2026 SEPTEMBER

CITY OF GUELPH

Real Estate Market Report

ROYAL LEPAGE® 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 September, with the year-to-date sales-to-listings ratio sitting at 38.30%, just below the 39% threshold. September pricing was mixed year over year, as the median sale price declined 1.97% to $745,000, while the average sale price increased 1.52% to $793,686. Sales activity softened slightly, with sales volume down 1.46% to $104.77M and unit sales decreasing 2.94% to 132 transactions. New listings declined 13.81% to 362, while expired listings rose 44.90% to 71, showing continued competition among sellers. Although the monthly sales-to-listings ratio improved to 36.46%, the year-to-date ratio remains below the balanced market threshold, keeping buyer-favourable conditions in place across the City of Guelph.

September year-over-year sales volume of $104,772,843

Down 1.46% from 2025's $106,329,097 with unit sales of 132 down 2.94% from last September's 136. New listings of 362 are down 13.81% from a year ago, with the sales/listing ratio of 36.46% up 4.08%.

Year-to-date sales volume of $892,510,347

Down 13.91% from 2025's $1,036,769,562 with unit sales of 1,161 down 10.90% from 2025's 1,303. New listings of 3,031 are down 3.78% from a year ago, with the sales/listing ratio of 38.30% down 3.06%.

Year-to-date average sale price of $764,384

Down from $793,485 one year ago, with median sale price of $725,000 down from $775,000 one year ago. Average days-on-market of 38 is up approximately 8 days from last year.

SEPTEMBER NUMBERS

Median Sale Price
$745,000
-1.97%

Average Sale Price
$793,686
+1.52%

Sales Volume
$104,772,843
-1.46%

Unit Sales
132
-2.94%

New Listings
362
+27.27%

Expired Listings
71
+44.9%

Unit Sales/Listings Ratio
36.46%
+4.08%

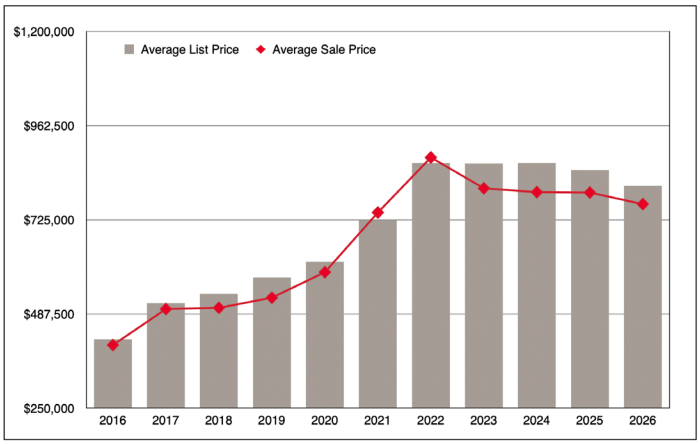
Year-over-year comparison
(September 2025 vs. September 2026)

THE MARKET IN DETAIL

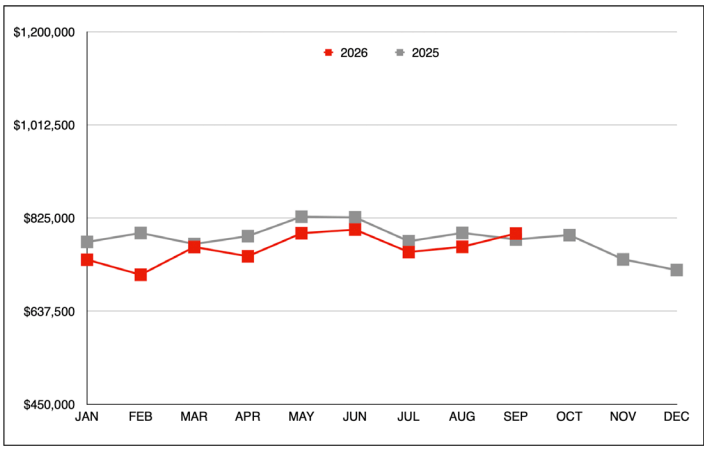
	2024	2025	2026	2025-2026
YTD Volume Sales	$1,064,132,883	$1,036,769,562	$892,510,347	-13.91%
YTD Unit Sales	1,336	1,303	1,161	-10.9%
YTD New Listings	2,595	3,150	3,031	-3.78%
YTD Sales/Listings Ratio	51.48%	41.37%	38.30%	-7.4%
YTD Expired Listings	190	336	447	+33.04%
Monthly Volume Sales	$103,053,900	$106,329,097	$104,772,843	-1.46%
Monthly Unit Sales	127	136	132	-2.94%
Monthly New Listings	330	420	362	-13.81%
Monthly Sales/Listings Ratio	38.48%	32.38%	36.46%	+12.61%
Monthly Expired Listings	25	49	71	+44.9%
YTD Sales: $0-$199K	0	0	0	No Change
YTD Sales: $200k-349K	5	12	23	+91.67%
YTD Sales: $350K-$549K	174	199	213	+7.04%
YTD Sales: $550K-$749K	441	377	395	+4.77%
YTD Sales: $750K-$999K	504	499	345	-30.86%
YTD Sales: $1M - $2M	212	211	172	-18.48%
YTD Sales: $2M+	5	5	5	No Change
YTD Average Days-On-Market	25.89	30.22	37.67	+24.63%
YTD Average Sale Price	$794,526	$793,485	$764,384	-3.67%
YTD Median Sale Price	$773,500	$775,000	$725,000	-6.45%

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

AVERAGE SALE PRICE

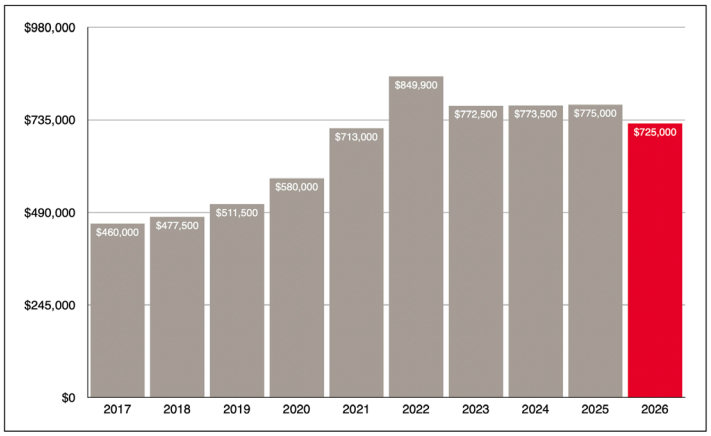


Year-Over-Year

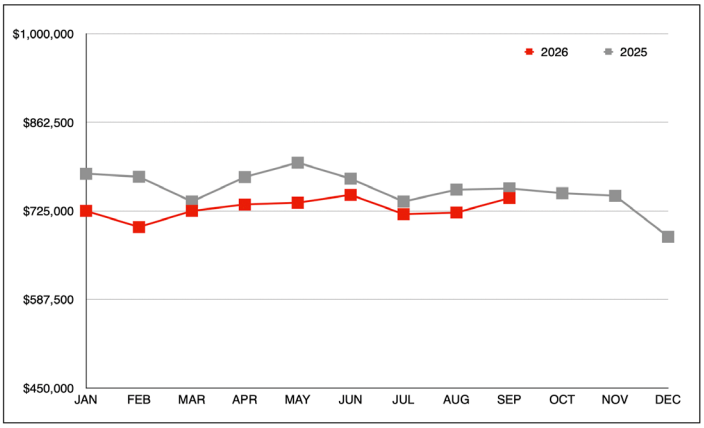


Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE



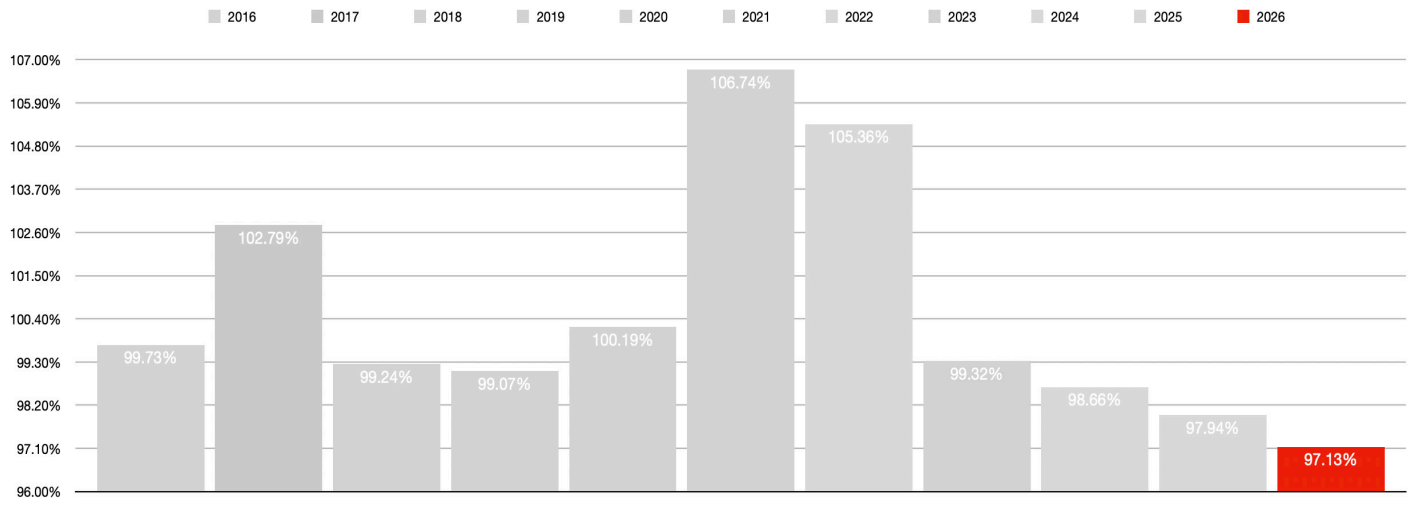
Year-Over-Year



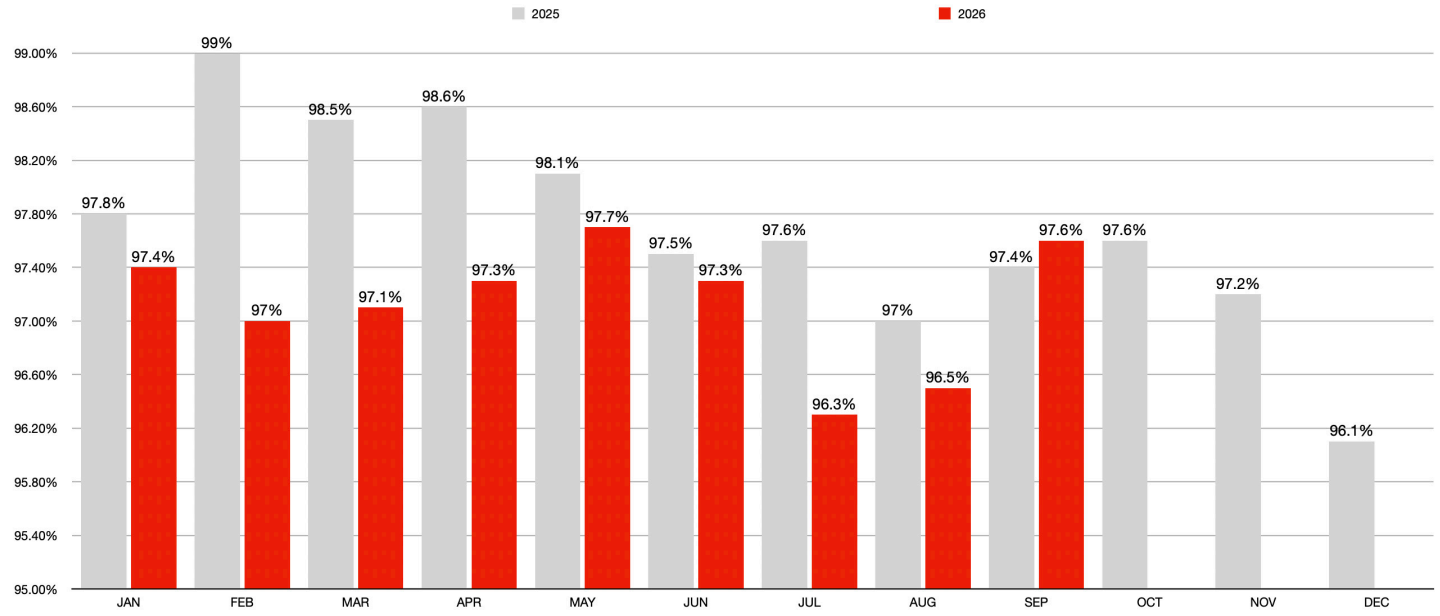
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. LIST PRICE RATIO

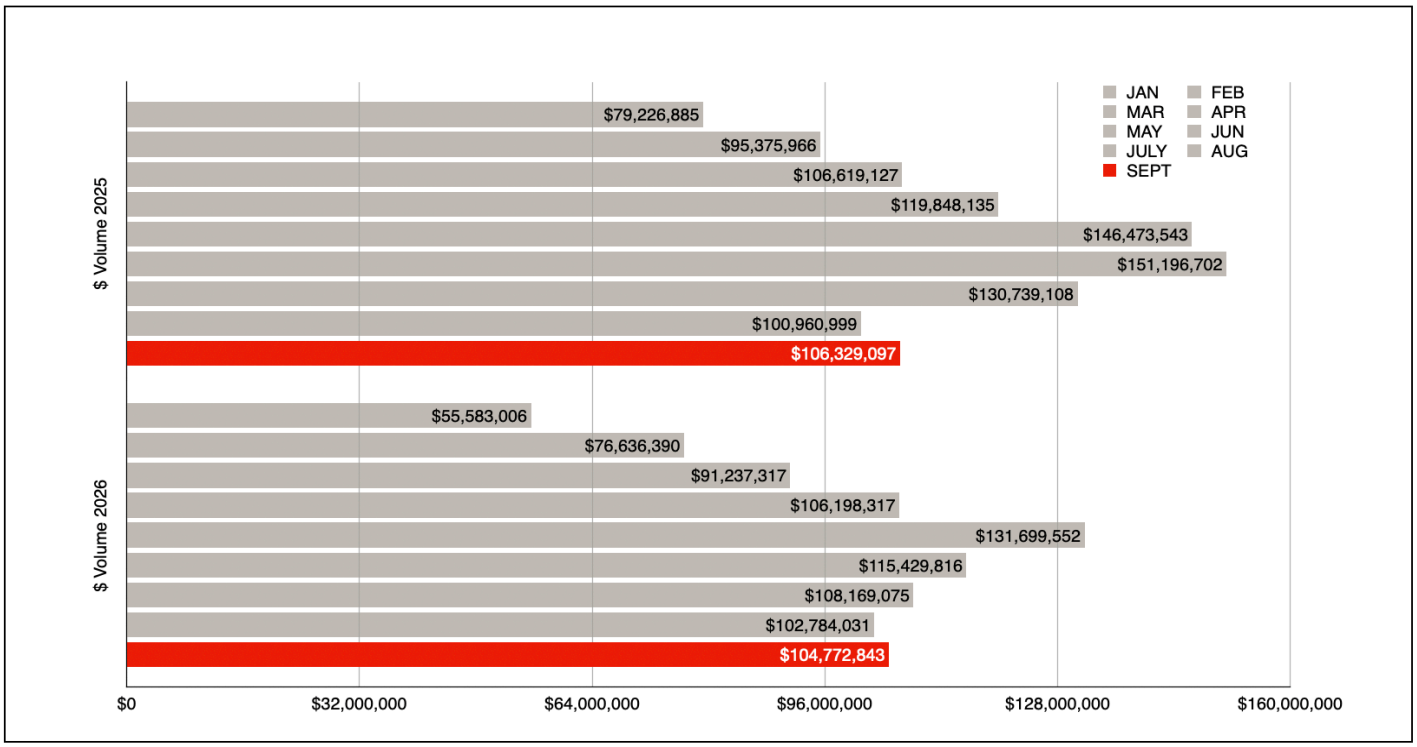


Year-Over-Year

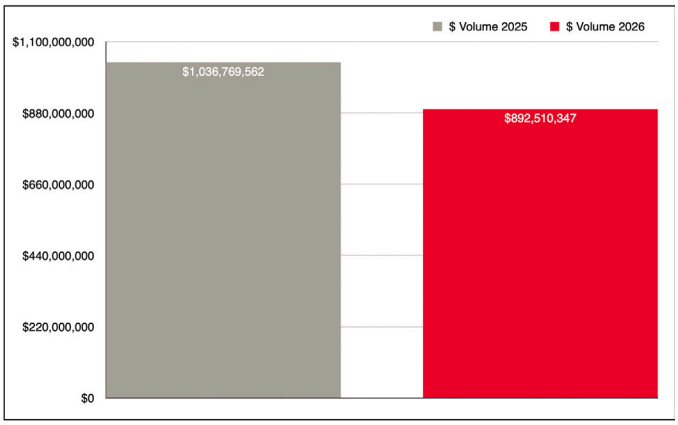


Month-Over-Month 2025 vs. 2026

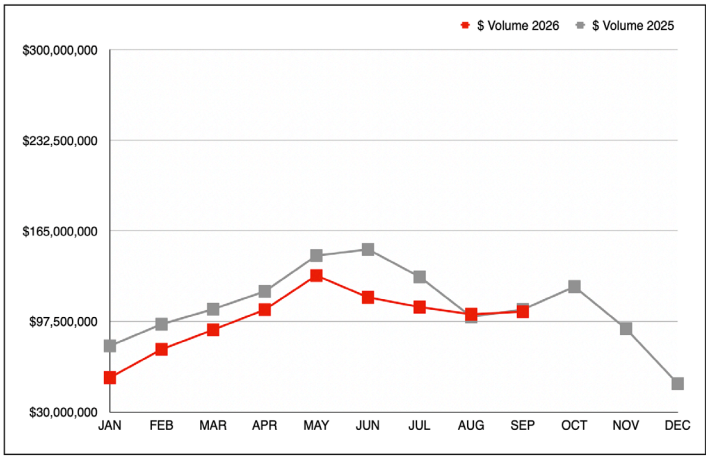
DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

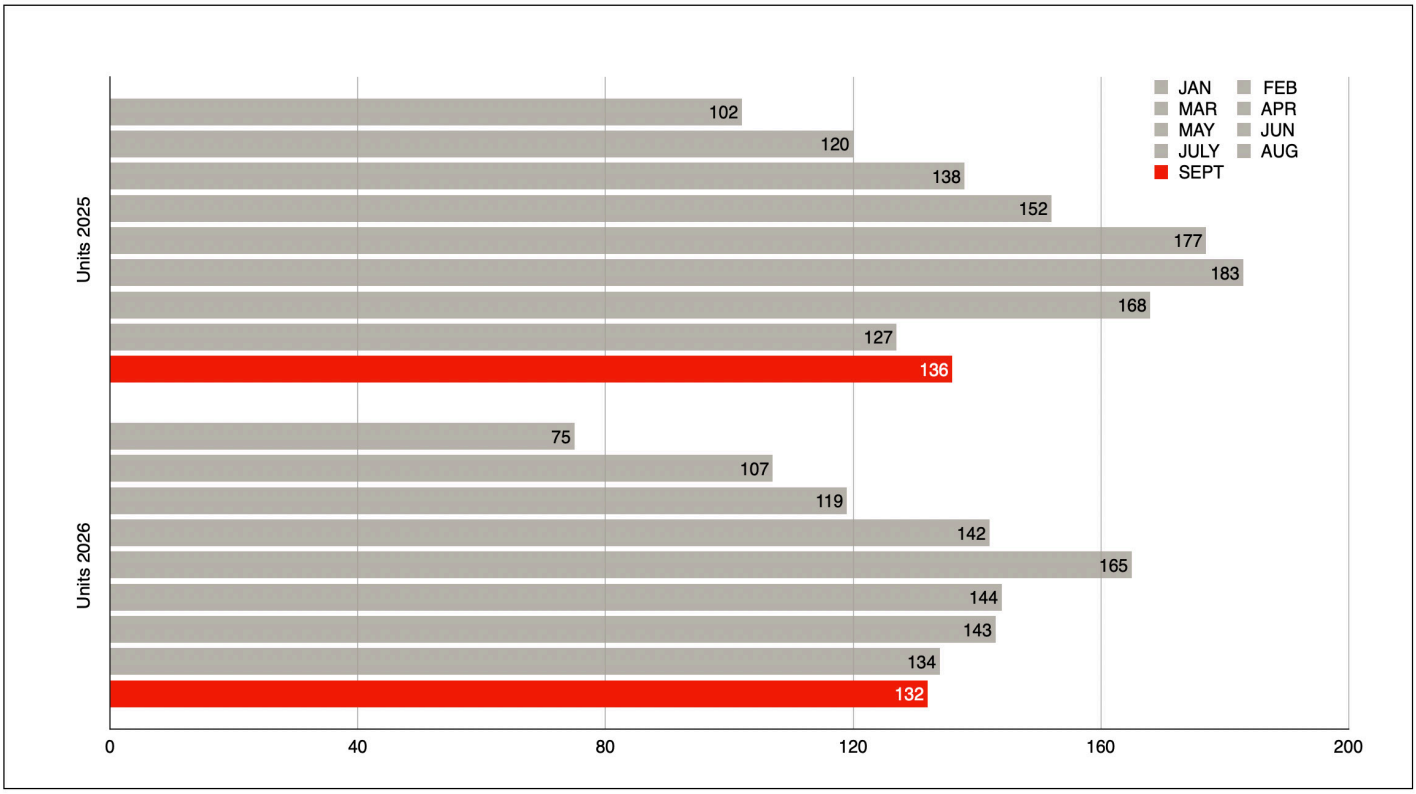


Yearly Totals 2025 vs. 2026

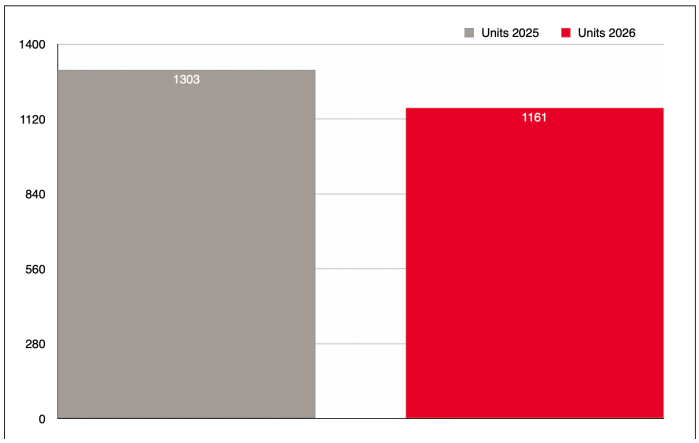


Month vs. Month 2025 vs. 2026

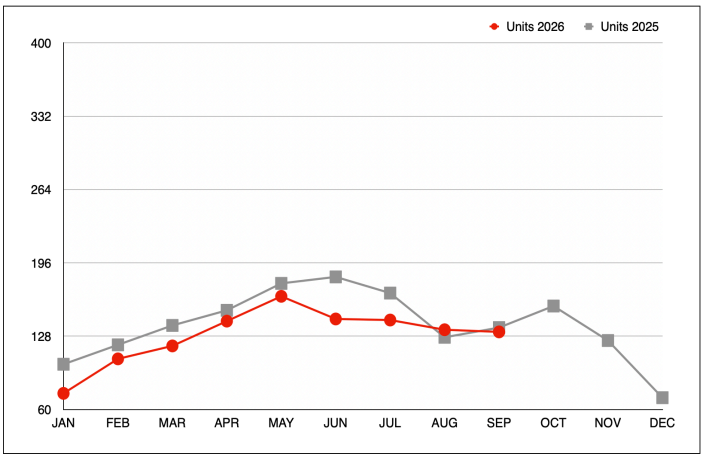
UNIT SALES



Monthly Comparison 2025 vs. 2026



Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

ROYAL LEPAGE® ROYAL CITY REALTY BROKERAGE

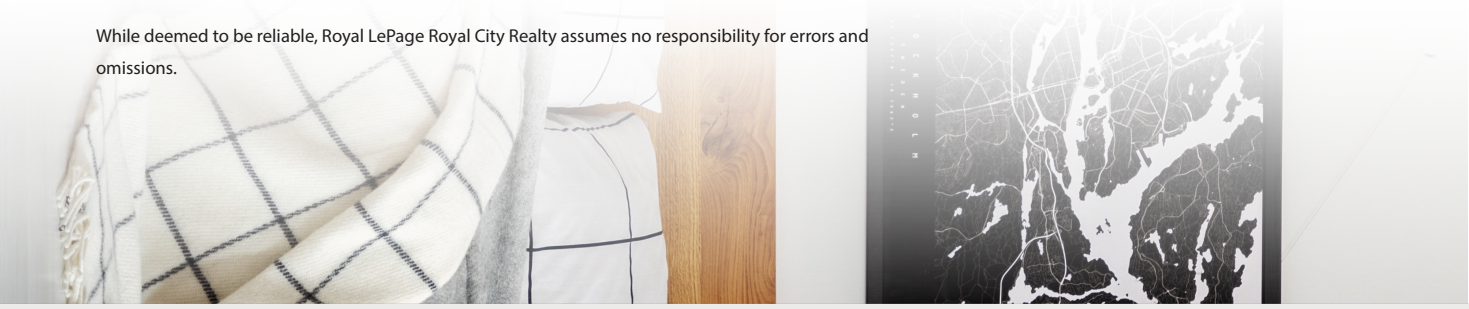
SALES BY TYPE

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	↓ $687,694,754 -13.52%	↓ $204,537,993 -14.55%	↓ $1,995,000 -59.33%
YTD Unit Sales	↓ 792 -12%	↓ 369 -8.44%	↓ 4 -42.86%
YTD Average Sale Price	↓ $868,301 -1.73%	↓ $554,304 -6.68%	↓ $498,750.00 -28.82%
September Sales Volume	↓ $83,601,000 -5.79%	↑ $21,171,843 +20.38%	↓ $550,000 -45%
September Unit Sales	↓ 94 -12.15%	↑ 38 +31.03%	▮ 1 0%

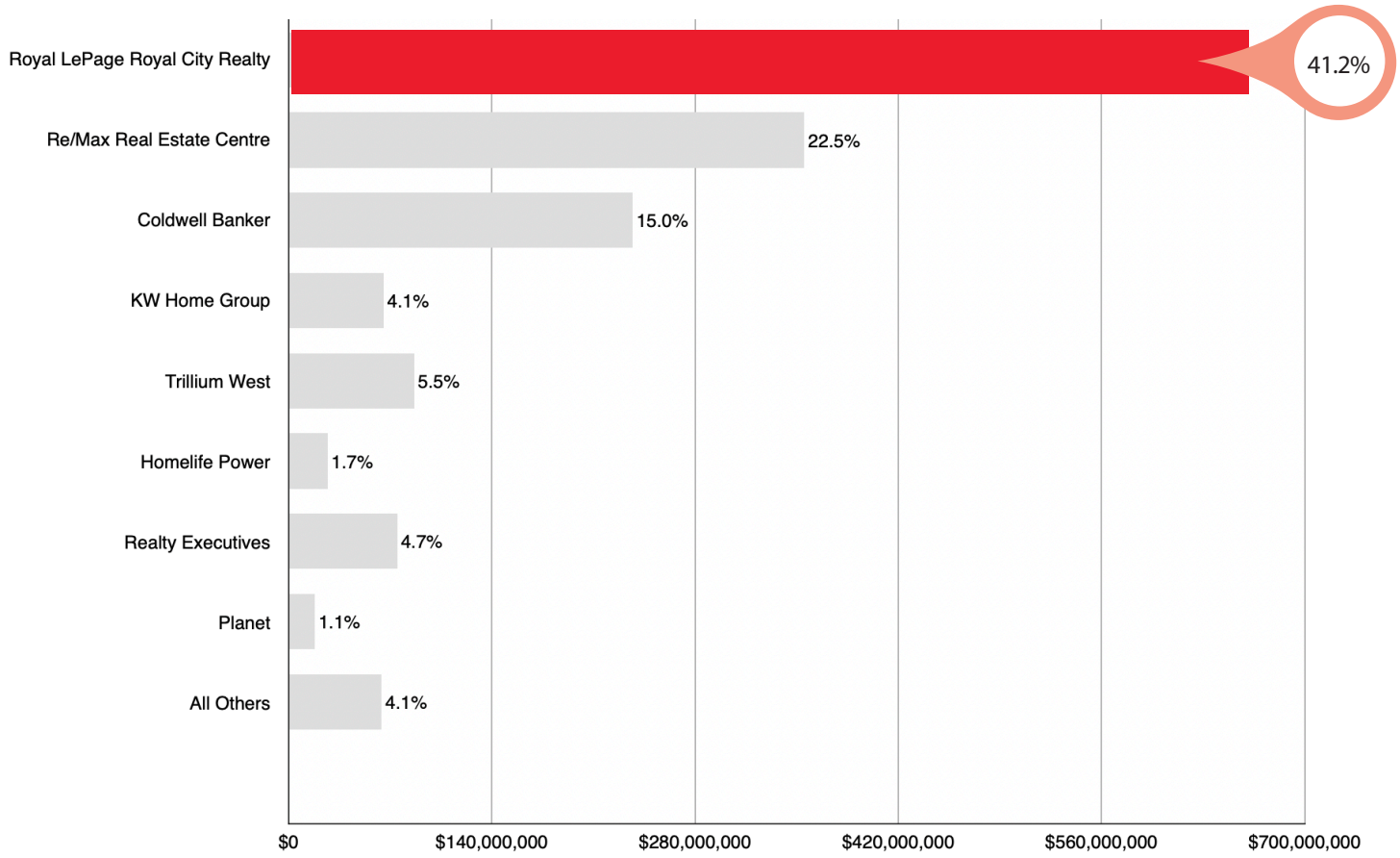
NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of September 30, 2026.

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

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

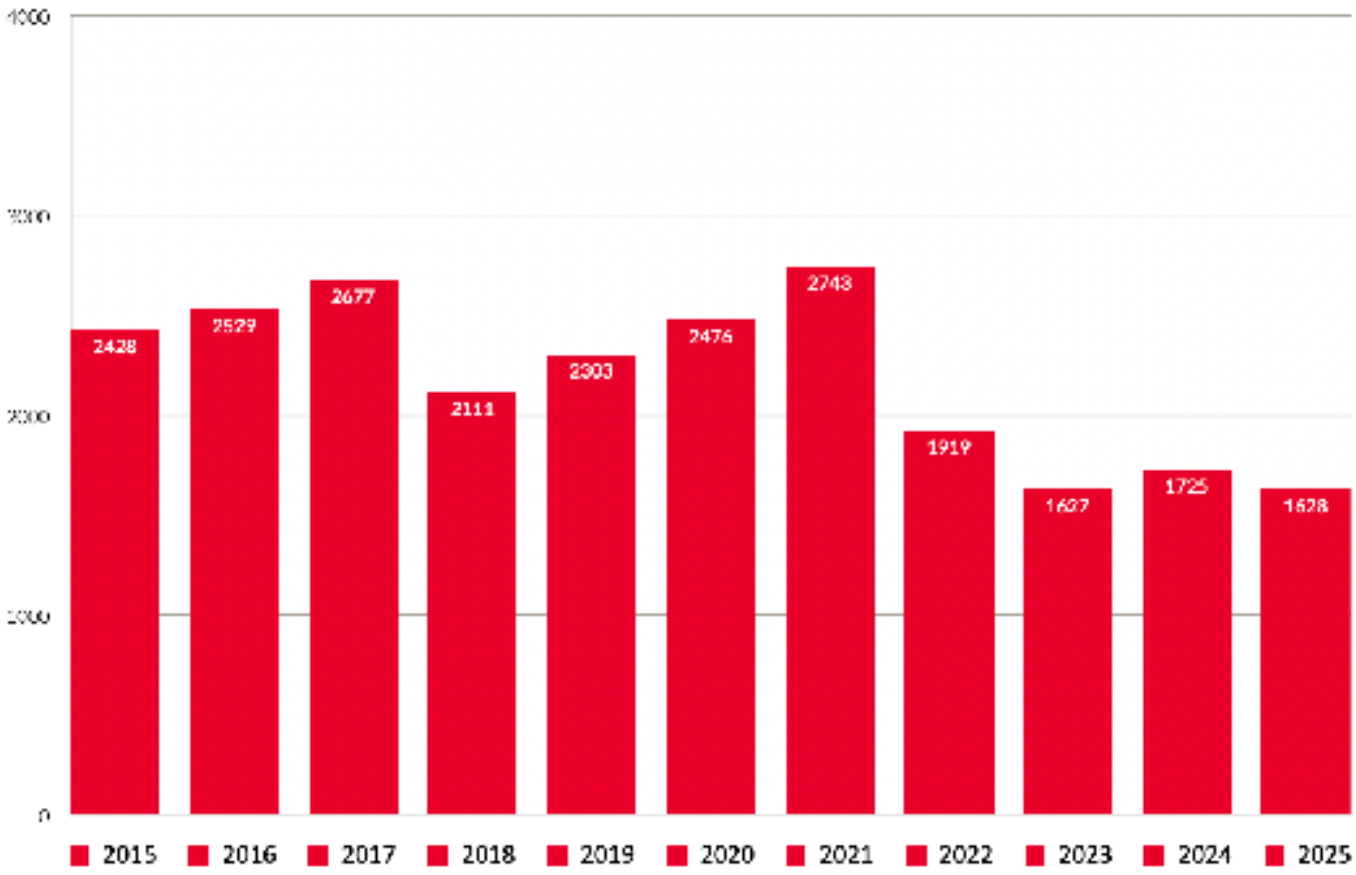


MARKET DOMINANCE



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