



2022 DECEMBER

WELLINGTON COUNTY Real Estate Market Report



OVERVIEW

BALANCED MARKET

Wellington County real estate wraps up the year as a balanced market despite the drop in unit sales we have continued to see for the past few months. The YTD average and median sale prices are both still higher than they were this time last year, shows that this market maintained a strong foundation for all of 2022.



December year-over-year sales volume of \$106,328,494

Down 37.25% from 2021's \$169,446,872 with unit sales of 150 down 11.76% from last December's 170. New listings of 178 are up 14.84% from a year ago, with the sales/listing ratio of 84.27% down 25.51%.



Year-to-date sales volume of \$2,989,154,985

Down 17.31% from 2021's \$3,614,769,067 with unit sales of 3,412 down 21.8% from 2020's 4,363. New listings of 6,227 are up 18.34% from a year ago, with the sales/listing ratio of 54.79% down 28.12%.



Year-to-date average sale price of \$876,258

Up from \$834,986 one year ago with median sale price of \$793,750 up from \$730,000 one year ago. Average days-on-market of 26 is up 9.25 days from last year.

DECEMBER NUMBERS

Median Sale Price

\$725,000

-17.38%

Sales Volume

\$106,328,494

-37.25%

Unit Sales

150

-11.76%

New Listings

178

+14.84%

Expired Listings

128

+540%

Unit Sales/Listings Ratio

84.27%

-25.51%

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



THE MARKET IN DETAIL

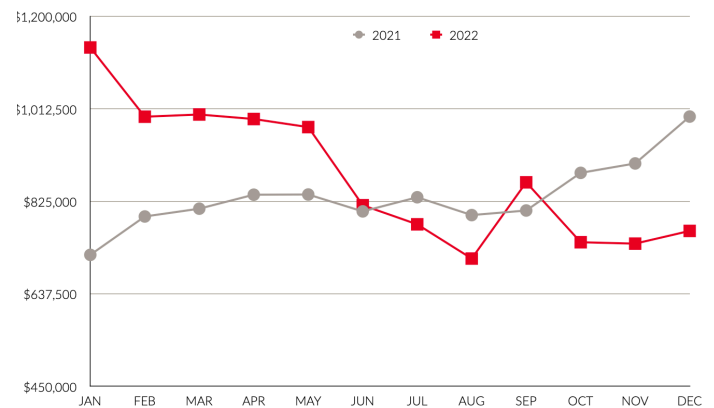
	2020	2021	2022	2021-2022
YTD Volume Sales	\$2,562,235,917	\$3,614,769,067	\$2,989,154,985	-17.31%
YTD Unit Sales	3,844	4,363	3,412	-21.8%
YTD New Listings	4,764	5,262	6,227	+18.34%
YTD Sales/Listings Ratio	80.69%	82.92%	54.79%	-28.12%
YTD Expired Listings	442	283	700	+147.35%
December Volume Sales	\$173,199,571	\$169,446,872	\$106,328,494	-37.25%
December Unit Sales	224	170	150	-11.76%
December New Listings	154	155	178	+14.84%
December Sales/Listings Ratio	145.45%	109.68%	84.27%	-28.12%
December Expired Listings	42	20	128	+540%
YTD Sales: \$0-\$199K	79	94	361	+284.04%
YTD Sales: \$200K-\$349K	236	73	39	-46.58%
YTD Sales: \$350K-\$549K	1,241	685	289	-57.81%
YTD Sales: \$550K-\$749K	1,390	1,398	737	-47.28%
YTD Sales: \$750K-\$999K	622	1,233	1,003	-18.65%
YTD Sales: \$1M+	374	875	983	+12.34%
YTD Average Days-On-Market	28.58	16.75	26	+55.22%
YTD Average Sale Price	\$663,981	\$834,986	\$876,258	+4.94%
YTD Median Sale Price	\$593,645	\$730,000	\$793,750	+8.73%

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

AVERAGE SALE PRICE

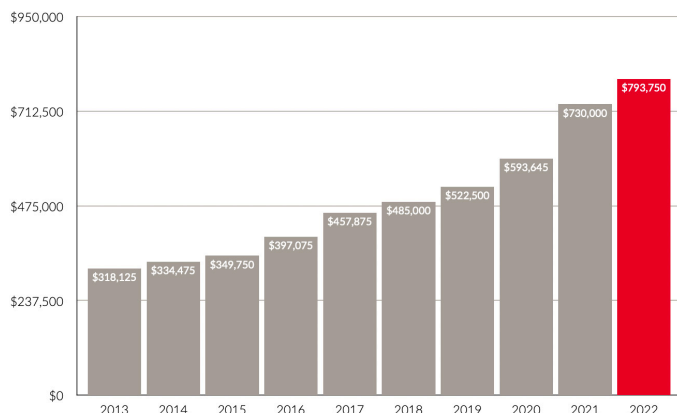


Year-Over-Year

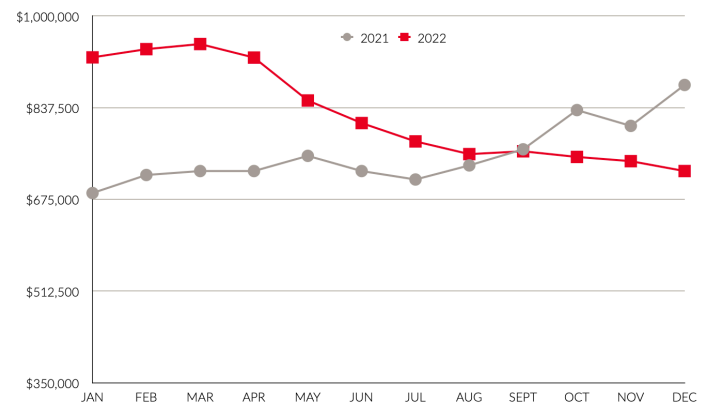


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



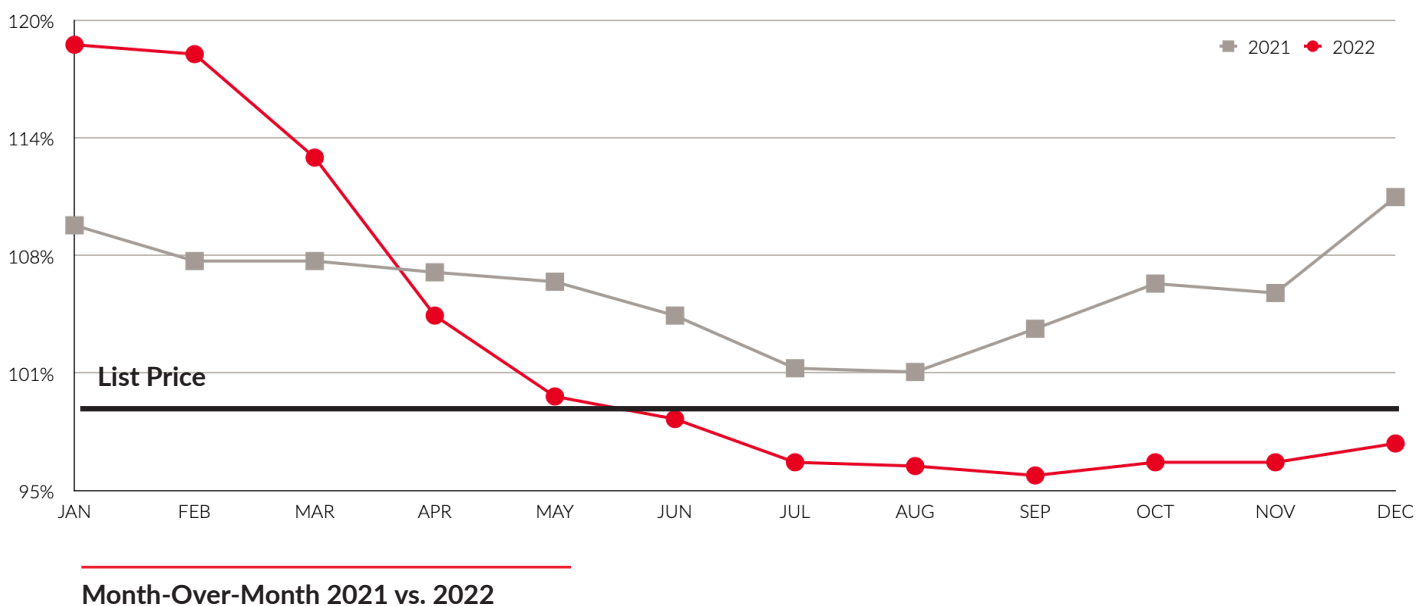
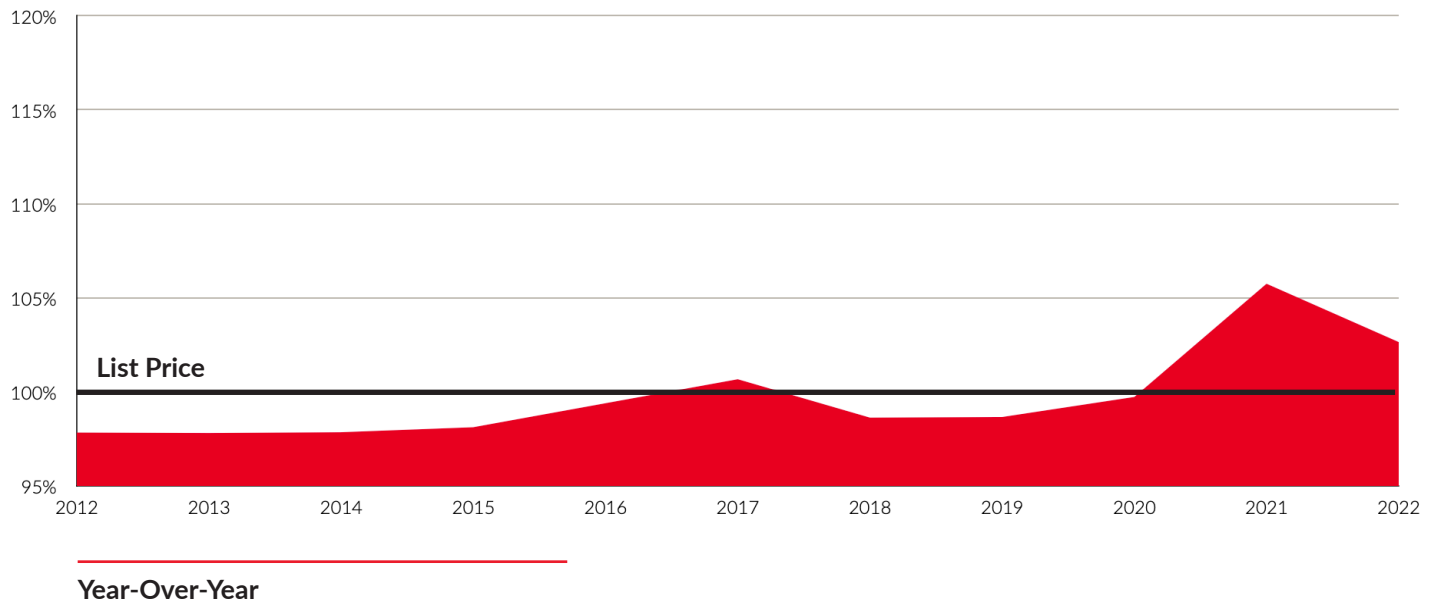
Year-Over-Year



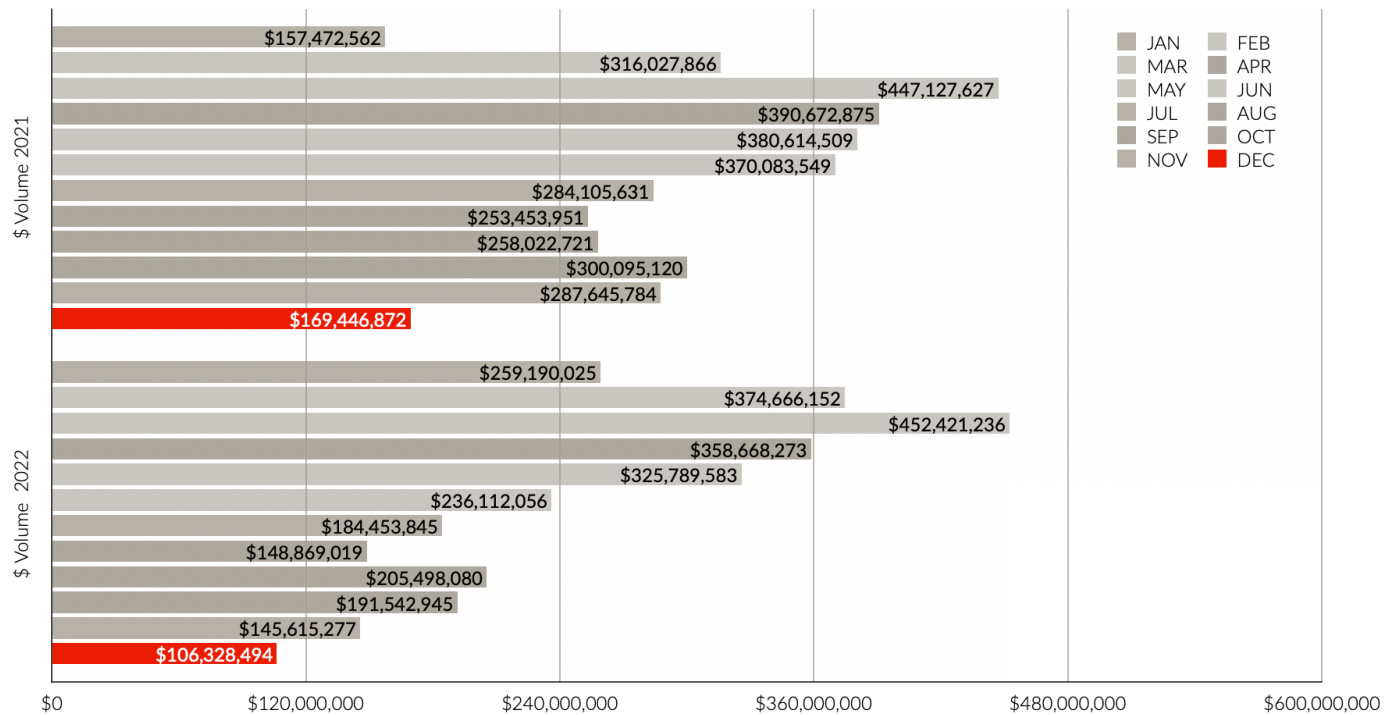
Month-Over-Month 2021 vs. 2022

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

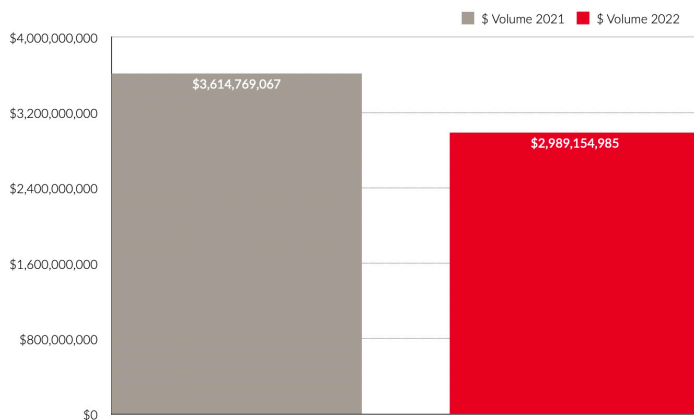
SALE PRICE VS. LIST PRICE RATIO



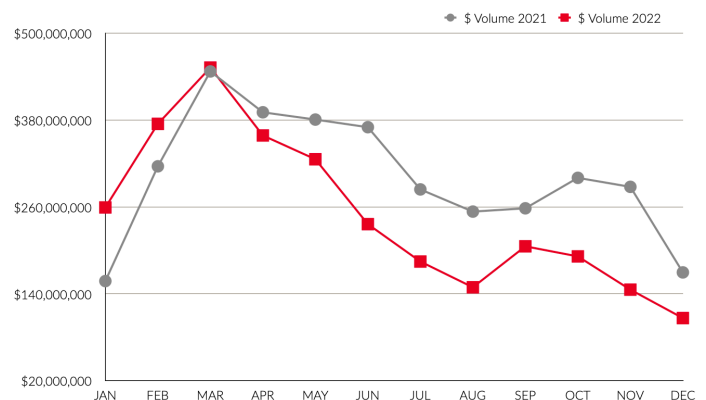
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

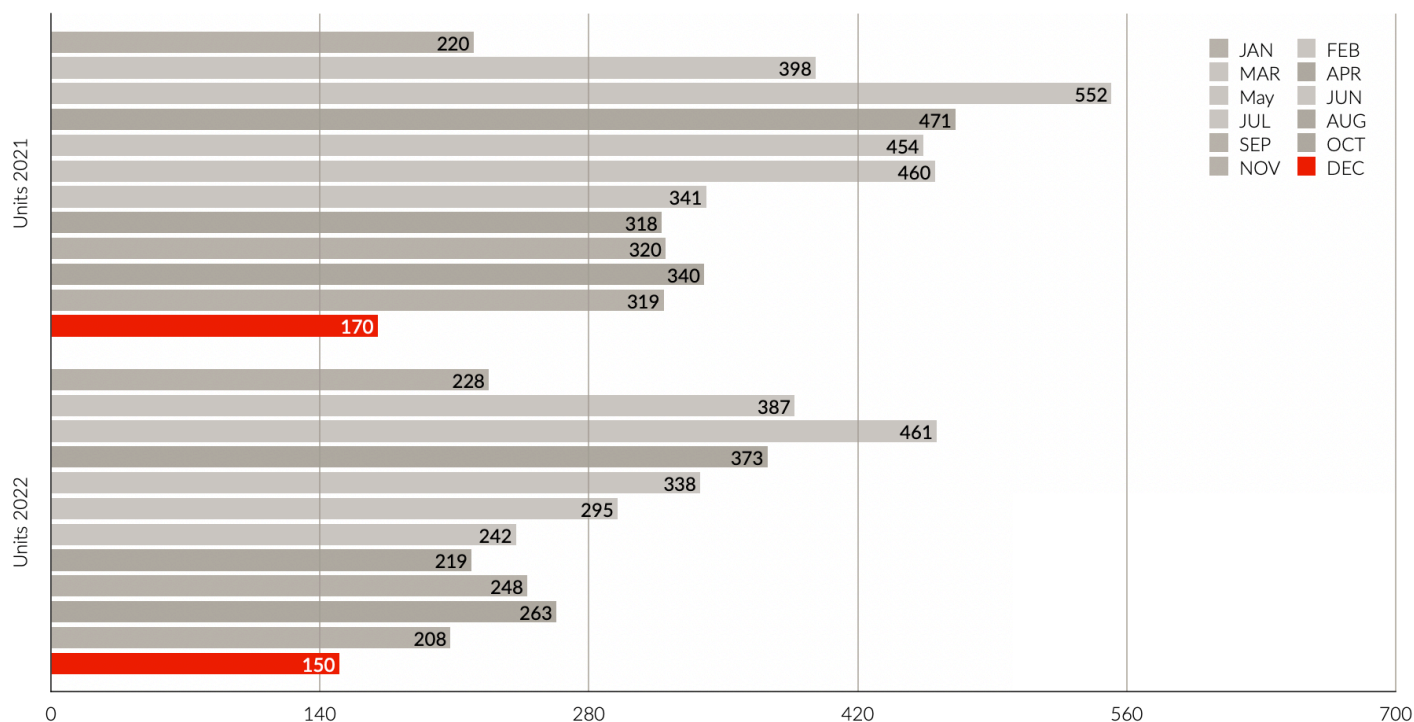


Yearly Totals 2021 vs. 2022

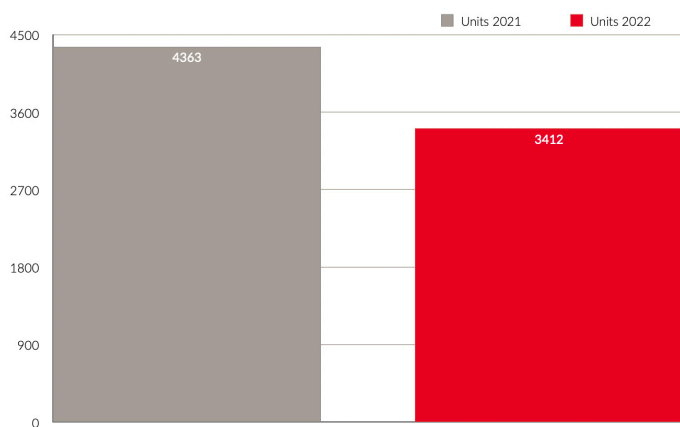


Month vs. Month 2021 vs. 2022

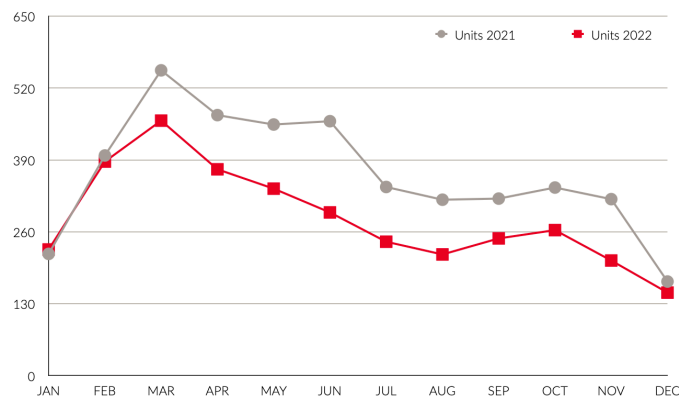
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

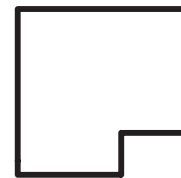
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



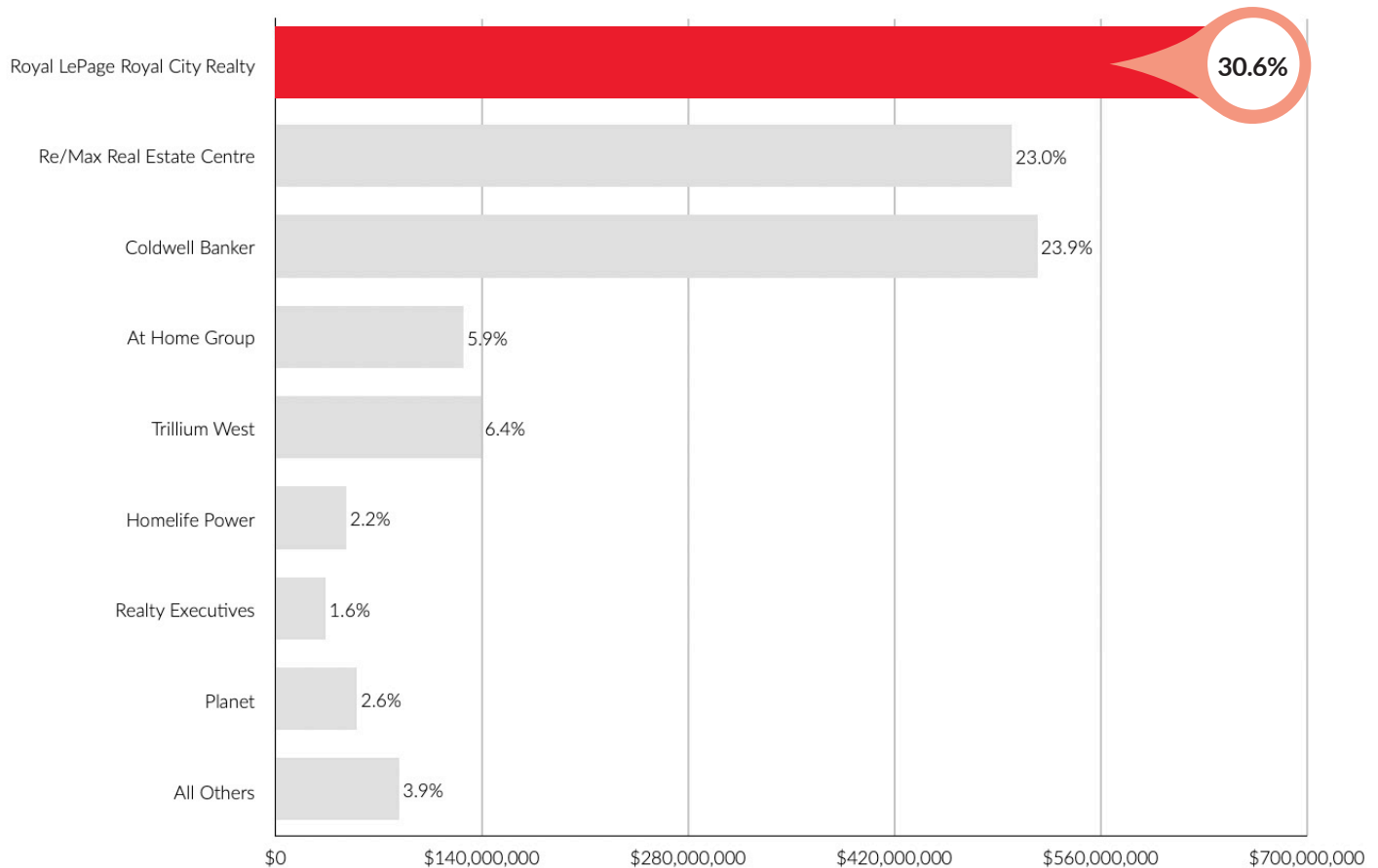
VACANT LAND

YTD Sales Volume	 \$2,182,583,847 -18.01%	 \$469,389,004 -20.99%	 \$63,701,000 -5.17%
YTD Unit Sales	 2,114 -28.02%	 711 -33.36%	 45 -42.31%
YTD Average Sale Price	 \$1,039,443 +13.91%	 \$660,194 +18.57%	 \$1,415,577 +64.36%
December Sales Volume	 \$71,623,399 -39.64%	 \$15,855,900 -35.19%	 \$0 Down from \$3,165,000
December Unit Sales	 84 -25.66%	 27 -60.87%	 0 Down from 4

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



MARKET DOMINANCE

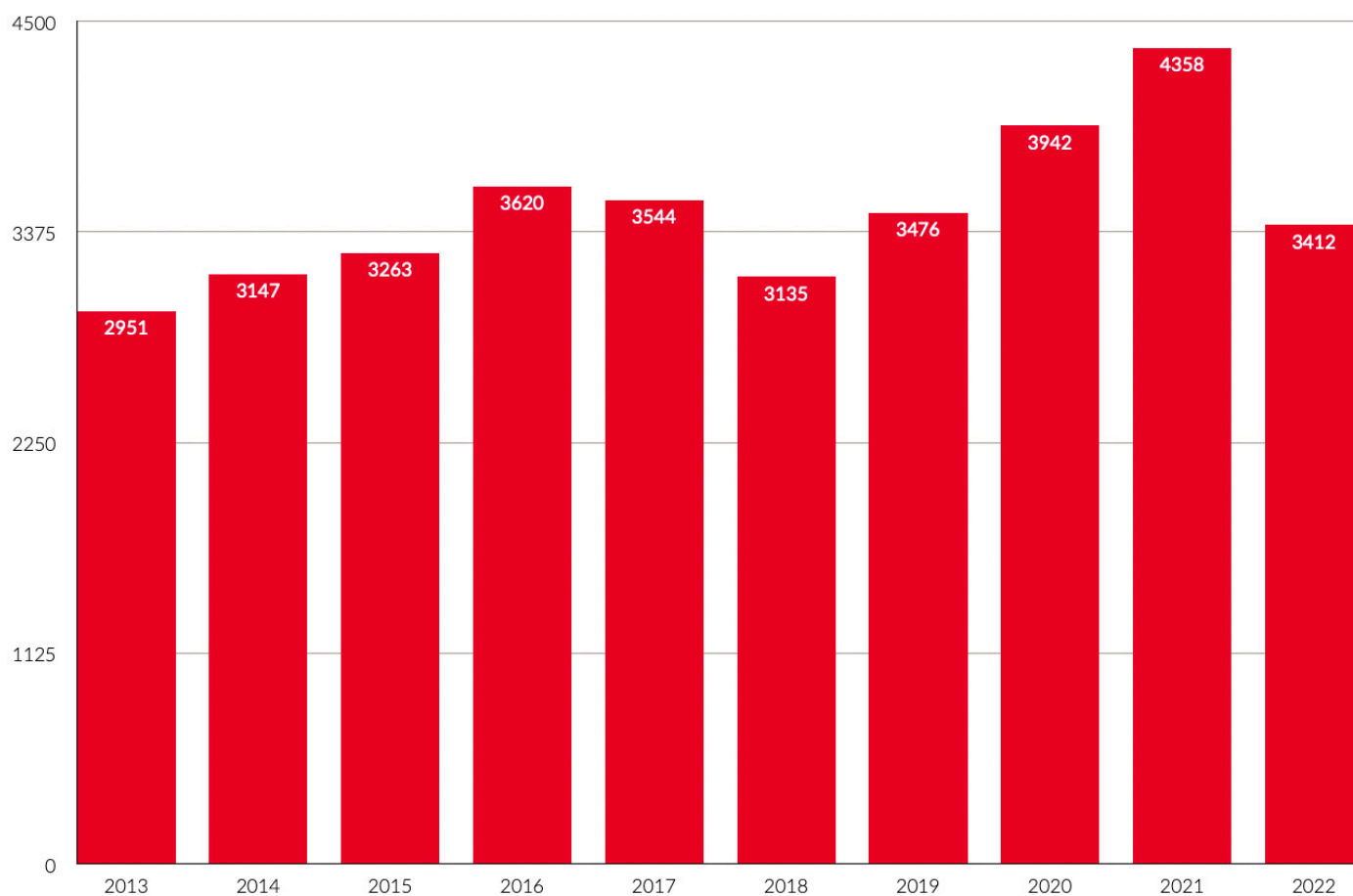


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
December 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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