



# 2026

# JANUARY

# 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

## BUYER'S MARKET

The City of Guelph's real estate market shifted firmly into buyer's market territory this period, as rising inventory outpaced slowing sales activity. The median sale price declined 7.51% to \$724,000, while the average sale price fell 6.06% to \$741,343. Sales volume dropped 37.31% to \$49.67M, driven by a 34.31% decrease in unit sales to 67 transactions. New listings surged 38.67% to 245, expanding buyer choice, while expired listings declined 17.78% to 37. With a unit sales-to-listings ratio of 27.35%, down 13.29% year over year, conditions clearly favour buyers across the Guelph market.



### January year-over-year sales volume of \$49,670,006

Down -37.31% from 2024's \$79,226,885 with unit sales of 67 down -34.31% from last January's 102. New listings of 245 are up +38.67% from a year ago, with the sales/listing ratio of 27.35% down -13.29%.



### Year-to-date sales volume of \$49,670,006

Down -37.31% from 2024's \$79,226,885 with unit sales of 67 down from 102 in 2024. New listings of 245 are up +38.67% from a year ago, with the sales/listing ratio of 27.35% down -13.29%.



### Year-to-date average sale price of \$741,343

Down from \$776,734 year ago with median sale price of \$724,000 down from \$782,750 one year ago. Average days-on-market of 46 is up 6 days from last year.

## JANUARY NUMBERS

Median Sale Price

**\$724,000**

-7.51%

Average Sale Price

**\$741,343**

-6.06%

Sales Volume

**\$49,670,006**

-37.31%

Unit Sales

**67**

-34.31%

New Listings

**245**

+38.67%

Expired Listings

**37**

-17.78%

Unit Sales/Listings Ratio

**27.35%**

-13.29%

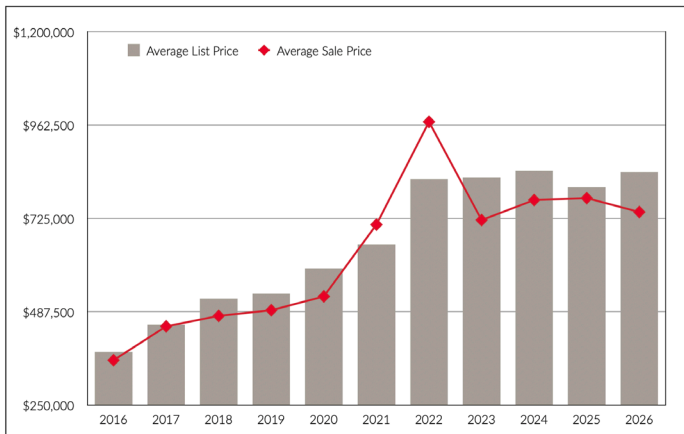
*Year-over-year comparison  
(January 2025 vs. January 2026)*

# THE MARKET IN DETAIL

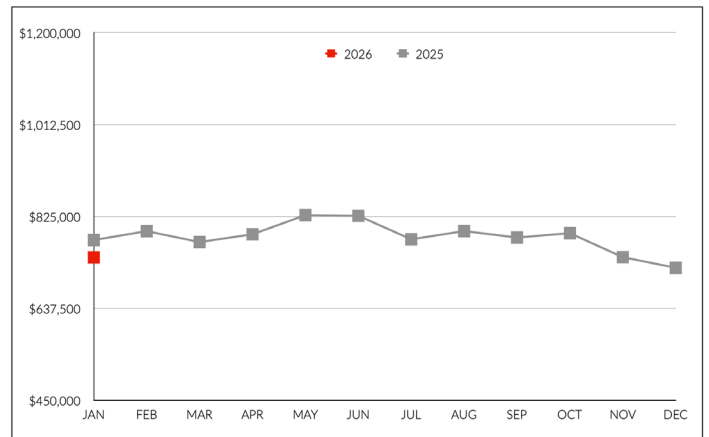
	2024	2025	2026	2025-2026
<b>YTD Volume Sales</b>	\$71,002,062	\$79,226,885	\$49,670,006	-37.31%
<b>YTD Unit Sales</b>	92	102	67	-34.31%
<b>YTD New Listings</b>	181	251	245	-2.39%
<b>YTD Sales/Listings Ratio</b>	50.83%	40.64%	27.35%	-32.71%
<b>YTD Expired Listings</b>	31	45	37	-17.78%
<b>Monthly Volume Sales</b>	\$71,002,062	\$79,226,885	\$49,670,006	-37.31%
<b>Monthly Unit Sales</b>	92	102	67	-34.31%
<b>Monthly New Listings</b>	181	251	245	-2.39%
<b>Monthly Sales/Listings Ratio</b>	50.83%	40.64%	27.35%	-32.71%
<b>Monthly Expired Listings</b>	31	45	37	-17.78%
<b>YTD Sales: \$0-\$199K</b>	0	0	0	No Change
<b>YTD Sales: \$200k-349K</b>	0	1	2	+100%
<b>YTD Sales: \$350K-\$549K</b>	15	16	12	-25%
<b>YTD Sales: \$550K-\$749K</b>	34	29	24	-17.24%
<b>YTD Sales: \$750K-\$999K</b>	32	43	22	-48.84%
<b>YTD Sales: \$1M - \$2M</b>	10	13	7	-46.15%
<b>YTD Sales: \$2M+</b>	1	0	0	No Change
<b>YTD Average Days-On-Market</b>	34.00	40.00	46.00	+15%
<b>YTD Average Sale Price</b>	\$771,762	\$776,734	\$741,343	-4.56%
<b>YTD Median Sale Price</b>	\$742,000	\$782,750	\$724,000	-7.51%

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

# AVERAGE SALE PRICE

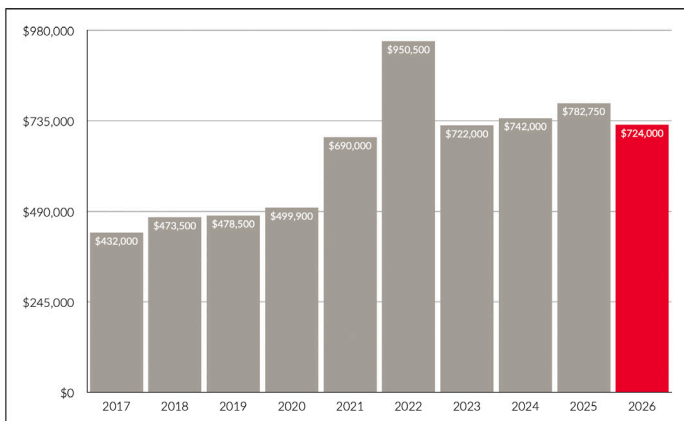


Year-Over-Year

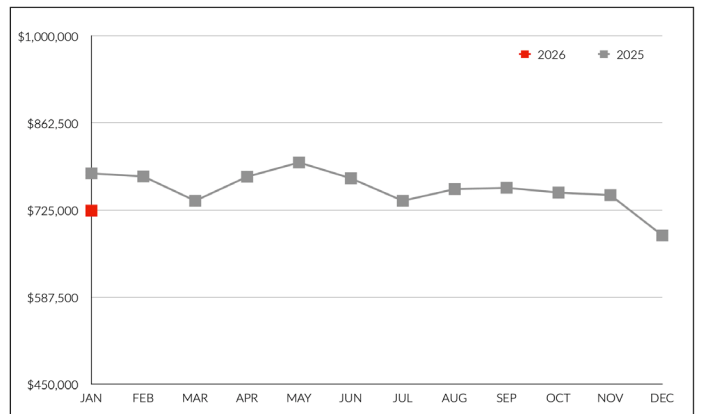


Month-Over-Month 2025 vs. 2026

# MEDIAN SALE PRICE



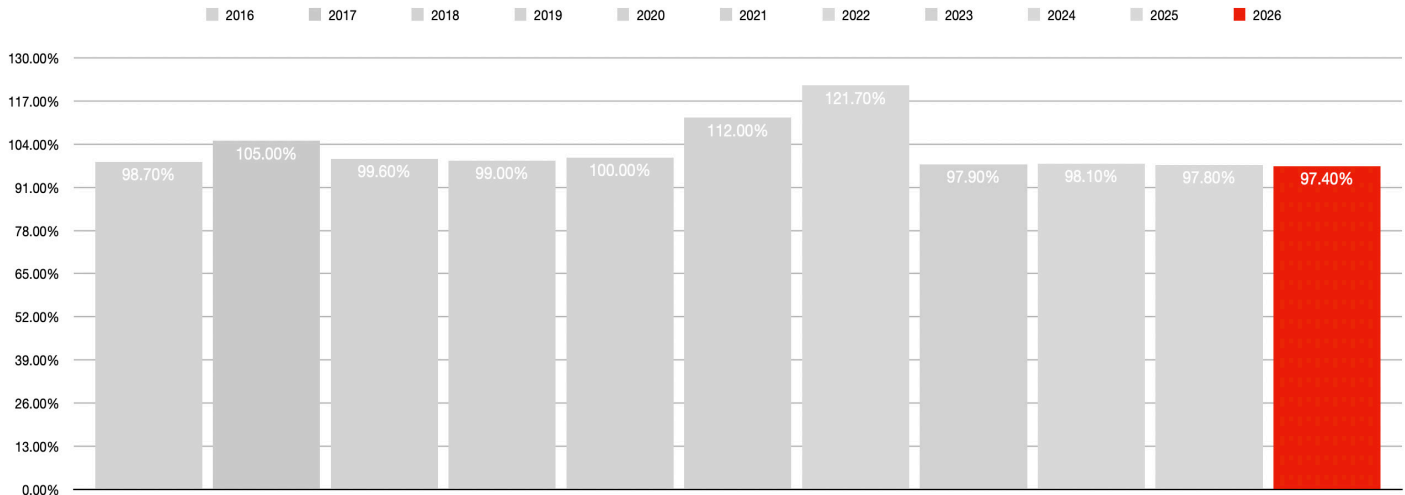
Year-Over-Year



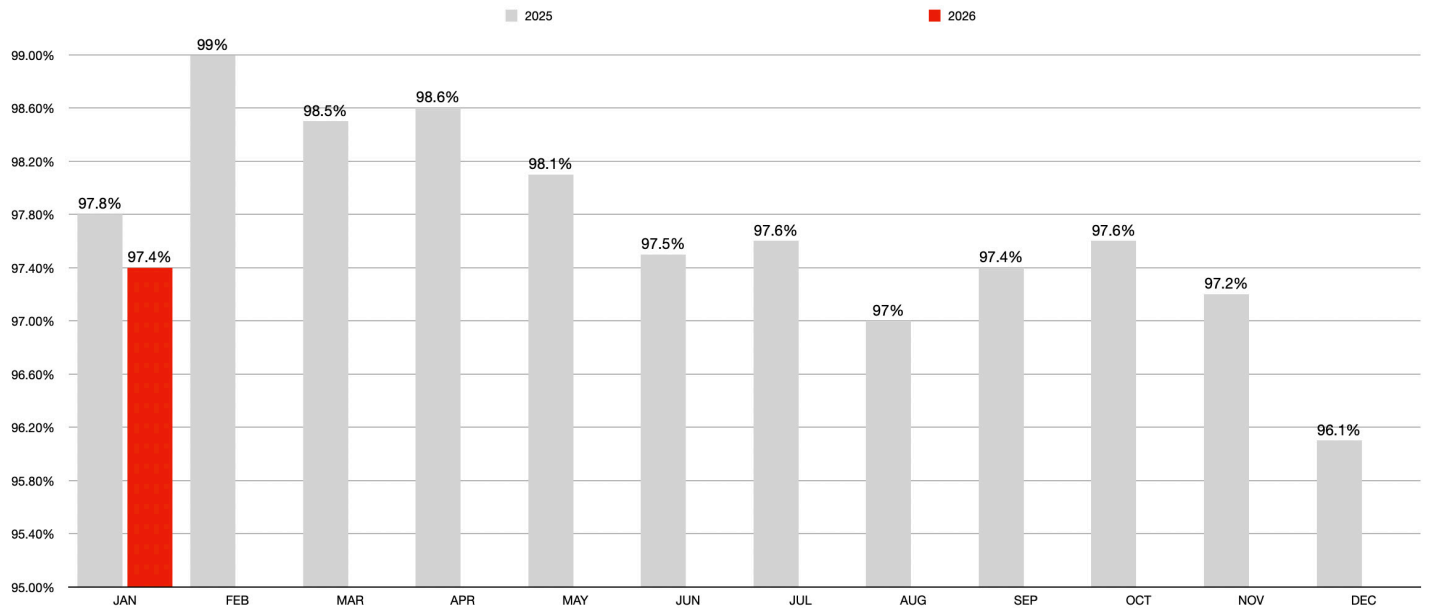
Month-Over-Month 2025 vs. 2026

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

# SALE PRICE VS. LIST PRICE RATIO

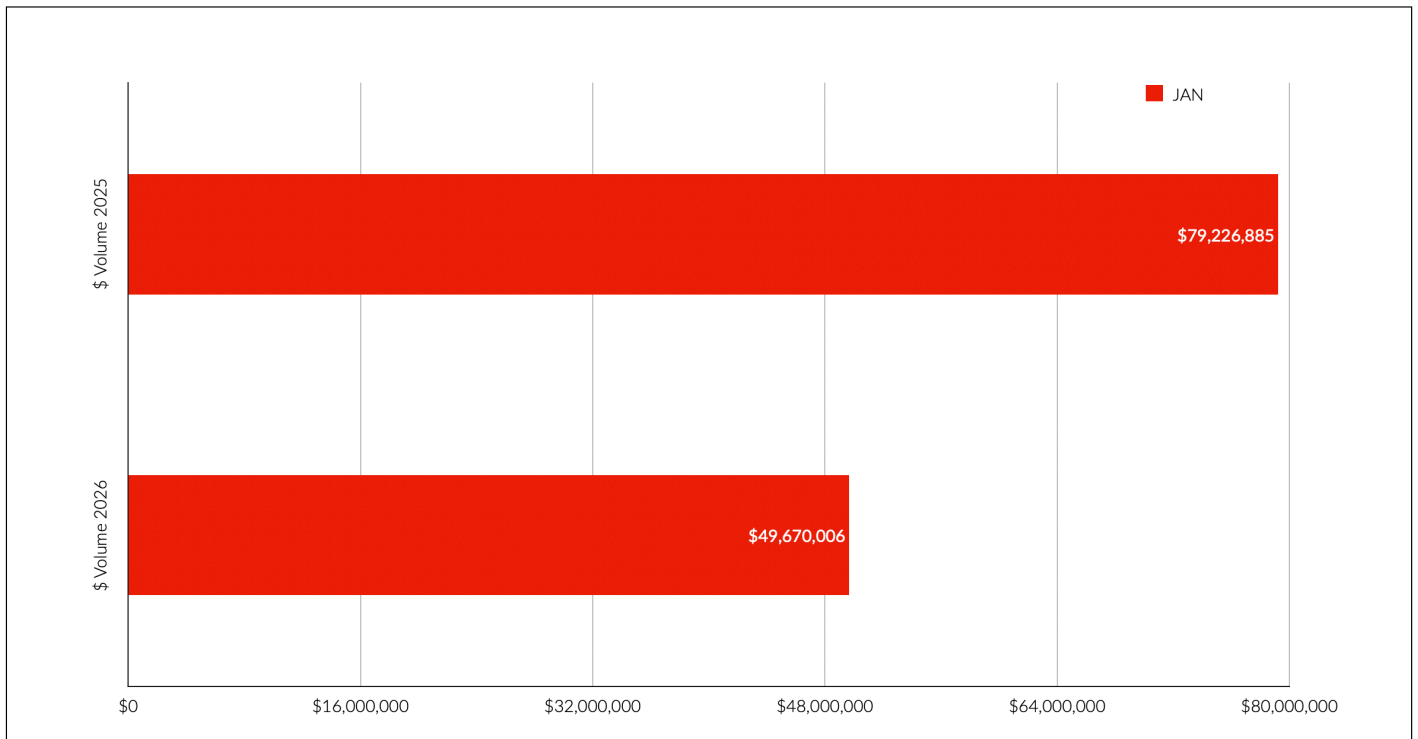


## Year-Over-Year



## Month-Over-Month 2025 vs. 2026

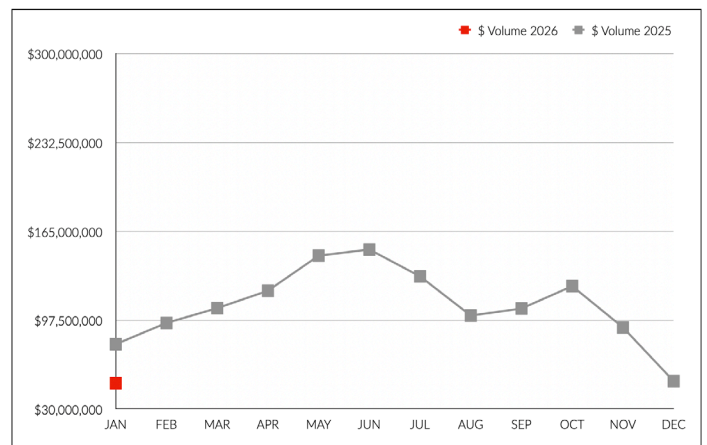
# DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

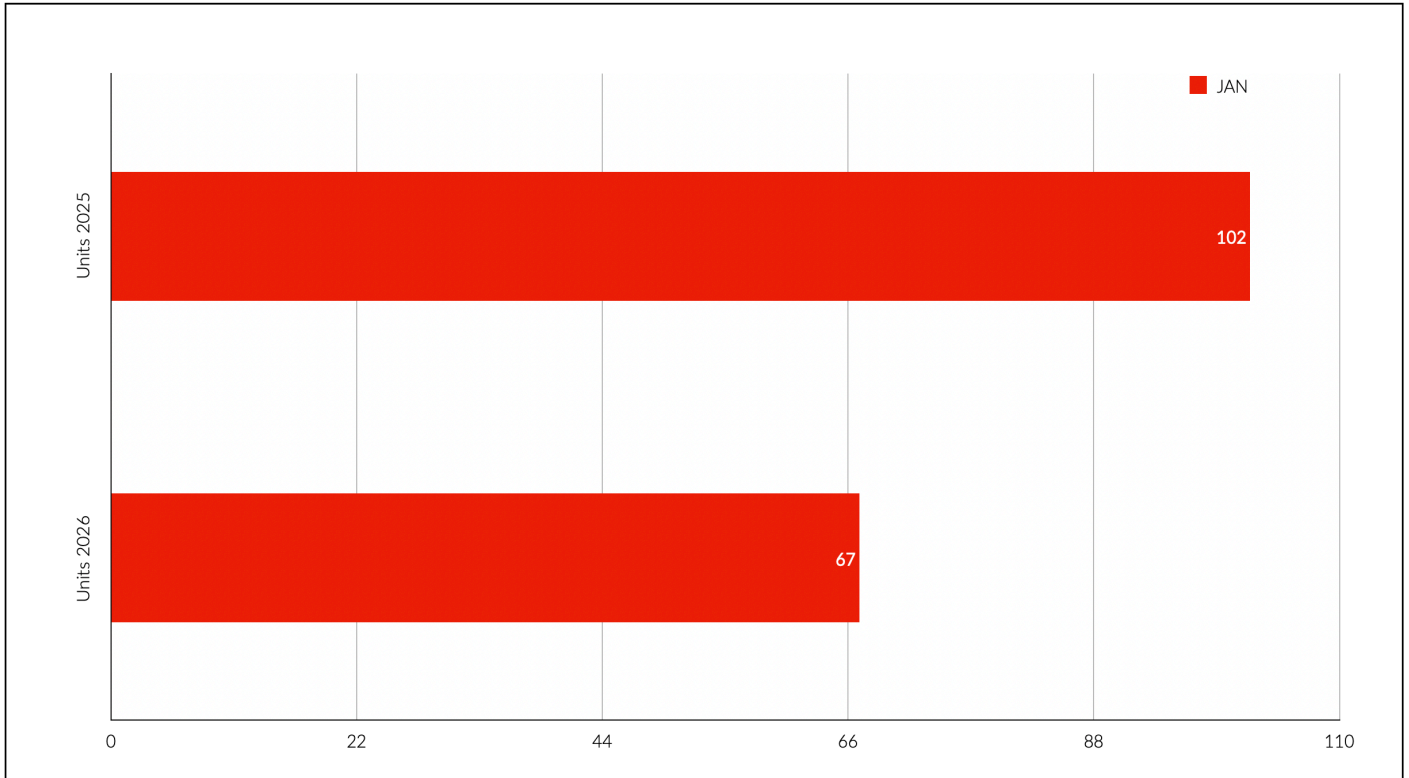


Yearly Totals 2025 vs. 2026

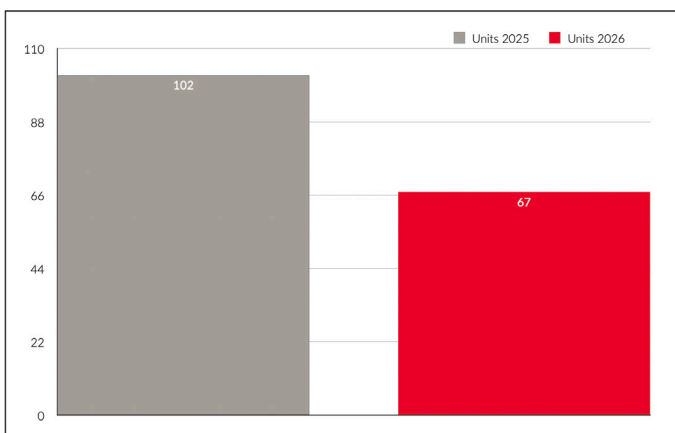


Month vs. Month 2025 vs. 2026

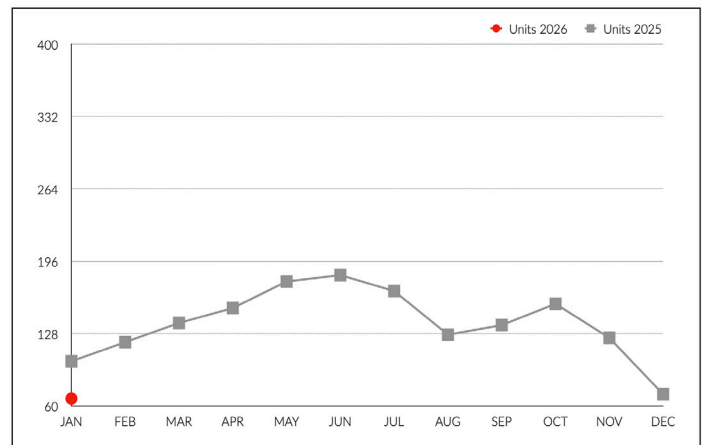
# UNIT SALES



Monthly Comparison 2025 vs. 2026



Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

# SALES BY TYPE

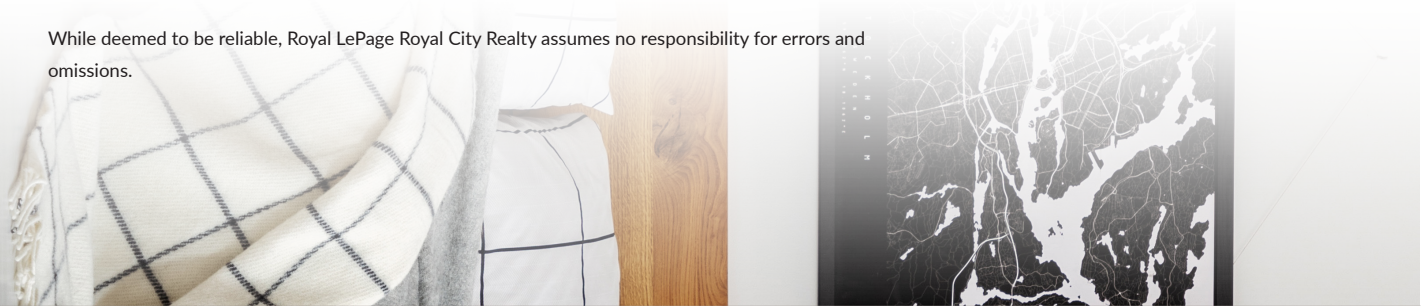


	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
YTD Sales Volume	 <b>\$34,848,730</b> -40.53%	 <b>\$14,821,276</b> -28.15%	 <b>\$0</b> -100%
YTD Unit Sales	 <b>41</b> -39.71%	 <b>26</b> -23.53%	 <b>0</b> -100%
YTD Average Sale Price	 <b>\$849,969</b> -1.37%	 <b>\$570,049</b> -6.05%	 <b>\$0</b> -100%
January Sales Volume	 <b>\$34,848,730</b> -40.53%	 <b>\$14,821,276</b> -28.15%	 <b>\$0</b> -100%
January Unit Sales	 <b>41</b> -39.71%	 <b>26</b> -23.53%	 <b>0</b> -100%

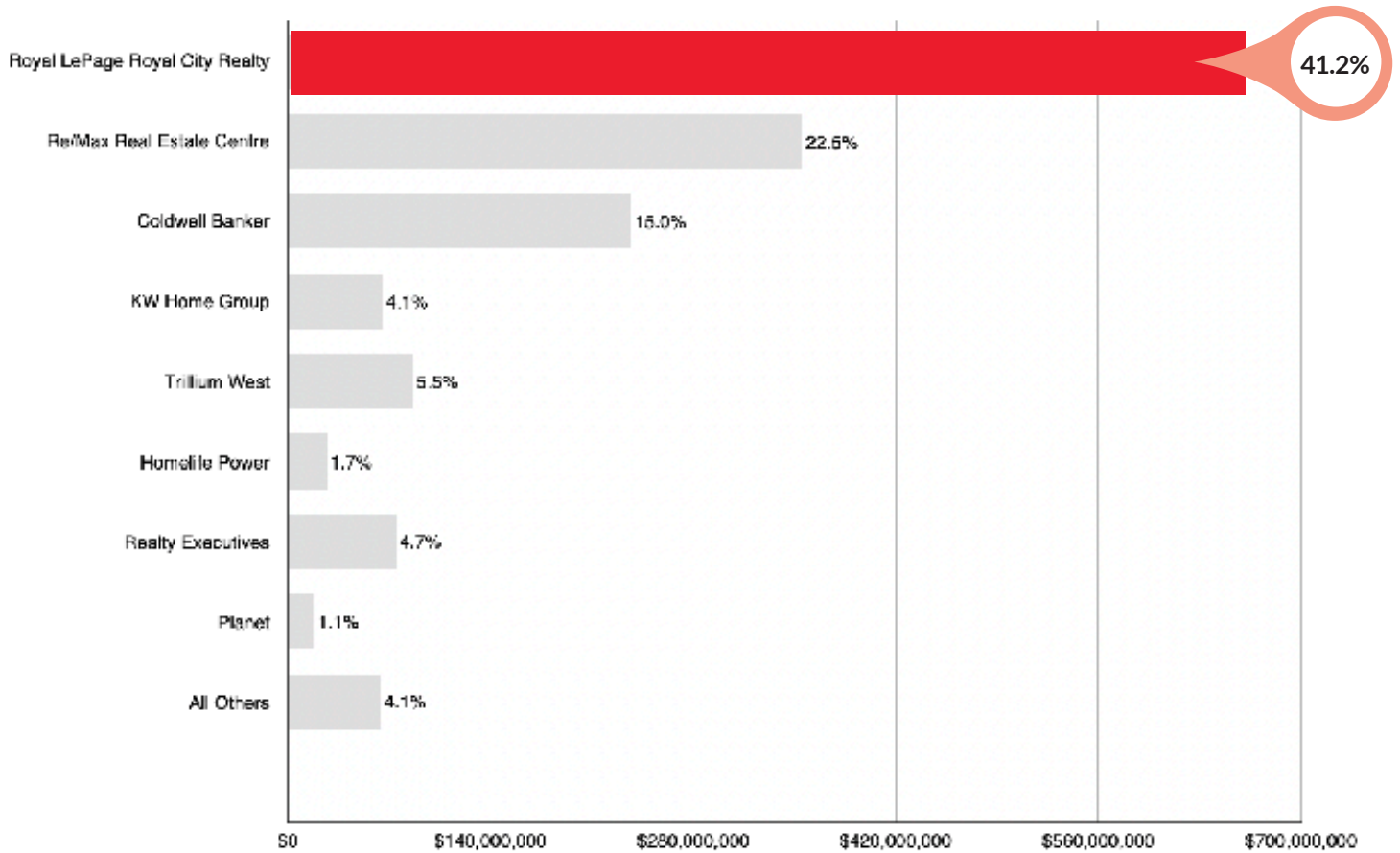
NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of February 1, 2026.

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

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



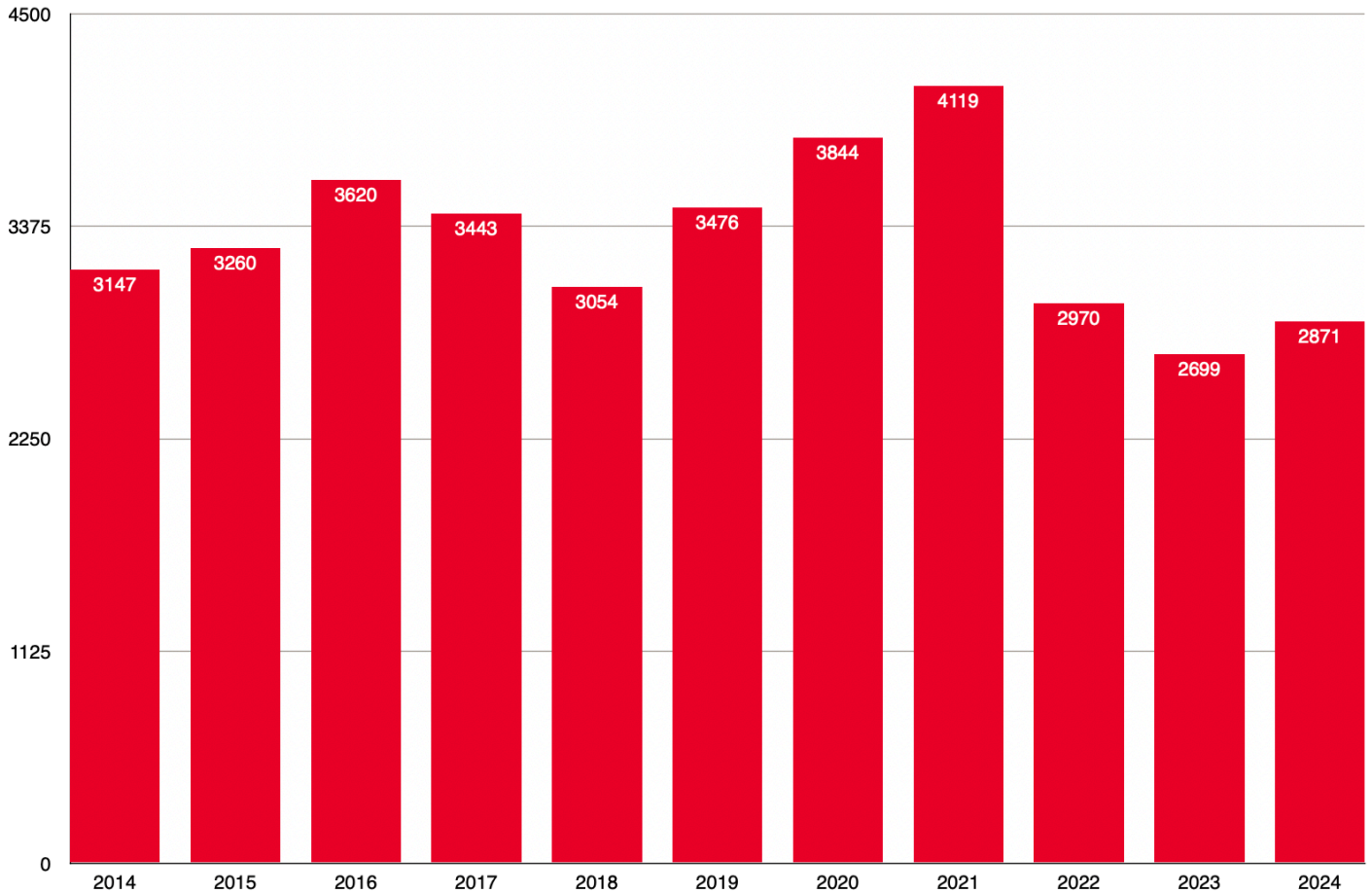
# MARKET DOMINANCE



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



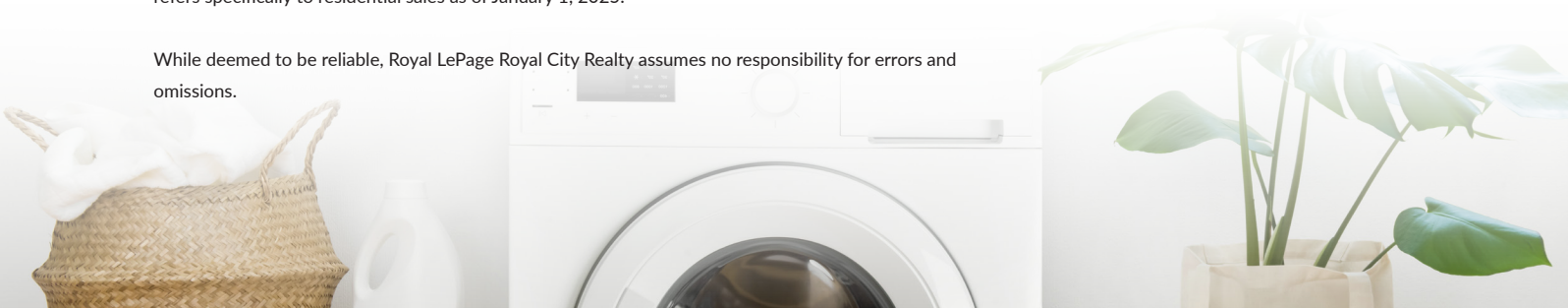
# 10 YEAR MARKET ANALYSIS



## 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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