



2023
JULY


WELLINGTON COUNTY
Real Estate Market Report





OVERVIEW

SELLER'S MARKET

Wellington County real estate remains a seller's market this month despite inventory and expired listing being higher than they were this time last year. Though both unit sales and sales volume are lower than they were last month, they are still both higher than July of 2022, showing that this market is stabilizing, and is just seeing a normal dip that happens during this time of year.

 **July year-over-year sales volume of \$216,826,496**
Up 18.35% from 2022's \$183,207,867 with unit sales of 262 up 19.09% from last July's 220. New listings of 458 are up 1.33% from a year ago, with the sales/listing ratio of 57.21% up 8.53%.

 **Year-to-date sales volume of \$1,548,158,715**
Down 22.68% from 2022's \$2,002,558,945 with unit sales of 1,860 down 9.93% from 2022's 2,065. New listings of 2,935 are down 19.94% from a year ago, with the sales/listing ratio of 63.37% up 7.04%.

 **Year-to-date average sale price of \$822,675**
Down from \$962,045 one year ago with median sale price of \$787,500 down from \$925,000 one year ago. Average days-on-market of 27.29 is up 13.29 days from last year.

JULY NUMBERS

Median Sale Price
\$804,250
+3.44%

Average Sale Price
\$827,582
-0.62%

Sales Volume
\$216,826,496
+18.35%

Unit Sales
262
+19.09%

New Listings
458
+1.33%

Expired Listings
47
+11.9

Unit Sales/Listings Ratio
57.21%
+8.53%

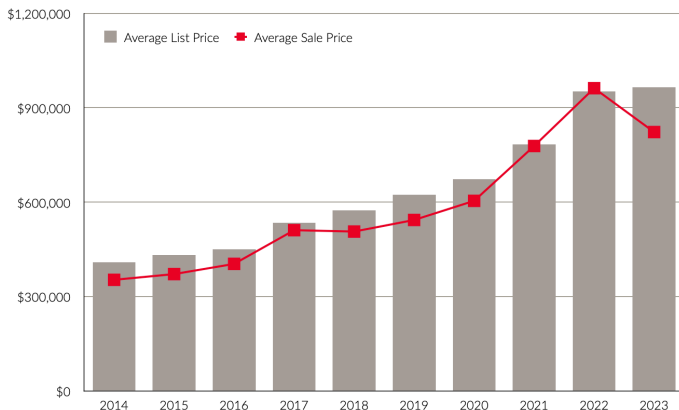
*Year-over-year comparison
(July 2023 vs. July 2022)*

THE MARKET IN DETAIL

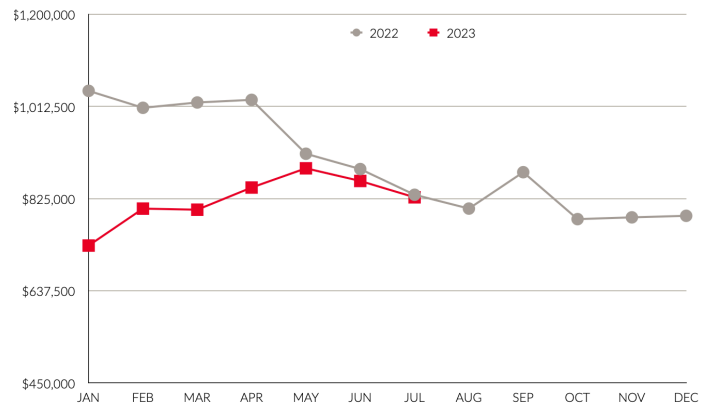
	2021	2022	2023	2022-2023
YTD Volume Sales	\$2,152,887,056	\$2,002,558,945	\$1,548,158,715	-22.69%
YTD Unit Sales	2,746	2,065	1,860	-9.93%
YTD New Listings	3,421	3,666	2,935	-19.94%
YTD Sales/Listings Ratio	80.27%	56.33%	63.37%	+7.04%
YTD Expired Listings	77	105	191	+81.9%
July Volume Sales	\$245,984,631	\$183,207,867	\$216,826,496	+18.35%
July Unit Sales	324	220	262	+19.09%
July New Listings	385	425	458	+1.33%
July Sales/Listings Ratio	84.16%	48.67%	57.21%	+8.53%
July Expired Listings	17	42	47	+11.9%
YTD Sales: \$0-\$199K	40	21	27	+28.57%
YTD Sales: \$200K-\$349K	40	19	15	-21.05%
YTD Sales: \$350K-\$549K	466	125	274	+119.2%
YTD Sales: \$550K-\$749K	979	459	523	+13.94%
YTD Sales: \$750K-\$999K	758	711	638	-10.27%
YTD Sales: \$1M+	462	730	383	-47.47%
YTD Average Days-On-Market	13.29	14	27.29	+94.9%
YTD Average Sale Price	\$778,363	\$962,045	\$822,675	-14.49%
YTD Median Sale Price	\$725,000	\$925,000	\$787,500	-14.86%

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

AVERAGE SALE PRICE

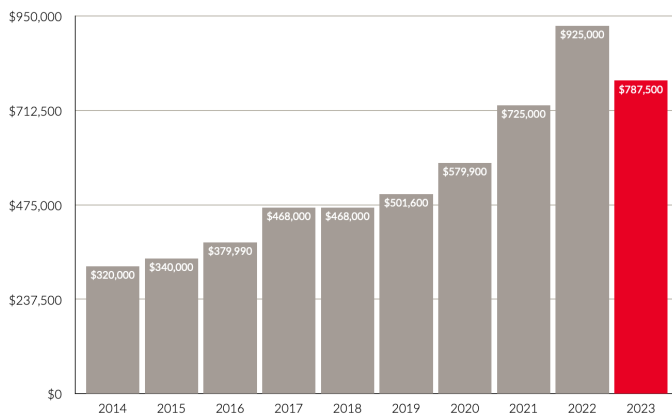


Year-Over-Year

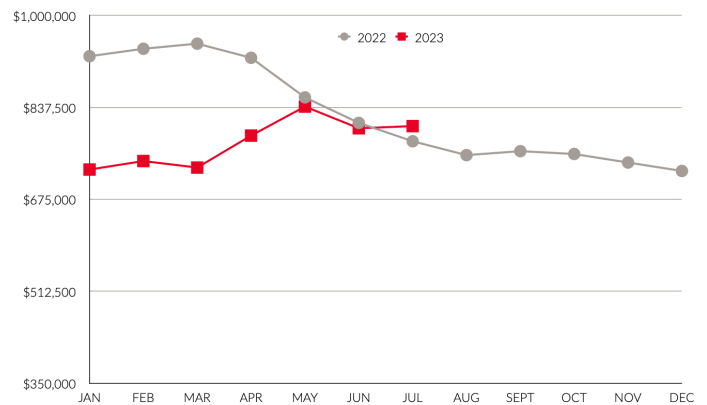


Month-Over-Month 2022 vs. 2023

MEDIAN SALE PRICE



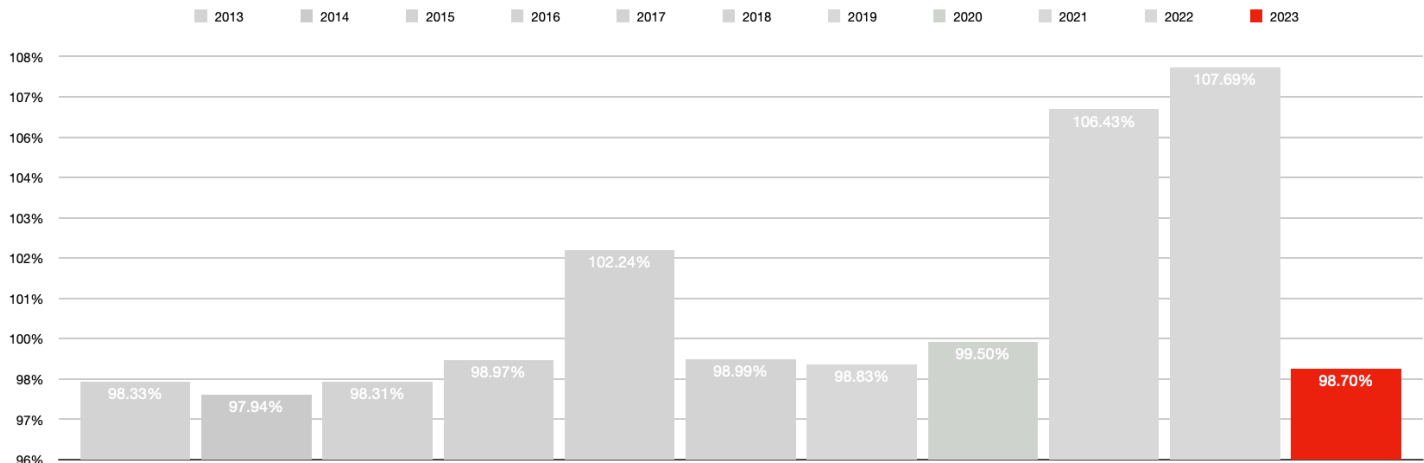
Year-Over-Year



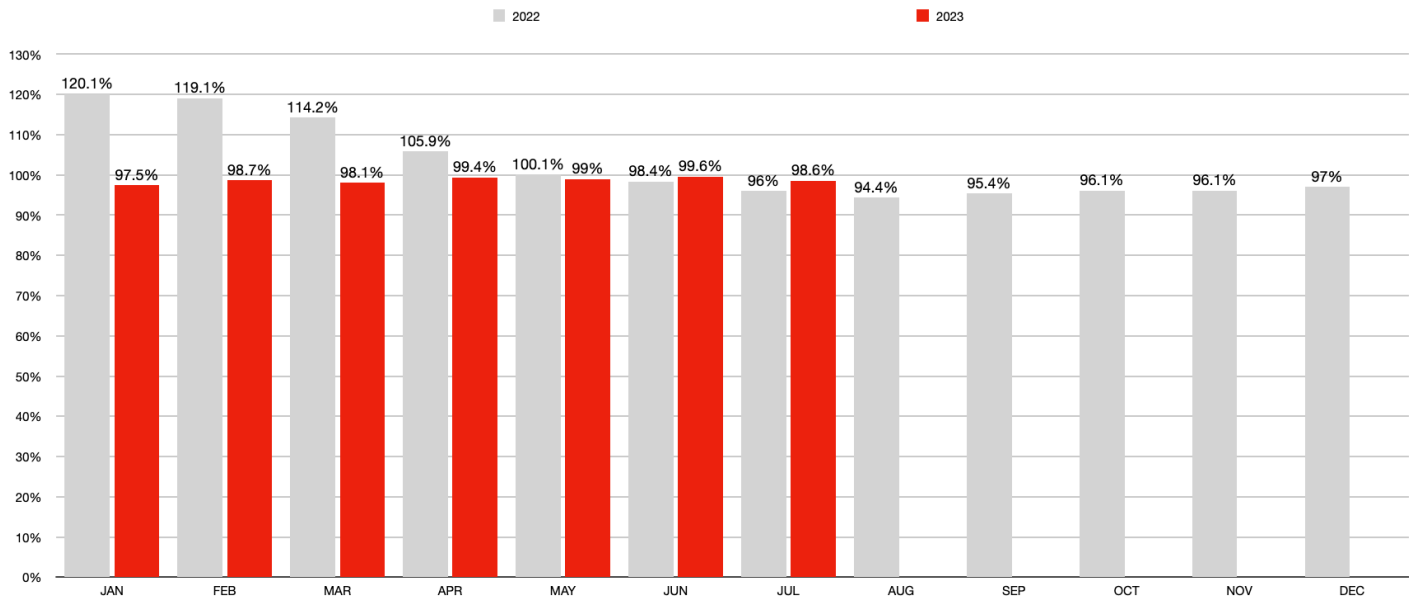
Month-Over-Month 2022 vs. 2023

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

SALE PRICE VS. LIST PRICE RATIO

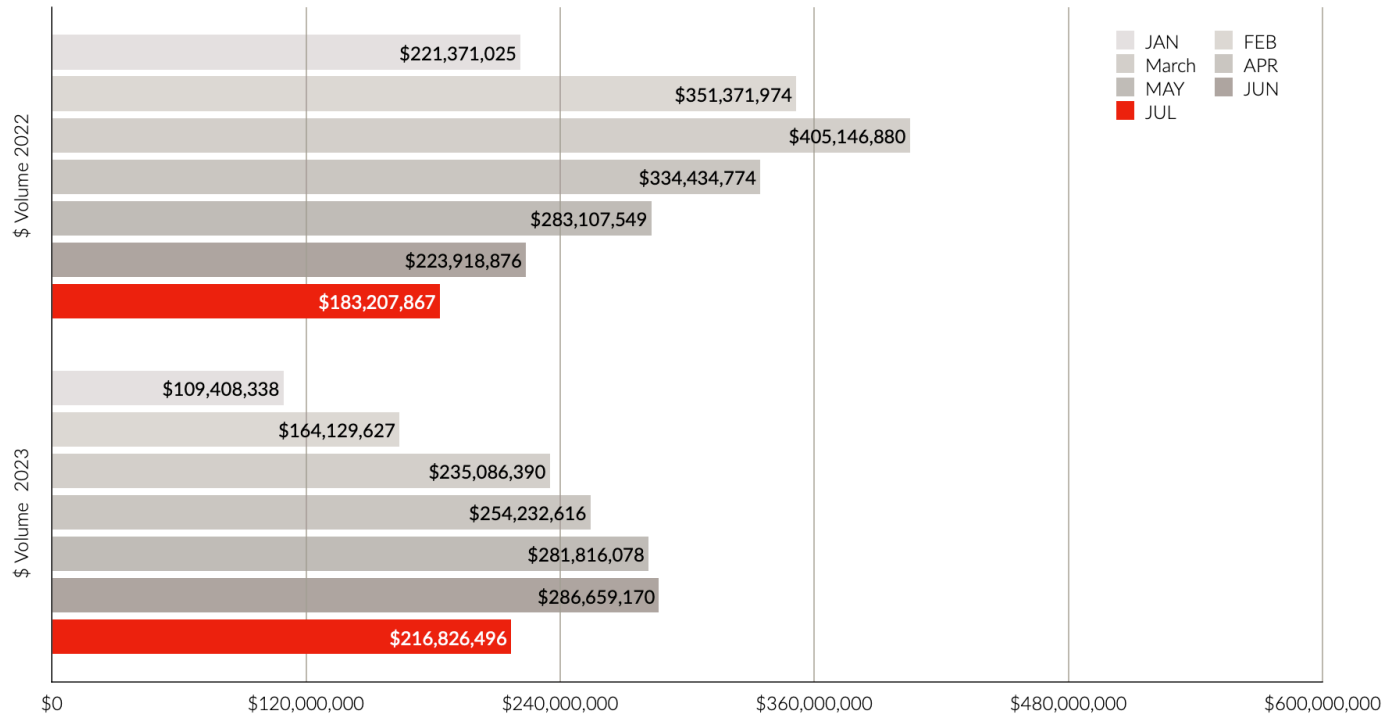


Year-Over-Year

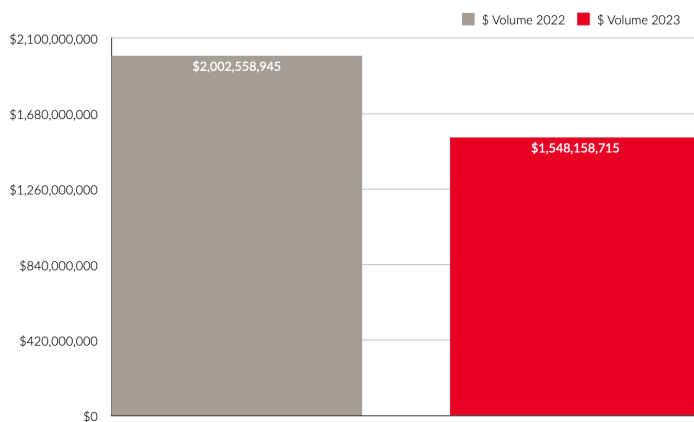


Month-Over-Month 2022 vs. 2023

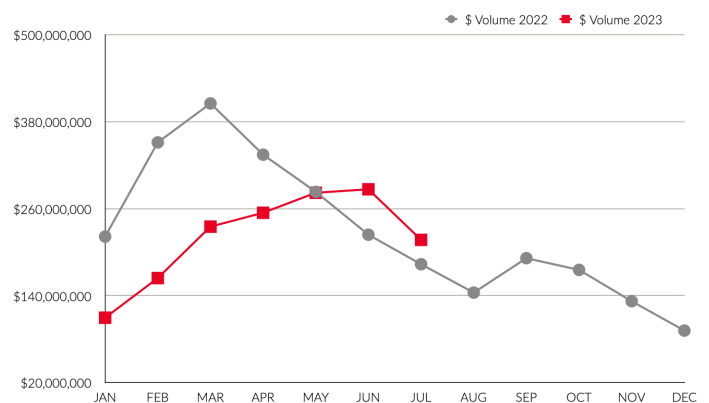
DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

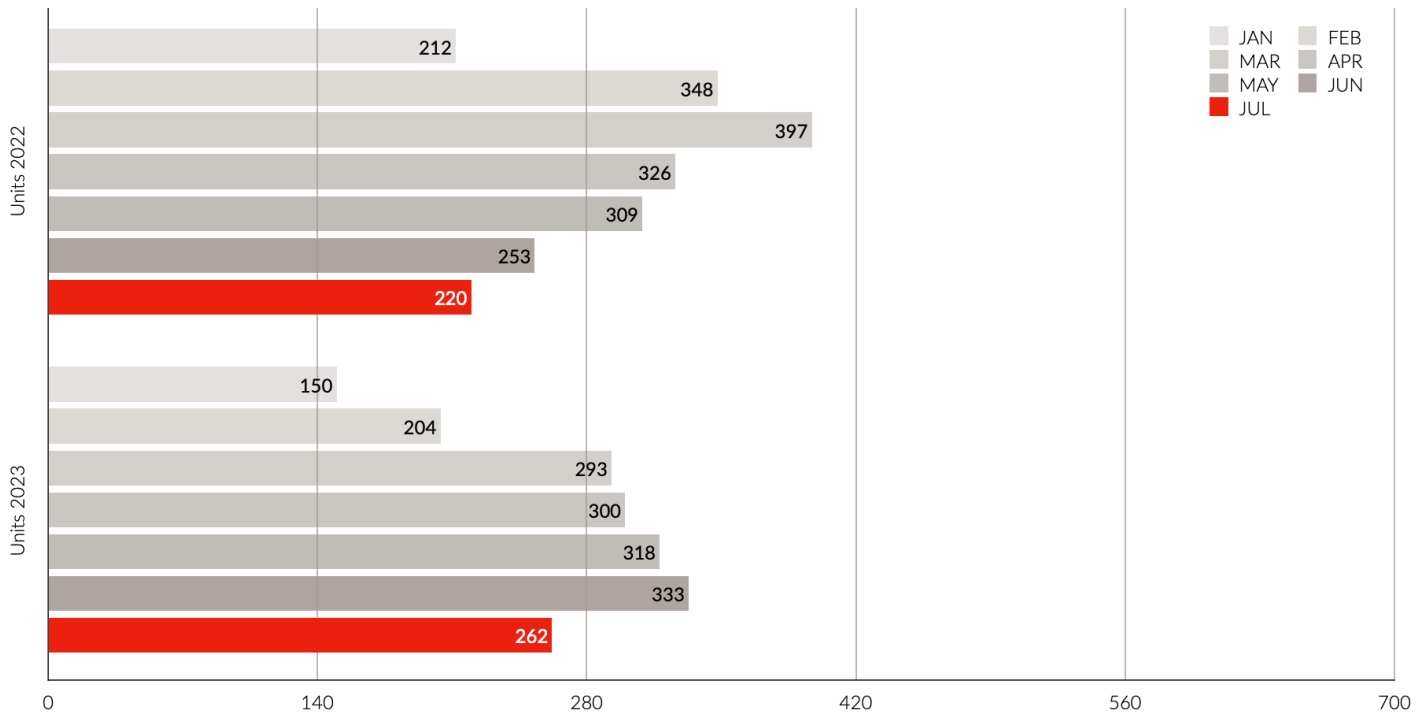


Yearly Totals 2022 vs. 2023

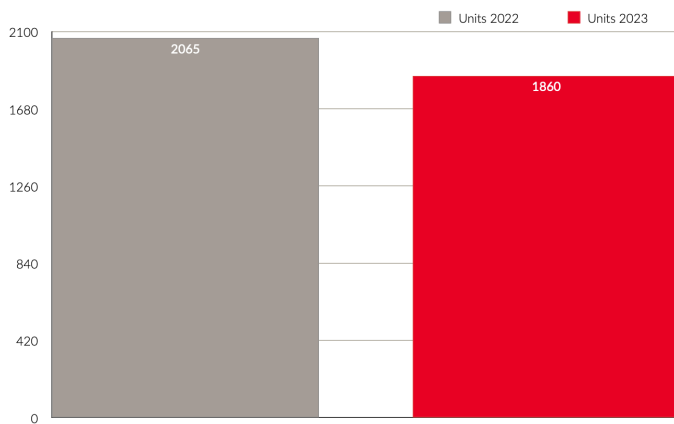


Month vs. Month 2022 vs. 2023

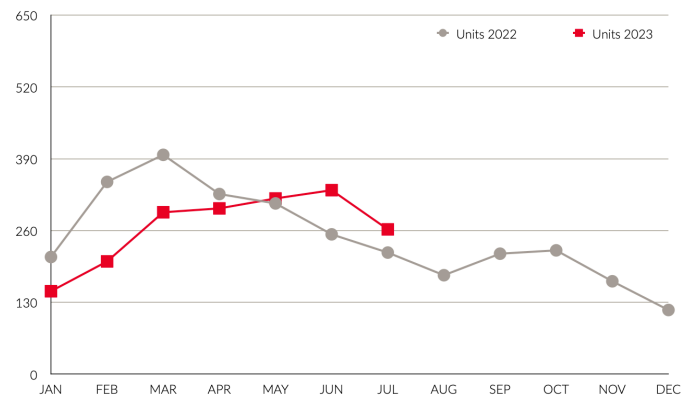
UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

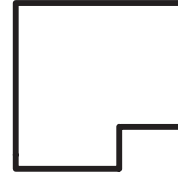
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



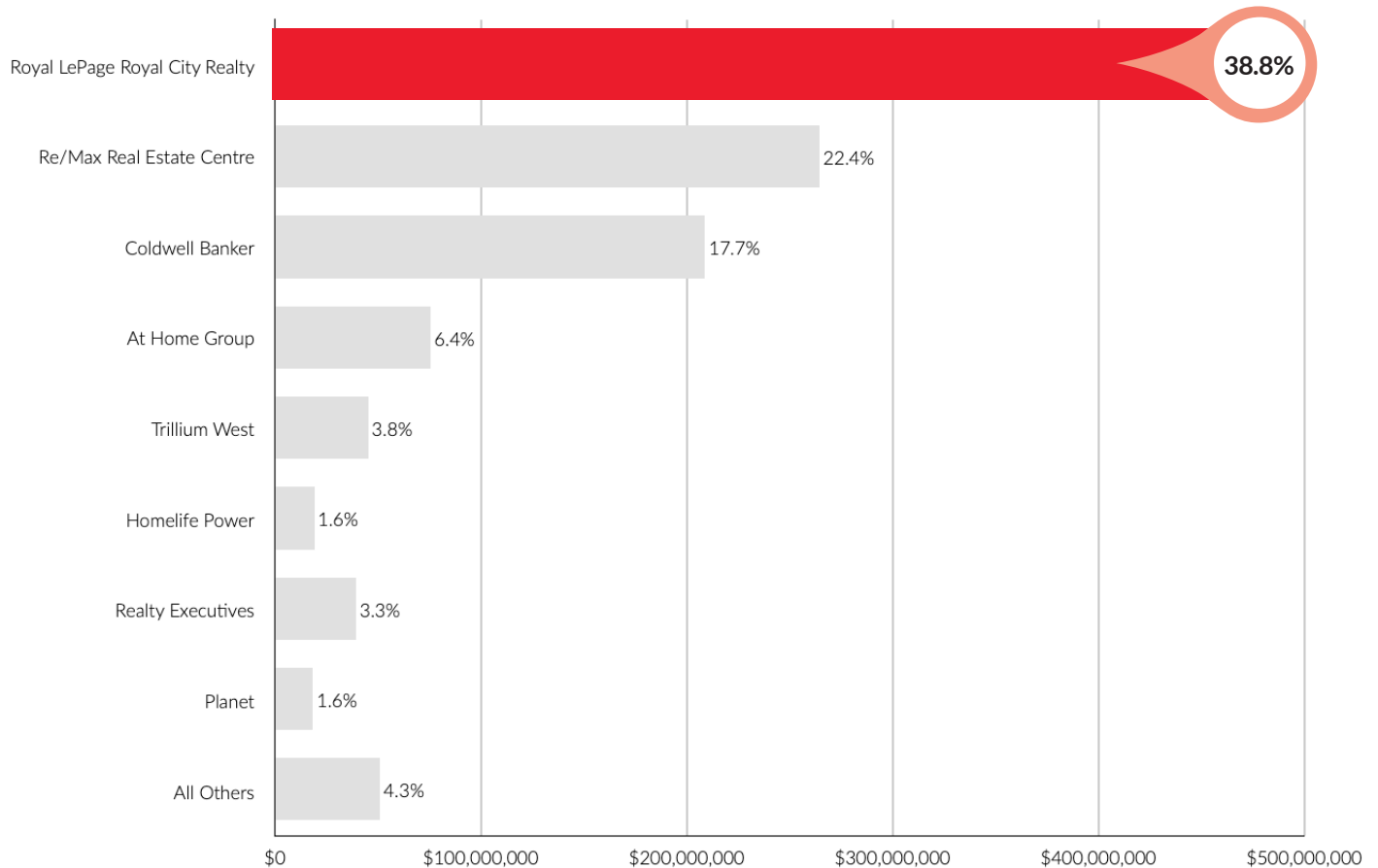
VACANT LAND

YTD Sales Volume	 \$1,218,228,509 -24.78%	 \$285,499,606 -14.2%	 \$22,309,005 -51.45%
YTD Unit Sales	 1,310 -12.43%	 465 -3.53%	 33 -2.94%
YTD Average Sale Price	 \$929,945 -14.1%	 \$613,978 -11.06%	 \$676,030 -49.98%
July Sales Volume	 \$177,339,996 +24.03%	 \$32,120,200 +9.62%	 \$2,762,005 Up from \$0
July Unit Sales	 188 +22.88%	 54 +10.2%	 5 Up from 0

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



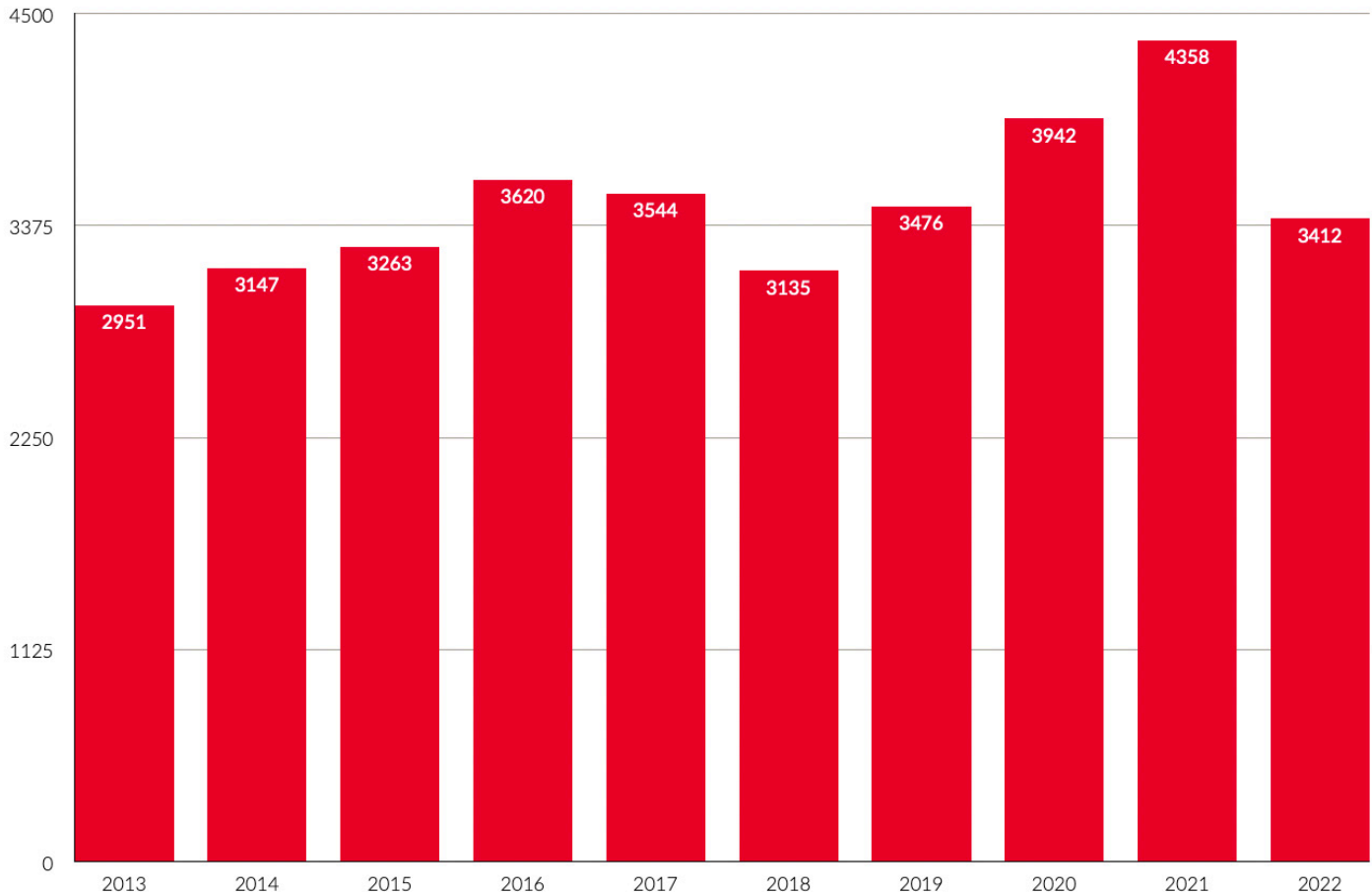
MARKET DOMINANCE



Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
July 2023

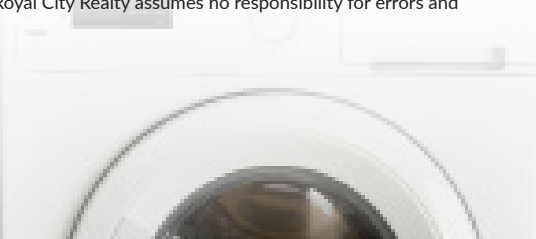
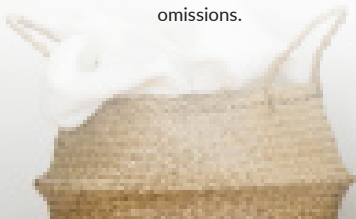
10 YEAR MARKET ANALYSIS



Units Sold

NOTE: All MLS® sales data in this report comes from the Guelph Association Of REALTORS® and refers specifically to residential sales as of July. 1, 2023.

While deemed to be reliable, Royal LePage Royal City Realty assumes no responsibility for errors and omissions.



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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