



2021 SEPTEMBER

WELLINGTON COUNTY Real Estate Market Report



OVERVIEW

SELLER'S MARKET

The housing market within Wellington County is a strong seller's market with an increase in average and median sales prices. The high demand and quick turnover of homes in this area have continued to push prices upward, despite slower overall sales activity this month. Now is a great time to list as we expect a strong market heading into Q4.



September year-over-year sales volume of \$258,022,721

Down 21.25% from 2020's \$327,658,764 with unit sales of 320 down 29.82% from last September's 456. New listings of 416 are down 23.67% from a year ago, with the sales/listing ratio of 76.92% down 6.75%.



Year-to-date sales volume of \$2,857,581,291

Up 53.09% from 2020's \$1,866,629,113 with unit sales of 3,534 up 22.79% from 2020's 2,878. New listings of 4,445 are up 14.71% from a year ago, with the sales/listing ratio of 79.51% up 5.23%.



Year-to-date average sale price of \$804,304

Up from \$642,503 one year ago with median sale price of \$725,000 up from \$587,357 one year ago. Average days-on-market of 16.56 is down 11.77 days from last year.

SEPTEMBER NUMBERS

Median Sale Price

\$725,000

+23.43%

Sales Volume

\$258,022,721

-21.25%

Unit Sales

320

-29.82%

New Listings

416

-23.67%

Expired Listings

34

+25.93%

Unit Sales/Listings Ratio

76.92%

-6.75%

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

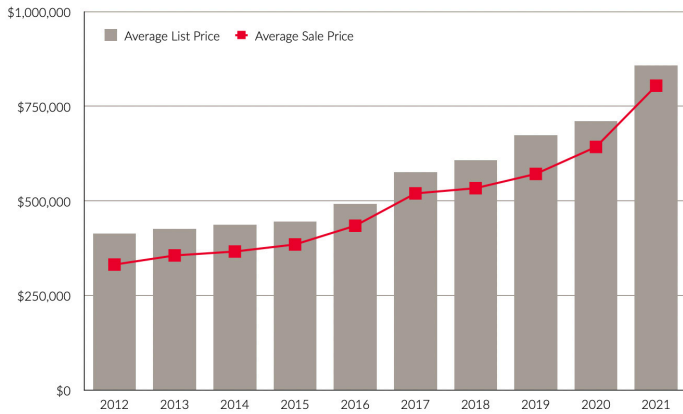


THE MARKET IN DETAIL

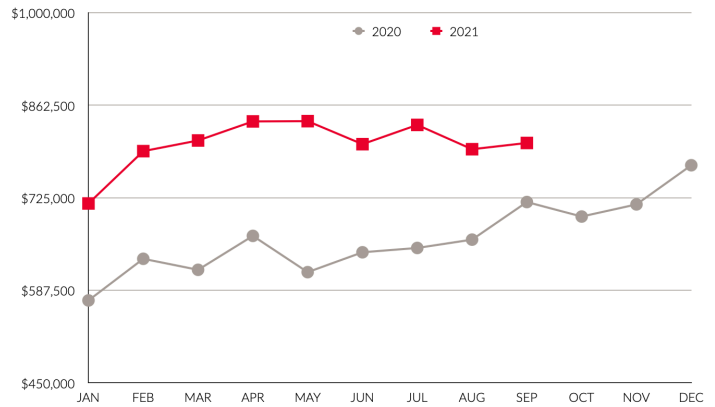
	2019	2020	2021	2020-2021
YTD Volume Sales	\$1,572,806,834	\$1,538,970,349	\$2,599,558,570	+68.92%
YTD Unit Sales	2,747	2,878	3,534	+22.79%
YTD New Listings	4,403	3,875	4,445	+14.71%
YTD Sales/Listings Ratio	62.39%	74.27%	79.51%	+5.23%
YTD Expired Listings	504	349	212	-39.26%
September Volume Sales	\$175,681,961	\$327,658,764	\$258,022,721	+21.25%
September Unit Sales	292	456	320	-29.82%
September New Listings	522	545	416	-23.67%
September Sales/Listings Ratio	55.94%	83.67%	76.92%	-6.75%
September Expired Listings	89	27	34	+25.93%
YTD Sales: \$0-\$199K	48	68	81	+19.12%
YTD Sales: \$200K-\$349K	336	197	66	-66.5%
YTD Sales: \$350K-\$549K	1,170	982	582	-40.73%
YTD Sales: \$550K-\$749K	760	1,030	1,192	+15.73%
YTD Sales: \$750K-\$999K	273	445	959	+115.73%
YTD Sales: \$1M+	160	255	652	+155.69%
YTD Average Days-On-Market	33.00	28.33	16.56	-41.57%
YTD Average Sale Price	\$571,194	\$642,503	\$804,304	+25.18%
YTD Median Sale Price	\$516,950	\$587,357	\$725,000	+23.43%

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

AVERAGE SALE PRICE

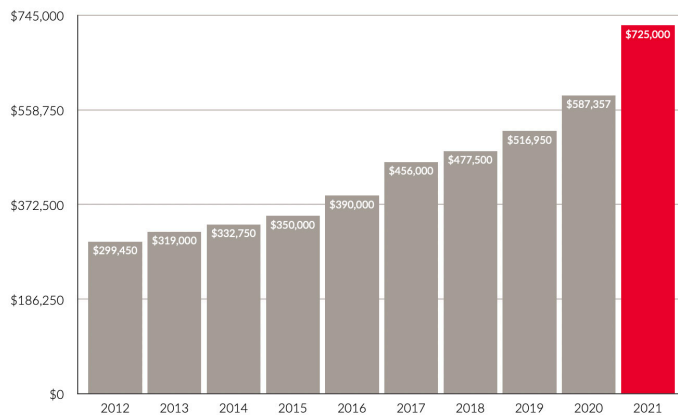


Year-Over-Year

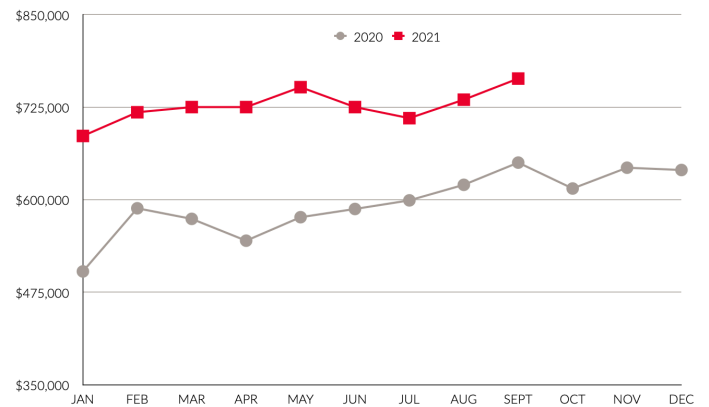


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



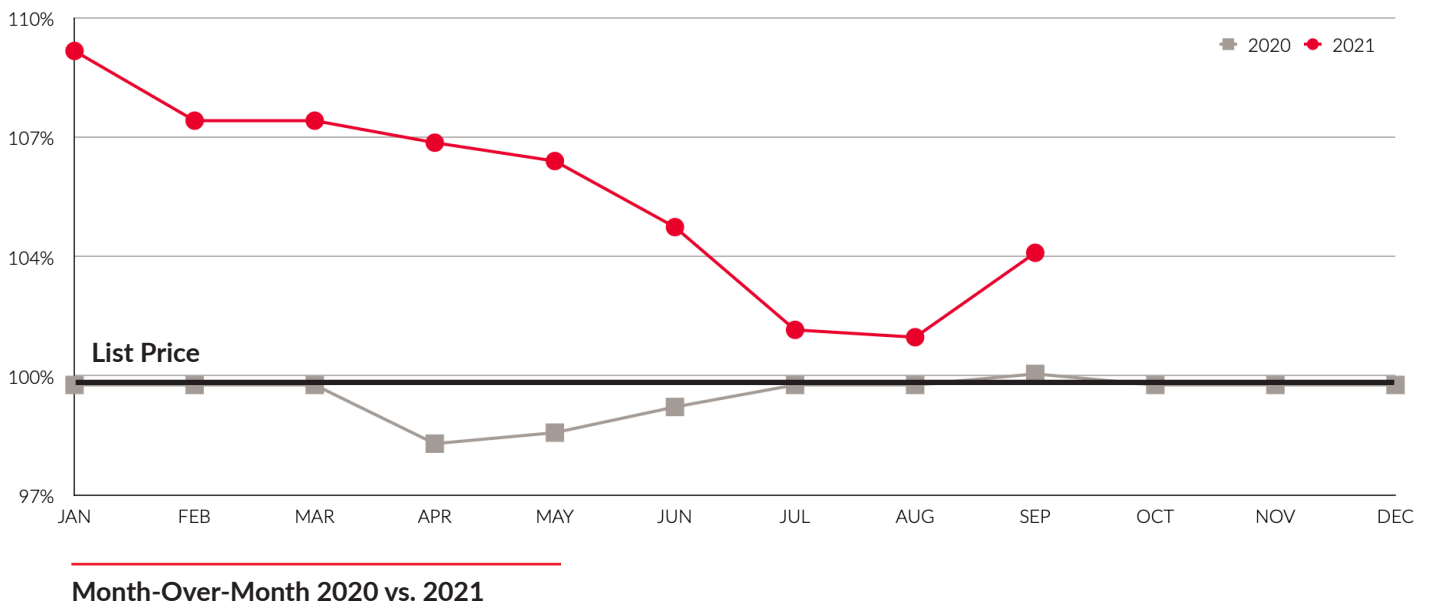
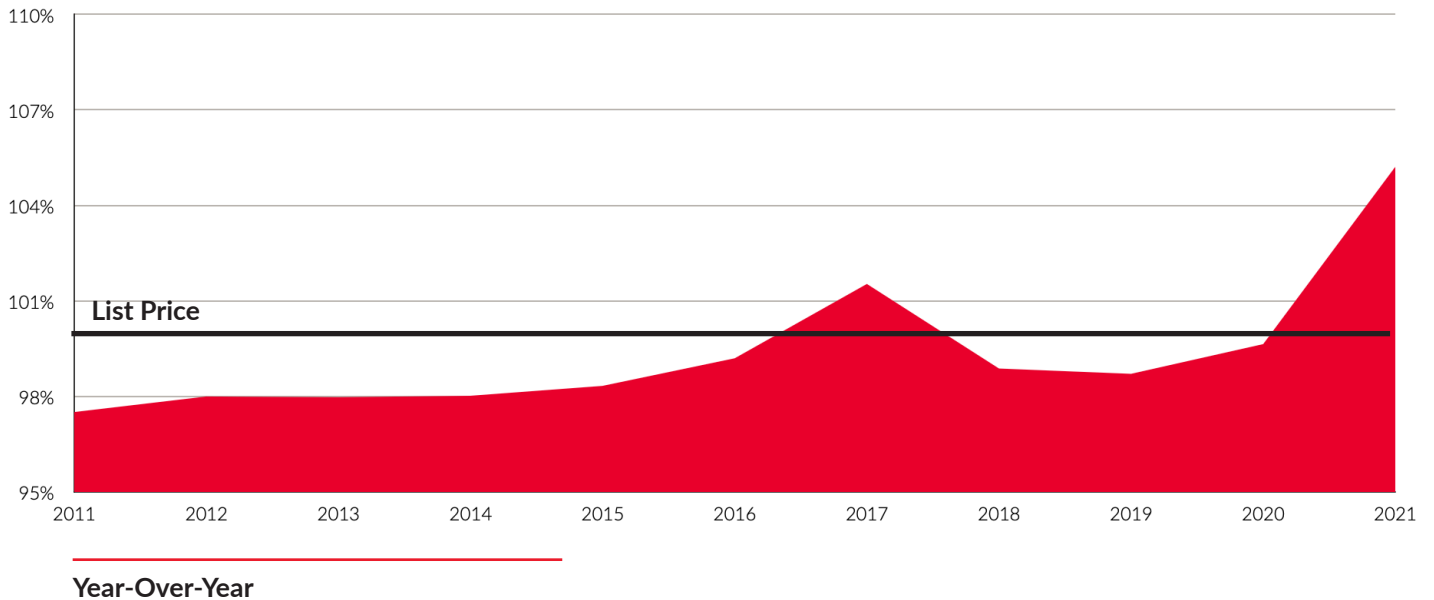
Year-Over-Year



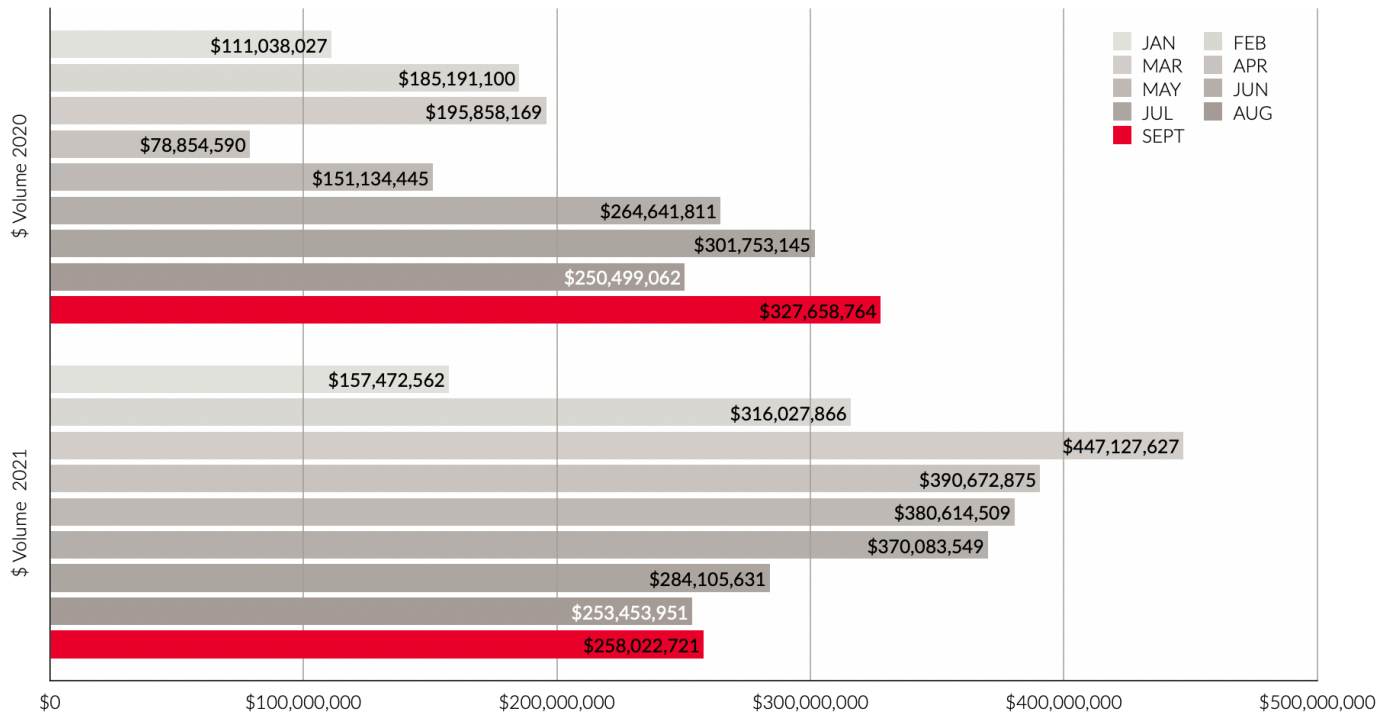
Month-Over-Month 2020 vs. 2021

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

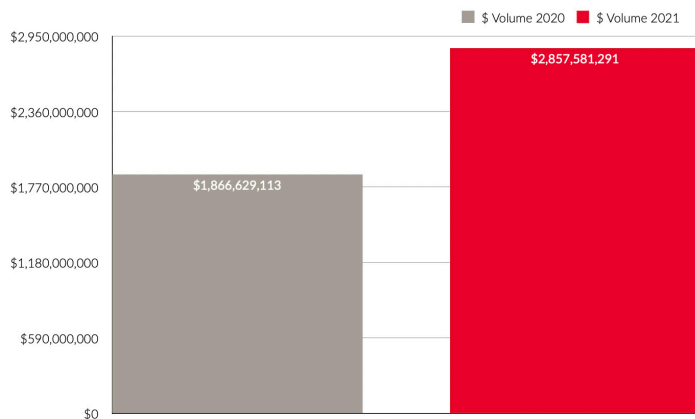
SALE PRICE VS. LIST PRICE RATIO



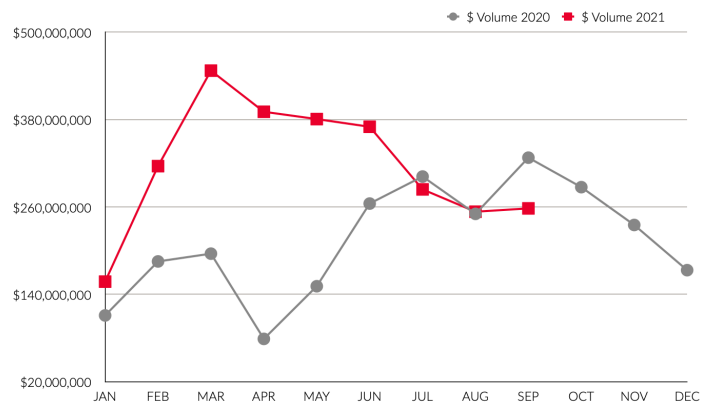
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

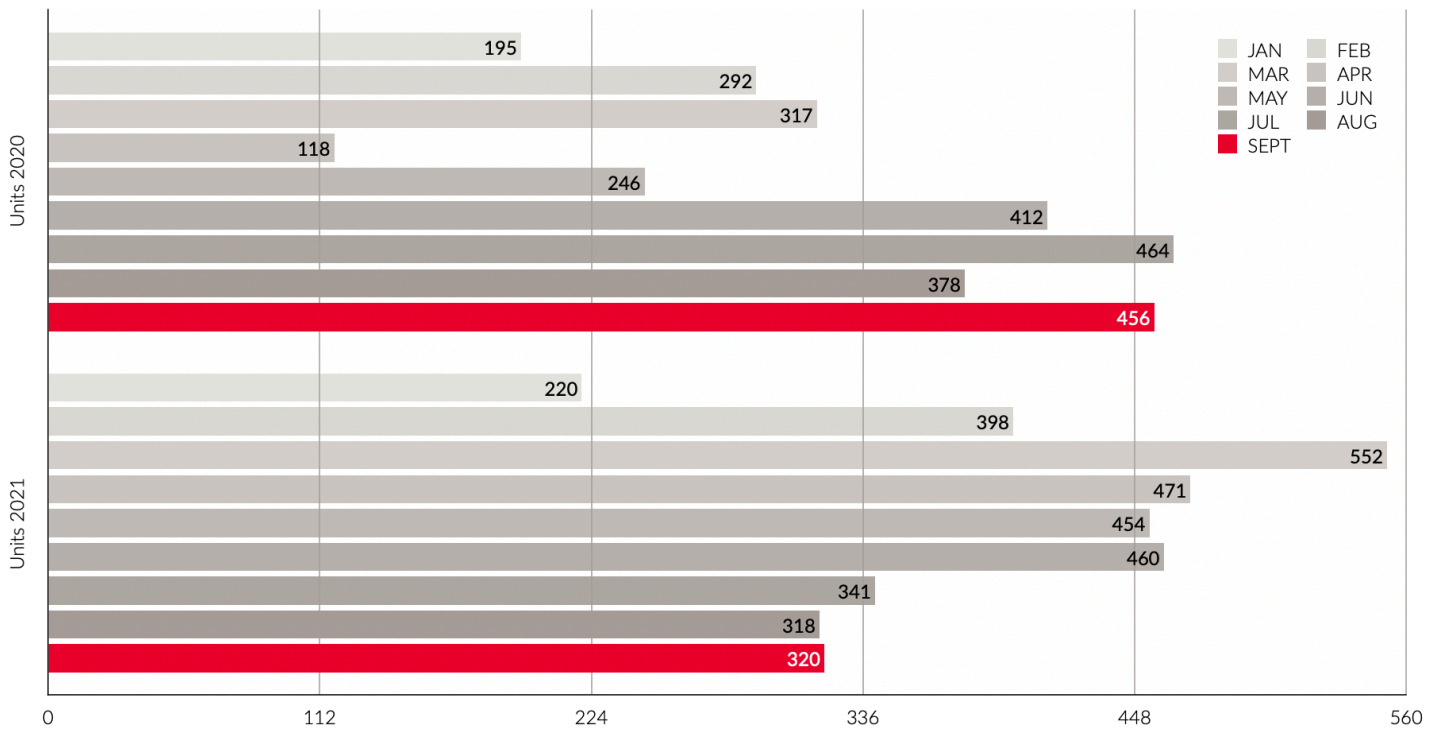


Yearly Totals 2020 vs. 2021

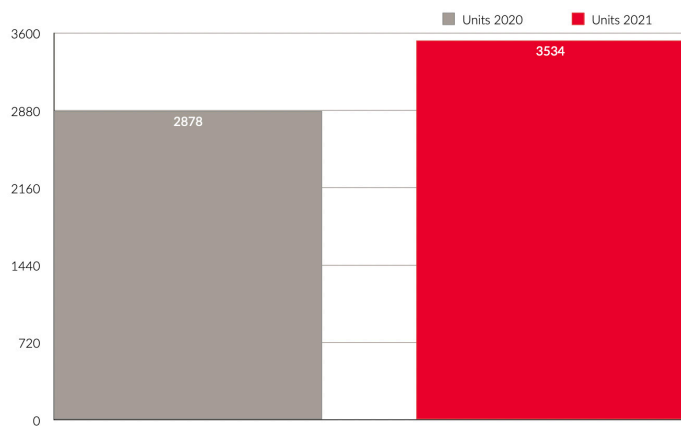


Month vs. Month 2020 vs. 2021

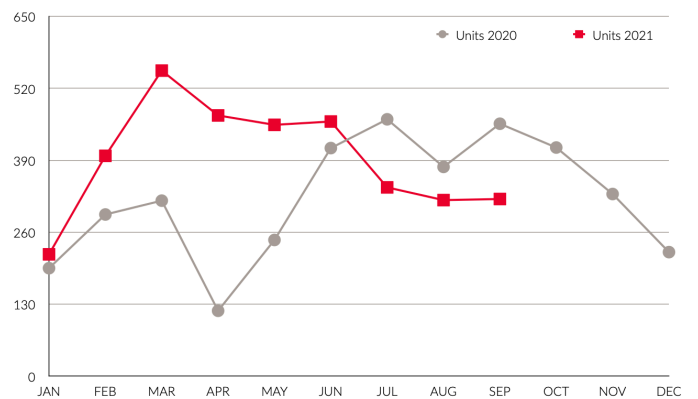
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

SALES BY TYPE


















FREEHOLD



CONDOMINIUM



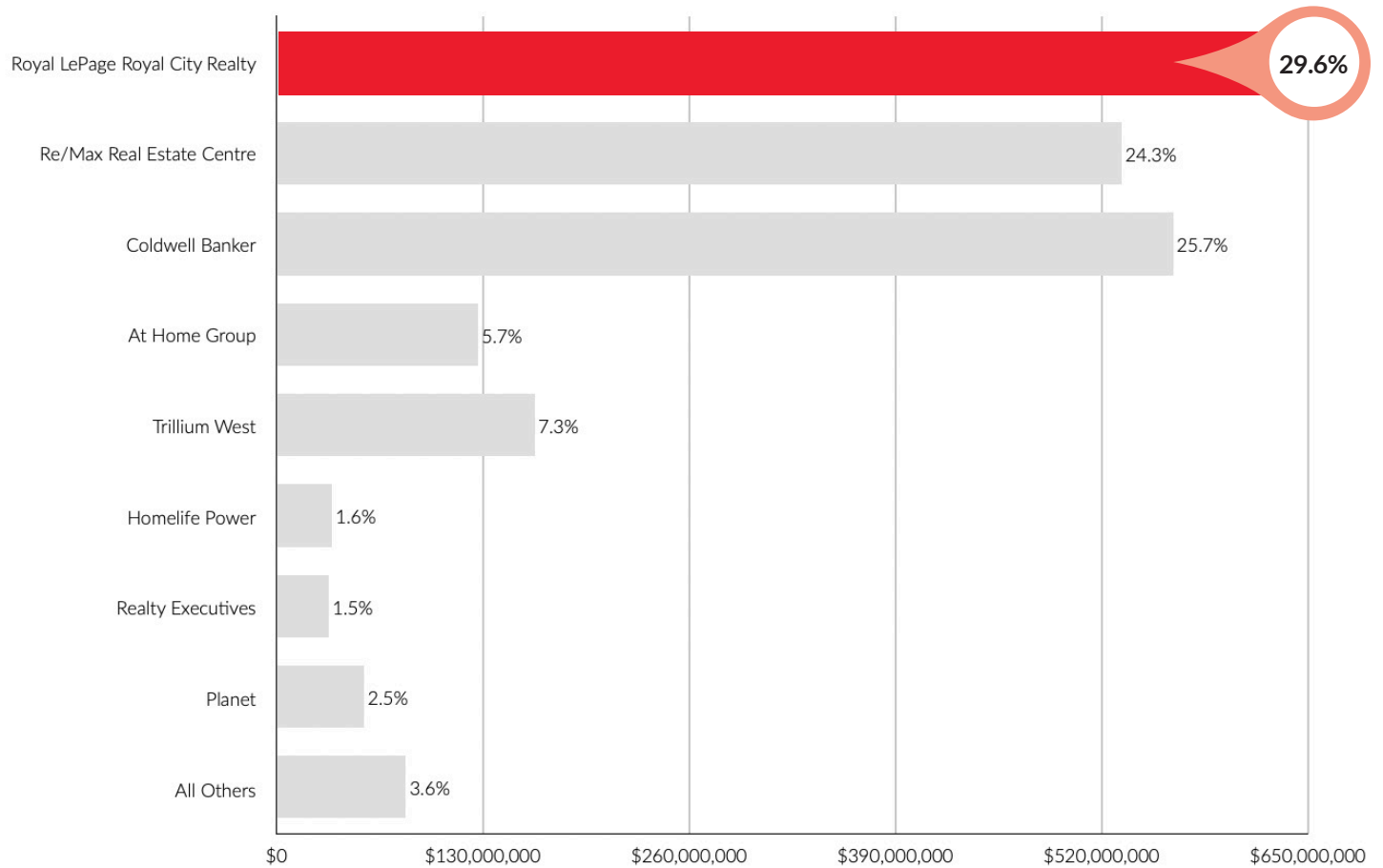
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$2,099,196,875 +49.79%	 \$484,322,711 +51%	 \$41,644,788 +117.75%
YTD Unit Sales	 2,367 +18.47%	 859 +23.07%	 57 +46.15%
YTD Average Sale Price	 \$886,860 +26.43%	 \$563,822 +22.7%	 \$730,610.32 +48.98%
September Sales Volume	 \$200,272,809 -15.22%	 \$41,129,543 -26.19%	 \$851,000 -37.36%
September Unit Sales	 217 -28.38%	 74 -32.73%	 1 -80%

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



MARKET DOMINANCE



Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
September 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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