



2025 JANUARY

WELLINGTON COUNTY Real Estate Market Report



Disclaimer:

Please note that we have recently transitioned to a new board and reporting system. While we strive to ensure that the information provided in this market report is as accurate and up-to-date as possible, there may be occasional discrepancies or errors in the data.

OVERVIEW

BUYER'S MARKET

The **Wellington County** real estate market remained steady in January, with key indicators reflecting a more balanced environment. The median sale price rose by 11.94% to \$806,000, while the average sale price increased by 9.53% to \$859,195. Sales volume grew by 17.62%, supported by a 7.38% rise in unit sales to 160 transactions. New listings surged by 49.36%, expanding inventory, while expired listings also increased by 44.29%. With the unit sales-to-listings ratio at 34.33%, the market has shifted into buyer-friendly territory.



January year-over-year sales volume of \$137,471,222

Up 17.62% from 2024's \$116,877,243 with unit sales of 160 up 7.38% from last January's 149. New listings of 466 are up 49.36% from a year ago, with the sales/listing ratio of 34.33% down 13.42%.



Year-to-date sales volume of \$137,471,222

Up 17.62% from 2024's \$116,877,243 with unit sales of 160 up 7.38% from 2024's 149. New listings of 466 are up 49.36% from a year ago, with the sales/listing ratio of 34.33% down 13.42%.



Year-to-date average sale price of \$859,195

Up from \$784,411 one year ago with median sale price of \$806,000 up from \$720,000 one year ago. Average days-on-market of 46 is up 5 days from last year.

JANUARY NUMBERS

Median Sale Price
\$806,000
+11.94%

Average Sale Price
\$859,195
+9.53%

Sales Volume
\$137,471,222
+17.62%

Unit Sales
160
+7.38%

New Listings
466
+49.36%

Expired Listings
101
+44.29%

Unit Sales/Listings Ratio
34.33%
-13.42%

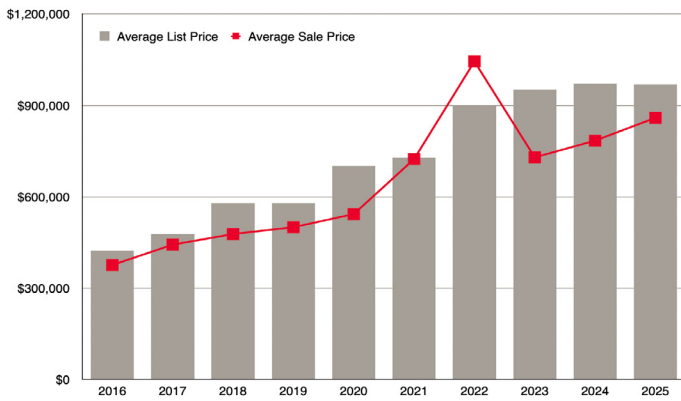
Year-over-year comparison
(January 2025 vs. January 2024)

THE MARKET IN DETAIL

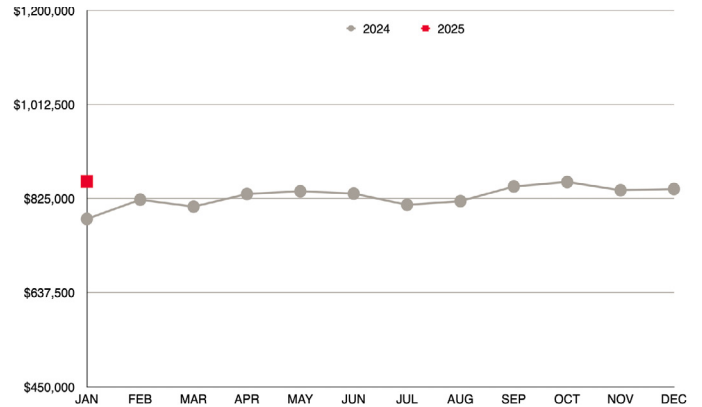
	2023	2024	2025	2024-2025
YTD Volume Sales	\$109,408,338	\$116,877,243	\$137,471,222	+17.62%
YTD Unit Sales	150	149	160	+7.38%
YTD New Listings	278	312	466	+49.36%
YTD Sales/Listings Ratio	53.96%	47.76%	34.33%	-13.42%
YTD Expired Listings	42	70	101	+44.29%
Monthly Volume Sales	\$109,408,338	\$116,877,243	\$137,471,222	+17.62%
Monthly Unit Sales	150	149	160	+7.38%
Monthly New Listings	278	312	466	+49.36%
Monthly Sales/Listings Ratio	53.96%	47.76%	34.33%	-13.42%
Monthly Expired Listings	42	70	101	+44.29%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	2	1	2	+100%
YTD Sales: \$350K-\$549K	30	25	20	-20%
YTD Sales: \$550K-\$749K	49	58	41	-29.31%
YTD Sales: \$750K-\$999K	55	46	66	+43.48%
YTD Sales: \$1M-\$2M	14	18	28	+55.56%
YTD Sales: \$2M+	0	3	4	+33.33%
YTD Average Days-On-Market	37.00	41.00	46.00	+12.2%
YTD Average Sale Price	\$729,389	\$784,411	\$859,195	+9.53%
YTD Median Sale Price	\$727,495	\$720,000	\$806,000	+11.94%

Wellington County MLS Sales and Listing Summary
2023 vs. 2024 vs. 2025

AVERAGE SALE PRICE

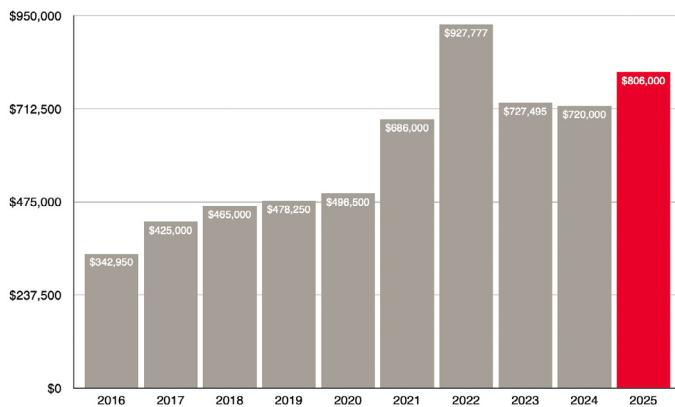


Year-Over-Year

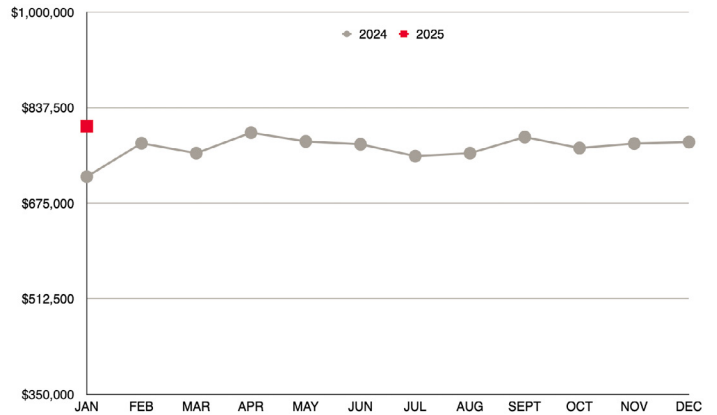


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



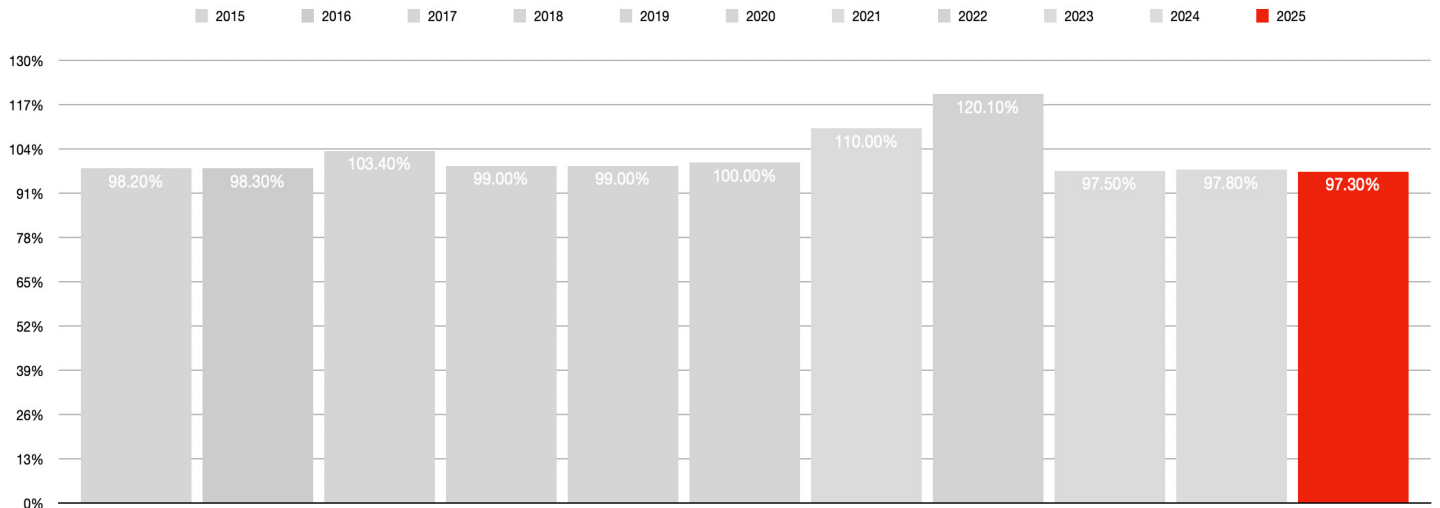
Year-Over-Year



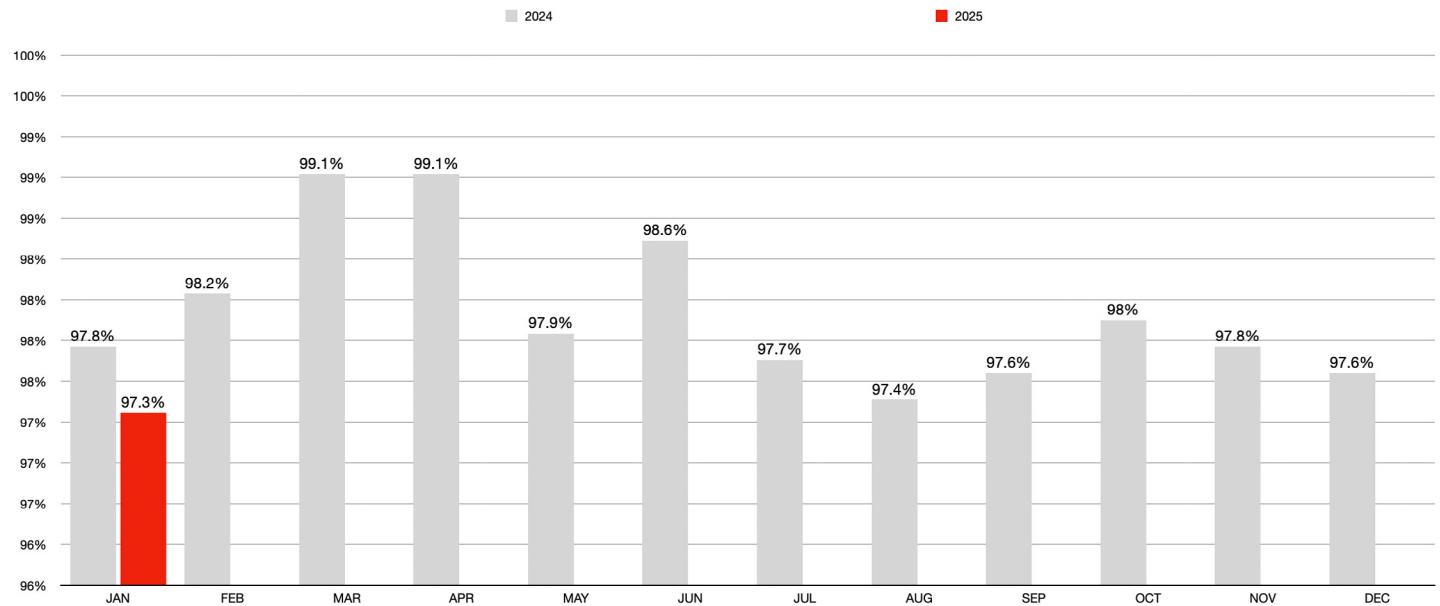
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

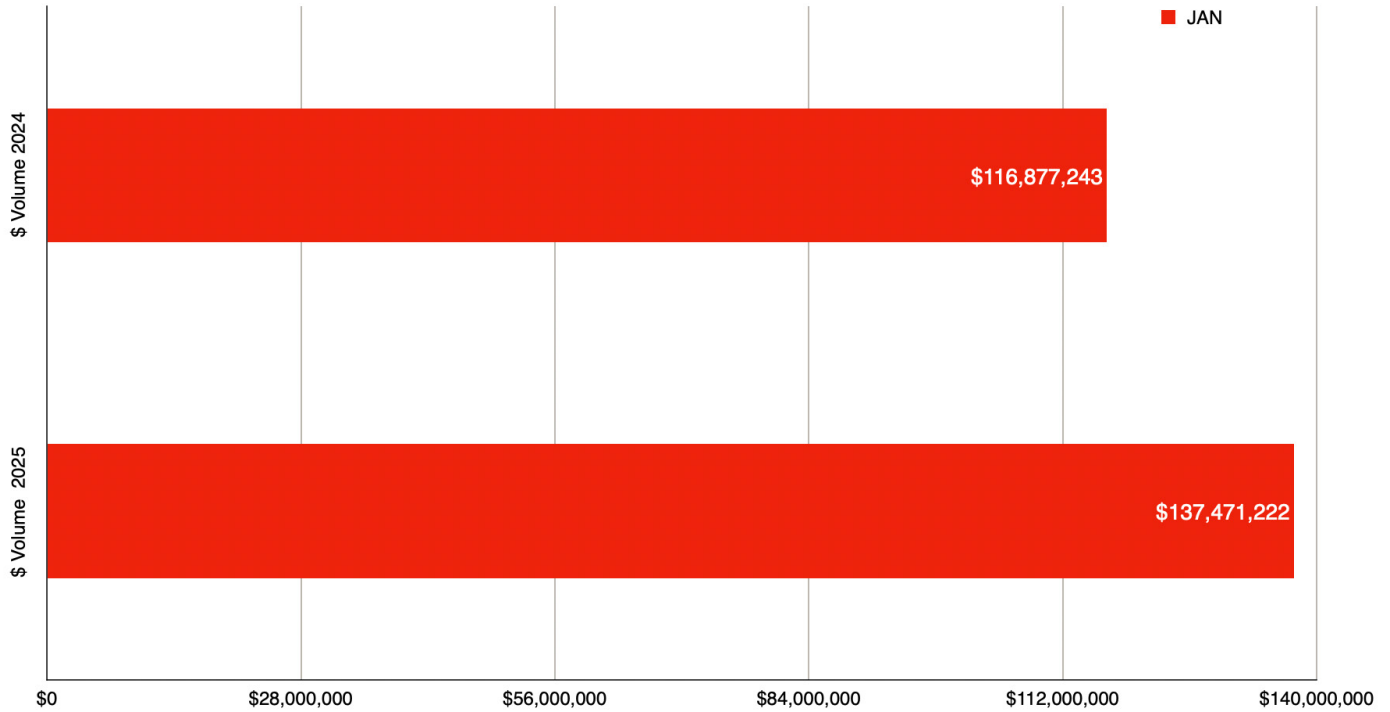


Year-Over-Year

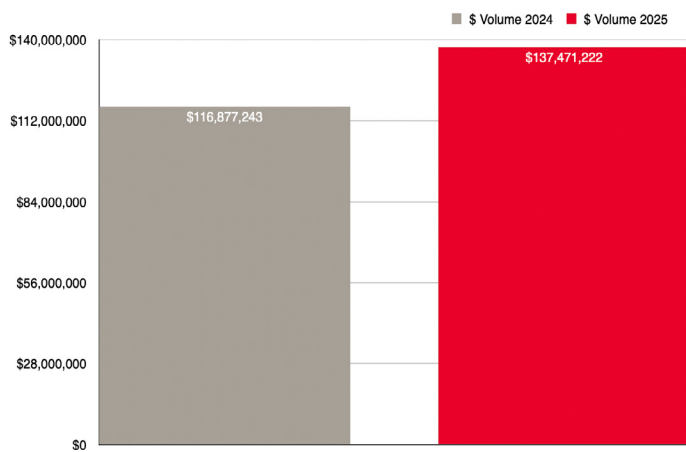


Month-Over-Month 2024 vs. 2025

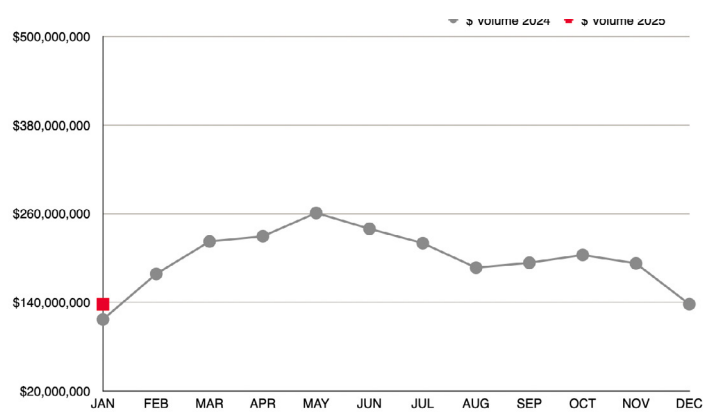
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

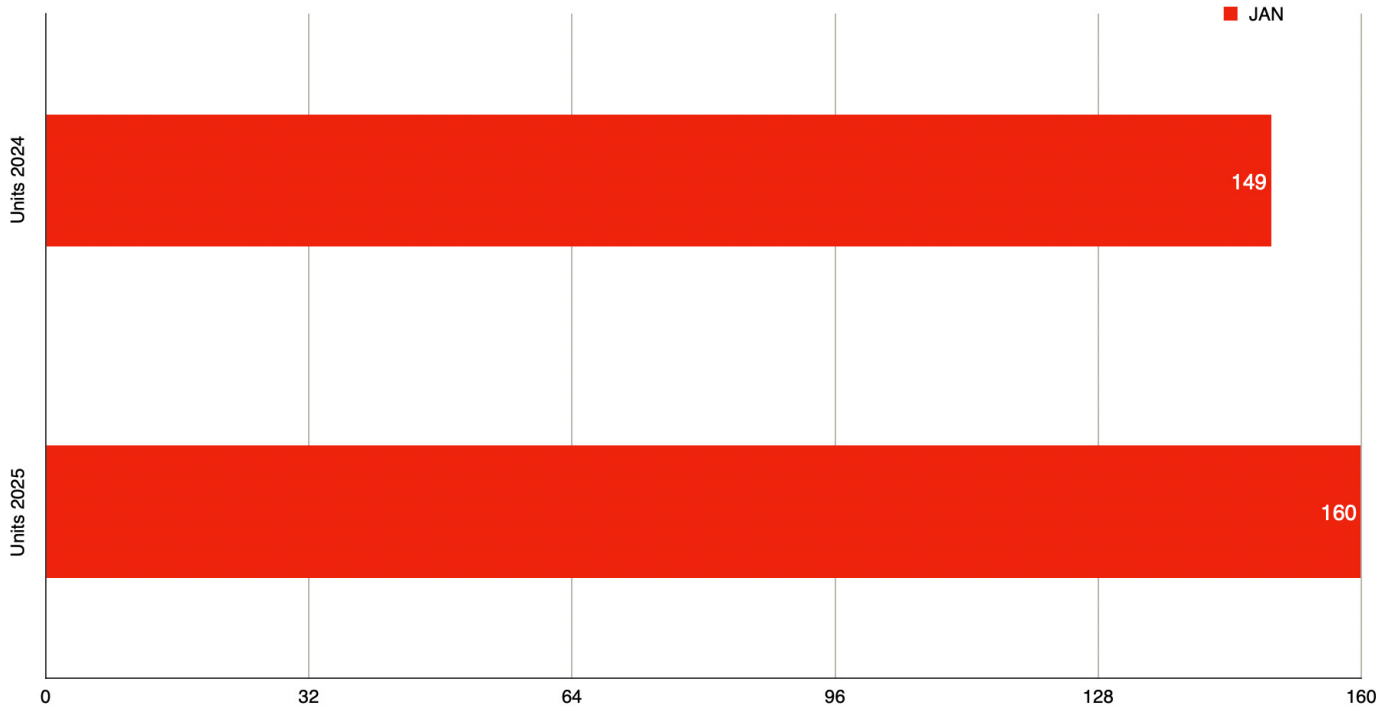


Yearly Totals 2024 vs. 2025

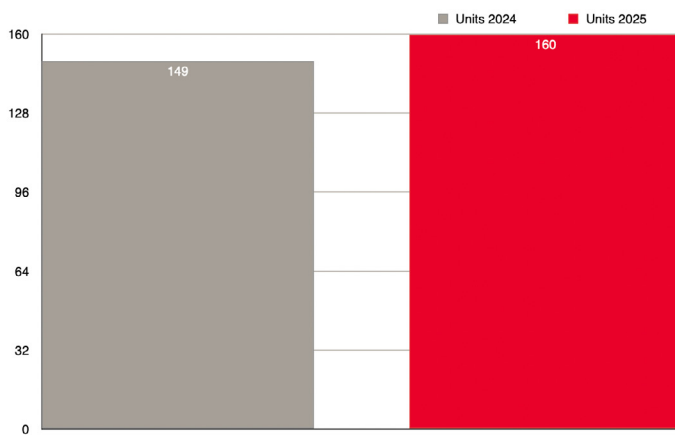


Month vs. Month 2024 vs. 2025

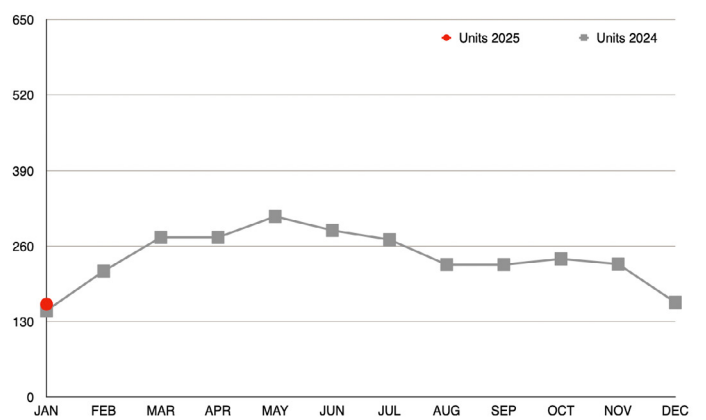
UNIT SALES



Monthly Comparison 2024 vs. 2025

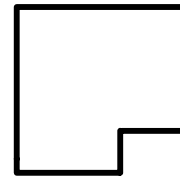


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE

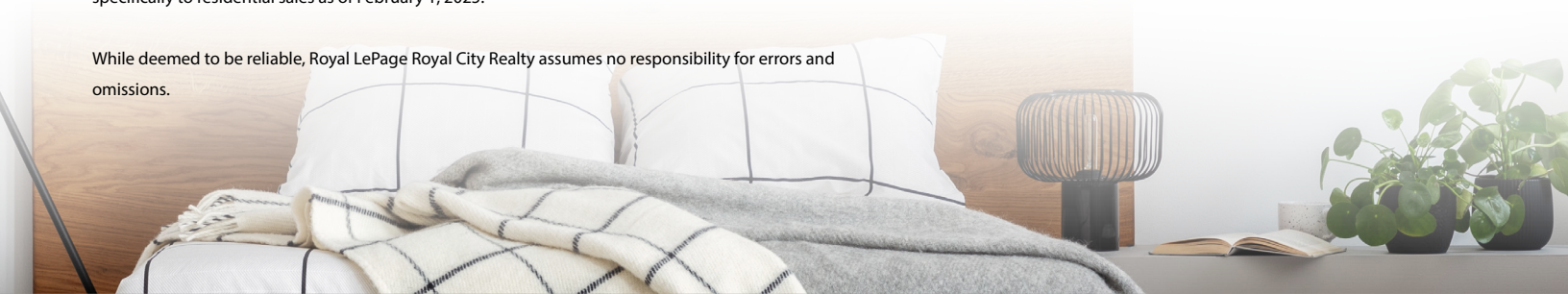


	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$115,440,378 +34.45%	\$22,030,844 -7.67%	\$4,060,000 Up from \$0
YTD Unit Sales	124 +22.77%	36 -7.69%	4 Up from 0
YTD Average Sale Price	\$930,971 +4.84%	\$611,968 +7.74%	\$1,015,000 Up from \$0
January Sales Volume	\$115,440,378 +34.45%	\$22,030,844 -7.67%	\$4,060,000 Up from \$0
January Unit Sales	124 +22.77%	36 -7.69%	4 Up from 0

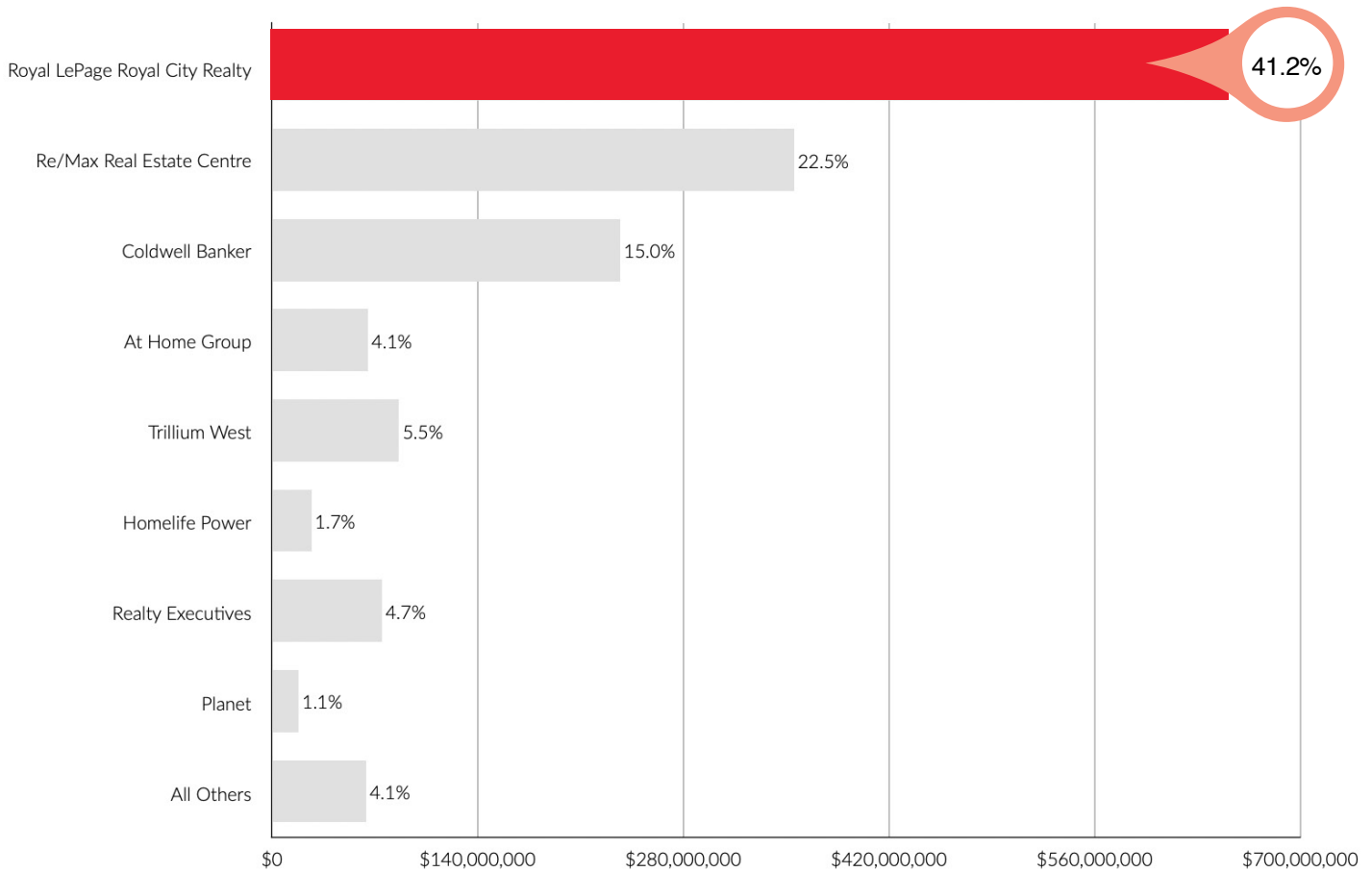
NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of February 1, 2025.

Year-Over-Year Comparison (2025 vs. 2024)

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



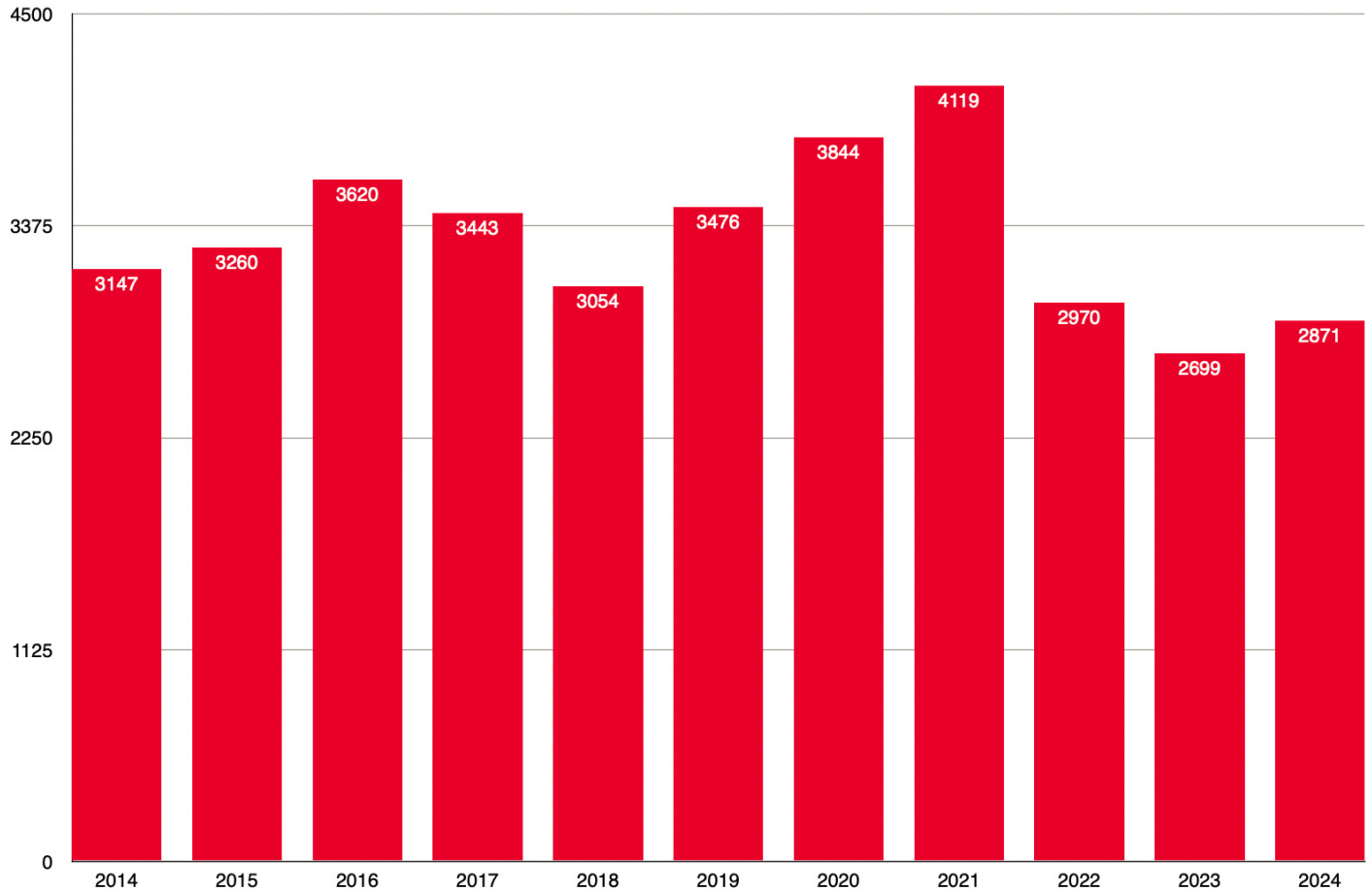
MARKET DOMINANCE



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