



2022
JUNE

WELLINGTON COUNTY
Real Estate Market Report



OVERVIEW

BALANCED MARKET

The Wellington County real estate market remains in a balanced market. This, of course, is caused by a visible increase in inventory, and a diminishing number of unit sales per month. Average and median sales prices continue rise when compared year-over-year, maintaining this markets demand.



June year-over-year sales volume of \$236,112,056

Down 36.2% from 2021's \$370,083,549 with unit sales of 295 down 35.87% from last June's 460. New listings of 713 are up 23.14% from a year ago, with the sales/listing ratio of 41.37% down 38.07%.



Year-to-date sales volume of \$2,006,847,325

Down 2.67% from 2021's \$2,061,998,988 with unit sales of 2,082 down 18.51% from 2020's 2,555. New listings of 3,680 are up 12.78% from a year ago, with the sales/listing ratio of 56.58% down 21.73%.



Year-to-date average sale price of \$986,394

Up from \$800,373 one year ago with median sale price of \$926,195 up from \$725,000 one year ago. Average days-on-market of 17.17 is up 1.34 days from last year.

JUNE NUMBERS

Median Sale Price

\$810,000

+11.72%

Sales Volume

\$236,112,056

-36.2%

Unit Sales

295

-35.87%

New Listings

713

+23.14%

Expired Listings

47

+74.07%

Unit Sales/Listings Ratio

41.37%

-38.07%

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

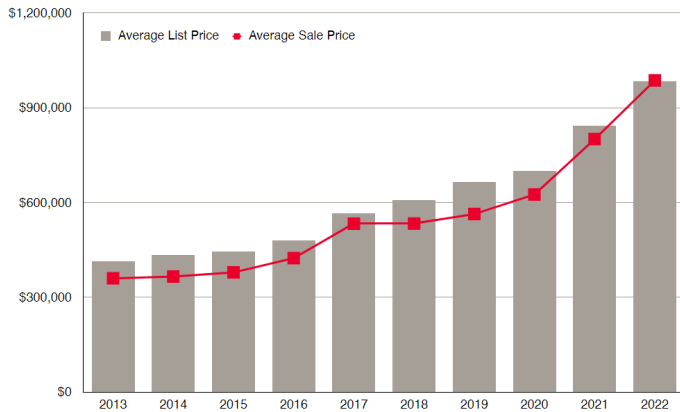


THE MARKET IN DETAIL

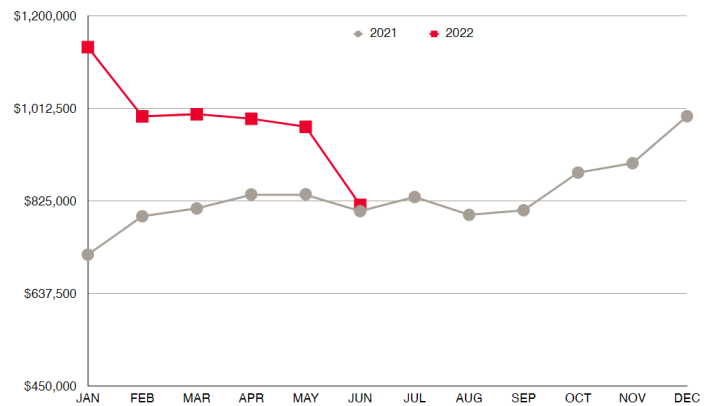
	2020	2021	2022	2021-2022
YTD Volume Sales	\$986,718,142	\$2,061,998,988	\$2,006,847,325	-2.67%
YTD Unit Sales	1,580	2,555	2,082	-18.51%
YTD New Listings	2,348	3,263	3,680	+12.78%
YTD Sales/Listings Ratio	67.29%	78.3%	56.58%	-21.73%
YTD Expired Listings	237	122	181	+48.36%
June Volume Sales	\$264,641,811	\$370,083,549	\$236,112,056	-36.2%
June Unit Sales	412	460	295	-35.87%
June New Listings	559	579	713	+23.14%
June Sales/Listings Ratio	73.7%	79.45%	41.37%	-38.07%
June Expired Listings	44	27	47	+74.07%
YTD Sales: \$0-\$199K	32	39	156	+300%
YTD Sales: \$200K-\$349K	113	44	19	-56.82%
YTD Sales: \$350K-\$549K	627	432	112	-74.07%
YTD Sales: \$550K-\$749K	548	877	394	-55.07%
YTD Sales: \$750K-\$999K	211	703	659	-6.26%
YTD Sales: \$1M+	121	458	742	+62.01%
YTD Average Days-On-Market	28.83	15.83	17.17	+8.42%
YTD Average Sale Price	\$625,158	\$800,373	\$986,394	+23.24%
YTD Median Sale Price	\$575,125	\$725,000	\$926,195	+27.75%

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

AVERAGE SALE PRICE

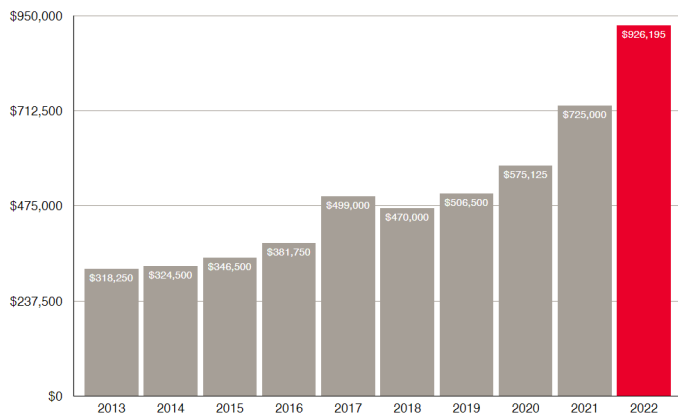


Year-Over-Year

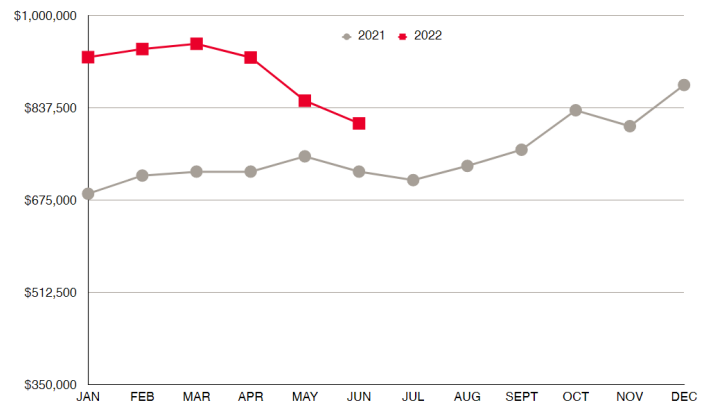


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



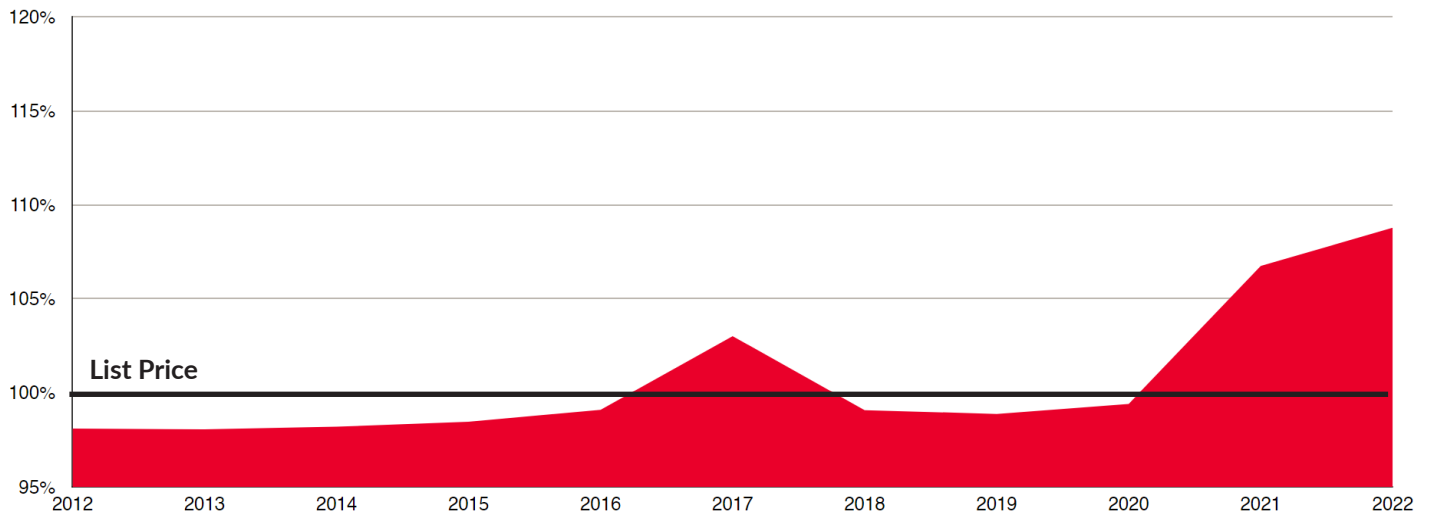
Year-Over-Year



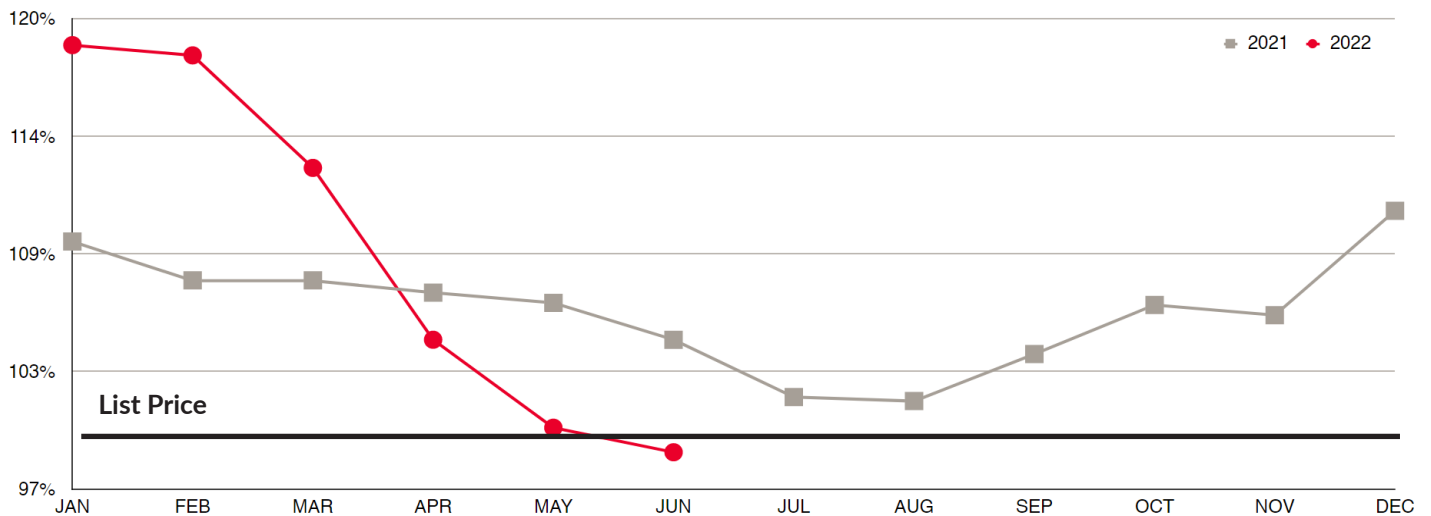
Month-Over-Month 2021 vs. 2022

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

SALE PRICE VS. LIST PRICE RATIO

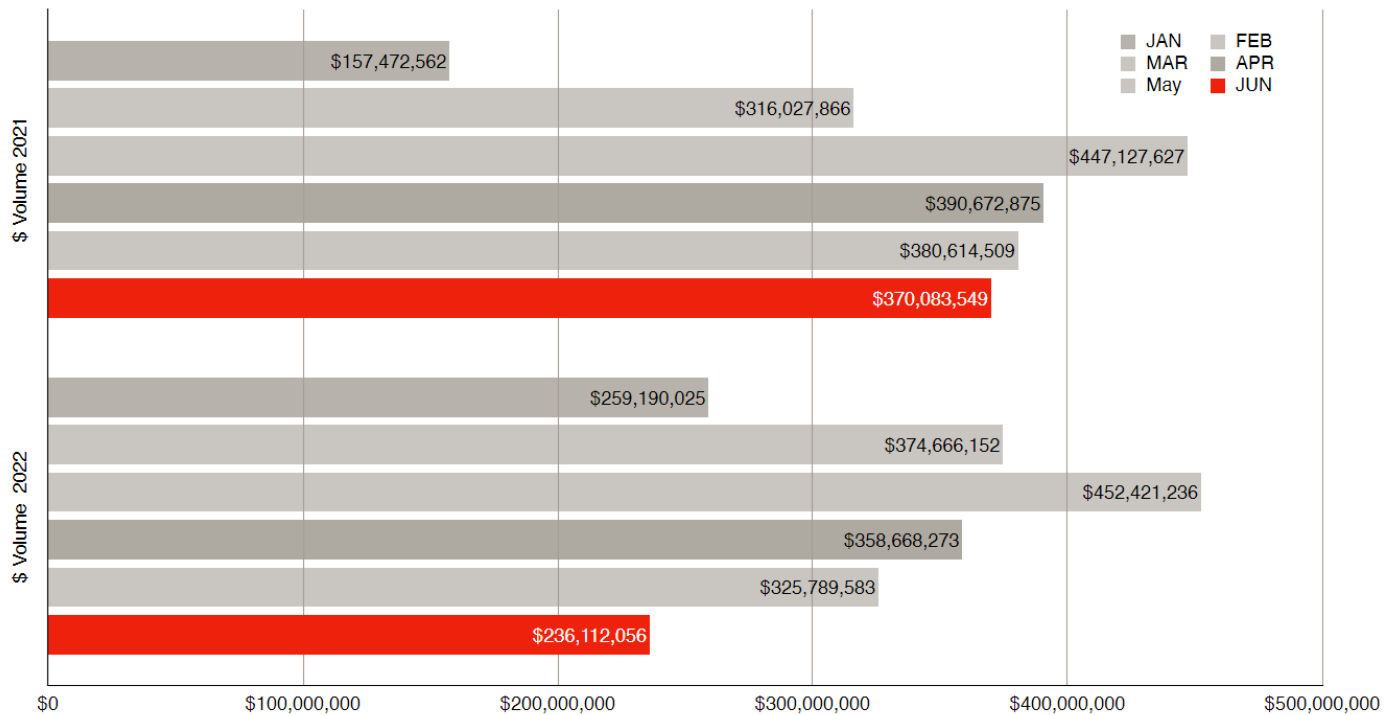


Year-Over-Year

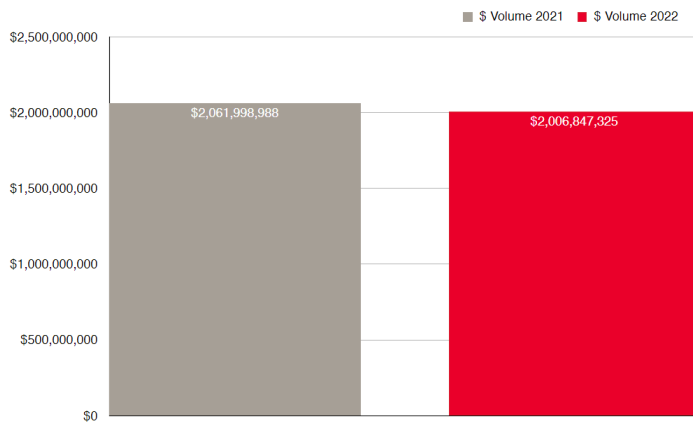


Month-Over-Month 2021 vs. 2022

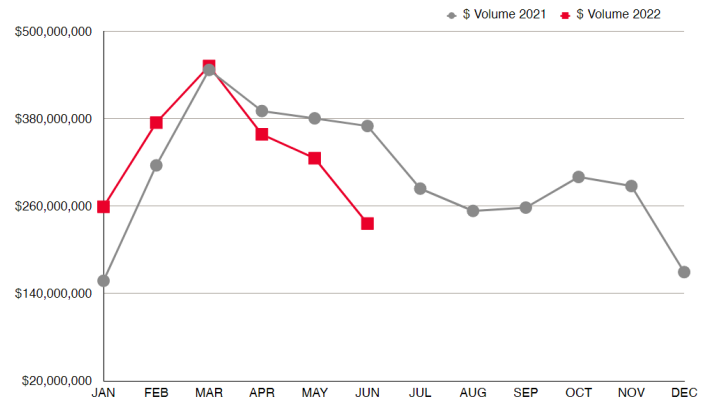
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

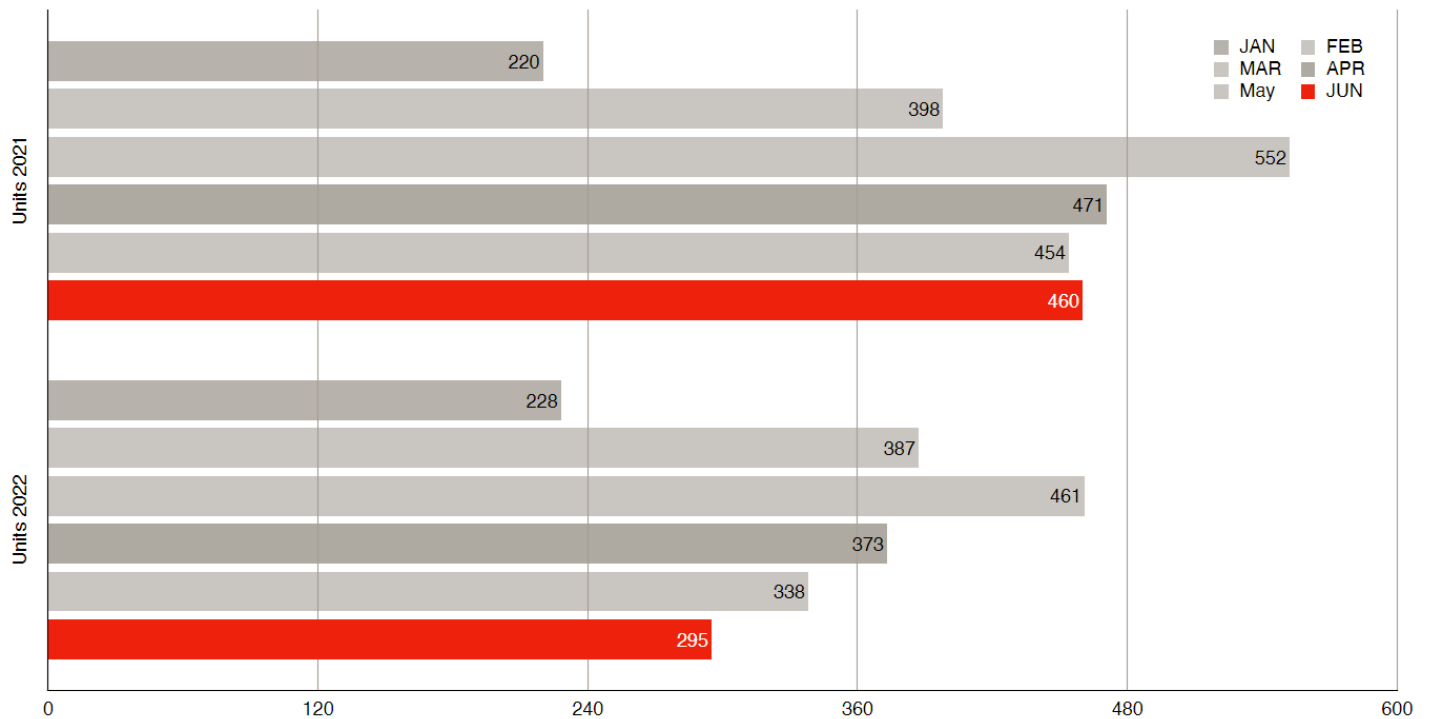


Yearly Totals 2021 vs. 2022

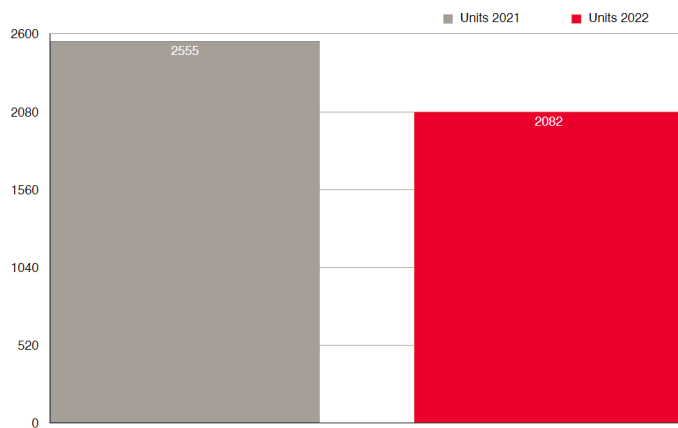


Month vs. Month 2021 vs. 2022

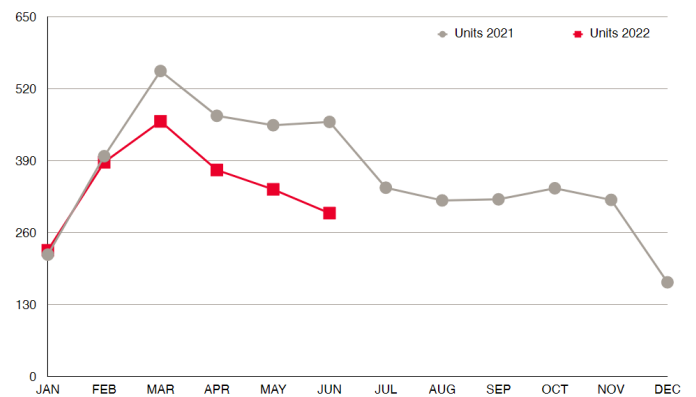
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

SALES BY TYPE


















FREEHOLD



CONDOMINIUM



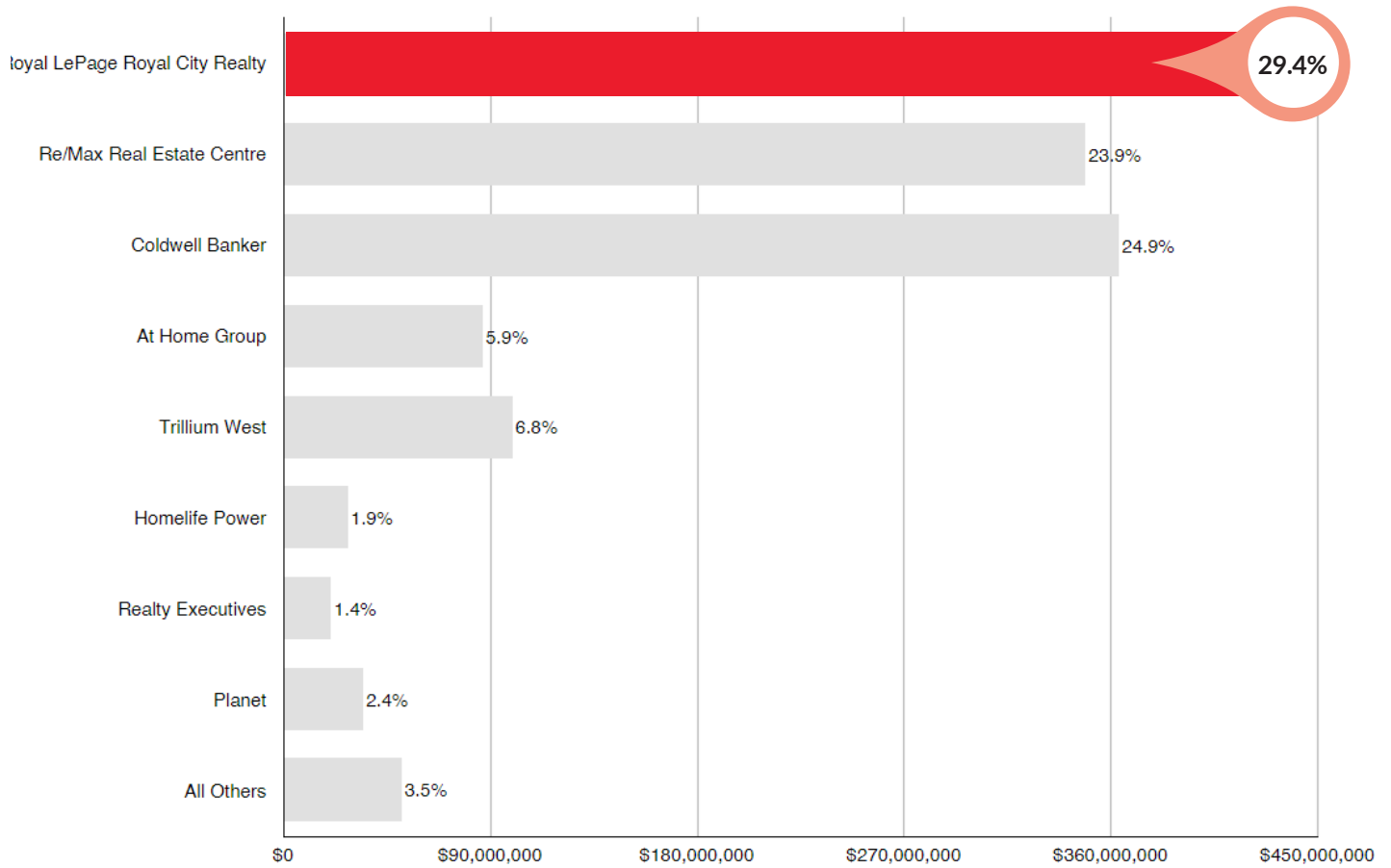
VACANT LAND

YTD Sales Volume	 \$1,476,549,913 -3.16%	 \$303,450,675 -14.58%	 \$45,947,100 +41.68%
YTD Unit Sales	 1,343 -22.19%	 433 -31.27%	 34 -15%
YTD Average Sale Price	 \$1,099,441 +24.46%	 \$700,810 +24.28%	 \$1,351,385 +66.68%
June Sales Volume	 \$183,504,526 -31.79%	 \$33,664,800 -47.16%	 \$5,473,100 -30.34%
June Unit Sales	 188 -37.95%	 55 -50.89%	 6 -14.29%

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



MARKET DOMINANCE

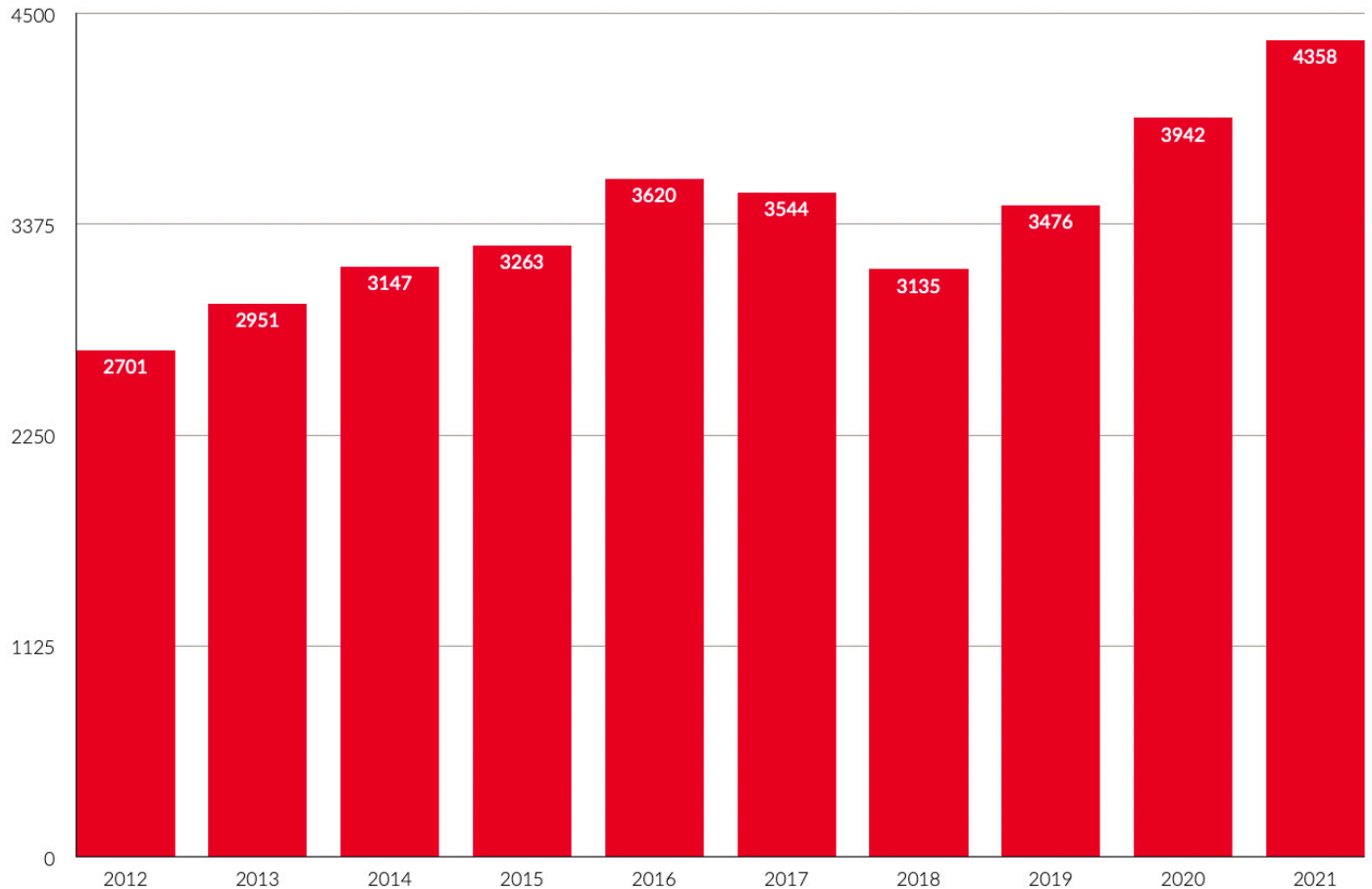


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
June 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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