



2023 MARCH

WELLINGTON COUNTY Real Estate Market Report



OVERVIEW

BALANCED MARKET

Wellington County real estate remains a balanced market this month as both unit sales and new listings are lower than they were this time last year. Average and median sale prices are still lower than they were this time last year, but seem to be slowly catching up to where they were mid-late 2022.



March year-over-year sales volume of \$250,217,844

Down 44.69% from 2022's \$452,421,236 with unit sales of 353 down 23.43% from last March's 461. New listings of 558 are down 18.3% from a year ago, with the sales/listing ratio of 63.26% down 4.23%.



Year-to-date sales volume of \$525,771,369

Down 51.6% from 2022's \$1,086,277,413 with unit sales of 787 down 26.86% from 2022's 1,076. New listings of 1,380 are down 8.12% from a year ago, with the sales/listing ratio of 57.03% down 14.61%.



Year-to-date average sale price of \$686,073

Down from \$1,044,728 one year ago with median sale price of \$732,000 down from \$940,950 one year ago. Average days-on-market of 35.33 is up 18.66 days from last year.

MARCH NUMBERS

Median Sale Price

\$732,000

-22.95%

Average Sale Price

\$727,377

-27.33%

Sales Volume

\$250,217,844

-44.69%

Unit Sales

353

-23.43%

New Listings

558

-18.3%

Expired Listings

34

+54.55%

Unit Sales/Listings Ratio

63.26%

-4.23%

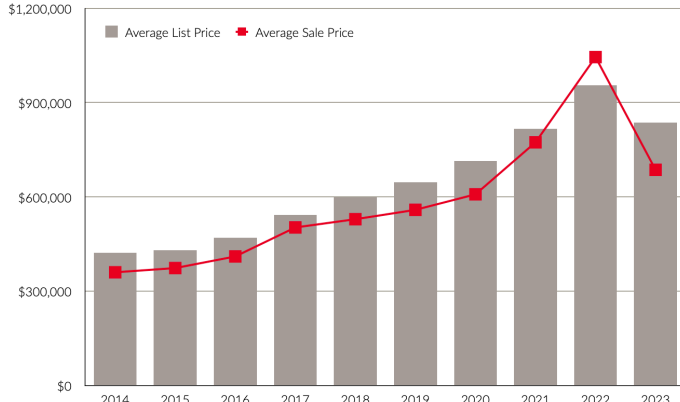
*Year-over-year comparison
(March 2023 vs. March 2022)*

THE MARKET IN DETAIL

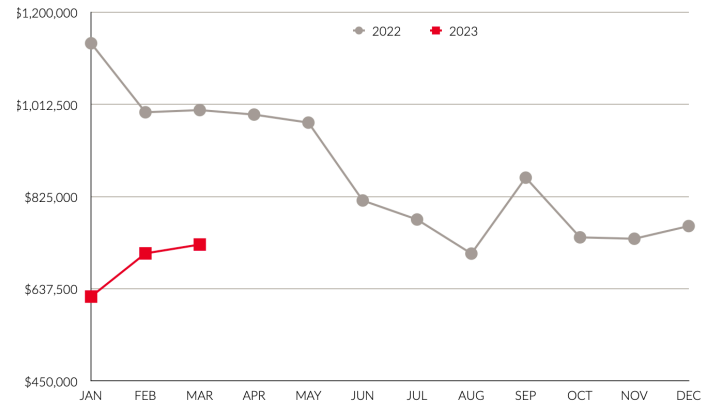
	2021	2022	2023	2022-2023
YTD Volume Sales	\$920,628,055	\$1,086,277,413	\$525,771,369	-51.6%
YTD Unit Sales	1,170	1,076	787	-26.86%
YTD New Listings	1,484	1,502	1,380	-8.12%
YTD Sales/Listings Ratio	78.84%	71.64%	57.03%	-14.61%
YTD Expired Listings	51	69	138	+100%
March Volume Sales	\$447,127,627	\$425,421,236	\$250,217,844	-44.69%
March Unit Sales	552	461	353	-23.43%
March New Listings	697	683	558	-18.3%
March Sales/Listings Ratio	79.2%	67.5%	63.26%	-4.23%
March Expired Listings	8	22	34	+54.55%
YTD Sales: \$0-\$199K	16	63	129	+104.76%
YTD Sales: \$200K-\$349K	17	11	7	-36.36%
YTD Sales: \$350K-\$549K	209	45	114	+153.33%
YTD Sales: \$550K-\$749K	424	177	224	+26.55%
YTD Sales: \$750K-\$999K	320	341	207	-39.3%
YTD Sales: \$1M+	182	439	103	-75.85%
YTD Average Days-On-Market	17.33	16.67	35.33	+112%
YTD Average Sale Price	\$773,538	1,044,728	\$686,073	-34.33%
YTD Median Sale Price	\$718,000	\$940,950	\$732,000	-22.21%

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

AVERAGE SALE PRICE

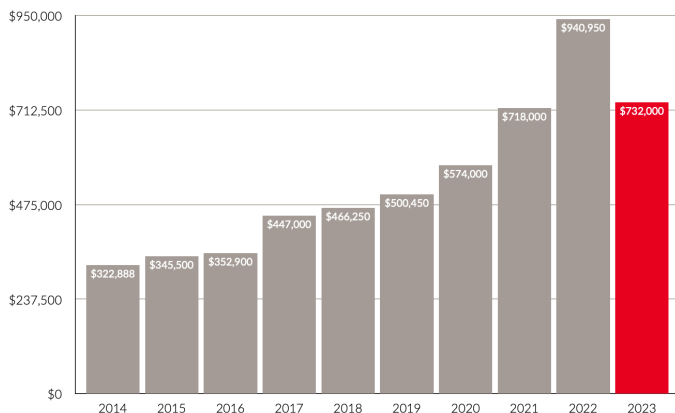


Year-Over-Year

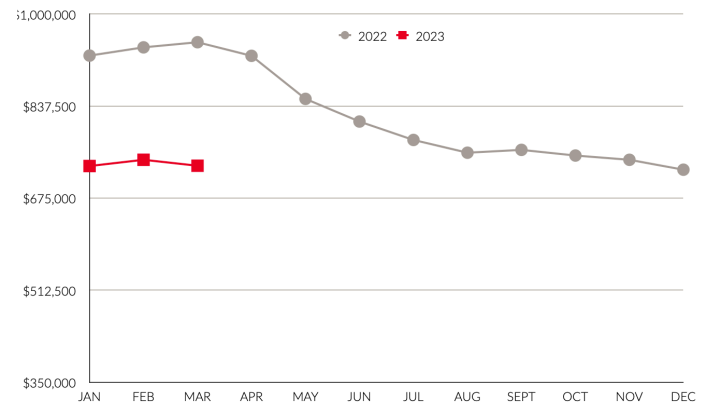


Month-Over-Month 2022 vs. 2023

MEDIAN SALE PRICE



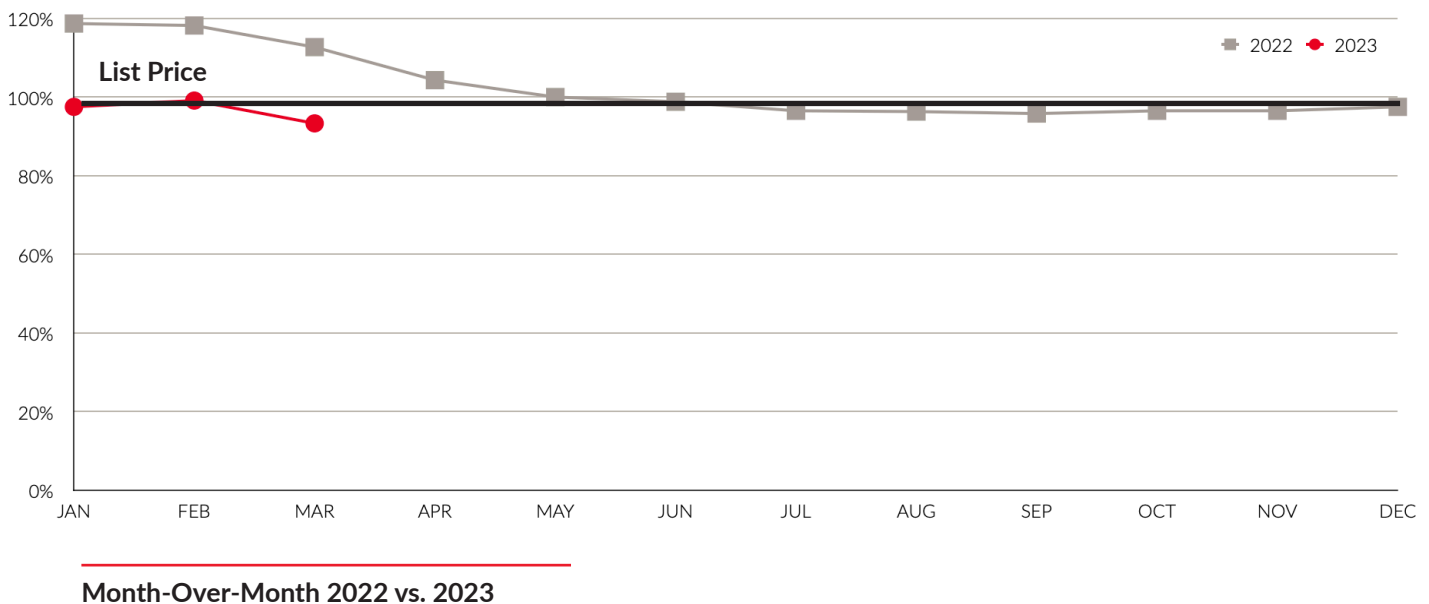
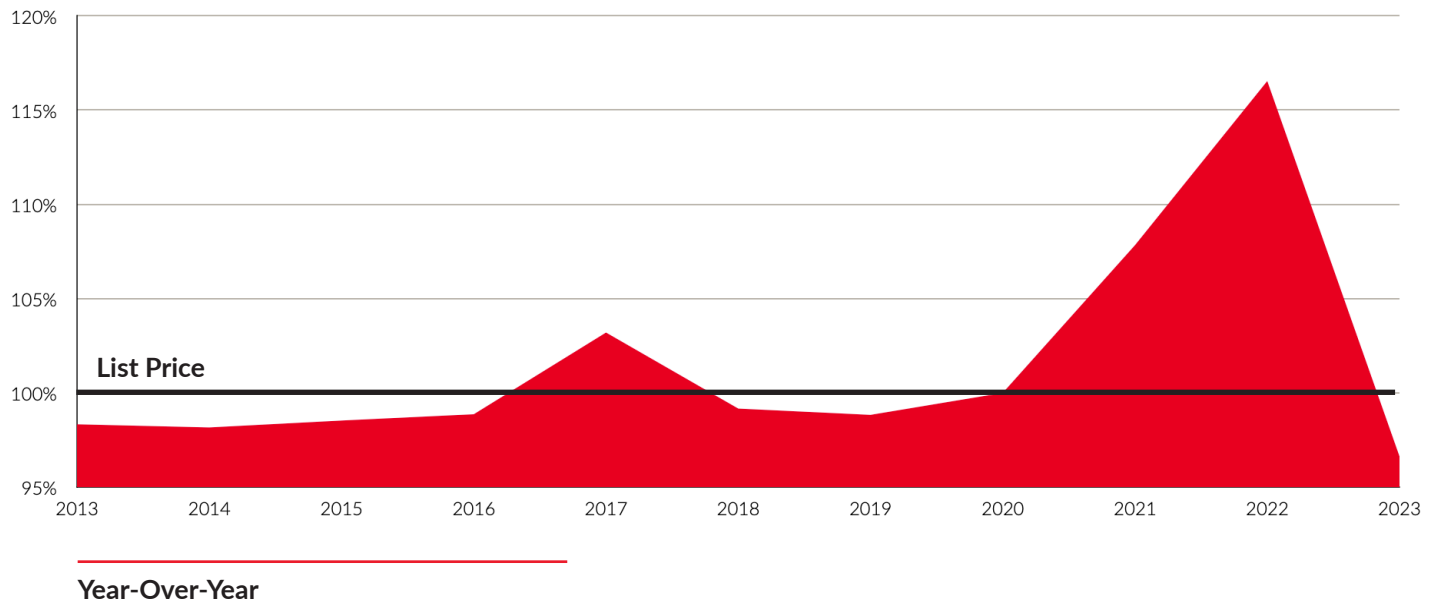
Year-Over-Year



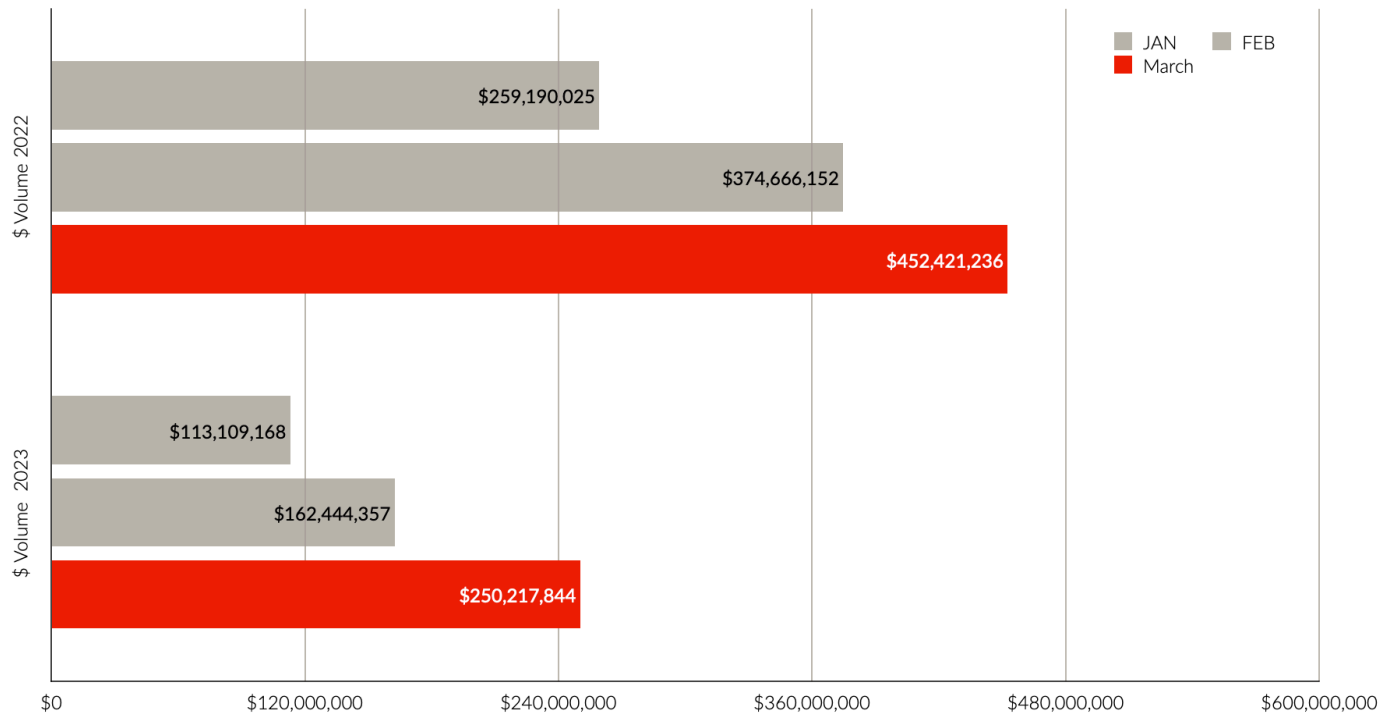
Month-Over-Month 2022 vs. 2023

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

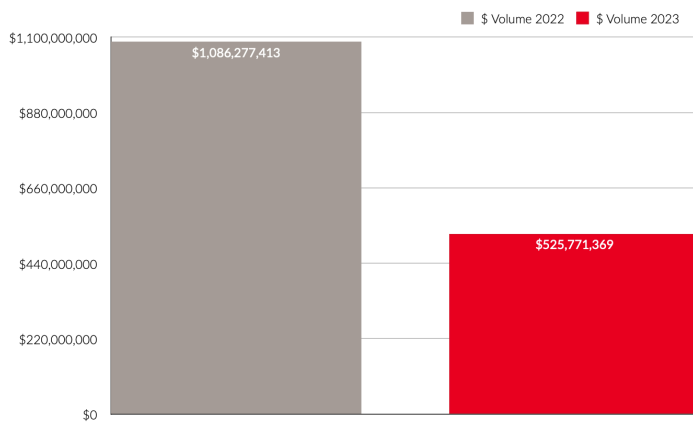
SALE PRICE VS. LIST PRICE RATIO



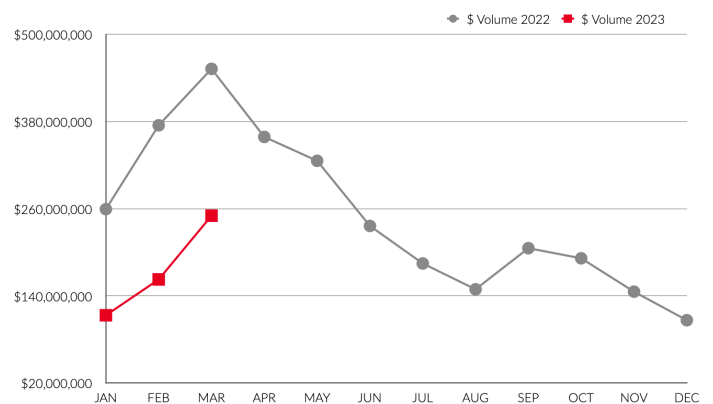
DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

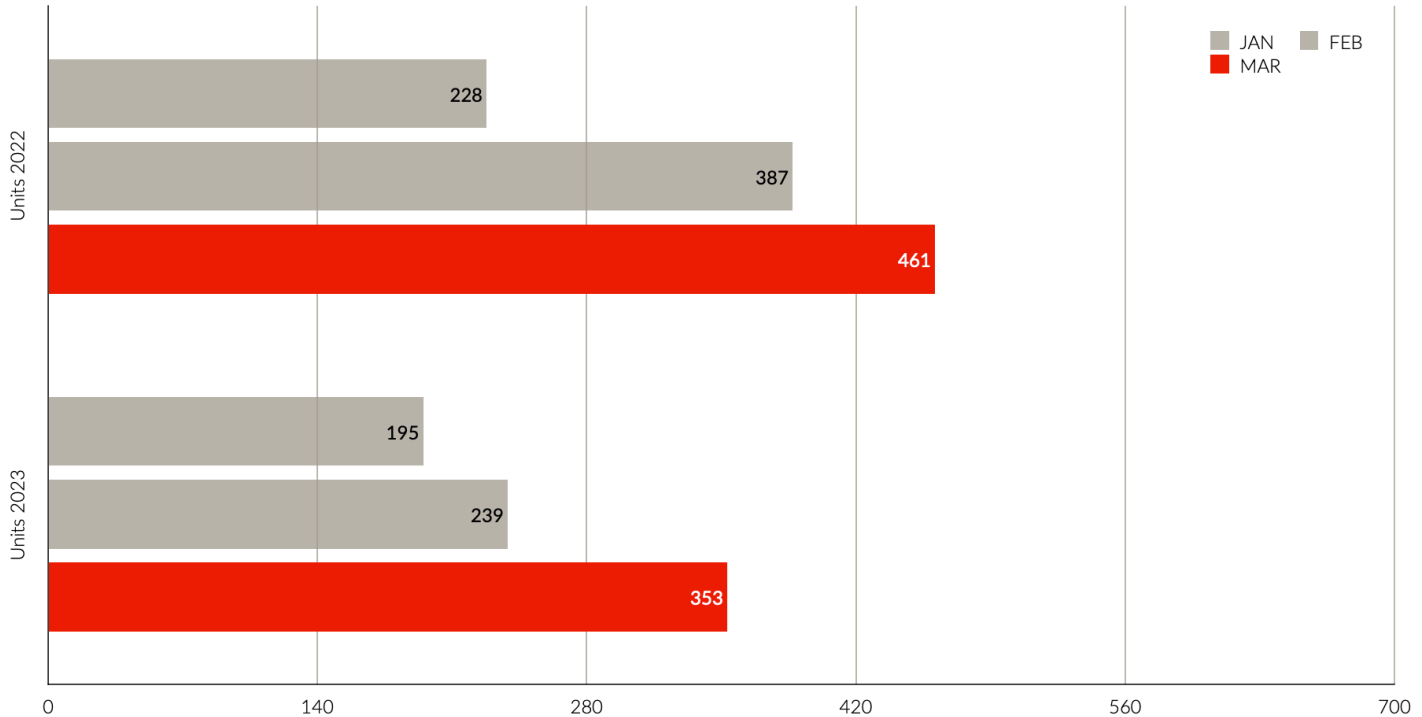


Yearly Totals 2022 vs. 2023

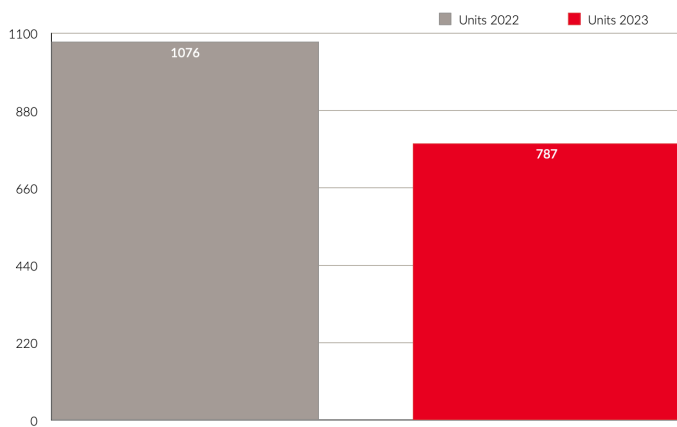


Month vs. Month 2022 vs. 2023

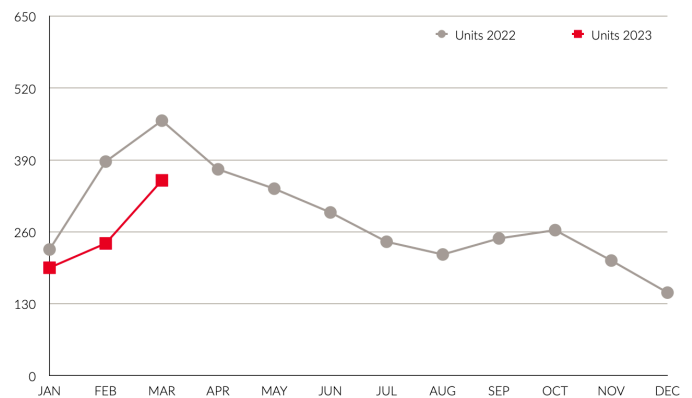
UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

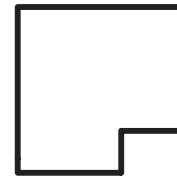
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



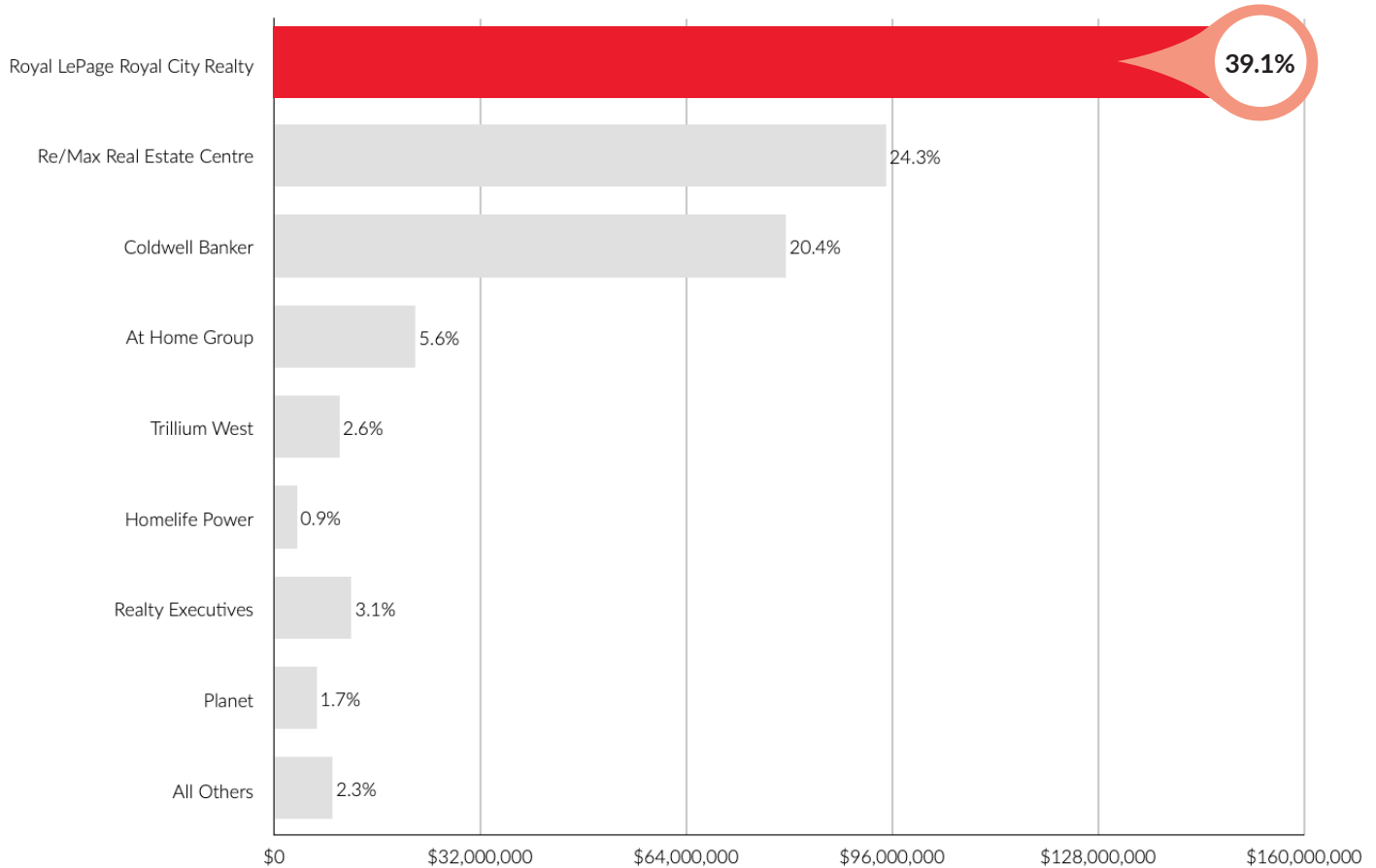
VACANT LAND

YTD Sales Volume	 \$377,132,023 -51.44%	 \$115,068,432 -38.7%	 \$11,989,000 +10.43%
YTD Unit Sales	 431 -36.43%	 190 -25.2%	 15 +15.38%
YTD Average Sale Price	 \$875,016 -23.62%	 \$605,623 -18.05%	 \$799,266 -4.3%
March Sales Volume	 \$173,941,410 -48.12%	 \$56,514,580 -15.39%	 \$7,650,000 +95.75%
March Unit Sales	 190 -35.59%	 93 No Change	 7 +16.67%

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



MARKET DOMINANCE

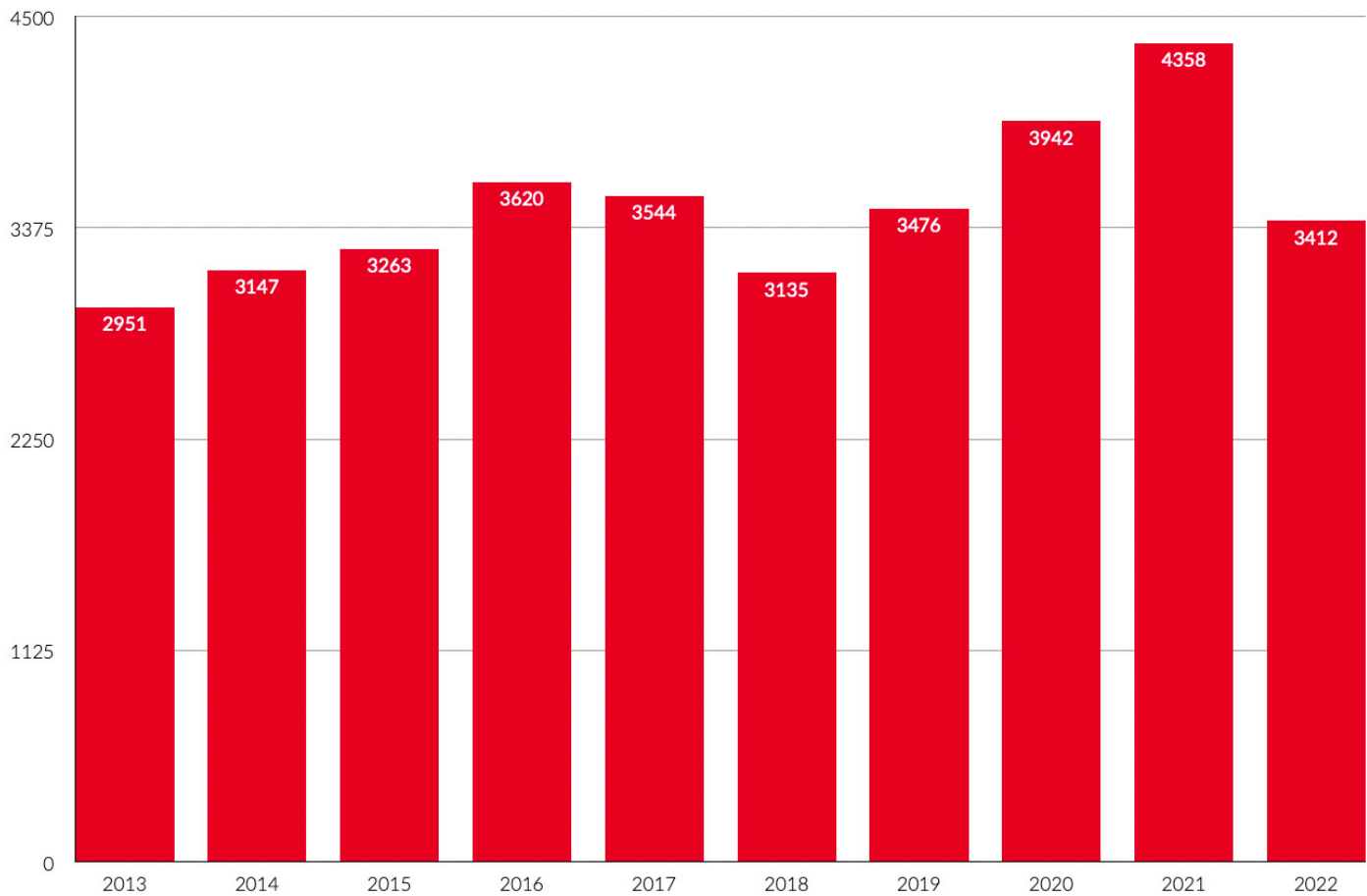


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
March 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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