



# 2023 JANUARY

## WELLINGTON COUNTY Real Estate Market Report



# OVERVIEW

## BALANCED MARKET

Wellington County real estate starts 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.



**January year-over-year sales volume of \$113,109,168**

Down 56.36% from 2021's \$259,190,025 with unit sales of 195 down 14.47% from last January's 228. New listings of 396 are up 24.92% from a year ago, with the sales/listing ratio of 49.24% down 35.03%.



**Year-to-date sales volume of \$113,109,168**

Down 56.36% from 2021's \$259,190,025 with unit sales of 195 down 14.47% from 2020's 228. New listings of 396 are up 24.92% from a year ago, with the sales/listing ratio of 49.24% down 22.68%.



**Year-to-date average sale price of \$823,672**

Down from \$963,485 one year ago with median sale price of \$731,500 down from \$926,389 one year ago. Average days-on-market of 43 is up 23 days from last year.

## JANUARY NUMBERS

Median Sale Price

**\$731,500**

-21.04%

Sales Volume

**\$113,109,168**

-56.36%

Unit Sales

**195**

-14.47%

New Listings

**396**

+24.92%

Expired Listings

**49**

+250%

Unit Sales/Listings Ratio

**49.24%**

-35.03%

*Year-over-year comparison*

*(January 2022 vs. January 2021)*

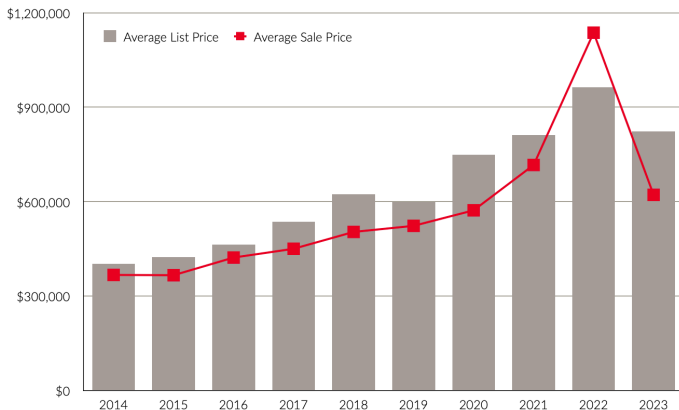


# THE MARKET IN DETAIL

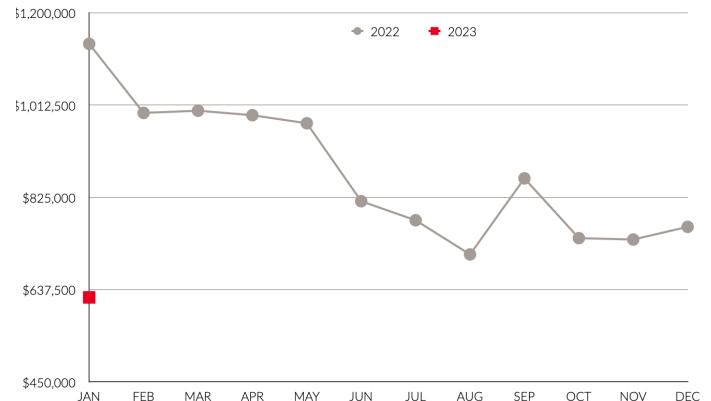
	2021	2022	2023	2022-2023
YTD Volume Sales	\$157,472,562	\$259,190,025	\$113,109,168	-56.36%
YTD Unit Sales	220	228	195	-14.47%
YTD New Listings	307	317	396	+24.92%
YTD Sales/Listings Ratio	71.66%	71.92%	49.24%	-22.26%
YTD Expired Listings	14	14	49	+250%
January Volume Sales	\$157,472,562	\$259,190,025	\$113,109,168	-56.36%
January Unit Sales	220	228	195	-14.47%
January New Listings	307	317	396	+24.92%
January Sales/Listings Ratio	71.66%	71.92%	49.24%	-22.26%
January Expired Listings	14	14	49	+250%
YTD Sales: \$0-\$199K	3	0	41	Up from 0
YTD Sales: \$200K-\$349K	3	1	3	Up from 1
YTD Sales: \$350K-\$549K	49	13	31	+138.46%
YTD Sales: \$550K-\$749K	81	38	48	+26.32%
YTD Sales: \$750K-\$999K	55	85	56	-34.12%
YTD Sales: \$1M+	29	91	16	-85.42%
YTD Average Days-On-Market	20	20	43	+115%
YTD Average Sale Price	\$811,280	\$963,485	\$823,672	-14.51%
YTD Median Sale Price	\$686,000	\$926,389	\$731,500	-21.04%

Wellington County MLS Sales and Listing Summary  
2021 vs. 2022 vs. 2023

# AVERAGE SALE PRICE

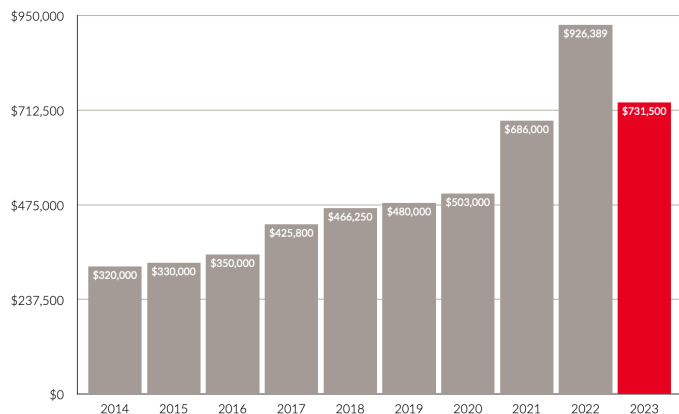


Year-Over-Year

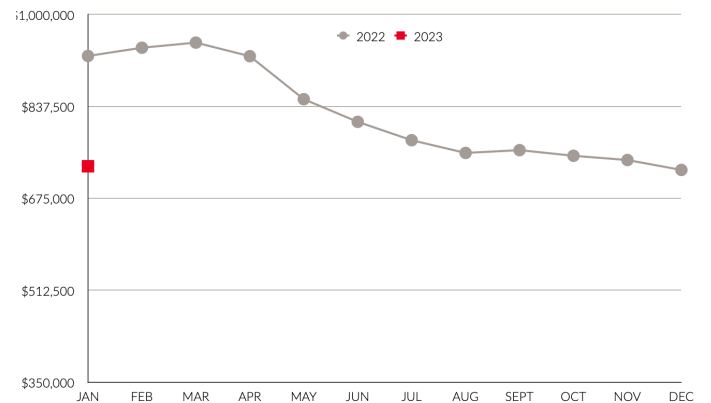


Month-Over-Month 2022 vs. 2023

# MEDIAN SALE PRICE



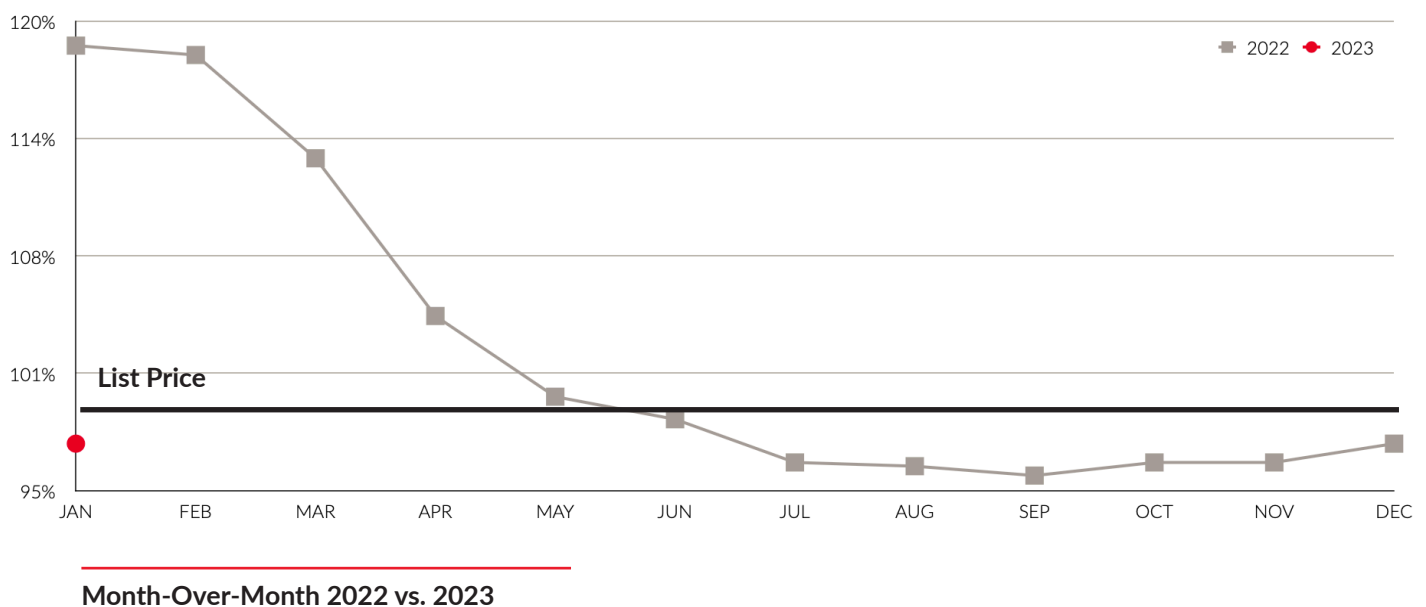
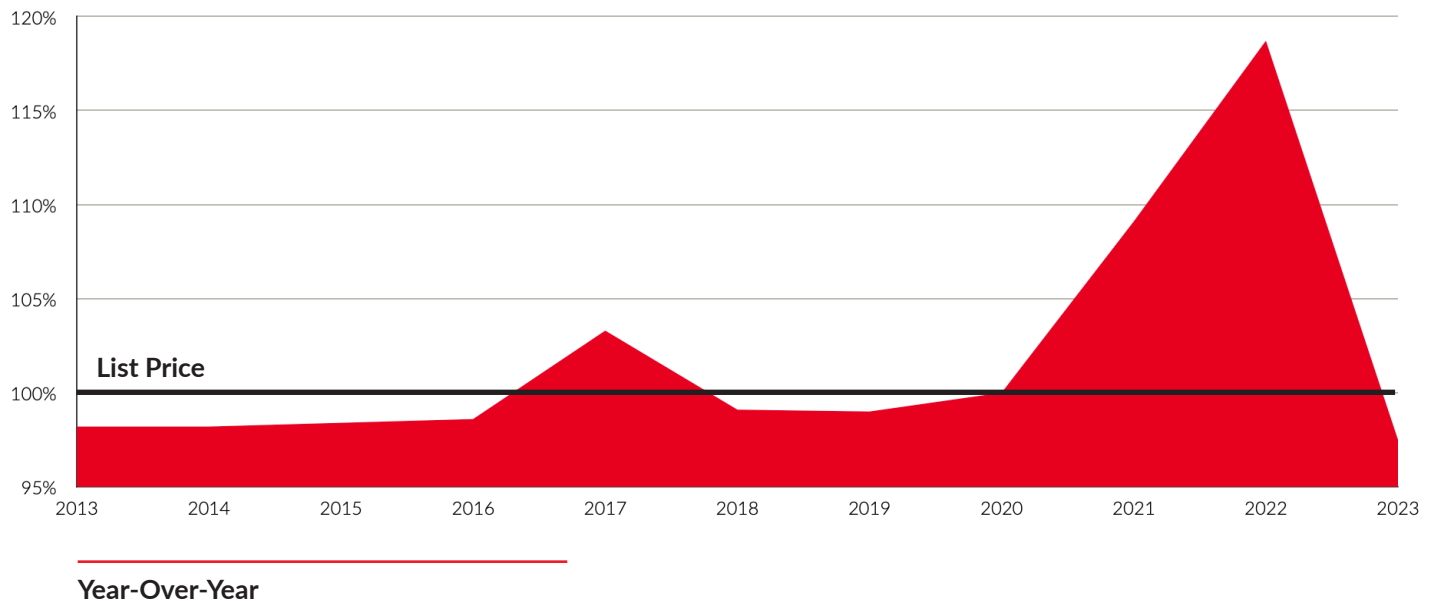
Year-Over-Year



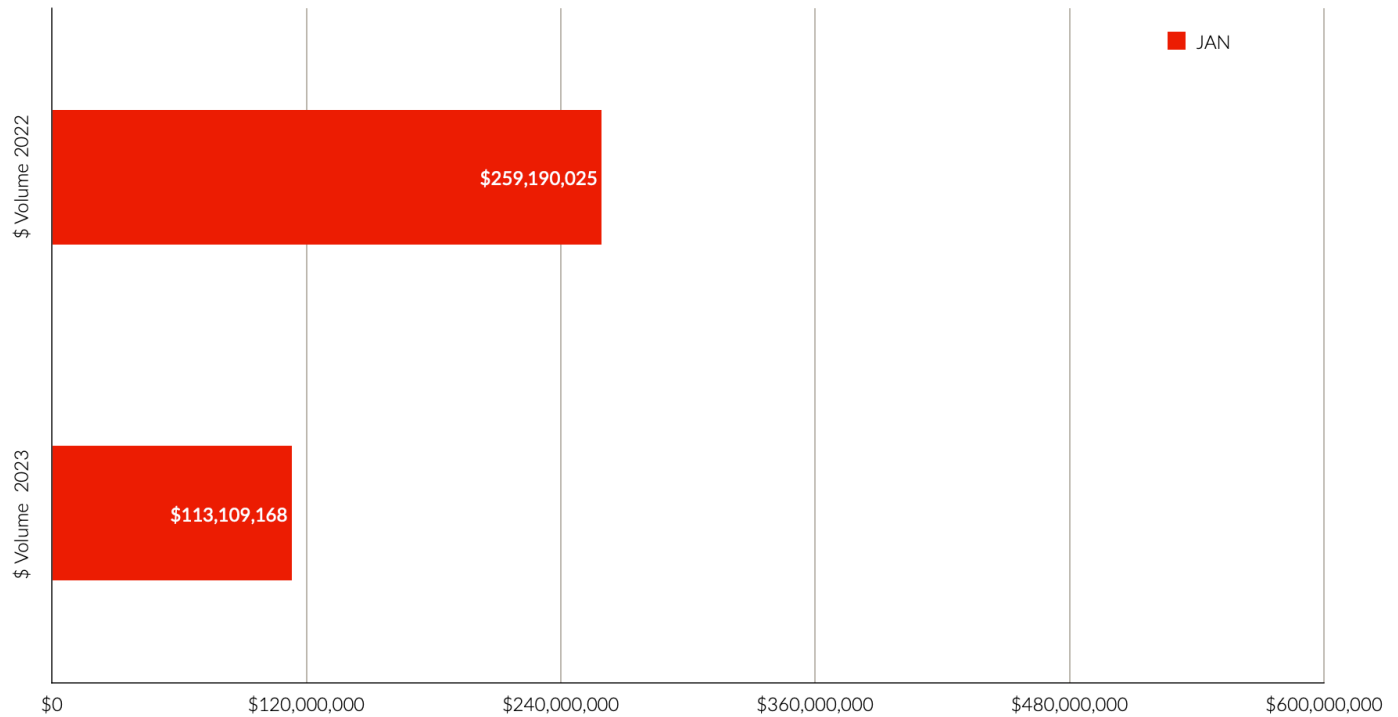
Month-Over-Month 2022 vs. 2023

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

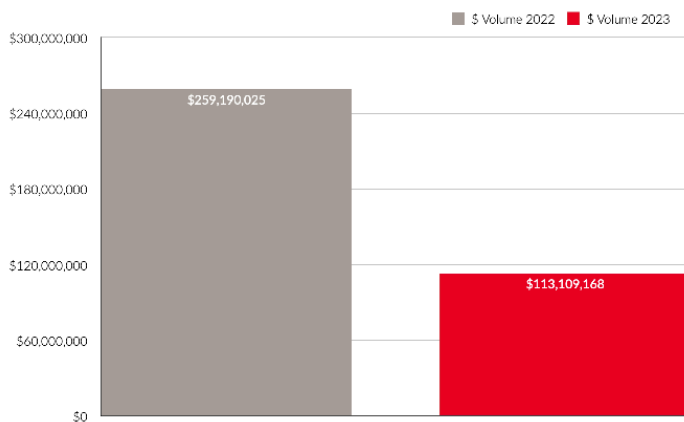
# SALE PRICE VS. LIST PRICE RATIO



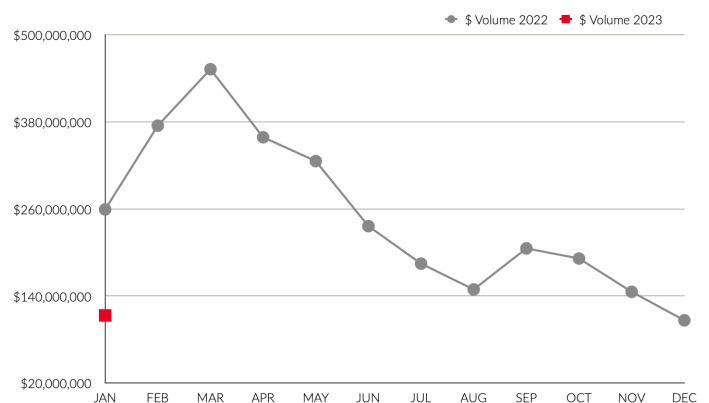
# DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

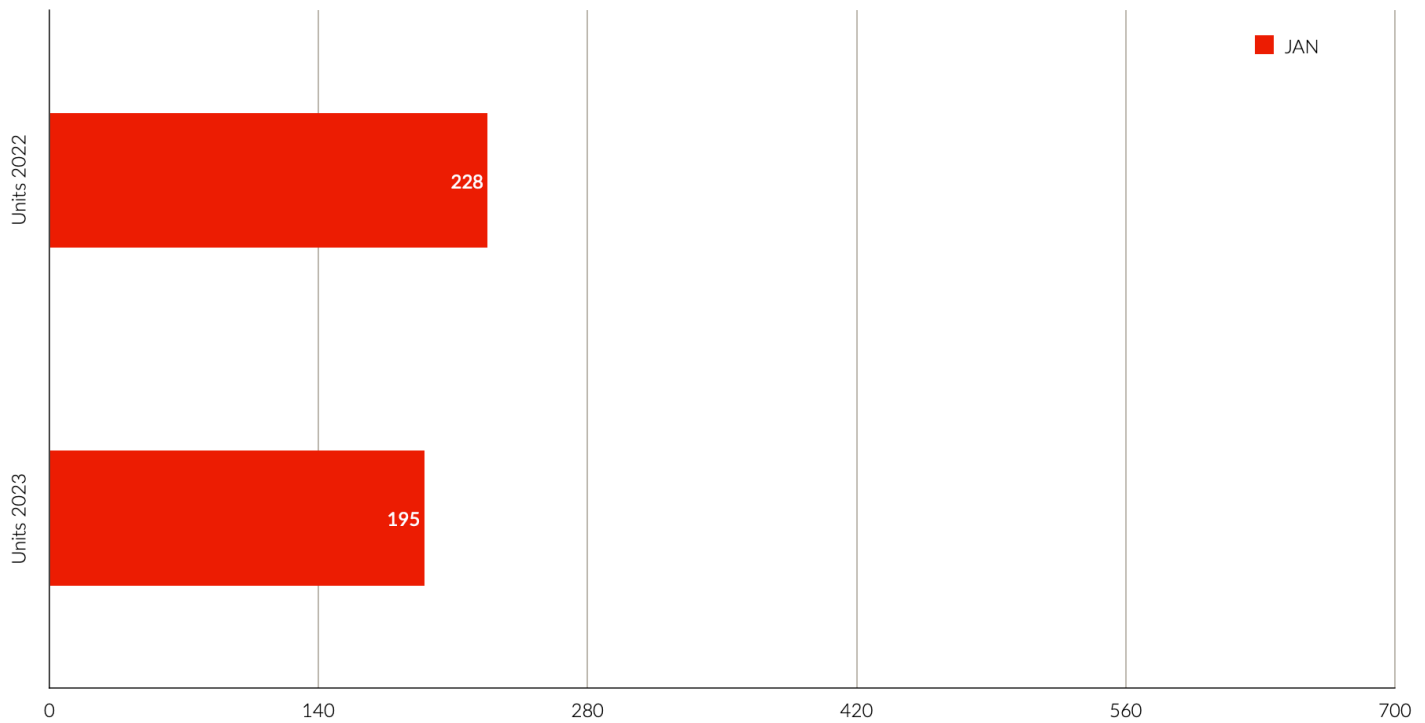


Yearly Totals 2022 vs. 2023

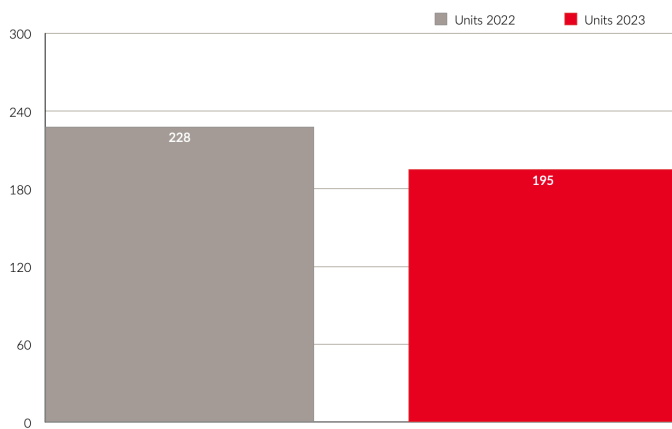


Month vs. Month 2022 vs. 2023

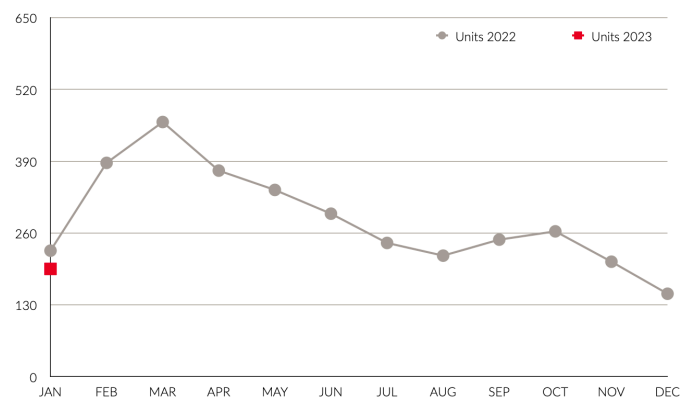
# UNIT SALES



## Monthly Comparison 2022 vs. 2023



## Yearly Totals 2022 vs. 2023



## Month vs. Month 2022 vs. 2023

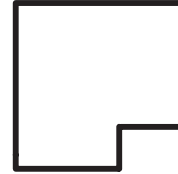
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

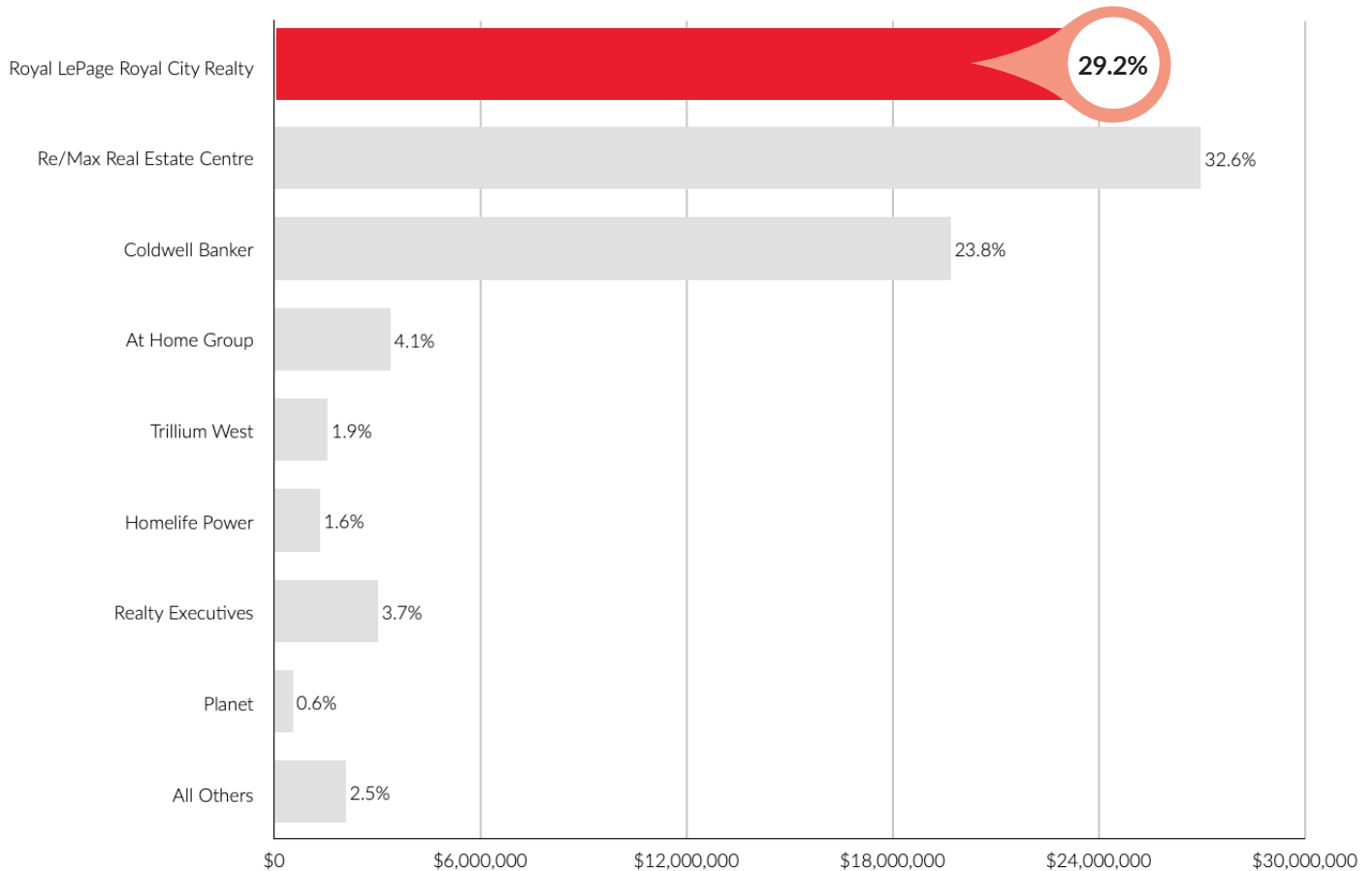
YTD Sales Volume	 <b>\$84,330,036</b> -51.52%	 <b>\$23,849,802</b> -50.28%	 <b>\$1,790,000</b> +23.53%
YTD Unit Sales	 <b>104</b> -28.77%	 <b>42</b> -36.36%	 <b>4</b> +100%
YTD Average Sale Price	 <b>\$810,866</b> -31.94%	 <b>\$567,852</b> -21.88%	 <b>\$447,500</b> -38.23%
January Sales Volume	 <b>\$84,330,036</b> -51.52%	 <b>\$23,849,802</b> -50.28%	 <b>\$1,790,000</b> +23.53%
January Unit Sales	 <b>104</b> -28.77%	 <b>42</b> -36.36%	 <b>4</b> +100%

Year-Over-Year Comparison (2023 vs. 2022)





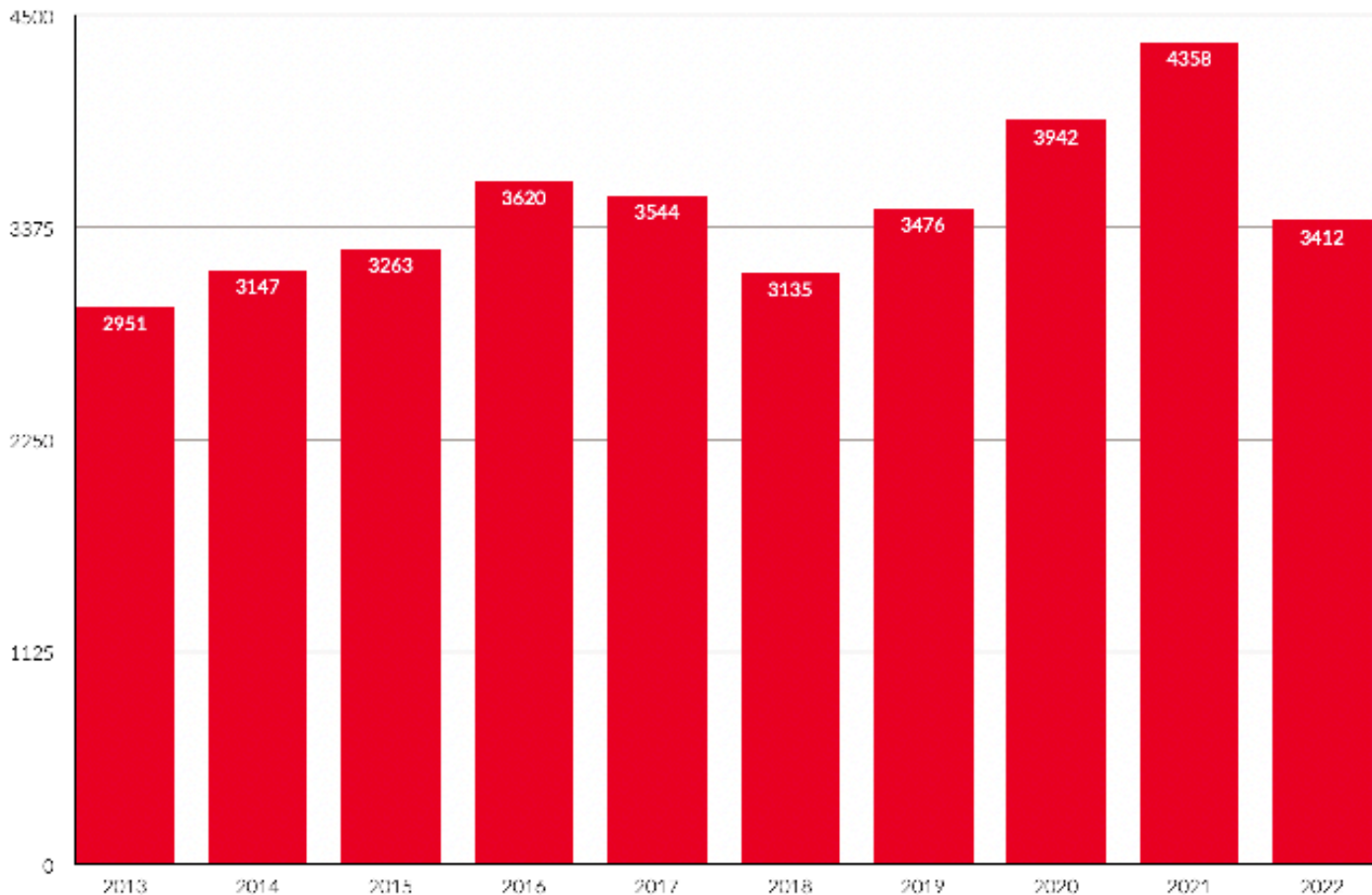
# MARKET DOMINANCE



## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
January 2023

# 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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