



# 2025

# DECEMBER

## 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's** real estate market continued to favour buyers this period, as declining sales activity and rising inventory increased negotiating power. The median sale price dropped 7.89% to \$717,500, while the average sale price decreased 2.5% to \$823,066. Sales volume fell sharply by 27.02% to \$100.41M, driven by a 25.15% decline in unit sales to 122 transactions. New listings edged up 2.65% to 194, while expired listings surged 73.91% to 200, further expanding buyer choice and adding pressure on sellers. With the unit sales-to-listings ratio at 62.89%, down 23.36% year over year, market conditions remain firmly buyer-friendly across the county.



**December year-over-year sales volume of \$100,414,040**

Down -27.02% from 2024's \$137,597,700 with unit sales of 122 down -25.15% from last December's 163. New listings of 194 are up +2.65% from a year ago, with the sales/listing ratio of 62.89% down -23.36%.



**Year-to-date sales volume of \$2,403,868,646**

Down -0.9% from 2024's \$2,425,581,479 with unit sales of 2797 down -2.58% from 2024's 2871. New listings of 7,179 are up +28.49% from a year ago, with the sales/listing ratio of 38.96% down -12.43%.



**Year-to-date average sale price of \$844,874**

Up from \$829,208 one year ago with median sale price of \$773,889 down from \$775,875 one year ago. Average days-on-market of 40 is up 6 days from last year.

## DECEMBER NUMBERS

Median Sale Price

**\$717,500**

-7.89%

Average Sale Price

**\$823,066**

-2.5%

Sales Volume

**\$100,414,040**

-27.02%

Unit Sales

**122**

-25.15%

New Listings

**194**

+2.65%

Expired Listings

**200**

+73.91%

Unit Sales/Listings Ratio

**62.89%**

-23.36%

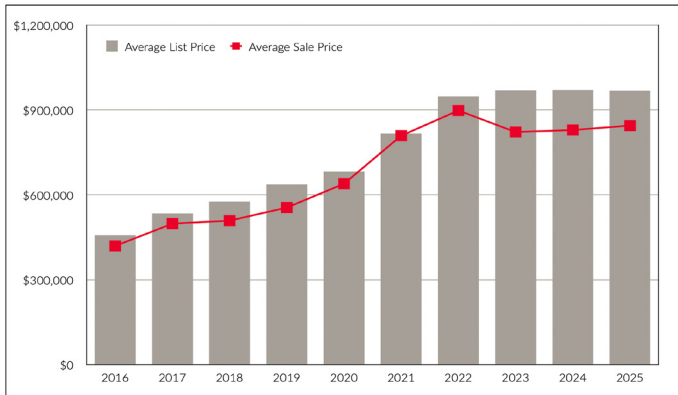
*Year-over-year comparison  
(December 2025 vs. December 2024)*

# THE MARKET IN DETAIL

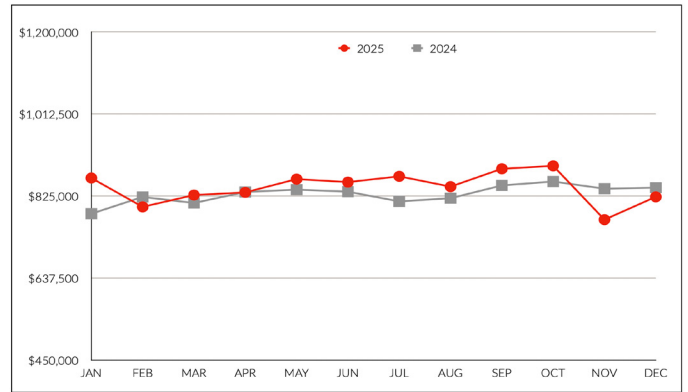
	2023	2024	2025	2024-2025
<b>YTD Volume Sales</b>	\$2,266,530,370	\$2,425,581,479	\$2,403,868,646	-0.9%
<b>YTD Unit Sales</b>	2,699	2,871	2,797	-2.58%
<b>YTD New Listings</b>	4,844	5,587	7,179	+28.49%
<b>YTD Sales/Listings Ratio</b>	55.72%	51.39%	38.96%	-12.43%
<b>YTD Expired Listings</b>	548	747	1,165	+55.96%
<b>Monthly Volume Sales</b>	\$79,196,971	\$137,597,700	\$100,414,040	-27.02%
<b>Monthly Unit Sales</b>	102	163	122	-25.15%
<b>Monthly New Listings</b>	121	189	194	+2.65%
<b>Monthly Sales/Listings Ratio</b>	84.30%	86.24%	62.89%	-23.36%
<b>Monthly Expired Listings</b>	116	115	200	+73.91%
<b>YTD Sales: \$0-\$199K</b>	0	0	0	No Change
<b>YTD Sales: \$200k-349K</b>	29	29	46	+58.62%
<b>YTD Sales: \$350K-\$549K</b>	390	403	415	+2.98%
<b>YTD Sales: \$550K-\$749K</b>	785	877	787	-10.26%
<b>YTD Sales: \$750K-\$999K</b>	904	946	922	-2.54%
<b>YTD Sales: \$1M-\$2M</b>	525	553	557	+0.72%
<b>YTD Sales: \$2M+</b>	40	45	60	+33.33%
<b>YTD Average Days-On-Market</b>	29.33	34.25	40.25	+17.52%
<b>YTD Average Sale Price</b>	\$822,086	\$829,208	\$844,874	+1.89%
<b>YTD Median Sale Price</b>	\$771,250	\$775,875	\$773,889	-0.26%

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

# AVERAGE SALE PRICE

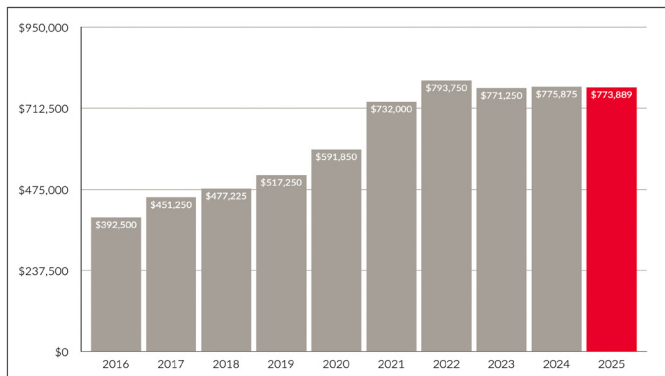


Year-Over-Year

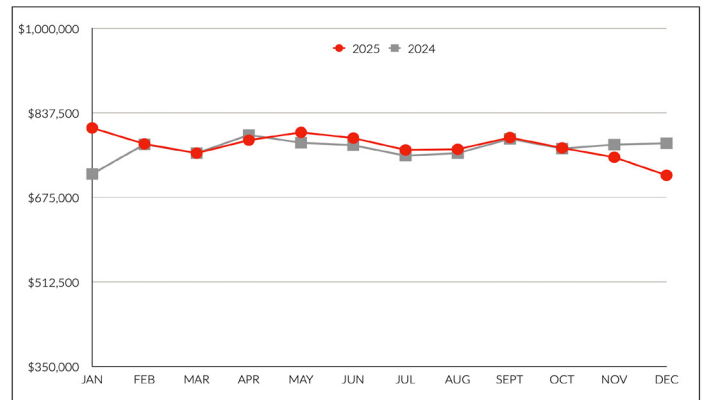


Month-Over-Month 2024 vs. 2025

# MEDIAN SALE PRICE



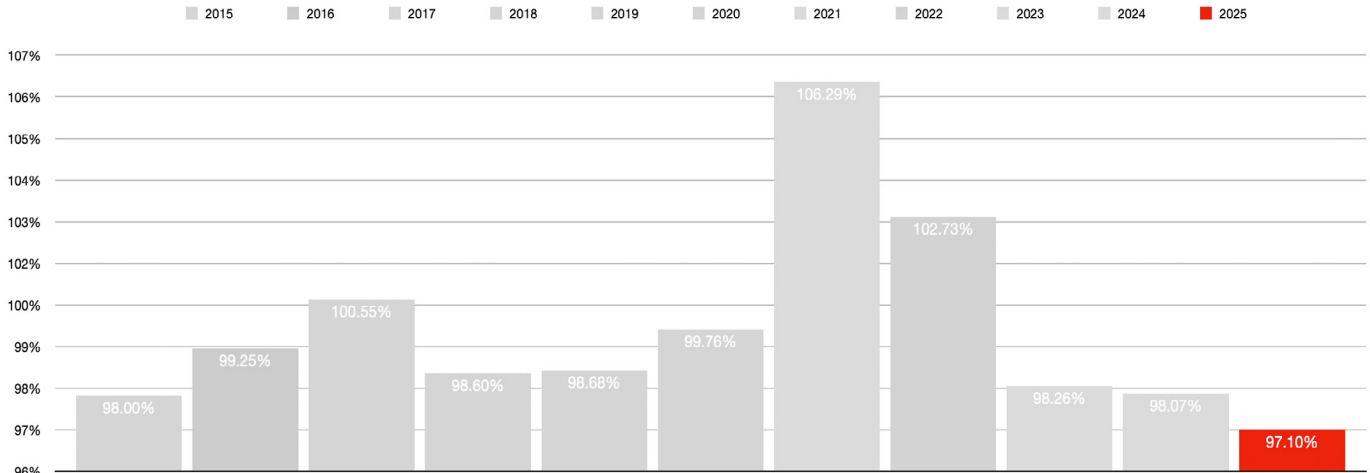
Year-Over-Year



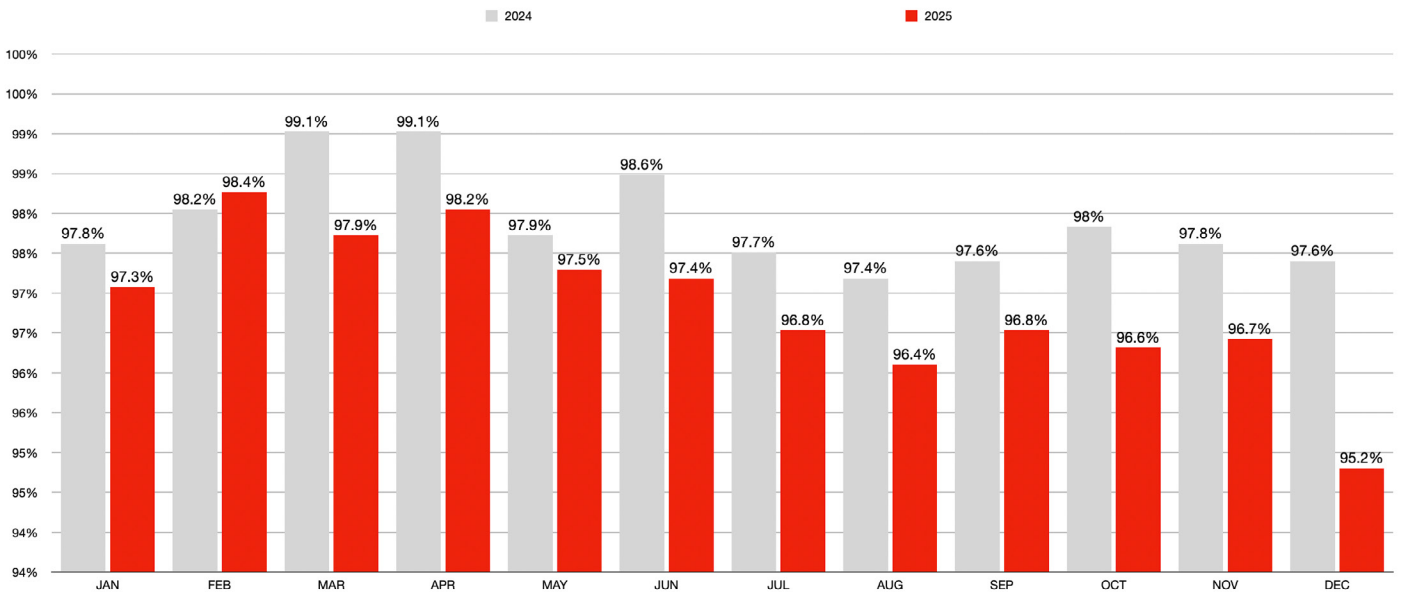
Month-Over-Month 2024 vs. 2025

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

# SALE PRICE VS. LIST PRICE RATIO

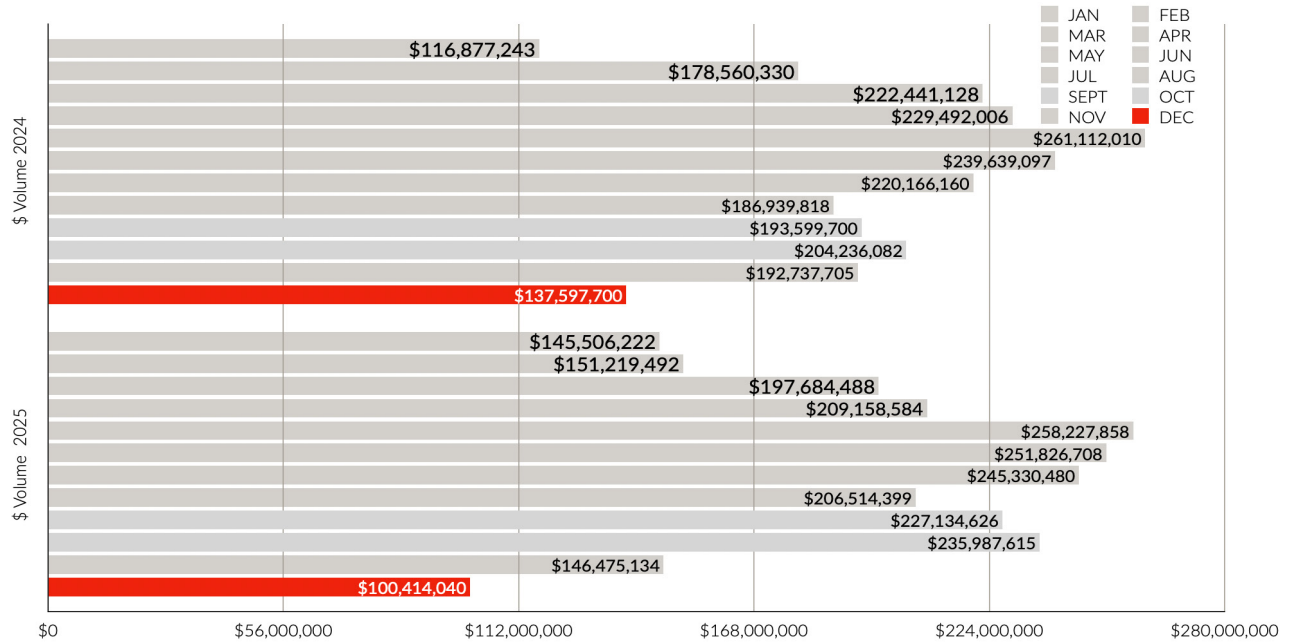


## Year-Over-Year

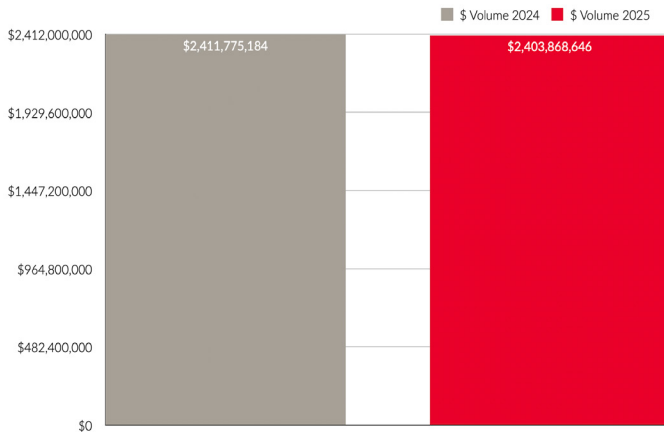


## Month-Over-Month 2024 vs. 2025

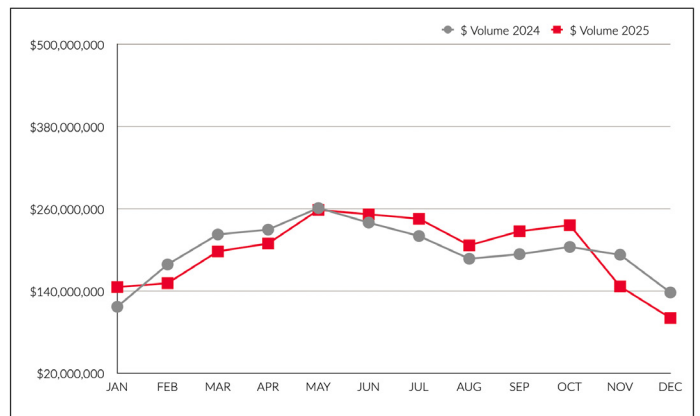
# DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

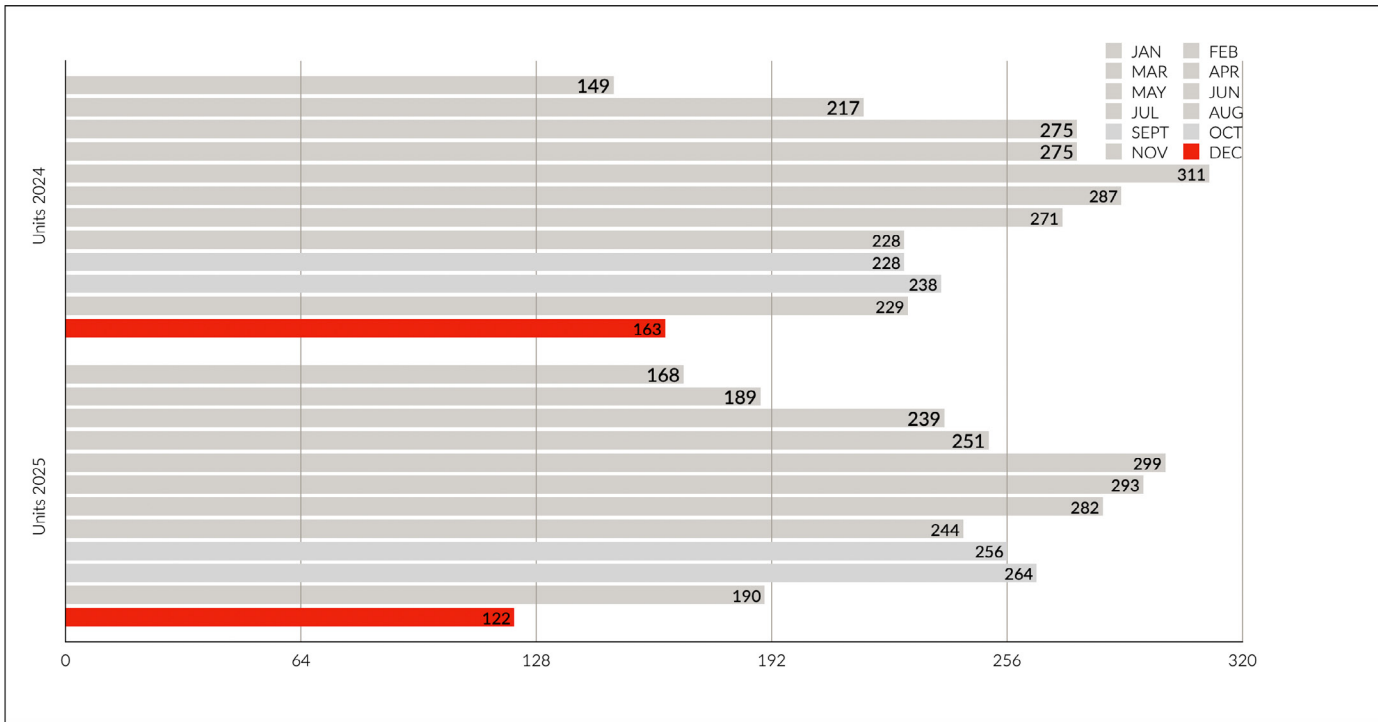


Yearly Totals 2024 vs. 2025

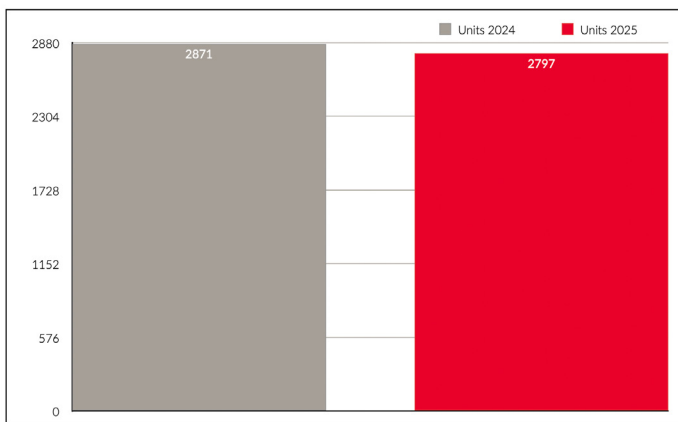


Month vs. Month 2024 vs. 2025

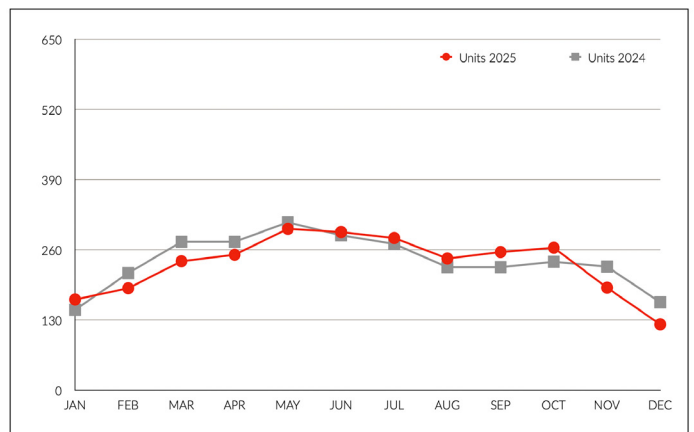
# UNIT SALES



Monthly Comparison 2024 vs. 2025



Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

# SALES BY TYPE

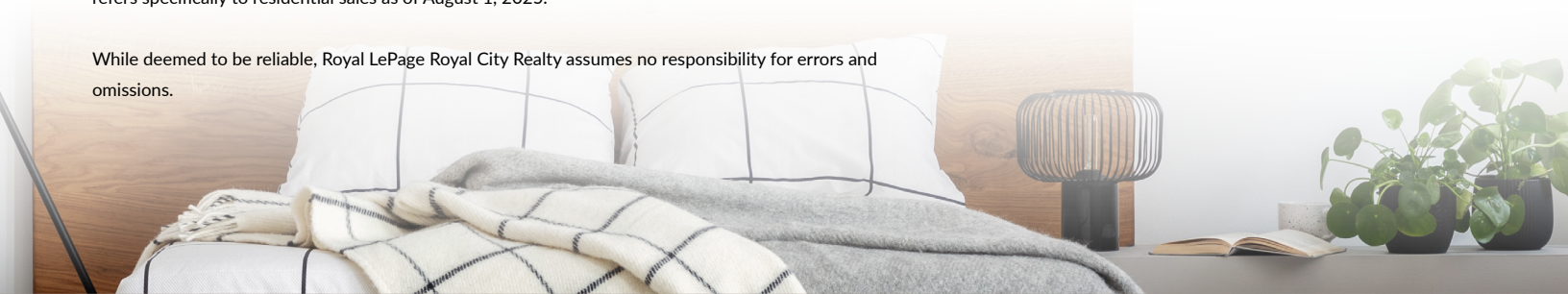


	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
YTD Sales Volume	\$2,019,923,290 +7.28%	\$355,556,356 -17.39%	\$28,389,000 -32.7%
YTD Unit Sales	2202 +7.41%	596 -14.12%	32 -25.58%
YTD Average Sale Price	\$917,313 -0.45%	\$596,571 +1.09%	\$887,156.25 +52.11%
December Sales Volume	\$84,873,240 -23.74%	\$15,540,800 -40.93%	\$0 -100%
December Unit Sales	93 -21.19%	29 -35.56%	0 -100%

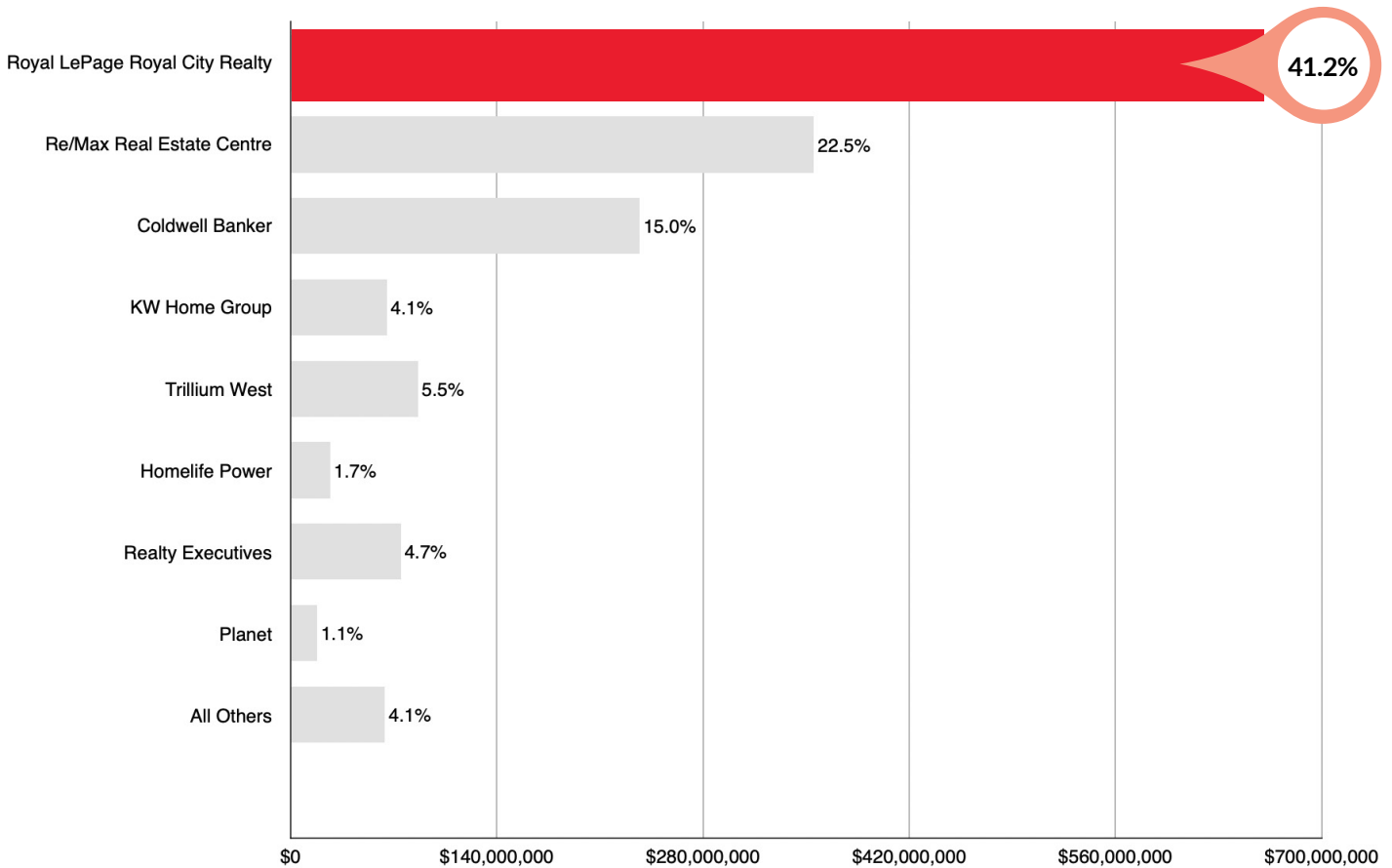
NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of August 1, 2025.

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

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



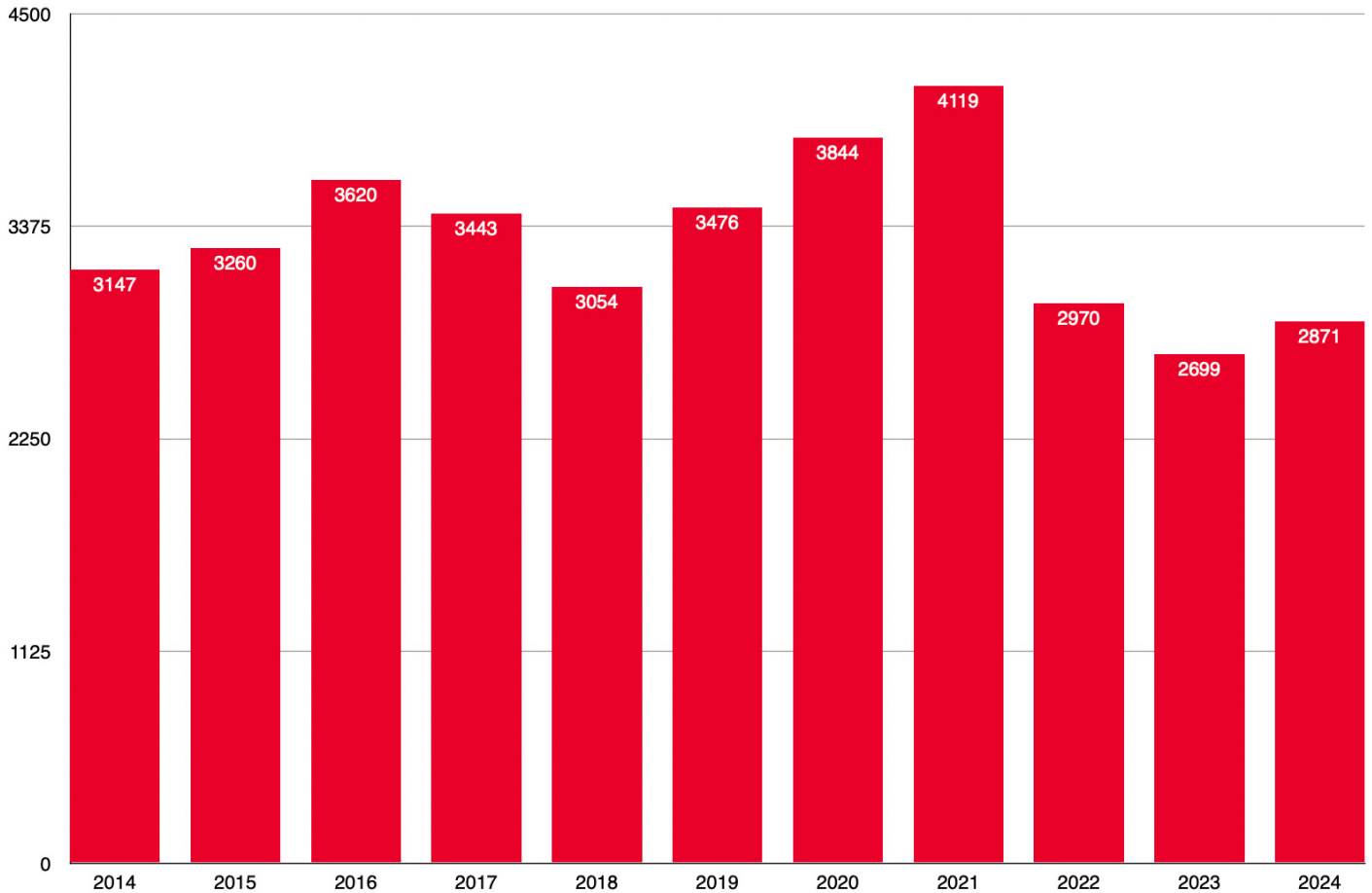
# MARKET DOMINANCE



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



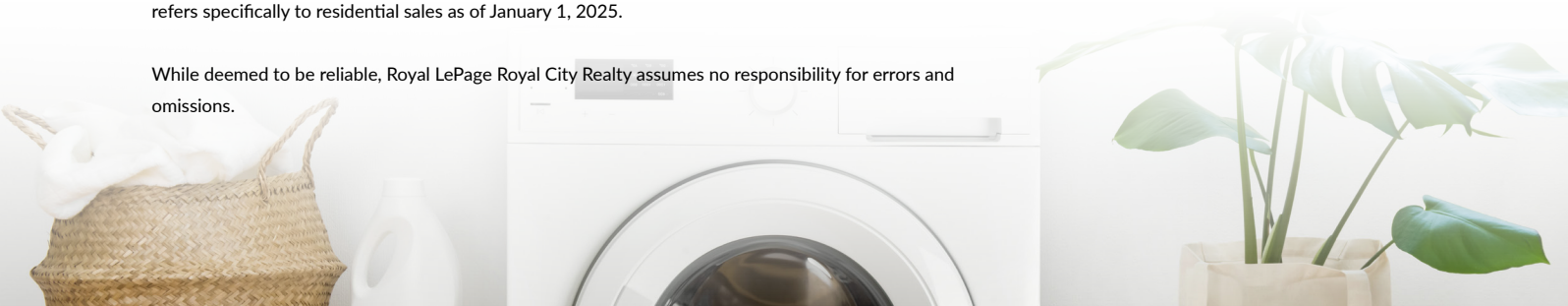
# 10 YEAR MARKET ANALYSIS



## Units Sold

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

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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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