



# 2025 SEPTEMBER

## **GUELPH/ERAMOSA** Real Estate Market Report



**ROYAL CITY REALTY**  
BROKERAGE



**The Green Advantage**  
Sales Representatives

519-821-6191

[thegreenadvantage.ca](http://thegreenadvantage.ca)

**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

## BUYER'S MARKET

The real estate market in [Guelph/Eramosa](#) shifted further into buyer's territory in September, as declining prices paired with rising inventory. The median sale price fell 7.83% to \$999,999, while the average dropped 10.85% to \$1,007,000. Sales volume contracted 34.63% to \$11.08M, reflecting a 26.67% decline in unit sales to 11 transactions. At the same time, new listings surged 66.67% to 65, while expired listings eased 25% to 6. With a unit sales-to-listings ratio of just 16.92%, the market remains firmly buyer-leaning, providing purchasers with greater selection and leverage at the negotiation table.

### September year-over-year sales volume of \$11,076,999



Down -34.63% from 2024's \$16,943,900 with unit sales of 11 down from last year's 15. New listings of 65 are up +66.67% from 2024, with the sales/listing ratio of 16.92% down by -21.54% compared to 2024.

### Year-to-date sales volume of \$117,213,461



Up +14.79% from 2024's \$102,112,550 with unit sales of 106 up from the 92 in 2024. New listings of 333 are up +32.67% from a year ago, with the sales/listing ratio of 31.83% down by -4.82%.

### Year-to-date average sale price of \$1,097,763



Down from \$1,122,398 a year ago with median sale price of \$1,025,000 down from \$1,085,000 a year ago. Average days-on-market of 41, which has gone up 7 days compared to last year.

## SEPTEMBER NUMBERS

Median Sale Price

**\$999,999**

-7.83%

Average Sale Price

**\$1,007,000**

-10.85%

Sales Volume

**\$11,076,999**

-34.63%

Unit Sales

**11**

-26.67%

New Listings

**65**

+66.67%

Expired Listings

**6**

-25%

Unit Sales/Listings Ratio

**16.92%**

-21.54%

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

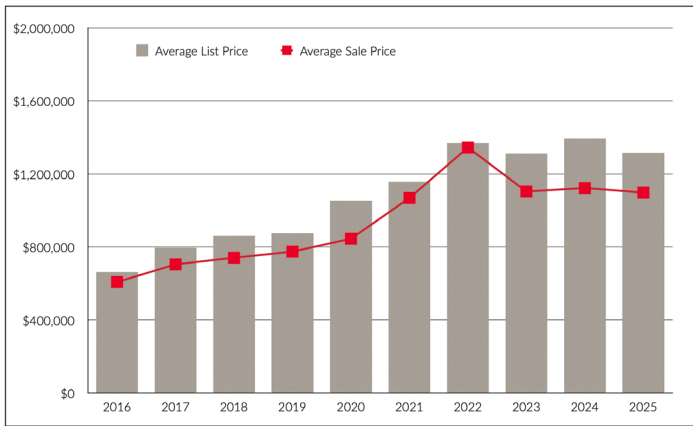


# THE MARKET IN DETAIL

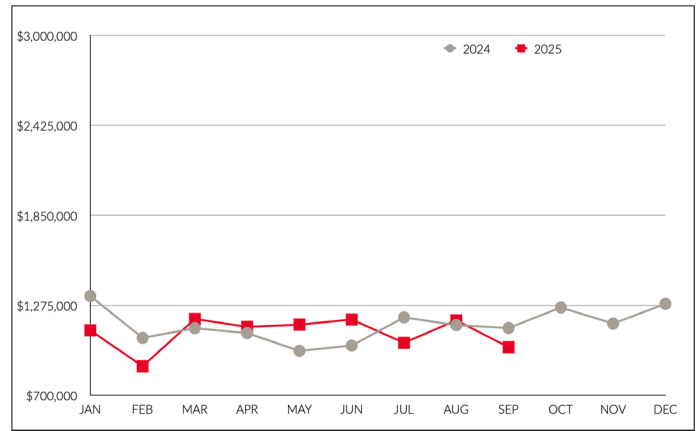
	2023	2024	2025	2024-2025
YTD Volume Sales	\$121,500,023	\$102,112,550	\$117,213,461	+14.79%
YTD Unit Sales	109	92	106	+15.22%
YTD New Listings	218	251	333	+32.67%
YTD Sales/Listings Ratio	50.00%	36.65%	31.83%	-4.82%
YTD Expired Listings	11	32	37	+15.63%
Monthly Volume Sales	\$14,512,499	\$16,943,900	\$11,076,999	-34.63%
Monthly Unit Sales	14	15	11	-26.67%
Monthly New Listings	36	39	65	+66.67%
Monthly Sales/Listings Ratio	38.89%	38.46%	16.92%	-21.54%
Monthly Expired Listings	2	8	6	-25%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	0	0	0	No Change
YTD Sales: \$350K-\$549K	4	2	0	-100%
YTD Sales: \$550K-\$749K	10	8	16	+100%
YTD Sales: \$750K-\$999K	35	28	32	+14.29%
YTD Sales: \$1M- \$2M	57	53	54	+1.89%
YTD Sales: \$2M+	61	2	4	+100%
YTD Average Days-On-Market	29.89	33.67	40.78	+21.12%
YTD Average Sale Price	\$1,103,550	\$1,122,398	\$1,097,763	-2.19%
YTD Median Sale Price	\$1,015,000	\$1,085,000	\$1,025,000	-5.53%

Guelph/Eramosa MLS Sales and Listing Summary  
2023 vs. 2024 vs. 2025

# AVERAGE SALE PRICE

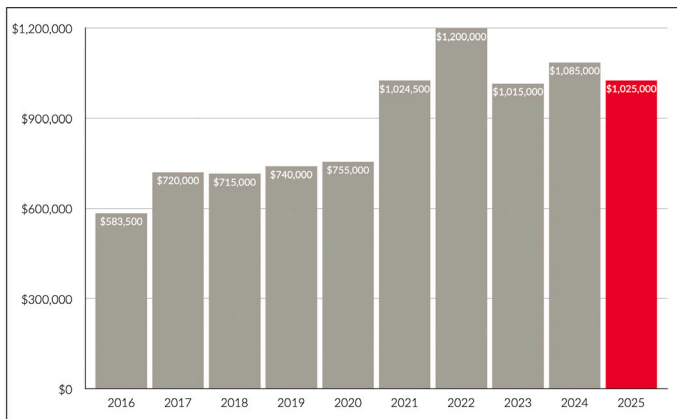


Year-Over-Year

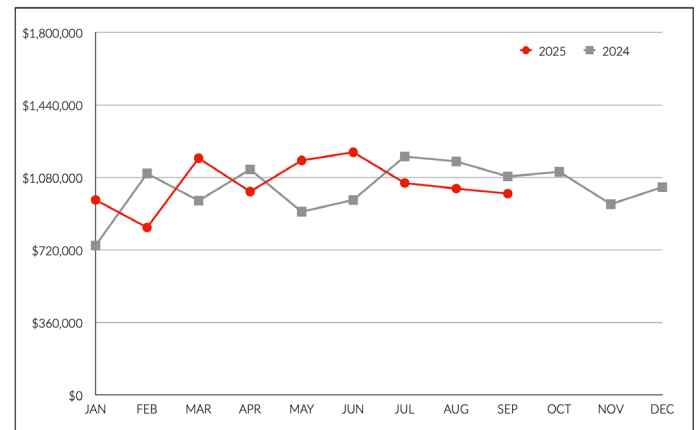


Month-Over-Month 2024 vs. 2025

# MEDIAN SALE PRICE



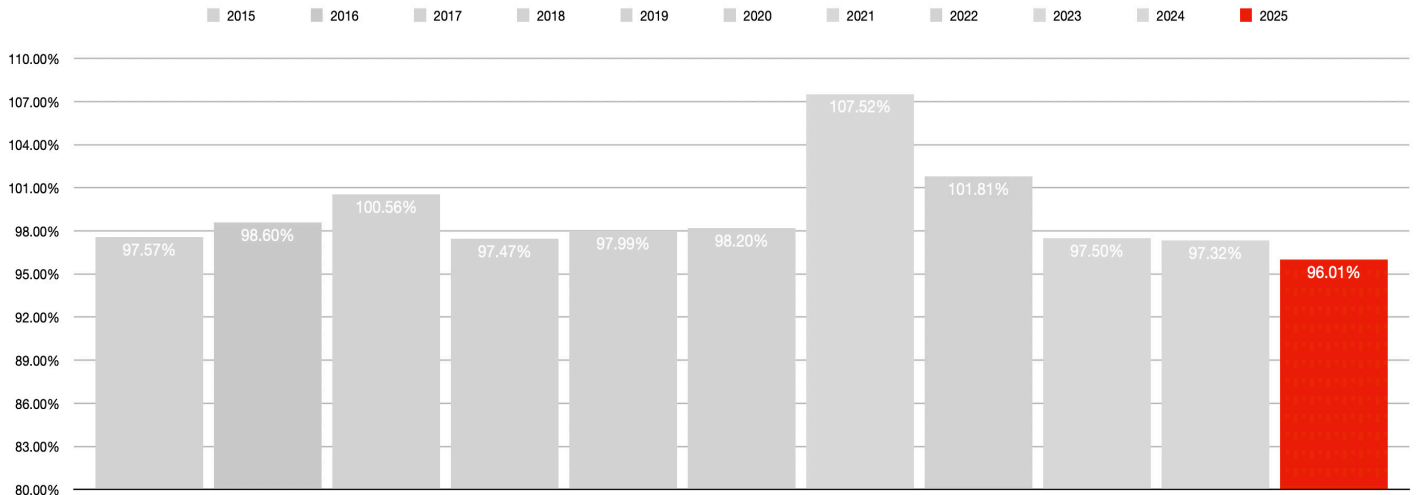
Year-Over-Year



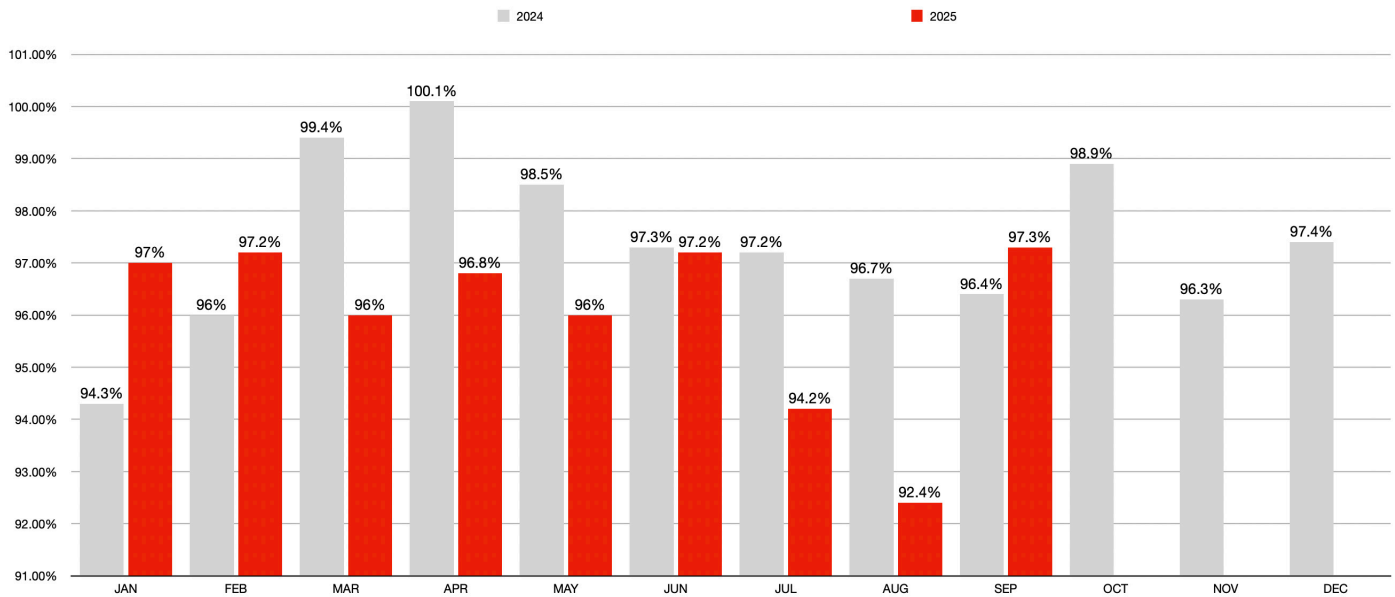
Month-Over-Month 2024 vs. 2025

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

# SALE PRICE VS. LIST PRICE RATIO

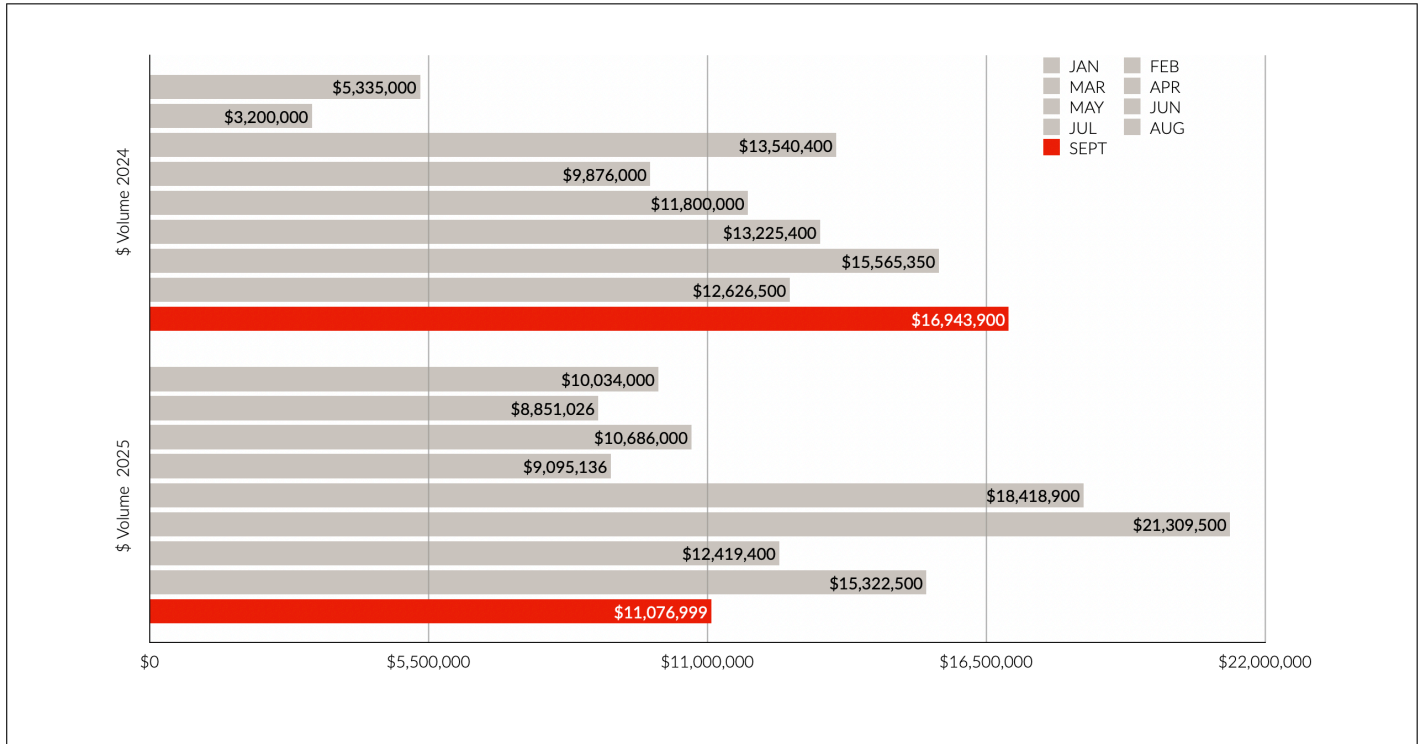


## Year-Over-Year

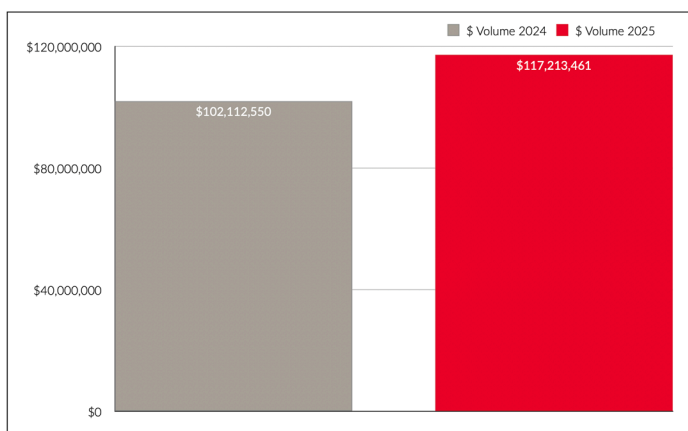


## Month-Over-Month 2024 vs. 2025

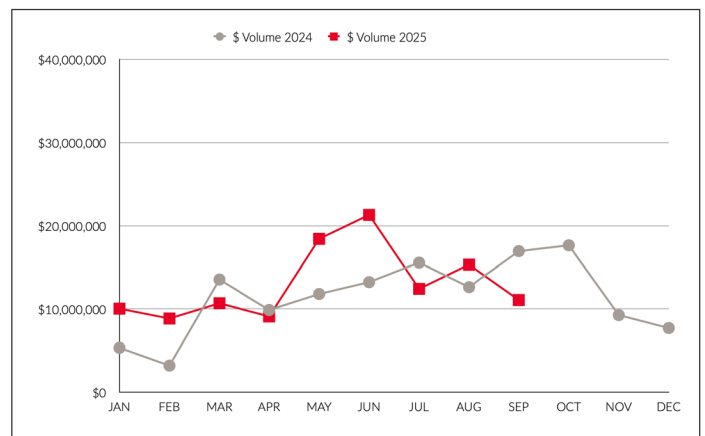
# DOLLAR VOLUME SALES



## Monthly Comparison 2024 vs. 2025

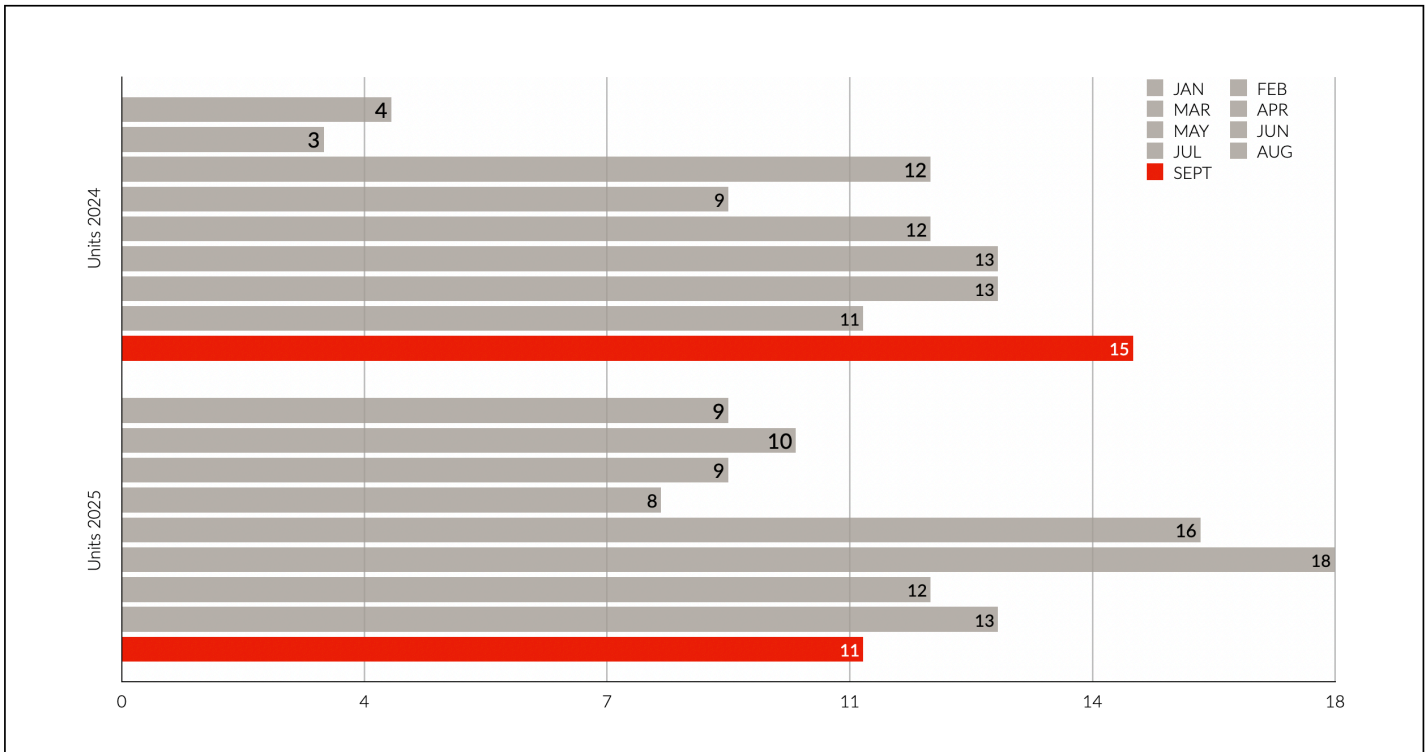


## Yearly Totals 2024 vs. 2025

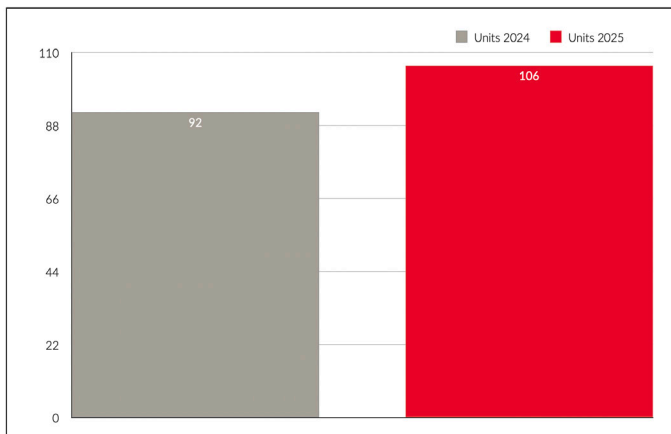


## Month vs. Month 2024 vs. 2025

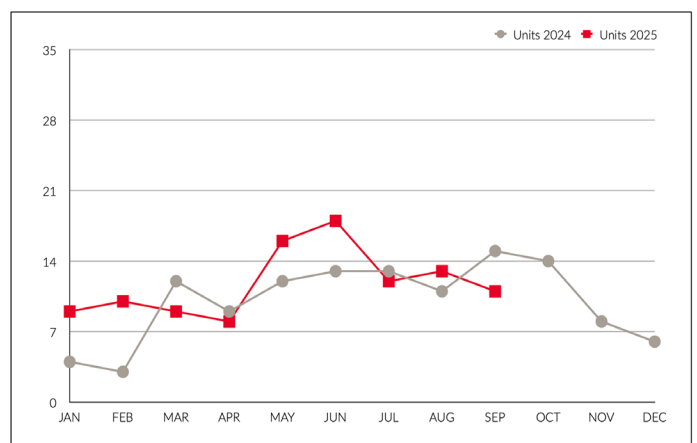
# UNIT SALES



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	 <b>\$108,303,935</b> +12.36%	 <b>\$8,909,526</b> +55.71%	 <b>\$760,000</b> -58.01%
YTD Unit Sales	 <b>94</b> +11.9%	 <b>12</b> +50%	 <b>1</b> -50%
YTD Average Sale Price	 <b>\$1,152,170</b> -0.91%	 <b>\$742,461</b> +10.71%	 <b>\$760,000.00</b> -28.74%
September Sales Volume	 <b>\$11,076,999</b> -32.27%	 <b>\$0</b> -100%	 <b>\$0</b> No Change
September Unit Sales	 <b>11</b> -21.43%	 <b>0</b> -100%	 <b>0</b> No Change

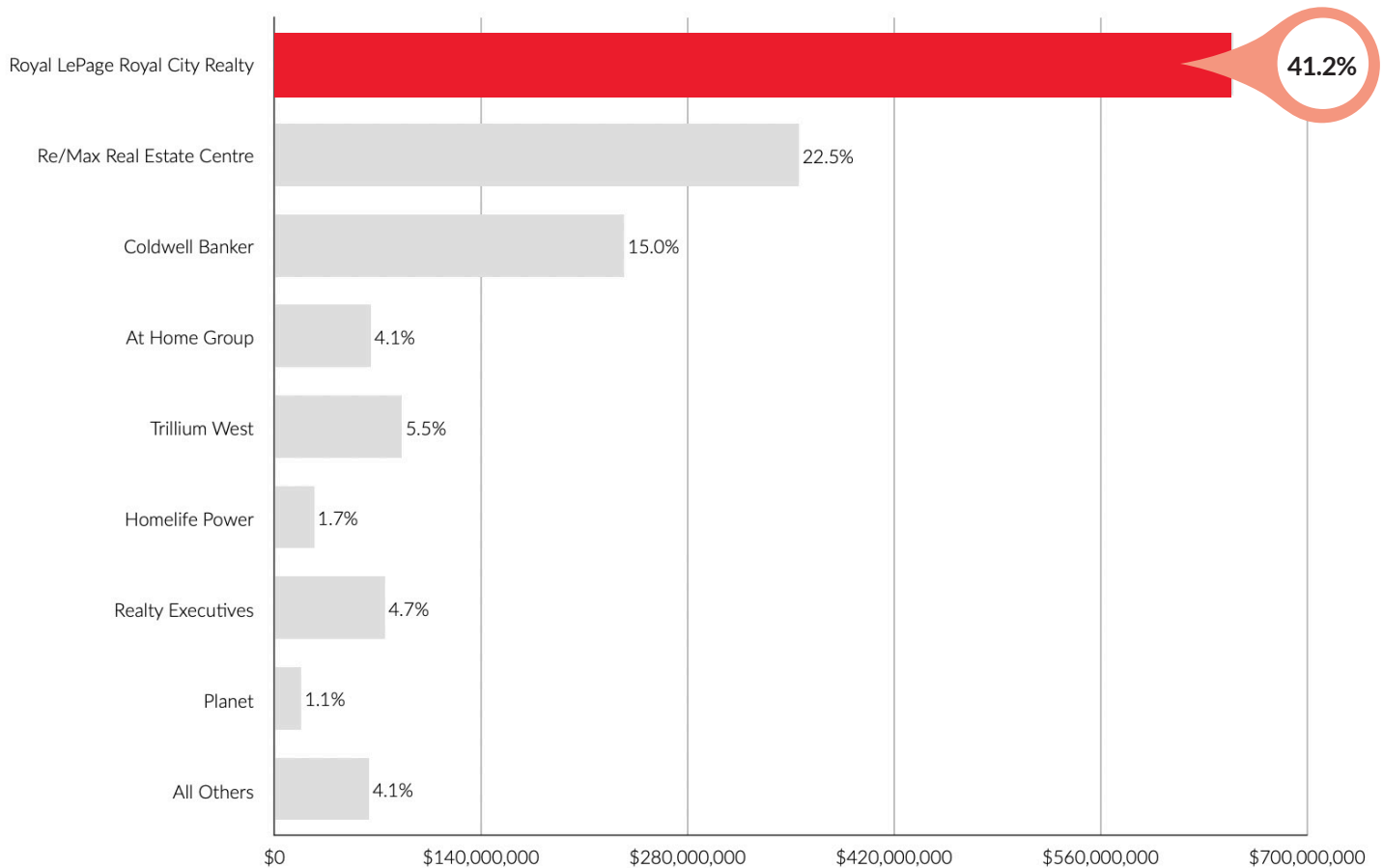
NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of September 1, 2025 .

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

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



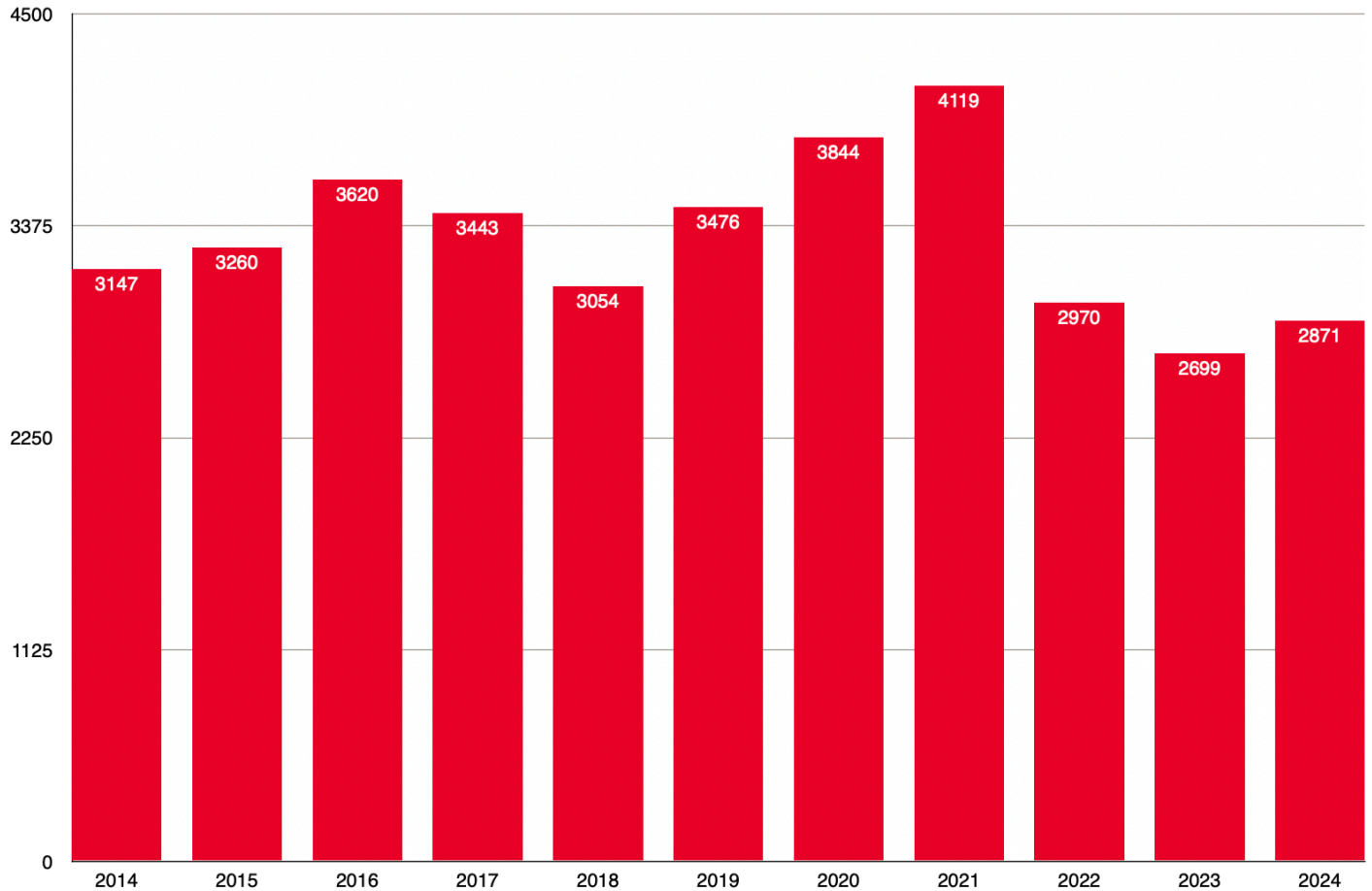
# MARKET DOMINANCE



**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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