



2022
MAY

WELLINGTON COUNTY
Real Estate Market Report



OVERVIEW

BALANCED MARKET

The Wellington County real estate market just barely dips into a balanced market with a sales/listing ratio of 60.2%. This is caused by a jump in inventory across all of Wellington County's sub-markets, and a decrease on average in unit sales. Despite this, this market maintains a strong foundation.



May year-over-year sales volume of \$325,789,583

Down 14.4% from 2021's \$380,614,509 with unit sales of 338 down 25.55% from last May's 454. New listings of 744 are up 24.62% from a year ago, with the sales/listing ratio of 45.43% down 30.62%.



Year-to-date sales volume of \$1,770,735,269

Up 4.66% from 2021's \$1,691,915,439 with unit sales of 1,787 down 14.7% from 2020's 2,095. New listings of 2,967 are up 10.54% from a year ago, with the sales/listing ratio of 60.23% down 17.83%.



Year-to-date average sale price of \$1,020,274

Up from \$799,542 one year ago with median sale price of \$926,389 up from \$725,000 one year ago. Average days-on-market of 35.5 is up 4 days from last year.

MAY NUMBERS

Median Sale Price

\$850,000

+13.05%

Sales Volume

\$325,789,583

-14.4%

Unit Sales

338

-25.55%

New Listings

744

+24.62%

Expired Listings

43

+104.76%

Unit Sales/Listings Ratio

45.43%

-30.62%

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

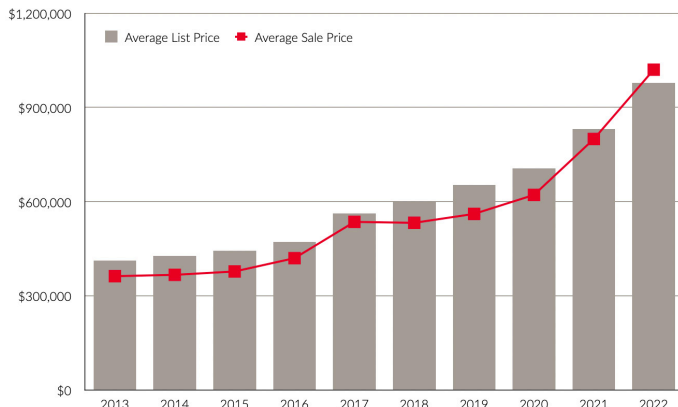


THE MARKET IN DETAIL

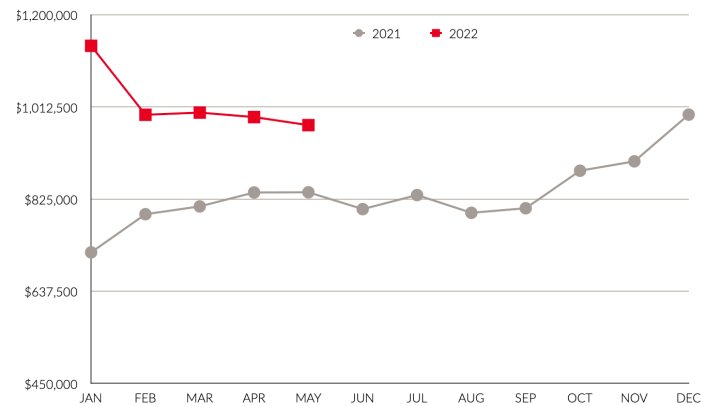
	2020	2021	2022	2021-2022
YTD Volume Sales	\$722,076,331	\$1,691,915,439	\$1,770,735,269	+4.66%
YTD Unit Sales	1,168	2,095	1,787	-14.7%
YTD New Listings	1,789	2,684	2,967	+10.54%
YTD Sales/Listings Ratio	65.29%	78.06%	60.23%	-17.83%
YTD Expired Listings	193	95	134	+41.05%
May Volume Sales	\$151,134,445	\$380,614,509	\$325,789,583	+14.4%
May Unit Sales	246	454	338	-25.55%
May New Listings	367	597	744	+24.62%
May Sales/Listings Ratio	67.03%	76.05%	45.43%	-30.62%
May Expired Listings	43	21	43	+104.76%
YTD Sales: \$0-\$199K	19	28	123	+339.29%
YTD Sales: \$200K-\$349K	85	41	15	-63.41%
YTD Sales: \$350K-\$549K	485	352	96	-72.73%
YTD Sales: \$550K-\$749K	404	721	310	-57%
YTD Sales: \$750K-\$999K	145	582	565	-2.92%
YTD Sales: \$1M+	85	369	678	+83.74%
YTD Average Days-On-Market	60.5	31.5	35.5	+12.7%
YTD Average Sale Price	\$621,411	\$799,542	\$1,020,274	+27.61%
YTD Median Sale Price	\$574,000	\$725,000	\$926,389	+27.78%

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

AVERAGE SALE PRICE

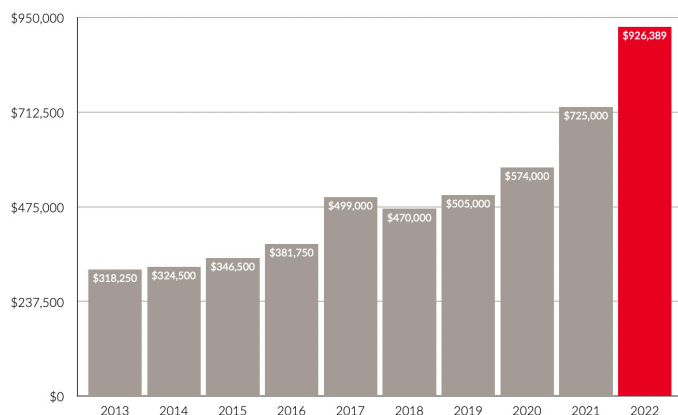


Year-Over-Year

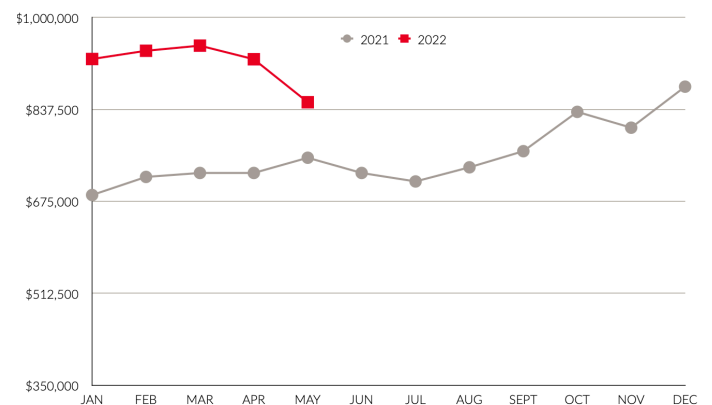


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



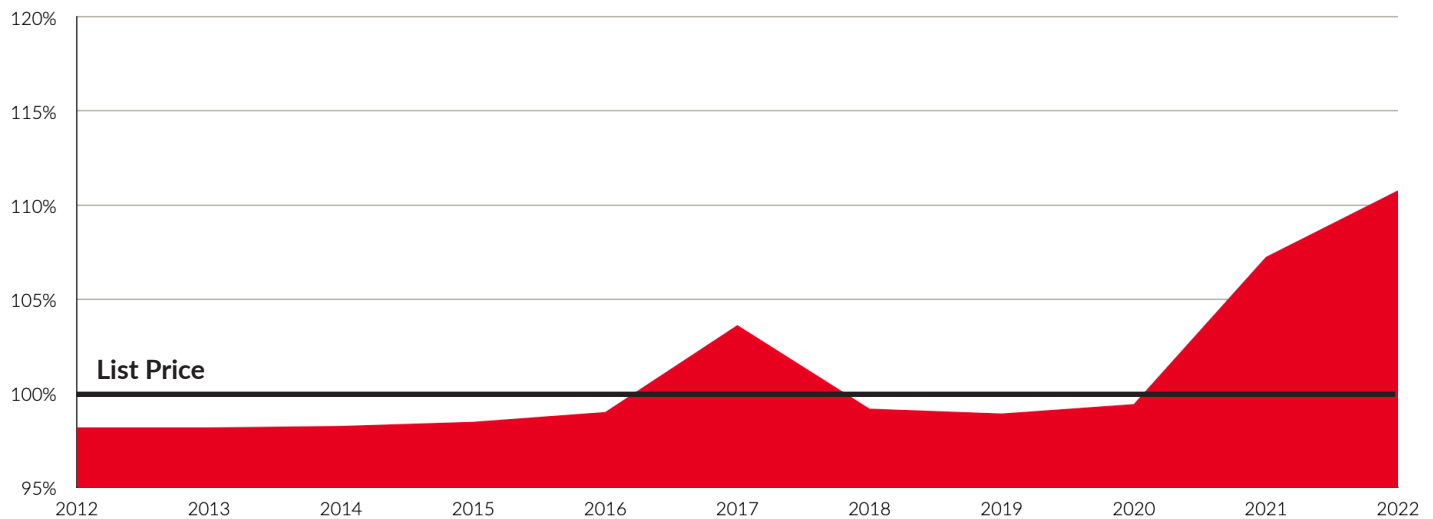
Year-Over-Year



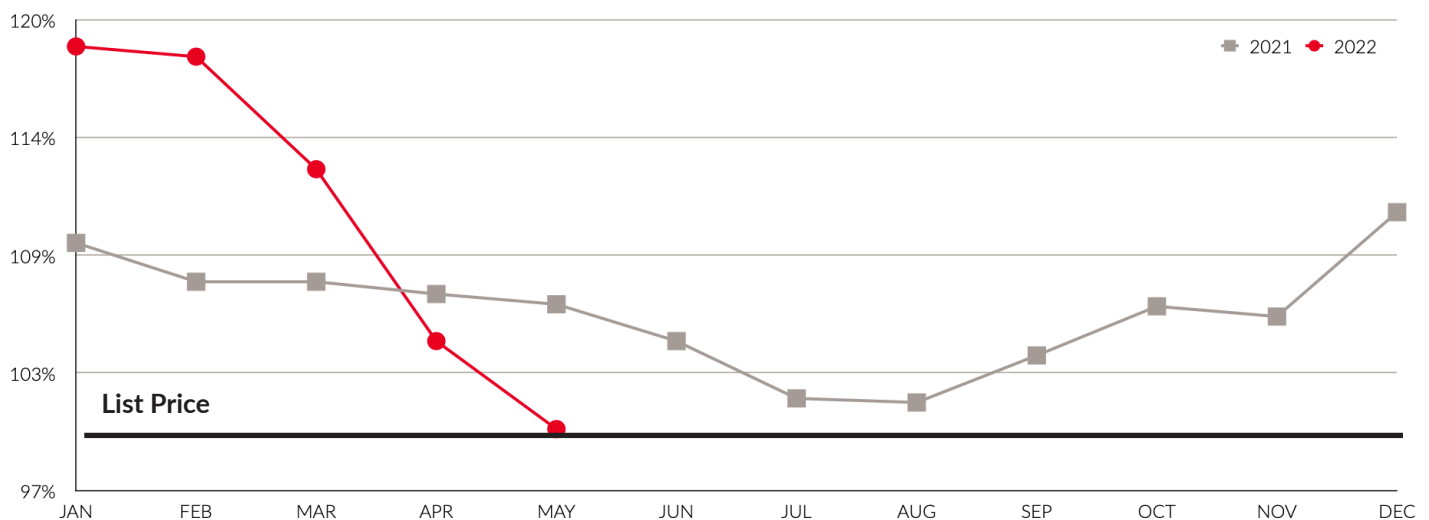
Month-Over-Month 2021 vs. 2022

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

SALE PRICE VS. LIST PRICE RATIO

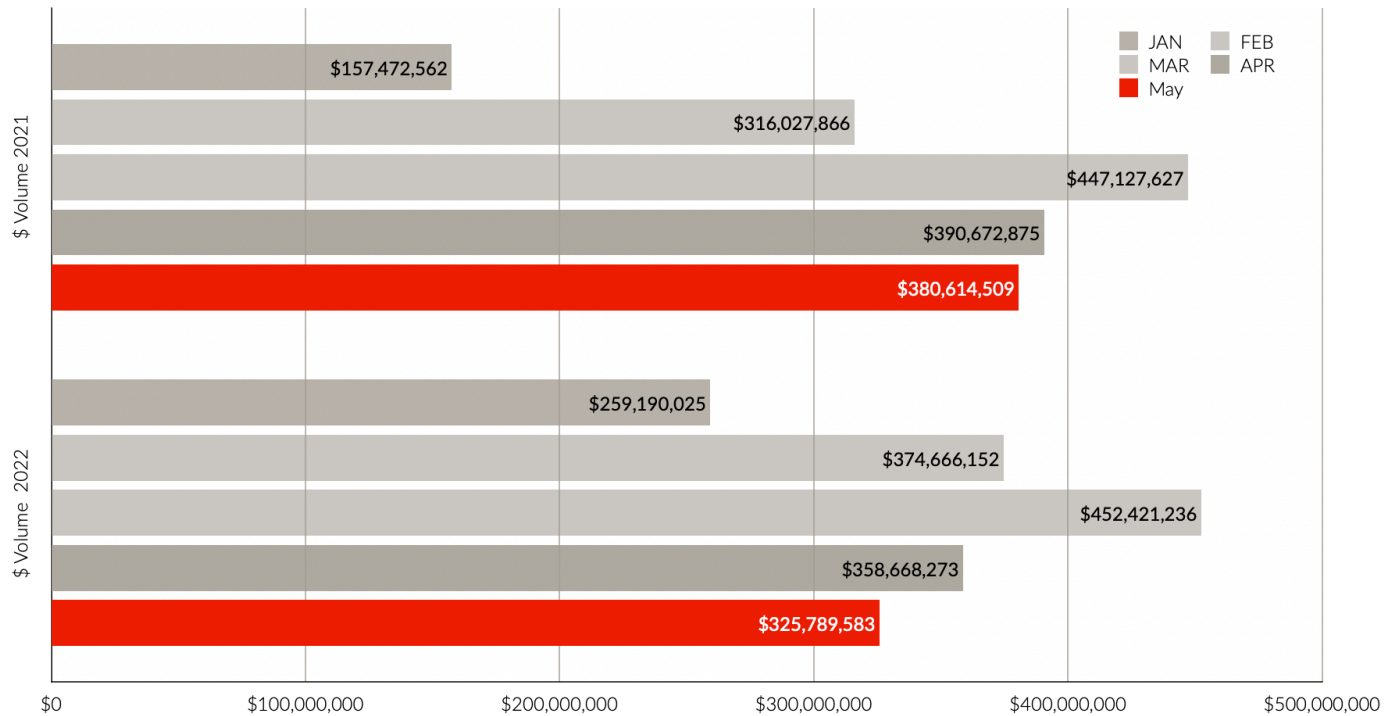


Year-Over-Year

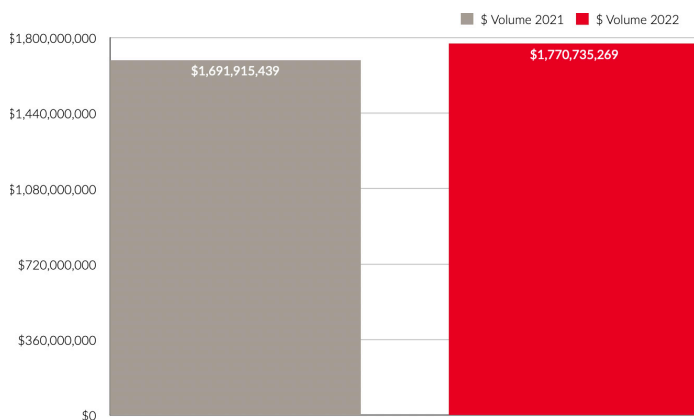


Month-Over-Month 2021 vs. 2022

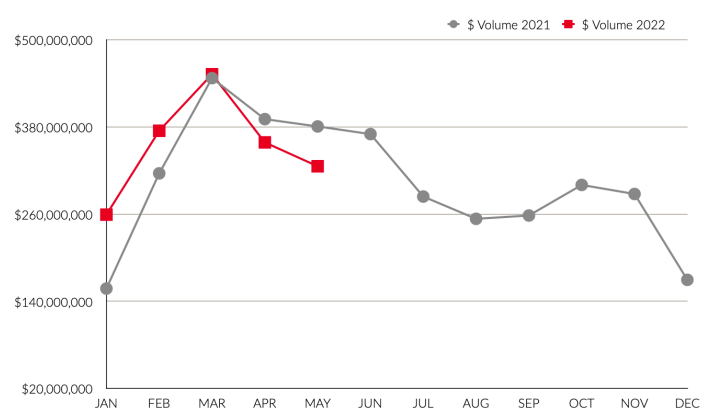
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

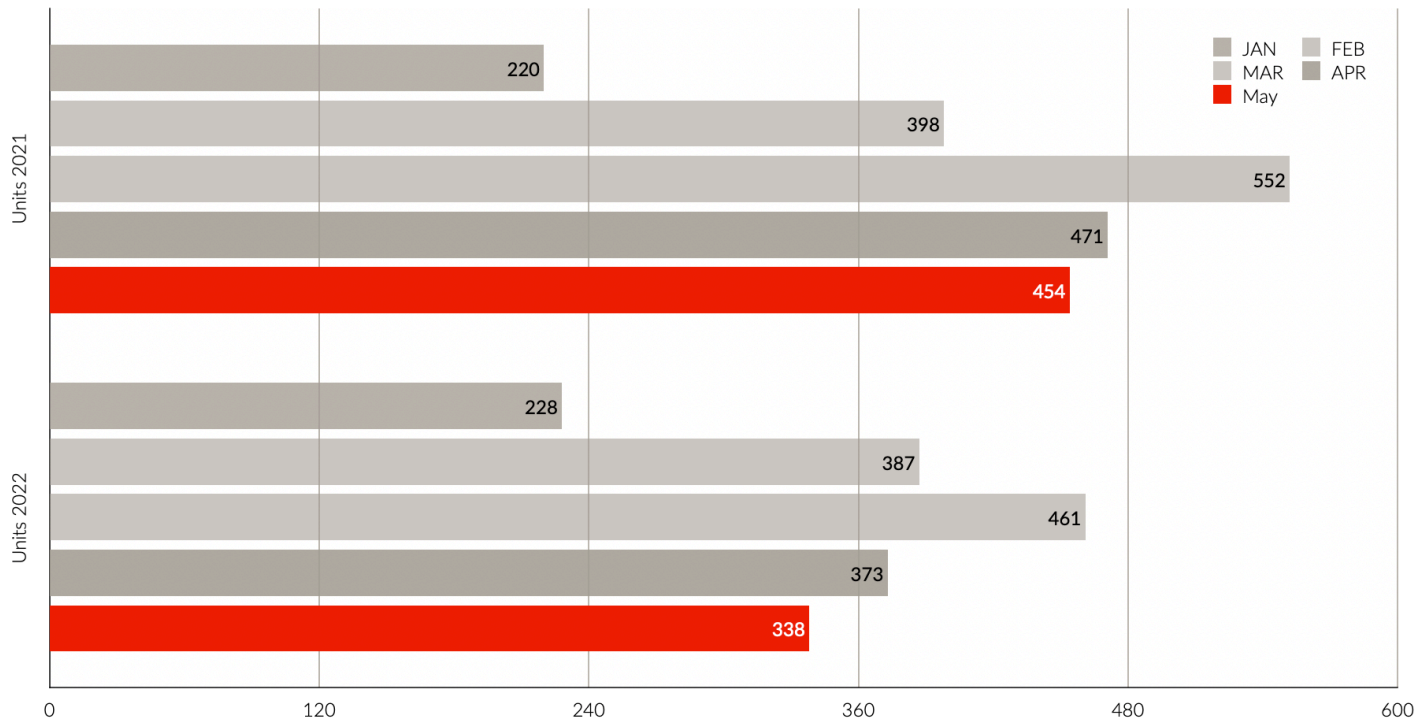


Yearly Totals 2021 vs. 2022

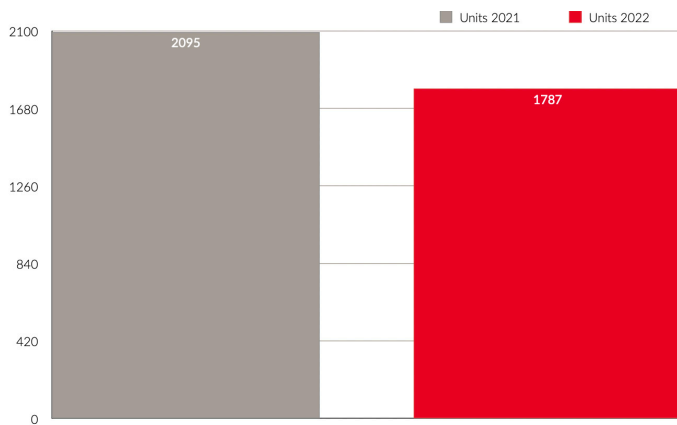


Month vs. Month 2021 vs. 2022

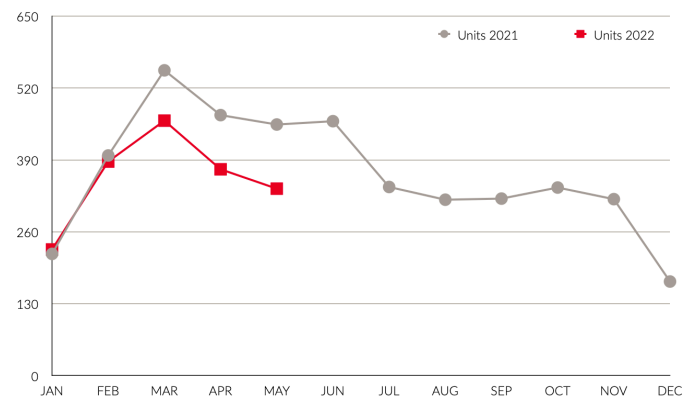
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

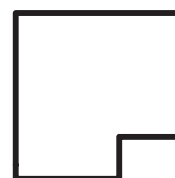
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



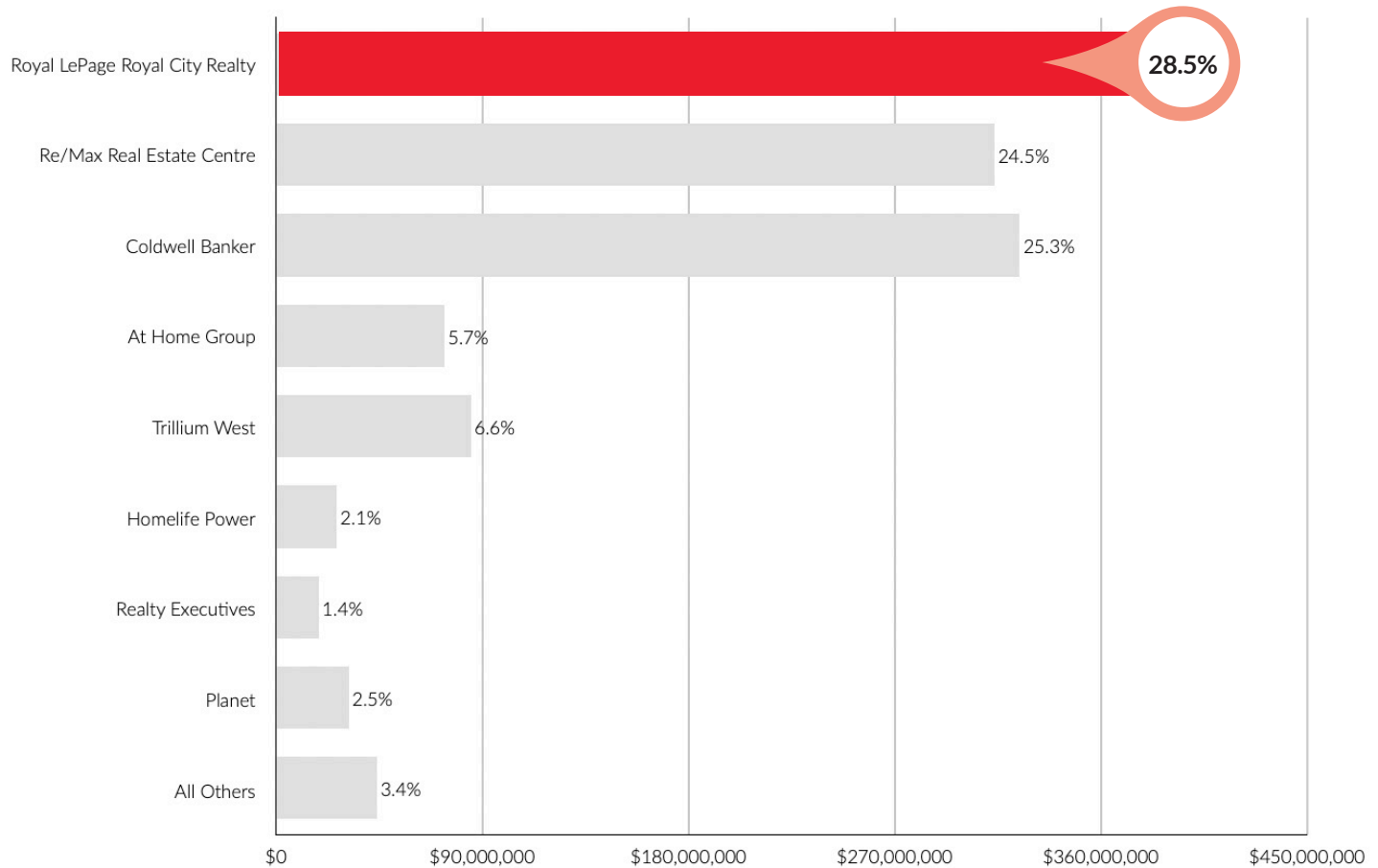
VACANT LAND

YTD Sales Volume	 \$1,293,045,387 +2.97%	 \$268,785,875 -7.47%	 \$41,474,000 +64.7%
YTD Unit Sales	 1,155 -18.83%	 378 -27.03%	 28 -15.15%
YTD Average Sale Price	 \$1,119,520 +26.87%	 \$713,719 +26.81%	 \$1,445,500 +94.11%
May Sales Volume	 \$233,503,630 -23.39%	 \$39,171,999 -28.66%	 \$22,967,000 +802.29%
May Unit Sales	 323 -28.83%	 61 -36.46%	 7 +75%

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



MARKET DOMINANCE

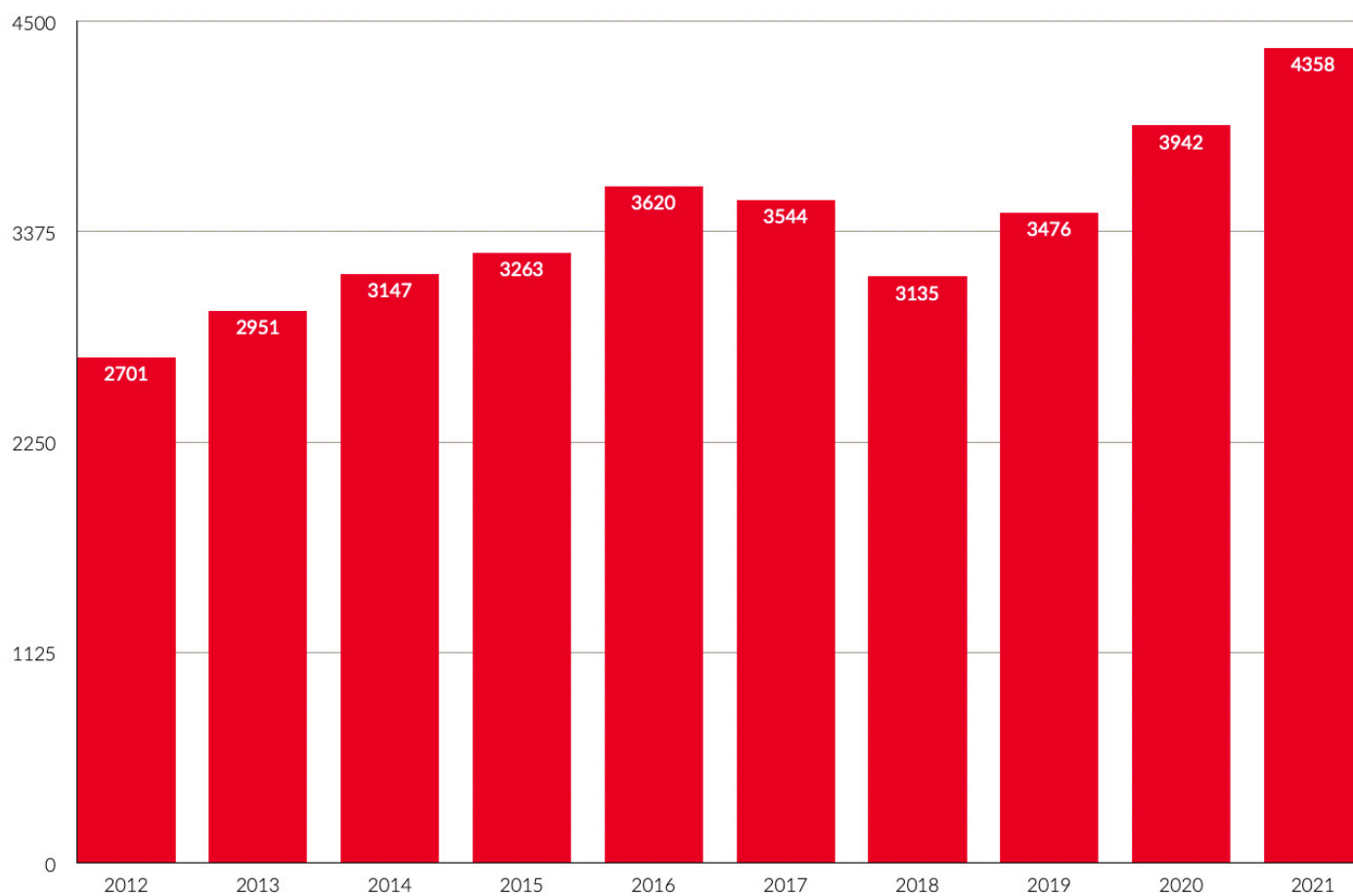


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
May 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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