



2023 NOVEMBER

WELLINGTON COUNTY Real Estate Market Report



OVERVIEW

BALANCED MARKET

Wellington County real estate remains a balanced market this month despite an increase in unit sales and sales volume. Average and median sale prices also remain higher than they were this time last year, showcasing this market's strong foundation.



November year-over-year sales volume of \$133,828,346

Up 1.25% from 2022's \$132,179,744 with unit sales of 155 down 7.74% from last November's 168. New listings of 363 are up 35% from a year ago, with the sales/listing ratio of 42.7% down 14.44%.



Year-to-date sales volume of \$2,158,957,194

Down 18.4% from 2022's \$2,645,746,349 with unit sales of 2,597 down 9% from 2022's 2,854. New listings of 4,723 are down 7.48% from a year ago, with the sales/listing ratio of 54.99% down 0.92%.



Year-to-date average sale price of \$826,235

Down from \$907,960 one year ago with median sale price of \$780,000 down from \$810,000 one year ago. Average days-on-market of 28.45 is up 7.63 days from last year.

NOVEMBER NUMBERS

Median Sale Price

\$742,500
+0.35%

Average Sale Price

\$863,409
+9.74%

Sales Volume

\$133,828,346
+1.25%

Unit Sales

155
-7.74%

New Listings

363
+23.47%

Expired Listings

81
+35%

Unit Sales/Listings Ratio

42.7%
-14.44%

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

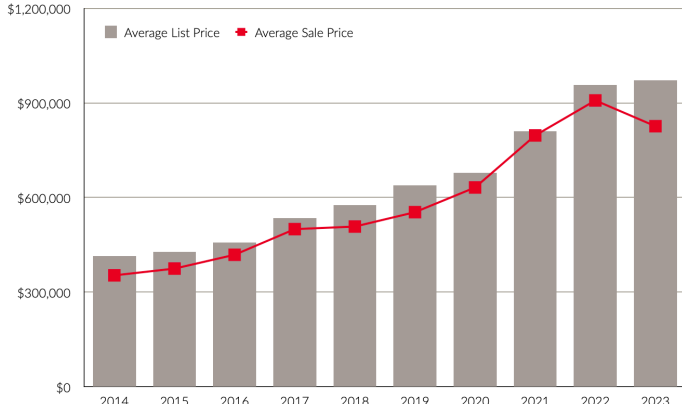


THE MARKET IN DETAIL

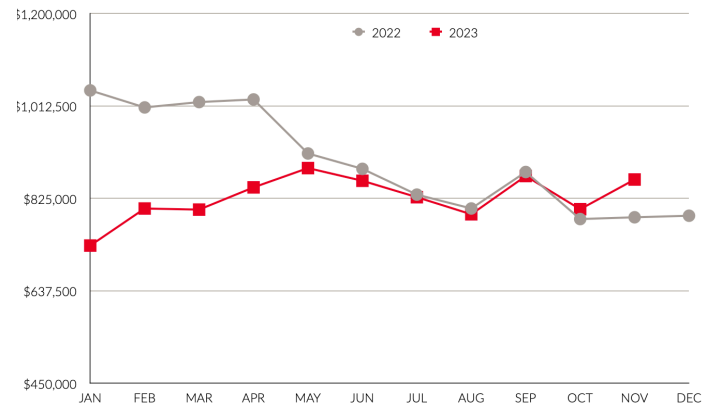
	2021	2022	2023	2022-2023
YTD Volume Sales	\$3,165,476,170	\$2,645,746,349	\$2,158,957,194	-18.4%
YTD Unit Sales	3,966	2,854	2,597	-9%
YTD New Listings	4,710	5,105	4,723	-7.48%
YDT Sales/Listings Ratio	84.20%	55.91%	54.99%	-0.92%
YTD Expired Listings	153	333	432	+29.73%
Monthly Volume Sales	\$256,046,424	\$132,179,744	\$133,828,346	+1.25%
Monthly Unit Sales	292	168	155	-7.74%
Monthly New Listings	274	294	363	+23.47%
Monthly Sales/Listings Ratio	106.57%	57.14%	42.70%	-14.44%
Monthly Expired Listings	20	60	81	+35%
YTD Sales: \$0-\$199K	77	37	36	-2.7%
YTD Sales: \$200k-349K	56	32	27	-15.63%
YTD Sales: \$350K-\$549K	646	250	377	+50.8%
YTD Sales: \$550K-\$749K	1317	697	744	+6.74%
YTD Sales: \$750K-\$999K	1128	950	875	-7.89%
YTD Sales: \$1M+	741	888	538	-39.41%
YTD Average Days-On-Market	14.27	20.82	28.45	+36.68%
YTD Average Sale Price	\$796,959	\$907,960	\$826,235	-9%
YTD Median Sale Price	\$725,000	\$810,000	\$780,000	-3.7%

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

AVERAGE SALE PRICE

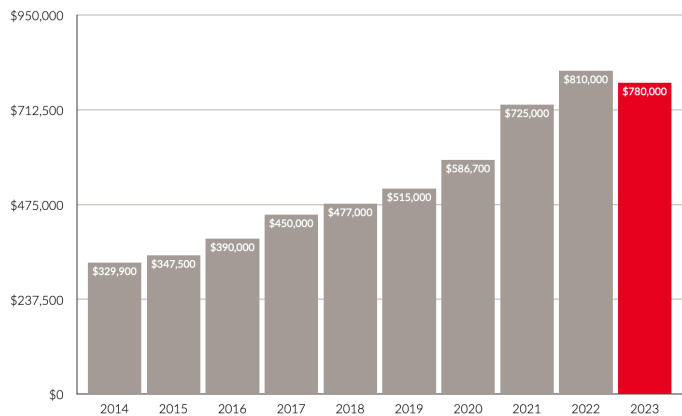


Year-Over-Year

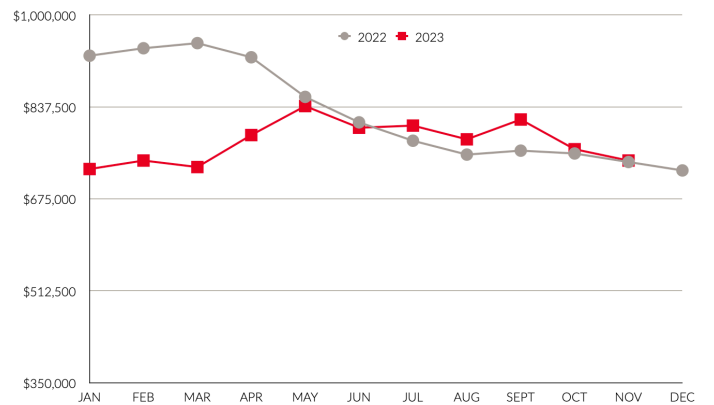


Month-Over-Month 2022 vs. 2023

MEDIAN SALE PRICE



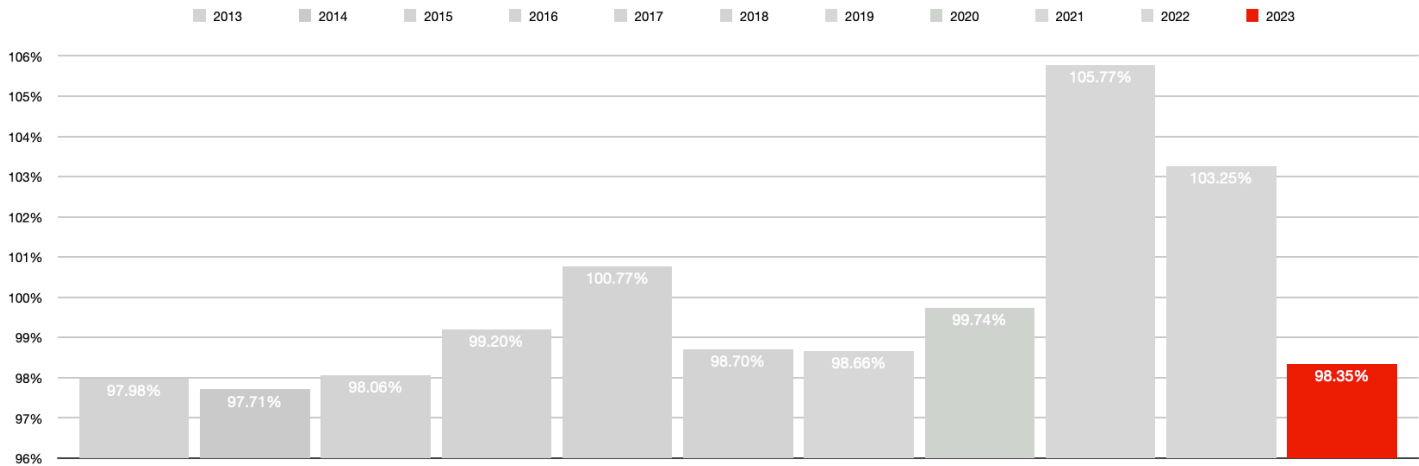
Year-Over-Year



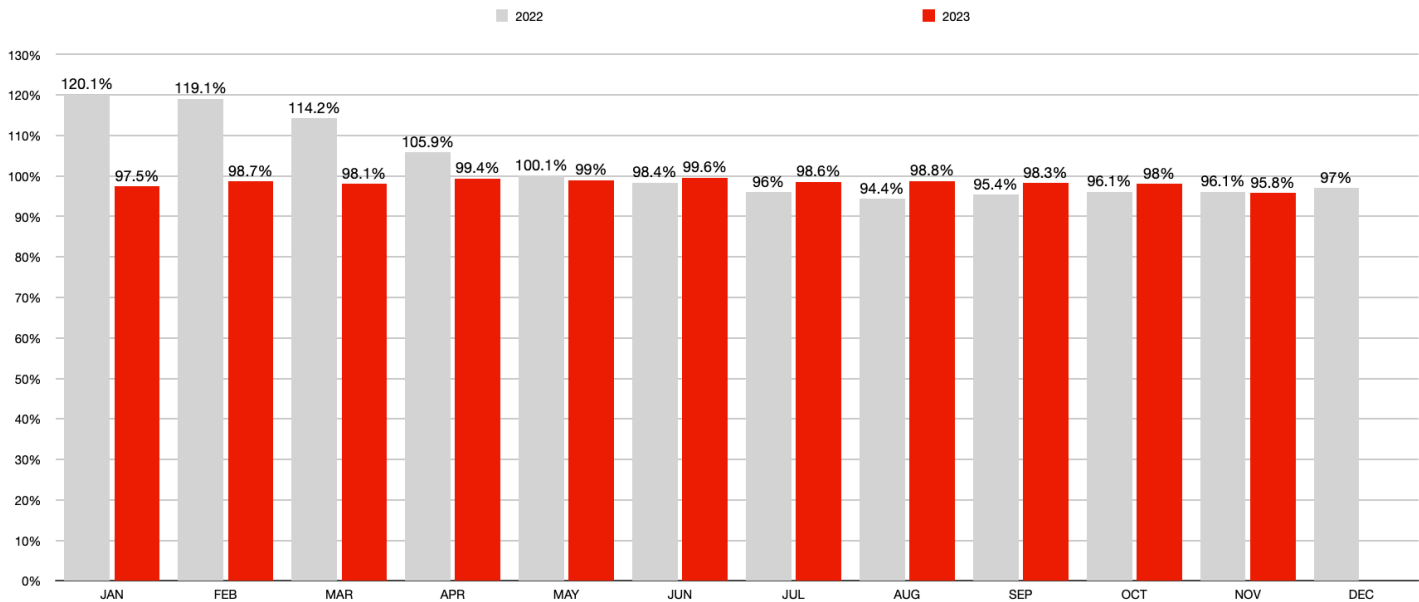
Month-Over-Month 2022 vs. 2023

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

SALE PRICE VS. LIST PRICE RATIO

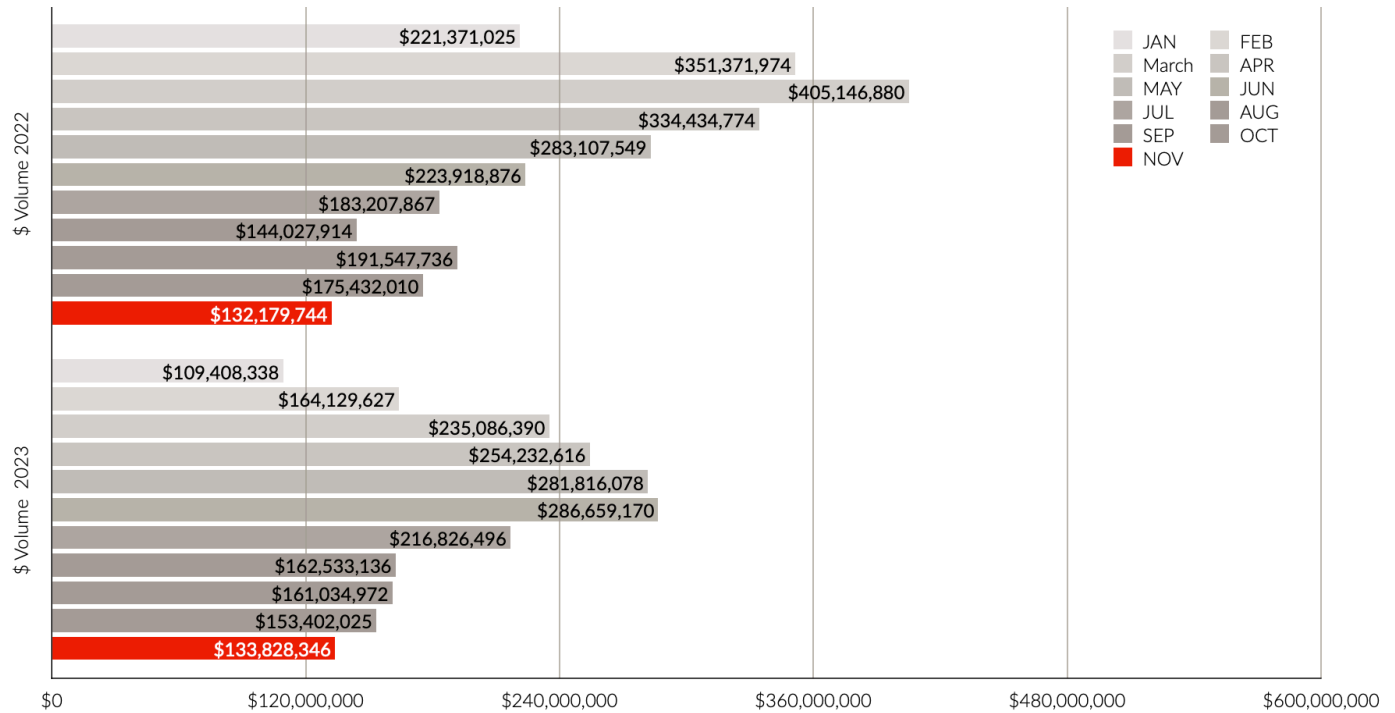


Year-Over-Year

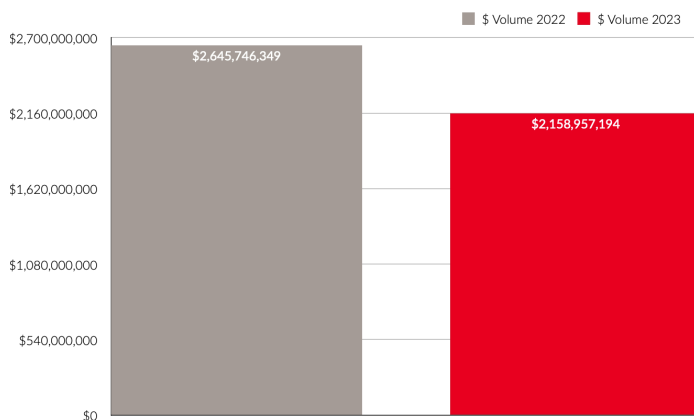


Month-Over-Month 2022 vs. 2023

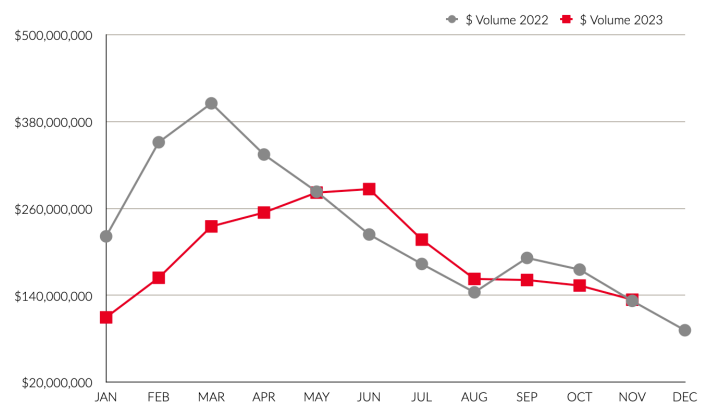
DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

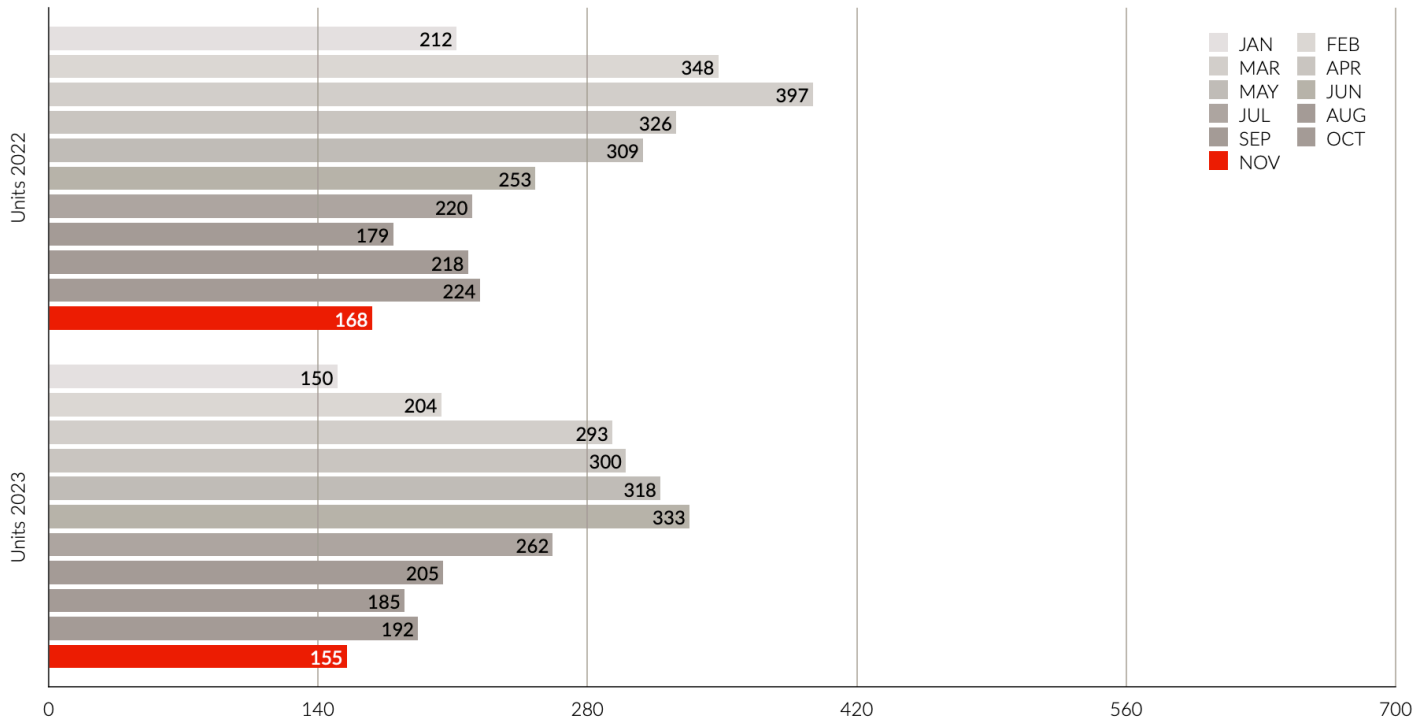


Yearly Totals 2022 vs. 2023

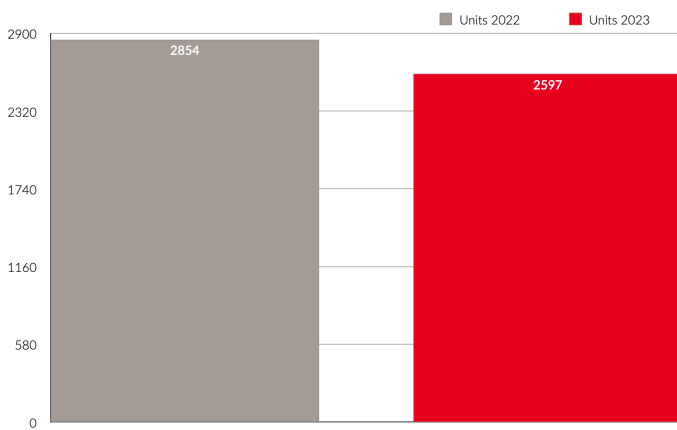


Month vs. Month 2022 vs. 2023

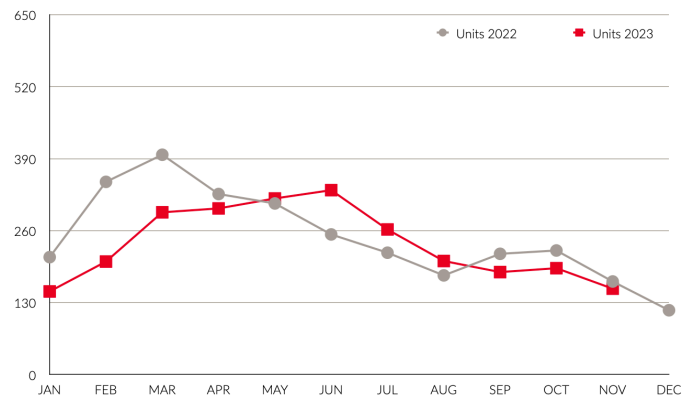
UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

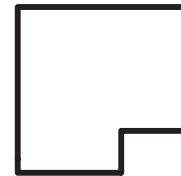
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



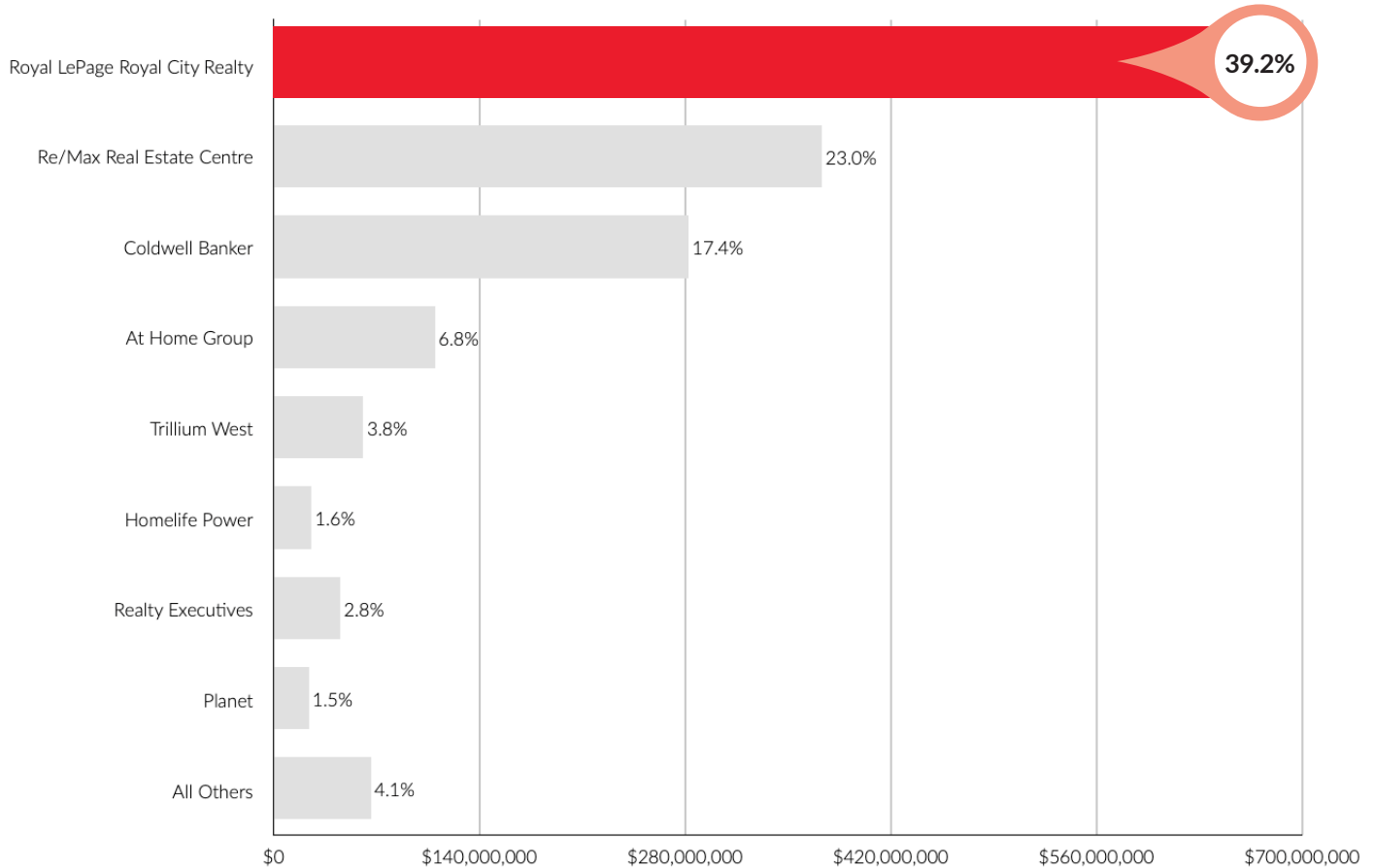
VACANT LAND

YTD Sales Volume	 \$1,715,734,694 -18.72%	 \$388,729,400 -14.29%	 \$27,166,005 -57.35%
YTD Unit Sales	 1852 -8.77%	 631 -7.75%	 42 -6.67%
YTD Average Sale Price	 \$926,423 -10.91%	 \$616,053 -7.09%	 \$646,809.64 -54.31%
November Sales Volume	 \$109,226,171 +8.06%	 \$23,542,175 -11.8%	 \$1,360,000 -26.45%
November Unit Sales	 116 No Change	 38 -15.56%	 3 -25%

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



MARKET DOMINANCE

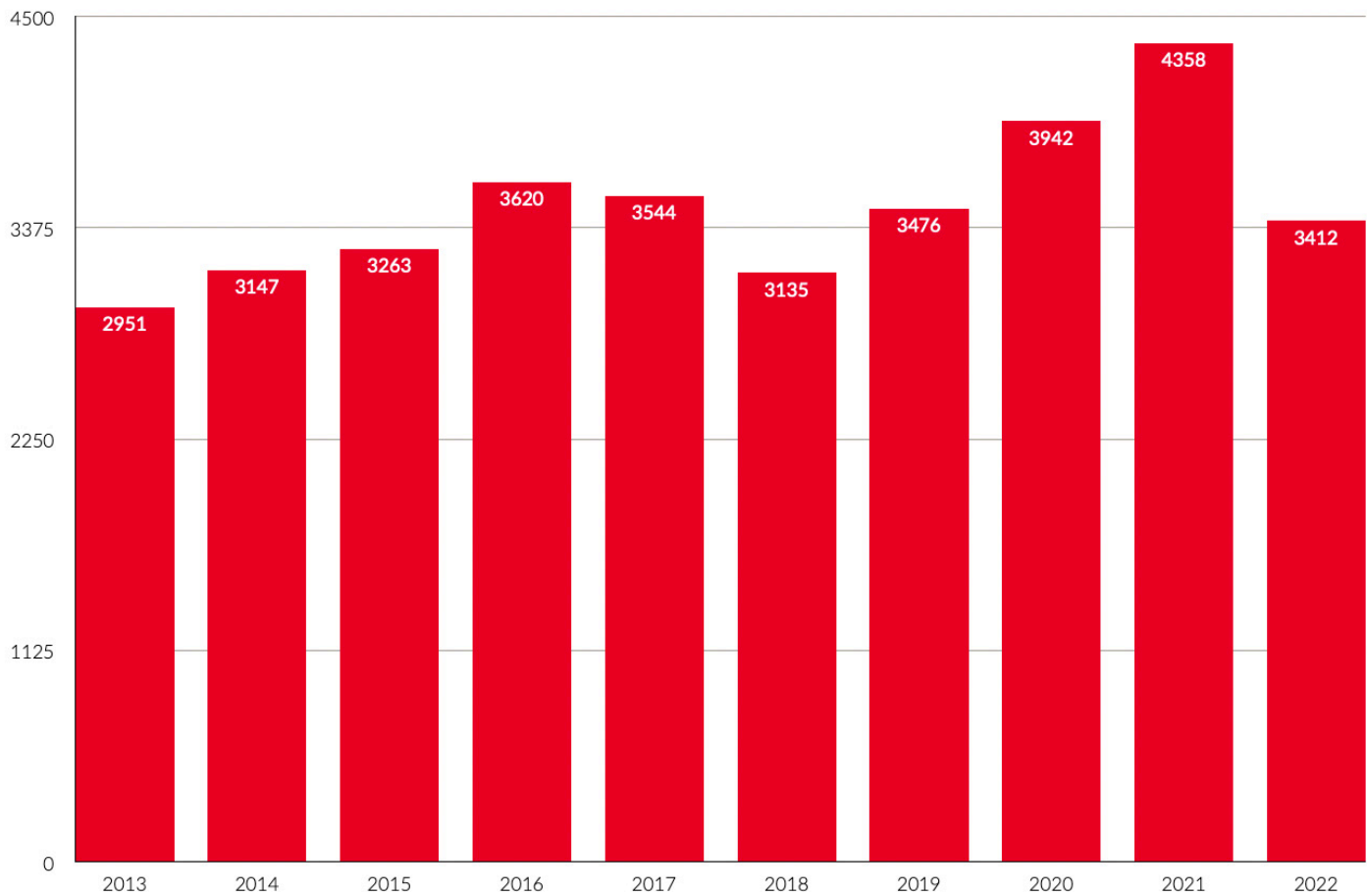


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
November 2023



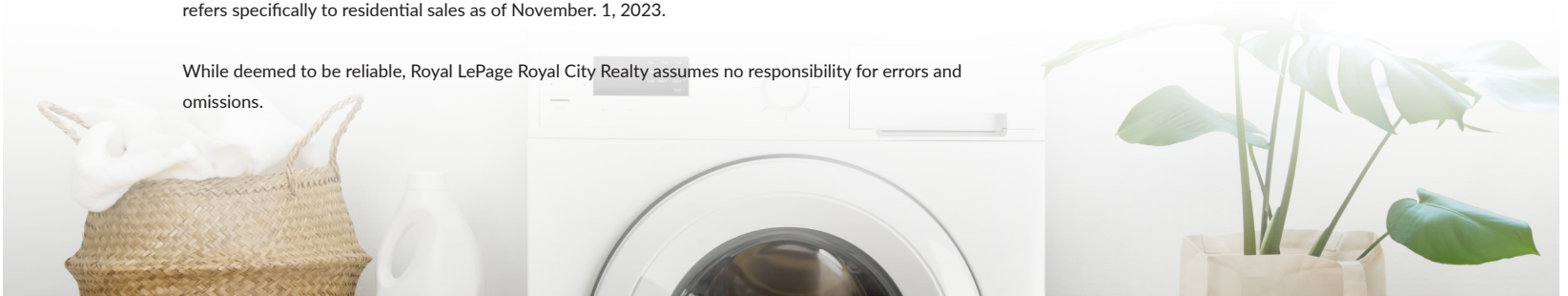
10 YEAR MARKET ANALYSIS



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 November. 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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