



2022 JANUARY

WELLINGTON COUNTY Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

SELLER'S MARKET

The housing market within Wellington County remains to start the year with an increase in average and median sales prices. Unit sales picked back up in January with new listings coming back.



January year-over-year sales volume of \$259,190,025

Up 64.59% from 2020's \$157,472,562 with unit sales of 228 up 3.64% from last January's 220. New listings of 317 are up 3.26% from a year ago, with the sales/listing ratio of 71.92% up 0.26%.



Year-to-date sales volume of \$259,190,025

Up 64.59% from 2020's \$157,472,562 with unit sales of 228 up 3.64% from 2020's 220. New listings of 317 are up 3.26% from a year ago, with the sales/listing ratio of 71.92% up 0.26%.



Year-to-date average sale price of \$1,136,798

Up from \$716,421 one year ago with median sale price of \$926,389 up from \$686,000 one year ago. Average days-on-market of 20 is the same as it was last year.

JANUARY NUMBERS

Median Sale Price

\$926,389

+35.04%

Sales Volume

\$259,190,025

+64.59%

Unit Sales

228

+3.64%

New Listings

317

+3.26%

Expired Listings

14

No Change

Unit Sales/Listings Ratio

71.92%

+0.26%

*Year-over-year comparison
(January 2022 vs. January 2021)*



THE MARKET IN DETAIL

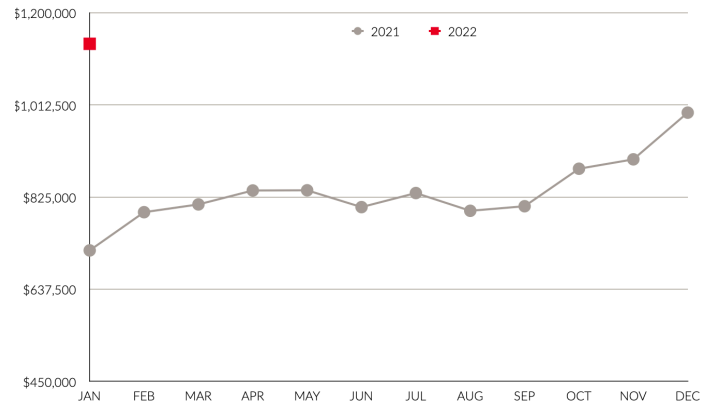
	2020	2021	2022	2021-2022
YTD Volume Sales	\$111,038,027	\$157,472,562	\$259,190,025	+64.59%
YTD Unit Sales	195	220	228	+3.64%
YTD New Listings	342	307	317	+3.26%
YTD Sales/Listings Ratio	57.02%	71.66%	71.92%	+0.26%
YTD Expired Listings	41	14	14	No Change
January Volume Sales	\$111,038,027	\$157,472,562	\$259,190,025	+64.59%
January Unit Sales	195	220	228	+3.64%
January New Listings	342	307	317	+3.26%
January Sales/Listings Ratio	57.02%	71.66%	71.92%	+0.26%
January Expired Listings	41	14	14	No Change
YTD Sales: \$0-\$199K	1	3	0	Down from 3
YTD Sales: \$200K-\$349K	22	3	1	-66.67%
YTD Sales: \$350K-\$549K	103	49	13	-73.47%
YTD Sales: \$550K-\$749K	53	81	38	-53.09%
YTD Sales: \$750K-\$999K	14	55	85	+54.55%
YTD Sales: \$1M+	14	28	91	+213.79%
YTD Average Days-On-Market	31	20	20	No Change
YTD Average Sale Price	\$749,040	\$811,280	\$963,485	+18.76%
YTD Median Sale Price	\$503,000	\$686,000	\$926,389	+35.04%

Wellington County MLS Sales and Listing Summary
2020 vs. 2021 vs. 2022

AVERAGE SALE PRICE

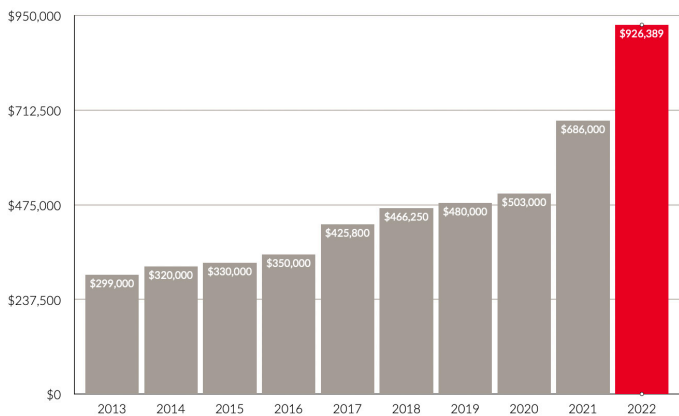


Year-Over-Year

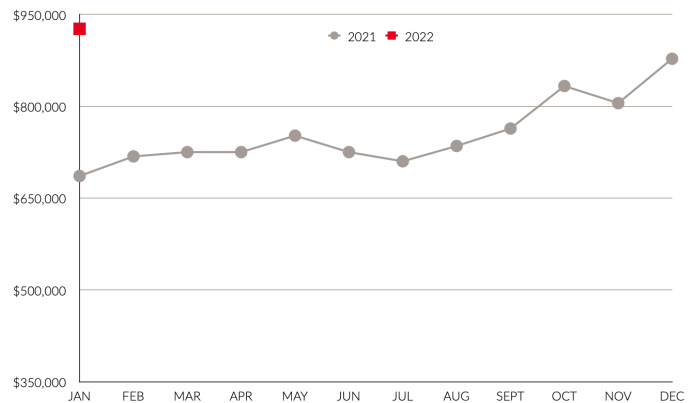


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



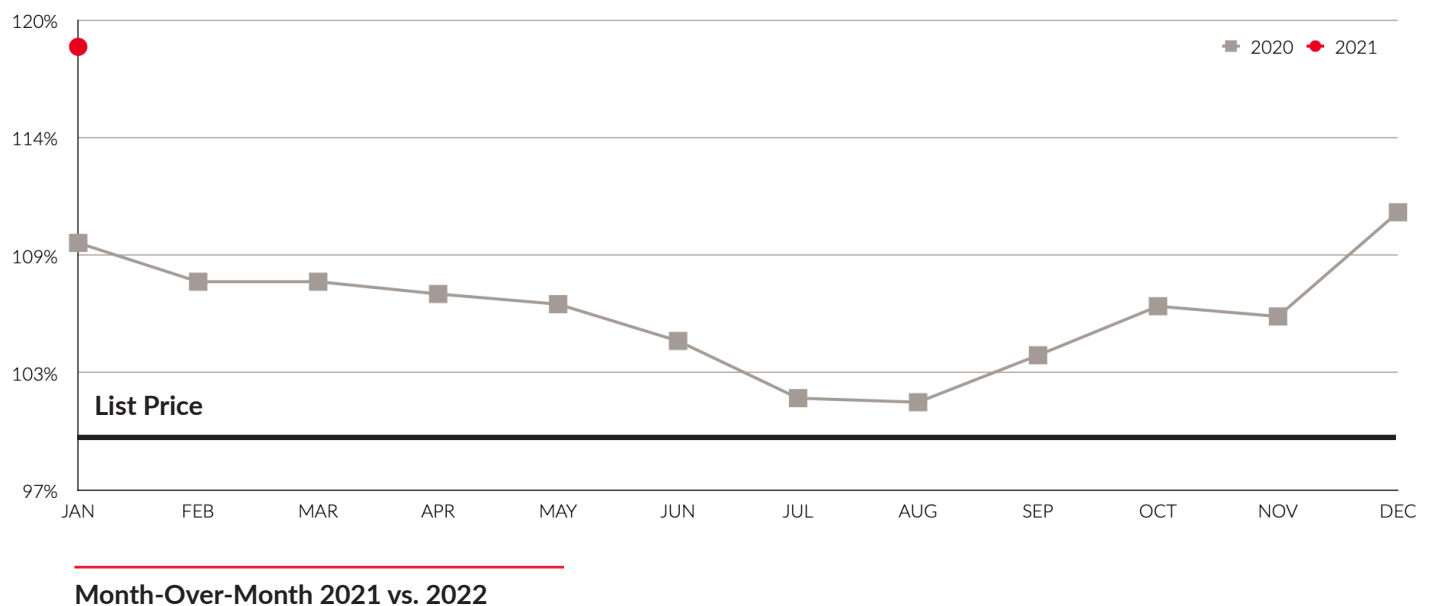
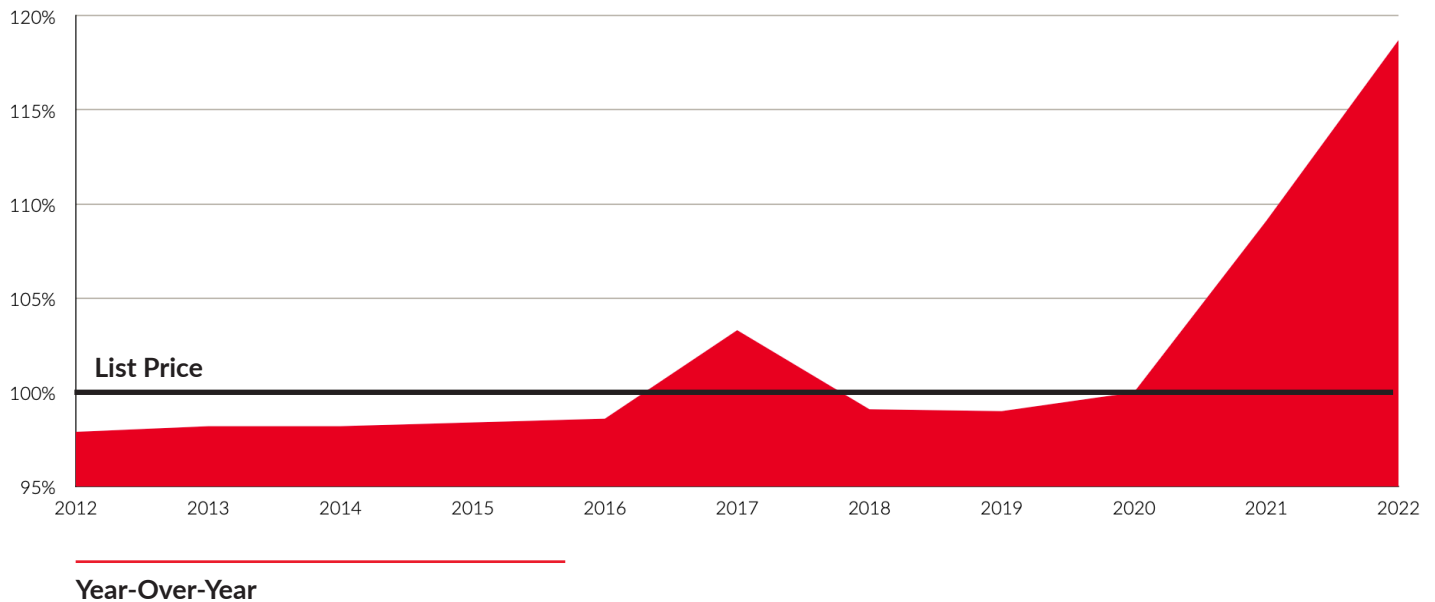
Year-Over-Year



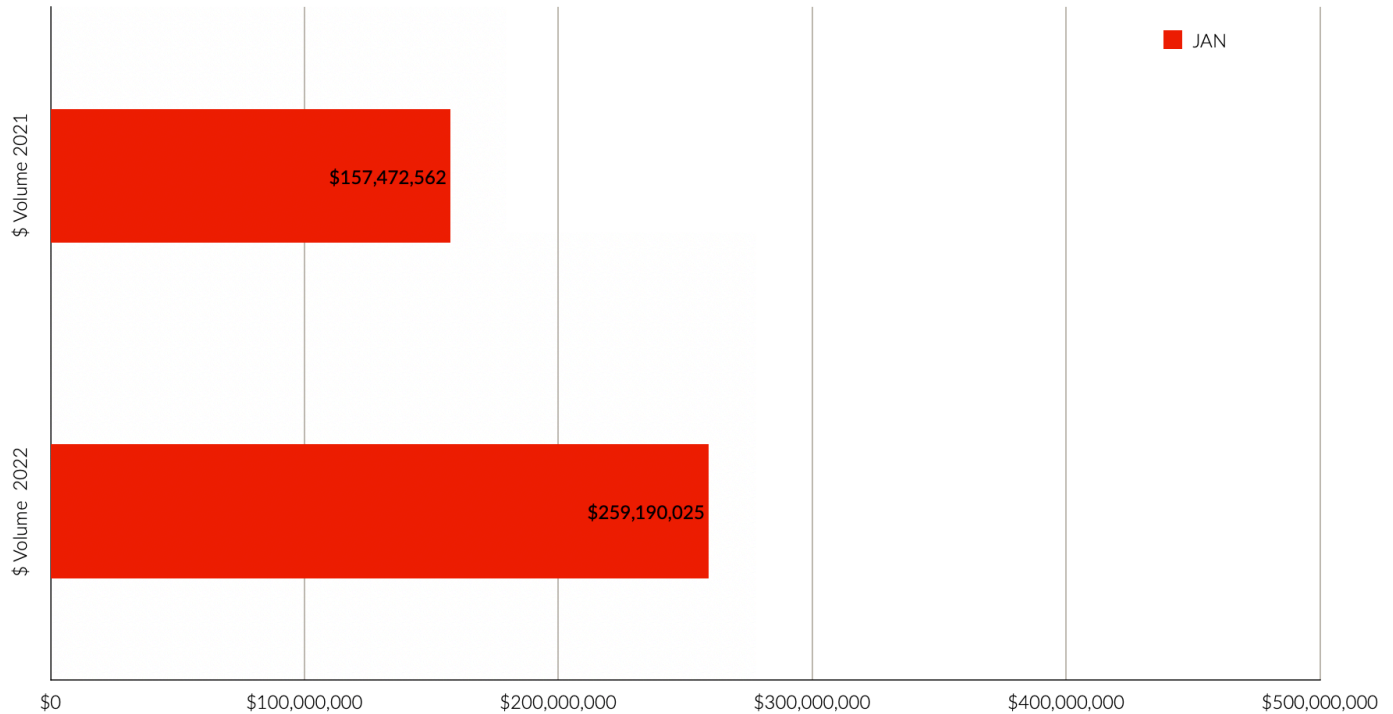
Month-Over-Month 2020 vs. 2021

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

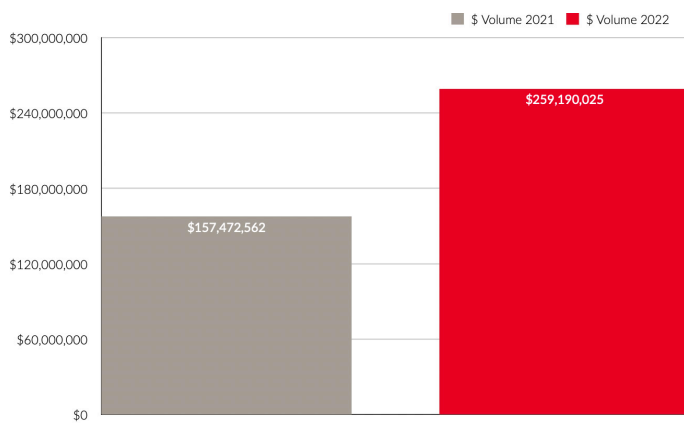
SALE PRICE VS. LIST PRICE RATIO



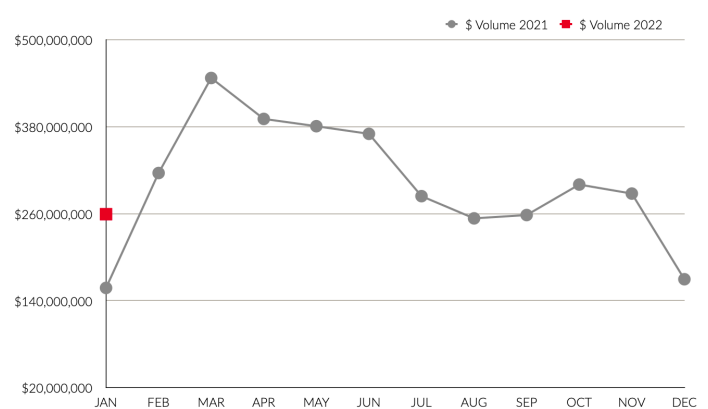
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

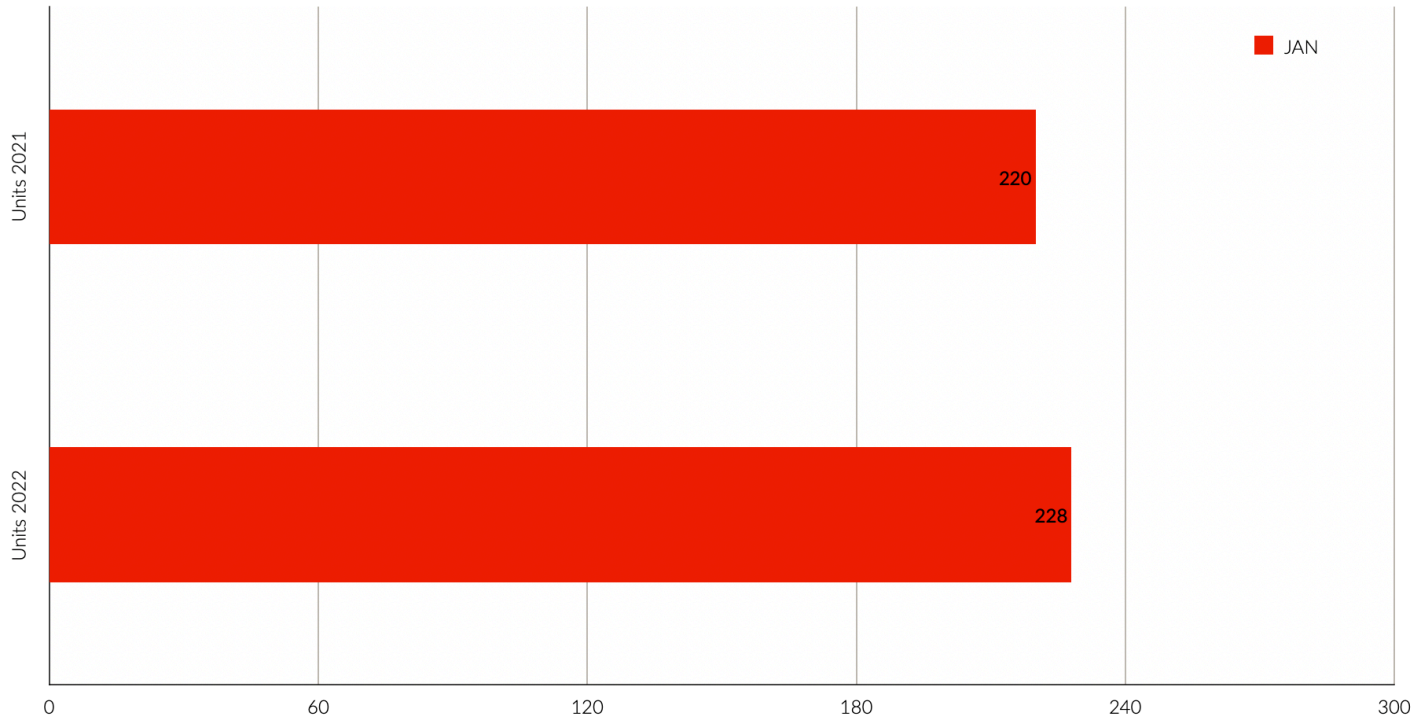


Yearly Totals 2021 vs. 2022

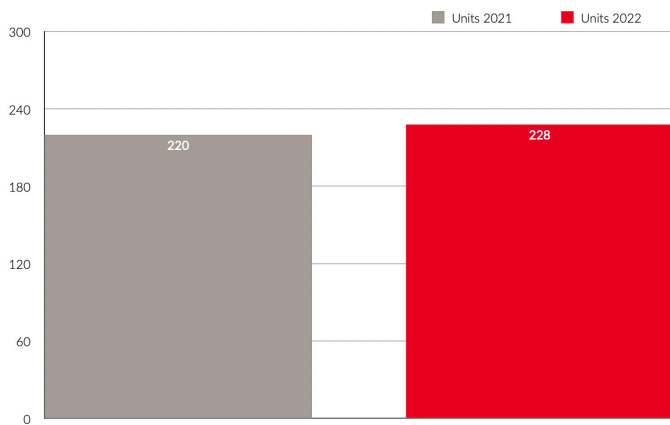


Month vs. Month 2021 vs. 2022

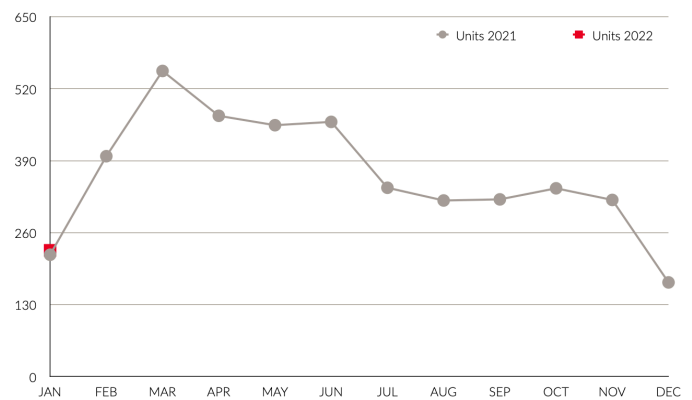
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

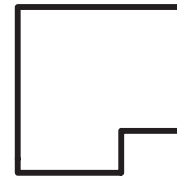
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



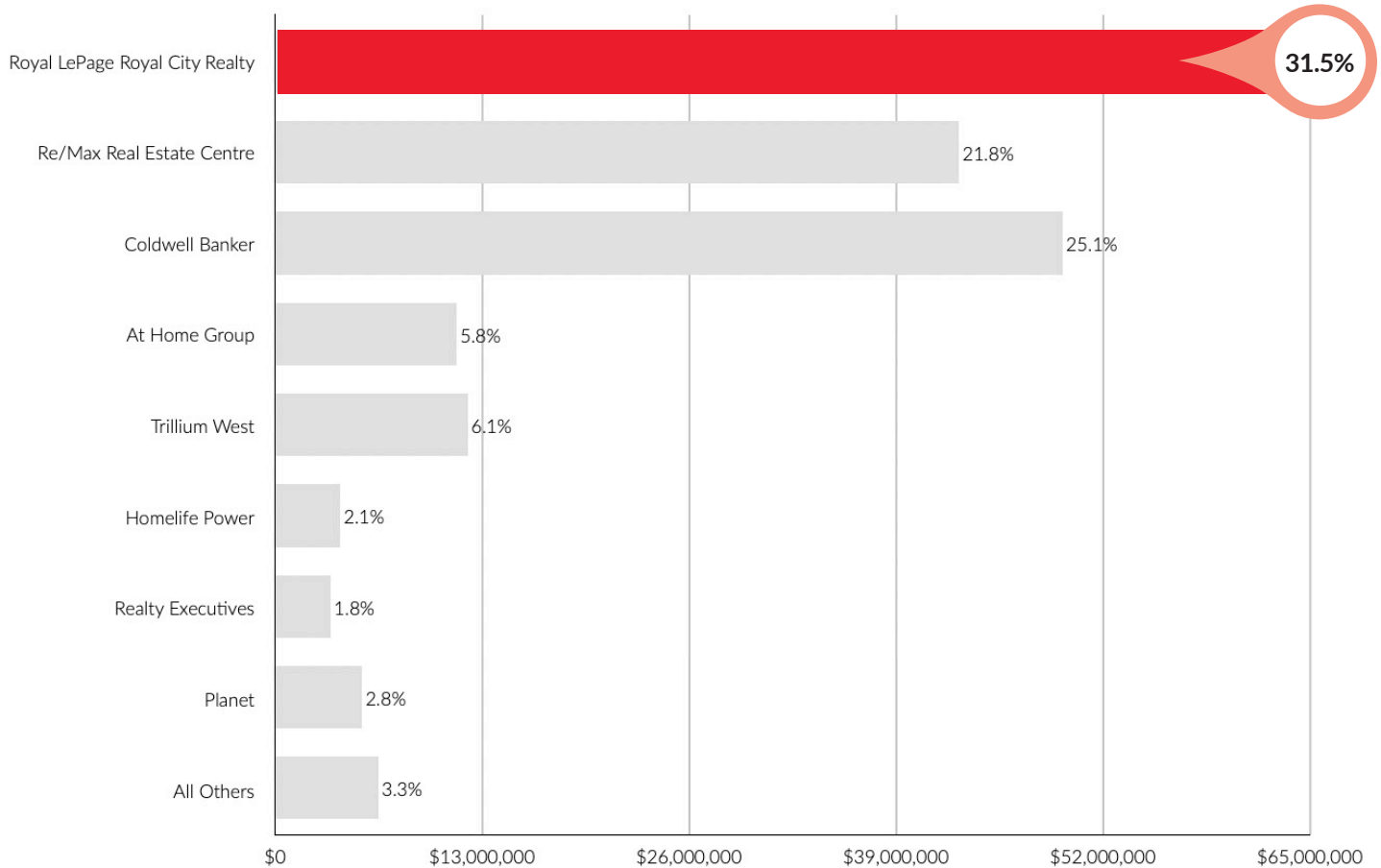
VACANT LAND

YTD Sales Volume	 \$173,938,033 +52.96%	 \$47,972,992 +51.74%	 \$1,449,000 -66.11%
YTD Unit Sales	 146 +3.55%	 66 +11.86%	 2 -75%
YTD Average Sale Price	 \$1,191,356 +47.72%	 \$726,864 +35.65%	 \$724,500 +35.55%
January Sales Volume	 \$173,938,033 +52.96%	 \$47,972,992 +51.74%	 \$1,449,000 -66.11%
January Unit Sales	 146 +3.55%	 66 +11.86%	 2 -75%

Year-Over-Year Comparison (2022 vs. 2021)



MARKET DOMINANCE

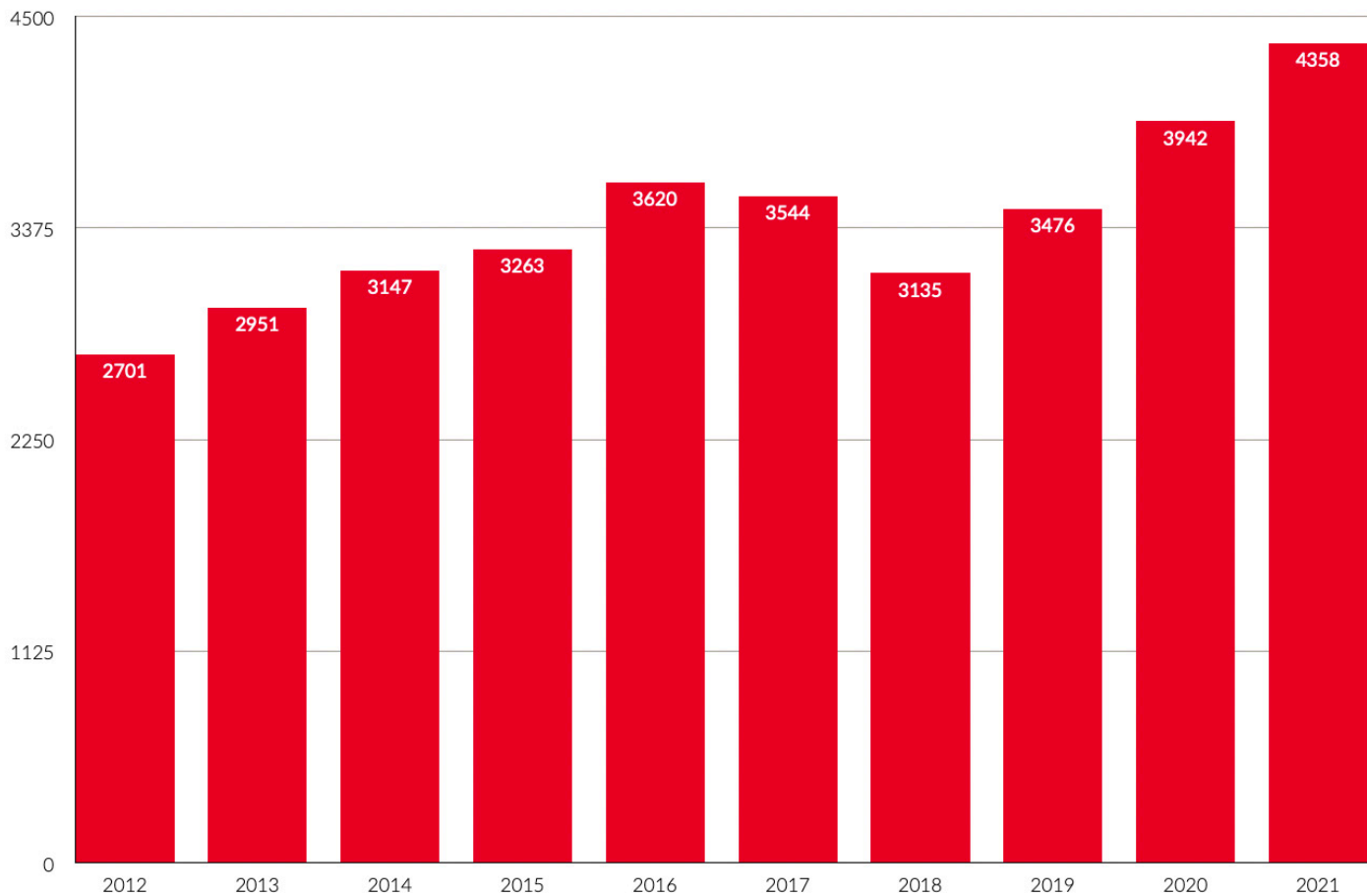


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
January 2022



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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