2026 AUGUST

CITY OF GUELPH

Real Estate Market Report

ROYAL LEPAGE ROYAL CITY REALTY BROKERAGE

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OVERVIEW

BUYER'S MARKET

The City of Guelph remained in buyer's market territory through August, with the year-to-date sales-to-listings ratio sitting at 38.39%, below the 39% threshold. August pricing softened year over year, as the median sale price declined 4.70% to $722,345, while the average sale price decreased 3.51% to $767,045. Sales activity improved slightly, with sales volume rising 1.81% to $102.78M and unit sales increasing 5.51% to 134 transactions. New listings increased 6.50% to 295, while expired listings rose 33.33% to 56, showing continued competition among sellers. Although the monthly sales-to-listings ratio sat at 45.42%, the year-to-date ratio remains below the balanced market threshold, keeping buyer-favourable conditions in place across the City of Guelph.

August year-over-year sales volume of $102,784,031

Up 1.81% from 2025's $100,960,999 with unit sales of 134 up 5.51% from last August's 127. New listings of 295 are up 6.50% from a year ago, with the sales/listing ratio of 45.42% down 0.42%.

Year-to-date sales volume of $781,538,405

Down 16.00% from 2025's $930,440,465 with unit sales of 1,022 down 12.43% from 2025's 1,167. New listings of 2,662 are down 2.49% from a year ago, with the sales/listing ratio of 38.39% down 10.19%.

Year-to-date average sale price of $760,721

Down from $794,942 one year ago, with median sale price of $725,000 down from $776,250 one year ago. Average days-on-market of 38 is up approximately 7 days from last year.

AUGUST NUMBERS

Median Sale Price
$722,345
-4.7%

Average Sale Price
$767,045
-3.51%

Sales Volume
$102,784,031
+1.81%

Unit Sales
134
+5.51%

New Listings
295
+18.88%

Expired Listings
56
+33.33%

Unit Sales/Listings Ratio
45.42%
0.42%

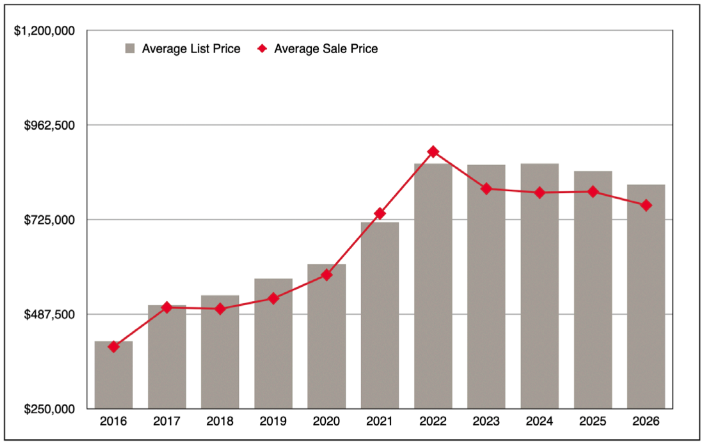
Year-over-year comparison
(August 2025 vs. August 2026)

THE MARKET IN DETAIL

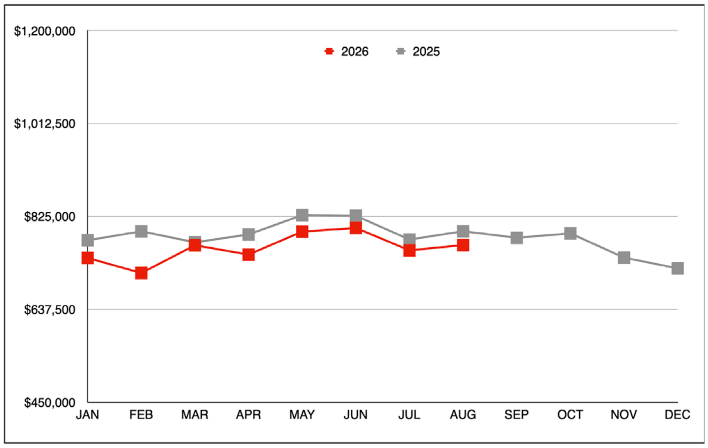
	2024	2025	2026	2025-2026
YTD Volume Sales	$961,078,983	$930,440,465	$781,538,405	-16%
YTD Unit Sales	1,209	1,167	1,022	-12.43%
YTD New Listings	2,265	2,730	2,662	-2.49%
YTD Sales/Listings Ratio	53.38%	42.75%	38.39%	-10.19%
YTD Expired Listings	165	287	376	+31.01%
Monthly Volume Sales	$106,207,758	$100,960,999	$102,784,031	+1.81%
Monthly Unit Sales	133	127	134	+5.51%
Monthly New Listings	233	277	295	+6.5%
Monthly Sales/Listings Ratio	57.08%	45.85%	45.42%	-0.93%
Monthly Expired Listings	35	42	56	+33.33%
YTD Sales: $0-$199K	0	0	0	No Change
YTD Sales: $200k-349K	5	10	19	+90%
YTD Sales: $350K-$549K	158	184	194	+5.43%
YTD Sales: $550K-$749K	404	332	351	+5.72%
YTD Sales: $750K-$999K	457	443	301	-32.05%
YTD Sales: $1M - $2M	185	193	154	-20.21%
YTD Sales: $2M+	5	5	3	-40%
YTD Average Days-On-Market	25.13	30.25	37.50	+23.97%
YTD Average Sale Price	$792,411	$794,942	$760,721	-4.3%
YTD Median Sale Price	$761,750	$776,250	$725,000	-6.6%

City of Guelph MLS Sales and Listing Summary
2024 vs. 2025 vs. 2026

AVERAGE SALE PRICE

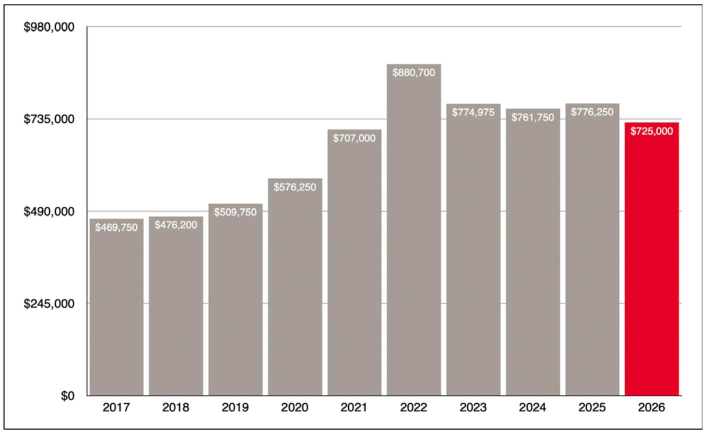


Year-Over-Year

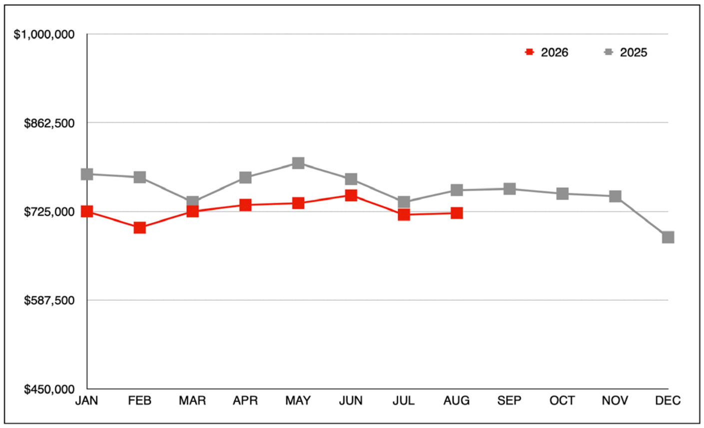


Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE



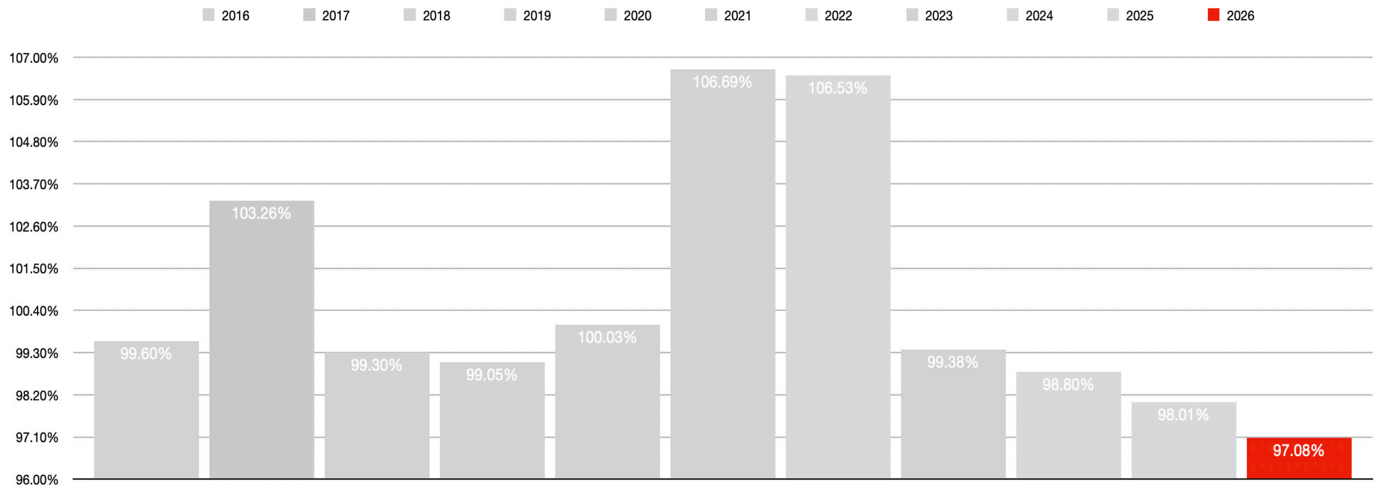
Year-Over-Year



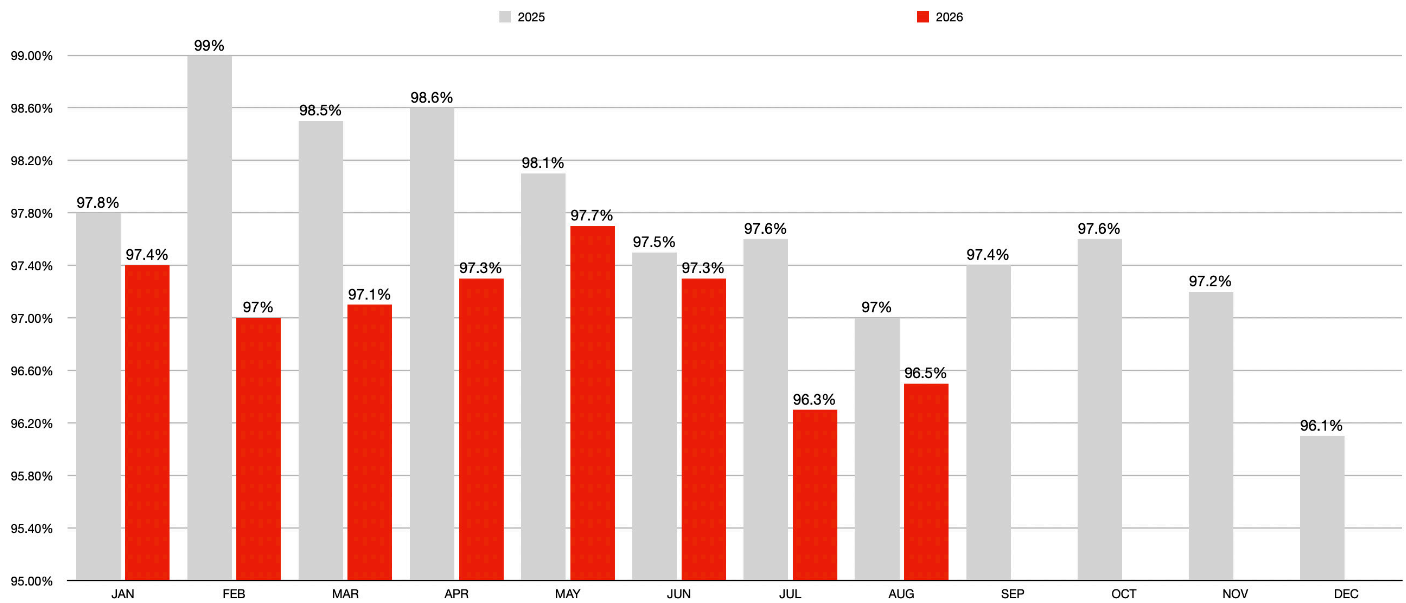
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. LIST PRICE RATIO

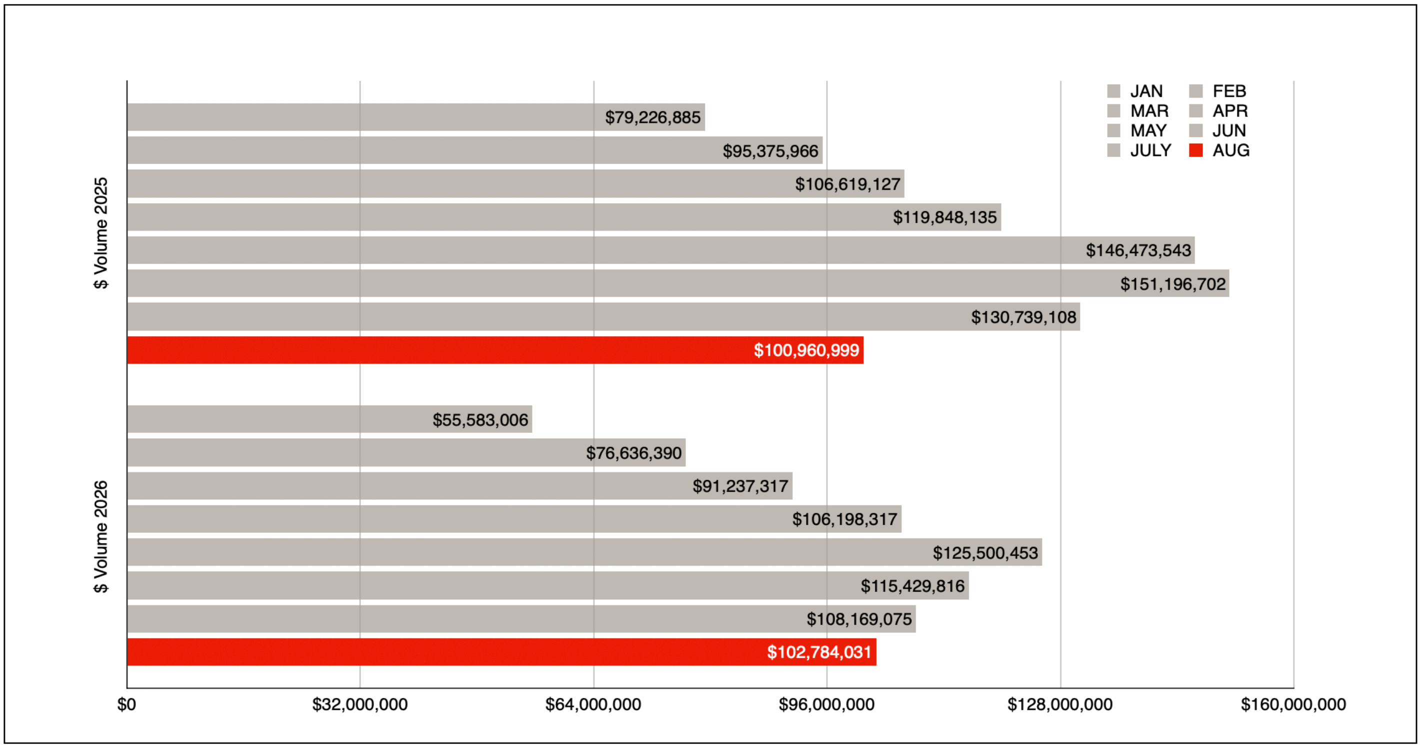


Year-Over-Year

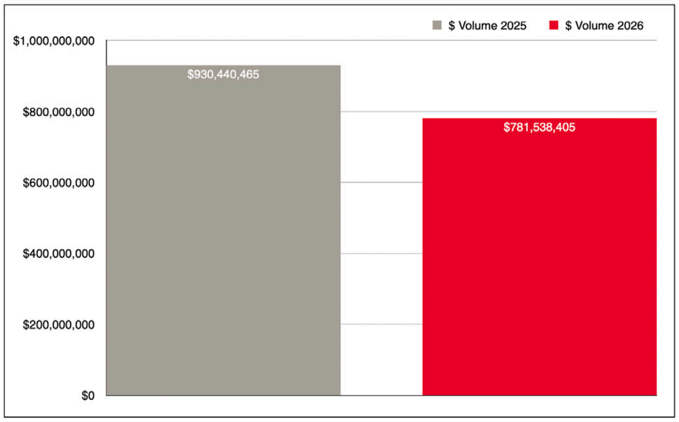


Month-Over-Month 2025 vs. 2026

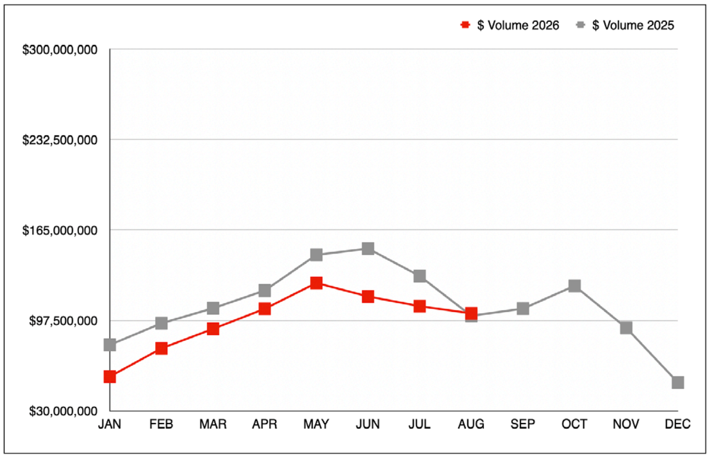
DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

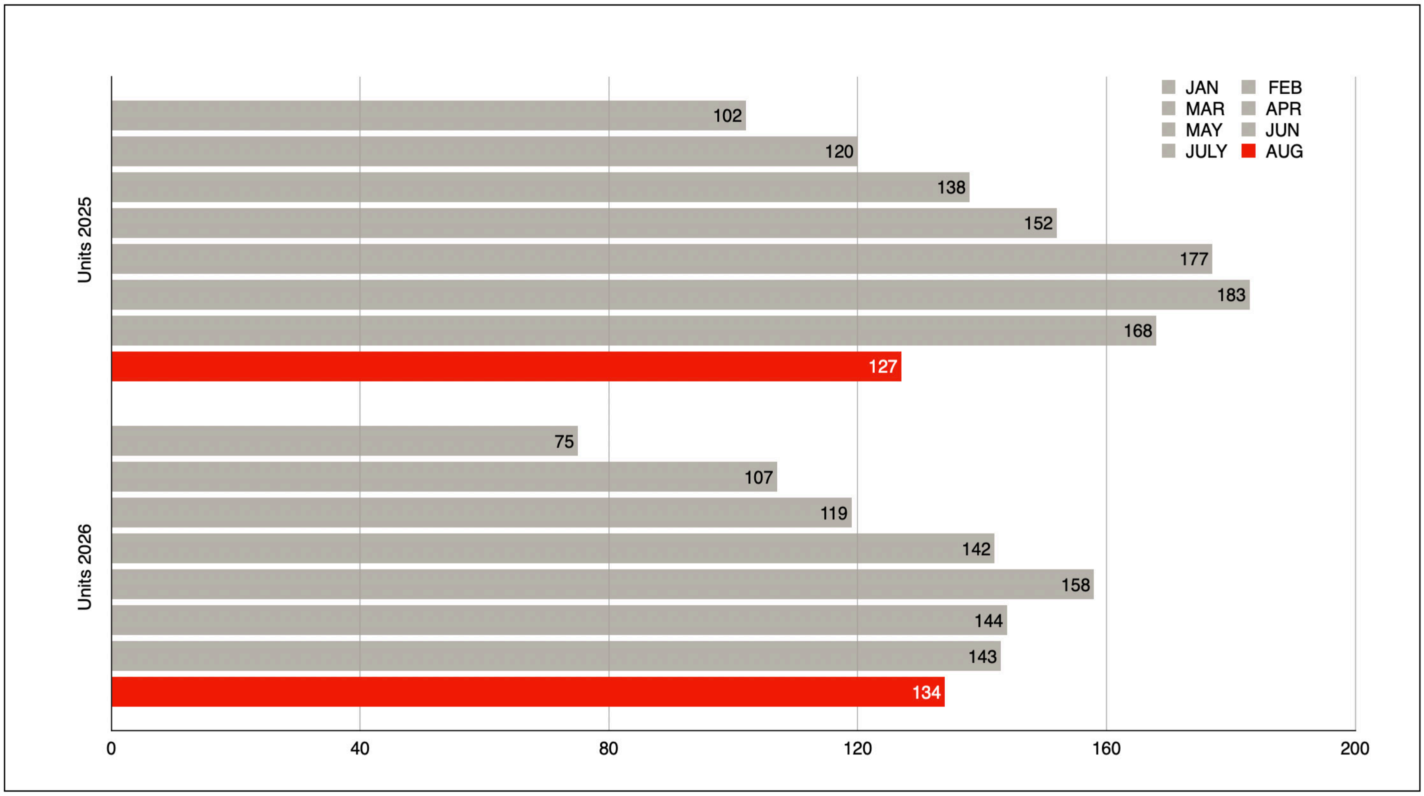


Yearly Totals 2025 vs. 2026

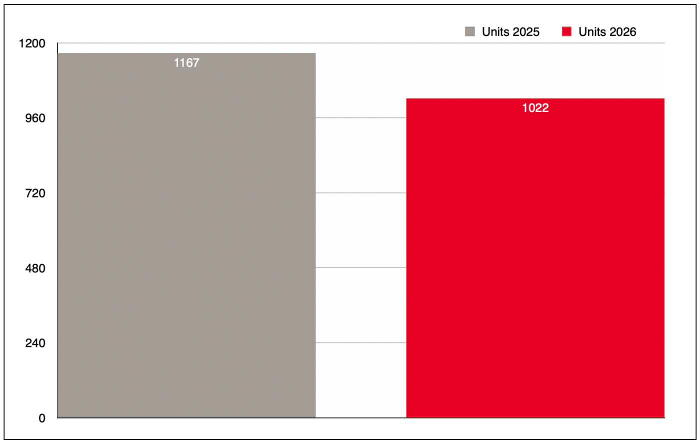


Month vs. Month 2025 vs. 2026

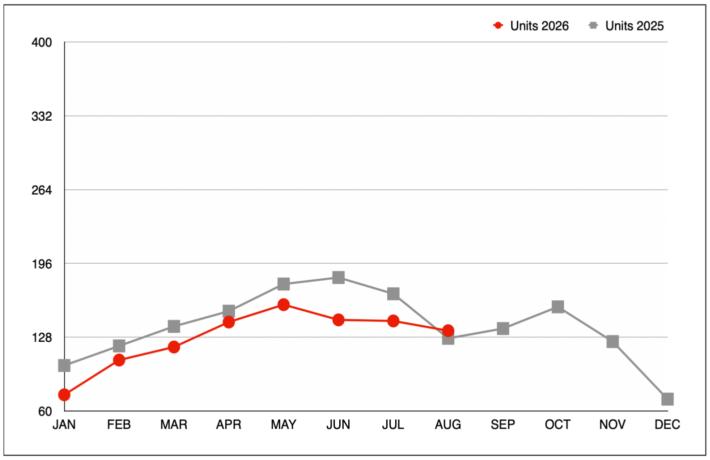
UNIT SALES



Monthly Comparison 2025 vs. 2026



Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

SALES BY TYPE

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	$597,582,255 -15.41%	$183,366,150 -17.32%	$1,445,000 -63%
YTD Unit Sales	691 -12.86%	331 -11.5%	3 -50%
YTD Average Sale Price	$864,808 -2.93%	$553,976 -6.58%	$481,666.67 -25.99%
August Sales Volu-me	$81,887,508 +8.91%	$20,896,523 -11.4%	$375,000 -21.88%
August Unit Sales	96 +12.94%	38 -9.52%	1 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 August 31, 2026.

Year-Over-Year Comparison (2025 vs. 2026)

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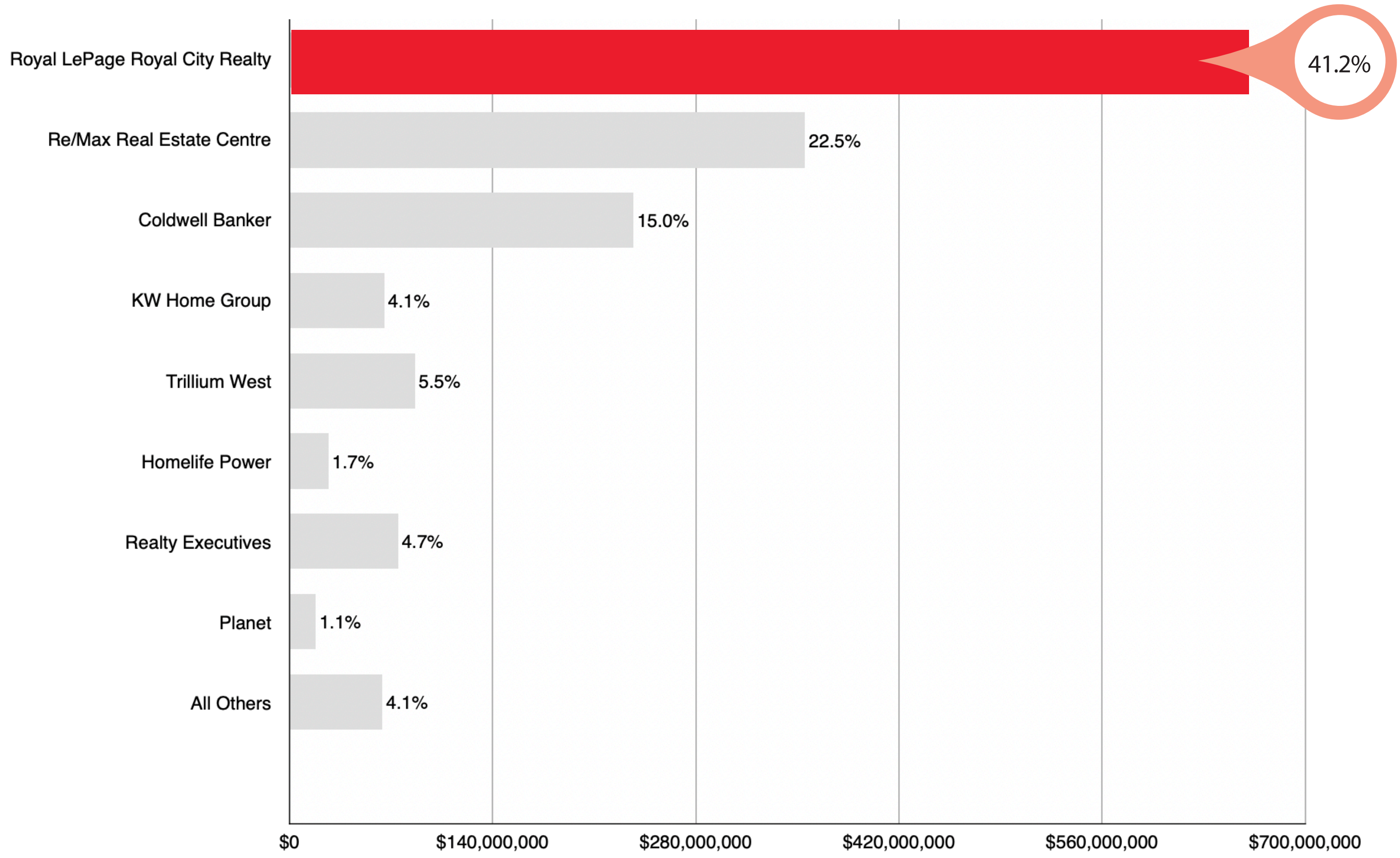
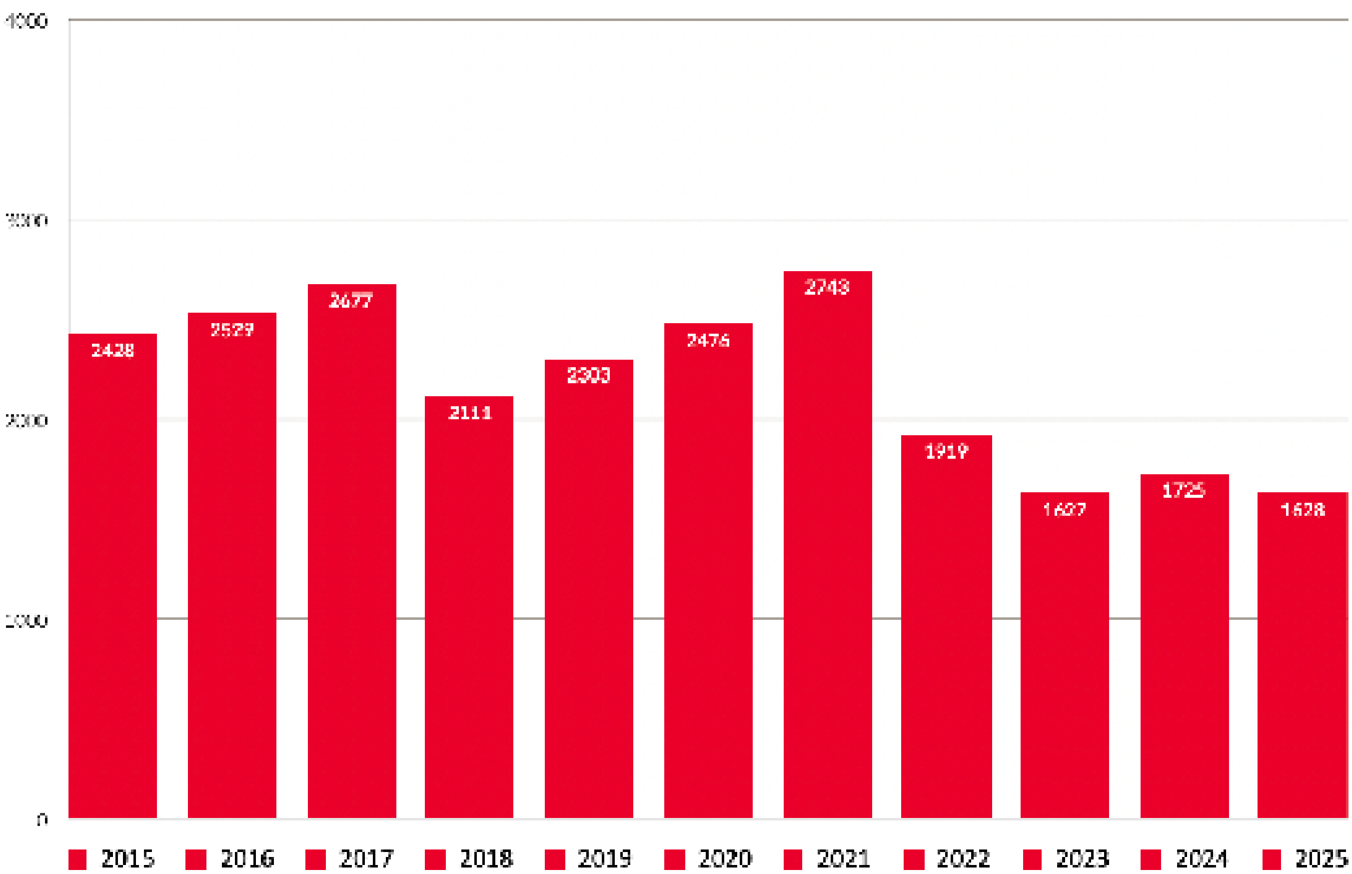
MARKET DOMINANCE



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

ROYAL LEPAGE® ROYAL CITY REALTY BROKERAGE

10 YEAR MARKET ANALYSIS



Units Sold

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

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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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