



2025

JUNE

CITY OF GUELPH

Real Estate Market Report

ROYAL LEPAGE
THE GREEN ADVANTAGE

ROYAL CITY REALTY
BROKERAGE

THE GREEN ADVANTAGE

The Green Advantage
Sales Representatives

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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 shifted into balanced territory in June, with price growth offset by slower sales. The median sale price increased 3.67% to \$777,500, and the average rose 4.29% to \$826,591. Sales volume dipped slightly by 0.19%, with unit sales down 4.3% to 178 transactions. New listings surged 29.82%, expanding inventory, while expired listings rose 51.43%, reflecting longer selling times. With a unit sales-to-listings ratio of 41.3%, Guelph now sits in balanced market conditions, offering opportunities for both buyers and sellers.

June year-over-year sales volume of \$147,133,200

Down 0.19% from 2024's \$147,420,002 with unit sales of 178 down 4.3% from last June's 186. New listings of 431 are up 29.82% from a year ago, with the sales/listing ratio of 41.3% down 14.72%.

Year-to-date sales volume of \$693,581,856

Down 7.81% from 2024's \$752,359,893 with unit sales of 866 down from 940 in 2024. New listings of 2,078 are up 20.95% from a year ago, with the sales/listing ratio of 41.67% down 13.04%.

Year-to-date average sale price of \$797,264

Down from \$797,829 one year ago with median sale price of \$777,750 up from \$761,750 one year ago. Average days-on-market of 28 is up 4 days from last year.

JUNE NUMBERS

Median Sale Price

\$777,500

+3.67%

Average Sale Price

\$826,591

+4.29%

Sales Volume

\$147,133,200

-0.19%

Unit Sales

178

-4.3%

New Listings

431

+29.82%

Expired Listings

53

+51.43%

Unit Sales/Listings Ratio

41.3%

-14.72%

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

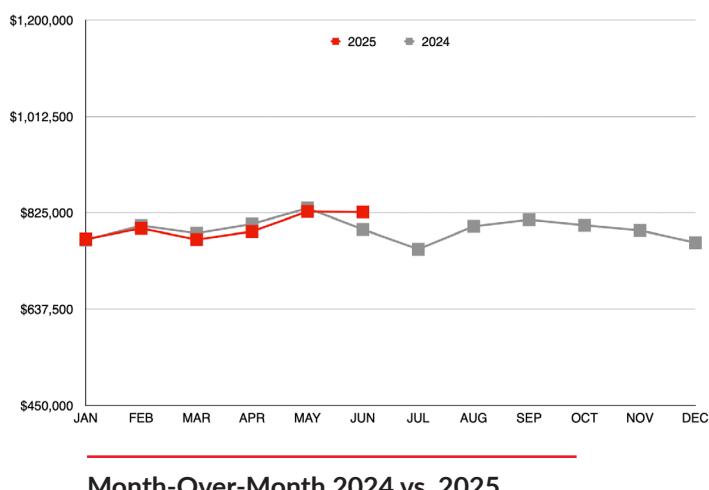
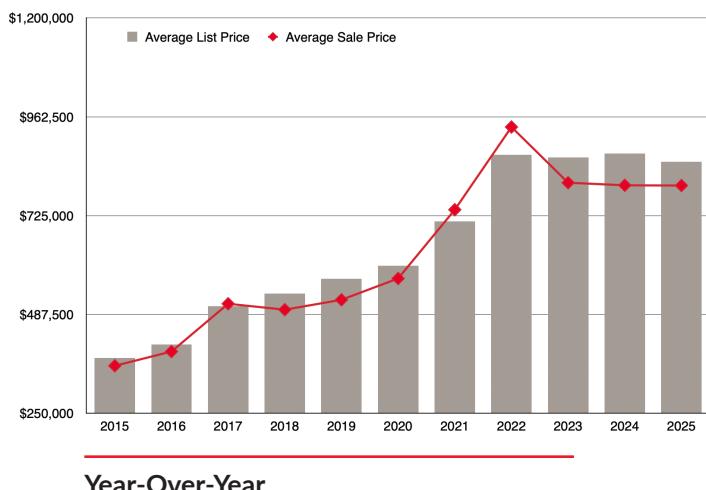


THE MARKET IN DETAIL

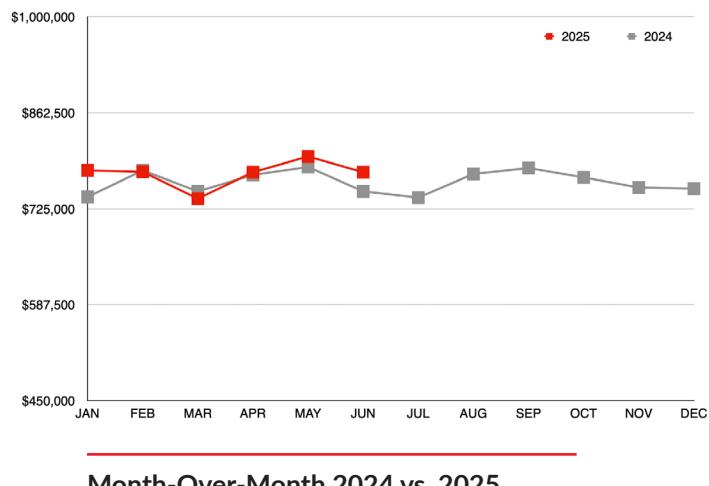
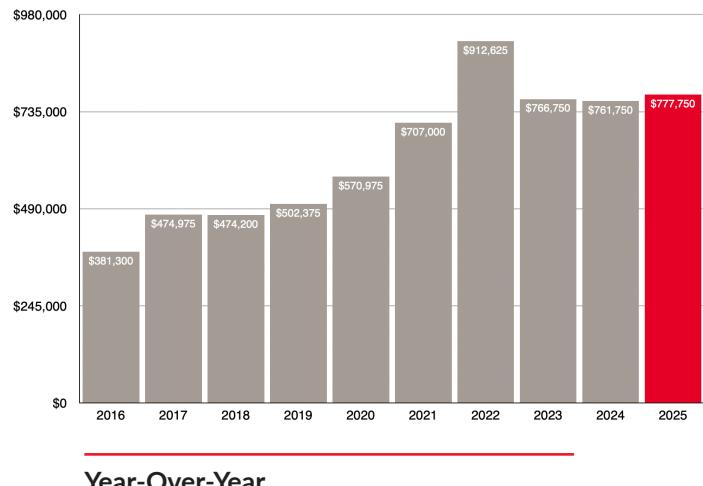
	2023	2024	2025	2024-2025
YTD Volume Sales	\$804,652,194	\$752,359,893	\$693,581,856	-7.81%
YTD Unit Sales	987	940	866	-7.87%
YTD New Listings	1,420	1,718	2,078	+20.95%
YDT Sales/Listings Ratio	69.51%	54.71%	41.67%	-13.04%
YTD Expired Listings	51	114	212	+85.96%
Monthly Volume Sales	\$163,934,211	\$147,420,002	\$147,133,200	-0.19%
Monthly Unit Sales	187	186	178	-4.3%
Monthly New Listings	305	332	431	+29.82%
Monthly Sales/Listings Ratio	61.31%	56.02%	41.30%	-14.72%
Monthly Expired Listings	12	35	53	+51.43%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	1	3	6	+100%
YTD Sales: \$350K-\$549K	147	120	128	+6.67%
YTD Sales: \$550K-\$749K	282	314	243	-22.61%
YTD Sales: \$750K-\$999K	379	354	345	-2.54%
YTD Sales: \$1M - \$2M	175	149	140	-6.04%
YTD Sales: \$2M+	2	4	4	No Change
YTD Average Days-On-Market	18.67	24.33	28.00	+15.07%
YTD Average Sale Price	\$804,031	\$797,829	\$797,264	-0.07%
YTD Median Sale Price	\$766,750	\$761,750	\$777,750	+2.1%

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

AVERAGE SALE PRICE

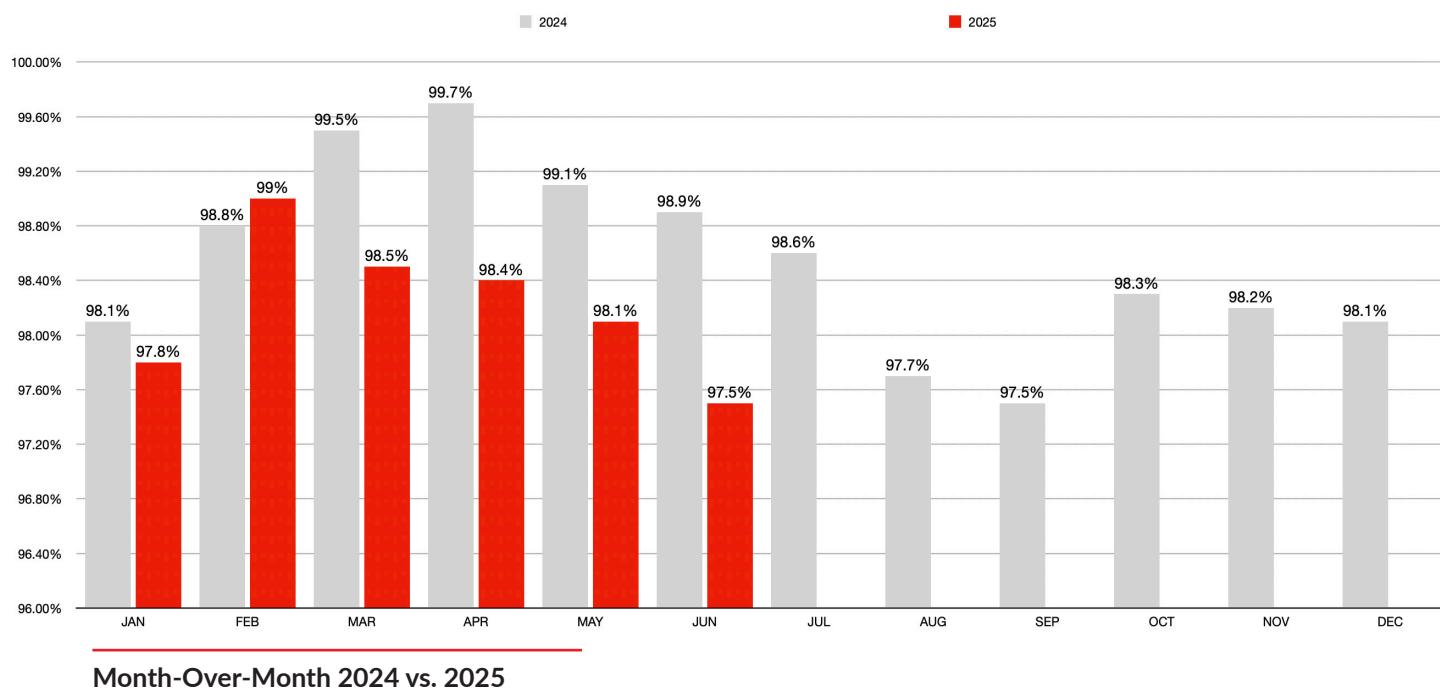
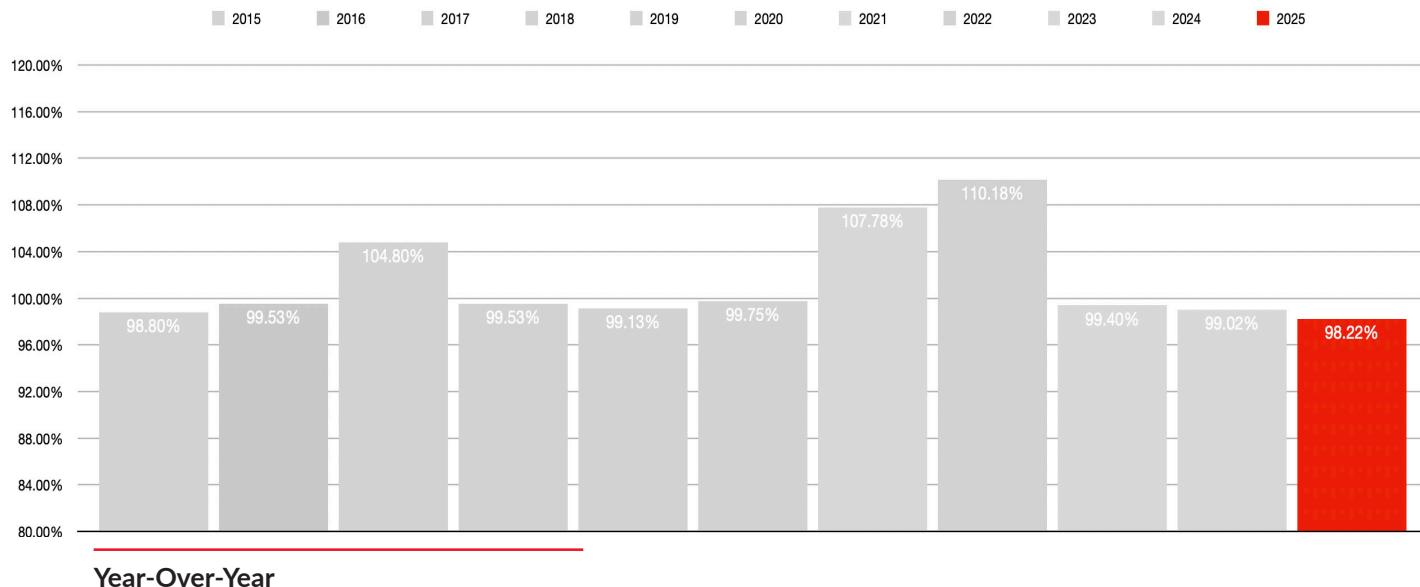


MEDIAN SALE PRICE

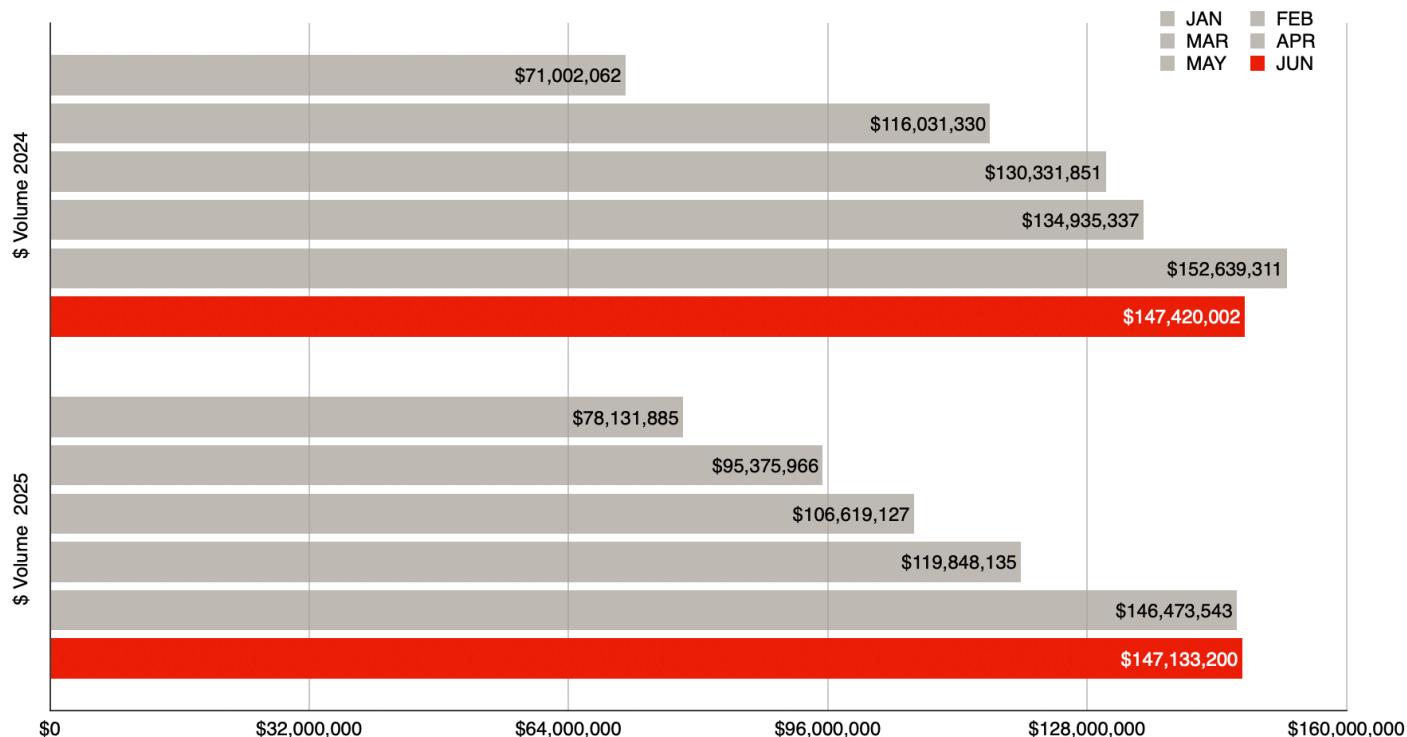


* Median sale price is based on residential sales (including freehold and condominiums).

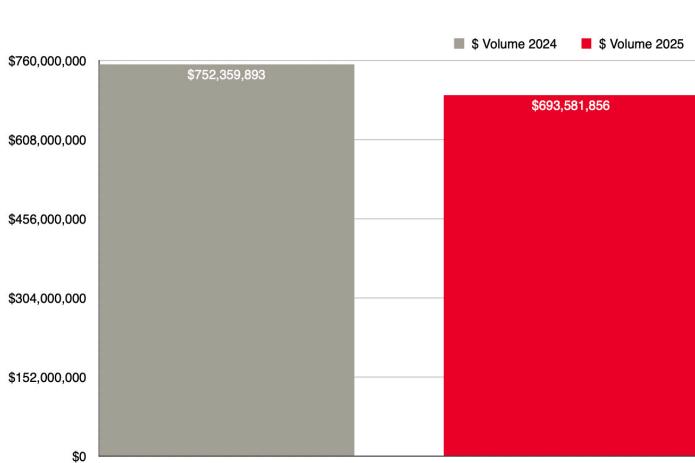
SALE PRICE VS. LIST PRICE RATIO



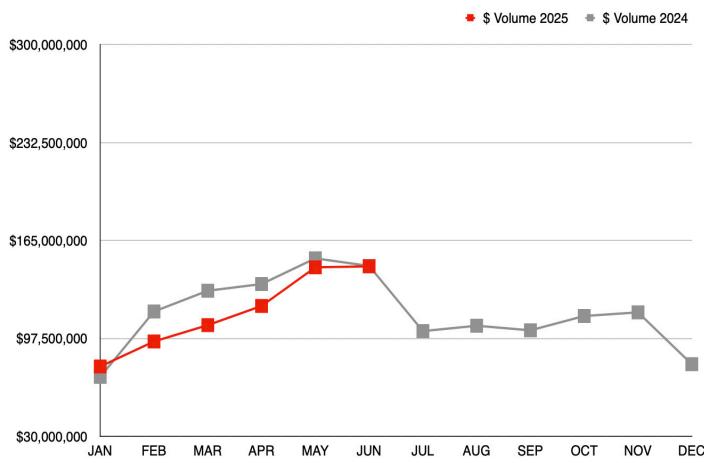
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

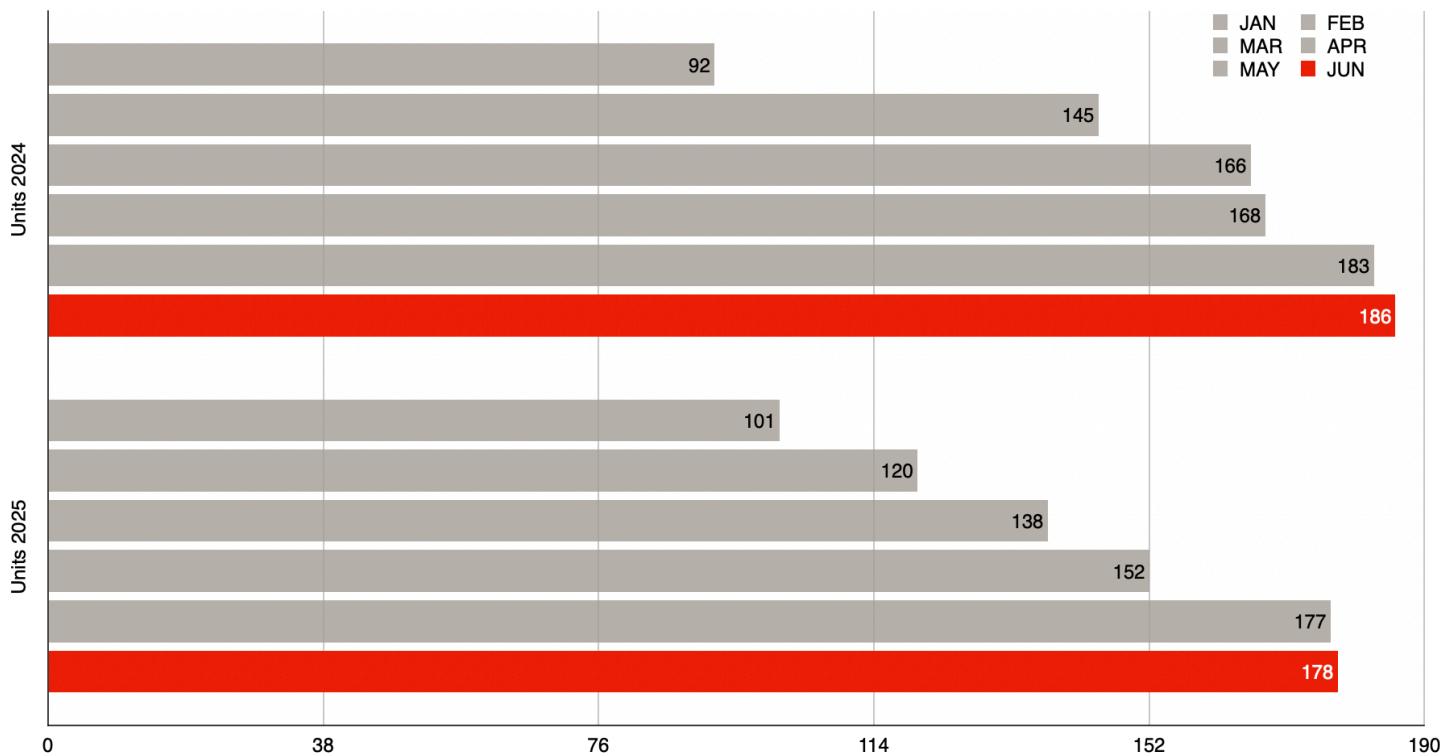


Yearly Totals 2024 vs. 2025

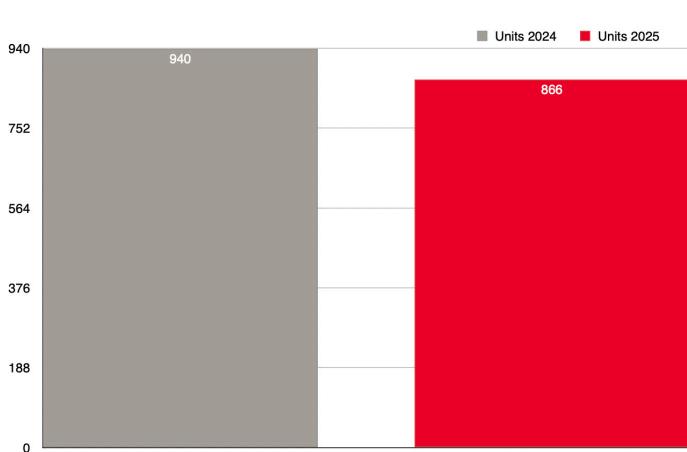


Month vs. Month 2024 vs. 2025

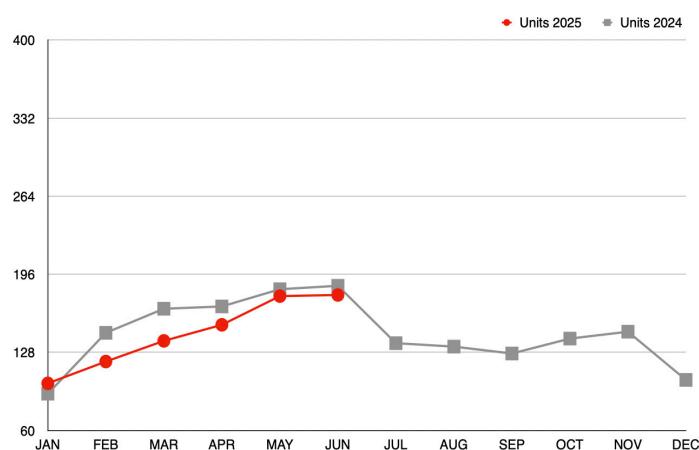
UNIT SALES



Monthly Comparison 2024 vs. 2025

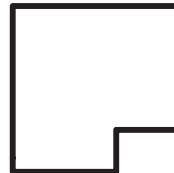


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



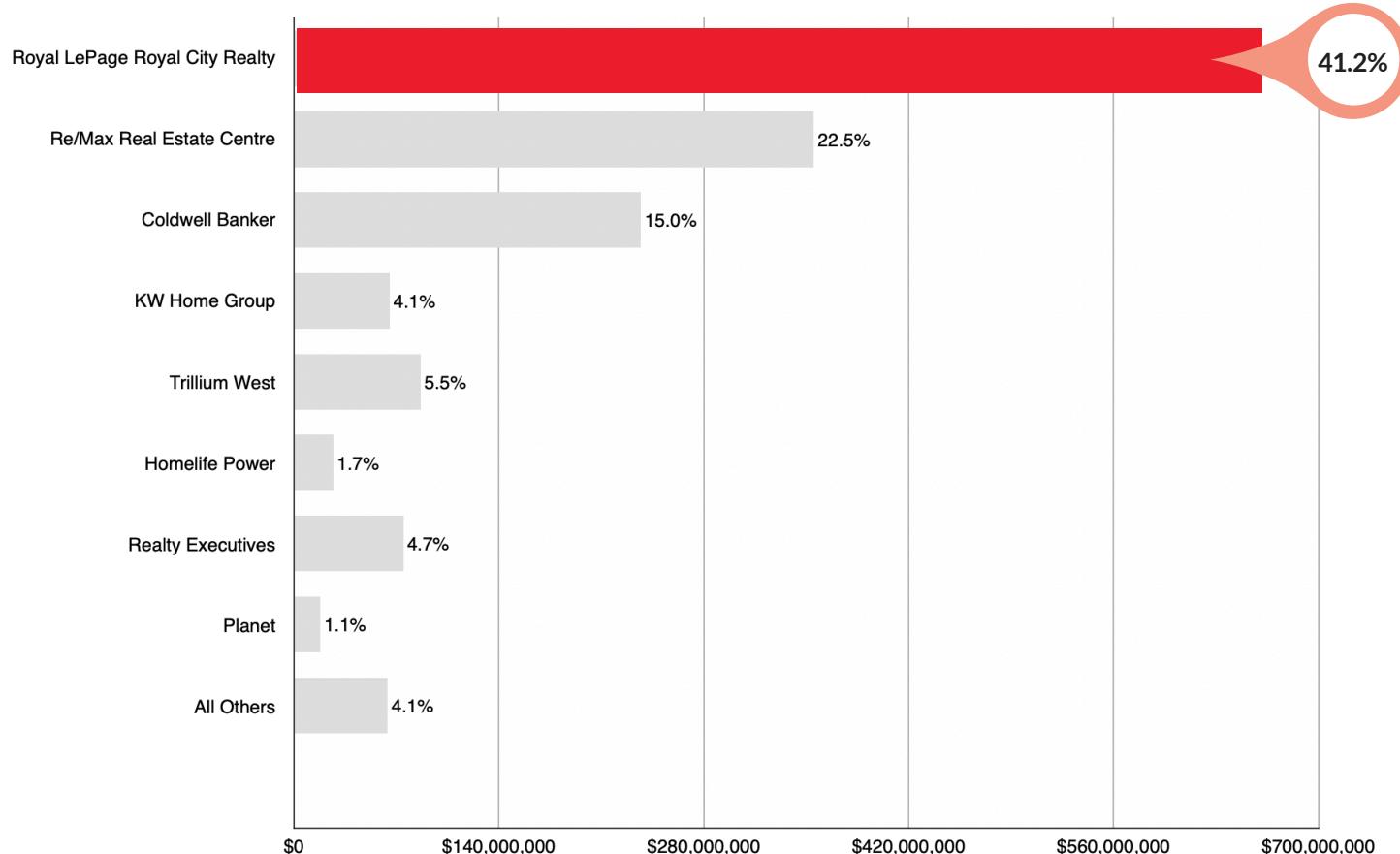
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	↑ \$527,920,699 +3.19%	↓ \$165,661,157 -22.78%	↑ \$3,425,000 +40.66%
YTD Unit Sales	↑ 588 +3.34%	↓ 278 -18.48%	↑ 5 +66.67%
YTD Average Sale Price	↓ \$897,824 -3.15%	↑ \$595,903 +1.66%	↑ \$685,000.00 +16.9%
June Sales Volume	↑ \$115,292,488 +14.44%	↓ \$31,840,712 -31.78%	↓ \$0 -100%
June Unit Sales	↑ 125 +12.61%	↓ 53 -29.33%	↓ 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 July 1, 2025.

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

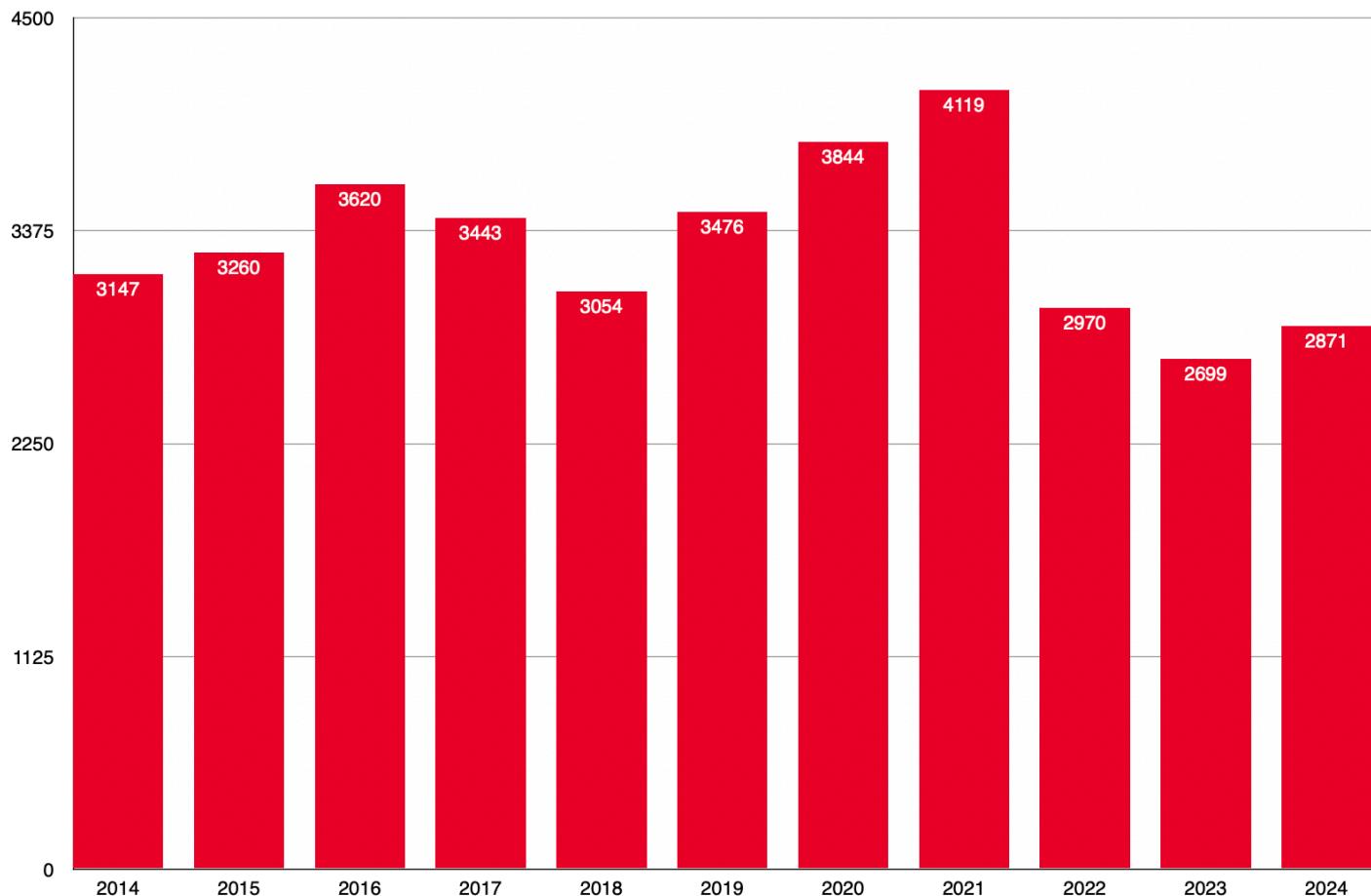
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MARKET DOMINANCE



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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