



2022
APRIL

WELLINGTON COUNTY
Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

SELLER'S MARKET

The Wellington County real estate market remains a seller's market despite a growing amount of new listings and a lower amount of unit sales, causing many of it's submarkets to dip into a balanced market. Demand appears to remain high as we continue to see median and average sale prices rise.



April year-over-year sales volume of \$358,668,273

Down 8.19% from 2021's \$390,672,875 with unit sales of 373 down 20.81% from last April's 471. New listings of 721 are up 19.57% from a year ago, with the sales/listing ratio of 51.73% down 26.38%.



Year-to-date sales volume of \$1,444,945,686

Up 10.19% from 2021's \$1,311,300,930 with unit sales of 1,449 down 11.7% from 2020's 1,641. New listings of 2,223 are up 6.52% from a year ago, with the sales/listing ratio of 65.18% down 13.45%.



Year-to-date average sale price of \$1,031,488

Up from \$789,742 one year ago with median sale price of \$933,670 up from \$721,500 one year ago. Average days-on-market of 16.5 is the same amount of days as last year.

APRIL NUMBERS

Median Sale Price

\$926,000

+27.72%

Sales Volume

\$358,668,273

-8.19%

Unit Sales

373

-20.81%

New Listings

721

+19.57%

Expired Listings

22

-4.35%

Unit Sales/Listings Ratio

51.73%

-26.38%

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

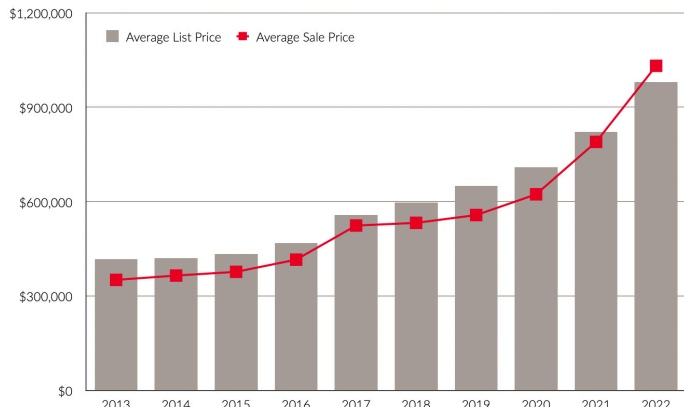


THE MARKET IN DETAIL

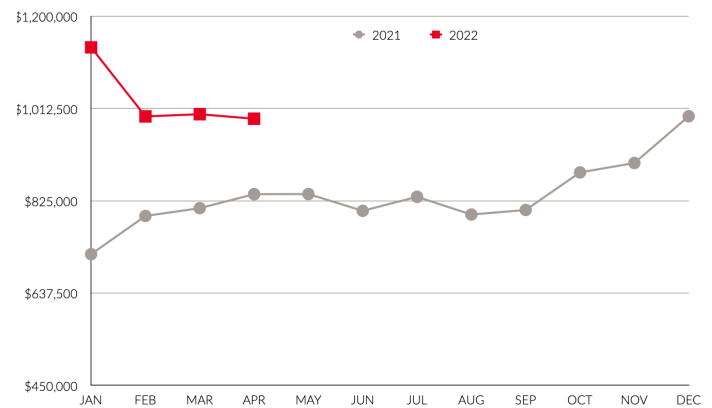
	2020	2021	2022	2021-2022
YTD Volume Sales	\$570,941,886	\$1,311,300,930	\$1,444,945,686	+10.19%
YTD Unit Sales	922	1,641	1,449	-11.7%
YTD New Listings	1,422	2,087	2,223	+6.52%
YTD Sales/Listings Ratio	64.84%	78.63%	65.18%	-13.45%
YTD Expired Listings	150	74	91	+22.97%
April Volume Sales	\$78,854,590	\$390,672,875	\$358,668,273	+8.19%
April Unit Sales	118	471	373	-20.81%
April New Listings	234	603	721	+19.57%
April Sales/Listings Ratio	50.43%	78.11%	51.73%	-26.38%
April Expired Listings	42	23	22	-4.35%
YTD Sales: \$0-\$199K	13	24	101	+320.83%
YTD Sales: \$200K-\$349K	68	24	13	-45.83%
YTD Sales: \$350K-\$549K	387	289	65	-77.51%
YTD Sales: \$550K-\$749K	318	581	235	-59.55%
YTD Sales: \$750K-\$999K	114	446	457	+2.47%
YTD Sales: \$1M+	65	271	578	+113.28%
YTD Average Days-On-Market	28.5	16.5	16.5	No Change
YTD Average Sale Price	\$623,171	\$789,742	\$1,031,488	+30.61%
YTD Median Sale Price	\$559,250	\$721,500	\$933,670	+29.41%

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

AVERAGE SALE PRICE

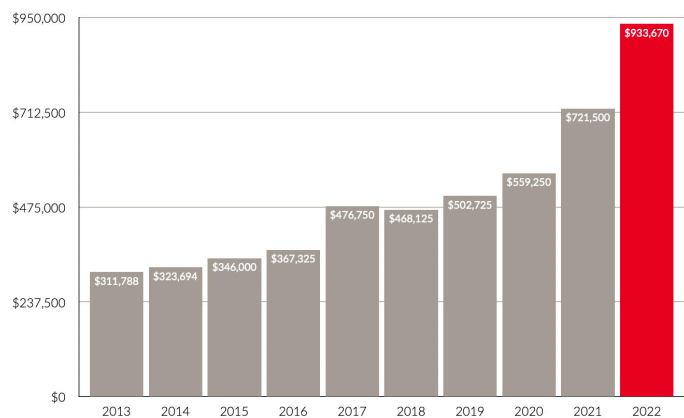


Year-Over-Year

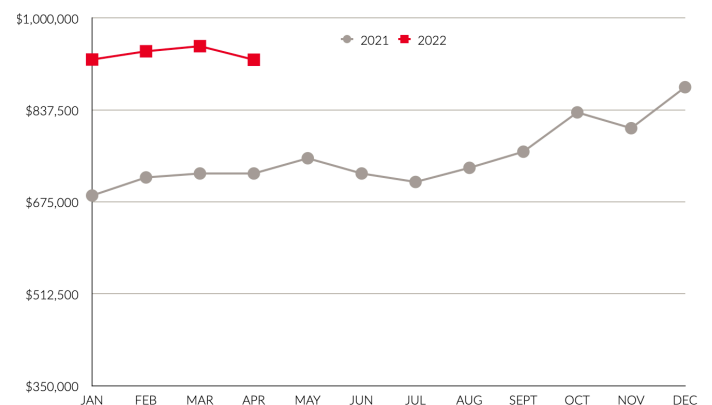


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



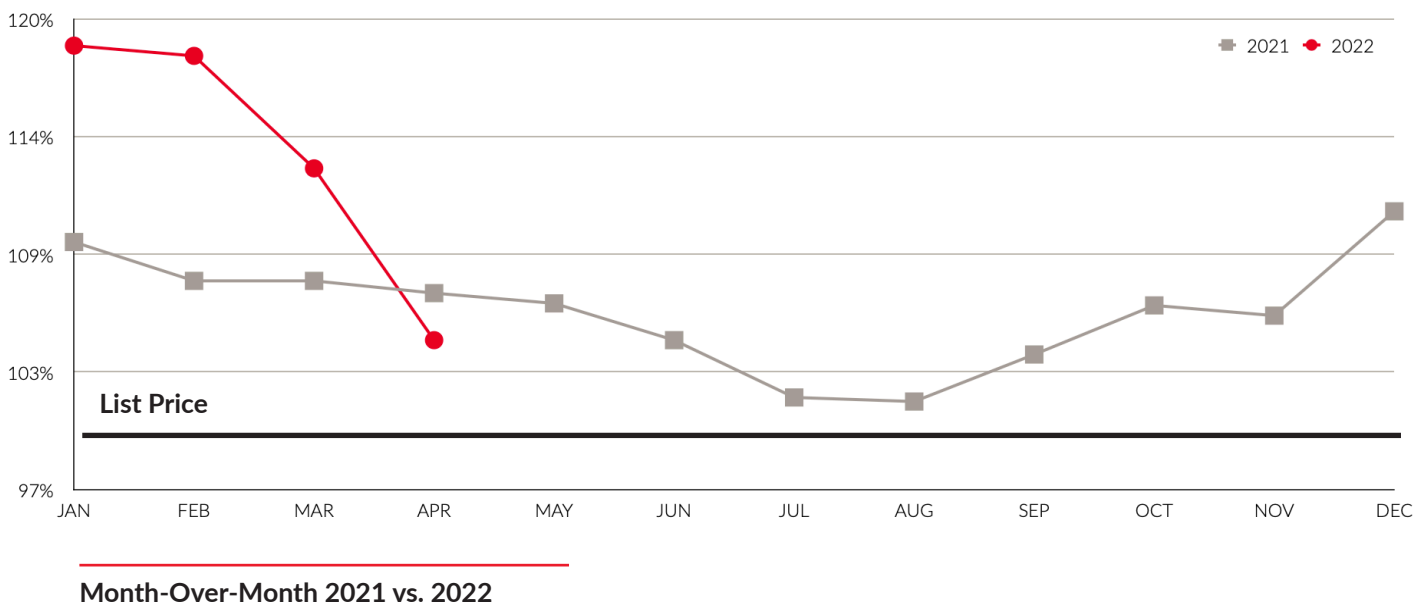
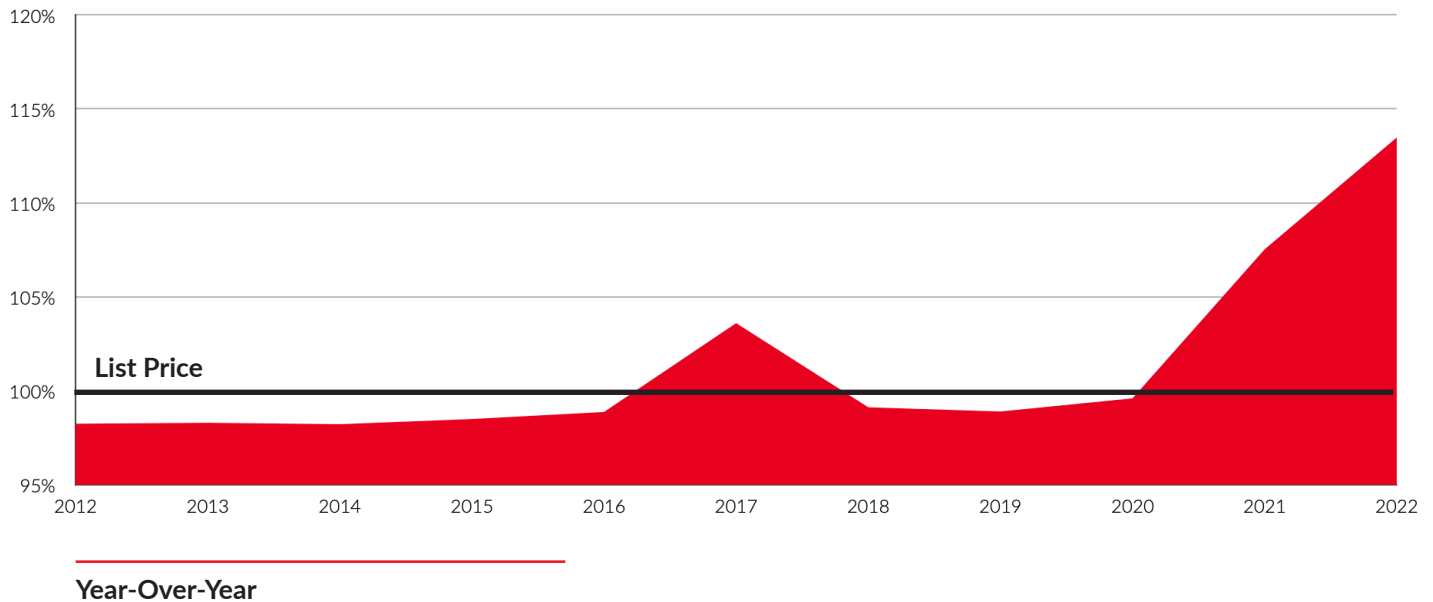
Year-Over-Year



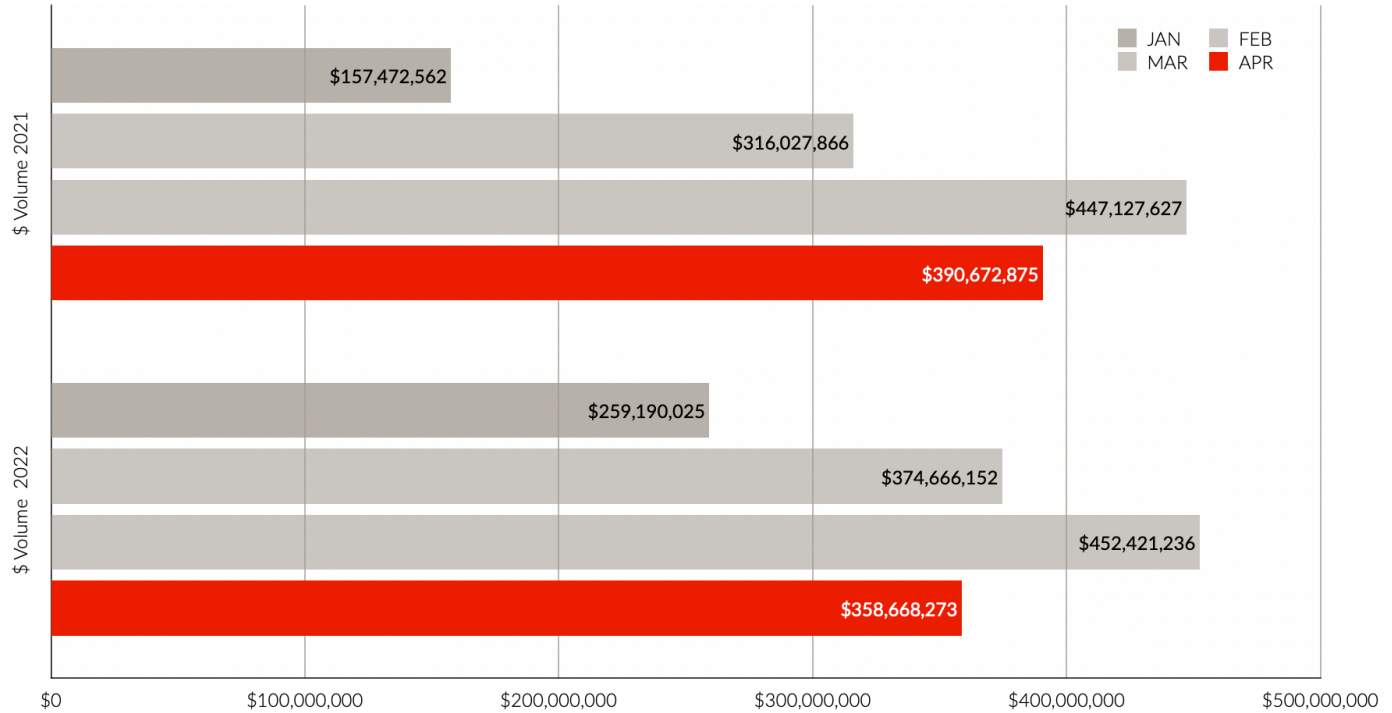
Month-Over-Month 2021 vs. 2022

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

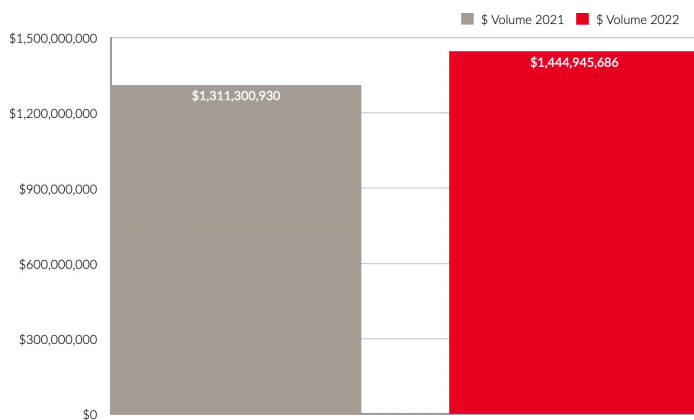
SALE PRICE VS. LIST PRICE RATIO



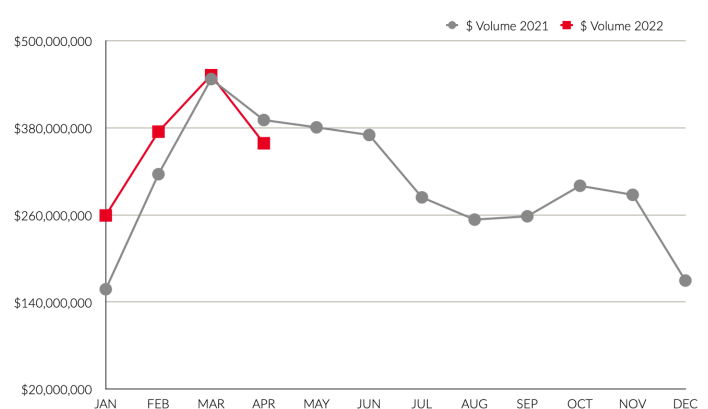
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

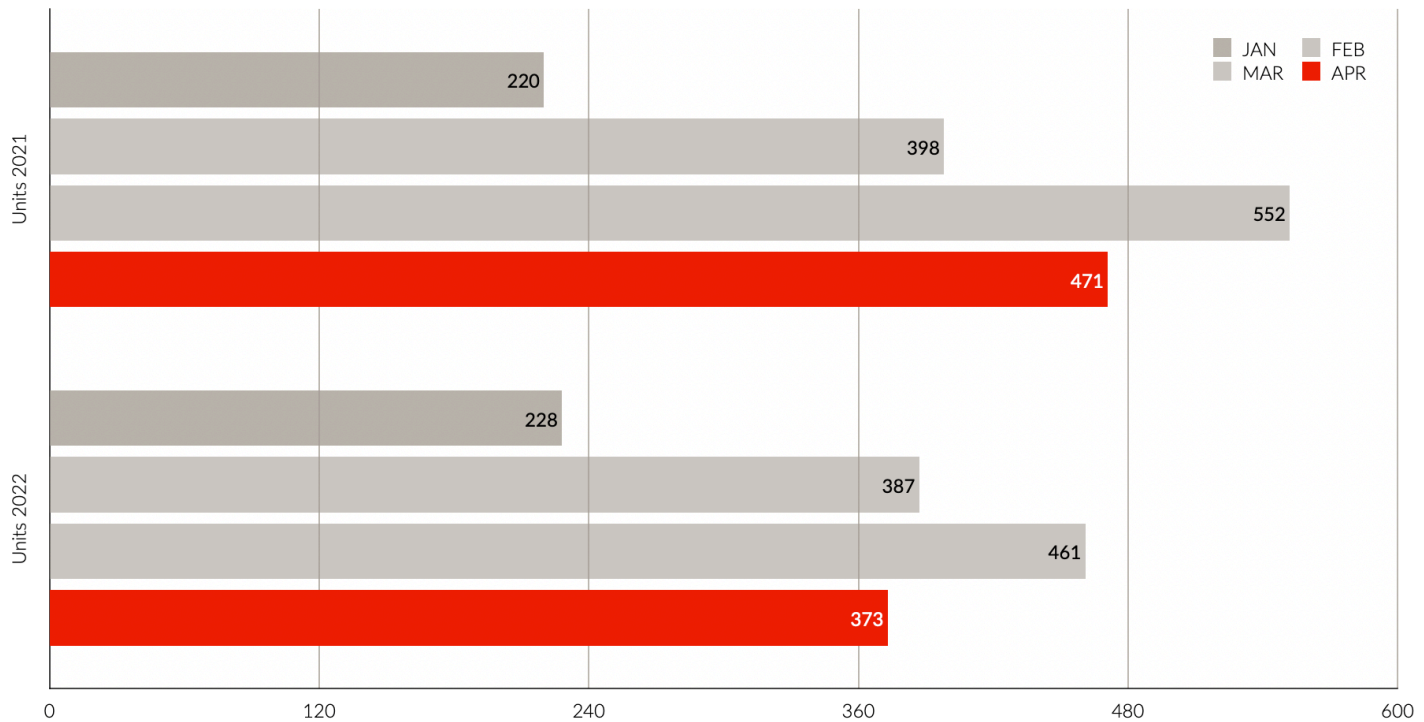


Yearly Totals 2021 vs. 2022

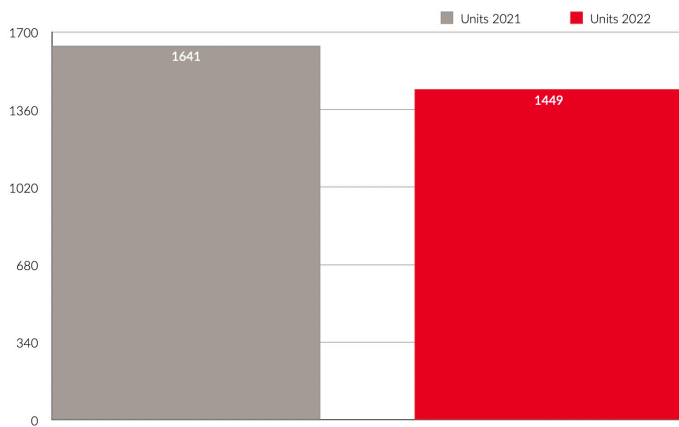


Month vs. Month 2021 vs. 2022

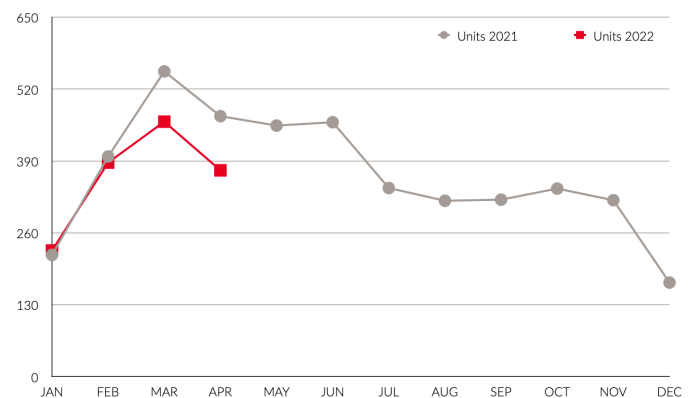
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

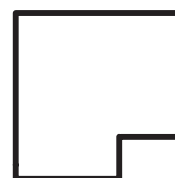
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



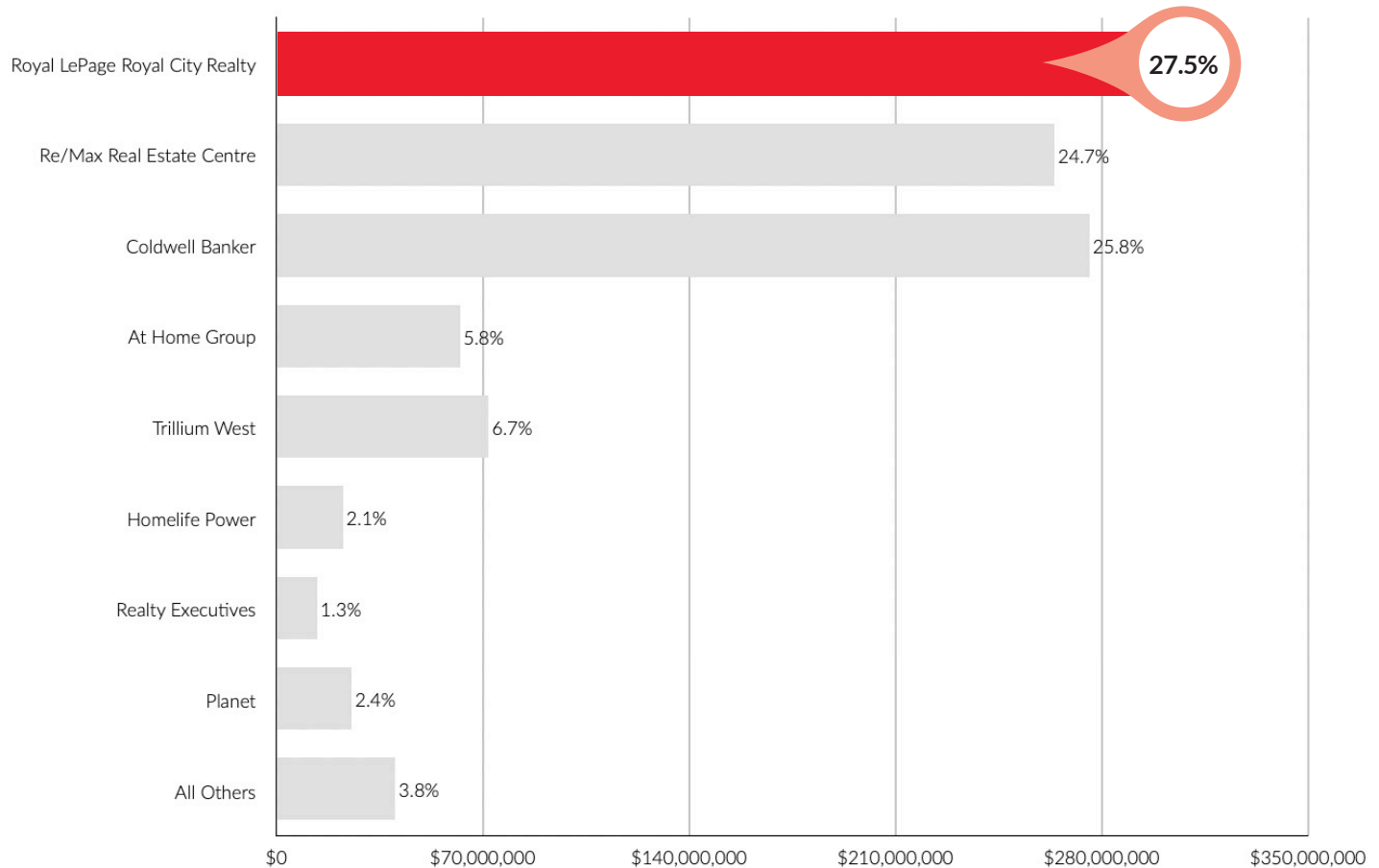
VACANT LAND

YTD Sales Volume	 \$1,059,541,757 +11.42%	 \$230,613,876 -2.55%	 \$17,507,000 -20.53%
YTD Unit Sales	 923 -15.86%	 317 -24.88%	 21 -27.59%
YTD Average Sale Price	 \$1,147,933 +32.43%	 \$727,489 +29.73%	 \$833,666 +9.75%
April Sales Volume	 \$282,861,484 -1.86%	 \$42,913,189 -28.97%	 \$6,650,000 +63.43%
April Unit Sales	 245 -23.68%	 63 -42.2%	 8 +60%

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



MARKET DOMINANCE

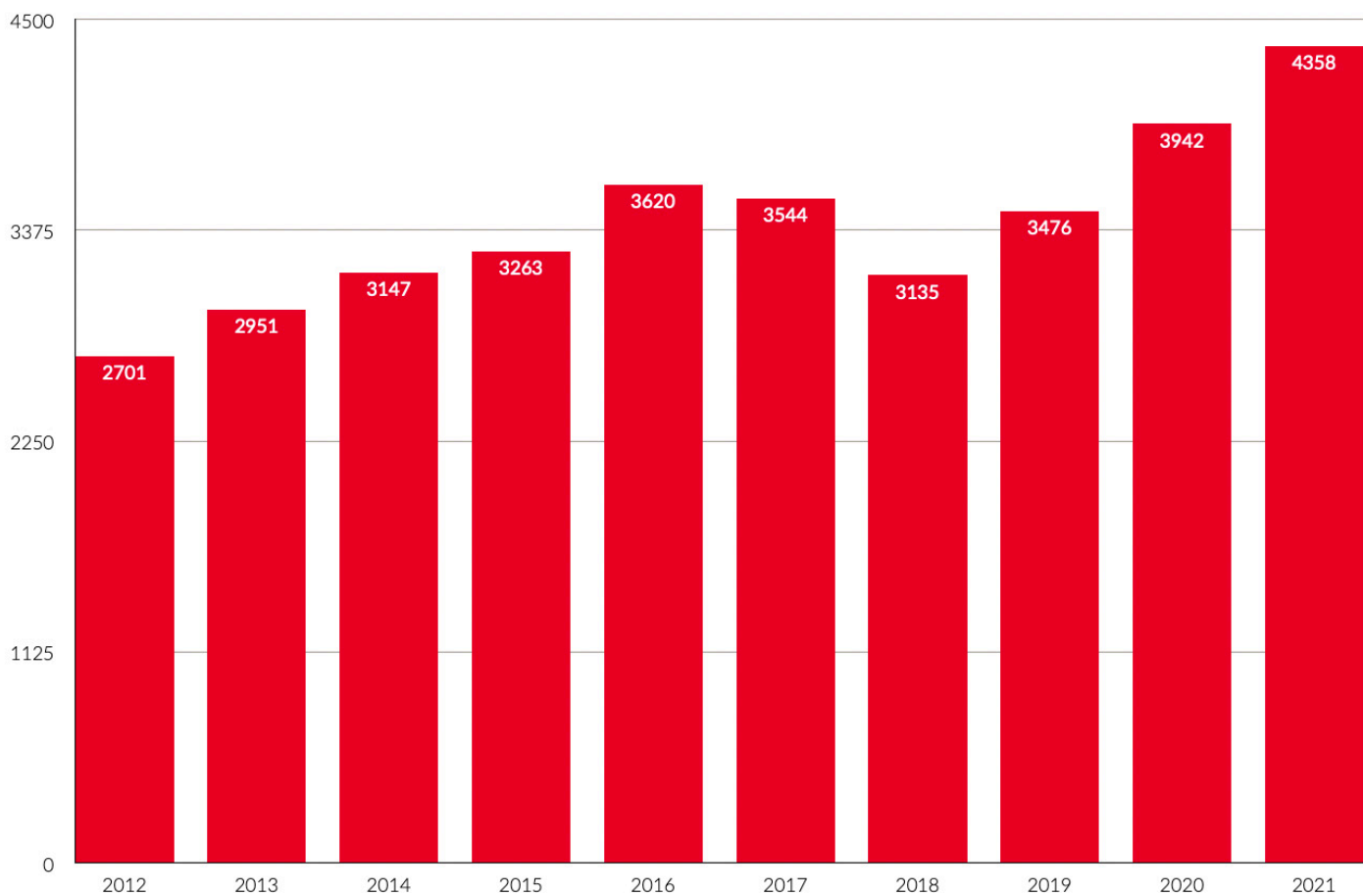


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
April 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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