



2025 FEBRUARY

CITY OF GUELPH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

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

The City of Guelph's real estate market remained active in February, maintaining balanced conditions. The median sale price dipped slightly by 0.29% to \$777,777, while the average sale price declined by 2.69% to \$778,662. Sales volume dropped by 21.48%, reflecting a 19.31% decrease in unit sales to 117 transactions. Meanwhile, new listings increased by 20.72%, and expired listings rose by 45.16%, contributing to higher inventory. With the unit sales-to-listings ratio at 43.66%, the market remains balanced, offering opportunities for both buyers and sellers.

February year-over-year sales volume of \$91,103,492

Down 21.48% from 2024's \$116,031,330 with unit sales of 117 down 19.31% from last February's 145. New listings of 268 are up 20.72% from a year ago, with the sales/listing ratio of 43.66% down 21.66%.

Year-to-date sales volume of \$165,808,377

Down 11.35% from 2024's \$187,033,392 with unit sales of 214 down from 237 in 2024. New listings of 524 are up 30.02% from a year ago, with the sales/listing ratio of 40.84% down 17.97%.

Year-to-date average sale price of \$774,408

Down from \$785,989 one year ago with median sale price of \$778,889 up from \$761,000 one year ago. Average days-on-market of 30 is down a day from last year.

FEBRUARY NUMBERS

Median Sale Price

\$777,777

-0.29%

Average Sale Price

\$778,662

-2.69%

Sales Volume

\$91,103,492

-21.48%

Unit Sales

117

-19.31%

New Listings

268

+20.72%

Expired Listings

22

+83.33%

Unit Sales/Listings Ratio

43.66%

-21.66%

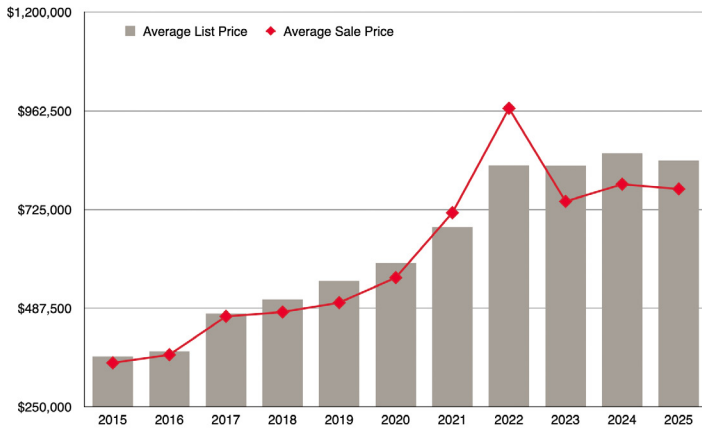
*Year-over-year comparison
(February 2025 vs. February 2024)*

THE MARKET IN DETAIL

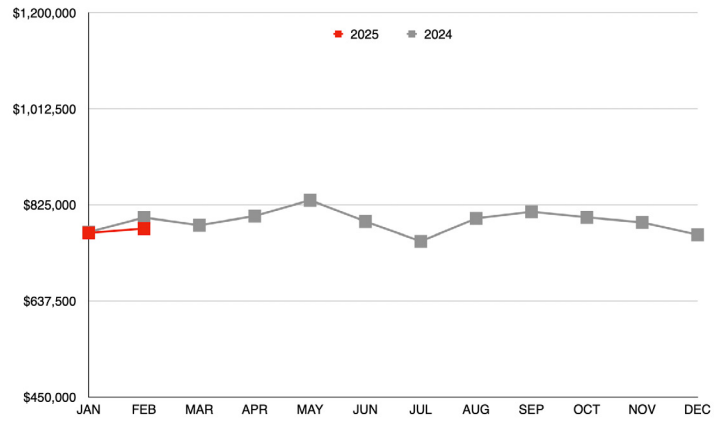
	2023	2024	2025	2024-2025
YTD Volume Sales	\$178,327,441	\$187,033,392	\$165,808,377	-11.35%
YTD Unit Sales	237	237	214	-9.7%
YTD New Listings	366	403	524	+30.02%
YTD Sales/Listings Ratio	64.75%	58.81%	40.84%	-17.97%
YTD Expired Listings	18	43	67	+55.81%
Monthly Volume Sales	\$105,961,493	\$116,031,330	\$91,103,492	-21.48%
Monthly Unit Sales	138	145	117	-19.31%
Monthly New Listings	209	222	268	+20.72%
Monthly Sales/Listings Ratio	66.03%	65.32%	43.66%	-21.66%
Monthly Expired Listings	8	12	22	+83.33%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	1	1	1	No Change
YTD Sales: \$350K-\$549K	41	33	36	+9.09%
YTD Sales: \$550K-\$749K	89	82	54	-34.15%
YTD Sales: \$750K-\$999K	81	89	94	+5.62%
YTD Sales: \$1M - \$2M	24	30	29	-3.33%
YTD Sales: \$2M+	0	2	0	-100%
YTD Average Days-On-Market	23.50	31.50	30.50	-3.17%
YTD Average Sale Price	\$744,383	\$785,989	\$774,408	-1.47%
YTD Median Sale Price	\$729,750	\$761,000	\$778,889	+2.35%

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

AVERAGE SALE PRICE

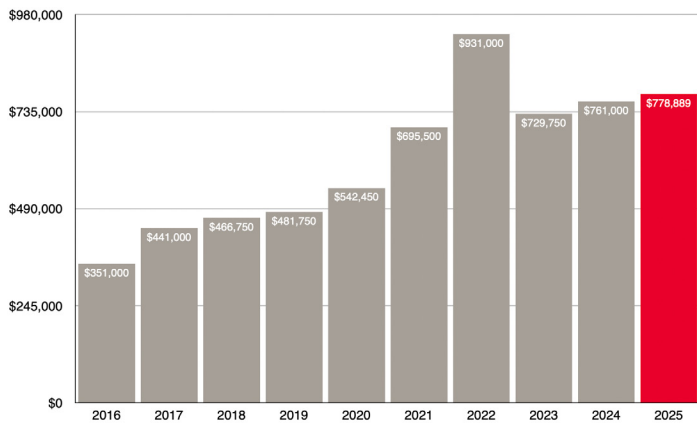


Year-Over-Year

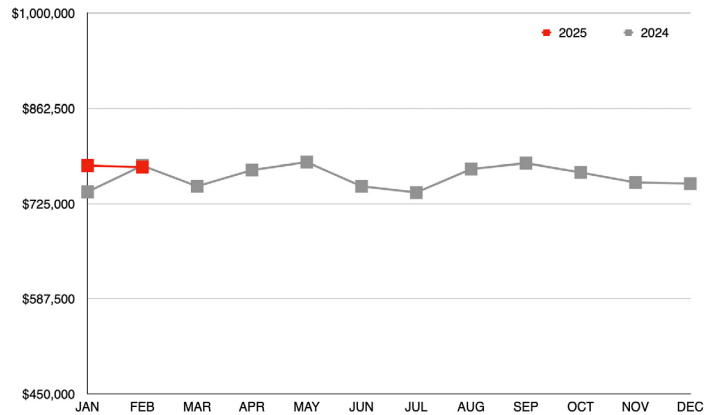


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



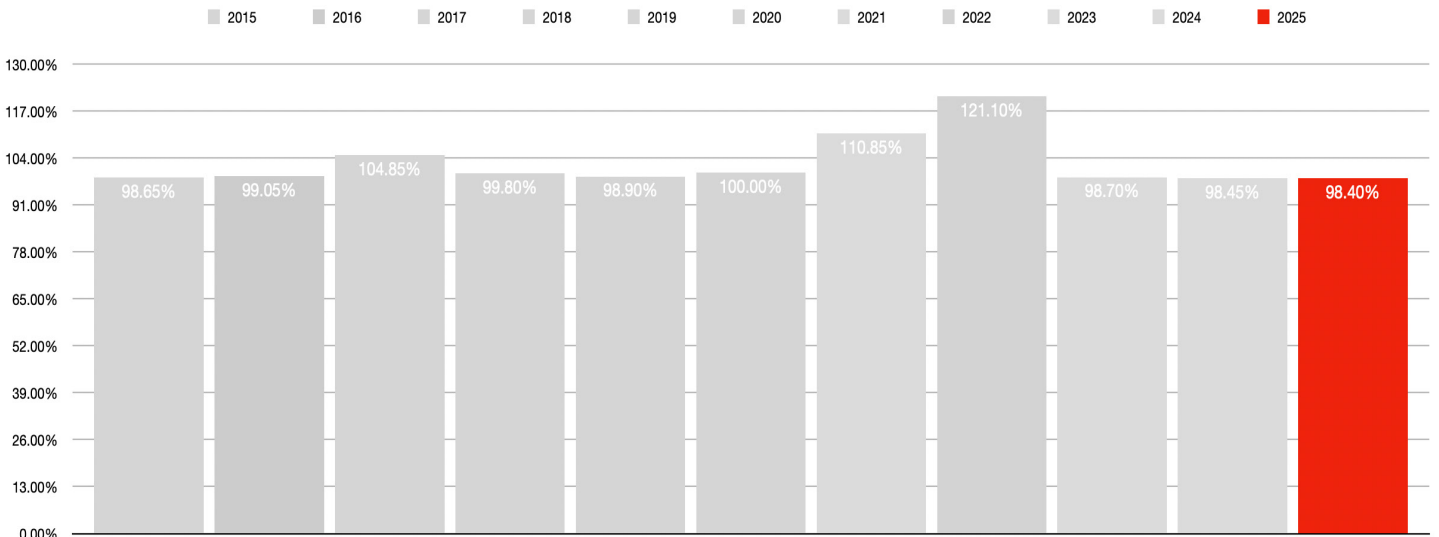
Year-Over-Year



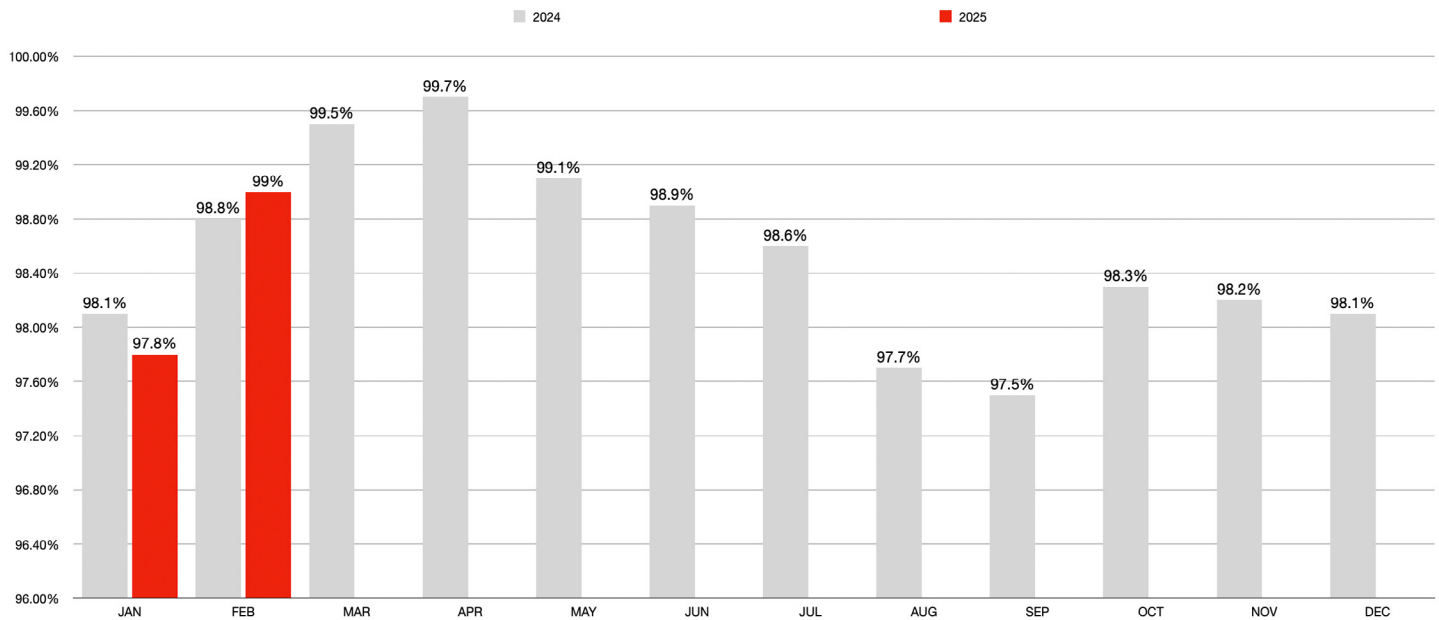
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

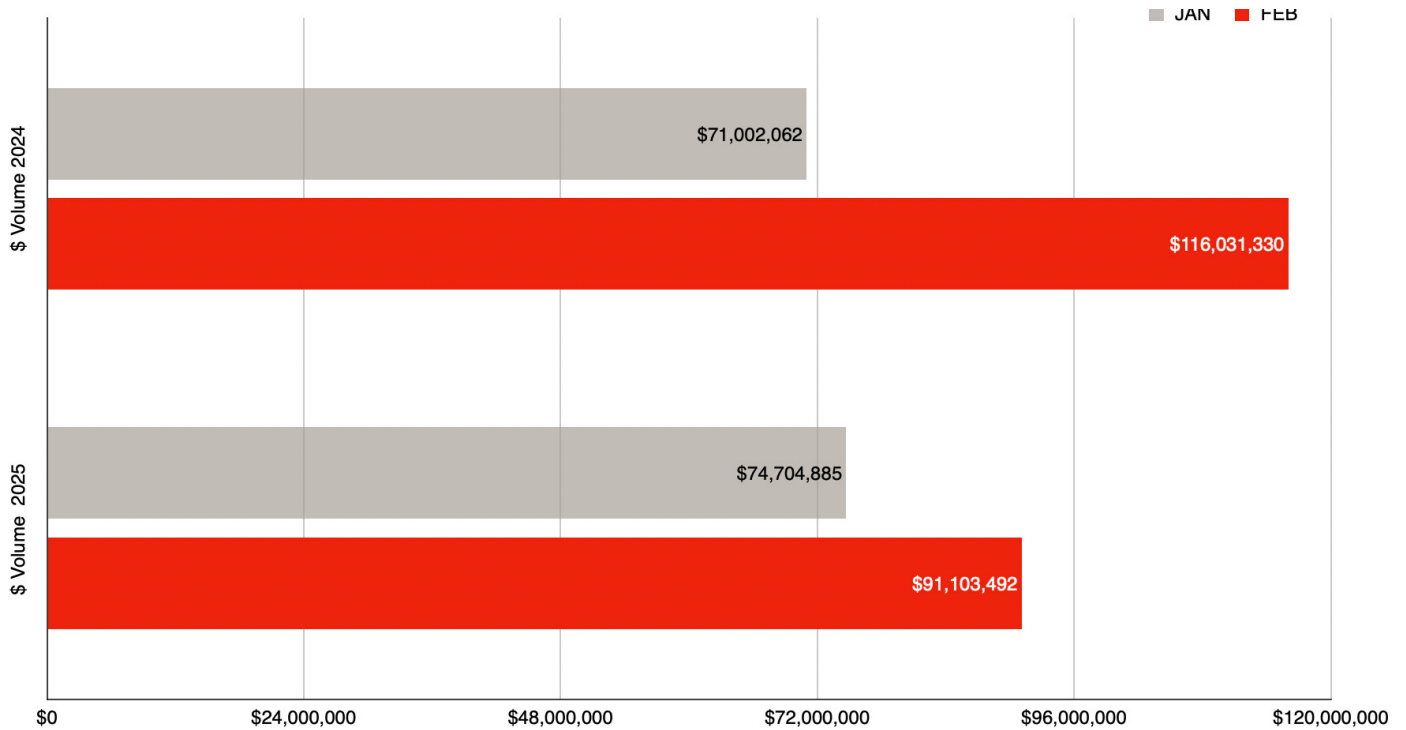


Year-Over-Year

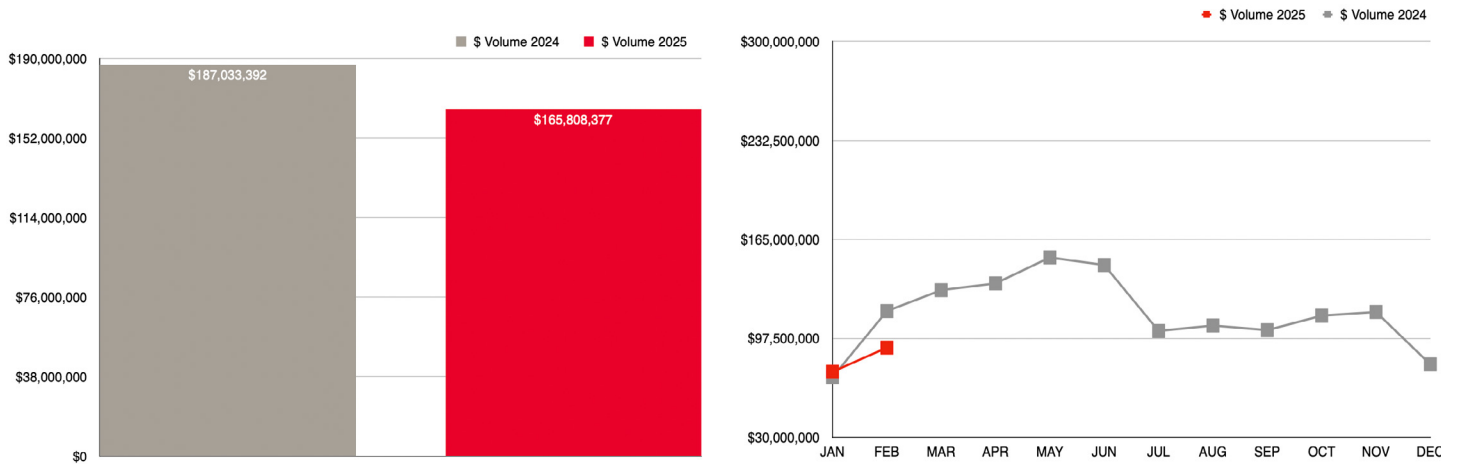


Month-Over-Month 2024 vs. 2025

DOLLAR VOLUME SALES



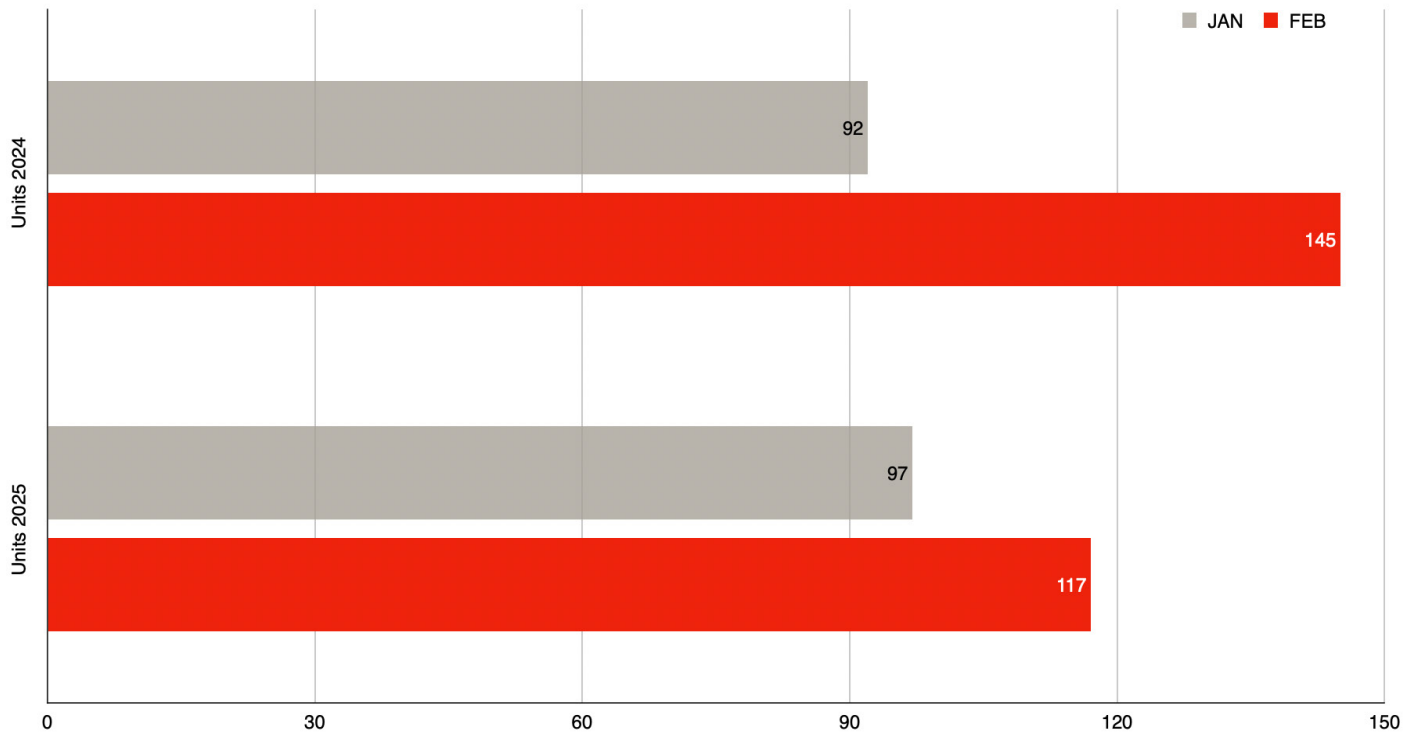
Monthly Comparison 2024 vs. 2025



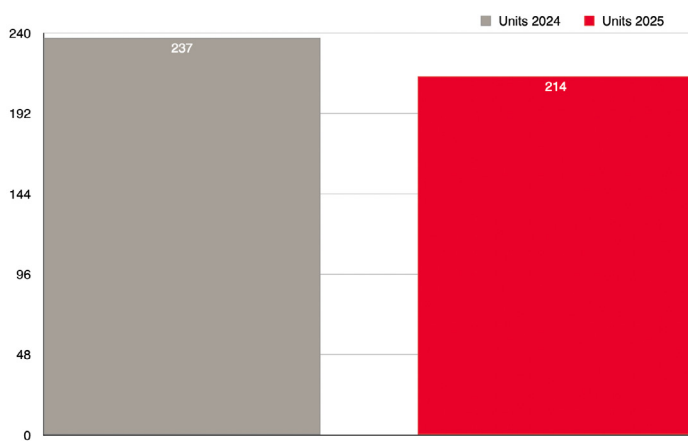
Yearly Totals 2024 vs. 2025

Month vs. Month 2024 vs. 2025

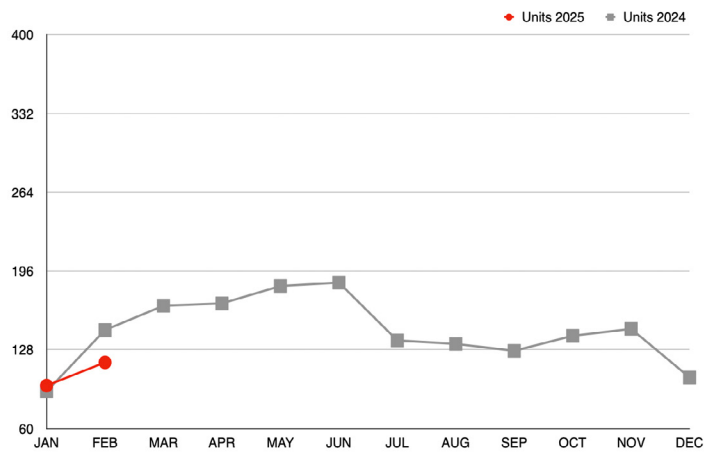
UNIT SALES



Monthly Comparison 2024 vs. 2025

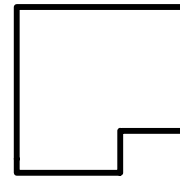


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE

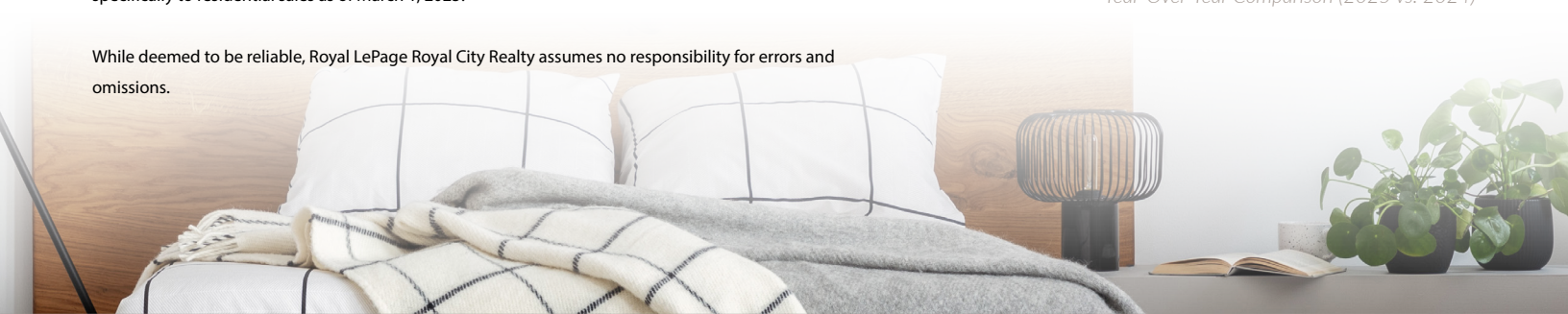


	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$122,127,681 +0.66%	\$43,680,696 -15.89%	\$2,350,000 Up from \$0
YTD Unit Sales	140 +3.7%	74 -13.95%	3 Up from 0
YTD Average Sale Price	\$872,341 +6.06%	\$590,280 -0.26%	\$783,333 Up from \$0
February Sales Volume	\$67,431,863 -12.62%	\$23,671,629 -21.92%	\$1,200,000 Up from \$0
February Unit Sales	76 -9.52%	41 -19.61%	1 Up from 0

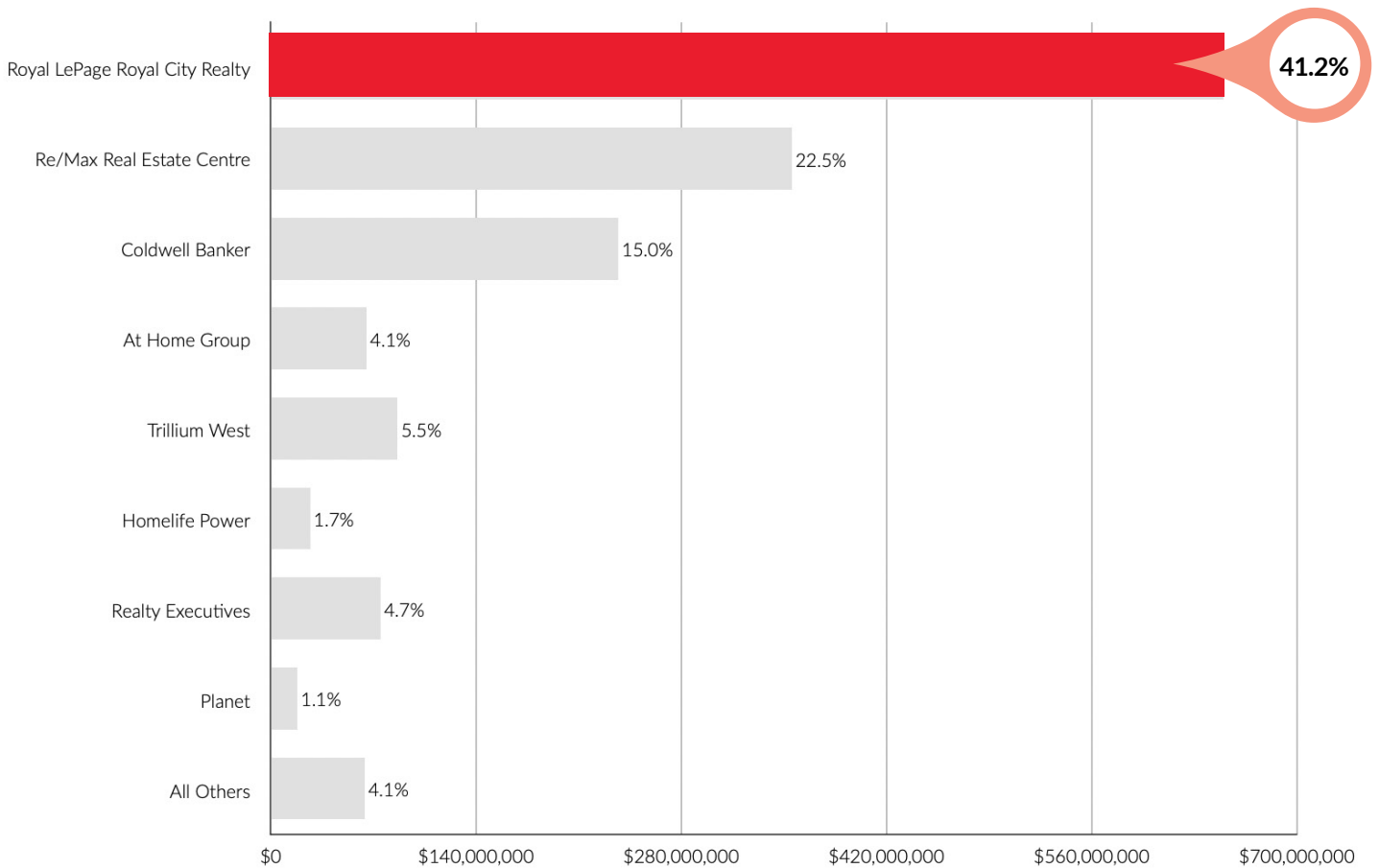
NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of March 1, 2025.

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

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



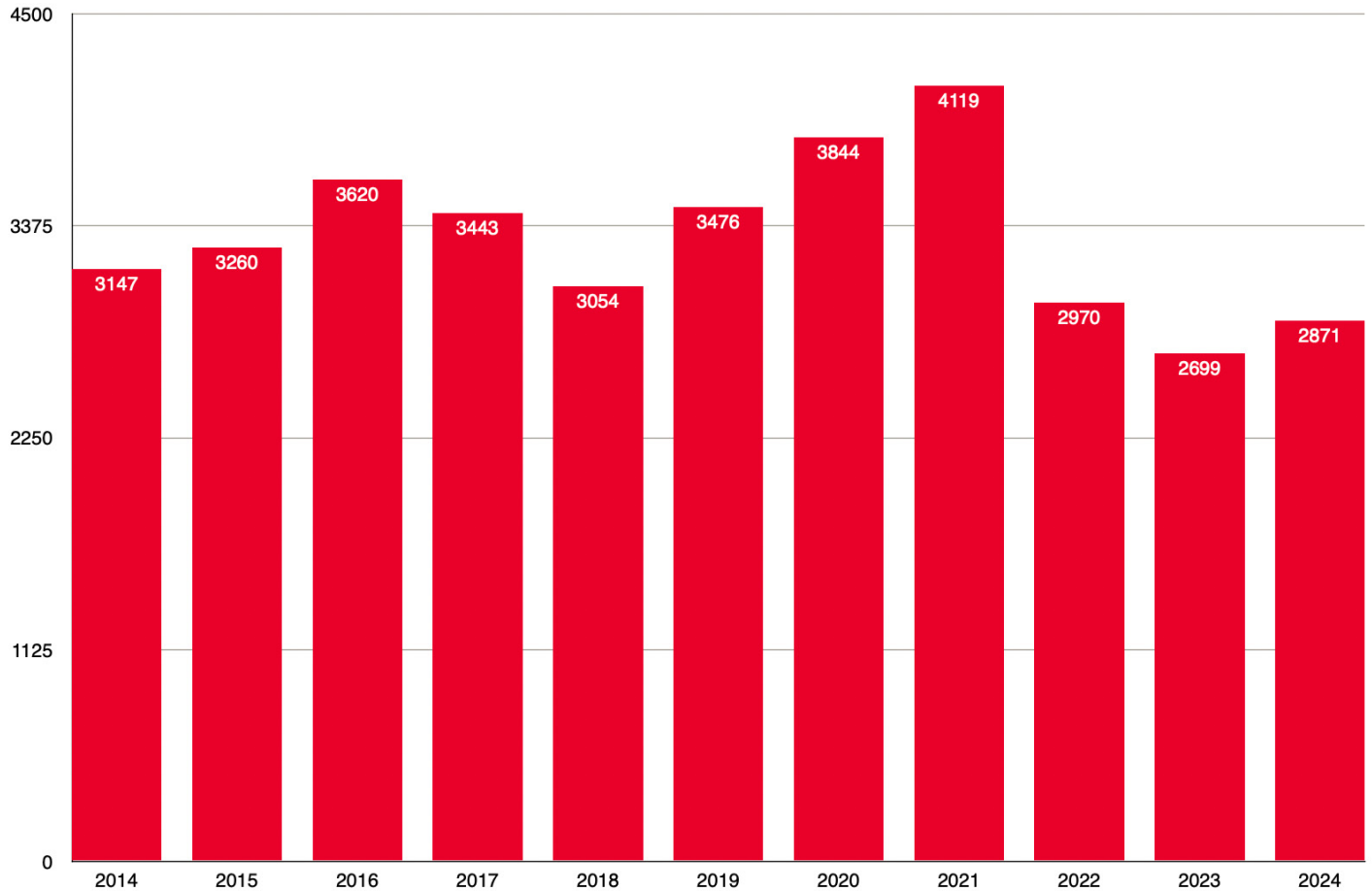
MARKET DOMINANCE



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



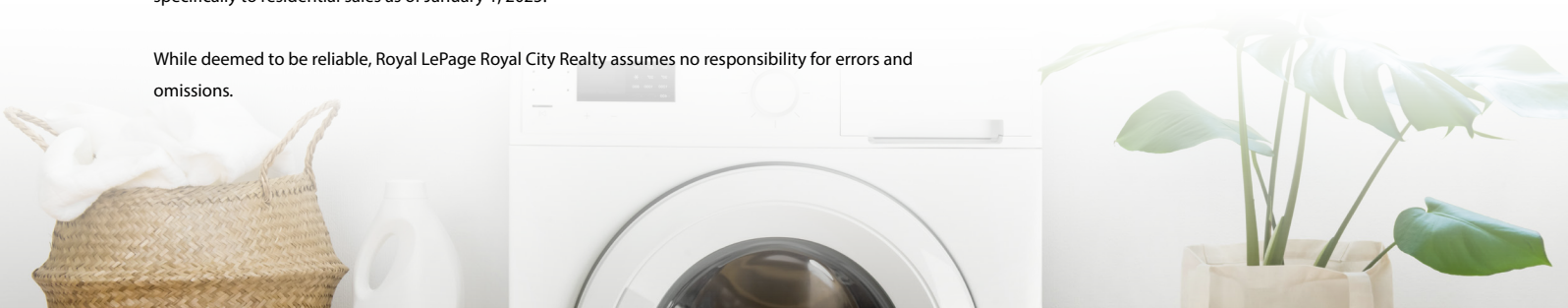
10 YEAR MARKET ANALYSIS



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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