



# 2025

# DECEMBER

# 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 balanced this period, despite softer sales activity and rising inventory. The median sale price declined 9.15% to \$685,000, while the average sale price fell 6.06% to \$720,136. Sales volume dropped 35.87% to \$51.13M, driven by a 31.73% decrease in unit sales to 71 transactions. New listings rose 14.58% to 110, and expired listings increased 29.09% to 71, adding more choice for buyers while encouraging strategic pricing from sellers. With a unit sales-to-listings ratio of 64.55%, down 43.79% year over year, conditions continue to reflect a balanced market.



### December year-over-year sales volume of \$51,129,665

Down -35.87% from 2024's \$79,726,200 with unit sales of 71 down -31.73% from last December's 104. New listings of 110 are up +14.58% from a year ago, with the sales/listing ratio of 64.55% down -43.79%.



### Year-to-date sales volume of \$1,303,226,902

Down -5.03% from 2024's \$1,372,222,386 with unit sales of 1654 down from 1726 in 2024. New listings of 3,838 are up +20.35% from a year ago, with the sales/listing ratio of 43.10% down -11.03%.



### Year-to-date average sale price of \$782,831

Down from \$792,382 year ago with median sale price of \$759,000 down from \$762,750 one year ago. Average days-on-market of 32 is up 5 days from last year.

## DECEMBER NUMBERS

Median Sale Price

**\$685,000**

-9.15%

Average Sale Price

**\$720,136**

-6.06%

Sales Volume

**\$51,129,665**

-35.87%

Unit Sales

**71**

-31.73%

New Listings

**110**

+14.58%

Expired Listings

**71**

+29.09%

Unit Sales/Listings Ratio

**64.55%**

-43.79%

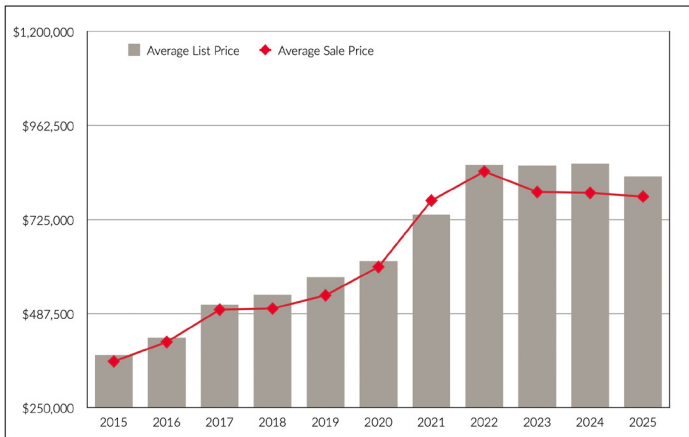
*Year-over-year comparison  
(December 2025 vs. December 2024)*

# THE MARKET IN DETAIL

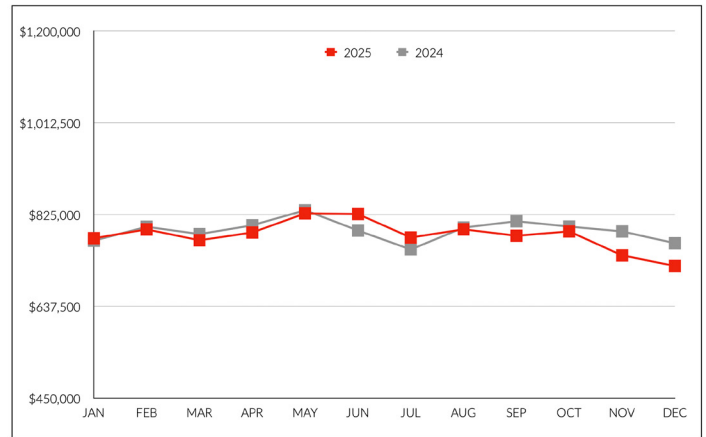
	2023	2024	2025	2024-2025
<b>YTD Volume Sales</b>	\$1,309,086,062	\$1,372,222,386	\$1,303,226,902	-5.03%
<b>YTD Unit Sales</b>	1,626	1,726	1,654	-4.17%
<b>YTD New Listings</b>	2,721	3,189	3,838	+20.35%
<b>YTD Sales/Listings Ratio</b>	59.76%	54.12%	43.10%	-11.03%
<b>YTD Expired Listings</b>	196	304	503	+65.46%
<b>Monthly Volume Sales</b>	\$46,973,399	\$79,726,200	\$51,129,665	-35.87%
<b>Monthly Unit Sales</b>	63	104	71	-31.73%
<b>Monthly New Listings</b>	69	96	110	+14.58%
<b>Monthly Sales/Listings Ratio</b>	91.30%	108.33%	64.55%	-43.79%
<b>Monthly Expired Listings</b>	51	55	71	+29.09%
<b>YTD Sales: \$0-\$199K</b>	1	0	0	No Change
<b>YTD Sales: \$200k-349K</b>	5	9	14	+55.56%
<b>YTD Sales: \$350K-\$549K</b>	240	232	263	+13.36%
<b>YTD Sales: \$550K-\$749K</b>	485	559	496	-11.27%
<b>YTD Sales: \$750K-\$999K</b>	613	660	624	-5.45%
<b>YTD Sales: \$1M - \$2M</b>	283	265	251	-5.28%
<b>YTD Sales: \$2M+</b>	3	6	6	No Change
<b>YTD Average Days-On-Market</b>	21.50	27.42	32.17	+17.33%
<b>YTD Average Sale Price</b>	\$794,615	\$792,382	\$782,831	-1.21%
<b>YTD Median Sale Price</b>	\$762,500	\$762,750	\$759,000	-0.49%

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

# AVERAGE SALE PRICE

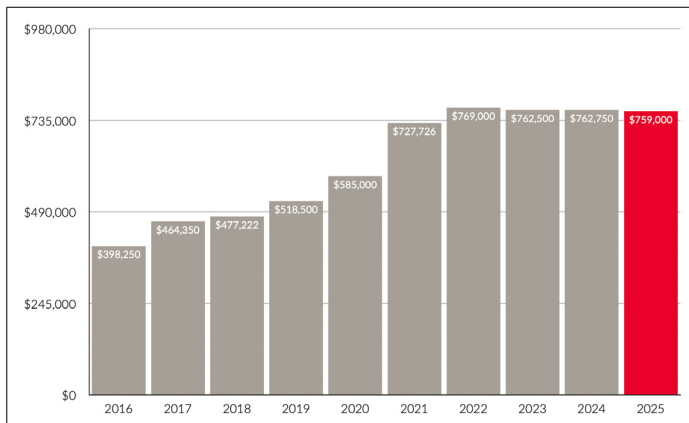


Year-Over-Year

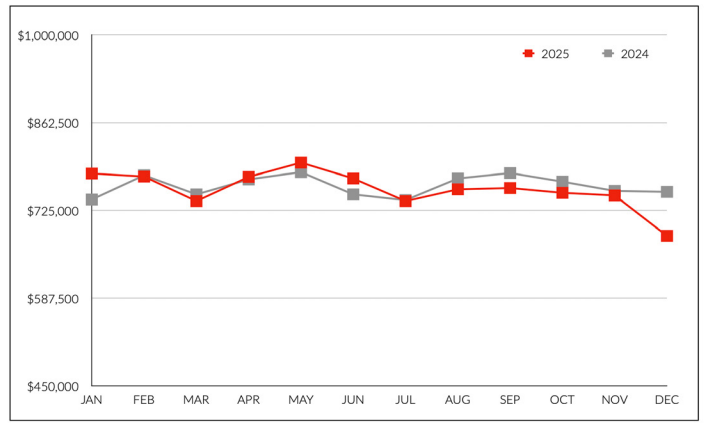


Month-Over-Month 2024 vs. 2025

# MEDIAN SALE PRICE



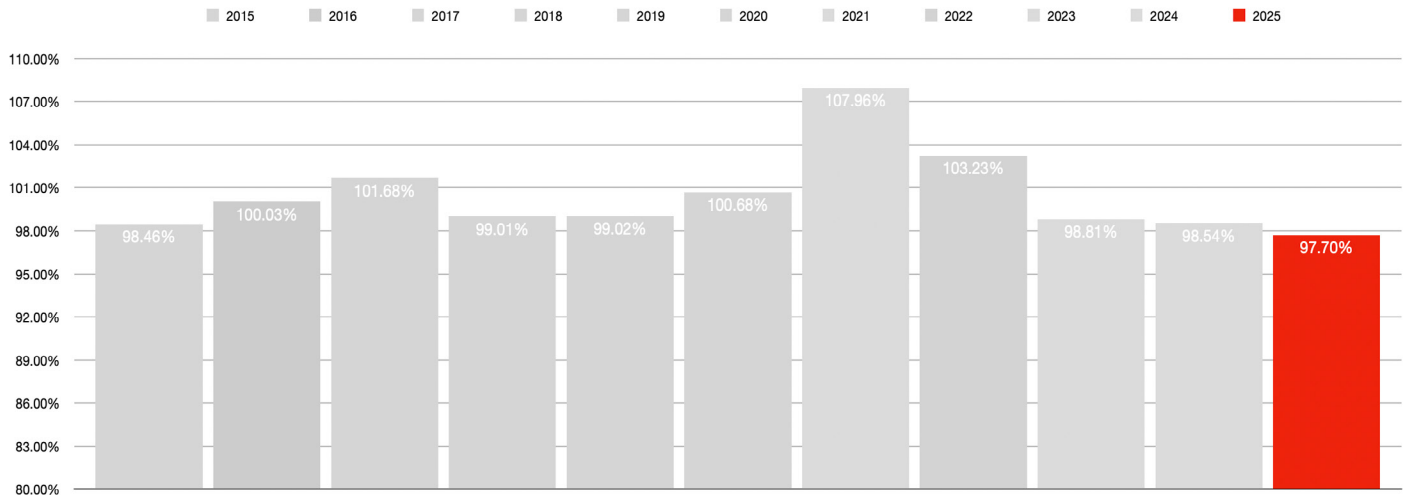
Year-Over-Year



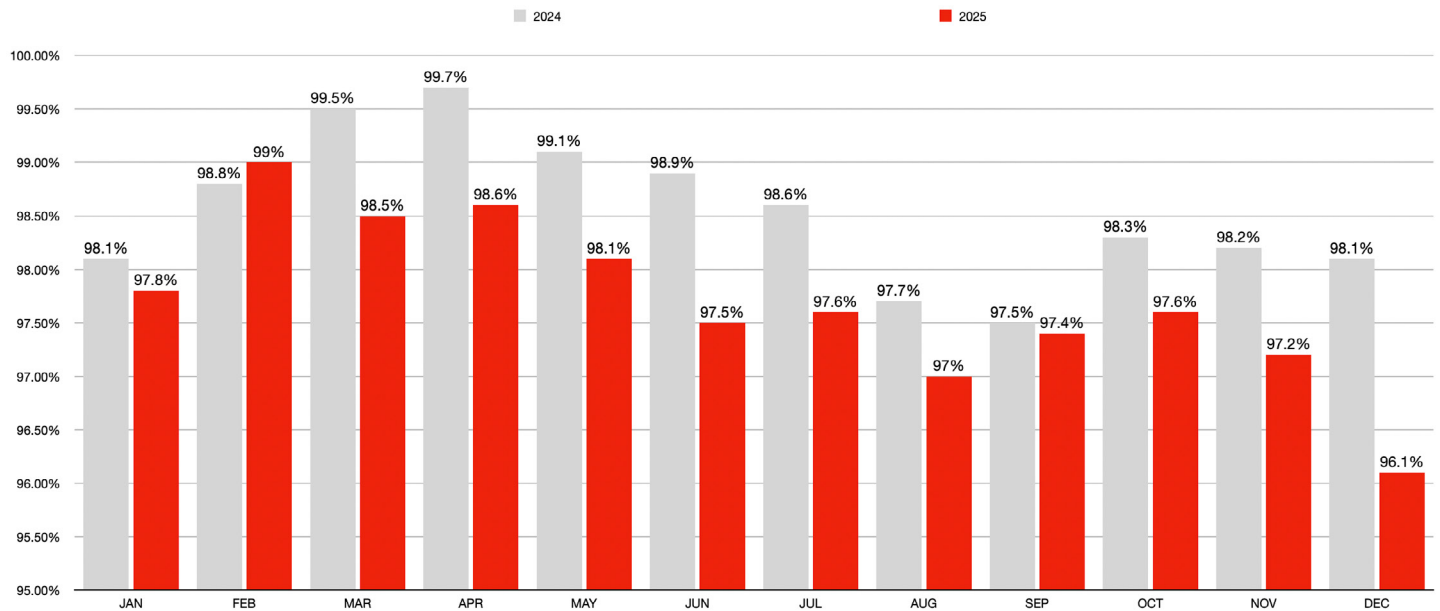
Month-Over-Month 2024 vs. 2025

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

# SALE PRICE VS. LIST PRICE RATIO

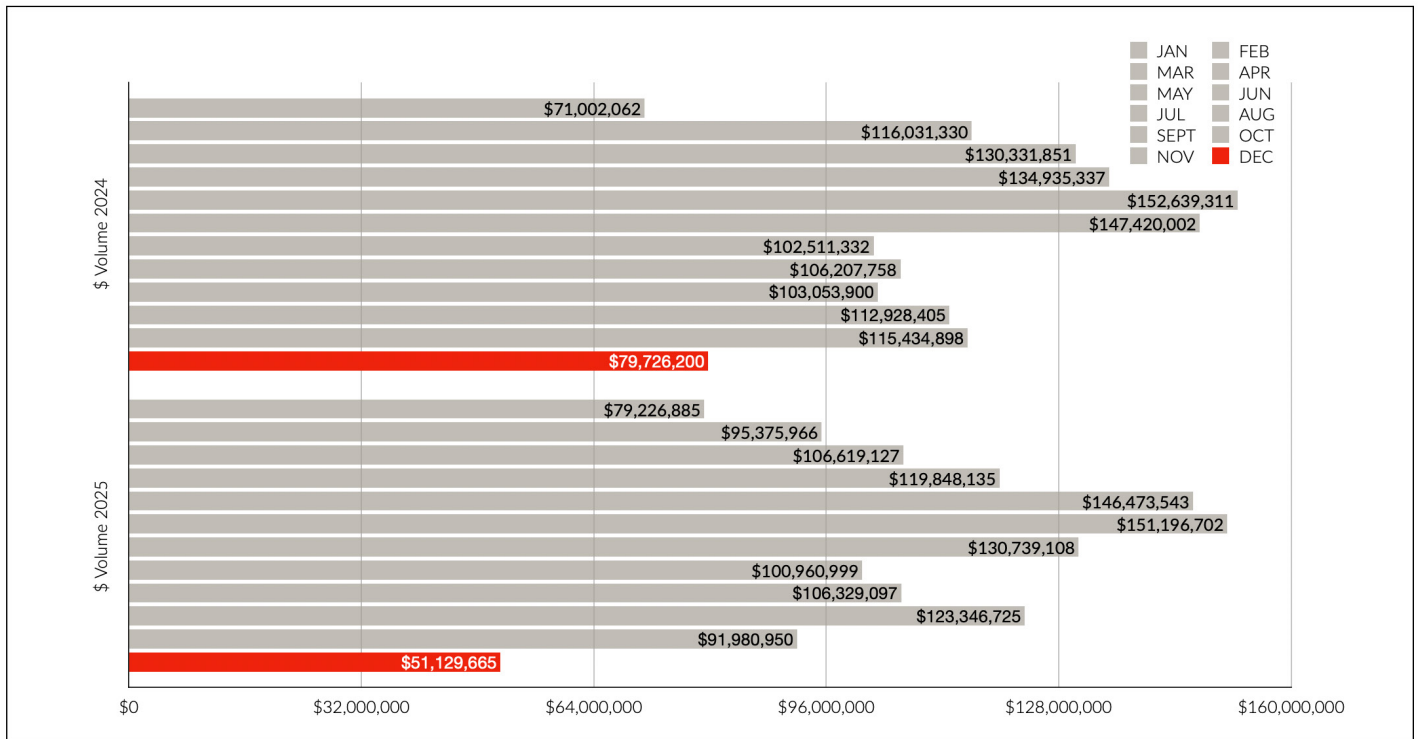


## Year-Over-Year

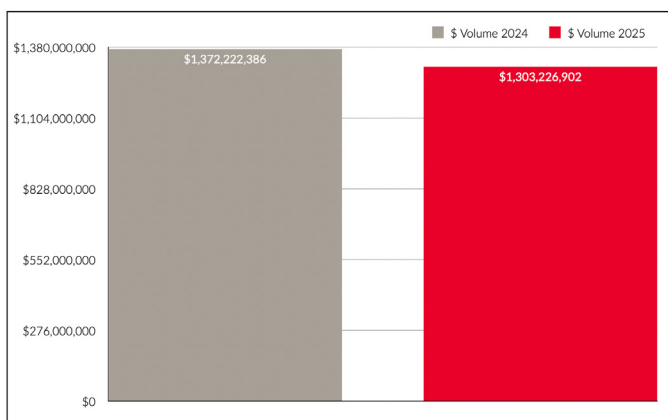


## Month-Over-Month 2024 vs. 2025

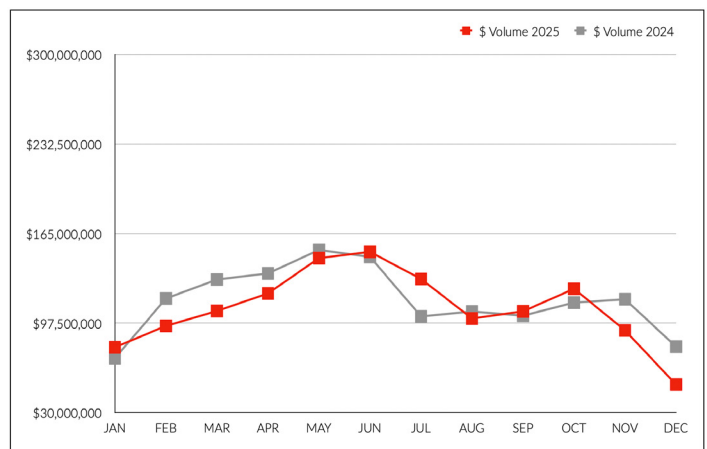
# DOLLAR VOLUME SALES



## Monthly Comparison 2024 vs. 2025

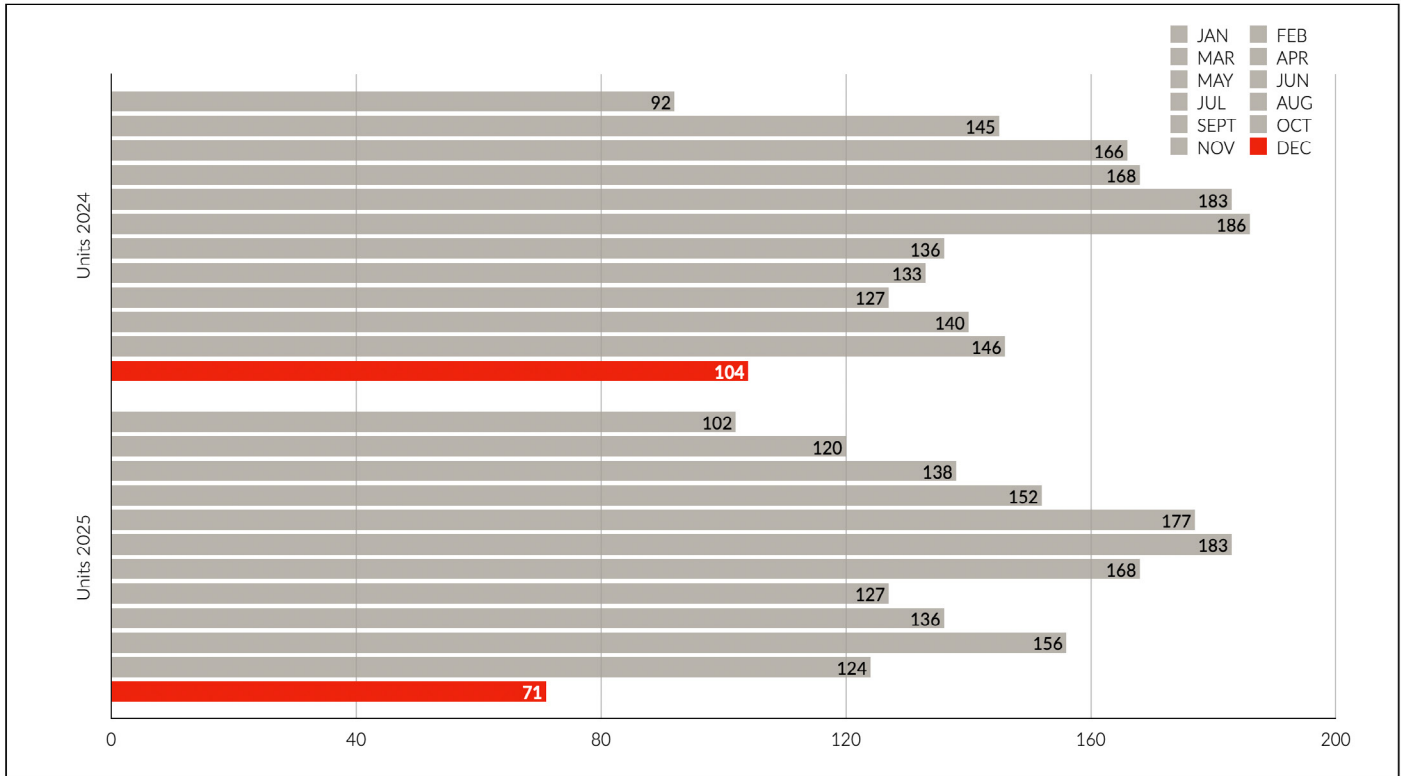


## Yearly Totals 2024 vs. 2025

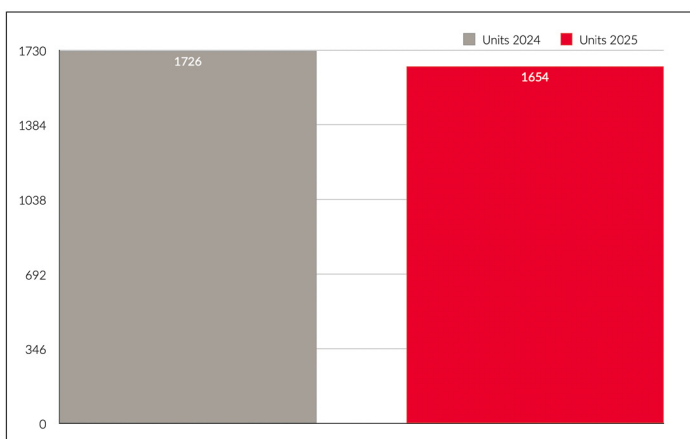


## Month vs. Month 2024 vs. 2025

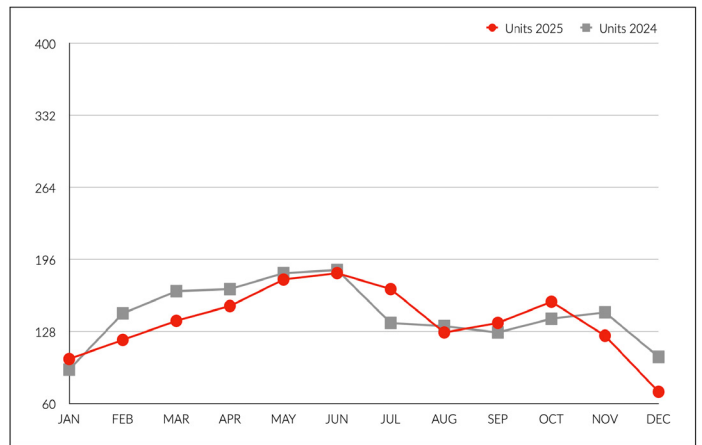
# UNIT SALES



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>\$1,009,994,826</b> +5.59%	 <b>\$291,043,076</b> -22.4%	 <b>\$4,905,000</b> -40.74%
YTD Unit Sales	 <b>1159</b> +7.51%	 <b>495</b> -17.91%	 <b>7</b> 0%
YTD Average Sale Price	 <b>\$871,436</b> -2.24%	 <b>\$587,966</b> +1.05%	 <b>\$700,714.29</b> +69.95%
December Sales Volume	 <b>\$38,078,865</b> -31.55%	 <b>\$13,050,800</b> -45.84%	 <b>\$0</b> No Change
December Unit Sales	 <b>46</b> -26.98%	 <b>25</b> -39.02%	 <b>0</b> No Change

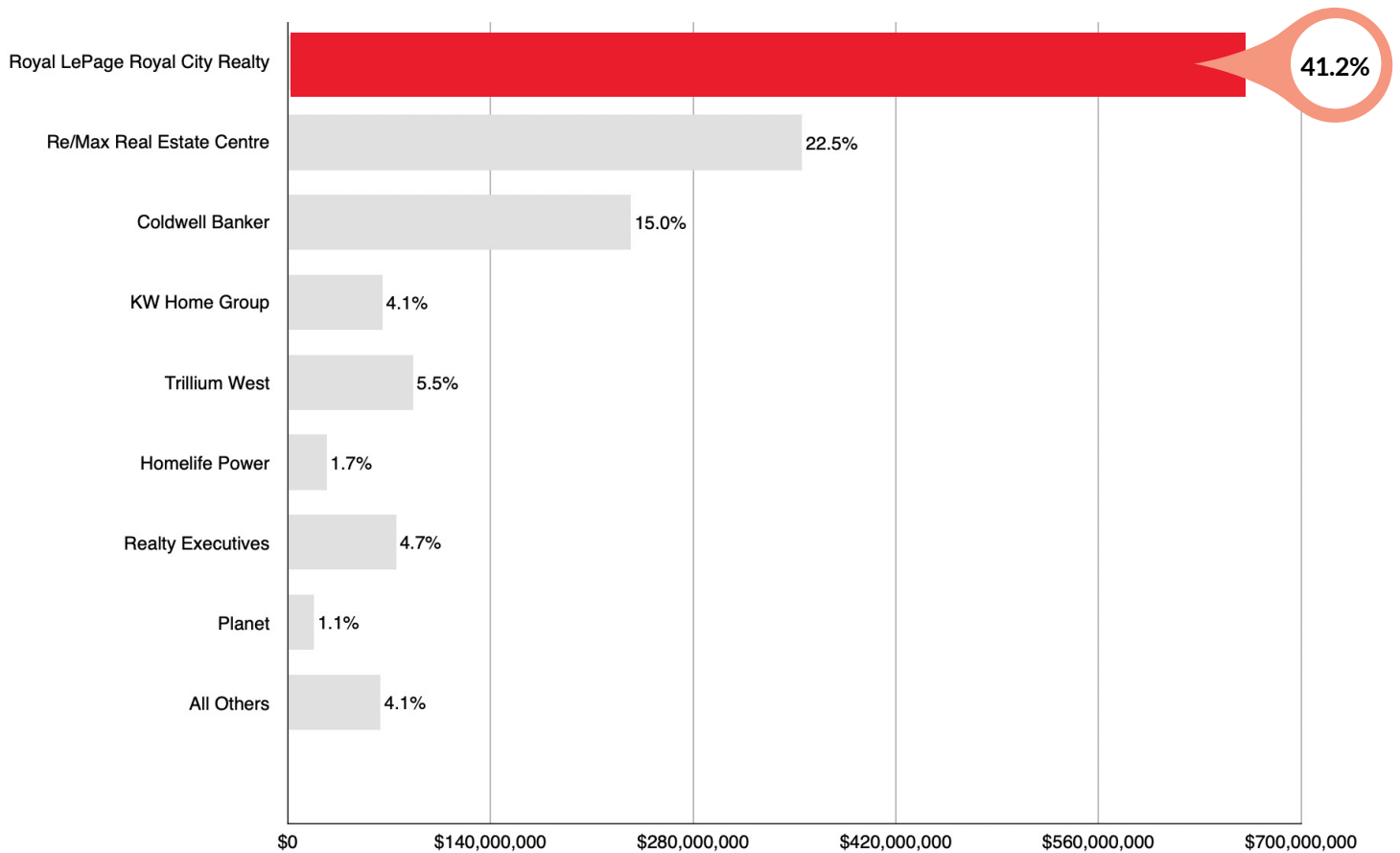
NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of December 1, 2025.

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

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



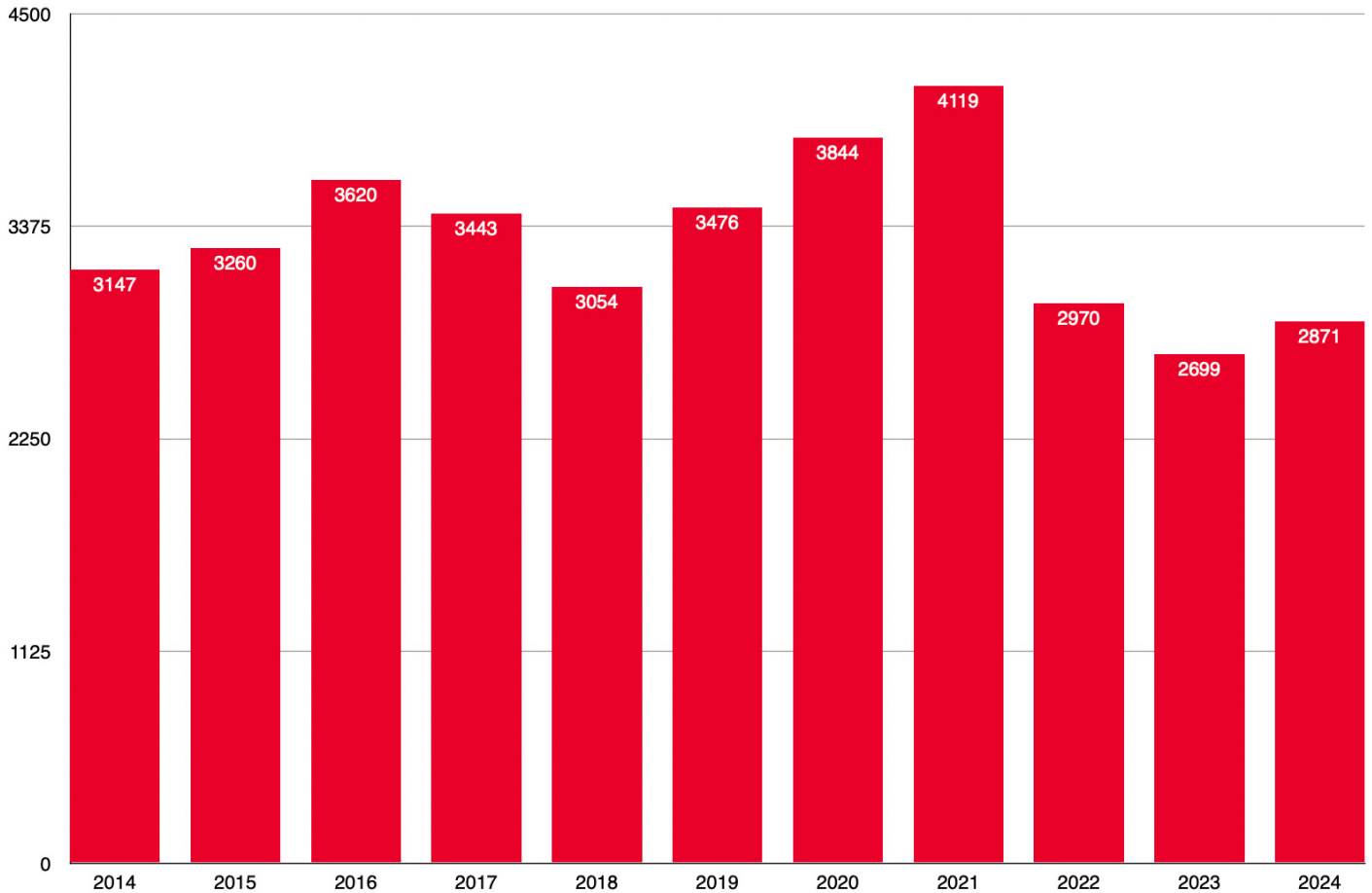
# MARKET DOMINANCE



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



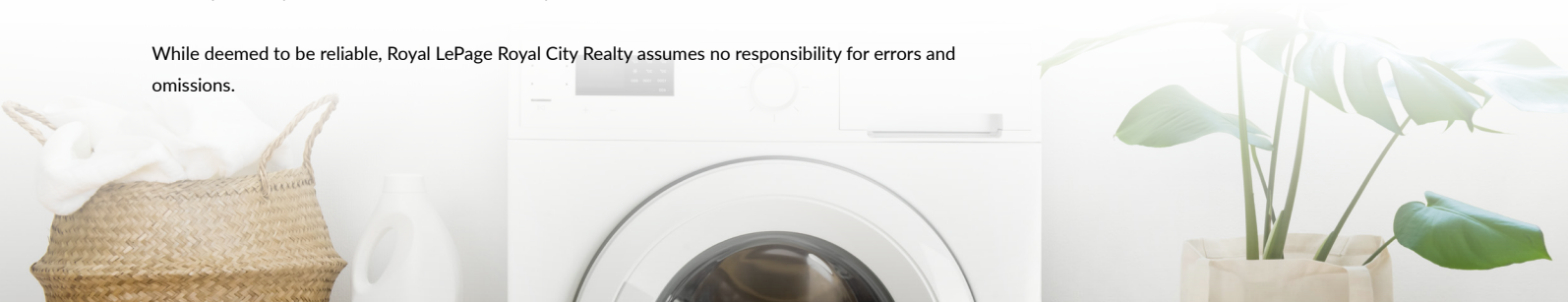
# 10 YEAR MARKET ANALYSIS



## 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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