2026 SEPTEMBER

GUELPH/ERAMOSA
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

BALANCED MARKET

Guelph/Eramosa moved into balanced market territory through September, with the year-to-date sales-to-listings ratio sitting at 39.88%, just above the 39% threshold. September market activity strengthened significantly compared to last year, with sales volume rising 119.84% to $24.35M and unit sales increasing 109.09% to 23 transactions. Pricing also moved higher, as the median sale price rose 5.00% year over year to $1,050,000, while the average sale price increased 5.14% to $1,058,783. New listings decreased 28.79% to 47, while expired listings increased 50.00% to 9. With the monthly sales-to-listings ratio improving to 48.94%, Guelph/Eramosa shifted into balanced market conditions through September.

September year-over-year sales volume of $24,352,000

Up 119.84% from 2025's $11,076,999 with unit sales of 23 up 109.09% from last September's 11. New listings of 47 are down 28.79% from a year ago, with the sales/listing ratio of 48.94% up 32.27%.

Year-to-date sales volume of $139,958,228

Up 19.11% from 2025's $117,498,461 with unit sales of 132 up 24.53% from 2025's 106. New listings of 331 are down 0.90% from a year ago, with the sales/listing ratio of 39.88% up 8.14%.

Year-to-date average sale price of $1,008,561

Down from $1,099,522 one year ago, with median sale price of $995,000 down from $1,025,000 one year ago. Average days-on-market of 40 is essentially unchanged from last year.

SEPTEMBER NUMBERS

Median Sale Price
$1,050,000
+5%

Average Sale Price
$1,058,783
+5.14%

Sales Volume
$24,352,000
+119.84%

Unit Sales
23
+109.09%

New Listings
47
-28.79%

Expired Listings
9
+50.00%

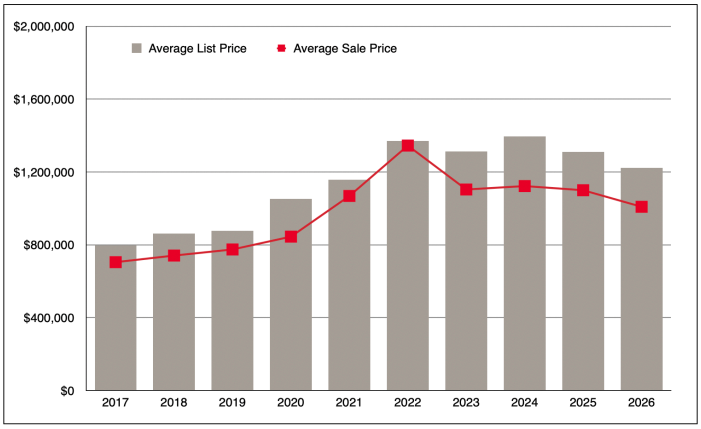
Unit Sales/Listings Ratio
48.94%
+32.27%
Year-over-year comparison
(September 2025 vs. September 2026)

THE MARKET IN DETAIL

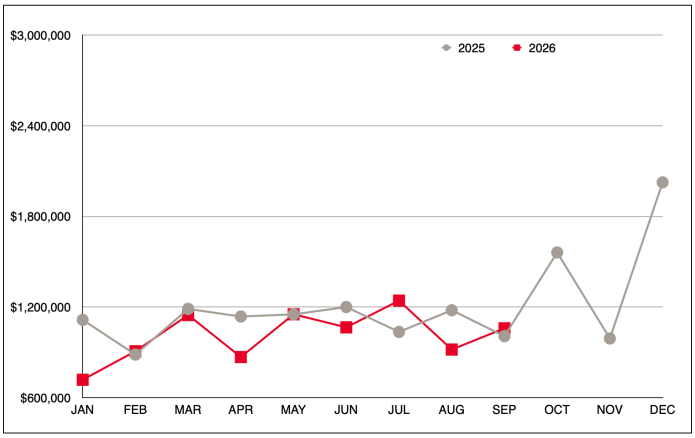
	2024	2025	2026	2025-2026
YTD Volume Sales	$102,112,550	$117,498,461	$139,958,228	+19.11%
YTD Unit Sales	92	106	132	+24.53%
YTD New Listings	251	334	331	-0.9%
YTD Sales/Listings Ratio	36.65%	31.74%	39.88%	+25.66%
YTD Expired Listings	32	37	49	+32.43%
Monthly Volume Sales	$16,943,900	$11,076,999	$24,352,000	+119.84%
Monthly Unit Sales	15	11	23	+109.09%
Monthly New Listings	39	66	47	-28.79%
Monthly Sales/Listings Ratio	38.46%	16.67%	48.94%	+193.62%
Monthly Expired Listings	8	6	9	+50%
YTD Sales: $0-$199K	0	0	0	No Change
YTD Sales: $200k-349K	0	0	0	No Change
YTD Sales: $350K-$549K	2	0	3	N/A
YTD Sales: $550K-$749K	8	16	14	-12.5%
YTD Sales: $750K-$999K	28	31	55	+77.42%
YTD Sales: $1M- $2M	53	55	59	+7.27%
YTD Sales: $2M+	2	4	1	-75%
YTD Average Days-On-Market	33.67	40.78	40.00	-1.91%
YTD Average Sale Price	$1,122,398	$1,099,522	$1,008,561	-8.27%
YTD Median Sale Price	$1,085,000	$1,025,000	$995,000	-2.93%

Guelph/Eramosa MLS Sales and Listing Summary
2024 vs. 2025 vs. 2026

AVERAGE SALE PRICE

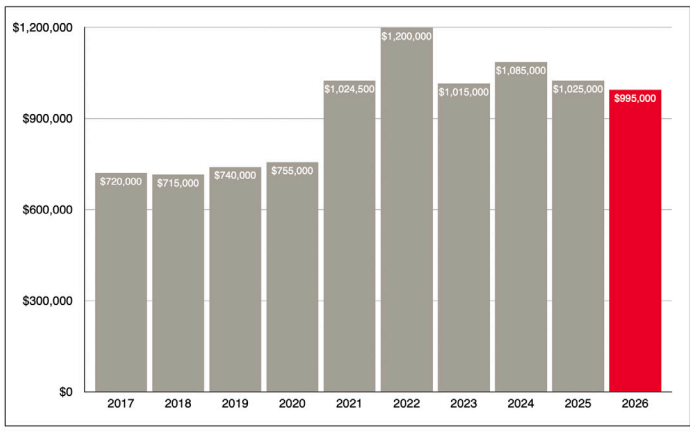


Year-Over-Year

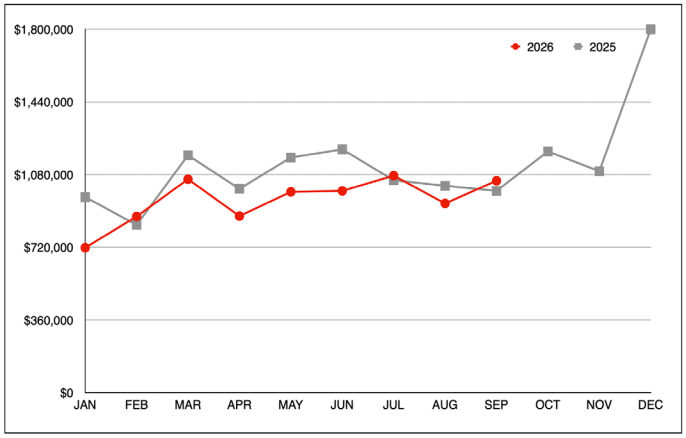


Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE



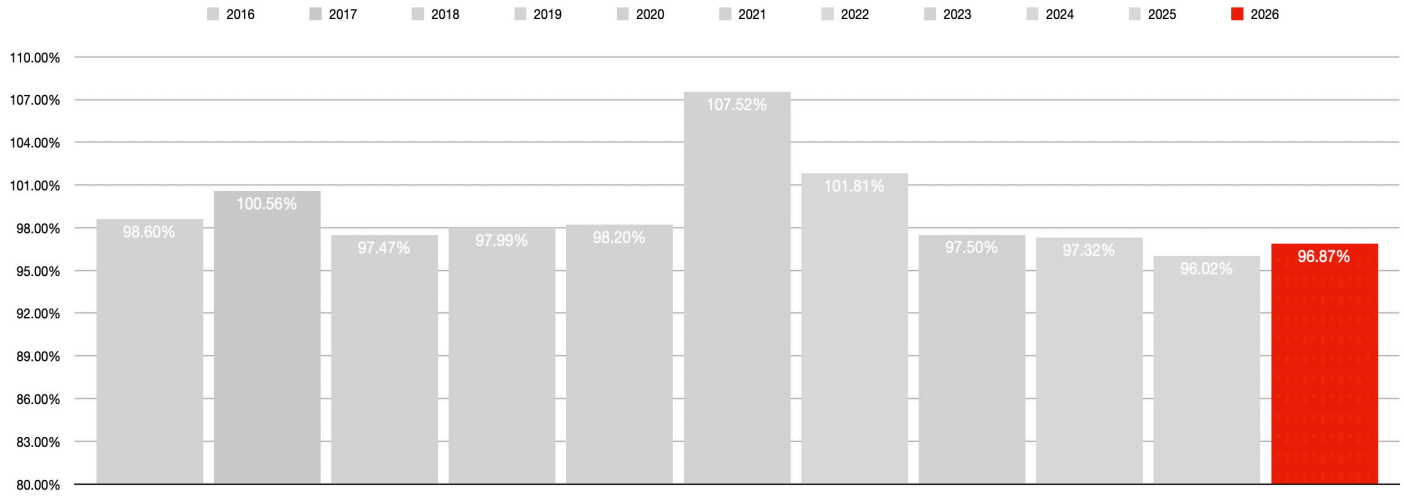
Year-Over-Year



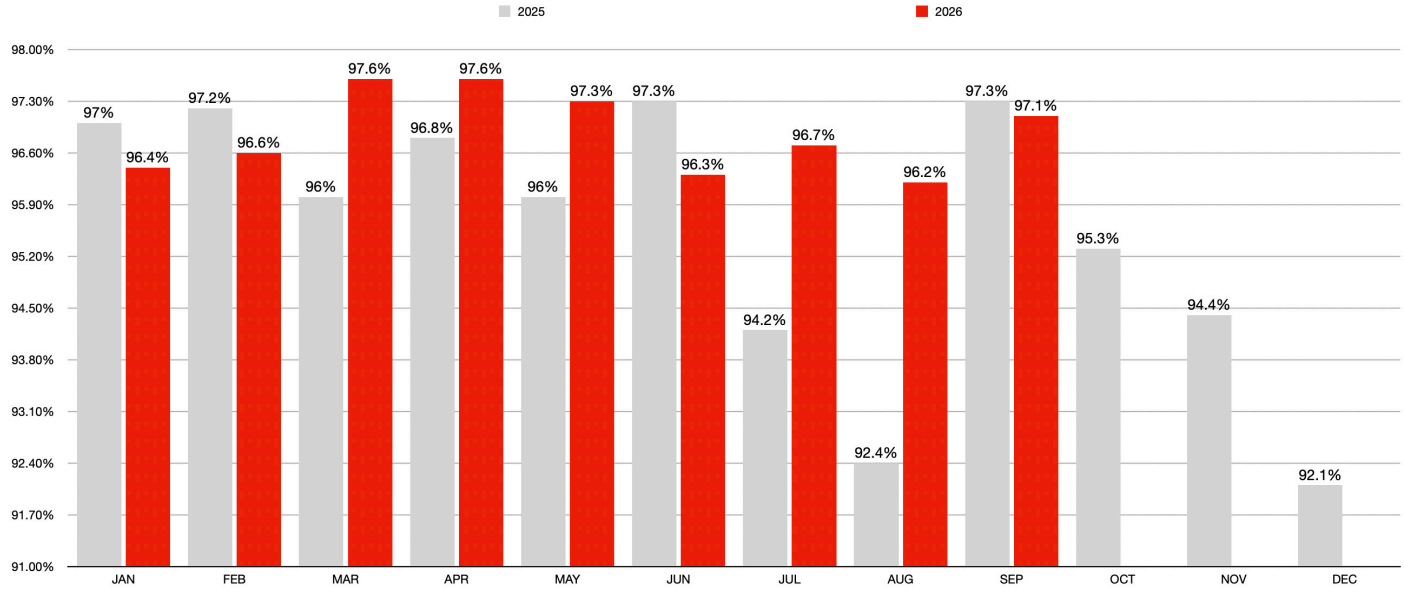
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. LIST PRICE RATIO

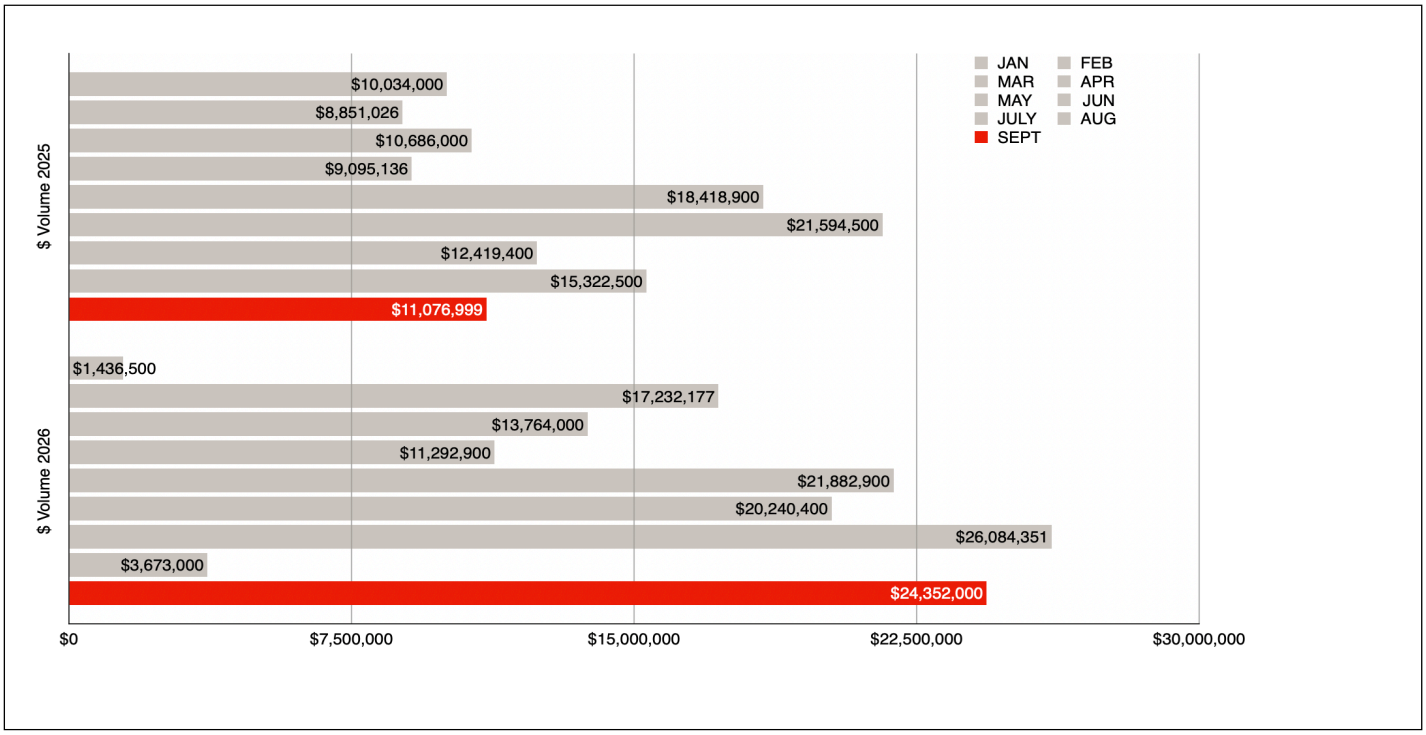


Year-Over-Year

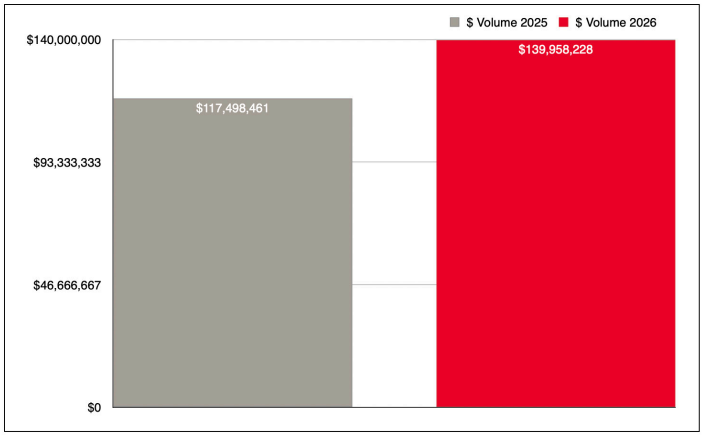


Month-Over-Month 2025 vs. 2026

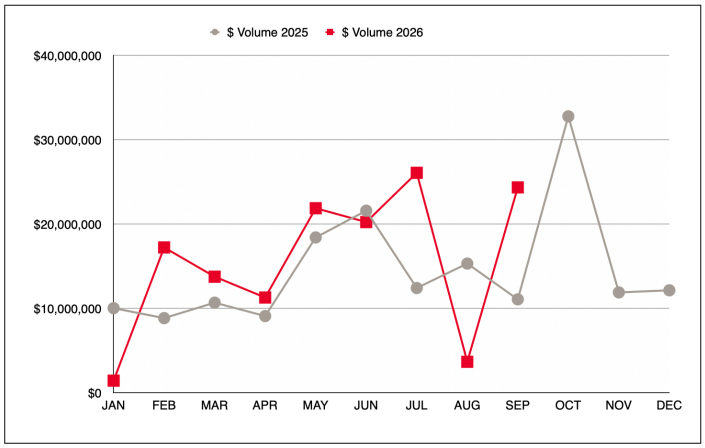
DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

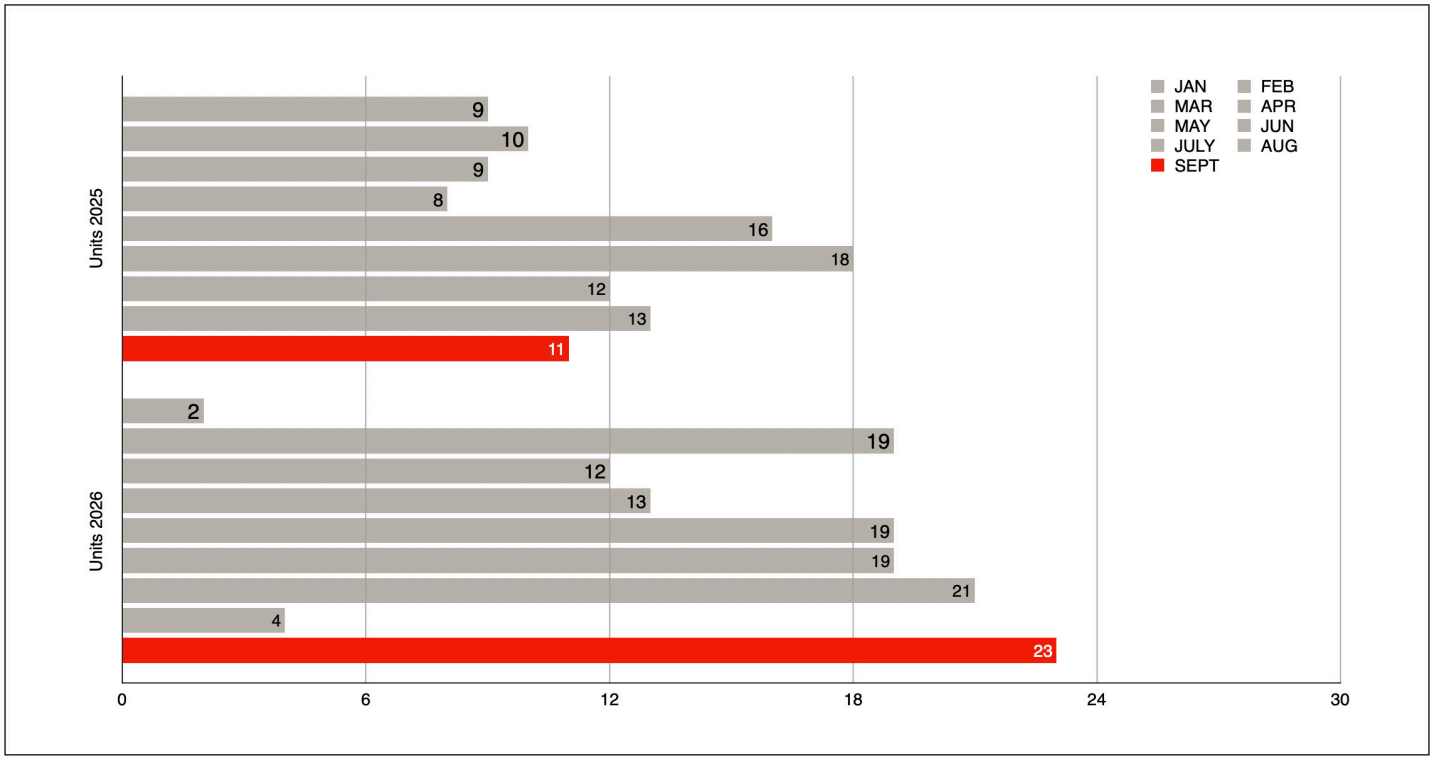


Yearly Totals 2025 vs. 2026

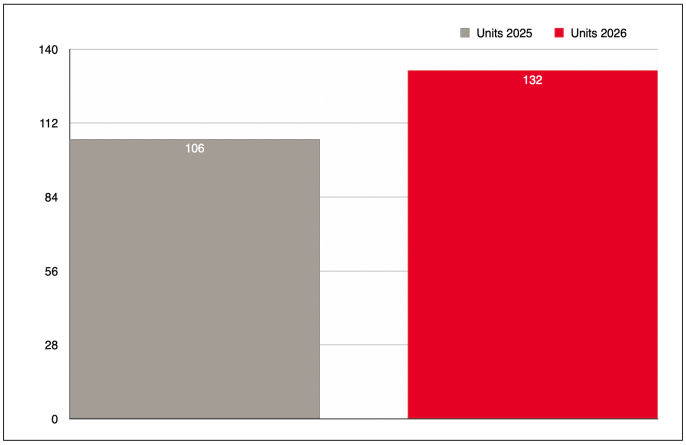


Month vs. Month 2025 vs. 2026

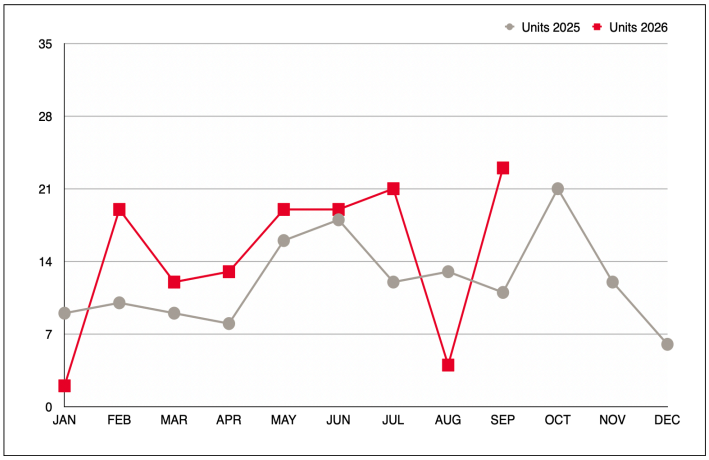
UNIT SALES



Monthly Comparison 2025 vs. 2026



Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

ROYAL LEPAGE® ROYAL CITY REALTY BROKERAGE

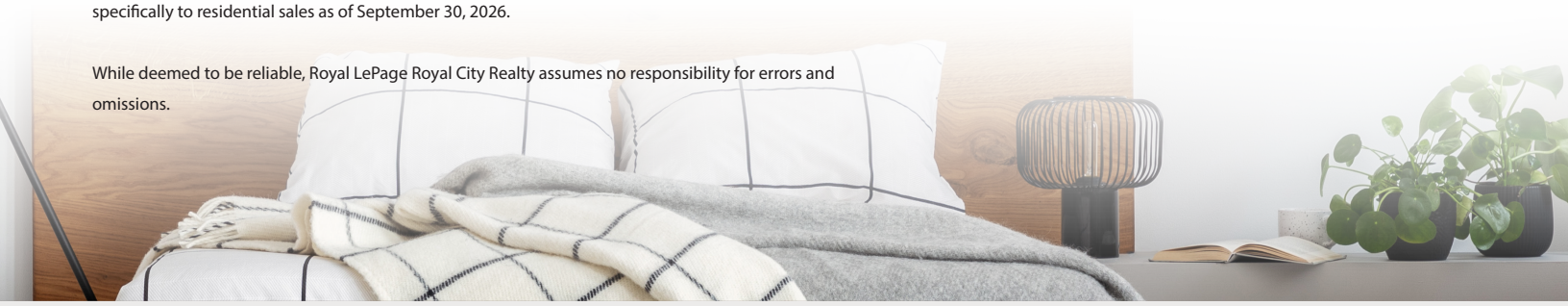
SALES BY TYPE

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	↑ $136,436,728 +25.65%	↓ $3,521,500 -60.47%	↑ $2,762,500 +263.49%
YTD Unit Sales	↑ 126 +34.04%	↓ 6 -50%	↑ 4 +300%
YTD Average Sale Price	↓ $1,082,831 -6.26%	↓ $586,917 -20.95%	↓ $690,625.00 -9.13%
September Sales Volume	↑ $23,815,000 +115%	↑ $537,000 +100%	↑ $675,000 +100%
September Unit Sales	↑ 22 +100%	↑ 1 +100%	↑ 1 +100%

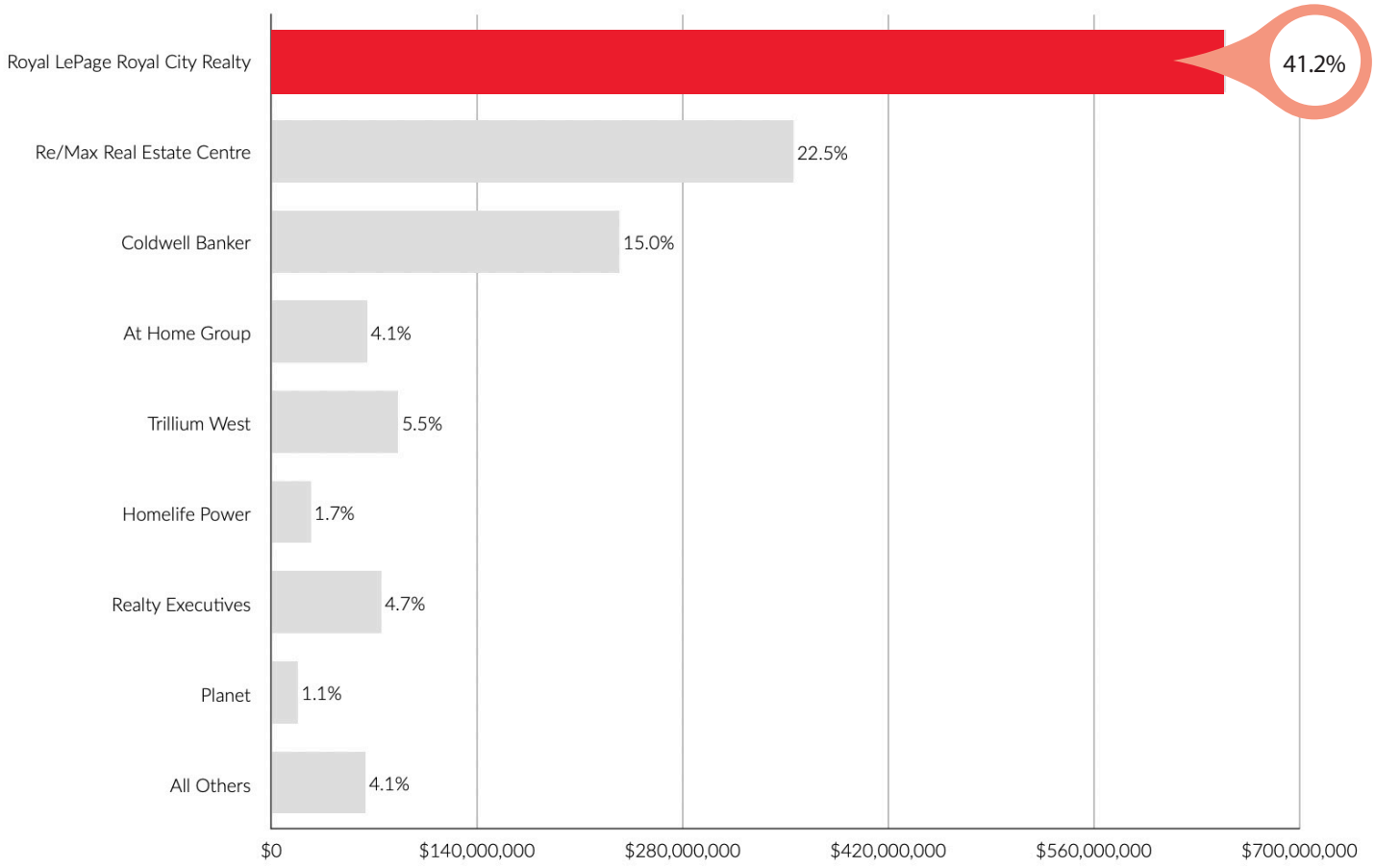
NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of September 30, 2026.

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

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

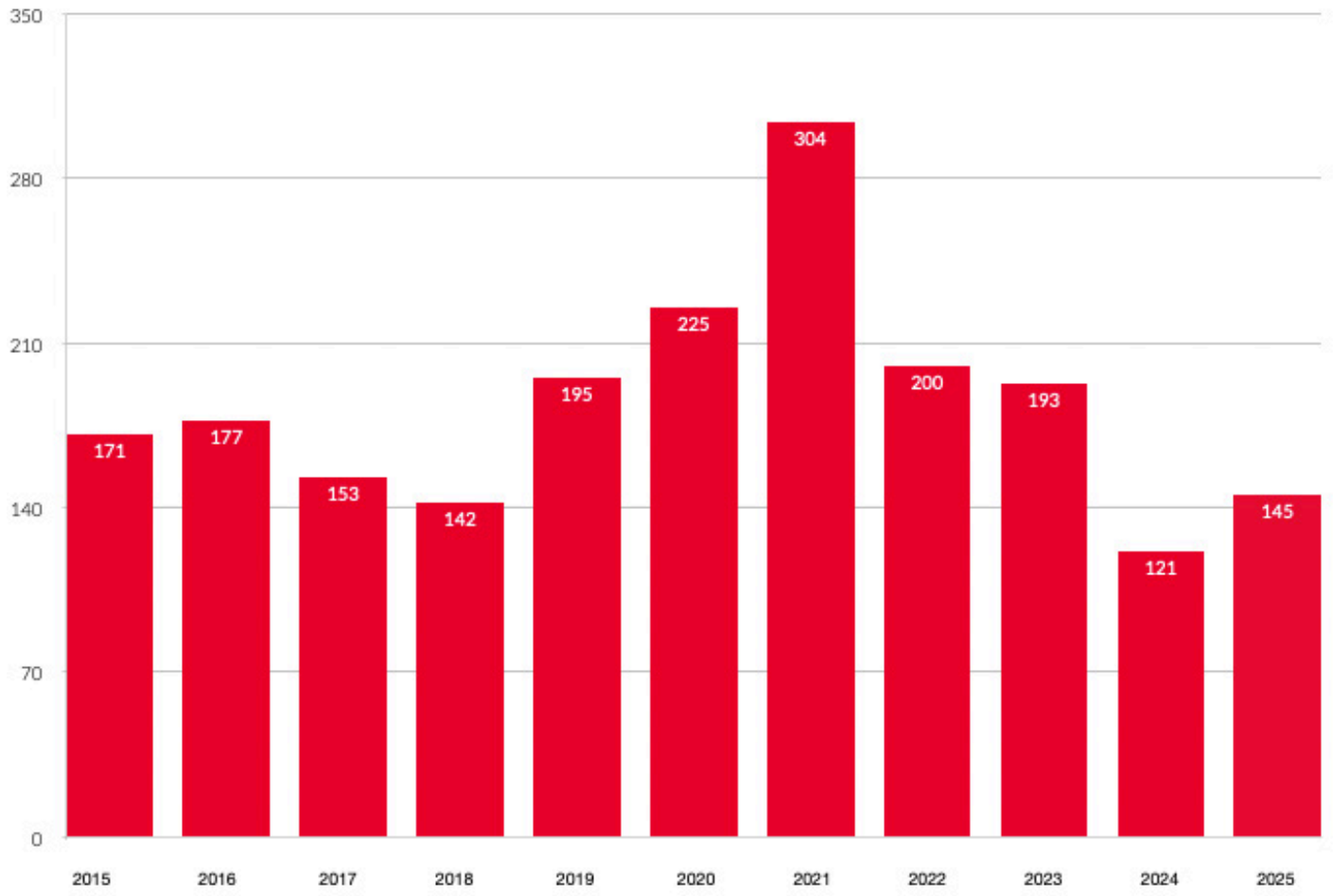


MARKET DOMINANCE



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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