



2024 **AUGUST**

WELLINGTON COUNTY Real Estate Market Report



OVERVIEW

BALANCED MARKET

The **Wellington County** real estate market in August remains a balanced market, showing a dynamic shift with a mix of trends. The median sale price has decreased by 2.56%, while the average sale price has risen by 3.41%, reflecting varied buyer activity. Sales volume has seen a notable increase of 15.02%, and unit sales are up by 11.22%, driving the unit sales/listings ratio to 56.16%. With a modest 2.78% increase in new listings and a sharp decrease in expired listings by 157.14%, the market remains competitive, offering more choices for buyers and heightening competition among sellers.



August year-over-year sales volume of \$186,939,818

Up 15.02% from 2023's \$162,533,136 with unit sales of 228 up 11.22% from last August's 205. New listings of 406 are up 2.78% from a year ago, with the sales/listing ratio of 56.16% up 4.26%.



Year-to-date sales volume of \$1,655,227,792

Down 3.24% from 2023's \$1,710,691,851 with unit sales of 2,013 down 2.52% from 2023's 2,065. New listings of 4,013 are up 20.51% from a year ago, with the sales/listing ratio of 50.16% down 11.85%.



Year-to-date average sale price of \$819,678

Up from \$818,946 one year ago with median sale price of \$767,625 down from \$783,750 one year ago. Average days-on-market of 32.25 is up 5.12 days from last year.

AUGUST NUMBERS

Median Sale Price

\$760,000

-2.56%

Average Sale Price

\$819,911

+3.41%

Sales Volume

\$186,939,818

+15.02%

Unit Sales

228

+11.22%

New Listings

406

+2.78%

Expired Listings

90

-157.14%

Unit Sales/Listings Ratio

56.16%

+4.26%

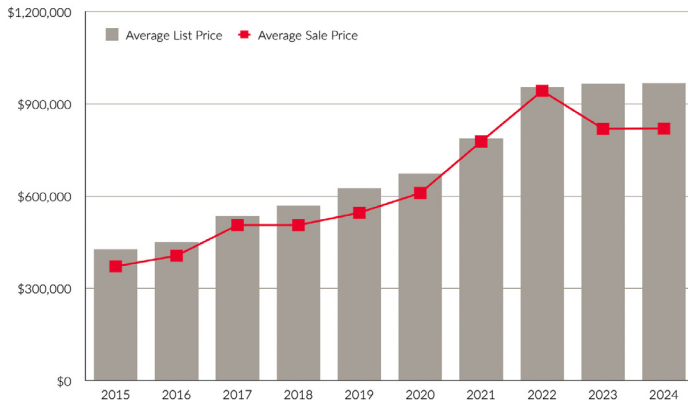
*Year-over-year comparison
(August 2024 vs. August 2023)*

THE MARKET IN DETAIL

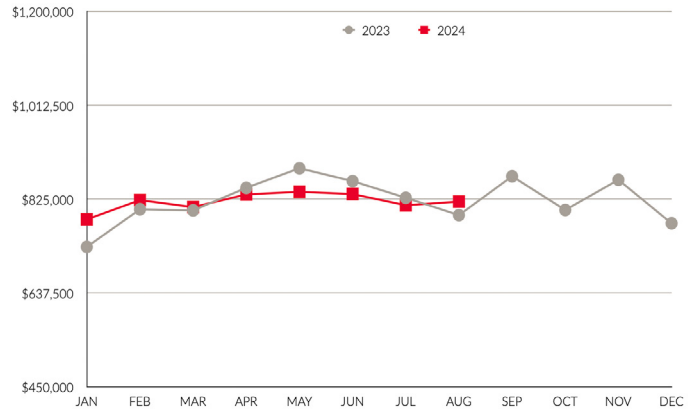
	2022	2023	2024	2023-2024
YTD Volume Sales	\$2,146,586,859	\$1,710,691,851	\$1,655,227,792	-3.24%
YTD Unit Sales	2,244	2,065	2,013	-2.52%
YTD New Listings	4,022	3,330	4,013	+20.51%
YTD Sales/Listings Ratio	55.79%	62.01%	50.16%	-11.85%
YTD Expired Listings	164	226	410	+81.42%
Monthly Volume Sales	\$144,027,914	\$162,533,136	\$186,939,818	+15.02%
Monthly Unit Sales	179	205	228	+11.22%
Monthly New Listings	356	395	406	+2.78%
Monthly Sales/Listings Ratio	50.28%	51.90%	56.16%	+4.26%
Monthly Expired Listings	59	35	90	+157.14%
YTD Sales: \$0-\$199K	29	32	22	-31.25%
YTD Sales: \$200k-349K	20	16	22	+37.5%
YTD Sales: \$350K-\$549K	160	302	281	-6.95%
YTD Sales: \$550K-\$749K	507	586	633	+8.02%
YTD Sales: \$750K-\$999K	756	709	647	-8.74%
YTD Sales: \$1M-\$2M	702	399	394	-1.25%
YTD Sales: \$2M+	70	26	25	-3.85%
YTD Average Days-On-Market	15.88	27.13	32.25	+18.89%
YTD Average Sale Price	\$942,367	\$818,946	\$819,678	+0.09%
YTD Median Sale Price	\$890,000	\$783,750	\$767,625	-2.06%

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

AVERAGE SALE PRICE

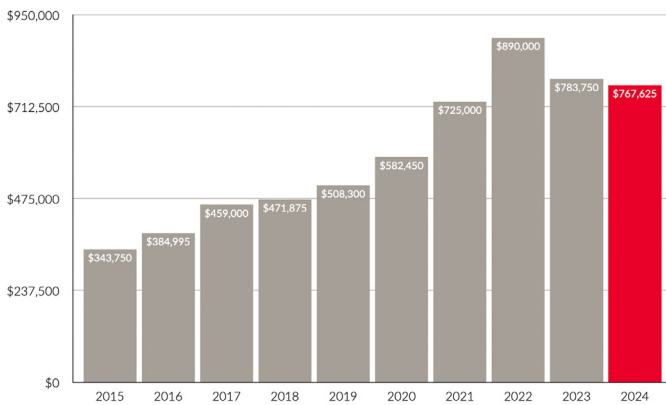


Year-Over-Year

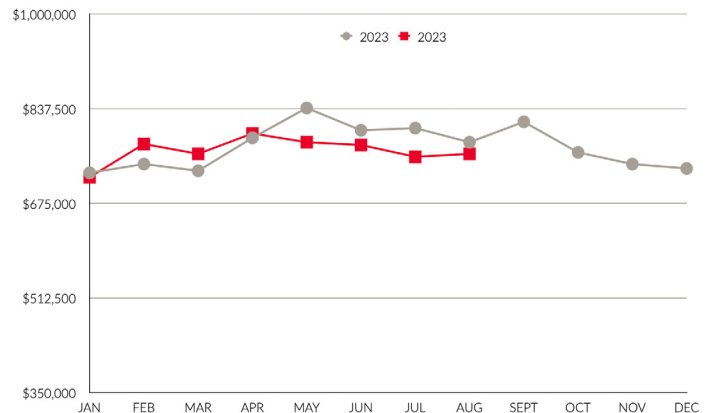


Month-Over-Month 2023 vs. 2024

MEDIAN SALE PRICE



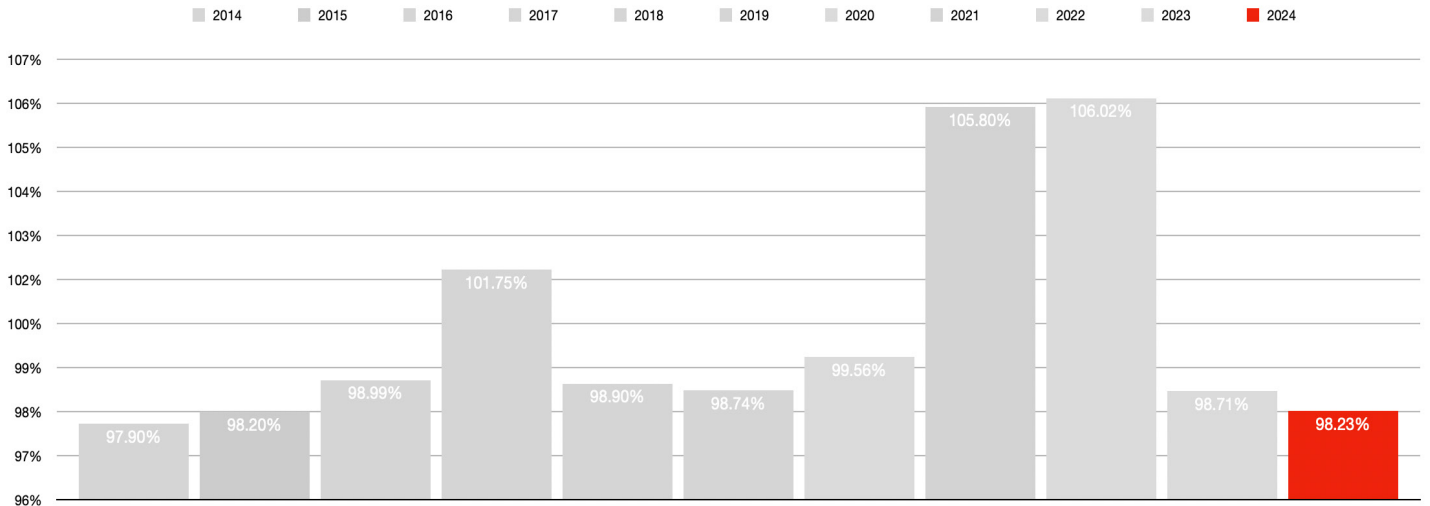
Year-Over-Year



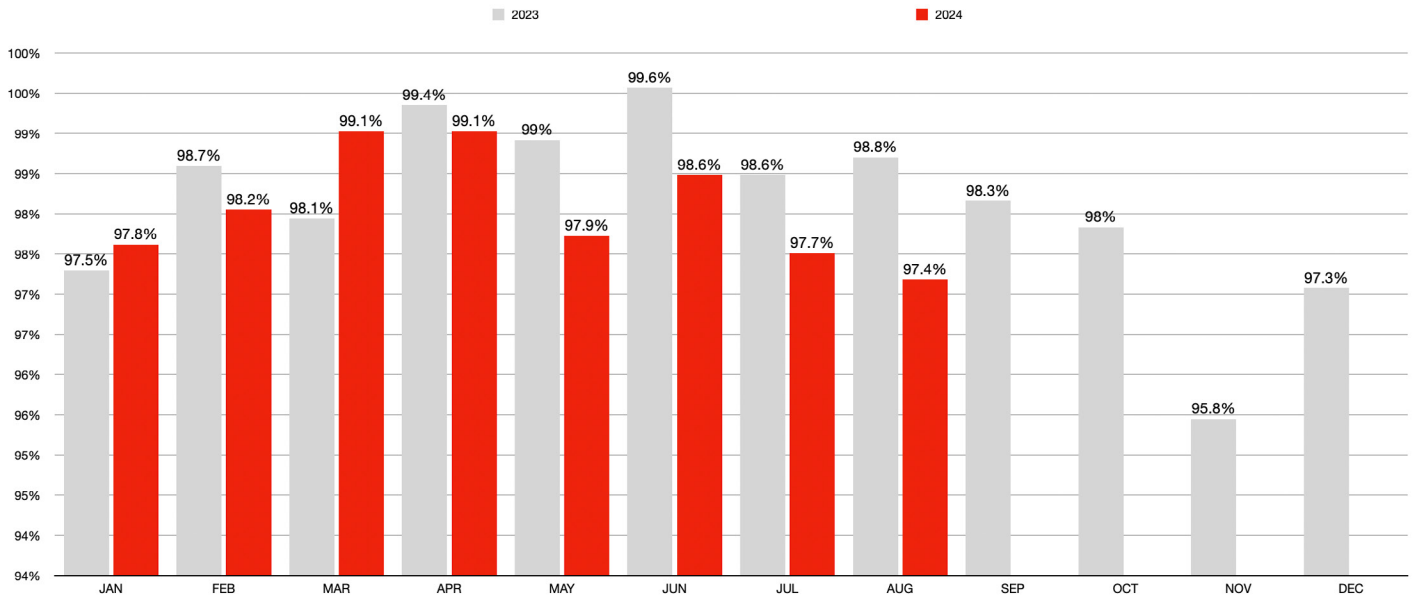
Month-Over-Month 2023 vs. 2024

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

SALE PRICE VS. LIST PRICE RATIO

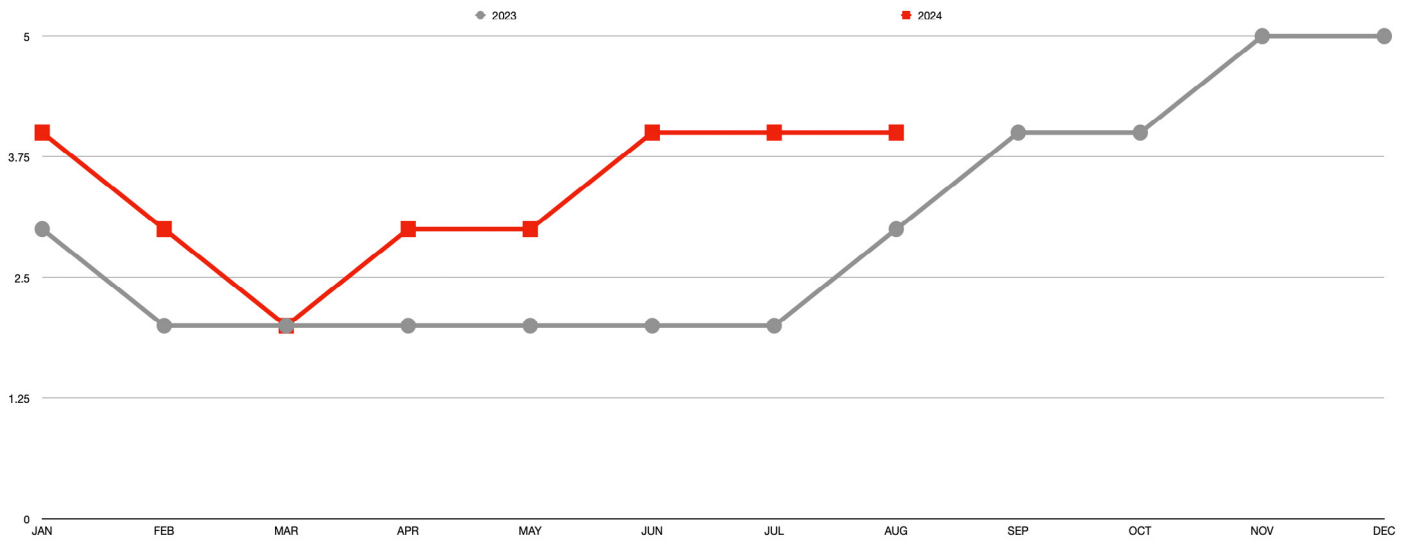


Year-Over-Year

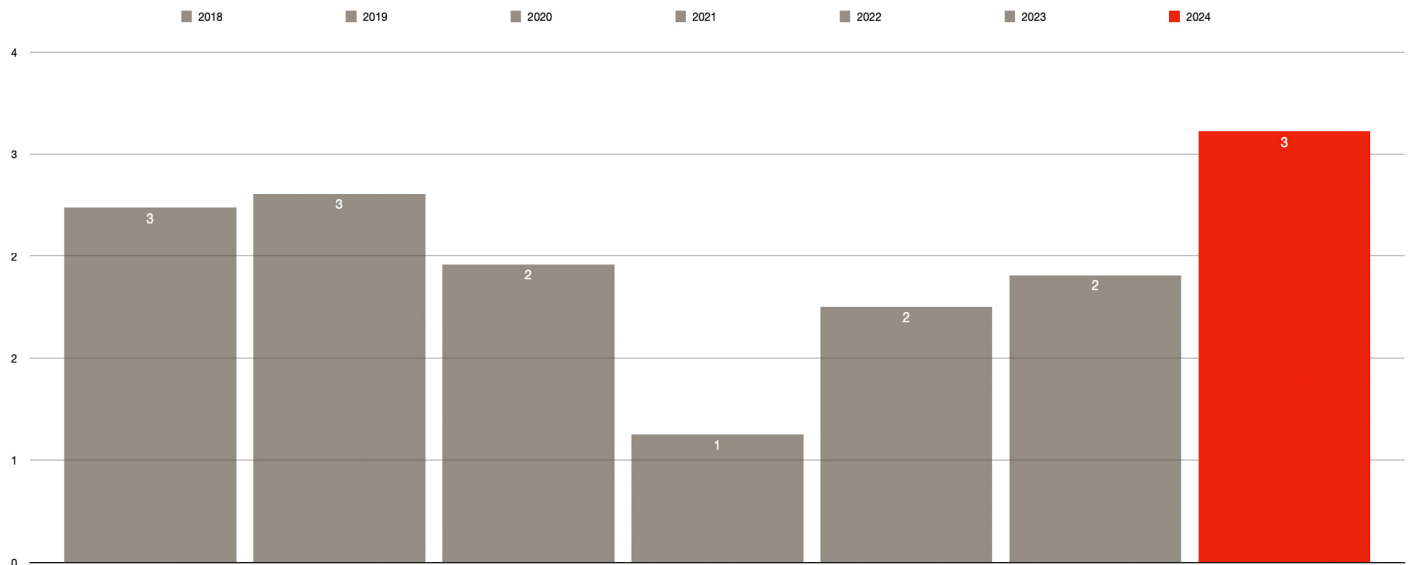


Month-Over-Month 2023 vs. 2024

MONTHS OF INVENTORY

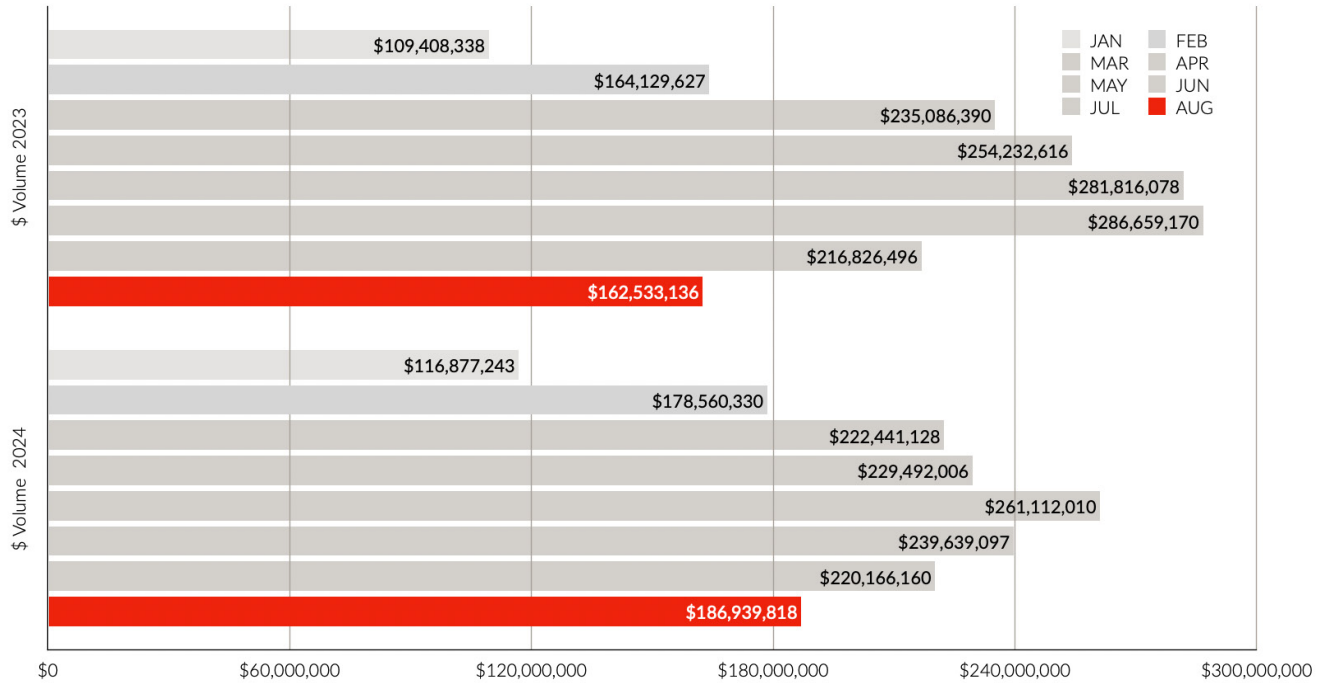


Month-Over-Month 2023 vs. 2024

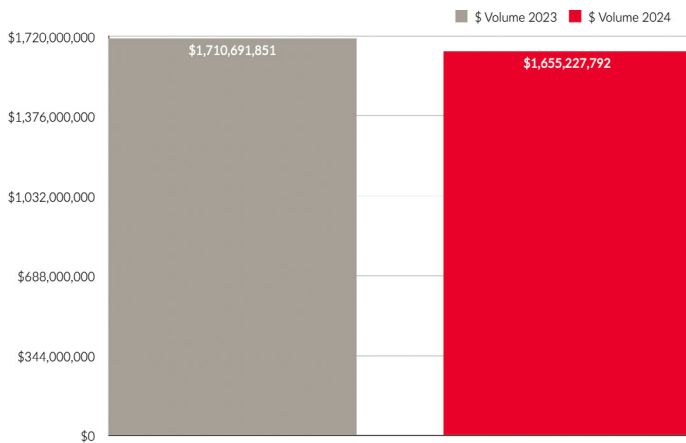


Year-Over-Year

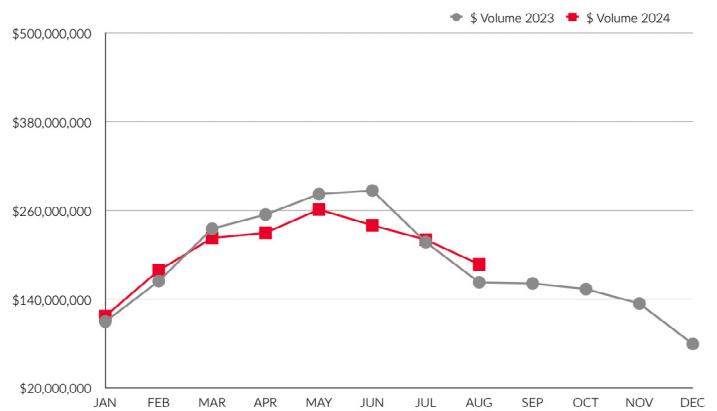
DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

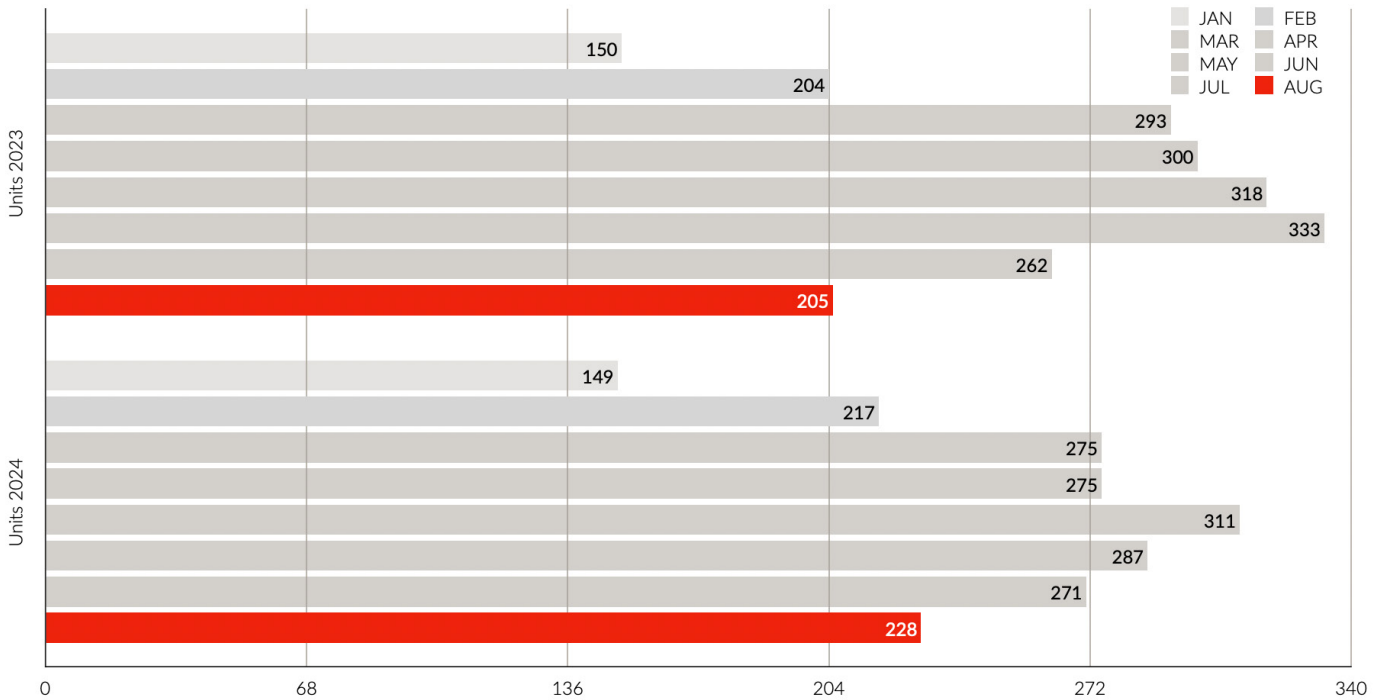


Yearly Totals 2023 vs. 2024

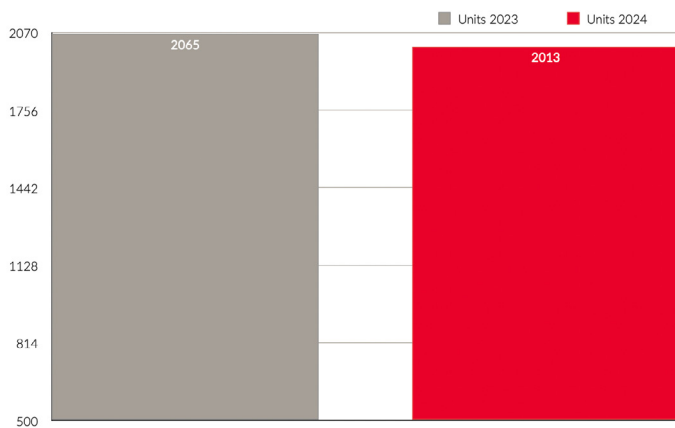


Month vs. Month 2023 vs. 2024

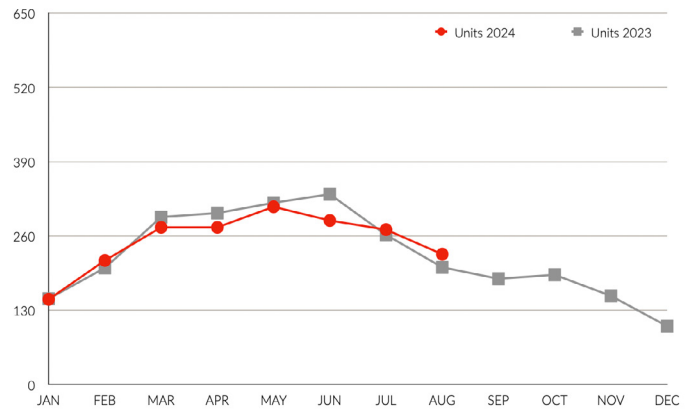
UNIT SALES



Monthly Comparison 2023 vs. 2024

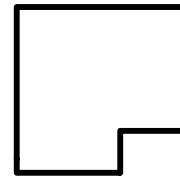


Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

SALES BY TYPE

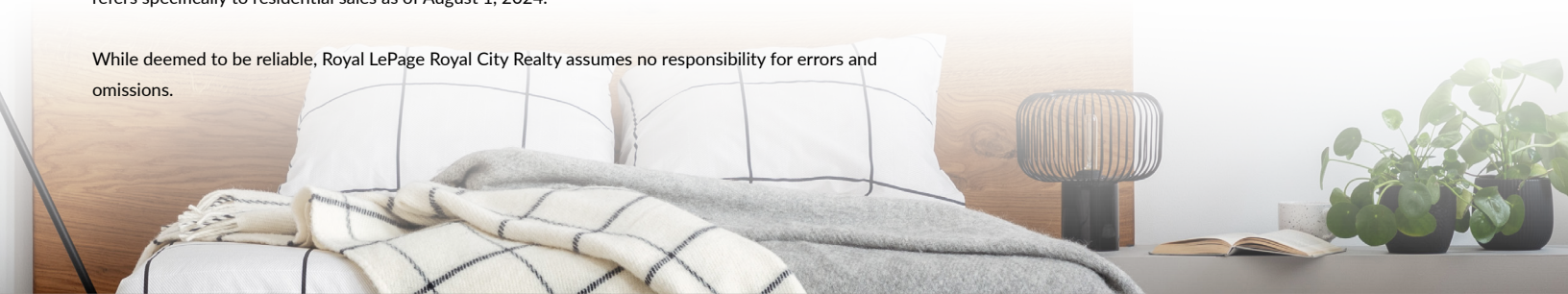


	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$1,344,193,114 -4.52%	\$318,888,137 -1.45%	\$22,309,005 +13.43%
YTD Unit Sales	1450 -3.03%	519 -3.47%	30 -9.09%
YTD Average Sale Price	\$927,030 -1.53%	\$614,428 +2.09%	\$843,500.00 +24.77%
August Sales Volume	\$156,168,568 +23.98%	\$26,400,150 -20.93%	\$3,055,000 Up from \$0
August Unit Sales	175 +25%	42 -22.22%	5 Up from 0

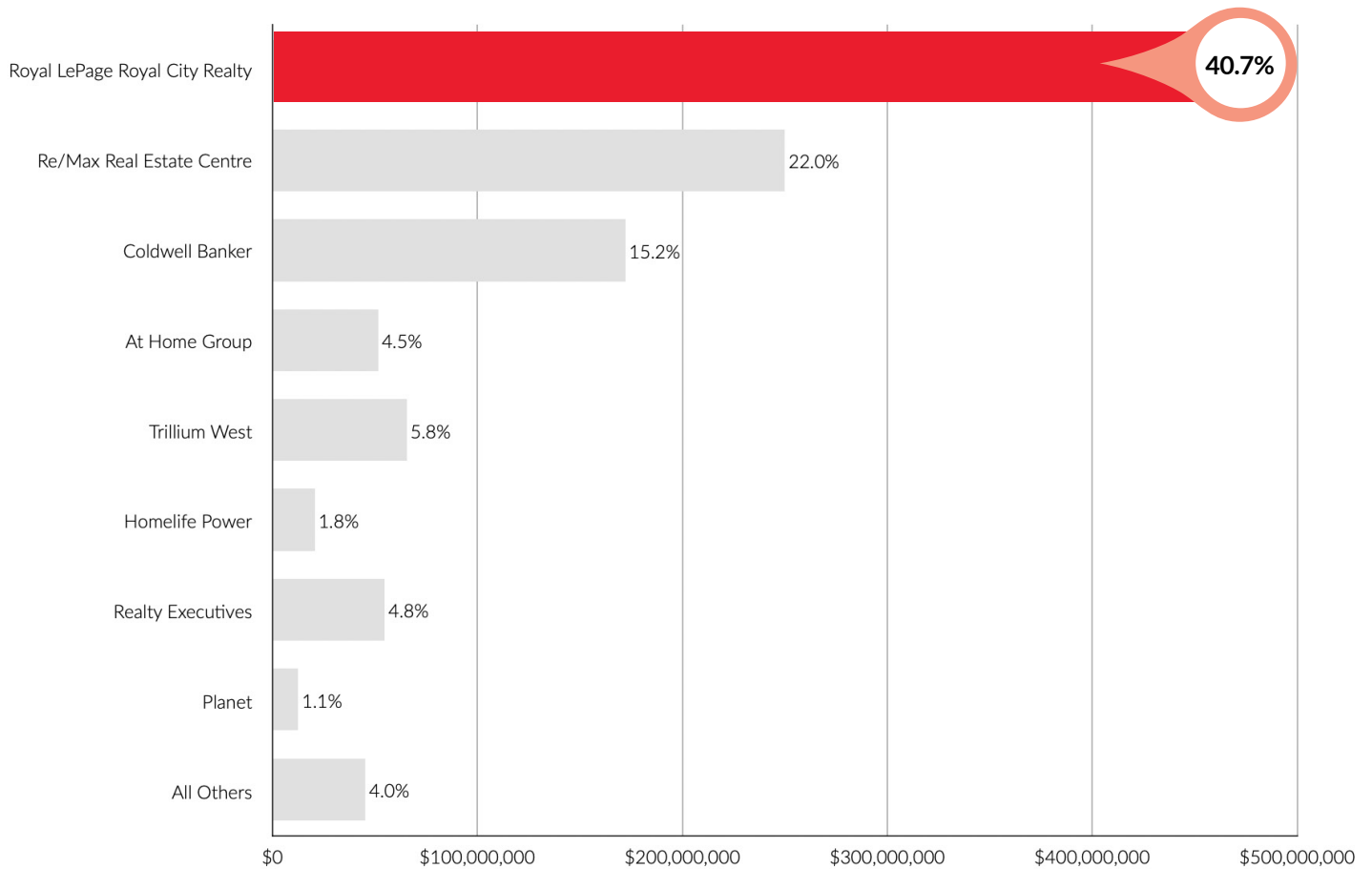
NOTE: All MLS® sales data in this report comes from the Guelph Association Of REALTORS® and refers specifically to residential sales as of August 1, 2024.

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

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



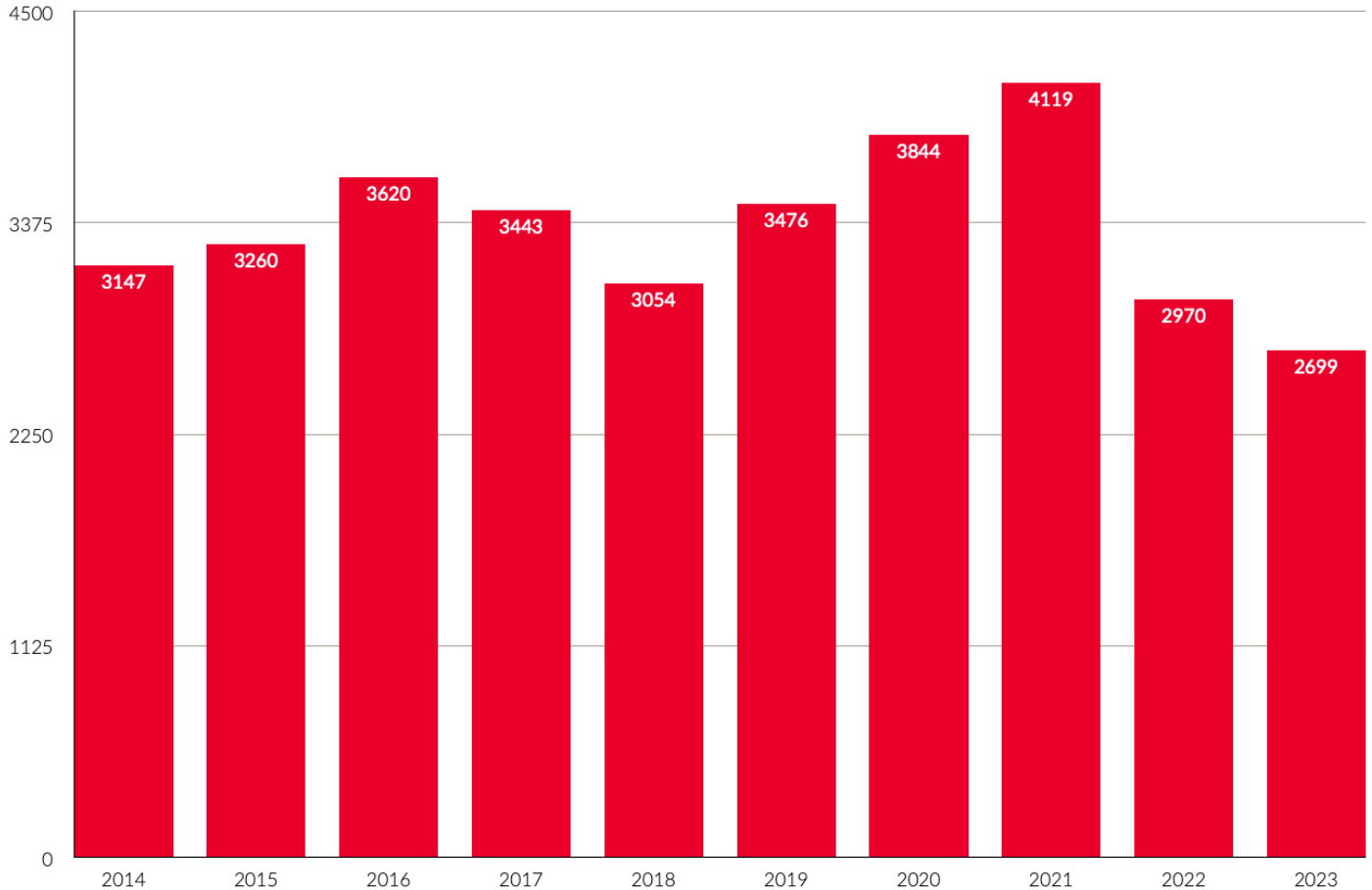
MARKET DOMINANCE



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