



2021
JULY

WELLINGTON COUNTY
Real Estate Market Report



OVERVIEW

SELLER'S MARKET

The housing market in Wellington County continues to show a strong seller's market as we start off Q3. Despite being held back by a lack of inventory, strong buyer demand and increasing sales prices lead to steady sales volumes.



July year-over-year sales volume of \$284,105,631

Down 5.85% from 2020's \$301,753,145 with unit sales of 341 down 26.51% from last July's 464. New listings of 423 are down 5.58% from a year ago, with the sales/listing ratio of 80.61% down 22.96%.



Year-to-date sales volume of \$2,346,104,619

Up 82.08% from 2020's \$1,288,471,287 with unit sales of 2,896 up 41.68% from 2020's 2,044. New listings of 3,686 are up 31.83% from a year ago, with the sales/listing ratio of 78.57% up 5.46%.



Year-to-date average sale price of \$805,056

Up from \$628,754 one year ago with median sale price of \$725,000 up from \$576,250 one year ago. Average days-on-market of 15.86 is down 13 days from last year.

JULY NUMBERS

Median Sale Price

\$710,000

+18.53%

Sales Volume

\$284,105,631

-5.85%

Unit Sales

341

-26.51%

New Listings

423

-5.58%

Expired Listings

28

-33.33%

Unit Sales/Listings Ratio

80.61%

-22.96%

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

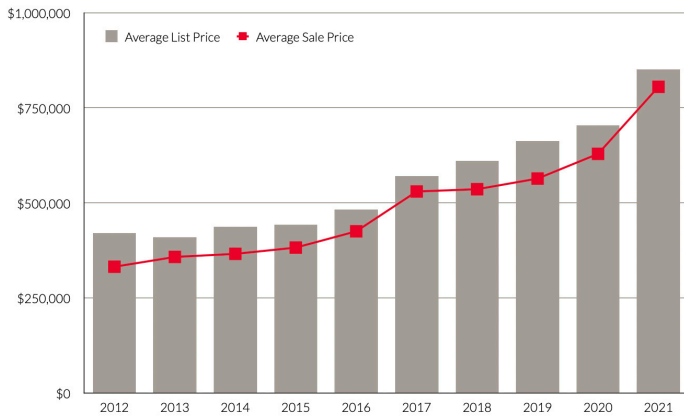


THE MARKET IN DETAIL

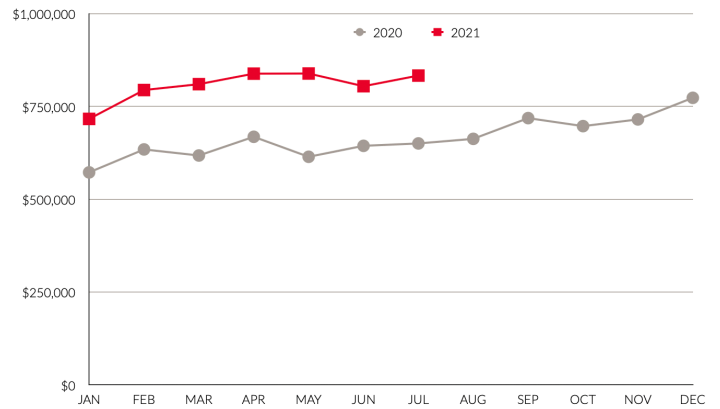
	2019	2020	2021	2020-2021
YTD Volume Sales	\$1,208,067,775	\$1,288,471,287	\$2,346,104,619	+82.08%
YTD Unit Sales	2,136	2,044	2,896	+41.68%
YTD New Listings	3,479	2,796	3,686	+31.83%
YTD Sales/Listings Ratio	61.4%	73.1%	78.57%	+5.46%
YTD Expired Listings	340	279	150	-46.24%
July Volume Sales	\$197,691,720	\$301,753,145	\$284,105,631	-5.85%
July Unit Sales	349	464	341	-26.51%
July New Listings	507	448	423	-5.58%
July Sales/Listings Ratio	68.84%	103.57%	80.61%	-22.96%
July Expired Listings	72	42	28	-33.33%
YTD Sales: Under \$0-\$199K	36	44	50	+13.64%
YTD Sales: Under \$200K-\$349K	264	144	52	-63.89%
YTD Sales: Under \$350K-\$549K	939	782	486	-37.85%
YTD Sales: Under \$550K-\$749K	578	729	1,005	+37.86%
YTD Sales: Under \$750K-\$999K	207	275	781	+184%
YTD Sales: \$1M+	112	166	520	+213.25%
YTD Average Days-On-Market	32	28.86	15.86	-45.05%
YTD Average Sale Price	\$563,777	\$628,754	\$805,056	+28.04%
YTD Median Sale Price	\$508,000	\$576,250	\$725,000	+28.81%

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

AVERAGE SALE PRICE

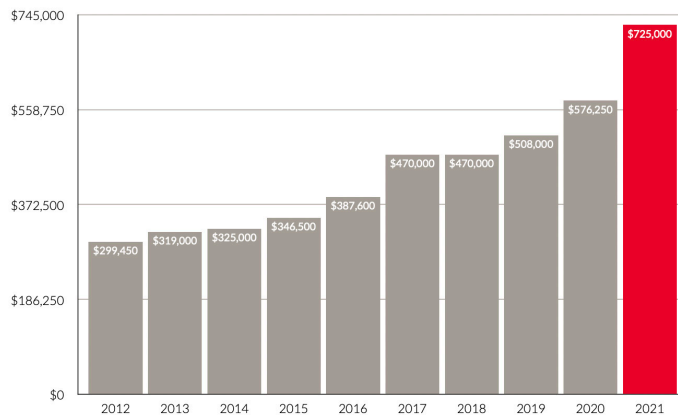


Year-Over-Year

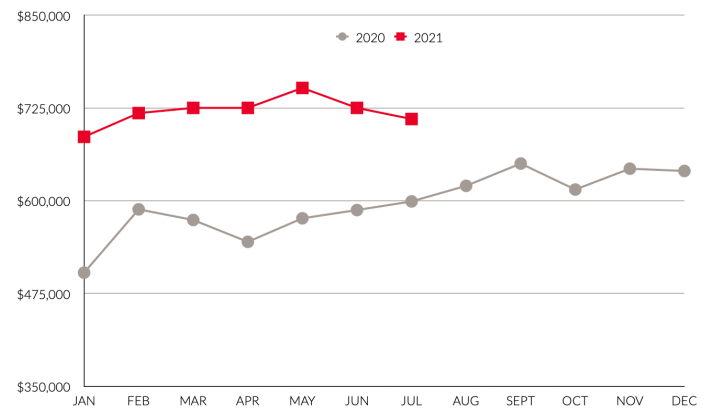


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



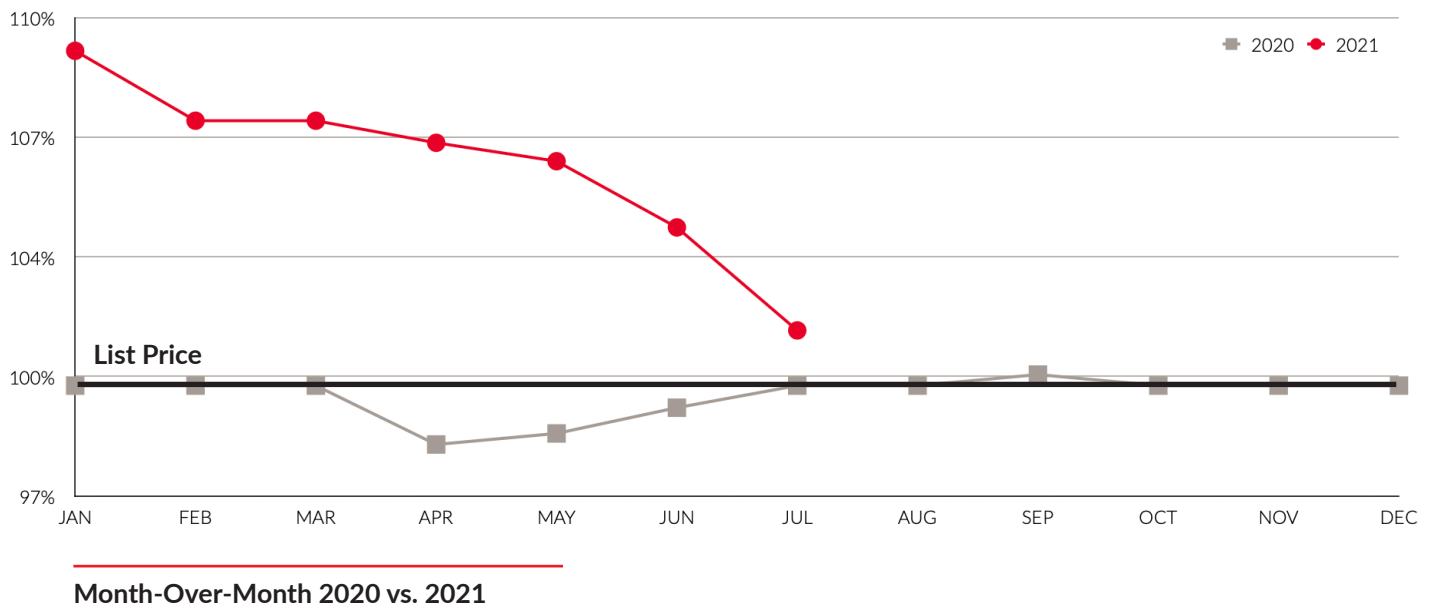
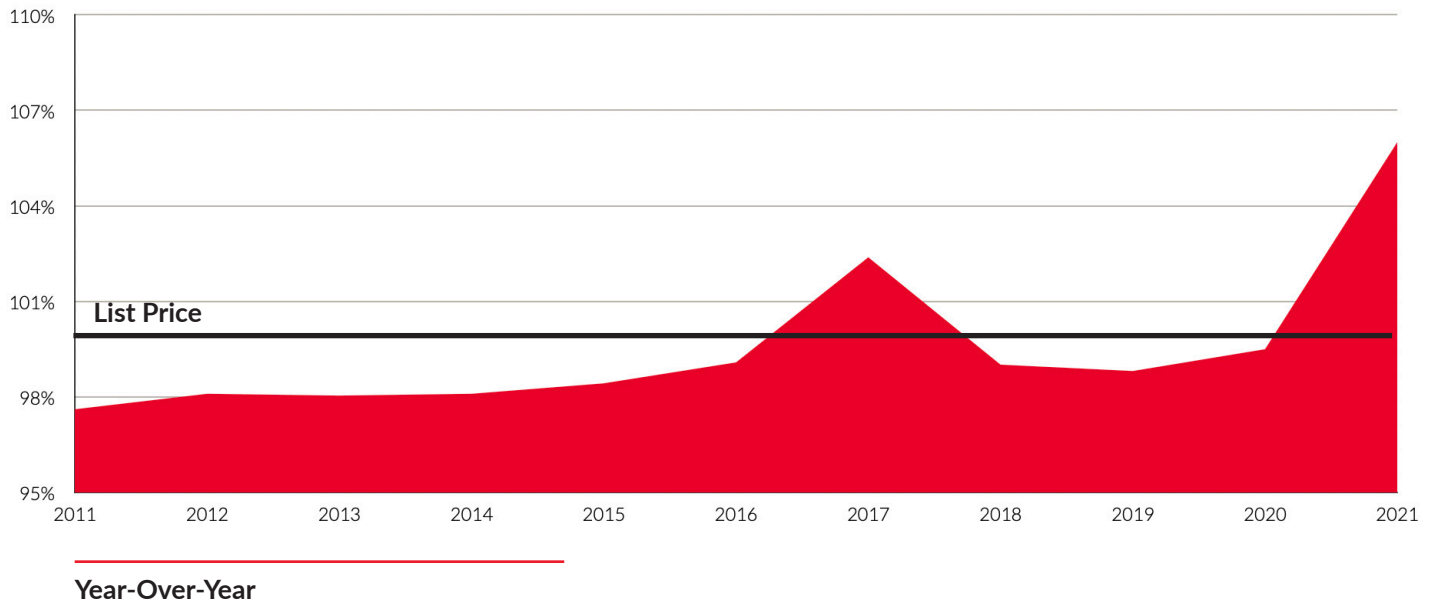
Year-Over-Year



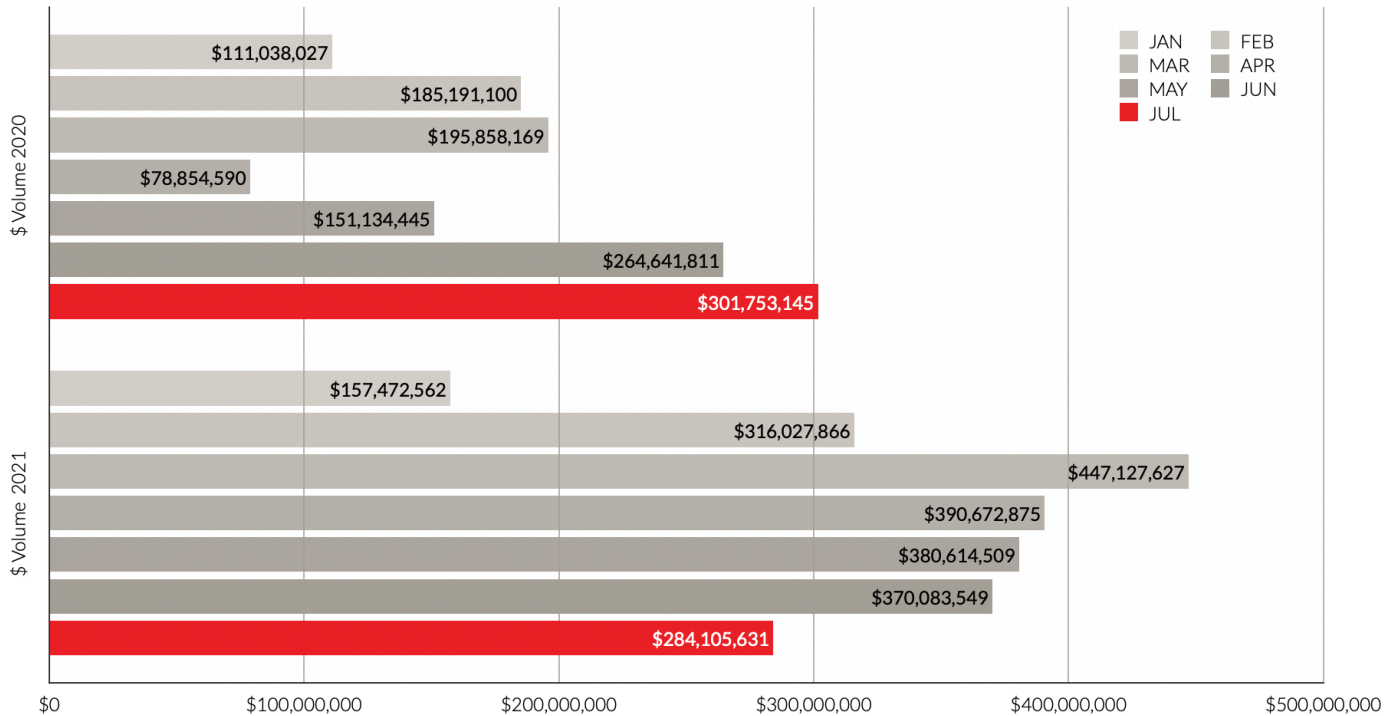
Month-Over-Month 2020 vs. 2021

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

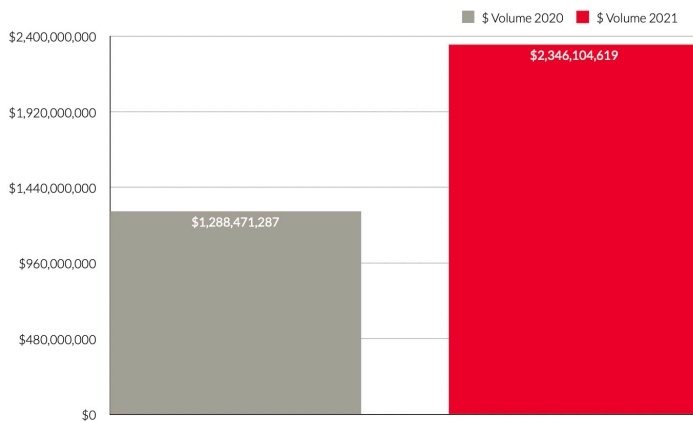
SALE PRICE VS. LIST PRICE RATIO



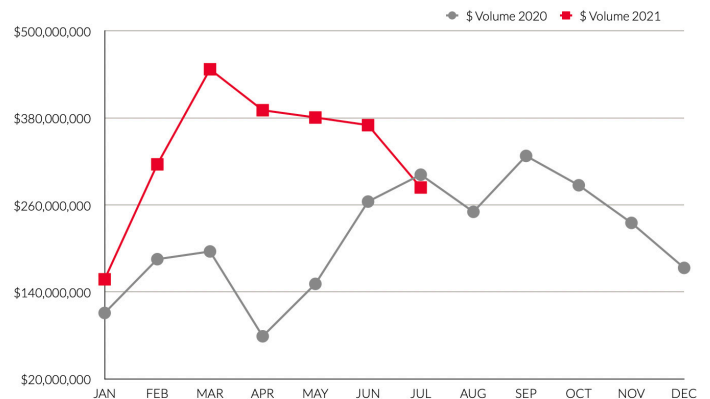
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

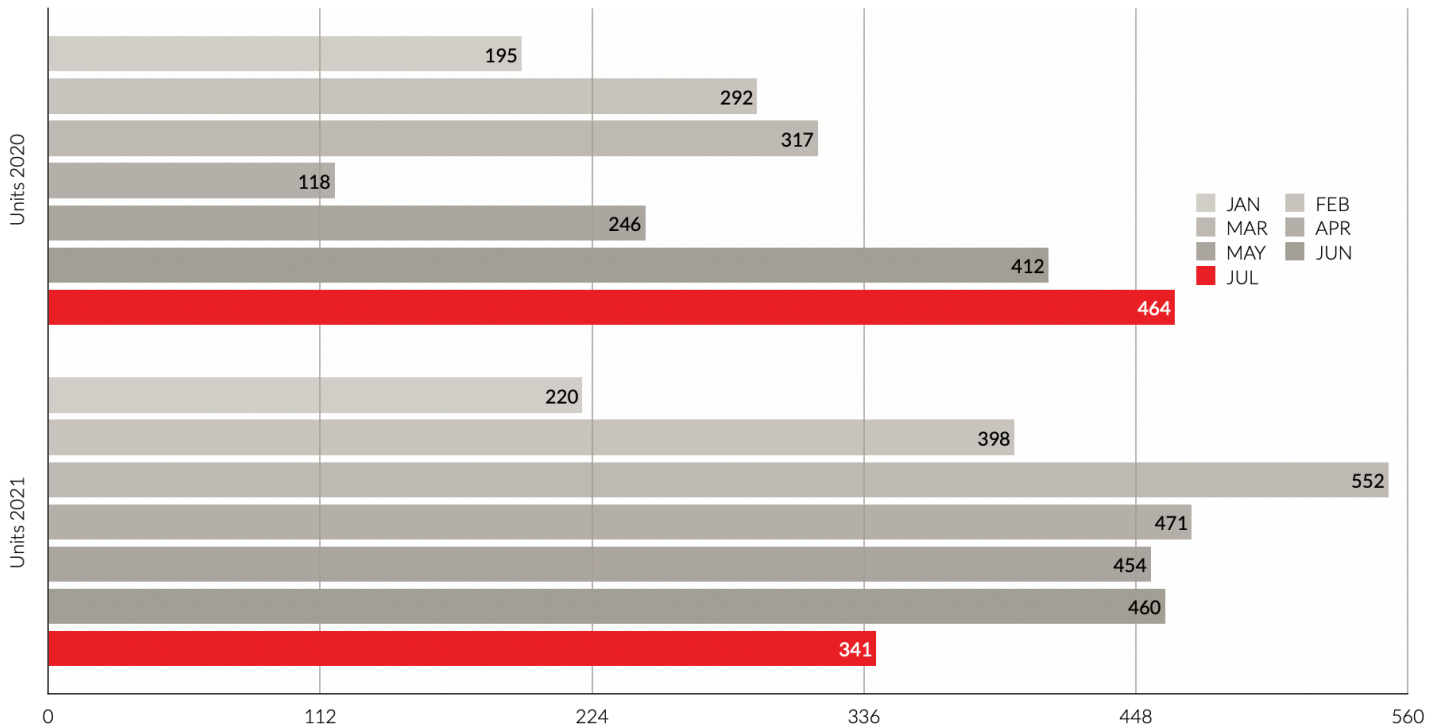


Yearly Totals 2020 vs. 2021

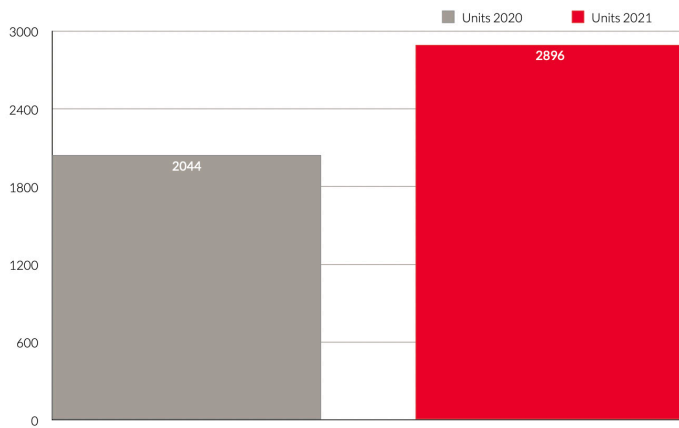


Month vs. Month 2020 vs. 2021

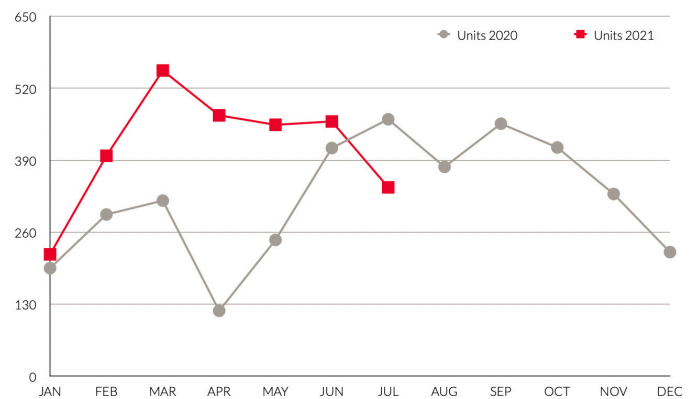
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

SALES BY TYPE


















FREEHOLD



CONDOMINIUM



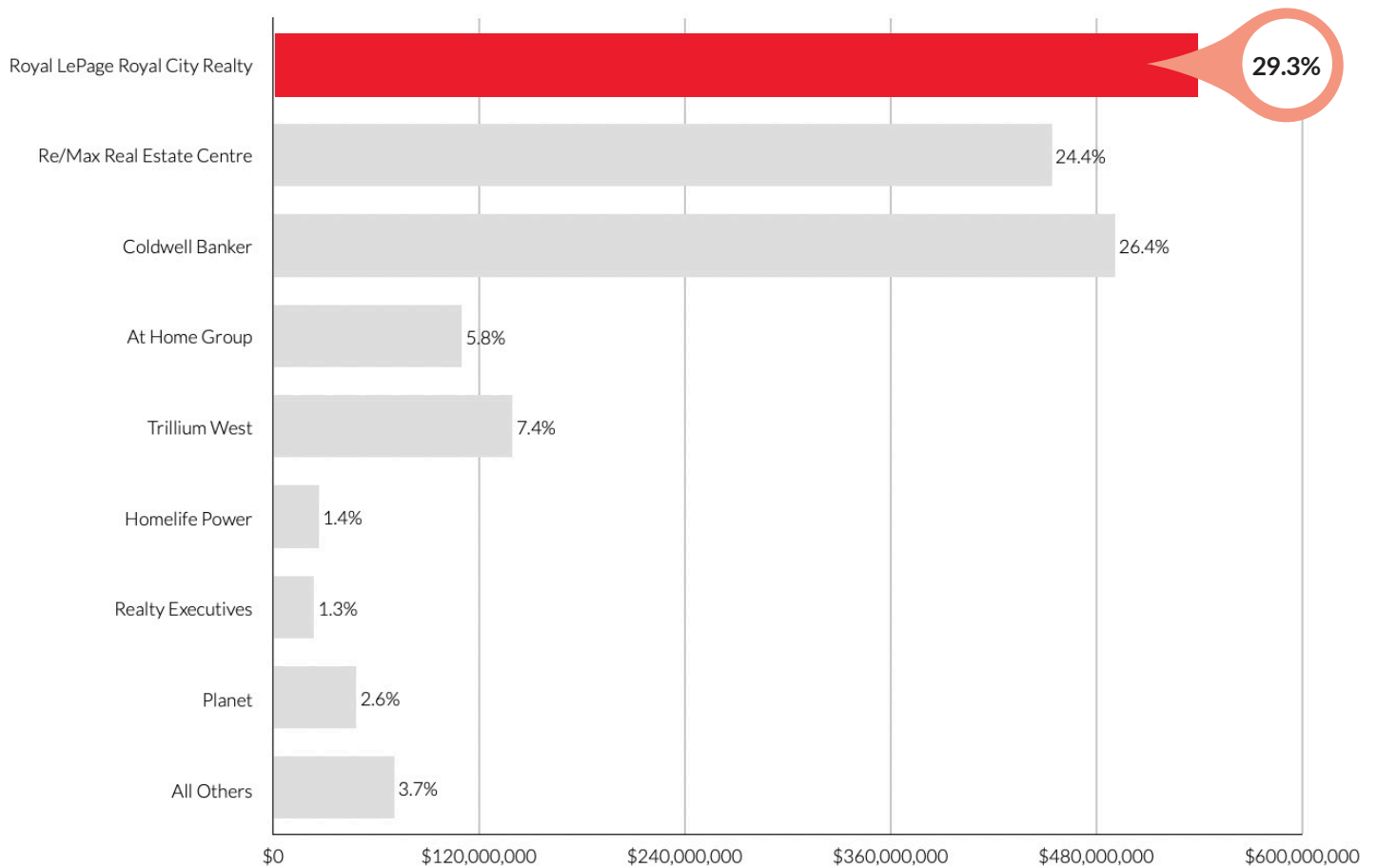
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$1,715,232,842 +74.48%	 \$402,238,943 +77.84%	 \$35,384,988 +143.87%
YTD Unit Sales	 1,943 +34.09%	 715 +41.58%	 46 +58.62%
YTD Average Sale Price	 \$882,776 +30.12%	 \$562,572 +25.61%	 \$769,239 +53.74%
July Sales Volume	 \$190,504,782 -17.68%	 \$46,974,948 -11.78%	 \$2,954,000 -33.32%
July Unit Sales	 217 -33.23%	 85 -25.44%	 6 -40%

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



MARKET DOMINANCE



Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
July 2021



10 YEAR MARKET ANALYSIS



Units Sold



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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