



# 2026 JULY

## 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

## BUYER'S MARKET

The City of Guelph remained in buyer's market territory through July, with the year-to-date sales-to-listings ratio sitting at 37.52%, below the 39% threshold. July pricing softened year over year, as the median sale price declined 2.64% to \$720,000, while the average sale price decreased 2.80% to \$756,427. Sales activity also slowed, with sales volume falling 17.26% to \$108.17M and unit sales declining 14.88% to 143 transactions. New listings decreased 12.03% to 329, while expired listings increased 72.73% to 57, showing continued competition among sellers. Although the monthly sales-to-listings ratio sat at 43.47%, the year-to-date ratio remains below the balanced market threshold, keeping buyer-favourable conditions in place across the City of Guelph.



### July year-over-year sales volume of \$108,169,075

Down 17.26% from 2025's \$130,739,108 with unit sales of 143 down 14.88% from last July's 168. New listings of 329 are down 12.03% from a year ago, with the sales/listing ratio of 43.47% down 3.24%.



### Year-to-date sales volume of \$678,754,374

Down 18.17% from 2025's \$829,479,466 with unit sales of 888 down 14.62% from 2025's 1,040. New listings of 2,367 are down 3.51% from a year ago, with the sales/listing ratio of 37.52% down 11.51%.



### Year-to-date average sale price of \$759,818

Down from \$794,938 one year ago, with median sale price of \$725,000 down from \$777,500 one year ago. Average days-on-market of 37 is up 8 days from last year.

## JULY NUMBERS

Median Sale Price  
**\$720,000**  
-2.64%

Average Sale Price  
**\$756,427**  
-2.8%

Sales Volume  
**\$108,169,075**  
-17.26%

Unit Sales  
**143**  
-14.88%

New Listings  
**329**  
-12.03%

Expired Listings  
**57**  
+72.73%

Unit Sales/Listings Ratio  
**43.47%**  
-1.45%

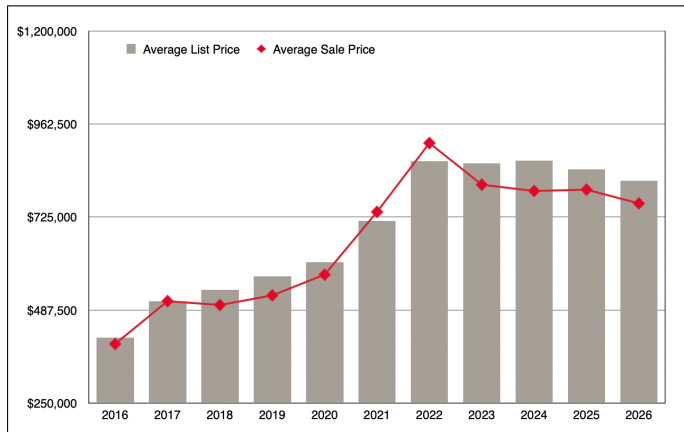
*Year-over-year comparison  
(July 2025 vs. July 2026)*

# THE MARKET IN DETAIL

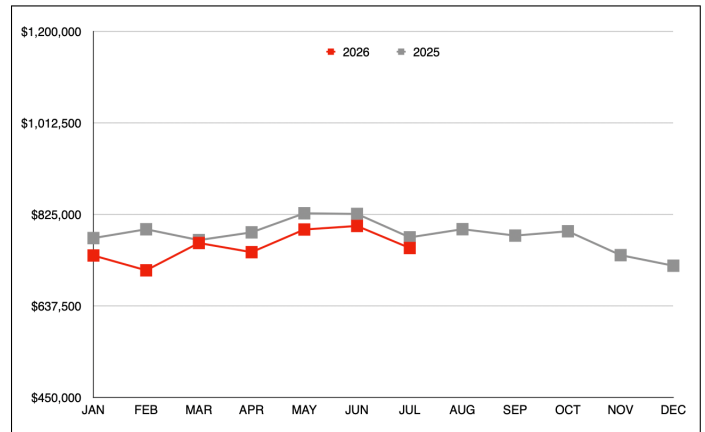
|                              | 2024          | 2025          | 2026          | 2025-2026 |
|------------------------------|---------------|---------------|---------------|-----------|
| YTD Volume Sales             | \$854,871,225 | \$829,479,466 | \$678,754,374 | -18.17%   |
| YTD Unit Sales               | 1,076         | 1,040         | 888           | -14.62%   |
| YTD New Listings             | 2,032         | 2,453         | 2,367         | -3.51%    |
| YTD Sales/Listings Ratio     | 52.95%        | 42.40%        | 37.52%        | -11.51%   |
| YTD Expired Listings         | 130           | 245           | 320           | +30.61%   |
| Monthly Volume Sales         | \$102,511,332 | \$130,739,108 | \$108,169,075 | -17.26%   |
| Monthly Unit Sales           | 136           | 168           | 143           | -14.88%   |
| Monthly New Listings         | 314           | 374           | 329           | -12.03%   |
| Monthly Sales/Listings Ratio | 43.31%        | 44.92%        | 43.47%        | -3.24%    |
| Monthly Expired Listings     | 16            | 33            | 57            | +72.73%   |
| YTD Sales: \$0-\$199K        | 0             | 0             | 0             | No change |
| YTD Sales: \$200k-349K       | 4             | 6             | 16            | +166.67%  |
| YTD Sales: \$350K-\$549K     | 140           | 161           | 175           | +8.7%     |
| YTD Sales: \$550K-\$749K     | 364           | 298           | 295           | -1.01%    |
| YTD Sales: \$750K-\$999K     | 405           | 401           | 263           | -34.41%   |
| YTD Sales: \$1M - \$2M       | 163           | 170           | 136           | -20%      |
| YTD Sales: \$2M+             | 4             | 4             | 3             | -25%      |
| YTD Average Days-On-Market   | 24.57         | 28.86         | 37.14         | +28.71%   |
| YTD Average Sale Price       | \$791,533     | \$794,938     | \$759,818     | -4.42%    |
| YTD Median Sale Price        | \$750,000     | \$777,500     | \$725,000     | -6.75%    |

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

# AVERAGE SALE PRICE

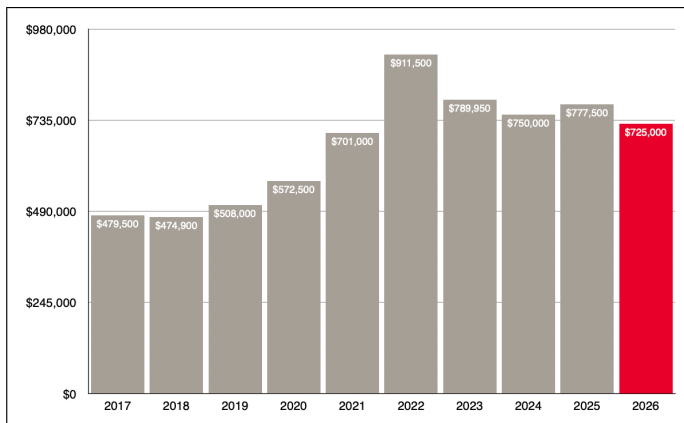


Year-Over-Year

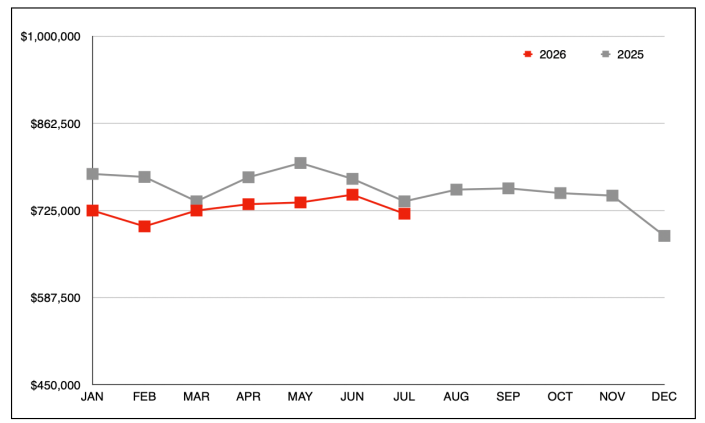


Month-Over-Month 2025 vs. 2026

# MEDIAN SALE PRICE



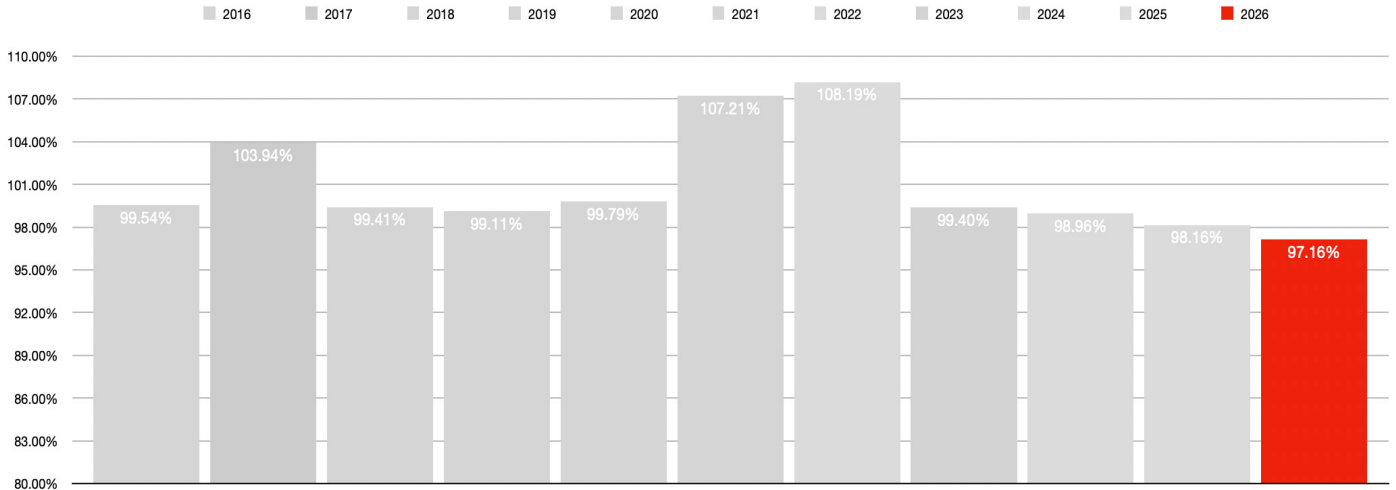
Year-Over-Year



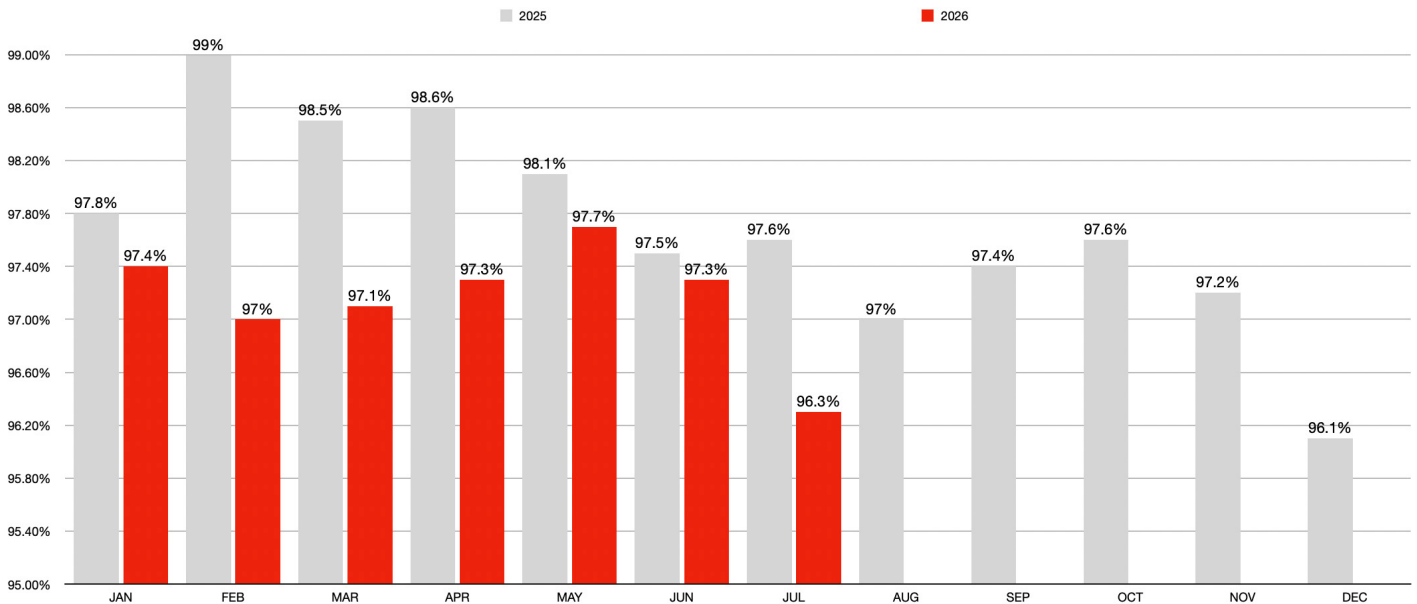
Month-Over-Month 2025 vs. 2026

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

# SALE PRICE VS. LIST PRICE RATIO

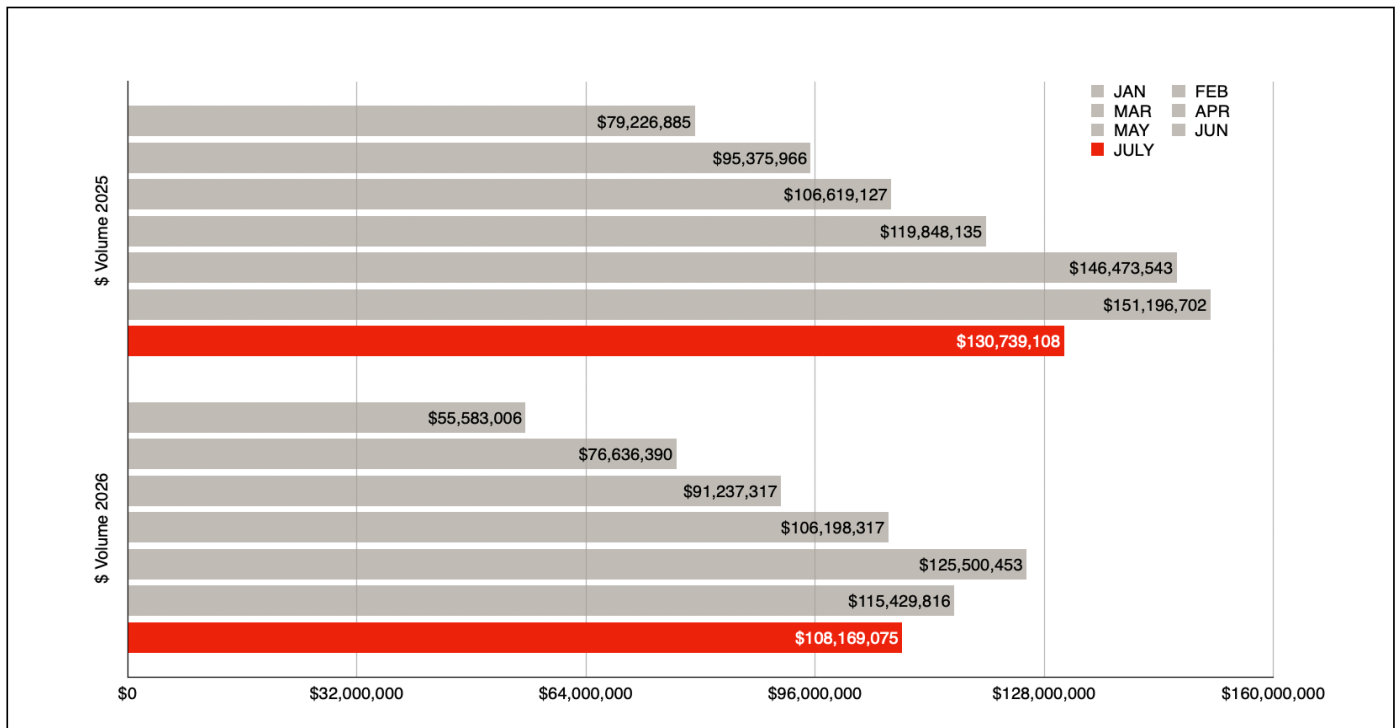


## Year-Over-Year

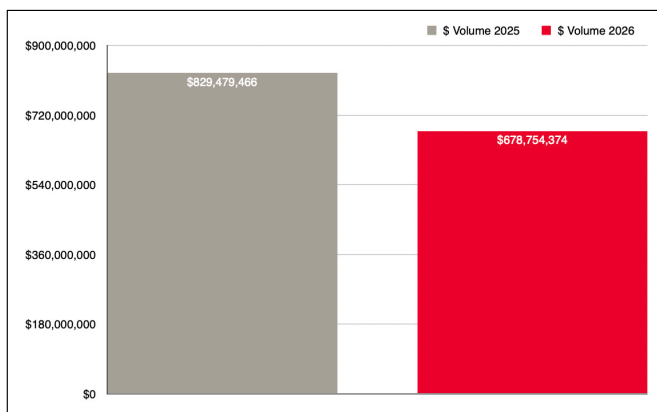


## Month-Over-Month 2025 vs. 2026

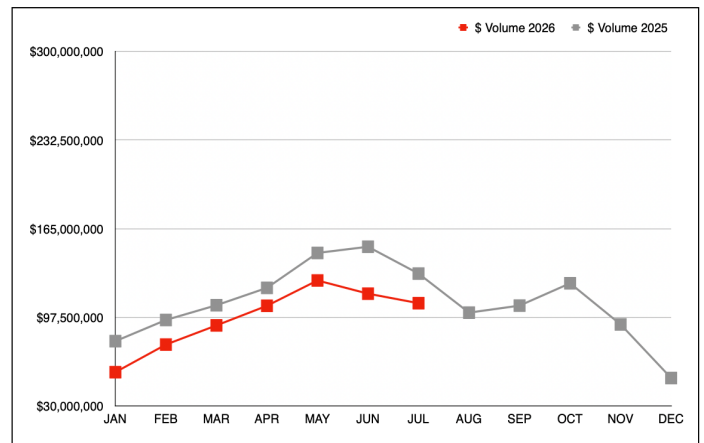
# DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

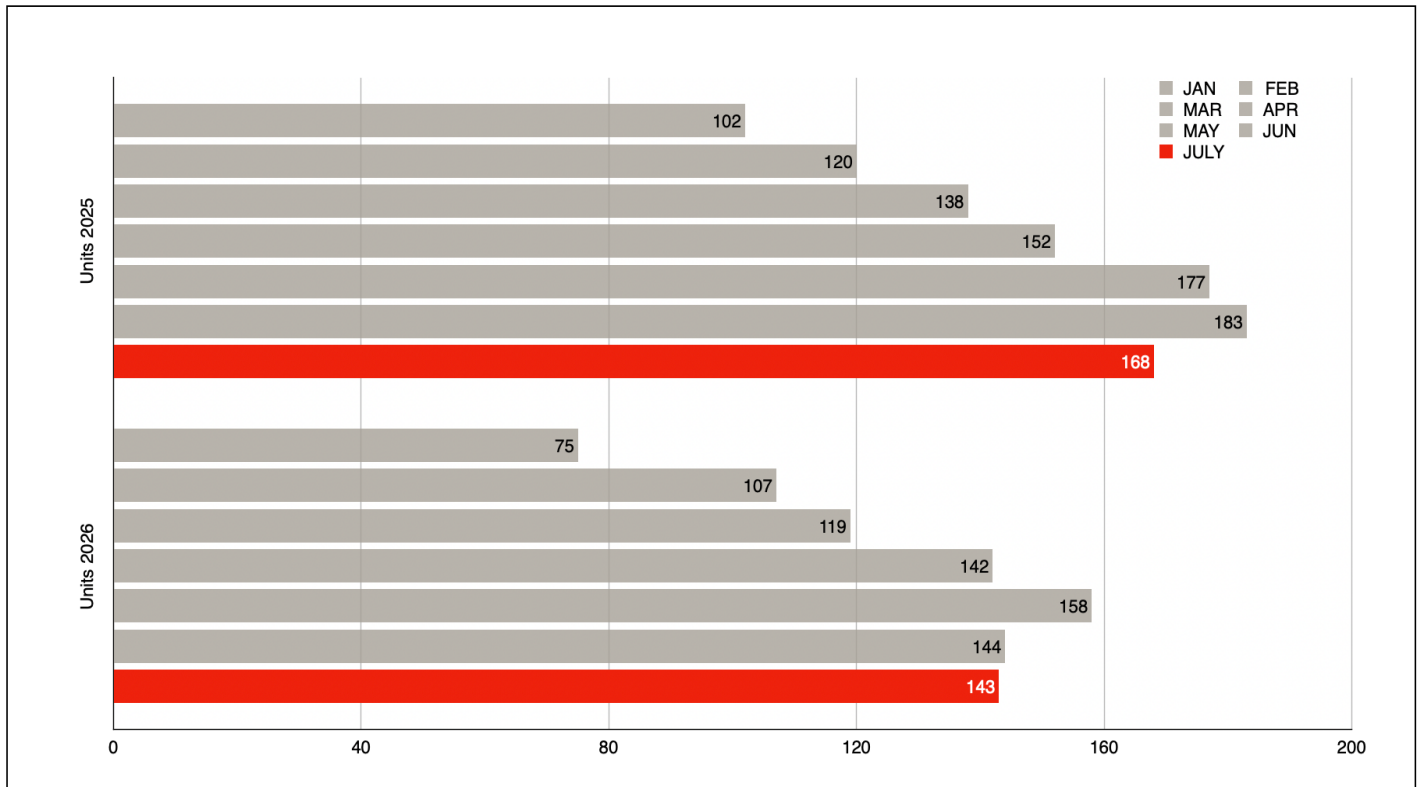


Yearly Totals 2025 vs. 2026

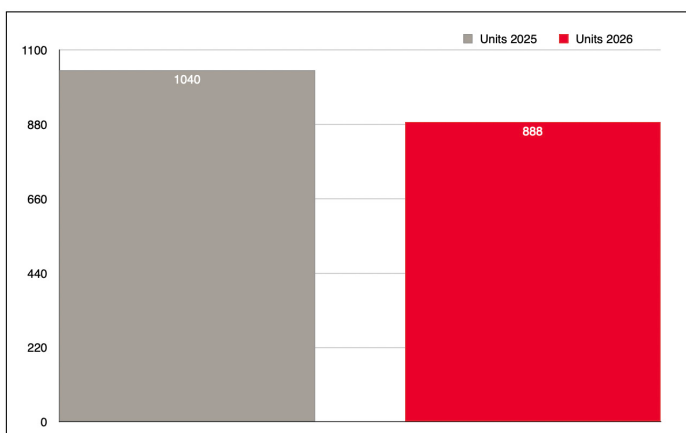


Month vs. Month 2025 vs. 2026

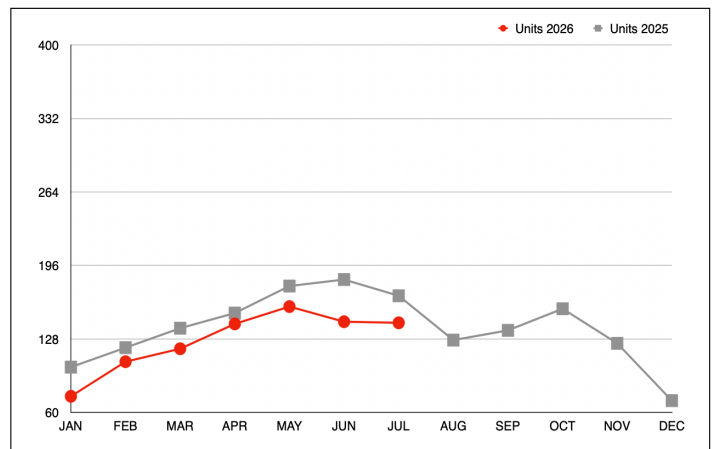
# UNIT SALES



Monthly Comparison 2025 vs. 2026

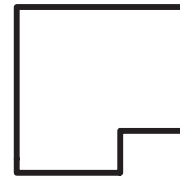


Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

# SALES BY TYPE



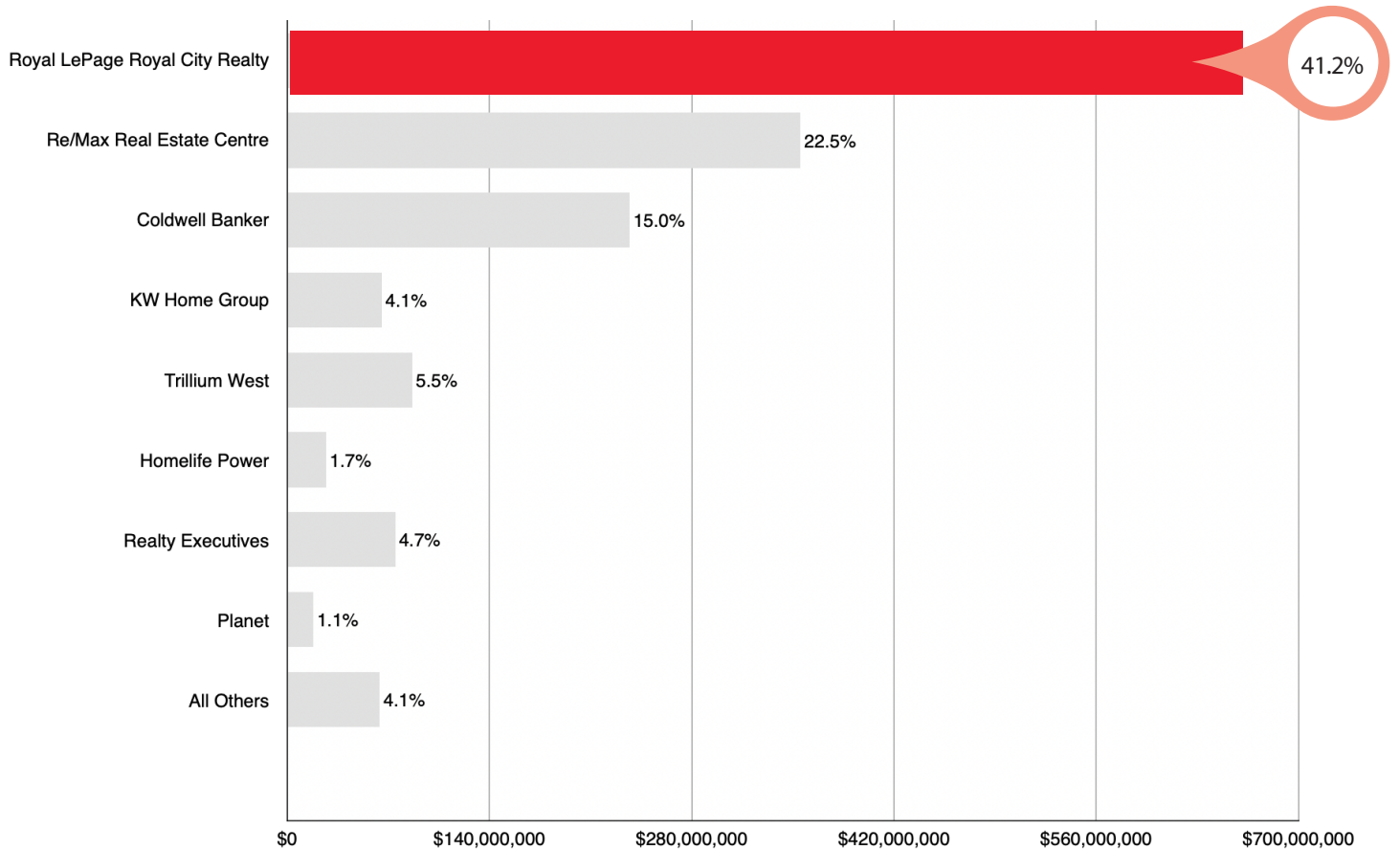
|                        | FREEHOLD                                                                                                    | CONDOMINIUM                                                                                                | VACANT LAND                                                                                                  |
|------------------------|-------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------|
| YTD Sales Volume       |  \$515,694,747<br>-18.31%  |  \$162,469,627<br>-18.02% |  \$1,070,000<br>-68.76%   |
| YTD Unit Sales         |  595<br>-15.96%           |  293<br>-11.75%          |  2<br>-60%               |
| YTD Average Sale Price |  \$866,714<br>-2.8%      |  \$554,504<br>-7.11%    |  \$535,000.00<br>-21.9% |
| July Sales Volume      |  \$78,722,300<br>-19.84% |  \$29,446,775<br>-9.48% |  \$725,000<br>+100%     |
| July Unit Sales        |  91<br>-20.18%           |  52<br>-3.7%            |  1<br>+100%             |

NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of July 31, 2026.

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

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

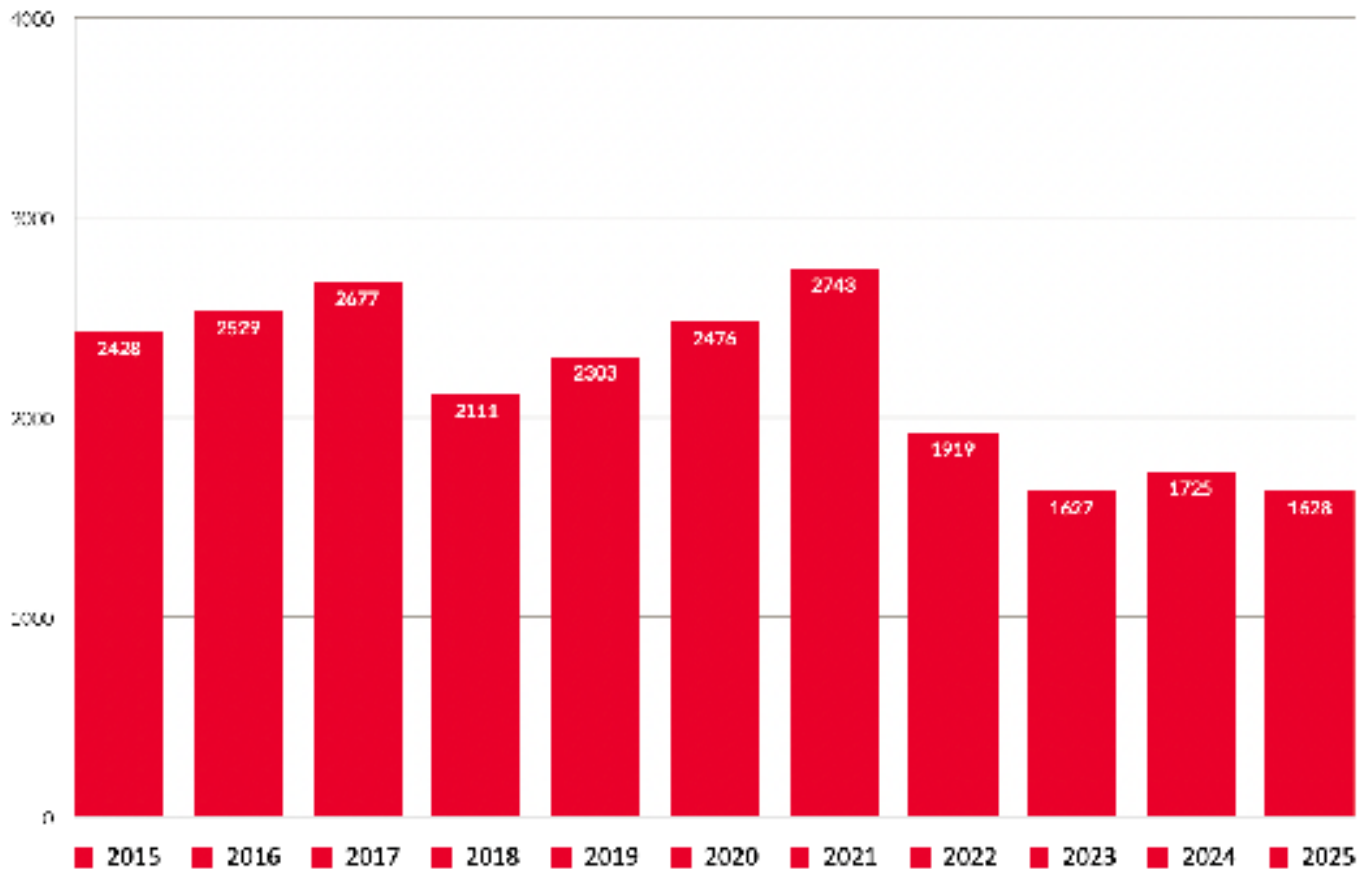
# MARKET DOMINANCE



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



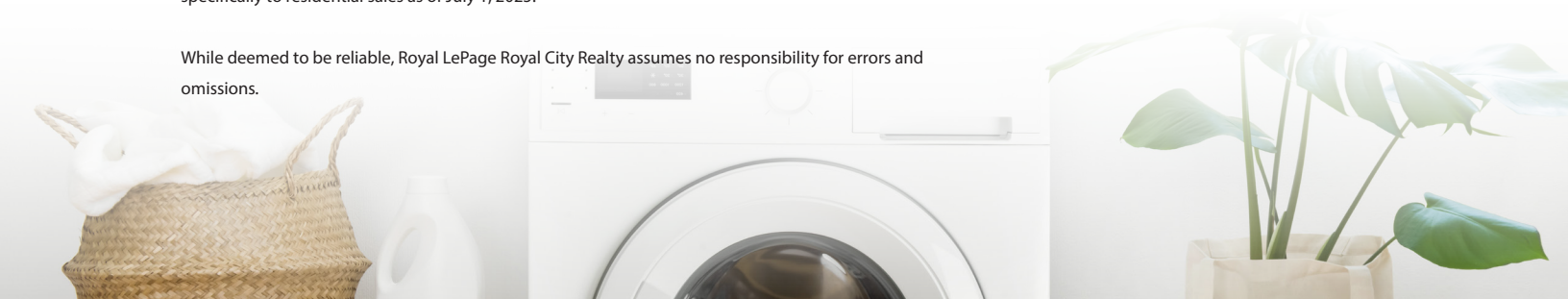
# 10 YEAR MARKET ANALYSIS



## 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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