



2025

OCTOBER

WELLINGTON COUNTY

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

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 saw increased activity in October, with pricing and sales both trending upward. The median sale price inched up 0.16% to \$770,000, while the average sale price rose 4.17% to \$893,892. Sales volume grew 15.55% to \$235.99M, supported by a 10.92% increase in unit sales to 264 transactions. Inventory also expanded, with new listings up 32.22% to 632 and expired listings rising 44.57% to 133, reflecting more options for buyers and added competition for sellers. With a unit sales-to-listings ratio of 41.77%, down 8.02% from last year, the market continues to reflect balanced-but-buyer-leaning conditions, offering opportunities for both sides depending on pricing and strategy.



October year-over-year sales volume of \$235,987,615

Up +15.55% from 2024's \$204,236,082 with unit sales of 264 up +10.92% from last October's 238. New listings of 632 are up +32.22% from a year ago, with the sales/listing ratio of 41.77% down -12.91%.



Year-to-date sales volume of \$2,128,590,472

Up +3.68% from 2024's \$2,053,063,574 with unit sales of 2485 up +0.24% from 2024's 2479. New listings of 6,576 are up +29.81% from a year ago, with the sales/listing ratio of 37.79% down -11.15%.



Year-to-date average sale price of \$854,450

Up from \$826,468 one year ago with median sale price of \$781,389 up from \$772,000 one year ago. Average days-on-market of 39 is up 6 days from last year.

OCTOBER NUMBERS

Median Sale Price

\$770,000

+0.16%

Average Sale Price

\$893,892

+4.17%

Sales Volume

\$235,987,615

+15.55%

Unit Sales

264

+10.92%

New Listings

632

+32.22%

Expired Listings

133

+44.57%

Unit Sales/Listings Ratio

41.77%

-8.02%

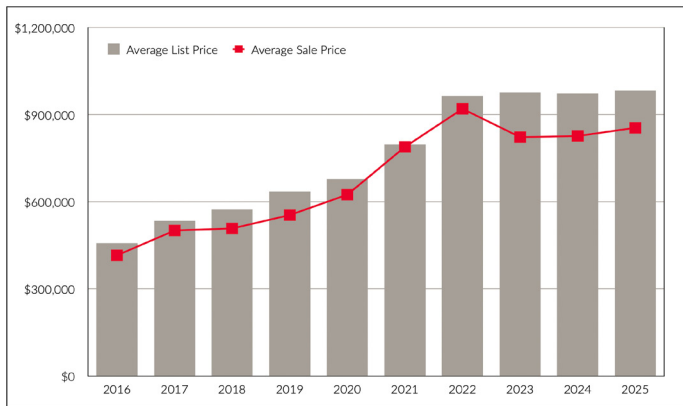
*Year-over-year comparison
(October 2025 vs. October 2024)*

THE MARKET IN DETAIL

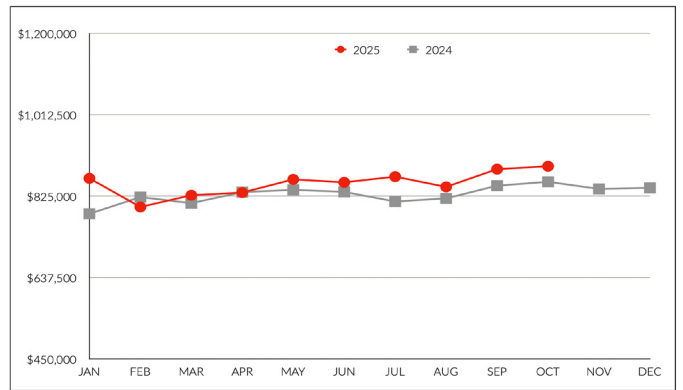
| | 2023 | 2024 | 2025 | 2024-2025 |
|-------------------------------------|-----------------|-----------------|-----------------|-----------|
| YTD Volume Sales | \$1,871,726,823 | \$1,848,827,492 | \$1,885,754,157 | +2% |
| YTD Unit Sales | 2,250 | 2,241 | 2,208 | -1.47% |
| YTD New Listings | 3,913 | 4,588 | 5,916 | +28.95% |
| YTD Sales/Listings Ratio | 57.50% | 48.84% | 37.32% | -11.52% |
| YTD Expired Listings | 281 | 488 | 720 | +47.54% |
| Monthly Volume Sales | \$161,034,972 | \$193,599,700 | \$220,998,126 | +14.15% |
| Monthly Unit Sales | 185 | 228 | 248 | +8.77% |
| Monthly New Listings | 583 | 575 | 776 | +34.96% |
| Monthly Sales/Listings Ratio | 31.73% | 39.65% | 31.96% | -7.69% |
| Monthly Expired Listings | 55 | 78 | 125 | +60.26% |
| YTD Sales: \$0-\$199K | 0 | 0 | 0 | No Change |
| YTD Sales: \$200k-349K | 21 | 22 | 36 | +63.64% |
| YTD Sales: \$350K-\$549K | 325 | 311 | 312 | +0.32% |
| YTD Sales: \$550K-\$749K | 635 | 700 | 606 | -13.43% |
| YTD Sales: \$750K-\$999K | 764 | 720 | 733 | +1.81% |
| YTD Sales: \$1M-\$2M | 445 | 445 | 463 | +4.04% |
| YTD Sales: \$2M+ | 33 | 29 | 46 | +58.62% |
| YTD Average Days-On-Market | 27.56 | 33.11 | 38.00 | +14.77% |
| YTD Average Sale Price | \$824,670 | \$822,949 | \$851,305 | +3.45% |
| YTD Median Sale Price | \$787,500 | \$775,250 | \$785,000 | +1.26% |

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

AVERAGE SALE PRICE

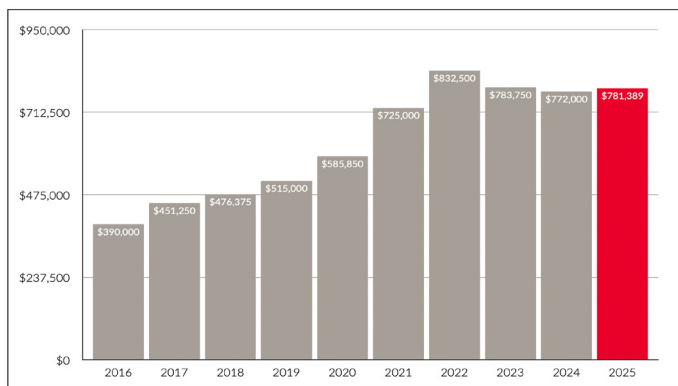


Year-Over-Year

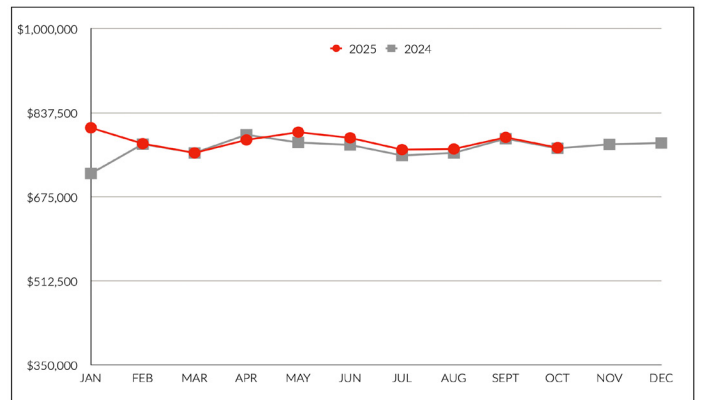


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



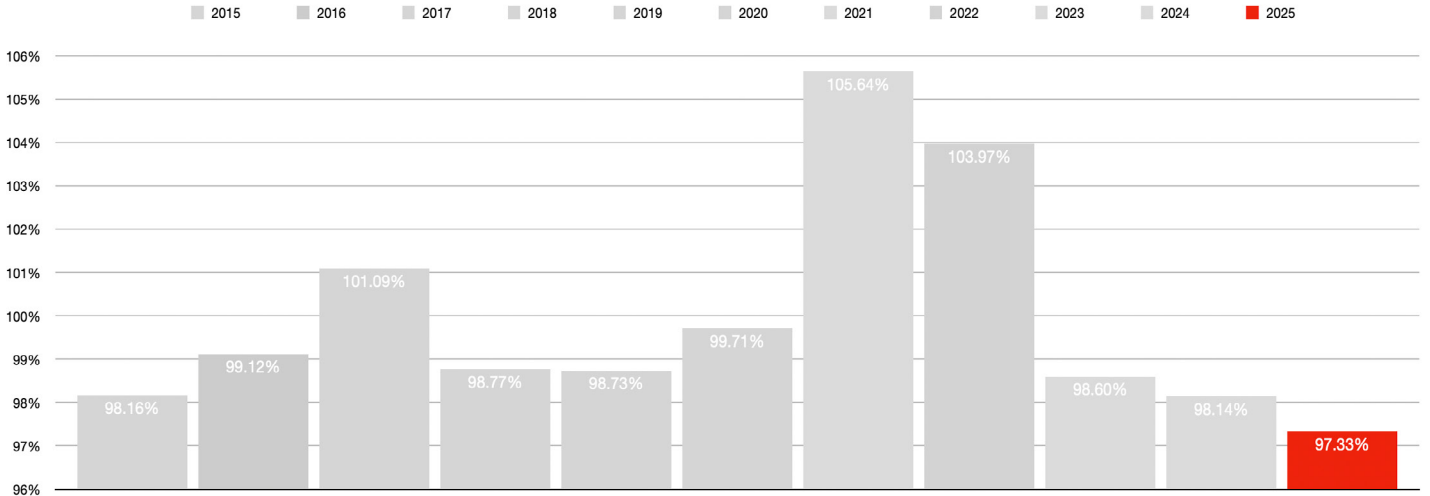
Year-Over-Year



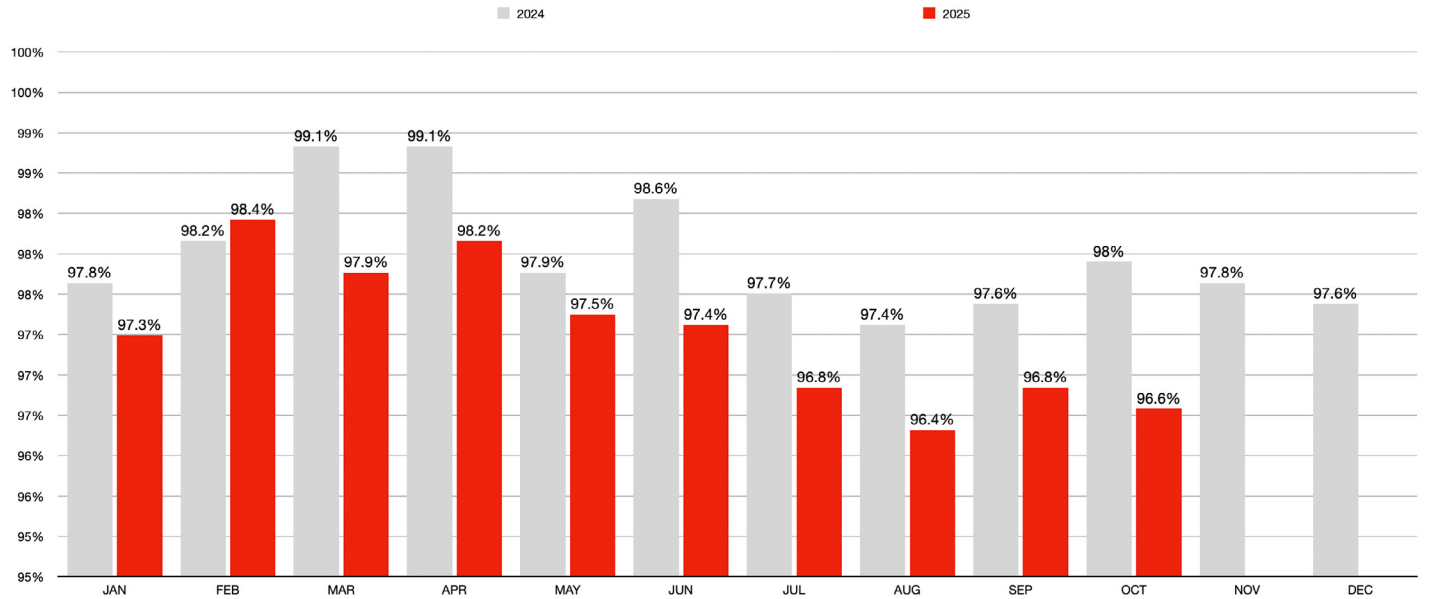
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

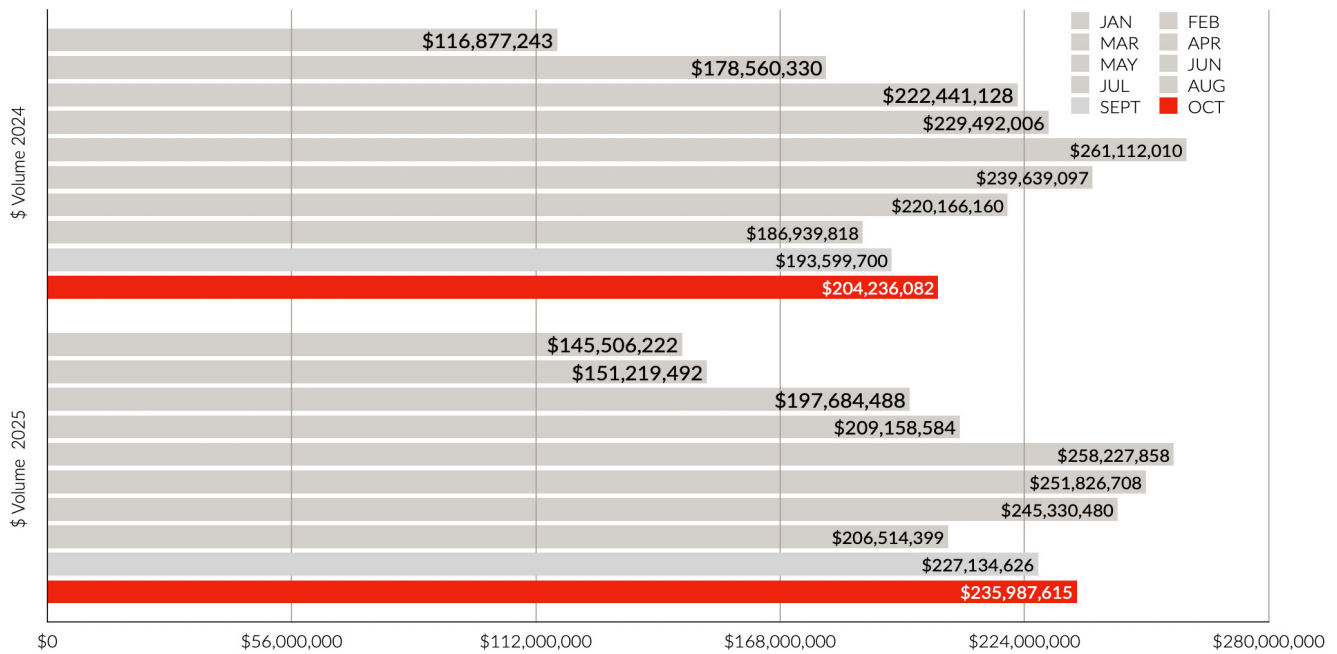


Year-Over-Year

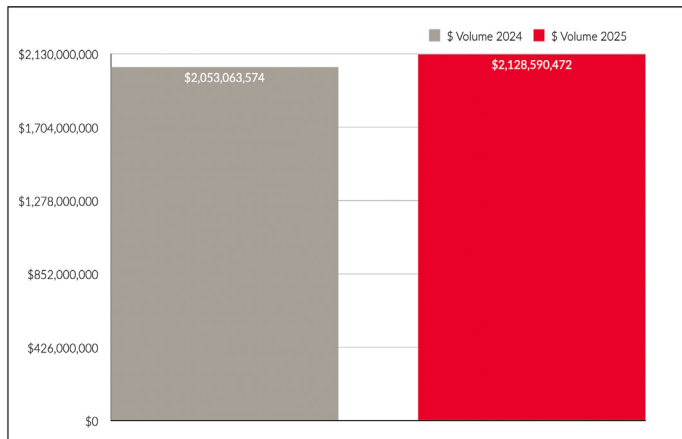


Month-Over-Month 2024 vs. 2025

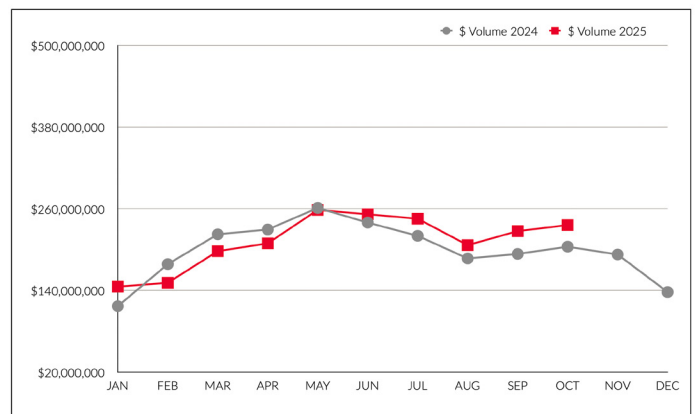
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

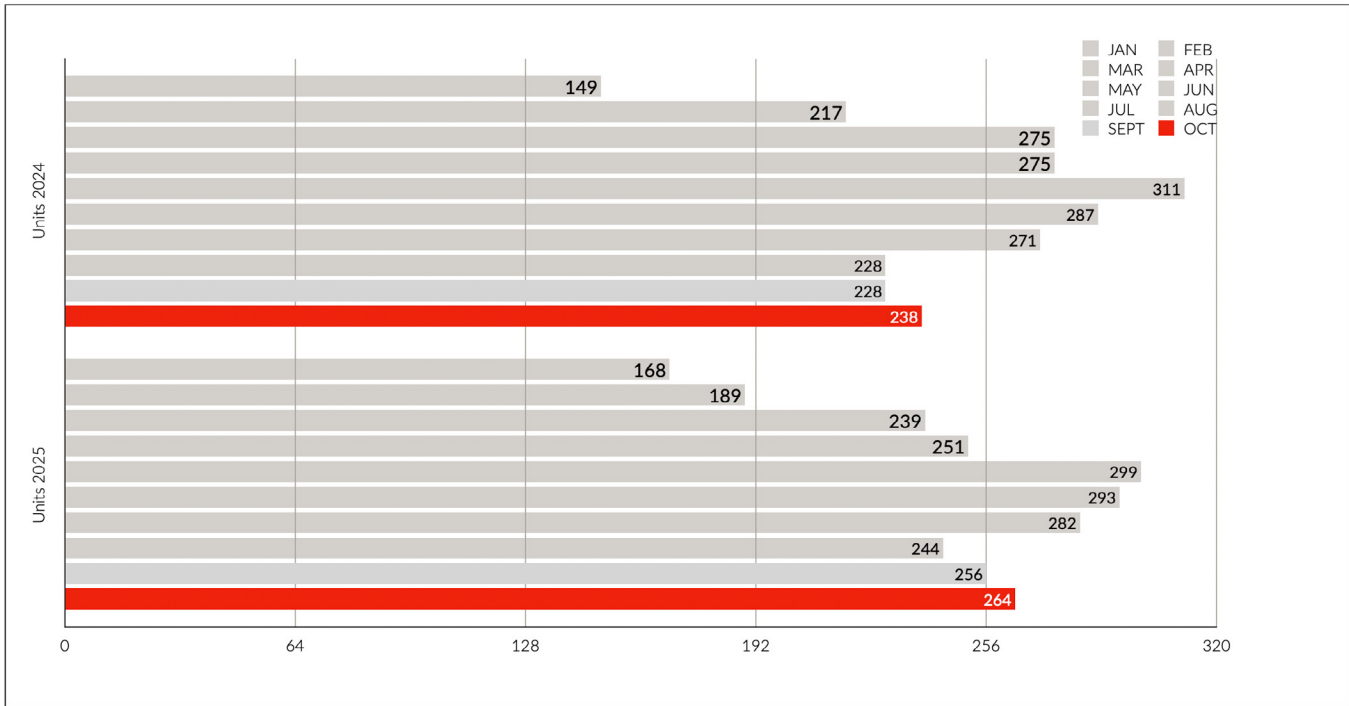


Yearly Totals 2024 vs. 2025

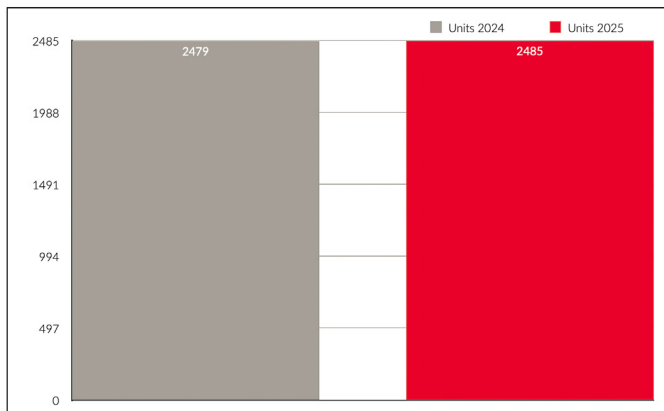


Month vs. Month 2024 vs. 2025

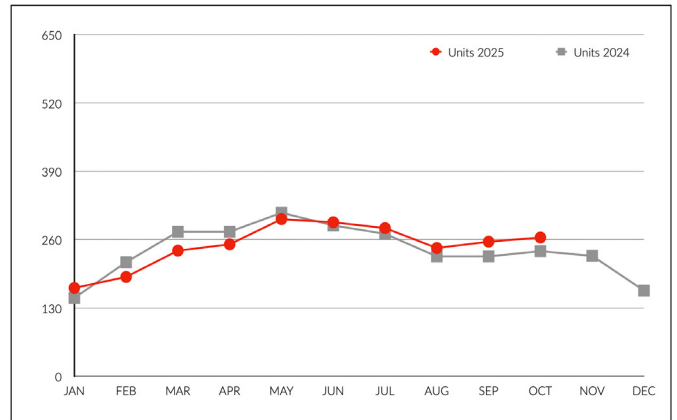
UNIT SALES



Monthly Comparison 2024 vs. 2025



Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE

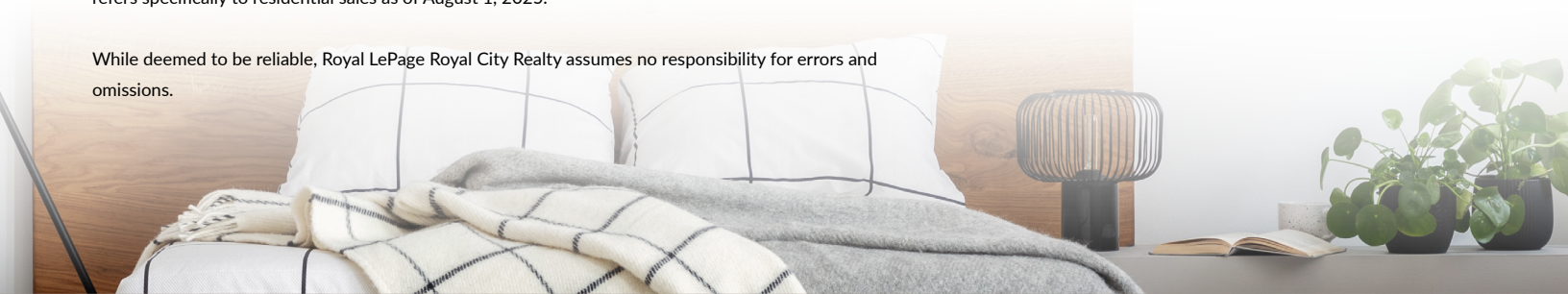


| | FREEHOLD | CONDOMINIUM | VACANT LAND |
|------------------------|---------------------------------------|-------------------------------------|------------------------------------|
| YTD Sales Volume | \$1,806,714,866 +12.14% | \$321,075,606 -14.19% | \$25,929,000 -31.36% |
| YTD Unit Sales | 1951 +11.1% | 534 -11% | 28 -26.32% |
| YTD Average Sale Price | \$926,046 -0.86% | \$601,265 +1.27% | \$926,035.71 +50.24% |
| October Sales Volume | \$208,967,615 +22.19% | \$27,020,000 -9.86% | \$4,695,000 -18.7% |
| October Unit Sales | 219 +20.99% | 45 -11.76% | 3 -25% |

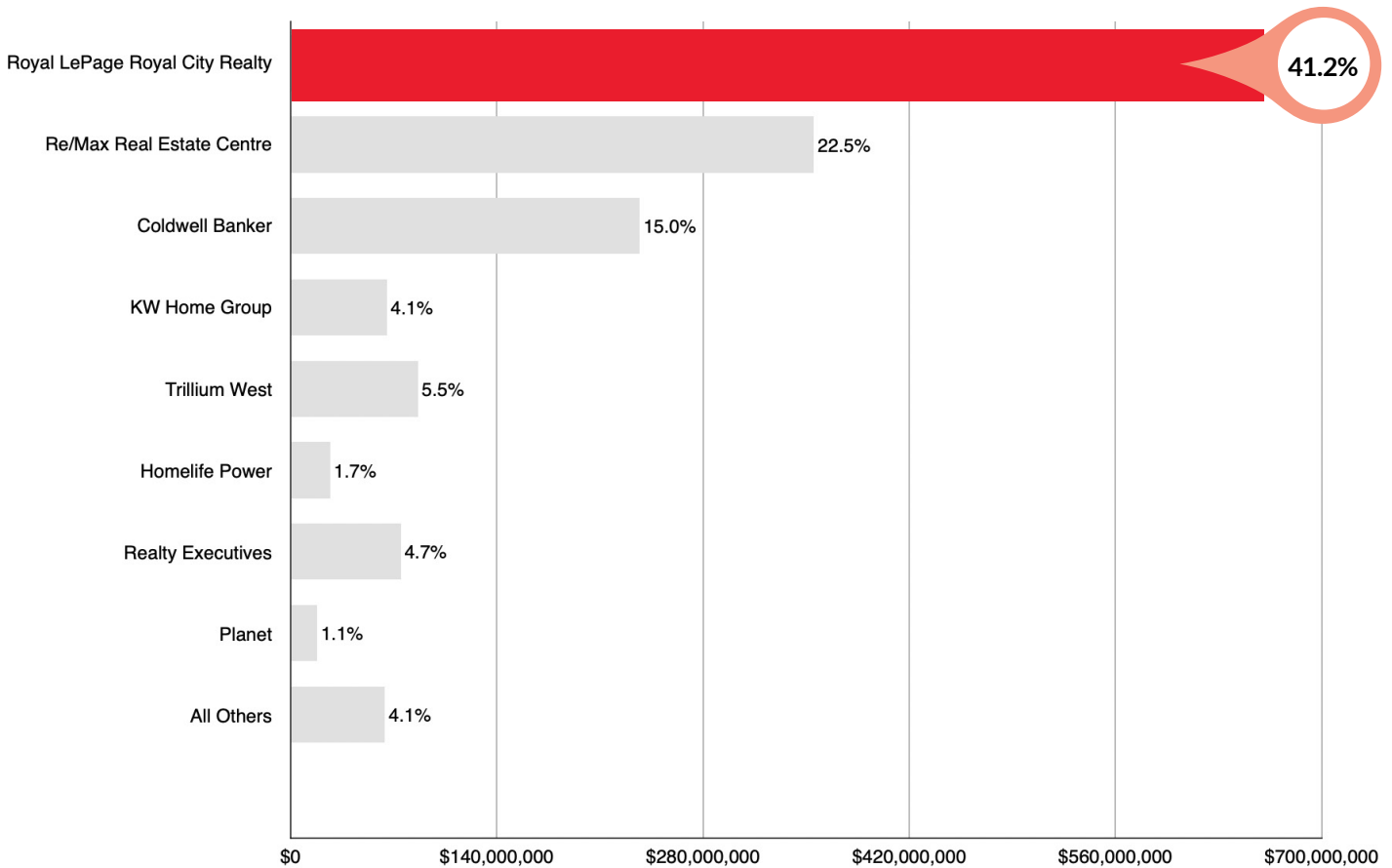
NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of August 1, 2025.

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

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



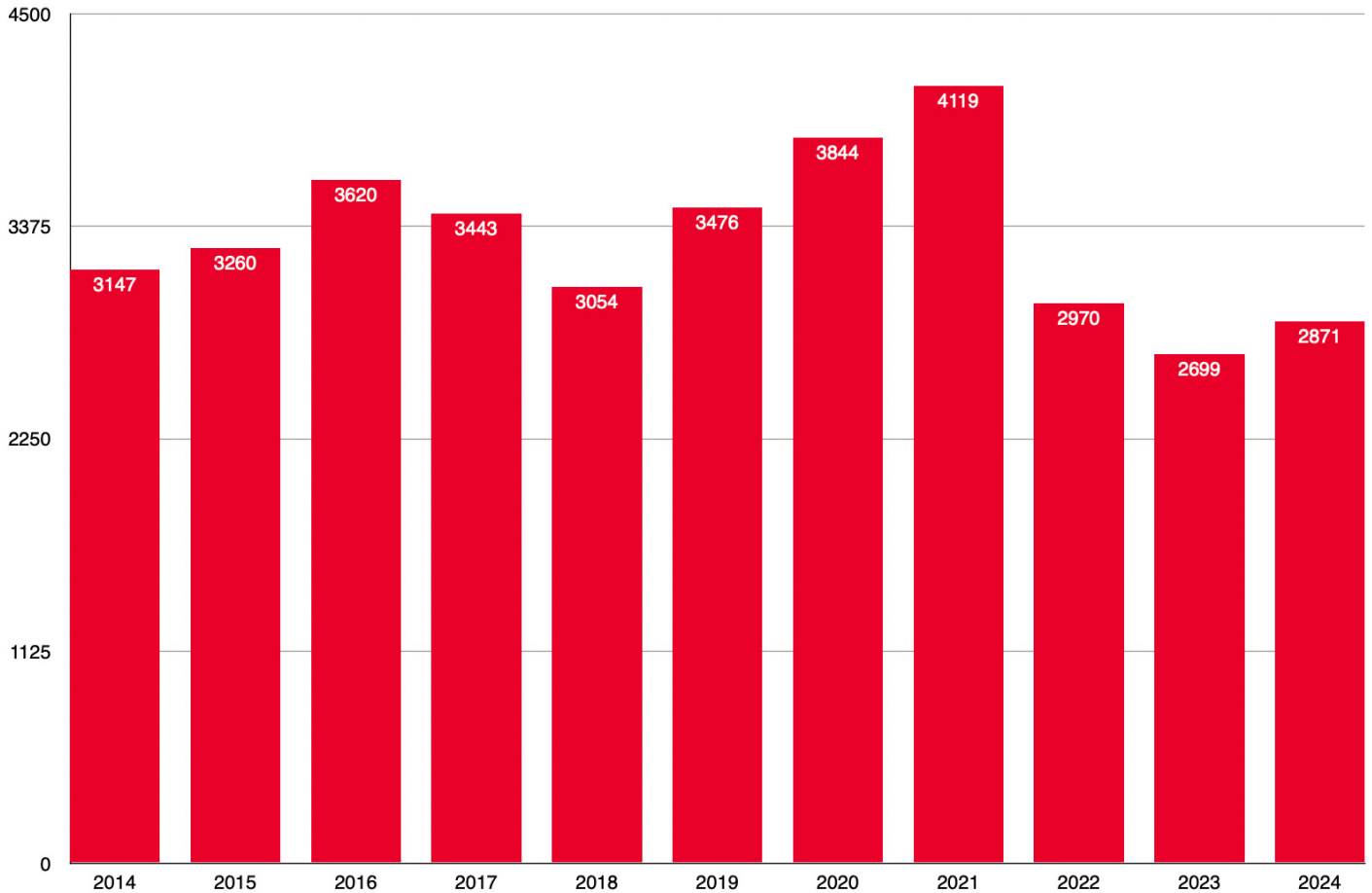
MARKET DOMINANCE



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



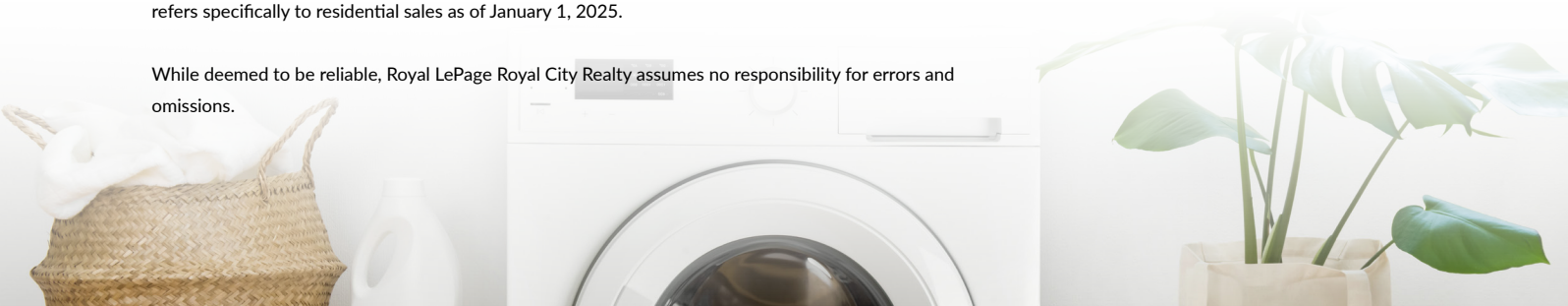
10 YEAR MARKET ANALYSIS



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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