



2025 MARCH

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

BALANCED MARKET

The City of Guelph's real estate market remained balanced in March, with steady pricing and increased inventory. The median sale price held firm at \$750,000, while the average sale price dipped by 1.39% to \$774,256. Sales volume declined by 21.58%, reflecting a 20.48% drop in unit sales to 132 transactions. Meanwhile, new listings increased by 4.84%, and expired listings rose by 23.53%, adding to available inventory. With the unit sales-to-listings ratio at 43.56%, the market continues to present opportunities for both buyers and sellers as conditions remain balanced.

March year-over-year sales volume of \$102,201,727

Down 21.58% from 2024's \$130,331,851 with unit sales of 132 down 20.48% from last March's 166. New listings of 303 are up 4.84% from a year ago, with the sales/listing ratio of 43.56% down 13.88%.

Year-to-date sales volume of \$268,010,104

Down 15.55% from 2024's \$317,365,243 with unit sales of 346 down from 403 in 2024. New listings of 827 are up 19.51% from a year ago, with the sales/listing ratio of 41.84% down 16.40%.

Year-to-date average sale price of \$774,357

Down from \$785,703 one year ago with median sale price of \$777,777 up from \$750,000 one year ago. Average days-on-market of 29 is up 2 days from last year.

MARCH NUMBERS

Median Sale Price
\$750,000

No Change

Average Sale Price
\$774,256

-1.39%

Sales Volume

\$102,201,727

-21.58%

Unit Sales

132

-20.48%

New Listings

303

+4.84%

Expired Listings

21

+23.53%

Unit Sales/Listings Ratio

43.56%

-13.88%

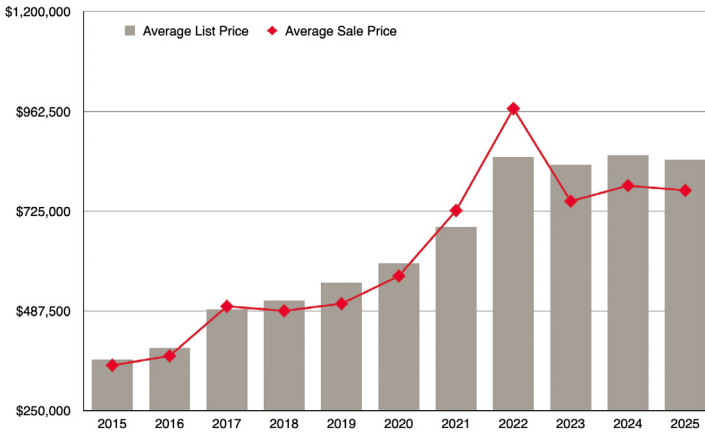
Year-over-year comparison
(March 2025 vs. March 2024)

THE MARKET IN DETAIL

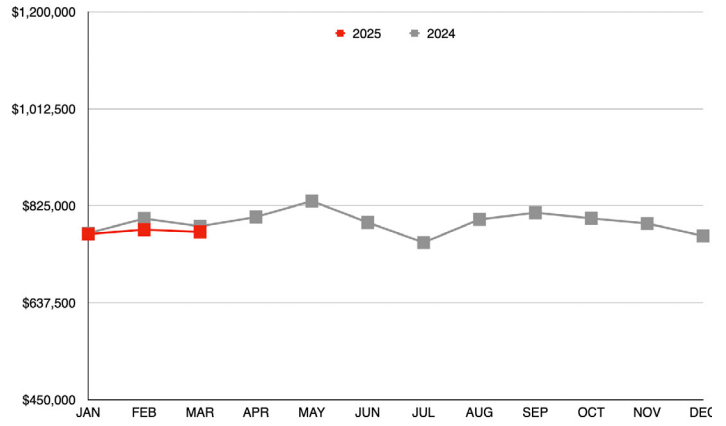
	2023	2024	2025	2024-2025
YTD Volume Sales	\$317,666,181	\$317,365,243	\$268,010,104	-15.55%
YTD Unit Sales	421	403	346	-14.14%
YTD New Listings	615	692	827	+19.51%
YTD Sales/Listings Ratio	68.46%	58.24%	41.84%	-16.4%
YTD Expired Listings	25	60	88	+46.67%
Monthly Volume Sales	\$139,338,740	\$130,331,851	\$102,201,727	-21.58%
Monthly Unit Sales	184	166	132	-20.48%
Monthly New Listings	249	289	303	+4.84%
Monthly Sales/Listings Ratio	73.90%	57.44%	43.56%	-13.88%
Monthly Expired Listings	7	17	21	+23.53%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	1	1	2	+100%
YTD Sales: \$350K-\$549K	78	59	58	-1.69%
YTD Sales: \$550K-\$749K	148	138	96	-30.43%
YTD Sales: \$750K-\$999K	147	145	145	No Change
YTD Sales: \$1M - \$2M	46	58	45	-22.41%
YTD Sales: \$2M+	0	2	1	-50%
YTD Average Days-On-Market	21.67	27.33	29.00	+6.1%
YTD Average Sale Price	\$748,680	\$785,703	\$774,357	-1.44%
YTD Median Sale Price	\$737,500	\$750,000	\$777,777	+3.7%

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

AVERAGE SALE PRICE

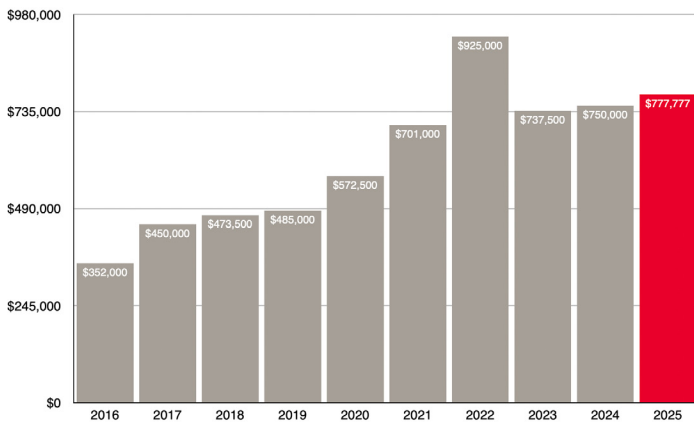


Year-Over-Year

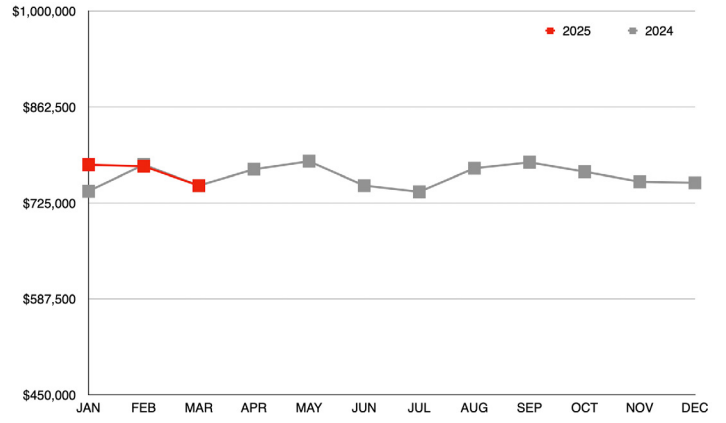


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



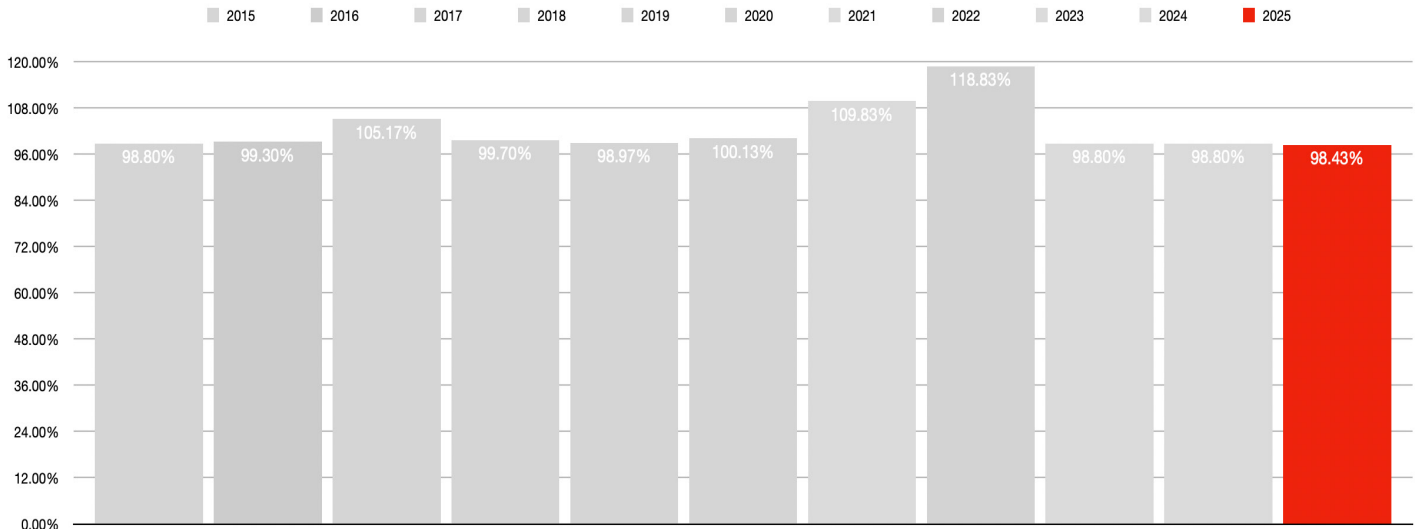
Year-Over-Year



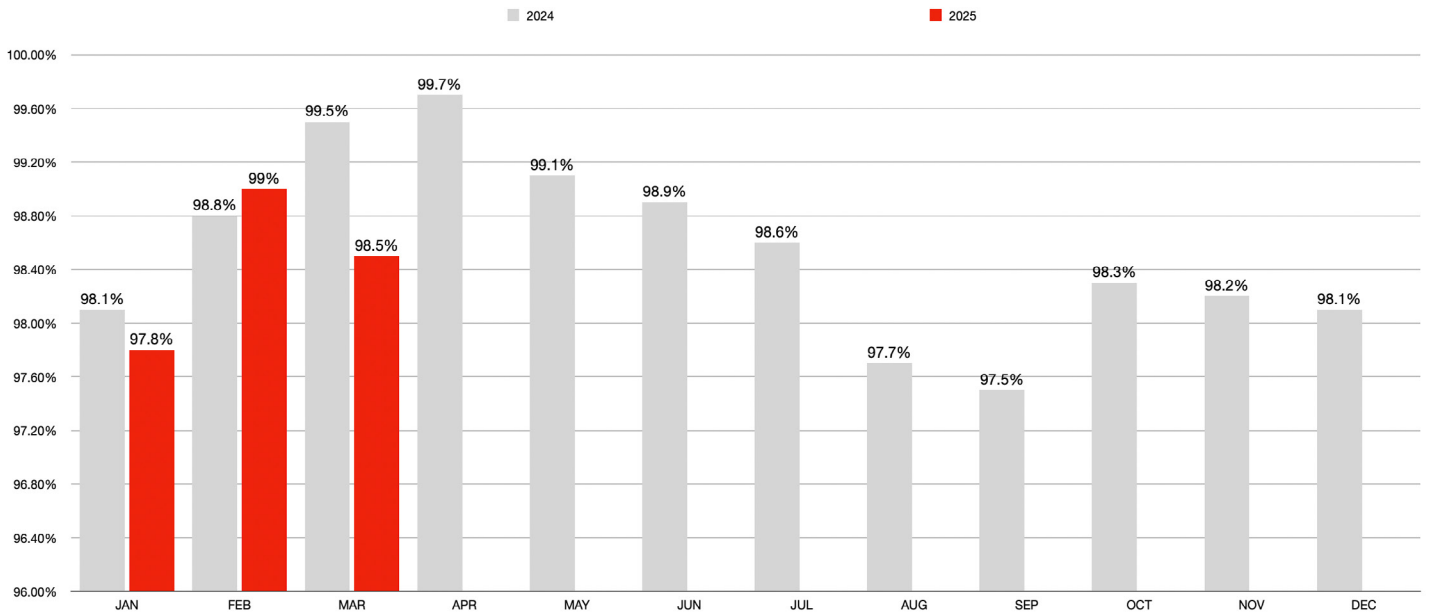
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

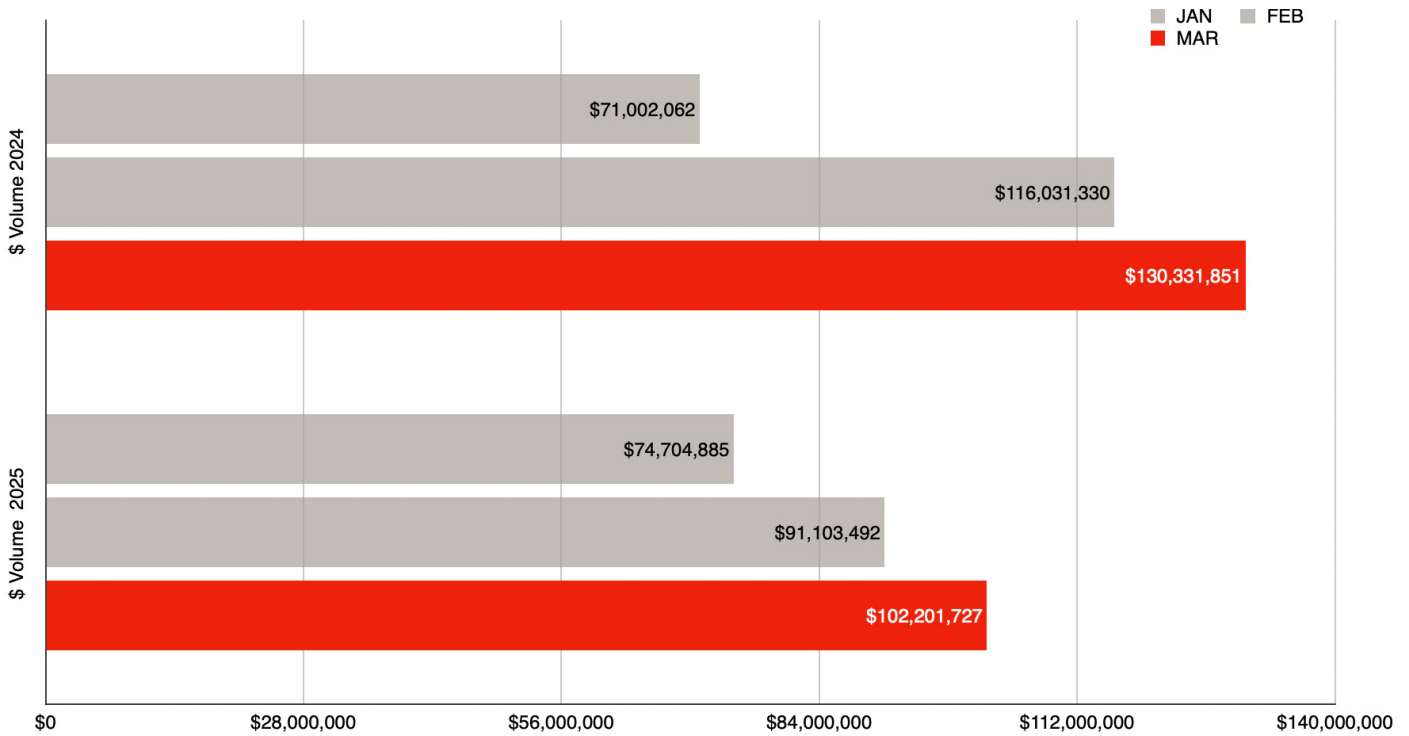


Year-Over-Year

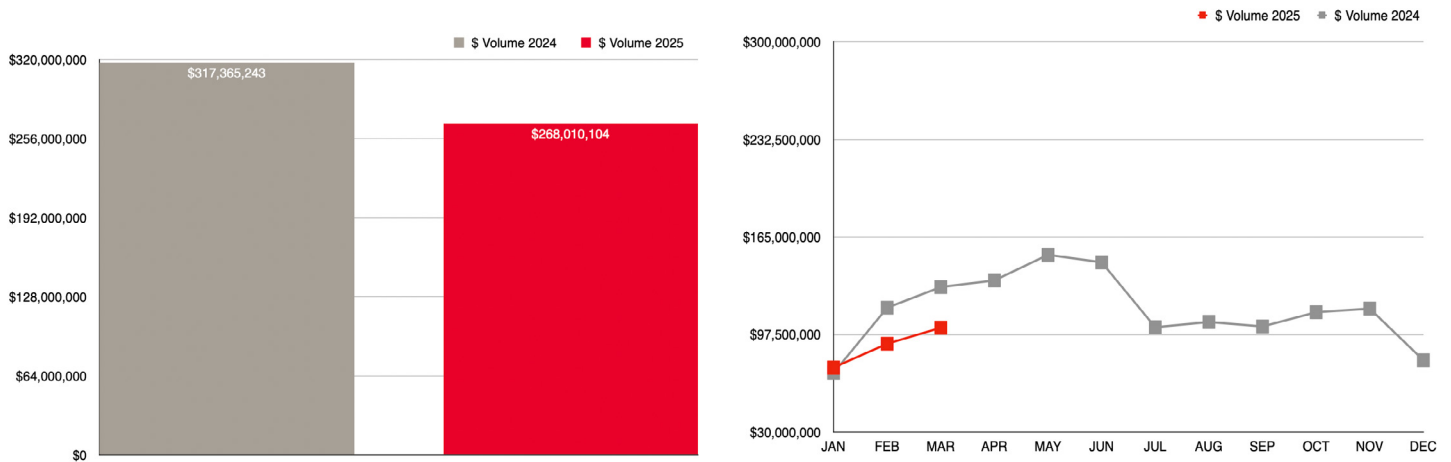


Month-Over-Month 2024 vs. 2025

DOLLAR VOLUME SALES



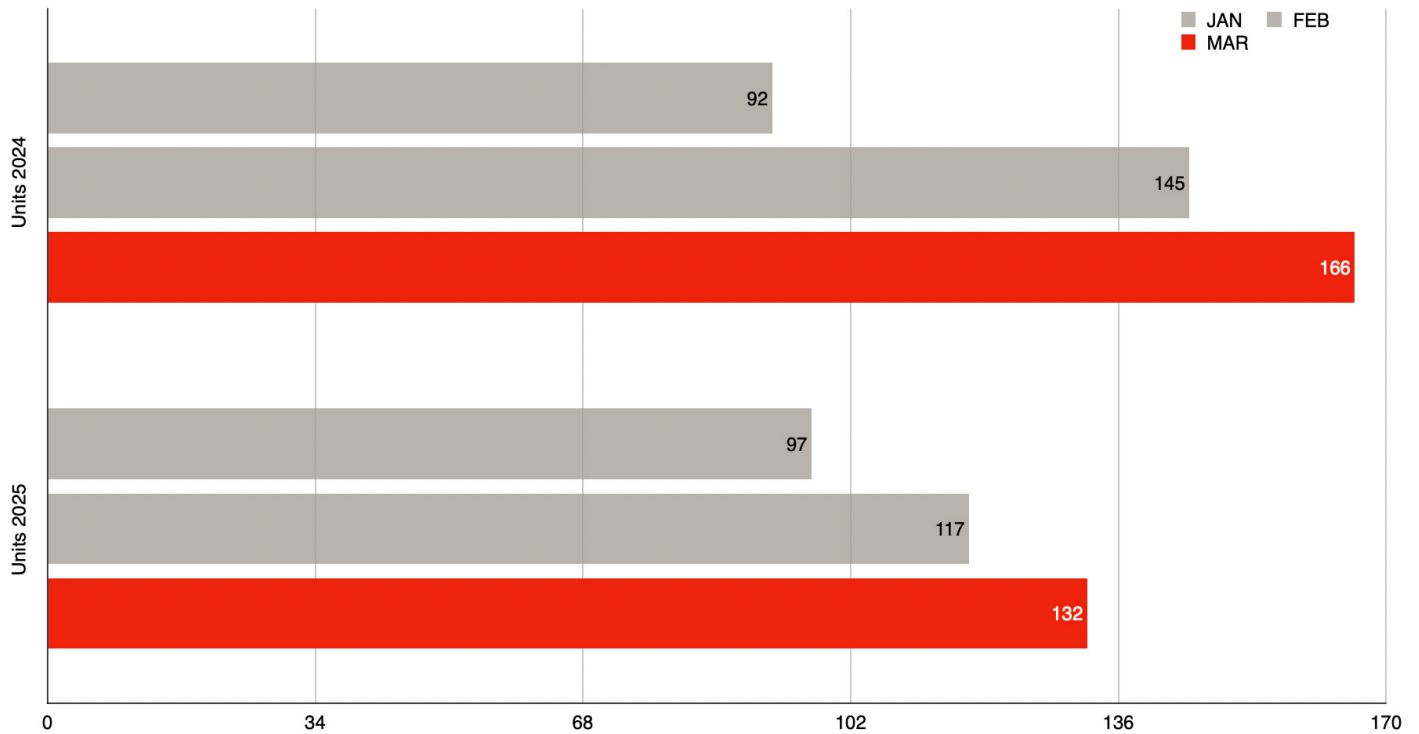
Monthly Comparison 2024 vs. 2025



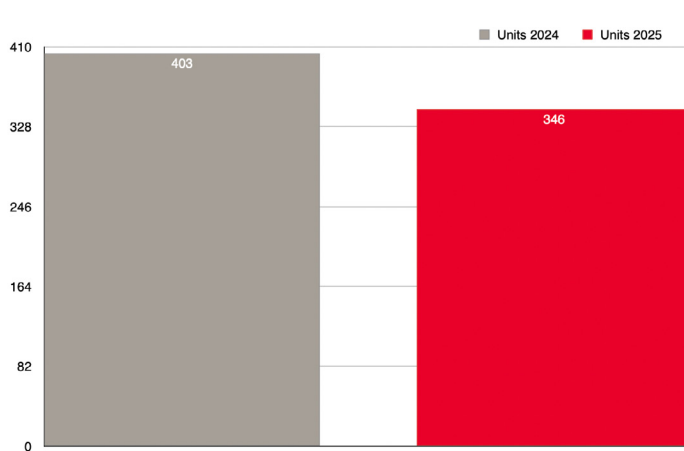
Yearly Totals 2024 vs. 2025

Month vs. Month 2024 vs. 2025

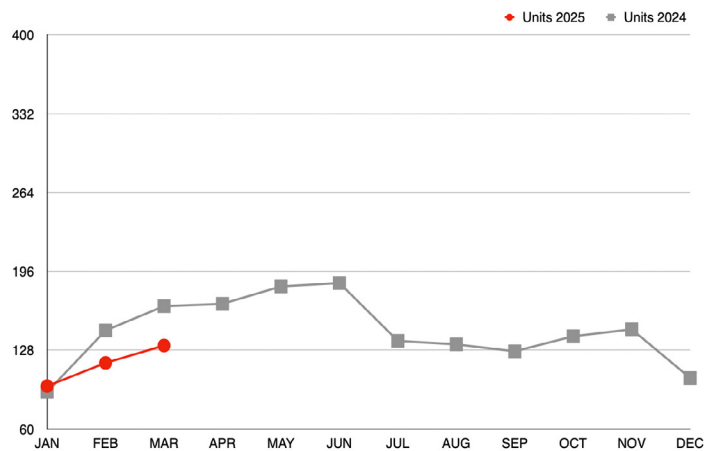
UNIT SALES



Monthly Comparison 2024 vs. 2025

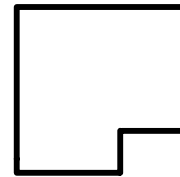


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE

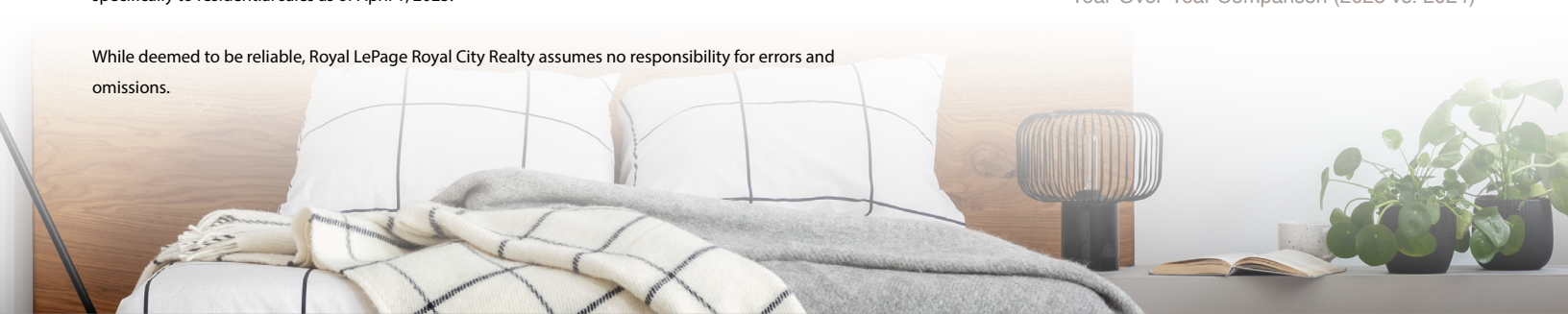


	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$192,391,328 -7.38%	\$75,618,776 -20.42%	\$2,775,000 Up from \$0
YTD Unit Sales	218 -6.03%	128 -16.34%	4 Up from 0
YTD Average Sale Price	\$882,529 +4.19%	\$590,772 +2.01%	\$693,750 Up from \$0
March Sales Volume	\$70,263,647 -18.69%	\$31,938,080 -25.88%	\$425,000 Up from \$0
March Unit Sales	78 -19.59%	54 -19.4%	1 Up from 0

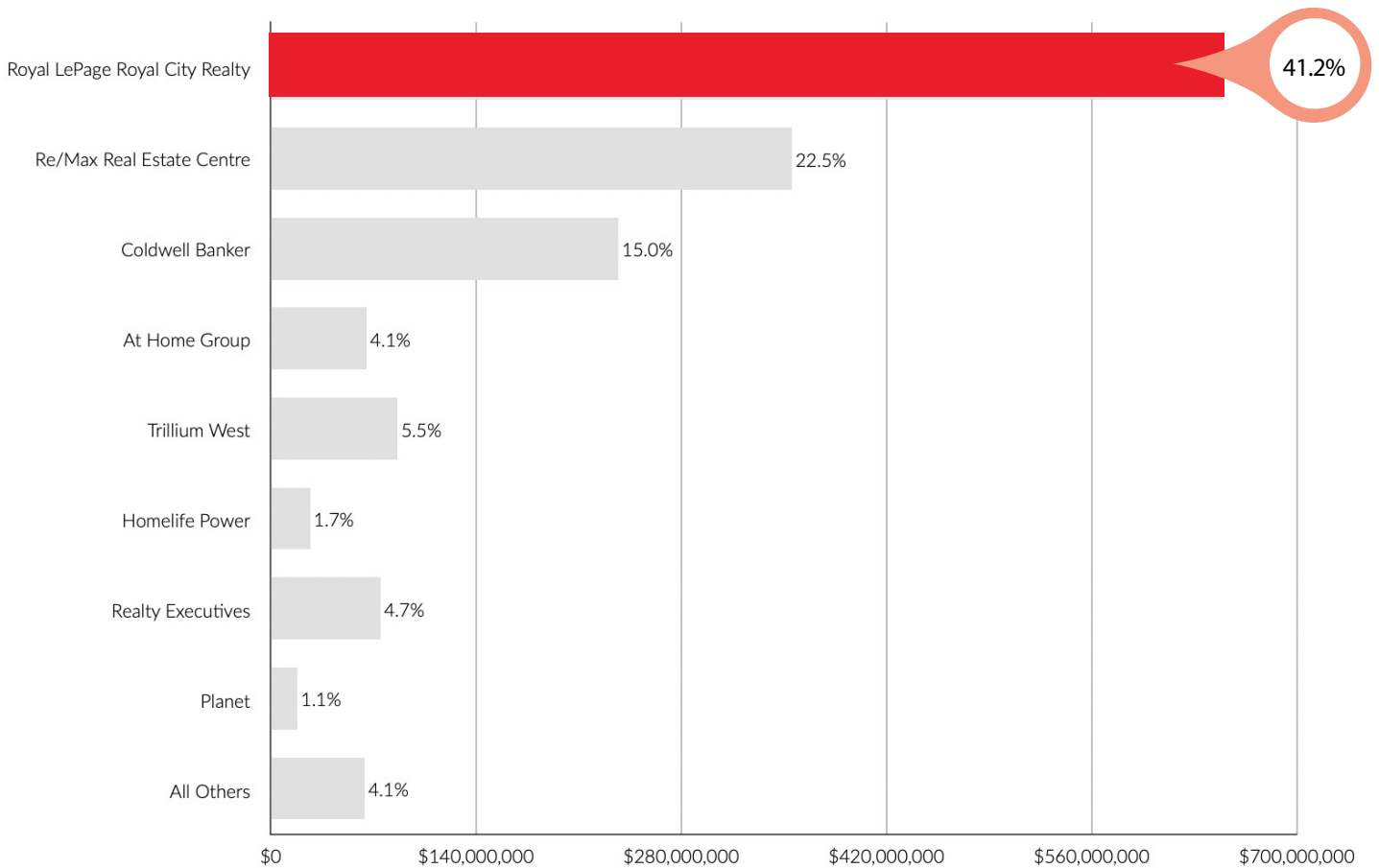
NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of April 1, 2025.

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

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



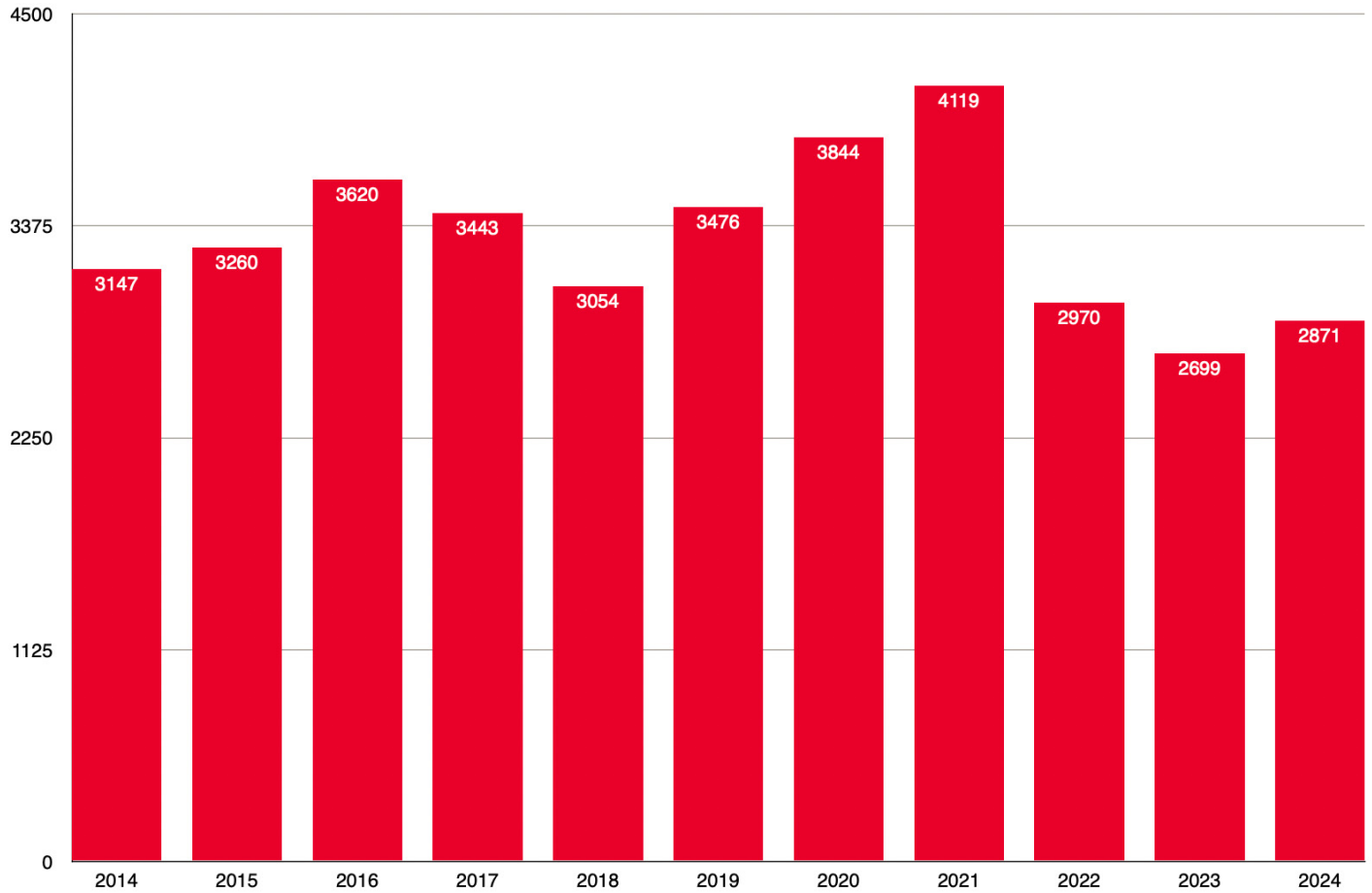
MARKET DOMINANCE



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



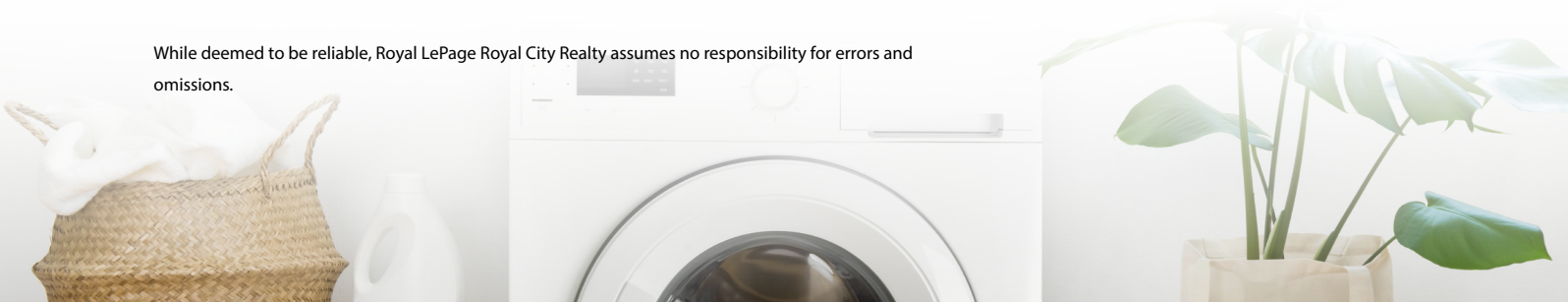
10 YEAR MARKET ANALYSIS



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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