



# 2022 SEPTEMBER

## 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. The year-to-date average and median sales prices still remain higher than they were this time last year, which proves that this market is still a great place for both buyers and sellers!



**September year-over-year sales volume of \$205,498,080**

Down 20.36% from 2021's \$258,022,721 with unit sales of 248 down 22.5% from last September's 320. New listings of 545 are up 31.01% from a year ago, with the sales/listing ratio of 45.5% down 31.42%.



**Year-to-date sales volume of \$2,545,668,269**

Down 10.92% from 2021's \$2,857,581,291 with unit sales of 2,791 down 21.02% from 2020's 3,534. New listings of 5,207 are up 17.14% from a year ago, with the sales/listing ratio of 53.6% down 25.9%.



**Year-to-date average sale price of \$918,777**

Up from \$804,304 one year ago with median sale price of \$850,000 up from \$725,000 one year ago. Average days-on-market of 21.44 is up 4.88 days from last year.

## SEPTEMBER NUMBERS

Median Sale Price

**\$760,000**

-0.46%

Sales Volume

**\$205,498,080**

-20.36%

Unit Sales

**248**

-22.5%

New Listings

**545**

+31.01%

Expired Listings

**78**

+129.41%

Unit Sales/Listings Ratio

**45.5%**

-31.42%

*Year-over-year comparison*

*(September 2022 vs. September 2021)*



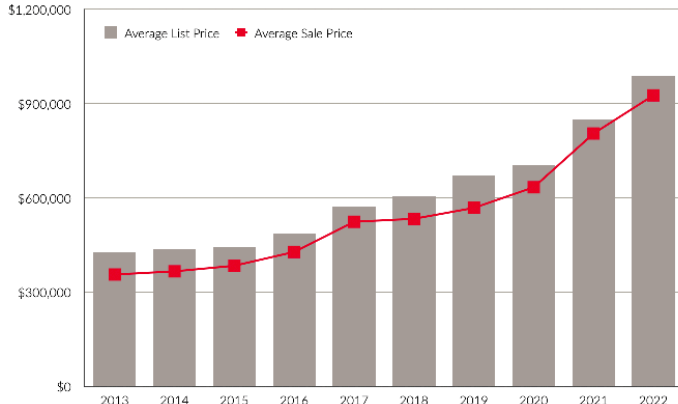


# THE MARKET IN DETAIL

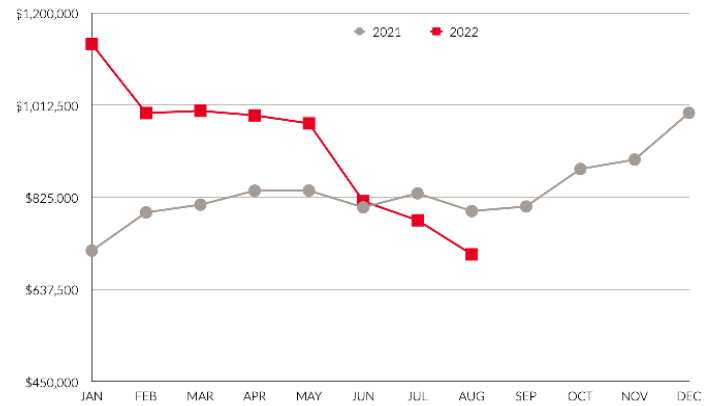
	2020	2021	2022	2021-2022
<b>YTD Volume Sales</b>	\$1,866,629,113	\$2,857,581,291	\$2,545,668,269	-10.92%
<b>YTD Unit Sales</b>	2,878	3,534	2,791	-21.02%
<b>YTD New Listings</b>	3,875	4,445	5,207	+17.14%
<b>YTD Sales/Listings Ratio</b>	74.27%	79.51%	53.6%	-25.9%
<b>YTD Expired Listings</b>	322	178	329	+84.83%
<b>September Volume Sales</b>	\$327,658,764	\$258,022,721	\$205,498,080	-20.36%
<b>September Unit Sales</b>	456	320	248	-22.5%
<b>September New Listings</b>	545	416	545	+31.01%
<b>September Sales/Listings Ratio</b>	83.67%	76.92%	45.5%	-31.42%
<b>September Expired Listings</b>	27	34	78	+129.41%
<b>YTD Sales: \$0-\$199K</b>	68	81	256	+216.05%
<b>YTD Sales: \$200K-\$349K</b>	197	66	26	-60.61%
<b>YTD Sales: \$350K-\$549K</b>	982	582	203	-65.12%
<b>YTD Sales: \$550K-\$749K</b>	1,030	1,192	574	-51.85%
<b>YTD Sales: \$750K-\$999K</b>	445	959	847	-11.68%
<b>YTD Sales: \$1M+</b>	255	652	885	+35.74%
<b>YTD Average Days-On-Market</b>	28.33	16.56	21.44	+29.53%
<b>YTD Average Sale Price</b>	\$642,503	\$804,304	\$918,777	+14.23%
<b>YTD Median Sale Price</b>	\$587,357	\$725,000	\$850,000	+17.24%

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

# AVERAGE SALE PRICE

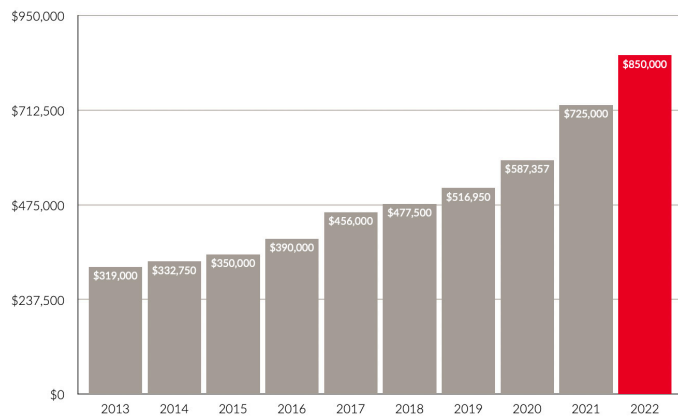


Year-Over-Year

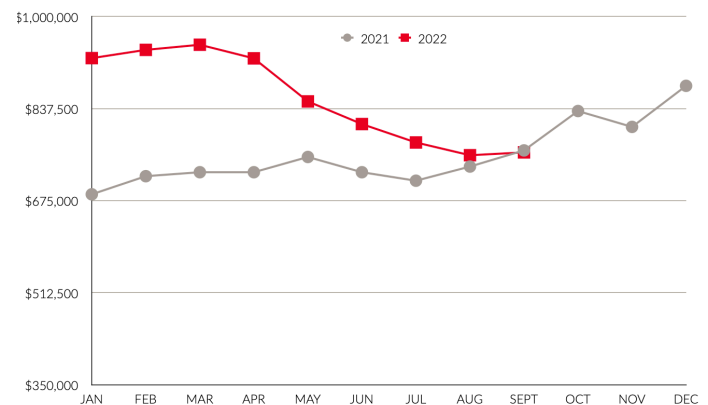


Month-Over-Month 2021 vs. 2022

# MEDIAN SALE PRICE



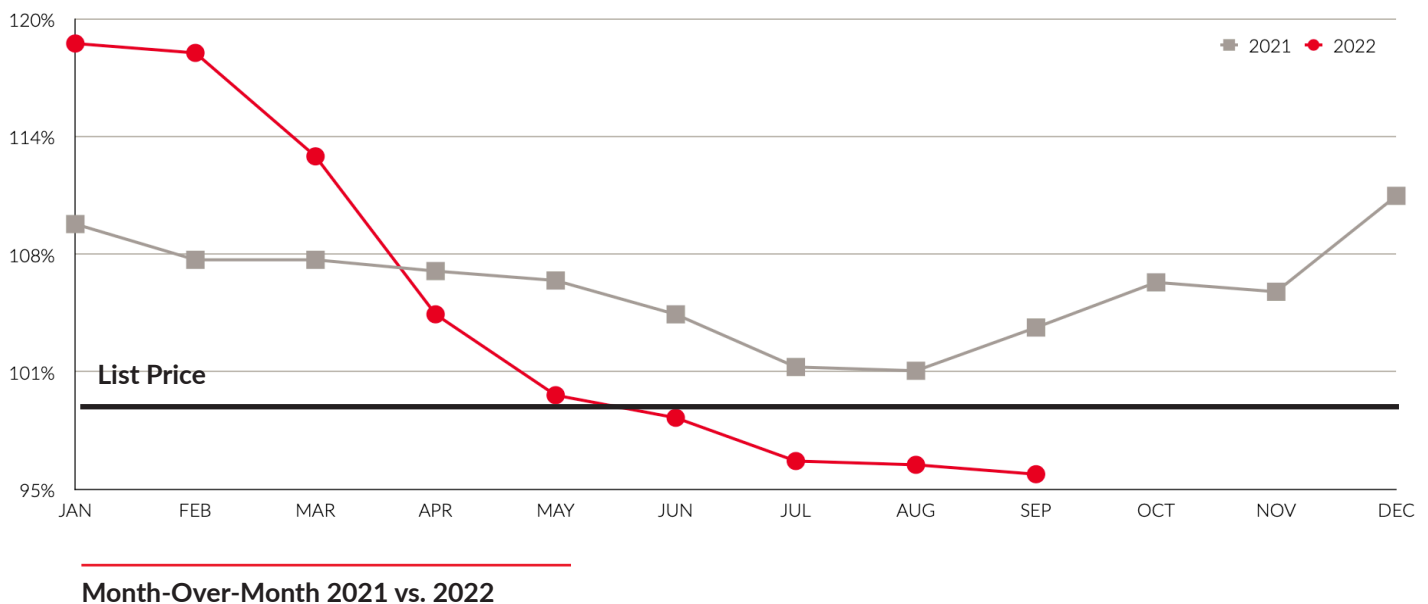
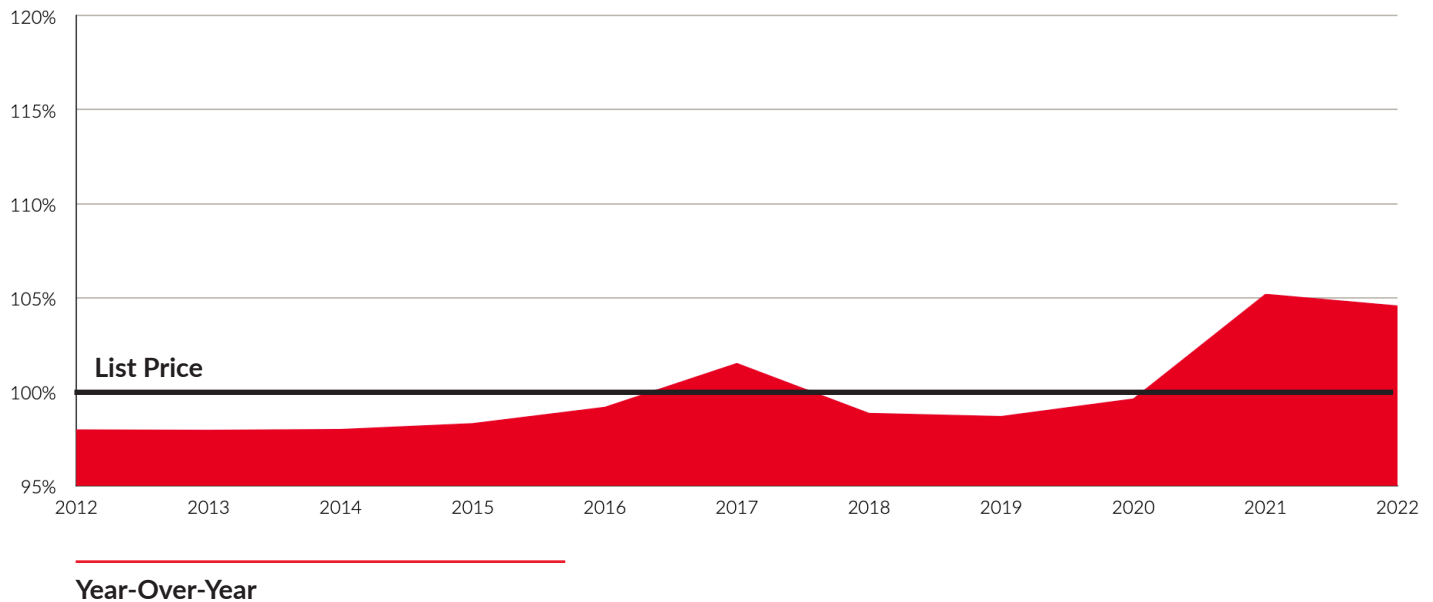
Year-Over-Year



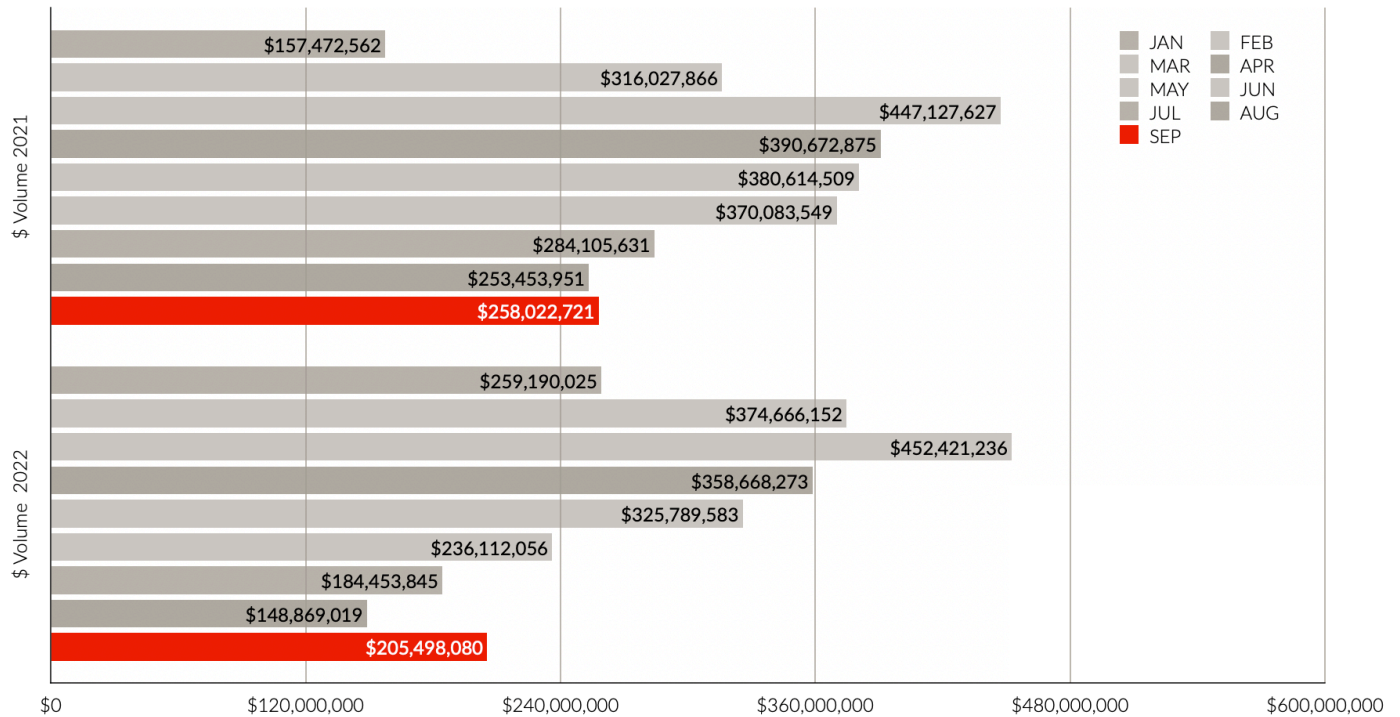
Month-Over-Month 2021 vs. 2022

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

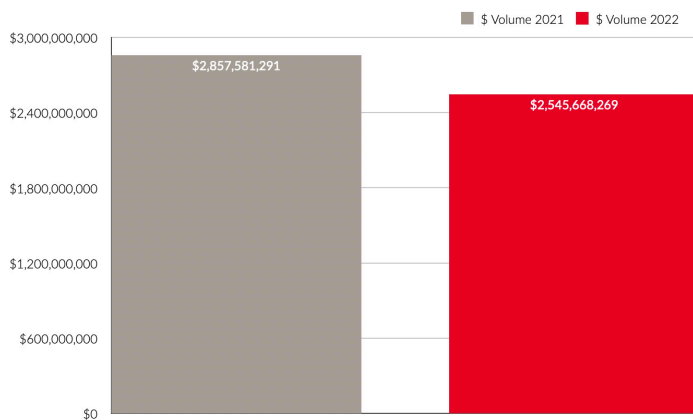
# SALE PRICE VS. LIST PRICE RATIO



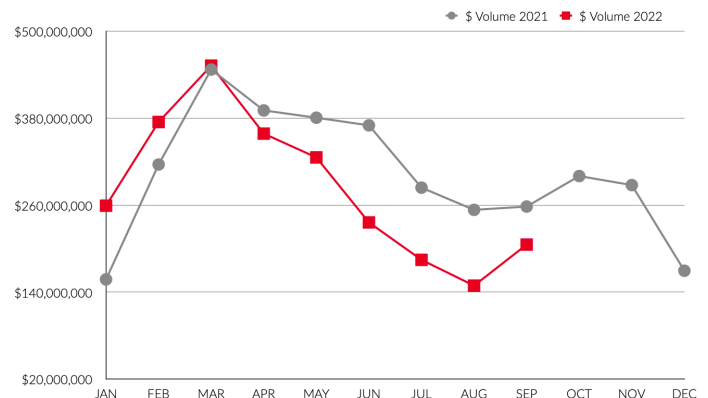
# DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

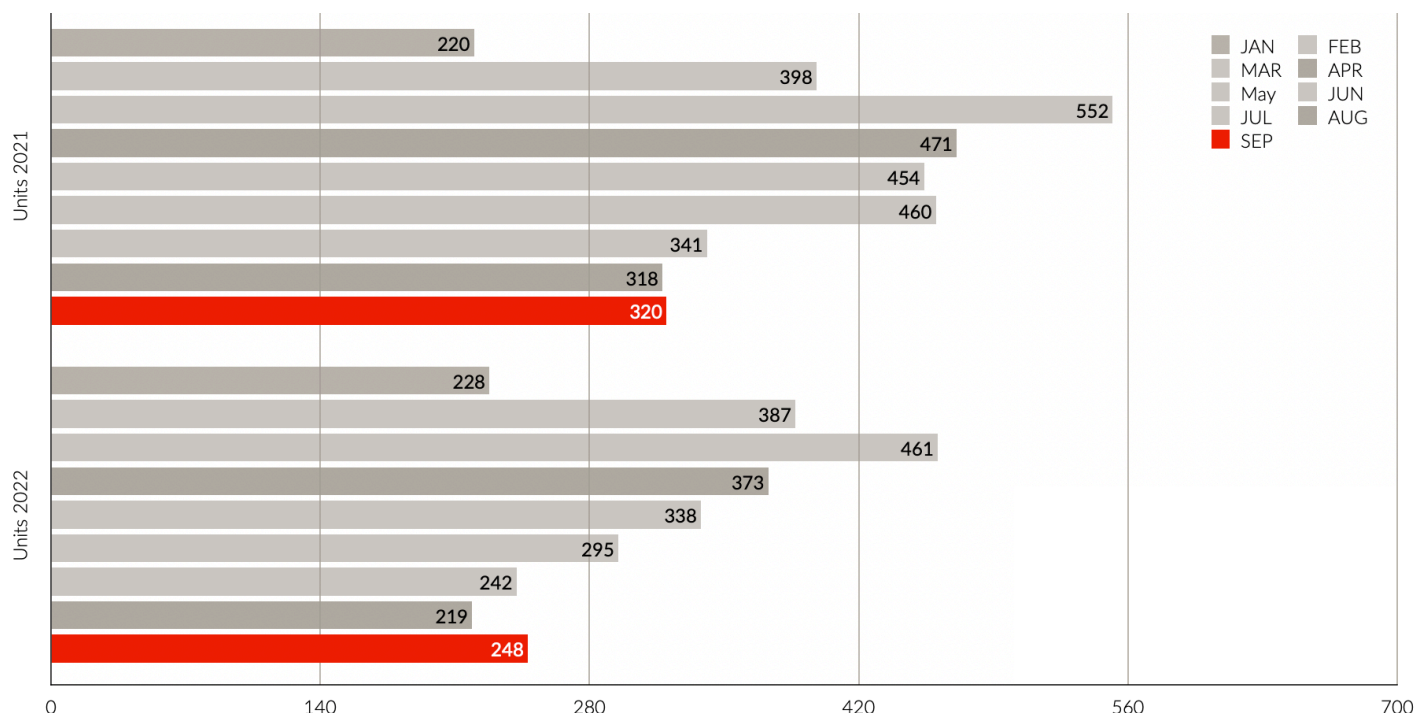


Yearly Totals 2021 vs. 2022

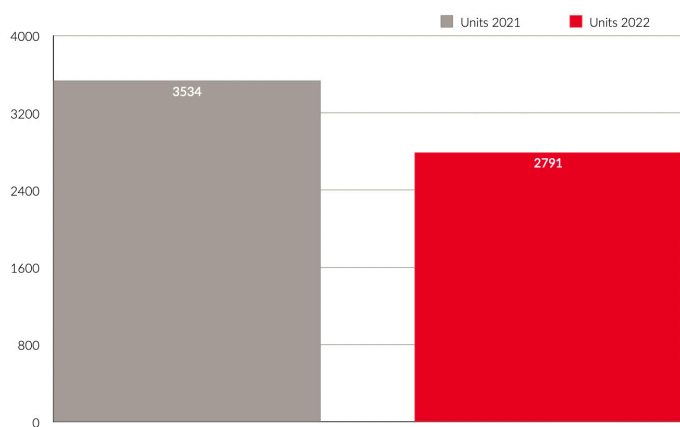


Month vs. Month 2021 vs. 2022

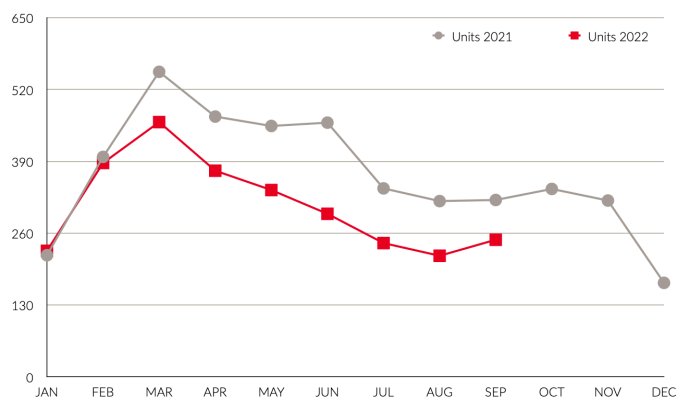
# UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

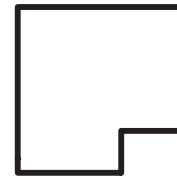
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

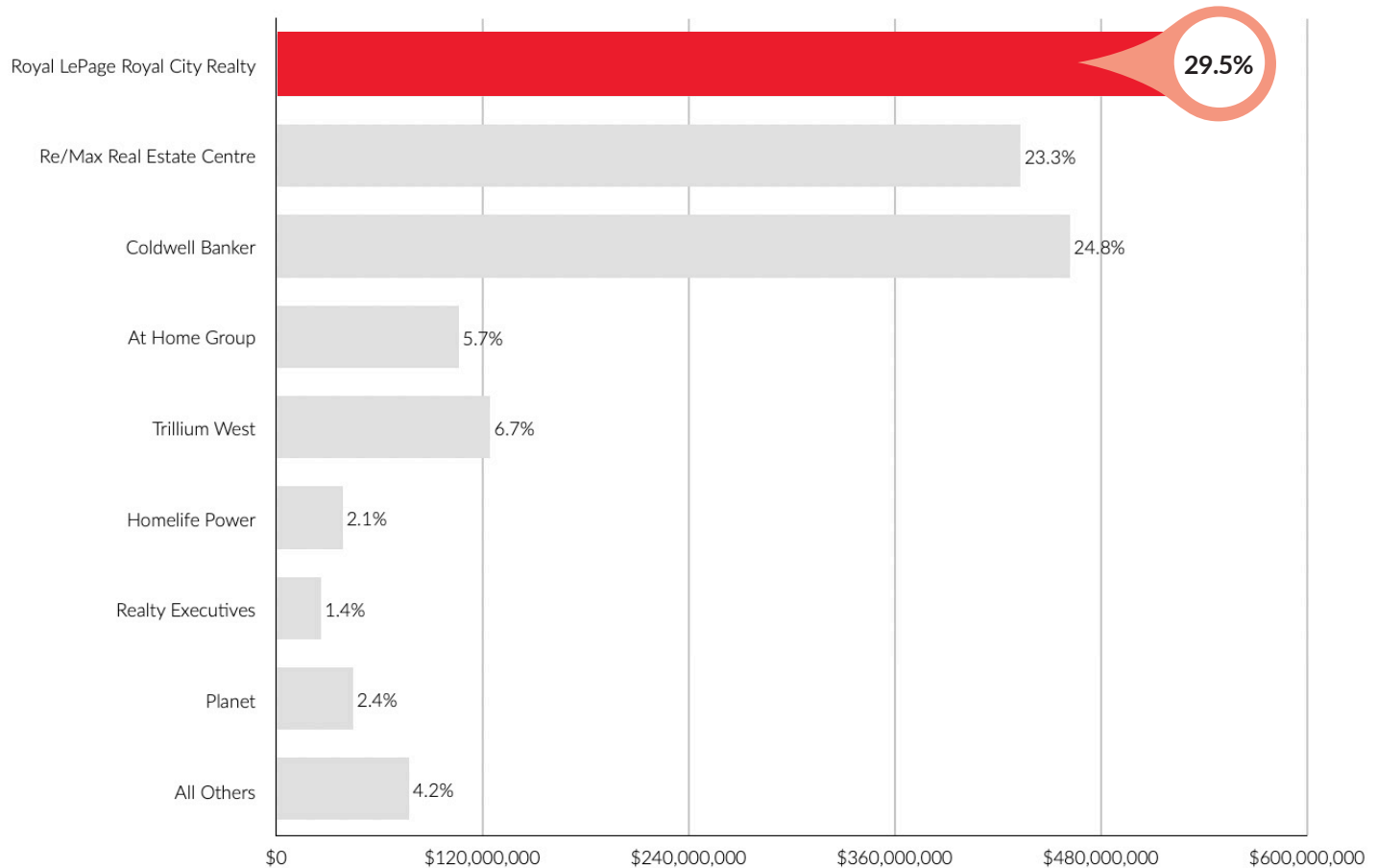
YTD Sales Volume	 <b>\$1,880,133,547</b> -10.44%	 <b>\$392,180,654</b> -19.02%	 <b>\$50,647,000</b> +21.62%
YTD Unit Sales	 <b>1,763</b> -25.52%	 <b>581</b> -32.36%	 <b>38</b> -33.33%
YTD Average Sale Price	 <b>\$1,066,440</b> +20.25%	 <b>\$675,010</b> +19.72%	 <b>\$1,332,815</b> +82.42%
September Sales Volume	 <b>\$152,746,836</b> -23.73%	 <b>\$31,138,400</b> -24.29%	 <b>\$3,699,900</b> +334.77%
September Unit Sales	 <b>152</b> -29.95%	 <b>51</b> -31.08%	 <b>3</b> Up from 1

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





# MARKET DOMINANCE

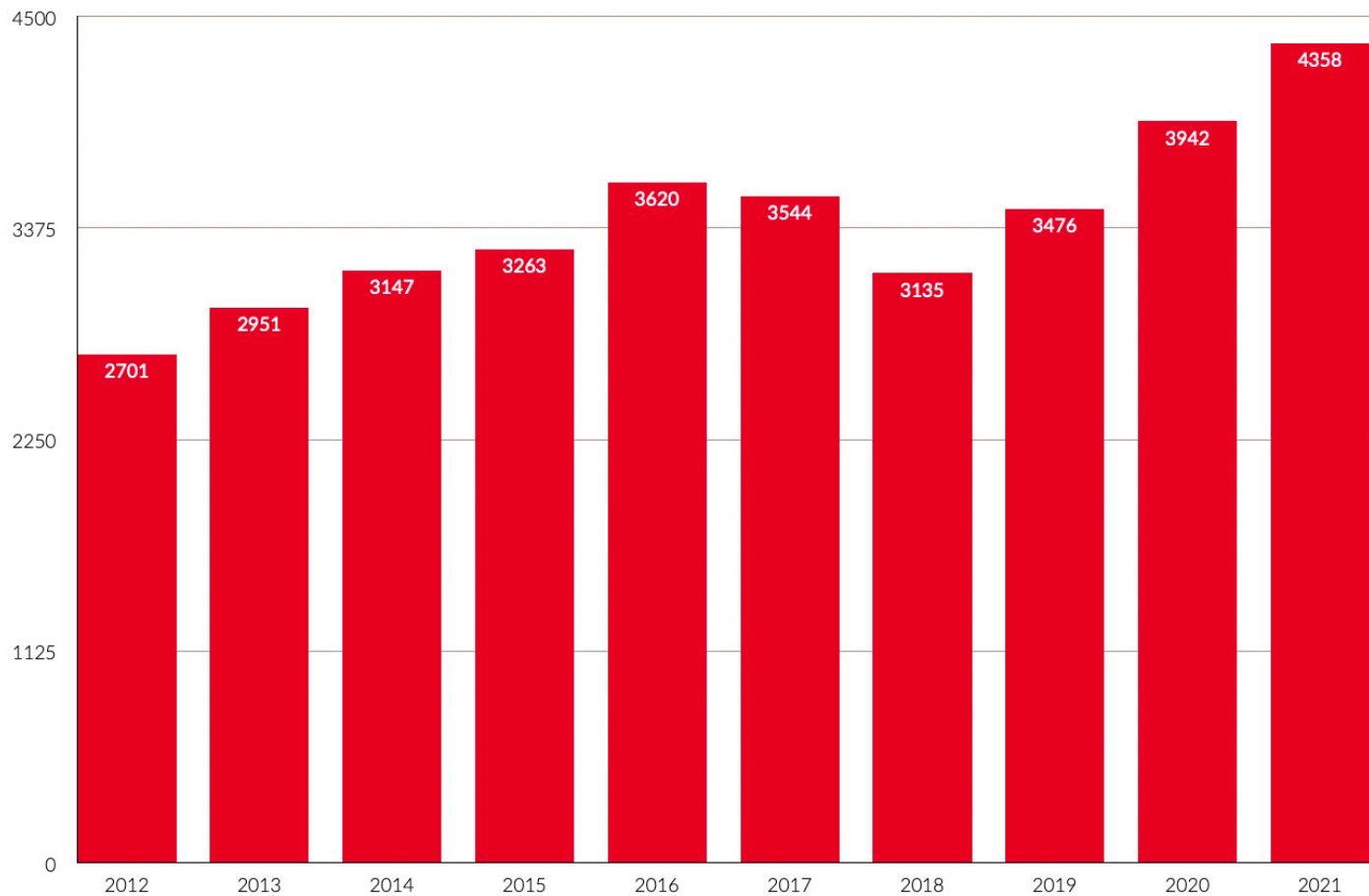


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
September 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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