



2021
MAY

WELLINGTON COUNTY
Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

SELLER'S MARKET

The housing market in Wellington County continues to show a strong seller's market with significant increases in overall sales activity. The high demand for inventory in this area has pushed the price of homes upwards, resulting in an increased sales volume this month. Homes are remaining on the market for fewer days and with 50% fewer expired listings, there is no sign of sales activity slowing down in the coming months.



May year-over-year sales volume of \$380,614,509

Up 151.84% from 2020's \$151,134,445 with unit sales of 454 up 84.55% from last May's 246. New listings of 597 are up 62.67% from a year ago, with the sales/listing ratio of 92.46% up 6.09%.



Year-to-date sales volume of \$1,691,915,439

Up 134.31% from 2020's \$722,076,331 with unit sales of 2,095 up 79.37% from 2020's 1,168. New listings of 2,684 are up 50.03% from a year ago, with the sales/listing ratio of 78.06% up 12.77%.



Year-to-date average sale price of \$799,542

Up from \$621,411 one year ago with median sale price of \$725,000 up from \$574,000 one year ago. Average days-on-market of 16.2 is down 13 days from last year.

MAY NUMBERS

Median Sale Price

\$751,900

+30.48%

Sales Volume

\$380,614,509

+151.84%

Unit Sales

454

+84.55%

New Listings

597

+62.67%

Expired Listings

21

-51.16%

Unit Sales/Listings Ratio

92.46%

+6.09%

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

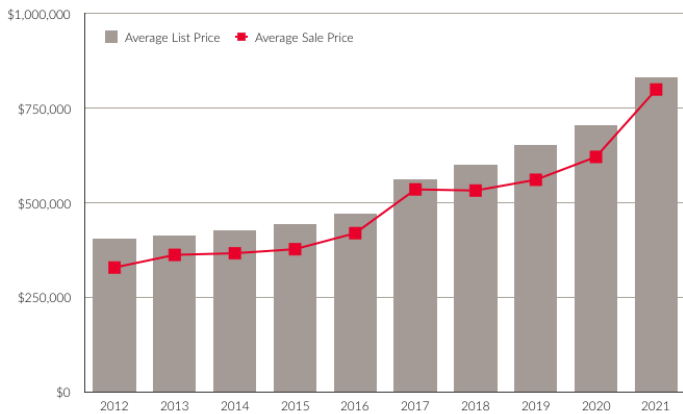


THE MARKET IN DETAIL

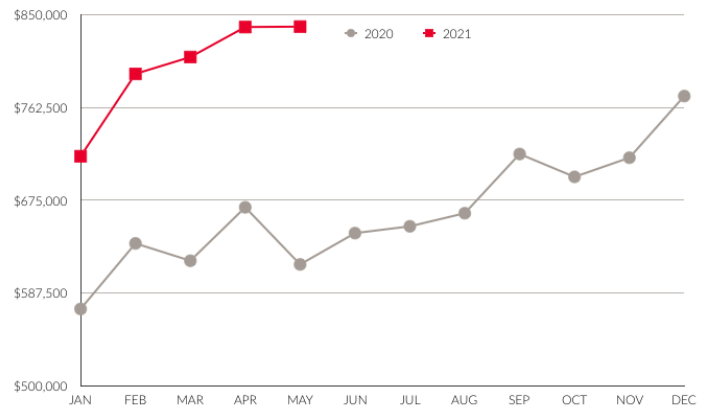
	2019	2020	2021	2020-2021
YTD Volume Sales	\$815,998,652	\$722,076,331	\$1,691,915,439	+134.31%
YTD Unit Sales	1,449	1,168	2,095	+79.37%
YTD New Listings	2,413	1,789	2,684	+50.03%
YTD Sales/Listings Ratio	60.05%	65.29%	78.06%	+12.77%
YTD Expired Listings	210	193	95	-50.78%
May Volume Sales	\$238,957,298	\$151,134,445	\$380,614,509	+151.84%
May Unit Sales	415	246	454	+84.55%
May New Listings	638	367	597	+62.67%
May Sales/Listings Ratio	44.51%	86.38%	92.46%	+6.09%
May Expired Listings	44	43	21	-51.16%
YTD Sales: Under \$0-\$199K	27	19	28	+47.37%
YTD Sales: Under \$200K-\$349K	178	85	41	-51.76%
YTD Sales: Under \$350K-\$549K	647	485	352	-27.42%
YTD Sales: Under \$550K-\$749K	386	404	721	+78.47%
YTD Sales: Under \$750K-\$999K	132	145	582	+301.38%
YTD Sales: \$1M+	79	85	369	+334.12%
YTD Average Days-On-Market	32.4	29.2	16.2	-44.52%
YTD Average Sale Price	\$560,981	\$621,411	\$799,542	+28.67%
YTD Median Sale Price	\$505,000	\$574,000	\$725,000	+26.31%

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

AVERAGE SALE PRICE

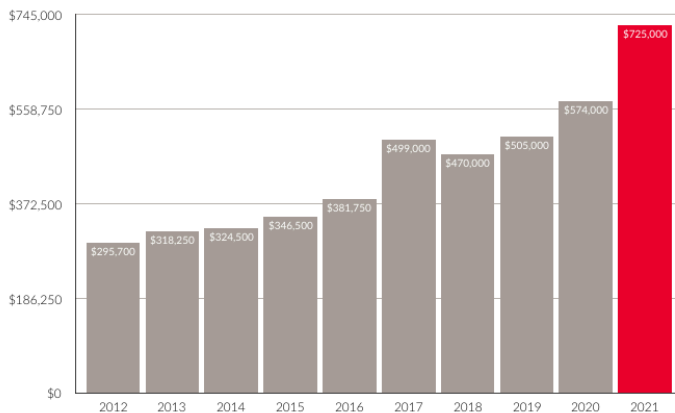


Year-Over-Year

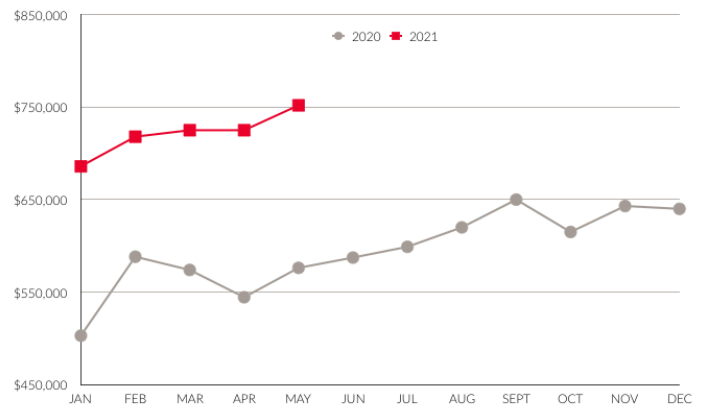


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



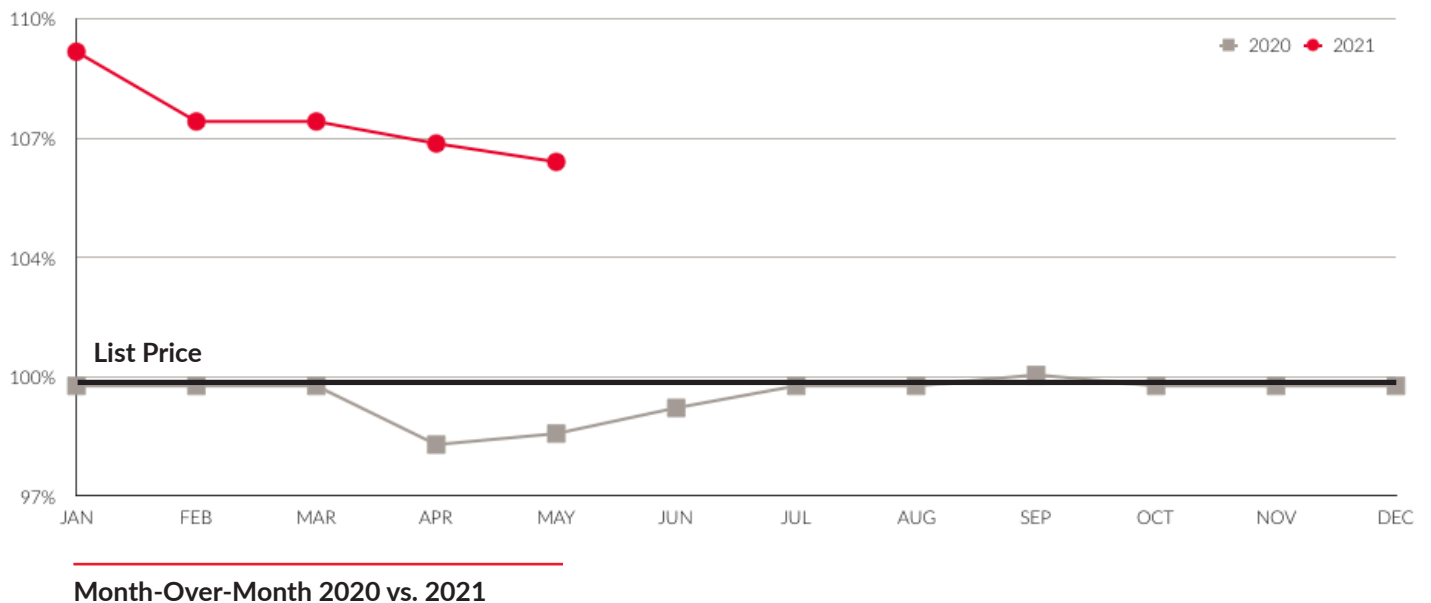
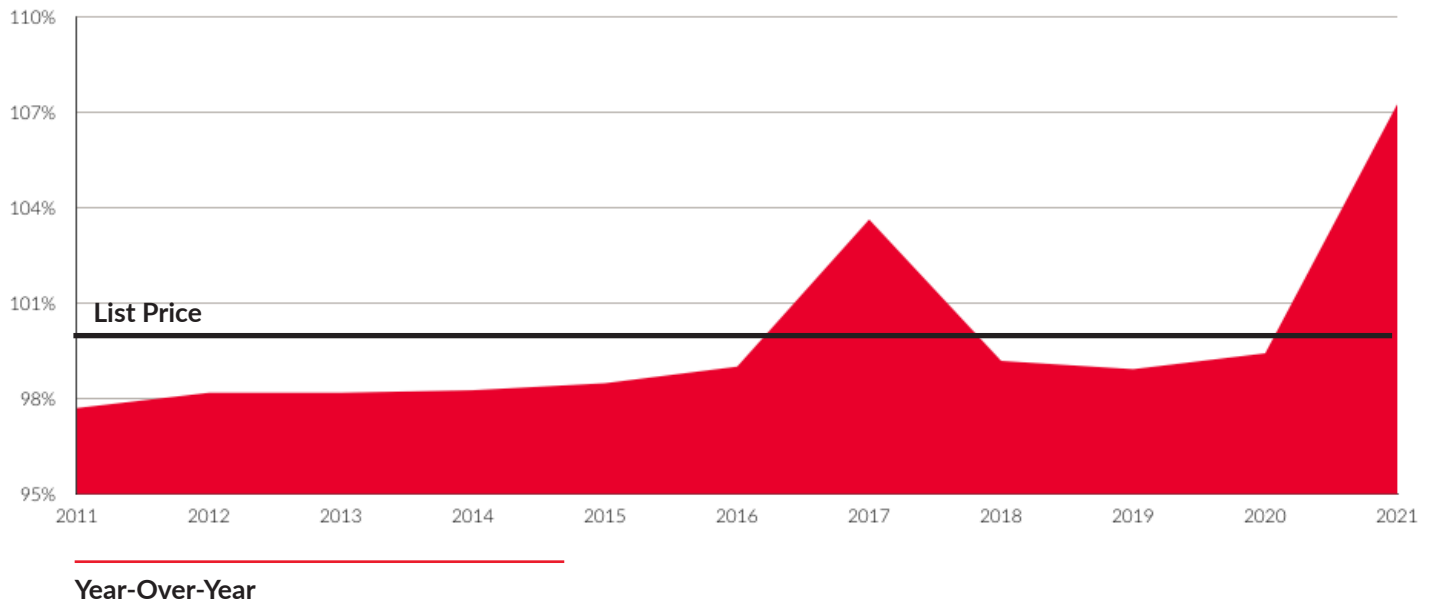
Year-Over-Year



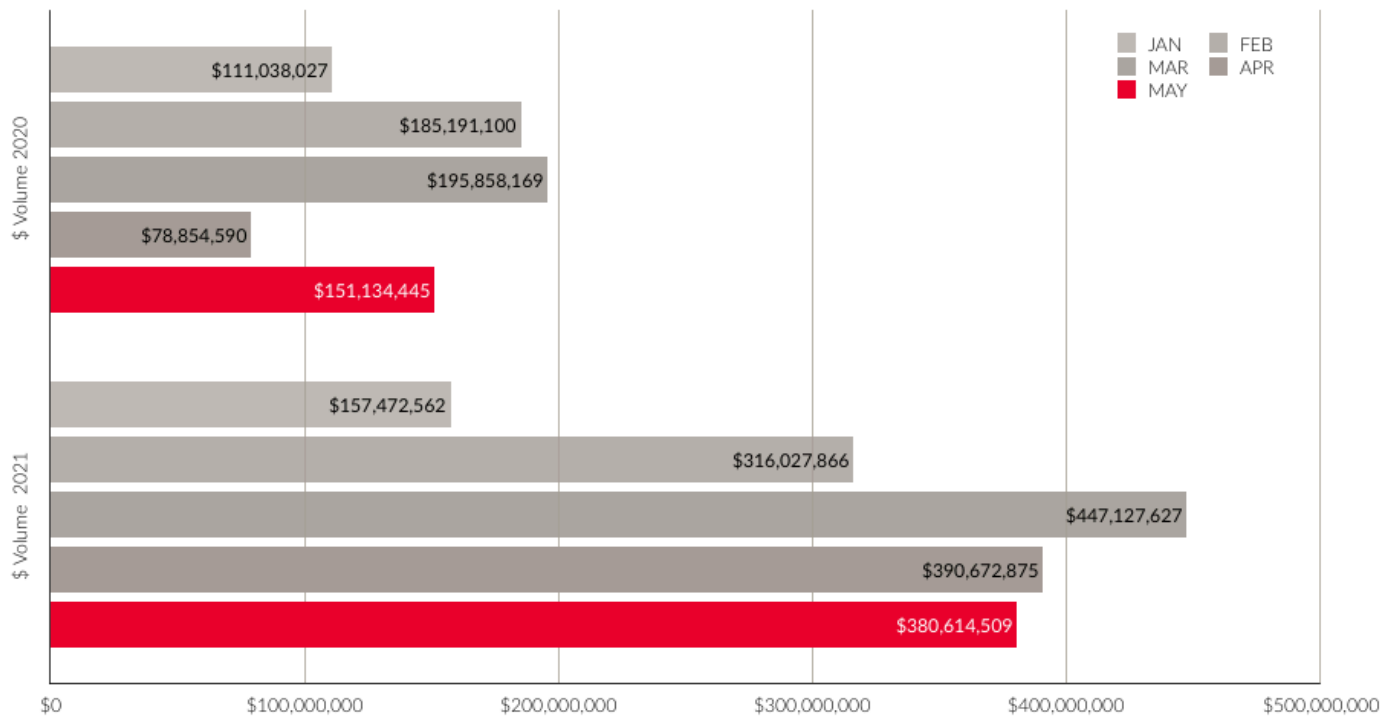
Month-Over-Month 2020 vs. 2021

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

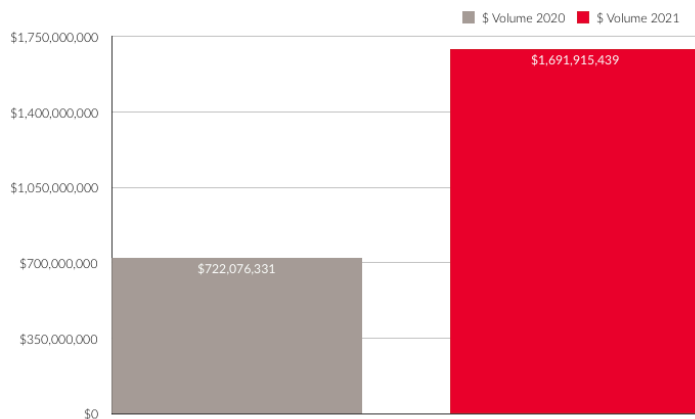
SALE PRICE VS. LIST PRICE RATIO



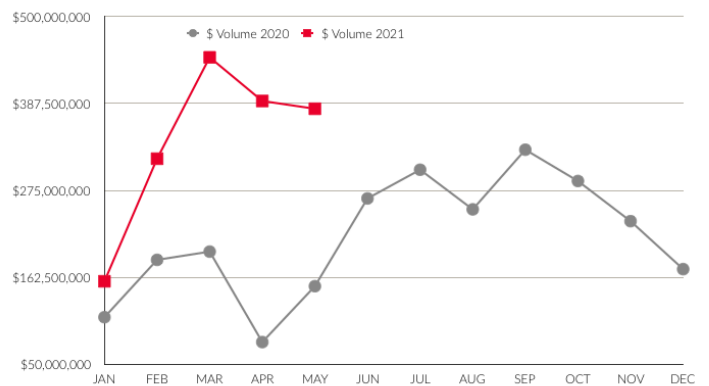
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

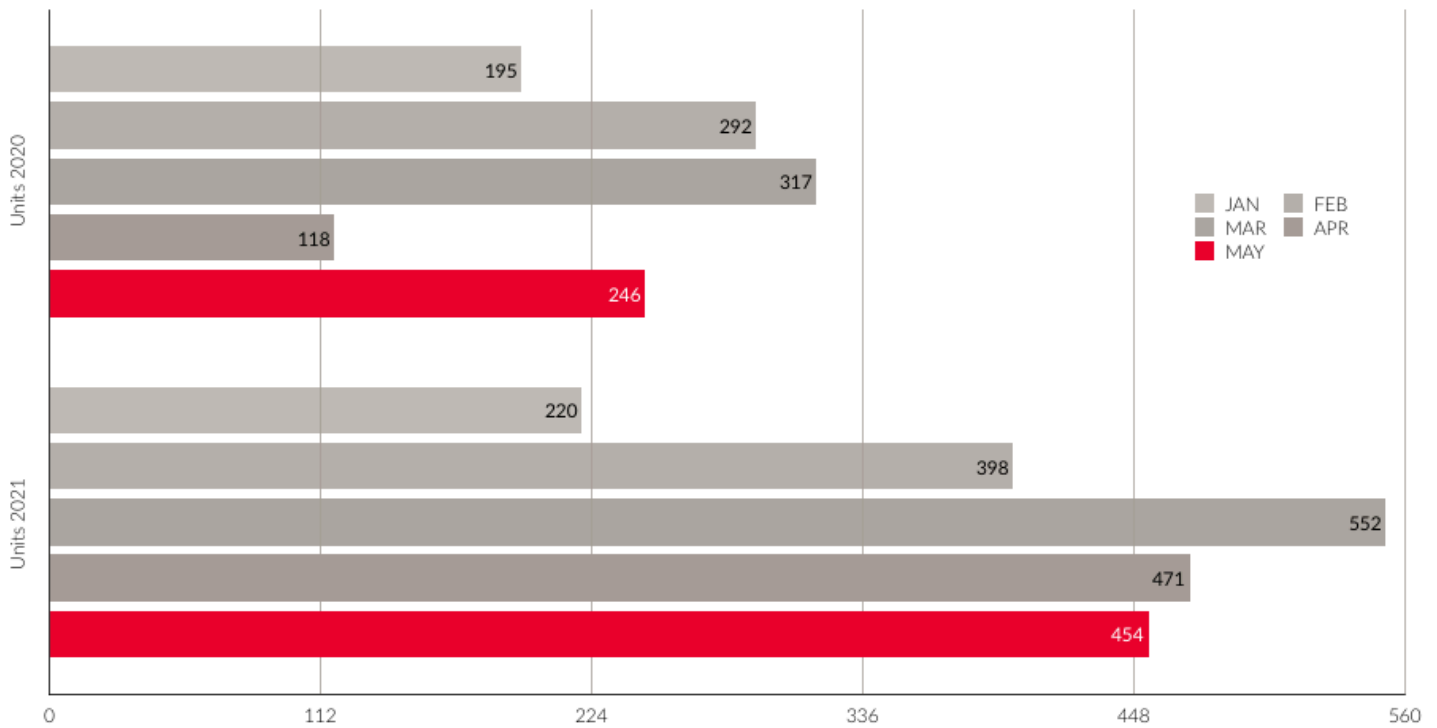


Yearly Totals 2020 vs. 2021

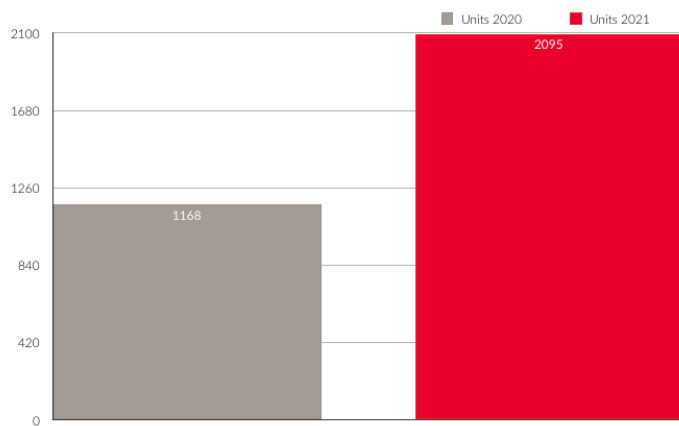


Month vs. Month 2020 vs. 2021

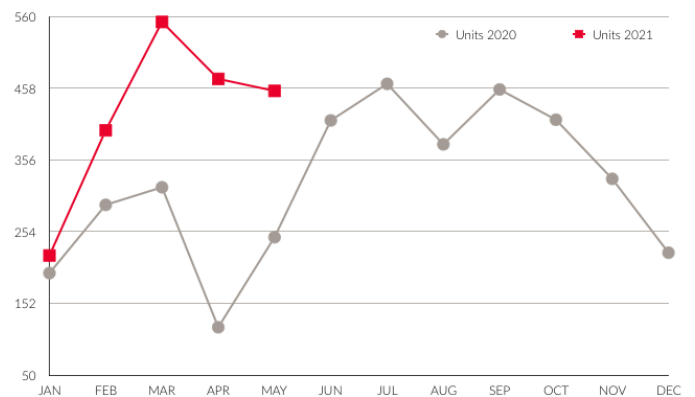
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

SALES BY TYPE


















FREEHOLD



CONDOMINIUM



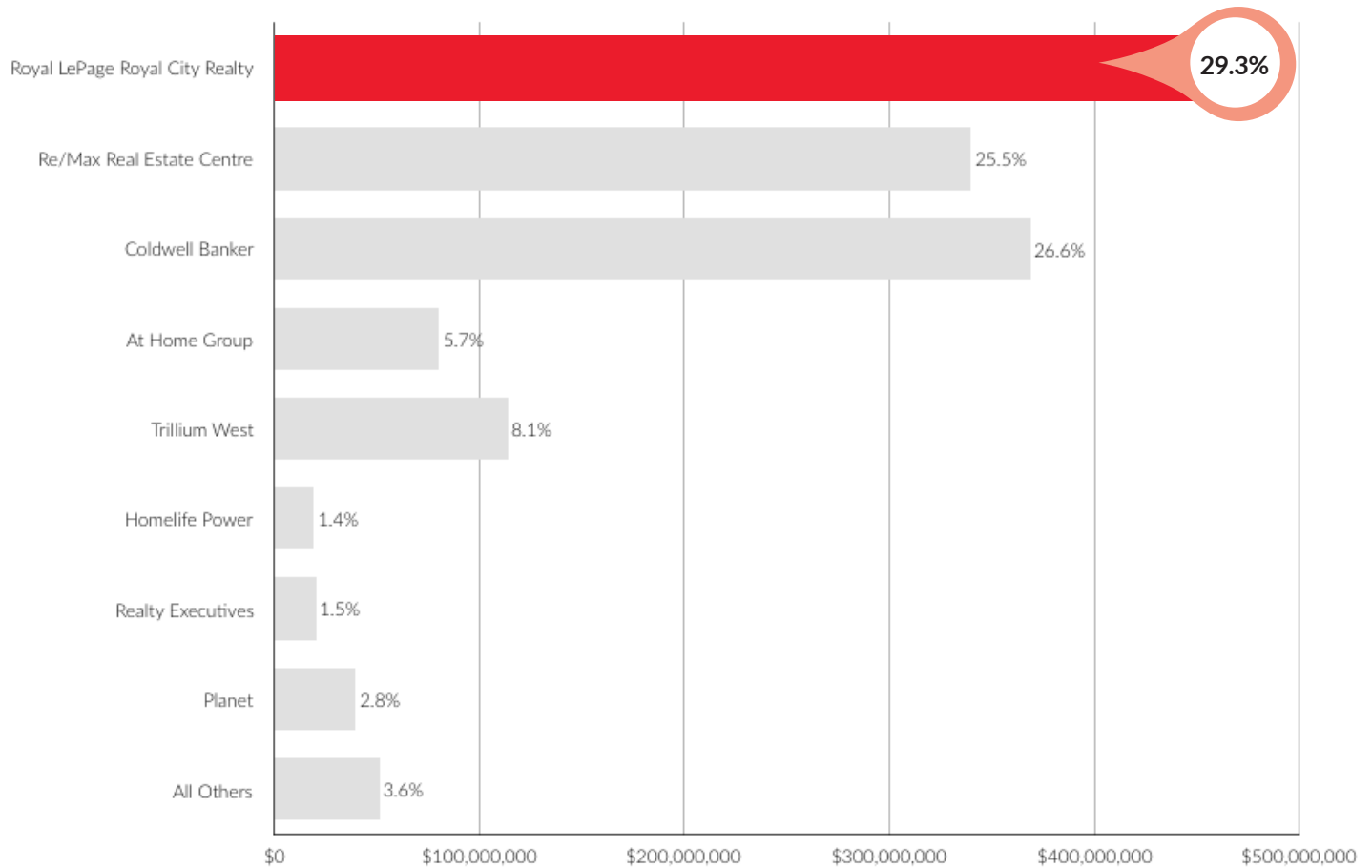
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$1,255,711,486 +129.02%	 \$291,554,812 +128.63%	 \$24,574,100 +233.93%
YTD Unit Sales	 1,423 +72.07%	 518 +76.79%	 33 +135.71%
YTD Average Sale Price	 \$882,440 +33.1%	 \$562,847 +29.32%	 \$744,669.70 +41.67%
May Sales Volume	 \$304,802,267 +137.98%	 \$54,908,142 +180.8%	 \$2,545,400 +167.23%
May Unit Sales	 326 +67.18%	 96 +113.33%	 4 +100%

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



MARKET DOMINANCE



Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
May 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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