



2022 **AUGUST**

WELLINGTON COUNTY Real Estate Market Report



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.



August year-over-year sales volume of \$148,869,019

Down 41.26% from 2021's \$253,453,951 with unit sales of 219 down 31.13% from last August's 318. New listings of 456 are up 32.94% from a year ago, with the sales/listing ratio of 48.03% down 44.69%.



Year-to-date sales volume of \$2,340,170,189

Down 9.98% from 2021's \$2,599,558,570 with unit sales of 2,543 down 20.88% from 2020's 3,214. New listings of 4,662 are up 15.71% from a year ago, with the sales/listing ratio of 54.55% down 25.22%.



Year-to-date average sale price of \$925,694

Up from \$804,052 one year ago with median sale price of \$888,000 up from \$725,000 one year ago. Average days-on-market of 19.88 is up 3.5 days from last year.

AUGUST NUMBERS

Median Sale Price

\$755,000

+2.72%

Sales Volume

\$148,869,019

-41.26%

Unit Sales

219

-31.13%

New Listings

456

+32.94%

Expired Listings

83

+196.43%

Unit Sales/Listings Ratio

48.03%

-44.69%

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



THE MARKET IN DETAIL

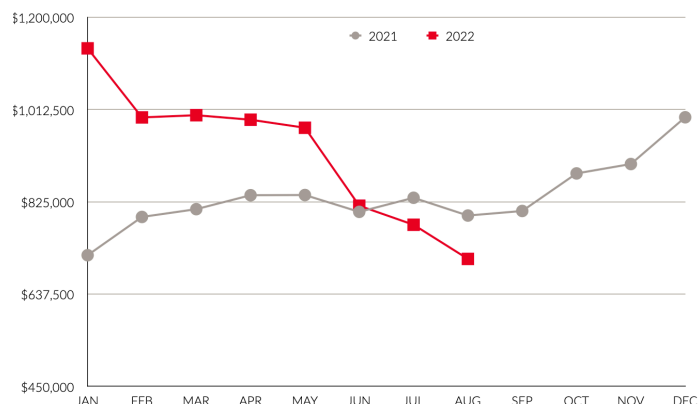
	2020	2021	2022	2021-2022
YTD Volume Sales	\$1,538,970,349	\$2,599,558,570	\$2,340,170,189	-9.98%
YTD Unit Sales	2,422	3,214	2,543	-20.88%
YTD New Listings	3,330	4,029	4,662	+15.71%
YTD Sales/Listings Ratio	72.73%	79.77%	54.55%	-25.22%
YTD Expired Listings	322	178	329	+84.83%
August Volume Sales	\$250,499,062	\$253,453,951	\$148,869,019	-41.26%
August Unit Sales	378	318	219	-31.13%
August New Listings	534	343	456	+32.94%
August Sales/Listings Ratio	70.79%	92.71%	48.03%	-44.69%
August Expired Listings	43	28	83	+196.43%
YTD Sales: \$0-\$199K	57	67	227	+238.81%
YTD Sales: \$200K-\$349K	165	59	25	-57.63%
YTD Sales: \$350K-\$549K	888	534	171	-67.98%
YTD Sales: \$550K-\$749K	863	1,105	509	-53.94%
YTD Sales: \$750K-\$999K	345	868	775	-10.71%
YTD Sales: \$1M+	200	579	836	+44.39%
YTD Average Days-On-Market	28.63	16.38	19.88	+21.37%
YTD Average Sale Price	\$632,997	\$804,052	\$925,694	+15.13%
YTD Median Sale Price	\$581,804	\$725,000	\$888,000	+22.48%

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

AVERAGE SALE PRICE

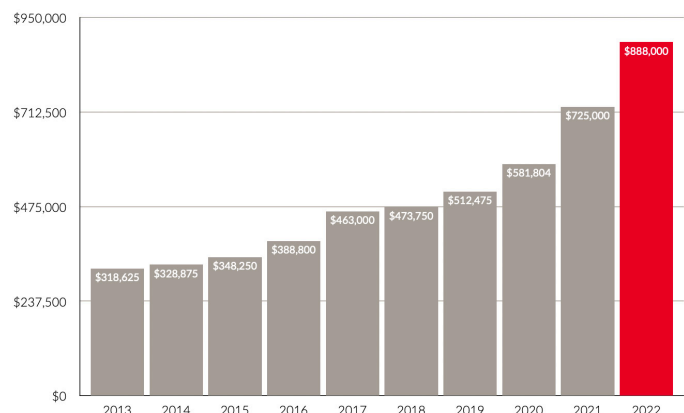


Year-Over-Year

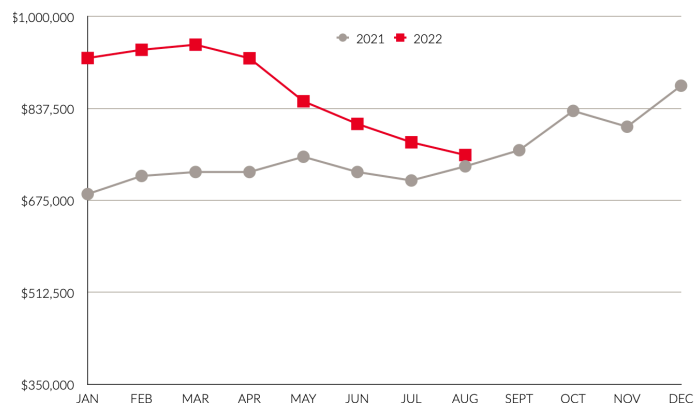


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



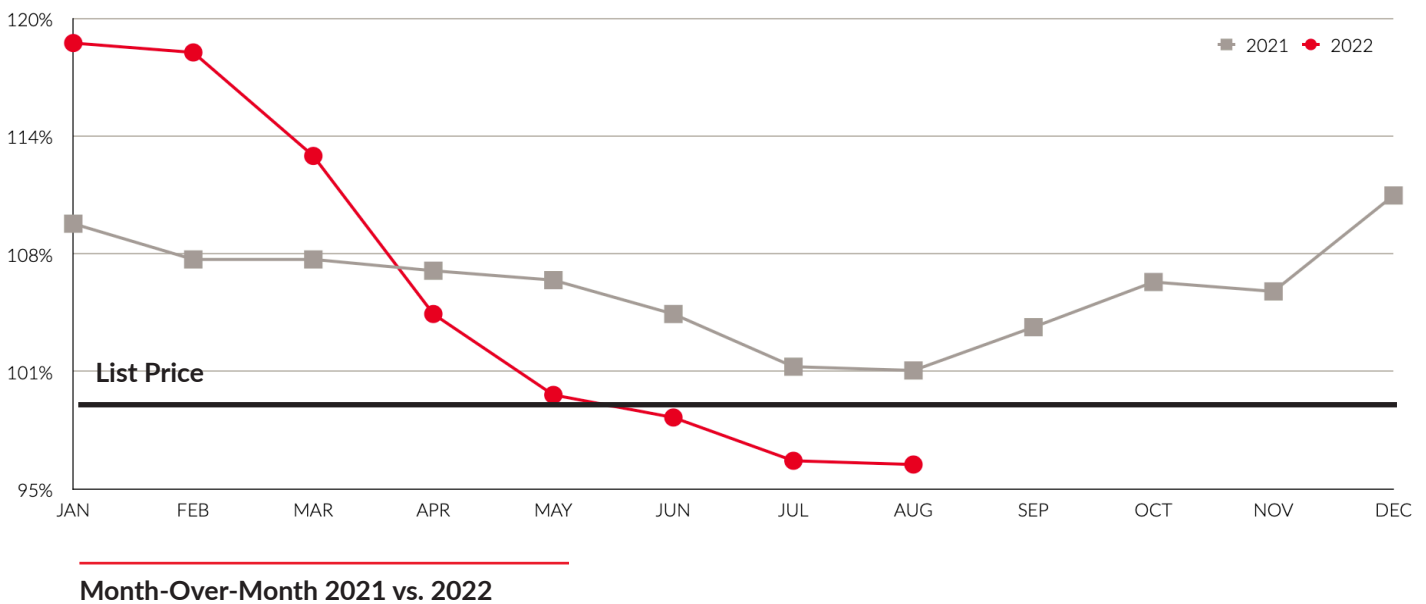
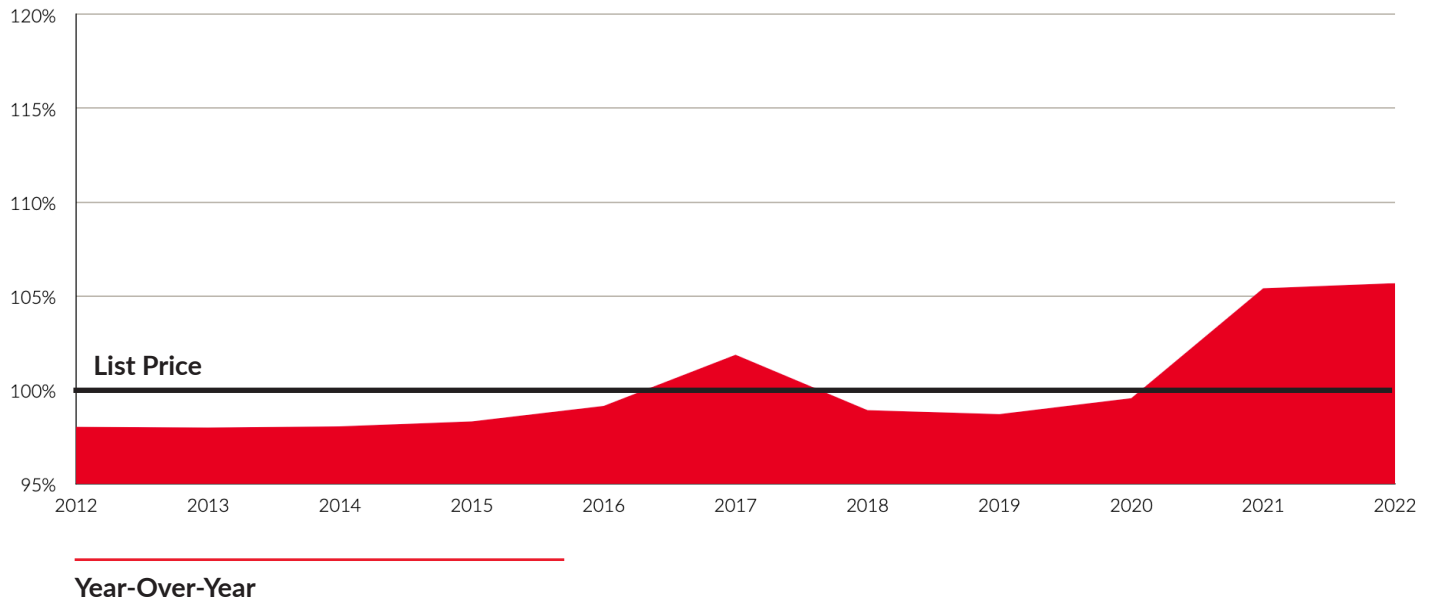
Year-Over-Year



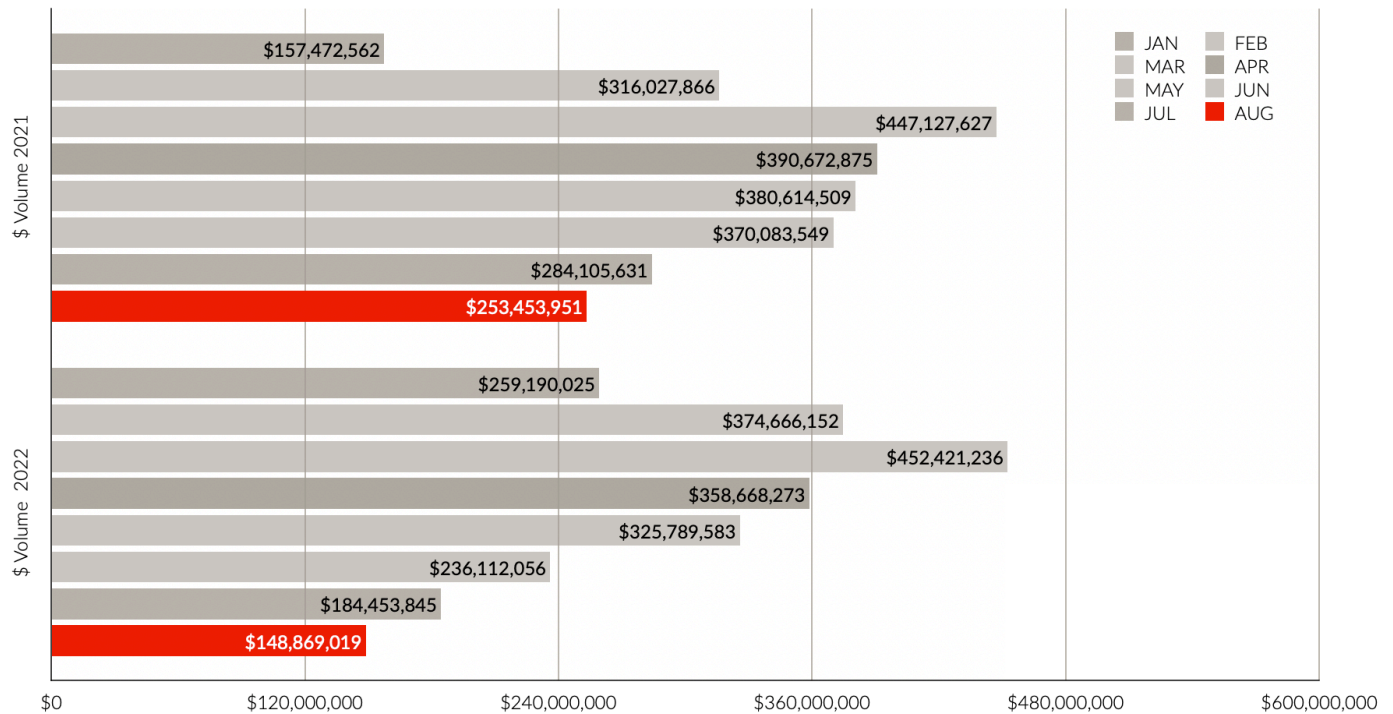
Month-Over-Month 2021 vs. 2022

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

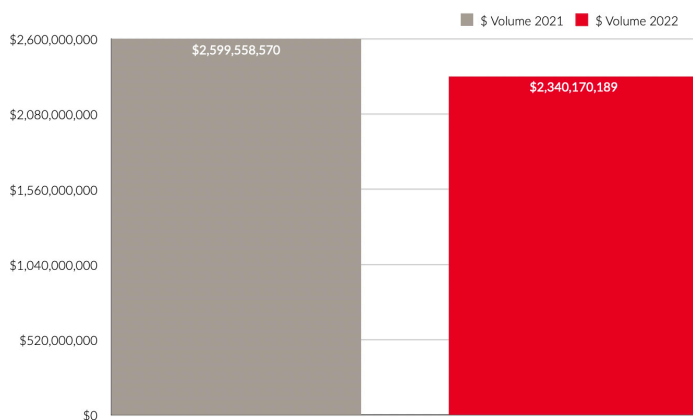
SALE PRICE VS. LIST PRICE RATIO



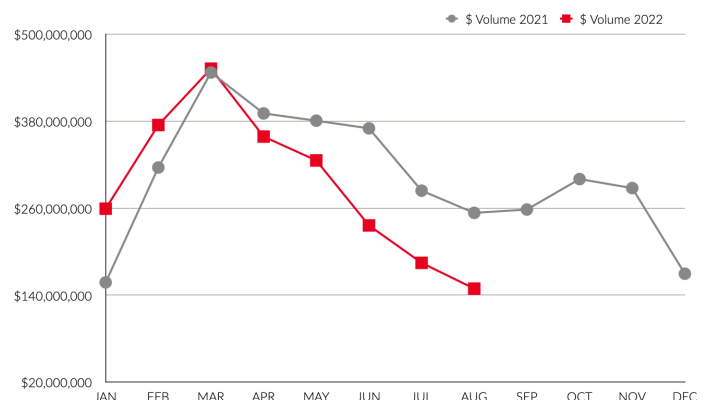
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

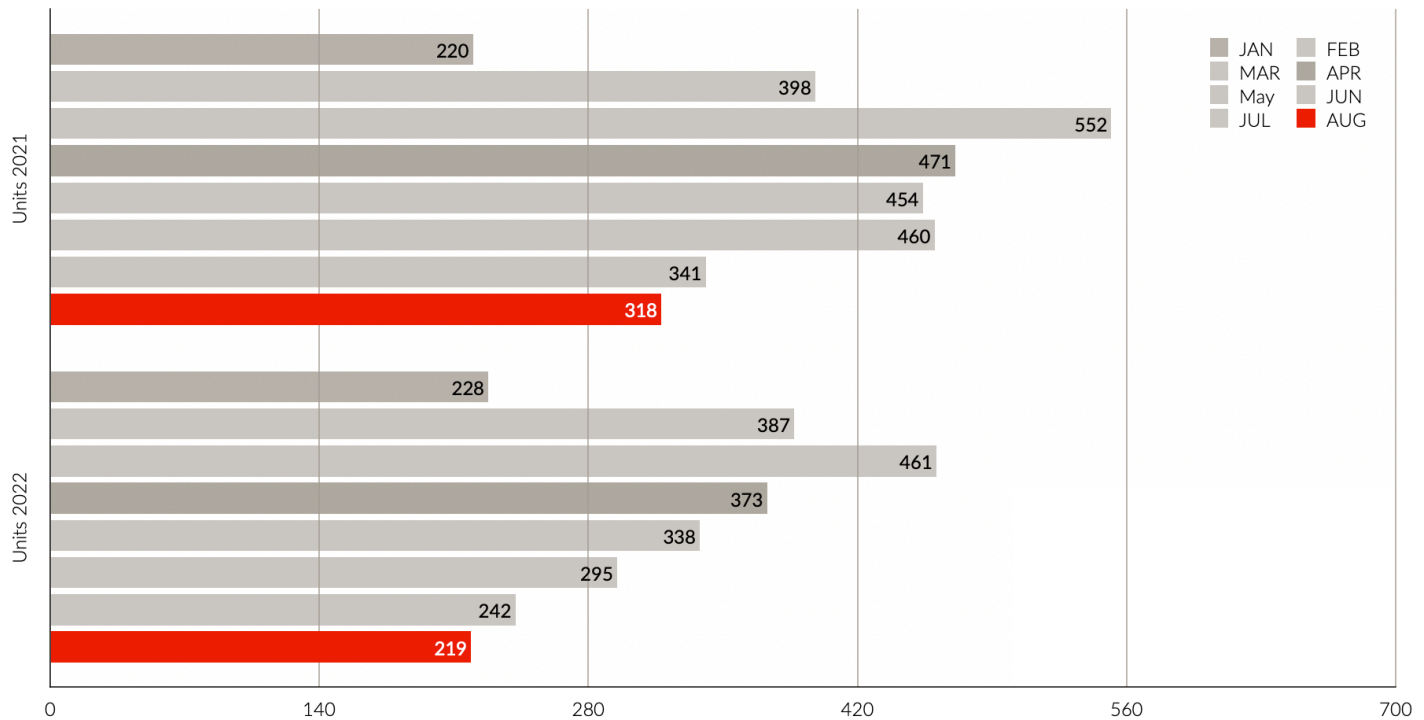


Yearly Totals 2021 vs. 2022

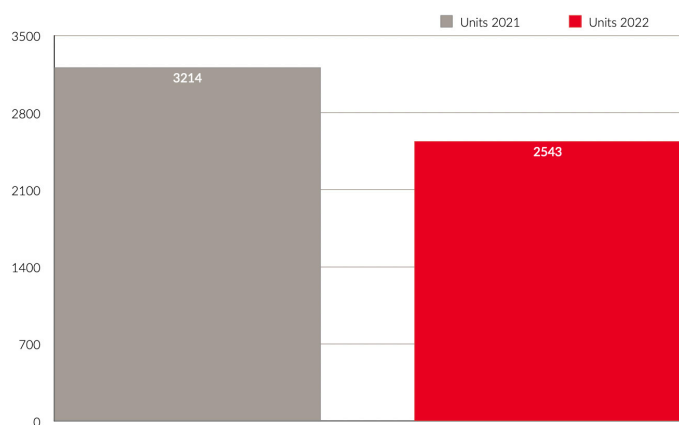


Month vs. Month 2021 vs. 2022

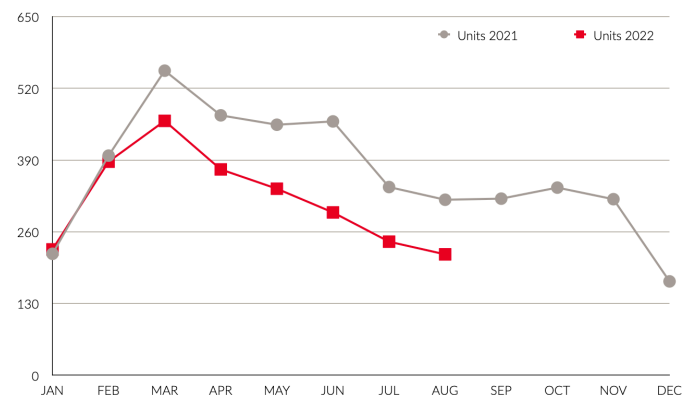
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

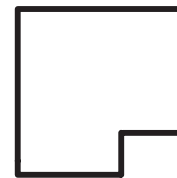
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



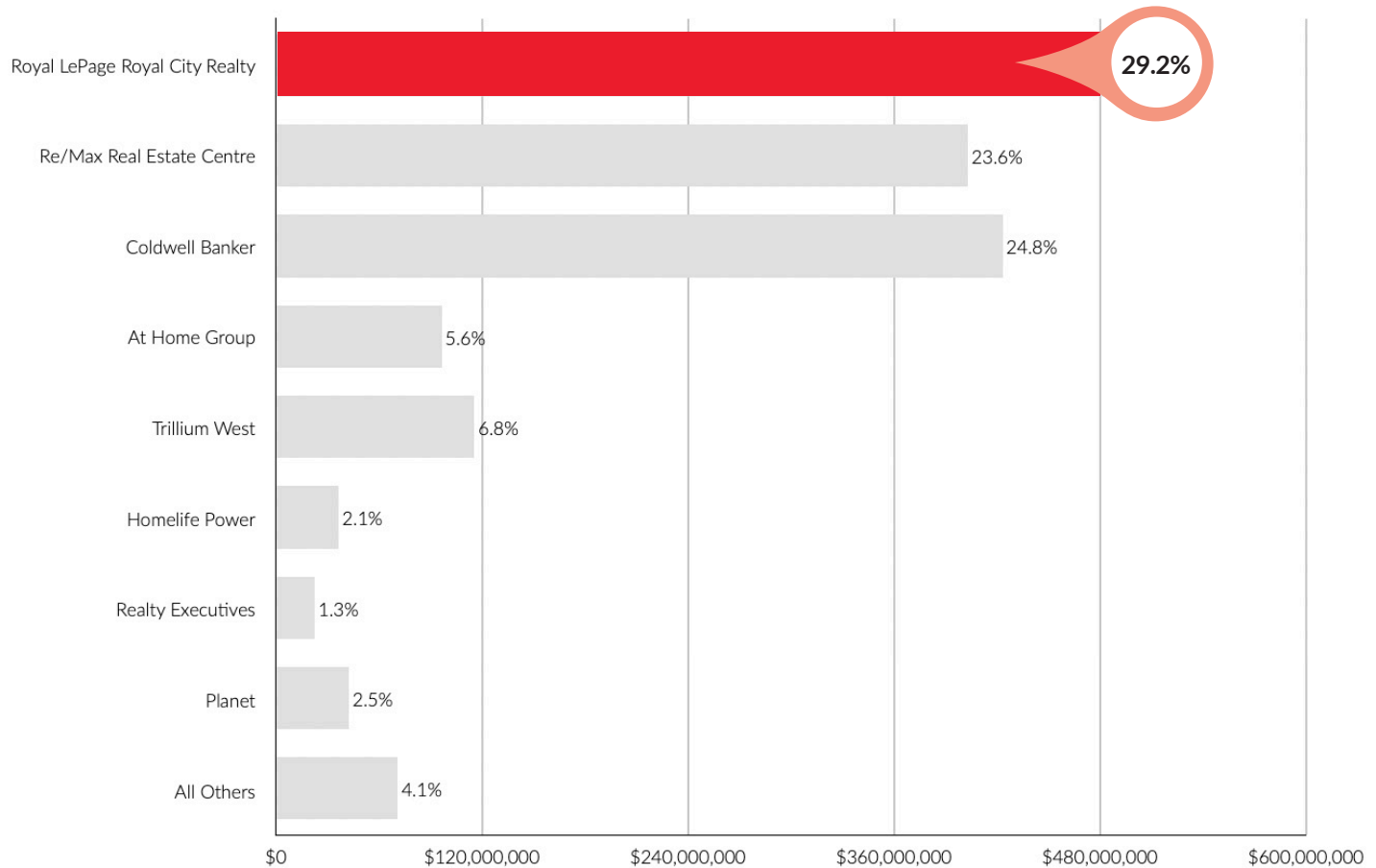
VACANT LAND

YTD Sales Volume	 \$1,727,386,711 -9.03%	 \$361,042,254 -18.54%	 \$46,947,100 +15.08%
YTD Unit Sales	 1,611 -25.07%	 530 -32.48%	 35 -37.5%
YTD Average Sale Price	 \$1,072,245 +21.4%	 \$681,212 +20.66%	 \$1,341,345 +84.13%
August Sales Volume	 \$107,860,008 -41.28%	 \$28,289,179 -30.92%	 \$1,000,000 -81.51%
August Unit Sales	 115 -44.44%	 48 -31.43%	 1 Down from 10

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



MARKET DOMINANCE

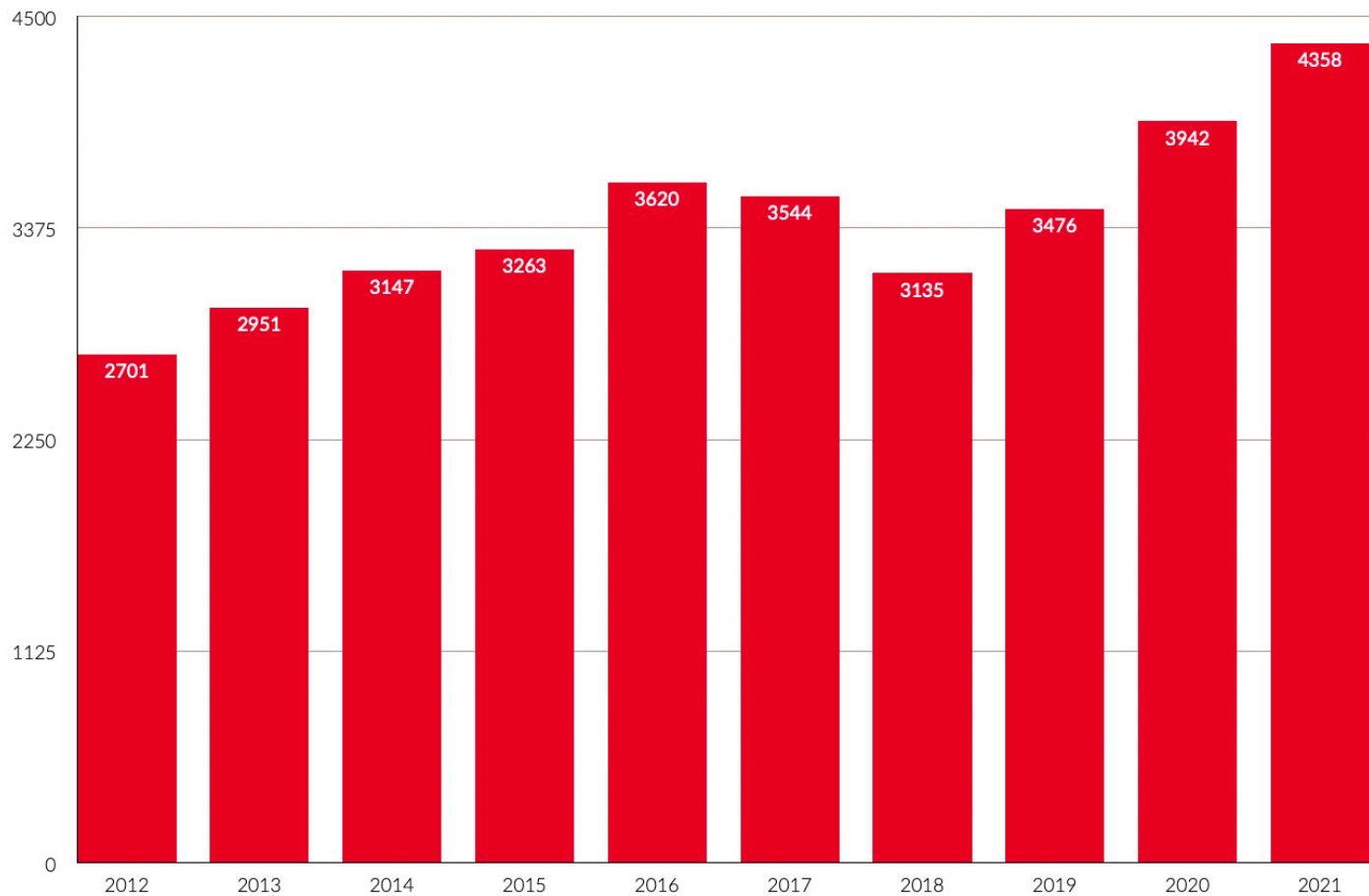


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
August 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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