2021
JUNE

WELLINGTON COUNTY
Real Estate Market Report

ROYAL LEPAGE ROYAL CITY REALTY BROKERAGE

OVERVIEW

SELLER'S MARKET

Finishing off Q2, 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.

June year-over-year sales volume of $370,083,549

Up 39.84% from 2020's $264,641,811 with unit sales of 460 up 11.65% from last June's 412. New listings of 581 are up 3.94% from a year ago, with the sales/listing ratio of 79.17% up 5.47%.

Year-to-date sales volume of $2,061,998,988

Up 108.98% from 2020's $986,718,142 with unit sales of 2,555 up 61.71% from 2020's 1,580. New listings of 3,265 are up 39.05% from a year ago, with the sales/listing ratio of 78.25% up 10.96%.

Year-to-date average sale price of $800,373

Up from $625,158 one year ago with median sale price of $725,0000 up from $575,125 one year ago. Average days-on-market of 15.83 is down 13 days from last year.

JUNE NUMBERS

Median Sale Price
$725,000
+23.43%

Sales Volume
$370,083,549
+39.84%

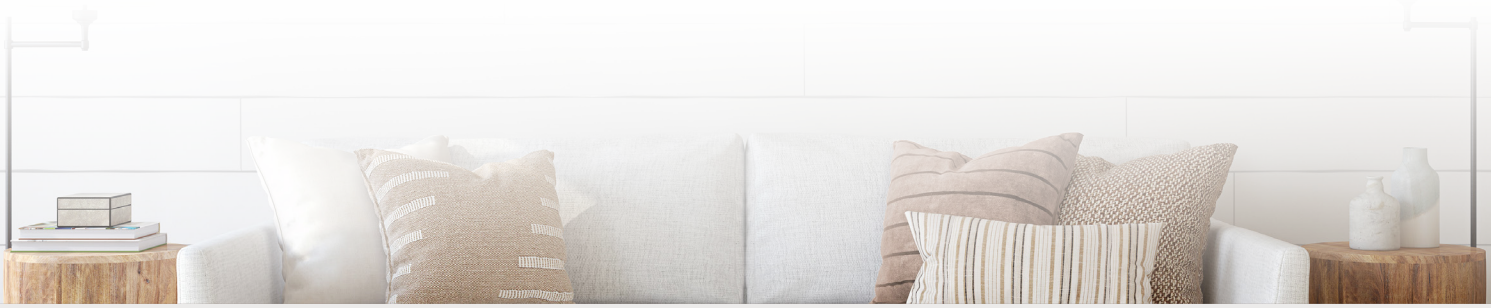
Unit Sales
460
+11.65%

New Listings
581
+3.94%

Expired Listings
27
-38.64%

Unit Sales/Listings Ratio
79.17%
+5.47%

Year-over-year comparison (June 2021 vs. June 2020)



Total sales include both residential and commercial sales.

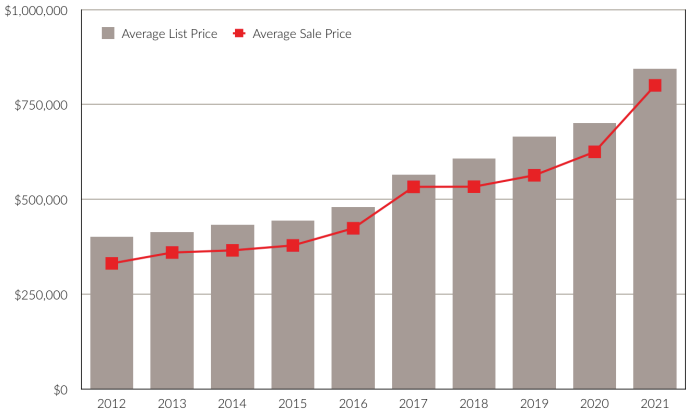
THE MARKET IN **DETAIL**

	2019	2020	2021	2020-2021
YTD Volume Sales	$1,010,376,055	$986,718,142	$2,061,998,988	+108.98%
YTD Unit Sales	1,787	1,580	2,555	+61.71%
YTD New Listings	2,972	2,348	3,265	+39.05%
YTD Sales/Listings Ratio	60.13%	67.29%	78.25%	+10.96%
YTD Expired Listings	268	237	122	-48.52%
June Volume Sales	$194,377,403	$264,641,811	$370,083,549	+39.84%
June Unit Sales	338	412	460	+11.65%
June New Listings	559	559	581	+3.94%
June Sales/Listings Ratio	60.47%	73.7%	79.17%	+5.47%
June Expired Listings	58	44	27	-38.64%
YTD Sales: Under $0-$199K	29	32	39	+21.88%
YTD Sales: Under $200K-$349K	219	113	44	-61.06%
YTD Sales: Under $350K-$549K	794	627	432	-31.1%
YTD Sales: Under $550K-$749K	479	548	877	+60.04%
YTD Sales: Under $750K-$999K	171	211	703	+233.18%
YTD Sales: $1M+	95	121	458	+278.51%
YTD Average Days-On-Market	32.33	28.83	15.83	-45.09%
YTD Average Sale Price	$563,331	$625,158	$800,373	+28.03%
YTD Median Sale Price	$506,500	$575,125	$725,000	+26.06%

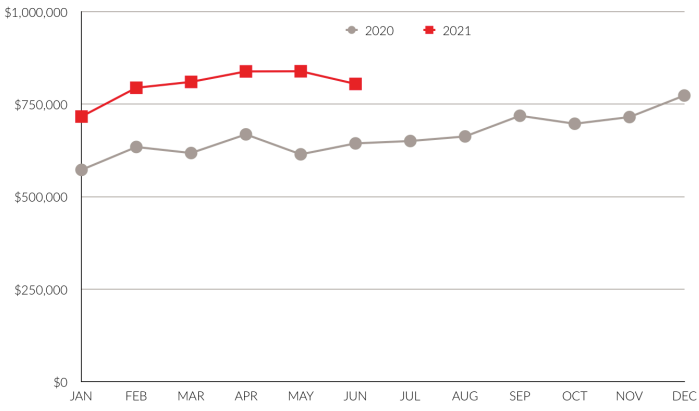
Wellington County MLS Sales and Listing Summary
2019 vs. 2020 vs. 2021

Total sales include both residential and commercial sales.

AVERAGE SALE PRICE

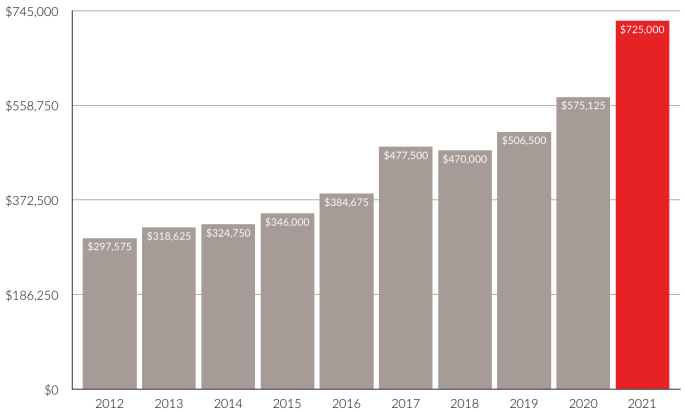


Year-Over-Year

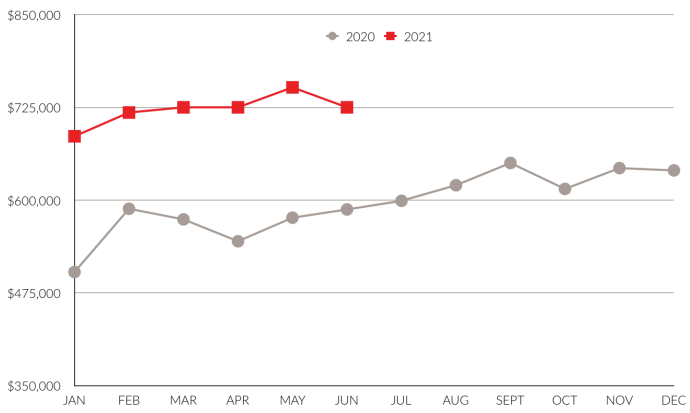


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



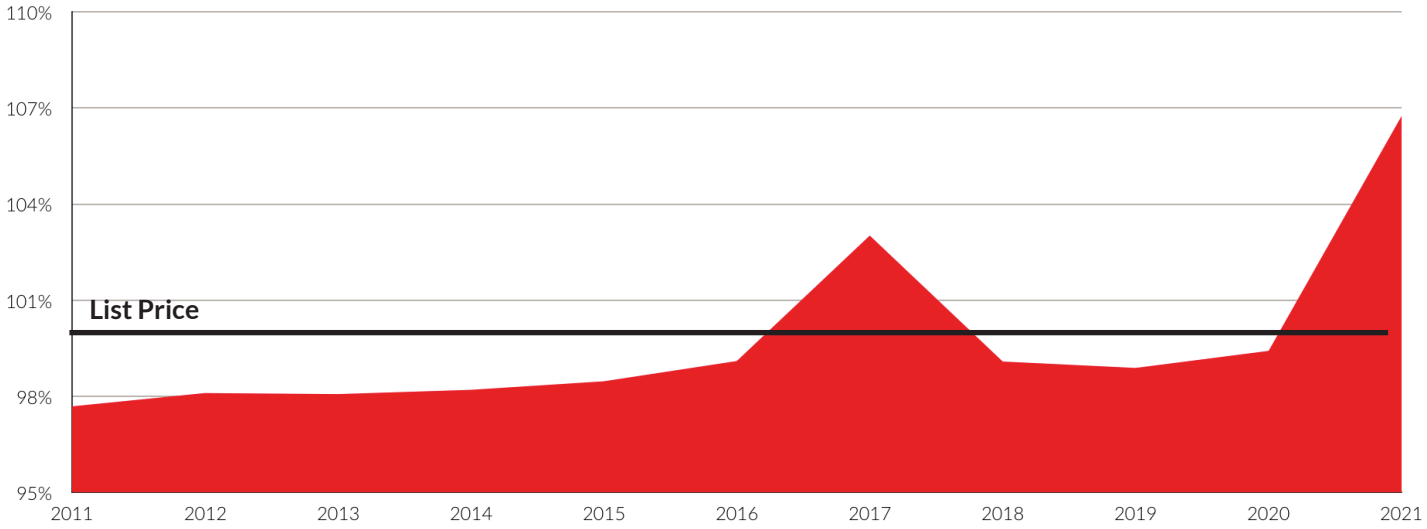
Year-Over-Year



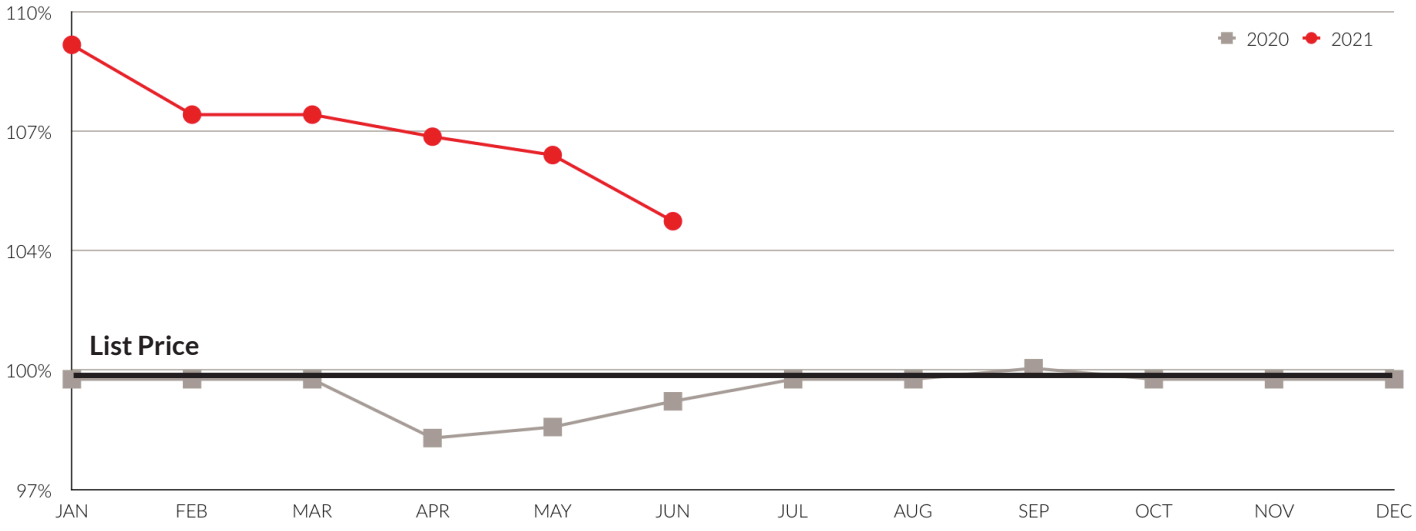
Month-Over-Month 2020 vs. 2021

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

SALE PRICE VS. LIST PRICE RATIO



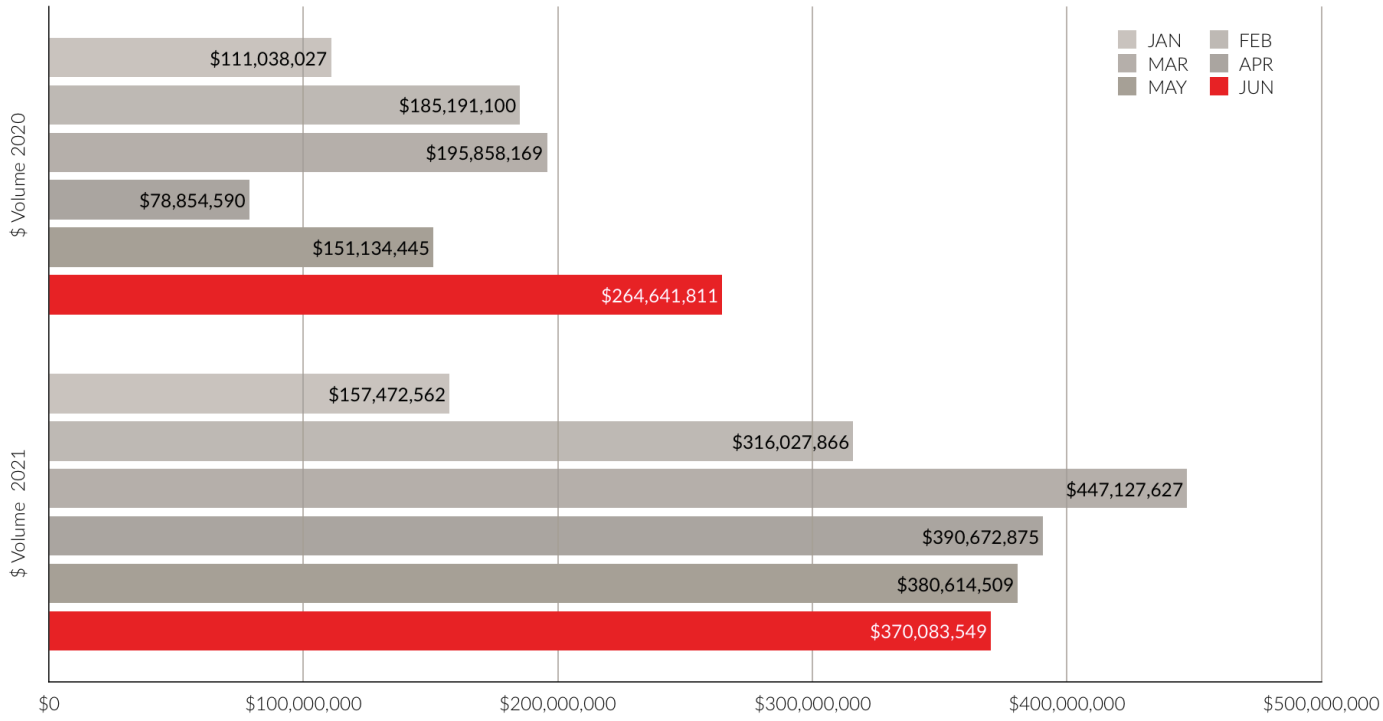
Year-Over-Year



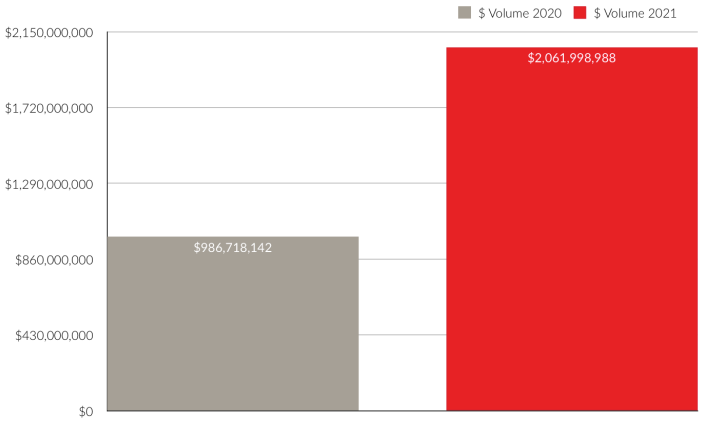
Month-Over-Month 2020 vs. 2021

Total sales include both residential and commercial sales.

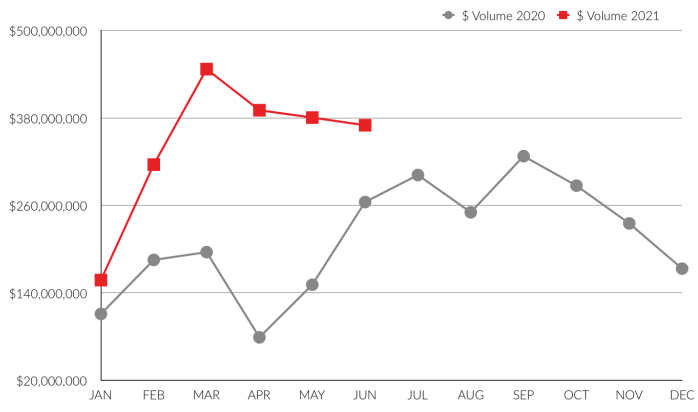
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021



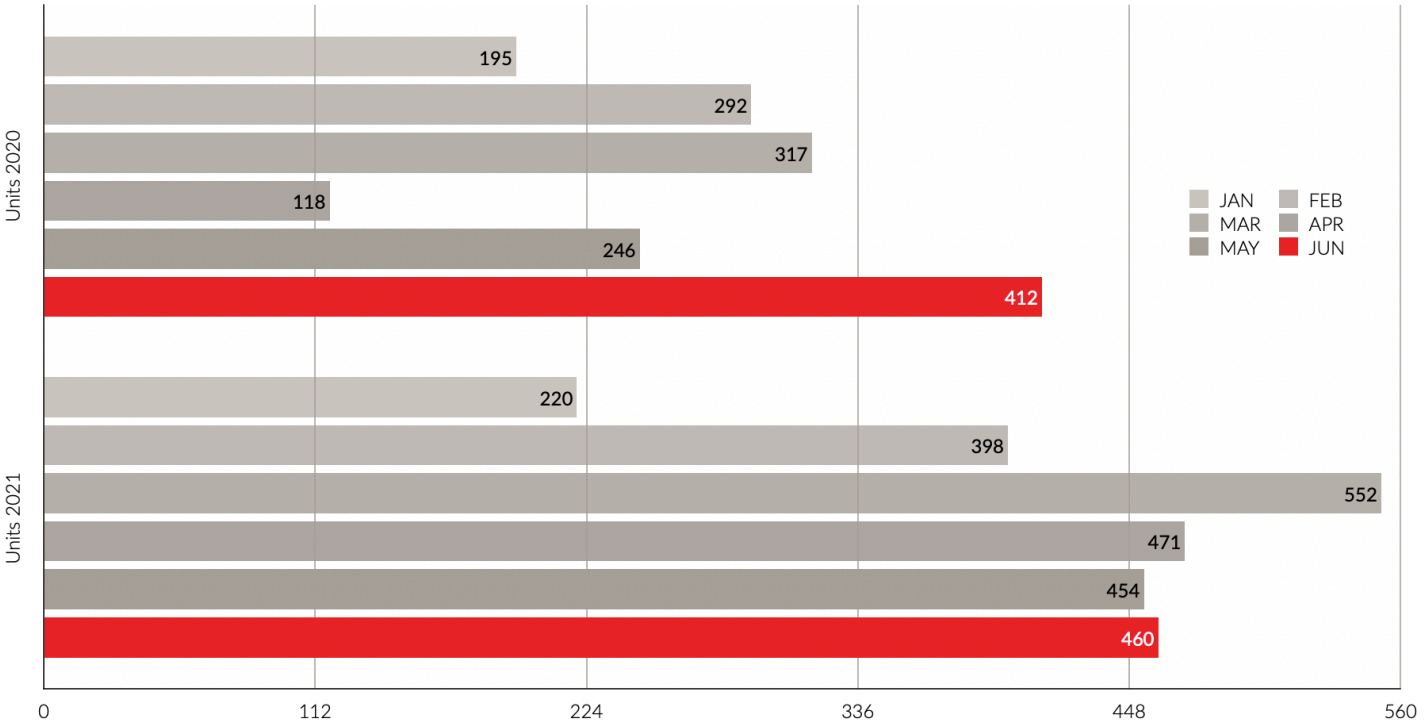
Yearly Totals 2020 vs. 2021



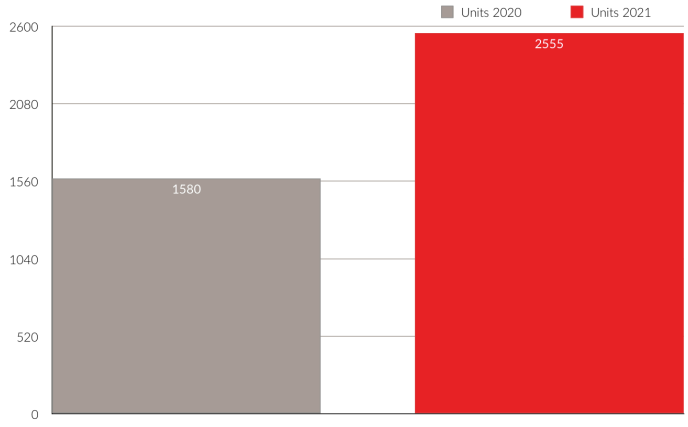
Month vs. Month 2020 vs. 2021

Total sales include both residential and commercial sales.

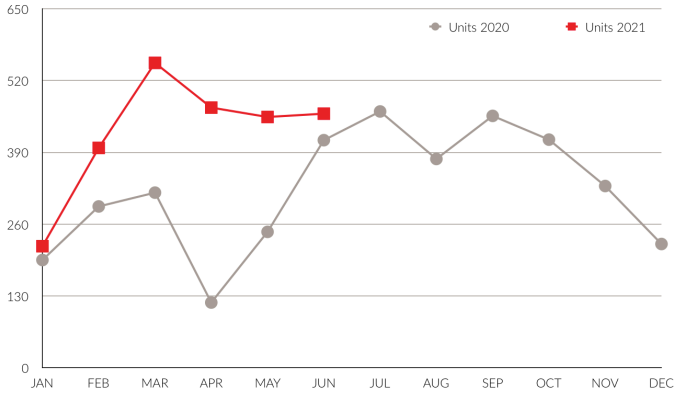
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

Total sales include both residential and commercial sales.

ROYAL LEPAGE ROYAL CITY REALTY BROKERAGE

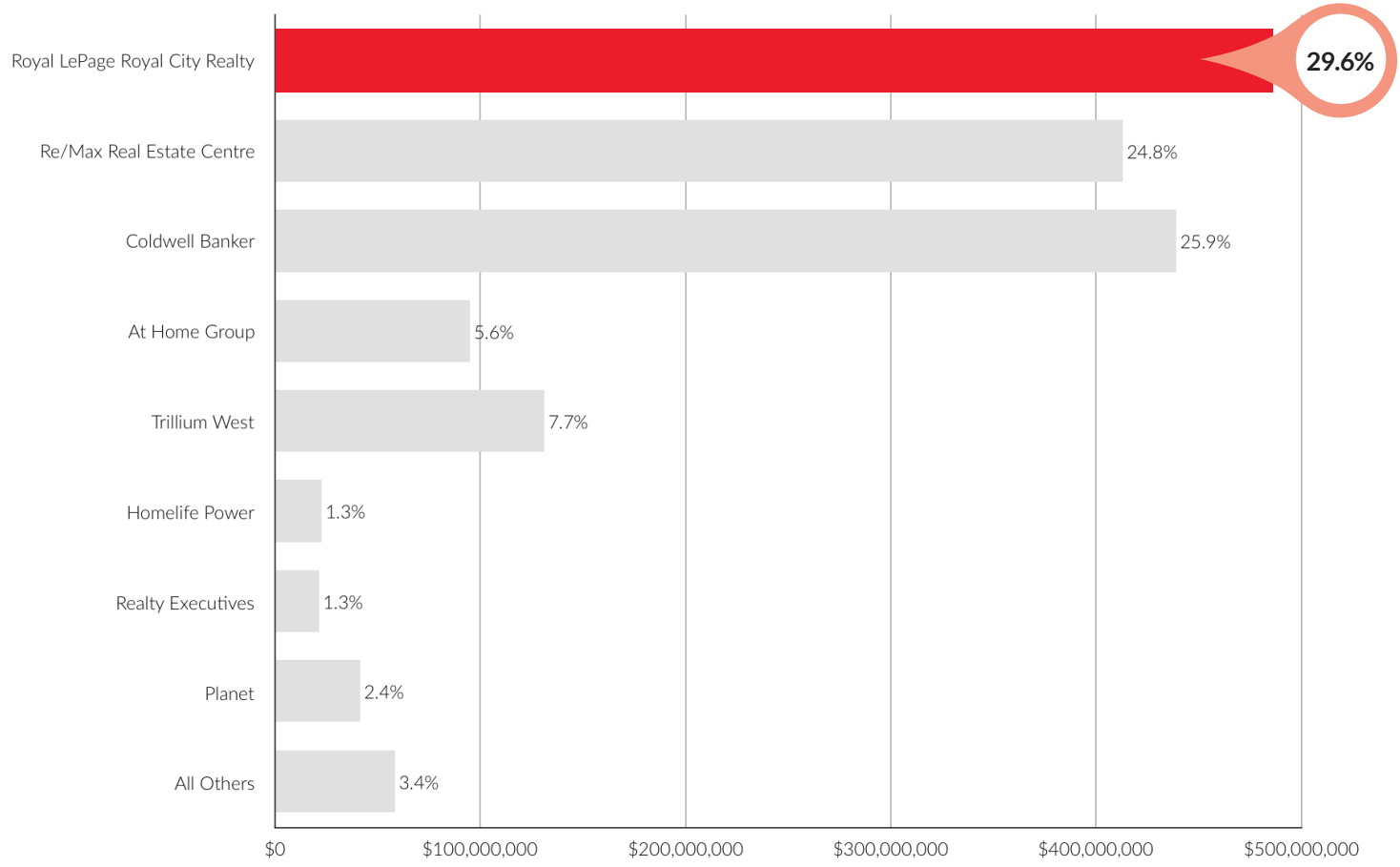
SALES BY **TYPE**

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	$1,524,728,060 +102.1%	$355,263,995 +105.44%	$32,430,988 +221.74%
YTD Unit Sales	1,726 +53.56%	630 +61.13%	40 +110.53%
YTD Average Sale Price	$883,388 +31.61%	$563,911 +27.5%	$810,774.70 +52.83%
June Sales Volume	$269,016,574 +30.5%	$63,709,183 +40.31%	$7,856,888 +188.77%
June Unit Sales	303 +2.02%	112 +14.29%	7 +40%

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

Total sales include both residential and commercial sales.

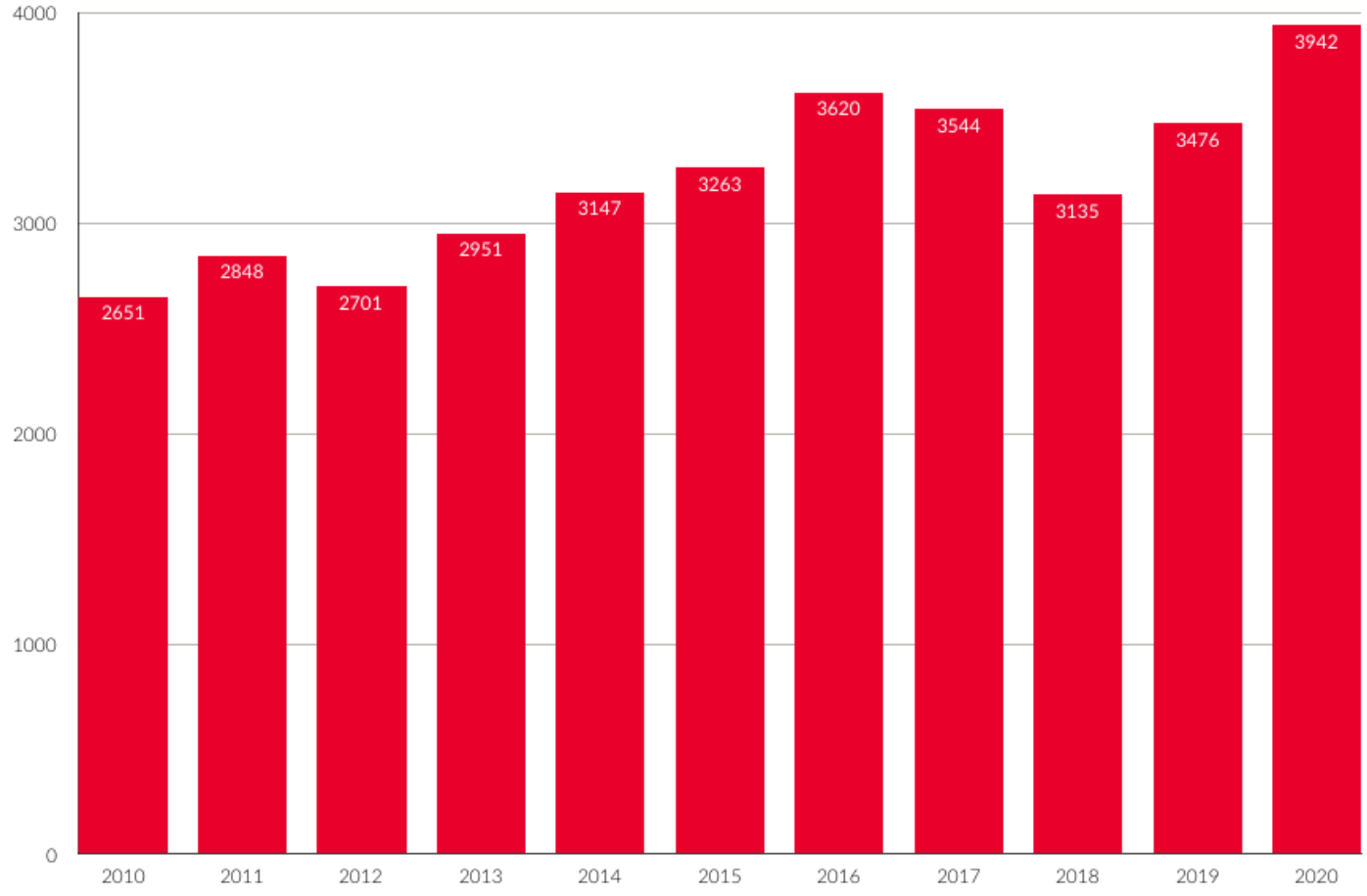
MARKET DOMINANCE



Market Share by Dollar Volume
Listing Selling Ends Combined for Guelph Based Companies
June 2021

Total sales include both residential and commercial sales.

10 YEAR MARKET ANALYSIS



Units Sold

Total sales include both residential and commercial sales.

ROYAL LEPAGE ROYAL CITY REALTY BROKERAGE

OUR LOCATIONS

ELORA
519-846-1365
9 Mill Street East, Elora

FERGUS
519-843-1365
162 St. Andrew Street East, 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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