



2025 APRIL

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 continued to show mixed signals in April, with conditions holding in buyer-friendly territory. The median sale price dipped 1.26% to \$785,000, while the average sale price edged up slightly by 0.19% to \$835,858. Sales volume fell 10.40% to \$205.6M, alongside a 10.55% decline in unit sales to 246 transactions. New listings surged by 77.14%, expanding inventory, while expired listings rose 21.43%. With a unit sales-to-listings ratio of 34.60%, the market remains tilted in favour of buyers.



April year-over-year sales volume of \$205,621,183

Down 10.40% from 2024's \$229,492,006 with unit sales of 246 down 10.55% from last April's 275. New listings of 711 are up 16.56% from a year ago, with the sales/listing ratio of 34.60% down 10.48%.



Year-to-date sales volume of \$673,741,985

Down 9.85% from 2024's \$747,370,707 with unit sales of 813 down 11.24% from 2024's 916. New listings of 2,231 are up 24.43% from a year ago, with the sales/listing ratio of 36.44% down 14.65%.



Year-to-date average sale price of \$829,410

Up from \$812,596 one year ago with median sale price of \$781,500 up from \$768,500 one year ago. Average days-on-market of 39 is up 6 days from last year.

APRIL NUMBERS

Median Sale Price

\$785,000

-1.26%

Average Sale Price

\$835,858

+0.19%

Sales Volume

\$205,621,183

-10.40%

Unit Sales

246

-10.55%

New Listings

711

+16.56%

Expired Listings

62

+77.14%

Unit Sales/Listings Ratio

34.60%

-10.48%

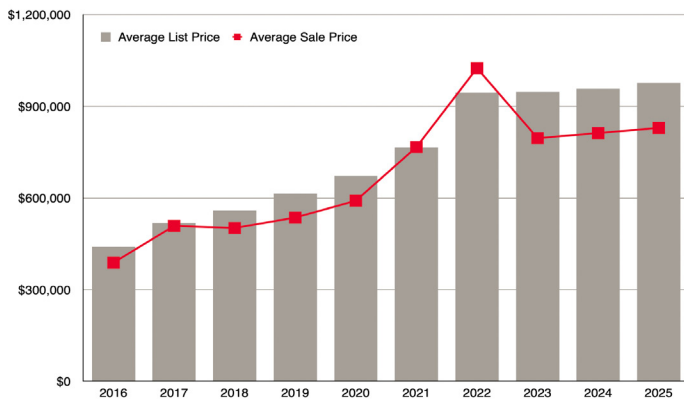
*Year-over-year comparison
(April 2025 vs. April 2024)*

THE MARKET IN DETAIL

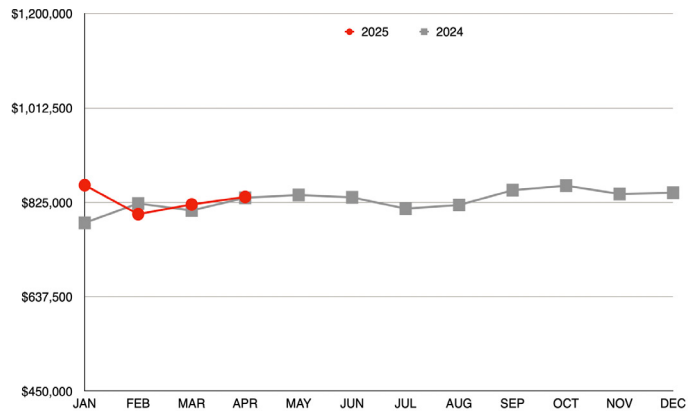
	2023	2024	2025	2024-2025
YTD Volume Sales	\$762,856,971	\$747,370,707	\$673,741,985	-9.85%
YTD Unit Sales	947	916	813	-11.24%
YTD New Listings	1,444	1,793	2,231	+24.43%
YTD Sales/Listings Ratio	65.58%	51.09%	36.44%	-14.65%
YTD Expired Listings	96	181	271	+49.72%
Monthly Volume Sales	\$254,232,616	\$229,492,006	\$205,621,183	-10.4%
Monthly Unit Sales	300	275	246	-10.55%
Monthly New Listings	396	610	711	+16.56%
Monthly Sales/Listings Ratio	75.76%	45.08%	34.60%	-10.48%
Monthly Expired Listings	14	35	62	+77.14%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	8	8	10	+25%
YTD Sales: \$350K-\$549K	160	133	122	-8.27%
YTD Sales: \$550K-\$749K	302	288	218	-24.31%
YTD Sales: \$750K-\$999K	306	291	306	+5.15%
YTD Sales: \$1M-\$2M	157	182	140	-23.08%
YTD Sales: \$2M+	11	10	15	+50%
YTD Average Days-On-Market	29.25	33.00	38.50	+16.67%
YTD Average Sale Price	\$795,933	\$812,596	\$829,410	+2.07%
YTD Median Sale Price	\$736,745	\$768,500	\$781,500	+1.69%

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

AVERAGE SALE PRICE

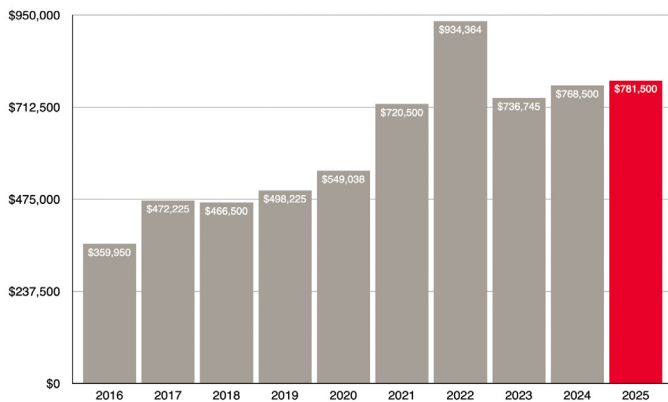


Year-Over-Year

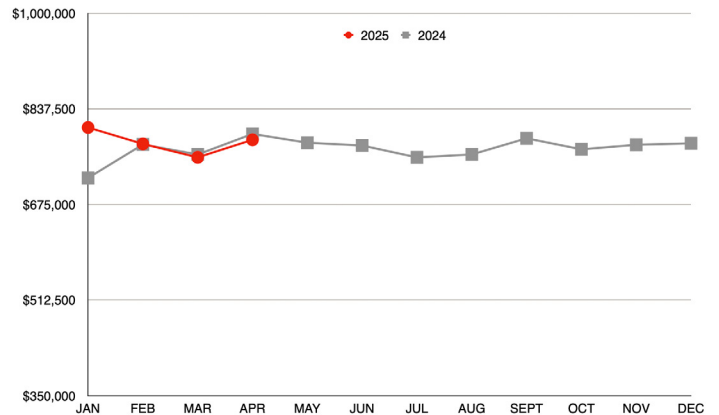


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



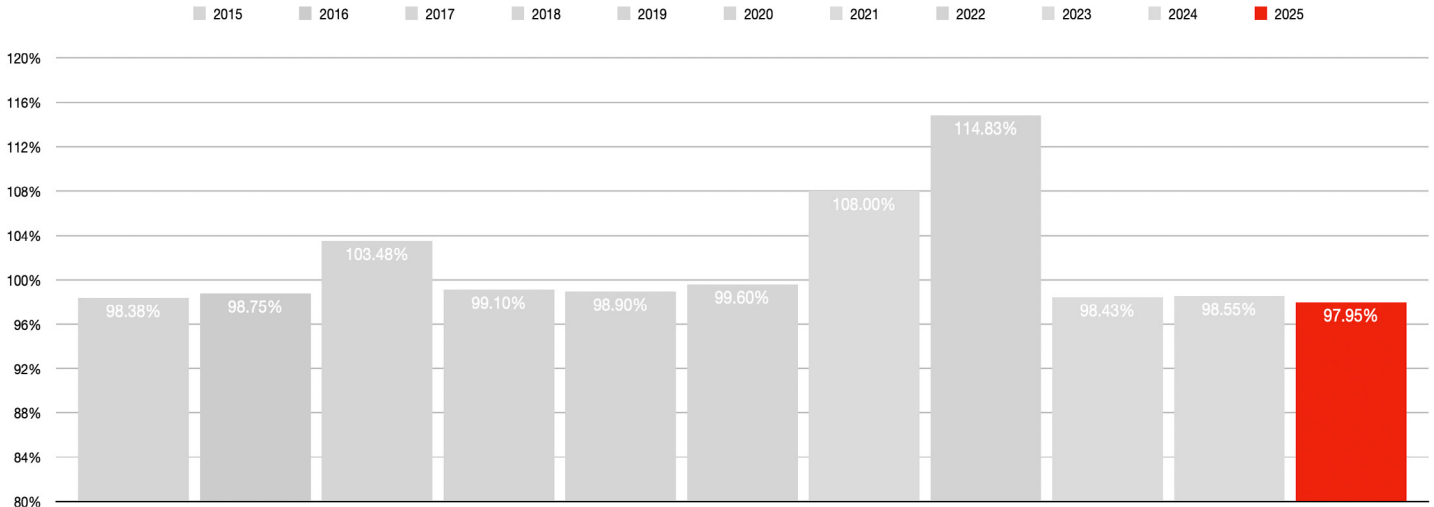
Year-Over-Year



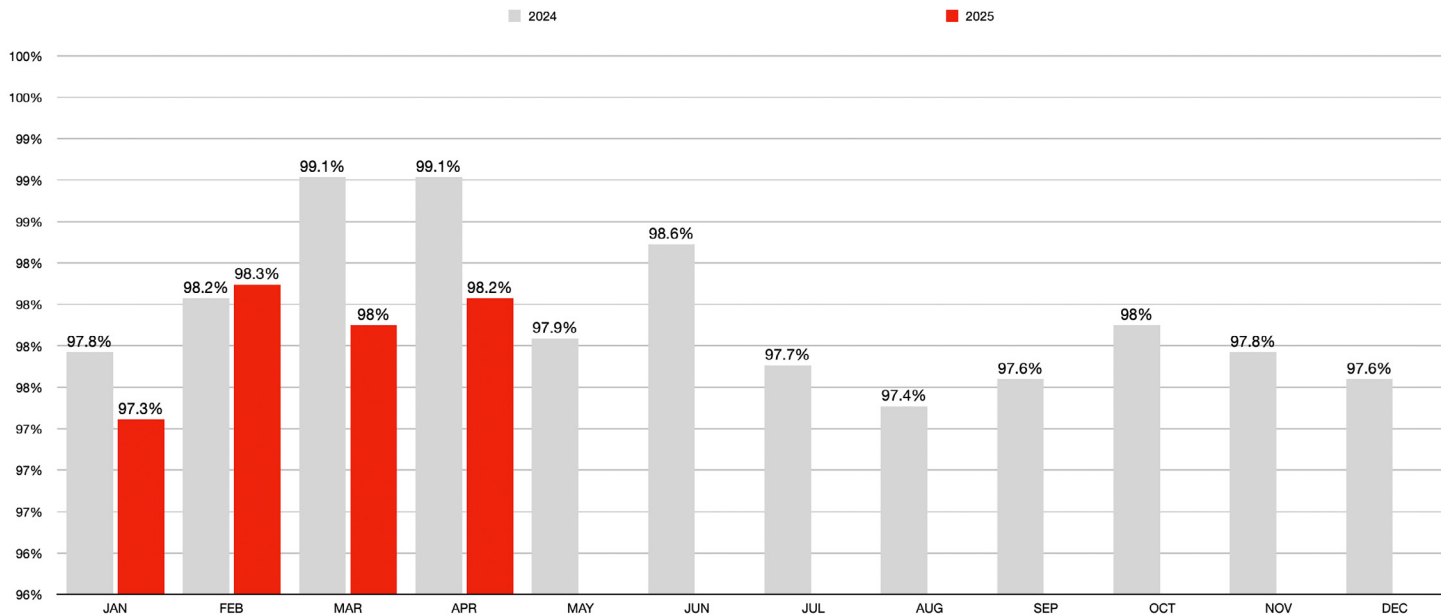
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

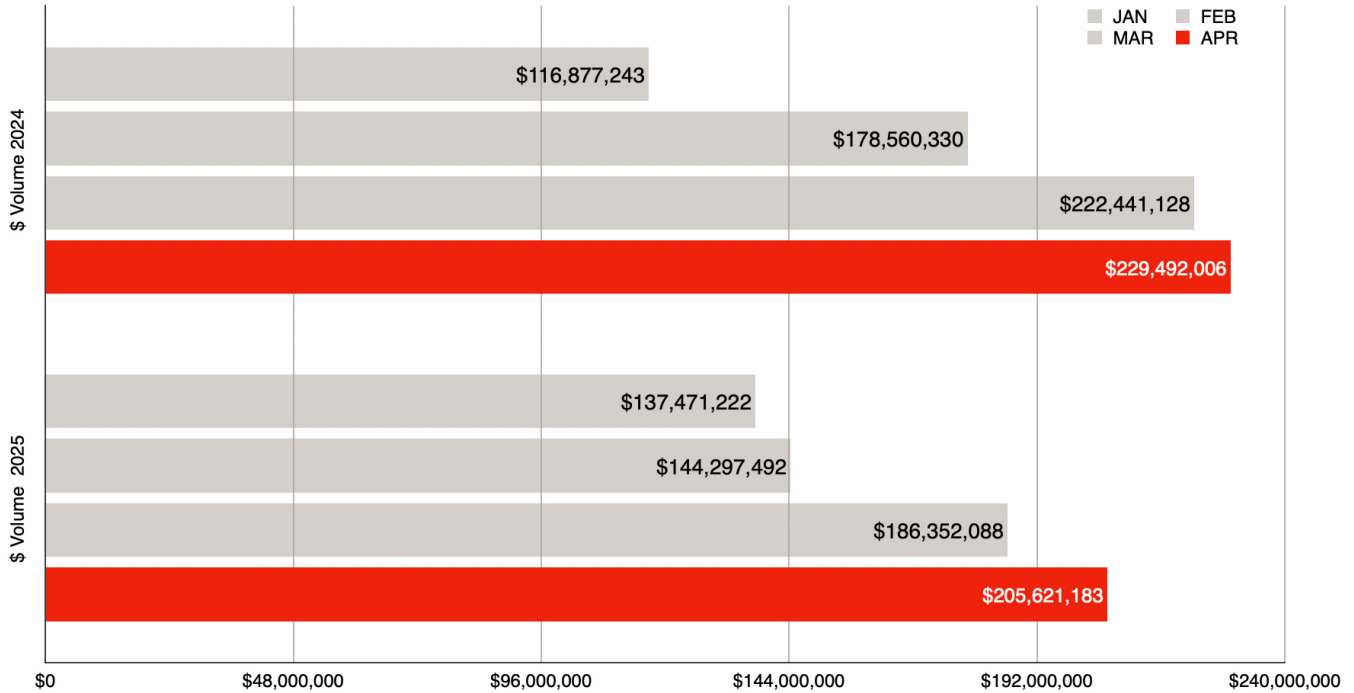


Year-Over-Year

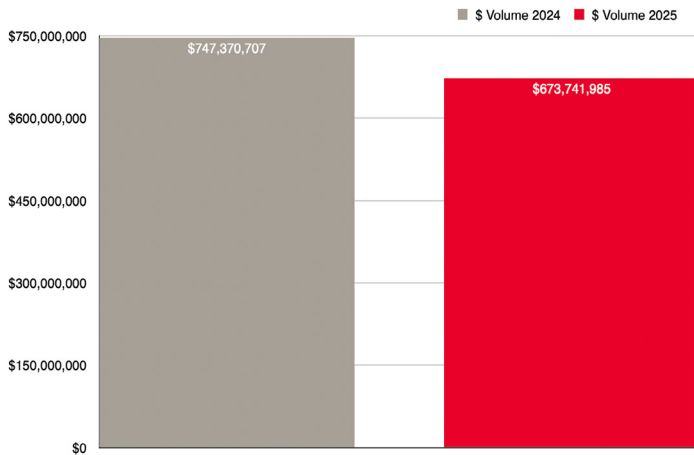


Month-Over-Month 2024 vs. 2025

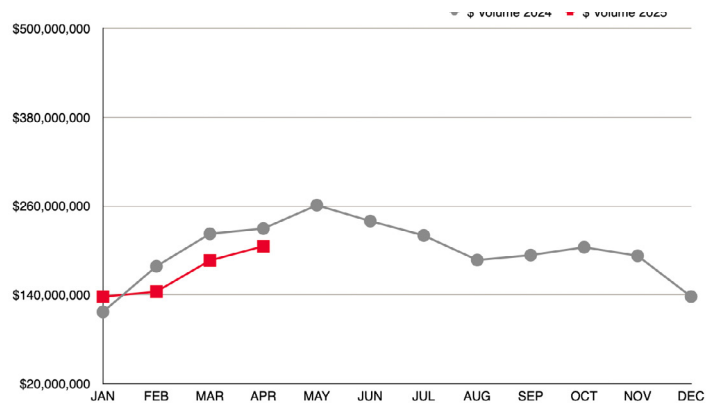
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

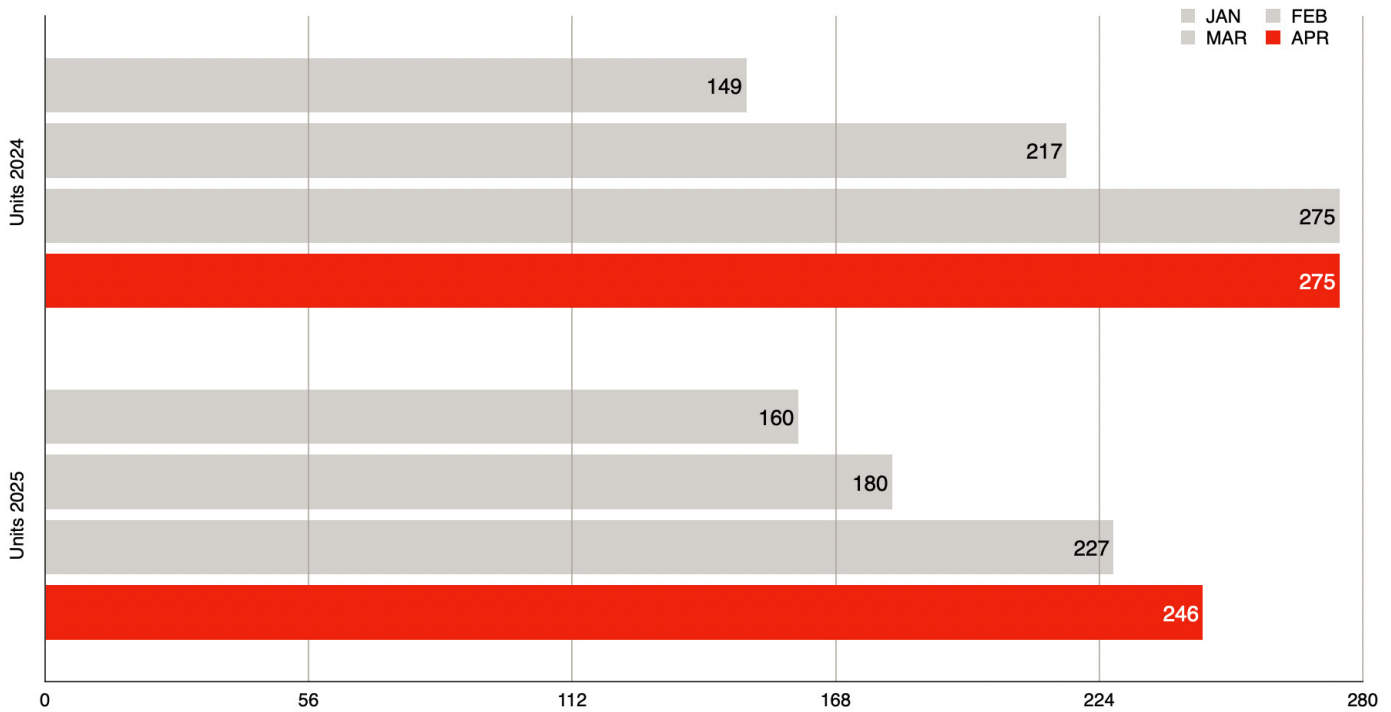


Yearly Totals 2024 vs. 2025

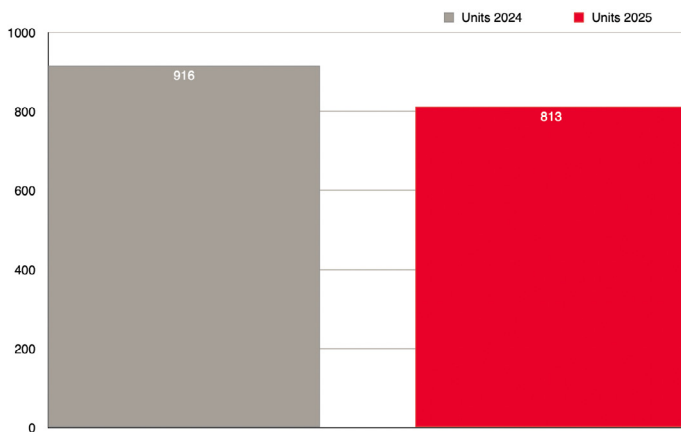


Month vs. Month 2024 vs. 2025

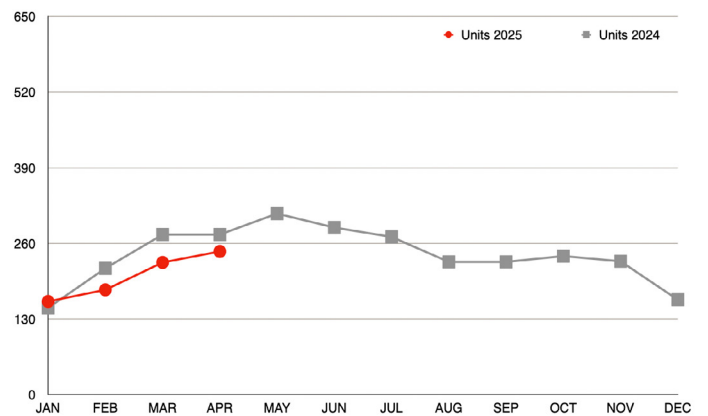
UNIT SALES



Monthly Comparison 2024 vs. 2025

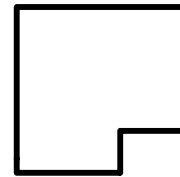


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE

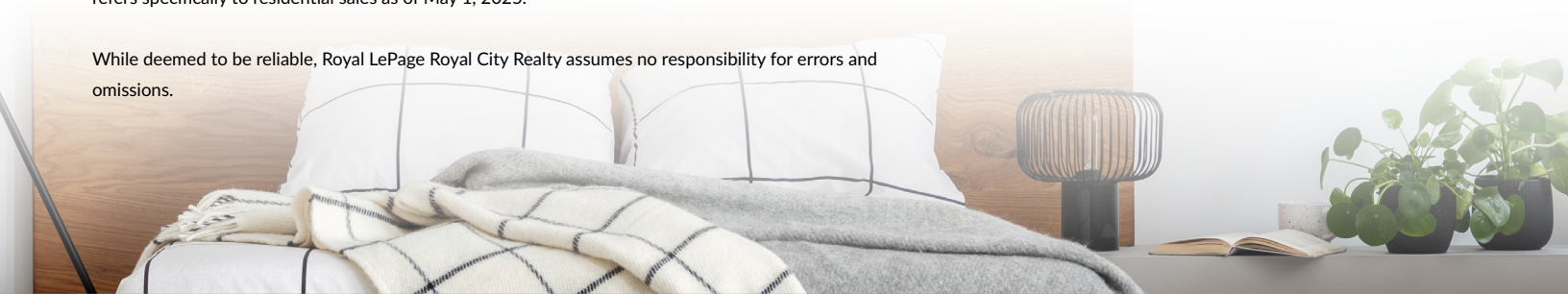


	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	↓ \$553,284,760 -2.8%	↓ \$121,096,225 -20.5%	↓ \$10,560,000 -12.04%
YTD Unit Sales	↓ 614 -2.23%	↓ 200 -18.37%	↑ 14 +7.69%
YTD Average Sale Price	↑ \$901,115 +1.28%	↑ \$605,481 +1.84%	↑ \$754,285.71 +27.6%
April Sales Volume	↓ \$169,434,511 -5.47%	↓ \$36,186,672 -19.65%	↑ \$4,170,000 +29.1%
April Unit Sales	↓ 188 -3.09%	↓ 58 -18.31%	↓ 4 -20%

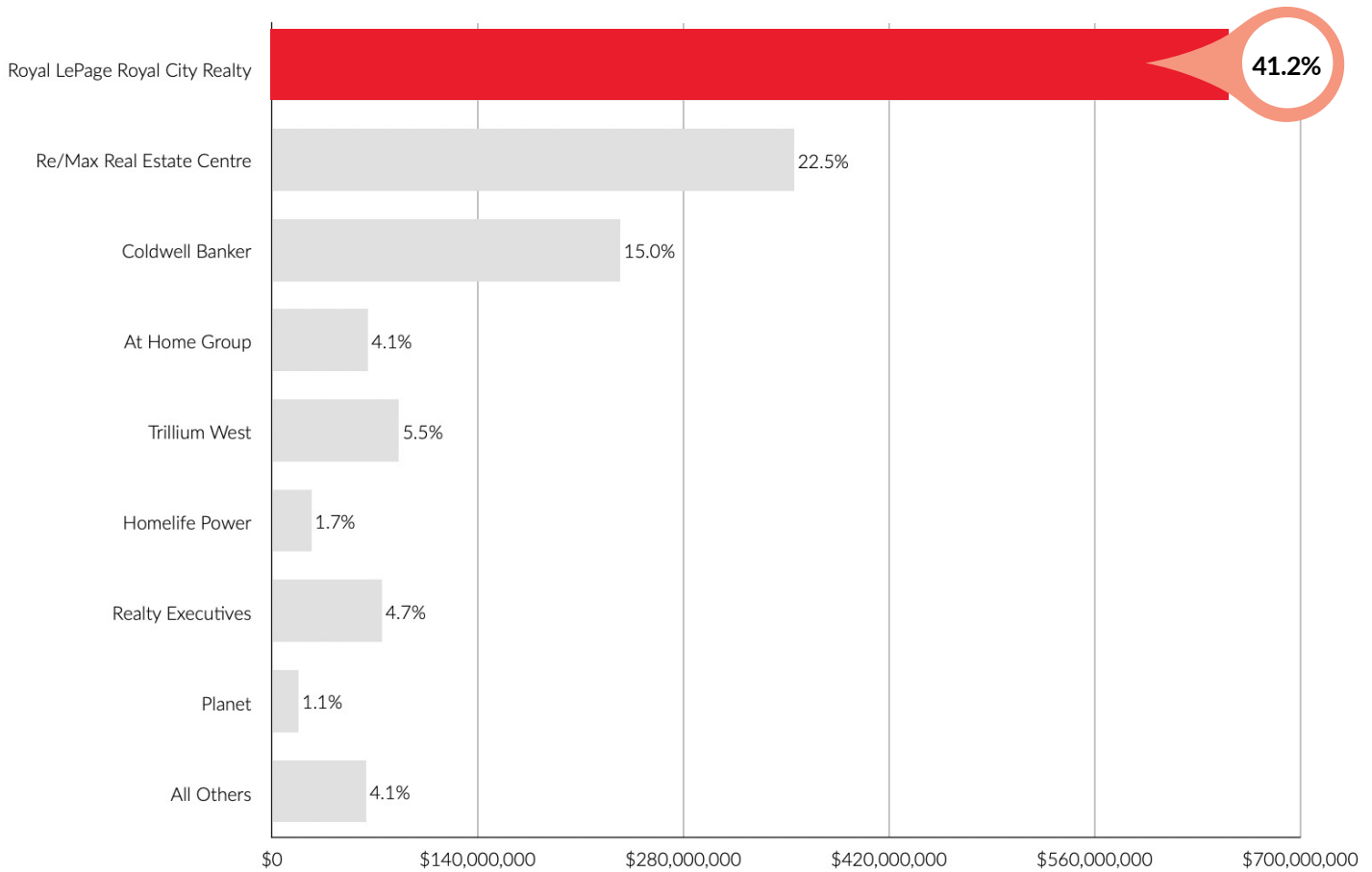
NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of May 1, 2025.

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

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



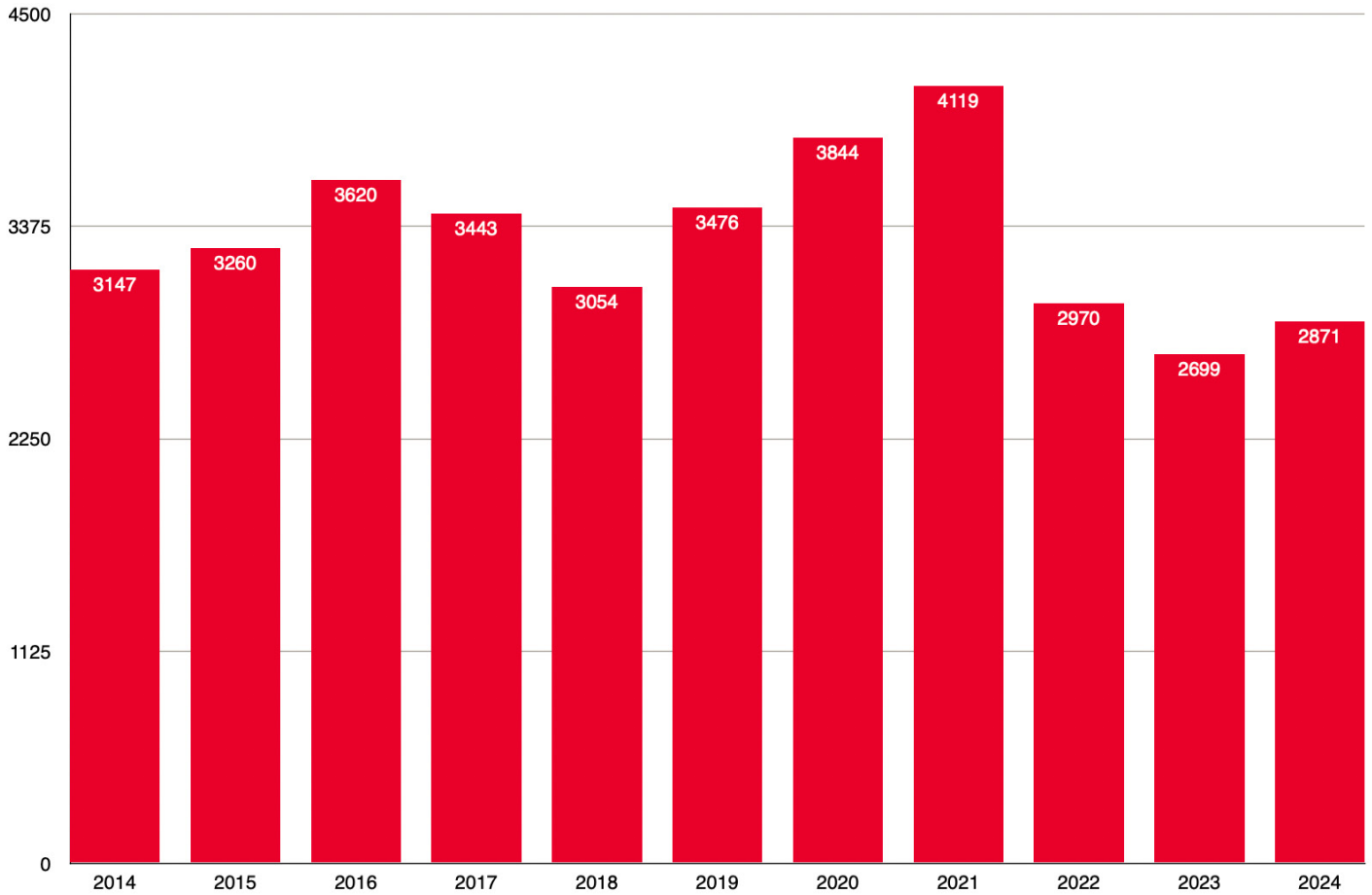
MARKET DOMINANCE



Market Share by Dollar Volume Within Wellington County
Listing Selling Ends Combined for Guelph Based Companies
November 2024



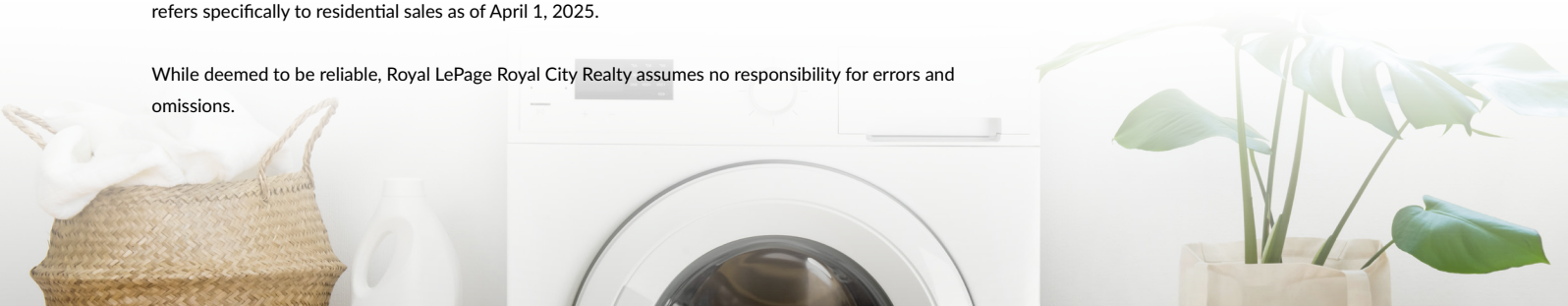
10 YEAR MARKET ANALYSIS



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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