



# 2025 MARCH

## CITY OF GUELPH

### Real Estate Market Report



**ROYAL CITY REALTY**  
BROKERAGE

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**Disclaimer:**

Please note that we have recently transitioned to a new board and reporting system. While we strive to ensure that the information provided in this market report is as accurate and up-to-date as possible, there may be occasional discrepancies or errors in the data.

# OVERVIEW

## BALANCED MARKET

The City of Guelph's real estate market remained balanced in March, with steady pricing and increased inventory. The median sale price held firm at \$750,000, while the average sale price dipped by 1.39% to \$774,256. Sales volume declined by 21.58%, reflecting a 20.48% drop in unit sales to 132 transactions. Meanwhile, new listings increased by 4.84%, and expired listings rose by 23.53%, adding to available inventory. With the unit sales-to-listings ratio at 43.56%, the market continues to present opportunities for both buyers and sellers as conditions remain balanced.

### March year-over-year sales volume of \$102,201,727

Down 21.58% from 2024's \$130,331,851 with unit sales of 132 down 20.48% from last March's 166. New listings of 303 are up 4.84% from a year ago, with the sales/listing ratio of 43.56% down 13.88%.

### Year-to-date sales volume of \$268,010,104

Down 15.55% from 2024's \$317,365,243 with unit sales of 346 down from 403 in 2024. New listings of 827 are up 19.51% from a year ago, with the sales/listing ratio of 41.84% down 16.40%.

### Year-to-date average sale price of \$774,357

Down from \$785,703 one year ago with median sale price of \$777,777 up from \$750,000 one year ago. Average days-on-market of 29 is up 2 days from last year.

## MARCH NUMBERS

Median Sale Price

**\$750,000**

No Change

Average Sale Price

**\$774,256**

-1.39%

Sales Volume

**\$102,201,727**

-21.58%

Unit Sales

**132**

-20.48%

New Listings

**303**

+4.84%

Expired Listings

**21**

+23.53%

Unit Sales/Listings Ratio

**43.56%**

-13.88%

Year-over-year comparison  
(March 2025 vs. March 2024)

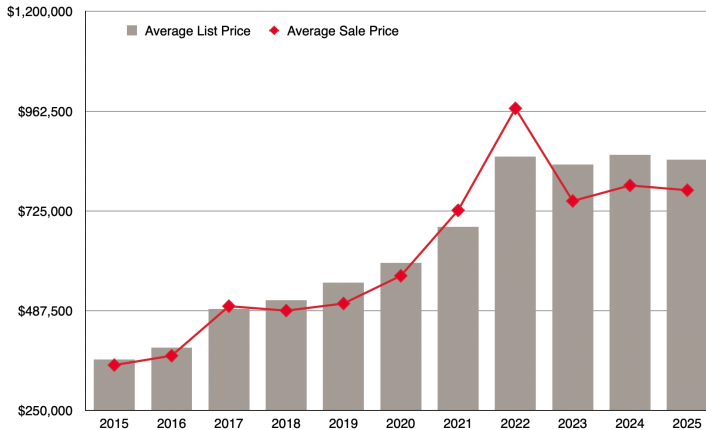


# THE MARKET IN DETAIL

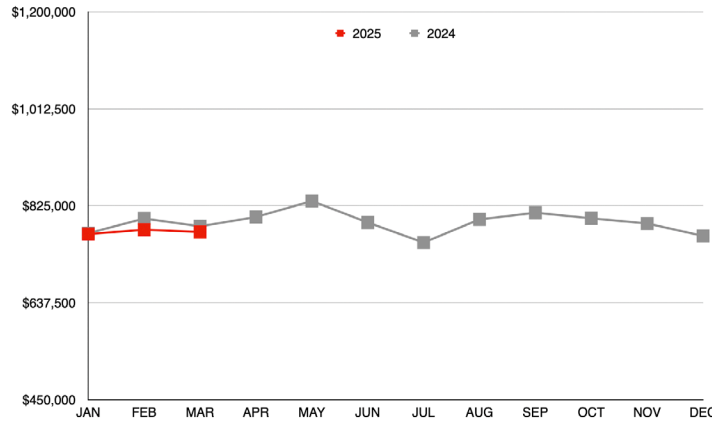
	2023	2024	2025	2024-2025
YTD Volume Sales	\$317,666,181	\$317,365,243	\$268,010,104	-15.55%
YTD Unit Sales	421	403	346	-14.14%
YTD New Listings	615	692	827	+19.51%
YTD Sales/Listings Ratio	68.46%	58.24%	41.84%	-16.4%
YTD Expired Listings	25	60	88	+46.67%
Monthly Volume Sales	\$139,338,740	\$130,331,851	\$102,201,727	-21.58%
Monthly Unit Sales	184	166	132	-20.48%
Monthly New Listings	249	289	303	+4.84%
Monthly Sales/Listings Ratio	73.90%	57.44%	43.56%	-13.88%
Monthly Expired Listings	7	17	21	+23.53%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	1	1	2	+100%
YTD Sales: \$350K-\$549K	78	59	58	-1.69%
YTD Sales: \$550K-\$749K	148	138	96	-30.43%
YTD Sales: \$750K-\$999K	147	145	145	No Change
YTD Sales: \$1M - \$2M	46	58	45	-22.41%
YTD Sales: \$2M+	0	2	1	-50%
YTD Average Days-On-Market	21.67	27.33	29.00	+6.1%
YTD Average Sale Price	\$748,680	\$785,703	\$774,357	-1.44%
YTD Median Sale Price	\$737,500	\$750,000	\$777,777	+3.7%

City of Guelph MLS Sales and Listing Summary  
2023 vs. 2024 vs. 2025

# AVERAGE SALE PRICE

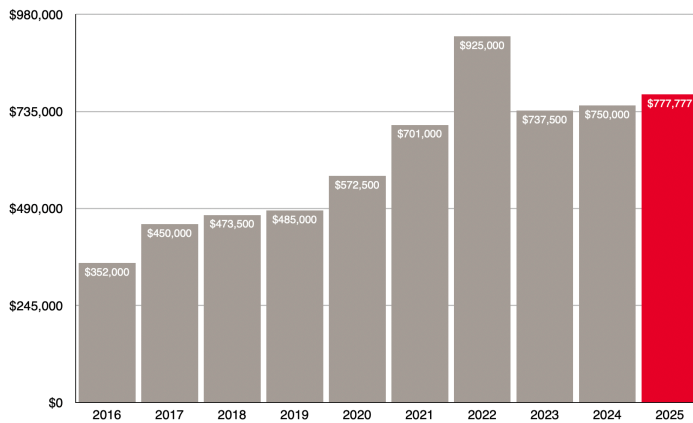


Year-Over-Year

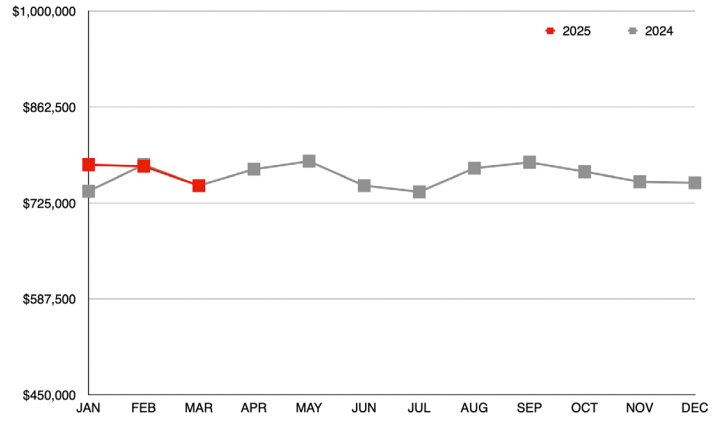


Month-Over-Month 2024 vs. 2025

# MEDIAN SALE PRICE



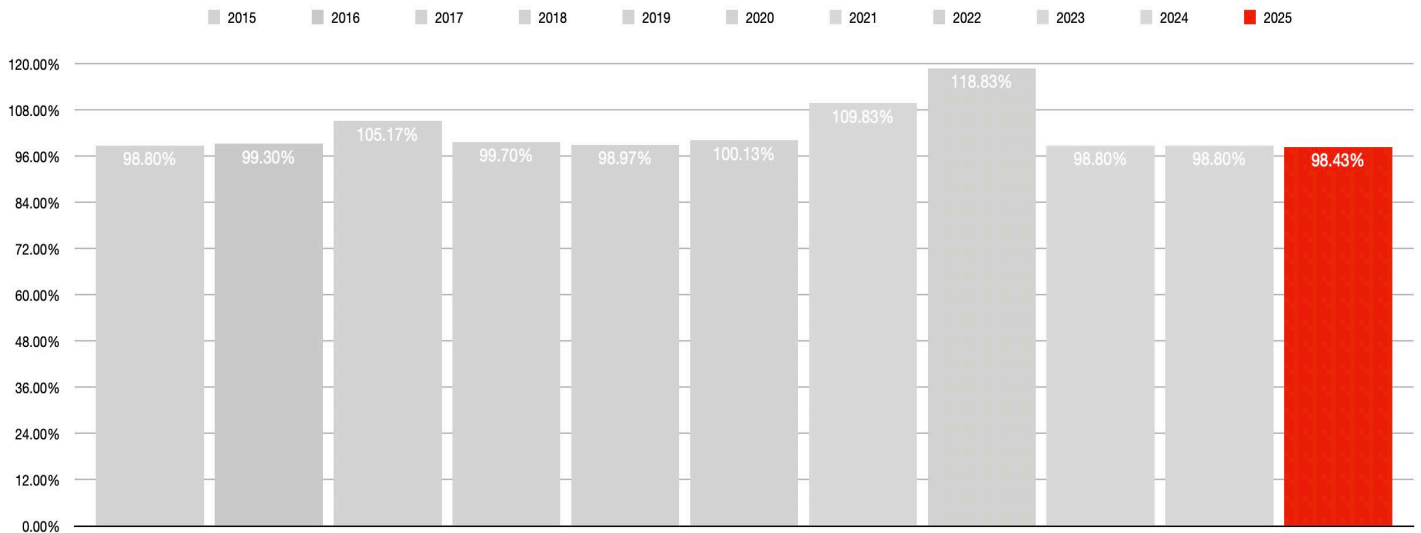
Year-Over-Year



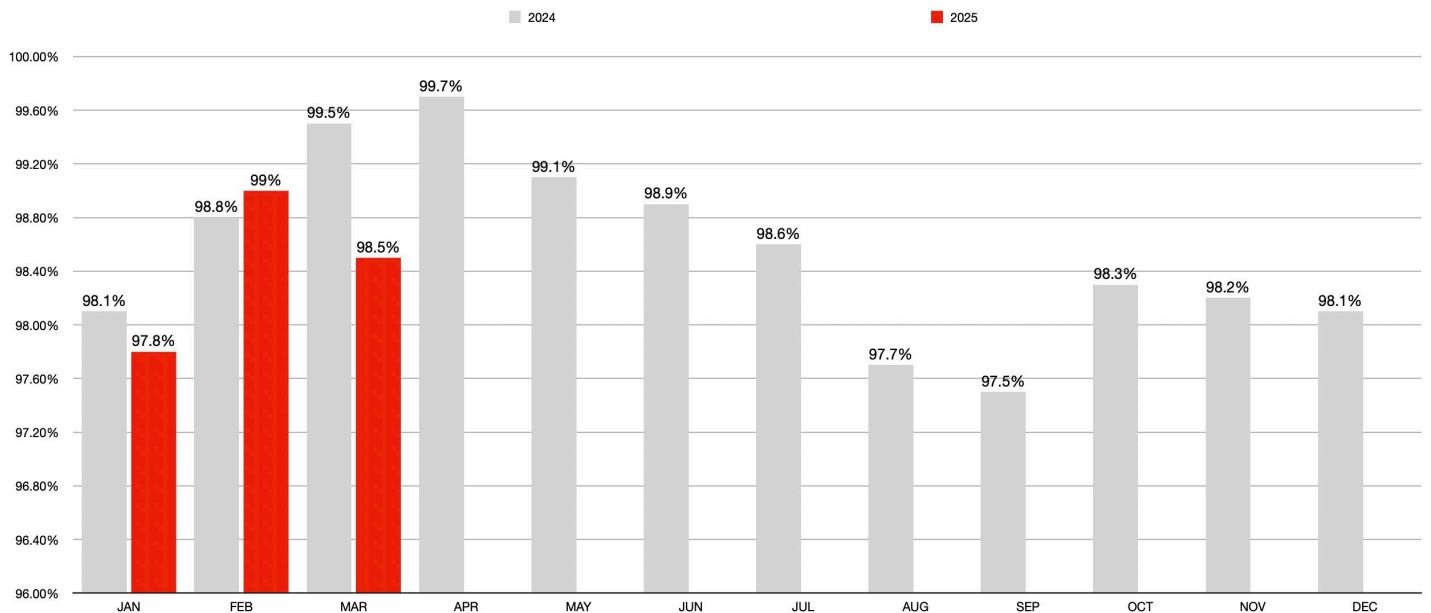
Month-Over-Month 2024 vs. 2025

\* Median sale price is based on residential sales (including freehold and condominiums).

# SALE PRICE VS. LIST PRICE RATIO

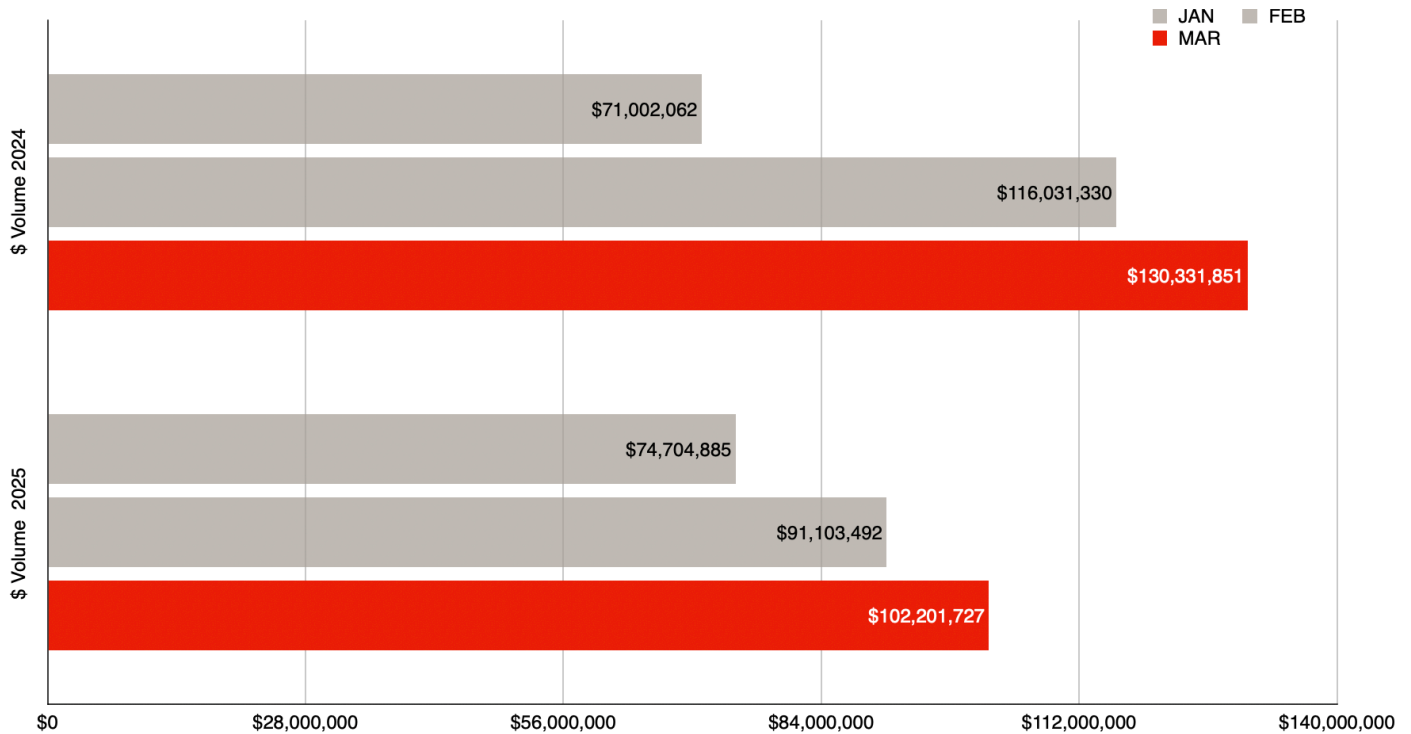


## Year-Over-Year

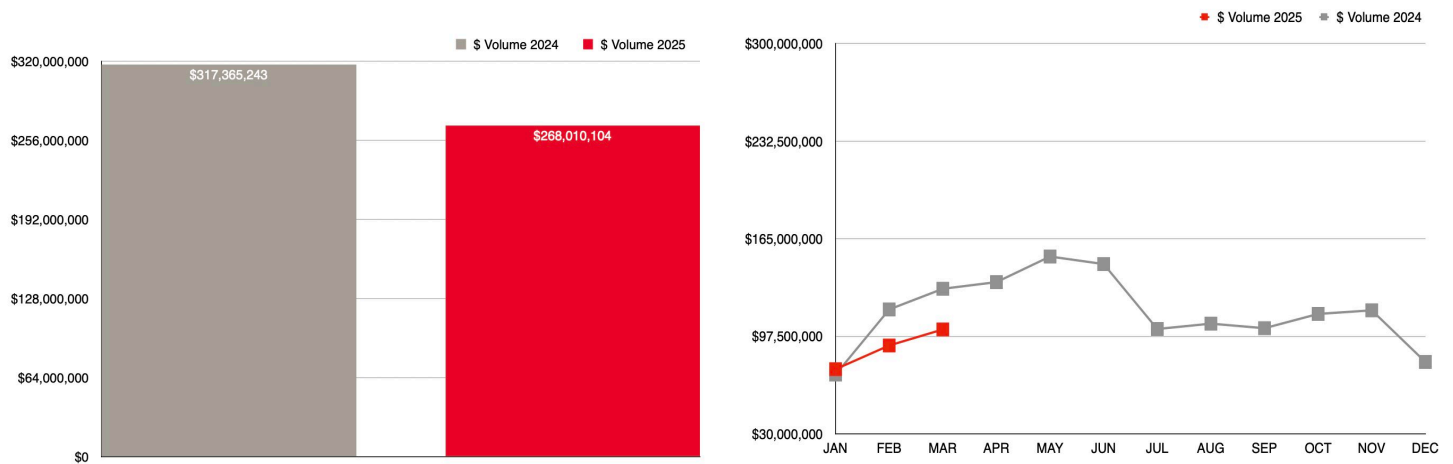


## Month-Over-Month 2024 vs. 2025

# DOLLAR VOLUME SALES



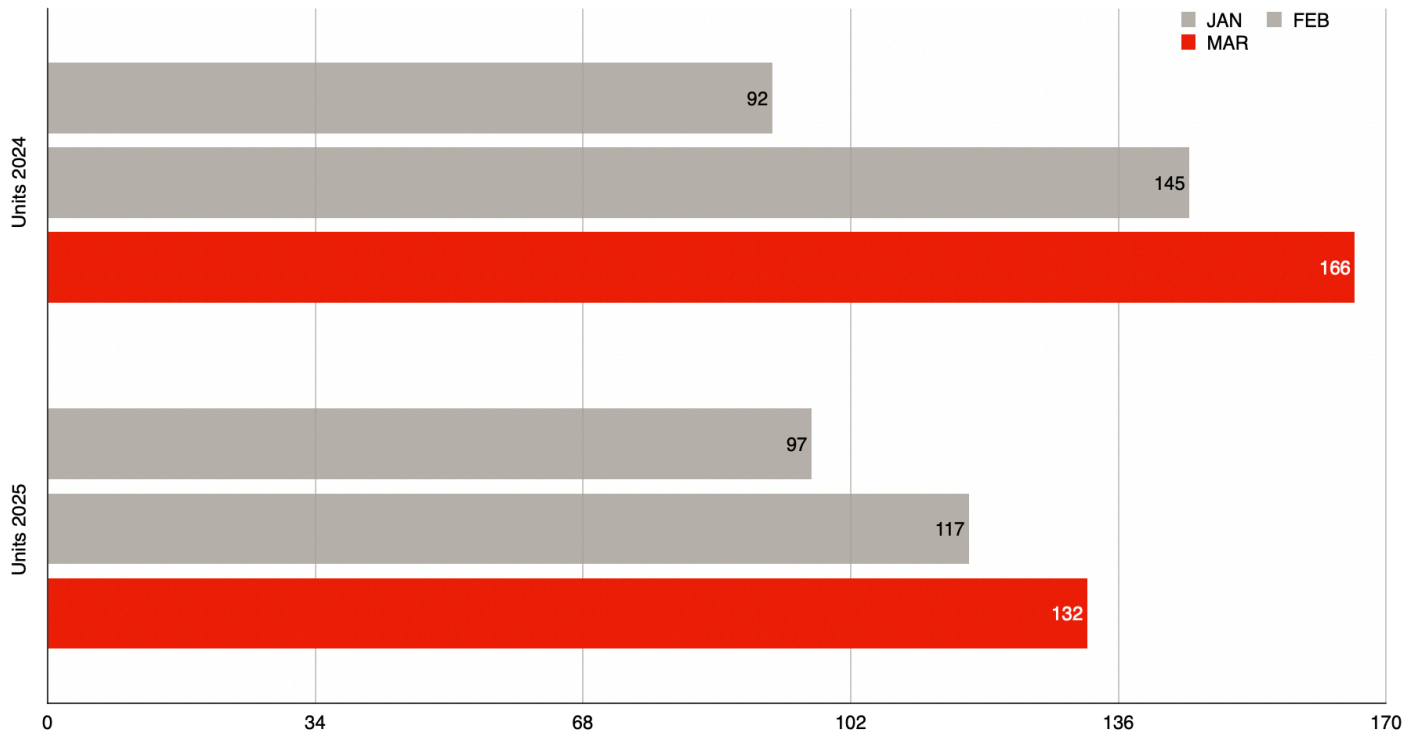
Monthly Comparison 2024 vs. 2025



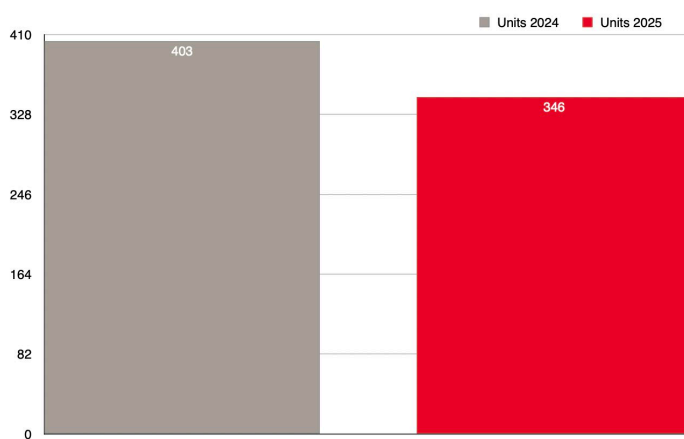
Yearly Totals 2024 vs. 2025

Month vs. Month 2024 vs. 2025

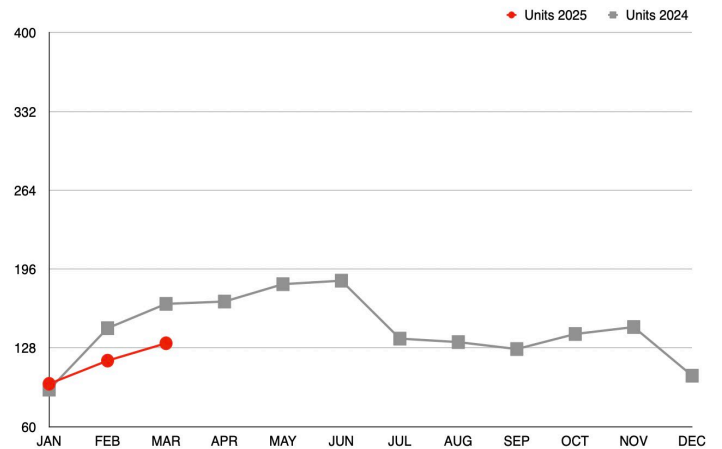
# UNIT SALES



Monthly Comparison 2024 vs. 2025

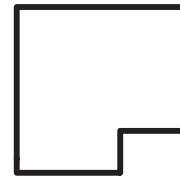

















Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

# SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$192,391,328 -7.38%	 \$75,618,776 -20.42%	 \$2,775,000 Up from \$0
YTD Unit Sales	 218 -6.03%	 128 -16.34%	 4 Up from 0
YTD Average Sale Price	 \$882,529 +4.19%	 \$590,772 +2.01%	 \$693,750 Up from \$0
March Sales Volume	 \$70,263,647 -18.69%	 \$31,938,080 -25.88%	 \$425,000 Up from \$0
March Unit Sales	 78 -19.59%	 54 -19.4%	 1 Up from 0

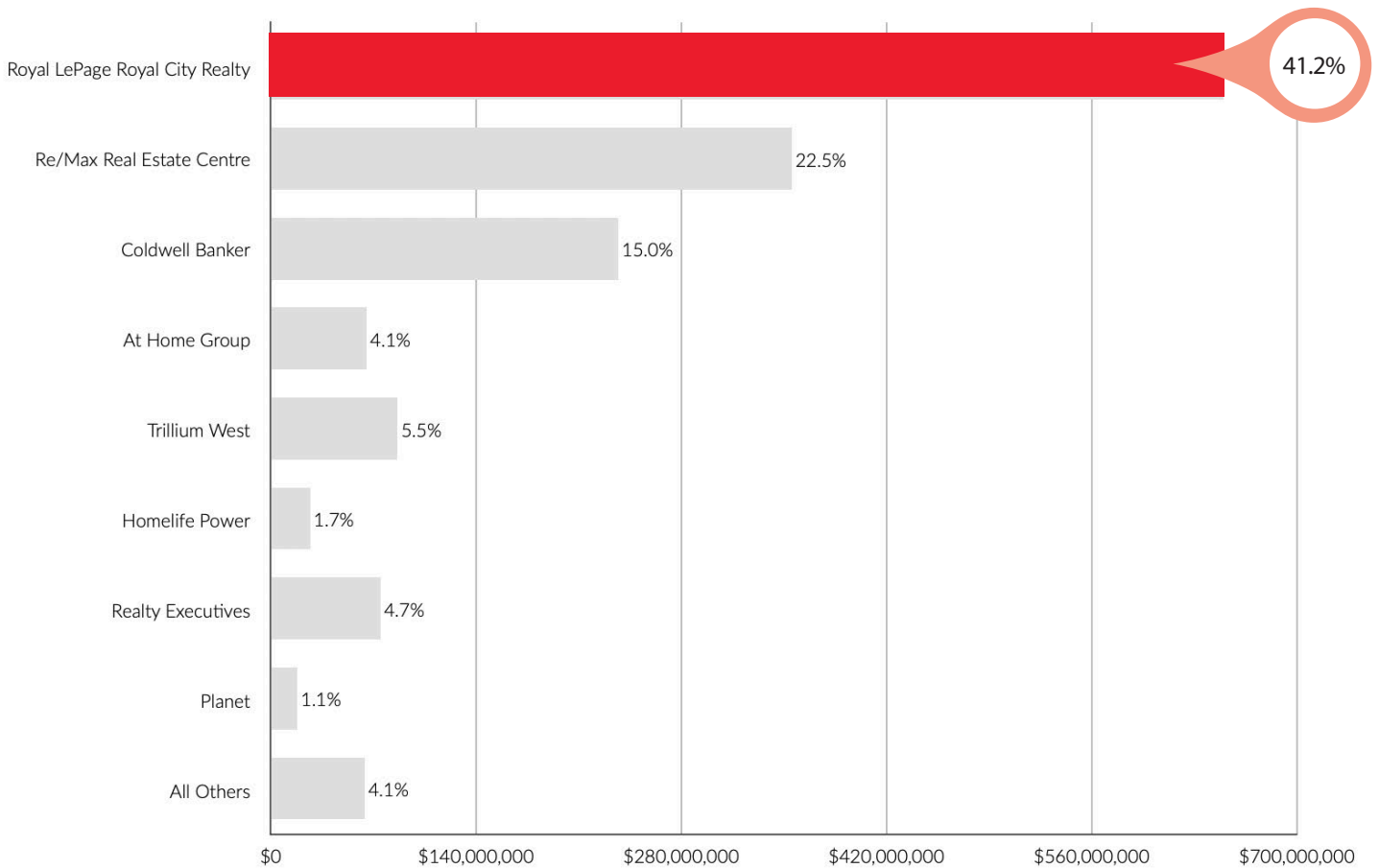
NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of April 1, 2025.

Year-Over-Year Comparison (2025 vs. 2024)

While deemed to be reliable, Royal LePage Royal City Realty assumes no responsibility for errors and omissions.



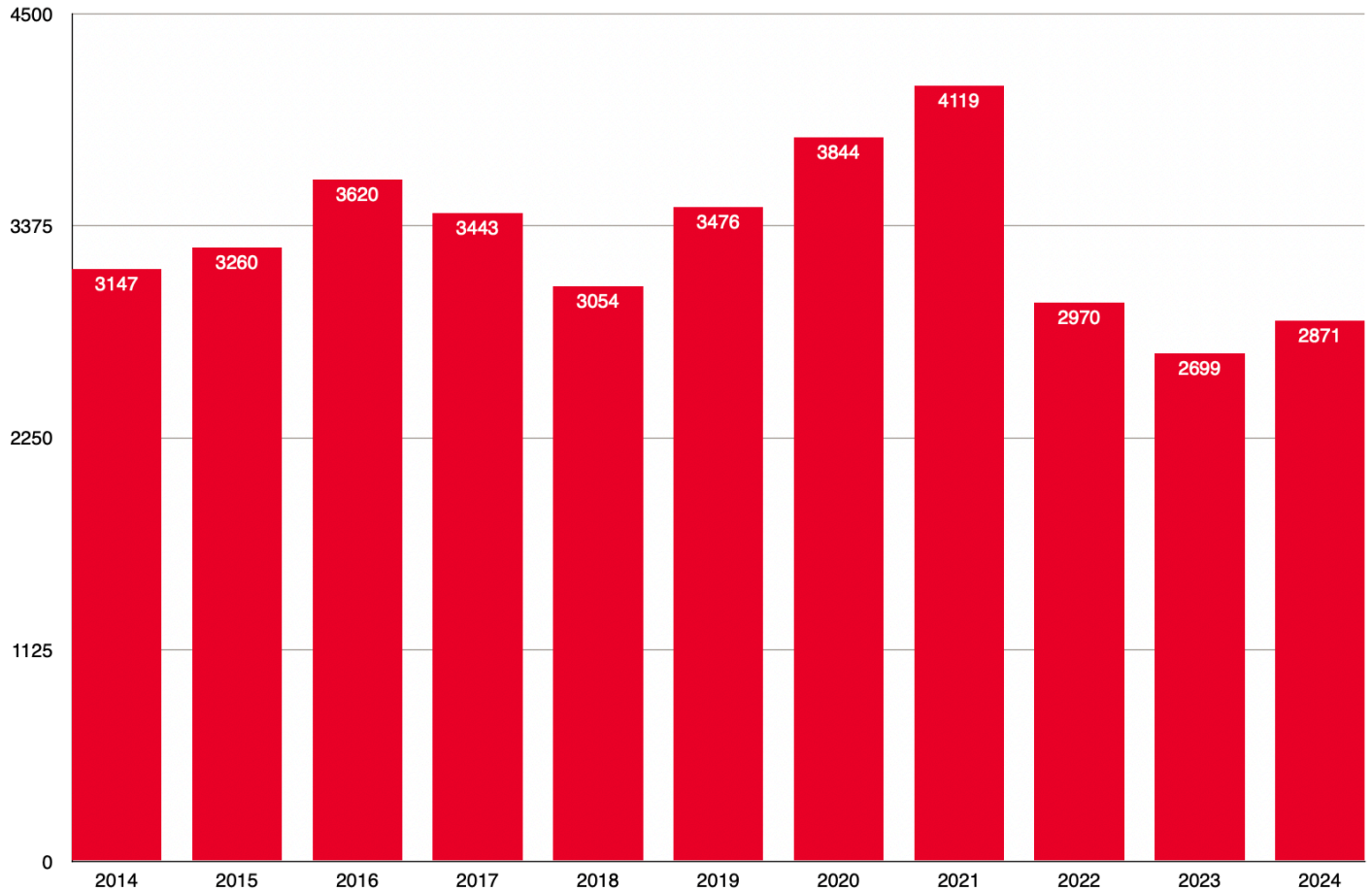
# MARKET DOMINANCE



Market Share by Dollar Volume Within Wellington County  
Listing Selling Ends Combined for Guelph Based Companies  
November 2024



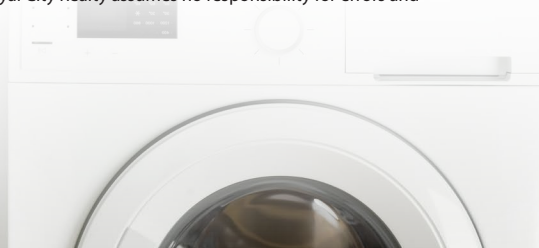
# 10 YEAR MARKET ANALYSIS



## Units Sold

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# OUR LOCATIONS



## ELORA

519-846-1365  
9 Mill Street E., Elora



## FERGUS

519-843-1365  
162 St. Andrew Street E., Fergus



## GUELPH

519-824-9050  
30 Edinburgh Road N., Guelph



## ROCKWOOD

519-856-9922  
118 Main Street S., Rockwood



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