



# 2025

# NOVEMBER

# 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 held balanced conditions in November, with prices softening slightly while buyer activity remained steady. The median sale price edged down 0.93% to \$748,500, and the average sale price declined 6.18% to \$741,782. Sales volume totaled \$91.98M, reflecting a 20.32% decrease in line with a 15.07% drop in unit sales to 124 transactions. New listings rose 19.49% to 233, while expired listings surged 140.91% to 53, giving buyers more selection and increasing competition among sellers. With a unit sales-to-listings ratio of 53.22%, down 21.65% from last year, the market continues to reflect balanced conditions, offering opportunities for both sides depending on pricing and strategy.



### November year-over-year sales volume of \$91,980,950

Down -20.32% from 2024's \$115,434,898 with unit sales of 124 down -15.07% from last November's 146. New listings of 233 are up +19.49% from a year ago, with the sales/listing ratio of 53.22% down -21.65%.



### Year-to-date sales volume of \$1,252,097,237

Down -3.13% from 2024's \$1,292,496,186 with unit sales of 1583 down from 1622 in 2024. New listings of 3,728 are up +20.53% from a year ago, with the sales/listing ratio of 42.46% down -9.98%.



### Year-to-date average sale price of \$788,530

Down from \$794,726 year ago with median sale price of \$760,000 down from \$770,000 one year ago. Average days-on-market of 31 is up 5 days from last year.

## NOVEMBER NUMBERS

Median Sale Price

**\$748,500**  
-0.93%

Average Sale Price

**\$741,782**  
-6.18%

Sales Volume

**\$91,980,950**  
-20.32%

Unit Sales

**124**  
-15.07%

New Listings

**233**  
+19.49%

Expired Listings

**53**  
+140.91%

Unit Sales/Listings Ratio

**53.22%**  
-21.65%

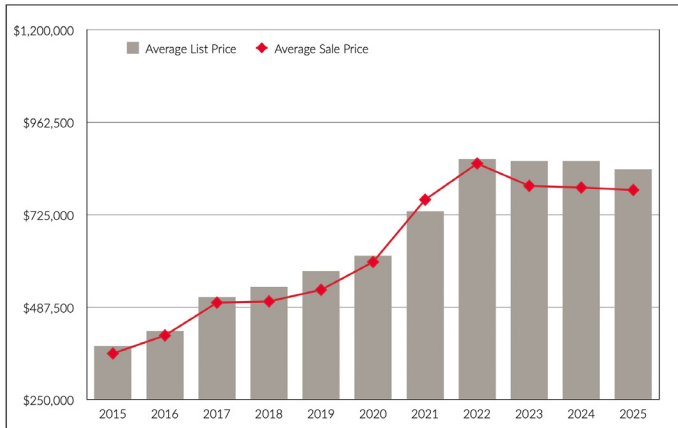
*Year-over-year comparison  
(November 2025 vs. November 2024)*

# THE MARKET IN DETAIL

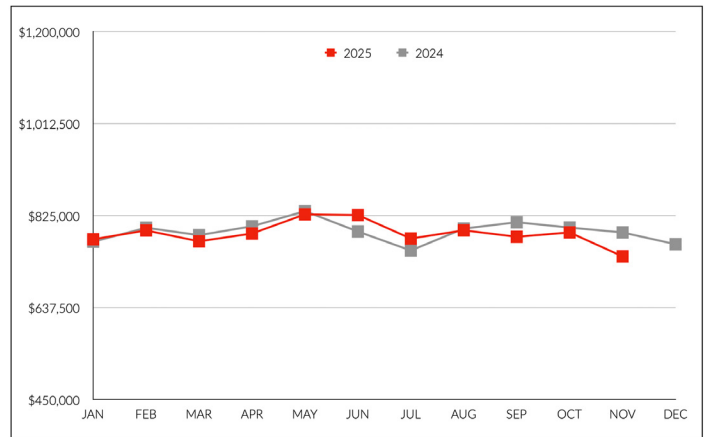
	2023	2024	2025	2024-2025
<b>YTD Volume Sales</b>	\$1,262,112,663	\$1,292,496,186	\$1,252,097,237	-3.13%
<b>YTD Unit Sales</b>	1,563	1,622	1,583	-2.4%
<b>YTD New Listings</b>	2,652	3,093	3,728	+20.53%
<b>YTD Sales/Listings Ratio</b>	58.94%	52.44%	42.46%	-9.98%
<b>YTD Expired Listings</b>	145	249	432	+73.49%
<b>Monthly Volume Sales</b>	\$75,229,746	\$115,434,898	\$91,980,950	-20.32%
<b>Monthly Unit Sales</b>	98	146	124	-15.07%
<b>Monthly New Listings</b>	203	195	233	+19.49%
<b>Monthly Sales/Listings Ratio</b>	48.28%	74.87%	53.22%	-21.65%
<b>Monthly Expired Listings</b>	22	22	53	+140.91%
<b>YTD Sales: \$0-\$199K</b>	1	0	0	No Change
<b>YTD Sales: \$200k-349K</b>	4	6	14	+133.33%
<b>YTD Sales: \$350K-\$549K</b>	234	217	245	+12.9%
<b>YTD Sales: \$550K-\$749K</b>	454	526	469	-10.84%
<b>YTD Sales: \$750K-\$999K</b>	595	619	607	-1.94%
<b>YTD Sales: \$1M - \$2M</b>	276	253	242	-4.35%
<b>YTD Sales: \$2M+</b>	3	6	6	No Change
<b>YTD Average Days-On-Market</b>	20.18	26.73	31.36	+17.35%
<b>YTD Average Sale Price</b>	\$799,070	\$794,726	\$788,530	-0.78%
<b>YTD Median Sale Price</b>	\$765,000	\$770,000	\$760,000	-1.3%

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

# AVERAGE SALE PRICE

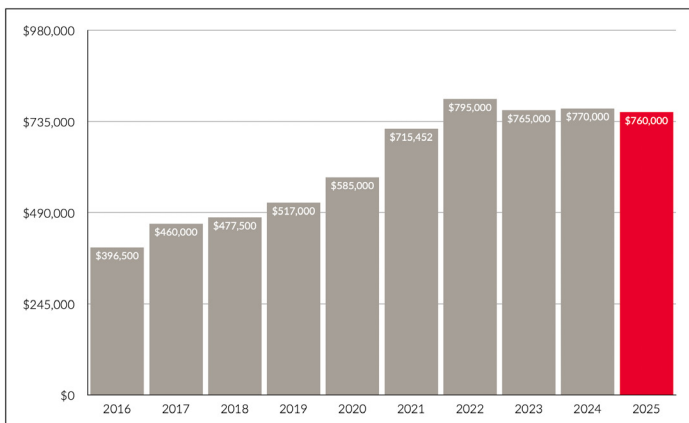


Year-Over-Year

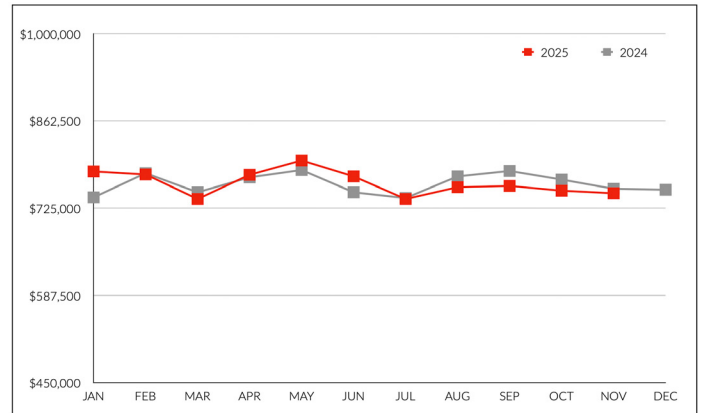


Month-Over-Month 2024 vs. 2025

# MEDIAN SALE PRICE



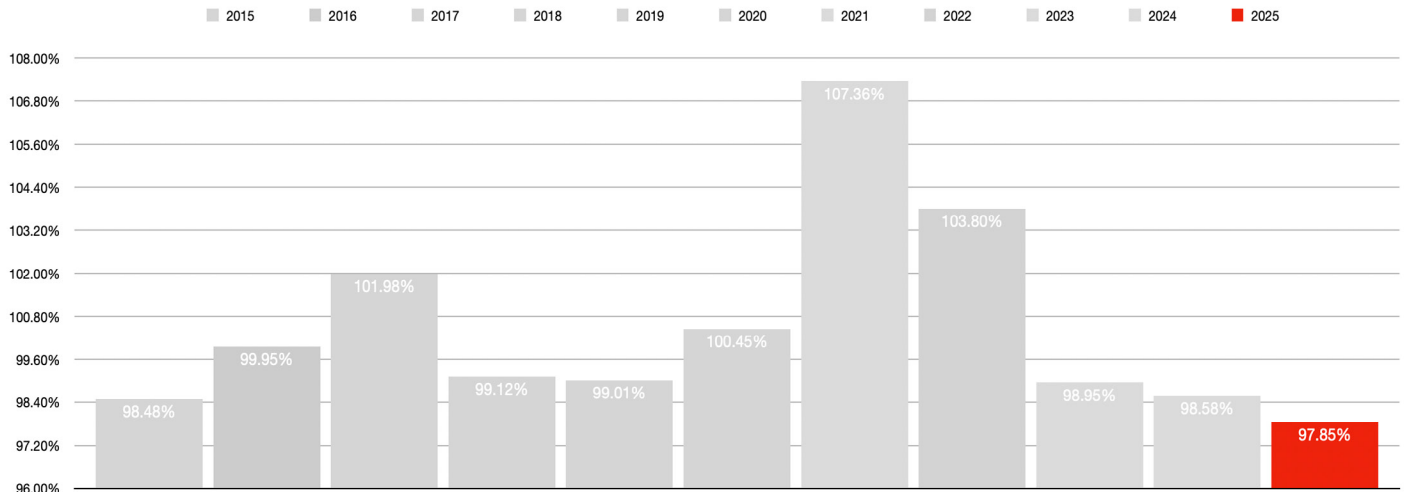
Year-Over-Year



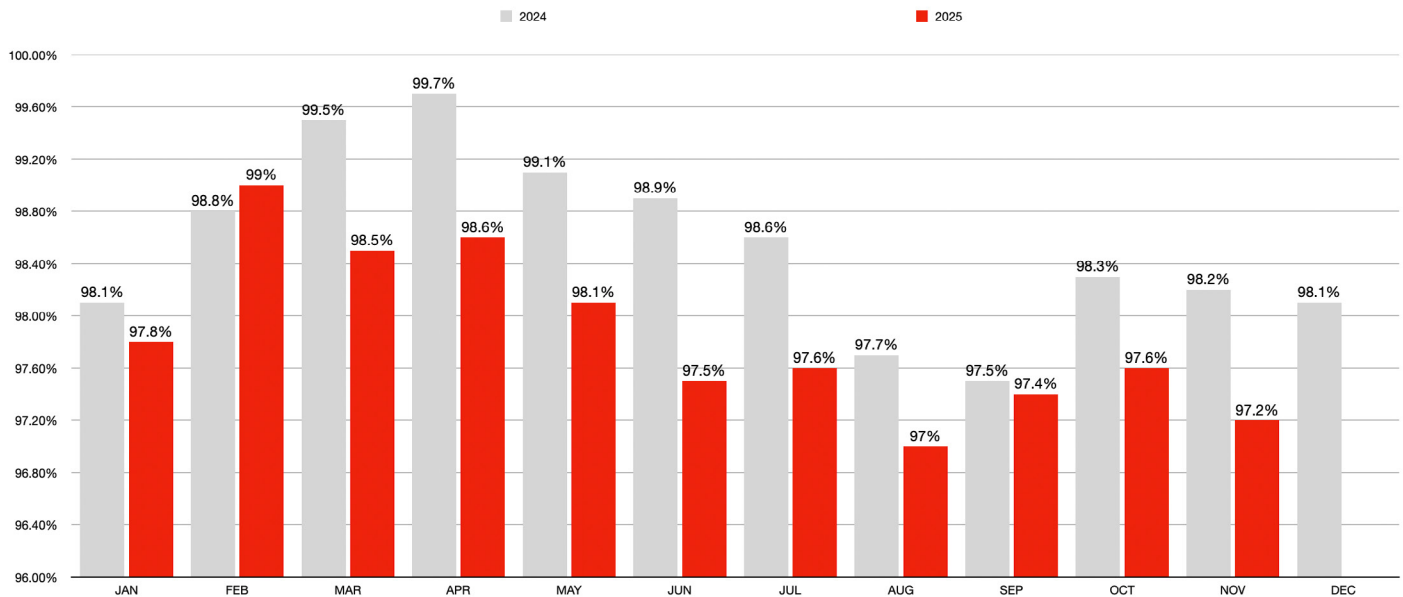
Month-Over-Month 2024 vs. 2025

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

# SALE PRICE VS. LIST PRICE RATIO

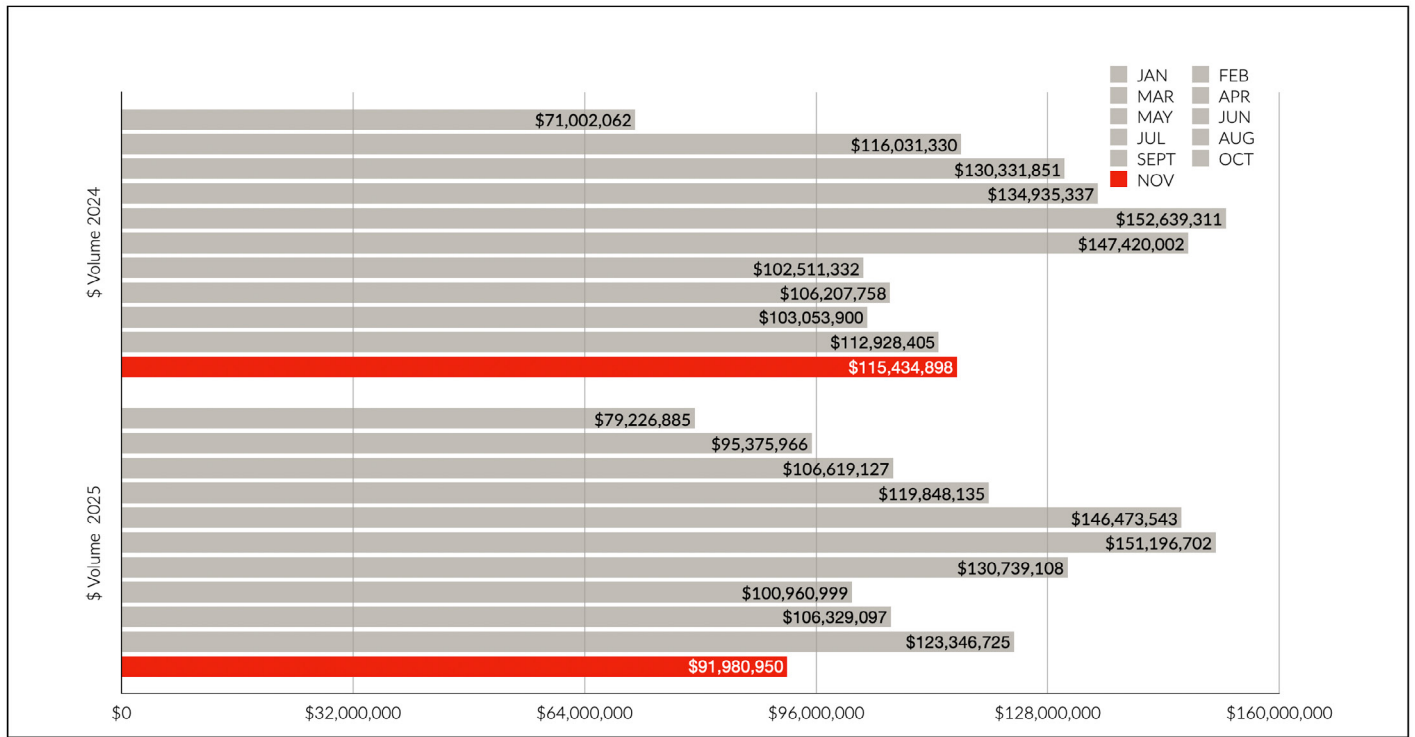


## Year-Over-Year

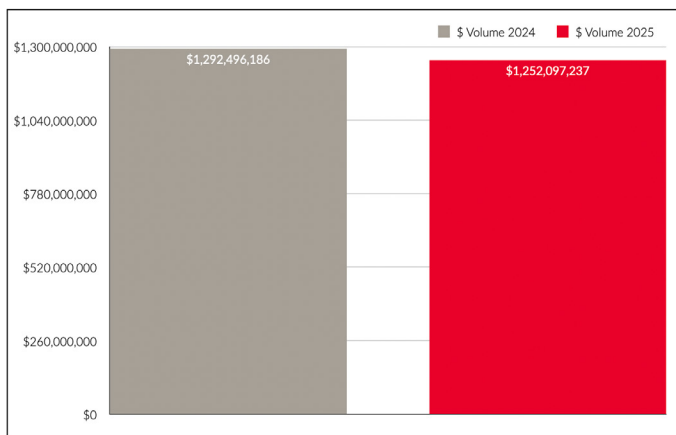


## Month-Over-Month 2024 vs. 2025

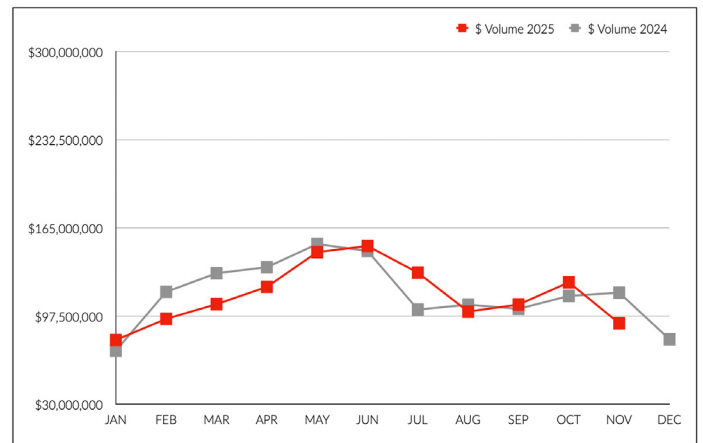
# DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

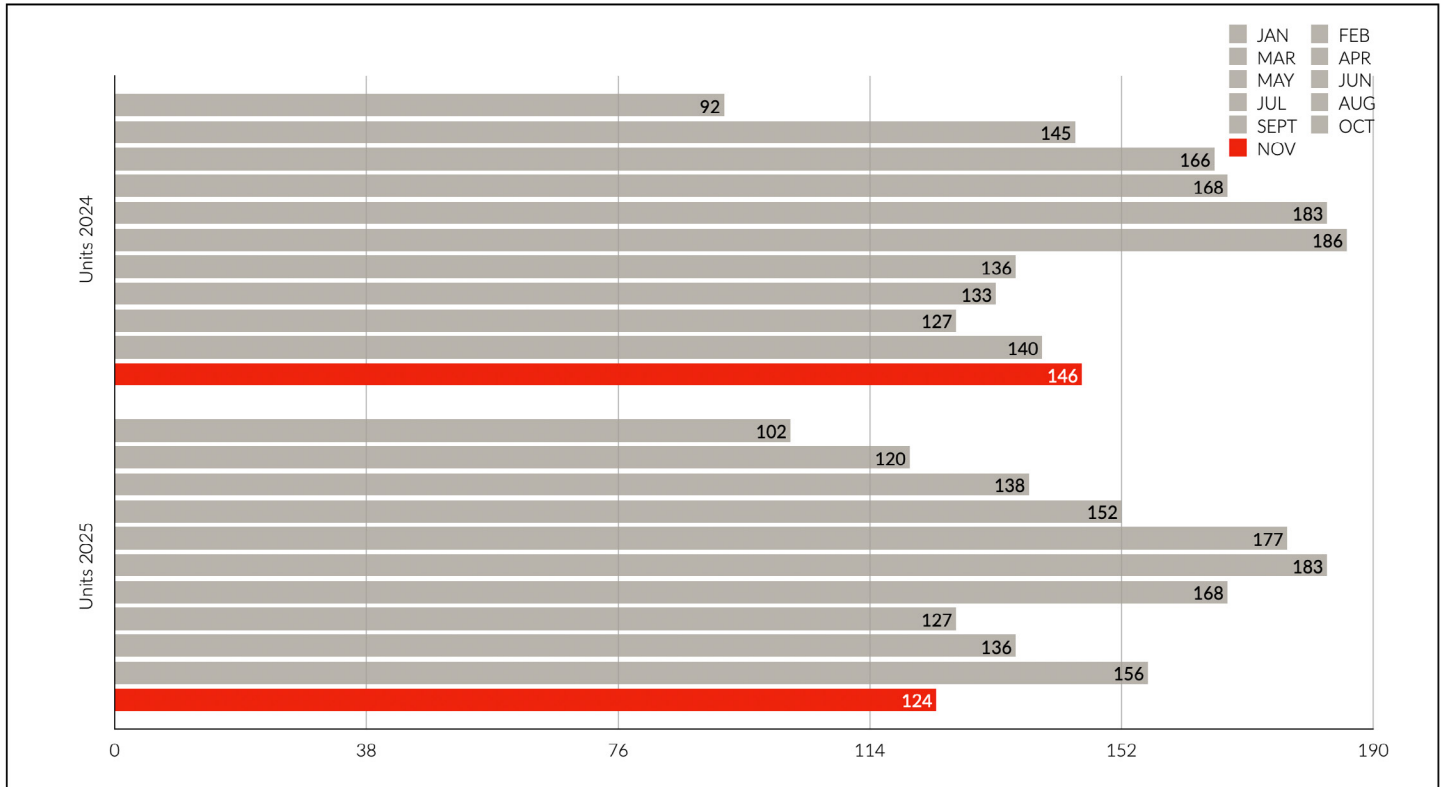


Yearly Totals 2024 vs. 2025

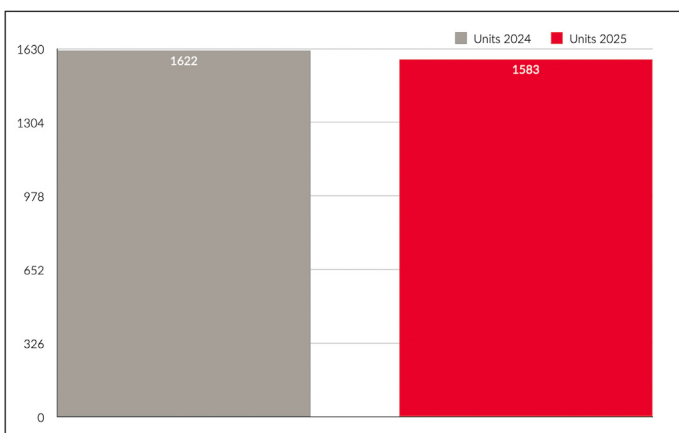


Month vs. Month 2024 vs. 2025

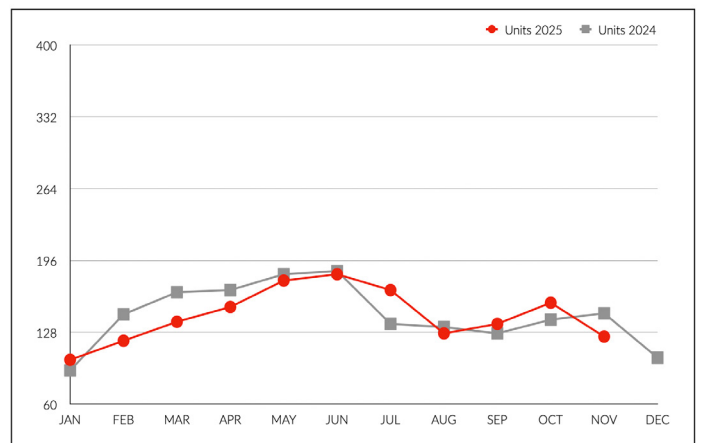
# UNIT SALES



Monthly Comparison 2024 vs. 2025



Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

# SALES BY TYPE

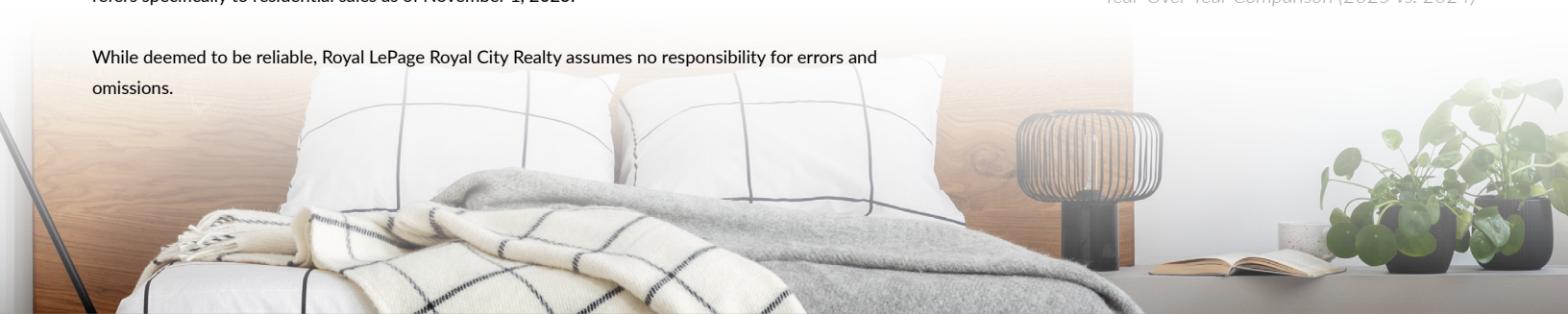


	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
YTD Sales Volume	 <b>\$971,915,961</b> +7.89%	 <b>\$277,992,276</b> -20.79%	 <b>\$4,905,000</b> -40.74%
YTD Unit Sales	 <b>1113</b> +9.66%	 <b>470</b> -16.37%	 <b>7</b> 0%
YTD Average Sale Price	 <b>\$873,240</b> -2.75%	 <b>\$591,473</b> +1.15%	 <b>\$700,714.29</b> +69.75%
November Sales Volume	 <b>\$73,876,000</b> -11.27%	 <b>\$18,104,950</b> -38.61%	 <b>\$0</b> -100%
November Unit Sales	 <b>93</b> -2.11%	 <b>31</b> -35.42%	 <b>0</b> -100%

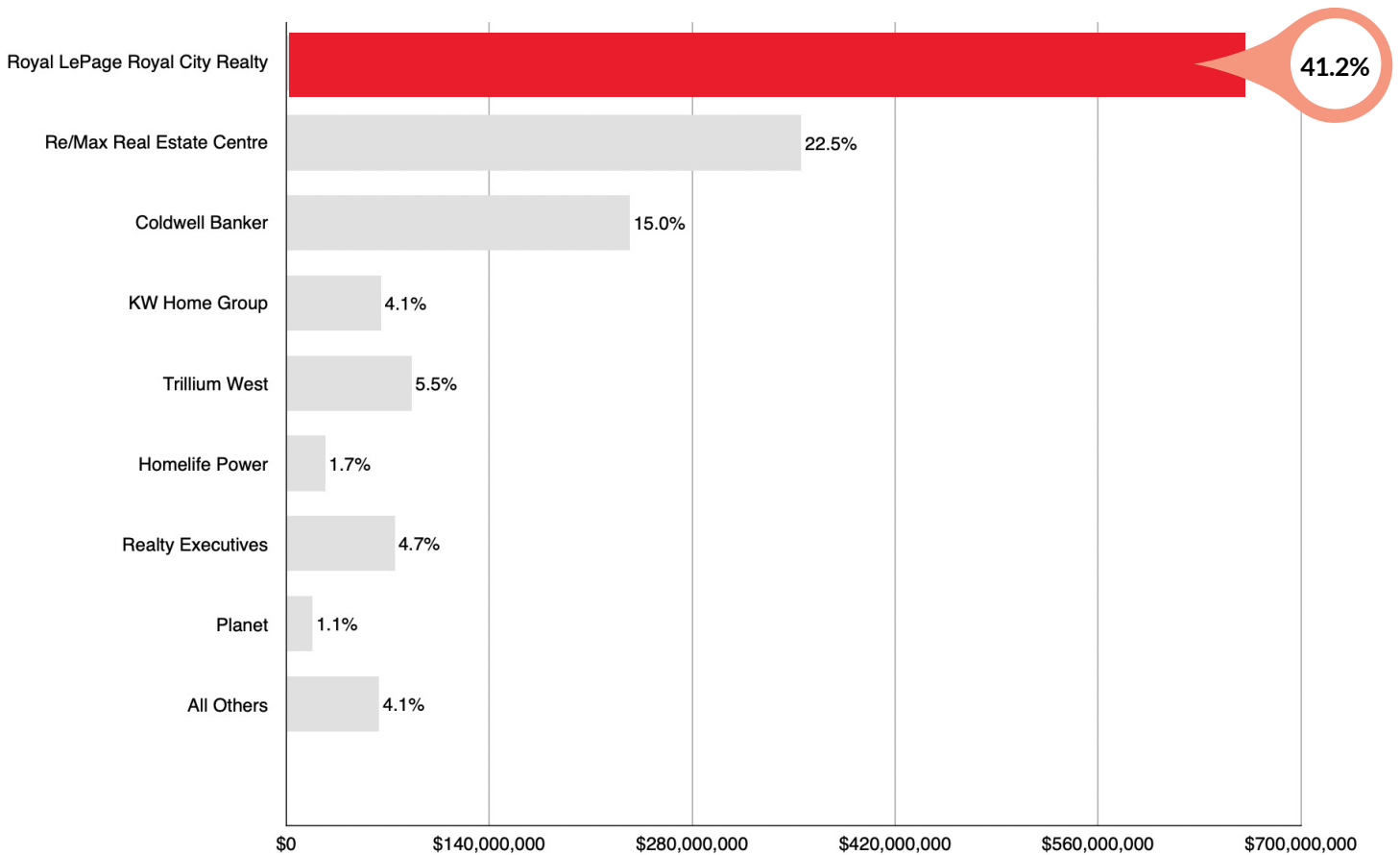
NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of November 1, 2025.

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

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



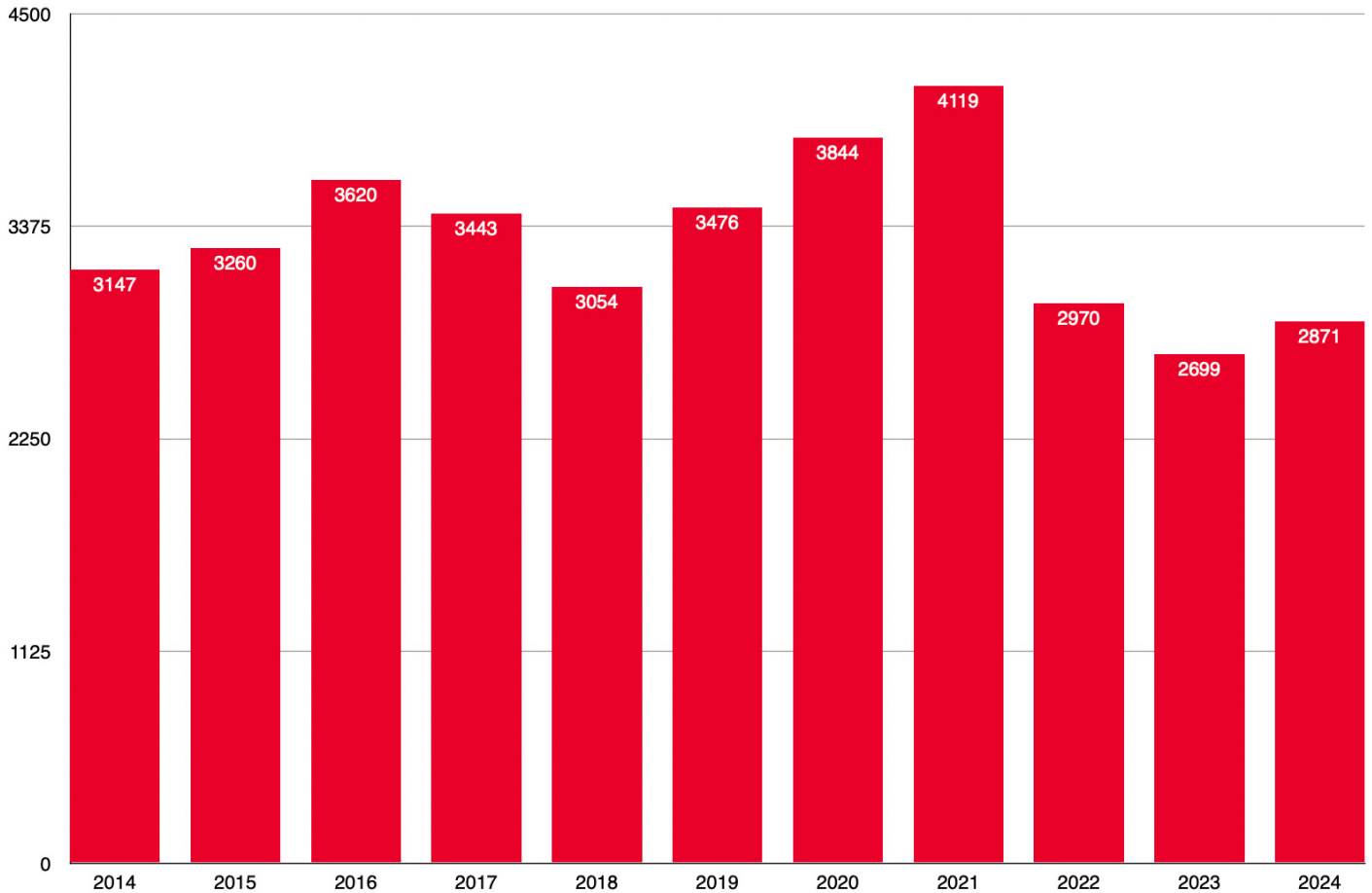
# MARKET DOMINANCE



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



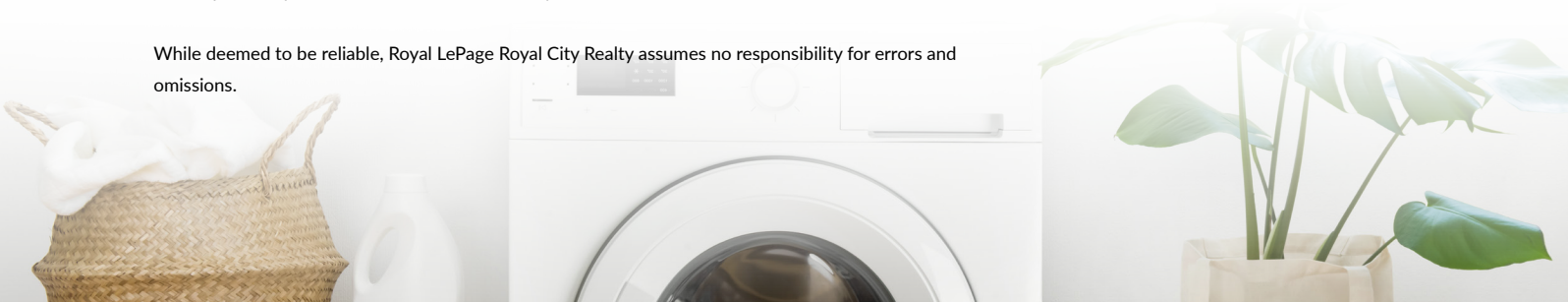
# 10 YEAR MARKET ANALYSIS



## 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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