



2025 MARCH

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 displayed a mix of signals in the recent period, indicating a shifting market dynamic. The median sale price experienced a slight decrease of 0.65%, settling at \$755,047. Conversely, the average sale price saw a modest increase of 1.49%, reaching \$820,934. Sales volume decreased by 16.22%, totaling \$186,352,088, while unit sales declined by 17.45%, with 227 transactions recorded. New listings totaled 607. Expired listings also increased, rising by 21.43% to 51. The unit sales-to-listings ratio stood at 37.40%, reflecting a decrease of 17.38%. This ratio suggests a buyer's market, leaning towards the balanced end.



March year-over-year sales volume of \$186,352,088

Down 16.22% from 2024's \$222,441,128 with unit sales of 227 down 17.45% from last March's 275. New listings of 607 are up 20.92% from a year ago, with the sales/listing ratio of 37.40% down 17.38%.



Year-to-date sales volume of \$468,120,802

Down 9.61% from 2024's \$517,878,701 with unit sales of 567 down 11.54% from 2024's 641. New listings of 1,520 are up 28.49% from a year ago, with the sales/listing ratio of 37.30% down 16.88%.



Year-to-date average sale price of \$827,261

Up from \$805,382 one year ago with median sale price of \$778,000 up from \$760,000 one year ago. Average days-on-market of 39 is up 5 days from last year.

MARCH NUMBERS

Median Sale Price
\$755,047
 -0.65%

Average Sale Price
\$820,934
 +1.49%

Sales Volume
\$186,352,088
 -16.22%

Unit Sales
227
 -17.45%

New Listings
607
 +20.92%

Expired Listings
51
 +21.43%

Unit Sales/Listings Ratio
37.40%
 -17.38%

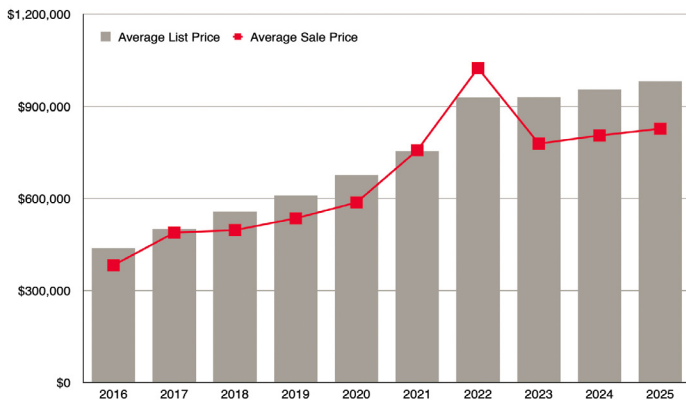
Year-over-year comparison
 (March 2025 vs. March 2024)

THE MARKET IN DETAIL

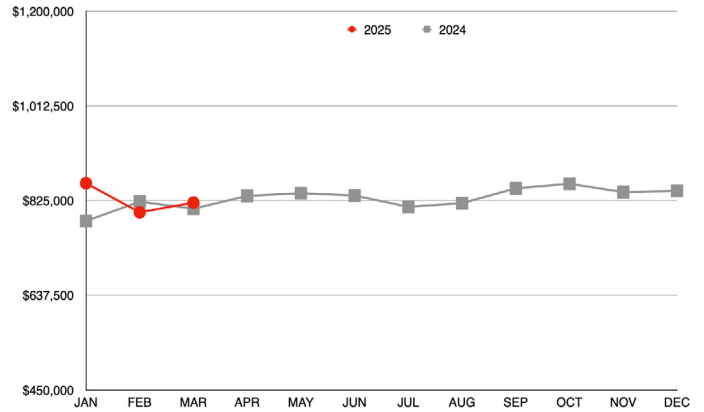
| | 2023 | 2024 | 2025 | 2024-2025 |
|------------------------------|---------------|---------------|---------------|-----------|
| YTD Volume Sales | \$508,624,355 | \$517,878,701 | \$468,120,802 | -9.61% |
| YTD Unit Sales | 647 | 641 | 567 | -11.54% |
| YTD New Listings | 1,048 | 1,183 | 1,520 | +28.49% |
| YTD Sales/Listings Ratio | 61.74% | 54.18% | 37.30% | -16.88% |
| YTD Expired Listings | 82 | 146 | 209 | +43.15% |
| Monthly Volume Sales | \$235,086,390 | \$222,441,128 | \$186,352,088 | -16.22% |
| Monthly Unit Sales | 293 | 275 | 227 | -17.45% |
| Monthly New Listings | 429 | 502 | 607 | +20.92% |
| Monthly Sales/Listings Ratio | 68.30% | 54.78% | 37.40% | -17.38% |
| Monthly Expired Listings | 21 | 42 | 51 | +21.43% |
| YTD Sales: \$0-\$199K | 0 | 0 | 0 | No Change |
| YTD Sales: \$200k-349K | 6 | 6 | 8 | +33.33% |
| YTD Sales: \$350K-\$549K | 114 | 96 | 85 | -11.46% |
| YTD Sales: \$550K-\$749K | 224 | 216 | 149 | -31.02% |
| YTD Sales: \$750K-\$999K | 205 | 197 | 216 | +9.64% |
| YTD Sales: \$1M-\$2M | 88 | 119 | 98 | -17.65% |
| YTD Sales: \$2M+ | 8 | 6 | 9 | +50% |
| YTD Average Days-On-Market | 30.67 | 34.67 | 39.33 | +13.46% |
| YTD Average Sale Price | \$778,763 | \$805,382 | \$827,261 | +2.72% |
| YTD Median Sale Price | \$730,990 | \$760,000 | \$778,000 | +2.37% |

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

AVERAGE SALE PRICE

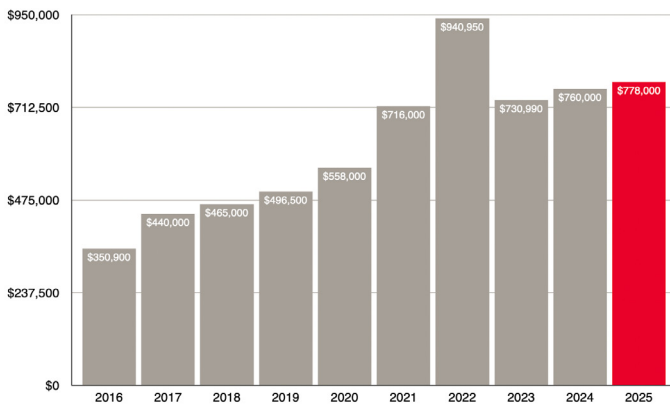


Year-Over-Year

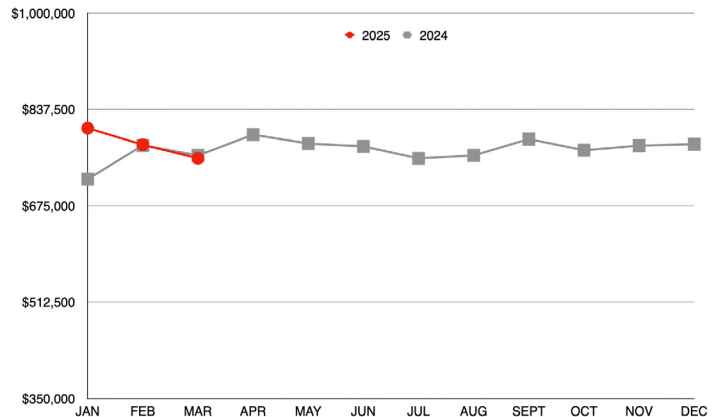


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



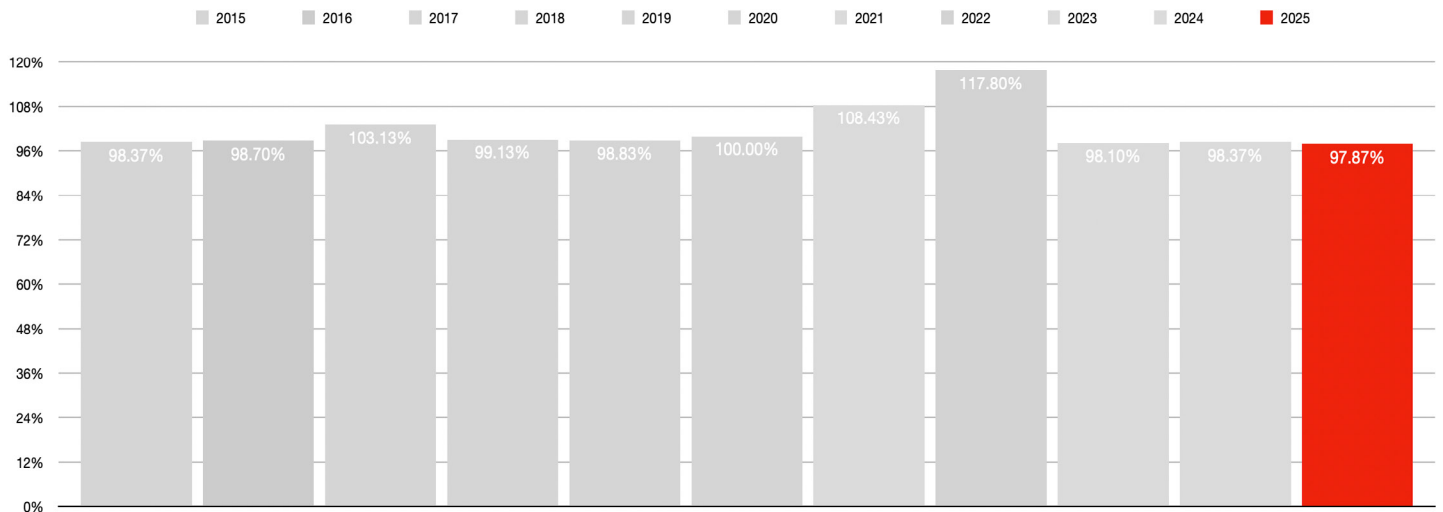
Year-Over-Year



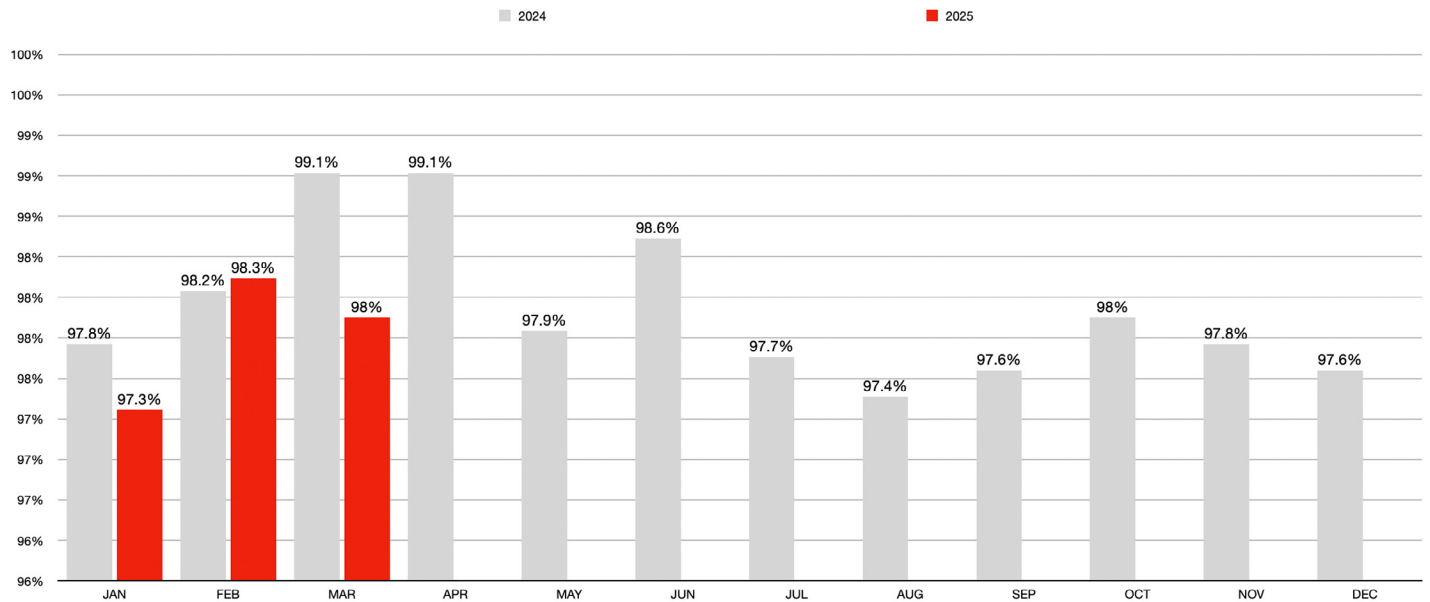
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

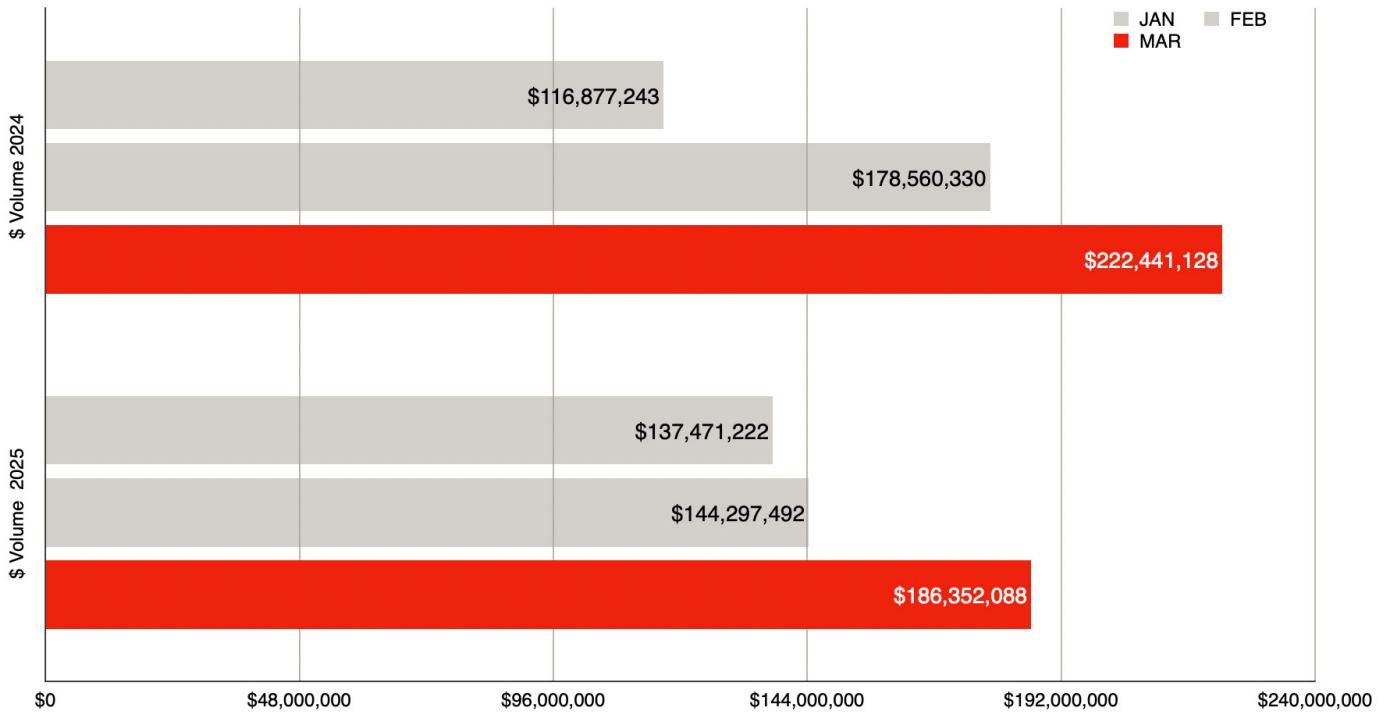


Year-Over-Year

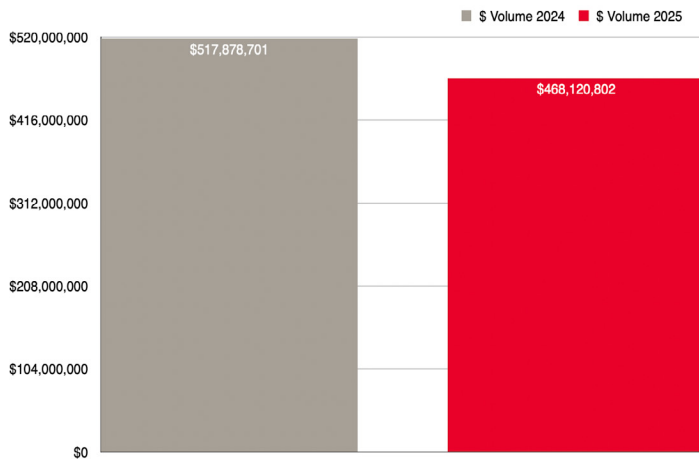


Month-Over-Month 2024 vs. 2025

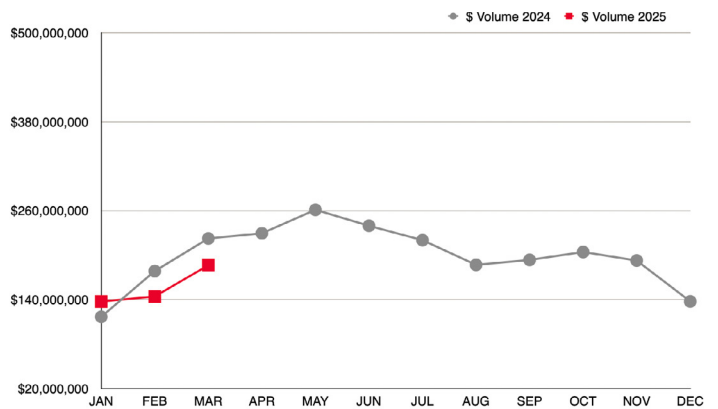
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

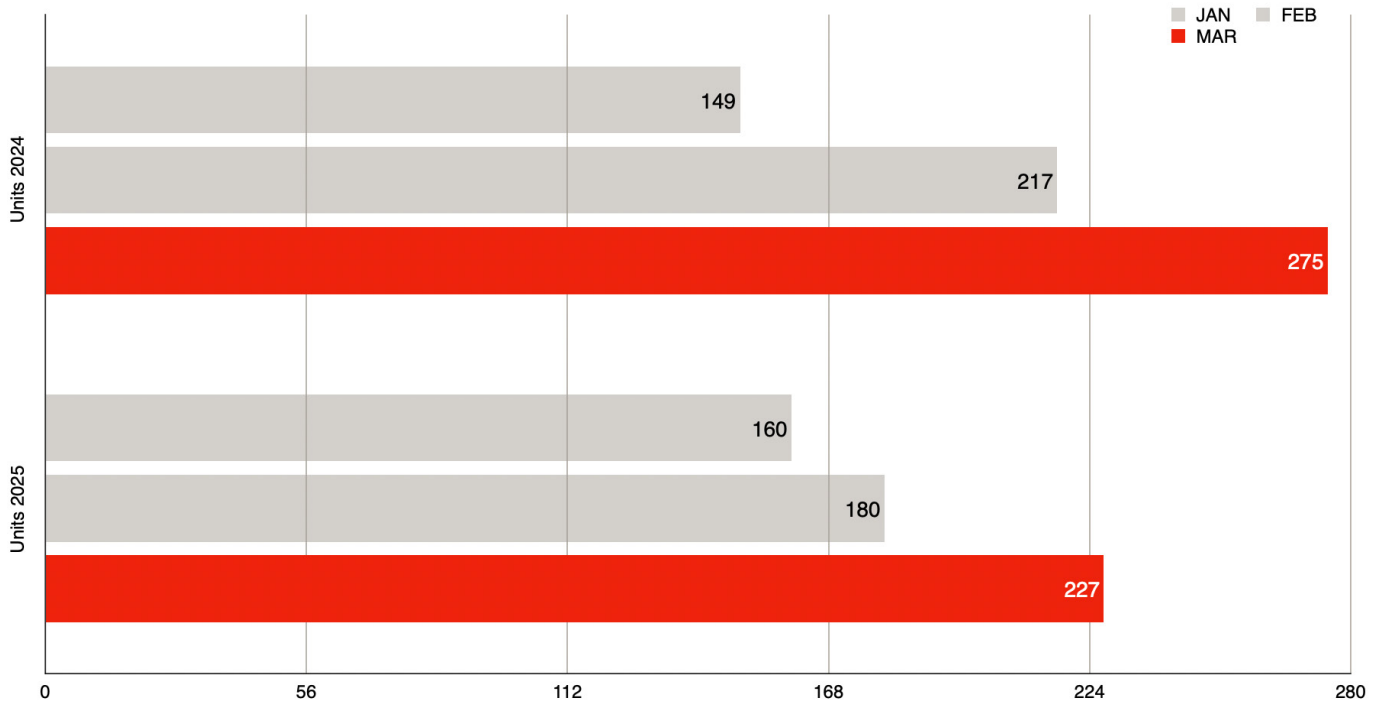


Yearly Totals 2024 vs. 2025

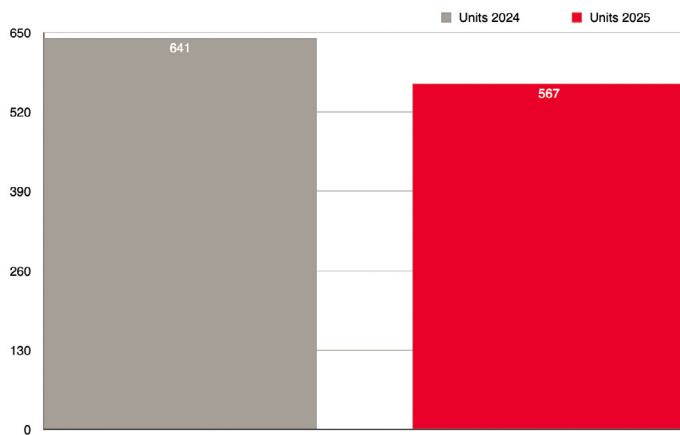


Month vs. Month 2024 vs. 2025

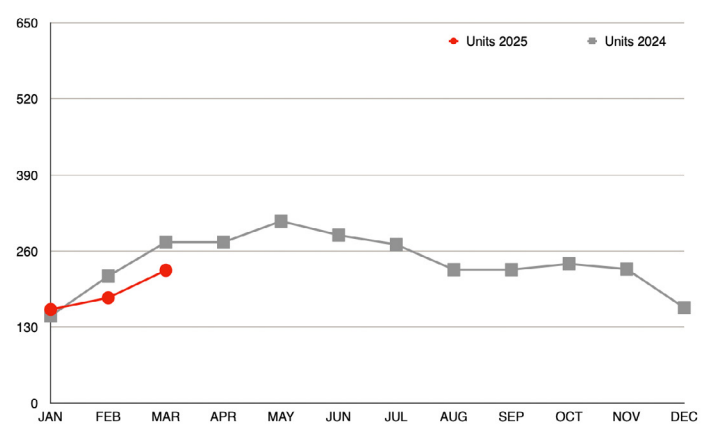
UNIT SALES



Monthly Comparison 2024 vs. 2025

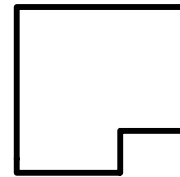


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



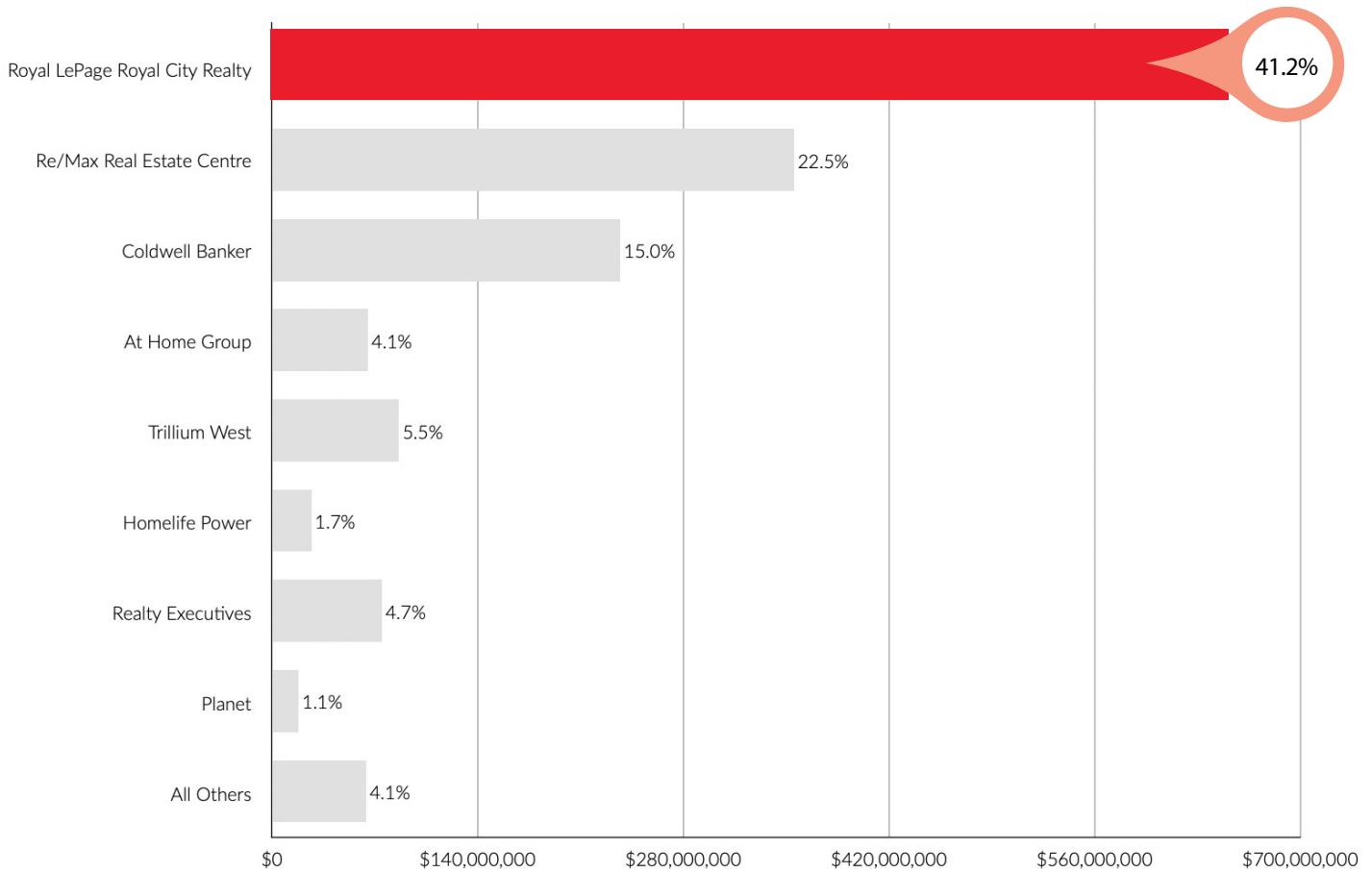
| | FREEHOLD | CONDOMINIUM | VACANT LAND |
|------------------------|--------------------------|-------------------------|-------------------------|
| YTD Sales Volume | \$383,850,249 -1.57% | \$84,909,553 -20.86% | \$6,390,000 -27.18% |
| YTD Unit Sales | 426 -1.84% | 142 -18.39% | 10 +25% |
| YTD Average Sale Price | \$901,057 +2.69% | \$597,955 +1.82% | \$639,000.00 +37.24% |
| March Sales Volume | \$148,537,008 -12.37% | \$38,454,080 -23.33% | \$1,285,000 -83.45% |
| March Unit Sales | 165 -11.29% | 63 -20.25% | 4 -33.33% |

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

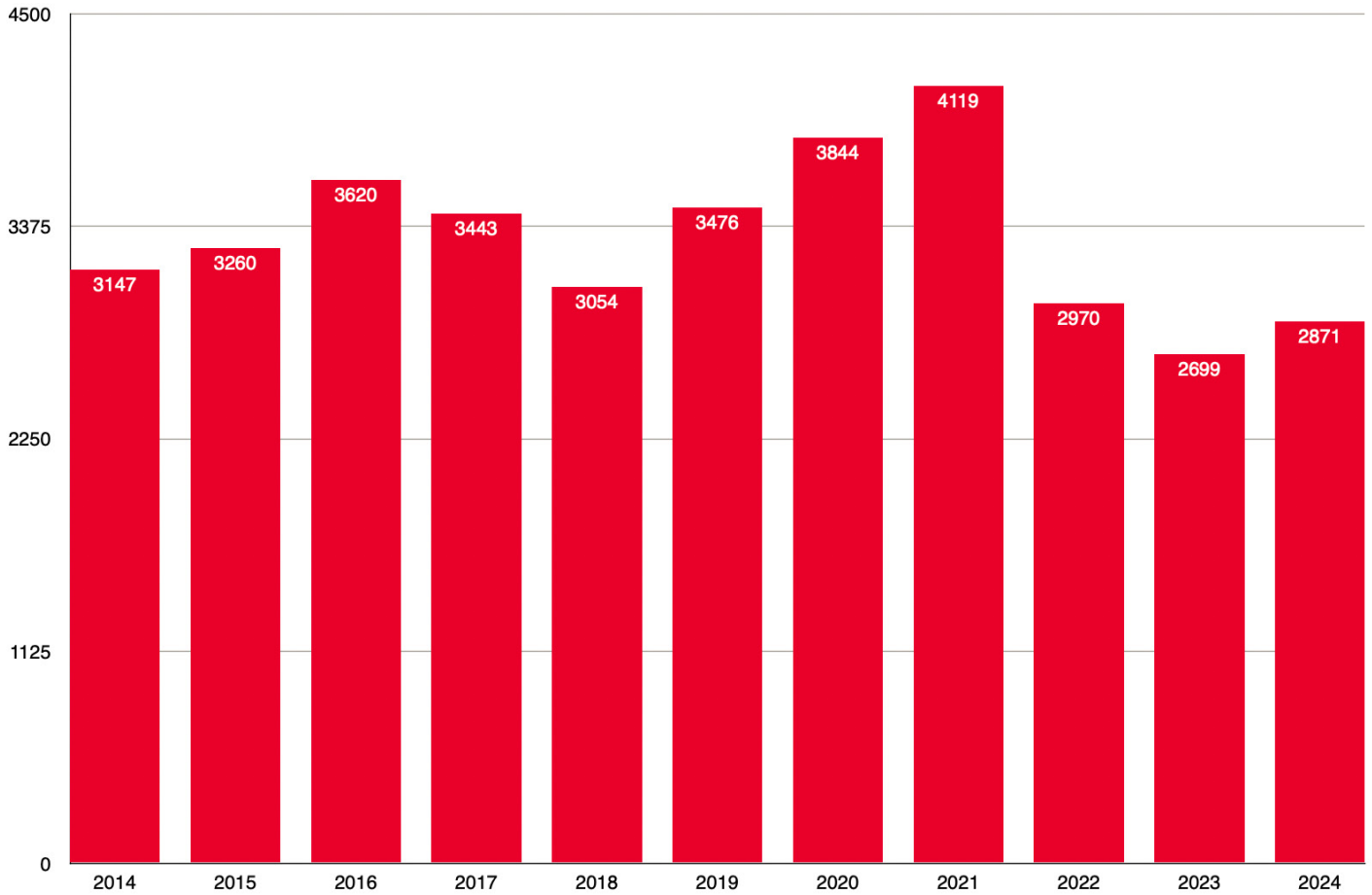
MARKET DOMINANCE



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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