



2021 JANUARY

WELLINGTON COUNTY Real Estate Market Report



OVERVIEW

SELLER'S MARKET

The Wellington County real estate market remains robust and driven by significant demand up and down the price spectrum. First-time buyers are motivated by historically low-interest rates, while migration from Toronto and its surrounding area has driven demand for higher price ranges with people looking for greater affordability and space. But a lack of inventory continues to hold back the market across the County. As a result, prices are up substantially and demand persists.



January year-over-year sales volume of \$157,472,562

Up 41.82% from 2020's \$111,038,027 with unit sales of 220 up 12.82% from last January's 195. New listings of 307 are down 10.23% from a year ago, with the sales/listing ratio of 71.66% up 14.64%.



Year-to-date sales volume of \$157,472,562

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Year-to-date average sale price of \$779,477

Up from \$572,361 one year ago with median sale price of \$685,000 up from \$503,000 one year ago. Average days-on-market of 19 is down 12 days from last year.

JANUARY NUMBERS

Median Sale Price

\$685,000

+36.18%

Sales Volume

\$157,472,562

+41.82%

Unit Sales

220

+12.82%

New Listings

307

-10.23%

Expired Listings

14

-65.85%

Unit Sales/Listings Ratio

71.66%

+14.64%

*Year-over-year comparison
(January 2021 vs. January 2020)*

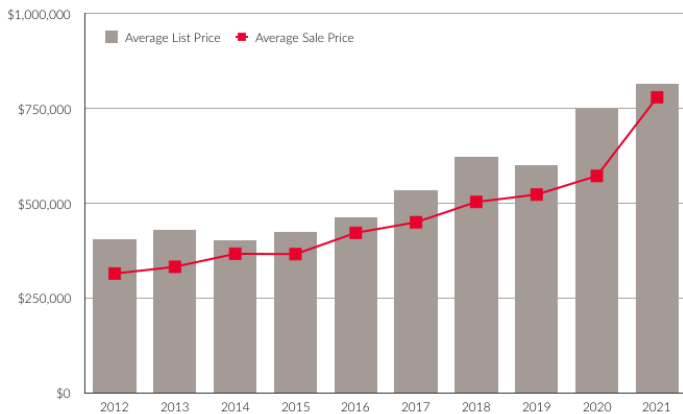


THE MARKET IN DETAIL

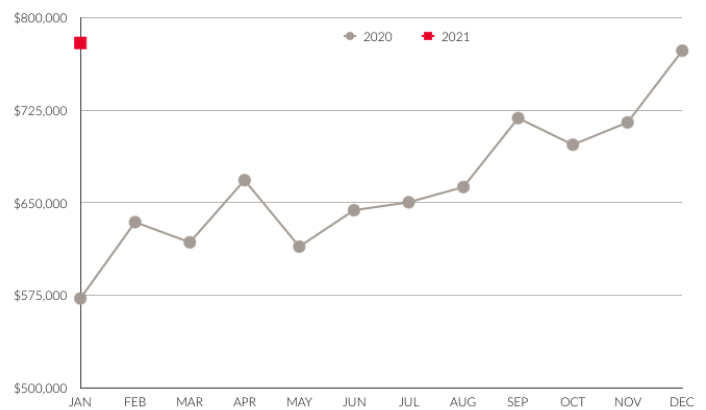
	2019	2020	2021	2020-2021
YTD Volume Sales	\$92,587,444	\$111,038,027	\$157,472,562	+41.82%
YTD Unit Sales	177	195	220	+12.82%
YTD New Listings	401	342	307	-10.23%
YTD Sales/Listings Ratio	44.14%	57.02%	71.66%	+14.64%
YTD Expired Listings	50	41	14	-65.85%
January Volume Sales	\$92,587,444	\$111,038,027	\$157,472,562	+41.82%
January Unit Sales	177	195	220	+12.82%
January New Listings	401	342	307	-10.23%
January Sales/Listings Ratio	44.14%	57.02%	71.66%	+14.64%
January Expired Listings	50	41	14	-65.85%
YTD Sales: Under \$0-\$199K	2	1	3	+200%
YTD Sales: Under \$200K-\$349K	23	22	3	-86.36%
YTD Sales: Under \$350K-\$549K	96	103	50	-51.46%
YTD Sales: Under \$550K-\$749K	37	53	80	+50.94%
YTD Sales: Under \$750K-\$999K	14	14	55	+292.86%
YTD Sales: \$1M+	5	14	29	+107.14%
YTD Average Days-On-Market	42	31	19	-38.71%
YTD Average Sale Price	\$523,093	\$572,361	\$779,477	+36.19%
YTD Median Sale Price	\$480,000	\$503,000	\$685,000	+36.18%

Wellington County MLS Sales and Listing Summary
2019 vs. 2020 vs. 2021

AVERAGE SALE PRICE

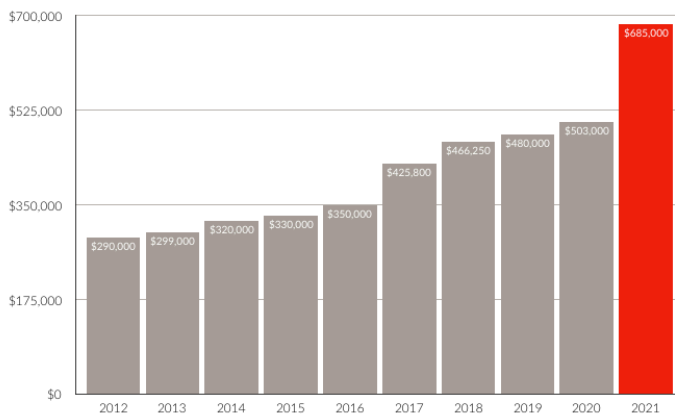


Year-Over-Year

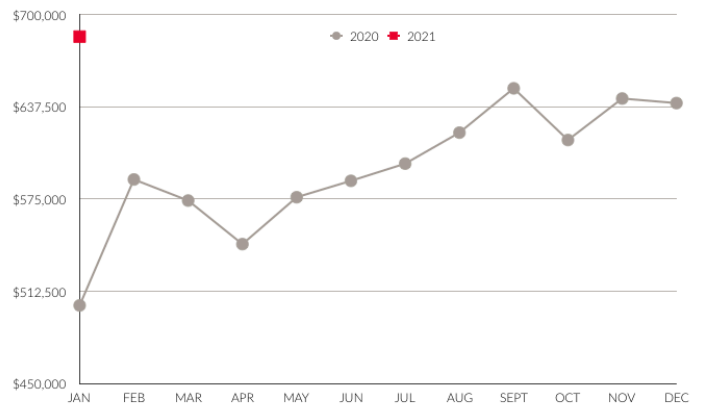


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



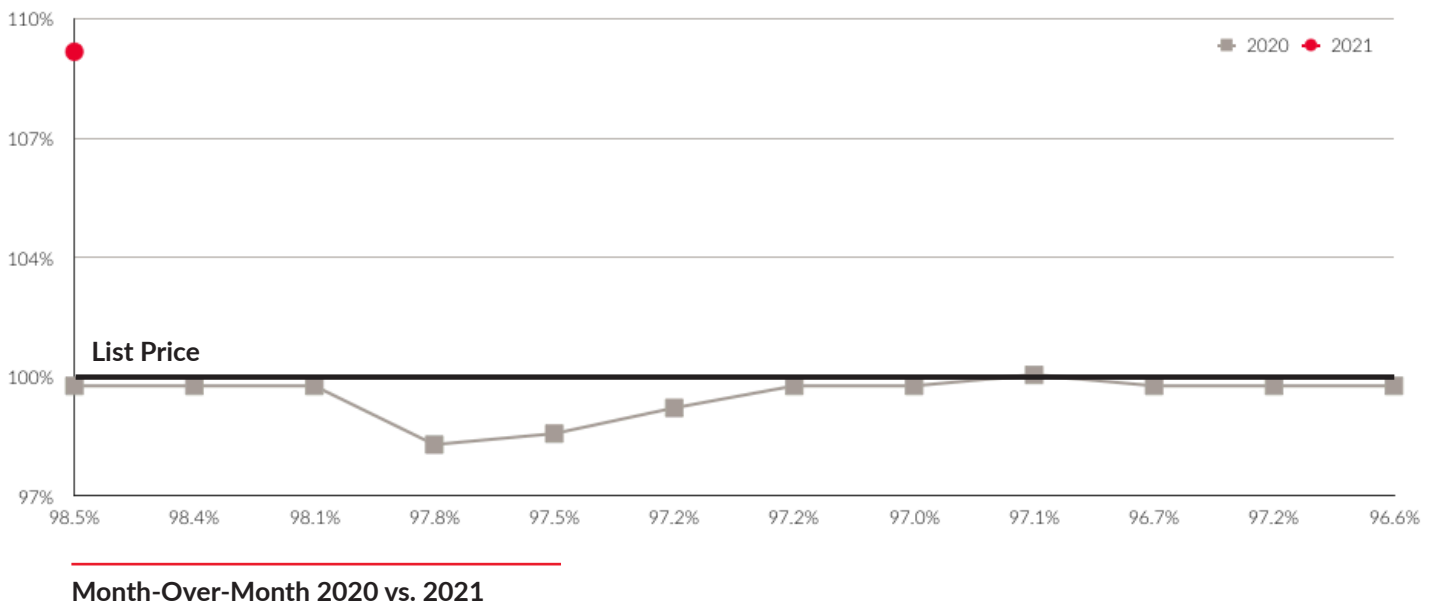
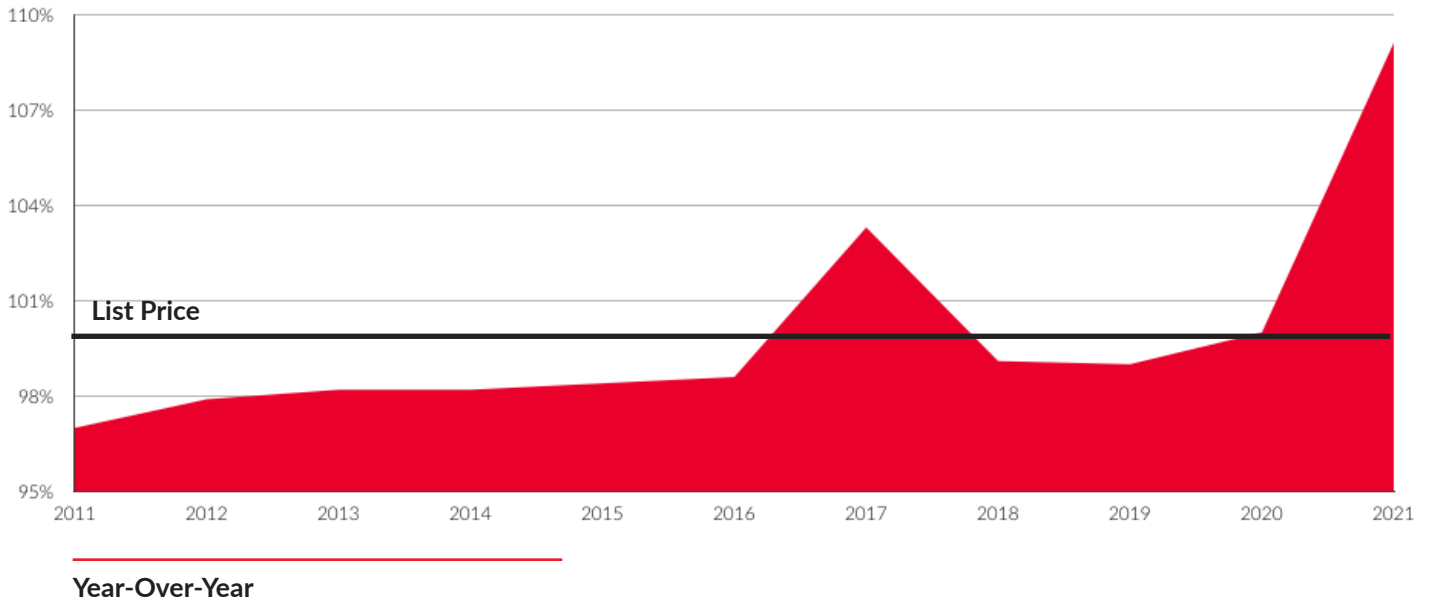
Year-Over-Year



Month-Over-Month 2020 vs. 2021

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

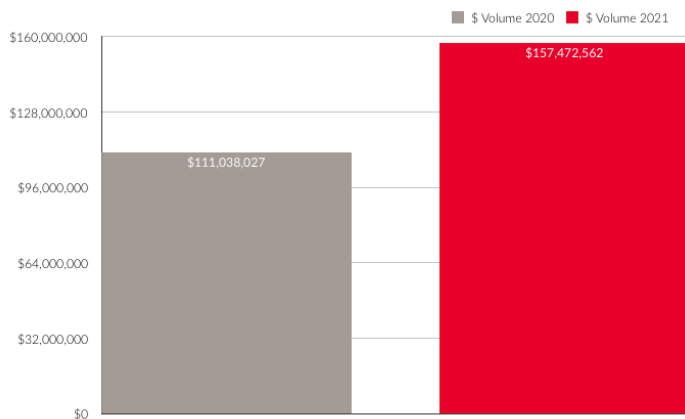
SALE PRICE VS. LIST PRICE RATIO



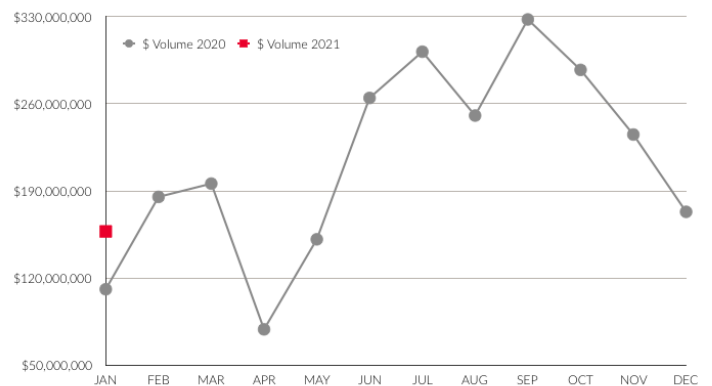
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

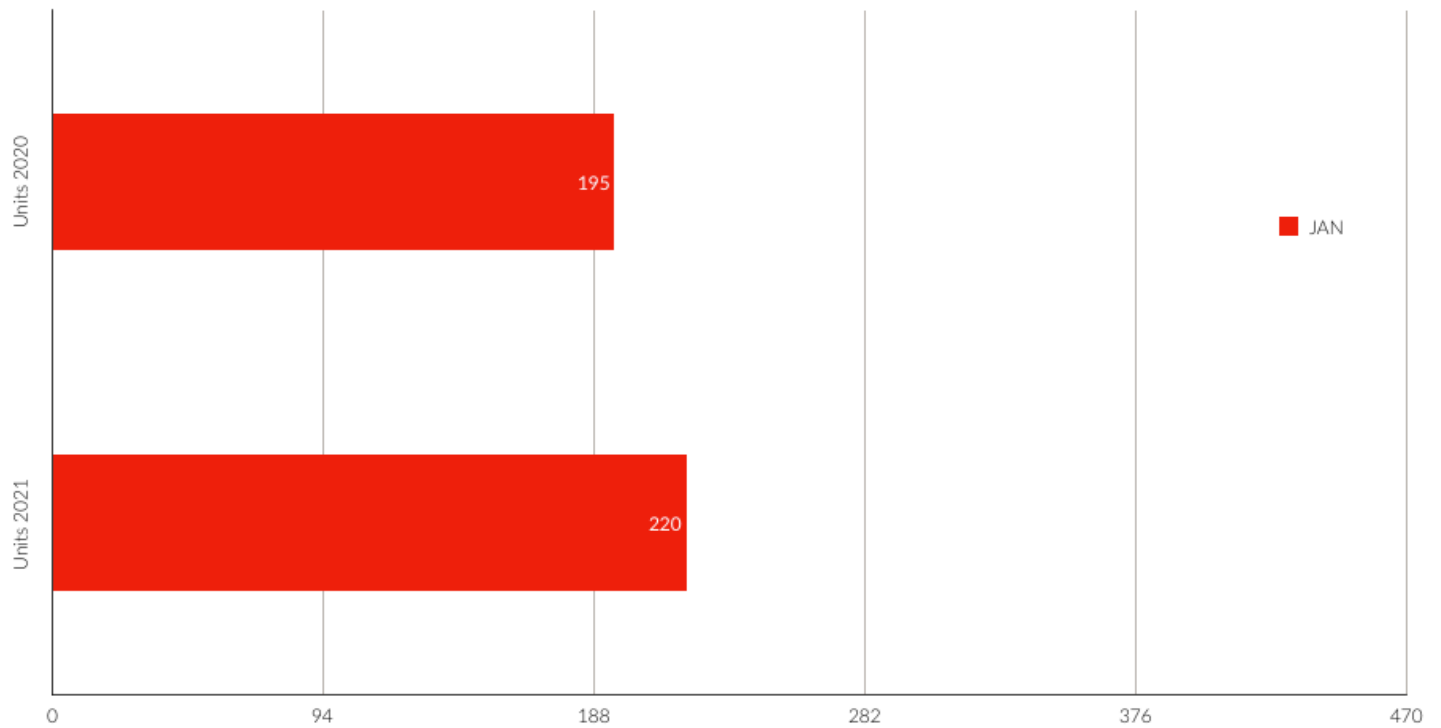


Yearly Totals 2020 vs. 2021

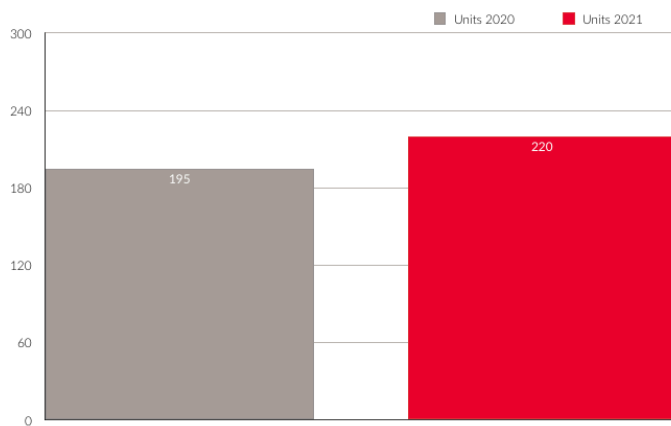


Month vs. Month 2020 vs. 2021

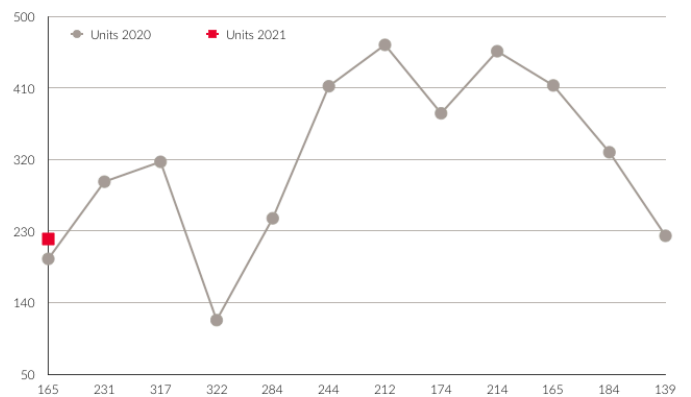
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

SALES BY TYPE


















FREEHOLD



CONDOMINIUM



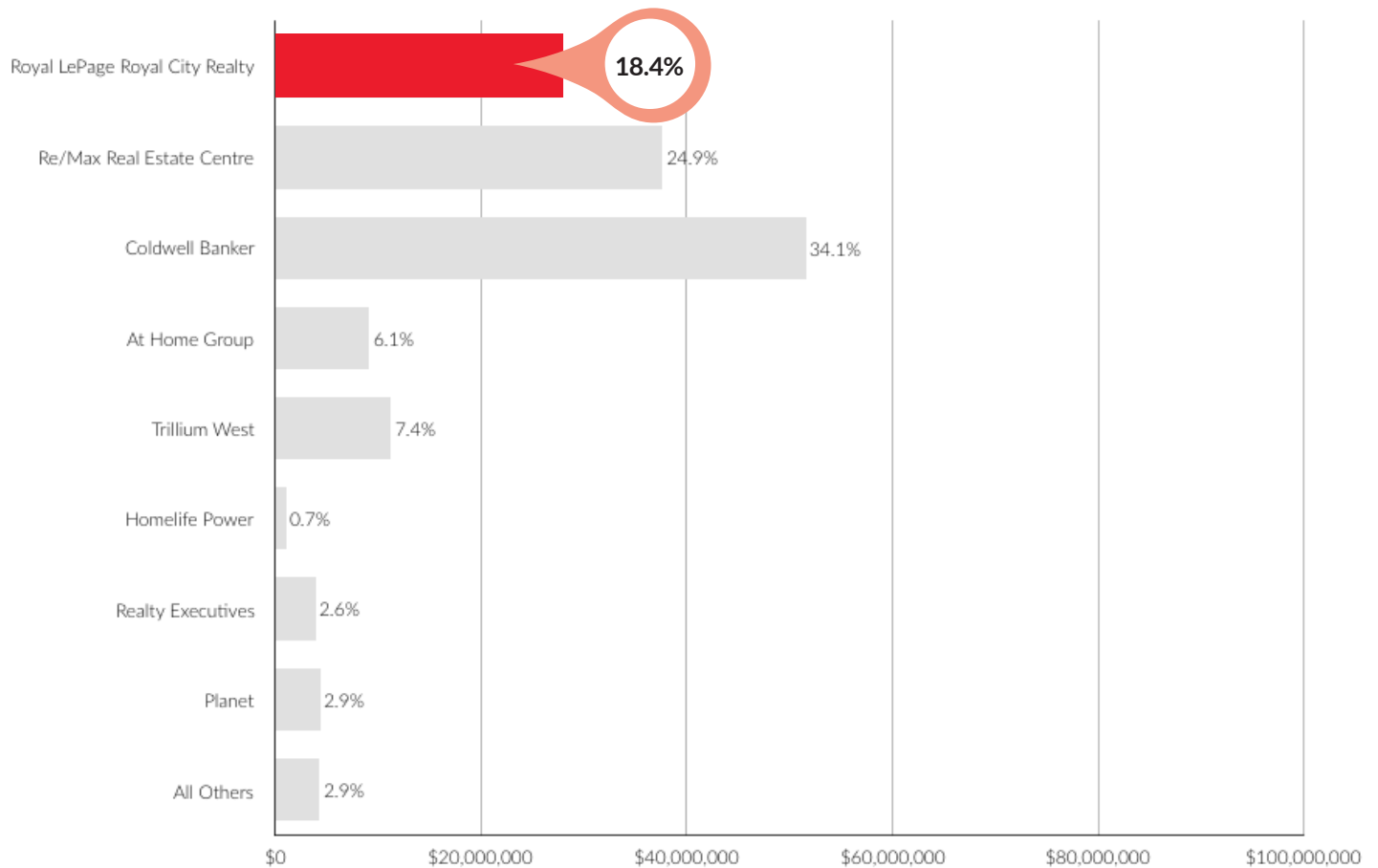
VACANT LAND

YTD Sales Volume	 \$114,236,854 +59.45%	 \$31,615,017 +0.94%	 \$3,615,900 Up from 0
YTD Unit Sales	 142 +22.41%	 59 -18.06%	 7 Up from 0
YTD Average Sale Price	 \$804,485 +30.26%	 \$535,848 +23.18%	 \$516,557 Up from 0
January Sales Volume	 \$114,236,854 +59.45%	 \$31,615,017 +0.94%	 \$3,615,900 Up from 0
January Unit Sales	 142 +22.41%	 59 -18.06%	 7 Up from 0

Year-Over-Year Comparison (2021 vs. 2020)



MARKET DOMINANCE



Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
January 2021



10 YEAR MARKET ANALYSIS



Units Sold



OUR LOCATIONS



ELORA

519-846-1365
9 Mill Street East, Elora



FERGUS

519-843-1365
840 Tower Street S., Fergus



GUELPH

519-824-9050
848 Gordon Street Unit 101, Guelph



GUELPH

519-821-6191
214 Speedvale Ave W., Guelph



GUELPH (COMMERCIAL)

519-836-8060
1467 Gordon Street Unit L1, Guelph



ROCKWOOD

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



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