



# 2026

# APRIL

## CITY OF GUELPH

# Real Estate Market Report



**ROYAL CITY REALTY**  
BROKERAGE



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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 this period, as declining sales activity and a surge in new inventory continued to favour purchasers. The median sale price dropped 5.47% to \$735,000, while the average sale price decreased 5.15% to \$747,875, reflecting widespread price softening. Sales volume fell 11.39% to \$106.20M, driven by a 6.58% decline in unit sales to 142 transactions. Meanwhile, new listings jumped 16.93% to 399 and expired listings surged 48.28% to 43, highlighting increased competition and slower absorption across the market. With a unit sales-to-listings ratio of 35.59%, down 5.94% year over year and below the 39% threshold, conditions continue to favour buyers throughout the City of Guelph.



### April year-over-year sales volume of \$106,198,317

Down -11.39% from 2025's \$119,848,135 with unit sales of 142 down -6.58% from last April's 152. New listings of 399 are up +16.93% from a year ago, with the sales/listing ratio of 35.59% down -5.94%.



### Year-to-date sales volume of \$329,655,030

Down -17.81% from 2025's \$401,070,113 with unit sales of 443 down from 512 in 2025. New listings of 1,231 are up +19.1% from a year ago, with the sales/listing ratio of 35.99% down -6.79%.



### Year-to-date average sale price of \$741,599

Down from \$783,153 one year ago with median sale price of \$725,000 down from \$777,750 one year ago. Average days-on-market of 39 is up 10 days from last year.

## APRIL NUMBERS

Median Sale Price  
**\$735,000**  
-5.47%

Average Sale Price  
**\$747,875**  
-5.15%

Sales Volume  
**\$106,198,317**  
-11.39%

Unit Sales  
**142**  
-6.58%

New Listings  
**399**  
+16.93%

Expired Listings  
**43**  
+48.28%

Unit Sales/Listings Ratio  
**35.59%**  
-5.94%

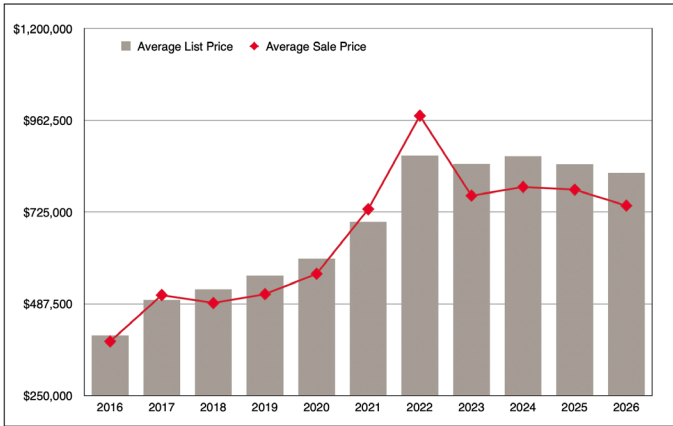
*Year-over-year comparison  
(April 2025 vs. April 2026)*

# THE MARKET IN DETAIL

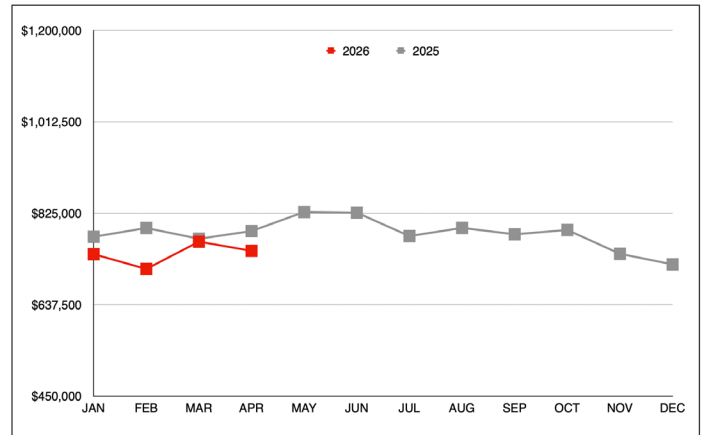
|                              | 2024          | 2025          | 2026          | 2025-2026 |
|------------------------------|---------------|---------------|---------------|-----------|
| YTD Volume Sales             | \$452,300,580 | \$401,070,113 | \$329,655,030 | -17.81%   |
| YTD Unit Sales               | 571           | 512           | 443           | -13.48%   |
| YTD New Listings             | 1,005         | 1,197         | 1,231         | +2.84%    |
| YTD Sales/Listings Ratio     | 56.82%        | 42.77%        | 35.99%        | -15.87%   |
| YTD Expired Listings         | 71            | 117           | 187           | +59.83%   |
| Monthly Volume Sales         | \$134,935,337 | \$119,848,135 | \$106,198,317 | -11.39%   |
| Monthly Unit Sales           | 168           | 152           | 142           | -6.58%    |
| Monthly New Listings         | 313           | 366           | 399           | +9.02%    |
| Monthly Sales/Listings Ratio | 53.67%        | 41.53%        | 35.59%        | -14.31%   |
| Monthly Expired Listings     | 11            | 29            | 43            | +48.28%   |
| YTD Sales: \$0-\$199K        | 0             | 0             | 0             | No Change |
| YTD Sales: \$200k-349K       | 2             | 4             | 10            | +150%     |
| YTD Sales: \$350K-\$549K     | 82            | 85            | 91            | +7.06%    |
| YTD Sales: \$550K-\$749K     | 187           | 141           | 150           | +6.38%    |
| YTD Sales: \$750K-\$999K     | 212           | 210           | 132           | -37.14%   |
| YTD Sales: \$1M - \$2M       | 85            | 69            | 60            | -13.04%   |
| YTD Sales: \$2M+             | 3             | 3             | 0             | -100%     |
| YTD Average Days-On-Market   | 25.75         | 29.25         | 39.00         | +33.33%   |
| YTD Average Sale Price       | \$790,074     | \$783,153     | \$741,599     | -5.31%    |
| YTD Median Sale Price        | \$761,750     | \$777,750     | \$725,000     | -6.78%    |

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

# AVERAGE SALE PRICE

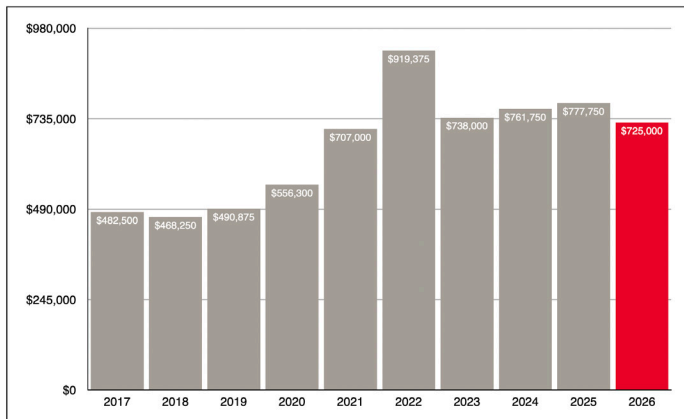


Year-Over-Year

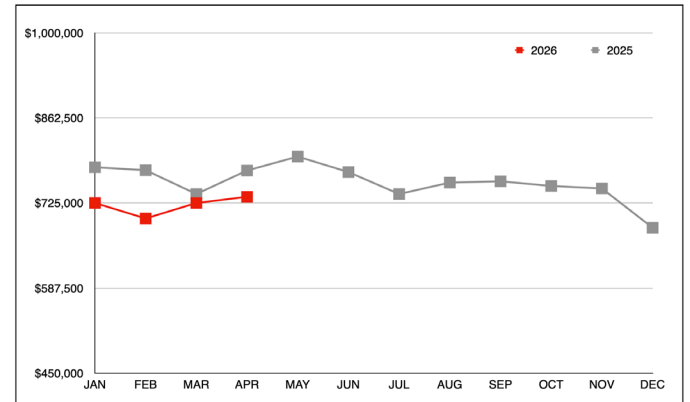


Month-Over-Month 2025 vs. 2026

# MEDIAN SALE PRICE



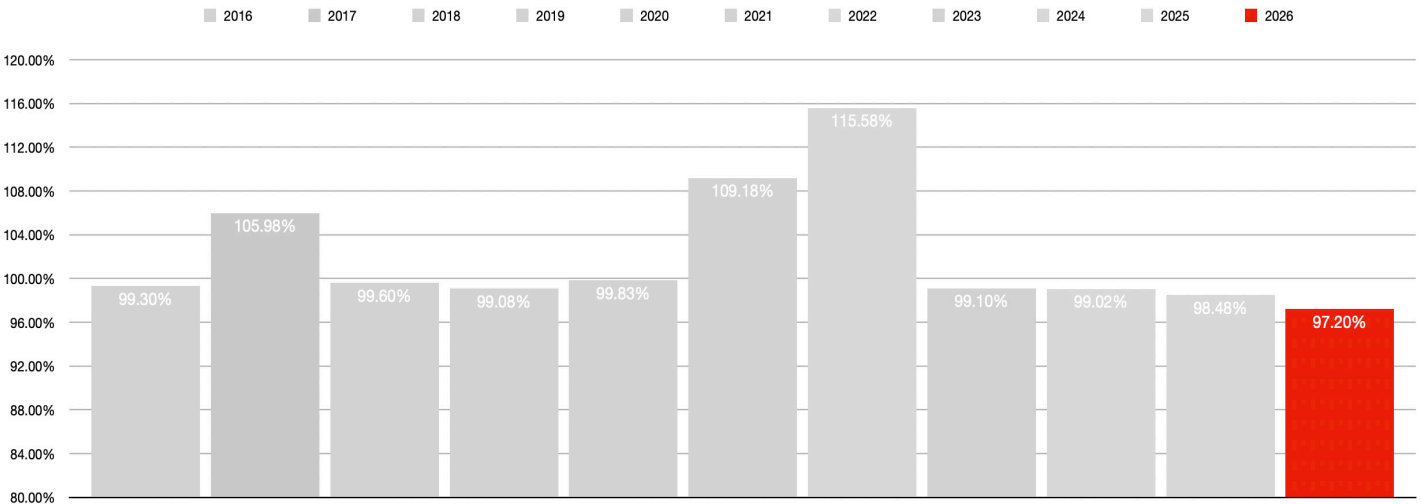
Year-Over-Year



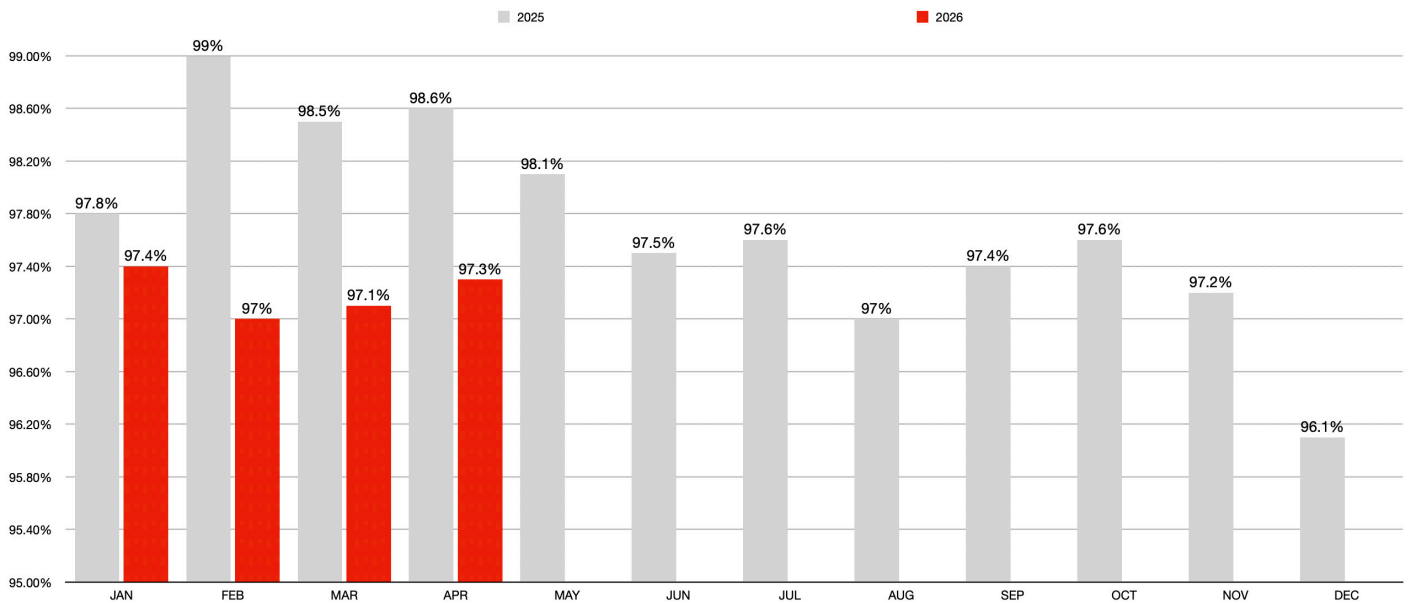
Month-Over-Month 2025 vs. 2026

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

# SALE PRICE VS. LIST PRICE RATIO

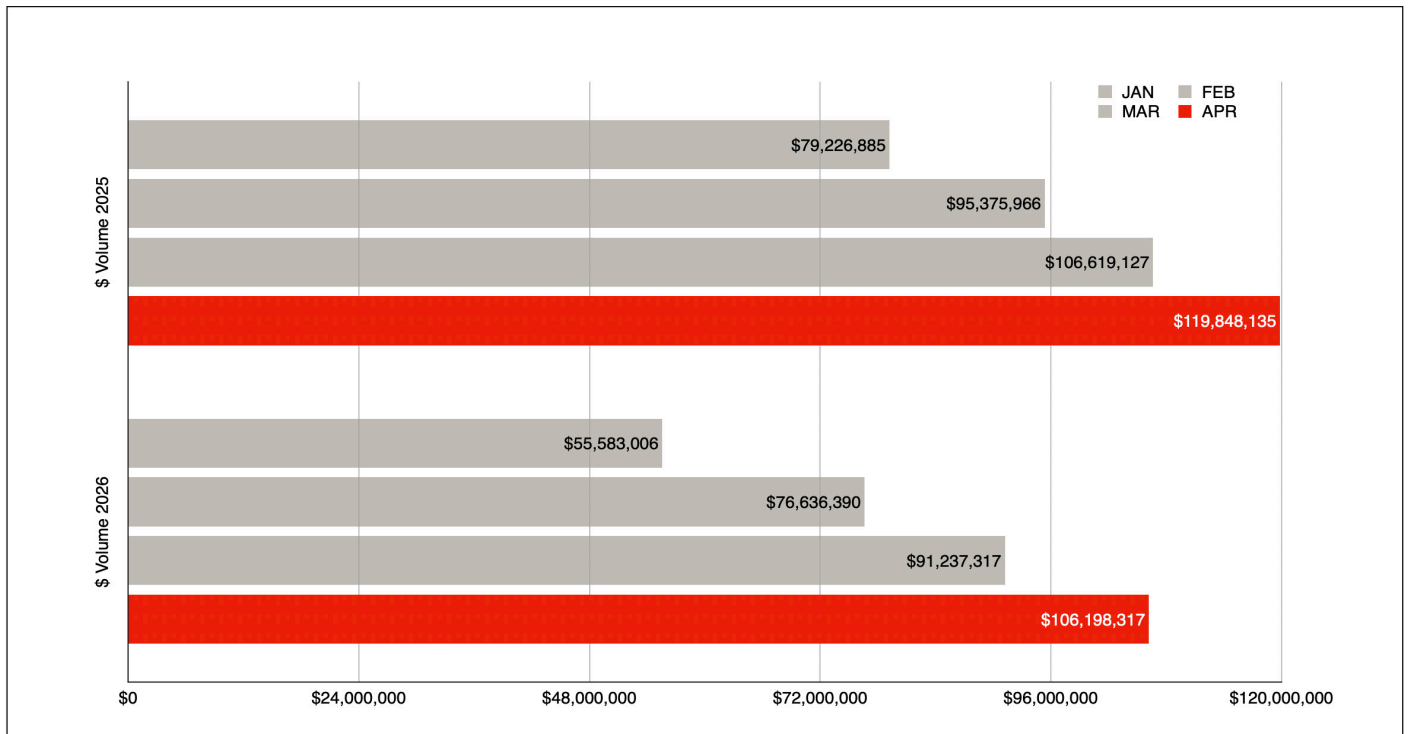


## Year-Over-Year

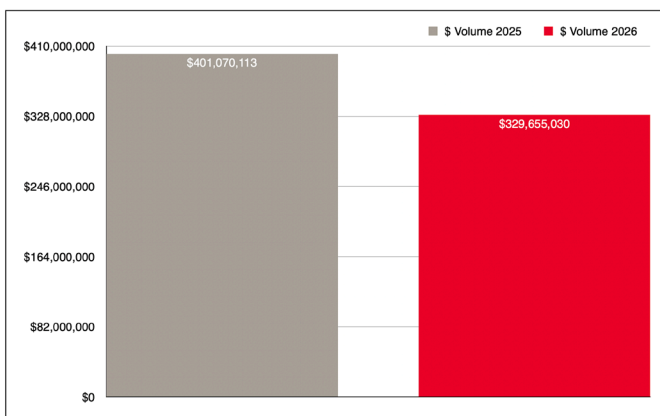


## Month-Over-Month 2025 vs. 2026

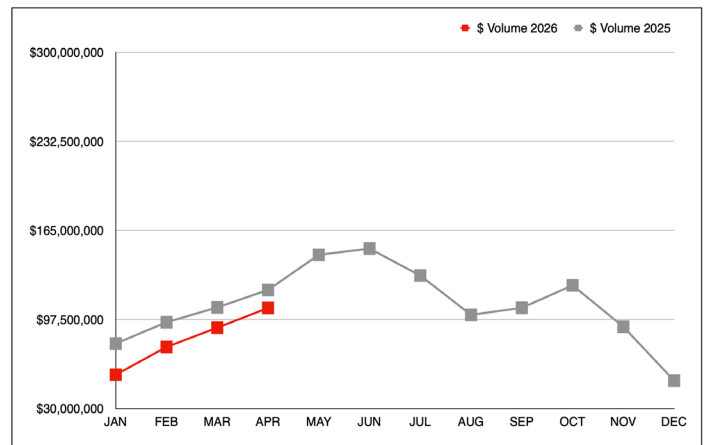
# DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

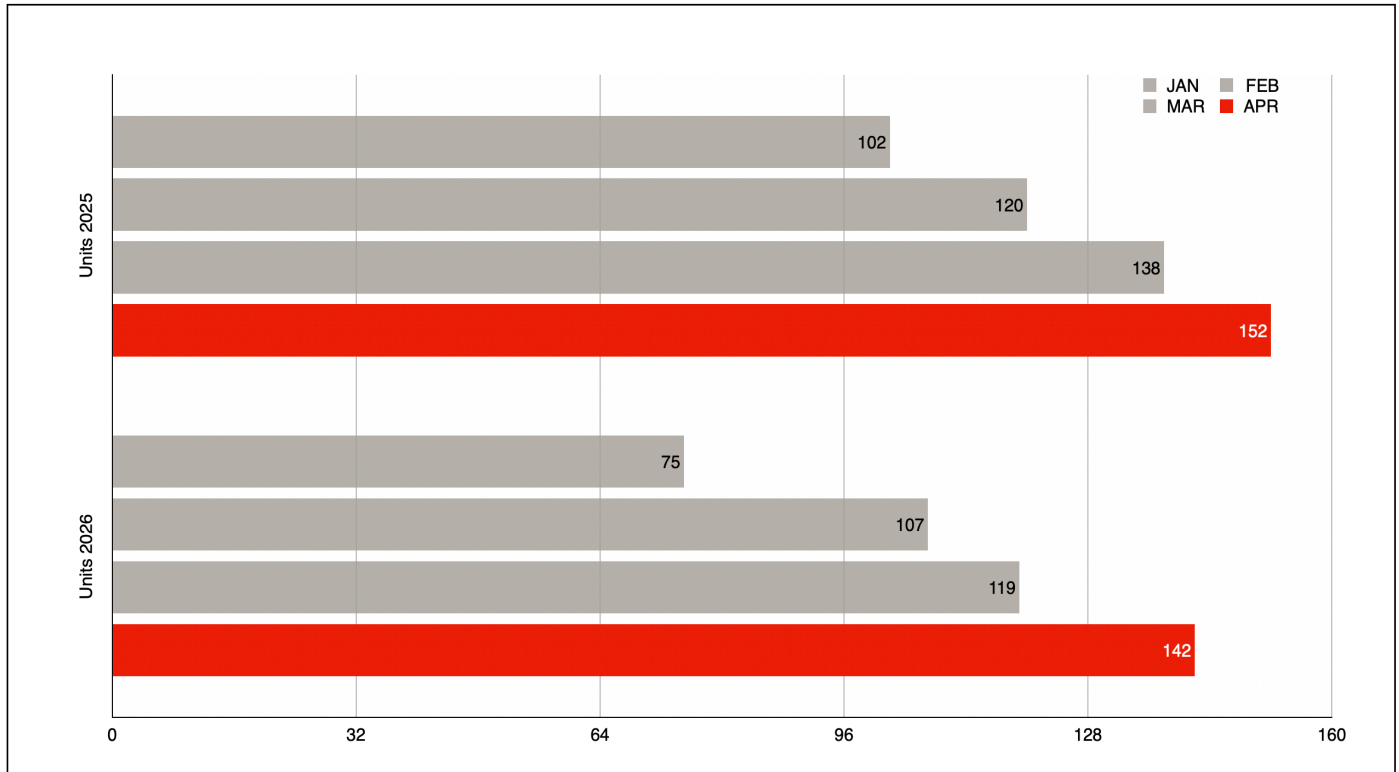


Yearly Totals 2025 vs. 2026

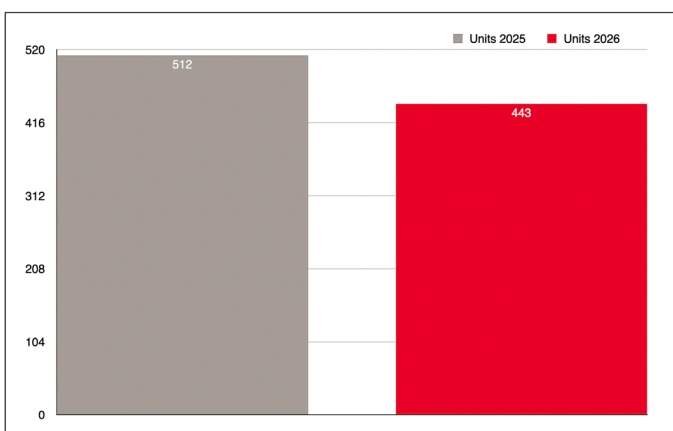


Month vs. Month 2025 vs. 2026

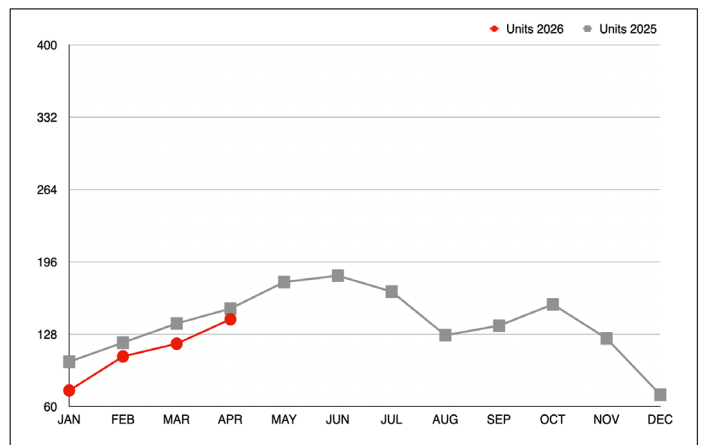
# UNIT SALES



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       | \$248,192,622<br>-15.24% | \$80,872,408<br>-25.29% | \$345,000<br>-89.93%    |
| YTD Unit Sales         | 292<br>-11.78%           | 151<br>-16.57%          | 1<br>-80%               |
| YTD Average Sale Price | \$849,975<br>-3.92%      | \$535,579<br>-10.45%    | \$345,000.00<br>-49.64% |
| April Sales Volume     | \$83,466,417<br>-5.68%   | \$22,731,900<br>-27.5%  | \$0<br>-100%            |

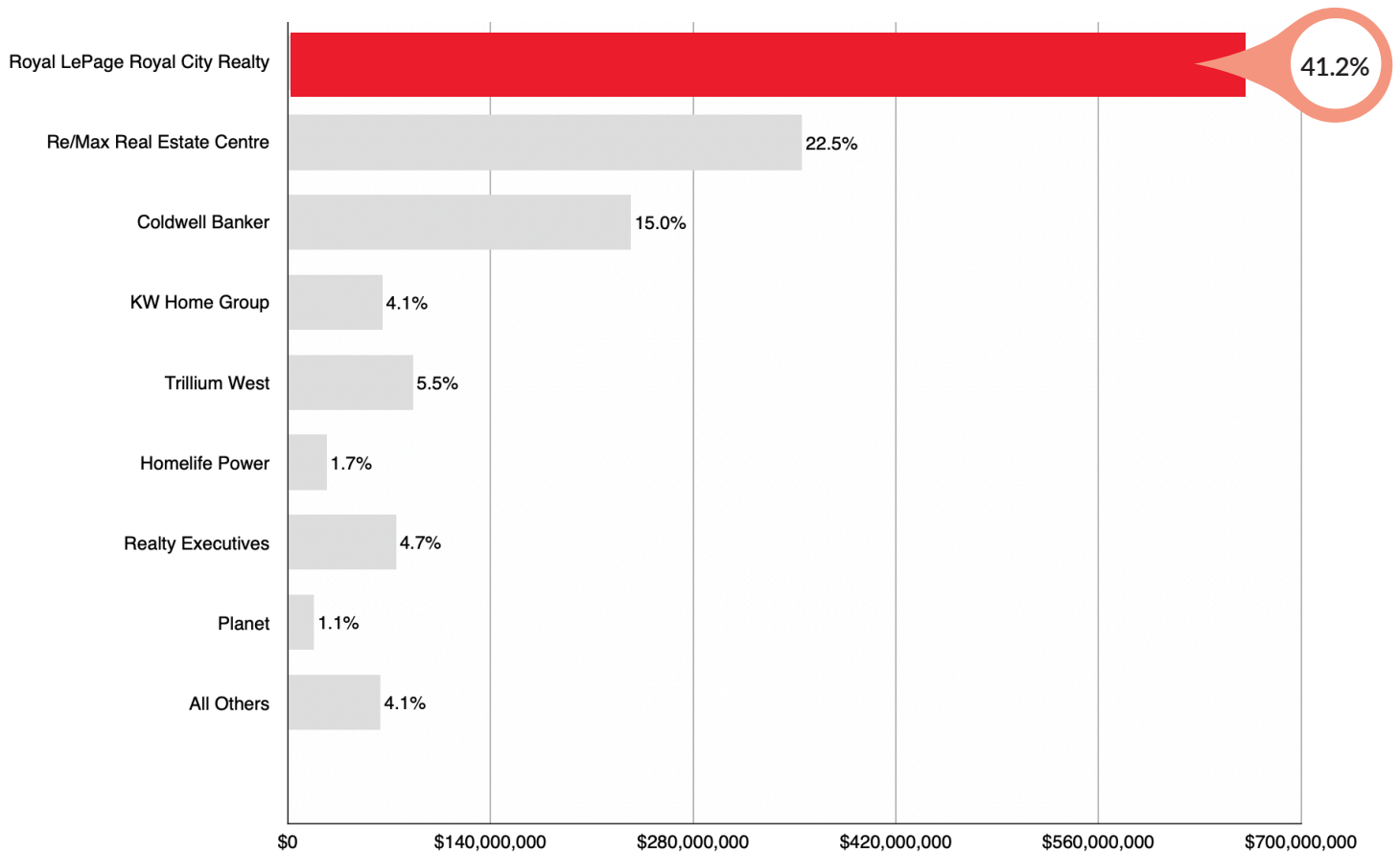


NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of April 1, 2026.

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

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

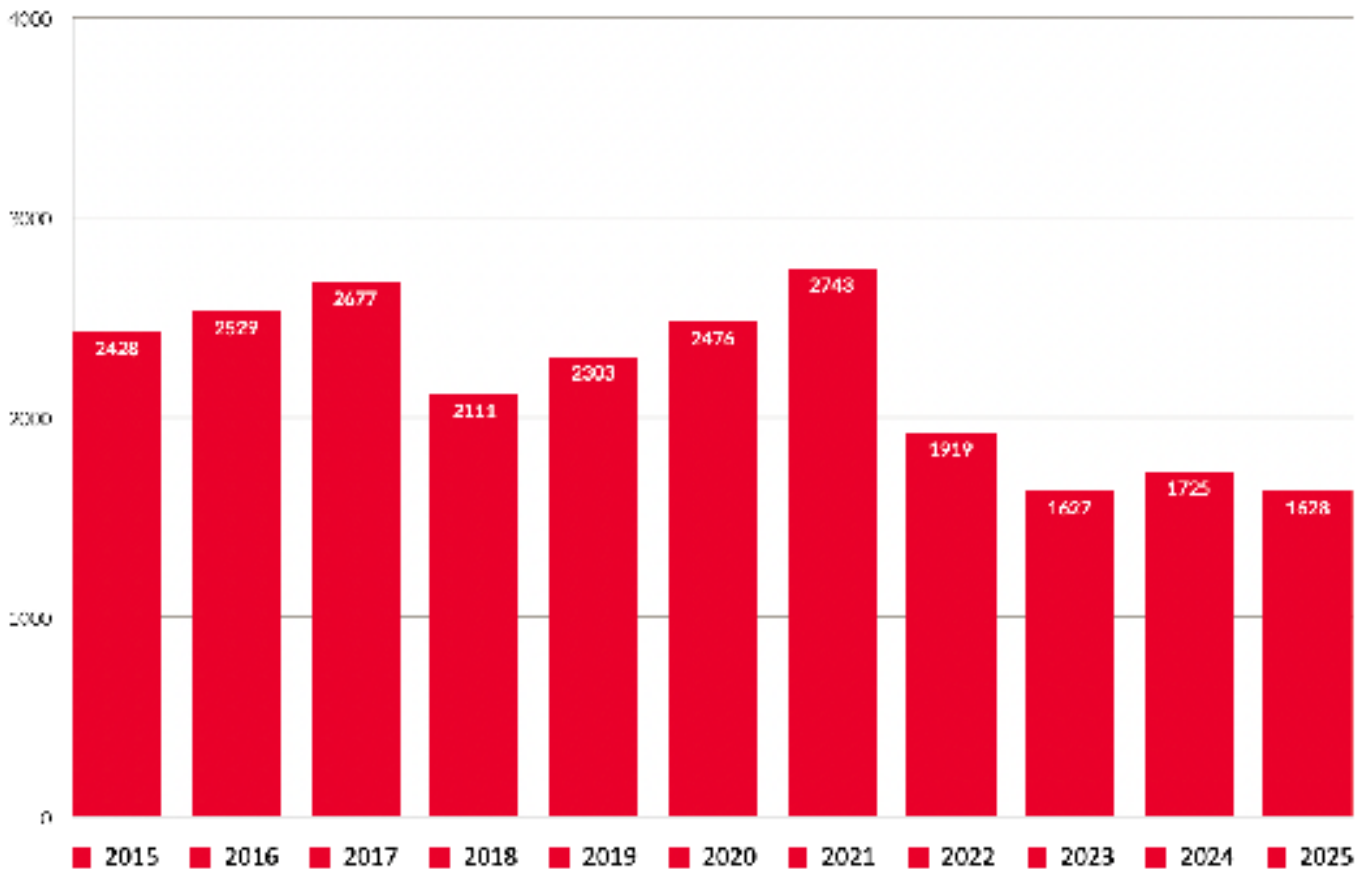
# MARKET DOMINANCE



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