



# 2021 MARCH

## WELLINGTON COUNTY

### Real Estate Market Report



# OVERVIEW

## SELLER'S MARKET

The strong seller's market continues in Wellington County with significant increases in sales activity and strong demand for inventory. Unit sales continue to be on the rise and are up approximately 75% over the same time last year with fewer expired listings and houses remaining on the market for a short period of time. Large increases in both median/average sales prices and sales activity have substantially increased sales volume in this area, with no signs of slowing down.



### March year-over-year sales volume of \$442,468,750

Up 125.91% from 2020's \$195,858,169 with unit sales of 547 up 72.56% from last March's 292. New listings of 695 are up 47.56% from a year ago, with the sales/listing ratio of 78.71% up 11.4%.



### Year-to-date sales volume of \$915,969,178

Up 86.14% from 2020's \$492,087,296 with unit sales of 1,165 up 44.9% from 2020's 804. New listings of 1,482 are up 24.75% from a year ago, with the sales/listing ratio of 78.61% up 10.93%.



### Year-to-date average sale price of \$773,167

Up from \$608,142 one year ago with median sale price of \$718,000 up from \$574,000 one year ago. Average days-on-market of 17.33 is down 10.34 days from last year.

## MARCH NUMBERS

Median Sale Price

**\$725,000**

+26.31%

Sales Volume

**\$442,468,750**

+125.91%

Unit Sales

**547**

+72.56%

New Listings

**695**

+47.56%

Expired Listings

**8**

-75%

Unit Sales/Listings Ratio

**78.71%**

+11.4%

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



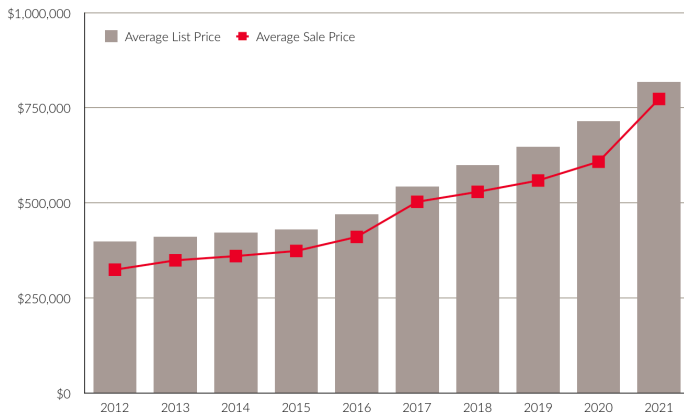
# THE MARKET IN DETAIL

	2019	2020	2021	2020-2021
<b>YTD Volume Sales</b>	\$380,247,245	\$492,087,296	\$915,969,178	+86.14%
<b>YTD Unit Sales</b>	677	804	1,165	+44.9%
<b>YTD New Listings</b>	1,200	1,188	1,482	+124.75
<b>YTD Sales/Listings Ratio</b>	56.42%	67.68%	78.61%	+10.93%
<b>YTD Expired Listings</b>	123	108	51	-52.78%
<b>March Volume Sales</b>	\$161,065,126	\$195,858,169	\$442,468,750	+125.91%
<b>March Unit Sales</b>	284	317	547	+72.56%
<b>March New Listings</b>	461	471	695	+47.56%
<b>March Sales/Listings Ratio</b>	61.61%	67.30%	78.71%	+11.4%
<b>March Expired Listings</b>	41	32	8	-75%
<b>YTD Sales: Under \$0-\$199K</b>	7	7	16	+128.57
<b>YTD Sales: Under \$200K-\$349K</b>	50	36	17	-52.78%
<b>YTD Sales: Under \$350K-\$549K</b>	186	210	210	No change
<b>YTD Sales: Under \$550K-\$749K</b>	89	167	422	+152.69%
<b>YTD Sales: Under \$750K-\$999K</b>	40	57	317	+456.14%
<b>YTD Sales: \$1M+</b>	21	35	182	+420%
<b>YTD Average Days-On-Market</b>	35.67	27.67	17.33	-37.35%
<b>YTD Average Sale Price</b>	\$558,770	\$608,142	\$773,167	+27.14%
<b>YTD Median Sale Price</b>	\$500,450	\$574,000	\$718,000	+25.09%

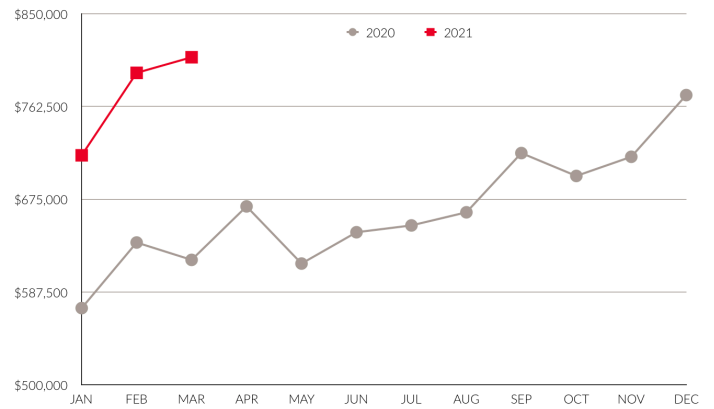
Wellington County MLS Sales and Listing Summary  
2019 vs. 2020 vs. 2021



# AVERAGE SALE PRICE

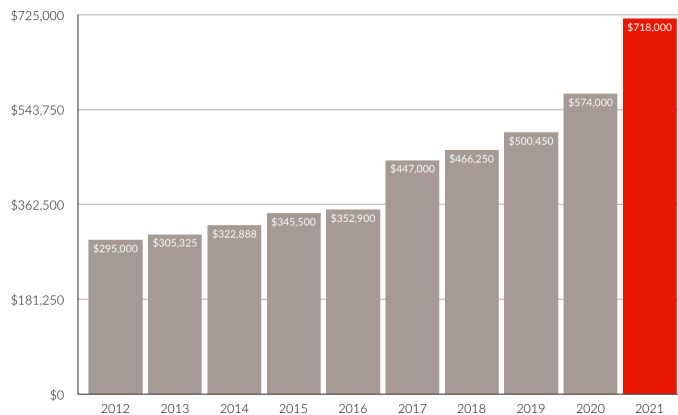


Year-Over-Year

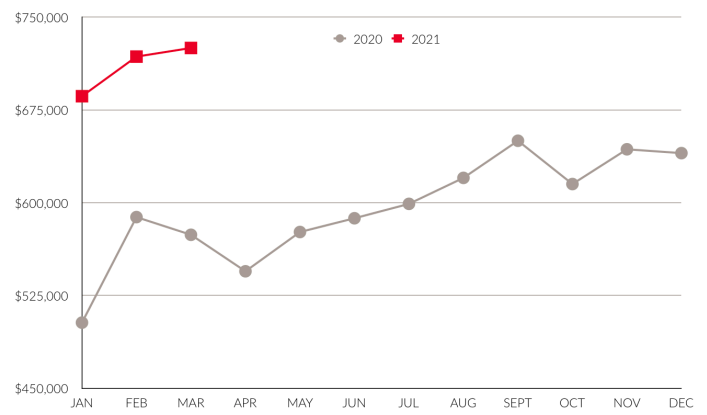


Month-Over-Month 2020 vs. 2021

# MEDIAN SALE PRICE



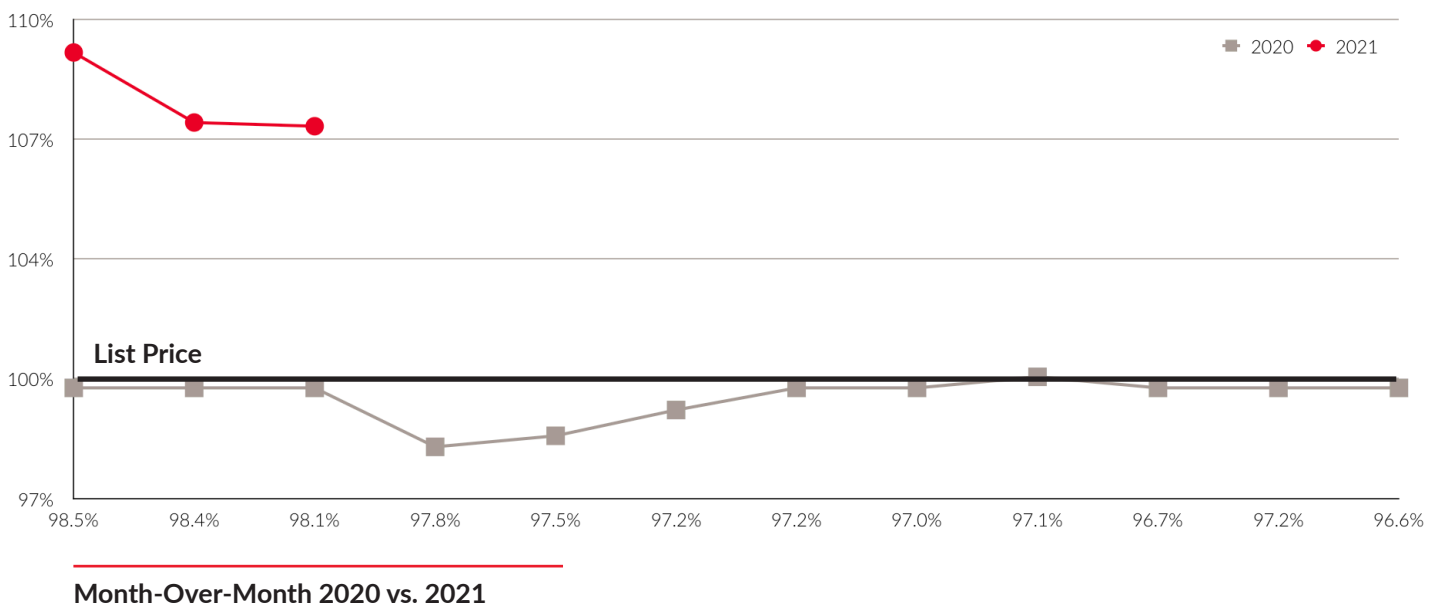
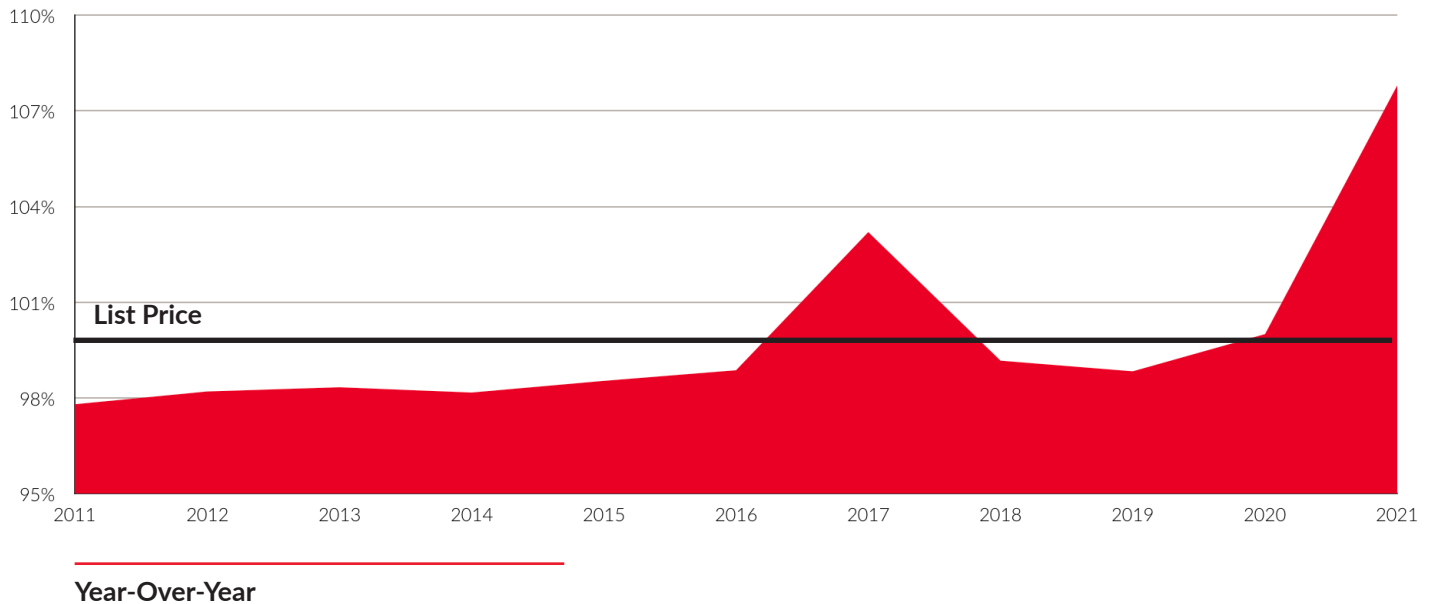
Year-Over-Year



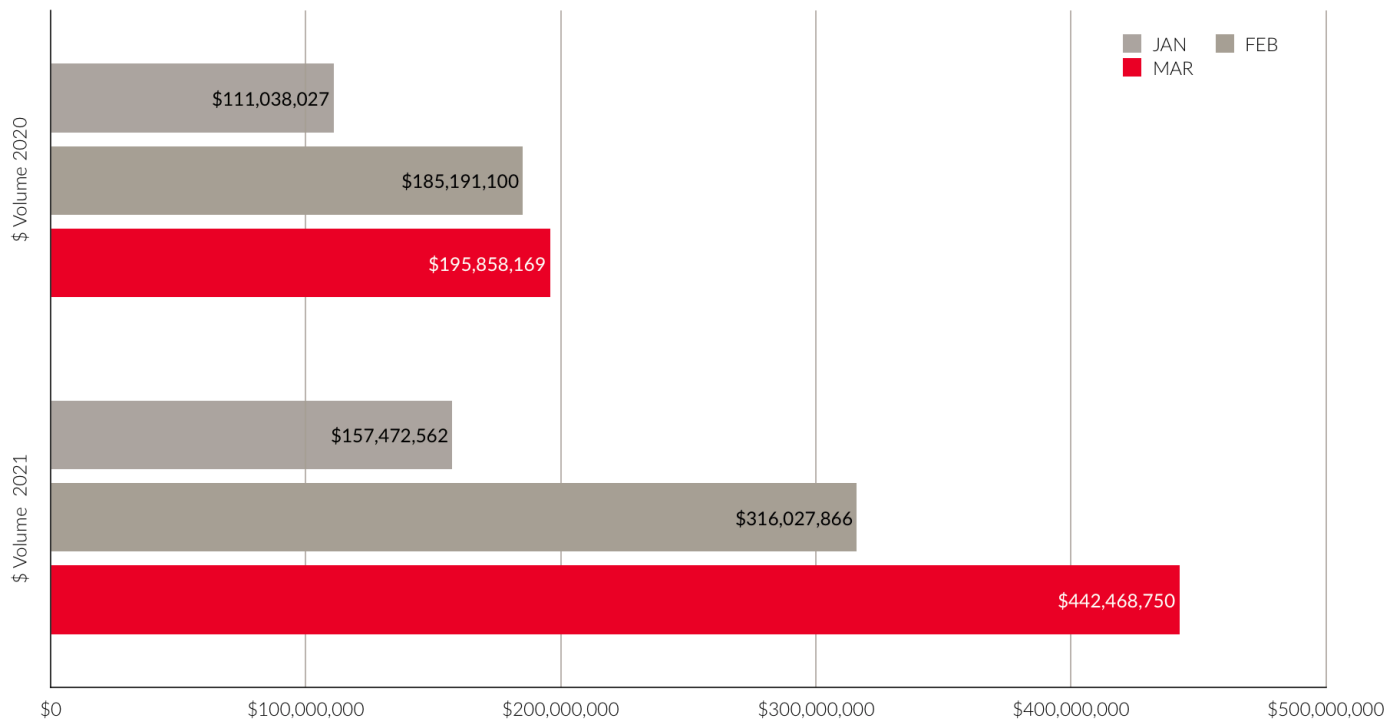
Month-Over-Month 2020 vs. 2021

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

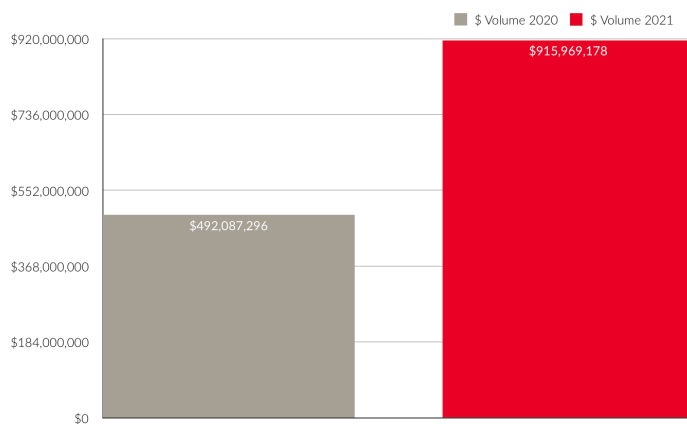
# SALE PRICE VS. LIST PRICE RATIO



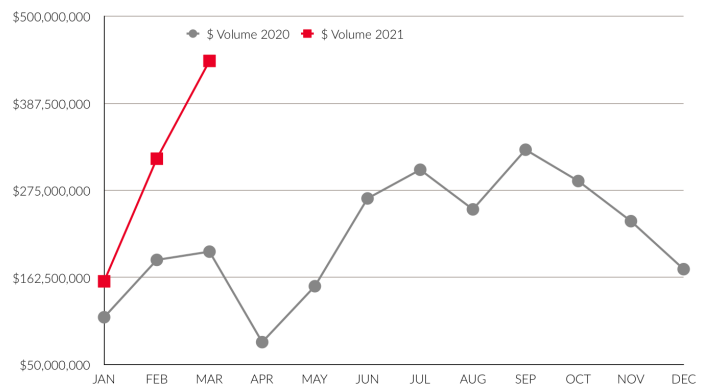
# DOLLAR VOLUME SALES



## Monthly Comparison 2020 vs. 2021

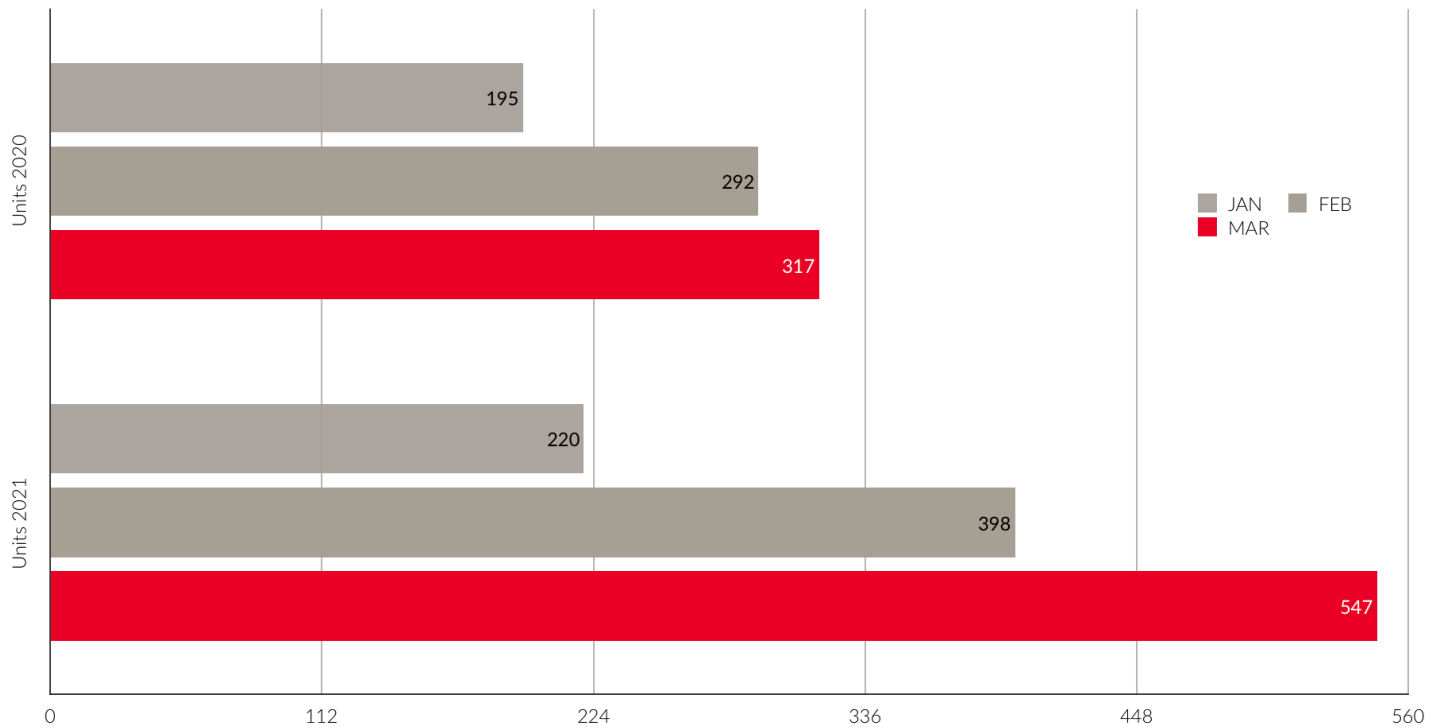


## Yearly Totals 2020 vs. 2021

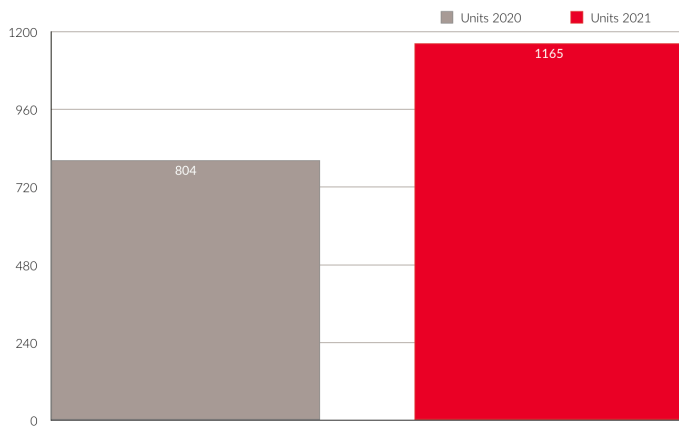


## Month vs. Month 2020 vs. 2021

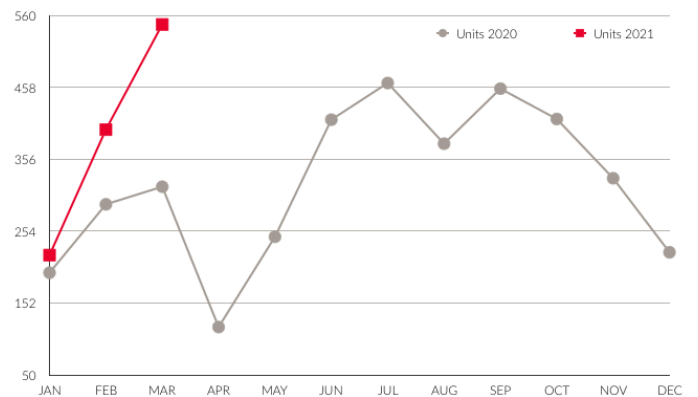
# UNIT SALES



## Monthly Comparison 2020 vs. 2021



## Yearly Totals 2020 vs. 2021



## Month vs. Month 2020 vs. 2021

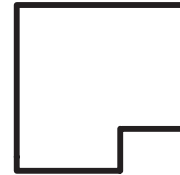
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

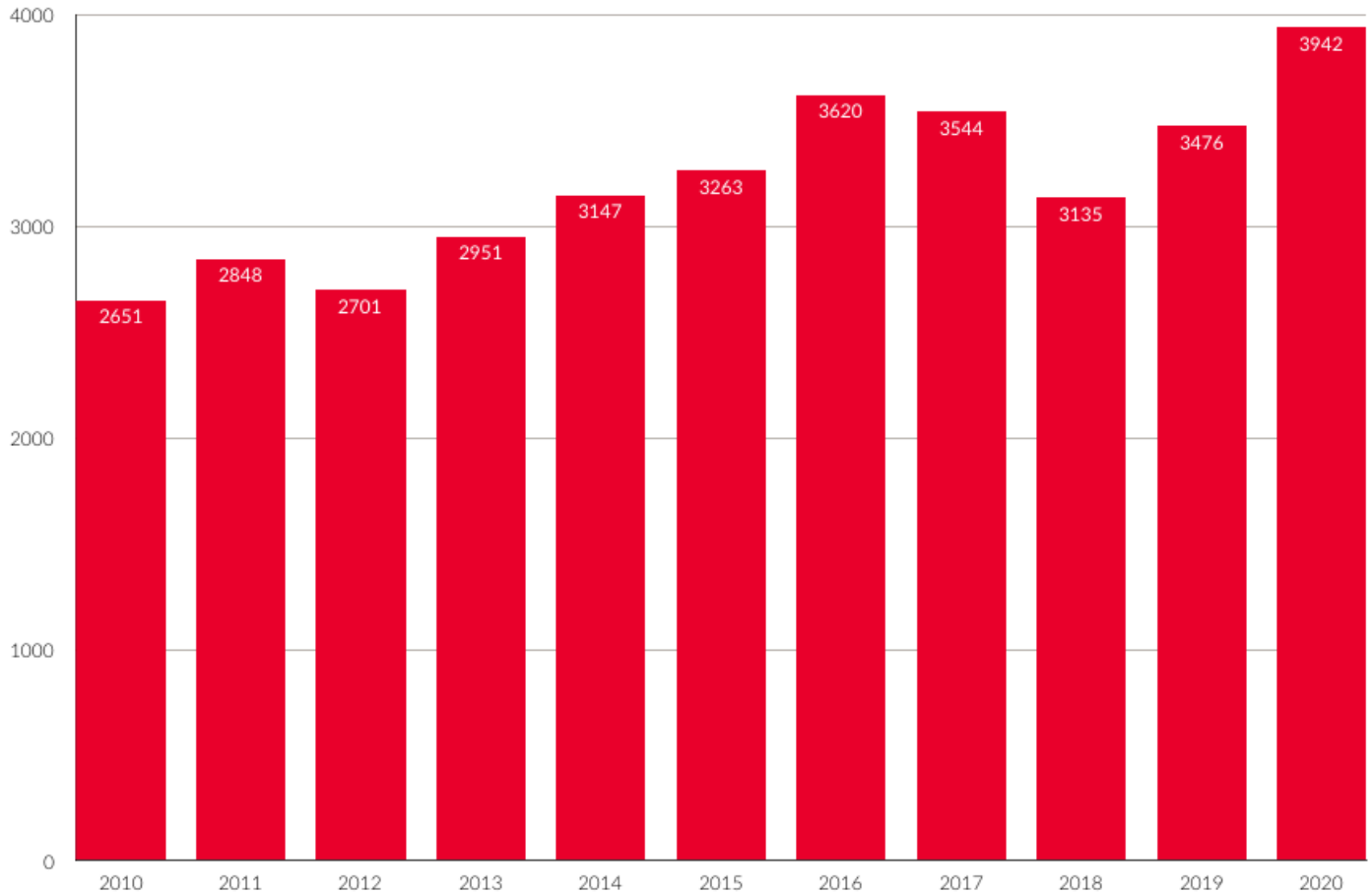
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 <b>\$659,389,826</b> +82.05%	 <b>\$174,866,367</b> +77.04%	 <b>\$17,959,700</b> +246.61%
YTD Unit Sales	 <b>773</b> +41.58%	 <b>311</b> +38.84%	 <b>24</b> +140%
YTD Average Sale Price	 <b>\$853,027</b> +28.59%	 <b>\$562,271</b> +27.52%	 <b>\$748,320</b> +44.42%
March Sales Volume	 <b>\$320,358,832</b> +118.29%	 <b>\$83,484,433</b> +139.83%	 <b>\$3,773,000</b> +49.25%
March Unit Sales	 <b>372</b> +68.33%	 <b>144</b> +80%	 <b>5</b> +25%

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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