



2022 OCTOBER

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 steady decline in unit sales. The year-to-date average and median sales prices still remain higher than they were this time last year, which shows that this market still has a solid foundation.



October year-over-year sales volume of \$191,542,945

Down 36.17% from 2021's \$300,095,120 with unit sales of 263 down 22.65% from last October's 340. New listings of 439 are up 22.28% from a year ago, with the sales/listing ratio of 59.91% down 34.8%.



Year-to-date sales volume of \$2,737,211,214

Down 13.32% from 2021's \$3,157,676,411 with unit sales of 3,054 down 21.17% from 2020's 3,874. New listings of 5,646 are up 17.53% from a year ago, with the sales/listing ratio of 54.09% down 26.55%.



Year-to-date average sale price of \$901,097

Up from \$812,137 one year ago with median sale price of \$830,000 up from \$725,000 one year ago. Average days-on-market of 22.7 is up 6 days from last year.

OCTOBER NUMBERS

Median Sale Price

\$750,000

-9.96%

Sales Volume

\$191,542,945

-36.17%

Unit Sales

263

-22.65%

New Listings

439

+22.28%

Expired Listings

75

+240.91%

Unit Sales/Listings Ratio

59.91%

-34.8%

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

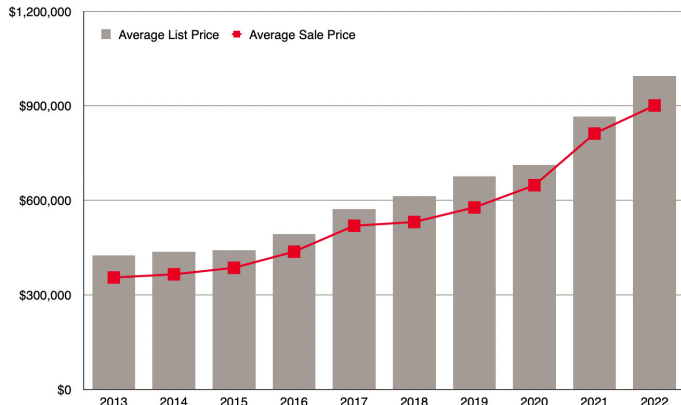


THE MARKET IN DETAIL

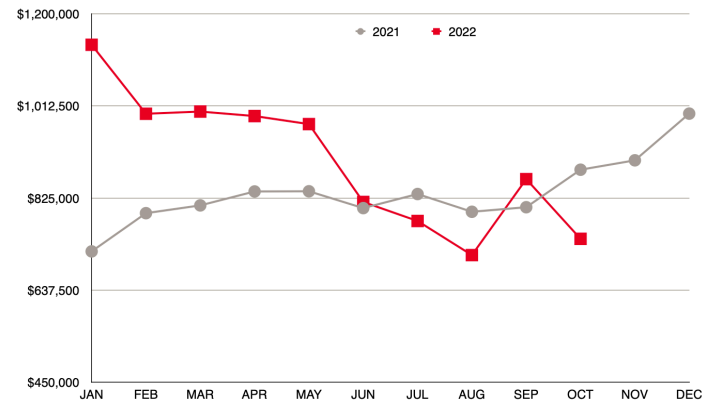
	2020	2021	2022	2021-2022
YTD Volume Sales	\$2,153,786,957	\$3,157,676,411	\$2,737,211,214	-13.32%
YTD Unit Sales	3,291	3,874	3,054	-21.17%
YTD New Listings	4,309	4,804	5,646	+17.53%
YTD Sales/Listings Ratio	76.38%	80.64%	54.09%	-26.55%
YTD Expired Listings	376	234	482	+105.98%
October Volume Sales	\$287,157,844	\$300,095,120	\$191,542,945	-36.17%
October Unit Sales	413	340	263	-22.65%
October New Listings	434	359	439	+22.28%
October Sales/Listings Ratio	95.16%	94.71%	59.91%	-34.8%
October Expired Listings	27	22	75	+240.91%
YTD Sales: \$0-\$199K	73	90	294	+226.67%
YTD Sales: \$200K-\$349K	214	68	34	-50%
YTD Sales: \$350K-\$549K	1,098	625	231	-63.04%
YTD Sales: \$550K-\$749K	1,194	1,269	645	-49.17%
YTD Sales: \$750K-\$999K	515	1,076	918	-14.68%
YTD Sales: \$1M+	295	741	932	+25.78%
YTD Average Days-On-Market	27.7	16.7	22.7	+35.93%
YTD Average Sale Price	\$647,951	\$812,137	\$901,097	+10.95%
YTD Median Sale Price	\$587,823	\$725,000	\$830,000	+14.48%

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

AVERAGE SALE PRICE

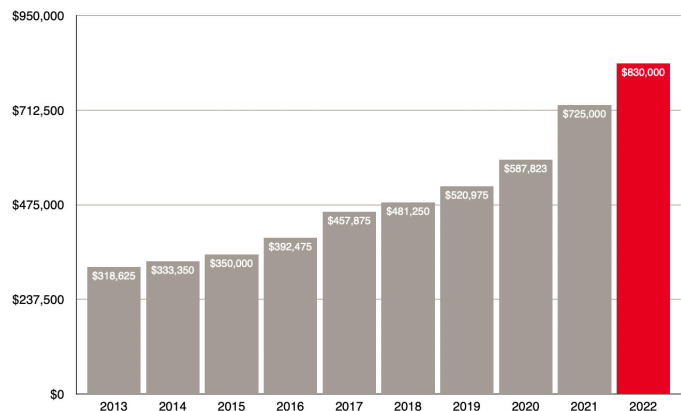


Year-Over-Year

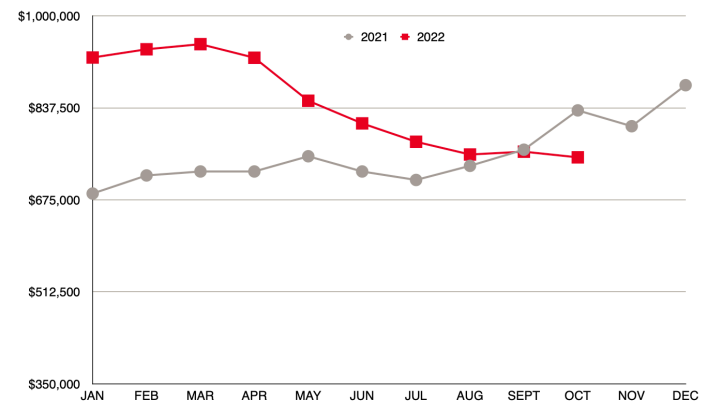


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



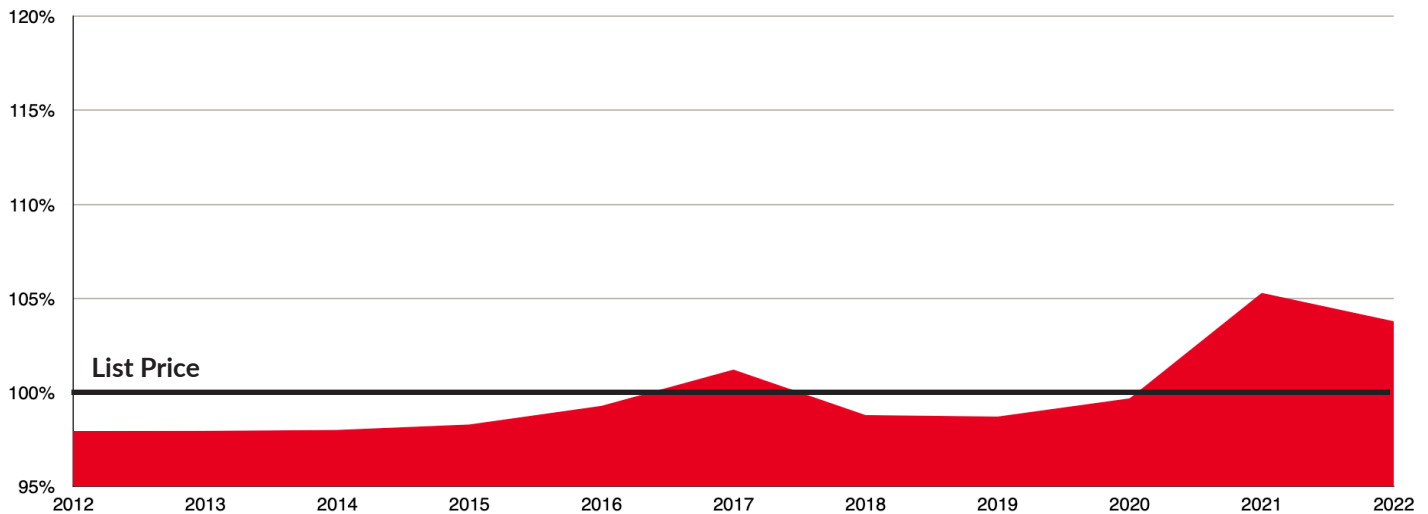
Year-Over-Year



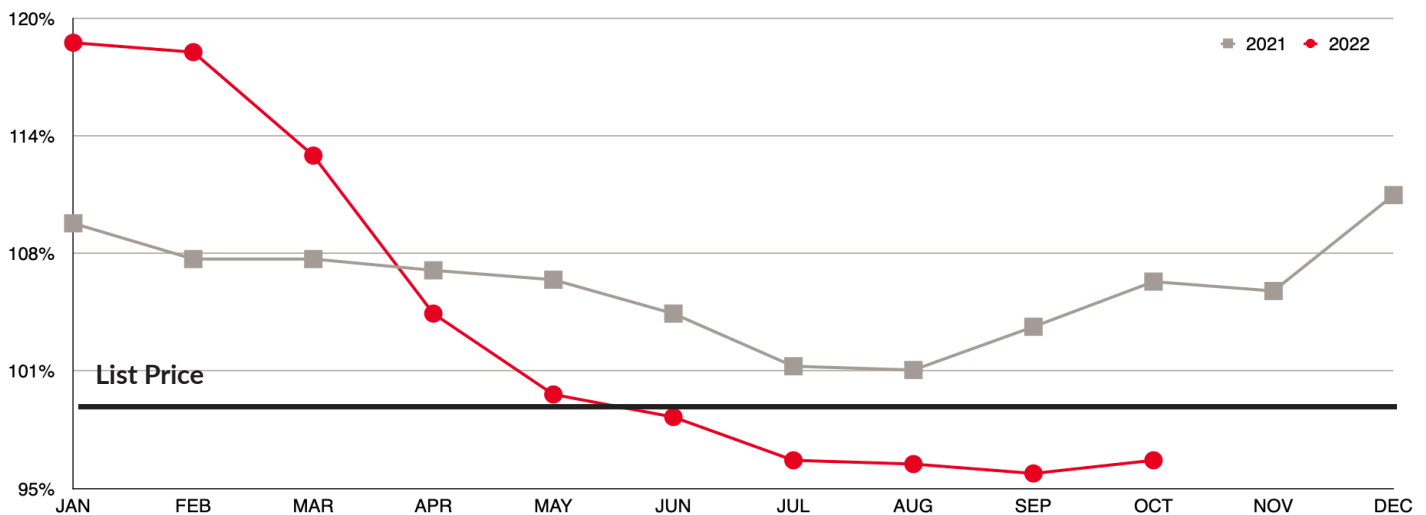
Month-Over-Month 2021 vs. 2022

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

SALE PRICE VS. LIST PRICE RATIO

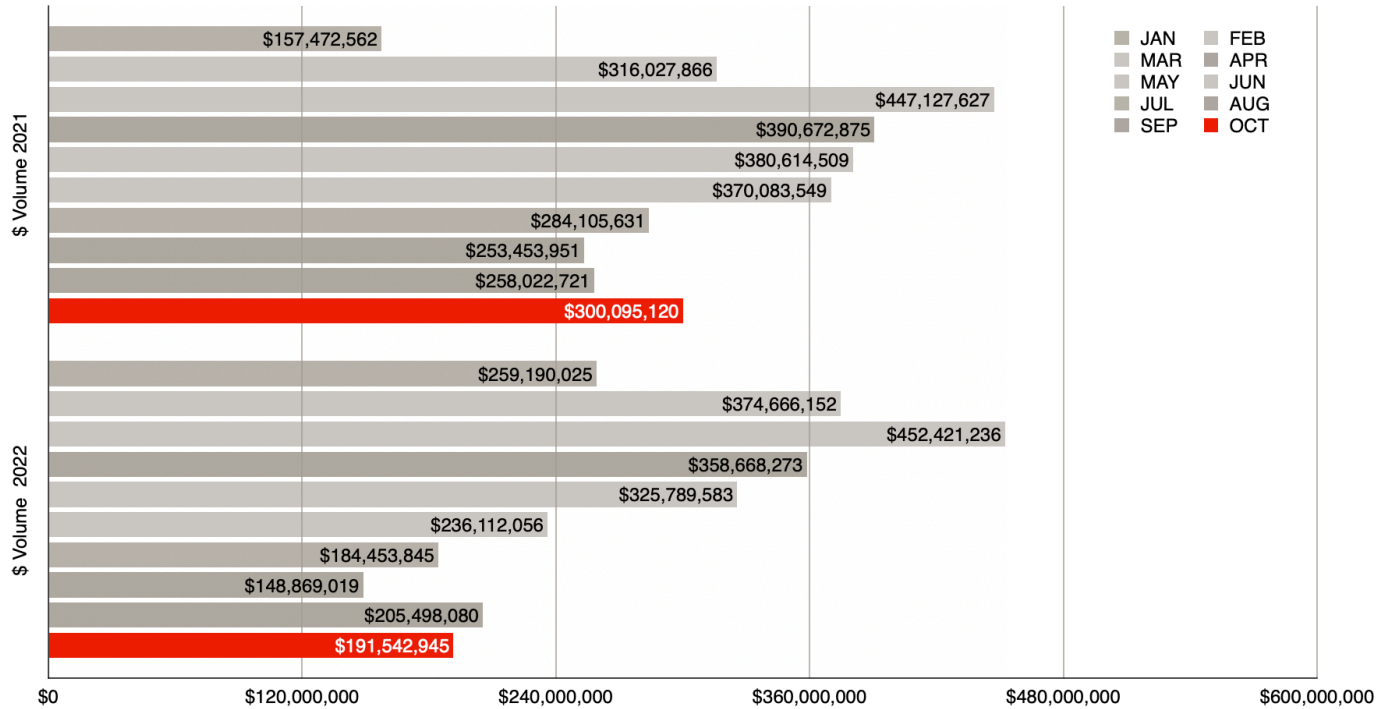


Year-Over-Year

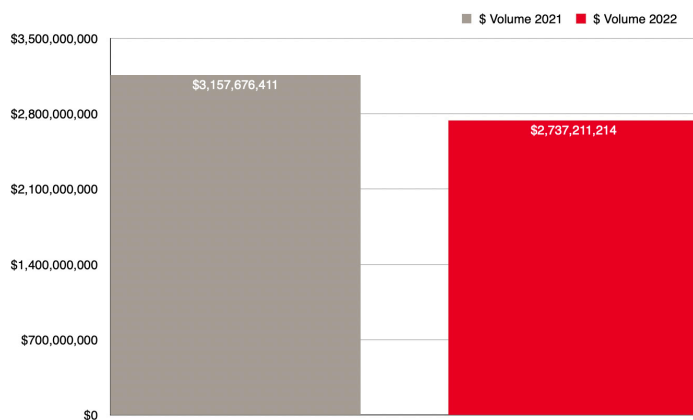


Month-Over-Month 2021 vs. 2022

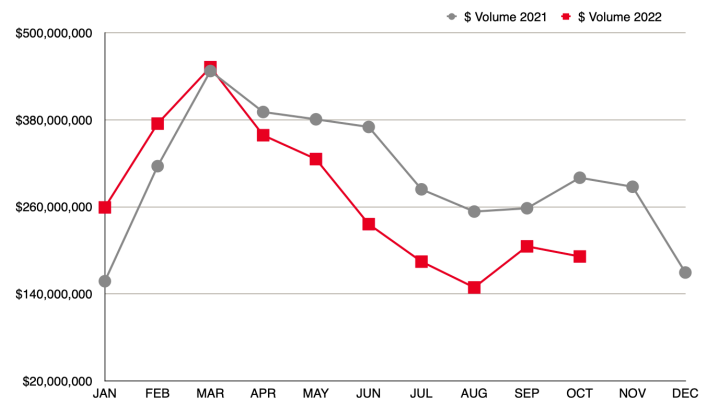
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

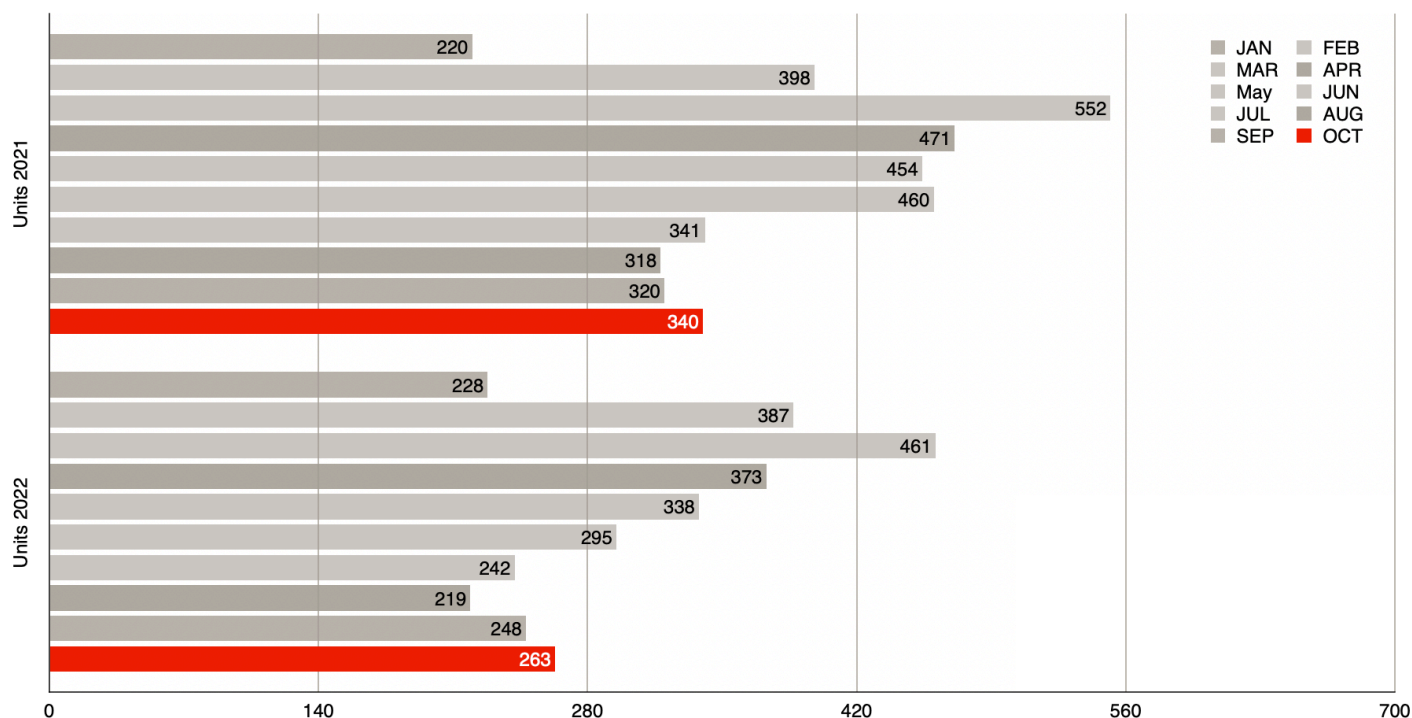


Yearly Totals 2021 vs. 2022

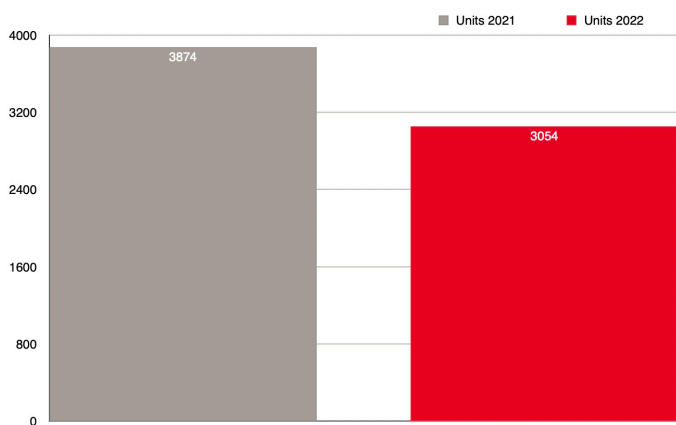


Month vs. Month 2021 vs. 2022

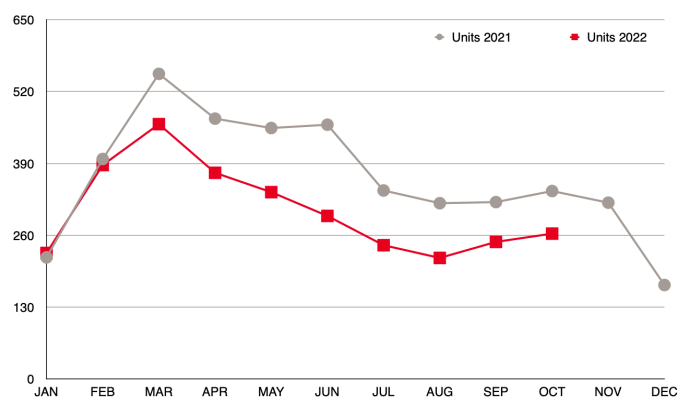
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

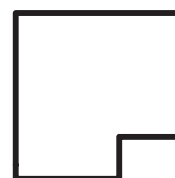
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



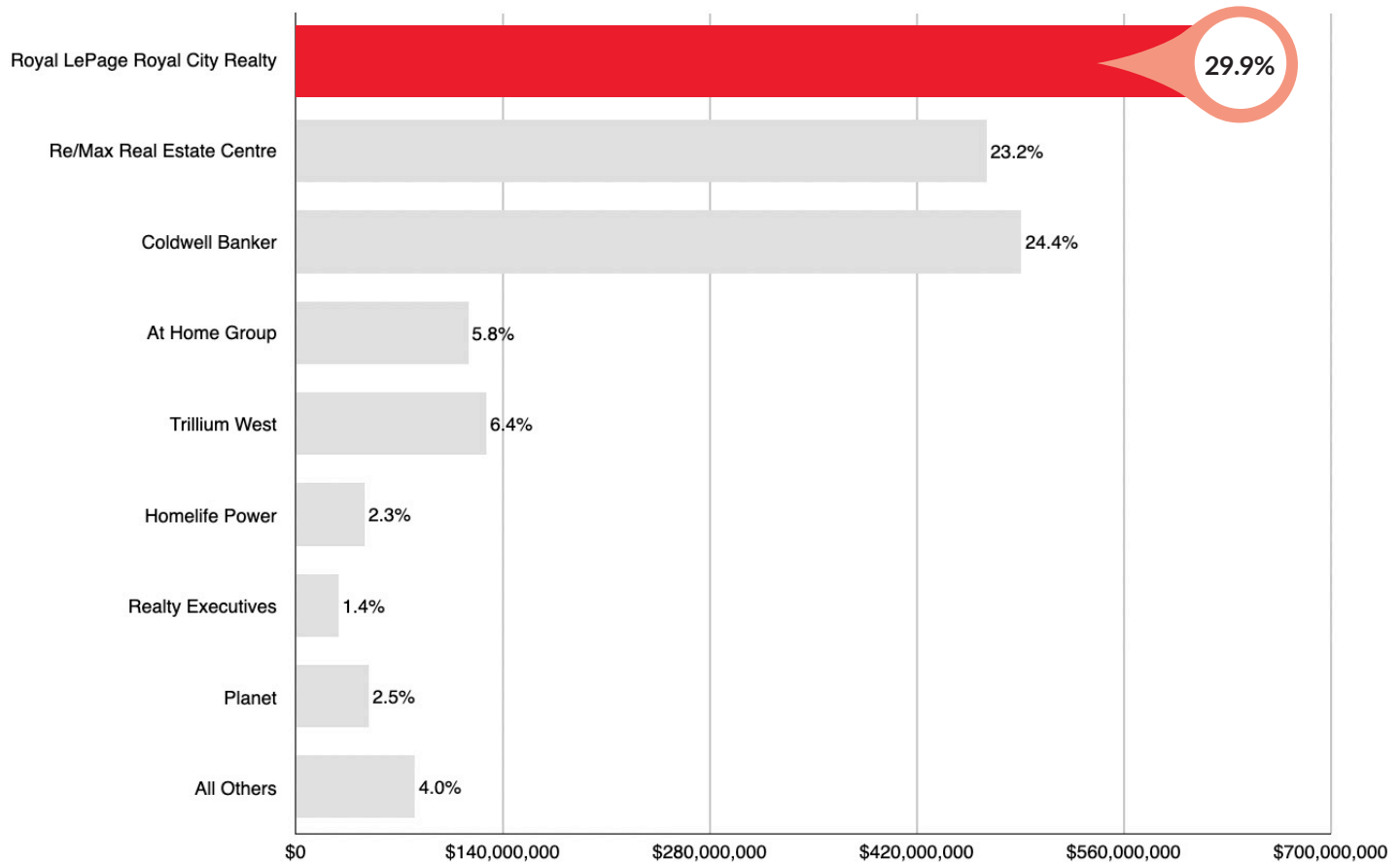
VACANT LAND

YTD Sales Volume	 \$2,009,882,402 -14.08%	 \$426,848,904 -18.27%	 \$61,852,000 +28.05%
YTD Unit Sales	 1,914 -26.81%	 639 -30.69%	 41 -36.92%
YTD Average Sale Price	 \$1,050,095 +20.25%	 \$667,995 +17.92%	 \$1,508,585 +103.01%
October Sales Volume	 \$129,748,855 -45.93%	 \$34,668,250 -8.7%	 \$11,205,000 +68.32%
October Unit Sales	 151 -39.11%	 58 -7.94%	 3 -62.5%

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



MARKET DOMINANCE

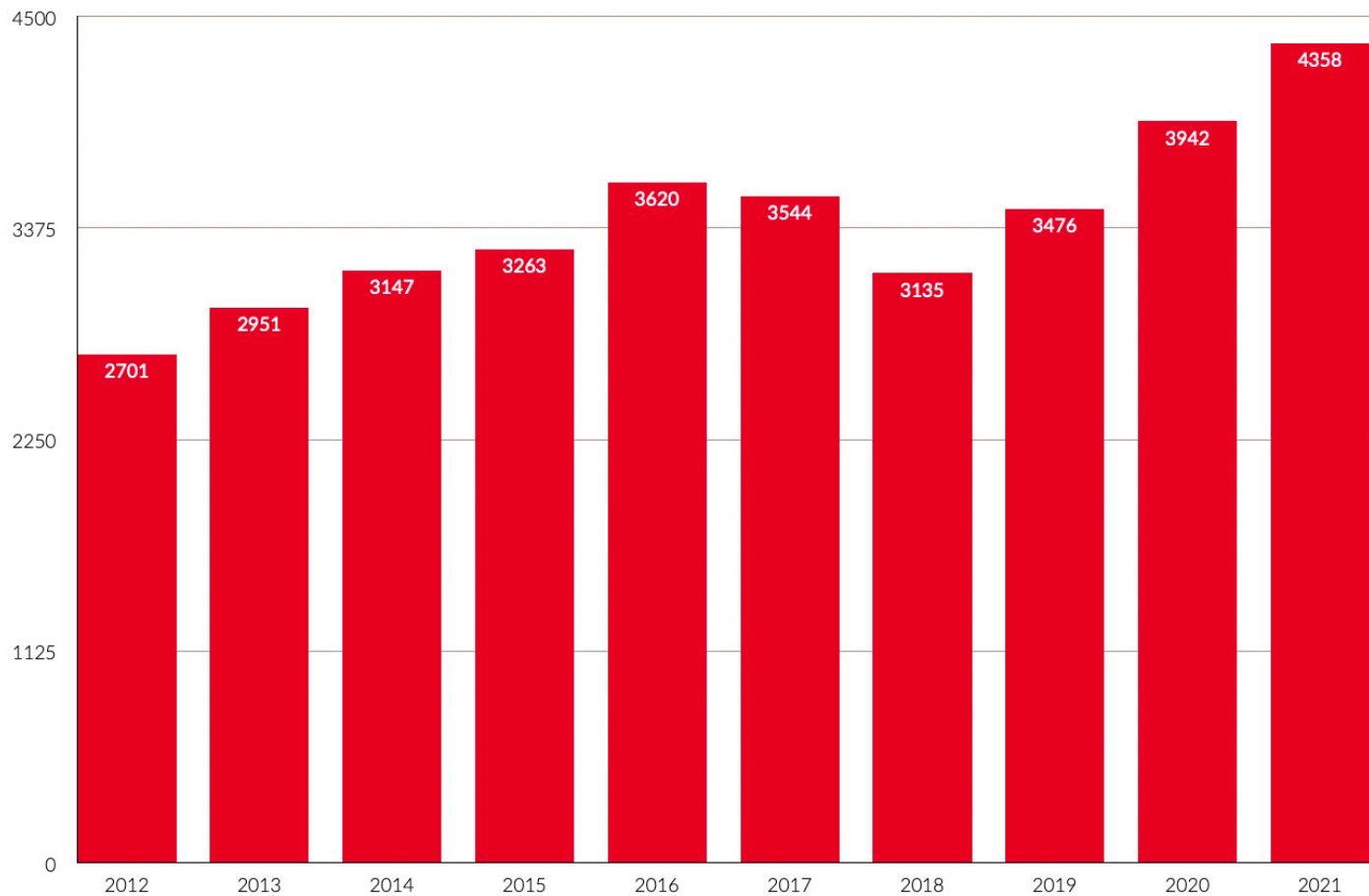


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
October 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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