



2021 NOVEMBER

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. It's still a great time to list as we wrap up the year.



November year-over-year sales volume of \$287,645,784

Up 22.27% from 2020's \$235,249,389 with unit sales of 319 down 3.04% from last November's 329. New listings of 303 are up 0.66% from a year ago, with the sales/listing ratio of 79.68% up 16.32%.



Year-to-date sales volume of \$3,445,322,195

Up 44.21% from 2020's \$2,389,036,346 with unit sales of 4,193 up 15.83% from 2020's 3,620. New listings of 5,107 are up 10.78% from a year ago, with the sales/listing ratio of 82.1% up 3.58%.



Year-to-date average sale price of \$820,280

Up from \$645,050 one year ago with median sale price of \$725,000 up from \$588,289 one year ago. Average days-on-market of 16.91 is down 11.09 days from last year.

NOVEMBER NUMBERS

Median Sale Price

\$805,000

+25.17%

Sales Volume

\$287,645,784

+22.27%

Unit Sales

319

-3.04%

New Listings

303

+0.66%

Expired Listings

29

+20.83%

Unit Sales/Listings Ratio

76.68%

+16.32%

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

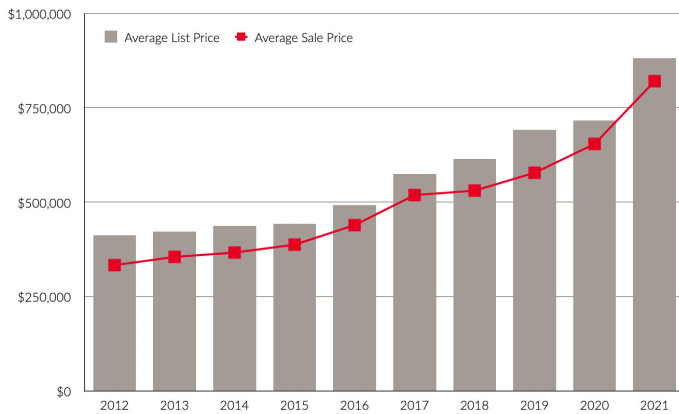


THE MARKET IN DETAIL

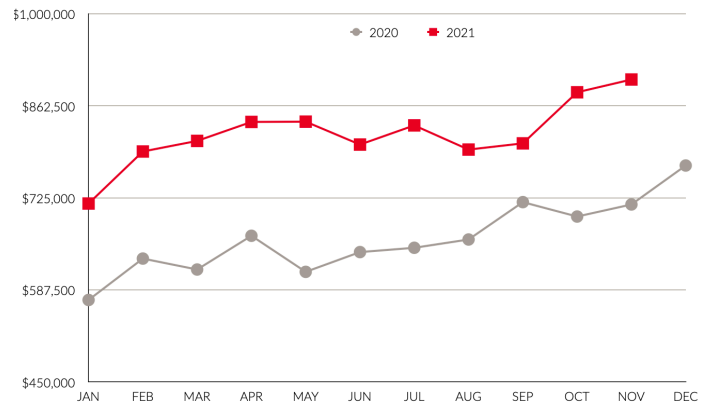
	2019	2020	2021	2020-2021
YTD Volume Sales	\$1,924,583,417	\$2,389,036,346	\$3,445,322,195	+44.21%
YTD Unit Sales	3,323	3,620	4,193	+15.83%
YTD New Listings	5,085	4,610	5,107	+10.78%
YTD Sales/Listings Ratio	65.35%	78.52%	82.1%	+3.58%
YTD Expired Listings	625	400	263	-34.25%
November Volume Sales	\$144,563,258	\$235,249,389	\$287,645,784	+22.27%
November Unit Sales	250	329	319	-3.04%
November New Listings	272	301	303	+0.66%
November Sales/Listings Ratio	47.89%	60.37%	76.68%	+16.32%
November Expired Listings	45	24	29	+20.83%
YTD Sales: \$0-\$199K	56	76	93	+22.37%
YTD Sales: \$200K-\$349K	399	228	73	-67.98%
YTD Sales: \$350K-\$549K	1400	1180	670	-43.22%
YTD Sales: \$550K-\$749K	924	1314	1356	+3.2%
YTD Sales: \$750K-\$999K	340	586	1173	+100.17%
YTD Sales: \$1M+	204	334	741	+121.86%
YTD Average Days-On-Market	33.64	28	16.91	-59.61%
YTD Average Sale Price	\$577,693	\$654,050	\$820,280	+25.42%
YTD Median Sale Price	\$520,00	\$588,289	\$725,000	+23.24%

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

AVERAGE SALE PRICE

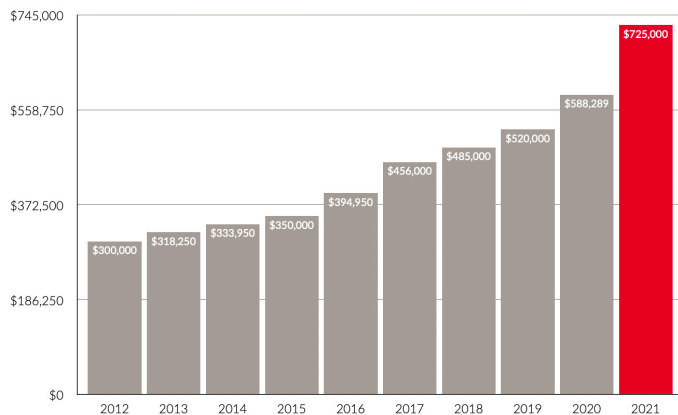


Year-Over-Year

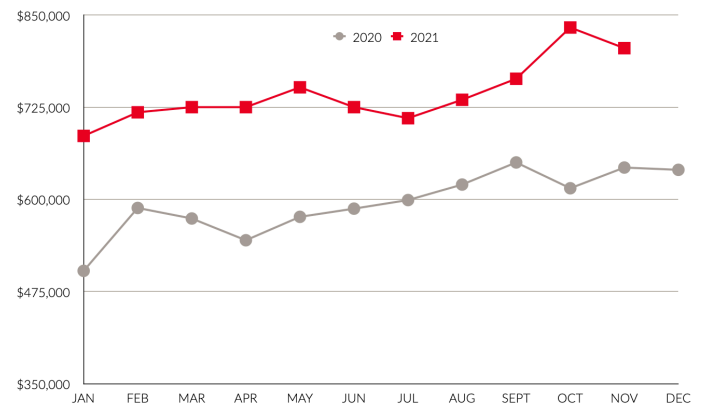


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



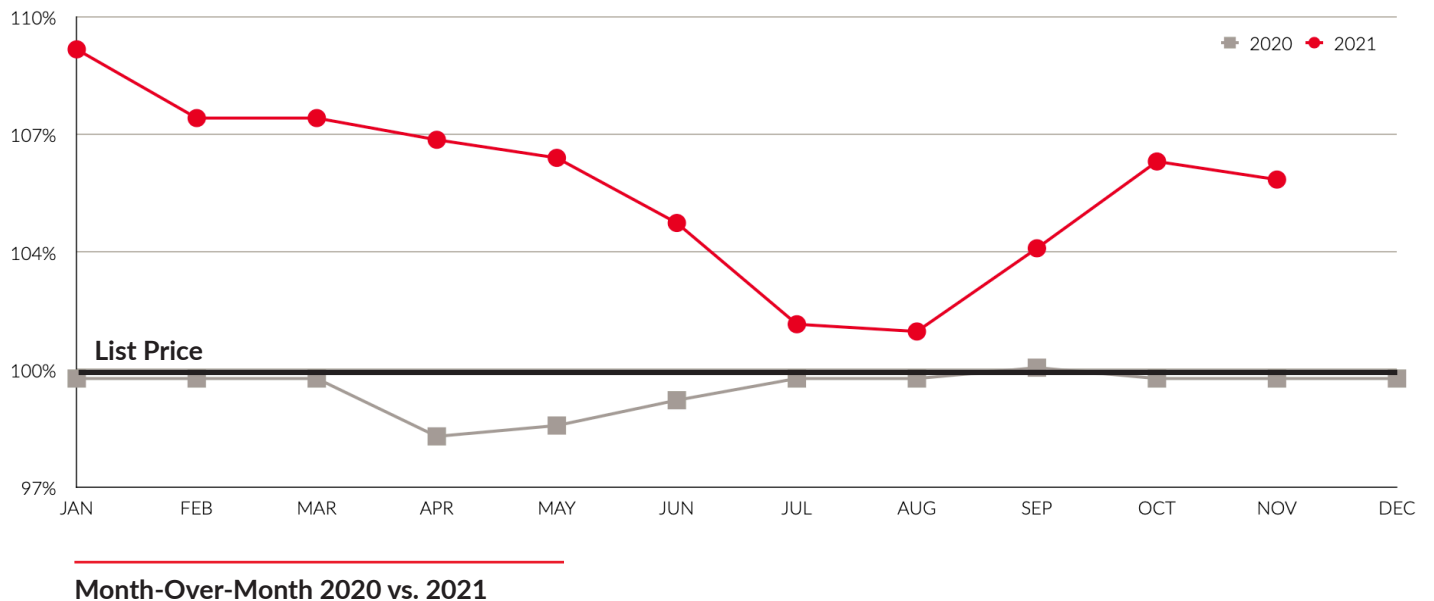
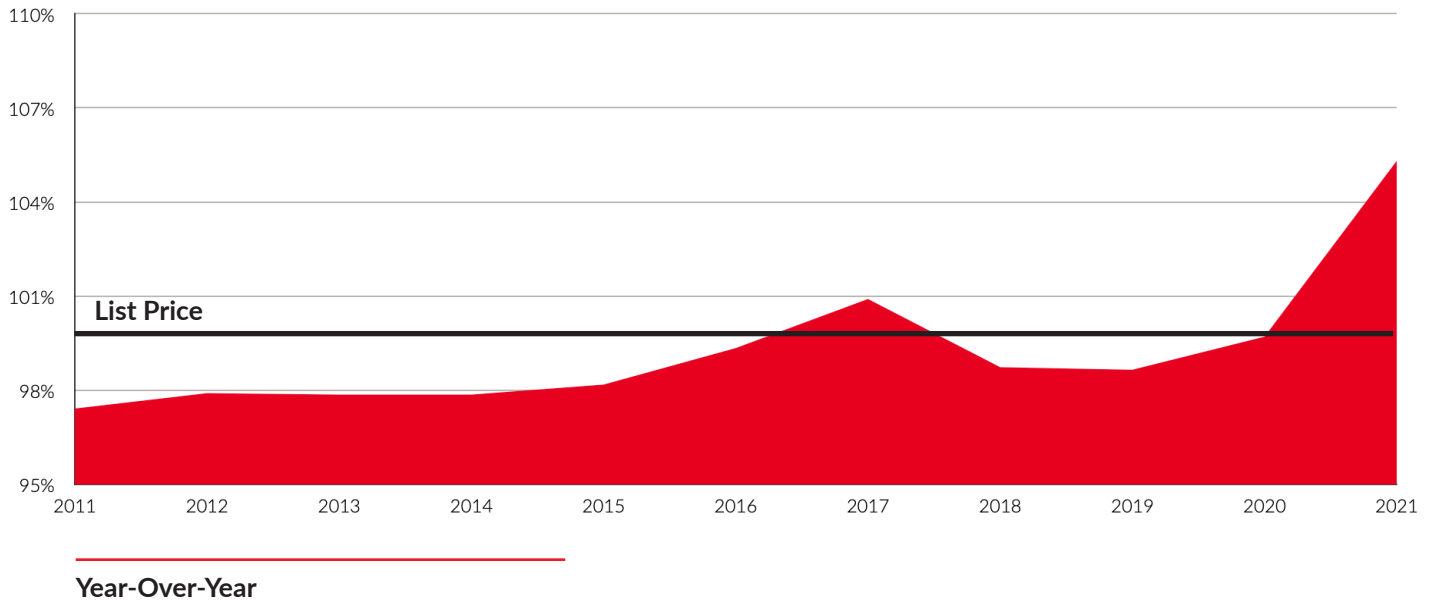
Year-Over-Year



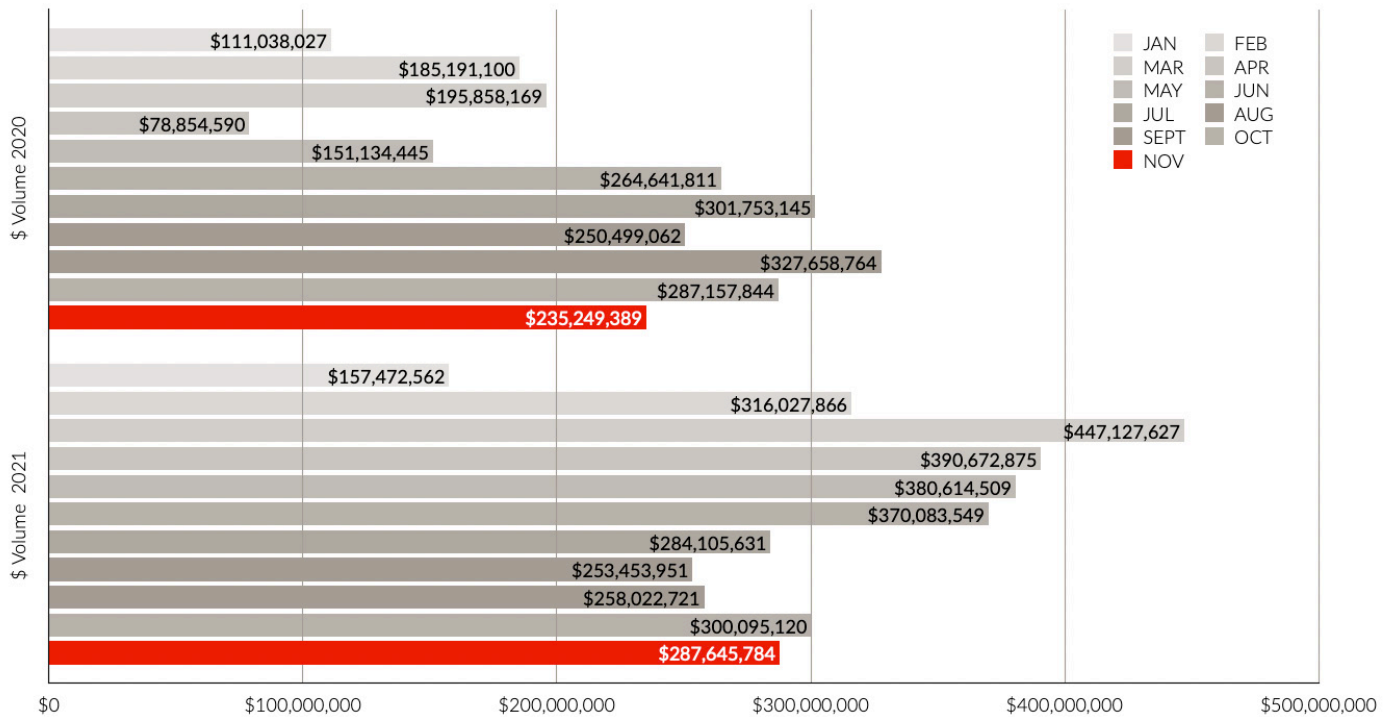
Month-Over-Month 2020 vs. 2021

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

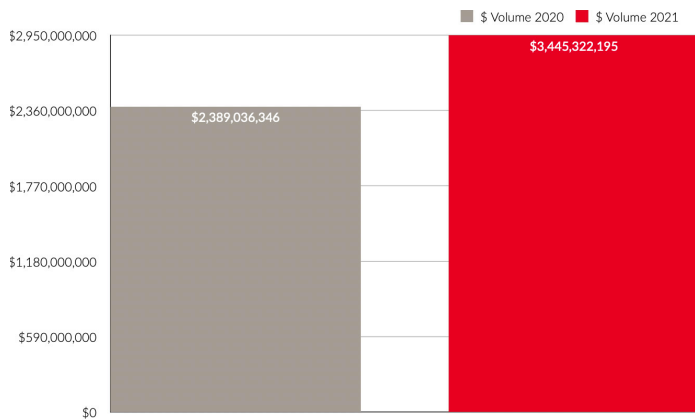
SALE PRICE VS. LIST PRICE RATIO



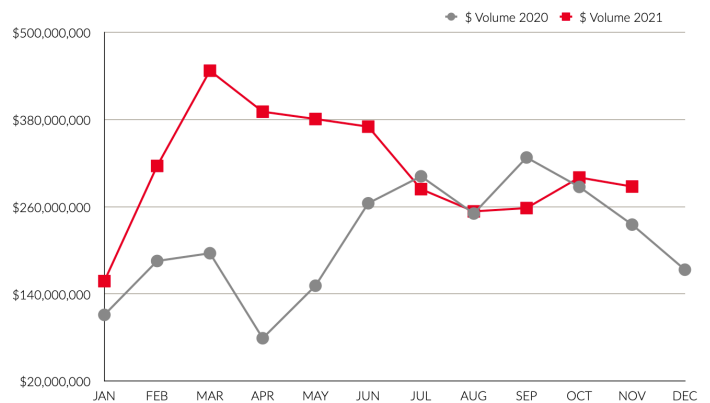
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

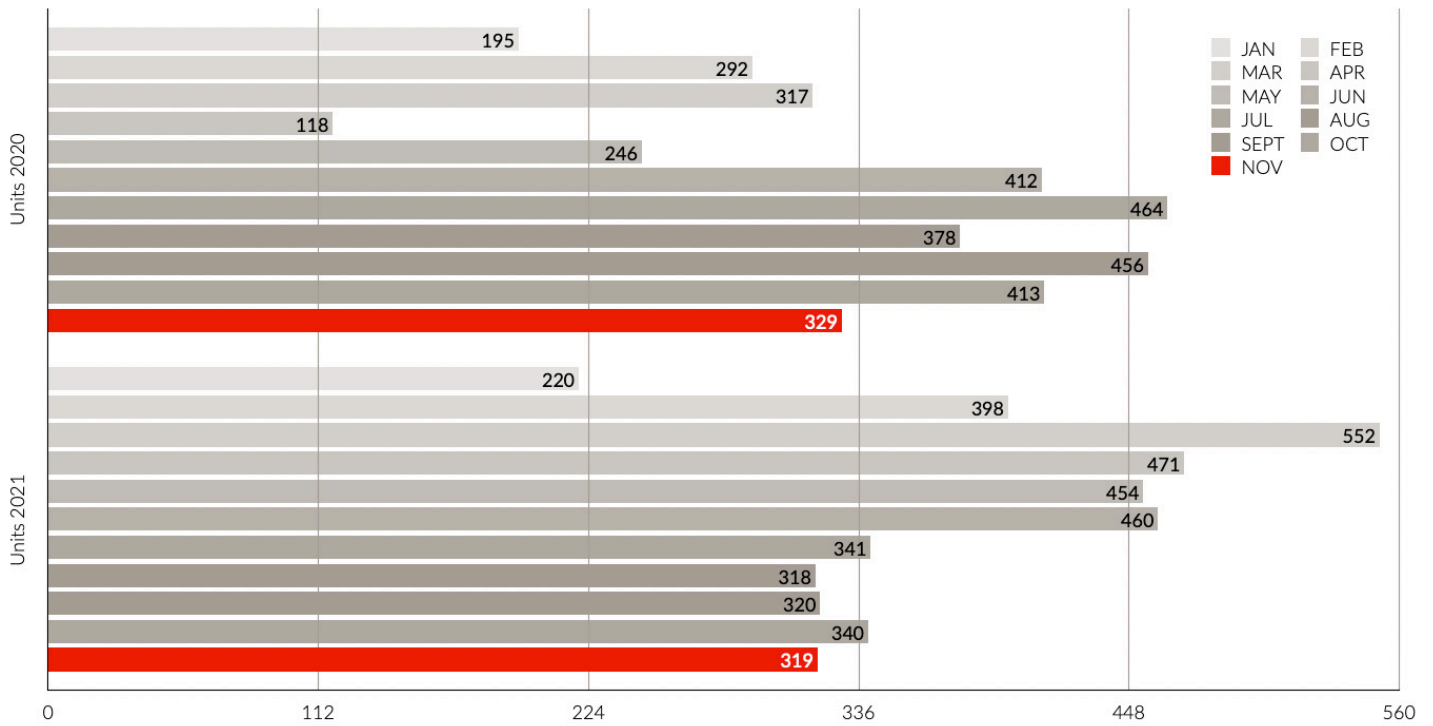


Yearly Totals 2020 vs. 2021

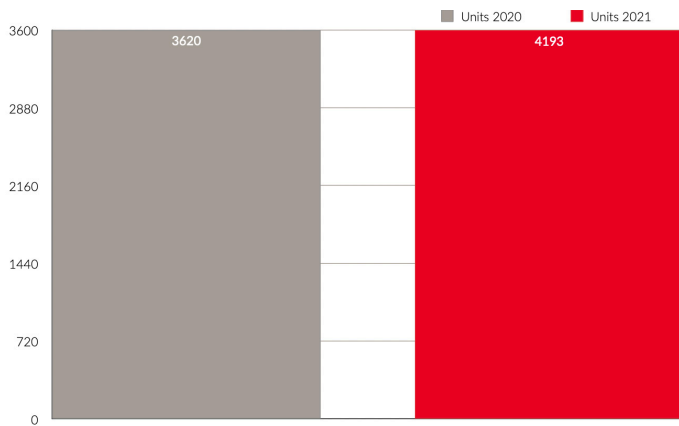


Month vs. Month 2020 vs. 2021

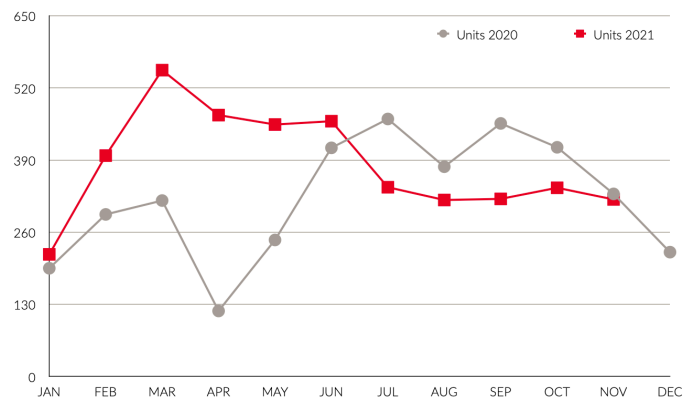
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

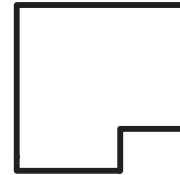
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



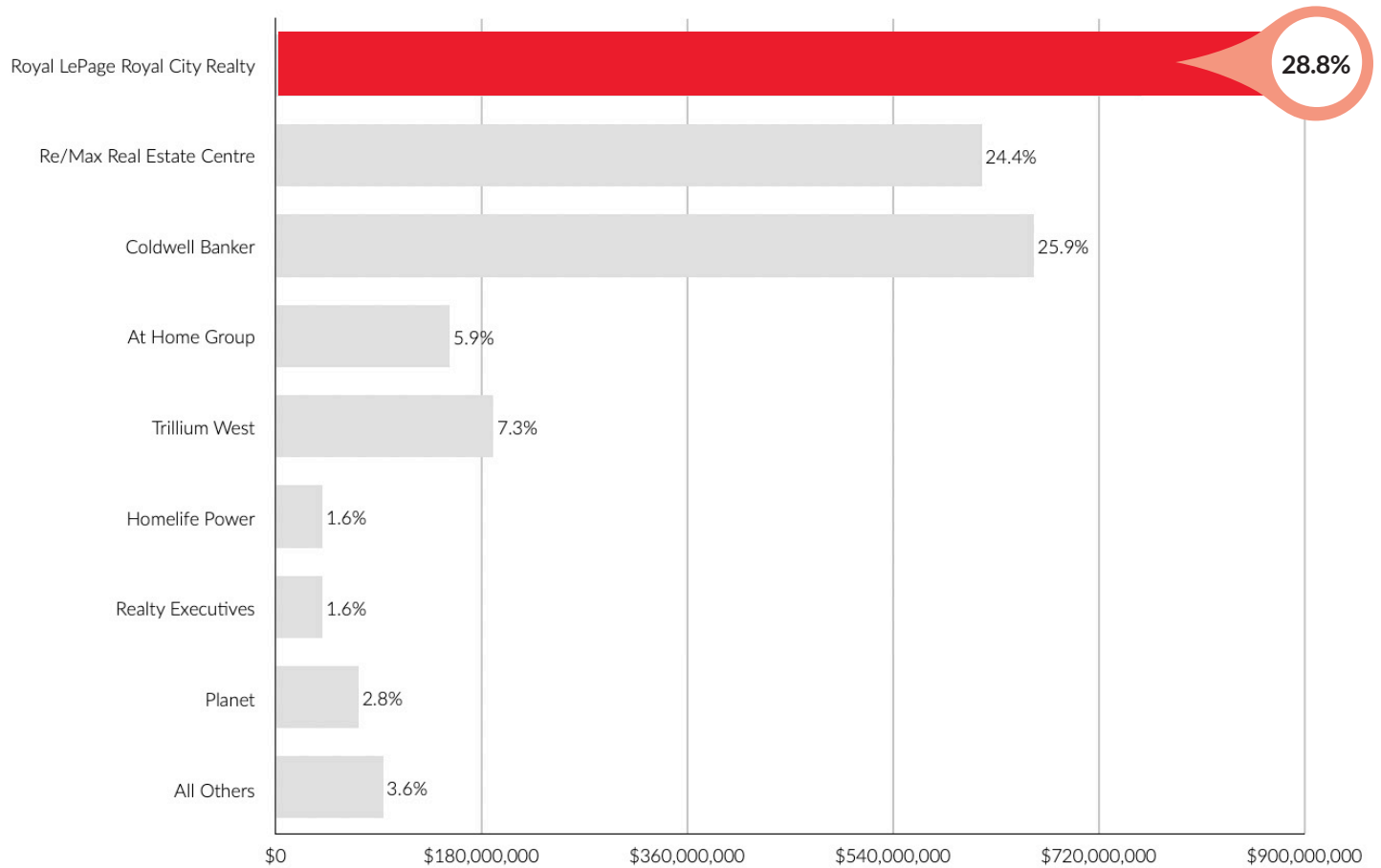
VACANT LAND

YTD Sales Volume	 \$2,543,274,179 +42.96%	 \$569,628,642 +39.6%	 \$64,011,788 +159.11%
YTD Unit Sales	 2,824 +13.05%	 998 +13.8%	 74 +45.10%
YTD Average Sale Price	 \$900,593 +26.45%	 \$570,770 +22.67%	 \$865,024.16 +78.58%
November Sales Volume	 \$204,130,484 +15.6%	 \$47,333,431 +34.67%	 \$15,710,000 +310.08%
November Unit Sales	 209 -6.28%	 76 +2.7%	 9 +12.5%

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



MARKET DOMINANCE



Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
November 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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