



# 2024 **SEPTEMBER**

## **WELLINGTON COUNTY** Real Estate Market Report



# OVERVIEW

## BUYER'S MARKET

The **Wellington County** real estate market shifted to a buyer's market in September. The median sale price has decreased by 3.37%, while the average sale price has also dipped by 2.45%, indicating a subtle shift in pricing dynamics. Despite these declines, sales volume has surged by 20.22%, with unit sales rising by 23.24%, enhancing the unit sales/listings ratio to 39.65%. New listings have experienced a slight decrease of 1.37%, contrasted by a significant increase in expired listings by 41.82%. This combination of trends suggests a competitive market where buyer activity remains robust, despite fluctuations in pricing.



### September year-over-year sales volume of \$193,599,700

Up 20.22% from 2023's \$161,034,972 with unit sales of 228 up 23.24% from last September's 185. New listings of 575 are down 1.37% from a year ago, with the sales/listing ratio of 39.65% up 7.92%.



### Year-to-date sales volume of \$1,848,827,492

Down 1.22% from 2023's \$1,871,726,823 with unit sales of 2,241 down 0.4% from 2023's 2,250. New listings of 4,588 are up 17.25% from a year ago, with the sales/listing ratio of 48.84% down 8.66%.



### Year-to-date average sale price of \$822,949

Down from \$824,670 one year ago with median sale price of \$775,250 down from \$787,500 one year ago. Average days-on-market of 33.1 is up 5.55 days from last year.

## SEPTEMBER NUMBERS

Median Sale Price

**\$787,500**

-3.37%

Average Sale Price

**\$849,121**

-2.45%

Sales Volume

**\$193,599,700**

+20.22%

Unit Sales

**228**

+23.24%

New Listings

**575**

-1.37%

Expired Listings

**78**

+41.82%

Unit Sales/Listings Ratio

**39.65%**

+7.92%

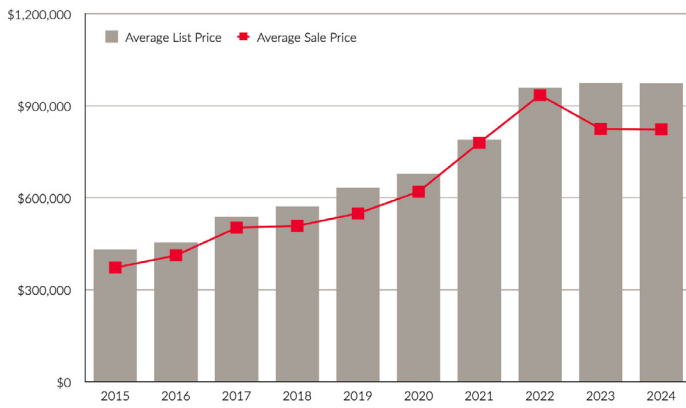
*Year-over-year comparison  
(September 2024 vs. September 2023)*

# THE MARKET IN DETAIL

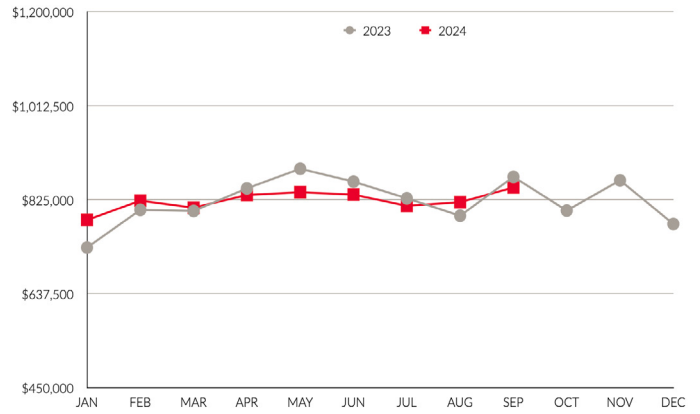
	2022	2023	2024	2023-2024
<b>YTD Volume Sales</b>	\$2,338,134,595	\$1,871,726,823	\$1,848,827,492	-1.22%
<b>YTD Unit Sales</b>	2,462	2,250	2,241	-0.4%
<b>YTD New Listings</b>	4,463	3,913	4,588	+17.25%
<b>YTD Sales/Listings Ratio</b>	55.16%	57.50%	48.84%	-8.66%
<b>YTD Expired Listings</b>	226	281	488	+73.67%
<b>Monthly Volume Sales</b>	\$191,547,736	\$161,034,972	\$193,599,700	+20.22%
<b>Monthly Unit Sales</b>	218	185	228	+23.24%
<b>Monthly New Listings</b>	441	583	575	-1.37%
<b>Monthly Sales/Listings Ratio</b>	49.43%	31.73%	39.65%	+7.92%
<b>Monthly Expired Listings</b>	62	55	78	+41.82%
<b>YTD Sales: \$0-\$199K</b>	34	35	25	-28.57%
<b>YTD Sales: \$200k-349K</b>	21	21	22	+4.76%
<b>YTD Sales: \$350K-\$549K</b>	191	325	311	-4.31%
<b>YTD Sales: \$550K-\$749K</b>	574	635	700	+10.24%
<b>YTD Sales: \$750K-\$999K</b>	826	764	720	-5.76%
<b>YTD Sales: \$1M-\$2M</b>	740	445	445	No Change
<b>YTD Sales: \$2M+</b>	76	33	29	-12.12%
<b>YTD Average Days-On-Market</b>	17.89	27.56	33.11	+20.16%
<b>YTD Average Sale Price</b>	\$935,288	\$824,670	\$822,949	-0.21%
<b>YTD Median Sale Price</b>	\$855,000	\$787,500	\$775,250	-1.56%

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

# AVERAGE SALE PRICE

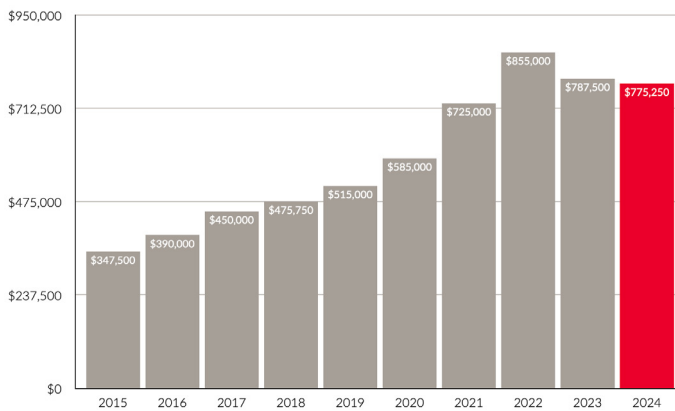


Year-Over-Year

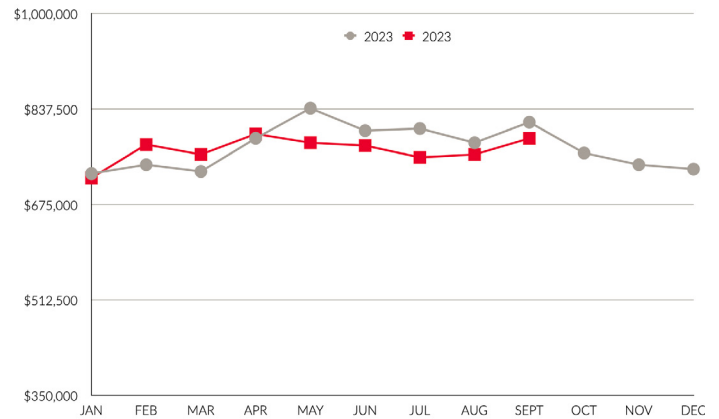


Month-Over-Month 2023 vs. 2024

# MEDIAN SALE PRICE



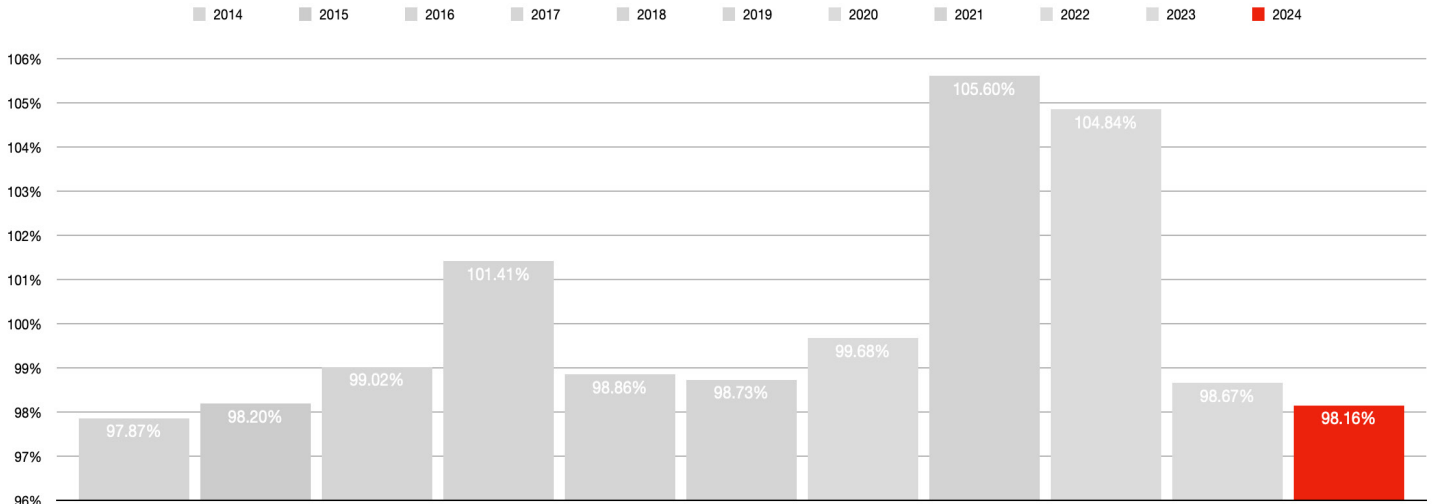
Year-Over-Year



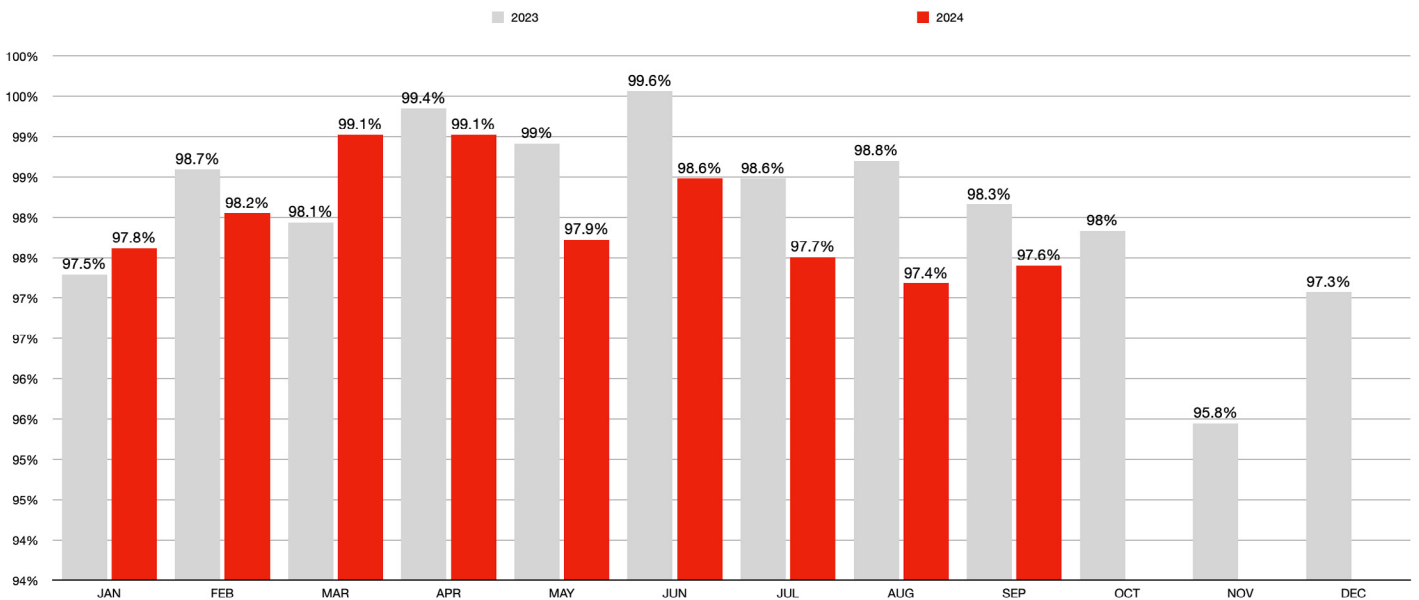
Month-Over-Month 2023 vs. 2024

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

# SALE PRICE VS. LIST PRICE RATIO

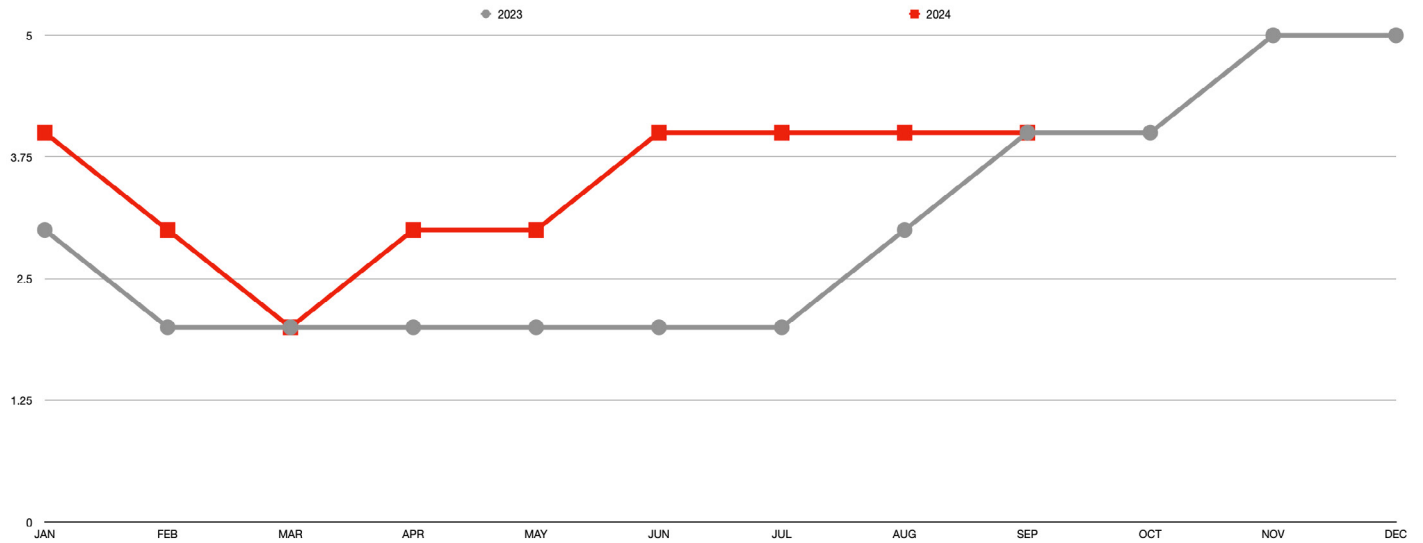


## Year-Over-Year

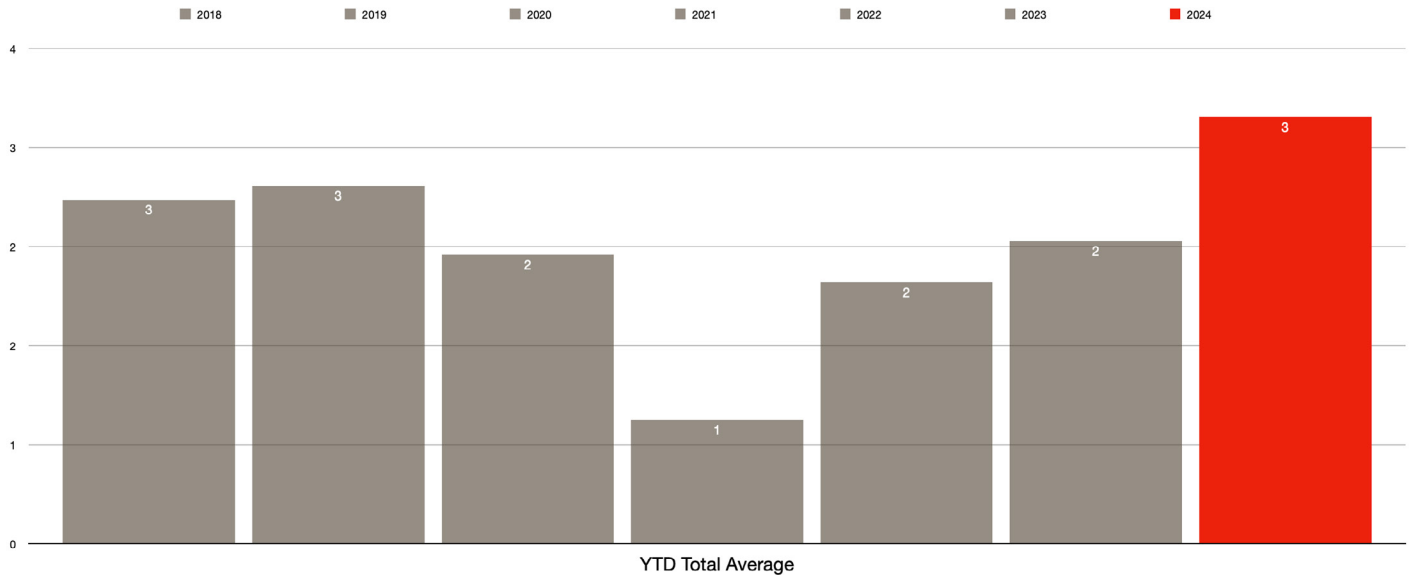


## Month-Over-Month 2023 vs. 2024

# MONTHS OF INVENTORY

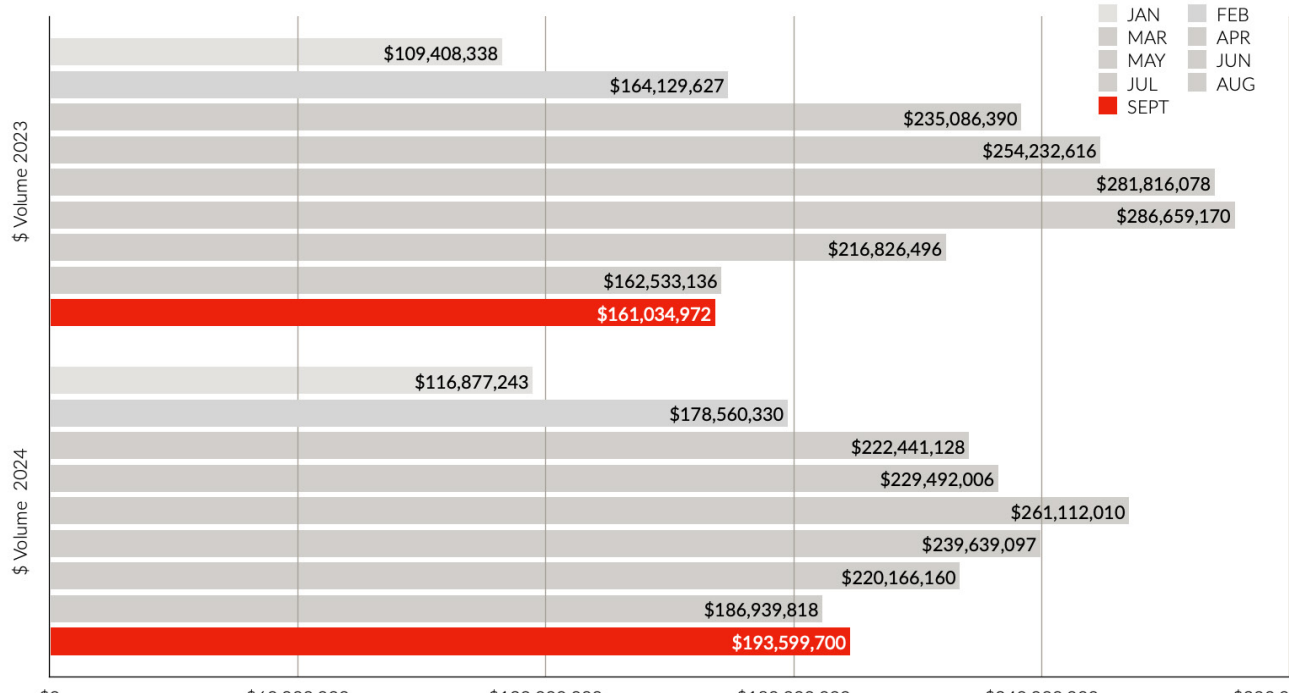


## Month-Over-Month 2023 vs. 2024

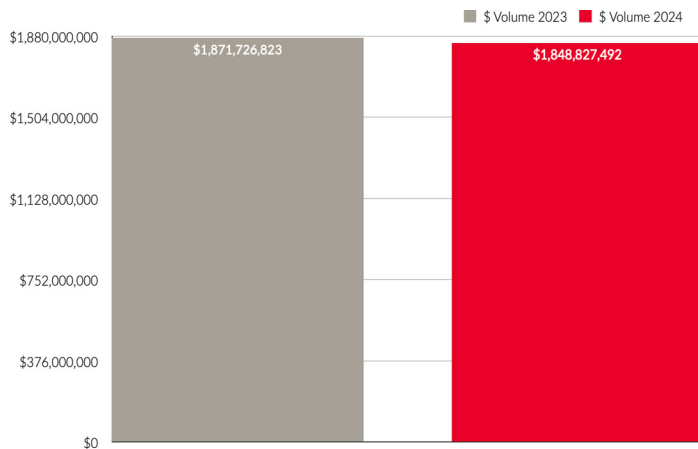


## Year-Over-Year

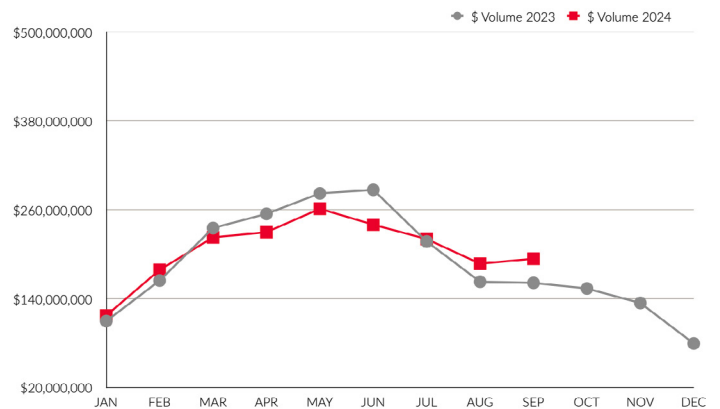
# DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

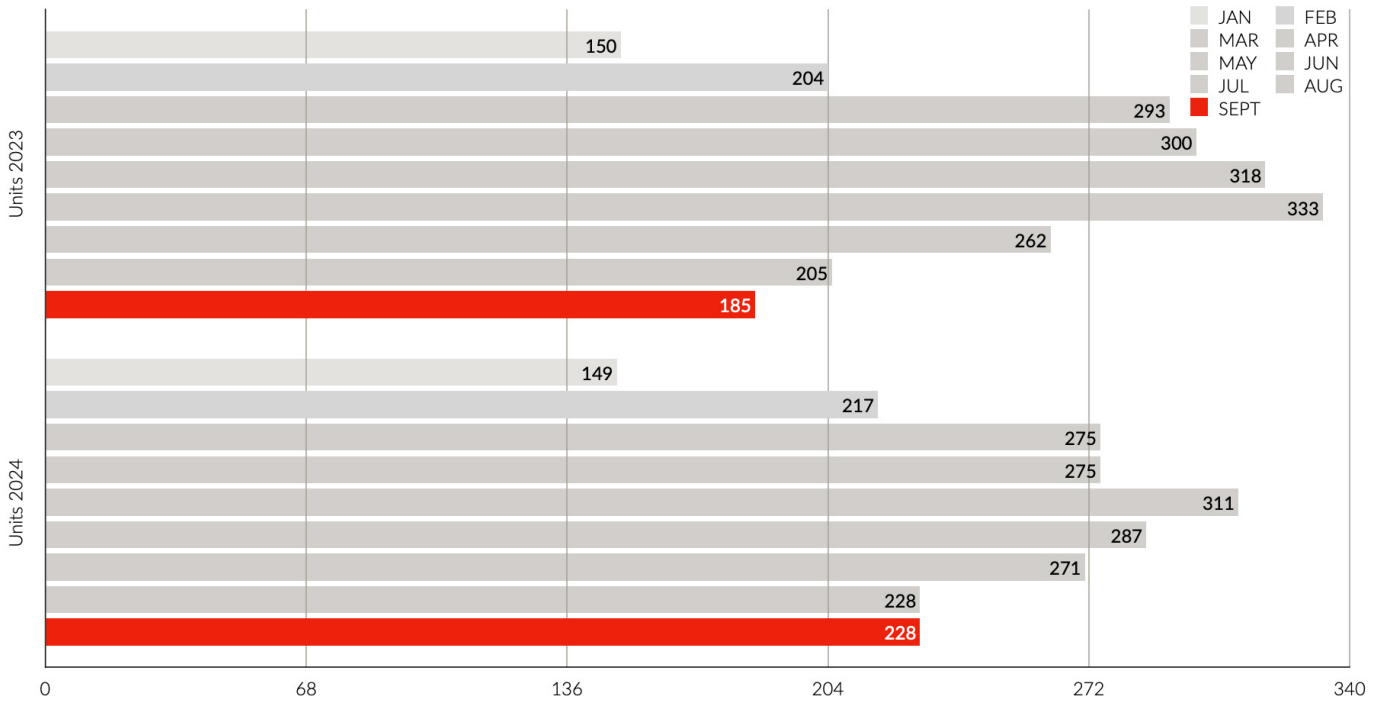


Yearly Totals 2023 vs. 2024

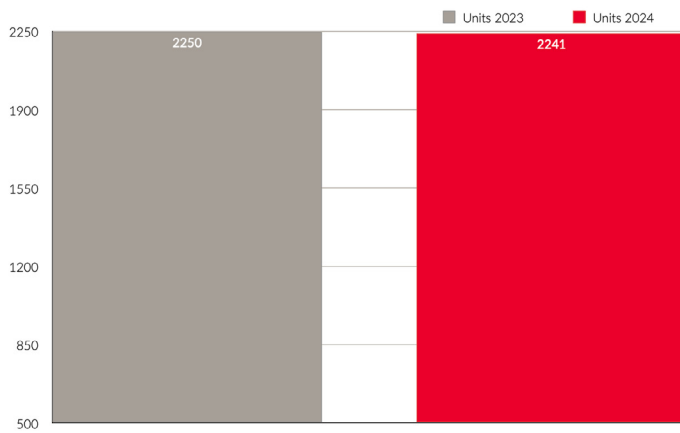


Month vs. Month 2023 vs. 2024

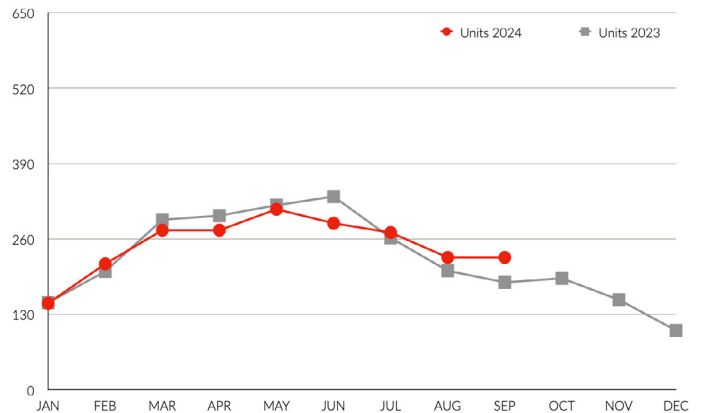
# UNIT SALES



Monthly Comparison 2023 vs. 2024



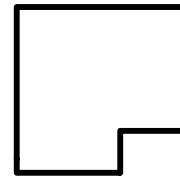
Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024



# SALES BY TYPE



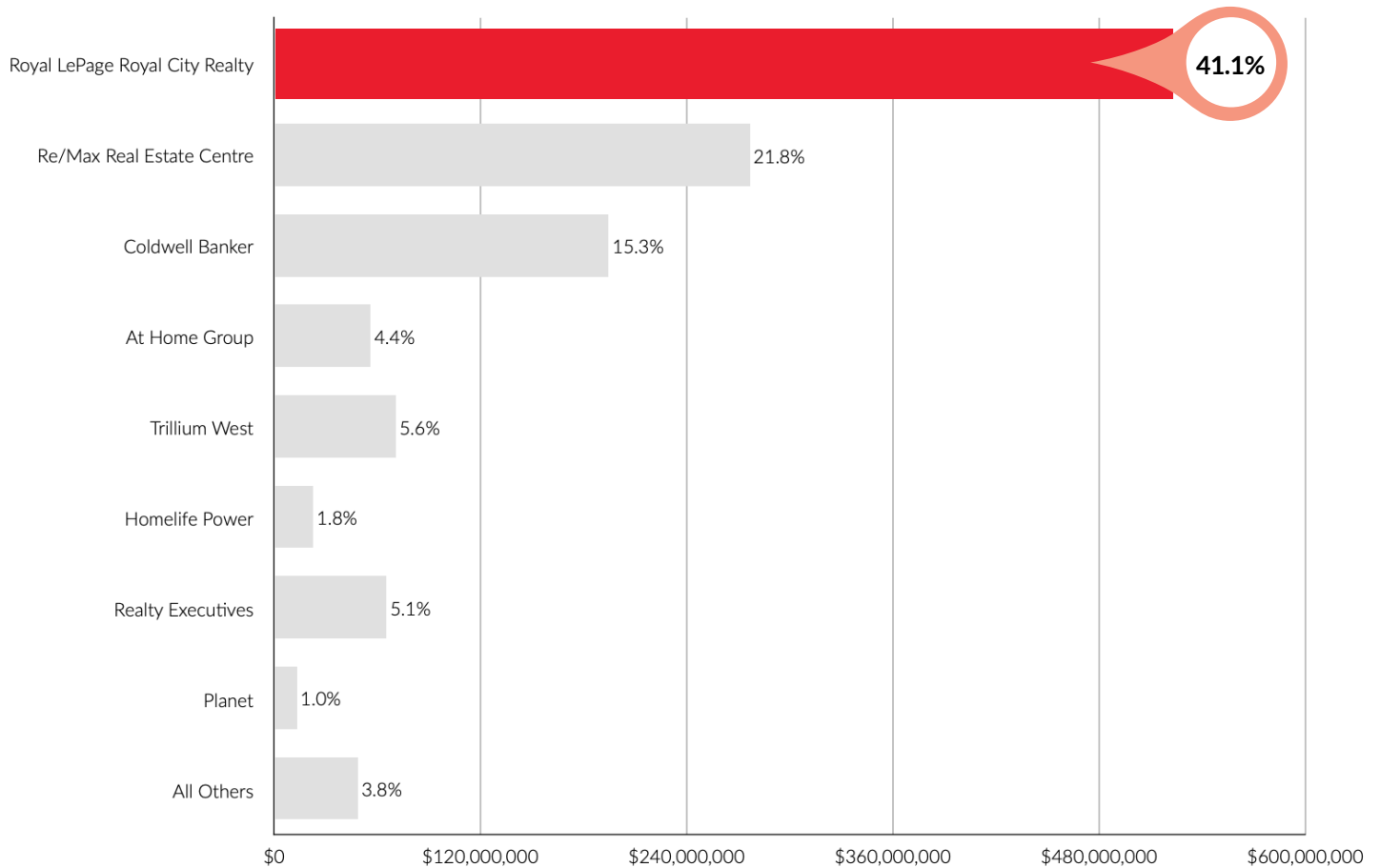
	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
YTD Sales Volume	\$1,480,744,298 -2.75%	\$339,544,425 +1.37%	\$25,326,005 +26.36%
YTD Unit Sales	1590 -0.94%	552 -0.54%	34 -10.53%
YTD Average Sale Price	\$931,286 -1.82%	\$615,117 +1.93%	\$941,250.00 +41.23%
September Sales Volume	\$156,647,100 +14.72%	\$29,938,600 +44.94%	\$6,697,500 +121.99%
September Unit Sales	169 +20.71%	48 +45.45%	4 -20%

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

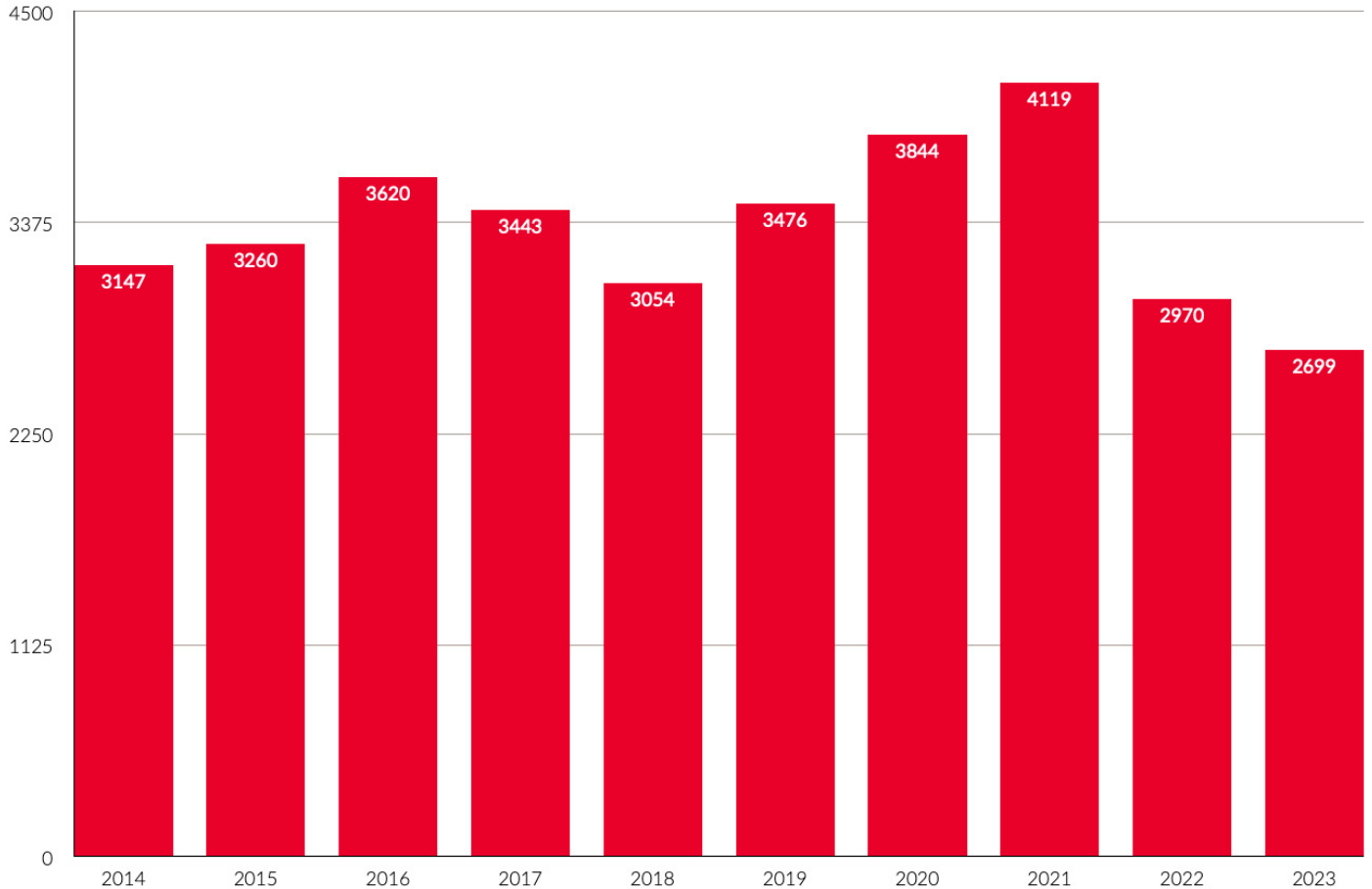
# MARKET DOMINANCE



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