



# 2021 OCTOBER

## 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 in the first part of Q4.



### October year-over-year sales volume of \$300,095,120

Up 4.51% from 2020's \$287,157,844 with unit sales of 340 down 17.68% from last October's 413. New listings of 359 are down 17.28% from a year ago, with the sales/listing ratio of 81.73% up 5.95%.



### Year-to-date sales volume of \$3,157,676,411

Up 46.61% from 2020's \$2,153,786,957 with unit sales of 3,874 up 17.71% from 2020's 3,291. New listings of 4,804 are up 11.49% from a year ago, with the sales/listing ratio of 80.64% up 4.27%.



### Year-to-date average sale price of \$812,137

Up from \$647,951 one year ago with median sale price of \$725,000 up from \$587,823 one year ago. Average days-on-market of 16.70 is down 11 days from last year.

## OCTOBER NUMBERS

Median Sale Price

**\$833,000**

+35.45%

Sales Volume

**\$300,095,120**

+4.51%

Unit Sales

**340**

-17.68%

New Listings

**359**

-17.28%

Expired Listings

**22**

-18.52%

Unit Sales/Listings Ratio

**81.73%**

+5.95%

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



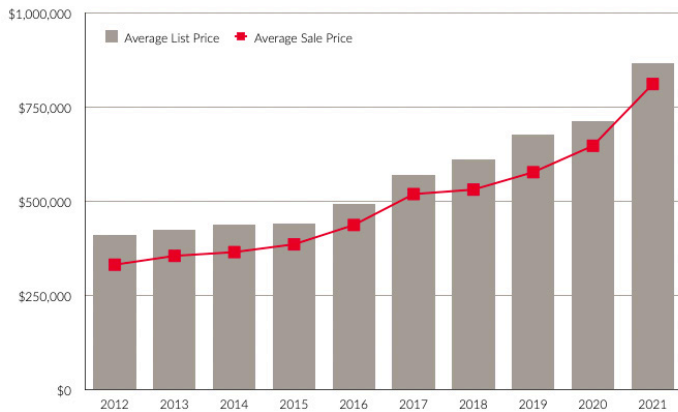


# THE MARKET IN DETAIL

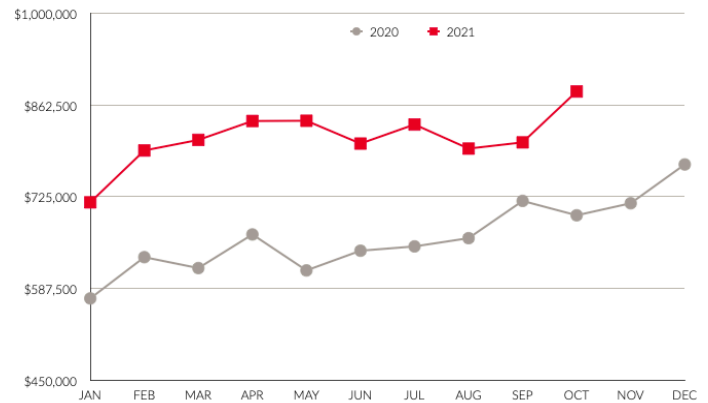
	2019	2020	2021	2020-2021
<b>YTD Volume Sales</b>	\$1,780,020,159	\$2,153,786,957	\$3,157,676,411	+46.61%
<b>YTD Unit Sales</b>	3,073	3,291	3874	+17.17%
<b>YTD New Listings</b>	4,813	4,309	4,804	+11.49%
<b>YTD Sales/Listings Ratio</b>	63.85%	76.38%	80.64%	+4.27%
<b>YTD Expired Listings</b>	579	376	234	-37.77%
<b>October Volume Sales</b>	\$207,213,325	\$287,157,844	\$300,095,120	+4.51%
<b>October Unit Sales</b>	326	413	340	-17.68%
<b>October New Listings</b>	410	434	359	-17.28%
<b>October Sales/Listings Ratio</b>	62.45%	75.78%	81.73%	+5.95%
<b>October Expired Listings</b>	75	27	22	-18.52%
<b>YTD Sales: \$0-\$199K</b>	50	73	90	+23.29%
<b>YTD Sales: \$200K-\$349K</b>	370	214	68	-68.22%
<b>YTD Sales: \$350K-\$549K</b>	1,295	1,098	625	-43.08%
<b>YTD Sales: \$550K-\$749K</b>	857	1,194	1,269	+6.28%
<b>YTD Sales: \$750K-\$999K</b>	310	515	1,076	+108.93%
<b>YTD Sales: \$1M+</b>	191	295	741	+151.19%
<b>YTD Average Days-On-Market</b>	33.20	27.70	16.70	-39.71%
<b>YTD Average Sale Price</b>	\$577,637	\$647,951	\$812,137	+25.34%
<b>YTD Median Sale Price</b>	\$520,975	\$587,823	\$725,000	+23.34%

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

# AVERAGE SALE PRICE

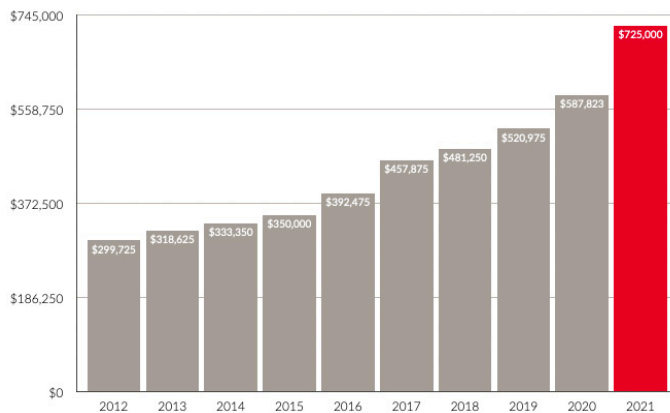


Year-Over-Year

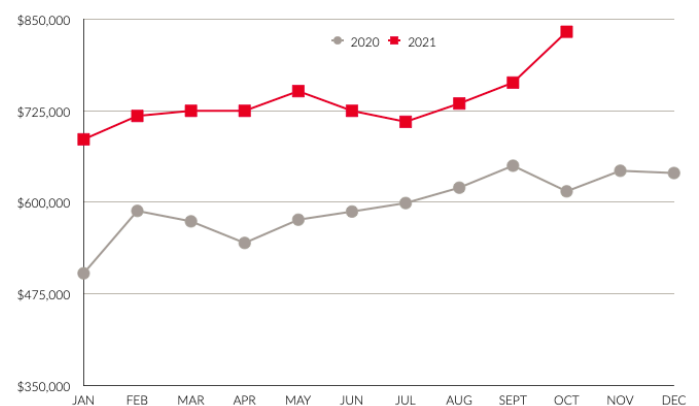


Month-Over-Month 2020 vs. 2021

# MEDIAN SALE PRICE



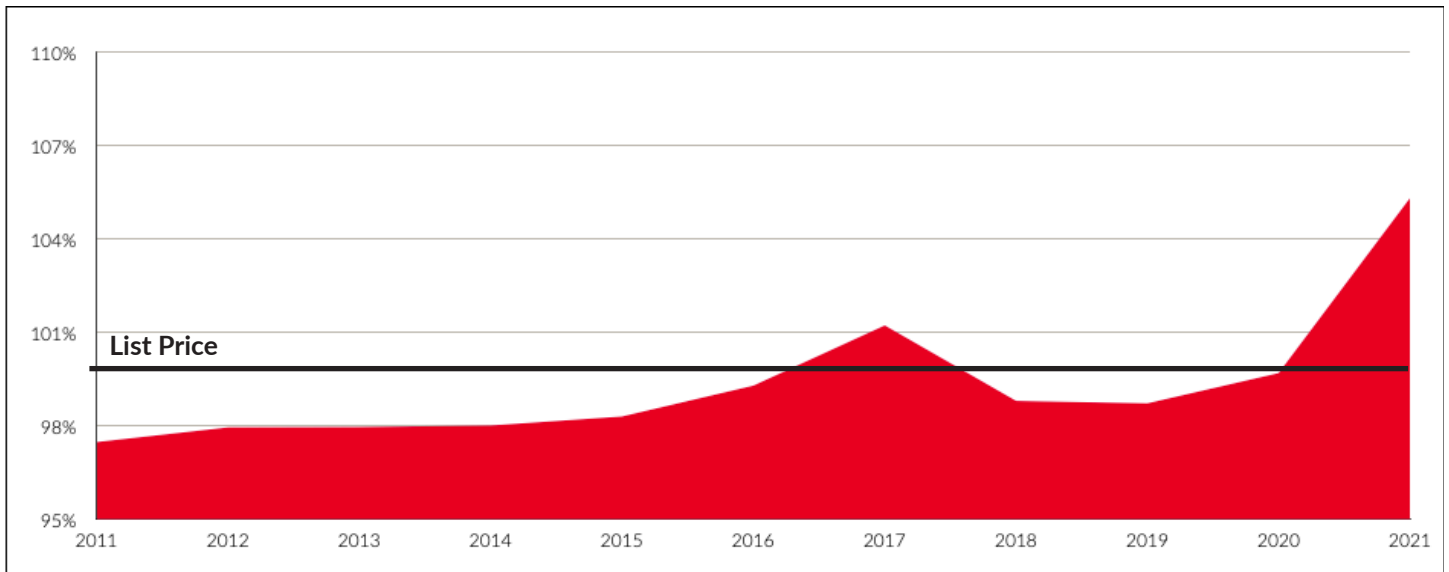
Year-Over-Year



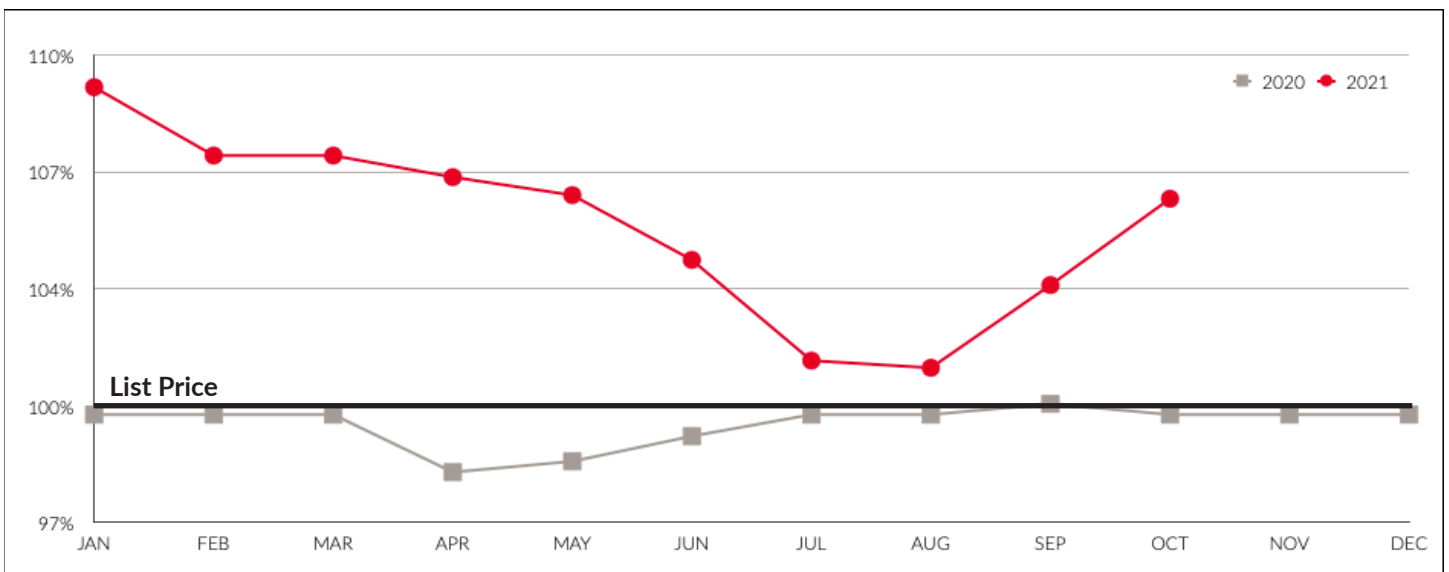
Month-Over-Month 2020 vs. 2021

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

# SALE PRICE VS. LIST PRICE RATIO

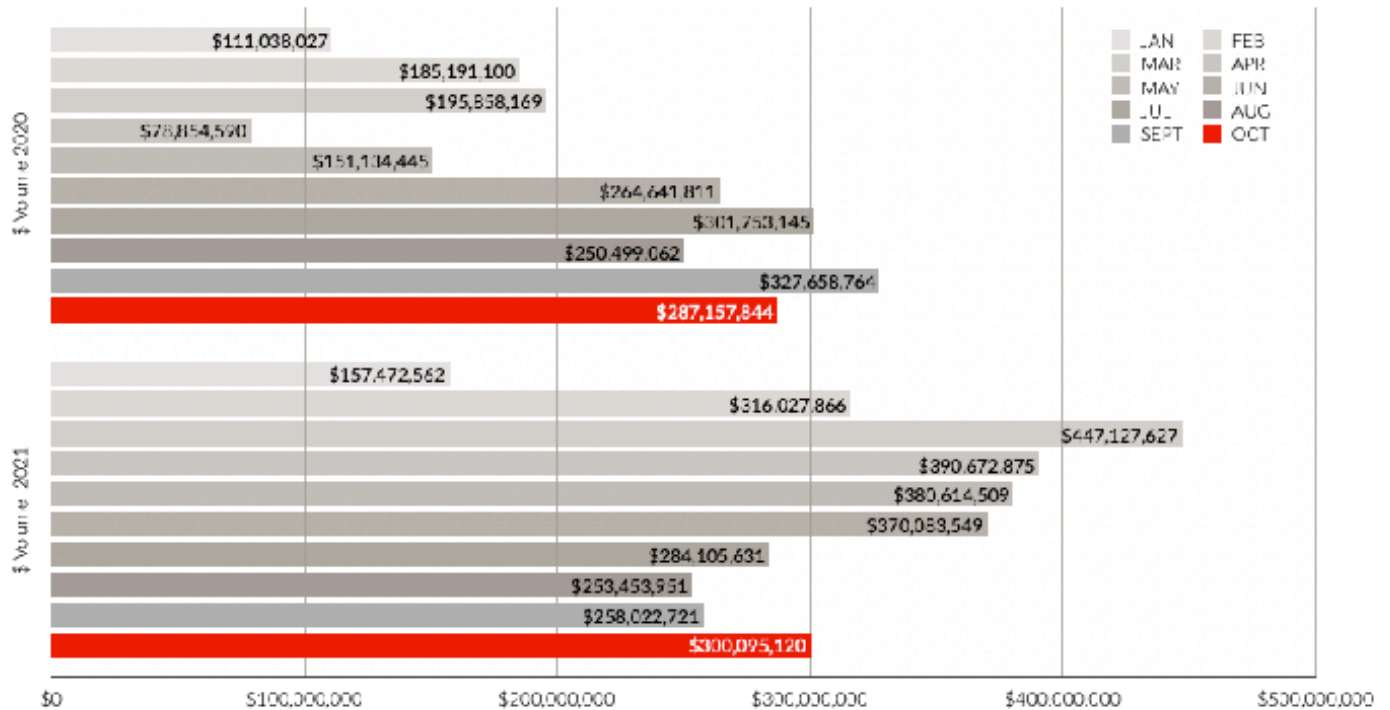


Year-Over-Year

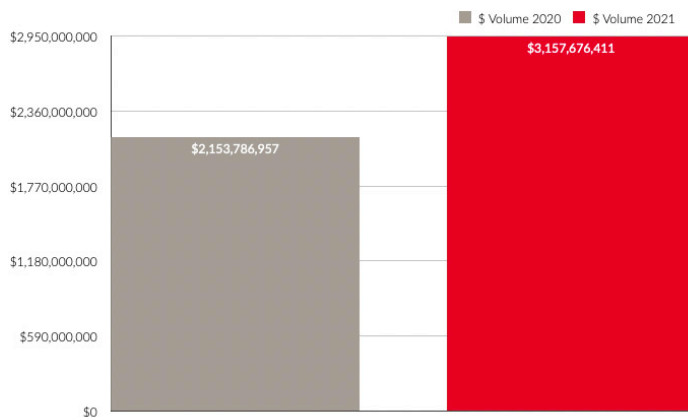


Month-Over-Month 2020 vs. 2021

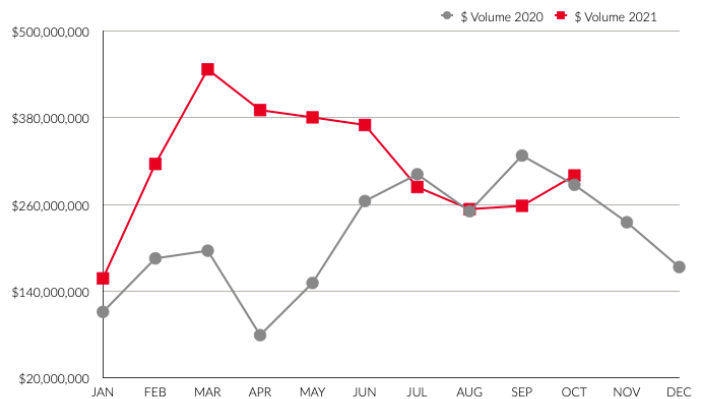
# DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

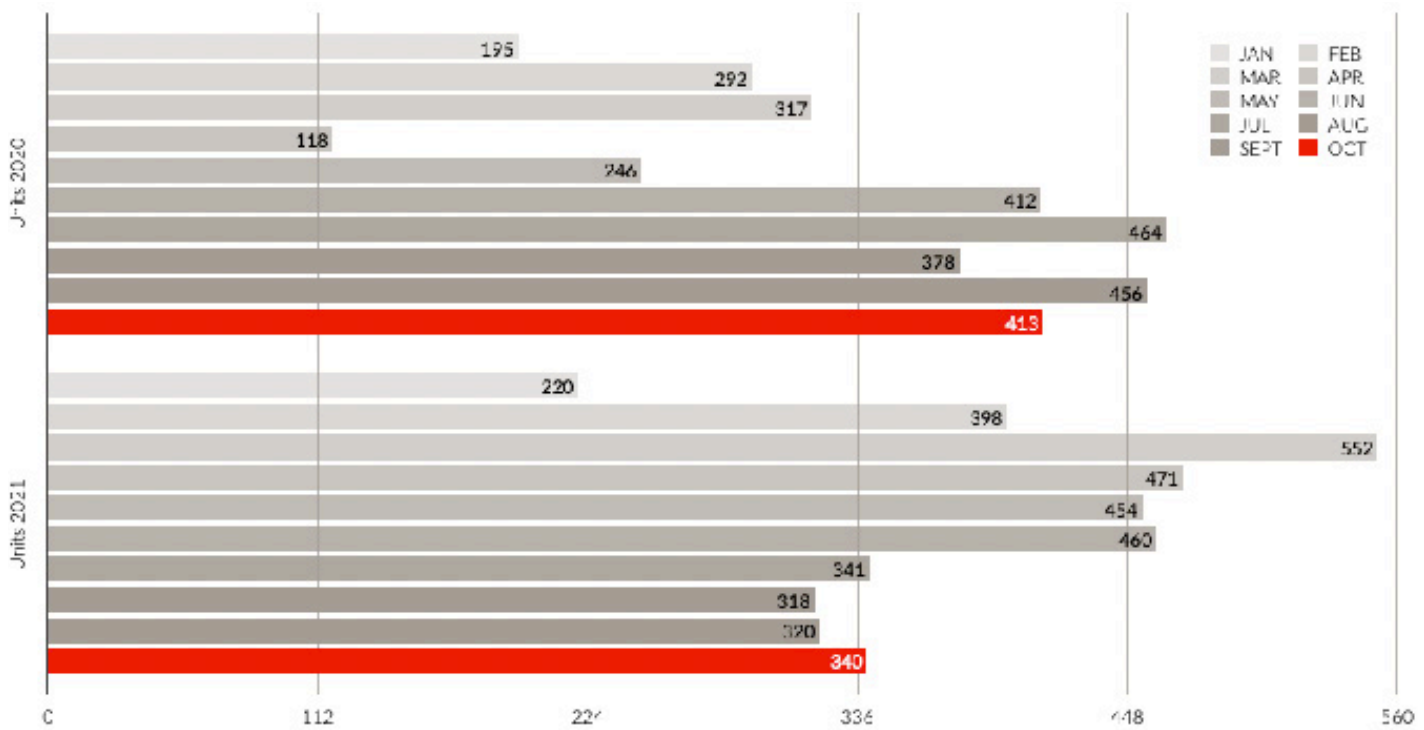


Yearly Totals 2020 vs. 2021

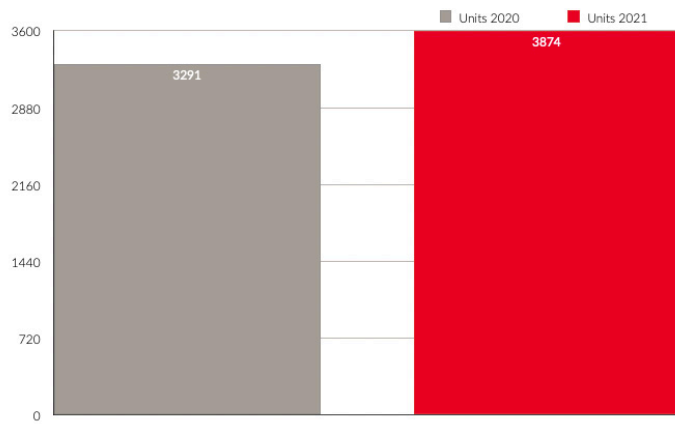


Month vs. Month 2020 vs. 2021

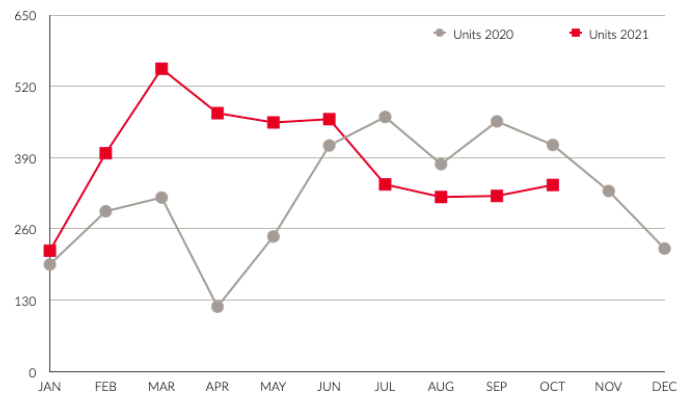
# UNIT SALES



Monthly Comparison 2020 vs. 2021

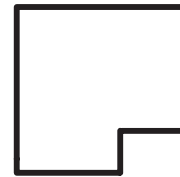

















Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

# SALES BY TYPE



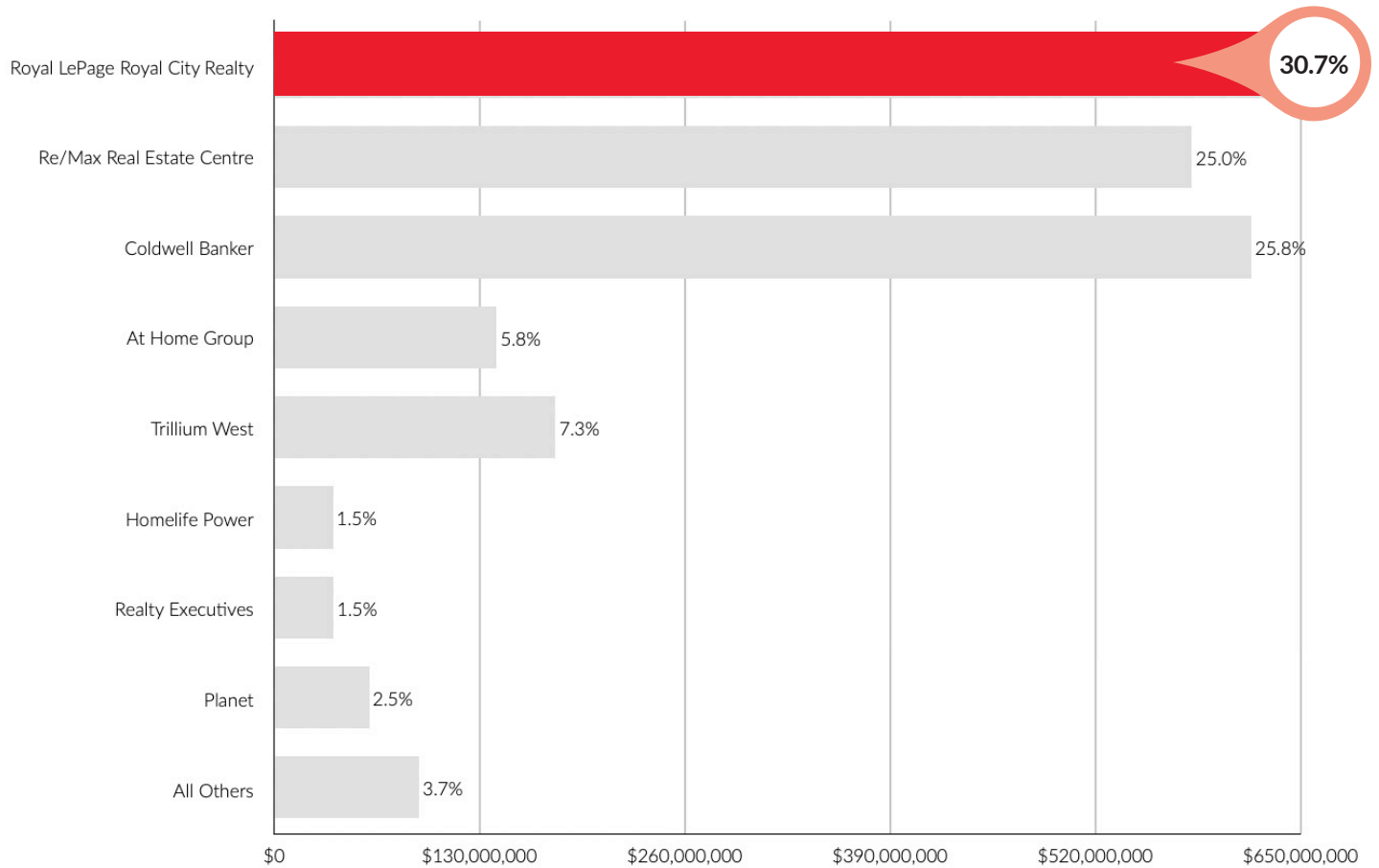
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 <b>\$2,339,143,695</b> +45.97%	 <b>\$522,295,211</b> +40.06%	 <b>\$48,301,788</b> +131.40%
YTD Unit Sales	 <b>2,615</b> +14.95%	 <b>922</b> +14.82%	 <b>65</b> +51.16%
YTD Average Sale Price	 <b>\$894,510</b> +26.99%	 <b>\$566,481</b> +21.99%	 <b>\$733,104.43</b> +53.08%
October Sales Volume	 <b>\$239,946,820</b> +19.37%	 <b>\$37,972,500</b> -27.19%	 <b>\$6,657,000</b> +280.84%
October Unit Sales	 <b>248</b> -10.47%	 <b>63</b> -40%	 <b>8</b> +100%

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





# MARKET DOMINANCE



## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
October 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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