



# 2022 MARCH

## WELLINGTON COUNTY Real Estate Market Report



# OVERVIEW

## SELLER'S MARKET

The Wellington County real estate market remains a seller's market as high demand continues to drive sales. We are seeing less new listings than this time last year, which is further tightening this market, but demand is showing signs of lessening.

**March year-over-year sales volume of \$452,421,236**  
Up 1.18% from 2021's \$447,127,627 with unit sales of 461 down 16.49% from last March's 552. New listings of 683 are down 2.01% from a year ago, with the sales/listing ratio of 67.5% down 11.7%.

**Year-to-date sales volume of \$1,086,277,413**  
Up 17.99% from 2021's \$920,628,055 with unit sales of 1076 down 8.03% from 2020's 1170. New listings of 1502 are up 1.21% from a year ago, with the sales/listing ratio of 71.64% down 7.2%.

**Year-to-date average sale price of \$1,044,728**  
Up from \$773,538 one year ago with median sale price of \$940,950 up from \$718,000 one year ago. Average days-on-market of 16.67 is down by 0.66 days from last year.

## MARCH NUMBERS

Median Sale Price  
**\$950,000**  
+31.03%

Sales Volume  
**\$452,421,236**  
+1.18%

Unit Sales  
**461**  
-16.49%

New Listings  
**683**  
-2.01%

Expired Listings  
**22**  
+175%

Unit Sales/Listings Ratio  
**67.5%**  
-11.7%

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

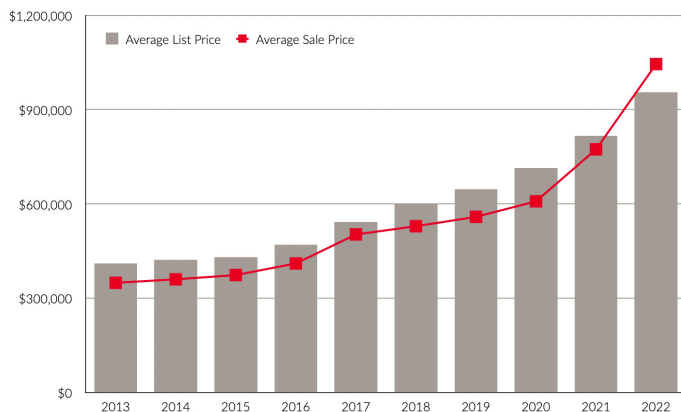
# THE MARKET IN DETAIL

	2020	2021	2022	2021-2022
<b>YTD Volume Sales</b>	\$492,087,296	\$920,628,055	\$1,086,277,413	+17.99%
<b>YTD Unit Sales</b>	804	1170	1076	-8.03%
<b>YTD New Listings</b>	1188	1484	1502	+1.21%
<b>YTD Sales/Listings Ratio</b>	67.68%	78.84%	71.64%	-7.2%
<b>YTD Expired Listings</b>	108	51	69	+35.29%
<b>March Volume Sales</b>	\$195,858,169	\$447,127,627	\$452,421,236	+1.18%
<b>March Unit Sales</b>	317	552	461	-16.49%
<b>March New Listings</b>	471	697	683	-2.01%
<b>March Sales/Listings Ratio</b>	67.3%	79.2%	67.5%	-11.7%
<b>March Expired Listings</b>	32	8	22	+175%
<b>YTD Sales: \$0-\$199K</b>	12	16	63	+293.75%
<b>YTD Sales: \$200K-\$349K</b>	58	17	11	-35.29%
<b>YTD Sales: \$350K-\$549K</b>	333	209	888	+324.88%
<b>YTD Sales: \$550K-\$749K</b>	282	424	177	-58.25%
<b>YTD Sales: \$750K-\$999K</b>	103	320	341	+6.56%
<b>YTD Sales: \$1M+</b>	54	182	439	+141.21%
<b>YTD Average Days-On-Market</b>	27.67	17.33	16.67	-3.85%
<b>YTD Average Sale Price</b>	\$608,142	\$773,538	\$1,044,728	+35.06%
<b>YTD Median Sale Price</b>	\$574,000	\$718,000	\$940,950	+31.05%

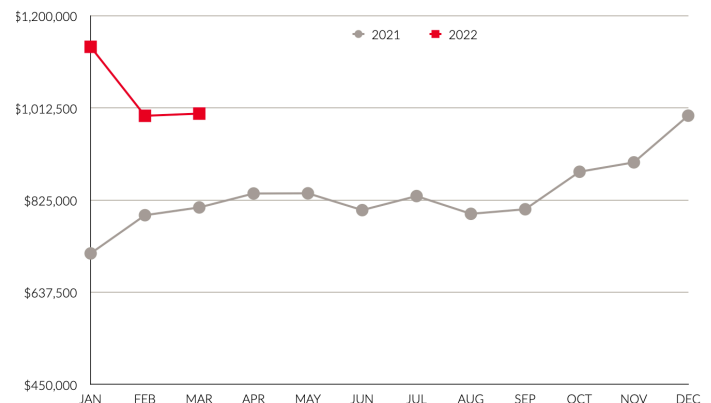
Wellington County MLS Sales and Listing Summary  
2020 vs. 2021 vs. 2022



# AVERAGE SALE PRICE

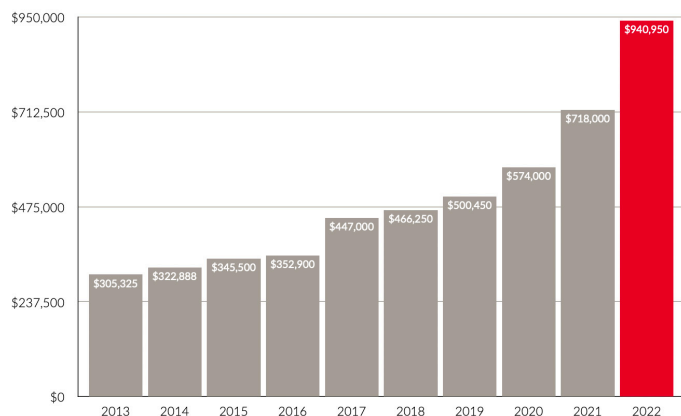


Year-Over-Year

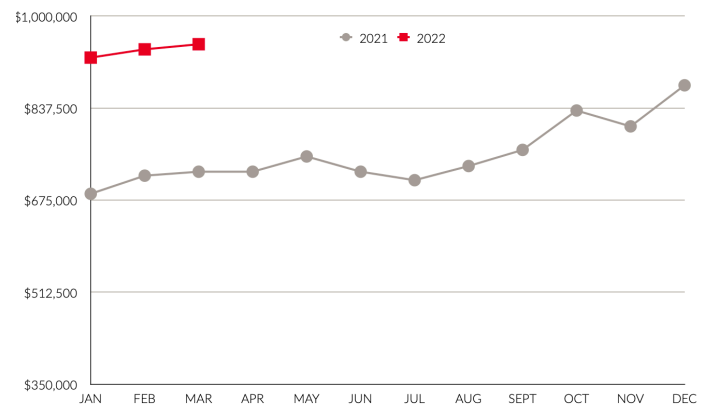


Month-Over-Month 2021 vs. 2022

# MEDIAN SALE PRICE



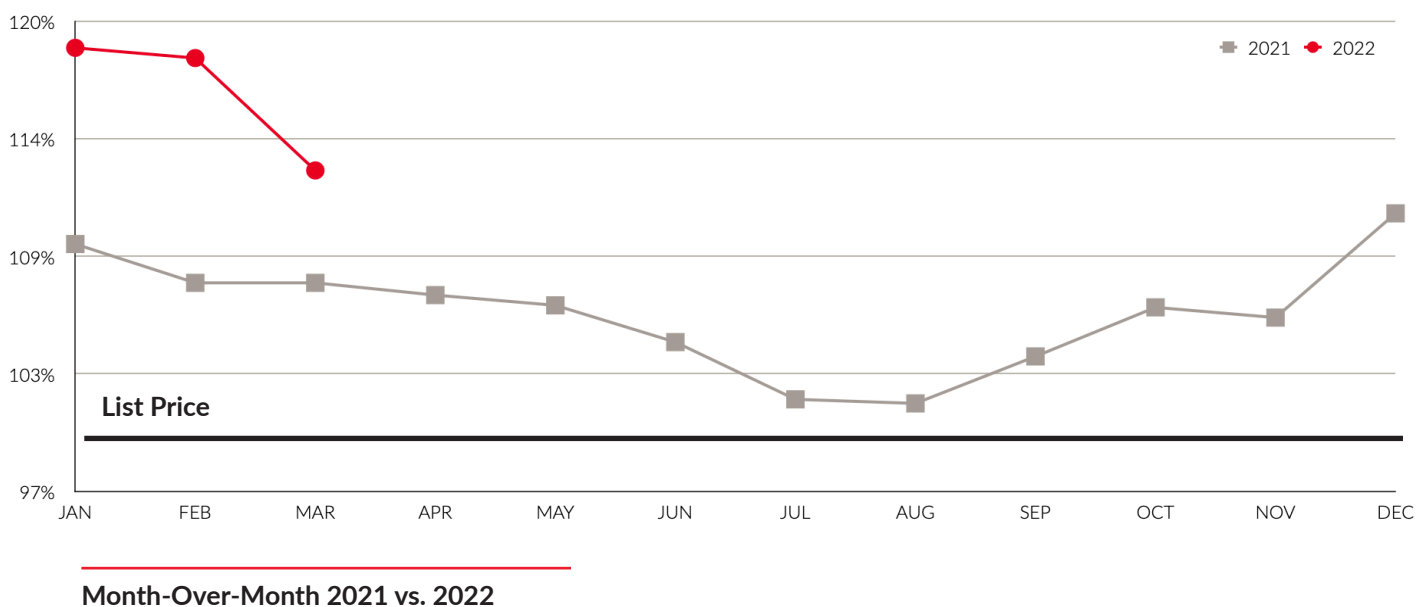
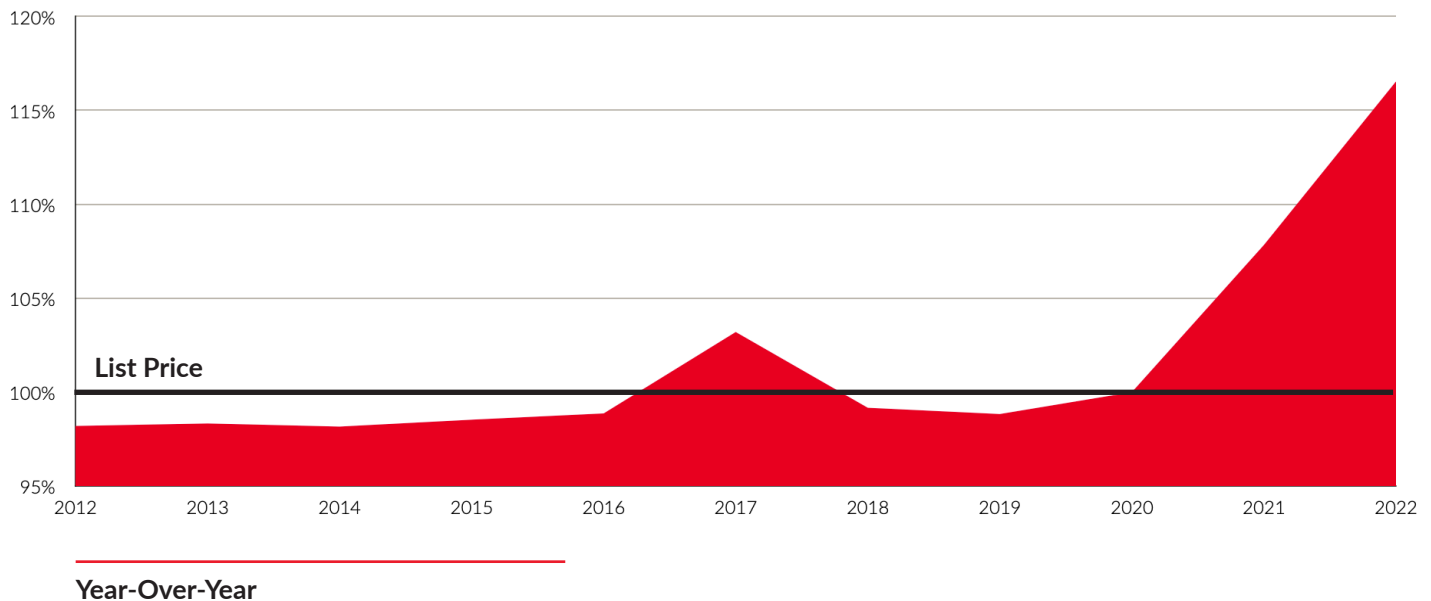
Year-Over-Year



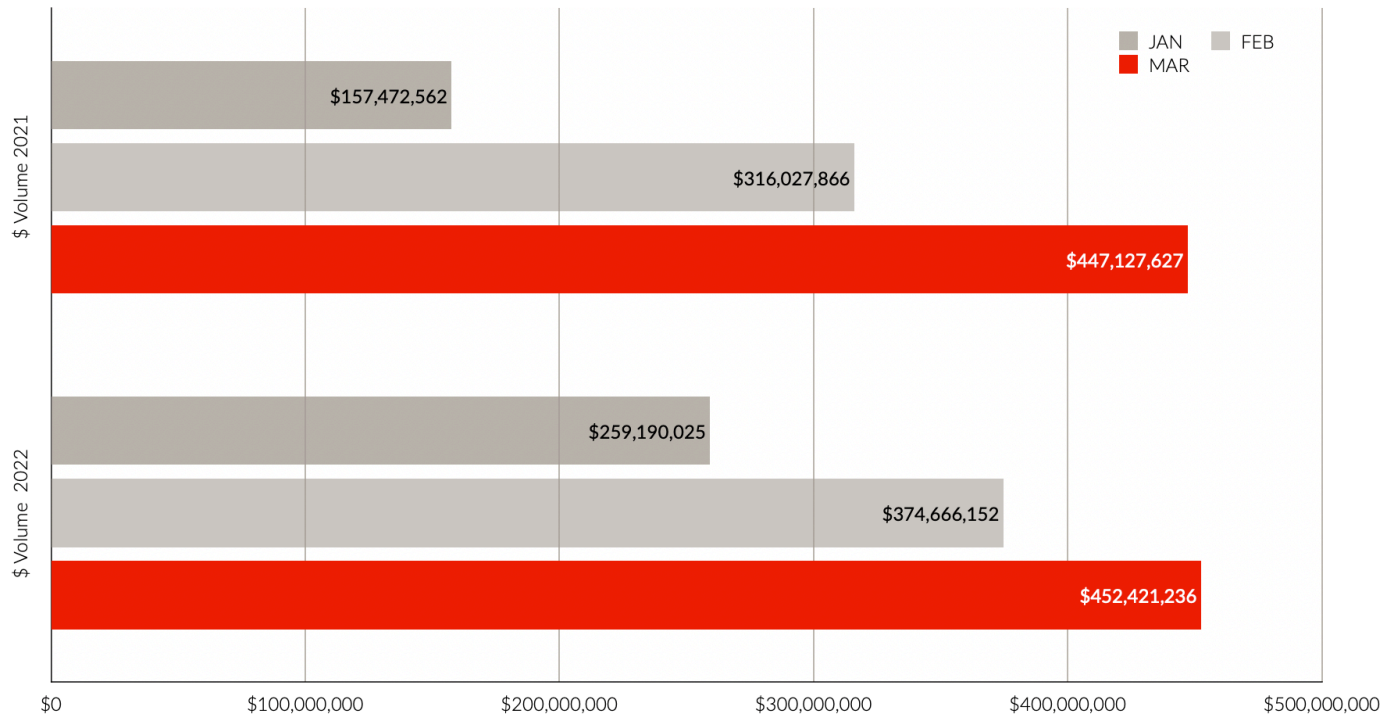
Month-Over-Month 2021 vs. 2022

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

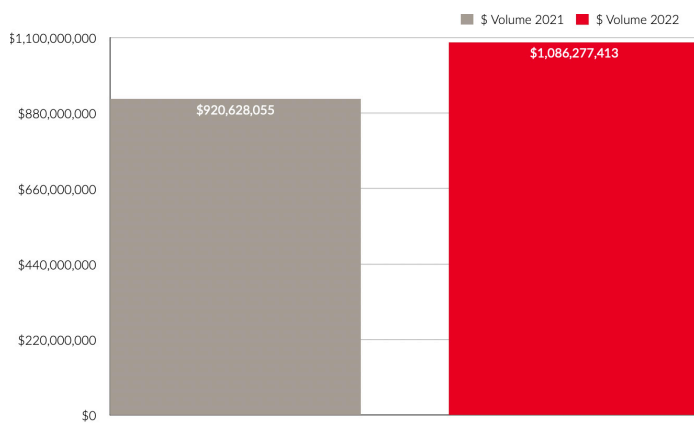
# SALE PRICE VS. LIST PRICE RATIO



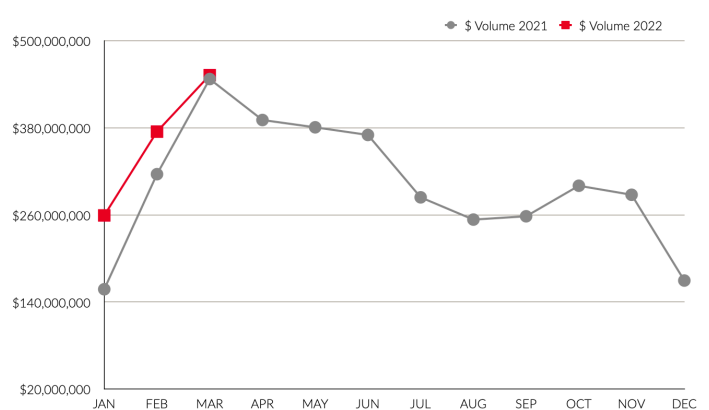
# DOLLAR VOLUME SALES



## Monthly Comparison 2021 vs. 2022

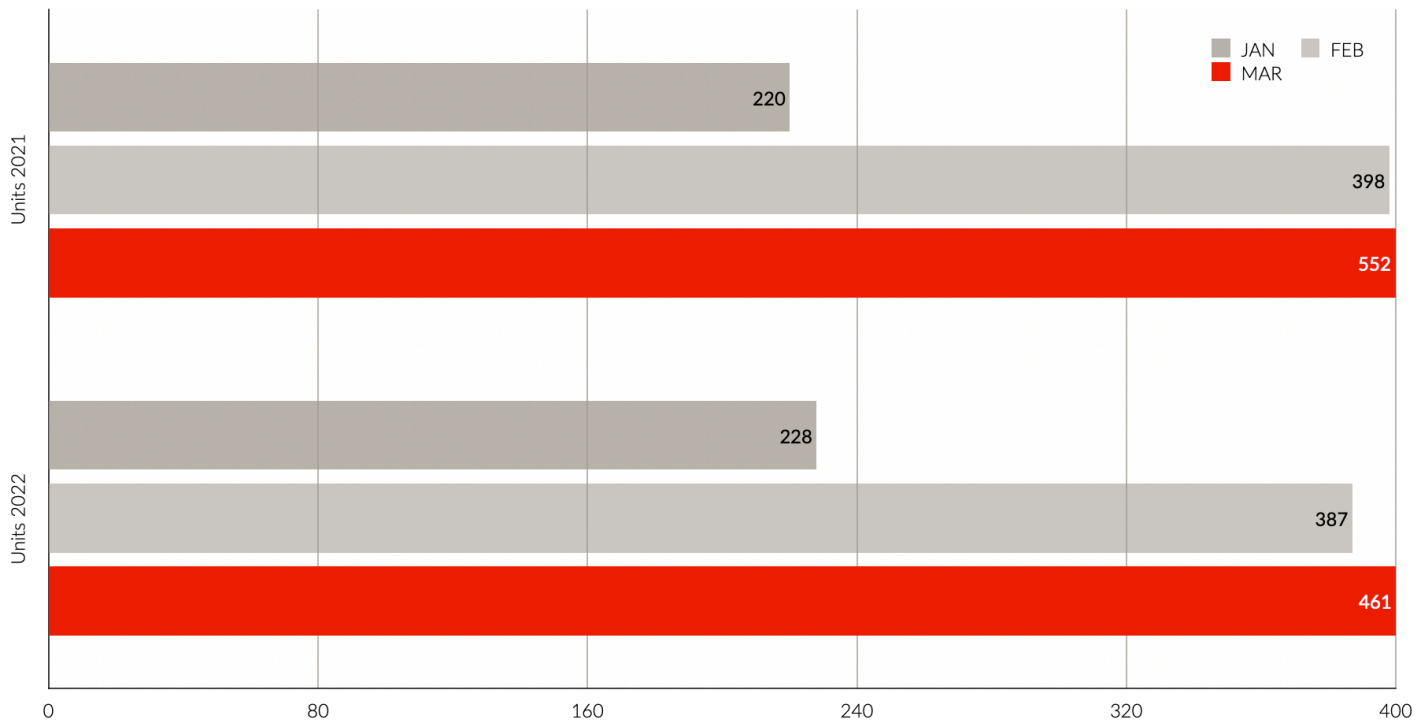


## Yearly Totals 2021 vs. 2022

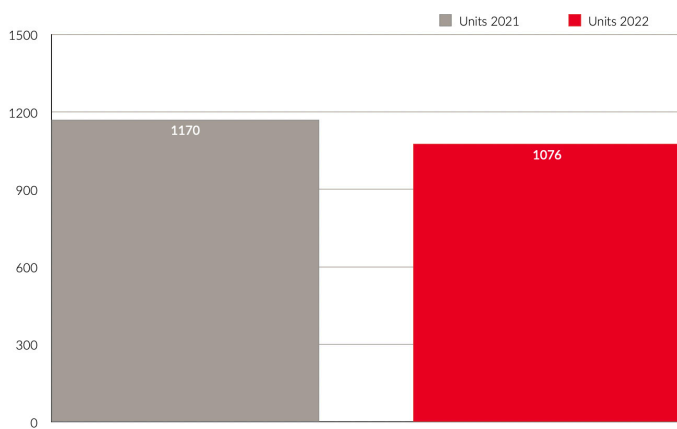


## Month vs. Month 2021 vs. 2022

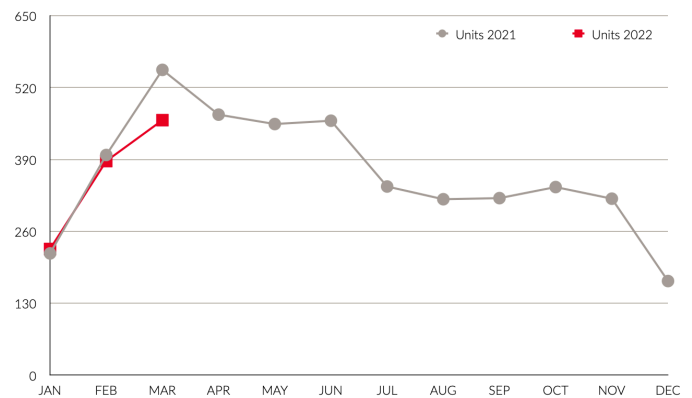
# UNIT SALES



## Monthly Comparison 2021 vs. 2022



## Yearly Totals 2021 vs. 2022



## Month vs. Month 2021 vs. 2022

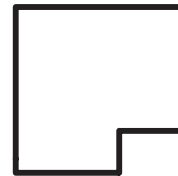
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

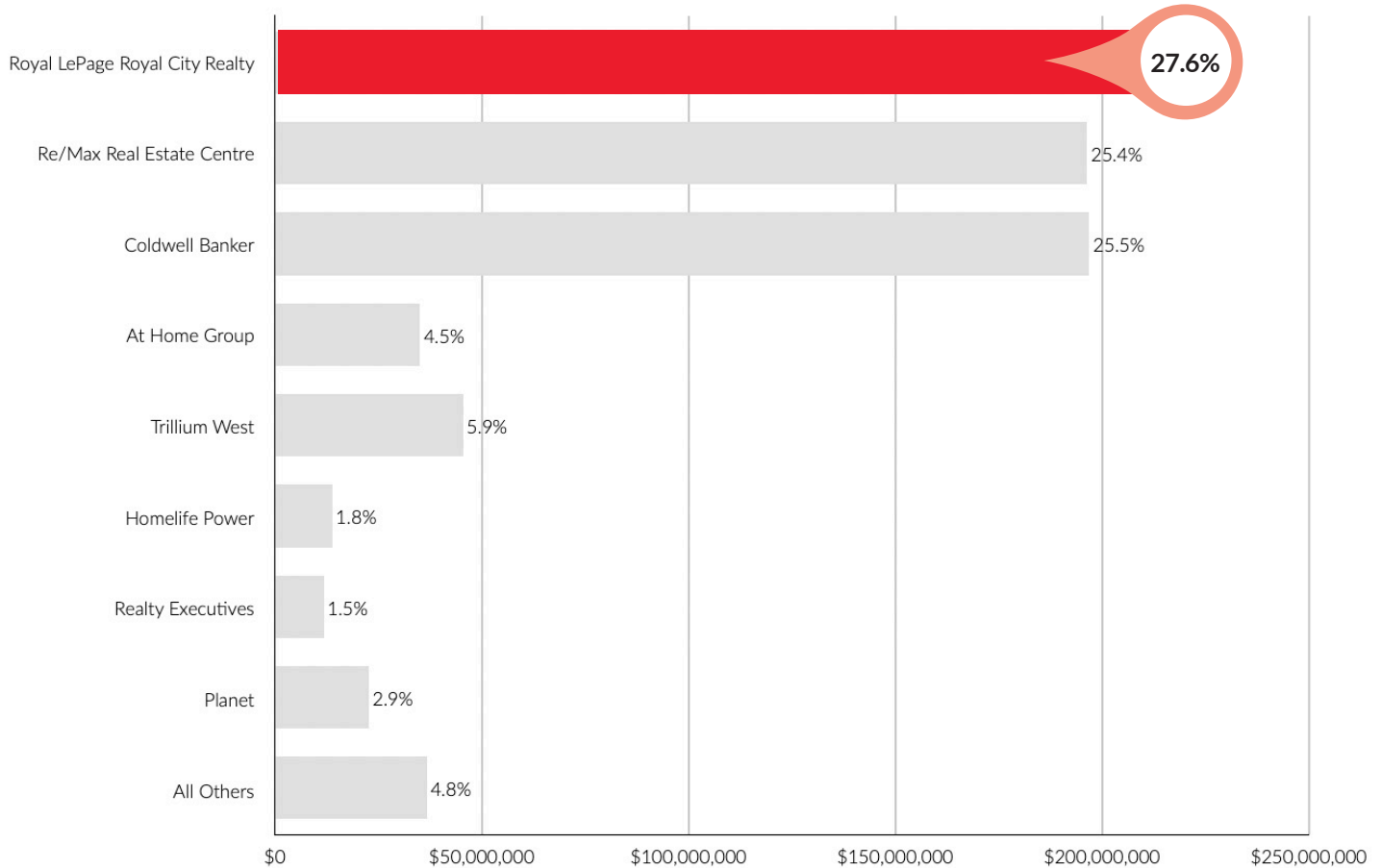
YTD Sales Volume	 <b>\$776,680,273</b> +17.2%	 <b>\$187,700,687</b> +6.51%	 <b>\$10,857,000</b> -39.55%
YTD Unit Sales	 <b>678</b> -12.63%	 <b>254</b> -18.85%	 <b>13</b> -45.83%
YTD Average Sale Price	 <b>\$1,145,546</b> +34.14%	 <b>\$738,979</b> +31.25%	 <b>\$835,153.85</b> +11.6%
March Sales Volume	 <b>\$335,286,907</b> +3.59%	 <b>\$66,798,054</b> -21.27%	 <b>\$3,908,000</b> +3.58%
March Unit Sales	 <b>295</b> -21.33%	 <b>93</b> -36.3%	 <b>6</b> +20%

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





# MARKET DOMINANCE

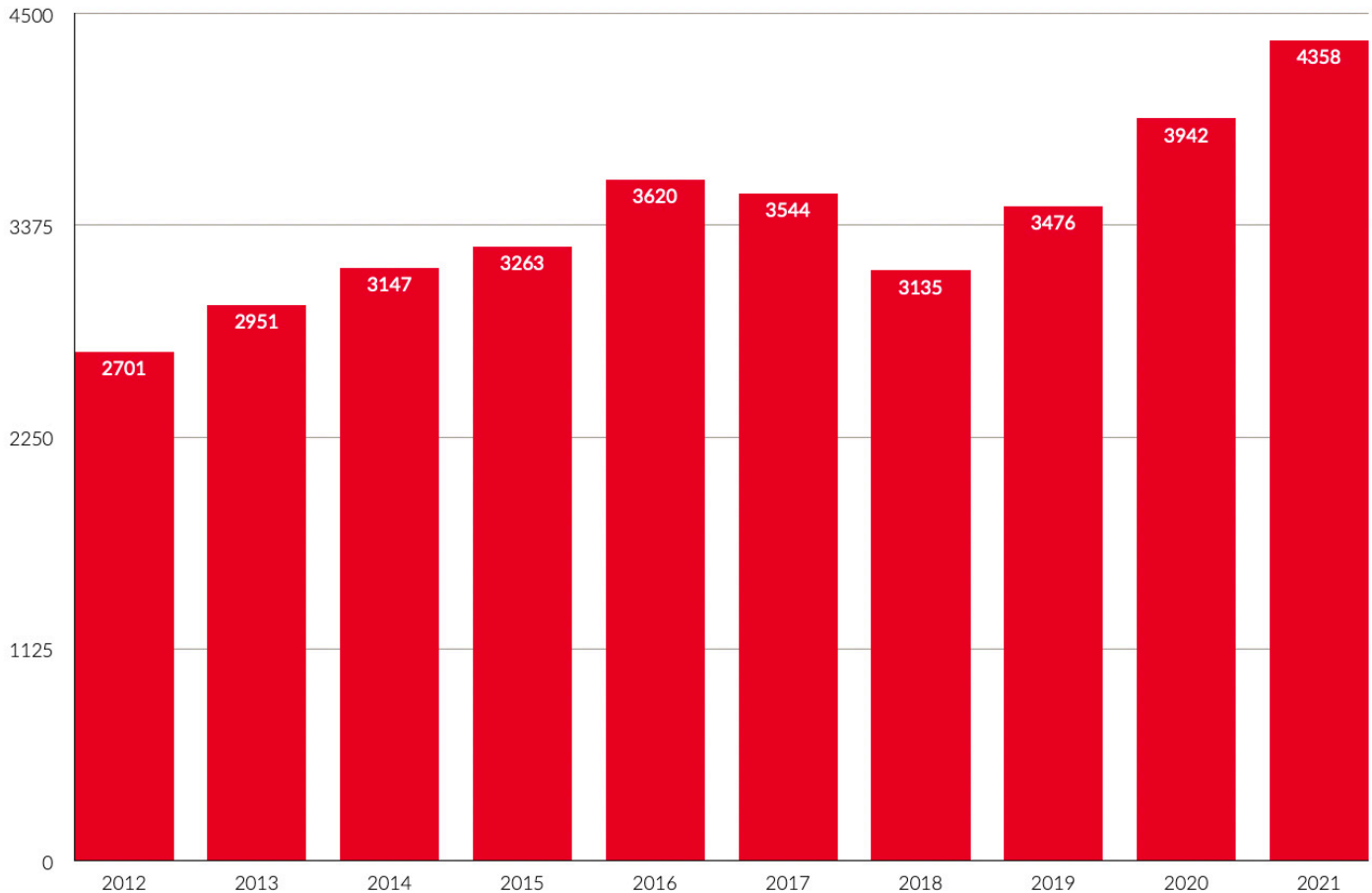


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
March 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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