



2023  
**JUNE**

**WELLINGTON COUNTY**  
Real Estate Market Report



# OVERVIEW

## SELLER'S MARKET

Wellington County real estate remains a seller's market this month as a lack of inventory continues to push the market forward. The lower number of new listings is also holding back both unit sales and sales volume, though both of these numbers are beginning to rise above where they were this time last year.



**June year-over-year sales volume of \$286,659,170**

Up 28.02% from 2022's \$223,918,876 with unit sales of 333 up 31.62% from last June's 253. New listings of 535 are down 12.01% from a year ago, with the sales/listing ratio of 62.24% up 20.63%.



**Year-to-date sales volume of \$1,331,332,219**

Down 26.82% from 2022's \$1,819,351,078 with unit sales of 1,598 down 13.39% from 2022's 1,845. New listings of 2,477 are down 22.93% from a year ago, with the sales/listing ratio of 64.51% up 7.11%.



**Year-to-date average sale price of \$821,857**

Down from \$983,592 one year ago with median sale price of \$765,000 down from \$926,389 one year ago. Average days-on-market of 27 is up 15 days from last year.

## JUNE NUMBERS

Median Sale Price

**\$800,500**

-1.17%

Average Sale Price

**\$860,838**

-2.74%

Sales Volume

**\$286,659,170**

+28.02%

Unit Sales

**333**

+31.62%

New Listings

**535**

-12.01%

Expired Listings

**24**

No Change

Unit Sales/Listings Ratio

**62.24%**

+20.63%

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

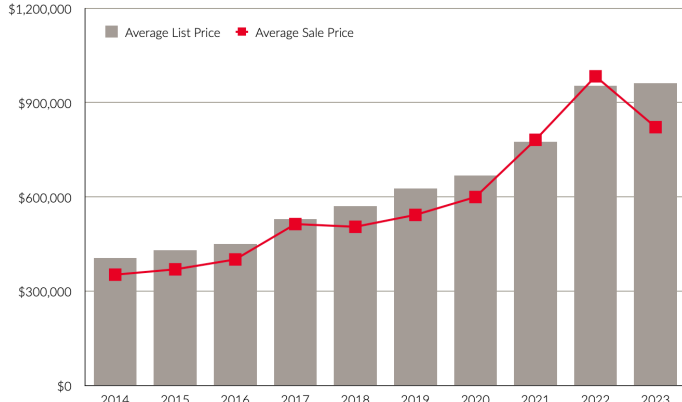


# THE MARKET IN DETAIL

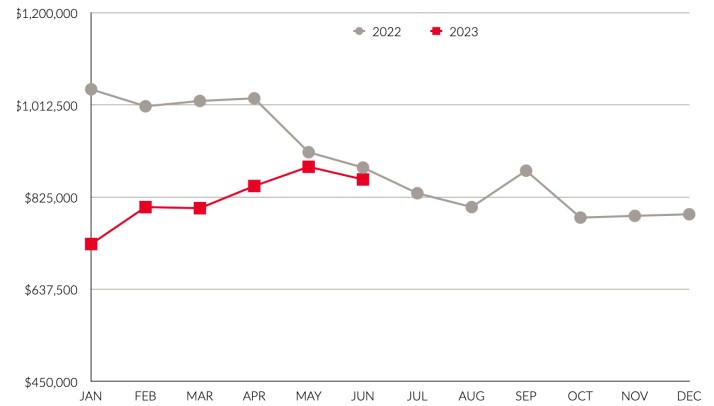
	2021	2022	2023	2022-2023
<b>YTD Volume Sales</b>	\$1,906,902,425	\$1,819,351,078	\$1,331,332,219	-26.82%
<b>YTD Unit Sales</b>	2,422	1,845	1,598	-13.39%
<b>YTD New Listings</b>	3,036	3,214	2,477	-22.93%
<b>YTD Sales/Listings Ratio</b>	79.78%	57.41%	64.51%	+7.11%
<b>YTD Expired Listings</b>	60	63	144	+128.57%
<b>June Volume Sales</b>	\$339,125,472	\$223,918,876	\$286,658,170	+28.02%
<b>June Unit Sales</b>	434	253	333	+31.62%
<b>June New Listings</b>	535	608	535	-12.01%
<b>June Sales/Listings Ratio</b>	81.12%	41.61%	62.24%	+20.63%
<b>June Expired Listings</b>	14	24	24	No Change
<b>YTD Sales: \$0-\$199K</b>	30	16	16	No Change
<b>YTD Sales: \$200K-\$349K</b>	33	14	12	-14.29%
<b>YTD Sales: \$350K-\$549K</b>	414	100	246	+146%
<b>YTD Sales: \$550K-\$749K</b>	854	390	454	+16.41%
<b>YTD Sales: \$750K-\$999K</b>	682	645	541	-16.12%
<b>YTD Sales: \$1M+</b>	408	680	329	-51.62%
<b>YTD Average Days-On-Market</b>	13.17	12	27	+125%
<b>YTD Average Sale Price</b>	\$781,555	\$983,592	\$821,857	-16.44%
<b>YTD Median Sale Price</b>	\$725,000	\$926,389	\$765,000	-17.42%

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

# AVERAGE SALE PRICE

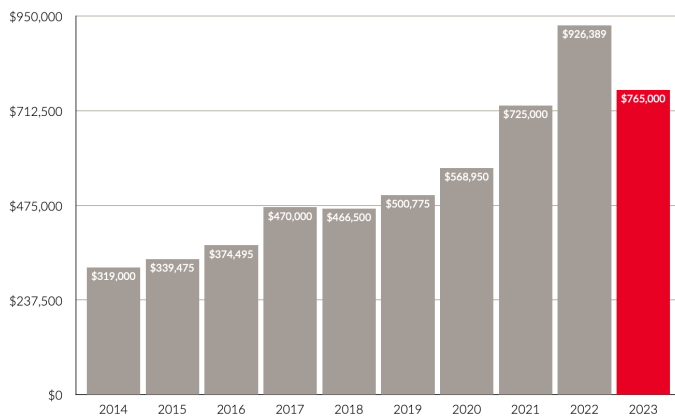


Year-Over-Year

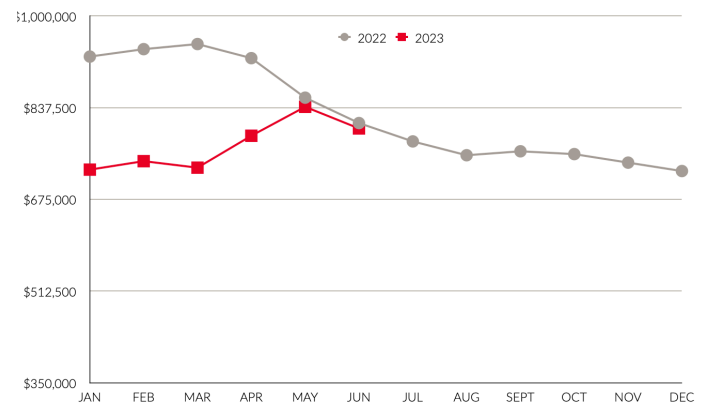


Month-Over-Month 2022 vs. 2023

# MEDIAN SALE PRICE



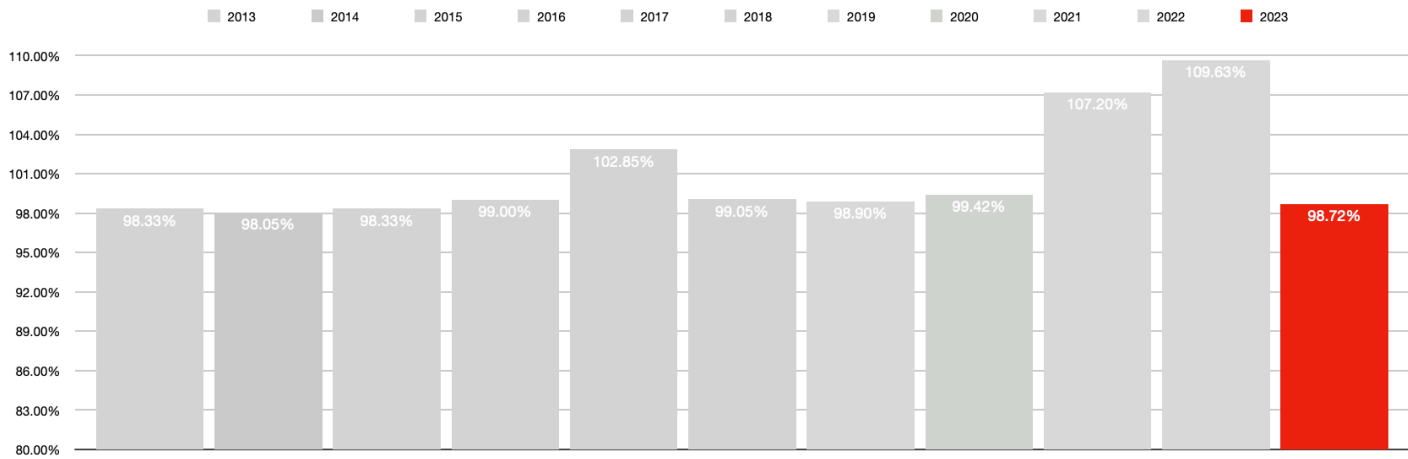
Year-Over-Year



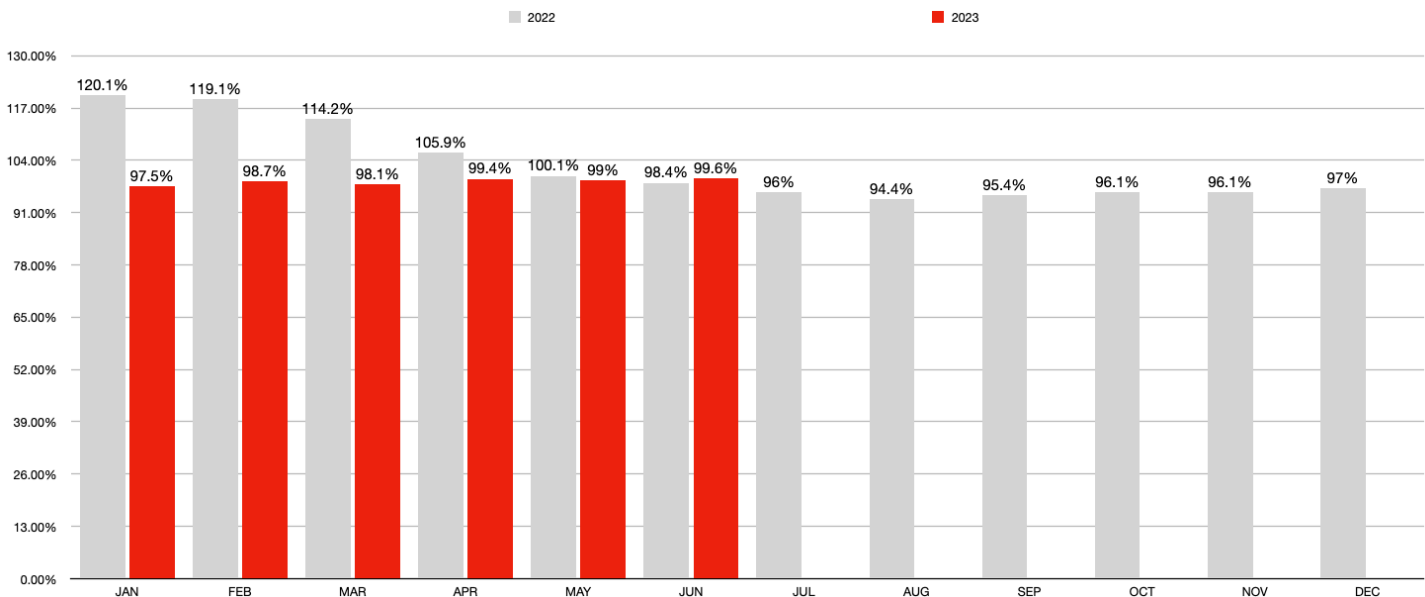
Month-Over-Month 2022 vs. 2023

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

# SALE PRICE VS. LIST PRICE RATIO

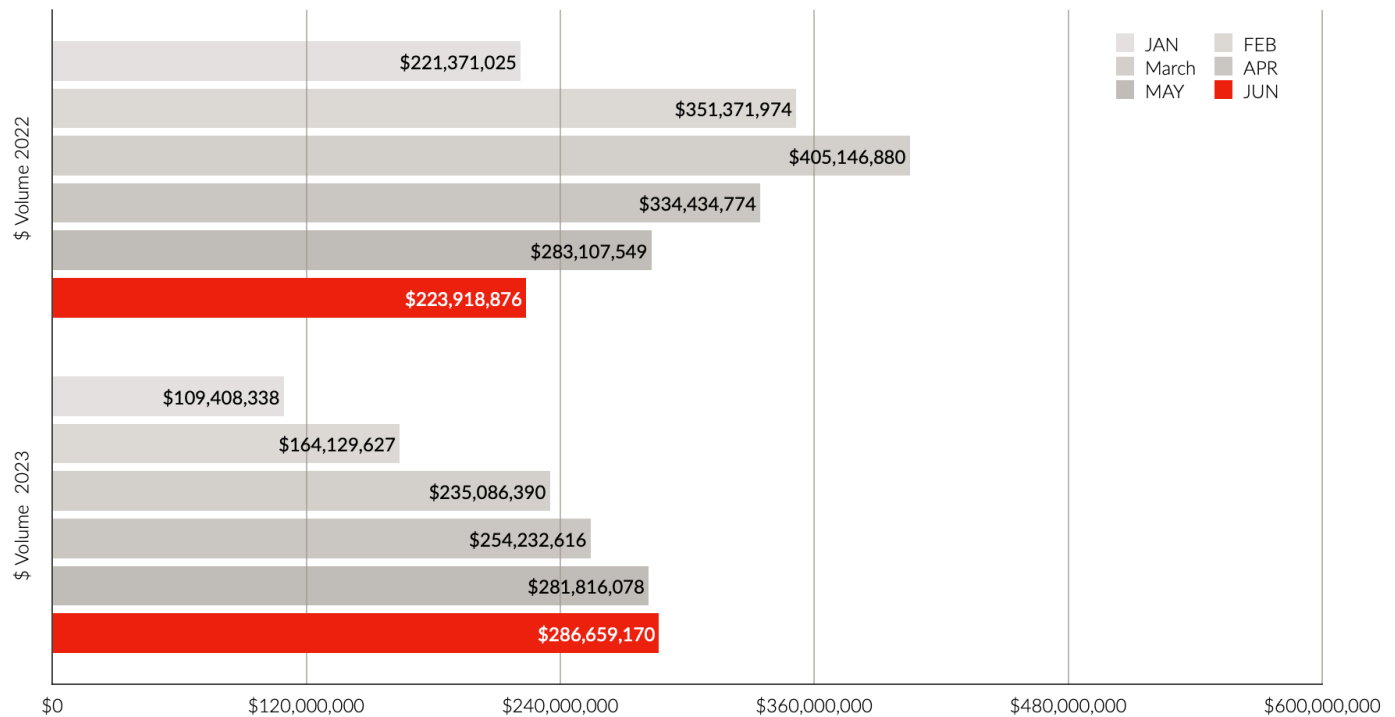


## Year-Over-Year

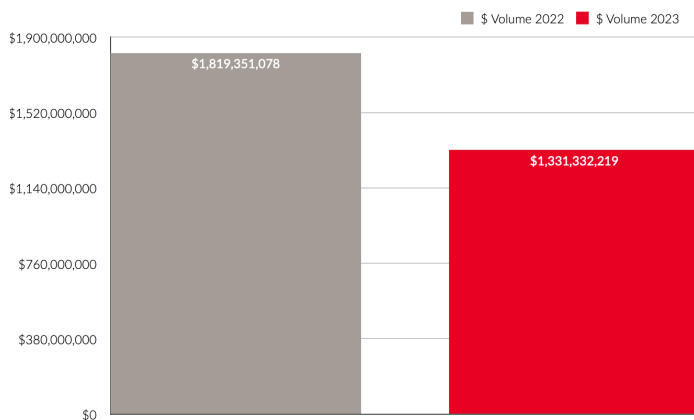


## Month-Over-Month 2022 vs. 2023

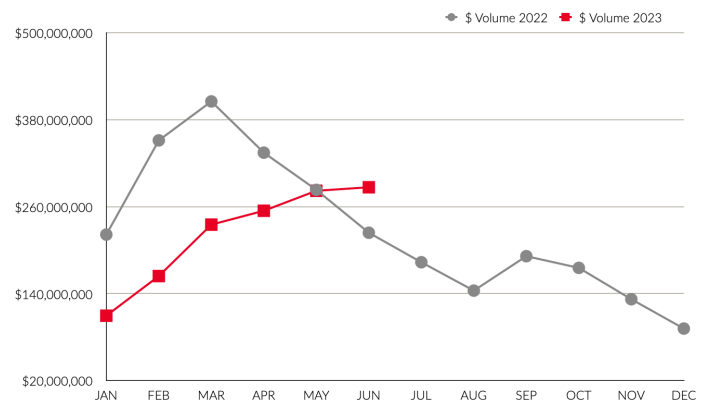
# DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023



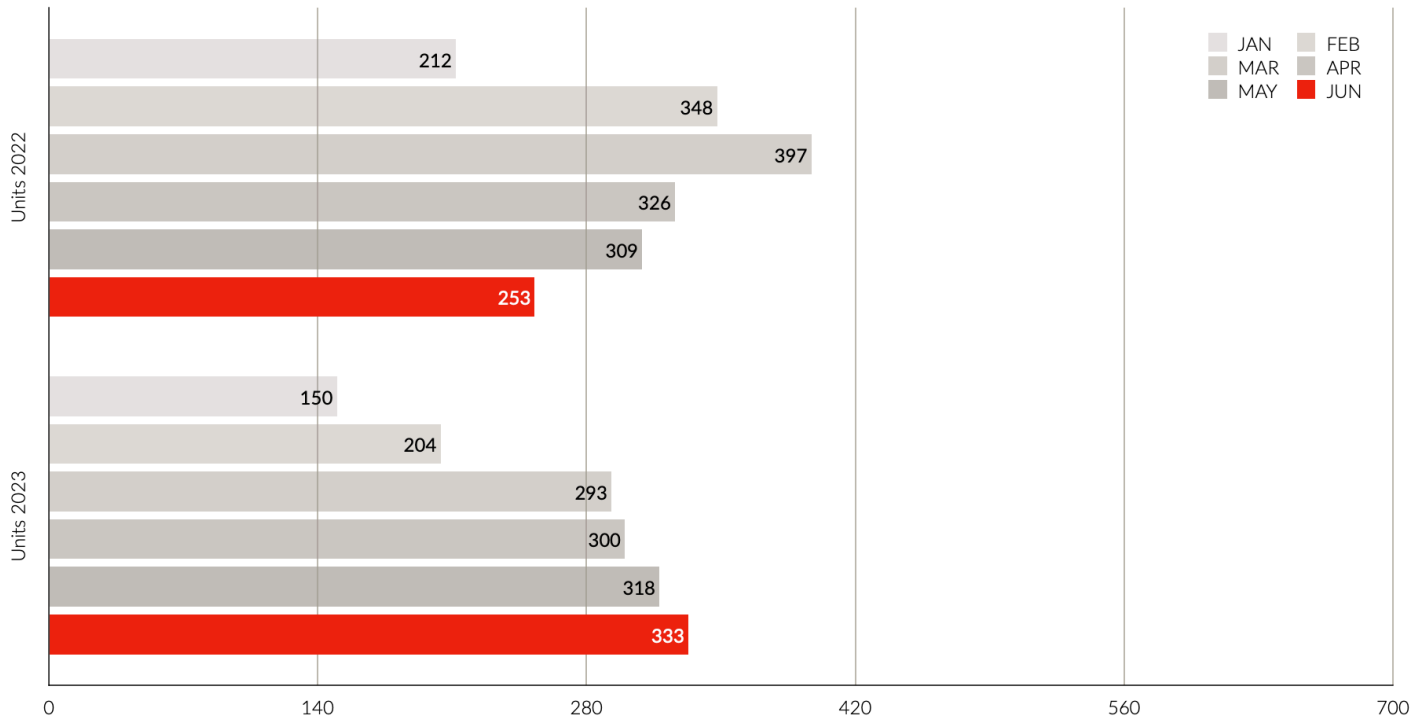
Yearly Totals 2022 vs. 2023



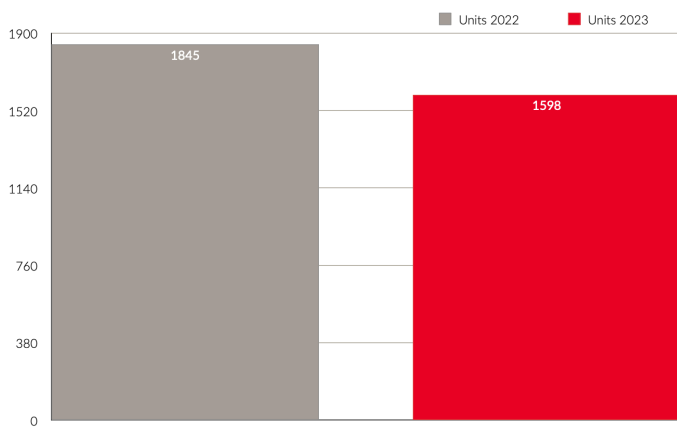
Month vs. Month 2022 vs. 2023



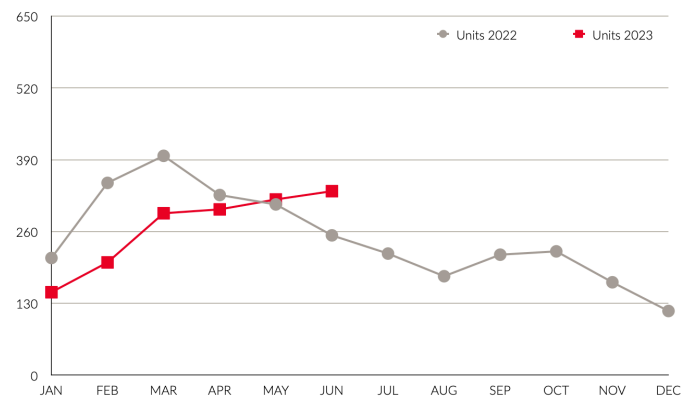
# UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

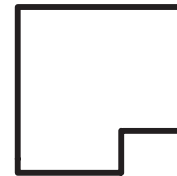
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

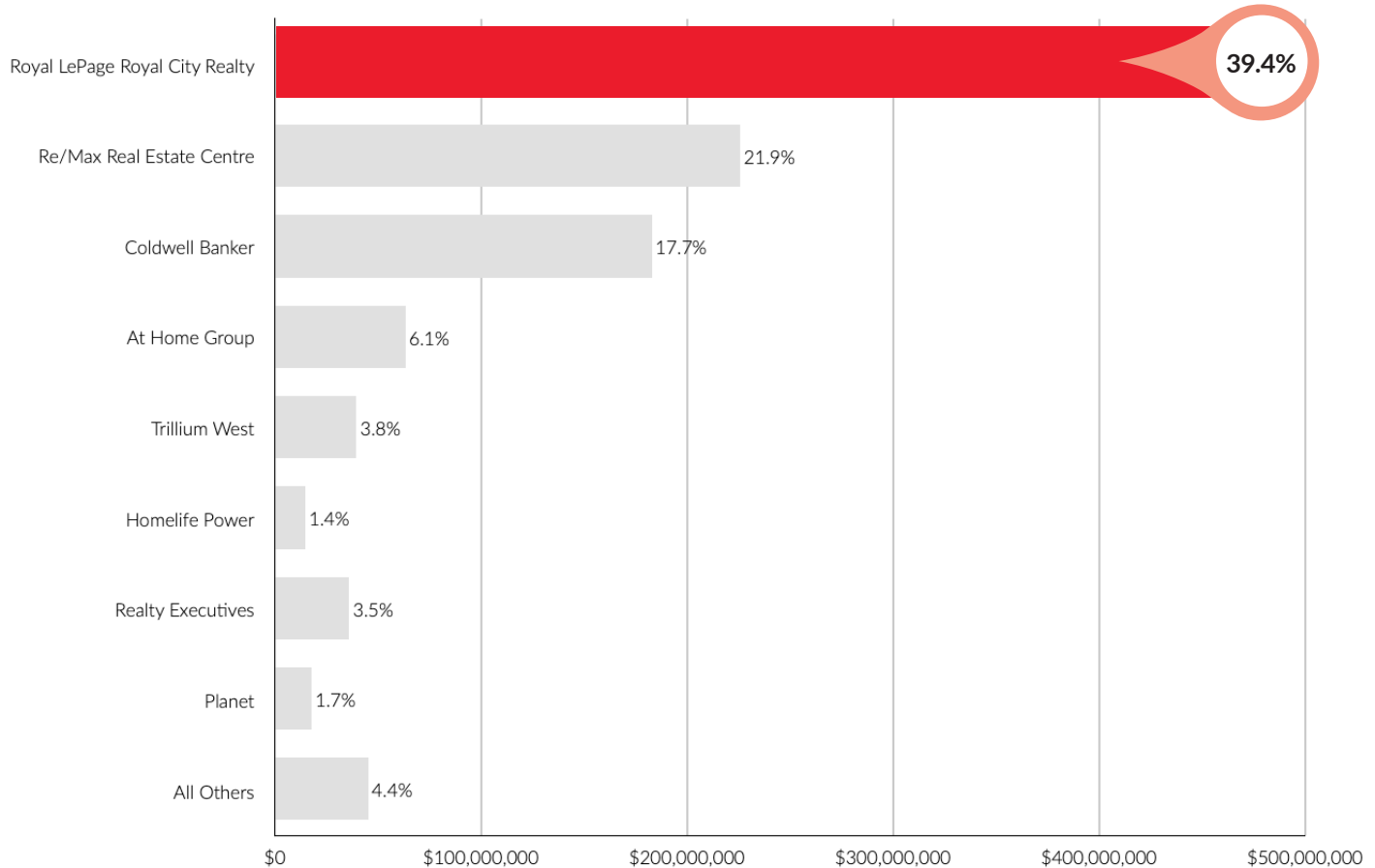
YTD Sales Volume	 <b>\$1,040,888,513</b> -29.51%	 <b>\$253,379,406</b> -16.5%	 <b>\$19,547,000</b> -57.46%
YTD Unit Sales	 <b>1,122</b> -16.46%	 <b>411</b> -5.08%	 <b>28</b> -17.65%
YTD Average Sale Price	 <b>\$927,708</b> -15.62%	 <b>\$616,495</b> -12.03%	 <b>\$698,107</b> -48.34%
June Sales Volume	 <b>\$236,411,159</b> +28.83%	 <b>\$44,904,011</b> +33.39%	 <b>\$2,647,500</b> -51.63%
June Unit Sales	 <b>249</b> +32.45%	 <b>71</b> +29.09%	 <b>5</b> -16.67%

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





# MARKET DOMINANCE

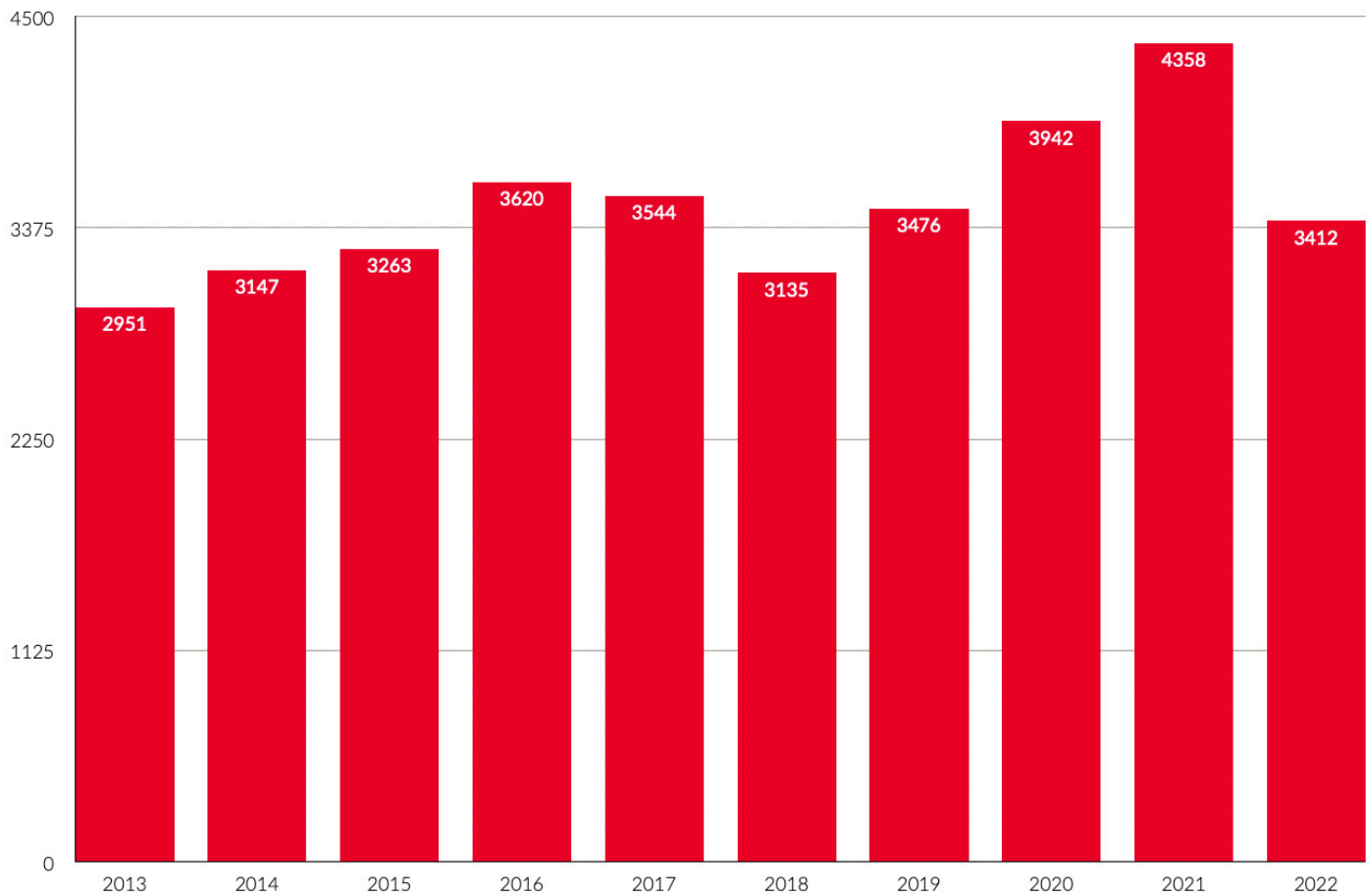


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
June 2023



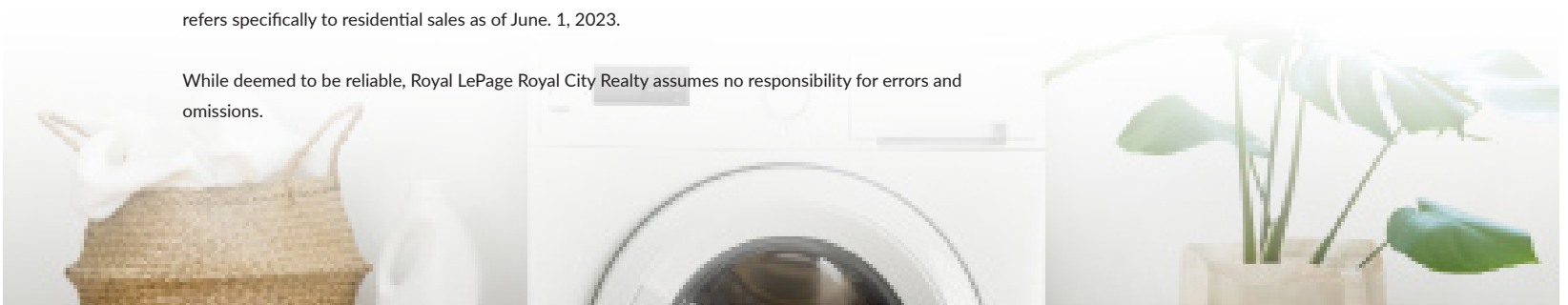
# 10 YEAR MARKET ANALYSIS



## 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 June. 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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