



# 2022 NOVEMBER

## WELLINGTON COUNTY Real Estate Market Report



# OVERVIEW

## BALANCED MARKET

Wellington County real estate remains in a balanced market despite the rising number of new listings and lower number of unit sales compared to this time last year. The YTD average and median sale prices are still higher than they were this time last year, which hopefully means a strong foundation for this market going into the holiday season and new year.

**November year-over-year sales volume of \$145,615,277**  
 Down 49.38% from 2021's \$287,645,784 with unit sales of 208 down 34.8% from last November's 319. New listings of 403 are up 33% from a year ago, with the sales/listing ratio of 51.61% down 53.67%.

**Year-to-date sales volume of \$2,882,826,491**  
 Down 16.33% from 2021's \$3,445,322,195 with unit sales of 3,262 down 22.2% from 2020's 4,193. New listings of 6,049 are up 18.45% from a year ago, with the sales/listing ratio of 53.93% down 28.18%.

**Year-to-date average sale price of \$886,376**  
 Up from \$820,280 one year ago with median sale price of \$810,000 up from \$725,000 one year ago. Average days-on-market of 25.09 is up 8.18 days from last year.

## NOVEMBER NUMBERS

Median Sale Price  
**\$742,500**  
 -7.76%

Sales Volume  
**\$145,615,277**  
 -49.38%

Unit Sales  
**208**  
 -34.8%

New Listings  
**403**  
 +33%

Expired Listings  
**90**  
 +210.34%

Unit Sales/Listings Ratio  
**51.61%**  
 -53.67%

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

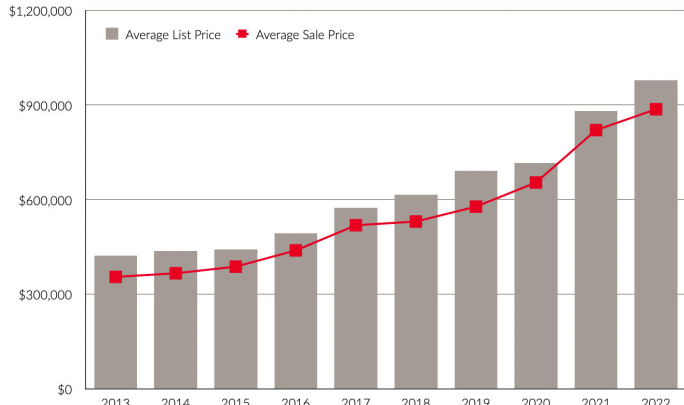


# THE MARKET IN DETAIL

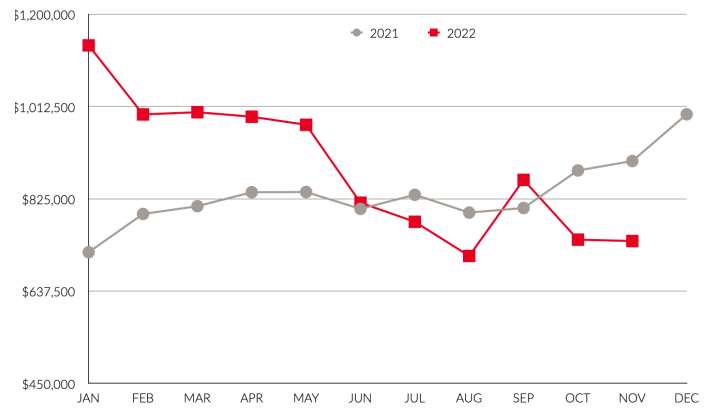
	2020	2021	2022	2021-2022
<b>YTD Volume Sales</b>	\$2,389,036,346	\$3,445,322,195	\$2,882,826,491	-16.33%
<b>YTD Unit Sales</b>	3,620	4,193	3,262	-22.2%
<b>YTD New Listings</b>	4,610	5,107	6,049	+18.45%
<b>YTD Sales/Listings Ratio</b>	78.52%	82.1%	53.93%	-28.18%
<b>YTD Expired Listings</b>	400	263	572	+117.49%
<b>November Volume Sales</b>	\$235,249,389	\$287,645,784	\$145,615,277	-49.38%
<b>November Unit Sales</b>	329	319	208	-34.8%
<b>November New Listings</b>	301	303	403	+33%
<b>November Sales/Listings Ratio</b>	109.3%	105.28%	51.61%	-53.67%
<b>November Expired Listings</b>	24	29	90	+210.34%
<b>YTD Sales: \$0-\$199K</b>	76	93	327	+251.61%
<b>YTD Sales: \$200K-\$349K</b>	228	73	39	-46.58%
<b>YTD Sales: \$350K-\$549K</b>	1,180	670	264	-60.6%
<b>YTD Sales: \$550K-\$749K</b>	1,314	1,356	696	-48.67%
<b>YTD Sales: \$750K-\$999K</b>	586	1,173	968	-17.48%
<b>YTD Sales: \$1M+</b>	334	823	968	+17.62%
<b>YTD Average Days-On-Market</b>	28	16.91	25.09	+48.39%
<b>YTD Average Sale Price</b>	\$654,050	\$820,280	\$886,376	+8.06%
<b>YTD Median Sale Price</b>	\$588,289	\$725,000	\$810,000	+11.72%

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

# AVERAGE SALE PRICE

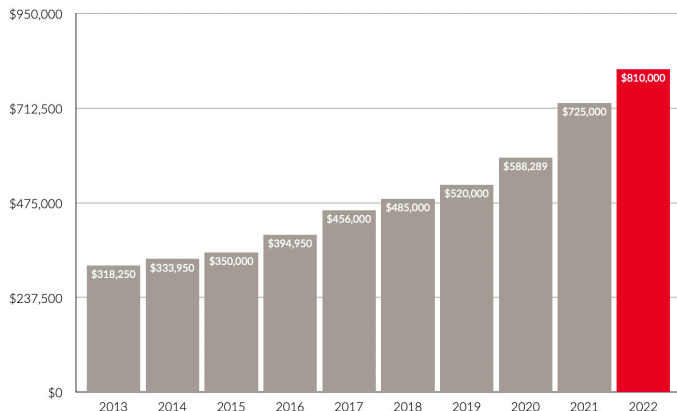


Year-Over-Year

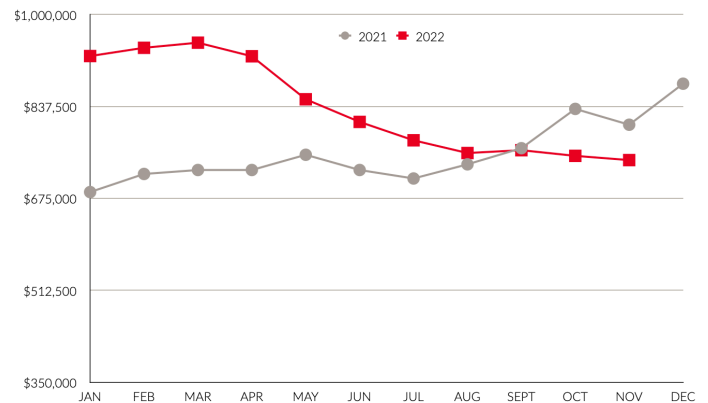


Month-Over-Month 2021 vs. 2022

# MEDIAN SALE PRICE



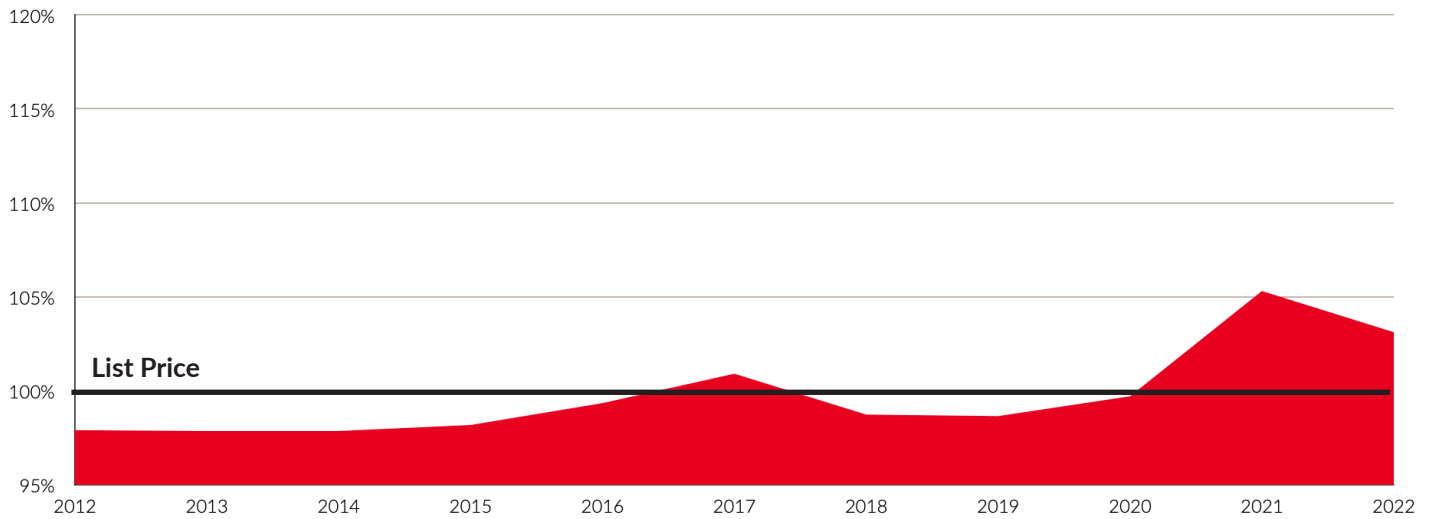
Year-Over-Year



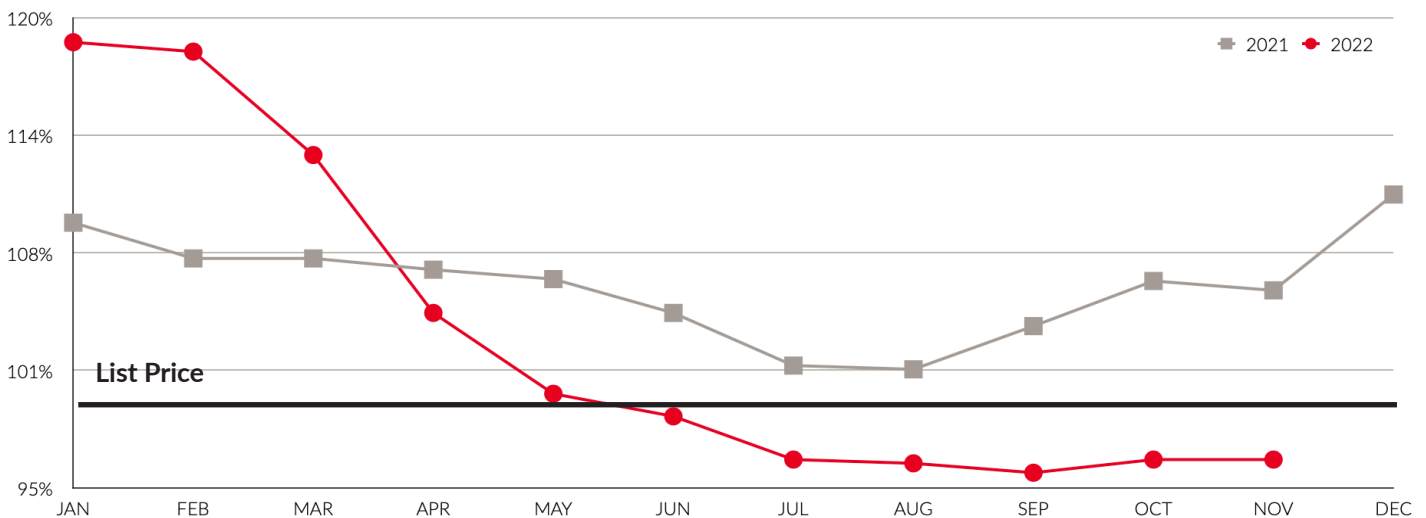
Month-Over-Month 2021 vs. 2022

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

# SALE PRICE VS. LIST PRICE RATIO

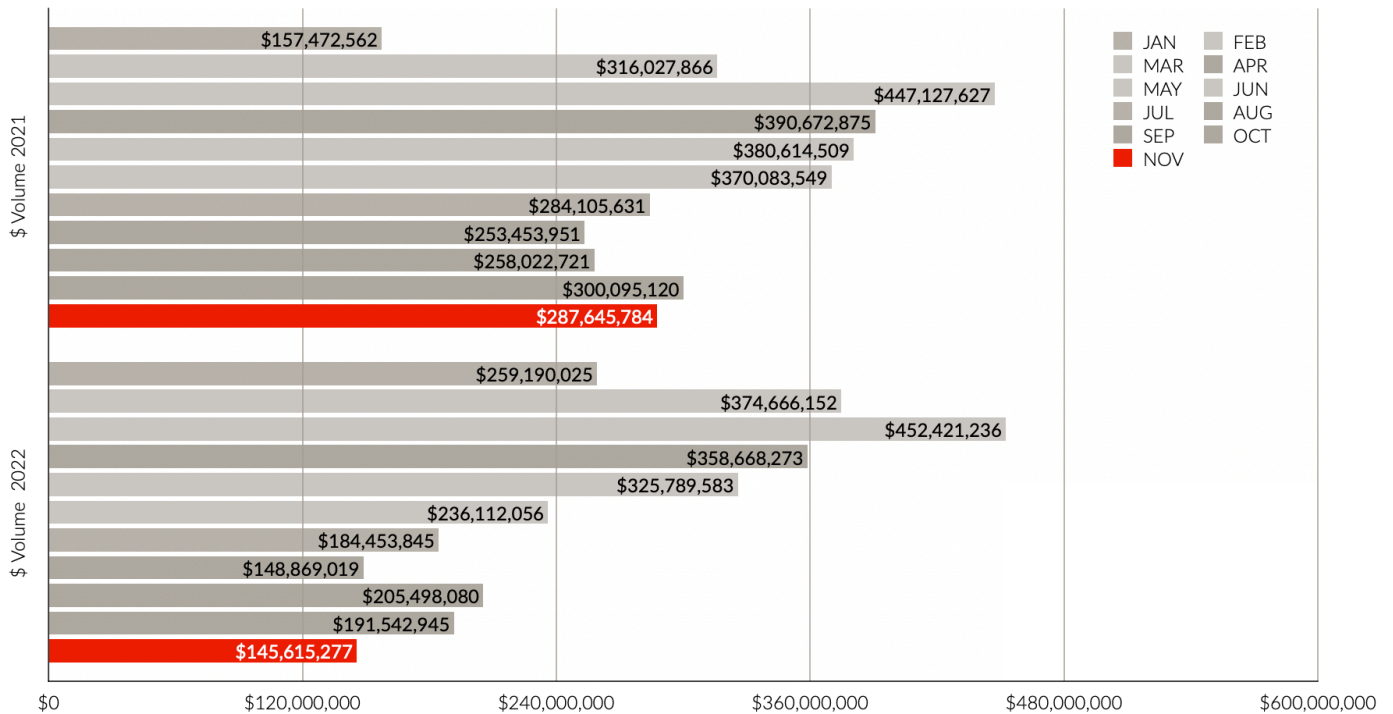


Year-Over-Year

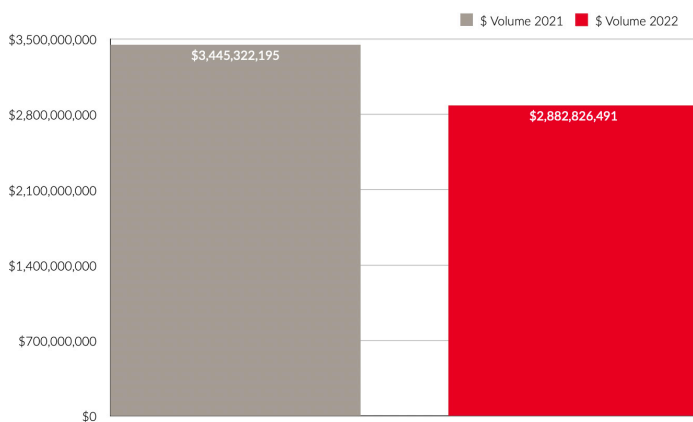


Month-Over-Month 2021 vs. 2022

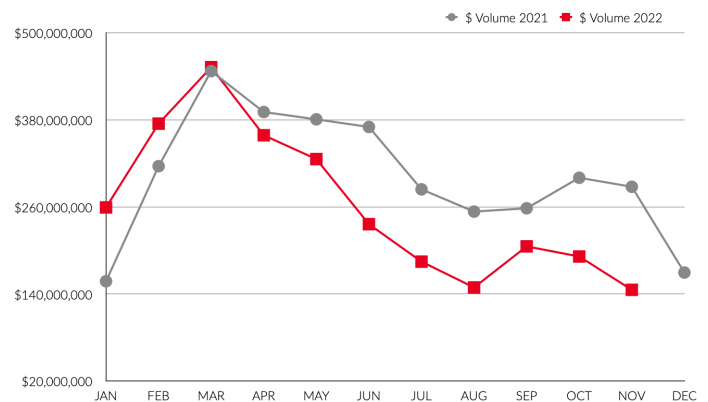
# DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

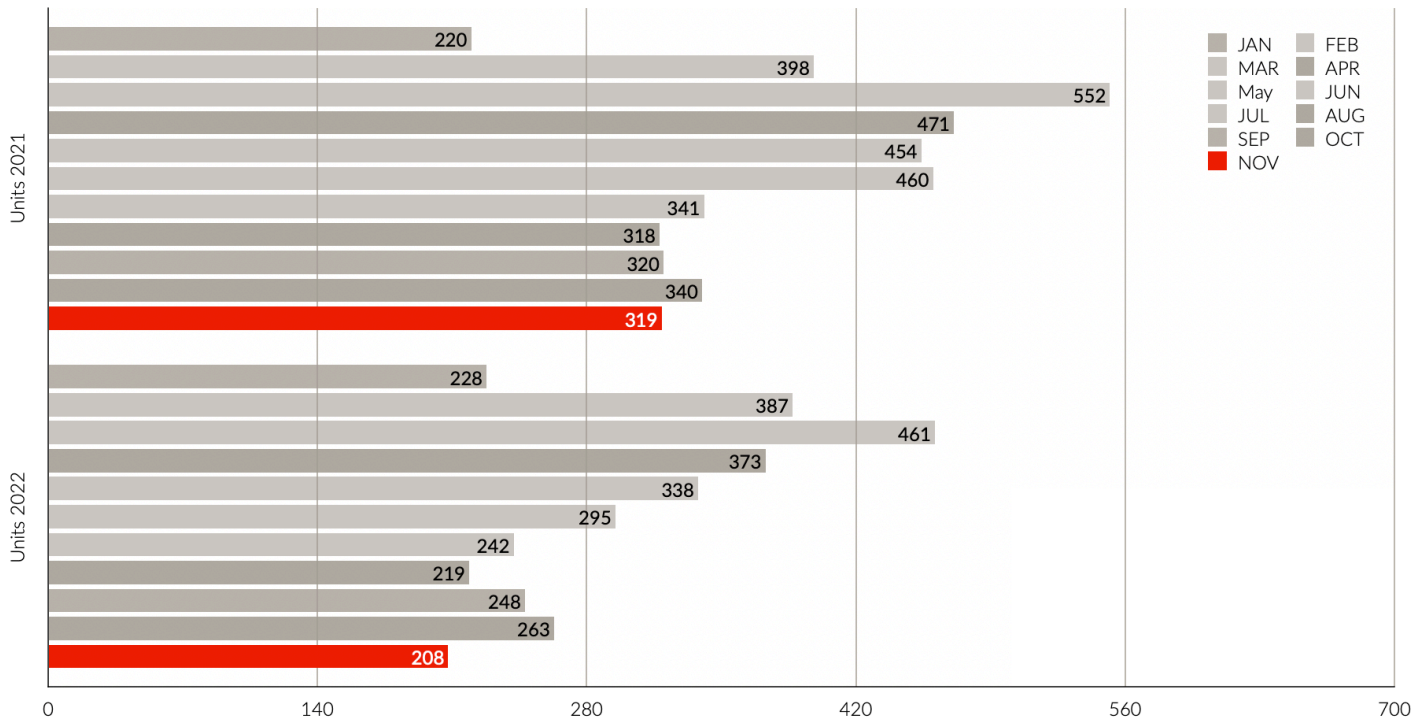


Yearly Totals 2021 vs. 2022

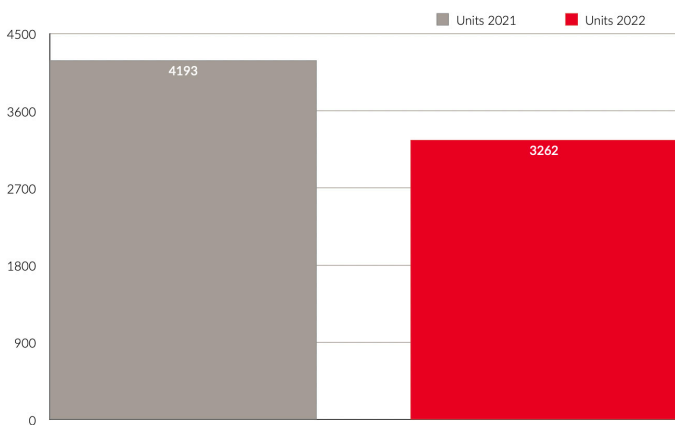


Month vs. Month 2021 vs. 2022

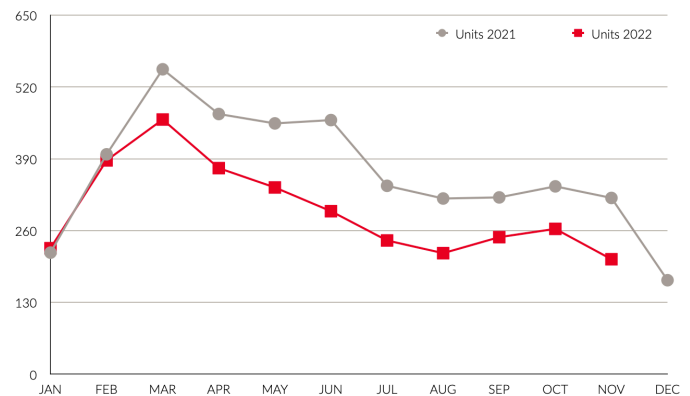
# UNIT SALES



Monthly Comparison 2021 vs. 2022

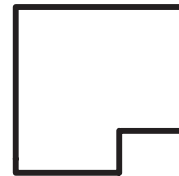


Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

# SALES BY TYPE



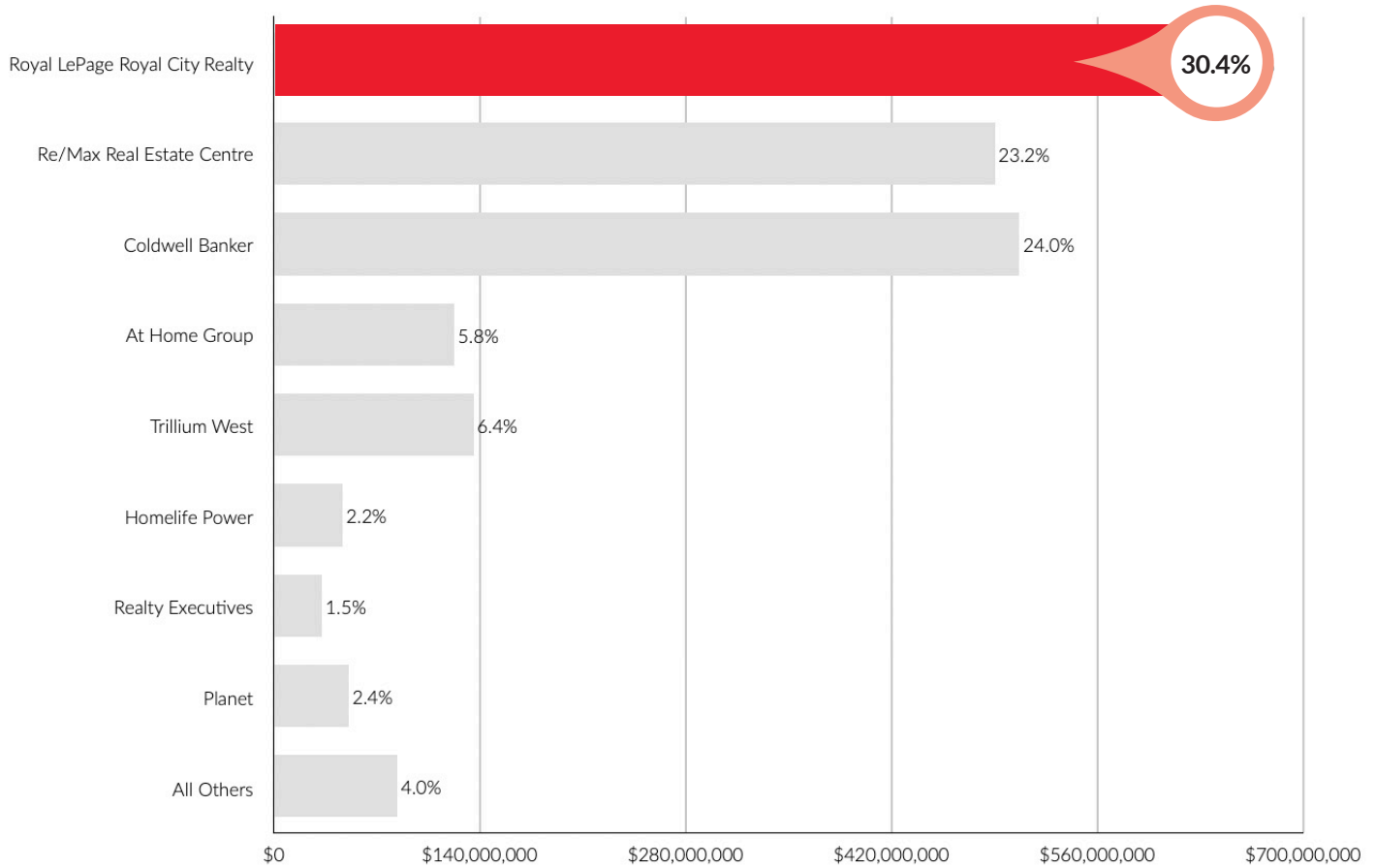
	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
YTD Sales Volume	↓ \$2,110,960,448 -17%	↓ \$453,542,104 -20.38%	↓ \$63,701,000 -0.49%
YTD Unit Sales	↓ 2,030 -28.12%	↓ 684 -31.46%	↓ 45 -39.19%
YTD Average Sale Price	↑ \$1,039,882 +15.47%	↑ \$663,073 +16.17%	↑ \$1,415,577 +63.65%
November Sales Volume	↓ \$101,078,046 -50.48%	↓ \$26,693,200 -43.61%	↓ \$1,849,000 -88.23%
November Unit Sales	↓ 116 -44.5%	↓ 45 -40.79%	↓ 4 -55.56%

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





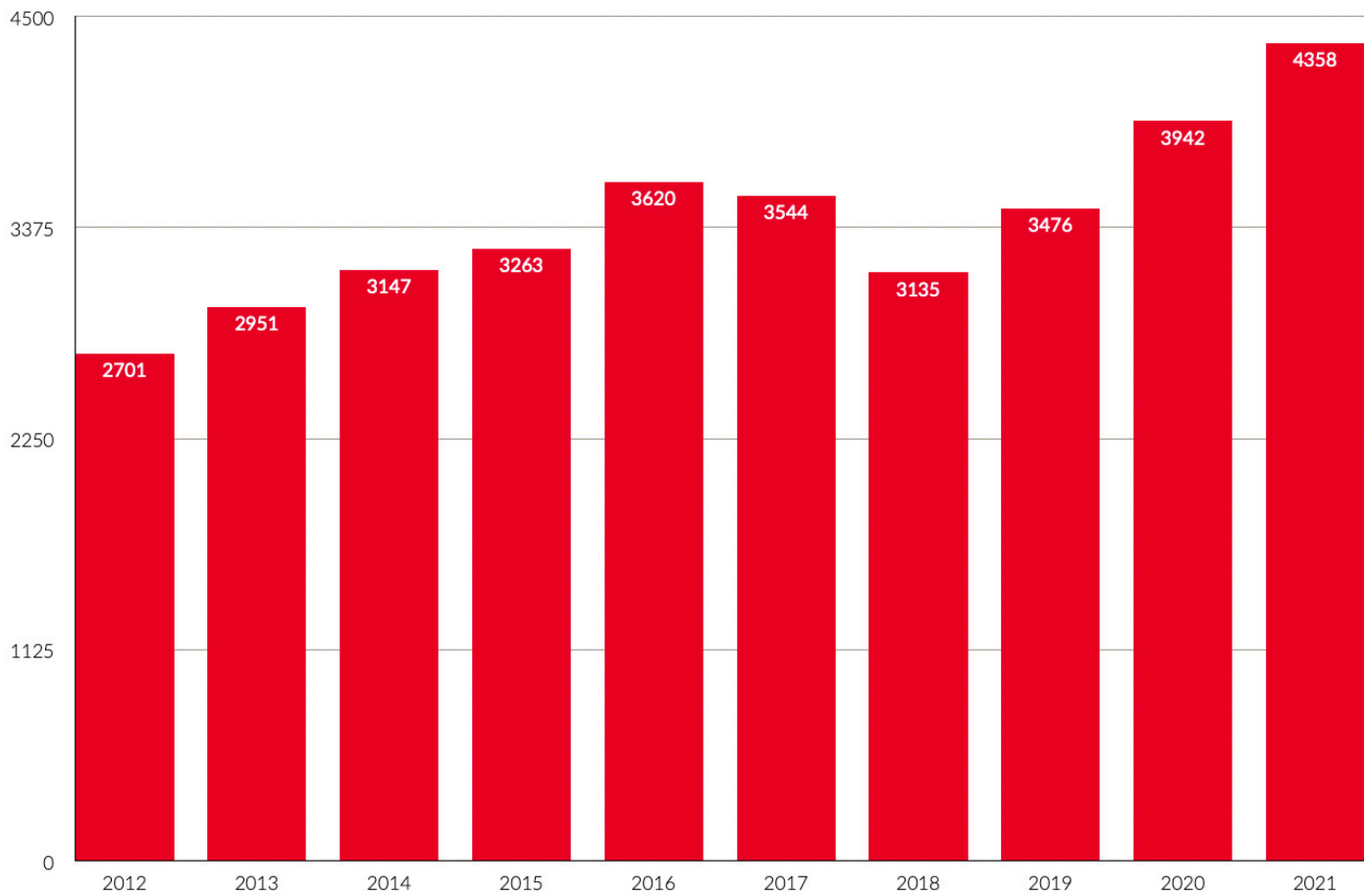
# MARKET DOMINANCE



**Market Share by Dollar Volume**  
 Listing Selling Ends Combined for Guelph Based Companies  
 November 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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