



2022 FEBRUARY


WELLINGTON COUNTY Real Estate Market Report





OVERVIEW

SELLER'S MARKET

The Wellington County real estate market remains a strong sellers market driven by high demand. Though we are seeing an slight increase in inventory, average sale prices continue to rise due to the competitive nature of this market.

 **February year-over-year sales volume of \$374,666,152**
Up 18.55% from 2021's \$316,027,866 with unit sales of 387 down 2.76% from last February's 398. New listings of 502 are up 4.58% from a year ago, with the sales/listing ratio of 77.09% down 5.83%.

 **Year-to-date sales volume of \$633,856,177**
Up 33.87% from 2021's \$473,500,428 with unit sales of 615 down 0.49% from 2020's 618. New listings of 819 are up 4.07% from a year ago, with the sales/listing ratio of 75.09% down 3.43%.

 **Year-to-date average sale price of \$1,066,626**
Up from \$755,300 one year ago with median sale price of \$933,670 up from \$702,000 one year ago. Average days-on-market of 18 is down by 2 days from last year.

FEBRUARY NUMBERS

Median Sale Price
\$940,950
+31.05%

Sales Volume
\$374,666,152
+18.55%

Unit Sales
387
-2.76%

New Listings
502
+4.58%

Expired Listings
33
+13.79%

Unit Sales/Listings Ratio
77.09%
-5.83%

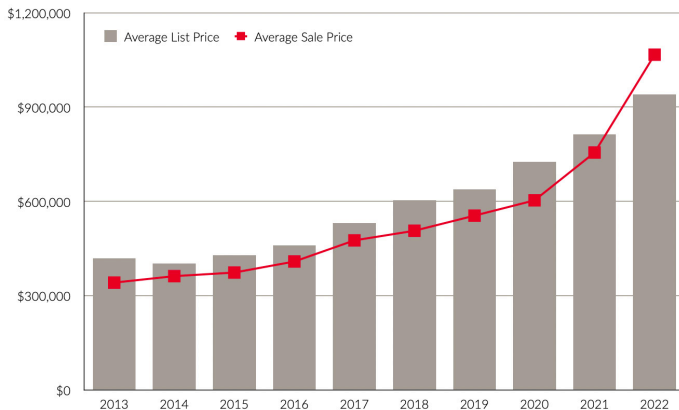
*Year-over-year comparison
(February 2022 vs. February 2021)*

THE MARKET IN DETAIL

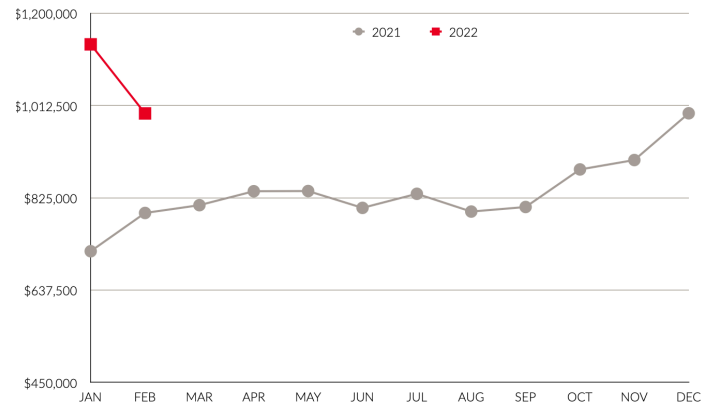
	2020	2021	2022	2021-2022
YTD Volume Sales	\$296,229,127	\$473,500,428	\$633,856,177	+33.87%
YTD Unit Sales	487	618	615	-0.49%
YTD New Listings	717	787	819	+4.07%
YTD Sales/Listings Ratio	67.92%	78.53%	75.09%	-3.43%
YTD Expired Listings	76	43	47	+9.3%
February Volume Sales	\$185,191,100	\$316,027,866	\$374,666,152	+18.55%
February Unit Sales	292	398	387	+2.76%
February New Listings	375	480	502	+4.58%
February Sales/Listings Ratio	77.87%	82.92%	77.09%	-5.83%
February Expired Listings	35	29	33	+13.79%
YTD Sales: \$0-\$199K	7	7	25	+257.14%
YTD Sales: \$200K-\$349K	36	12	6	-50%
YTD Sales: \$350K-\$549K	210	119	414	+247.9%
YTD Sales: \$550K-\$749K	167	219	100	-54.34%
YTD Sales: \$750K-\$999K	57	174	208	+19.54%
YTD Sales: \$1M+	35	87	247	+183.91%
YTD Average Days-On-Market	29	20	18	-10%
YTD Average Sale Price	\$603,289	\$755,300	\$1,066,626	+41.22%
YTD Median Sale Price	\$545,645	\$702,000	\$933,670	+33%

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

AVERAGE SALE PRICE

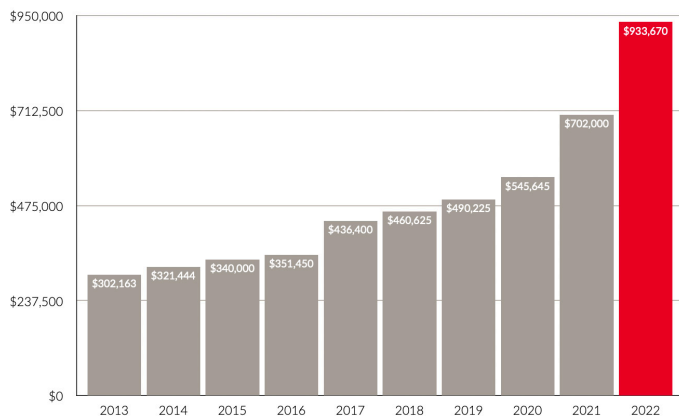


Year-Over-Year

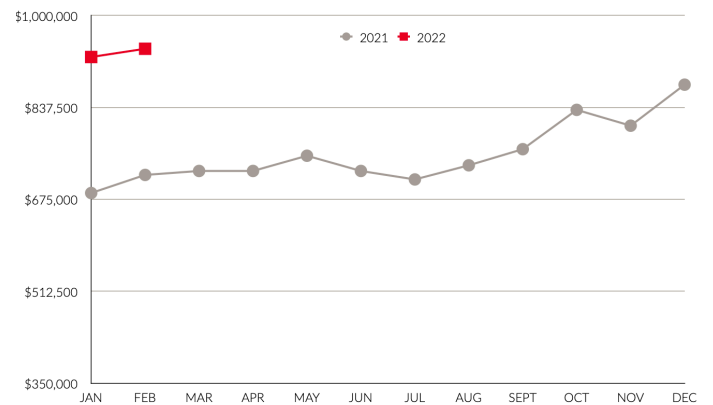


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



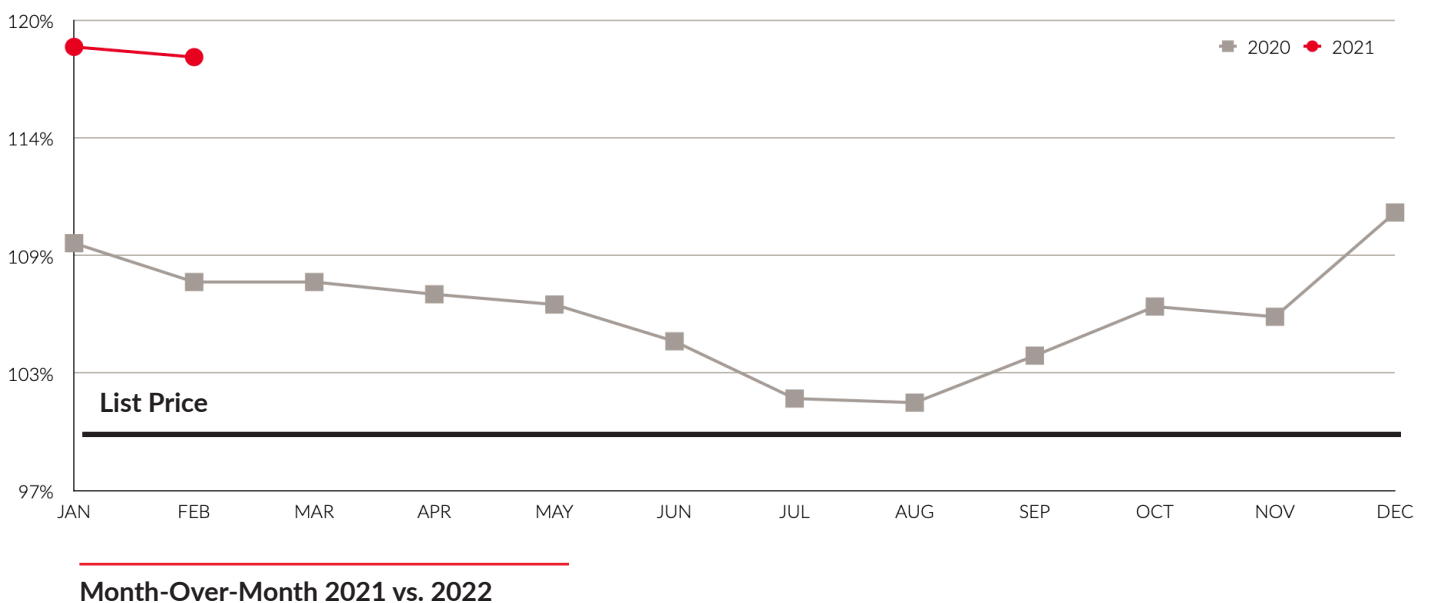
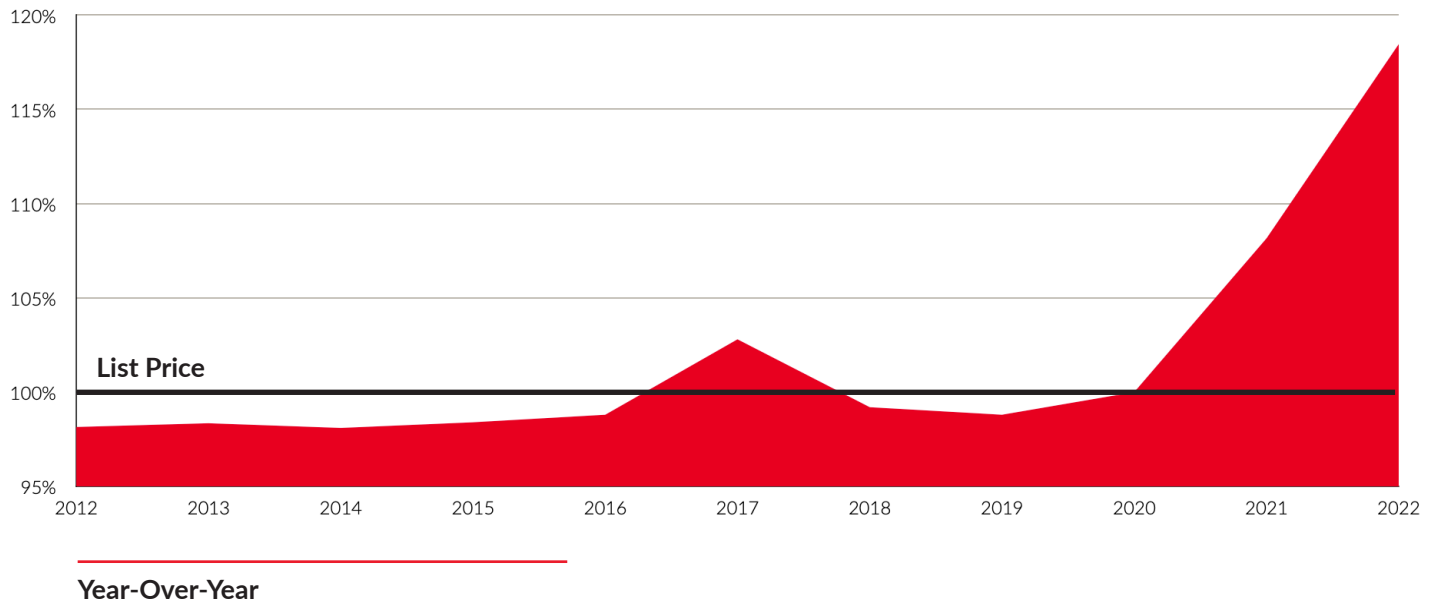
Year-Over-Year



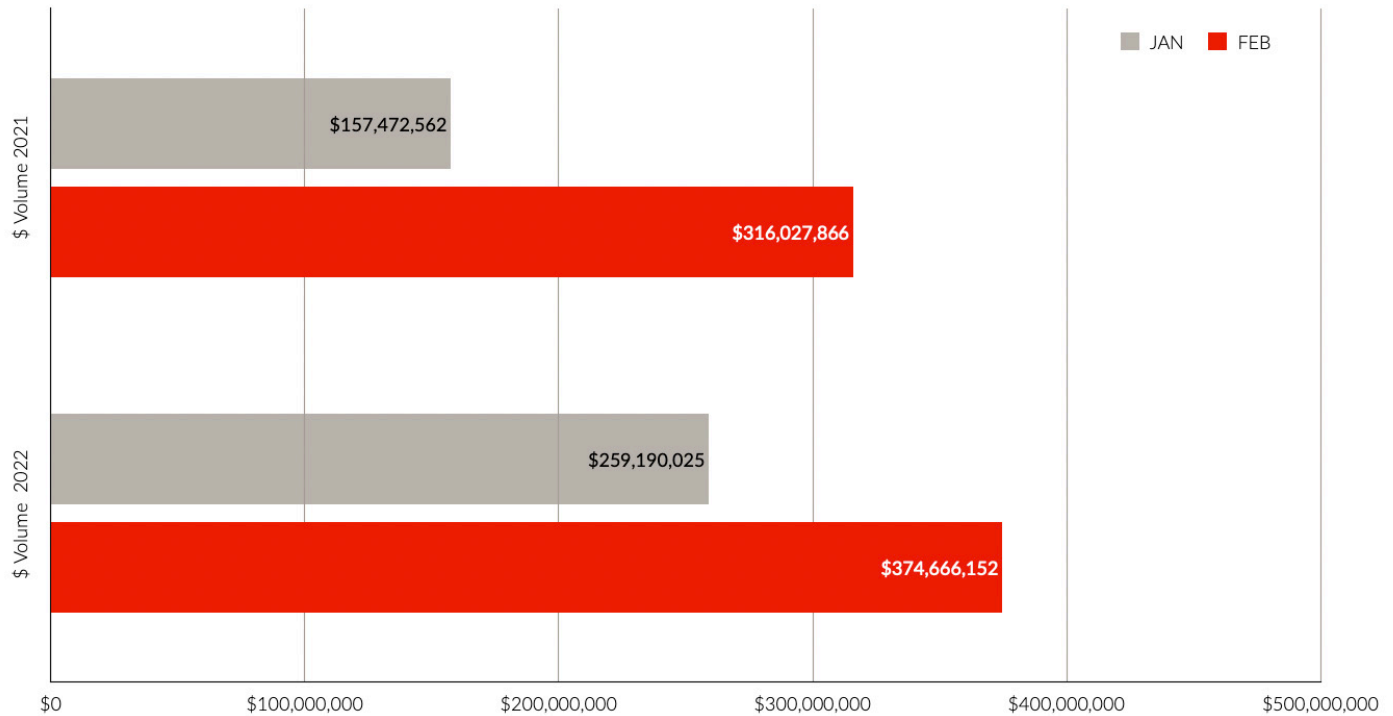
Month-Over-Month 2020 vs. 2021

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

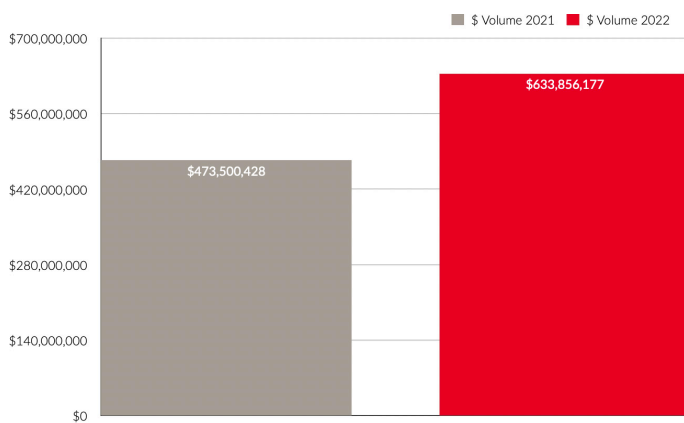
SALE PRICE VS. LIST PRICE RATIO



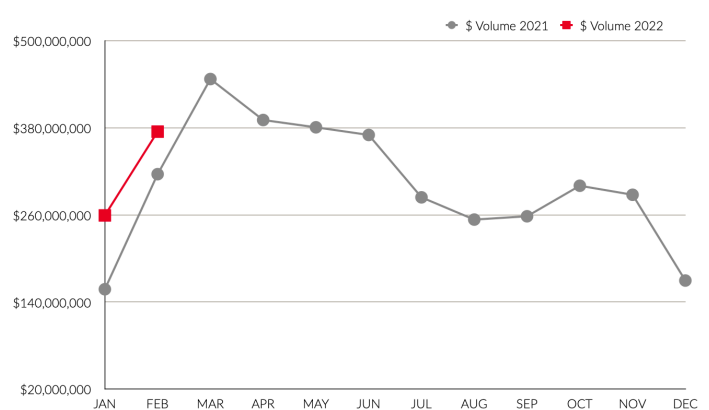
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

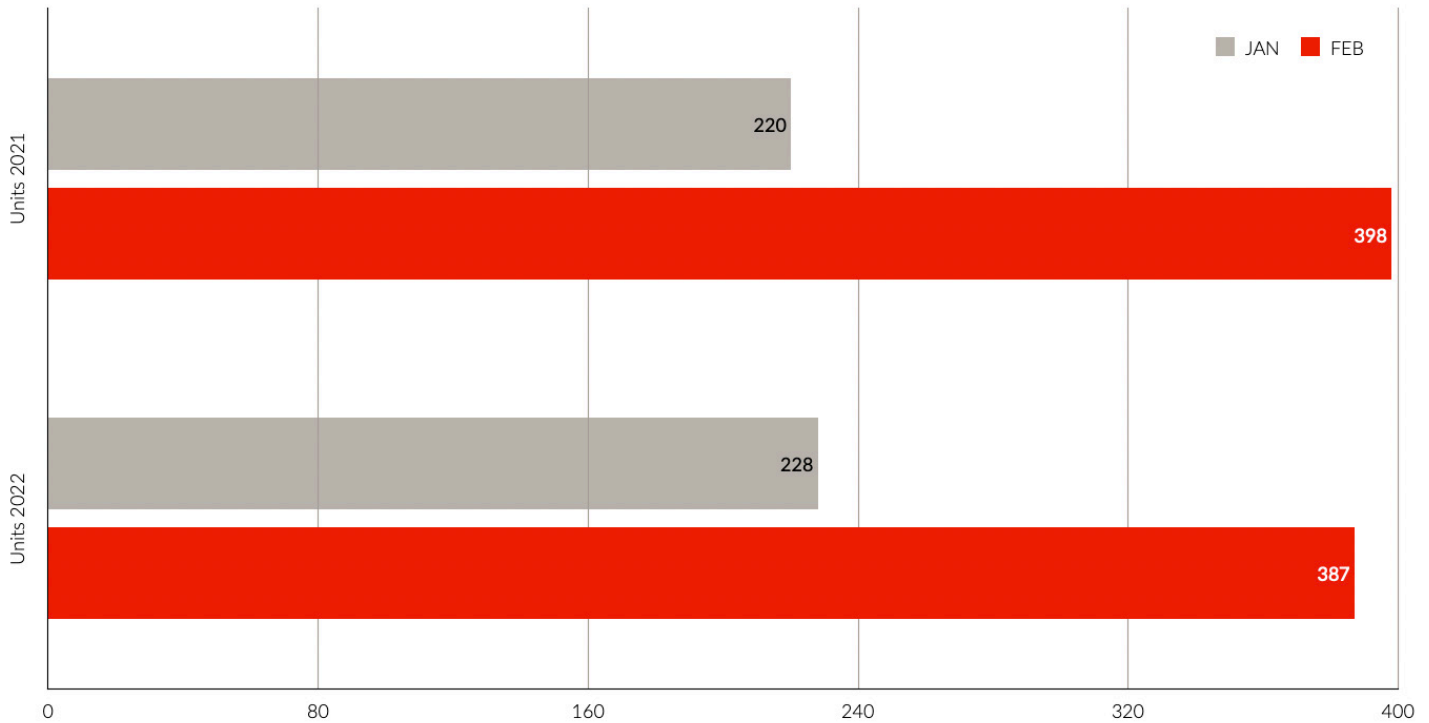


Yearly Totals 2021 vs. 2022

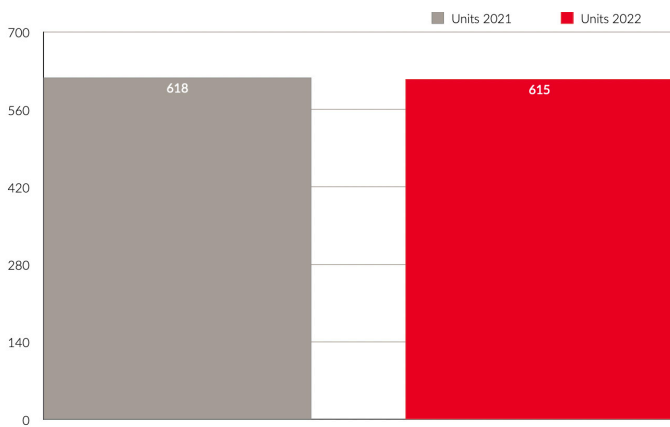


Month vs. Month 2021 vs. 2022

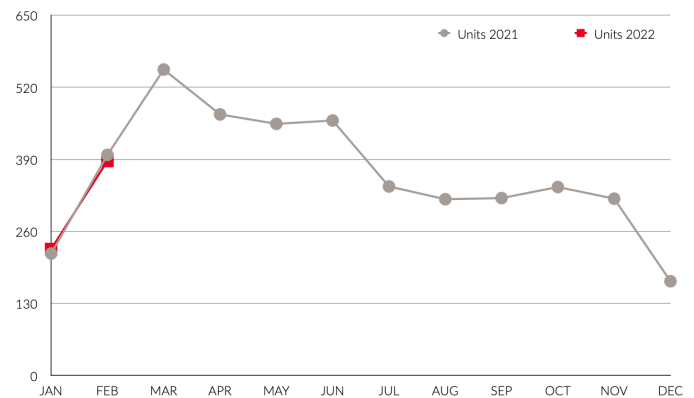
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

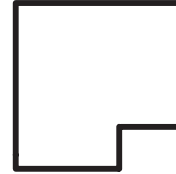
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



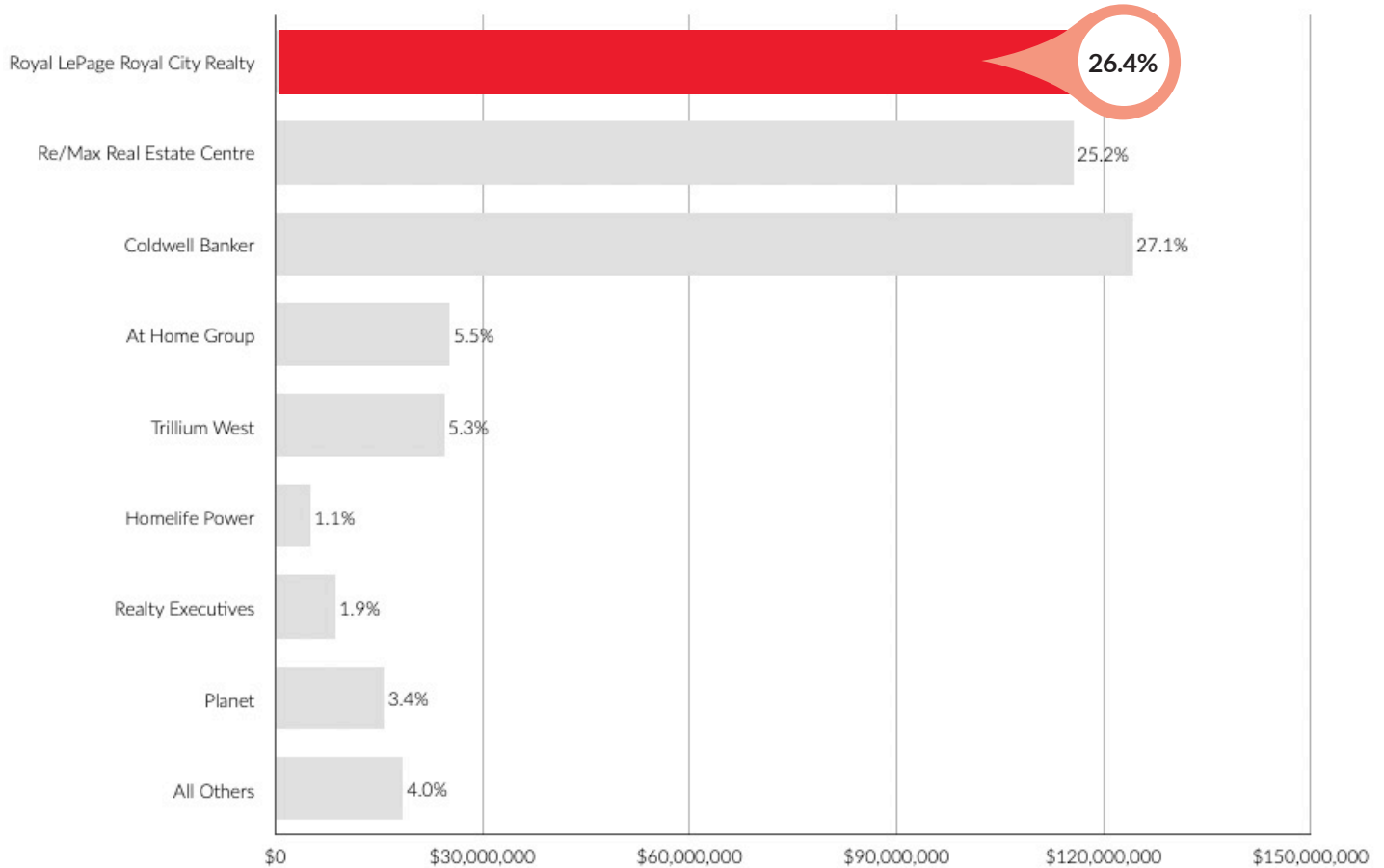
VACANT LAND

YTD Sales Volume	 \$441,393,366 +30.19%	 \$120,902,633 +32.3%	 \$6,949,000 -51.02%
YTD Unit Sales	 383 -4.49%	 161 -3.59%	 7 -63.16%
YTD Average Sale Price	 \$1,152,463 +36.31%	 \$750,948 +37.24%	 \$992,714 +32.95%
February Sales Volume	 \$267,455,333 +18.7%	 \$72,929,641 +22.02%	 \$5,500,000 -44.5%
February Unit Sales	 237 -8.85%	 95 -12.04%	 5 -54.55%

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



MARKET DOMINANCE

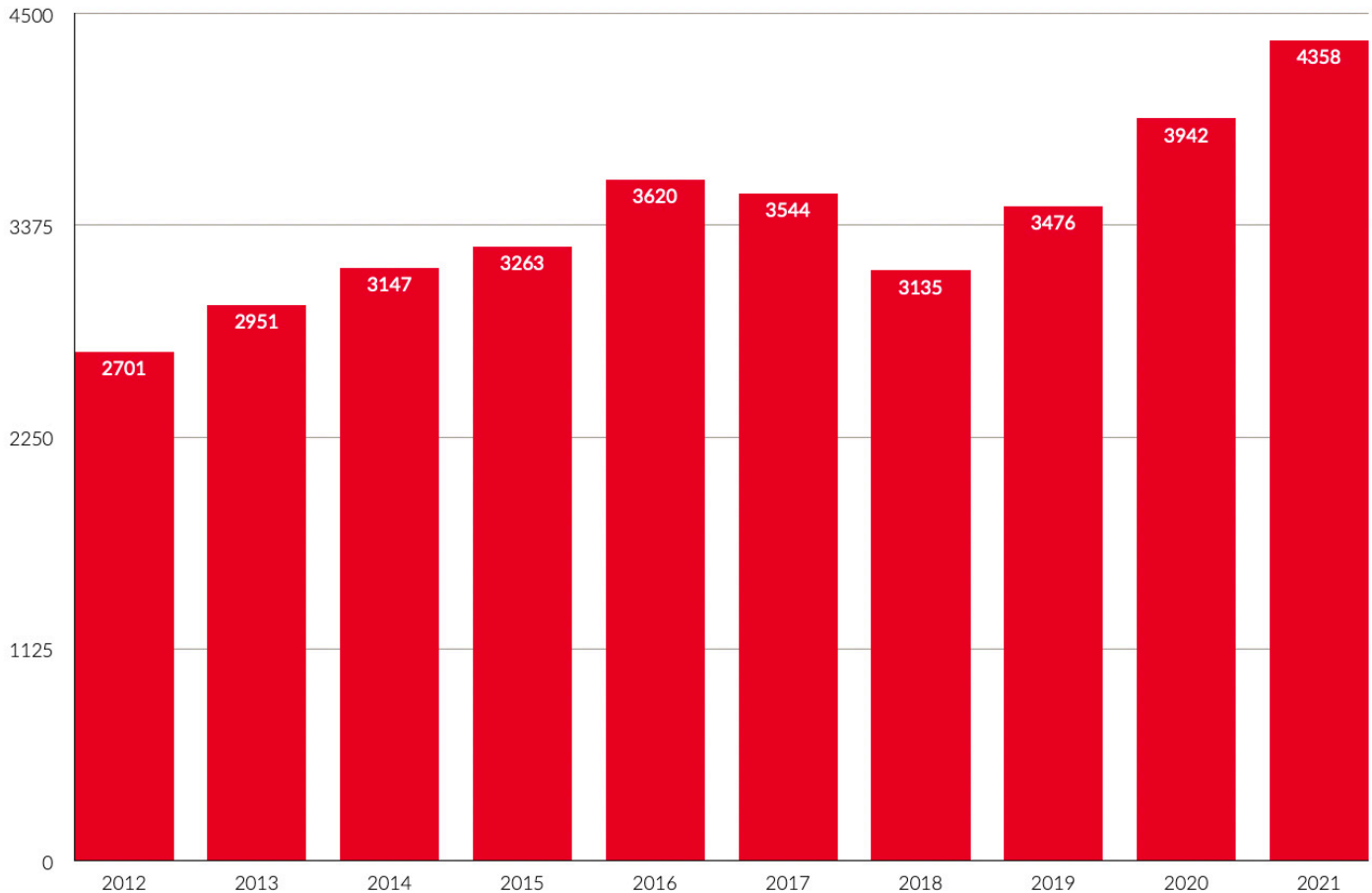


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
February 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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