



2021 FEBRUARY

WELLINGTON COUNTY Real Estate Market Report



OVERVIEW

SELLER'S MARKET

Wellington County continues to show a strong sellers market with increased sales prices resulting in a significant jump in sales volume. The demand for real estate in this area is evident with sales activity is up over 30%. This demand continues to put pressure on the market as inventory is seeing quick turnaround times.



February year-over-year sales volume of \$316,027,866

Up 70.65% from 2020's \$185,191,100 with unit sales of 398 up 36.3% from last February's 292. New listings of 479 are up 27.73% from a year ago, with the sales/listing ratio of 83.09% up 5.22%.



Year-to-date sales volume of \$473,500,428

Up 59.84% from 2020's \$296,229,127 with unit sales of 618 up 26.9% from 2020's 487. New listings of 786 are up 9.62% from a year ago, with the sales/listing ratio of 78.63% up 10.7%.



Year-to-date average sale price of \$794,040

Up from \$634,216 one year ago with median sale price of \$702,000 up from \$588,289 one year ago. Average days-on-market of 20 is down 9 days from last year.

FEBRUARY NUMBERS

Median Sale Price

\$718,000

+22.05%

Sales Volume

\$316,027,866

+70.65%

Unit Sales

398

+36.3%

New Listings

479

+27.73%

Expired Listings

29

-17.14%

Unit Sales/Listings Ratio

83.09%

+5.22%

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

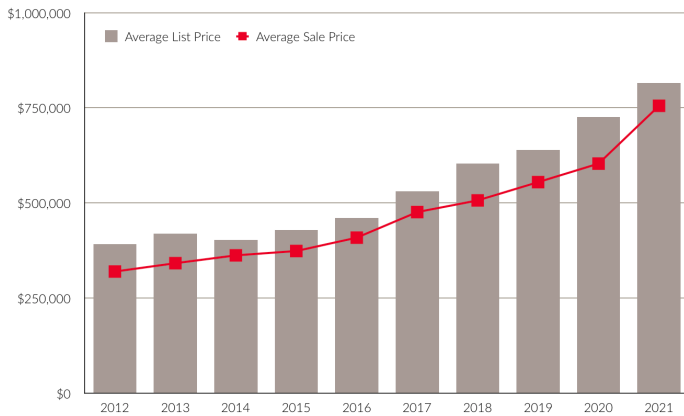


THE MARKET IN DETAIL

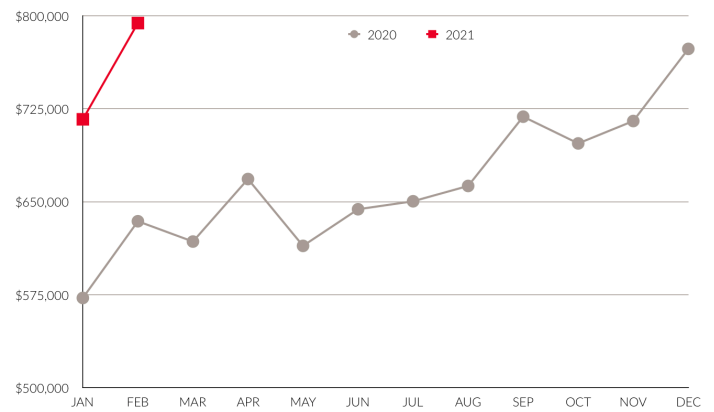
	2019	2020	2021	2020-2021
YTD Volume Sales	\$219,182,119	\$296,229,127	\$473,500,428	+59.84%
YTD Unit Sales	393	487	618	+26.9%
YTD New Listings	739	717	786	+9.62%
YTD Sales/Listings Ratio	53.18%	67.92%	78.63%	+10.7%
YTD Expired Listings	82	76	43	-43.42%
February Volume Sales	\$126,594,675	\$185,191,100	\$316,027,866	+70.65
February Unit Sales	216	292	398	+36.3%
February New Listings	338	375	479	+27.73%
February Sales/Listings Ratio	63.91%	77.87%	83.09%	+5.22%
February Expired Listings	32	35	29	-17.14%
YTD Sales: Under \$0-\$199K	7	7	7	No change
YTD Sales: Under \$200K-\$349K	50	36	12	-66.67%
YTD Sales: Under \$350K-\$549K	186	210	119	-43.33%
YTD Sales: Under \$550K-\$749K	89	167	219	+31.14%
YTD Sales: Under \$750K-\$999K	40	57	173	+203.51%
YTD Sales: \$1M+	21	35	87	+148.57%
YTD Average Days-On-Market	38	29	20	-31.03%
YTD Average Sale Price	\$554,590	\$603,289	\$755,231	+25.19%
YTD Median Sale Price	\$490,225	\$545,645	\$702,000	+28.66%

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

AVERAGE SALE PRICE

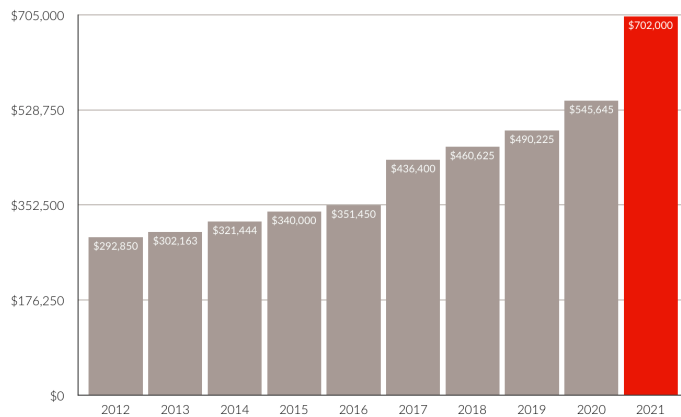


Year-Over-Year

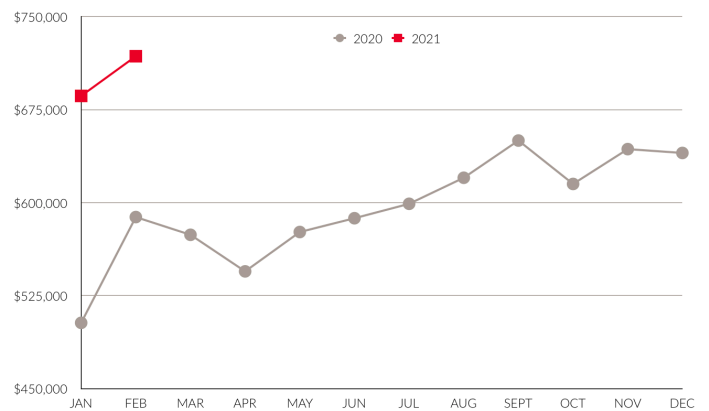


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



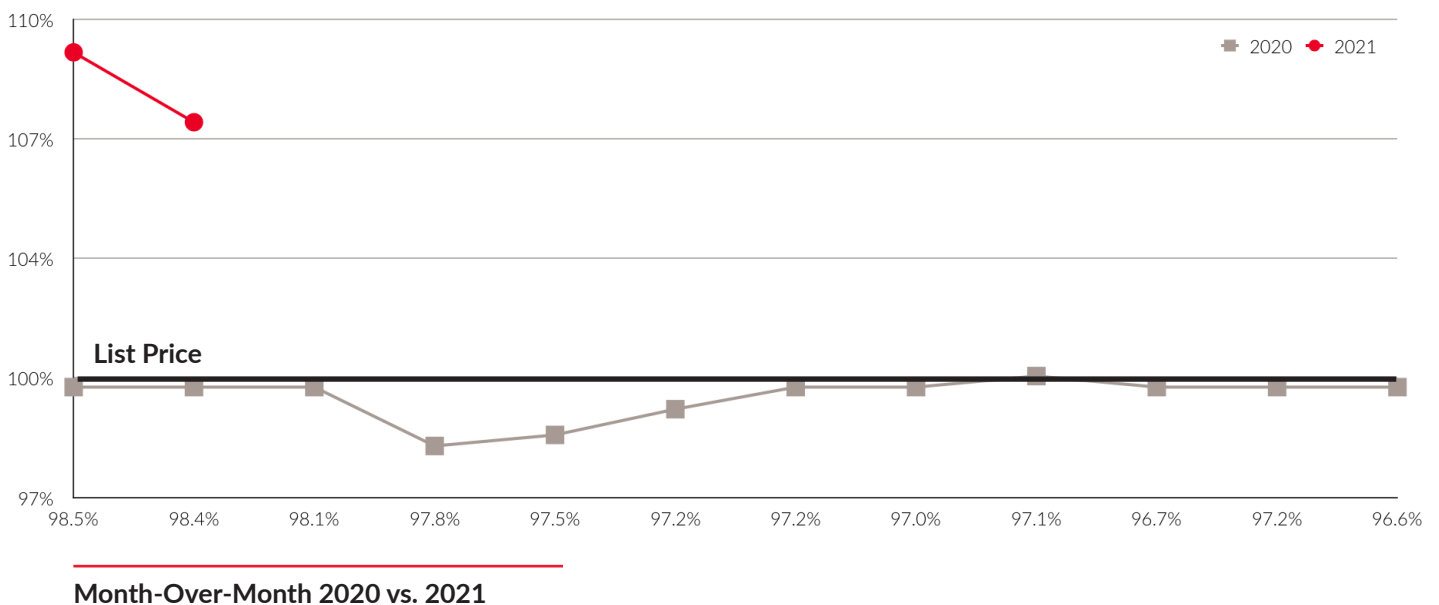
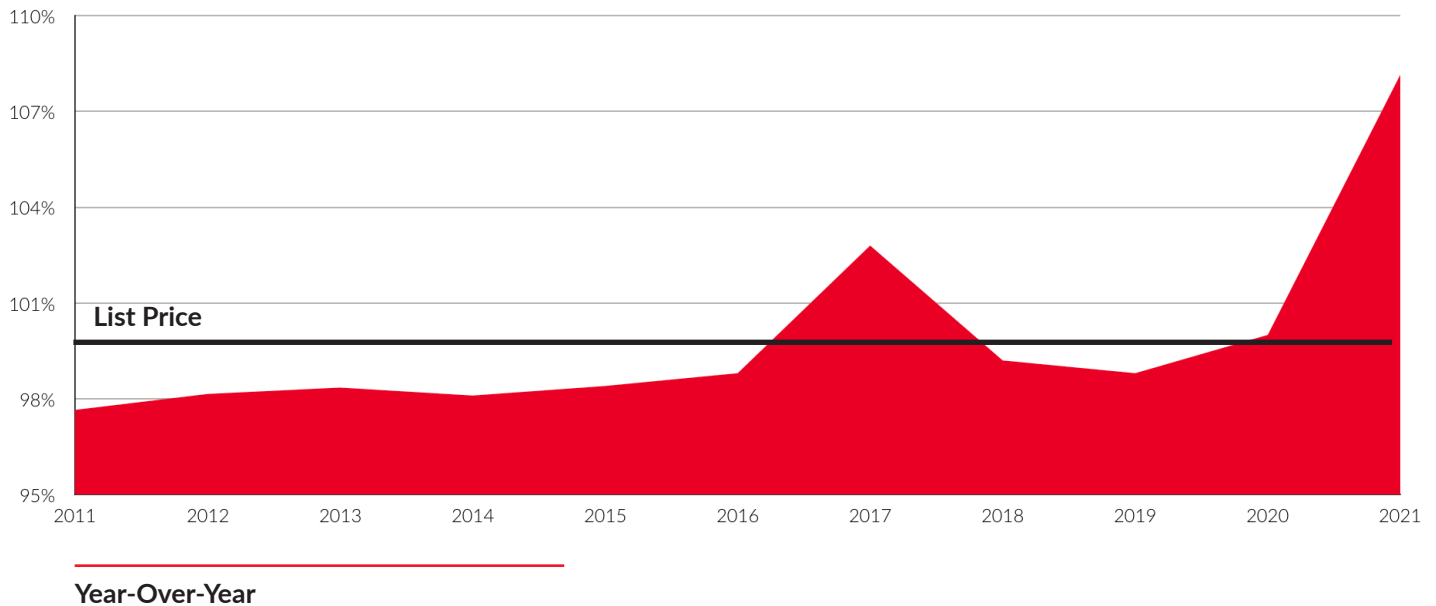
Year-Over-Year



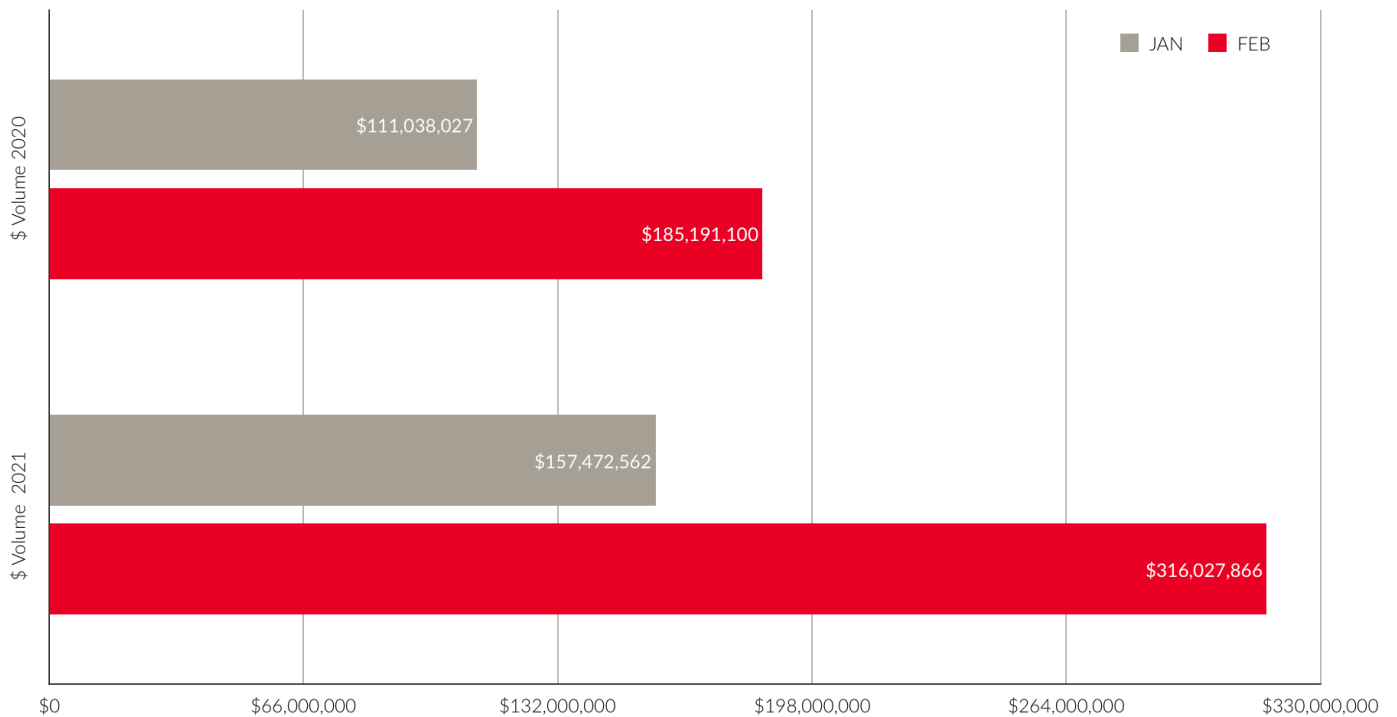
Month-Over-Month 2020 vs. 2021

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

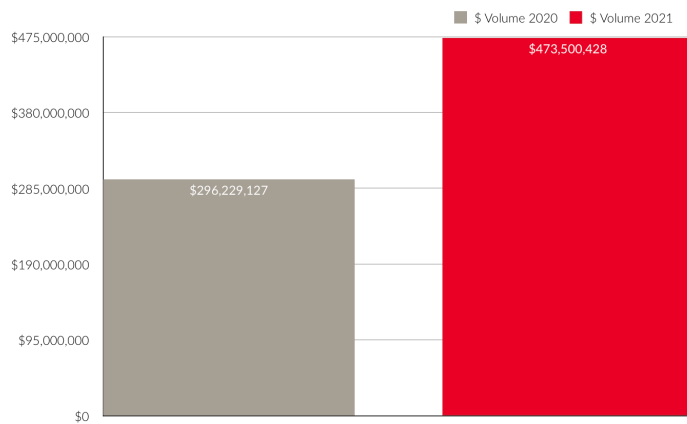
SALE PRICE VS. LIST PRICE RATIO



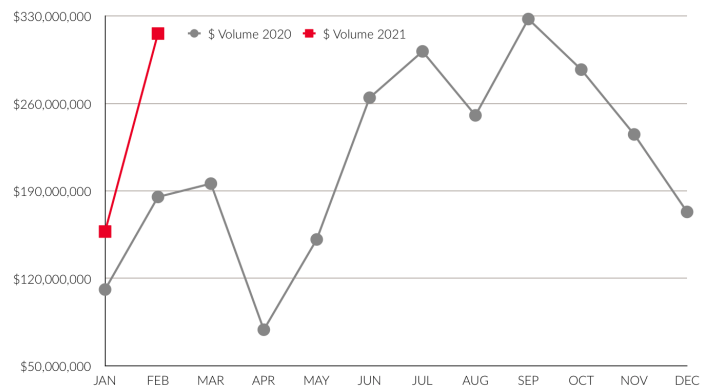
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

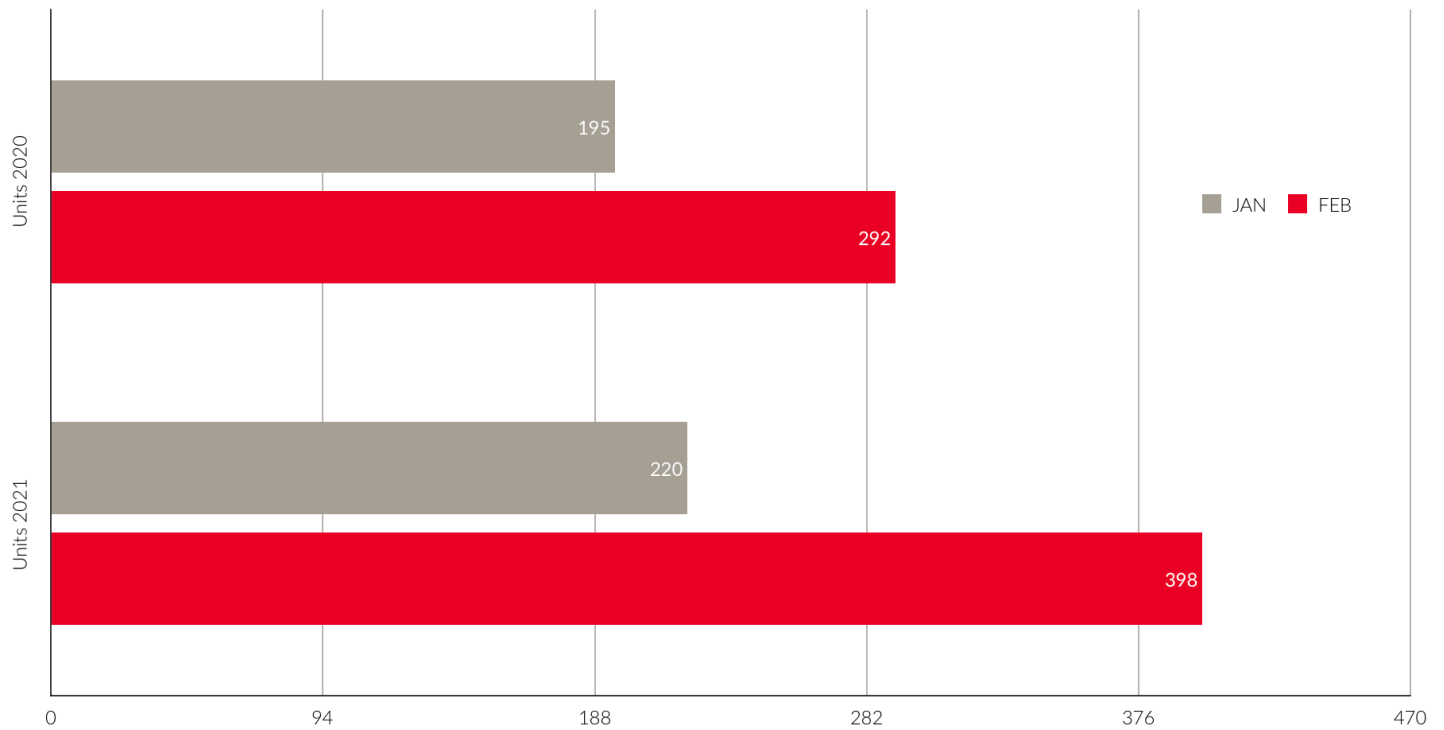


Yearly Totals 2020 vs. 2021

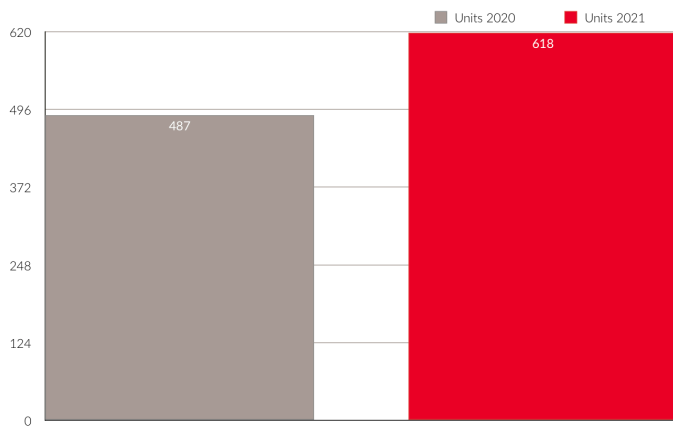


Month vs. Month 2020 vs. 2021

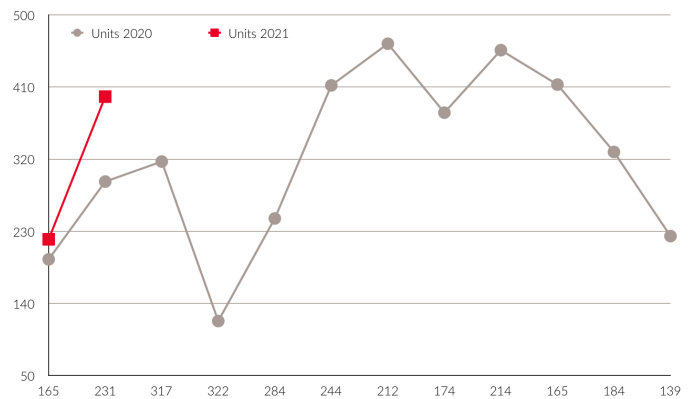
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

SALES BY TYPE


















FREEHOLD



CONDOMINIUM



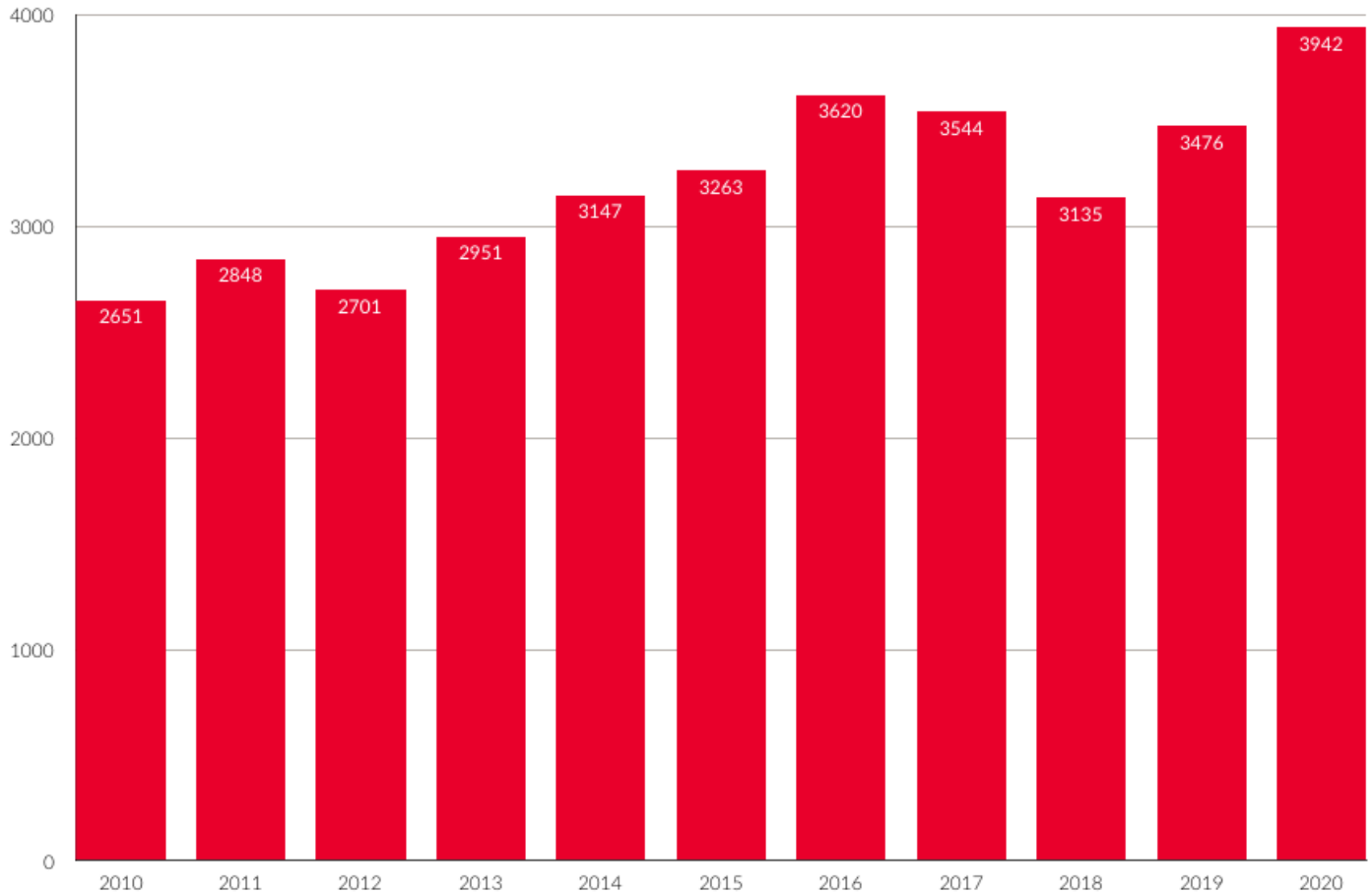
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$338,975,994 +57.34%	 \$91,381,934 +42.87%	 \$14,186,700 +434.63%
YTD Unit Sales	 401 +23.38%	 167 +15.97%	 19 +216.67%
YTD Average Sale Price	 \$845,327 +27.52%	 \$547,197 +23.19%	 \$746,668 +68.83%
February Sales Volume	 \$225,259,149 +56.65%	 \$59,766,917 +83.12%	 \$9,910,800 +273.49%
February Unit Sales	 260 +24.4%	 108 +50%	 11 +83.33%

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



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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