



# 2025

# JANUARY

## CITY OF GUELPH

## Real Estate Market Report



**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's real estate market remained active in January, though shifting into a buyer's market. The median sale price rose by 5.12% to \$780,000, while the average sale price saw a slight decline of 0.21% to \$770,153. Sales volume increased by 5.22%, supported by a 5.43% rise in unit sales to 97. New listings surged by 41.44%, while expired listings climbed 45.16%, leading to greater inventory. The unit sales-to-listings ratio declined to 37.89%, reinforcing market conditions that favour buyers with more choices and negotiation power.



### January year-over-year sales volume of \$74,704,885

Up 5.22% from 2024's \$71,002,062 with unit sales of 97 up 5.43% from last January's 92. New listings of 256 are up 41.44% from a year ago, with the sales/listing ratio of 37.89% down 12.94%.



### Year-to-date sales volume of \$74,704,885

Up 5.22% from 2024's \$71,002,062 with unit sales of 97 up from 92 in 2024. New listings of 256 are up 41.44% from a year ago, with the sales/listing ratio of 37.89% down 12.94%.



### Year-to-date average sale price of \$770,153

Down from \$771,762 one year ago with median sale price of \$780,000 up from \$742,000 one year ago. Average days-on-market of 38 is up 4 days from last year.

## JANUARY NUMBERS

Median Sale Price  
**\$780,000**  
+5.12%

Average Sale Price  
**\$770,153**  
-0.21%

Sales Volume  
**\$74,704,885**  
+5.22%

Unit Sales  
**97**  
+5.43%

New Listings  
**256**  
+41.44%

Expired Listings  
**45**  
+45.16%

Unit Sales/Listings Ratio  
**37.89%**  
-12.94%

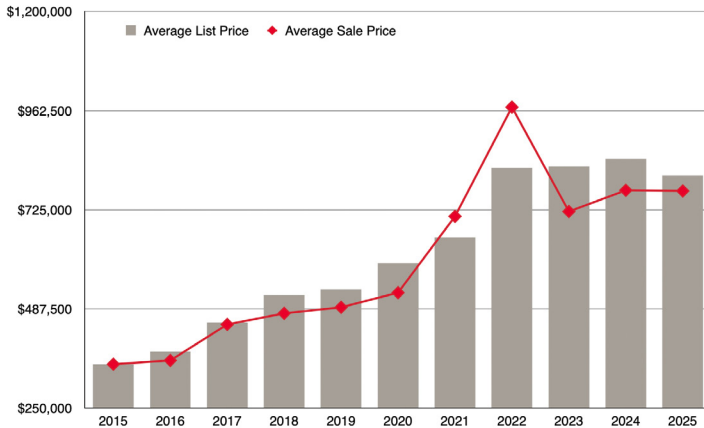
Year-over-year comparison  
(January 2025 vs. January 2024)

# THE MARKET IN DETAIL

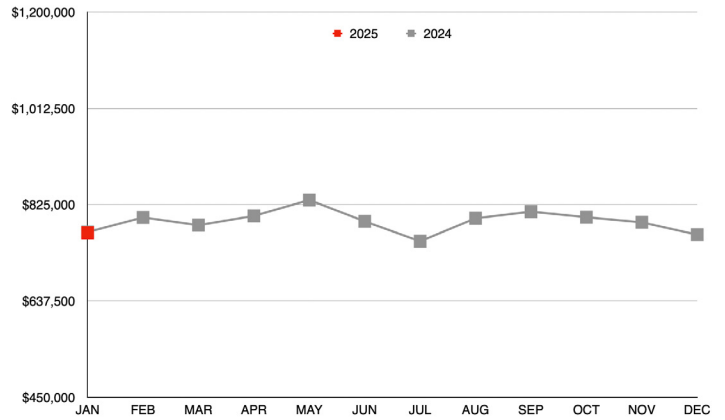
	2023	2024	2025	2024-2025
YTD Volume Sales	\$72,365,948	\$71,002,062	\$74,704,885	+5.22%
YTD Unit Sales	99	92	97	+5.43%
YTD New Listings	157	181	256	+41.44%
YTD Sales/Listings Ratio	63.06%	50.83%	37.89%	-12.94%
YTD Expired Listings	10	31	45	+45.16%
Monthly Volume Sales	\$72,365,948	\$71,002,062	\$74,704,885	+5.22%
Monthly Unit Sales	99	92	97	+5.43%
Monthly New Listings	157	181	256	+41.44%
Monthly Sales/Listings Ratio	63.06%	50.83%	37.89%	-12.94%
Monthly Expired Listings	10	31	45	+45.16%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	1	0	1	Up from 0
YTD Sales: \$350K-\$549K	19	15	15	No Change
YTD Sales: \$550K-\$749K	35	34	28	-17.65%
YTD Sales: \$750K-\$999K	35	32	42	+31.25%
YTD Sales: \$1M - \$2M	8	10	11	+10%
YTD Sales: \$2M+	0	1	0	-100%
YTD Average Days-On-Market	28.00	34.00	38.00	+11.76%
YTD Average Sale Price	\$720,928	\$771,762	\$770,153	-0.21%
YTD Median Sale Price	\$722,000	\$742,000	\$780,000	+5.12%

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

# AVERAGE SALE PRICE

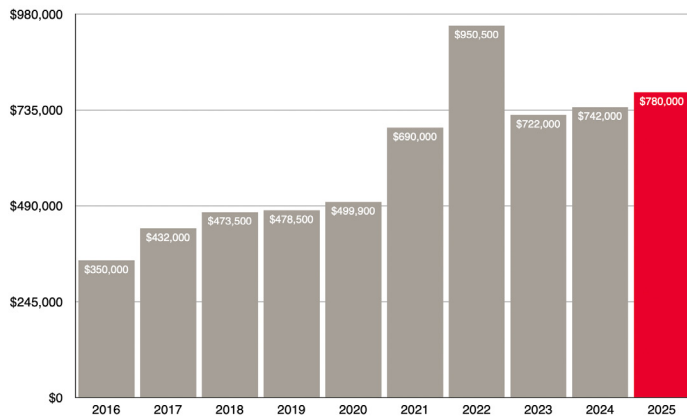


Year-Over-Year

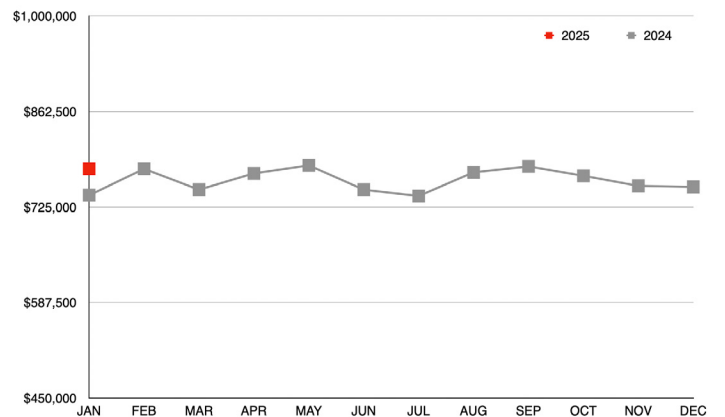


Month-Over-Month 2024 vs. 2025

# MEDIAN SALE PRICE



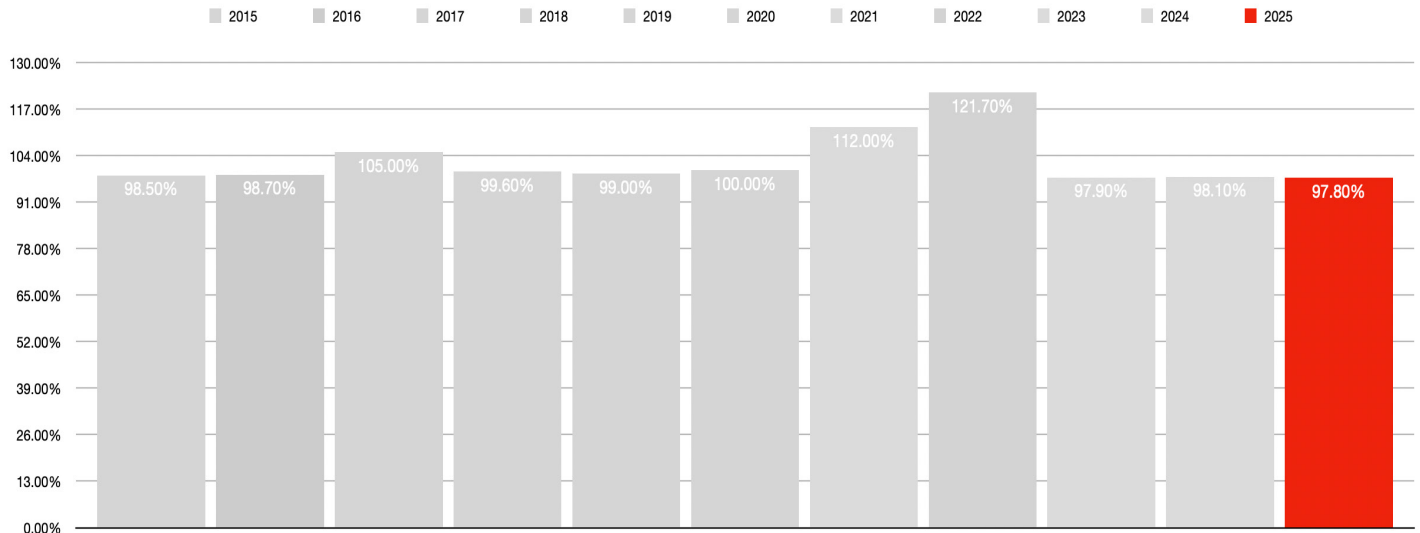
Year-Over-Year



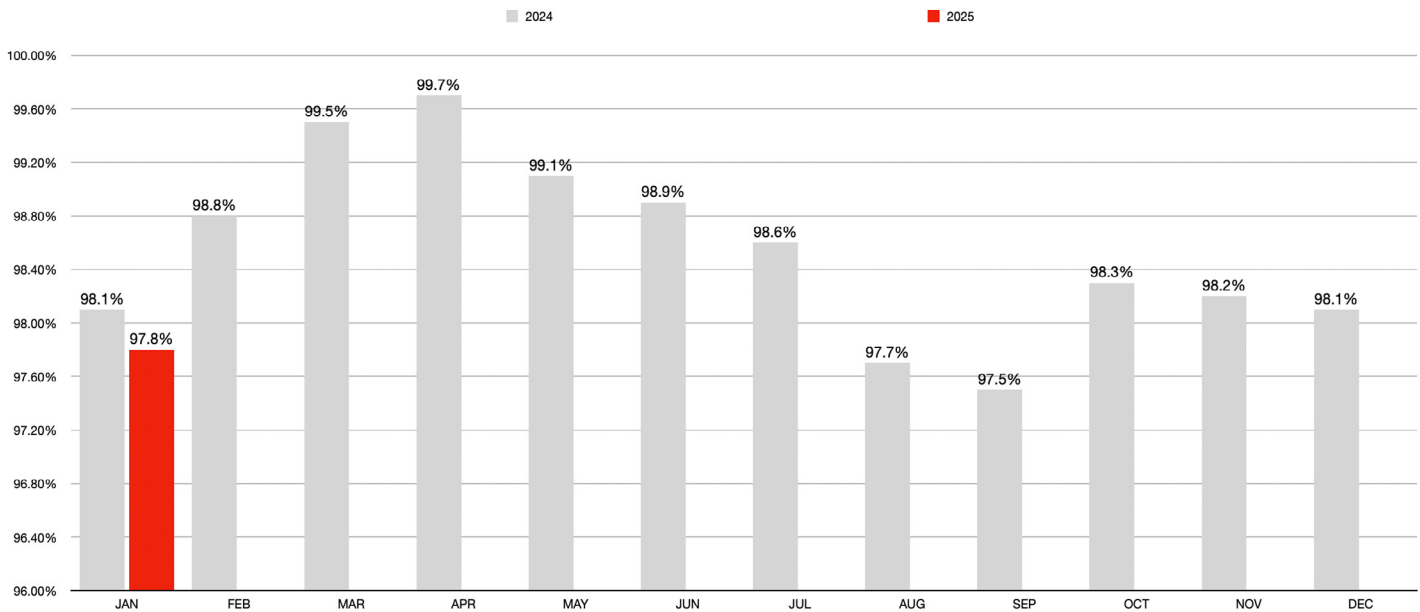
Month-Over-Month 2024 vs. 2025

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

# SALE PRICE VS. LIST PRICE RATIO

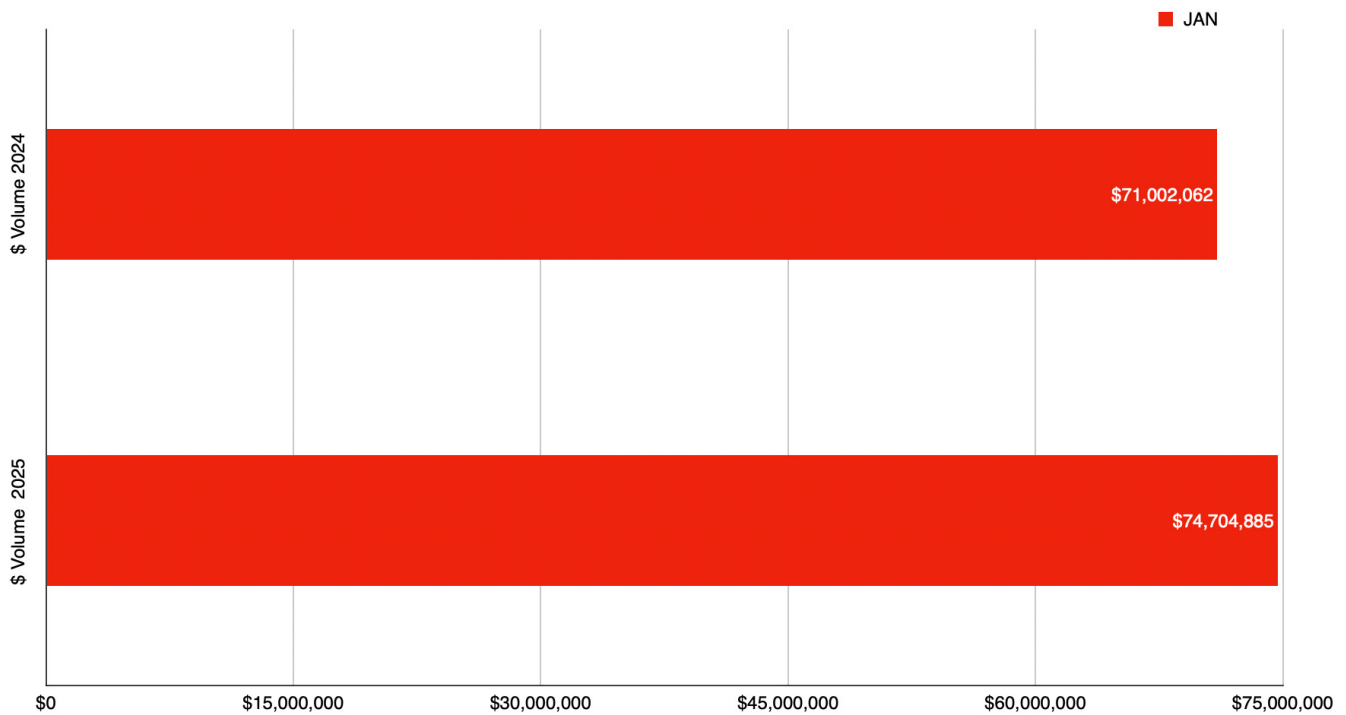


## Year-Over-Year

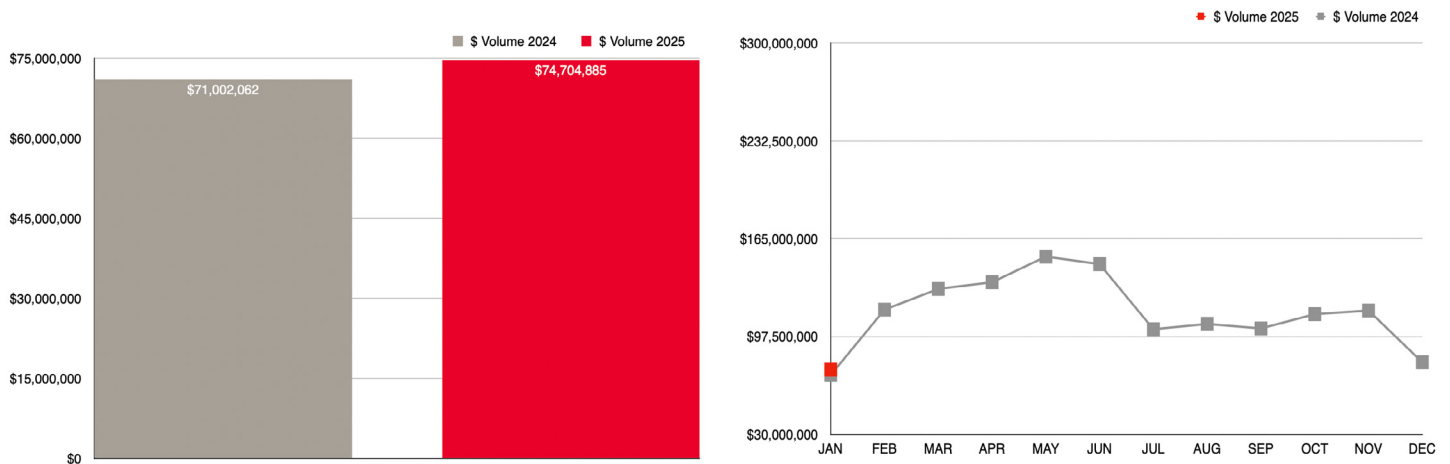


## Month-Over-Month 2024 vs. 2025

# DOLLAR VOLUME SALES



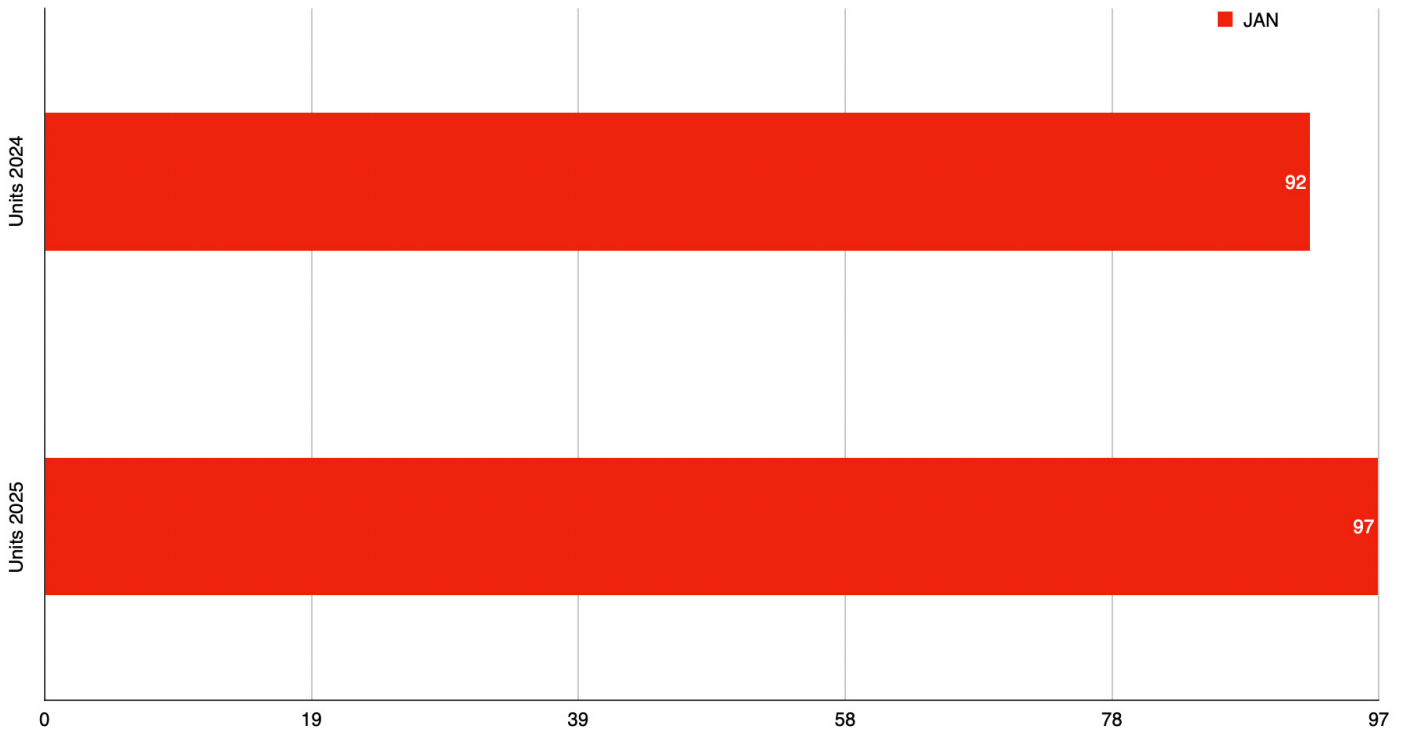
Monthly Comparison 2024 vs. 2025



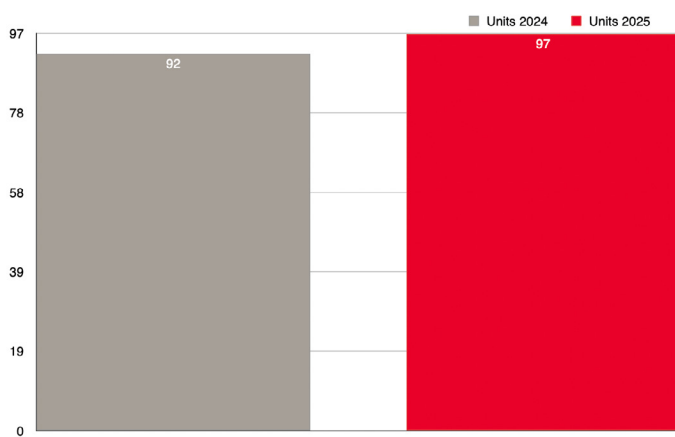
Yearly Totals 2024 vs. 2025

Month vs. Month 2024 vs. 2025

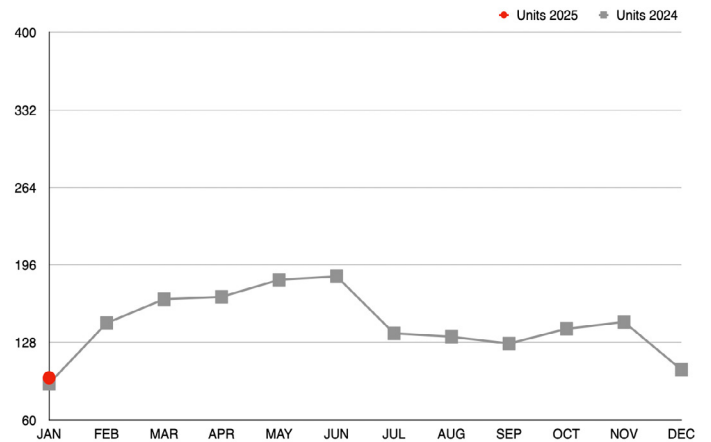
# UNIT SALES



Monthly Comparison 2024 vs. 2025

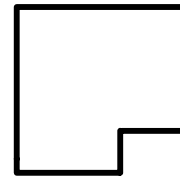


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

# SALES BY TYPE

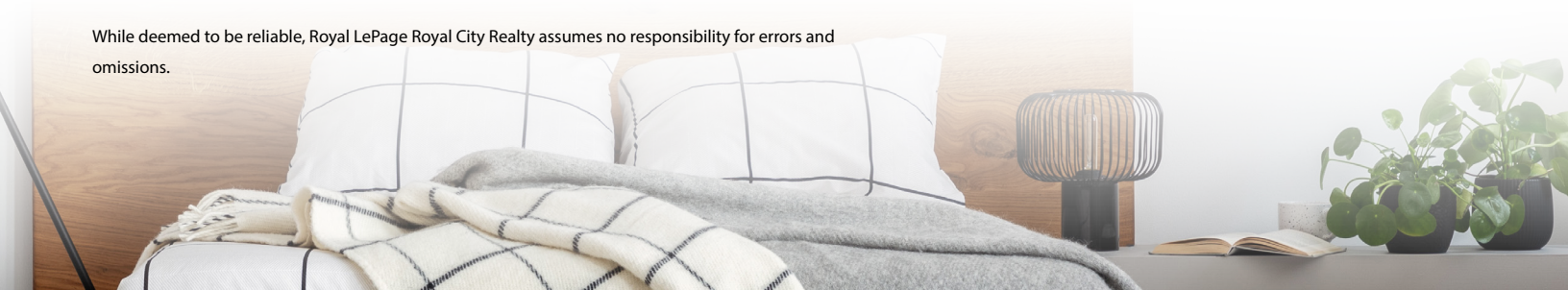


	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$54,695,818 +23.88%	\$20,009,067 -7.43%	\$1,150,000 Up from \$0
YTD Unit Sales	64 +25.49%	33 -5.71%	2 Up from 0
YTD Average Sale Price	\$854,622 +3%	\$606,335 +9.28%	\$575,000 Up from \$0
January Sales Volume	\$54,695,818 +23.88%	\$20,009,067 -7.43%	\$1,150,000 Up from \$0
January Unit Sales	64 +25.49%	33 -5.71%	2 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 February 1, 2025.

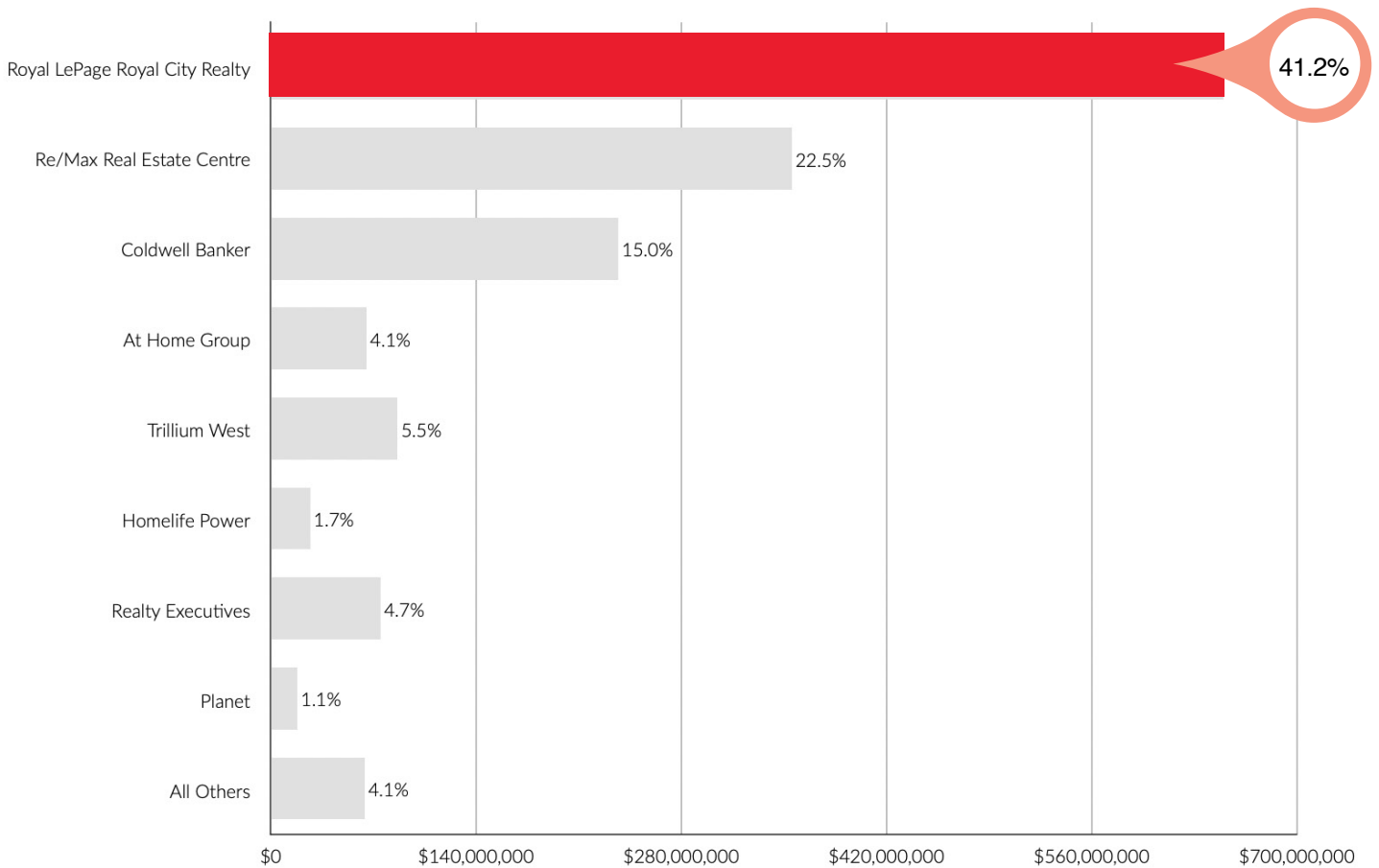
Year-Over-Year Comparison (2025 vs. 2024)

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





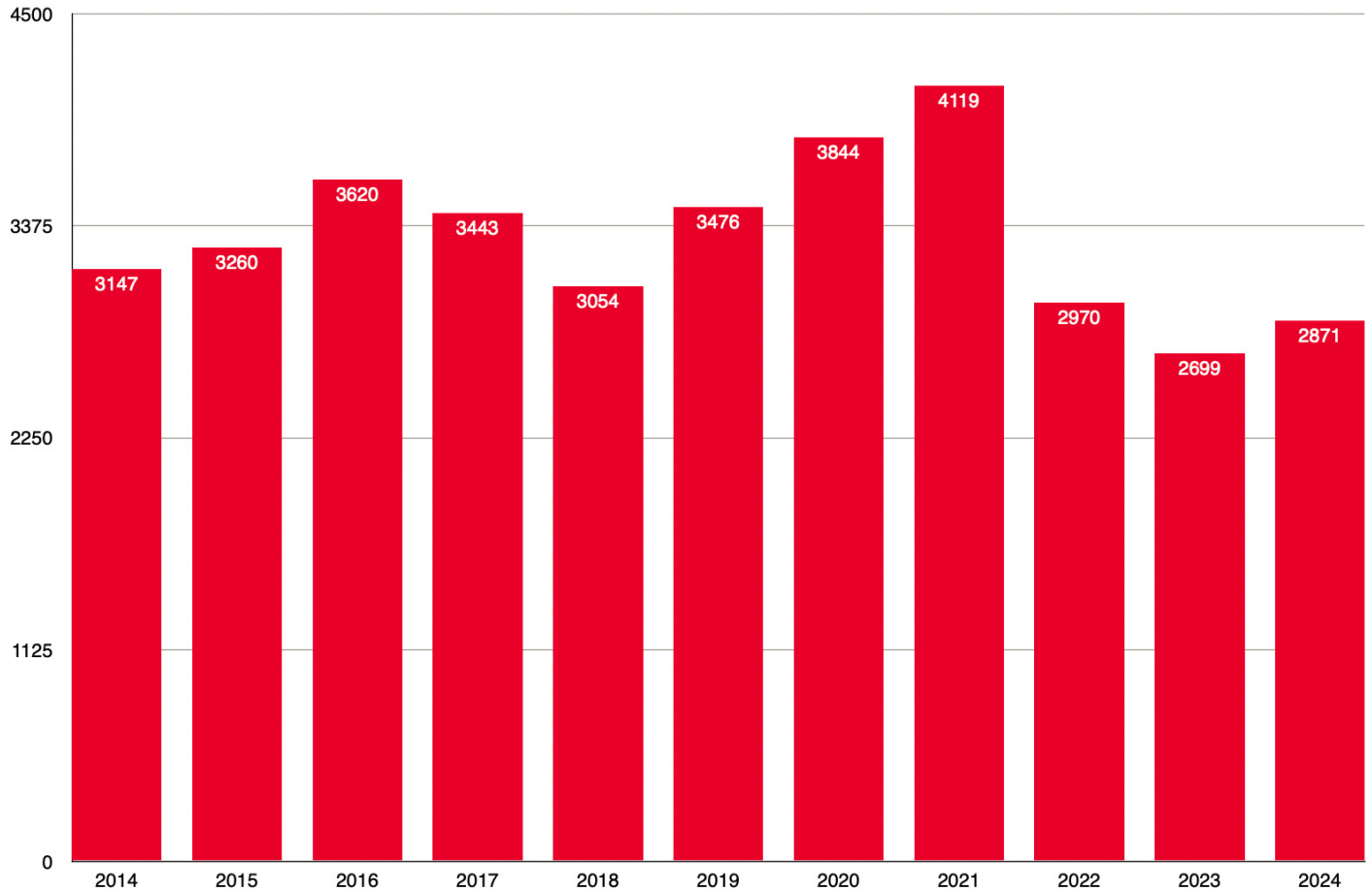
# MARKET DOMINANCE



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



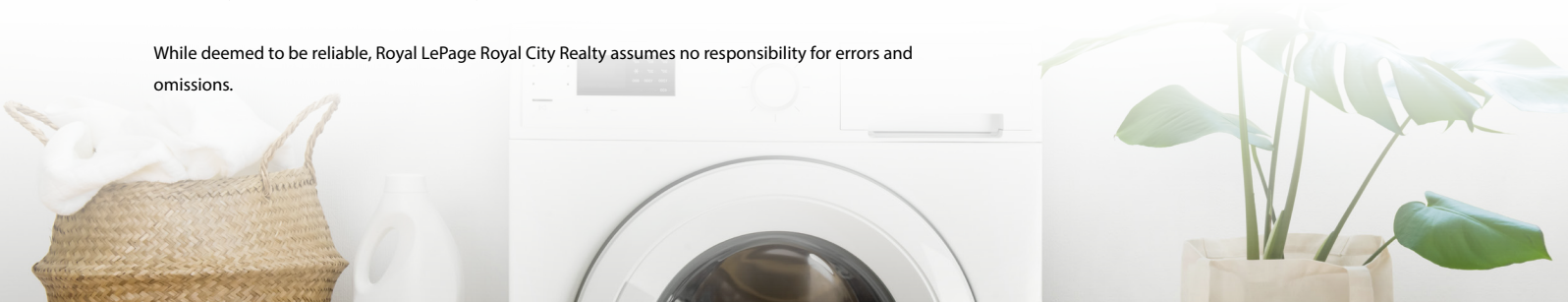
# 10 YEAR MARKET ANALYSIS



## 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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