



2025

JANUARY

CITY OF GUELPH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

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%

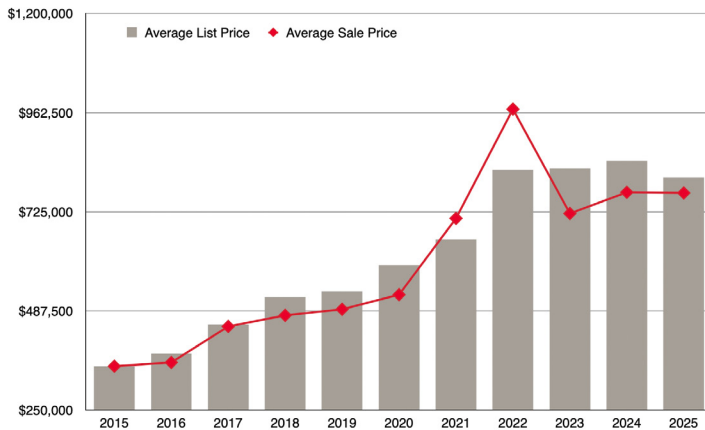
Year-over-year comparison
(January 2025 vs. January 2024)

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

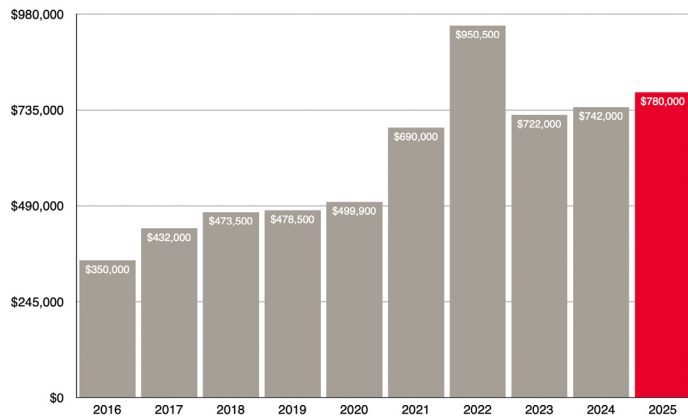


Year-Over-Year

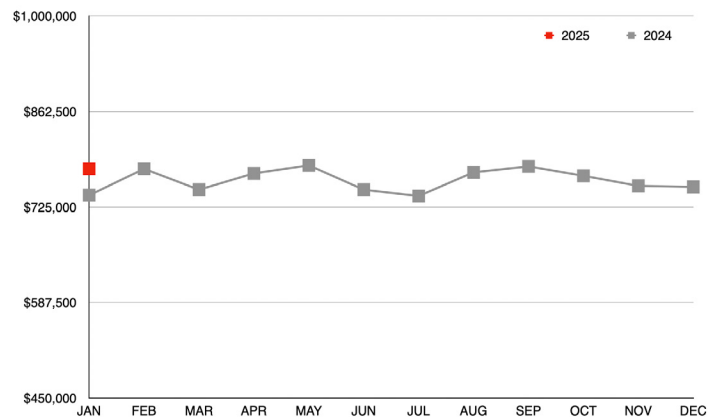


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



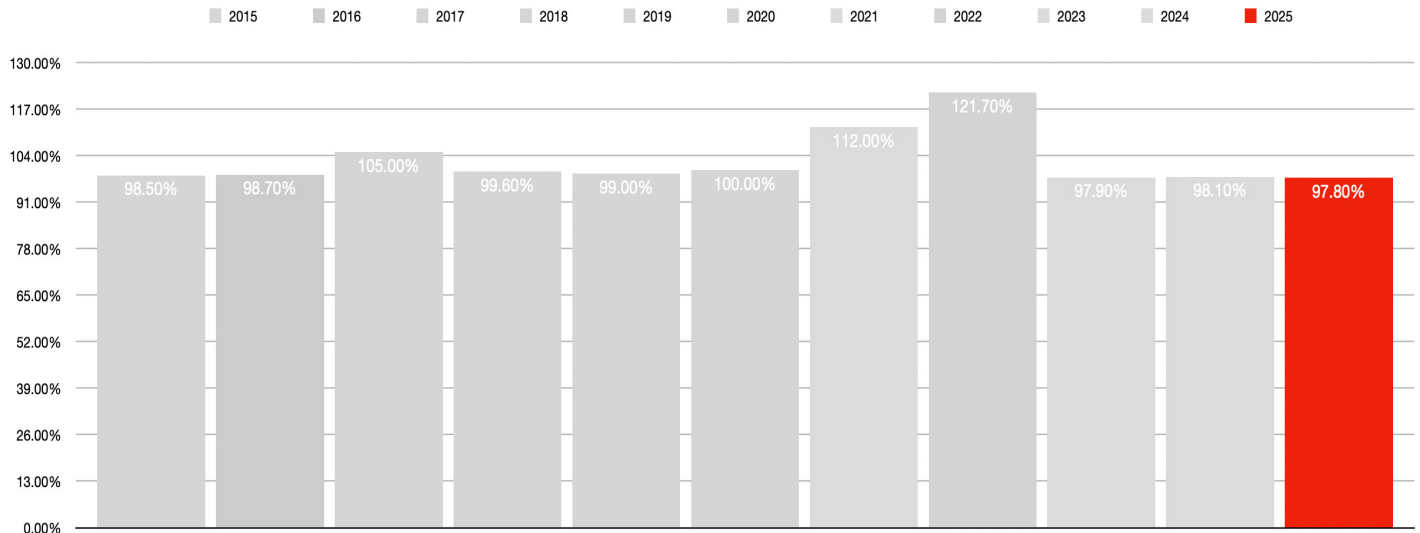
Year-Over-Year



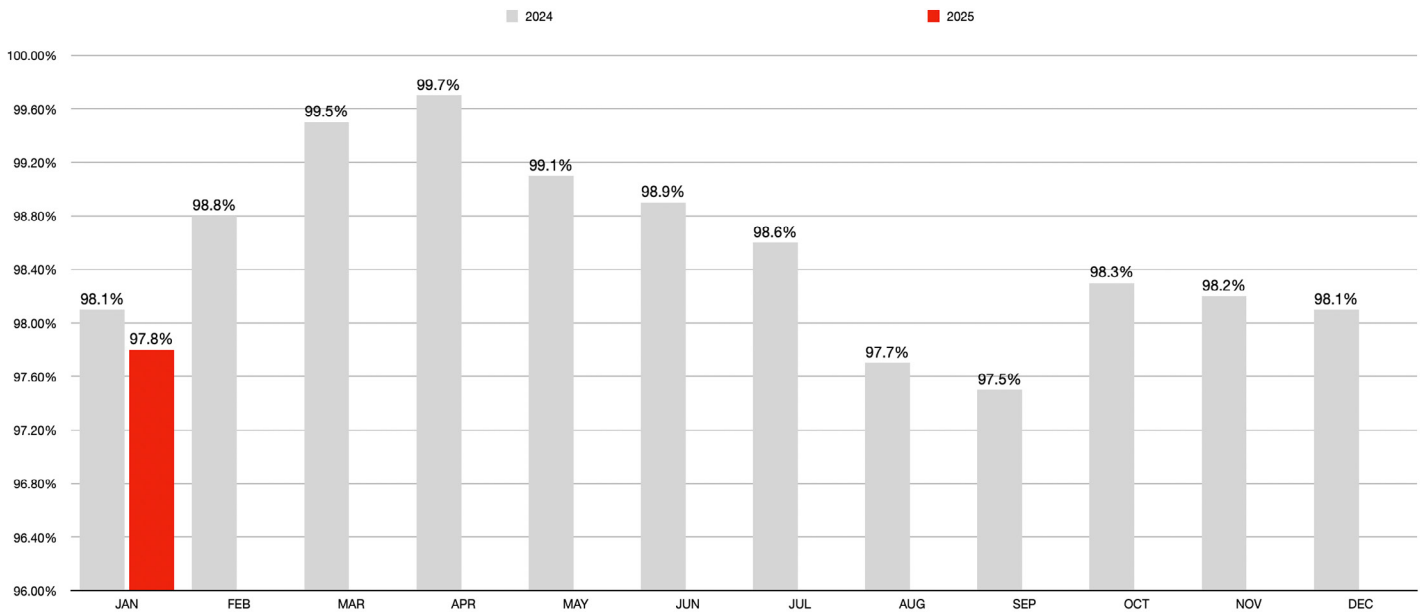
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

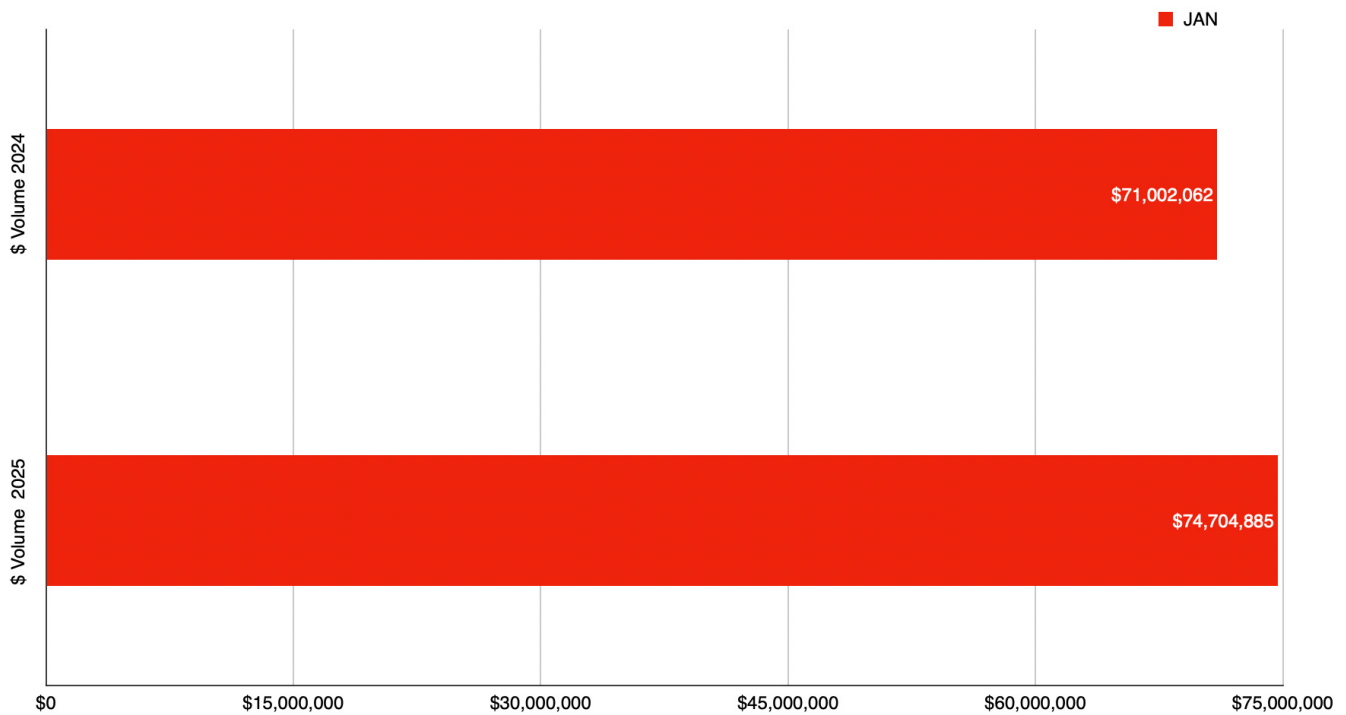


Year-Over-Year

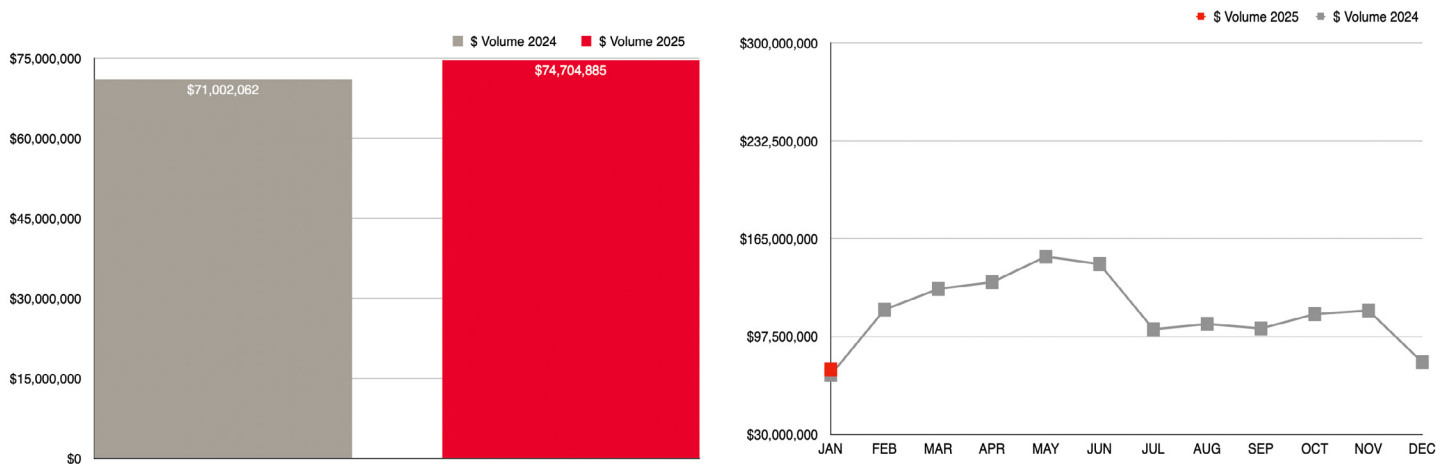


Month-Over-Month 2024 vs. 2025

DOLLAR VOLUME SALES



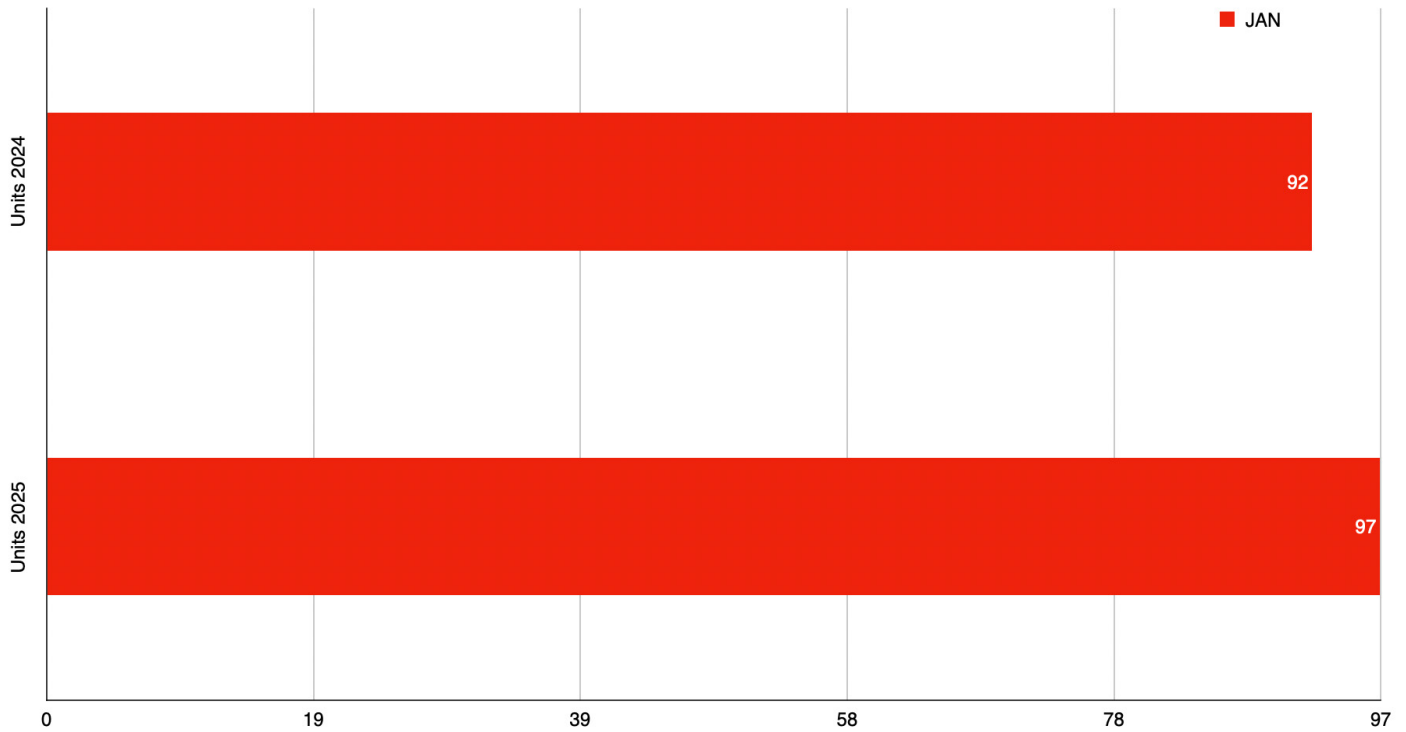
Monthly Comparison 2024 vs. 2025



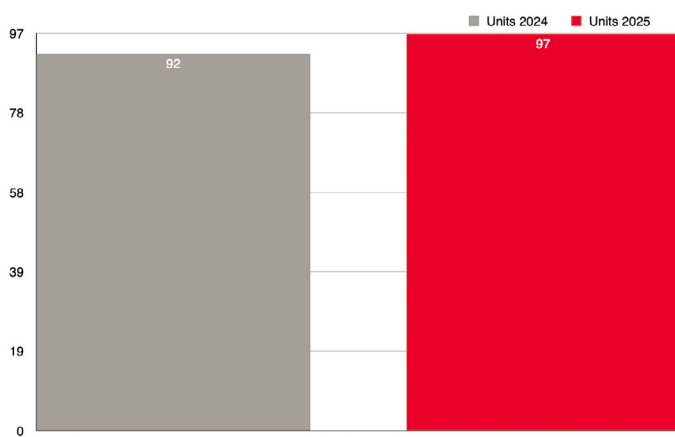
Yearly Totals 2024 vs. 2025

Month vs. Month 2024 vs. 2025

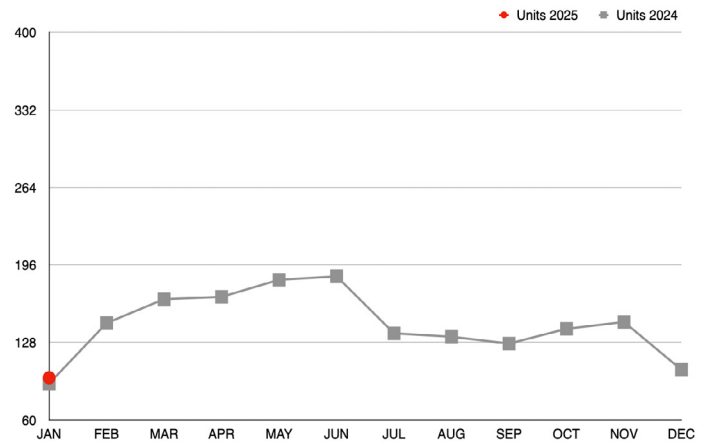
UNIT SALES



Monthly Comparison 2024 vs. 2025

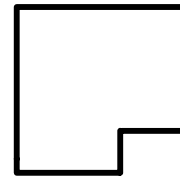


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE

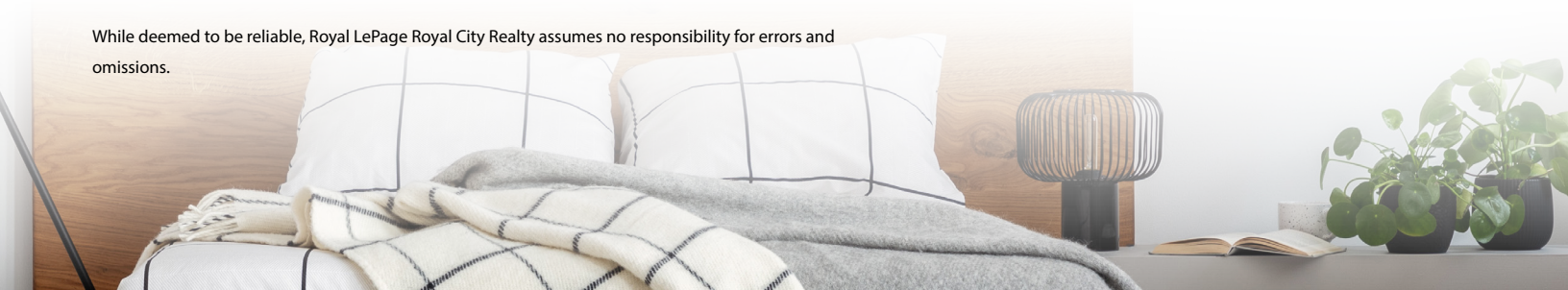


	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$54,695,818 +23.88%	\$20,009,067 -7.43%	\$1,150,000 Up from \$0
YTD Unit Sales	64 +25.49%	33 -5.71%	2 Up from 0
YTD Average Sale Price	\$854,622 +3%	\$606,335 +9.28%	\$575,000 Up from \$0
January Sales Volume	\$54,695,818 +23.88%	\$20,009,067 -7.43%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

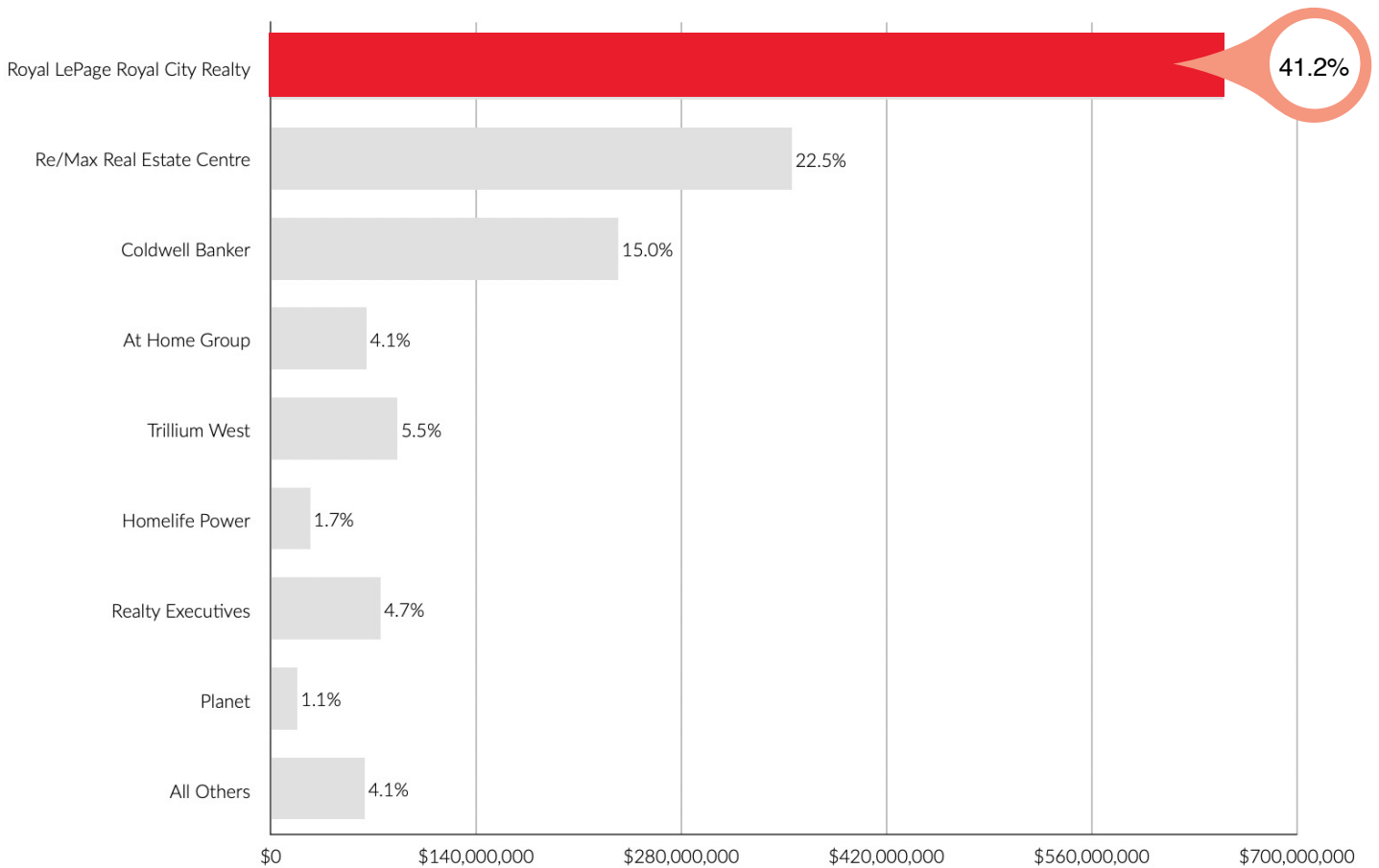
NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of February 1, 2025.

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

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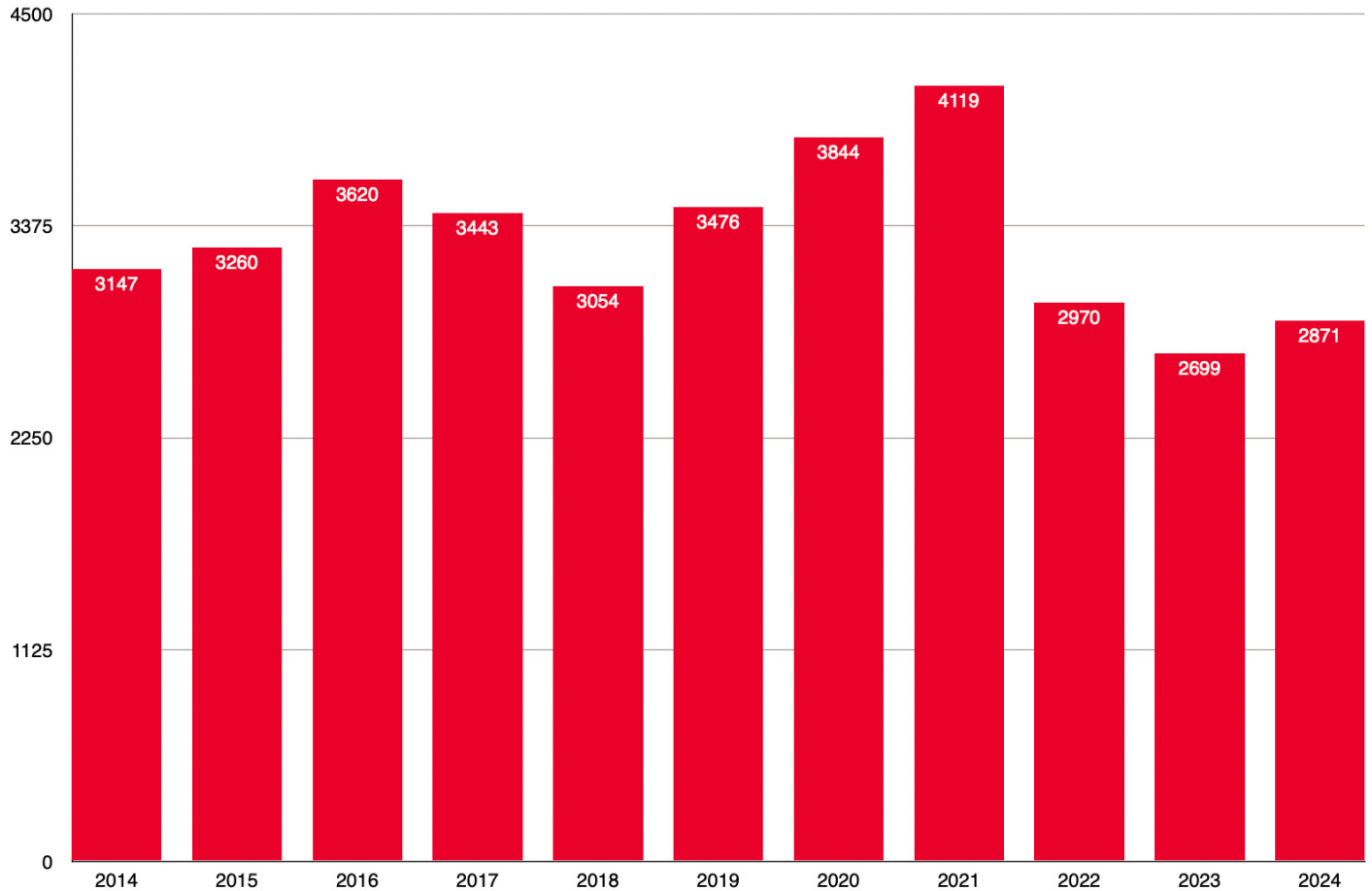
MARKET DOMINANCE



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



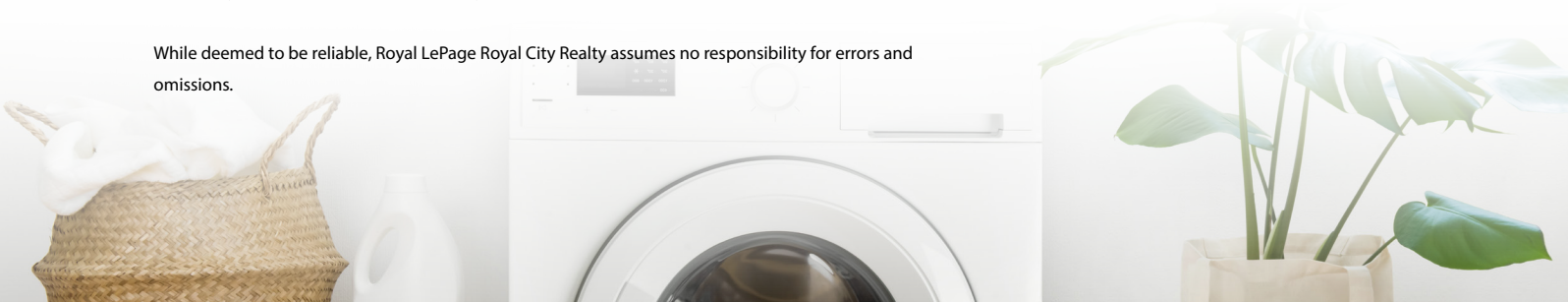
10 YEAR MARKET ANALYSIS



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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