



# 2023 DECEMBER

## WELLINGTON COUNTY Real Estate Market Report



# OVERVIEW

## BALANCED MARKET

Wellington County real estate remains a balanced market to end the year. Monthly average and median sale prices are more or less equal to what they were last year, showing that this market has a strong foundation. Despite the expected slow down caused by the holidays, this market still saw a small jump in inventory, and unit sales that kept up with it pretty well.



### December year-over-year sales volume of \$79,196,971

Down 13.57% from 2022's \$91,631,299 with unit sales of 102 down 12.07% from last December's 116. New listings of 121 are up 9.01% from a year ago, with the sales/listing ratio of 84.3% down 20.21%.



### Year-to-date sales volume of \$2,238,154,165

Down 18.24% from 2022's \$2,737,377,648 with unit sales of 2,699 down 9.12% from 2022's 2,970. New listings of 4,844 are down 7.13% from a year ago, with the sales/listing ratio of 55.72% down 1.22%.



### Year-to-date average sale price of \$822,086

Down from \$898,124 one year ago with median sale price of \$771,250 down from \$793,750 one year ago. Average days-on-market of 29.33 is up 7.25 days from last year.

## DECEMBER NUMBERS

Median Sale Price

**\$735,000**  
+1.38%

Average Sale Price

**\$776,441**  
-1.71%

Sales Volume

**\$79,196,971**  
-13.57%

Unit Sales

**102**  
-12.07%

New Listings

**121**  
+9.01%

Expired Listings

**116**  
+75.76%

Unit Sales/Listings Ratio

**84.3%**  
-20.21%

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



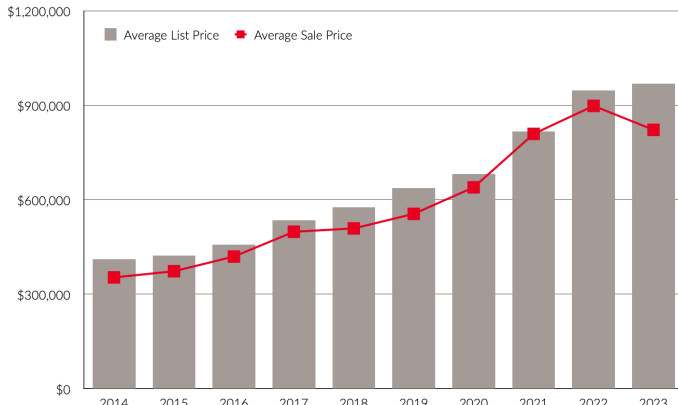


# THE MARKET IN DETAIL

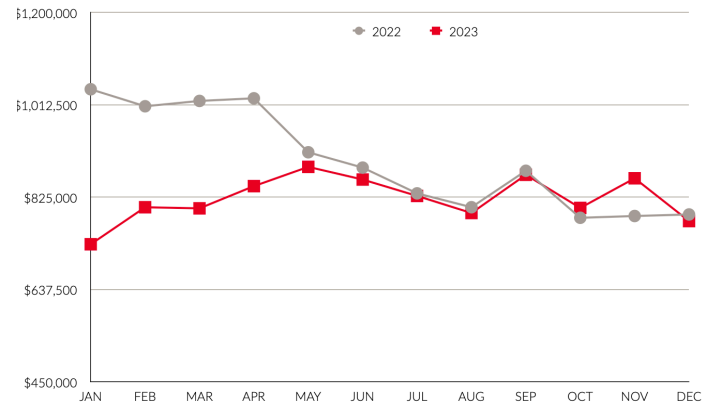
	2021	2022	2023	2022-2023
<b>YTD Volume Sales</b>	\$3,309,849,792	\$2,737,377,648	\$2,238,154,165	-18.24%
<b>YTD Unit Sales</b>	4,119	2,970	2,699	-9.12%
<b>YTD New Listings</b>	4,840	5,216	4,844	-7.13%
<b>YDT Sales/Listings Ratio</b>	85.10%	56.94%	55.72%	-1.22%
<b>YTD Expired Listings</b>	162	399	548	+37.34%
<b>Monthly Volume Sales</b>	\$144,373,622	\$91,631,299	\$79,196,971	-13.57%
<b>Monthly Unit Sales</b>	153	116	102	-12.07%
<b>Monthly New Listings</b>	130	111	121	+9.01%
<b>Monthly Sales/Listings Ratio</b>	117.69%	104.50%	84.30%	-20.21%
<b>Monthly Expired Listings</b>	9	66	116	+75.76%
<b>YTD Sales: \$0-\$199K</b>	77	37	36	-2.7%
<b>YTD Sales: \$200k-349K</b>	56	32	29	-9.38%
<b>YTD Sales: \$350K-\$549K</b>	658	276	390	+41.3%
<b>YTD Sales: \$550K-\$749K</b>	1359	738	785	+6.37%
<b>YTD Sales: \$750K-\$999K</b>	1184	984	904	-8.13%
<b>YTD Sales: \$1M+</b>	784	903	555	-38.54%
<b>YTD Average Days-On-Market</b>	14.08	22.08	29.33	+32.83%
<b>YTD Average Sale Price</b>	\$809,181	\$898,124	\$822,086	-8.47%
<b>YTD Median Sale Price</b>	\$732,000	\$793,750	\$771,250	-2.83%

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

# AVERAGE SALE PRICE

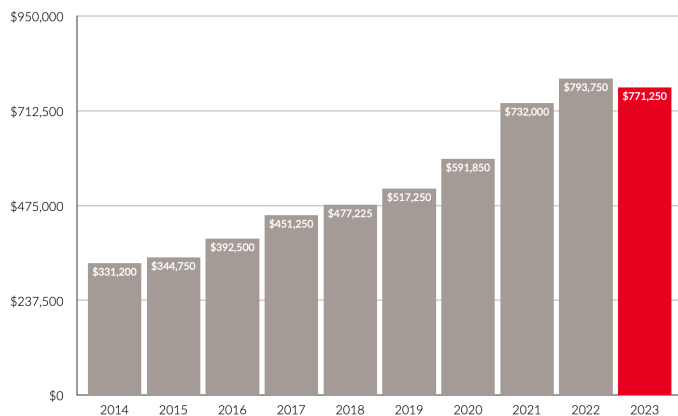


Year-Over-Year

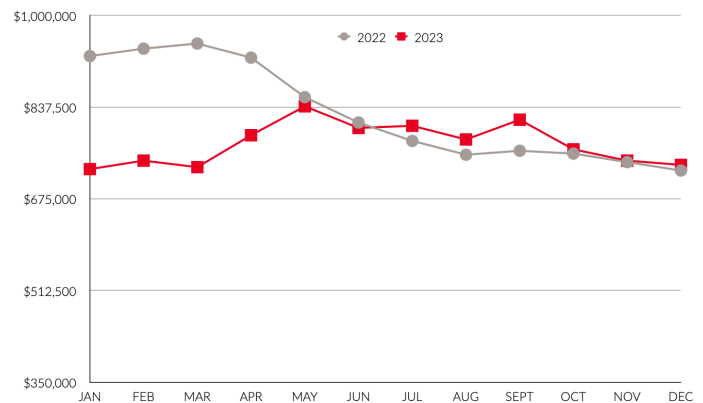


Month-Over-Month 2022 vs. 2023

# MEDIAN SALE PRICE



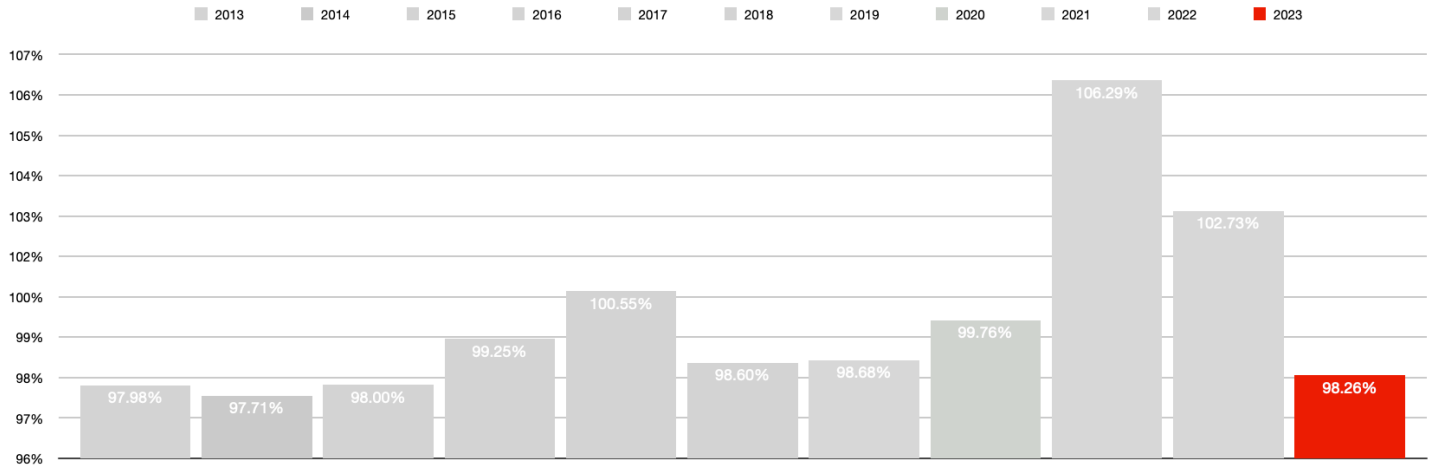
Year-Over-Year



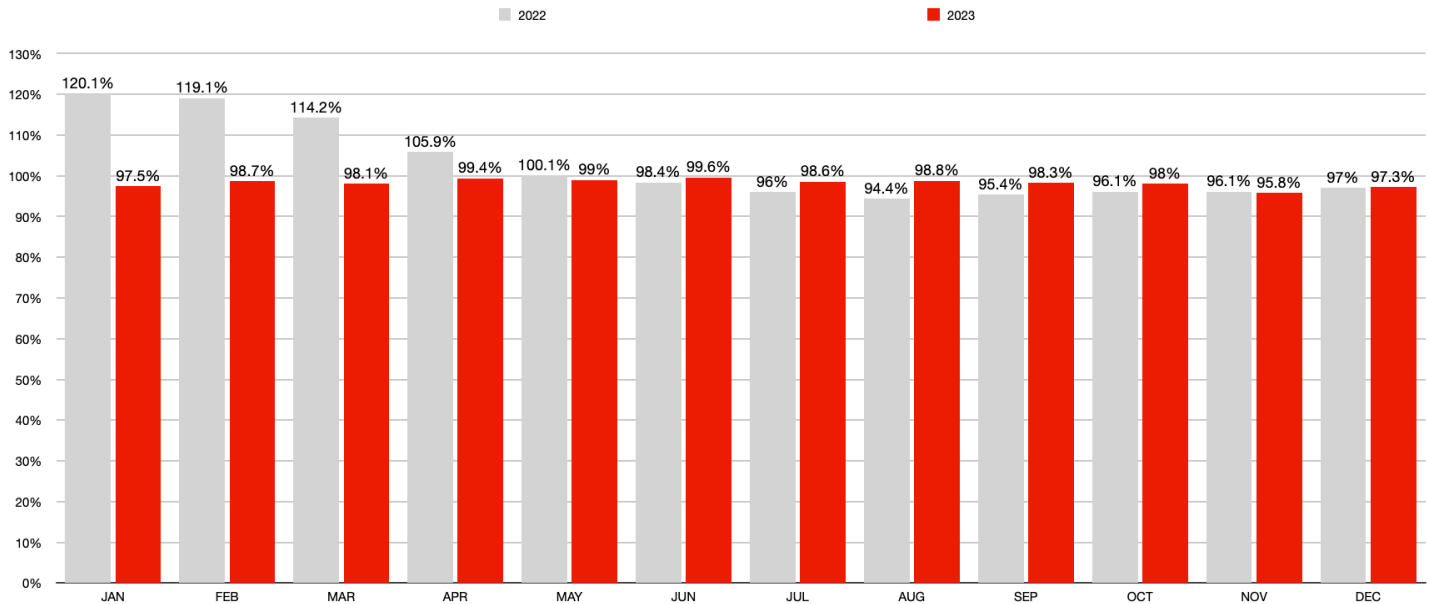
Month-Over-Month 2022 vs. 2023

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

# SALE PRICE VS. LIST PRICE RATIO

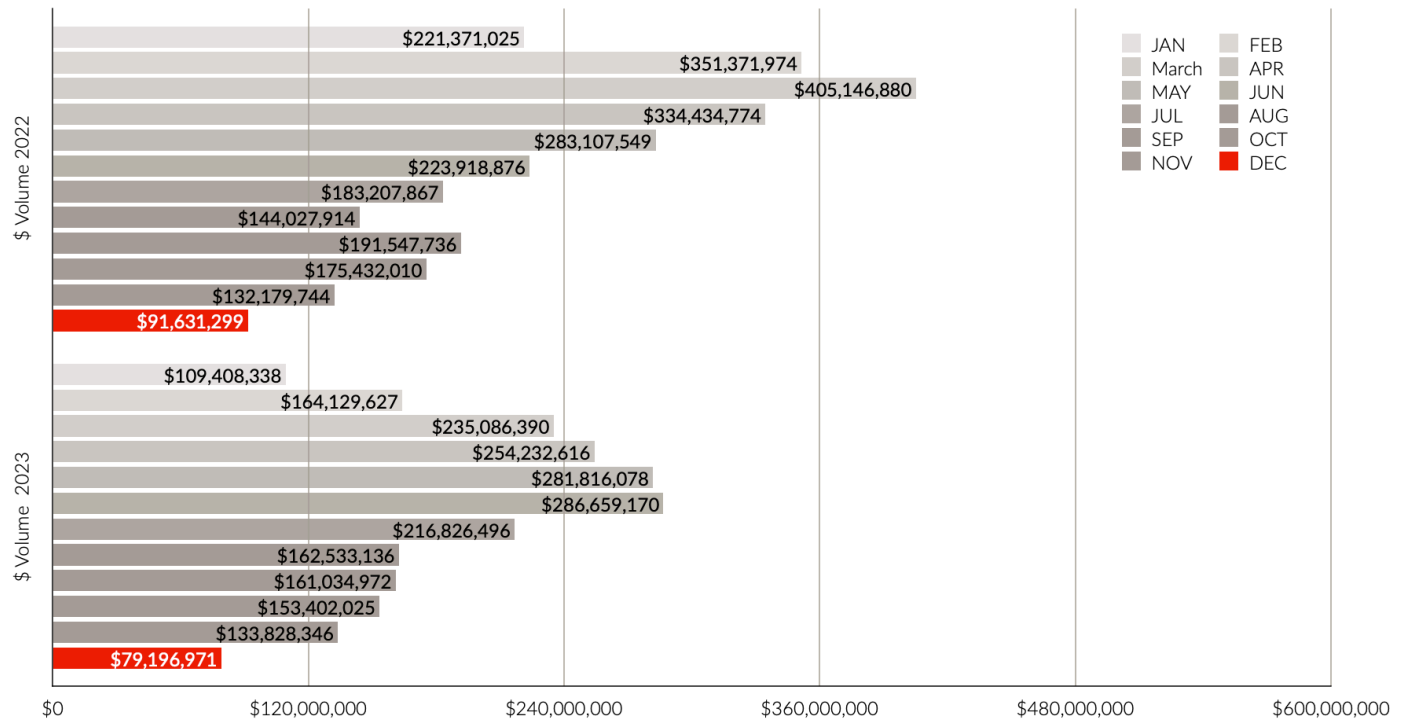


## Year-Over-Year

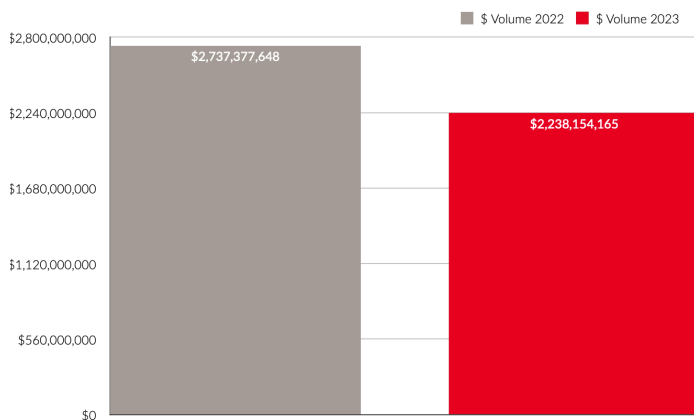


## Month-Over-Month 2022 vs. 2023

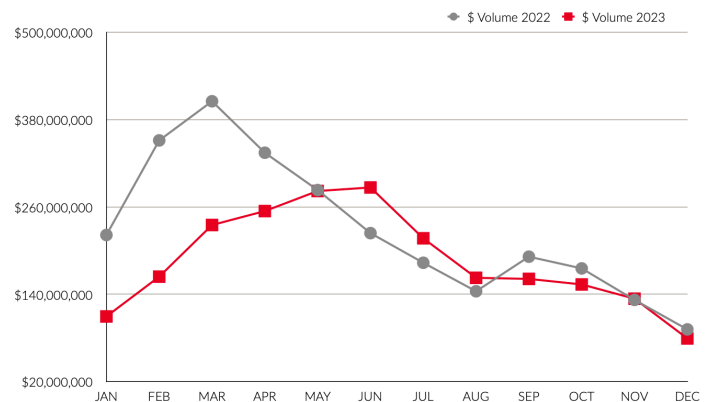
# DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

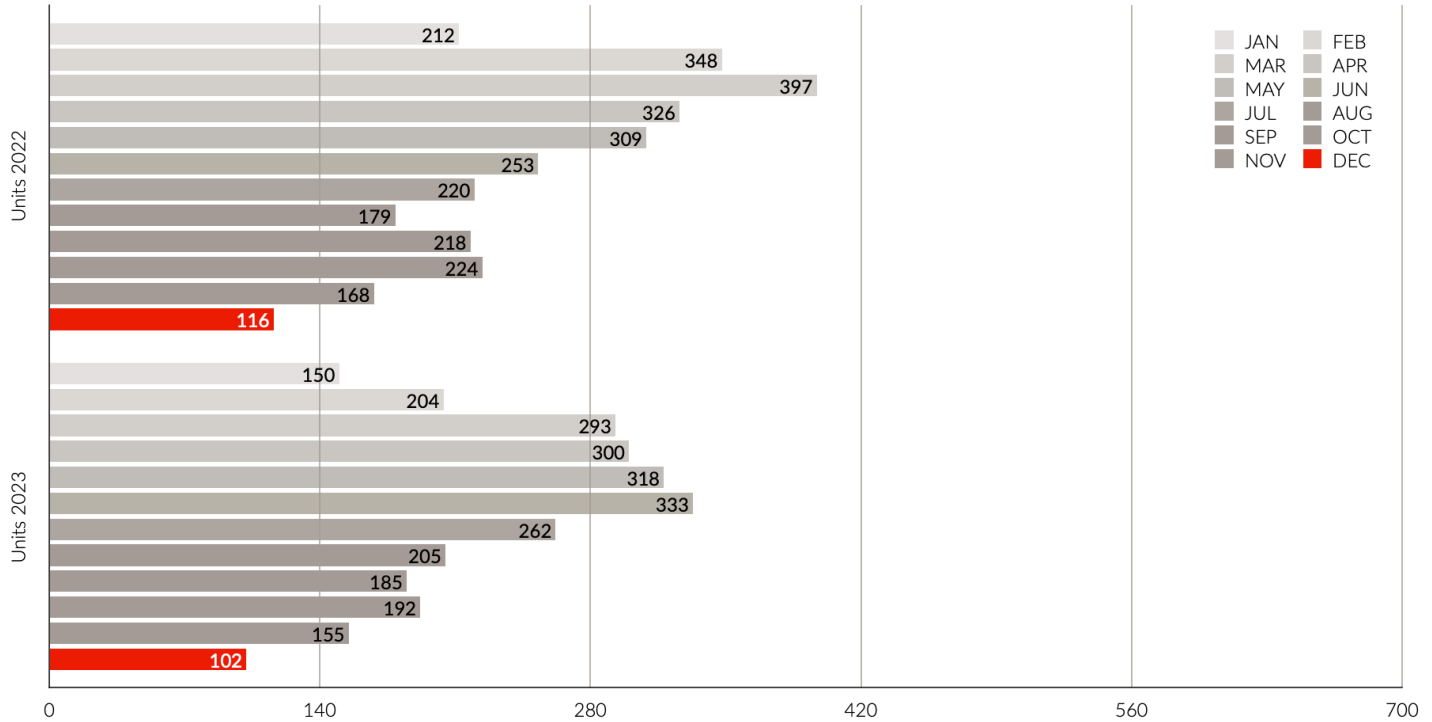


Yearly Totals 2022 vs. 2023

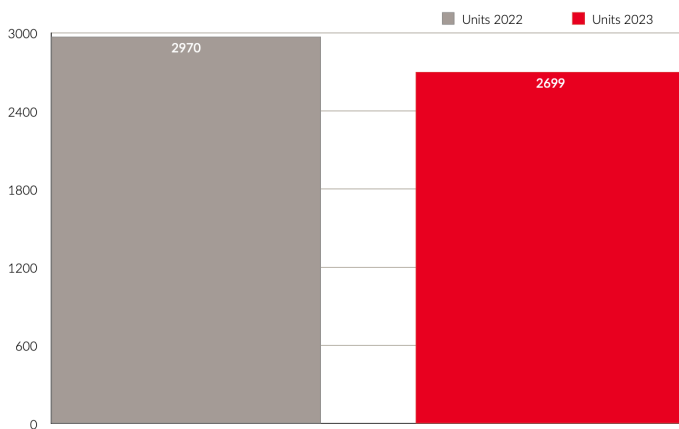


Month vs. Month 2022 vs. 2023

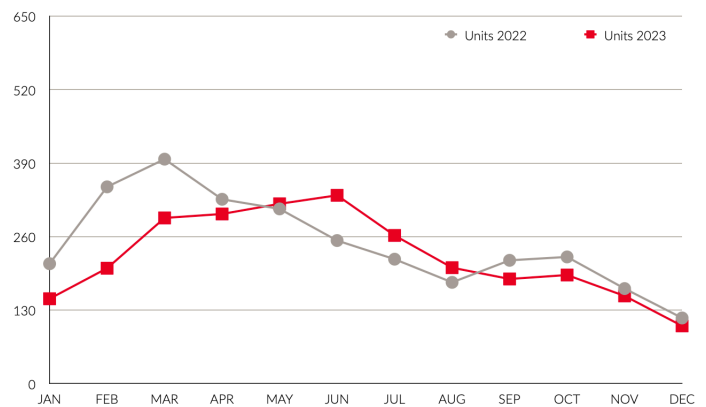
# UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

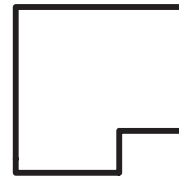
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



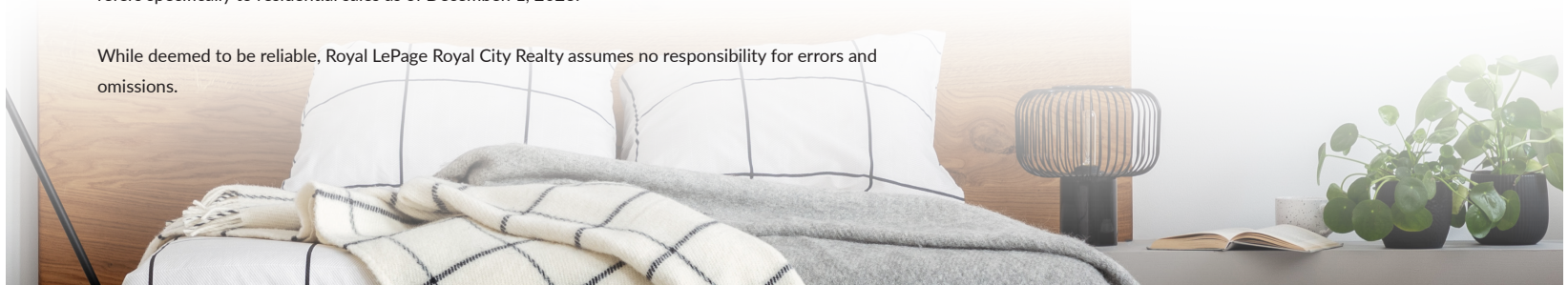
## VACANT LAND

YTD Sales Volume	 <b>\$1,784,338,388</b> -18.25%	 <b>\$398,159,677</b> -15.18%	 <b>\$28,376,205</b> -55.45%
YTD Unit Sales	 <b>1934</b> -8.51%	 <b>649</b> -8.72%	 <b>44</b> -2.22%
YTD Average Sale Price	 <b>\$922,616</b> -10.64%	 <b>\$613,497</b> -7.07%	 <b>\$644,913.75</b> -54.44%
December Sales Volume	 <b>\$68,603,694</b> -4.22%	 <b>\$9,430,277</b> -40.53%	 <b>\$1,210,200</b> Up from \$0
December Unit Sales	 <b>82</b> -2.38%	 <b>18</b> -33.33%	 <b>2</b> Up from 0

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

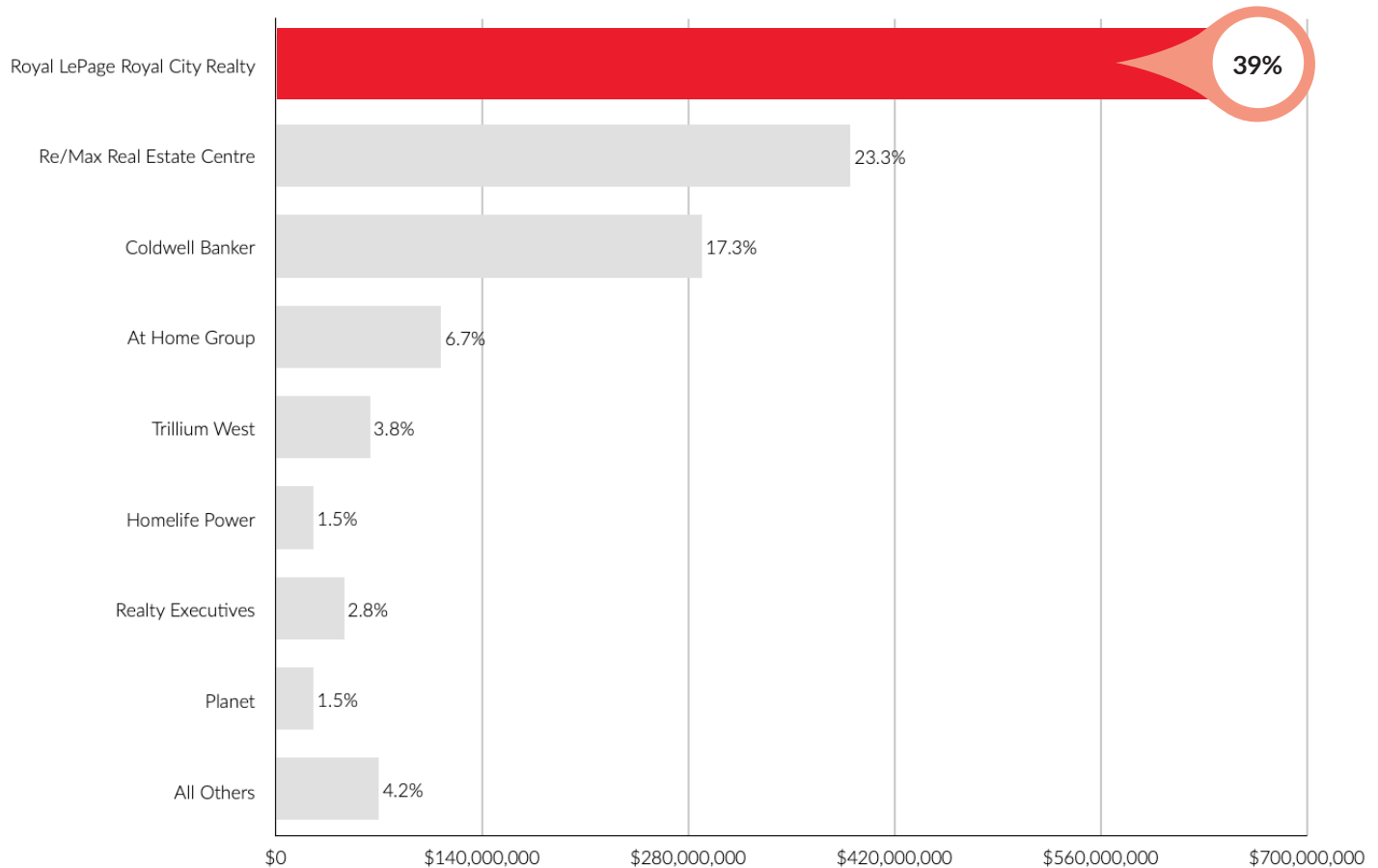
Year-Over-Year Comparison (2023 vs. 2022)

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# MARKET DOMINANCE

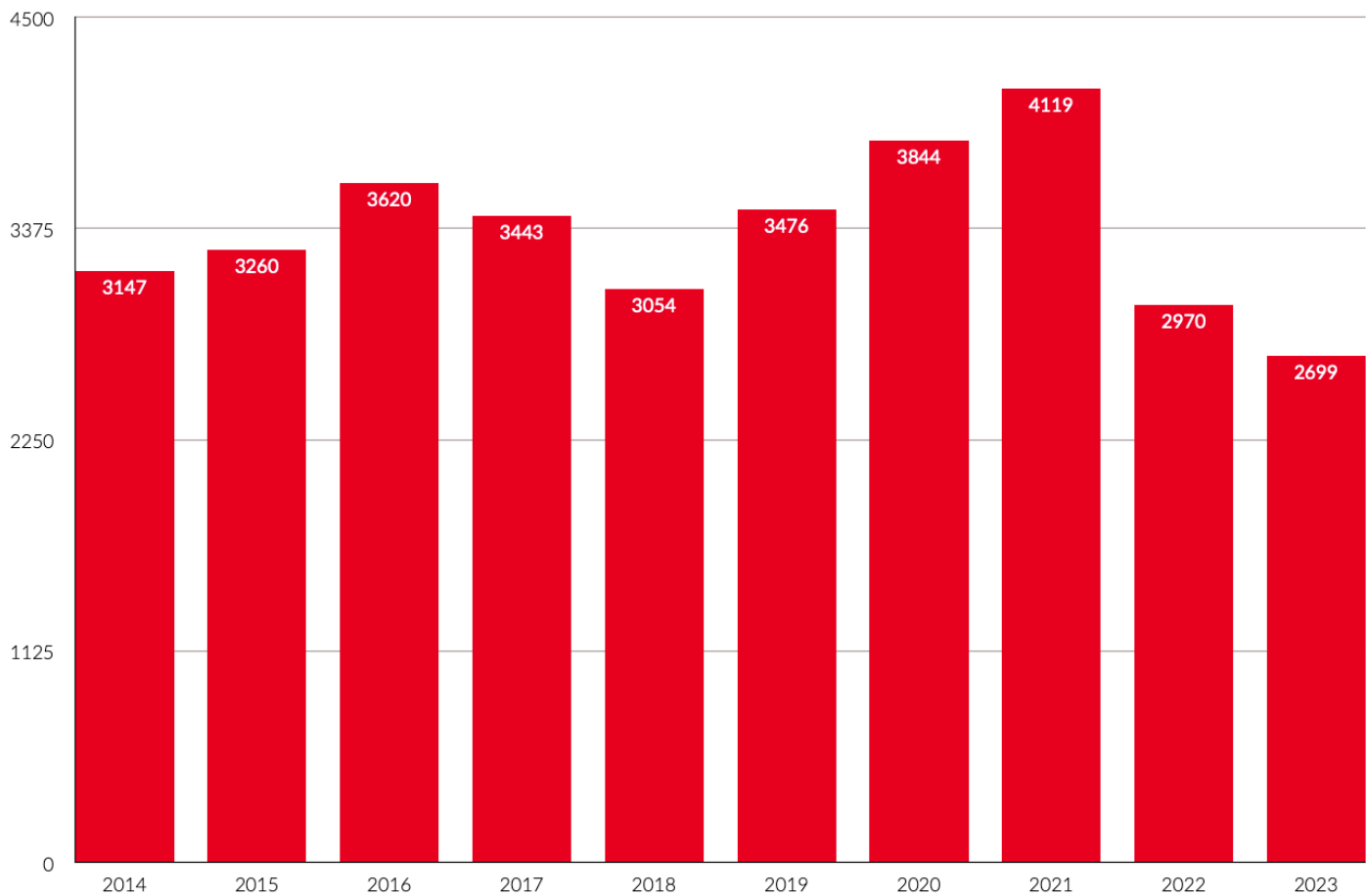


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
December 2023



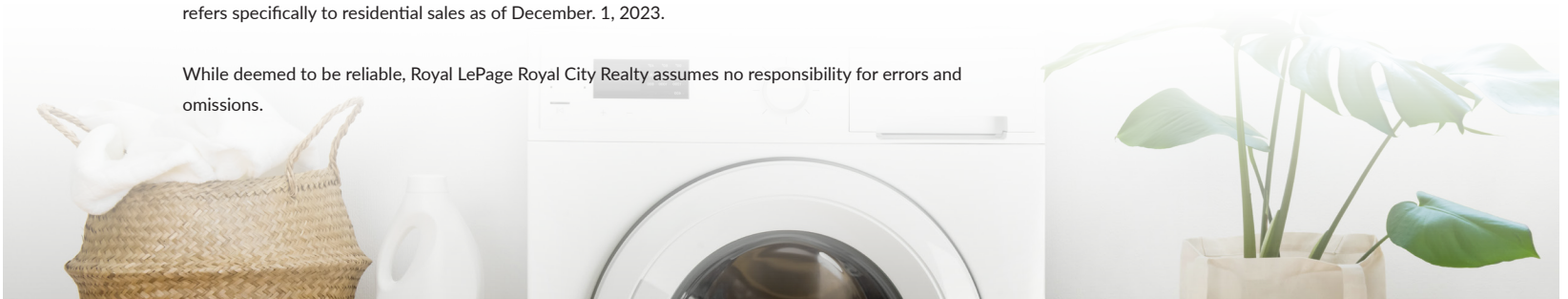
# 10 YEAR MARKET ANALYSIS



## Units Sold

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# 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 (COMMERCIAL)

519-836-8060  
1467 Gordon Street Unit L1, Guelph



## ROCKWOOD

519-856-9922  
118 Main Street S., Rockwood



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