



2025 FEBRUARY

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

BALANCED MARKET

The **Wellington County** real estate market saw shifting trends in February, with conditions continuing to favour buyers. The median sale price remained steady, rising slightly by 0.13% to \$778,000, while the average sale price declined by 2.58% to \$801,653. Sales volume dropped by 19.19%, with unit sales down 17.05% to 180 transactions. Meanwhile, new listings increased by 21.14%, adding to available inventory, while expired listings surged by 67.65%. With the unit sales-to-listings ratio at 40.27%, buyers have more options and greater negotiating power in today's market.



February year-over-year sales volume of \$144,297,492

Down 19.19% from 2024's \$178,560,330 with unit sales of 180 down 17.05% from last February's 217. New listings of 447 are up 21.14% from a year ago, with the sales/listing ratio of 40.27% down 18.54%.



Year-to-date sales volume of \$281,768,714

Down 4.63% from 2024's \$295,437,573 with unit sales of 340 down 7.1% from 2024's 366. New listings of 913 are up 34.07% from a year ago, with the sales/listing ratio of 37.24% down 16.50%.



Year-to-date average sale price of \$830,424

Up from \$803,635 one year ago with median sale price of \$792,000 up from \$748,500 one year ago. Average days-on-market of 39 is down 0.5 days from last year.

FEBRUARY NUMBERS

Median Sale Price

\$778,000

+0.13%

Average Sale Price

\$801,653

-2.58%

Sales Volume

\$144,297,492

-19.19%

Unit Sales

180

-17.05%

New Listings

447

+21.14%

Expired Listings

57

+67.65%

Unit Sales/Listings Ratio

40.27%

-18.54%

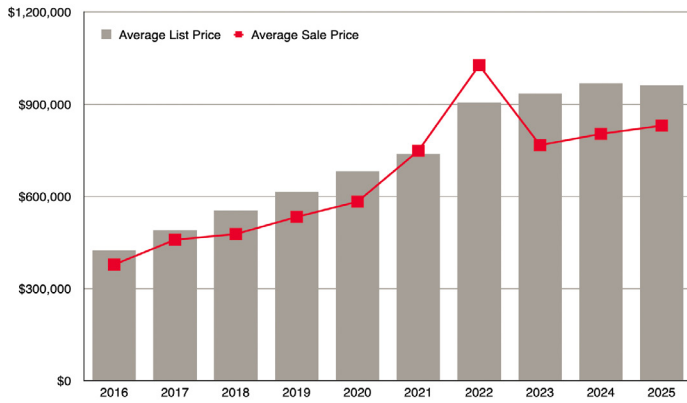
*Year-over-year comparison
(February 2025 vs. February 2024)*

THE MARKET IN DETAIL

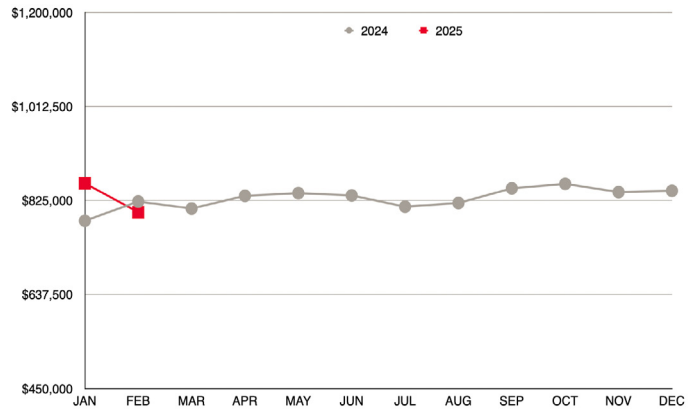
	2023	2024	2025	2024-2025
YTD Volume Sales	\$273,537,965	\$295,437,573	\$281,768,714	-4.63%
YTD Unit Sales	354	366	340	-7.1%
YTD New Listings	619	681	913	+34.07%
YTD Sales/Listings Ratio	57.19%	53.74%	37.24%	-16.5%
YTD Expired Listings	61	104	158	+51.92%
Monthly Volume Sales	\$164,129,627	\$178,560,330	\$144,297,492	-19.19%
Monthly Unit Sales	204	217	180	-17.05%
Monthly New Listings	341	369	447	+21.14%
Monthly Sales/Listings Ratio	59.82%	58.81%	40.27%	-18.54%
Monthly Expired Listings	19	34	57	+67.65%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	3	3	5	+66.67%
YTD Sales: \$350K-\$549K	60	57	49	-14.04%
YTD Sales: \$550K-\$749K	125	124	82	-33.87%
YTD Sales: \$750K-\$999K	117	120	140	+16.67%
YTD Sales: \$1M-\$2M	48	59	60	+1.69%
YTD Sales: \$2M+	1	5	5	No Change
YTD Average Days-On-Market	33.50	39.50	39.00	-1.27%
YTD Average Sale Price	\$766,973	\$803,635	\$830,424	+3.33%
YTD Median Sale Price	\$734,998	\$748,500	\$792,000	+5.81%

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

AVERAGE SALE PRICE

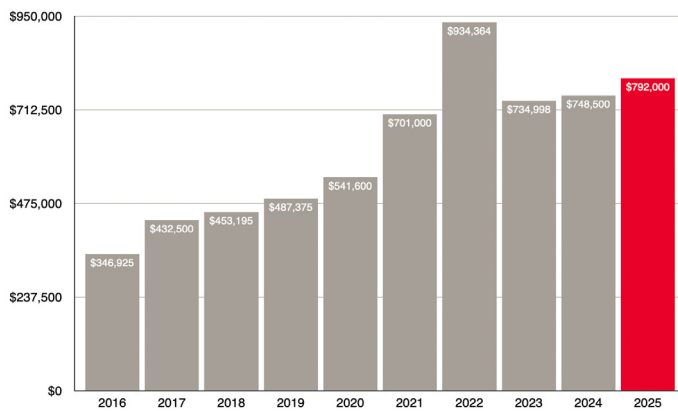


Year-Over-Year

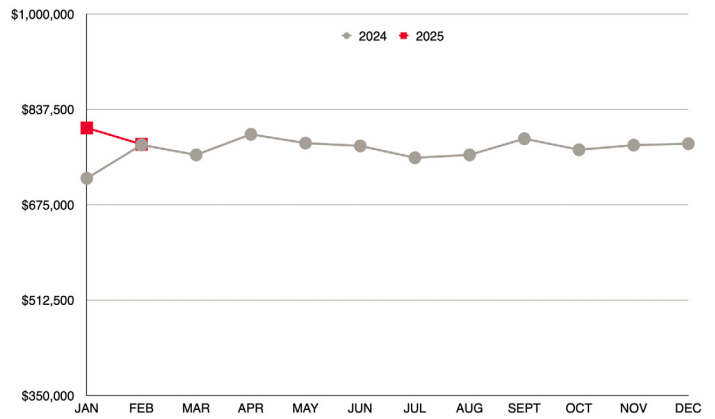


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



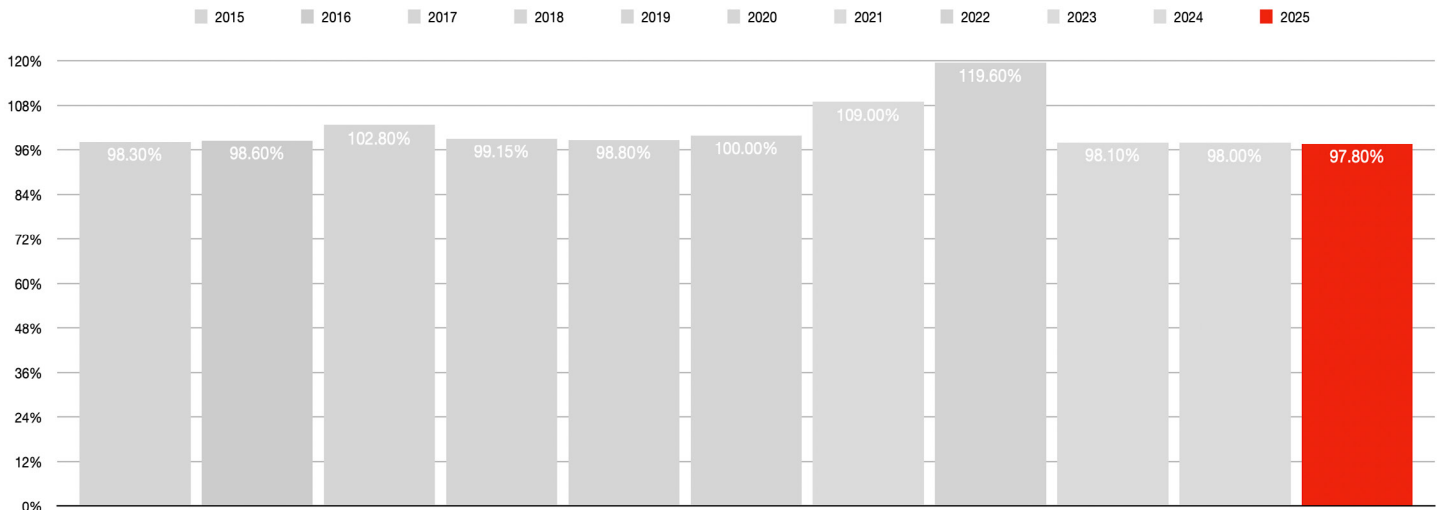
Year-Over-Year



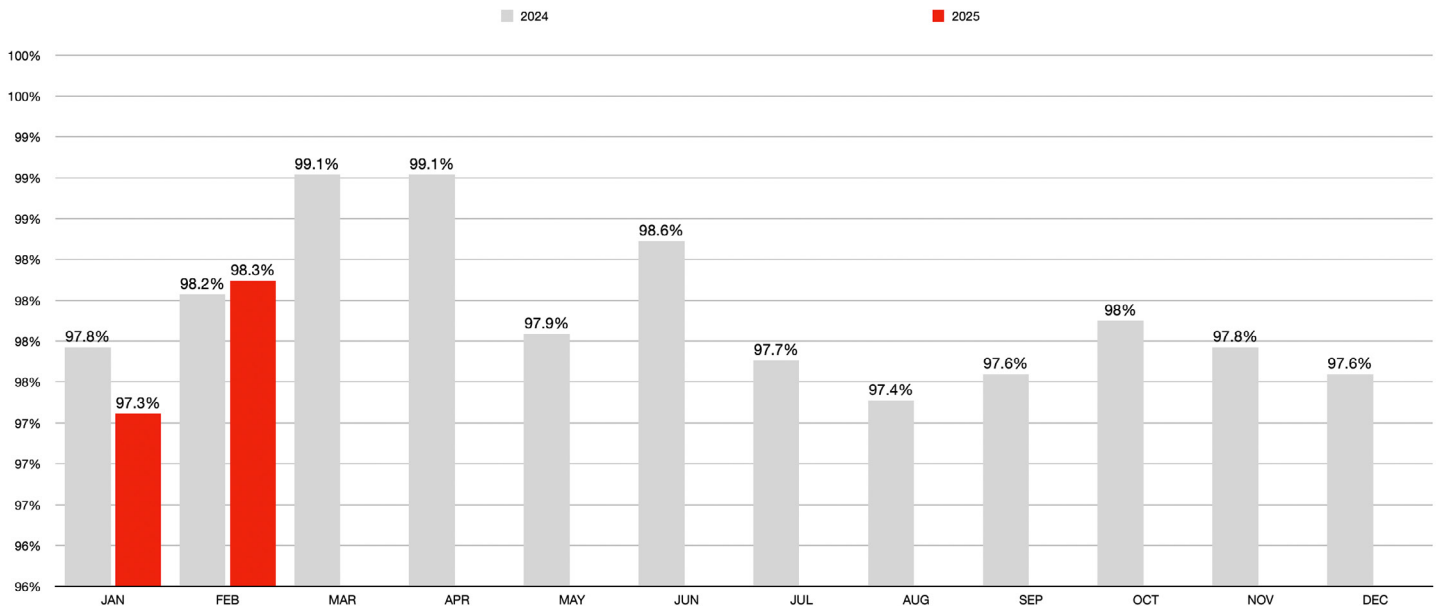
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

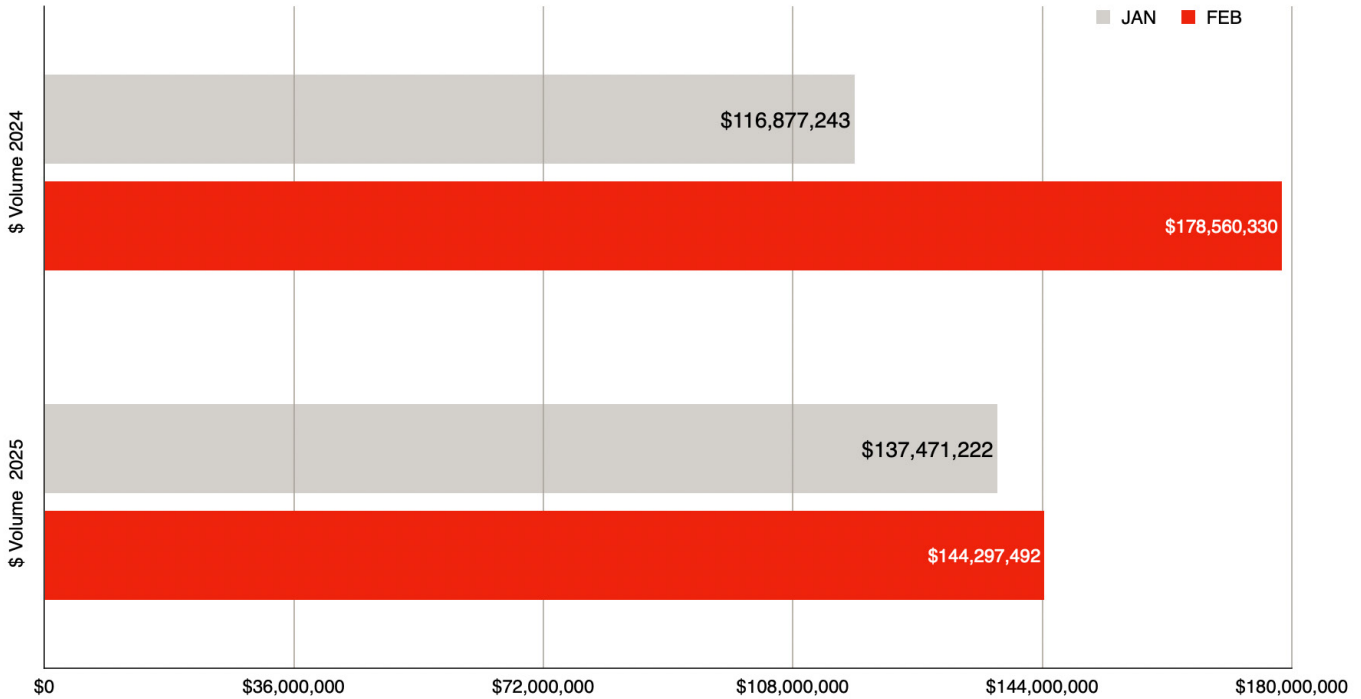


Year-Over-Year

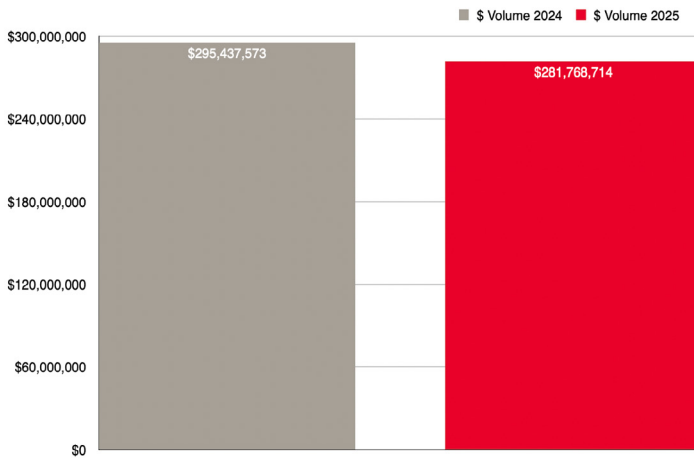


Month-Over-Month 2024 vs. 2025

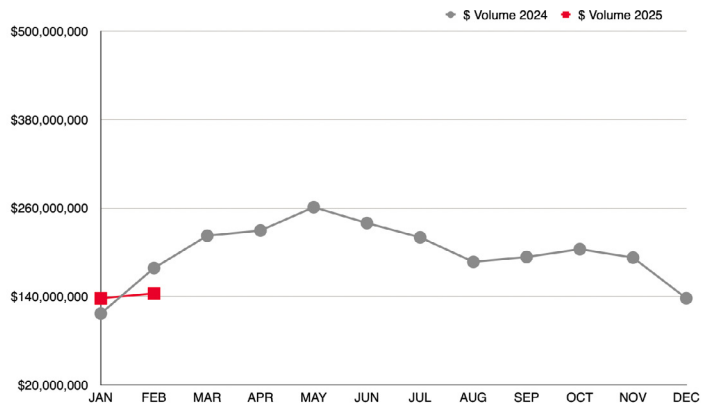
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

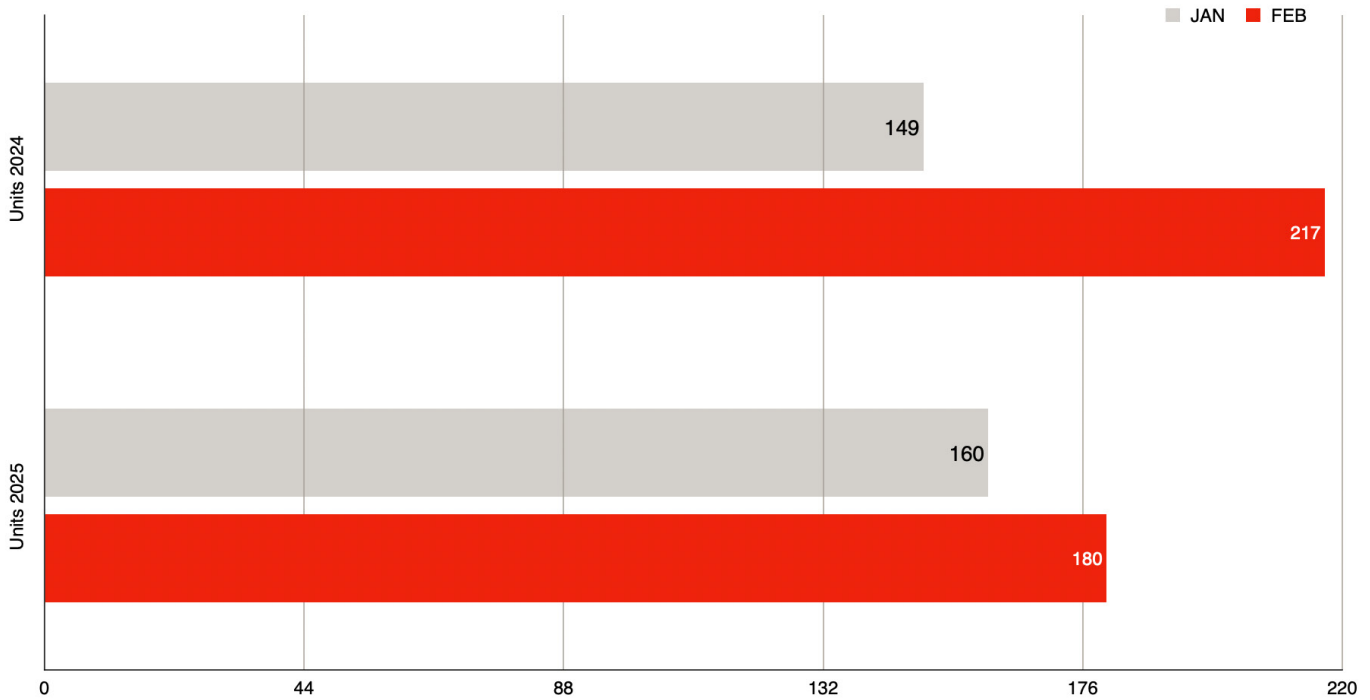


Yearly Totals 2024 vs. 2025

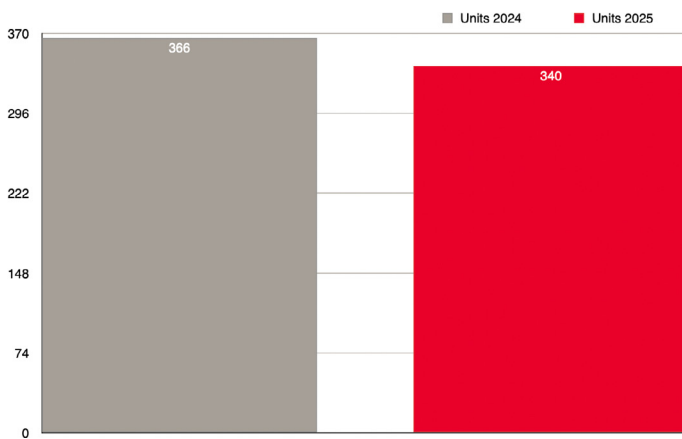


Month vs. Month 2024 vs. 2025

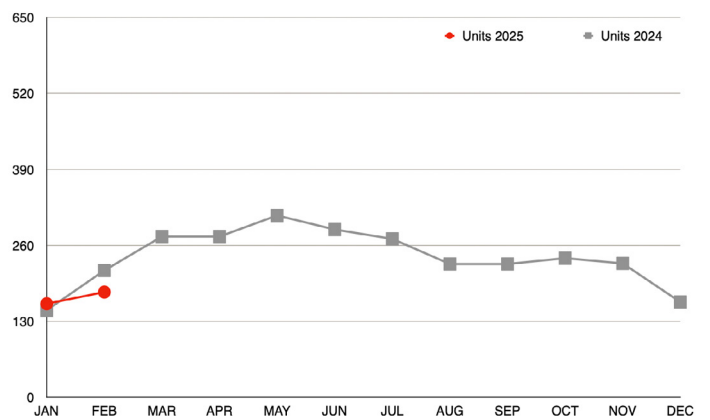
UNIT SALES



Monthly Comparison 2024 vs. 2025

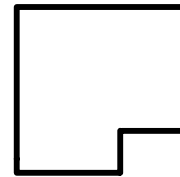


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE

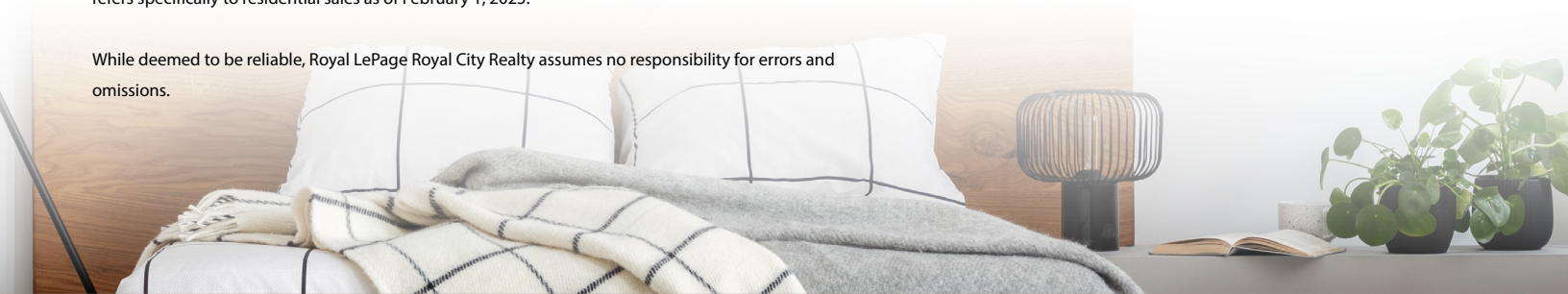


	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$235,313,241 +6.73%	\$46,455,473 -18.69%	\$7,585,000 +650.99%
YTD Unit Sales	261 +5.24%	79 -16.84%	7 +250%
YTD Average Sale Price	\$901,583 +5.44%	\$588,044 -0.37%	\$1,083,571.43 -6.89%
February Sales Volume	\$119,872,863 -10.95%	\$24,424,629 -26.6%	\$3,525,000 +249.01%
February Unit Sales	137 -6.8%	43 -23.21%	3 +50%

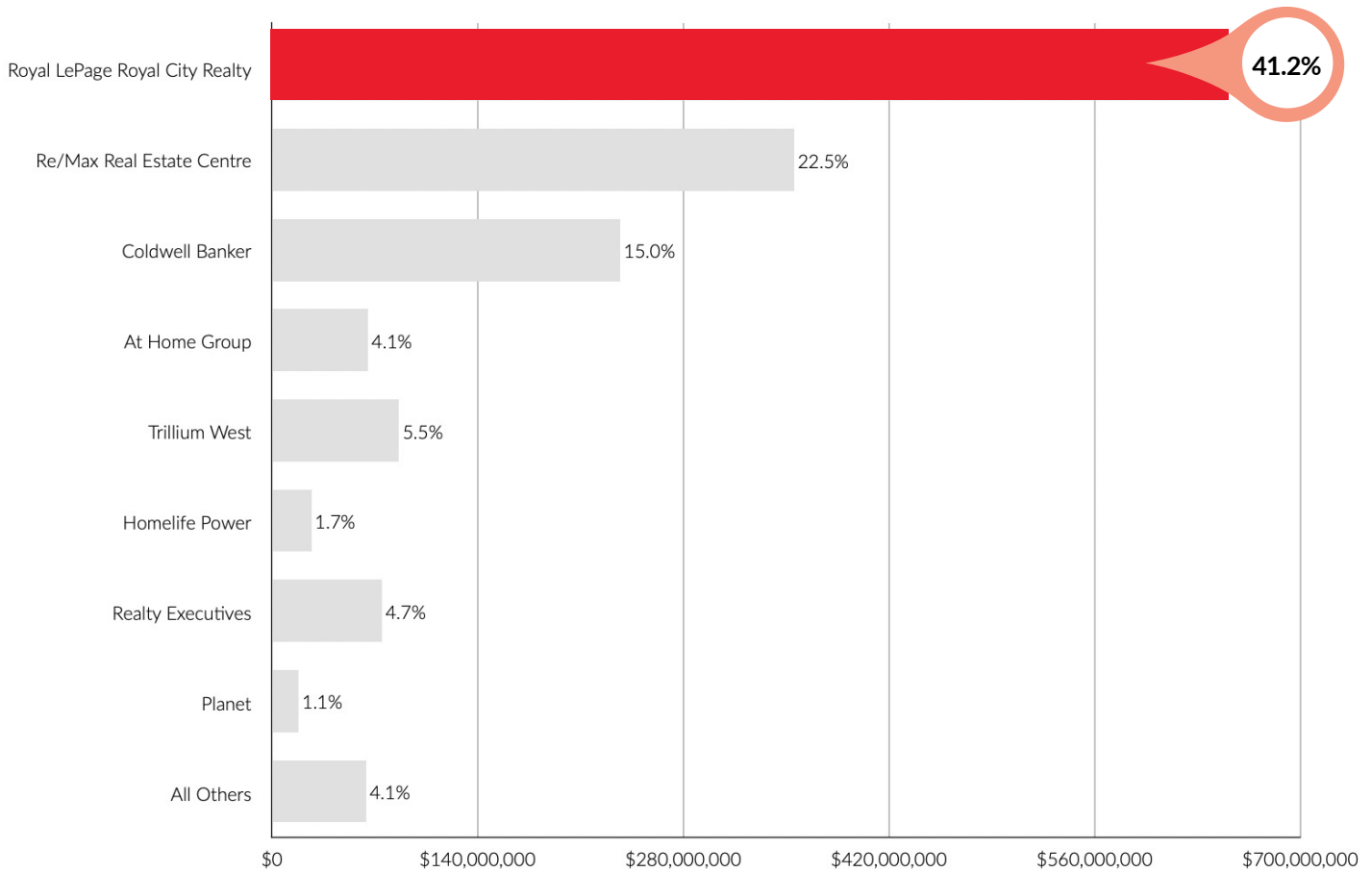
NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of February 1, 2025.

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

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



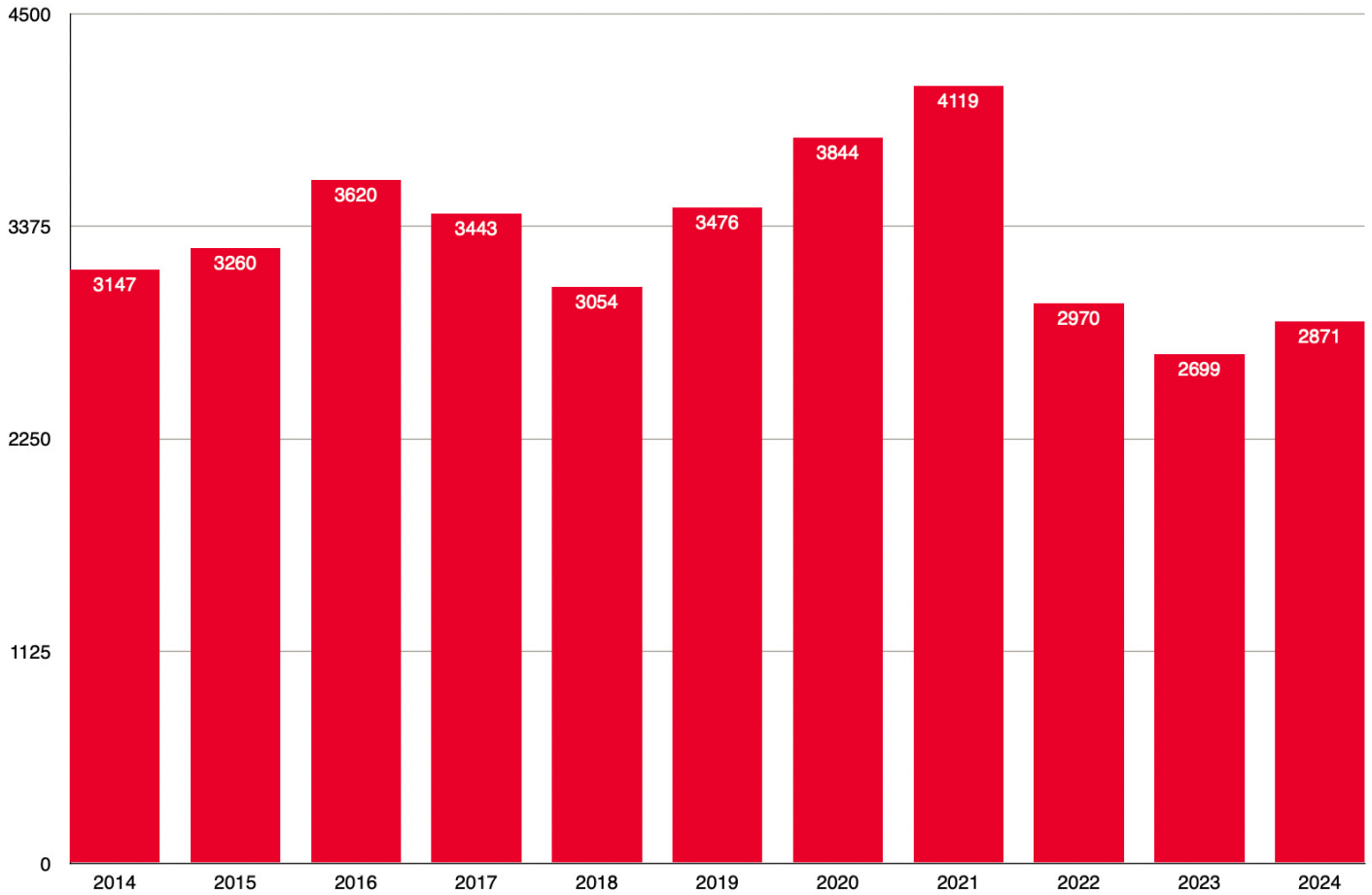
MARKET DOMINANCE



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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Helping You Is What We Do.

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