



2024

OCTOBER

WELLINGTON COUNTY

Real Estate Market Report



OVERVIEW

BALANCED MARKET

The **Wellington County** real estate market shifted back to a balanced market in October, showing steady growth across several indicators. The median sale price rose by 0.82%, and the average sale price increased by 6.85%, pointing to continued demand. Sales volume surged by 33.14%, with unit sales up by 23.96%, boosting the unit sales-to-listings ratio to 49.79%. New listings rose slightly by 6.94%, while expired listings saw a notable increase of 31.43%. This mix of rising sales and prices reflects ongoing buyer interest amidst a competitive market.



October year-over-year sales volume of \$204,236,082

Up 33.14% from 2023's \$153,402,025 with unit sales of 238 up 23.96% from last October's 192. New listings of 478 are up 6.94% from a year ago, with the sales/listing ratio of 49.79% up 6.84%.



Year-to-date sales volume of \$2,053,063,574

Up 1.38% from 2023's \$2,025,128,848 with unit sales of 2,479 up 1.52% from 2023's 2,442. New listings of 5,066 are up 16.19% from a year ago, with the sales/listing ratio of 48.93% down 7.08%.



Year-to-date average sale price of \$826,468

Up from \$822,518 one year ago with median sale price of \$772,000 down from \$783,750 one year ago. Average days-on-market of 33.2 is up 5 days from last year.

OCTOBER NUMBERS

Median Sale Price

\$768,750

+0.82%

Average Sale Price

\$858,135

+6.85%

Sales Volume

\$204,236,082

+33.14%

Unit Sales

238

+23.96%

New Listings

478

+6.94%

Expired Listings

92

+31.43%

Unit Sales/Listings Ratio

49.79%

+6.84%

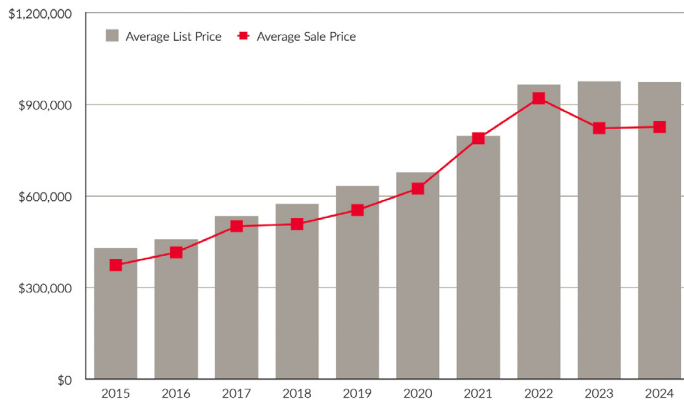
*Year-over-year comparison
(October 2024 vs. October 2023)*

THE MARKET IN DETAIL

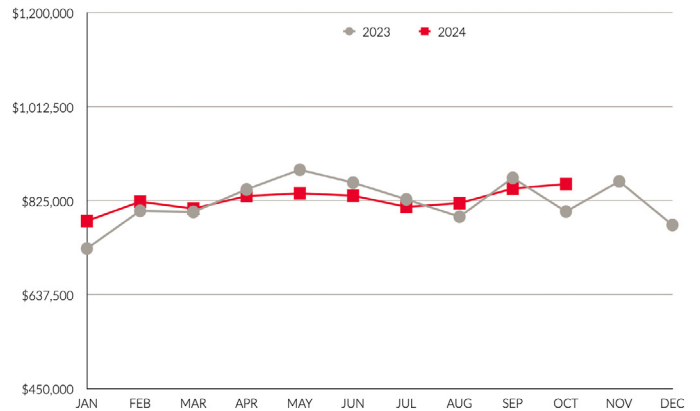
	2022	2023	2024	2023-2024
YTD Volume Sales	\$2,513,566,605	\$2,025,128,848	\$2,053,063,574	+1.38%
YTD Unit Sales	2,686	2,442	2,479	+1.52%
YTD New Listings	4,811	4,360	5,066	+16.19%
YTD Sales/Listings Ratio	55.83%	56.01%	48.93%	-7.08%
YTD Expired Listings	273	351	580	+65.24%
Monthly Volume Sales	\$175,432,010	\$153,402,025	\$204,236,082	+33.14%
Monthly Unit Sales	224	192	238	+23.96%
Monthly New Listings	348	447	478	+6.94%
Monthly Sales/Listings Ratio	64.37%	42.95%	49.79%	+6.84%
Monthly Expired Listings	47	70	92	+31.43%
YTD Sales: \$0-\$199K	37	36	27	-25%
YTD Sales: \$200k-349K	29	25	23	-8%
YTD Sales: \$350K-\$549K	218	356	345	-3.09%
YTD Sales: \$550K-\$749K	645	690	769	+11.45%
YTD Sales: \$750K-\$999K	899	833	805	-3.36%
YTD Sales: \$1M-\$2M	781	475	486	+2.32%
YTD Sales: \$2M+	78	35	35	No Change
YTD Average Days-On-Market	19.30	28.20	33.20	+17.73%
YTD Average Sale Price	\$920,078	\$822,518	\$826,468	+0.48%
YTD Median Sale Price	\$832,500	\$783,750	\$772,000	-1.5%

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

AVERAGE SALE PRICE

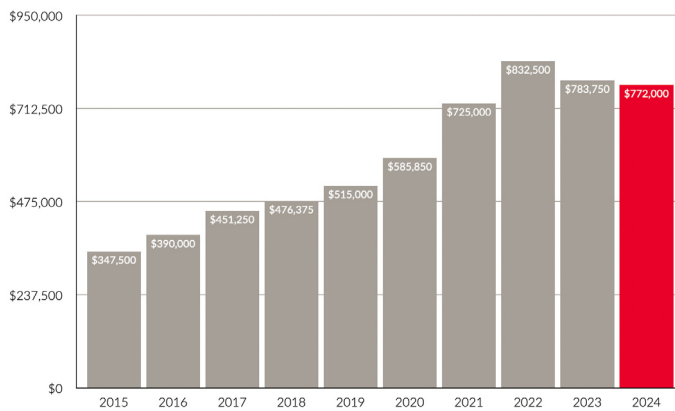


Year-Over-Year

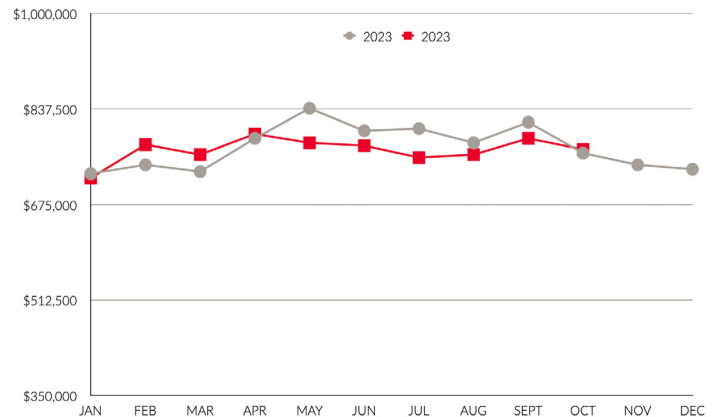


Month-Over-Month 2023 vs. 2024

MEDIAN SALE PRICE



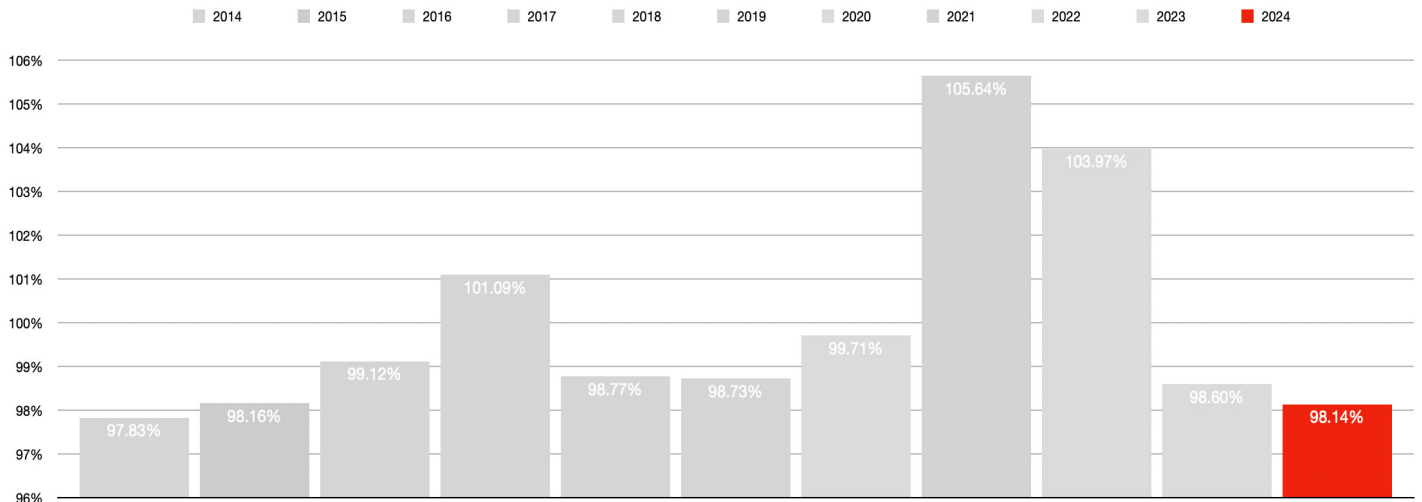
Year-Over-Year



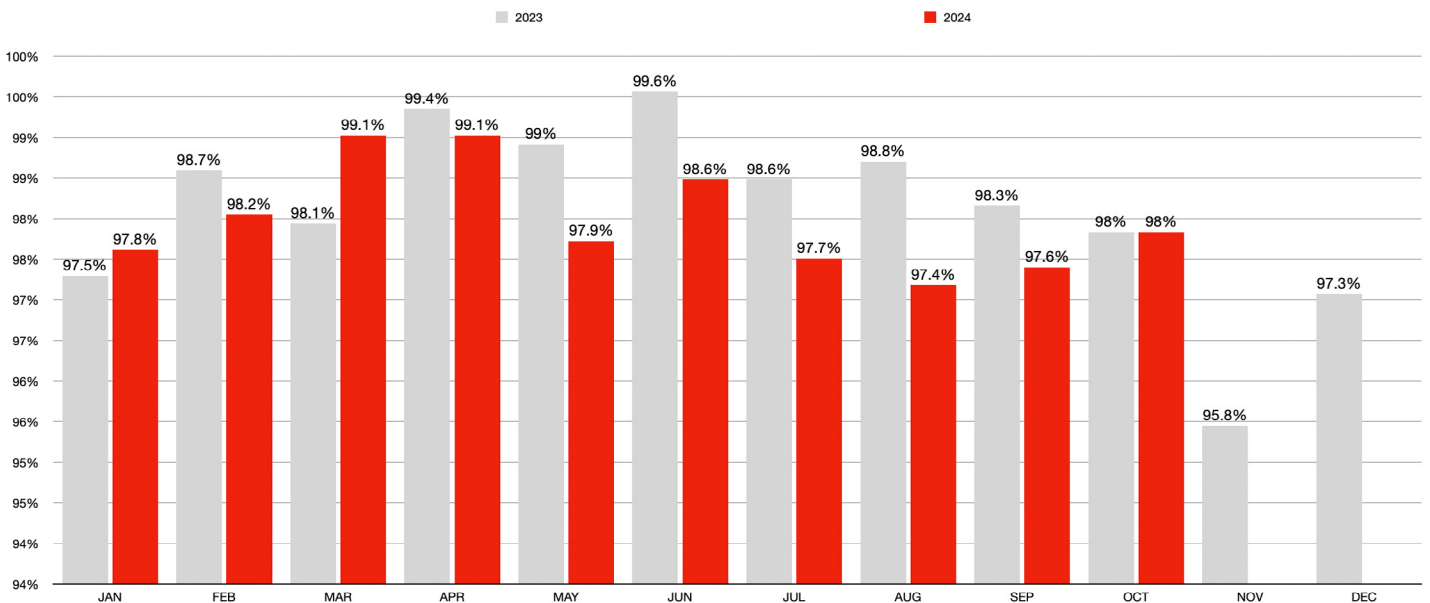
Month-Over-Month 2023 vs. 2024

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

SALE PRICE VS. LIST PRICE RATIO

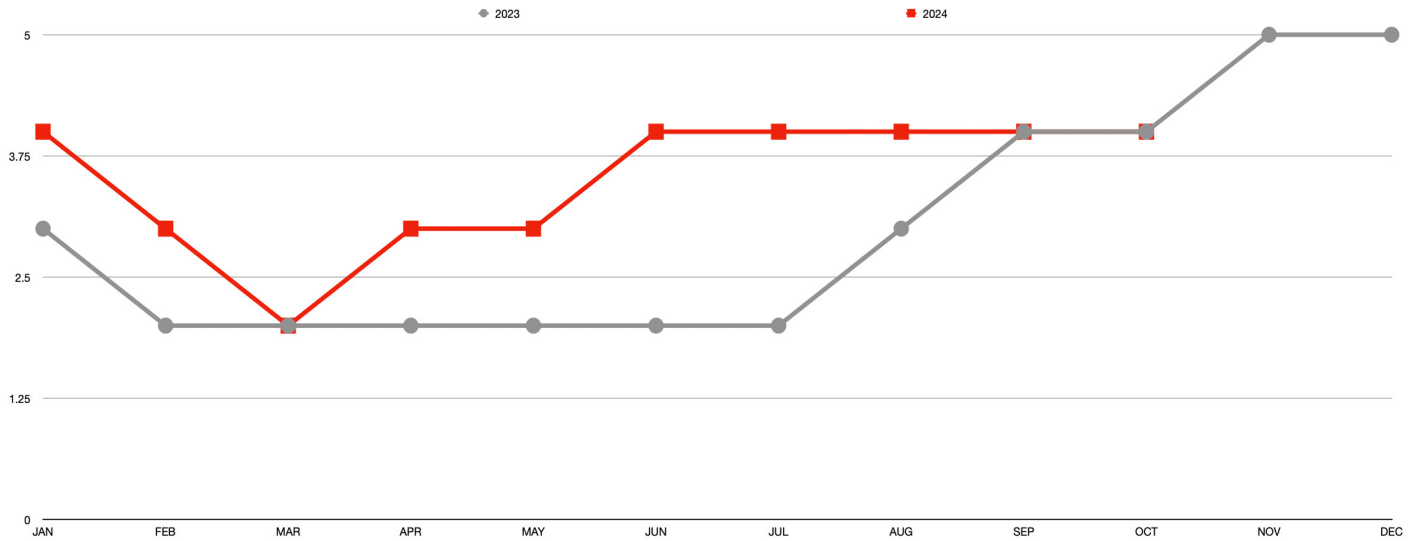


Year-Over-Year

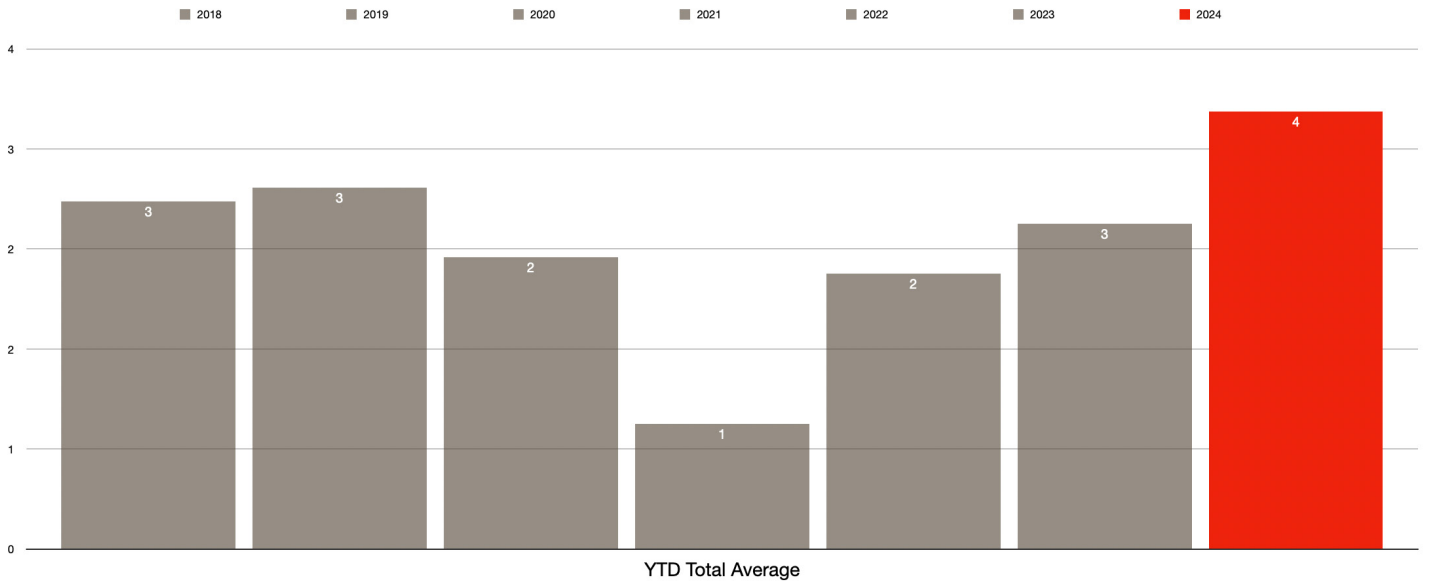


Month-Over-Month 2023 vs. 2024

MONTHS OF INVENTORY

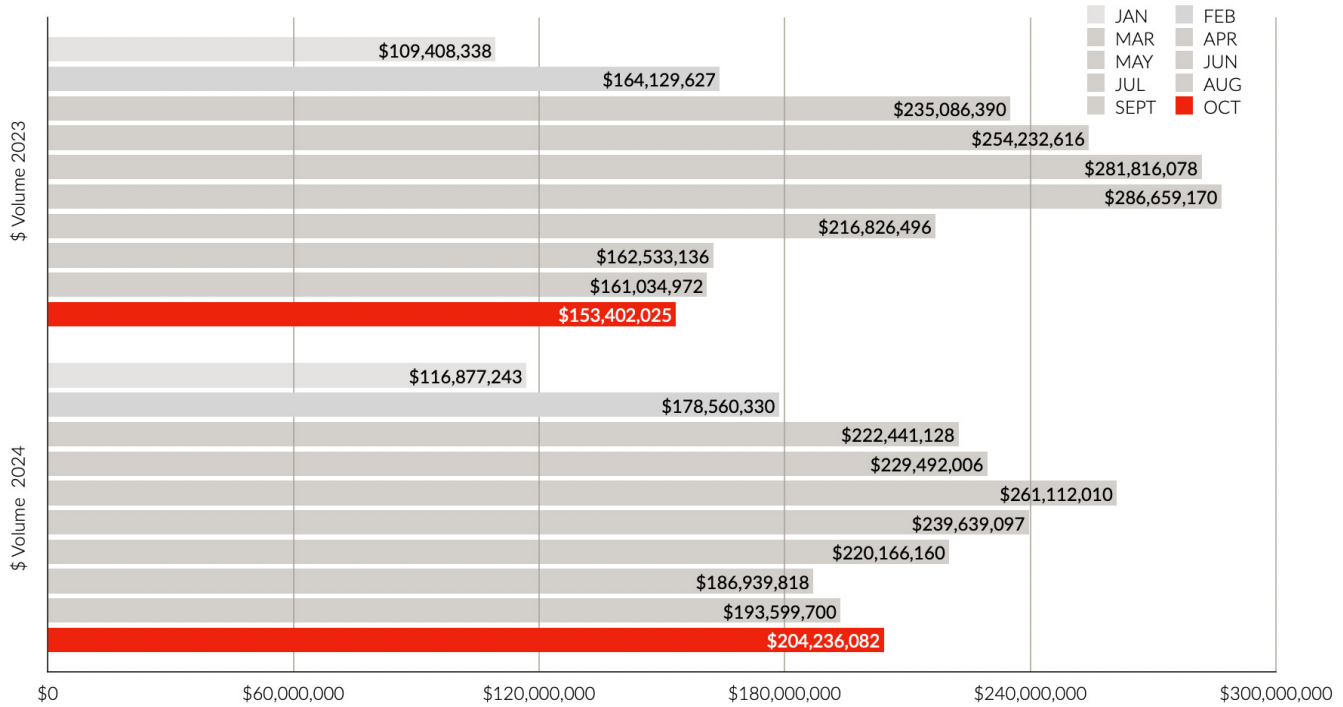


Month-Over-Month 2023 vs. 2024

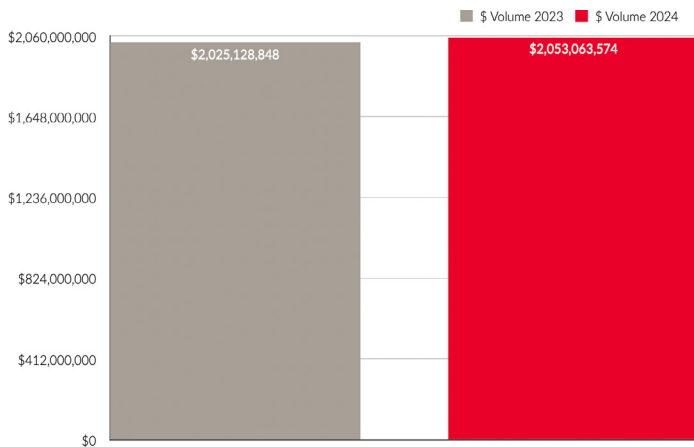


Year-Over-Year

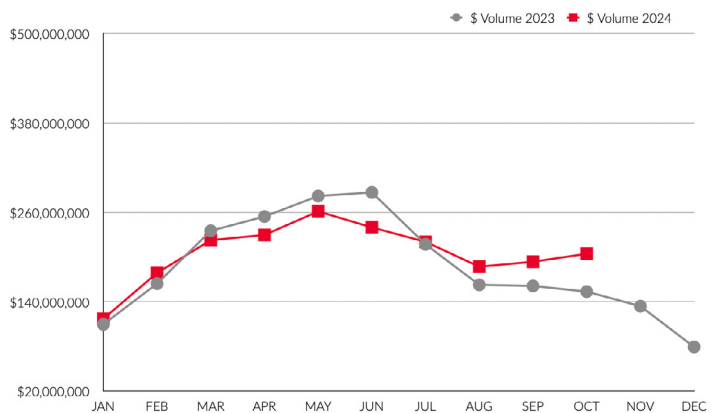
DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

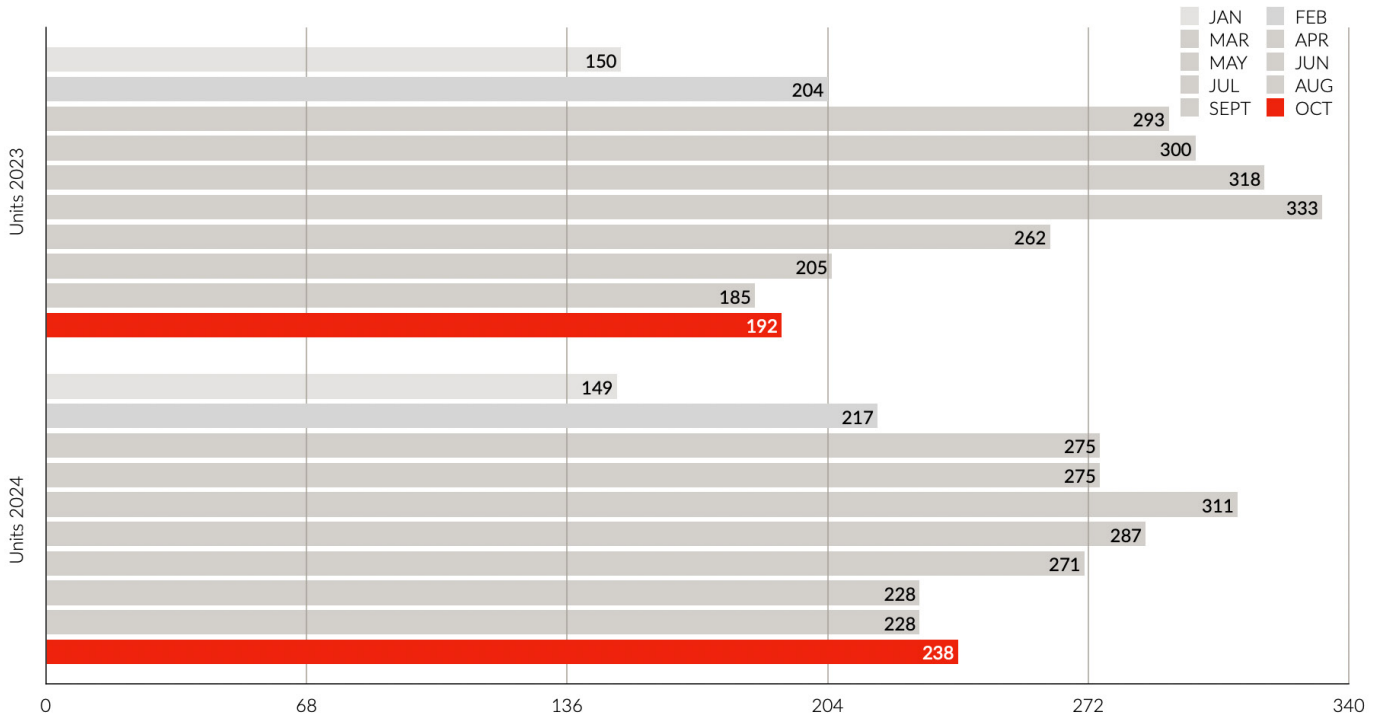


Yearly Totals 2023 vs. 2024

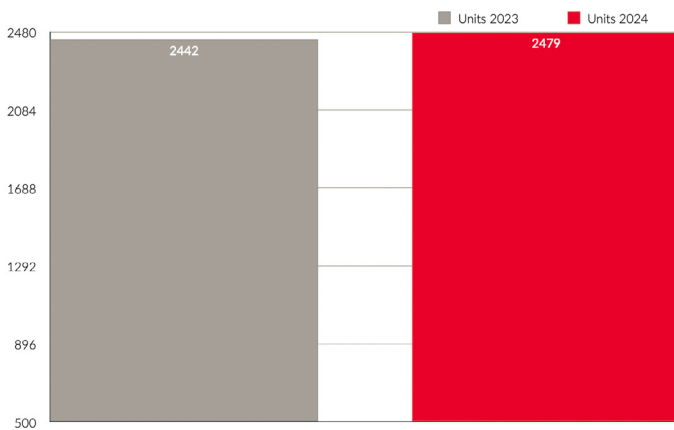


Month vs. Month 2023 vs. 2024

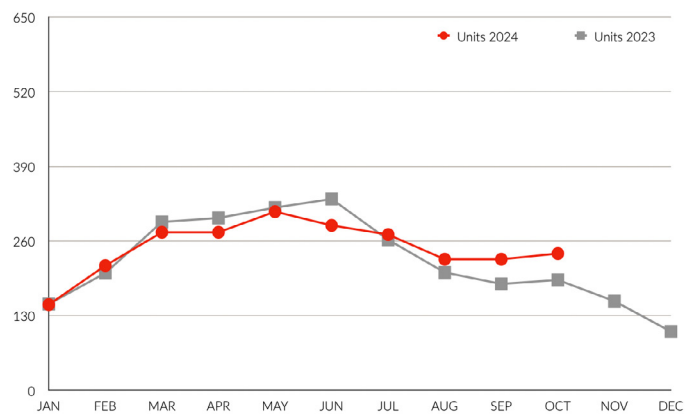
UNIT SALES



Monthly Comparison 2023 vs. 2024

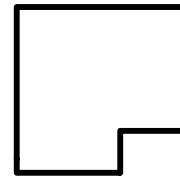


Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

SALES BY TYPE

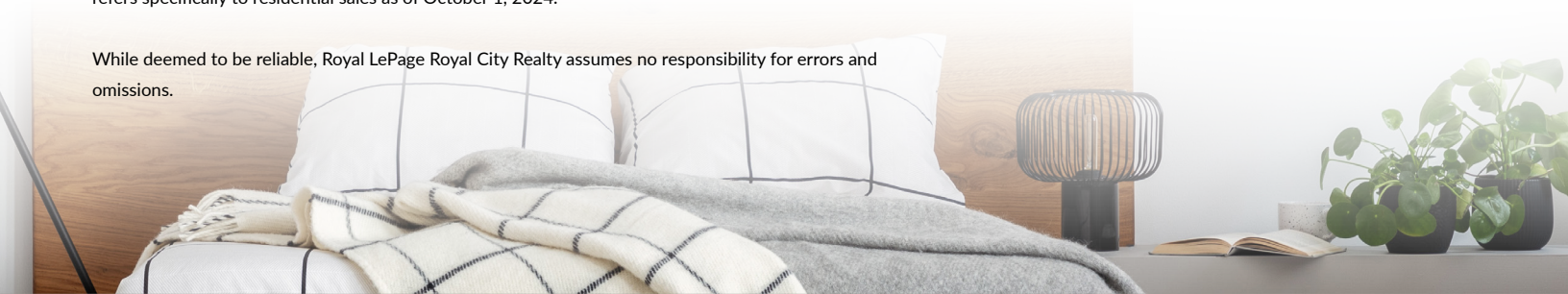


	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$1,606,508,523 +0.28%	\$365,187,225 +2.46%	\$25,806,005 +46.39%
YTD Unit Sales	1736 +1.15%	593 +1.18%	38 -2.56%
YTD Average Sale Price	\$925,408 -0.86%	\$615,830 +1.27%	\$994,144.74 +50.24%
October Sales Volume	\$171,012,655 +35.98%	\$29,975,627 +16.9%	\$5,775,000 +1,103.13%
October Unit Sales	181 +23.97%	51 +24.39%	4 +300%

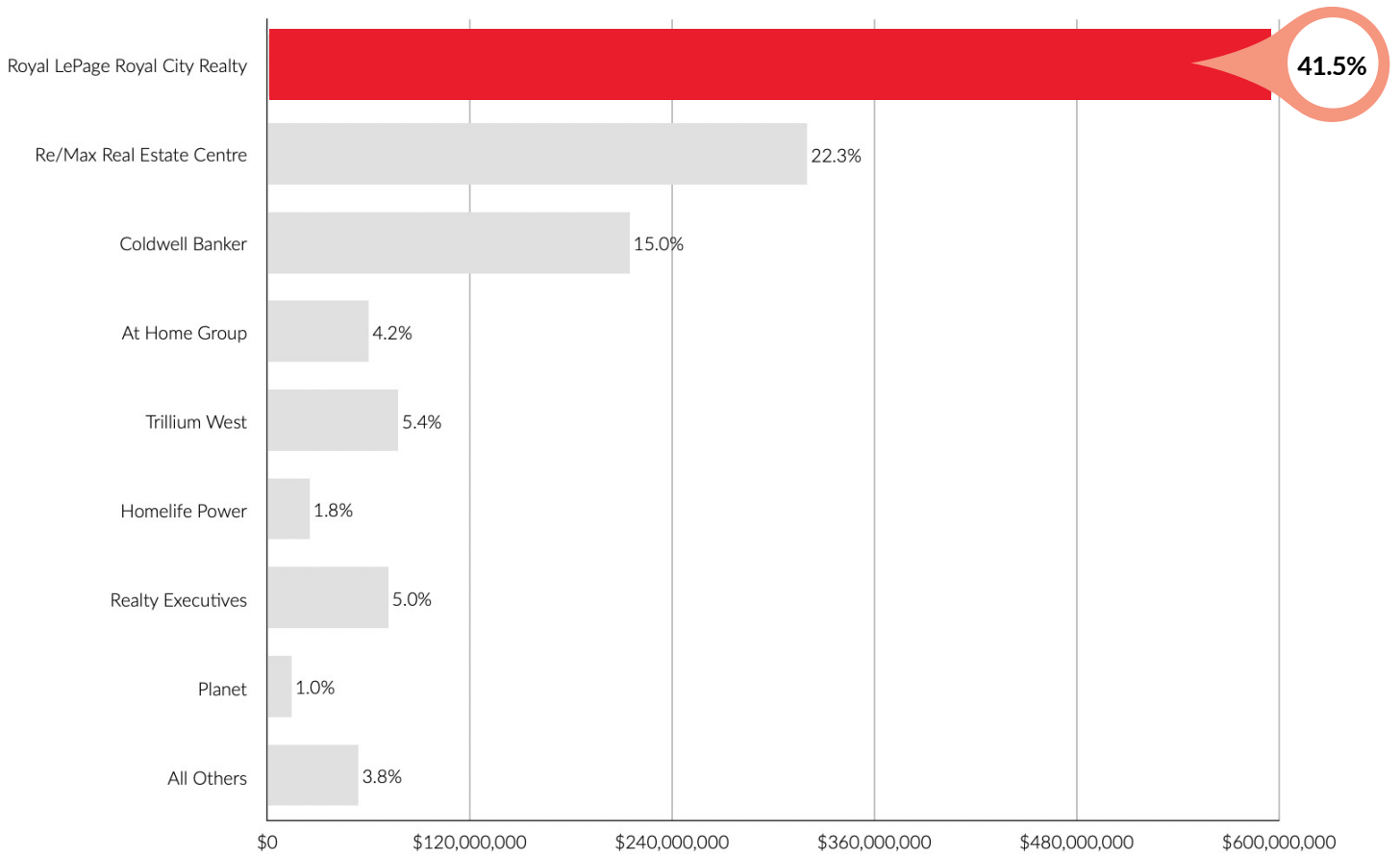
NOTE: All MLS® sales data in this report comes from the Guelph Association Of REALTORS® and refers specifically to residential sales as of October 1, 2024.

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

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



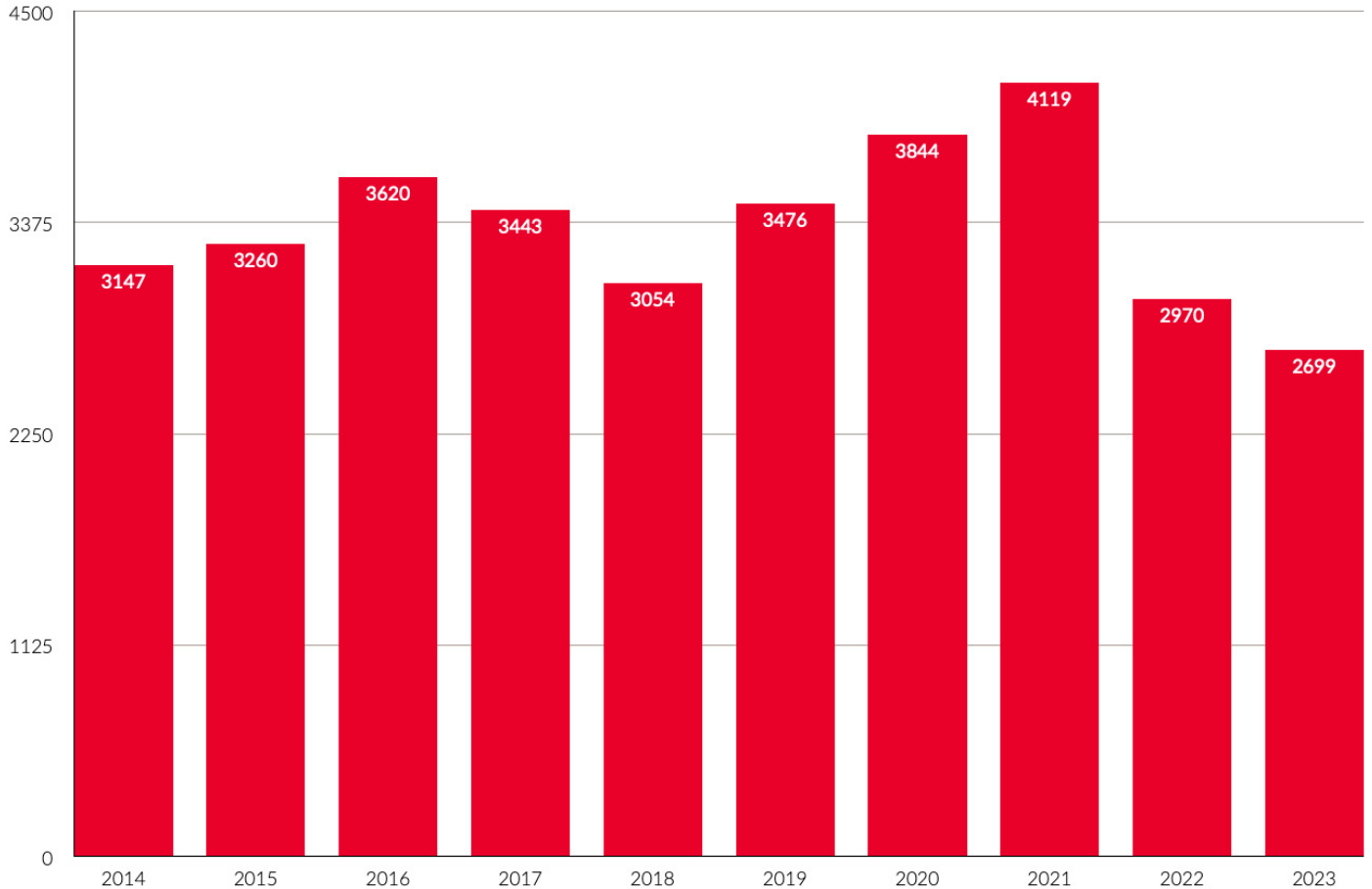
MARKET DOMINANCE



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