



2025

OCTOBER

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 in balanced territory in October, with modest price adjustments alongside steady buyer activity. The median sale price declined 2.82% to \$748,250, while the average sale price eased 1.24% to \$790,684. Sales volume rose 9.23% to \$123.35M, supported by an 11.43% increase in unit sales to 156 transactions. New listings were up 13.86% to 345, while expired listings increased 16.22% to 43, indicating more options for buyers and renewed competition among sellers. With a unit sales-to-listings ratio of 45.22%, down just 0.99% from last year, the market continues to reflect balanced conditions, offering opportunities for both buyers and sellers.



October year-over-year sales volume of \$123,346,725

Up +9.23% from 2024's \$112,928,405 with unit sales of 156 up +11.43% from last October's 140. New listings of 345 are up +13.86% from a year ago, with the sales/listing ratio of 45.22% down -0.99%.



Year-to-date sales volume of \$1,160,116,287

Down -1.44% from 2024's \$1,177,061,288 with unit sales of 1459 down from 1476 in 2024. New listings of 3,495 are up +20.6% from a year ago, with the sales/listing ratio of 41.75% down -9.19%.



Year-to-date average sale price of \$793,205

Down from \$795,134 year ago with median sale price of \$767,500 down from \$771,750 one year ago. Average days-on-market of 31 is up 5 days from last year.

OCTOBER NUMBERS

Median Sale Price

\$748,250
-2.82%

Average Sale Price

\$790,684
-1.24%

Sales Volume

\$123,346,725
+9.23%

Unit Sales

156
+11.43%

New Listings

345
+13.86%

Expired Listings

43
+16.22%

Unit Sales/Listings Ratio

45.22%
-0.99%

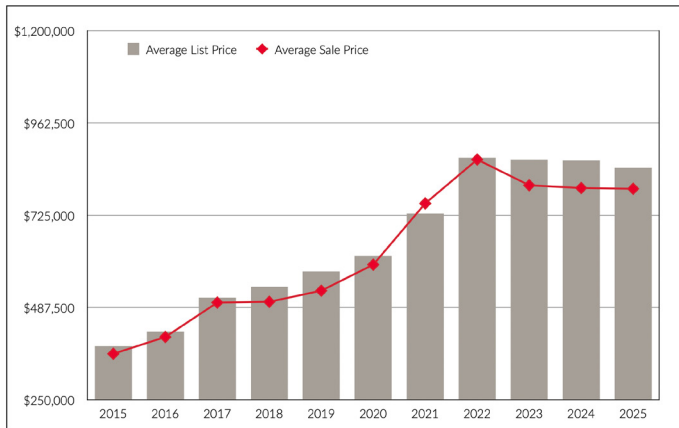
*Year-over-year comparison
(October 2025 vs. October 2024)*

THE MARKET IN DETAIL

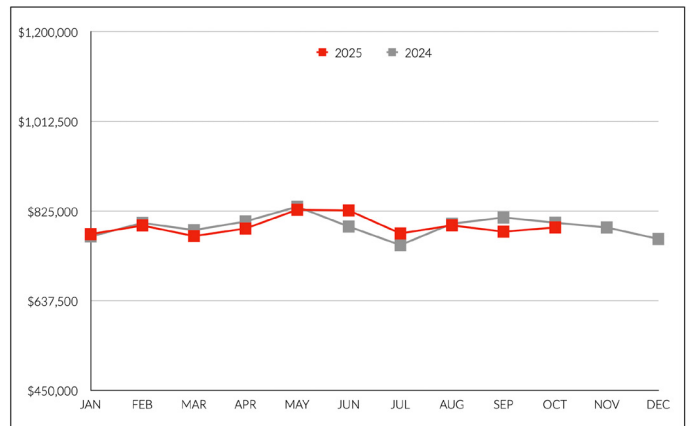
	2023	2024	2025	2024-2025
YTD Volume Sales	\$1,186,882,917	\$1,177,061,288	\$1,160,116,287	-1.44%
YTD Unit Sales	1,465	1,476	1,459	-1.15%
YTD New Listings	2,449	2,898	3,495	+20.6%
YTD Sales/Listings Ratio	59.82%	50.93%	41.75%	-9.19%
YTD Expired Listings	123	227	379	+66.96%
Monthly Volume Sales	\$83,619,348	\$112,928,405	\$123,346,725	+9.23%
Monthly Unit Sales	108	140	156	+11.43%
Monthly New Listings	263	303	345	+13.86%
Monthly Sales/Listings Ratio	41.06%	46.20%	45.22%	-0.99%
Monthly Expired Listings	24	37	43	+16.22%
YTD Sales: \$0-\$199K	1	0	0	No Change
YTD Sales: \$200k-349K	2	5	18	+260%
YTD Sales: \$350K-\$549K	218	194	223	+14.95%
YTD Sales: \$550K-\$749K	421	479	430	-10.23%
YTD Sales: \$750K-\$999K	564	567	554	-2.29%
YTD Sales: \$1M - \$2M	259	230	233	+1.3%
YTD Sales: \$2M+	3	6	6	No Change
YTD Average Days-On-Market	19.40	26.20	30.70	+17.18%
YTD Average Sale Price	\$802,212	\$795,134	\$793,205	-0.24%
YTD Median Sale Price	\$768,750	\$771,750	\$767,500	-0.55%

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

AVERAGE SALE PRICE

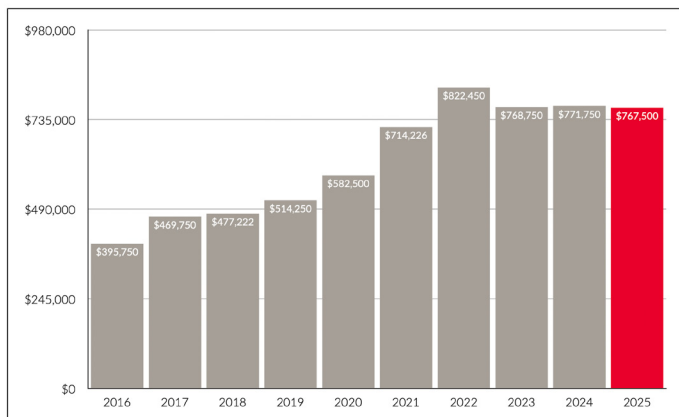


Year-Over-Year

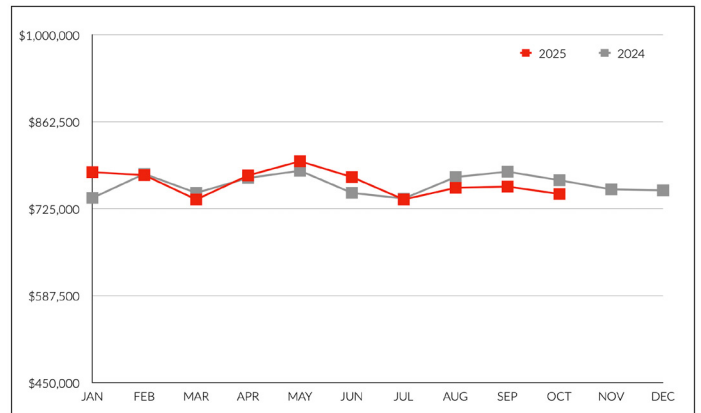


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



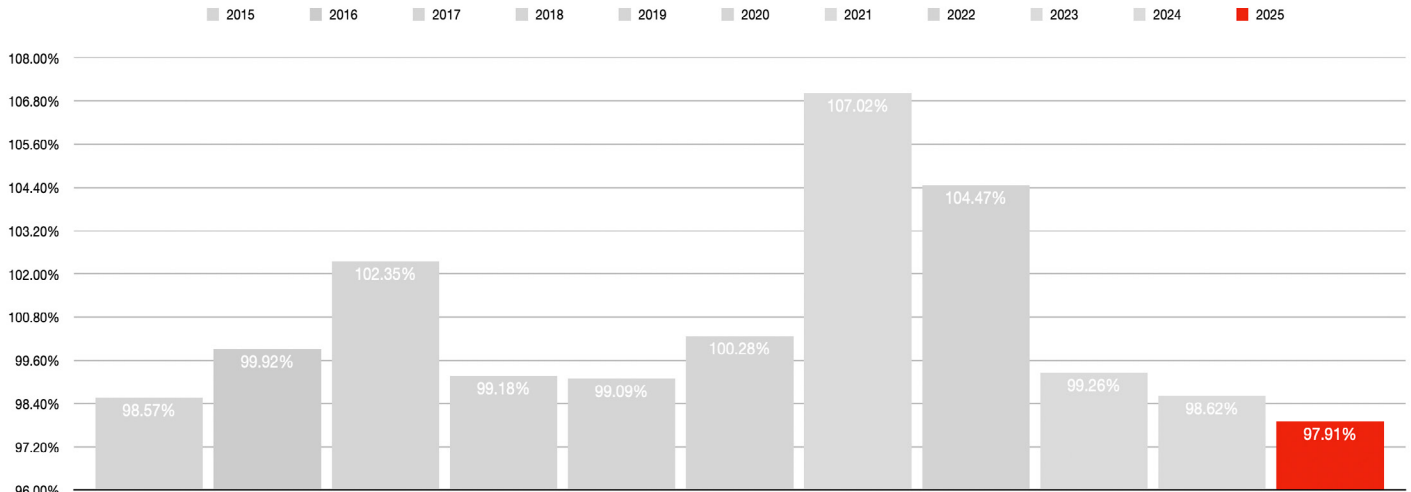
Year-Over-Year



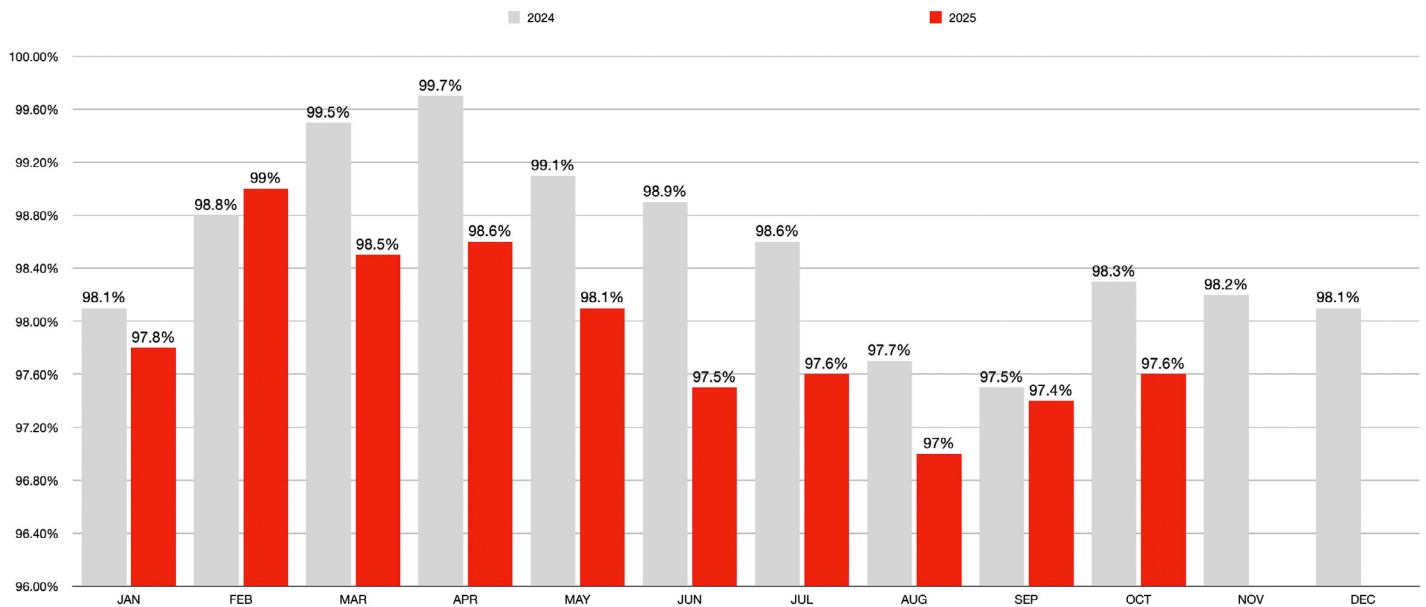
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

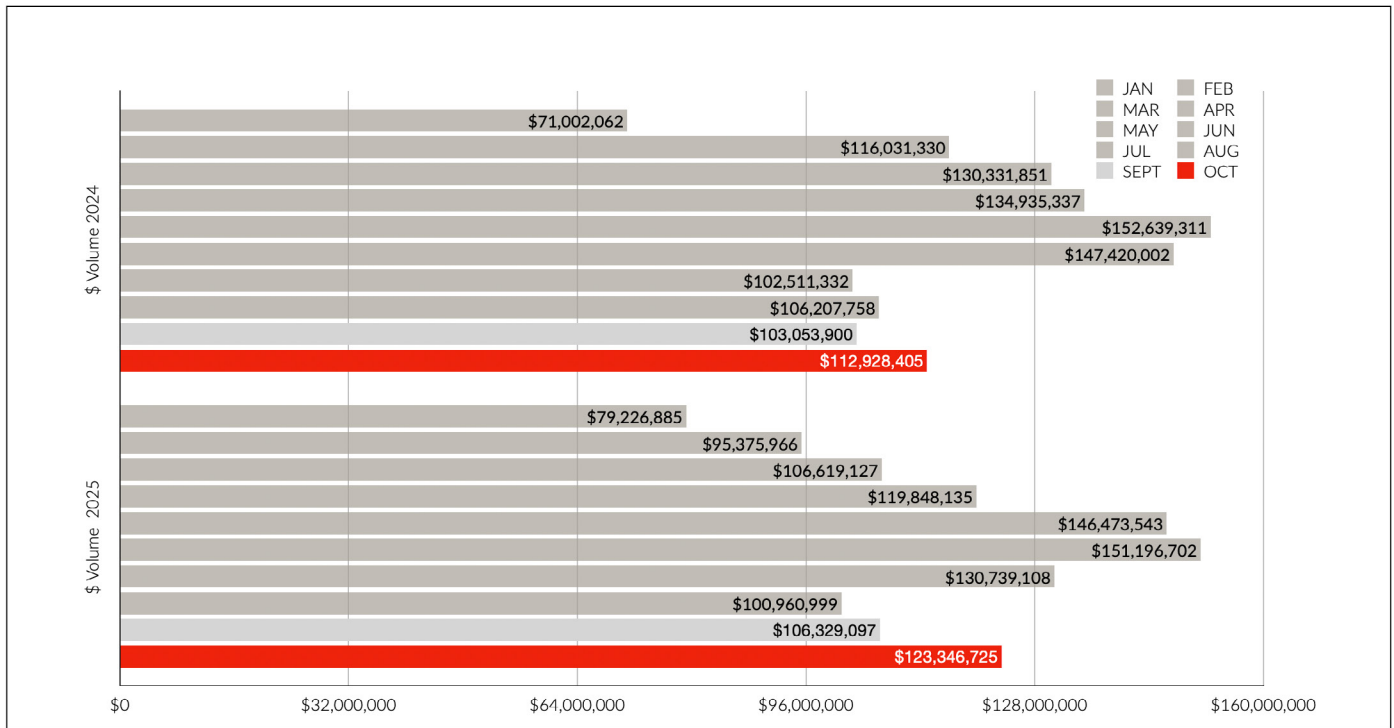


Year-Over-Year

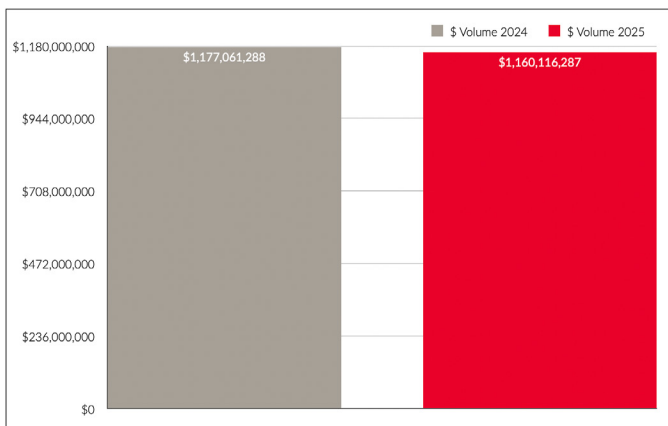


Month-Over-Month 2024 vs. 2025

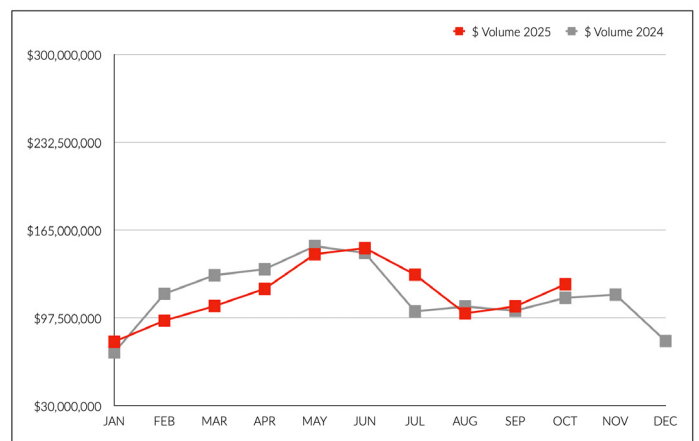
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

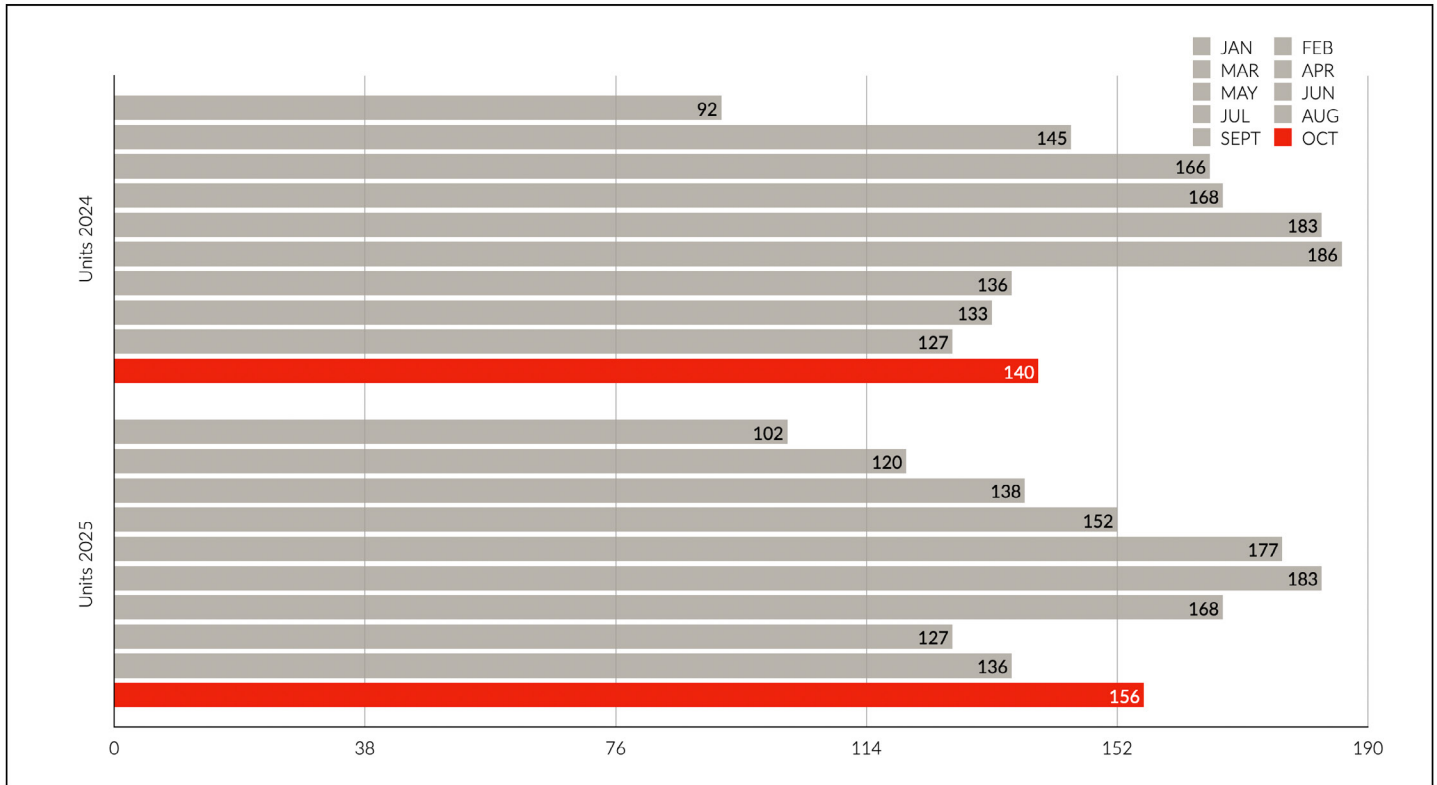


Yearly Totals 2024 vs. 2025

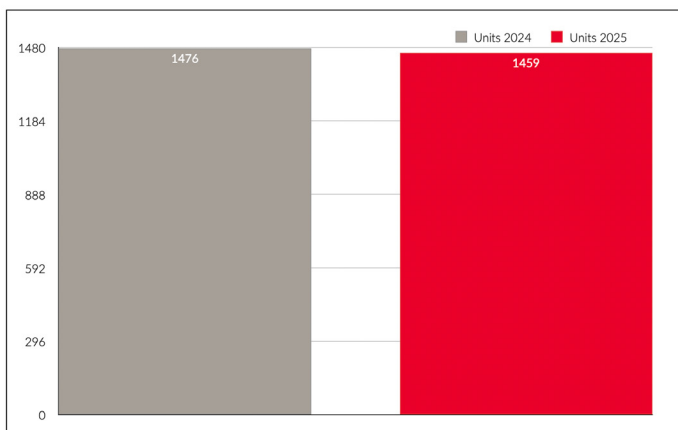


Month vs. Month 2024 vs. 2025

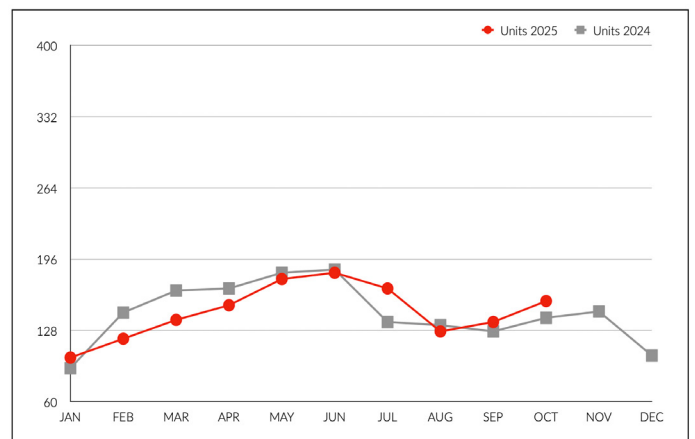
UNIT SALES



Monthly Comparison 2024 vs. 2025

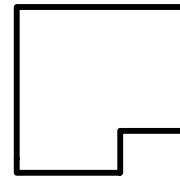


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$898,039,961 +9.84%	 \$259,887,326 -19.16%	 \$4,905,000 -36.69%
YTD Unit Sales	 1020 +10.87%	 439 -14.59%	 7 +16.67%
YTD Average Sale Price	 \$880,431 -3%	 \$591,998 +1.25%	 \$700,714.29 +80.8%
October Sales Volume	 \$102,825,725 +20.7%	 \$20,521,000 -17.95%	 \$0 -100%
October Unit Sales	 120 +26.32%	 36 -14.29%	 0 -100%

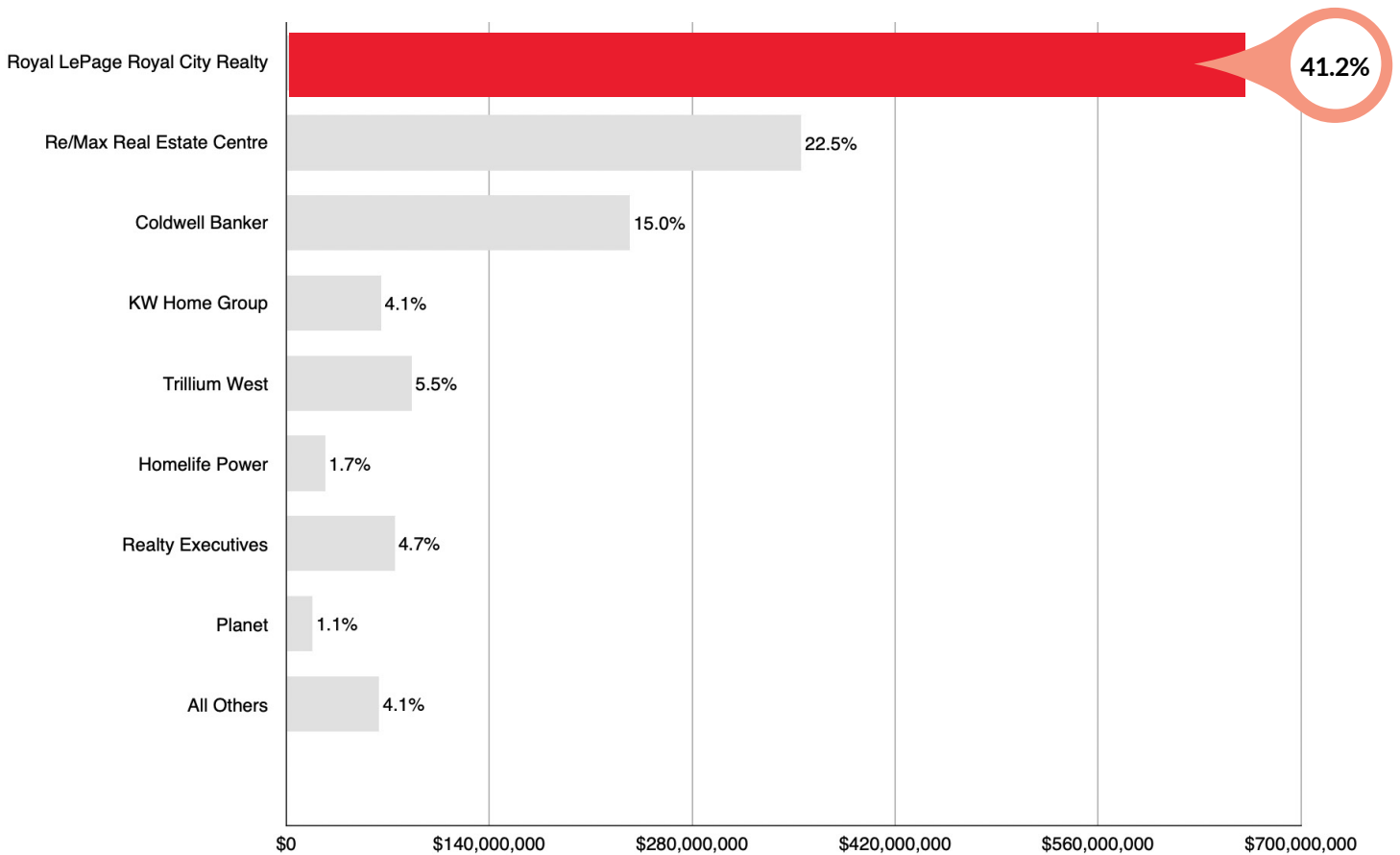
NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of October 1, 2025.

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

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



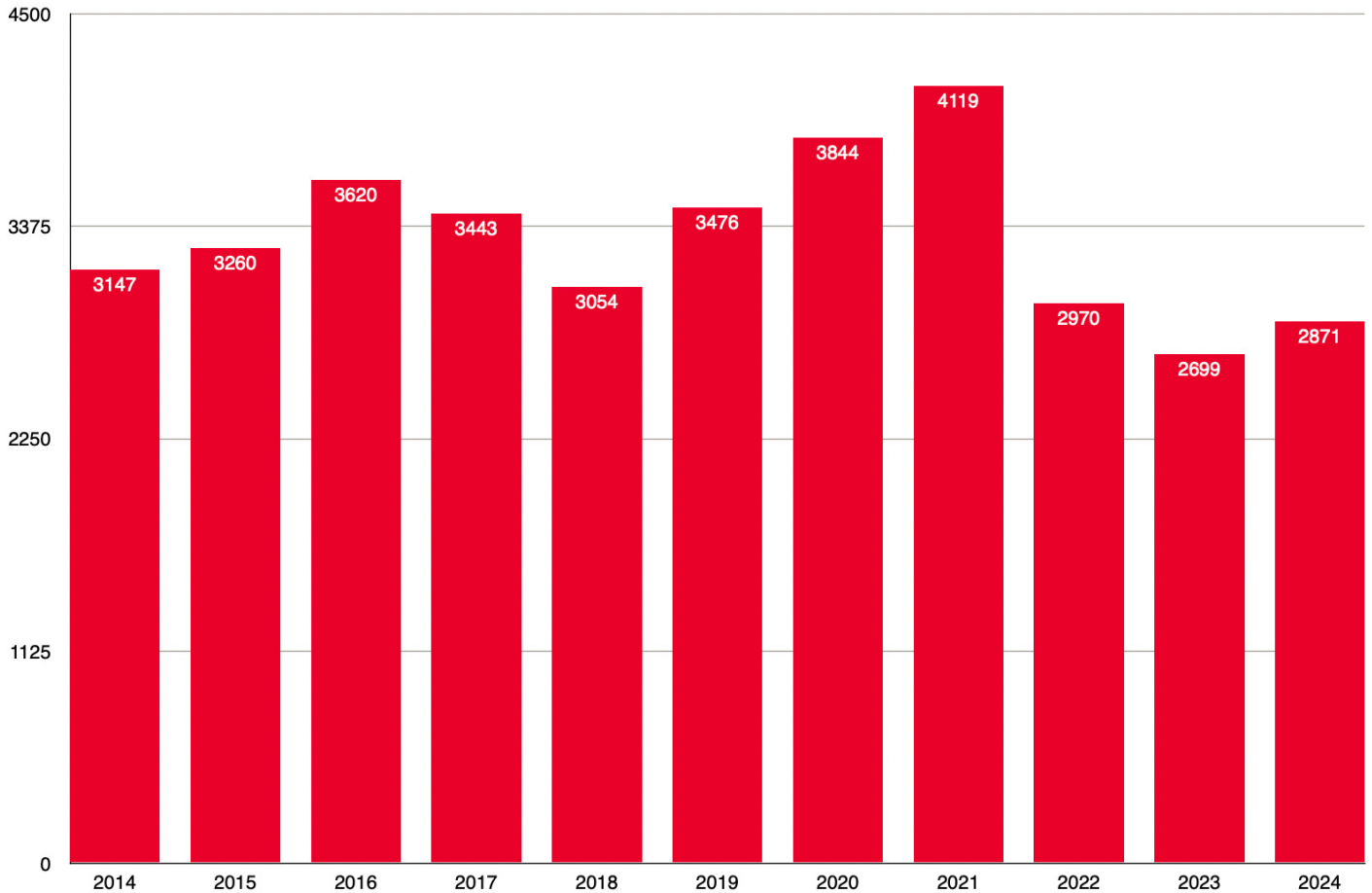
MARKET DOMINANCE



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



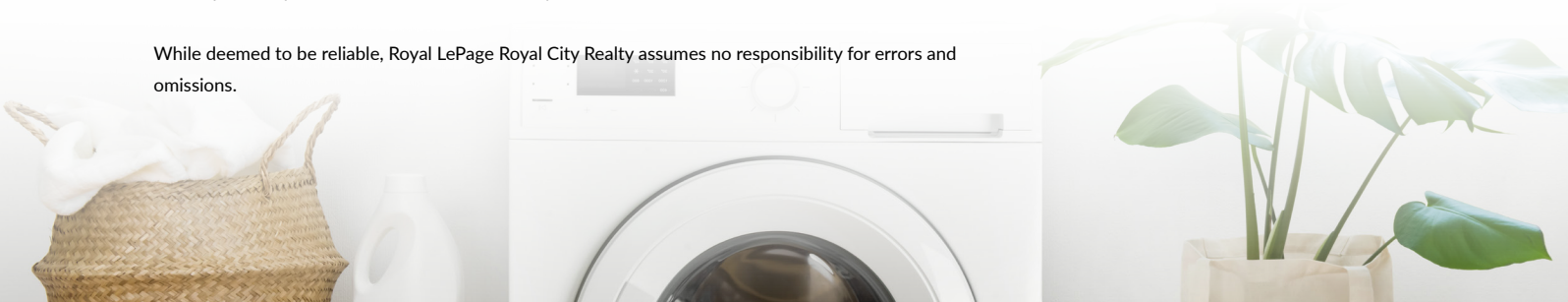
10 YEAR MARKET ANALYSIS



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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