



2024
JULY

WELLINGTON COUNTY
Real Estate Market Report



OVERVIEW

BALANCED MARKET

The **Wellington County** real estate market remains a balanced market in July despite the median sale price, average sale price, and unit sales being lower in comparison to this time last year, bringing down the unit sales/listings ratio as well. However, sales volume has increased slightly. With a significant increase in new listings, buyers have more options to choose from, even though there are fewer expired listings. This dynamic intensifies competition among sellers.



July year-over-year sales volume of \$220,166,160

Up 1.54% from 2023's \$216,826,496 with unit sales of 271 up 3.44% from last July's 262. New listings of 535 are up 16.81% from a year ago, with the sales/listing ratio of 50.65% down 6.55%.



Year-to-date sales volume of \$1,468,287,974

Down 5.16% from 2023's \$1,548,158,715 with unit sales of 1,514 down 5.26% from 2023's 1,598. New listings of 3,607 are up 22.9% from a year ago, with the sales/listing ratio of 49.49% down 13.89%.



Year-to-date average sale price of \$819,644

Down from \$822,675 one year ago with median sale price of \$775,250 down from \$787,500 one year ago. Average days-on-market of 31.9 is up 4 days from last year.

JULY NUMBERS

Median Sale Price

\$755,000

-6.12%

Average Sale Price

\$812,560

-1.82%

Sales Volume

\$220,166,160

+1.54%

Unit Sales

271

-3.44%

New Listings

535

+16.81%

Expired Listings

42

-10.64%

Unit Sales/Listings Ratio

50.65%

-6.55%

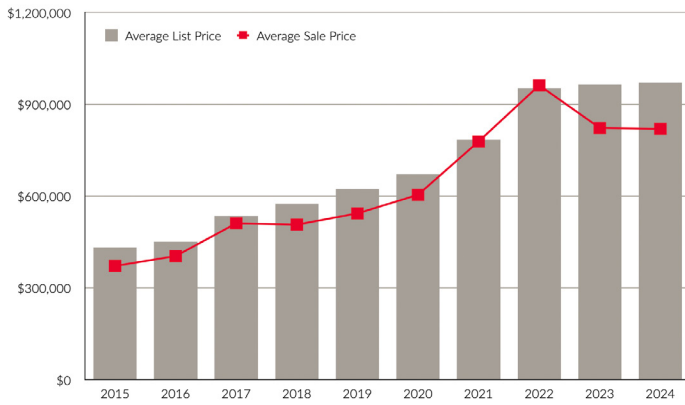
*Year-over-year comparison
(July 2024 vs. July 2023)*

THE MARKET IN DETAIL

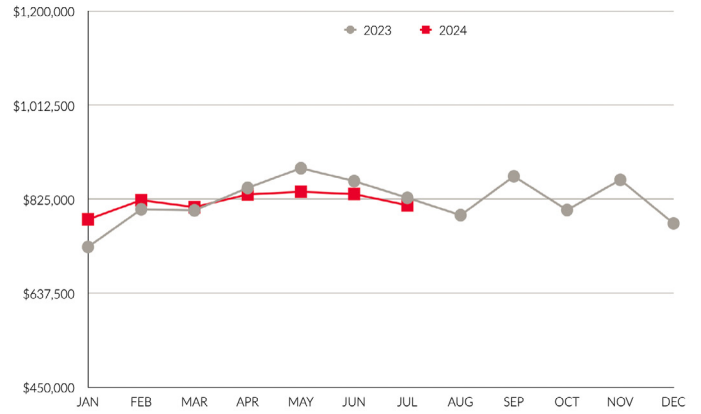
	2022	2023	2024	2023-2024
YTD Volume Sales	\$2,002,558,945	\$1,548,158,715	\$1,468,287,974	-5.16%
YTD Unit Sales	2,065	1,860	1,785	-4.03%
YTD New Listings	3,666	2,935	3,607	+22.9%
YTD Sales/Listings Ratio	56.33%	63.37%	49.49%	-13.89%
YTD Expired Listings	105	191	320	+67.54%
Monthly Volume Sales	\$183,207,867	\$216,826,496	\$220,166,160	+1.54%
Monthly Unit Sales	220	262	271	+3.44%
Monthly New Listings	452	458	535	+16.81%
Monthly Sales/Listings Ratio	48.67%	57.21%	50.65%	-6.55%
Monthly Expired Listings	42	47	42	-10.64%
YTD Sales: \$0-\$199K	21	27	19	-29.63%
YTD Sales: \$200k-349K	19	15	19	+26.67%
YTD Sales: \$350K-\$549K	125	274	246	-10.22%
YTD Sales: \$550K-\$749K	459	523	564	+7.84%
YTD Sales: \$750K-\$999K	711	638	574	-10.03%
YTD Sales: \$1M-\$2M	663	361	354	-1.94%
YTD Sales: \$2M+	67	24	21	-12.5%
YTD Average Days-On-Market	14.00	27.29	31.86	+16.75%
YTD Average Sale Price	\$962,045	\$822,675	\$819,644	-0.37%
YTD Median Sale Price	\$925,000	\$787,500	\$775,250	-1.56%

Wellington County MLS Sales and Listing Summary
2022 vs. 2023 vs. 2024

AVERAGE SALE PRICE

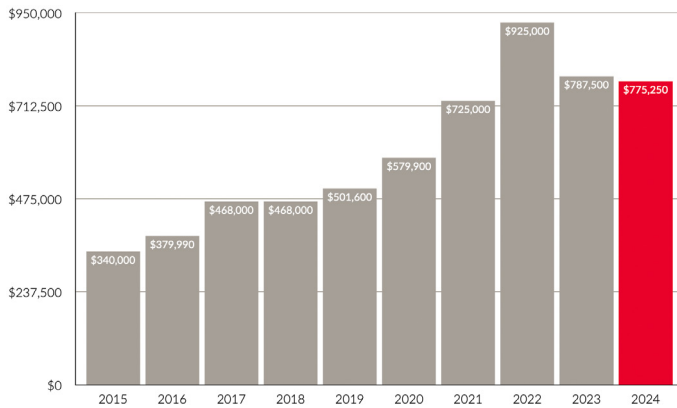


Year-Over-Year

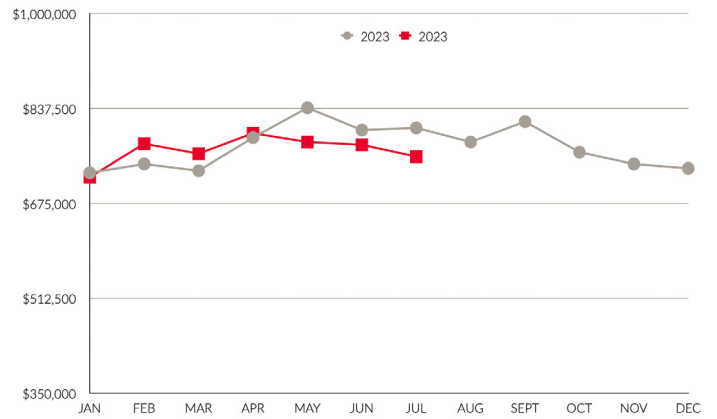


Month-Over-Month 2023 vs. 2024

MEDIAN SALE PRICE



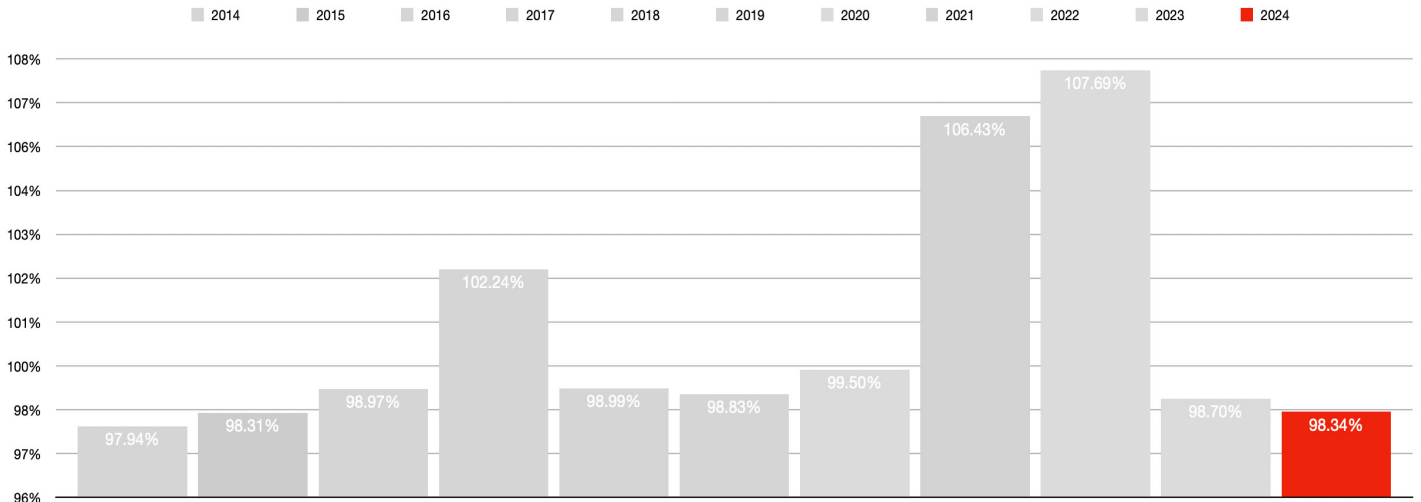
Year-Over-Year



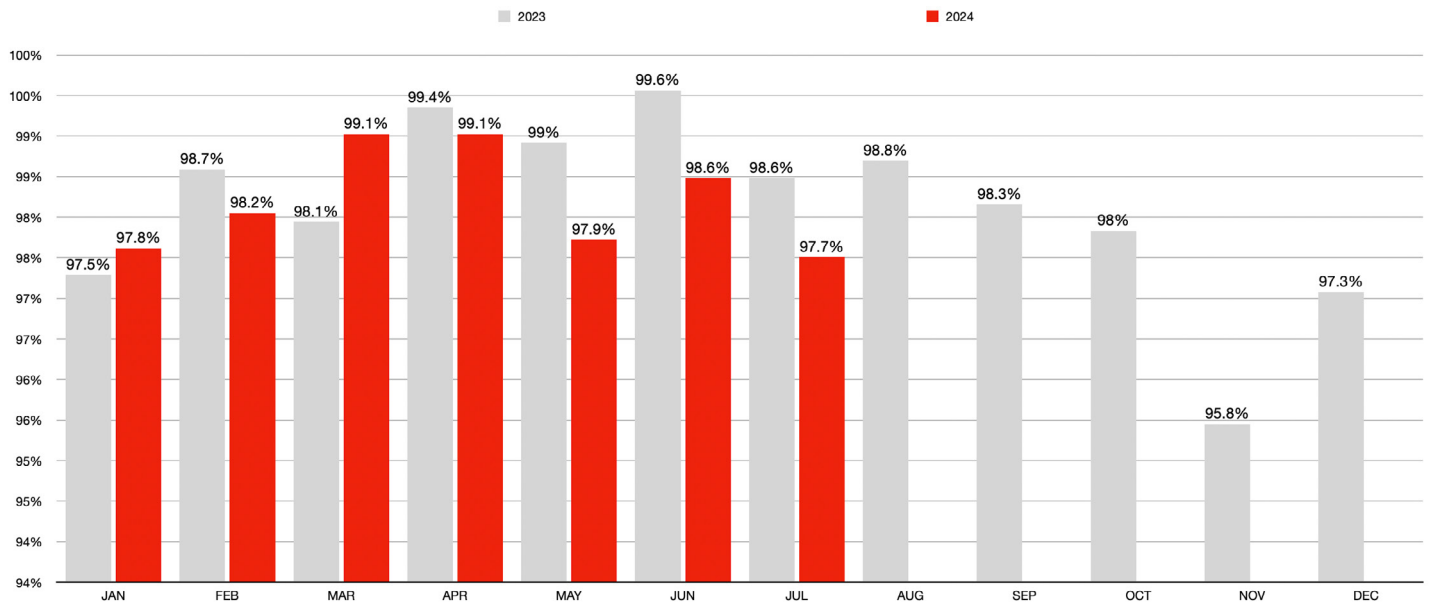
Month-Over-Month 2023 vs. 2024

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

SALE PRICE VS. LIST PRICE RATIO

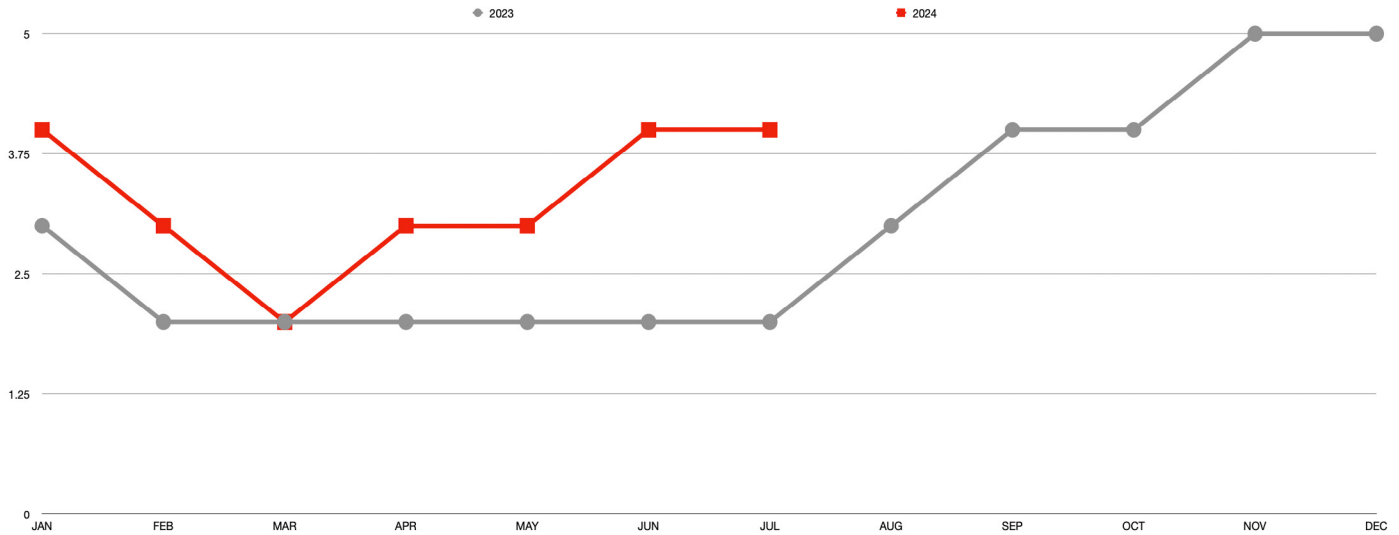


Year-Over-Year

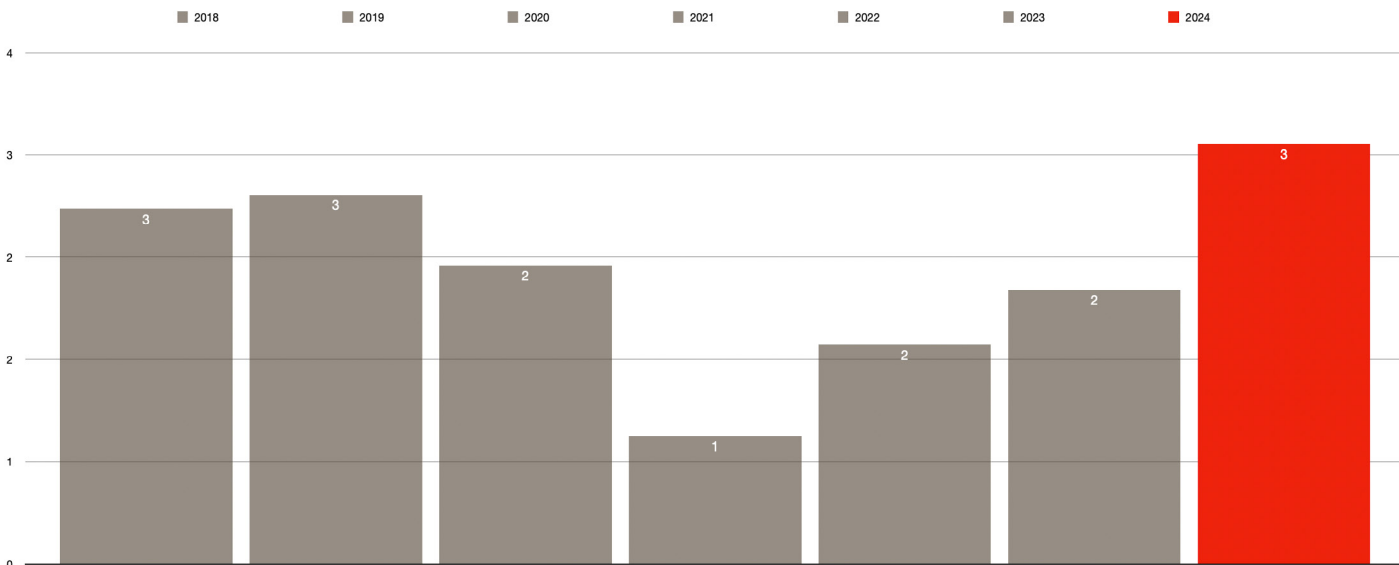


Month-Over-Month 2023 vs. 2024

MONTHS OF INVENTORY

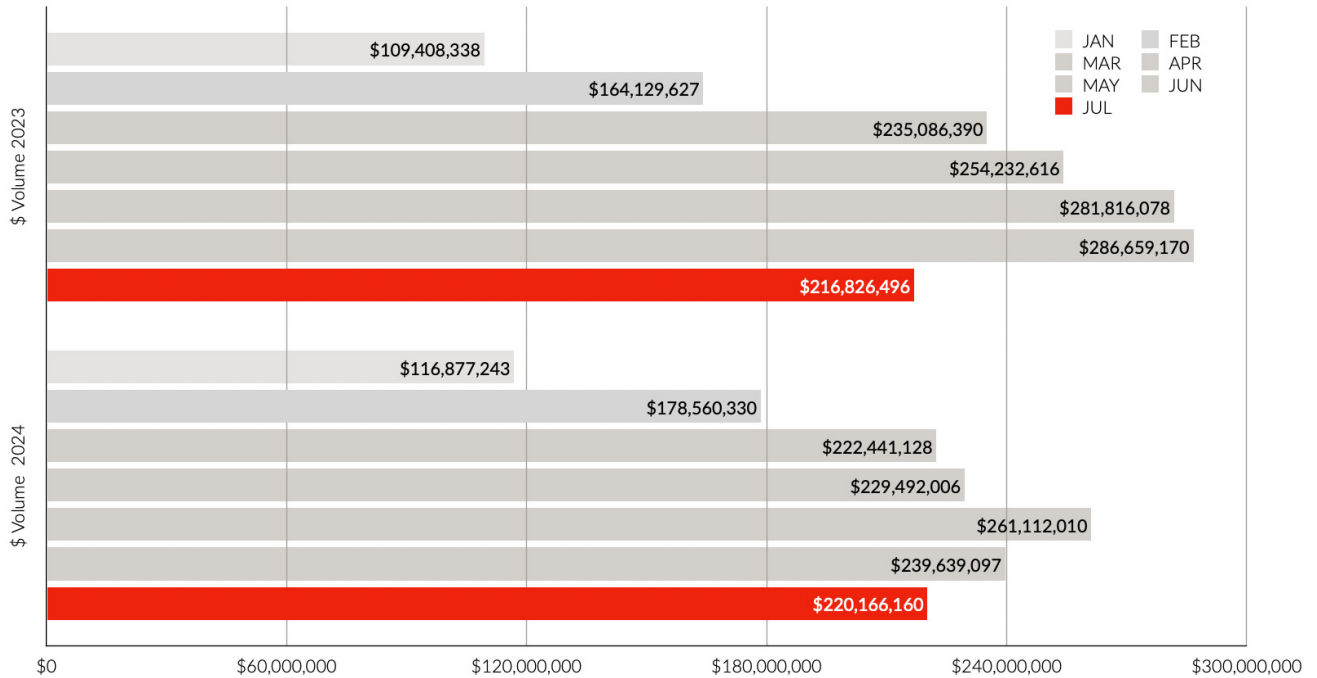


Month-Over-Month 2023 vs. 2024

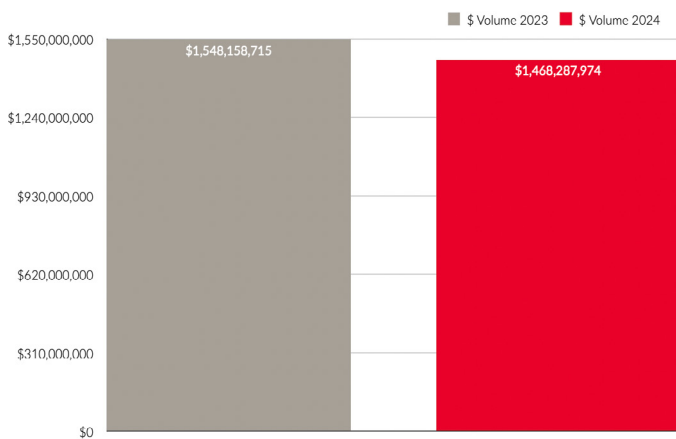


Year-Over-Year

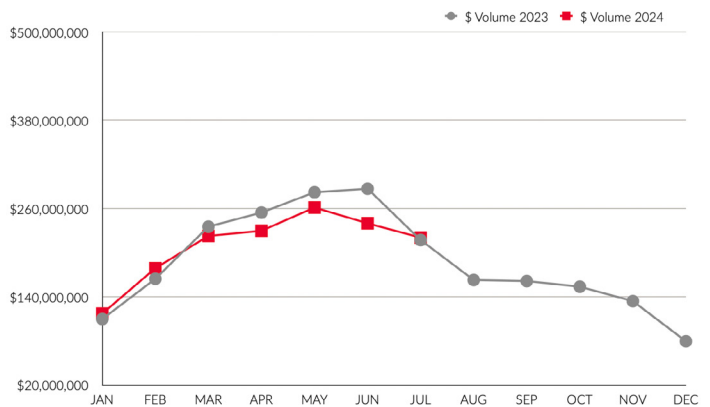
DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

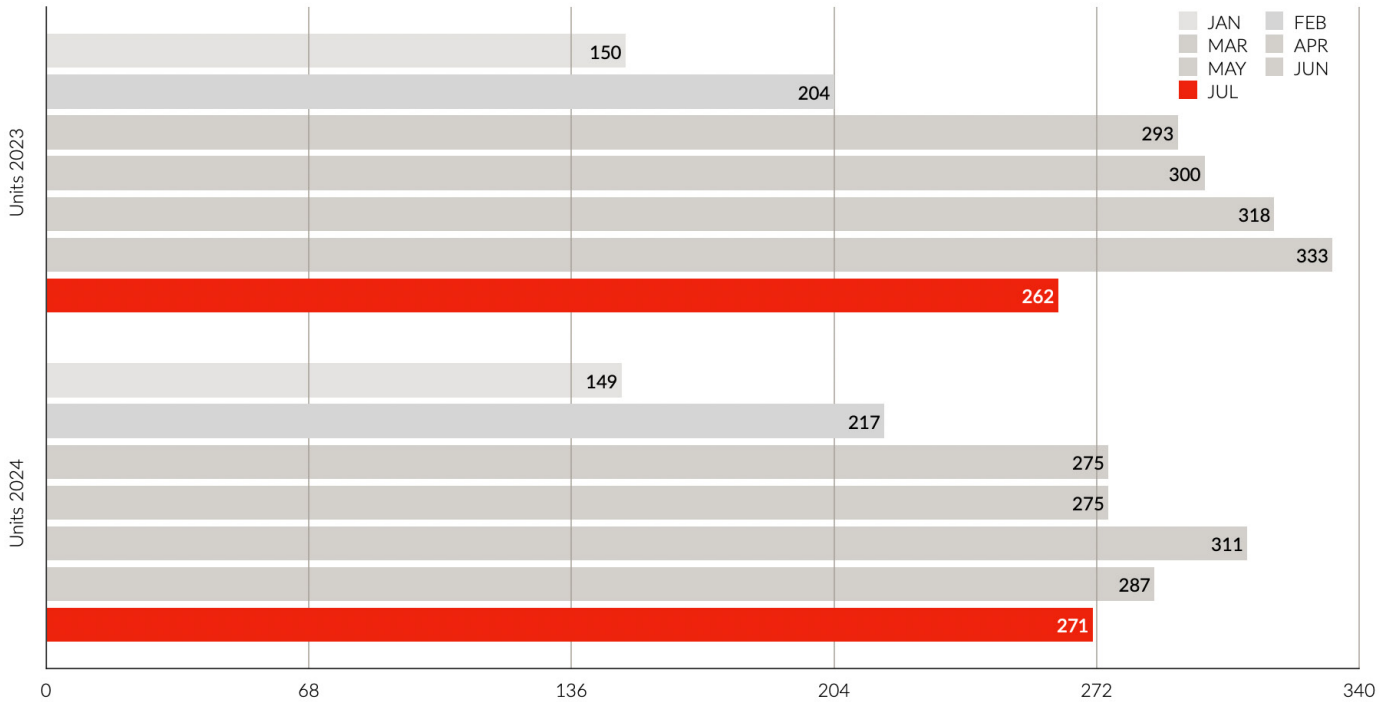


Yearly Totals 2023 vs. 2024

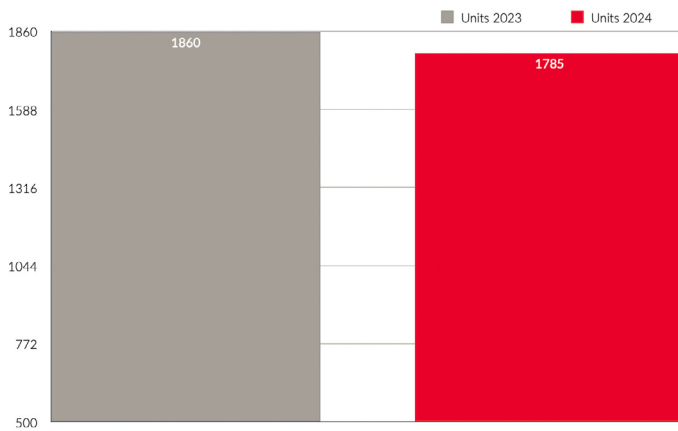


Month vs. Month 2023 vs. 2024

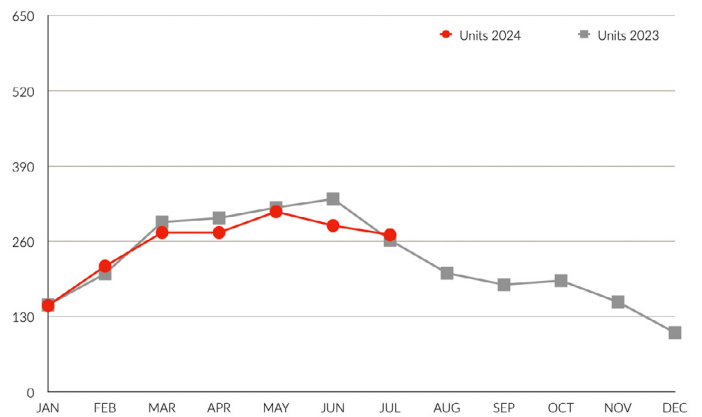
UNIT SALES



Monthly Comparison 2023 vs. 2024

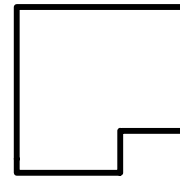


Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

SALES BY TYPE

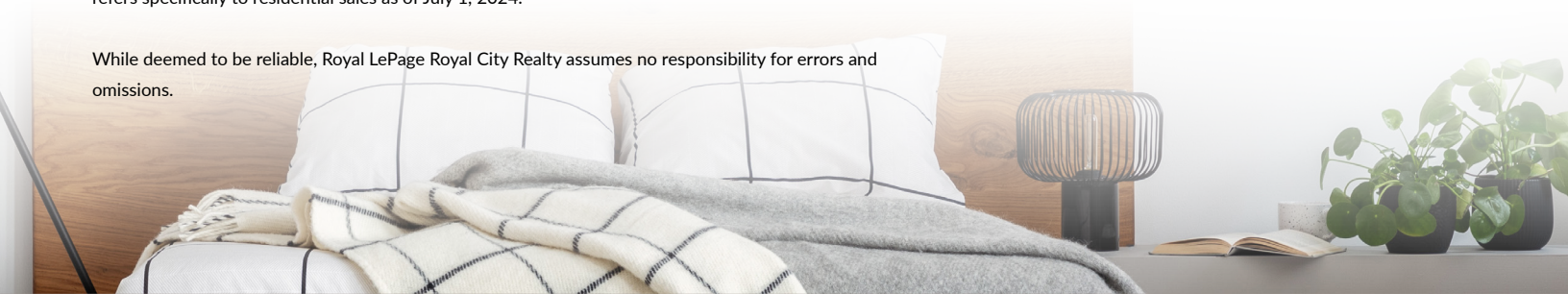


	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$1,218,228,509 -7.47%	 \$285,499,606 +0.83%	 \$22,309,005 -0.26%
YTD Unit Sales	 1310 -6.03%	 465 -1.29%	 25 -24.24%
YTD Average Sale Price	 \$929,945 -1.53%	 \$613,978 +2.15%	 \$890,000.00 +31.65%
July Sales Volume	 \$175,449,128 -1.07%	 \$35,951,343 +11.93%	 \$508,000 -81.61%
July Unit Sales	 190 +1.06%	 60 +11.11%	 2 -60%

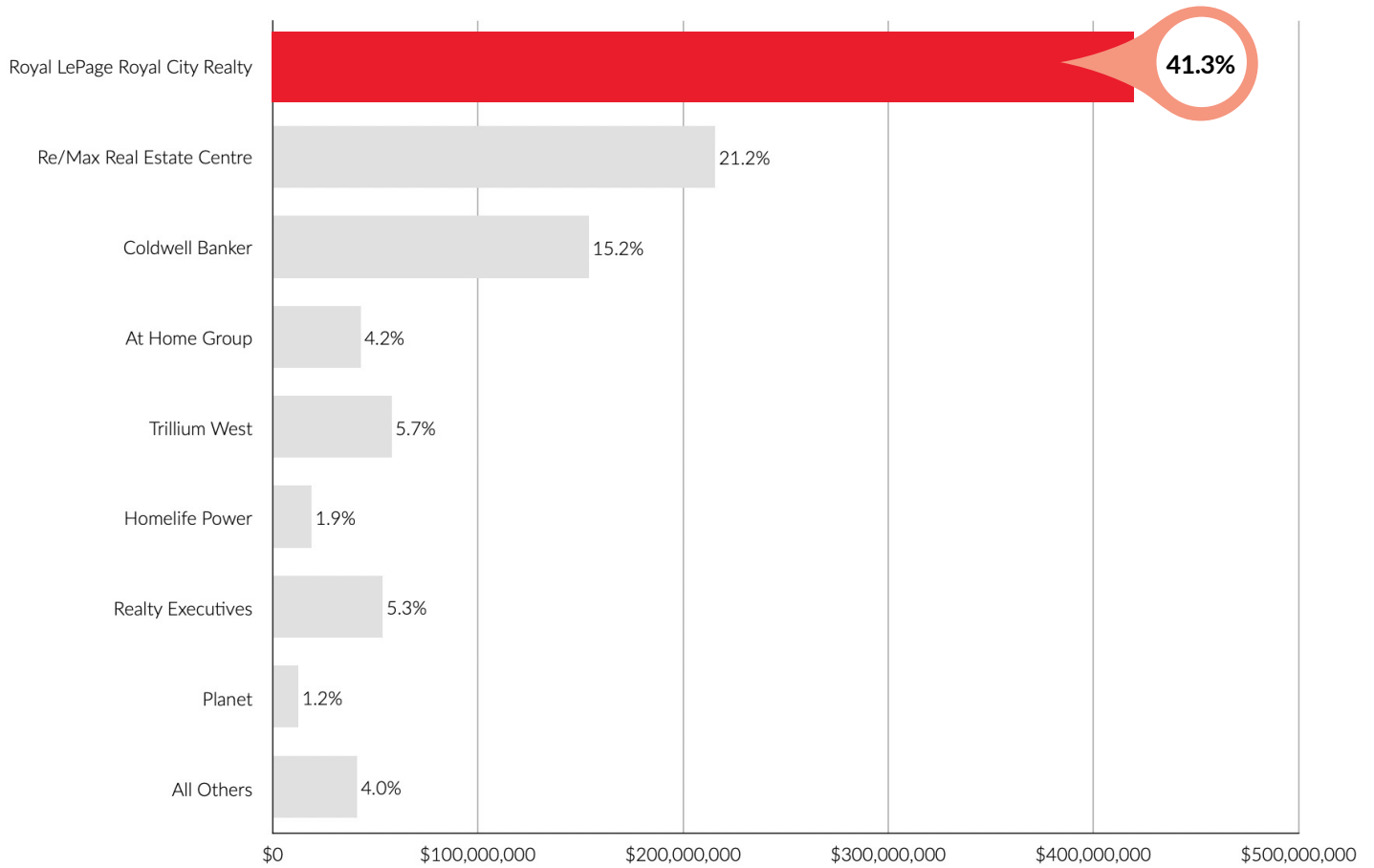
NOTE: All MLS® sales data in this report comes from the Guelph Association Of REALTORS® and refers specifically to residential sales as of July 1, 2024.

Year-Over-Year Comparison (2024 vs. 2023)

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



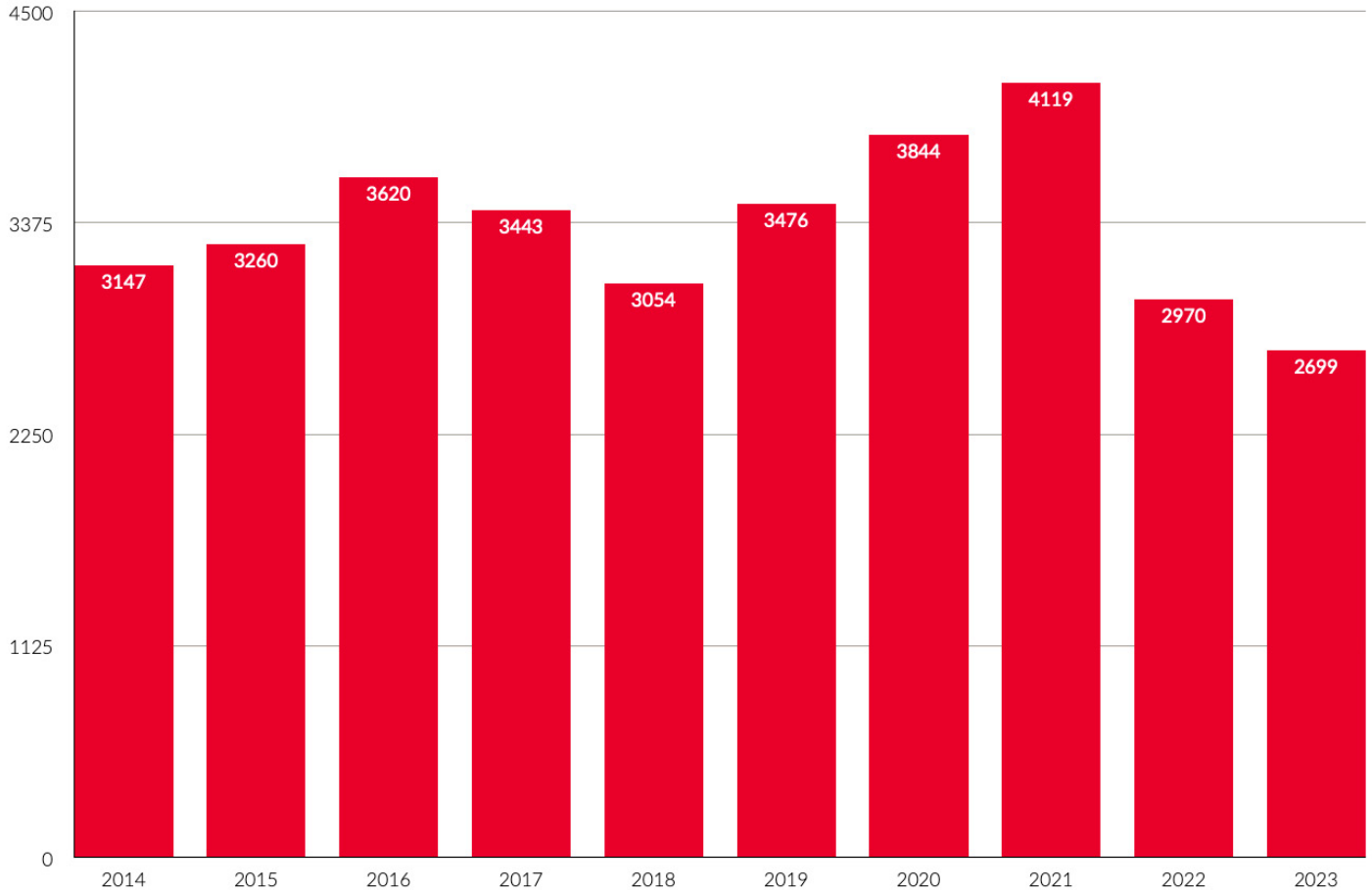
MARKET DOMINANCE



Market Share by Dollar Volume Within Wellington County
Listing Selling Ends Combined for Guelph Based Companies
July 2024



10 YEAR MARKET ANALYSIS



Units Sold

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OUR LOCATIONS



ELORA

519-846-1365
9 Mill Street E., Elora



FERGUS

519-843-1365
162 St. Andrew Street E., Fergus



GUELPH

519-824-9050
30 Edinburgh Road N., Guelph



ROCKWOOD

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

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