



2021 **AUGUST**

WELLINGTON COUNTY Real Estate Market Report



OVERVIEW

SELLER'S MARKET

The housing marketing in Wellington County continues to show a strong seller's market for this month. The high demand for inventory in this area has pushed the price of homes upwards, resulting in an increased sales volume this month. Over 90% of homes listed for sale in this area have sold and as a result average sales prices are still increasing. Homes are selling quickly and competitively, making this a great time to sell. We expect more sales activity in the coming weeks as more inventory comes to market and buyers re-enter the market after taking a summer break.



August year-over-year sales volume of \$253,453,951

Up 1.18% from 2020's \$250,499,062 with unit sales of 318 down 15.87% from last August's 378. New listings of 343 are down 35.77% from a year ago, with the sales/listing ratio of 92.71% up 21.92%.



Year-to-date sales volume of \$2,599,558,570

Up 68.92% from 2020's \$1,538,970,349 with unit sales of 3,214 up 32.7% from 2020's 2,422. New listings of 4,029 are up 20.99% from a year ago, with the sales/listing ratio of 79.77% up 7.04%.



Year-to-date average sale price of \$804,052

Up from \$632,997 one year ago with median sale price of \$725,000 up from \$581,804 one year ago. Average days-on-market of 16.38 is down 12.25 days from last year.

AUGUST NUMBERS

Median Sale Price

\$735,000

+18.55%

Sales Volume

\$253,453,951

+1.18%

Unit Sales

318

-15.87%

New Listings

343

-35.77%

Expired Listings

28

-34.88%

Unit Sales/Listings Ratio

92.71%

+21.92%

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

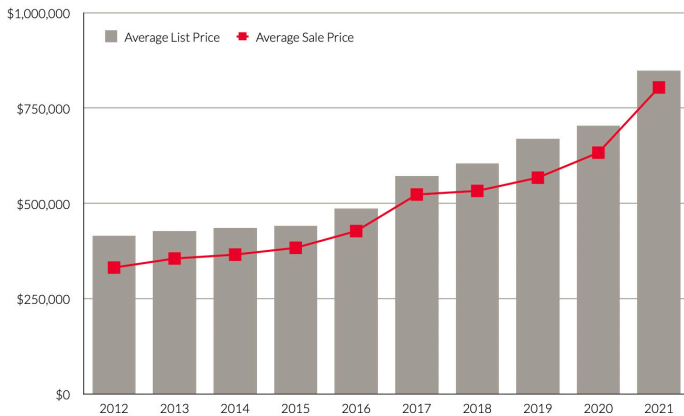


THE MARKET IN DETAIL

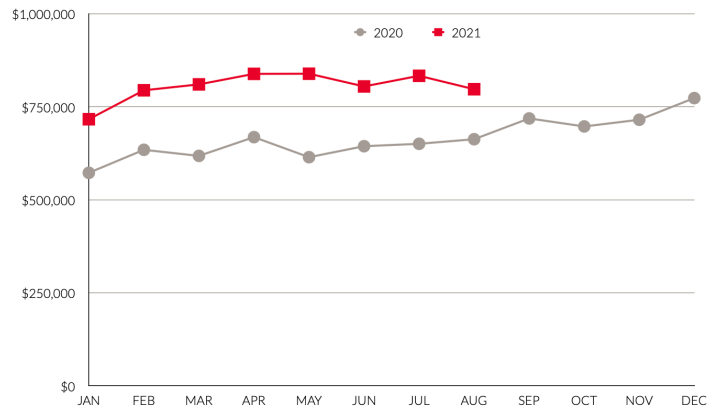
	2019	2020	2021	2020-2021
YTD Volume Sales	\$1,397,124,873	\$1,538,970,349	\$2,599,558,570	+68.92%
YTD Unit Sales	2,455	2,422	3,214	+32.7%
YTD New Listings	3,881	3,330	4,029	+20.99%
YTD Sales/Listings Ratio	63.26%	72.73%	79.77%	+7.04%
YTD Expired Listings	415	322	178	-44.72%
August Volume Sales	\$189,057,098	\$250,499,062	\$253,453,951	+1.18%
August Unit Sales	319	378	318	-15.87%
August New Listings	402	534	343	-35.77%
August Sales/Listings Ratio	79.35%	70.79%	92.71%	+21.92%
August Expired Listings	75	43	28	-34.88%
YTD Sales: Under \$0-\$199K	43	57	67	+17.54%
YTD Sales: Under \$200K-\$349K	304	165	59	-64.24%
YTD Sales: Under \$350K-\$549K	1,063	888	534	-39.86%
YTD Sales: Under \$550K-\$749K	673	863	1,105	+28.04%
YTD Sales: Under \$750K-\$999K	237	345	868	+151.59%
YTD Sales: \$1M+	135	200	579	+189.5%
YTD Average Days-On-Market	32.63	28.63	16.38	-42.79%
YTD Average Sale Price	\$567,386	\$632,997	\$804,052	+27.02%
YTD Median Sale Price	\$512,475	\$581,804	\$725,000	+24.61%

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

AVERAGE SALE PRICE

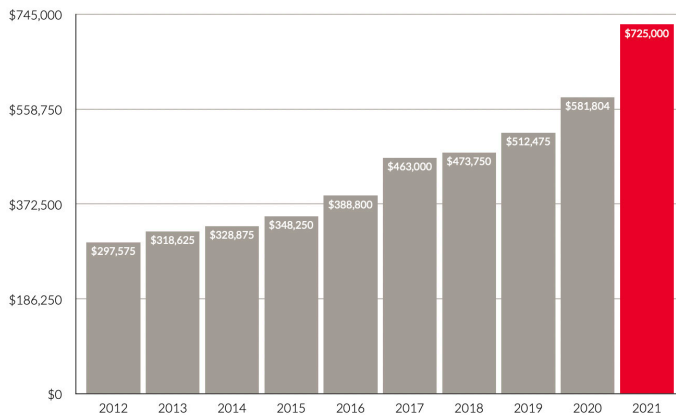


Year-Over-Year

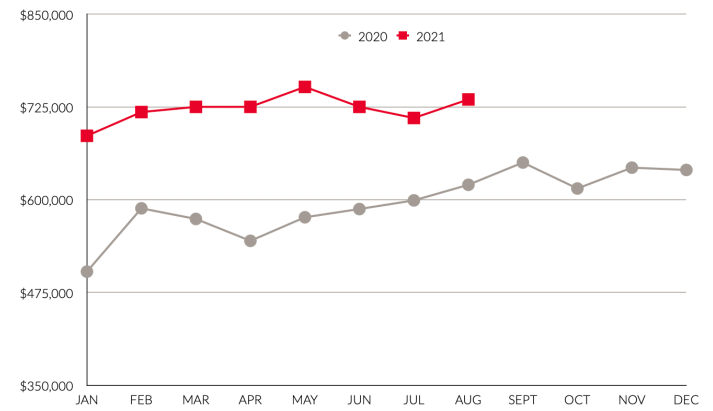


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



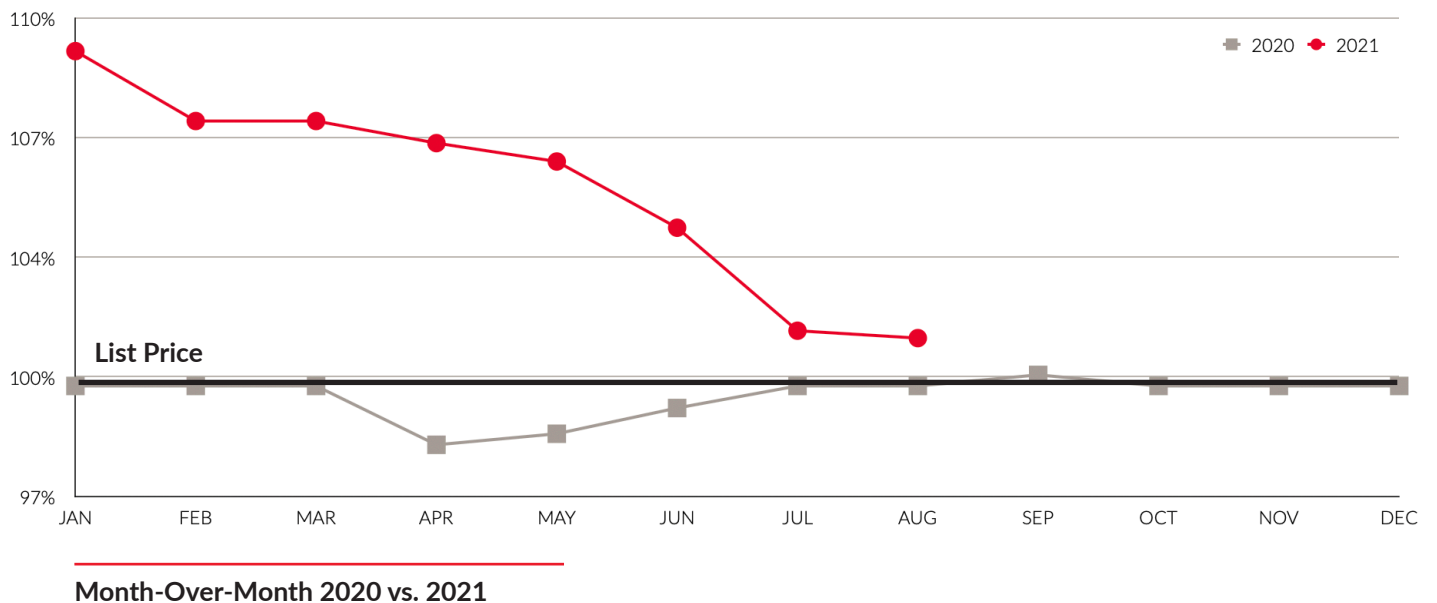
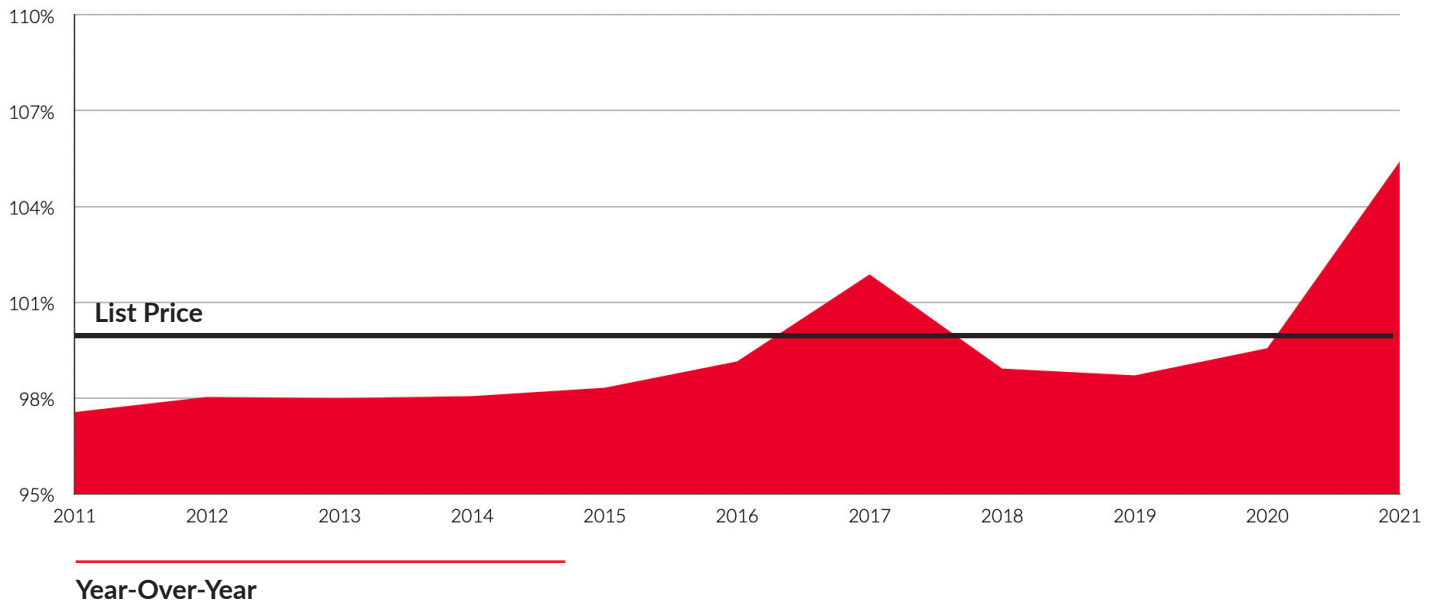
Year-Over-Year



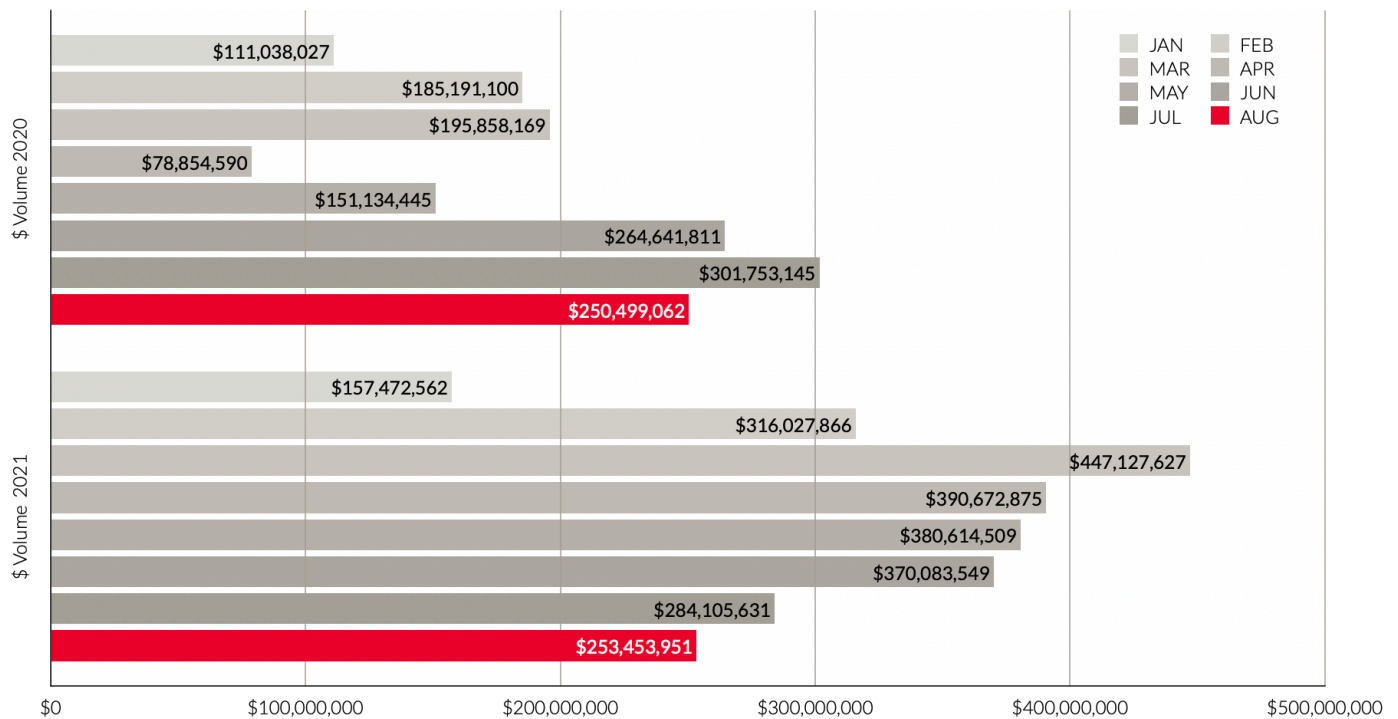
Month-Over-Month 2020 vs. 2021

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

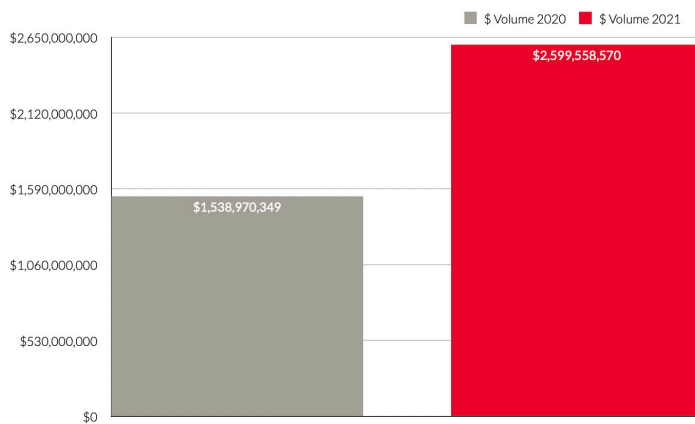
SALE PRICE VS. LIST PRICE RATIO



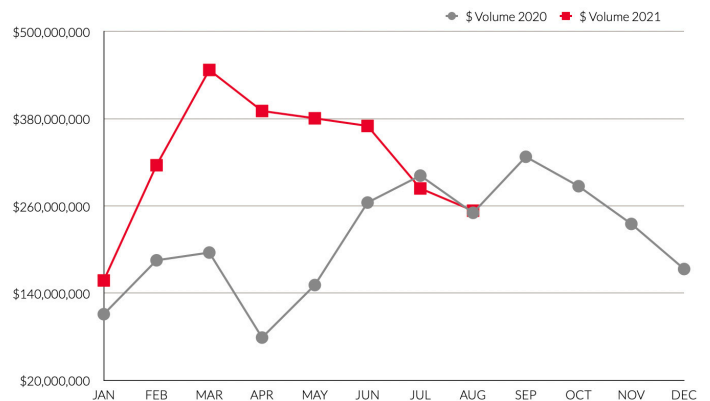
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

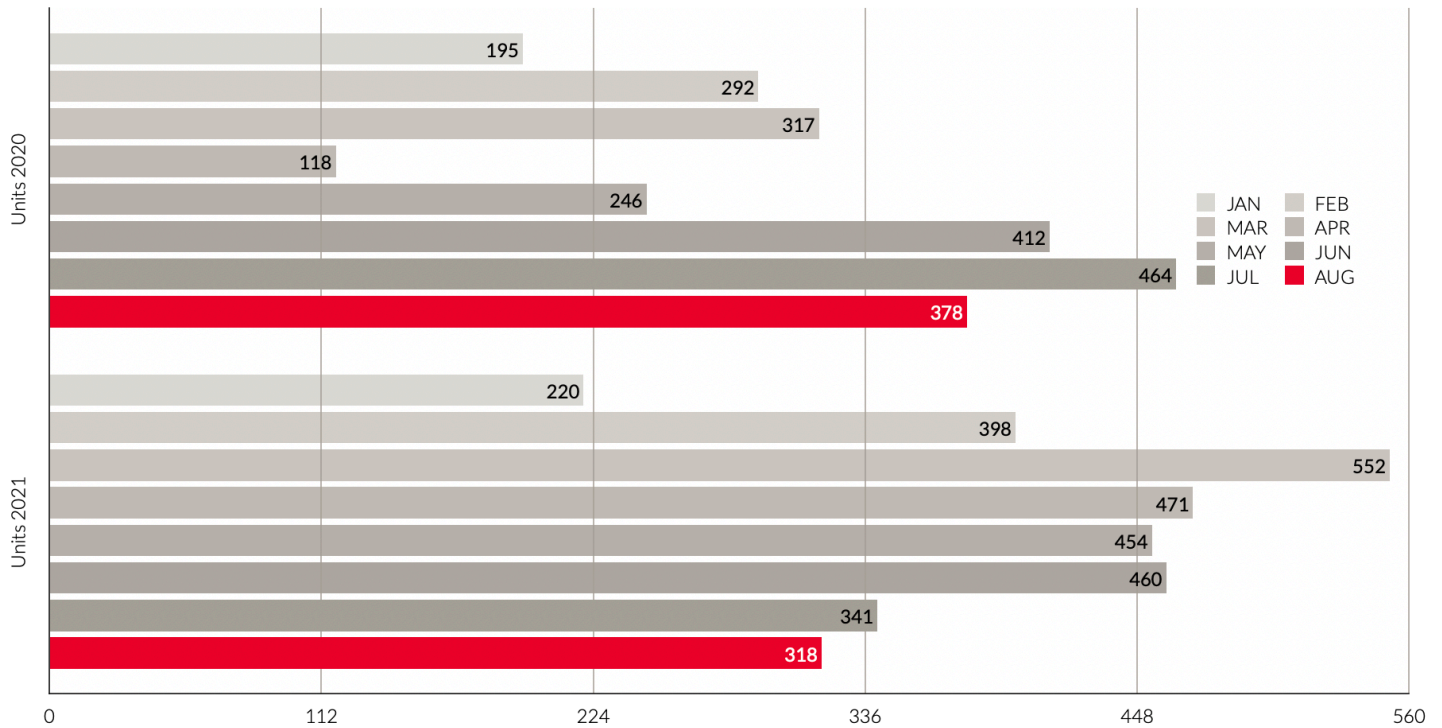


Yearly Totals 2020 vs. 2021

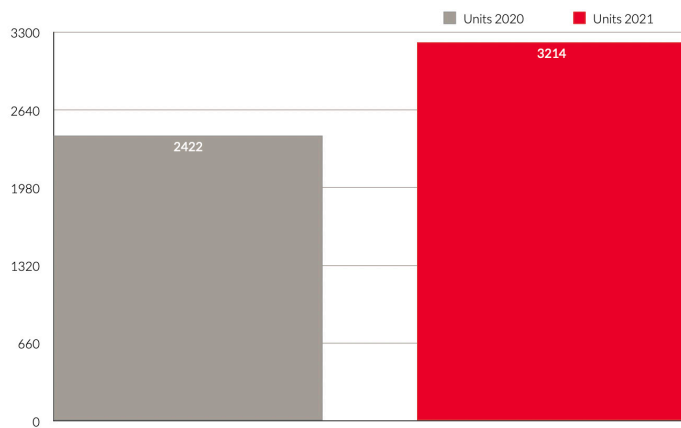


Month vs. Month 2020 vs. 2021

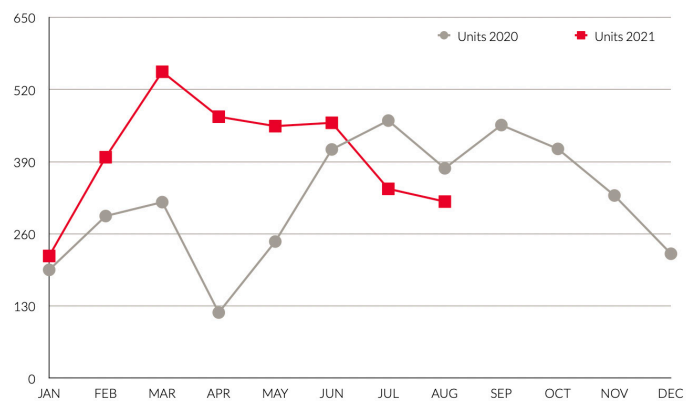
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

SALES BY TYPE


















FREEHOLD



CONDOMINIUM



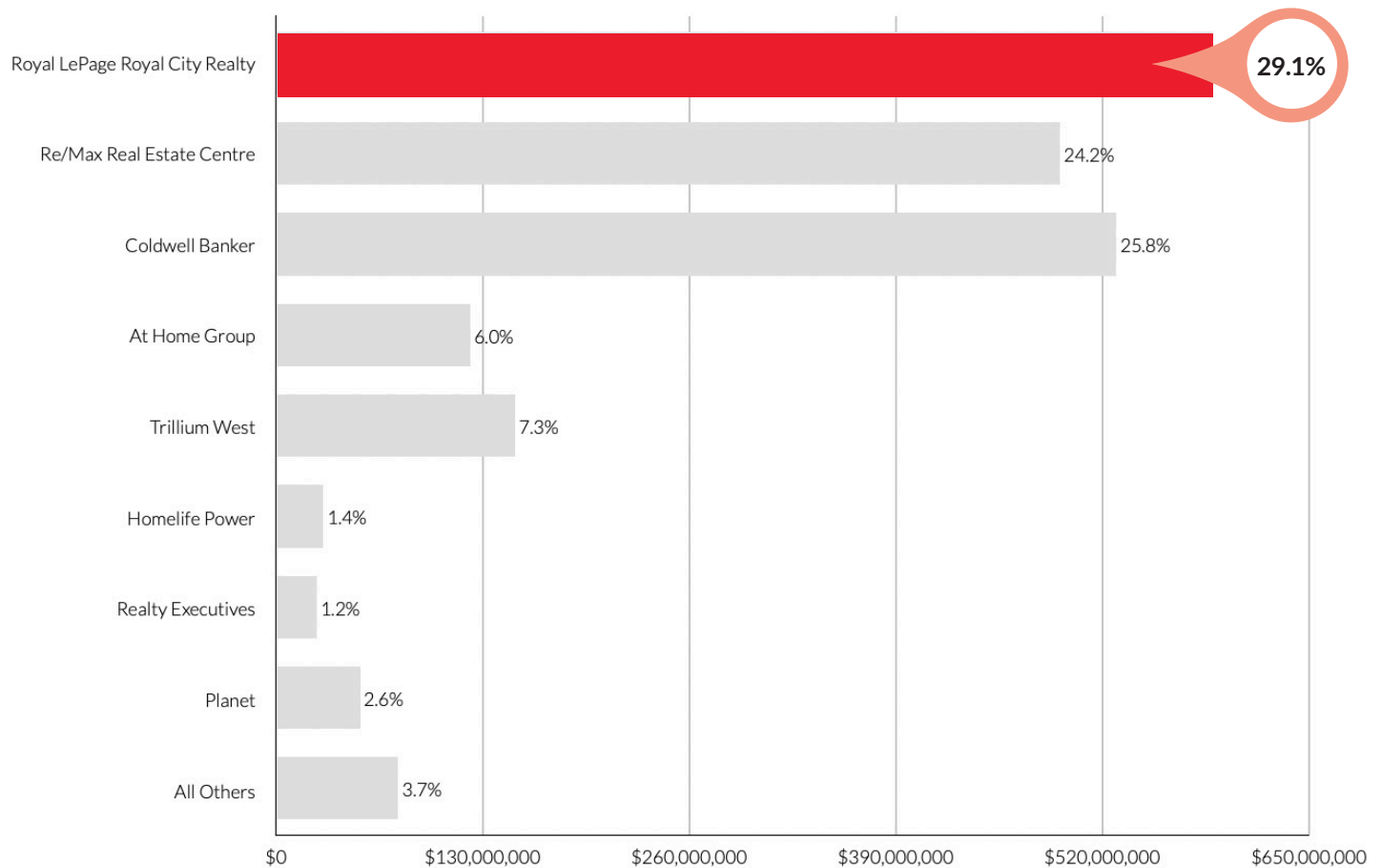
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$1,898,924,066 +62.96%	 \$443,193,168 +67.23%	 \$40,793,788 +129.61%
YTD Unit Sales	 2,150 +26.84%	 785 +33.5%	 56 +64.71%
YTD Average Sale Price	 \$883,220 +28.48%	 \$564,577 +25.36%	 \$728,461 +39.4%
August Sales Volume	 \$183,691,224 +0.84%	 \$40,954,225 +5.43%	 \$5,408,800 +66.07%
August Unit Sales	 207 -15.85%	 70 -15.34%	 10 +100%

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



MARKET DOMINANCE



Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
August 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



/RoyalLePageRoyalCity



/RoyalCityRealty



/RLPRoyalCity

Helping You Is What We Do.

Find more Real Estate Market Reports for Wellington County at royalcity.com/market-update/