



2026

MARCH

**CITY OF GUELPH**

Real Estate Market Report



**ROYAL CITY REALTY**  
BROKERAGE

# OVERVIEW

## BUYER'S MARKET

The City of Guelph remained in buyer's market territory this period, as rising inventory and declining sales activity continued to shift leverage toward purchasers. The median sale price edged down 0.26% to \$737,579, while the average sale price saw a slight increase of 0.41% to \$775,757. Sales volume dropped 19.96% to \$85.33M, driven by a 20.29% decrease in unit sales to 110 transactions. Meanwhile, new listings increased 7.61% to 313 and expired listings rose 38.1% to 29, reflecting growing supply and heightened competition among sellers. With a unit sales-to-listings ratio of 35.14%, down 9.23% year over year and below the 39% threshold, conditions continue to favour buyers in the City of Guelph.



### March year-over-year sales volume of \$85,333,317

Down -19.96% from 2025's \$106,619,127 with unit sales of 110 down -20.29% from last March's 138. New listings of 313 are up +7.61% from a year ago, with the sales/listing ratio of 35.14% down -9.23%.



### Year-to-date sales volume of \$217,552,713

Down -22.64% from 2025's \$281,221,978 with unit sales of 110 down from 138 in 2025. New listings of 822 are up +20.09% from a year ago, with the sales/listing ratio of 35.64% down -7.68%.



### Year-to-date average sale price of \$743,402

Down from \$781,379 one year ago with median sale price of \$724,000 down from \$778,000 one year ago. Average days-on-market of 41 is up 11 days from last year.

## MARCH NUMBERS

Median Sale Price

**\$737,579**

-0.26%

Average Sale Price

**\$775,757**

+0.41%

Sales Volume

**\$85,333,317**

-19.96%

Unit Sales

**110**

-20.29%

New Listings

**313**

+7.61%

Expired Listings

**29**

+38.1%

Unit Sales/Listings Ratio

**35.14%**

-9.23%

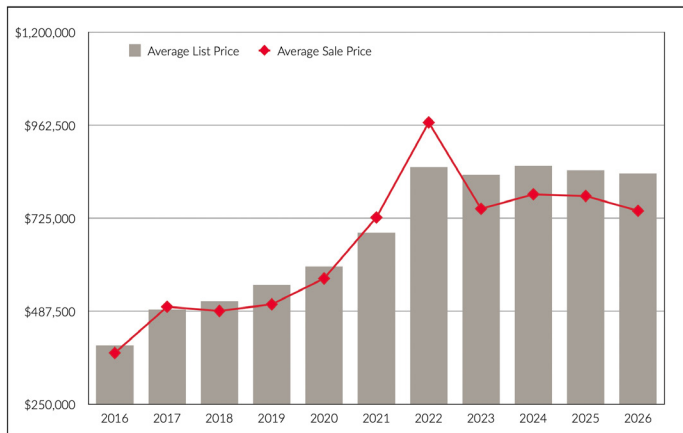
*Year-over-year comparison  
(March 2025 vs. March 2026)*

# THE MARKET IN DETAIL

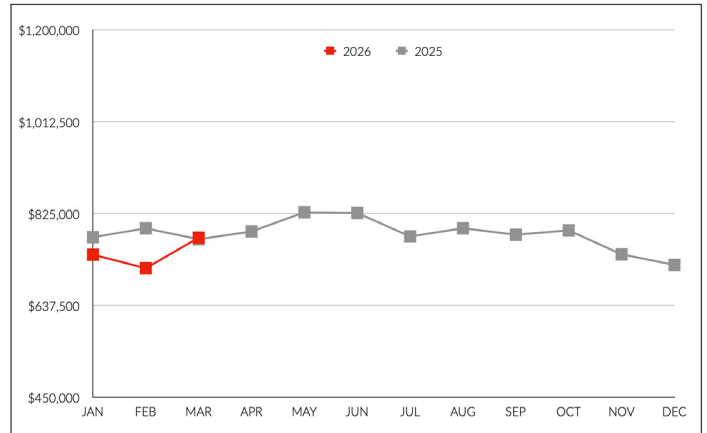
	2024	2025	2026	2025-2026
YTD Volume Sales	\$317,365,243	\$281,221,978	\$217,552,713	-22.64%
YTD Unit Sales	403	360	293	-18.61%
YTD New Listings	692	831	822	-1.08%
YTD Sales/Listings Ratio	58.24%	43.32%	35.64%	-17.72%
YTD Expired Listings	60	88	98	+11.36%
Monthly Volume Sales	\$130,331,851	\$106,619,127	\$85,333,317	-19.96%
Monthly Unit Sales	166	138	110	-20.29%
Monthly New Listings	289	311	313	+0.64%
Monthly Sales/Listings Ratio	57.44%	44.37%	35.14%	-20.8%
Monthly Expired Listings	17	21	29	+38.1%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	1	1	6	+500%
YTD Sales: \$350K-\$549K	33	37	56	+51.35%
YTD Sales: \$550K-\$749K	82	54	102	+88.89%
YTD Sales: \$750K-\$999K	89	97	88	-9.28%
YTD Sales: \$1M - \$2M	30	32	36	+12.5%
YTD Sales: \$2M+	2	1	0	-100%
YTD Average Days-On-Market	27.33	29.67	41.33	+39.33%
YTD Average Sale Price	\$785,703	\$781,379	\$743,402	-4.86%
YTD Median Sale Price	\$750,000	\$778,000	\$724,000	-6.94%

City of Guelph MLS Sales and Listing Summary  
2024 vs. 2025 vs. 2026

# AVERAGE SALE PRICE

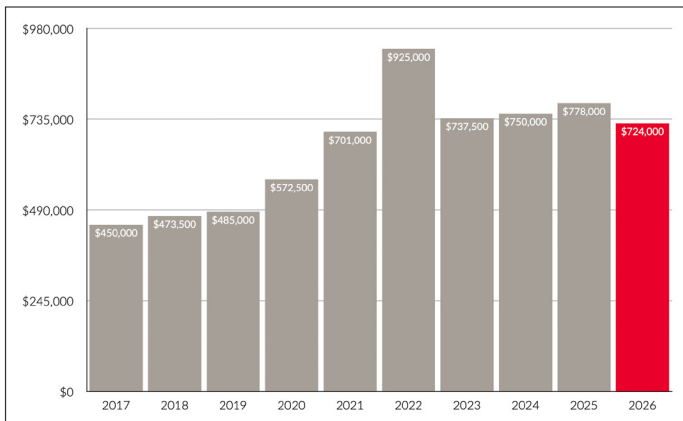


Year-Over-Year

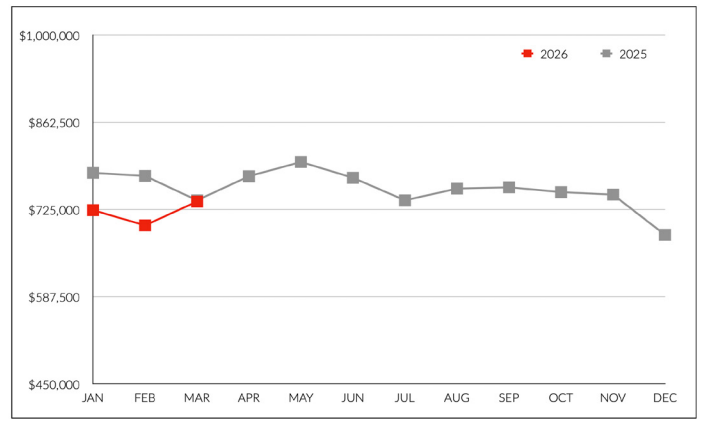


Month-Over-Month 2025 vs. 2026

# MEDIAN SALE PRICE



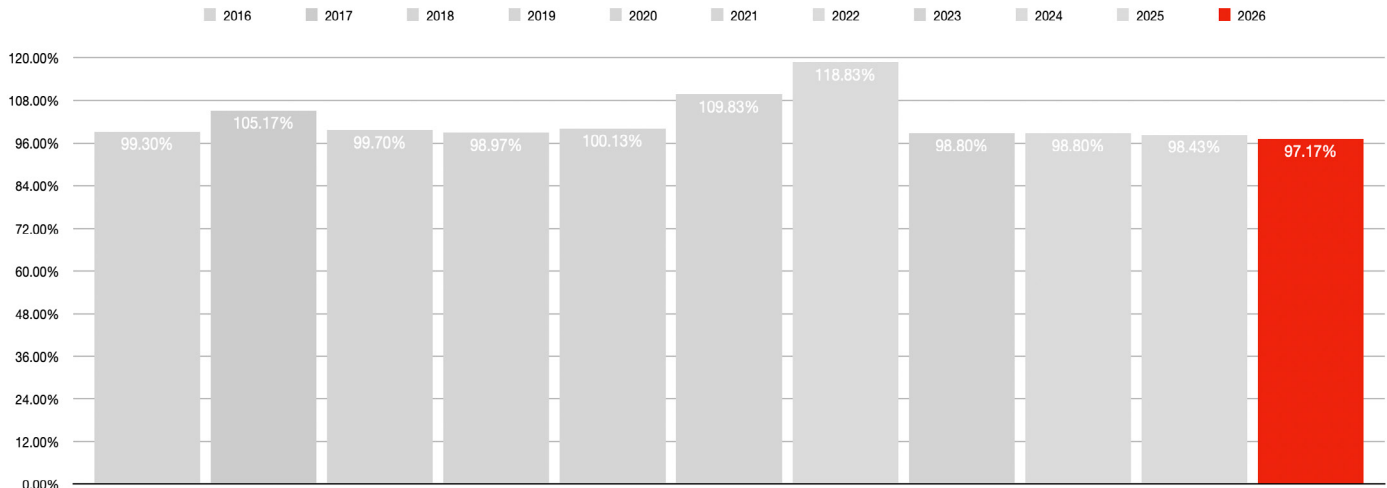
Year-Over-Year



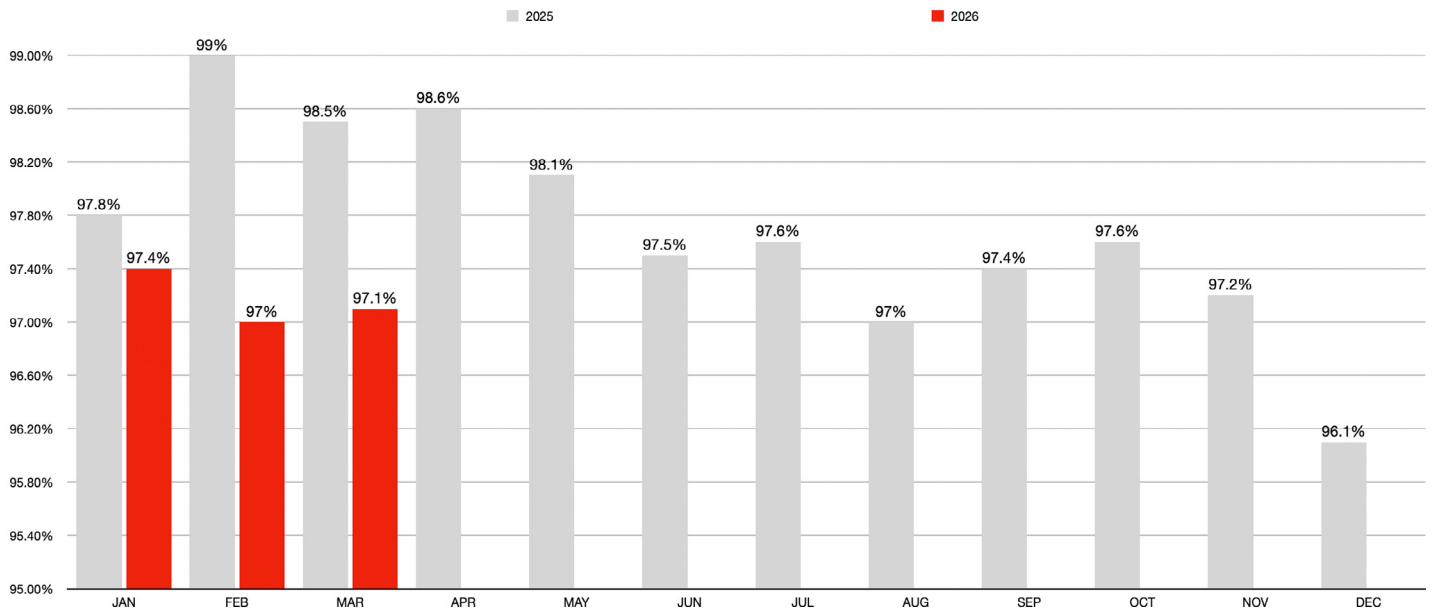
Month-Over-Month 2025 vs. 2026

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

# SALE PRICE VS. LIST PRICE RATIO

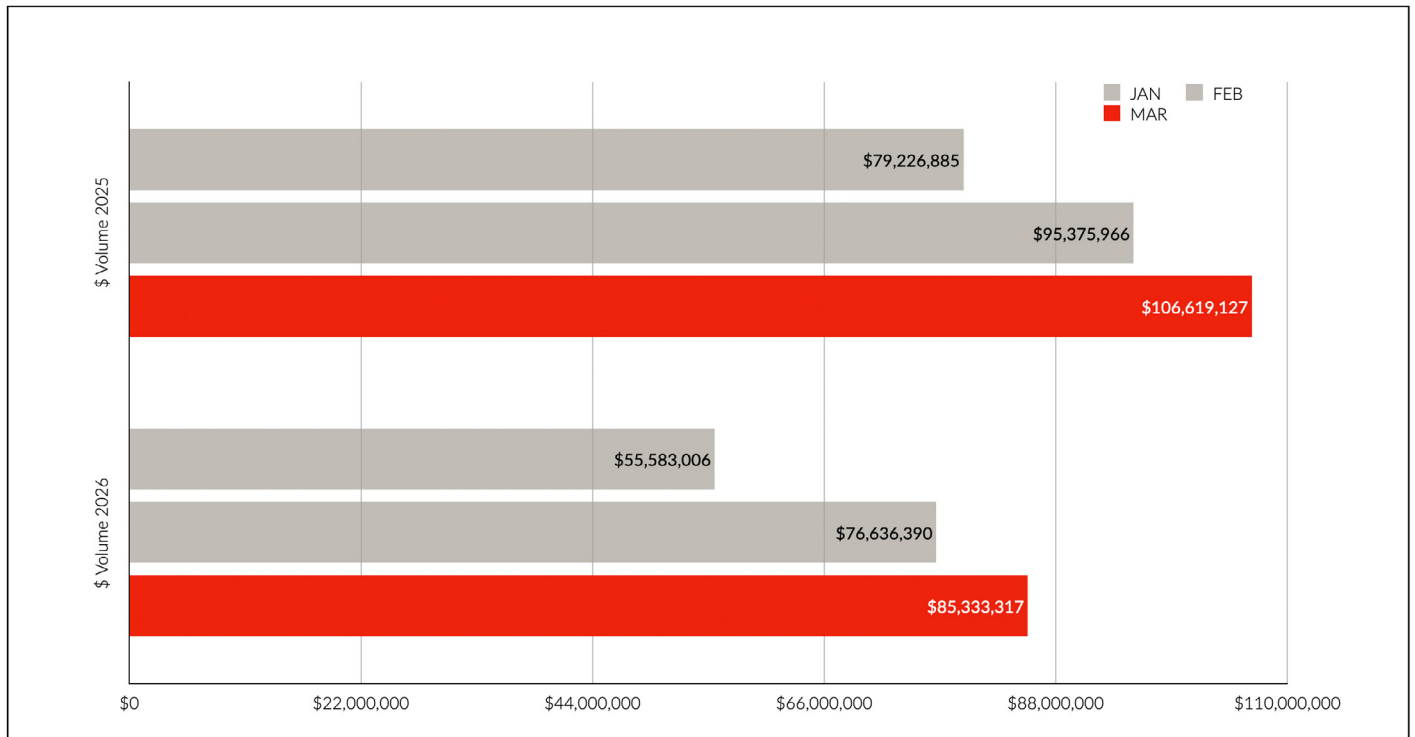


## Year-Over-Year

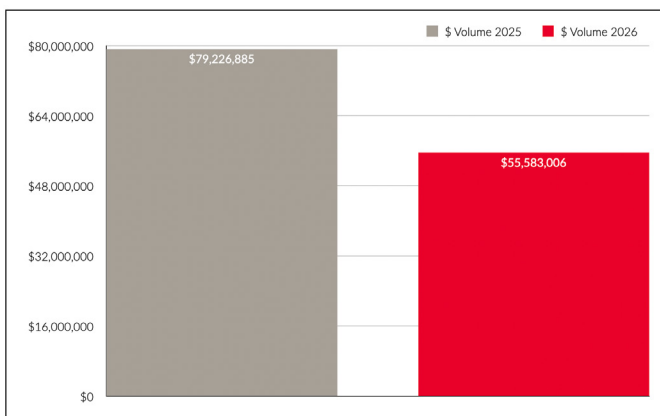


## Month-Over-Month 2025 vs. 2026

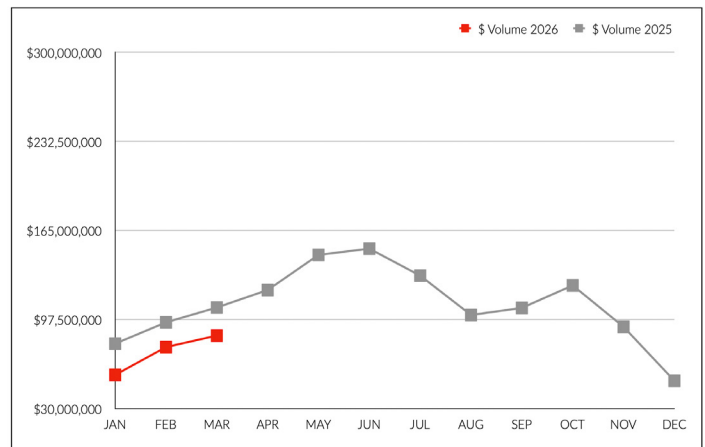
# DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

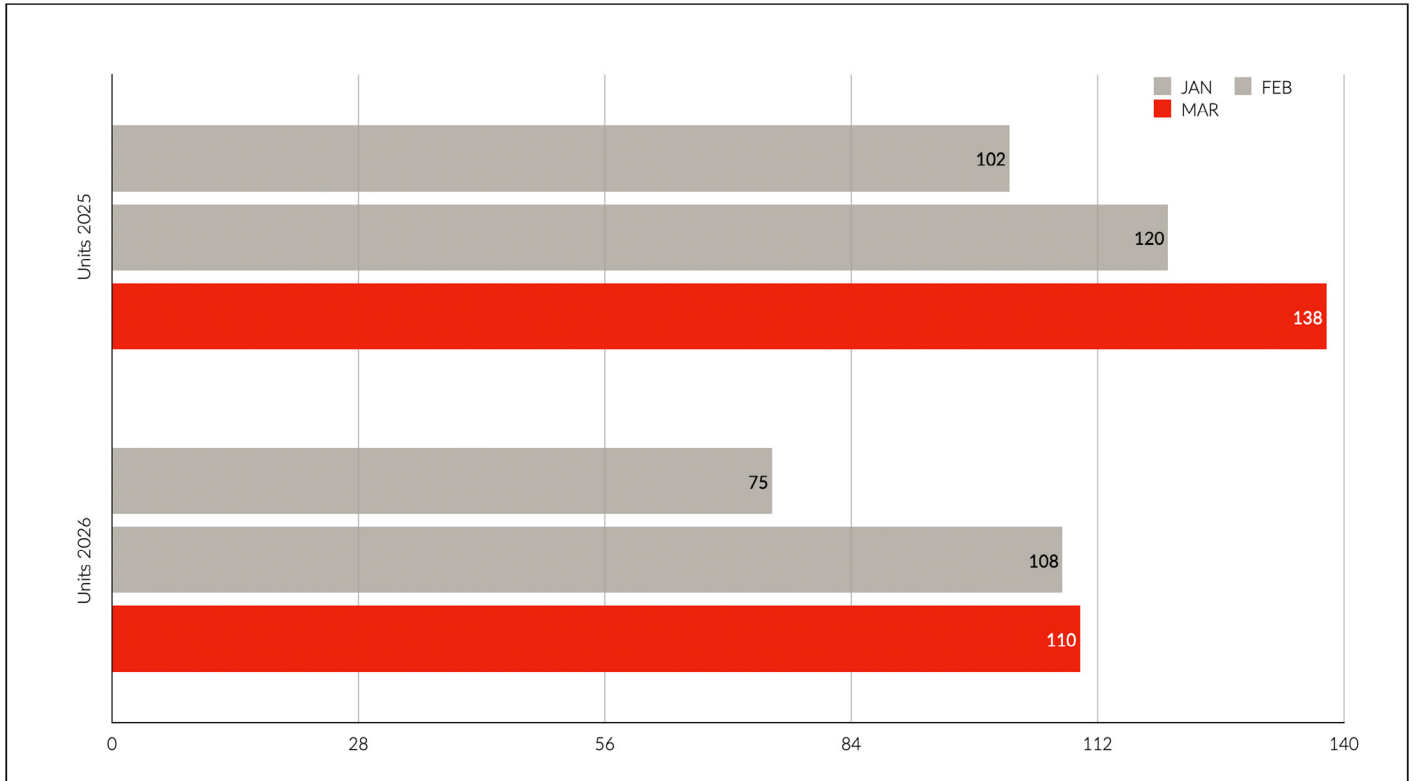


Yearly Totals 2025 vs. 2026

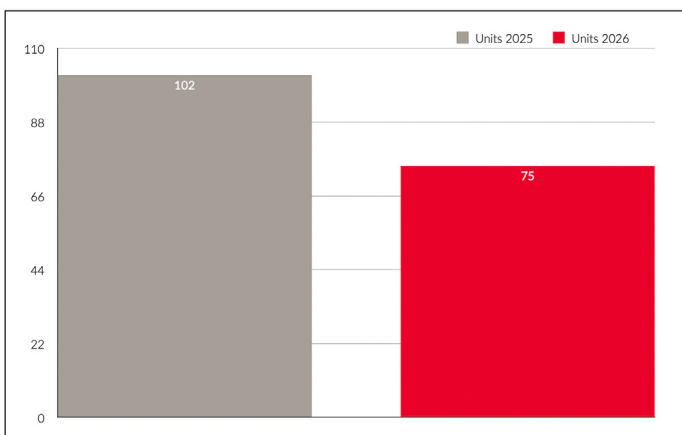


Month vs. Month 2025 vs. 2026

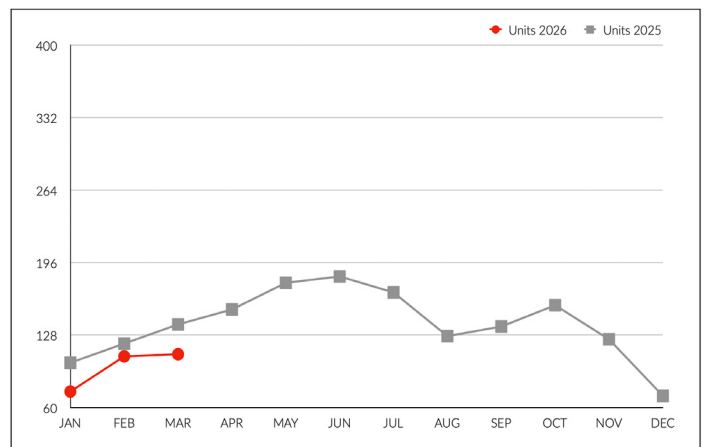
# UNIT SALES



Monthly Comparison 2025 vs. 2026



Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

# SALES BY TYPE



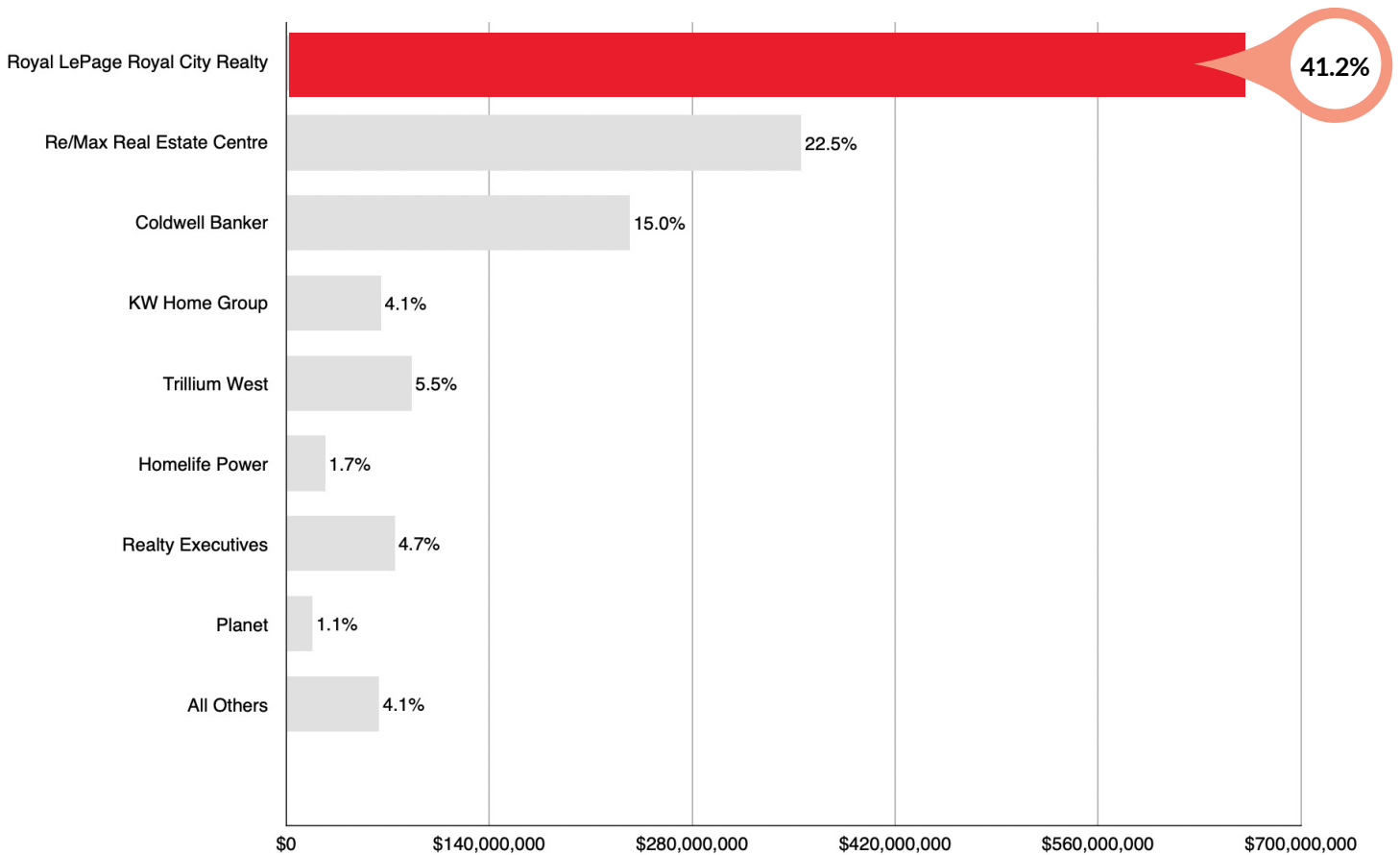
	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
YTD Sales Volume	 <b>\$161,167,205</b> -21.12%	 <b>\$56,385,508</b> -26.67%	 <b>\$345,000</b> -87.57%
YTD Unit Sales	 <b>190</b> -17.39%	 <b>103</b> -20.77%	 <b>1</b> -75%
YTD Average Sale Price	 <b>\$848,248</b> -4.52%	 <b>\$547,432</b> -7.45%	 <b>\$345,000.00</b> -50.27%
March Sales Volume	 <b>\$65,842,485</b> -9.48%	 <b>\$19,490,832</b> -42.47%	 <b>\$0</b> -100%
March Unit Sales	 <b>74</b> -8.64%	 <b>36</b> -36.84%	 <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 March 1, 2026.

*Year-Over-Year Comparison (2025 vs. 2026)*

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

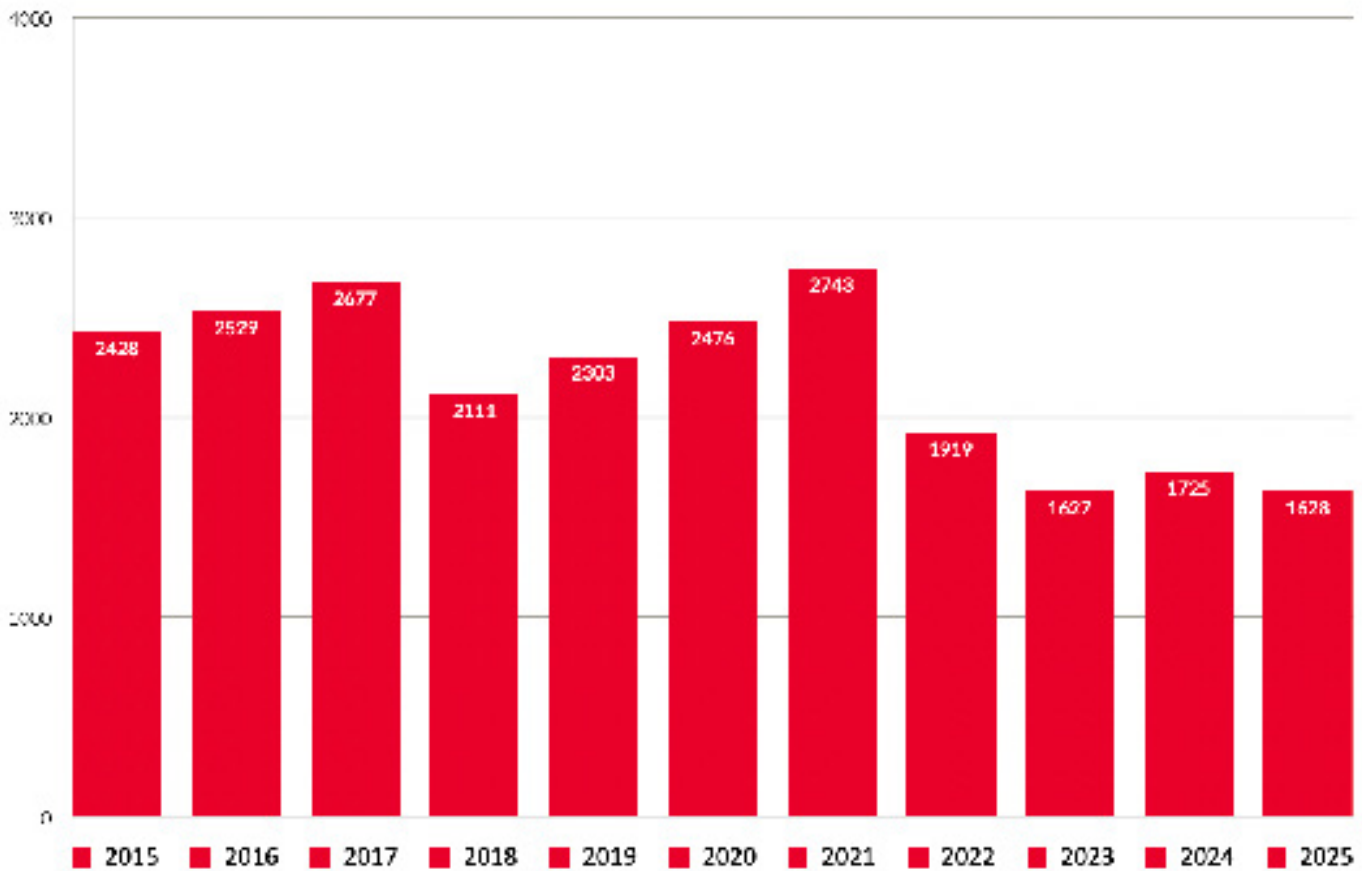
# MARKET DOMINANCE



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



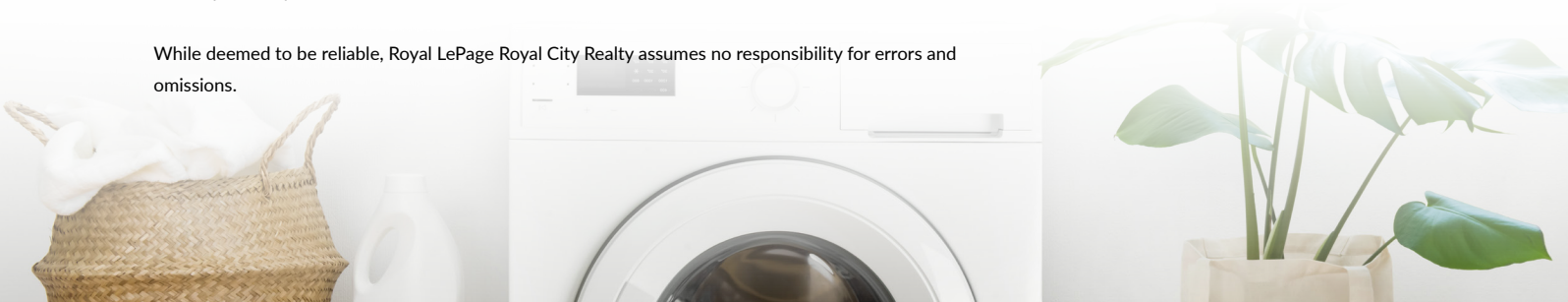
# 10 YEAR MARKET ANALYSIS



## 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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