



2022
JULY

WELLINGTON COUNTY
Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

BALANCED MARKET

Wellington County real estate remains in a balanced market due to the consistent rise in inventory over the last few months, and a lower number of unit sales. Average and median sale prices still remain higher than last year's, meaning that the foundation of this market is still strong.



July year-over-year sales volume of \$184,453,845

Down 35.08% from 2021's \$284,105,631 with unit sales of 242 down 29.03% from last July's 341. New listings of 526 are up 24.35% from a year ago, with the sales/listing ratio of 46.01% down 34.61%.



Year-to-date sales volume of \$2,191,301,170

Down 6.6% from 2021's \$2,346,104,619 with unit sales of 2,324 down 19.75% from 2020's 2,896. New listings of 4,206 are up 14.11% from a year ago, with the sales/listing ratio of 55.25% down 23.31%.



Year-to-date average sale price of \$956,665

Up from \$805,056 one year ago with median sale price of \$926,000 up from \$725,000 one year ago. Average days-on-market of 18.43 is up 2.57 days from last year.

JULY NUMBERS

Median Sale Price

\$777,500

+9.51%

Sales Volume

\$184,453,845

-35.08%

Unit Sales

242

-29.03%

New Listings

526

+24.35%

Expired Listings

65

+232.14%

Unit Sales/Listings Ratio

46.01%

-34.61%

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

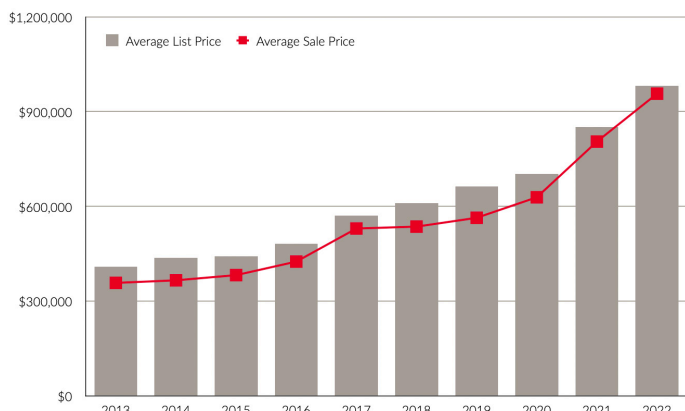


THE MARKET IN DETAIL

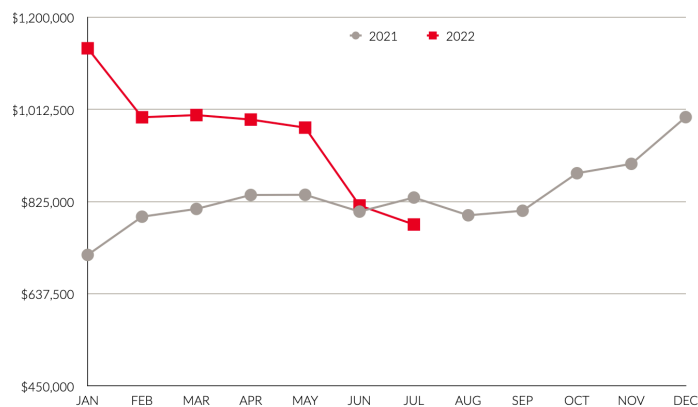
	2020	2021	2022	2021-2022
YTD Volume Sales	\$1,288,471,287	\$2,346,104,619	\$2,191,301,170	-6.6%
YTD Unit Sales	2,044	2,896	2,324	-19.75%
YTD New Listings	2,796	3,686	4,206	+14.11%
YTD Sales/Listings Ratio	73.1%	78.57%	55.25%	-23.31%
YTD Expired Listings	279	150	246	+64%
July Volume Sales	\$301,753,145	\$284,105,631	\$184,453,845	-36.2%
July Unit Sales	464	341	242	-29.03%
July New Listings	448	423	526	+24.35%
July Sales/Listings Ratio	103.57%	80.61%	46.01%	-34.61%
July Expired Listings	42	28	65	+132.14%
YTD Sales: \$0-\$199K	44	50	183	+266%
YTD Sales: \$200K-\$349K	144	52	24	-53.85%
YTD Sales: \$350K-\$549K	782	486	136	-72.02%
YTD Sales: \$550K-\$749K	729	1,005	463	-53.93%
YTD Sales: \$750K-\$999K	275	781	726	-7.04%
YTD Sales: \$1M+	166	520	792	+52.31%
YTD Average Days-On-Market	28.86	15.86	18.43	+16.22%
YTD Average Sale Price	\$628,754	\$805,056	\$956,665	+18.83%
YTD Median Sale Price	\$576,250	\$725,000	\$926,000	+27.72%

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

AVERAGE SALE PRICE

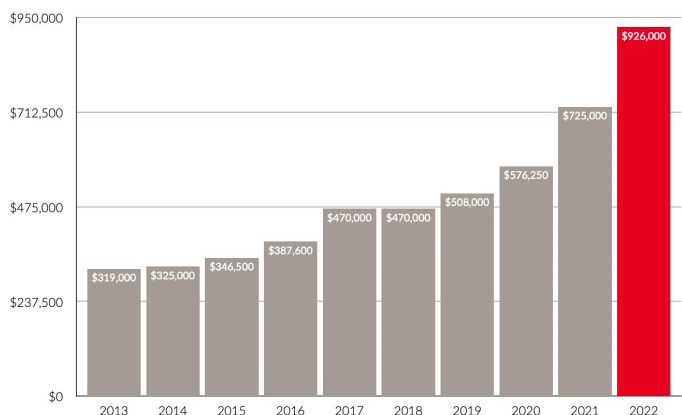


Year-Over-Year

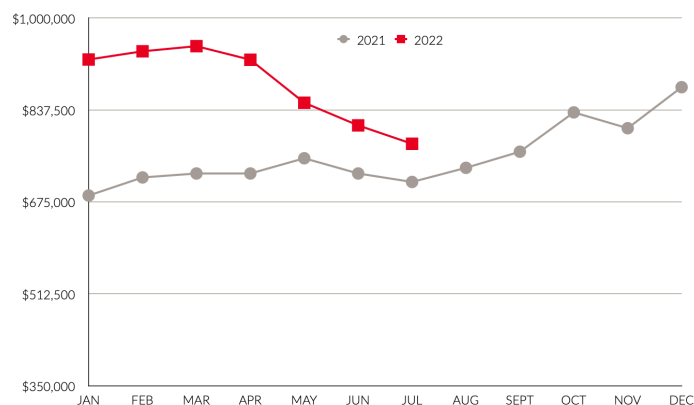


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



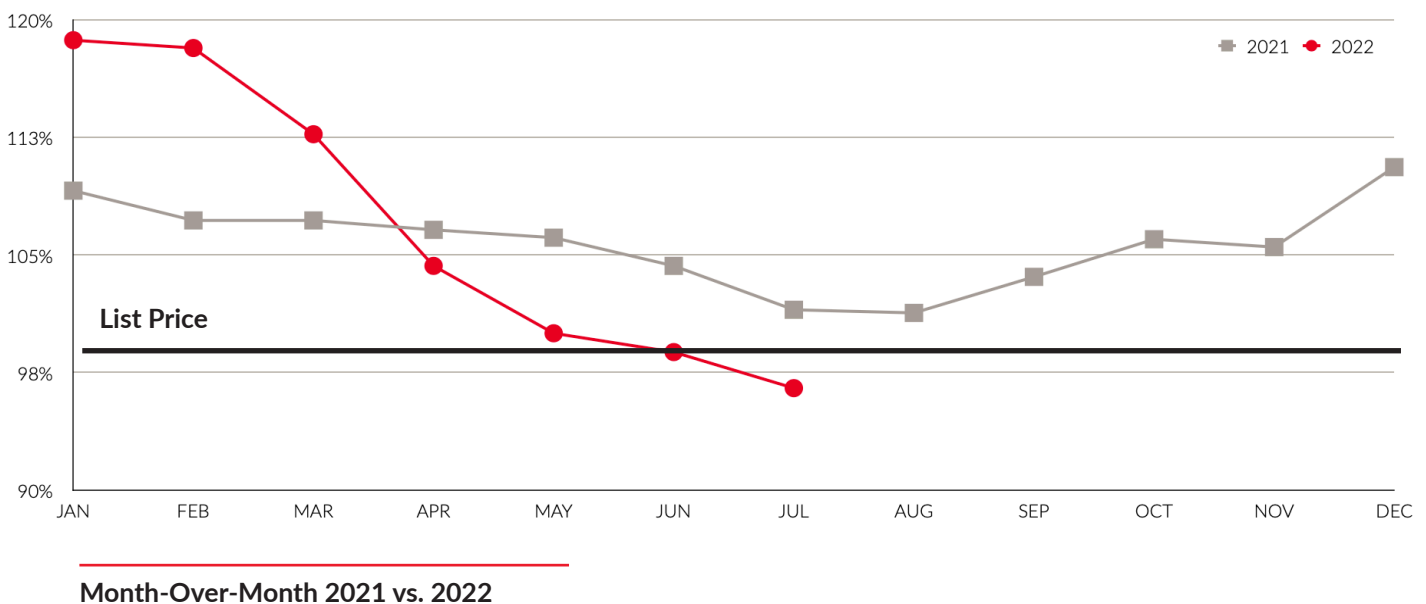
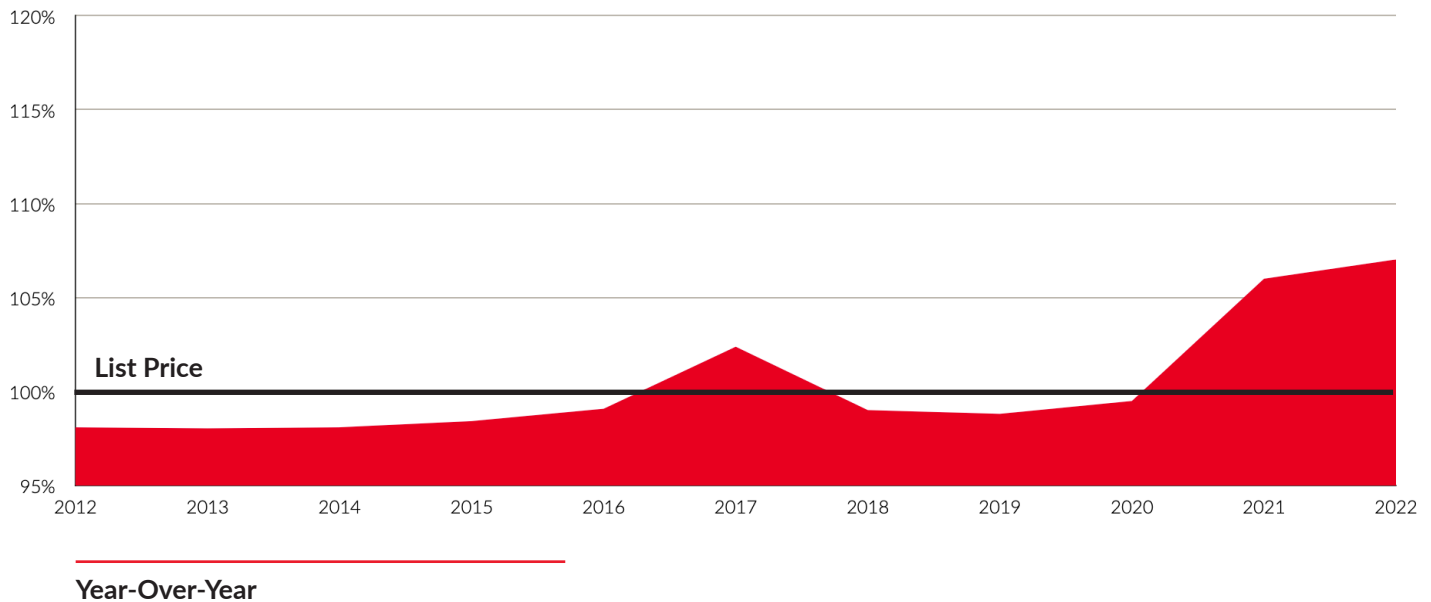
Year-Over-Year



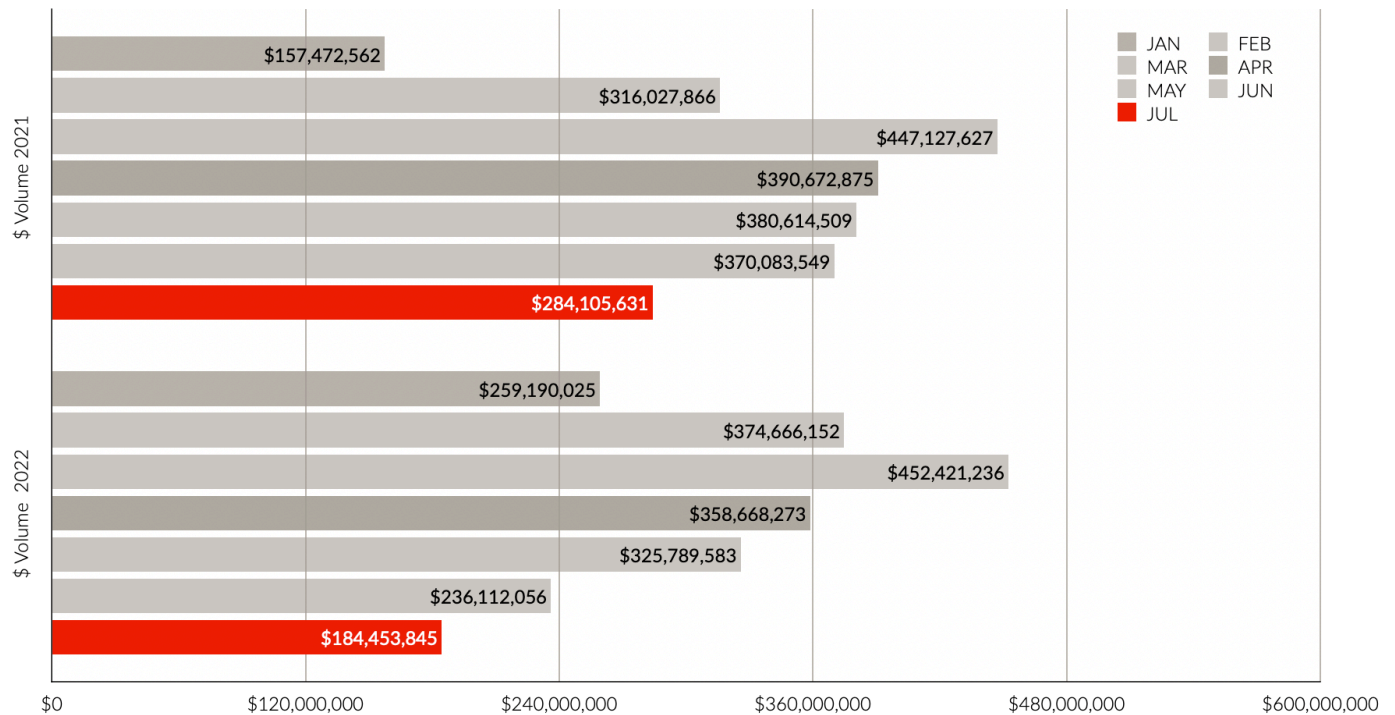
Month-Over-Month 2021 vs. 2022

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

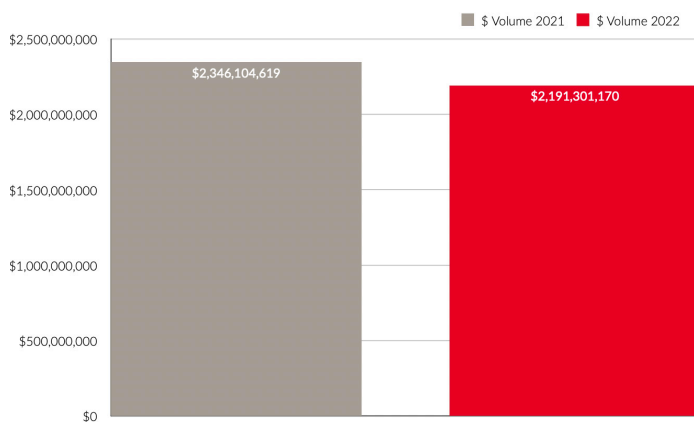
SALE PRICE VS. LIST PRICE RATIO



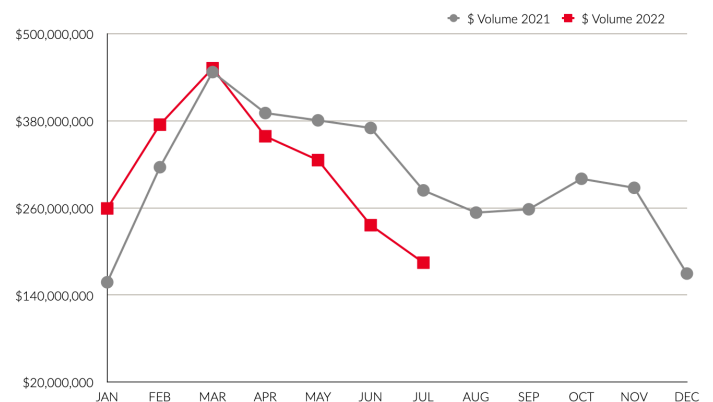
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

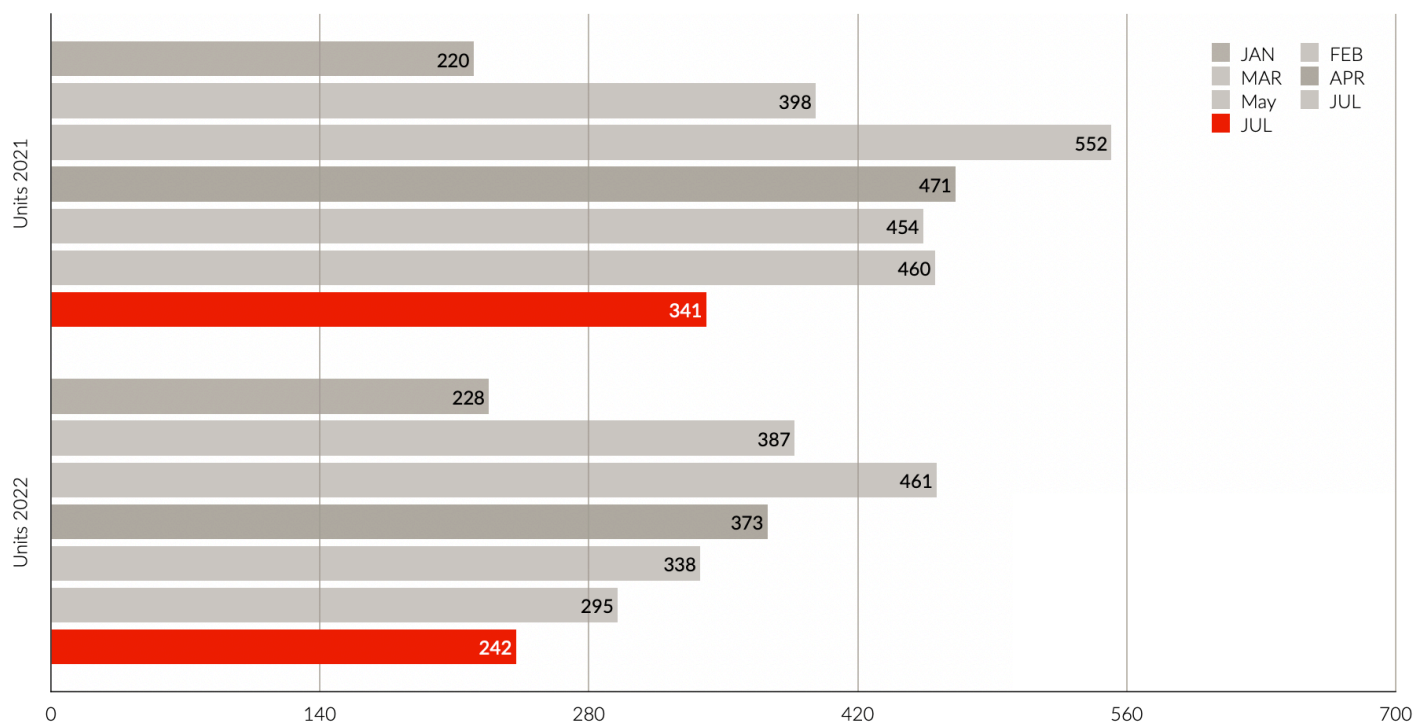


Yearly Totals 2021 vs. 2022

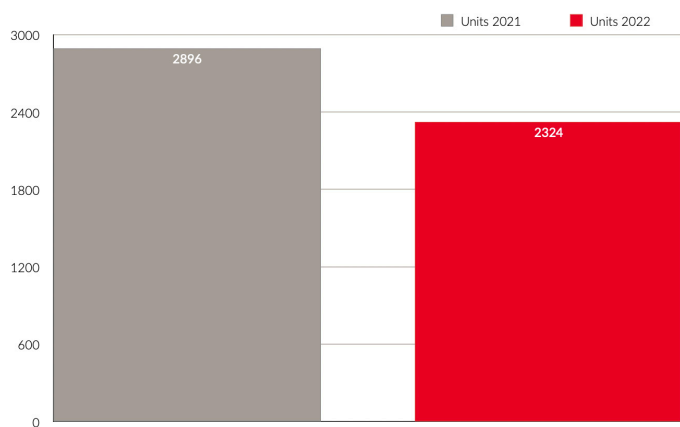


Month vs. Month 2021 vs. 2022

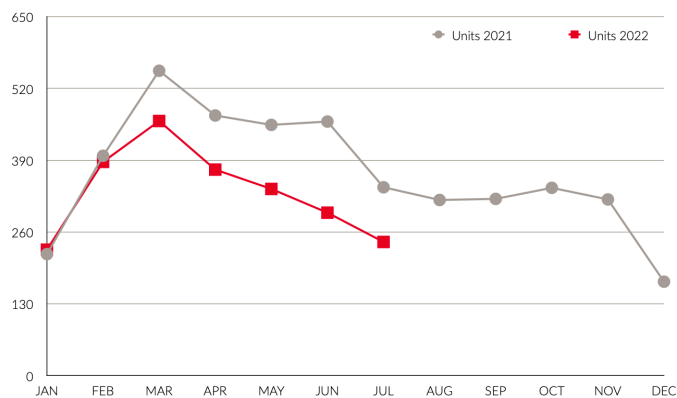
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

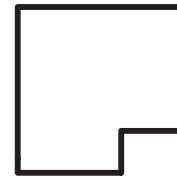
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



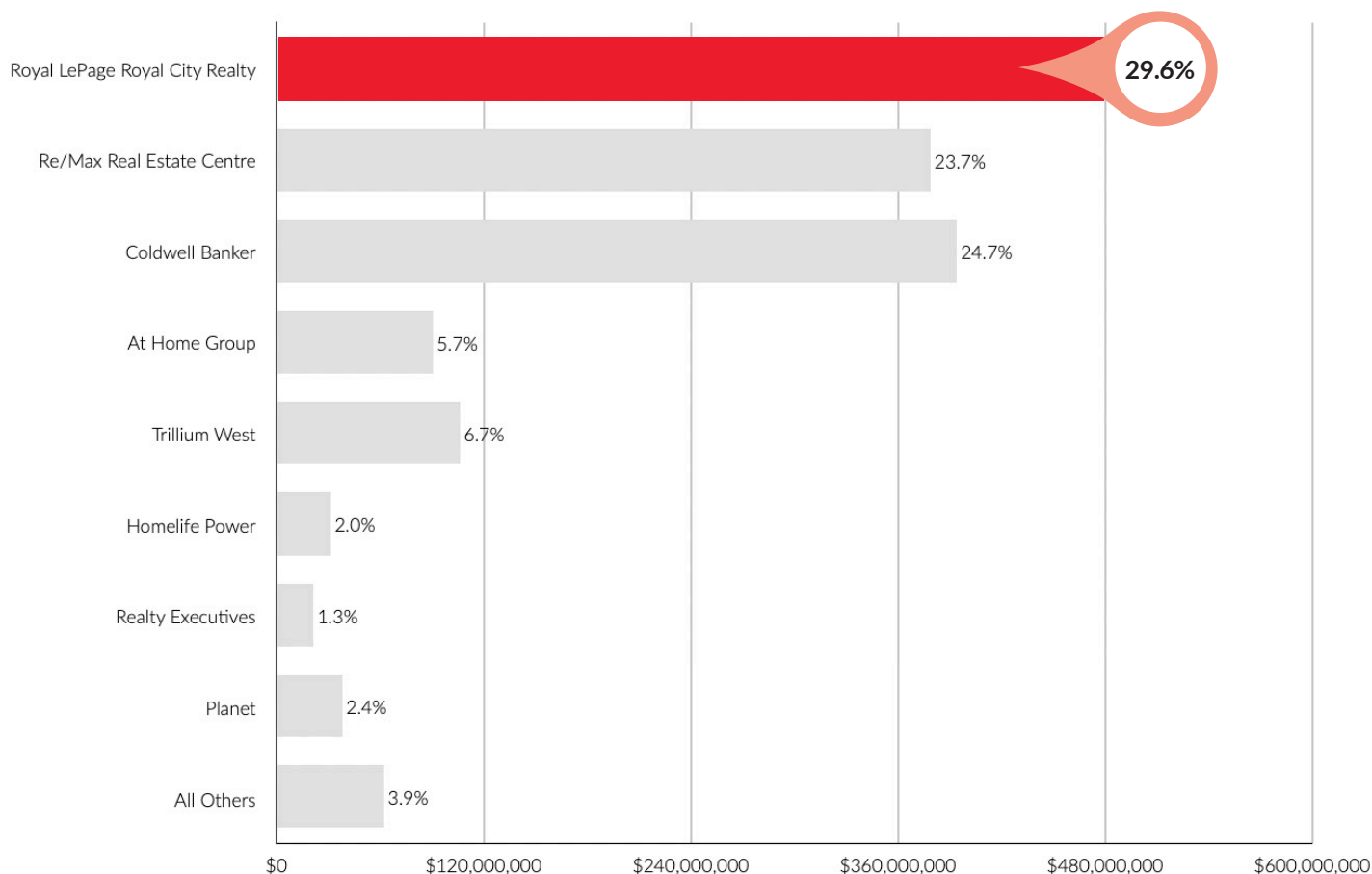
VACANT LAND

YTD Sales Volume	 \$1,619,526,703 -5.58%	 \$332,753,075 -17.27%	 \$45,947,100 +29.85%
YTD Unit Sales	 1,496 -23.01%	 482 -32.59%	 34 -26.09%
YTD Average Sale Price	 \$1,082,571 +22.63%	 \$690,359 +22.71%	 \$1,351,385 +75.68%
July Sales Volume	 \$142,976,790 -24.95%	 \$29,302,400 -37.62%	 \$0 Down from \$2,954,000
July Unit Sales	 153 -29.49%	 49 -42.35%	 0 Down from 6

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



MARKET DOMINANCE

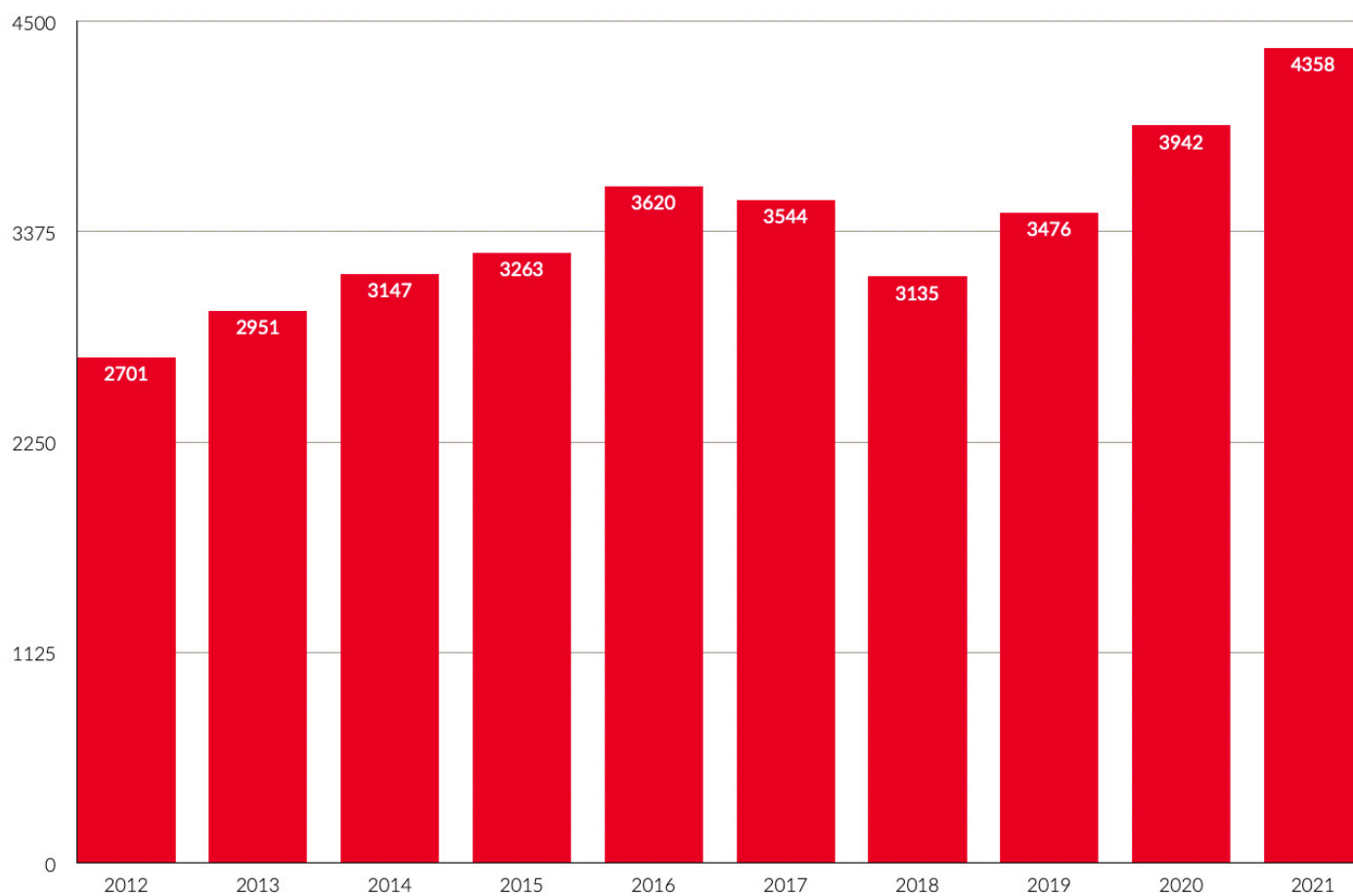


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
July 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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