

2026
OCTOBER

CITY OF GUELPH
Real Estate Market Report

ROYAL LEPAGE® ROYAL CITY REALTY BROKERAGE

THE GREEN ADVANTAGE

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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

BUYER'S MARKET

The City of Guelph remained in buyer's market territory through October, with the year-to-date sales-to-listings ratio sitting at 38.03%, below the 39% threshold. October pricing softened year over year, as the median sale price declined 4.98% to $715,000, while the average sale price decreased 4.83% to $752,532. Sales activity slowed, with sales volume falling 31.67% to $84.28M and unit sales declining 28.21% to 112 transactions. New listings decreased 8.41% to 316, while expired listings increased 41.86% to 61, reflecting continued competition among sellers. With the monthly sales-to-listings ratio at 35.44%, buyer-favourable conditions continued across the City of Guelph through October.

October year-over-year sales volume of $84,283,619

Down 31.67% from 2025's $123,346,725, with unit sales of 112 down 28.21% from last October's 156. New listings of 316 are down 8.41% from a year ago, with the sales/listings ratio of 35.44%, down from 45.22% last year.

Year-to-date sales volume of $976,793,966

Down 15.80% from 2025's $1,160,116,287, with unit sales of 1,273 down 12.75% from 2025's 1,459. New listings of 3,347 are down 4.23% from a year ago, with the sales/listings ratio of 38.03%, down from 41.75% last year.

Year-to-date average sale price of $763,199

Down from $793,205 one year ago, with a median sale price of $725,000 down from $767,500 one year ago. Average days-on-market of approximately 37 is up about 7 days from last year.

OCTOBER NUMBERS

Median Sale Price
$715,000
-4.98%

Average Sale Price
$752,532
-4.83%

Sales Volume
$84,283,619
-31.67%

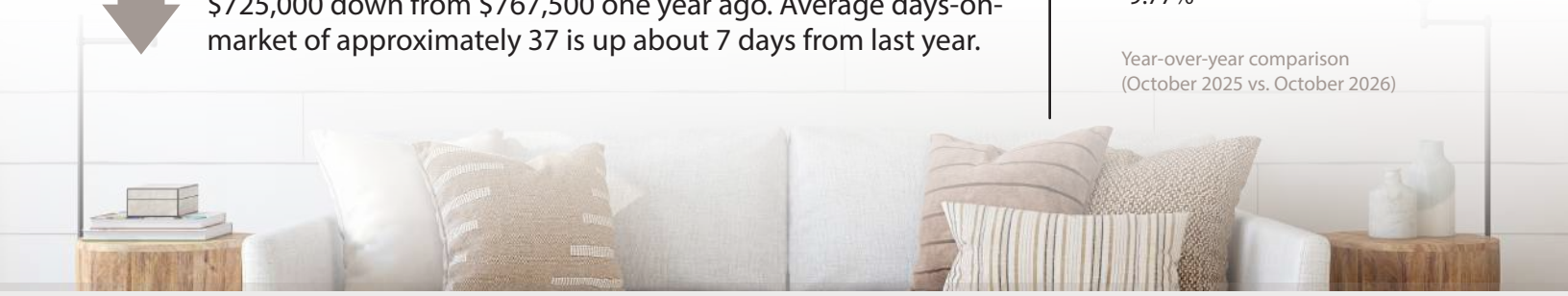
Unit Sales
112
-28.21%

New Listings
316
-8.41%

Expired Listings
61
+41.86%

Unit Sales/Listings Ratio
35.44%
-9.77%

Year-over-year comparison
(October 2025 vs. October 2026)

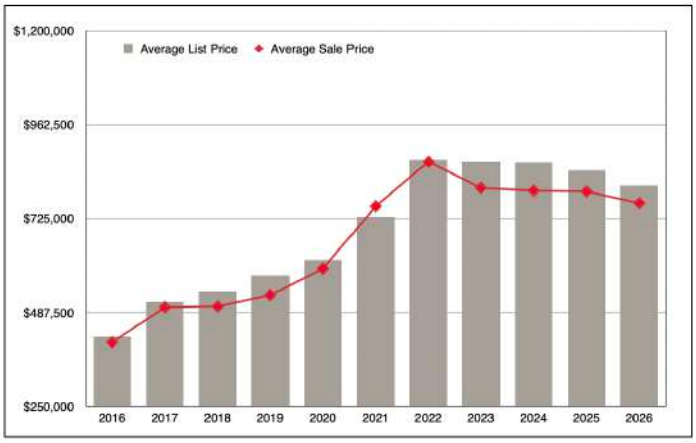


THE MARKET IN DETAIL

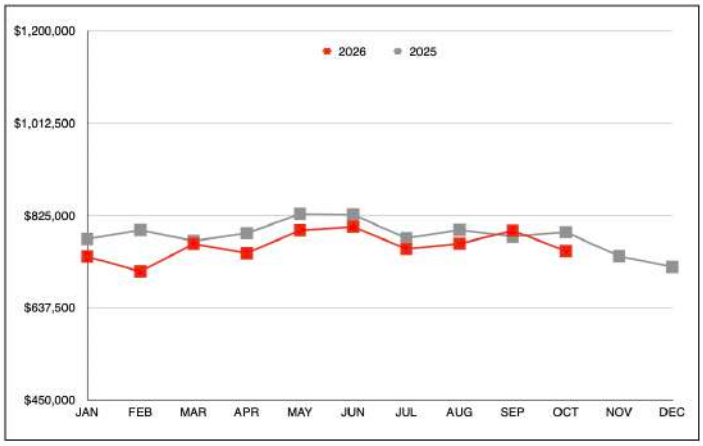
	2024	2025	2026	2025-2026
YTD Volume Sales	$1,177,061,288	$1,160,116,287	$976,793,966	-15.8%
YTD Unit Sales	1,476	1,459	1,273	-12.75%
YTD New Listings	2,898	3,495	3,347	-4.23%
YTD Sales/Listings Ratio	50.93%	41.75%	38.03%	-8.89%
YTD Expired Listings	227	379	508	+34.04%
Monthly Volume Sales	$112,928,405	$123,346,725	$84,283,619	-31.67%
Monthly Unit Sales	140	156	112	-28.21%
Monthly New Listings	303	345	316	-8.41%
Monthly Sales/Listings Ratio	46.20%	45.22%	35.44%	-21.62%
Monthly Expired Listings	37	43	61	+41.86%
YTD Sales: $0-$199K	0	0	0	
YTD Sales: $200k-349K	5	13	26	+100%
YTD Sales: $350K-$549K	194	223	234	+4.93%
YTD Sales: $550K-$749K	479	430	435	+1.16%
YTD Sales: $750K-$999K	567	554	378	-31.77%
YTD Sales: $1M - $2M	230	233	187	-19.74%
YTD Sales: $2M+	6	6	5	-16.67%
YTD Average Days-On-Market	26.20	30.70	37.30	+21.5%
YTD Average Sale Price	$795,134	$793,205	$763,199	-3.78%
YTD Median Sale Price	$771,750	$767,500	$725,000	-5.54%

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

AVERAGE SALE PRICE

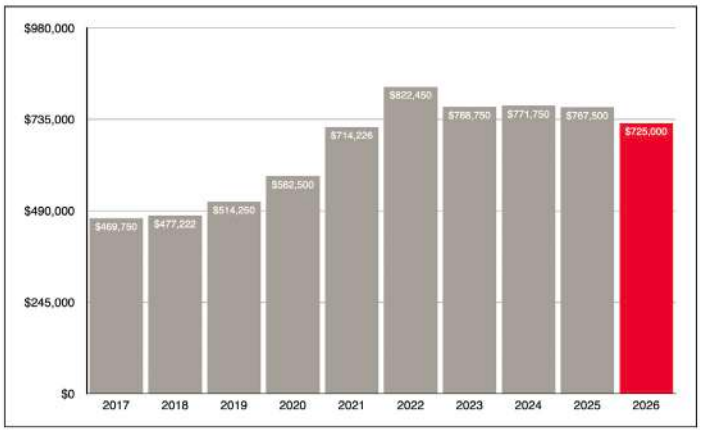


Year-Over-Year

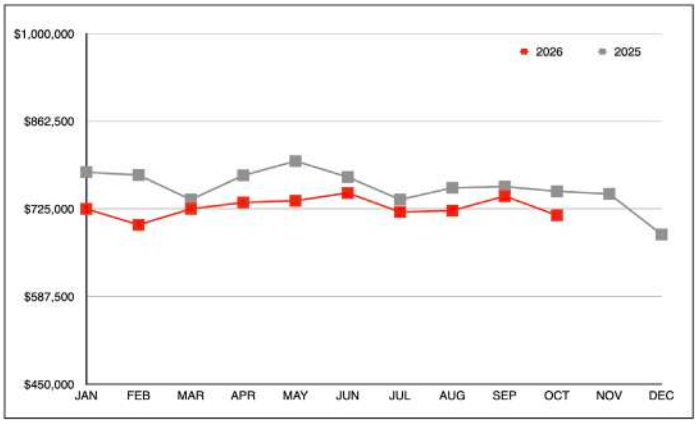


Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE



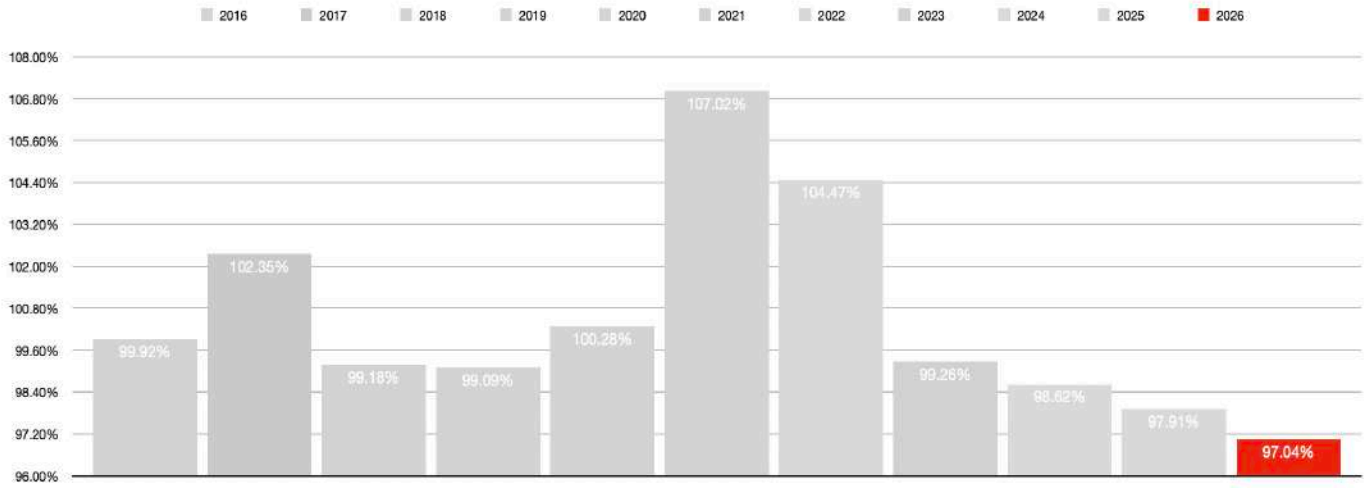
Year-Over-Year



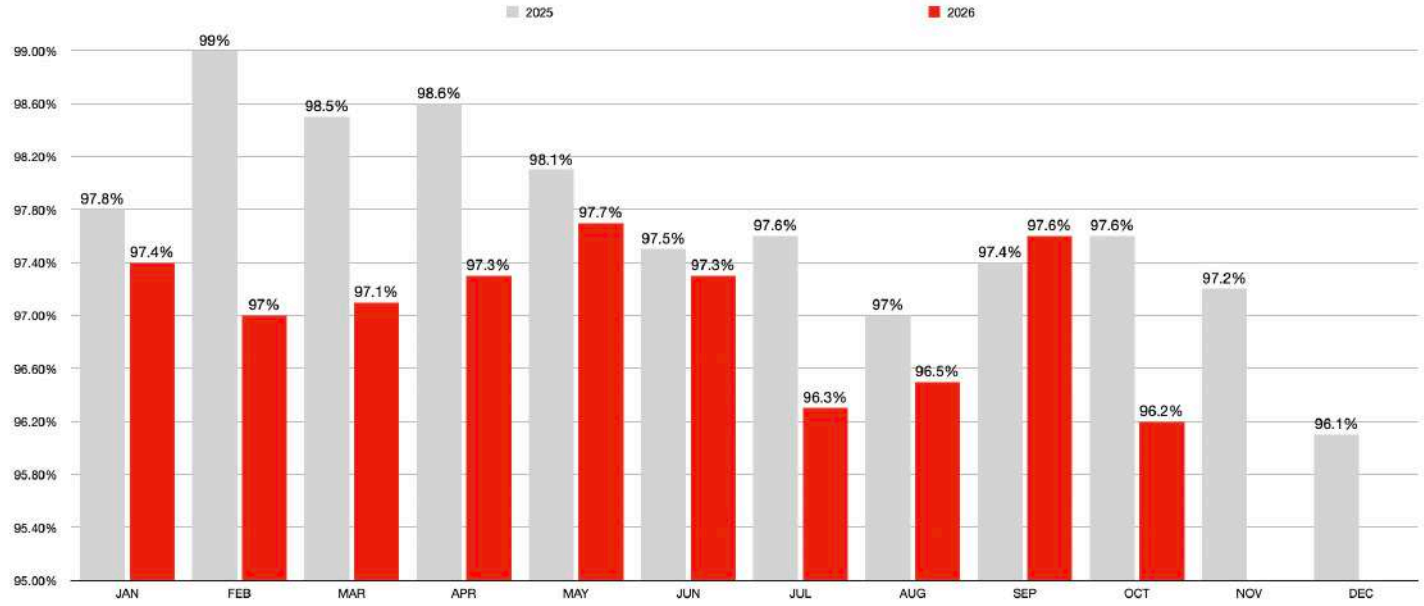
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. LIST PRICE RATIO

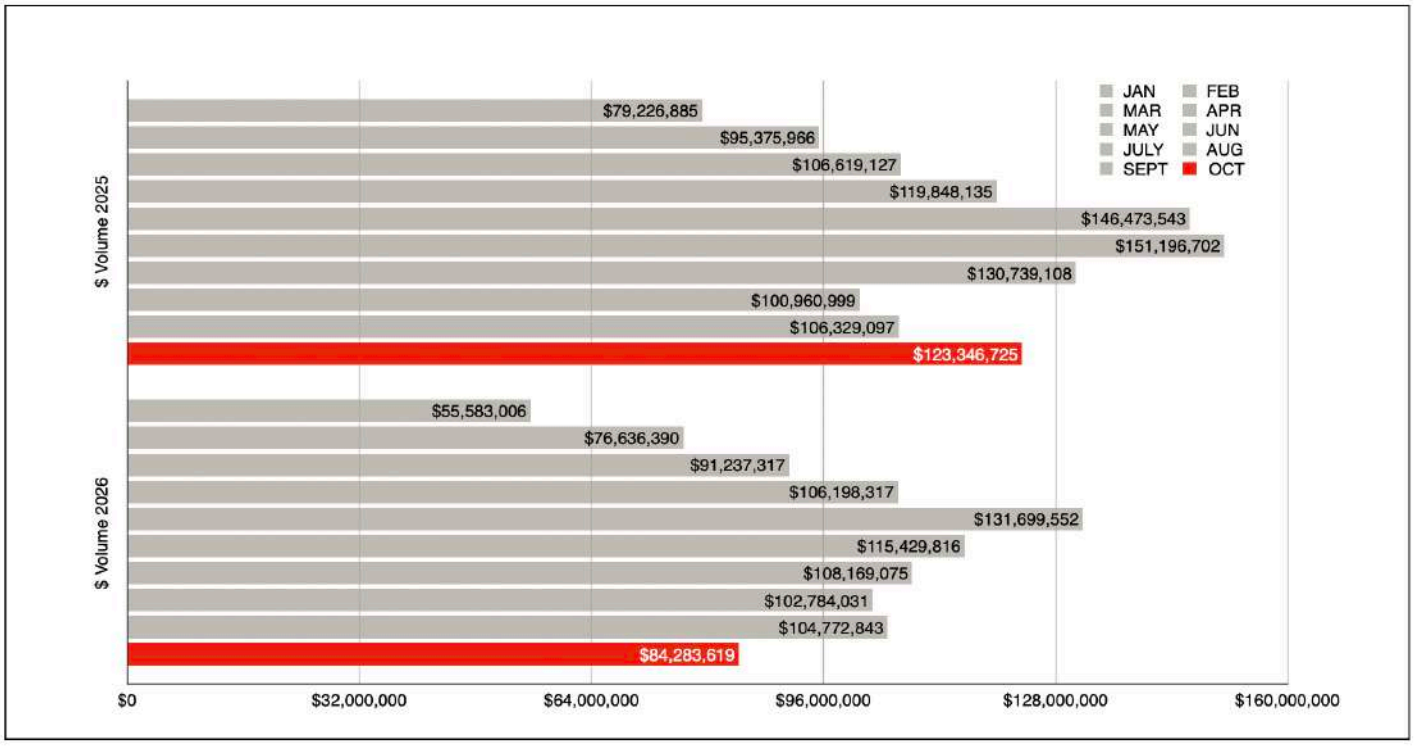


Year-Over-Year

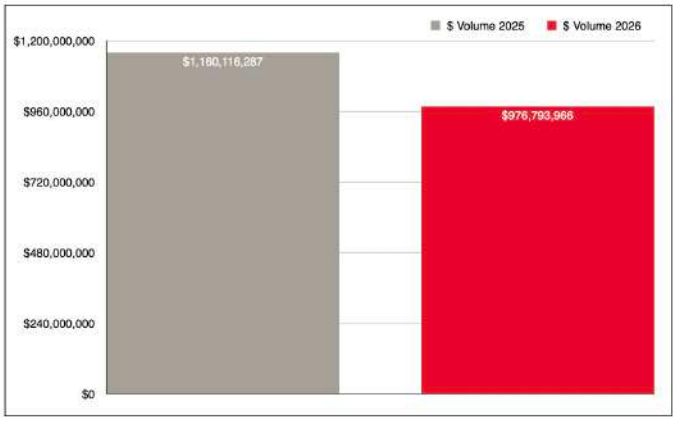


Month-Over-Month 2025 vs. 2026

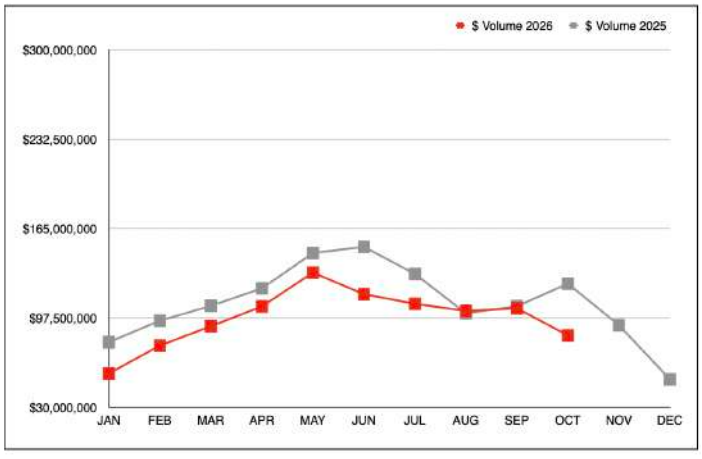
DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

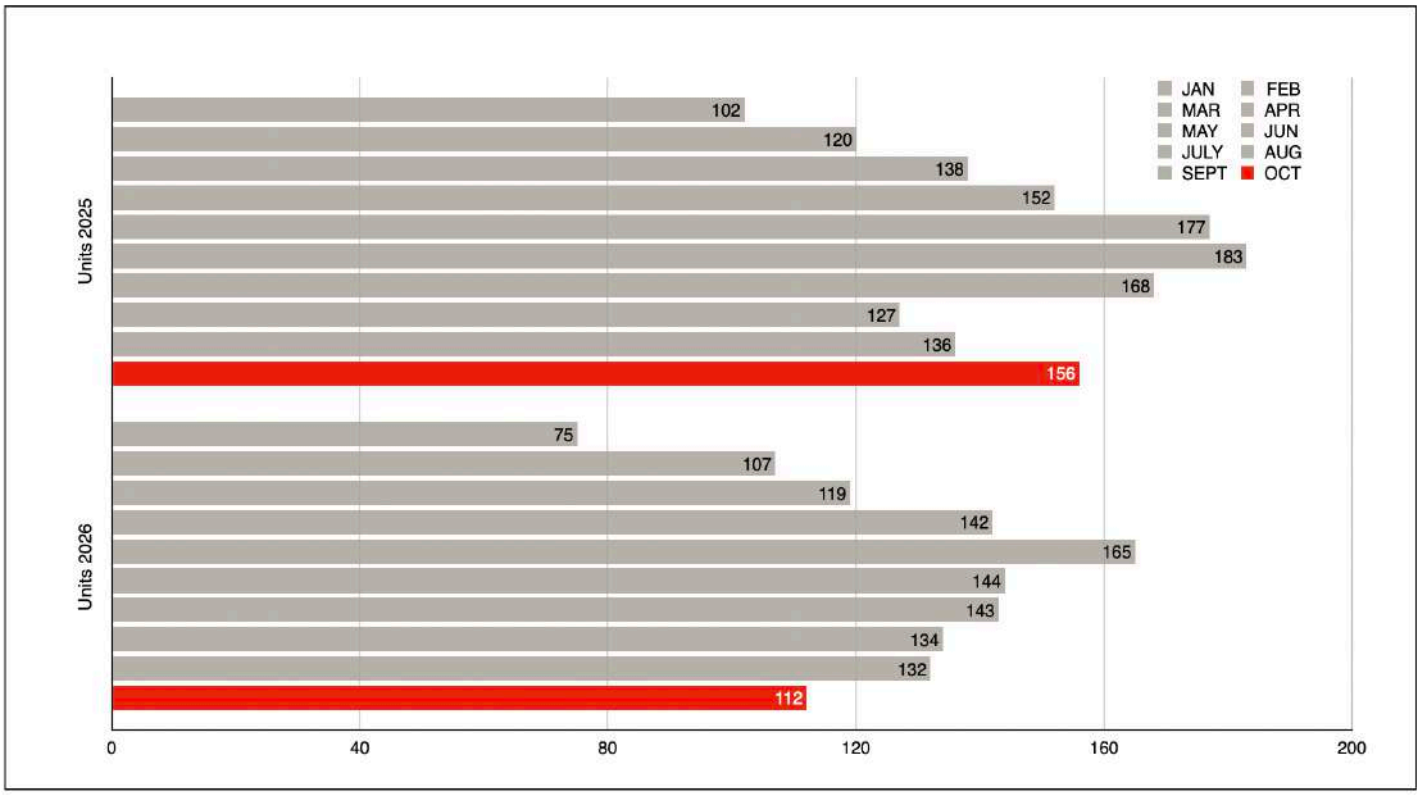


Yearly Totals 2025 vs. 2026

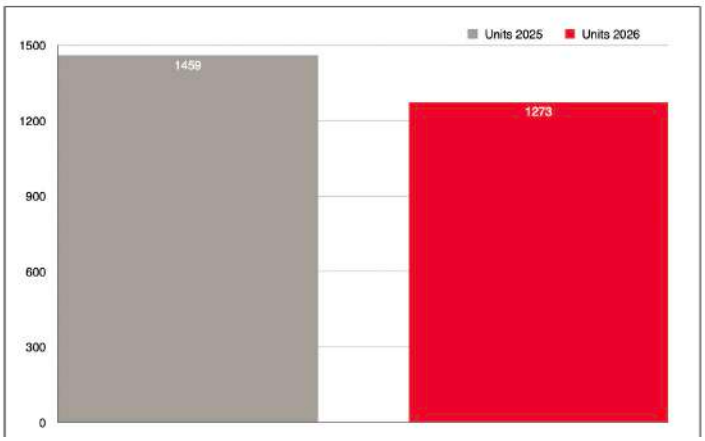


Month vs. Month 2025 vs. 2026

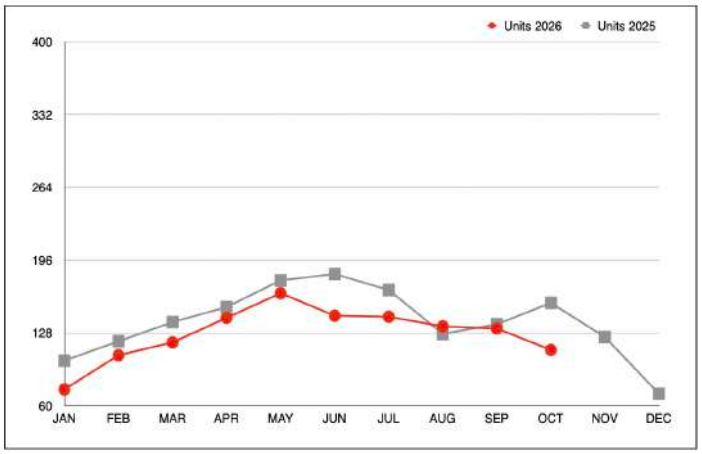
UNIT SALES



Monthly Comparison 2025 vs. 2026



Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

SALES BY TYPE

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	$757,392,532 -15.66%	$219,123,834 -15.69%	$2,395,000 -51.17%
YTD Unit Sales	875 -14.22%	398 -9.34%	5 -28.57%
YTD Average Sale Price	$865,591 -1.69%	$550,562 -7%	$479,000.00 -31.64%
October Sales Volume	$69,697,778 -32.22%	$14,585,841 -28.92%	$400,000.00 +100%
October Unit Sales	83 -30.83%	29 -19.44%	1 +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 October 31, 2026.

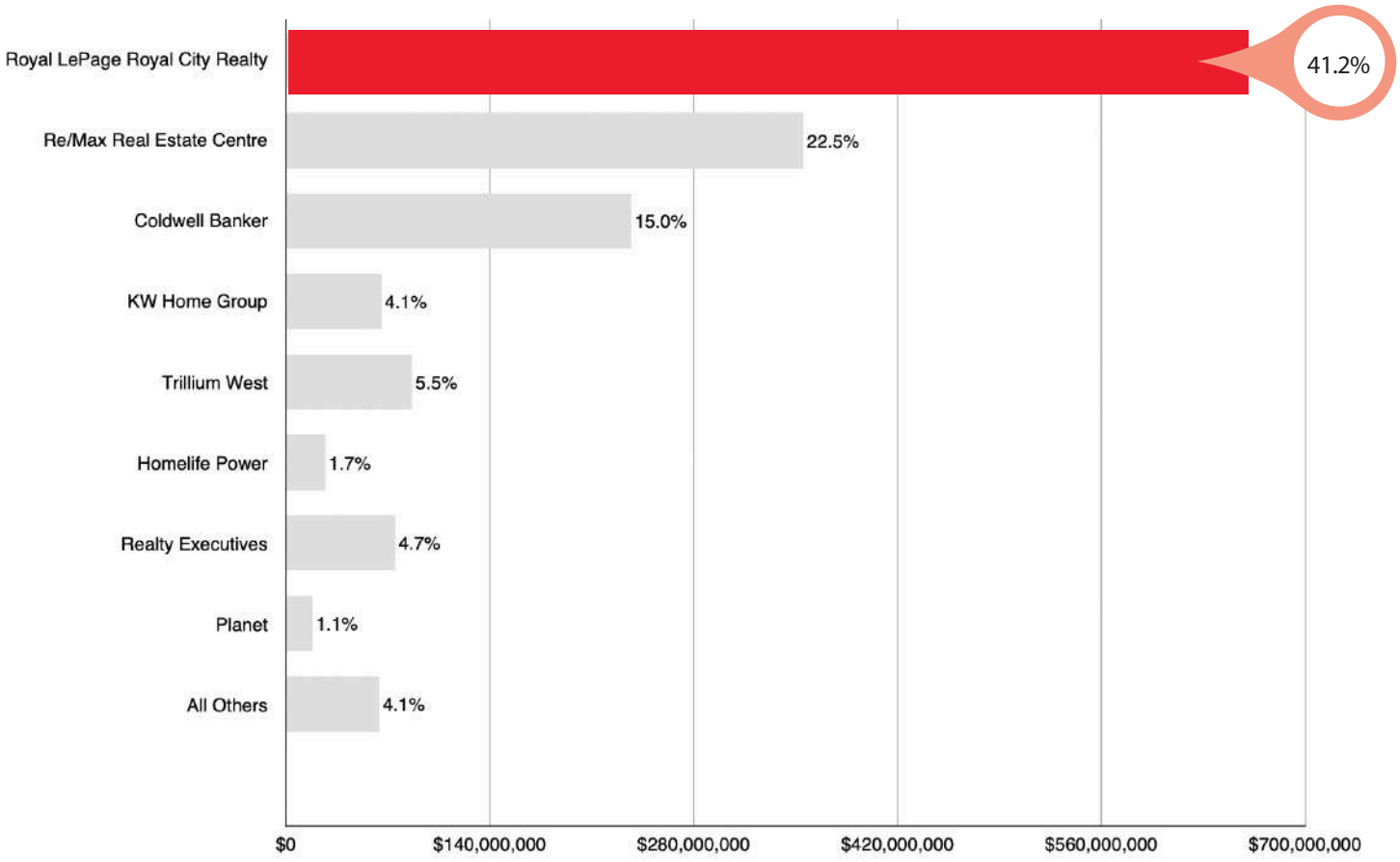
Year-Over-Year Comparison (2025 vs. 2026)

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





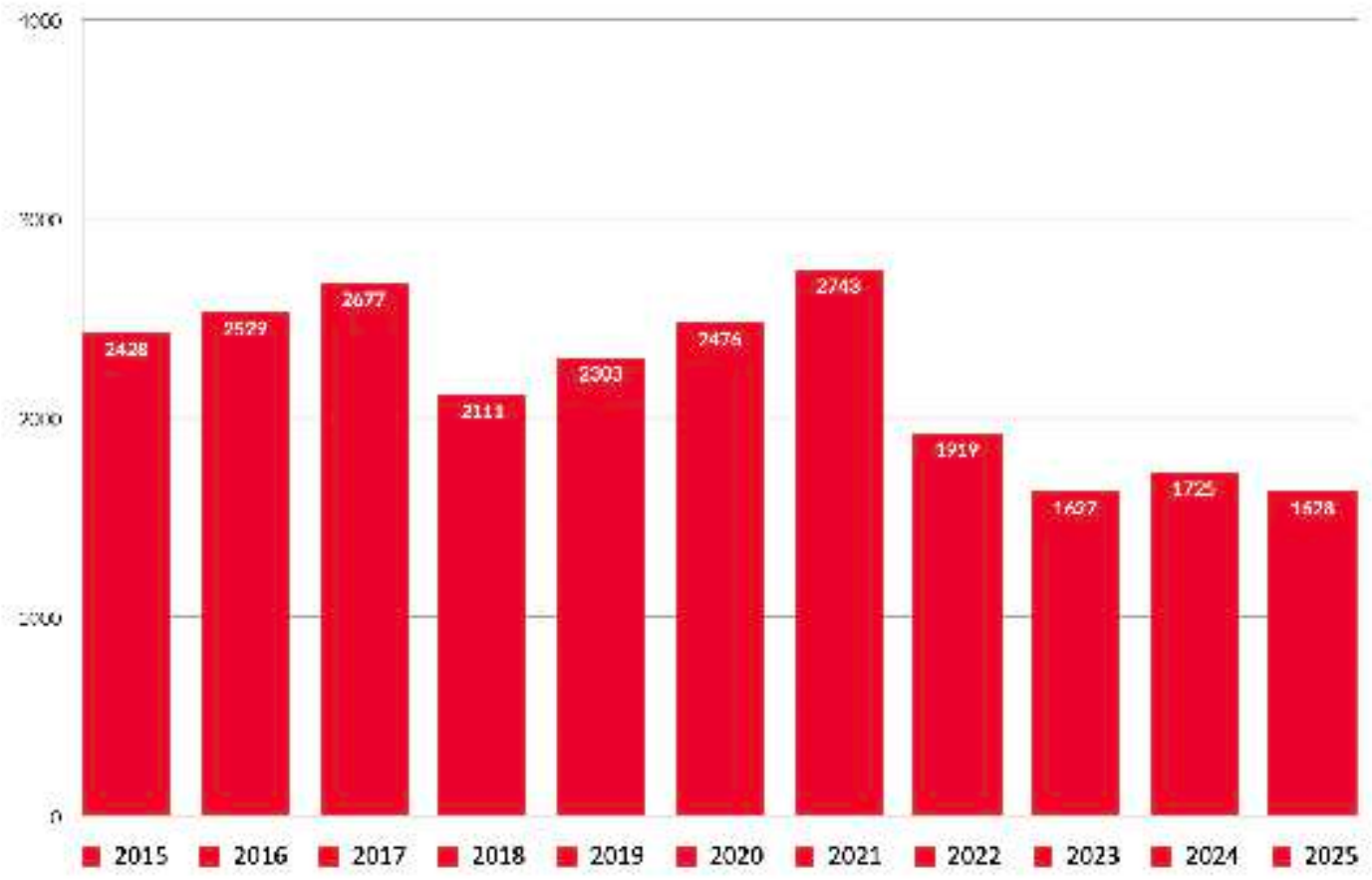
MARKET DOMINANCE



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



10 YEAR MARKET ANALYSIS



Units Sold

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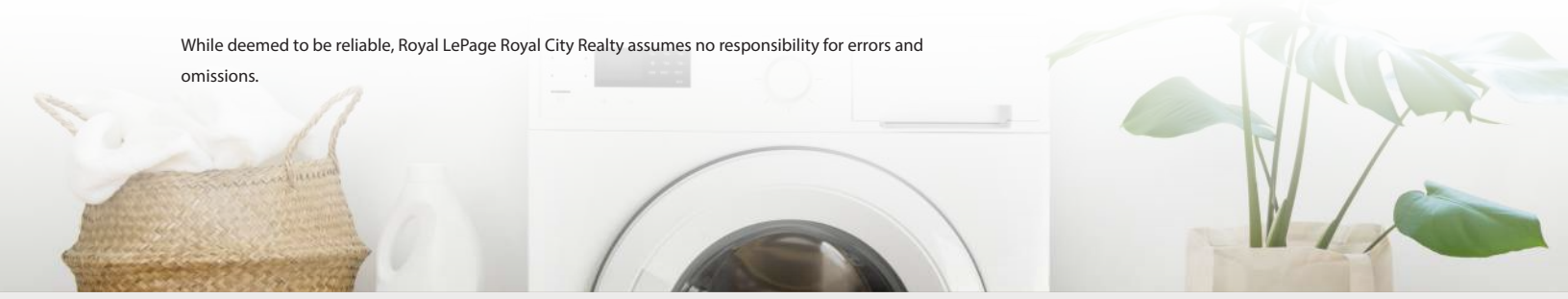

OUR LOCATIONS



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9 Mill Street E., Elora



FERGUS

519-843-1365
162 St. Andrew Street E., Fergus



GUELPH

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30 Edinburgh Road N., Guelph



ROCKWOOD

519-856-9922
118 Main Street S., Rockwood

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