



2021 DECEMBER

WELLINGTON COUNTY Real Estate Market Report



OVERVIEW

SELLER'S MARKET

The housing market within Wellington County remains a strong seller's market to end the year, with an increase in average and median sales prices. Unit sales were slowed down this season due to lack of new/active listings and the holidays, which are traditionally a slow time for real estate.



December year-over-year sales volume of \$169,446,872

Down 2.17% from 2020's \$173,199,571 with unit sales of 170 down 24.11% from last December's 224. New listings of 155 are up 0.65% from a year ago, with the sales/listing ratio of 40.87% down 0.24%.



Year-to-date sales volume of \$3,614,769,067

Up 41.08% from 2020's \$2,562,235,917 with unit sales of 4,363 up 13.5% from 2020's 3,844. New listings of 5,262 are up 10.45% from a year ago, with the sales/listing ratio of 82.92% up 2.23%.



Year-to-date average sale price of \$892,540

Up from \$719,168 one year ago with median sale price of \$730,000 up from \$593,645 one year ago. Average days-on-market of 16.75 is down 11.83 days from last year.

DECEMBER NUMBERS

Median Sale Price

\$877,500

+37.11%

Sales Volume

\$169,446,872

-2.17%

Unit Sales

170

-24.11%

New Listings

155

+0.65%

Expired Listings

20

-52.38%

Unit Sales/Listings Ratio

40.87%

-0.24%

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

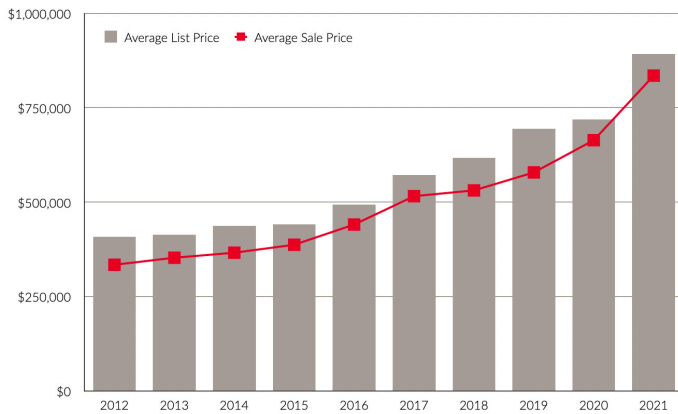


THE MARKET IN DETAIL

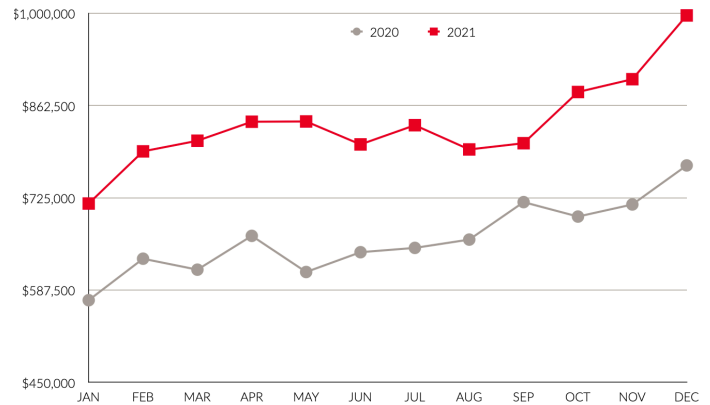
	2019	2020	2021	2020-2021
YTD Volume Sales	\$2,014,618,372	\$2,562,235,917	\$3,614,769,067	+41.08%
YTD Unit Sales	3,476	3,844	4,363	+13.5%
YTD New Listings	5,213	4,764	5,262	+10.45%
YTD Sales/Listings Ratio	66.68%	80.69%	82.92%	+2.23%
YTD Expired Listings	746	442	283	-35.97%
December Volume Sales	\$90,034,955	\$173,199,571	\$169,446,872	-2.17%
December Unit Sales	153	224	170	-24.11%
December New Listings	128	154	155	+0.65%
December Sales/Listings Ratio	29.31%	41.1%	40.87%	-0.24%
December Expired Listings	122	42	20	-52.8%
YTD Sales: \$0-\$199K	56	79	94	+18.99%
YTD Sales: \$200K-\$349K	419	236	73	-69.07%
YTD Sales: \$350K-\$549K	1465	1241	685	-44.8%
YTD Sales: \$550K-\$749K	963	1390	1398	+0.58%
YTD Sales: \$750K-\$999K	356	622	1233	+98.23%
YTD Sales: \$1M+	217	374	875	+133.96%
YTD Average Days-On-Market	34.42	28.58	16.75	-41.4%
YTD Average Sale Price	\$578,590	\$663,981	\$834,986	+25.75%
YTD Median Sale Price	\$522,500	\$593,645	\$730,000	+22.97%

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

AVERAGE SALE PRICE

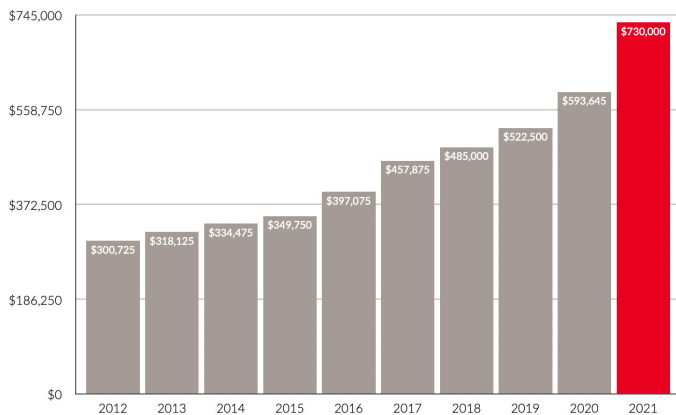


Year-Over-Year

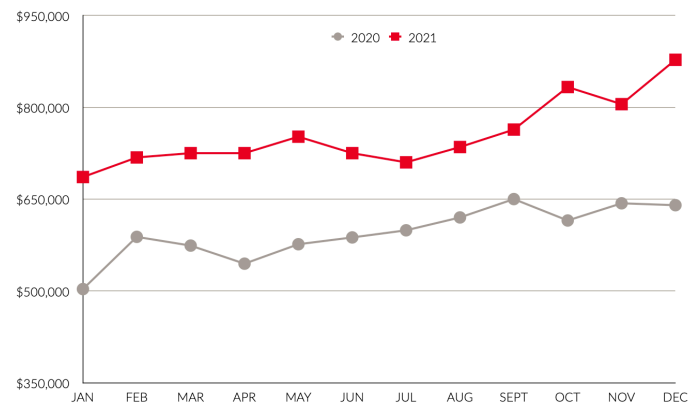


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



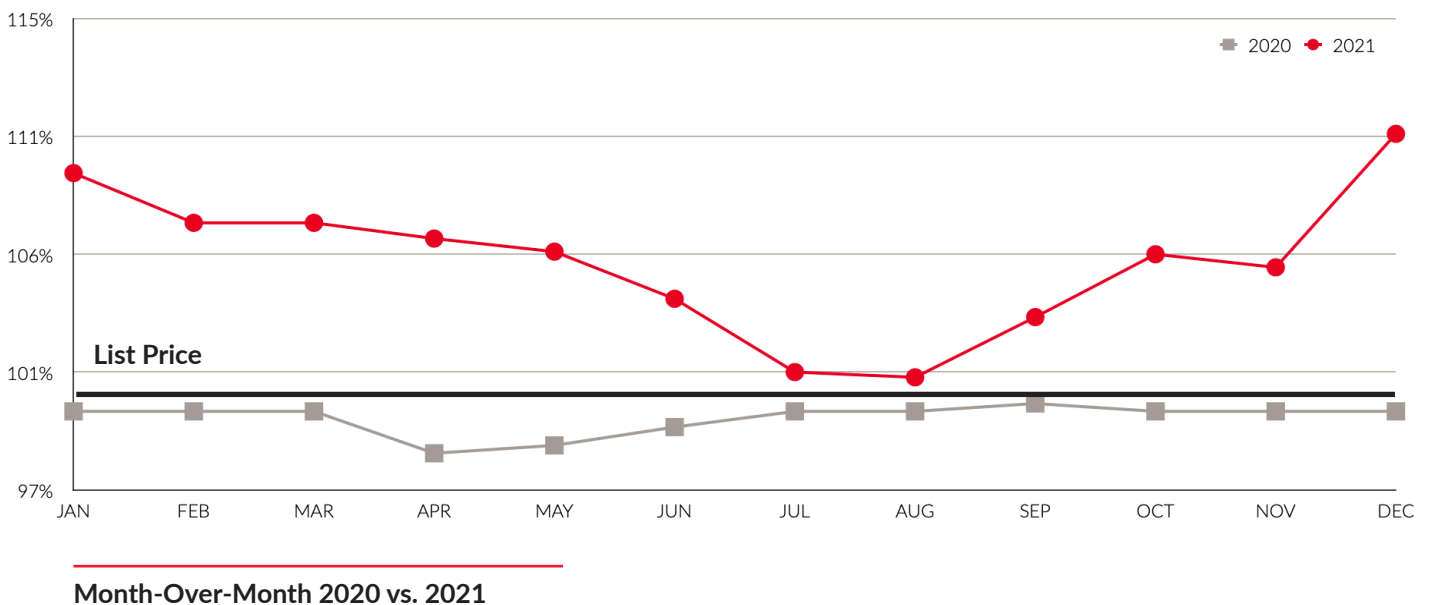
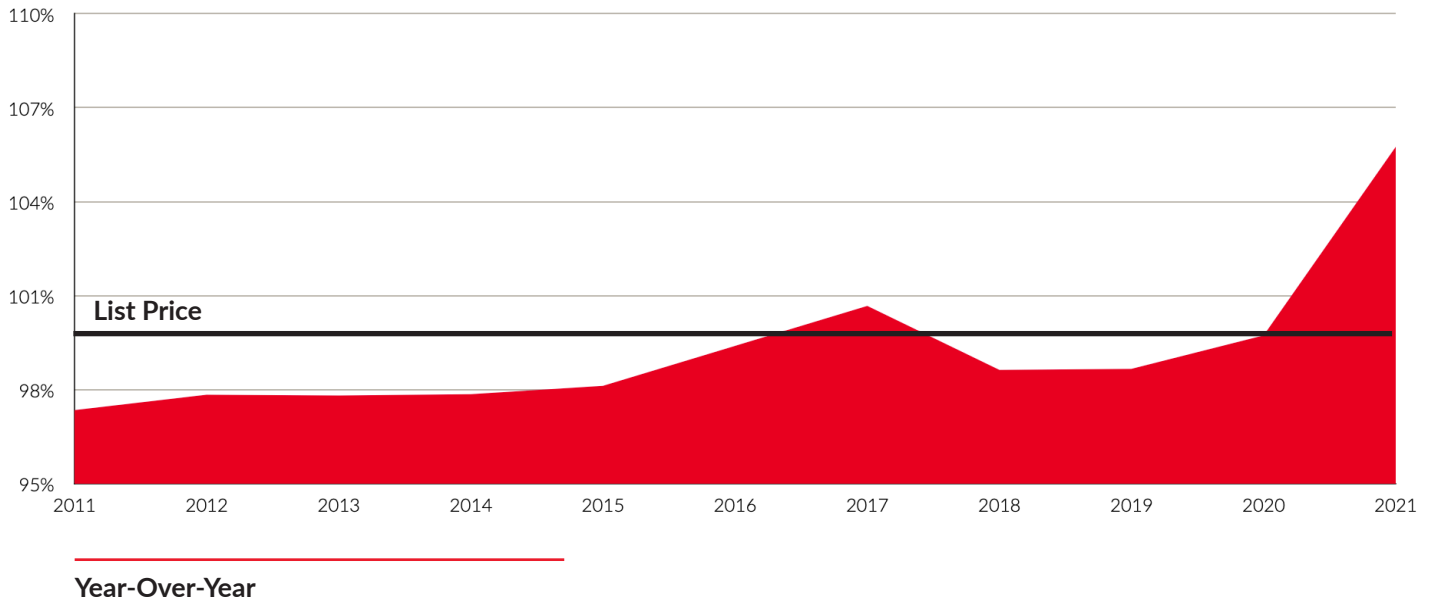
Year-Over-Year



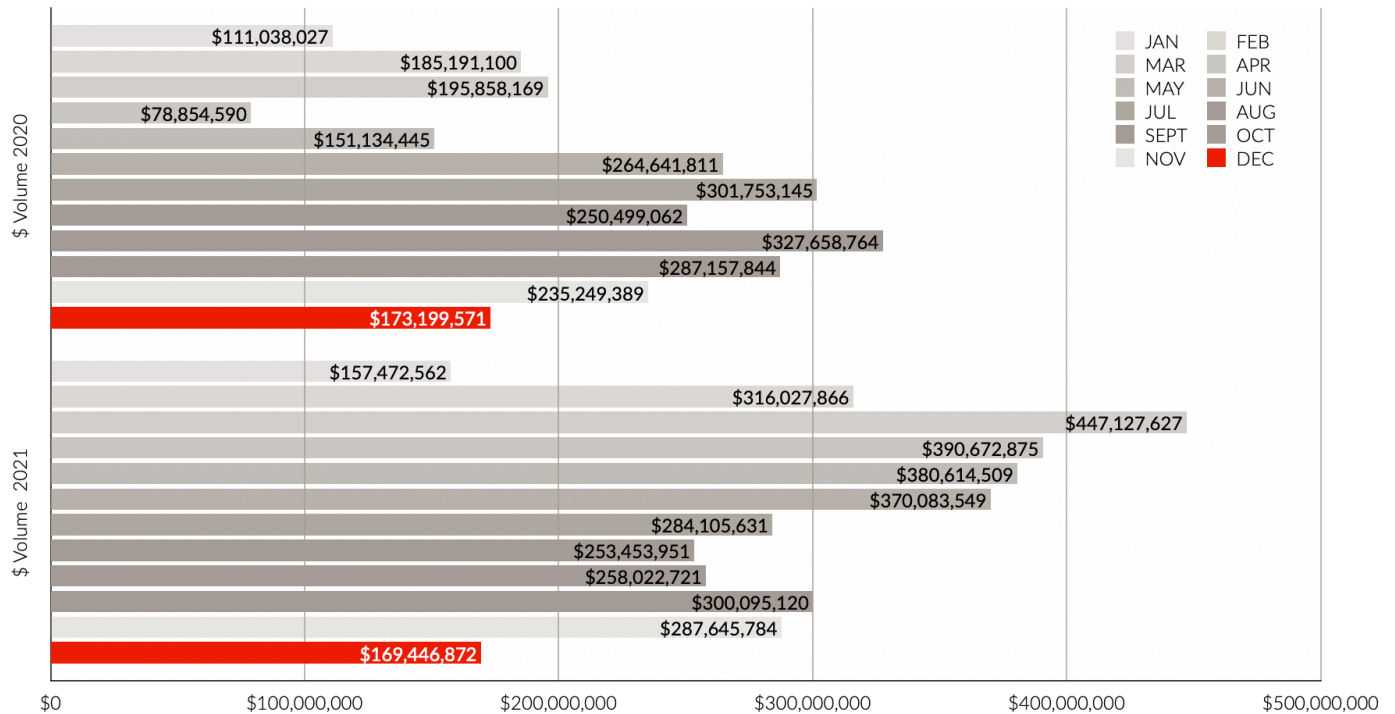
Month-Over-Month 2020 vs. 2021

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

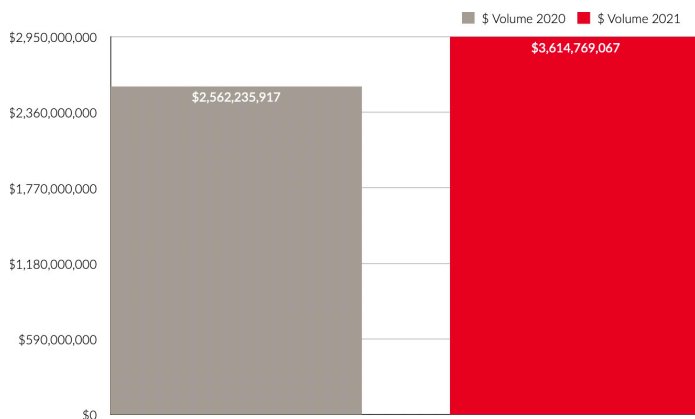
SALE PRICE VS. LIST PRICE RATIO



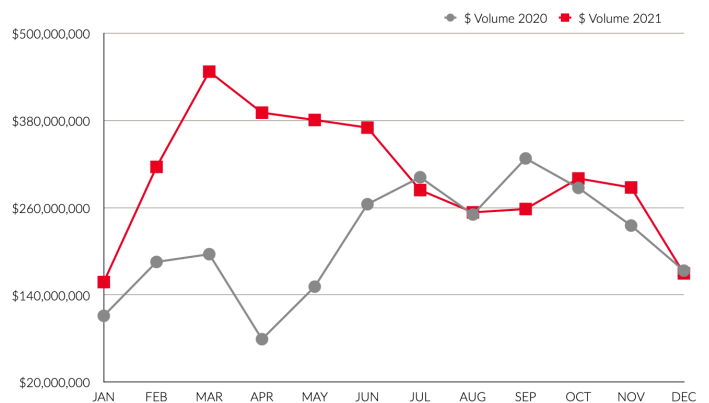
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

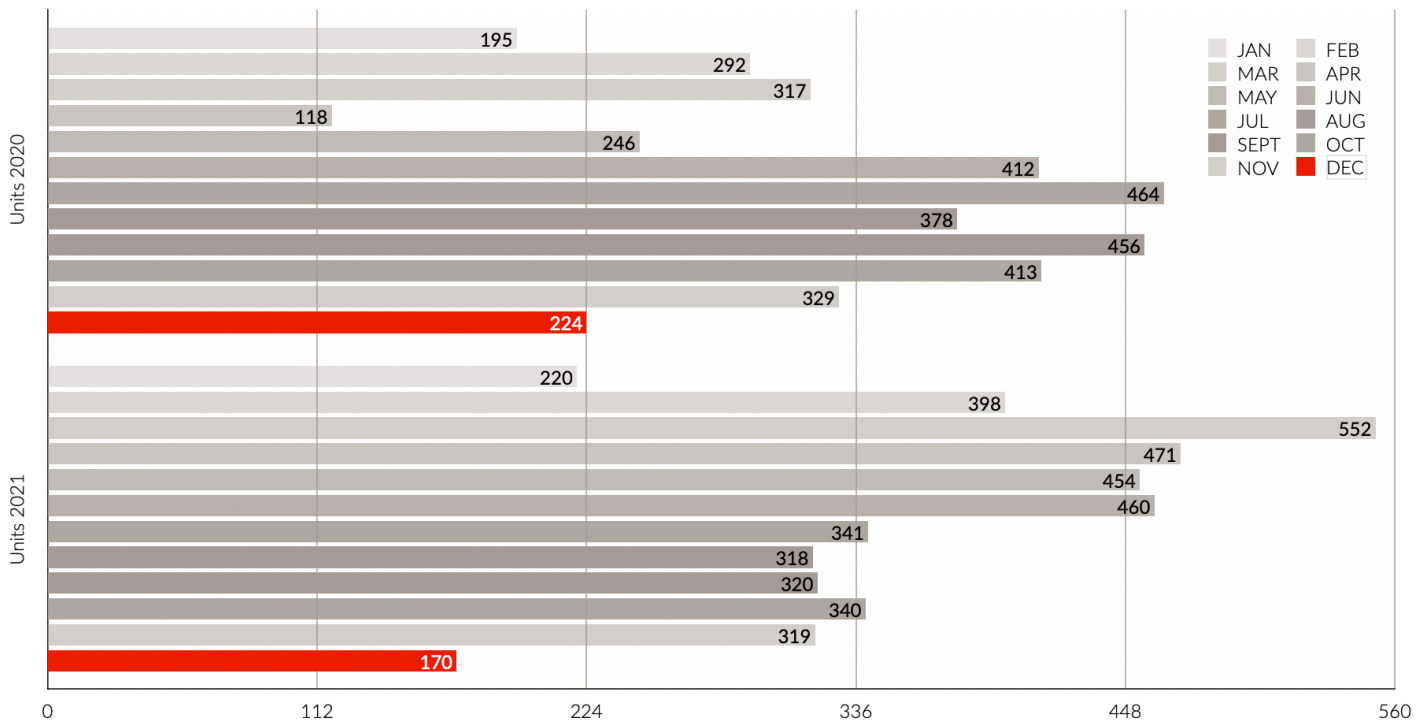


Yearly Totals 2020 vs. 2021

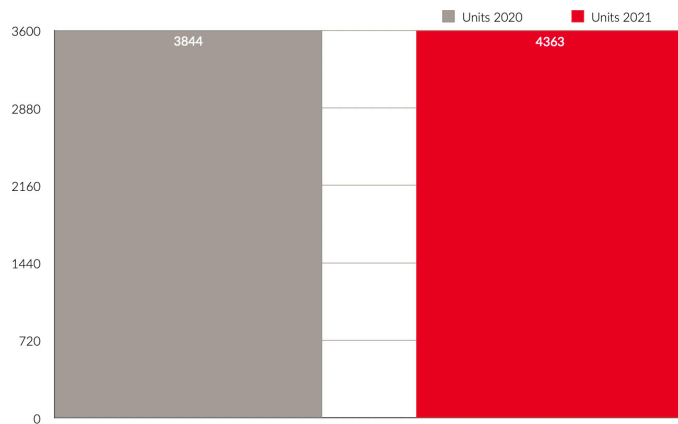


Month vs. Month 2020 vs. 2021

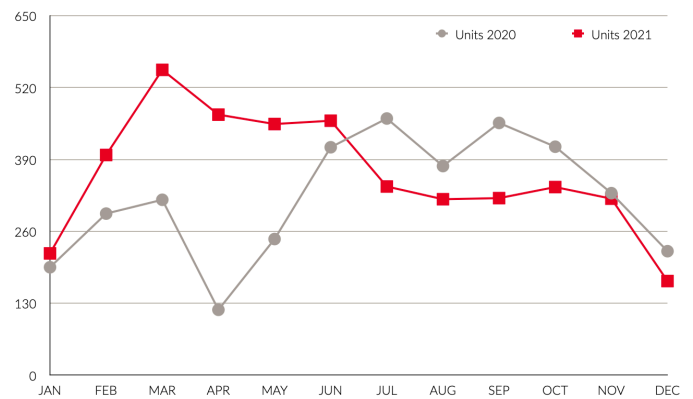
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

SALES BY TYPE


















FREEHOLD



CONDOMINIUM



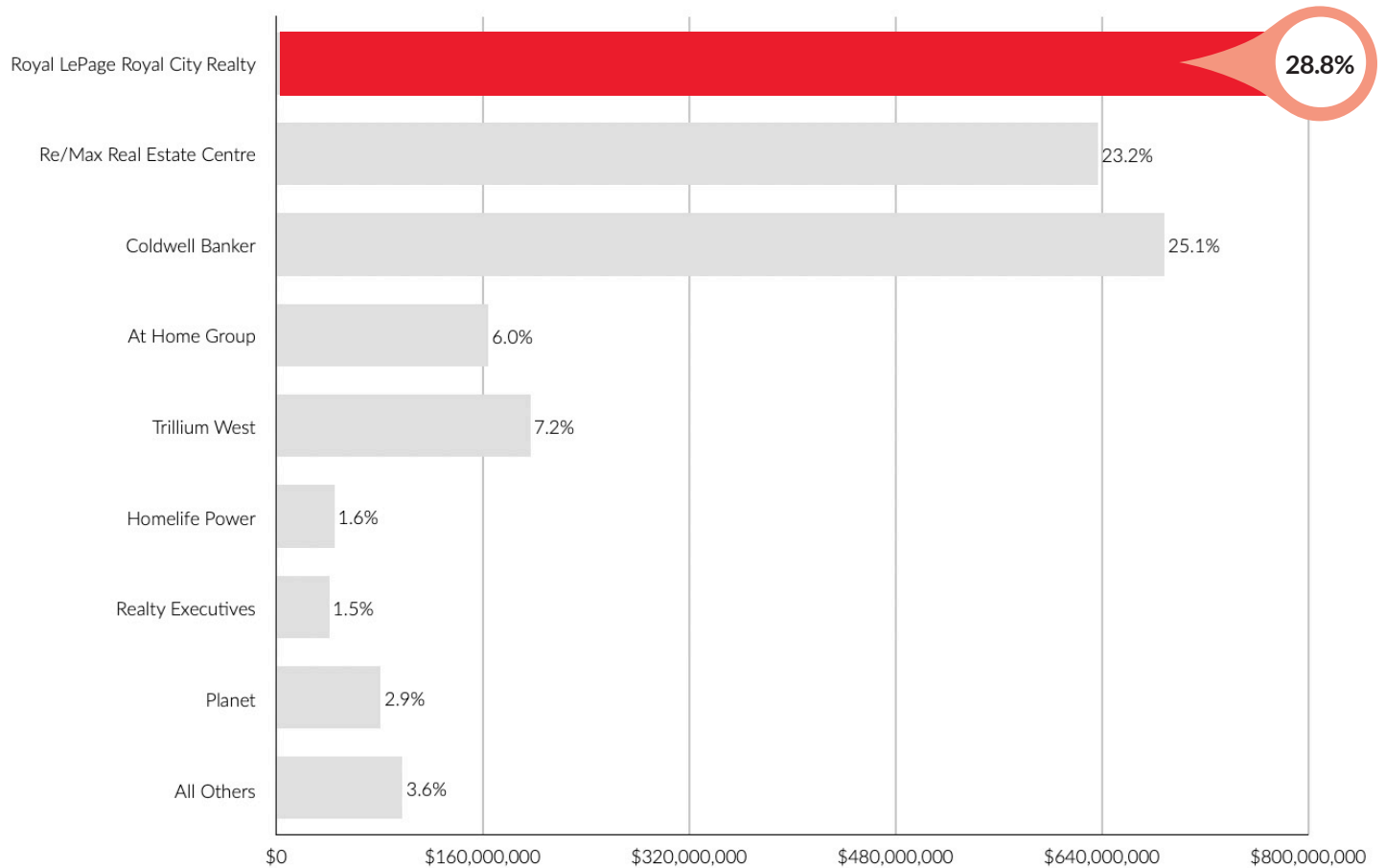
VACANT LAND

YTD Sales Volume	 \$2,661,926,690 +40.24%	 \$594,094,503 +36.41%	 \$67,176,788 +144.67%
YTD Unit Sales	 2,937 +11.25%	 1067 +14.24%	 78 +36.84%
YTD Average Sale Price	 \$906,342 +26.05%	 \$556,790 +19.4%	 \$861,240 +78.8%
December Sales Volume	 \$118,652,511 -0.39%	 \$24,465,861 -11.01%	 \$3,165,000 +15.03%
December Unit Sales	 113 -20.42%	 69 +21.05%	 4 -33.33%

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



MARKET DOMINANCE



Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
December 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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