



2026

MAY

WELLINGTON COUNTY
Real Estate Market Report



OVERVIEW

BUYER'S MARKET

Wellington County remained in buyer's market territory in May, although market conditions showed signs of improvement compared to last year. The median sale price declined 7.50% to \$740,000, while the average sale price decreased 3.96% to \$961,558. Despite softer pricing, sales activity strengthened, with sales volume increasing 1.76% to \$262.77M and unit sales rising 3.01% to 308 transactions. New listings decreased 5.42% to 820, while expired listings climbed 28.81% to 76, indicating continued competition among sellers. The unit sales-to-listings ratio improved 8.91% year over year to 37.56%; however, it remains below the 39% threshold, keeping Wellington County in buyer's market territory.



May year-over-year sales volume of \$262,768,242

Up +1.76% from 2025's \$258,227,858 with unit sales of 308 up +3.01% from last May's 299. New listings of 820 are down -5.42% from a year ago, with the sales/listing ratio of 37.56% up +8.91%.



Year-to-date sales volume of \$897,791,258

Down -6.65% from 2025's \$961,796,644 with unit sales of 1,083 down -5.5% from 2025's 1,146. New listings of 3,196 are up +2.57% from a year ago, with the sales/listing ratio of 33.89% down -2.89% from 2025's 36.78%.



Year-to-date average sale price of \$825,212

Down from \$838,056 one year ago with median sale price of \$740,000 down from \$785,000 one year ago. Average days-on-market of 46 is up 9 days from last year.

MAY NUMBERS

Median Sale Price

\$740,000

-7.50%

Average Sale Price

\$854,471

-1.06%

Sales Volume

\$262,768,242

+1.76%

Unit Sales

308

+3.01%

New Listings

820

-5.42%

Expired Listings

76

+28.81%

Unit Sales/Listings Ratio

37.56%

+8.91%

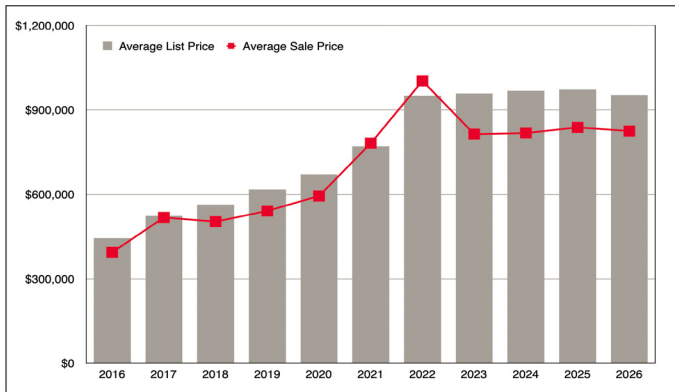
*Year-over-year comparison
(May 2025 vs. May 2026)*

THE MARKET IN DETAIL

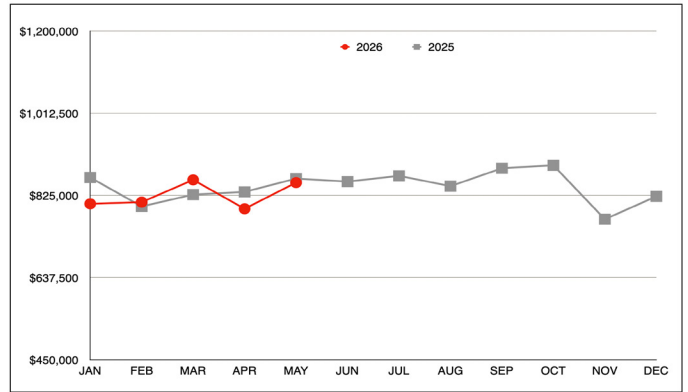
	2024	2025	2026	2025-2026
YTD Volume Sales	\$1,008,482,717	\$961,796,644	\$897,791,258	-6.65%
YTD Unit Sales	1,227	1,146	1,083	-5.5%
YTD New Listings	2,491	3,116	3,196	+2.57%
YTD Sales/Listings Ratio	49.26%	36.78%	33.89%	-7.86%
YTD Expired Listings	216	330	467	+41.52%
Monthly Volume Sales	\$261,112,010	\$258,227,858	\$262,768,242	+1.76%
Monthly Unit Sales	311	299	308	+3.01%
Monthly New Listings	698	867	820	-5.42%
Monthly Sales/Listings Ratio	44.56%	34.49%	37.56%	+8.91%
Monthly Expired Listings	35	59	76	+28.81%
YTD Sales: \$0-\$199K	11	5	8	+60%
YTD Sales: \$200k-349K	11	12	24	+100%
YTD Sales: \$350K-\$549K	162	161	205	+27.33%
YTD Sales: \$550K-\$749K	385	317	314	-0.95%
YTD Sales: \$750K-\$999K	403	418	310	-25.84%
YTD Sales: \$1M-\$2M	245	214	195	-8.88%
YTD Sales: \$2M+	13	22	29	+31.82%
YTD Average Days-On-Market	31.80	36.80	45.60	+23.91%
YTD Average Sale Price	\$817,994	\$838,056	\$825,212	-1.53%
YTD Median Sale Price	\$777,000	\$785,000	\$740,000	-5.73%

Wellington County MLS Sales and Listing Summary
2024 vs. 2025 vs. 2026

AVERAGE SALE PRICE

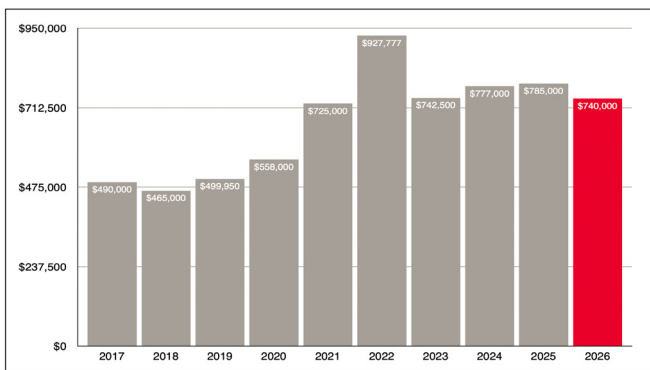


Year-Over-Year

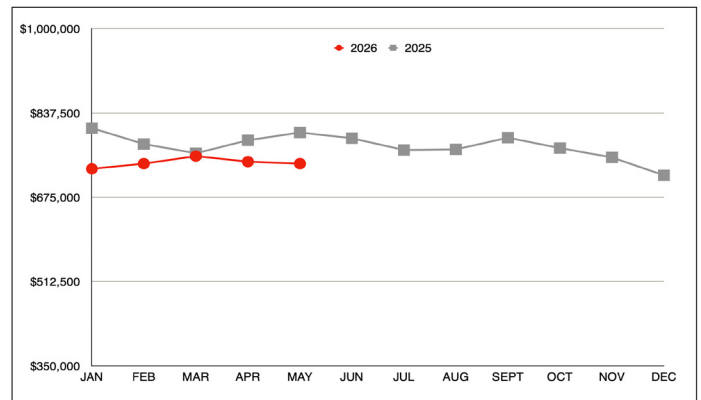


Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE



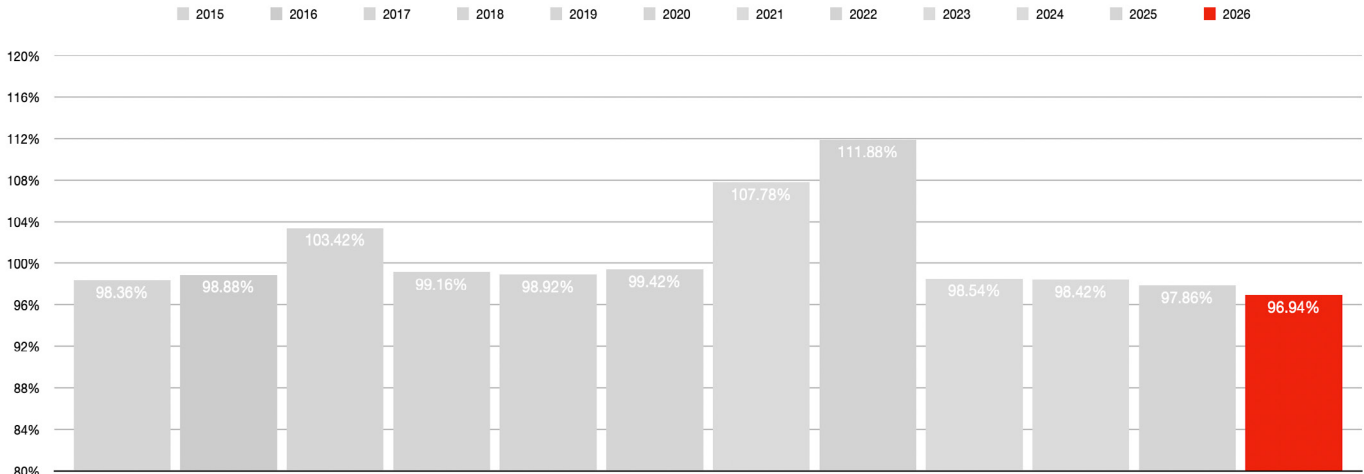
Year-Over-Year



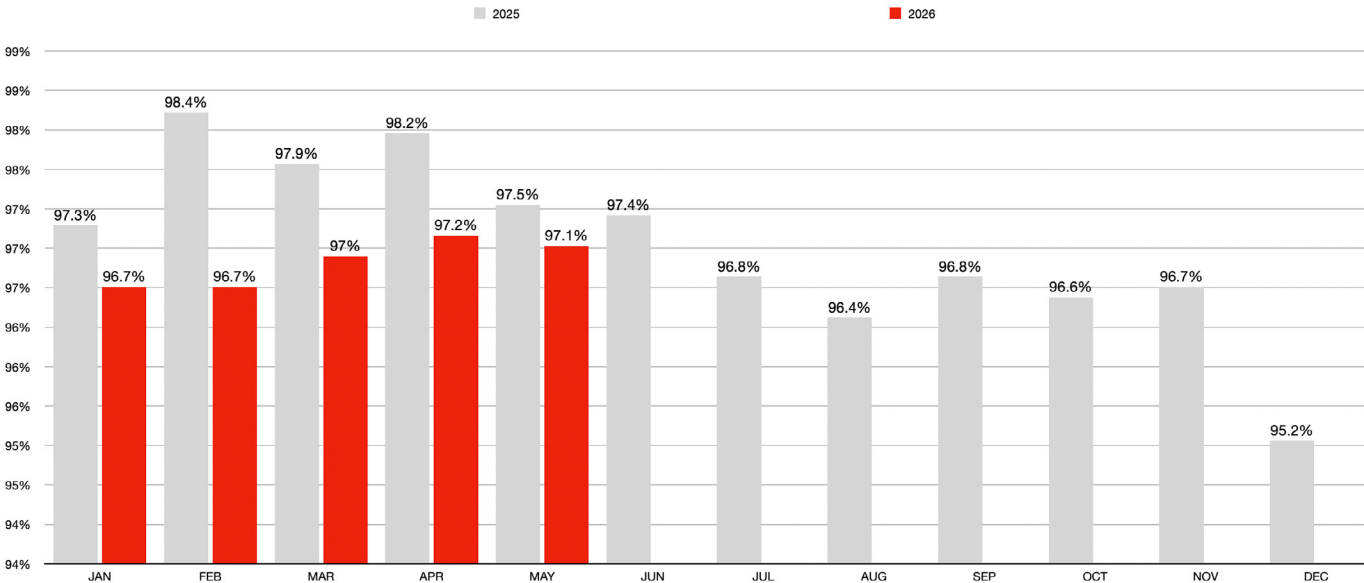
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. LIST PRICE RATIO

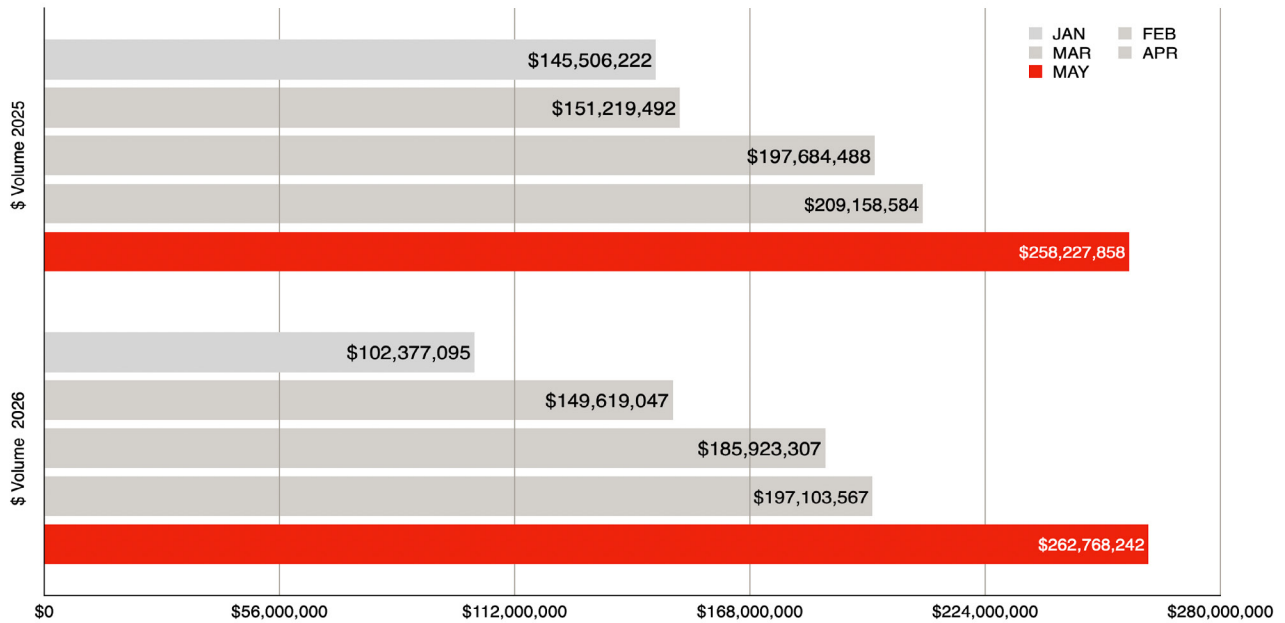


Year-Over-Year

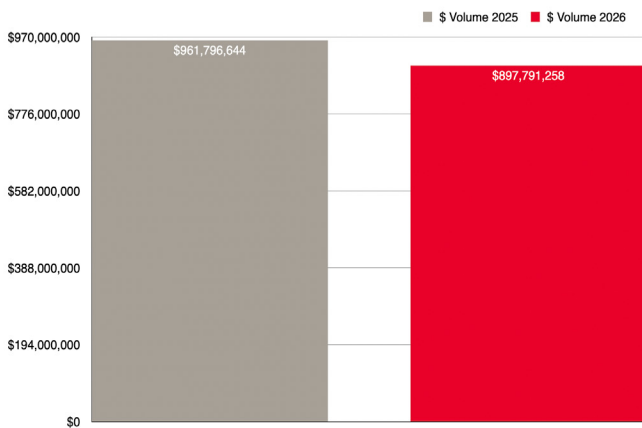


Month-Over-Month 2025 vs. 2026

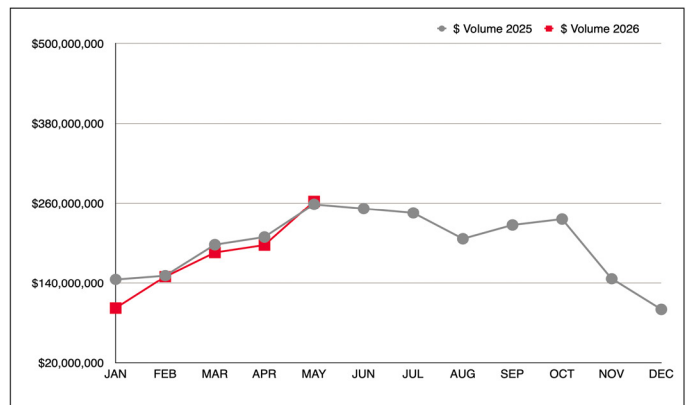
DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

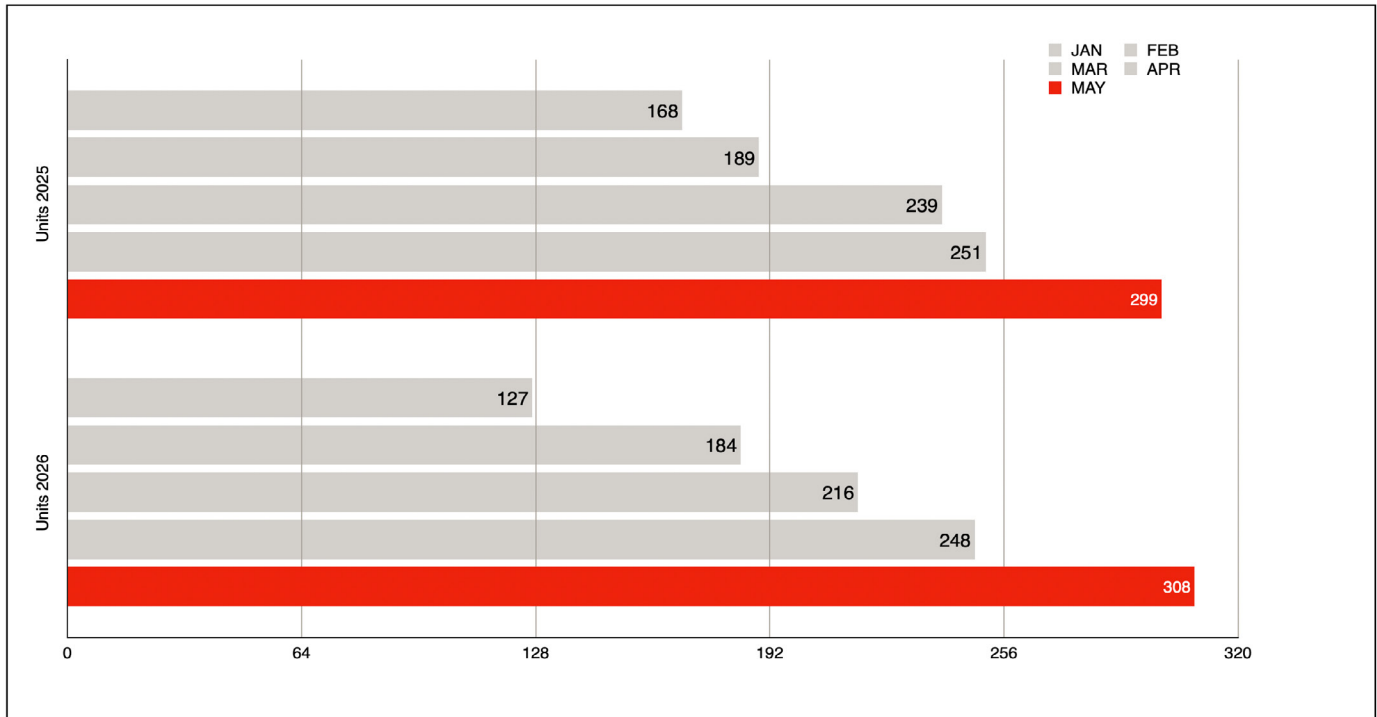


Yearly Totals 2025 vs. 2026

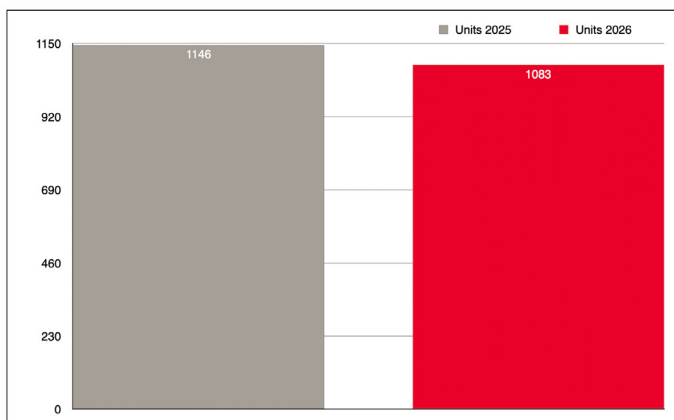


Month vs. Month 2025 vs. 2026

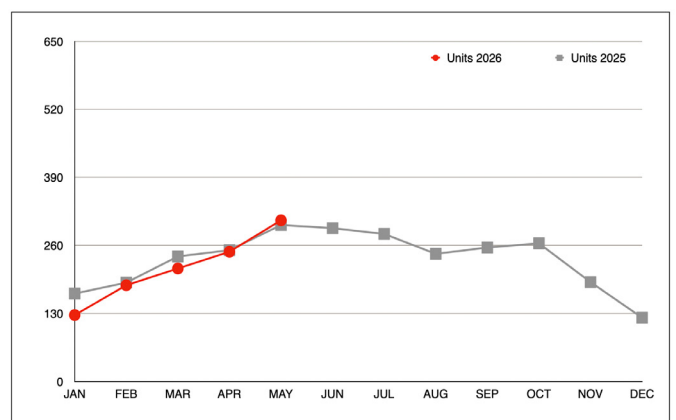
UNIT SALES



Monthly Comparison 2025 vs. 2026



Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

SALES BY TYPE

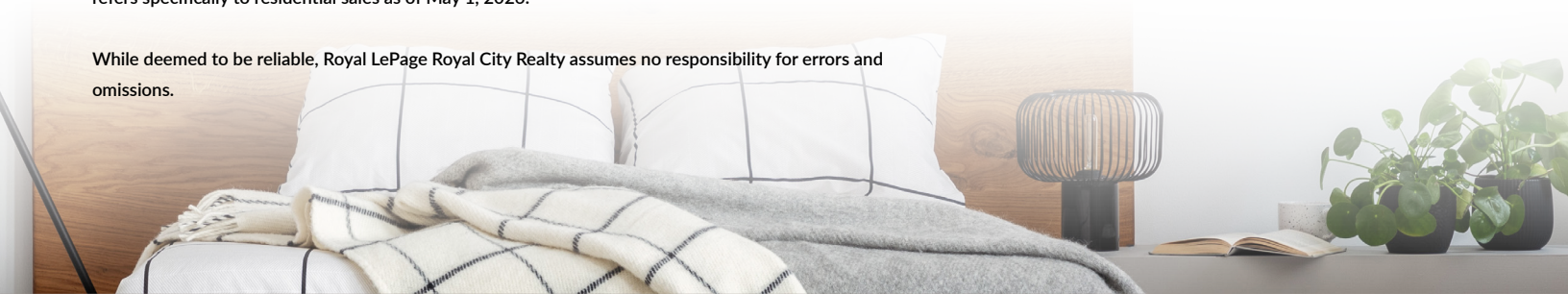


	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$758,315,289 -5.63%	\$139,475,969 -11.85%	\$3,832,500 -68.89%
YTD Unit Sales	832 -5.78%	251 -4.56%	7 -58.82%
YTD Average Sale Price	\$911,437 +0.15%	\$555,681 -7.63%	\$547,500.00 -24.45%
May Sales Volume	\$225,078,851 -0.45%	\$37,689,391 +17.29%	\$1,487,500 -15.48%
May Unit Sales	242 -0.82%	66 +20%	2 -33.33%

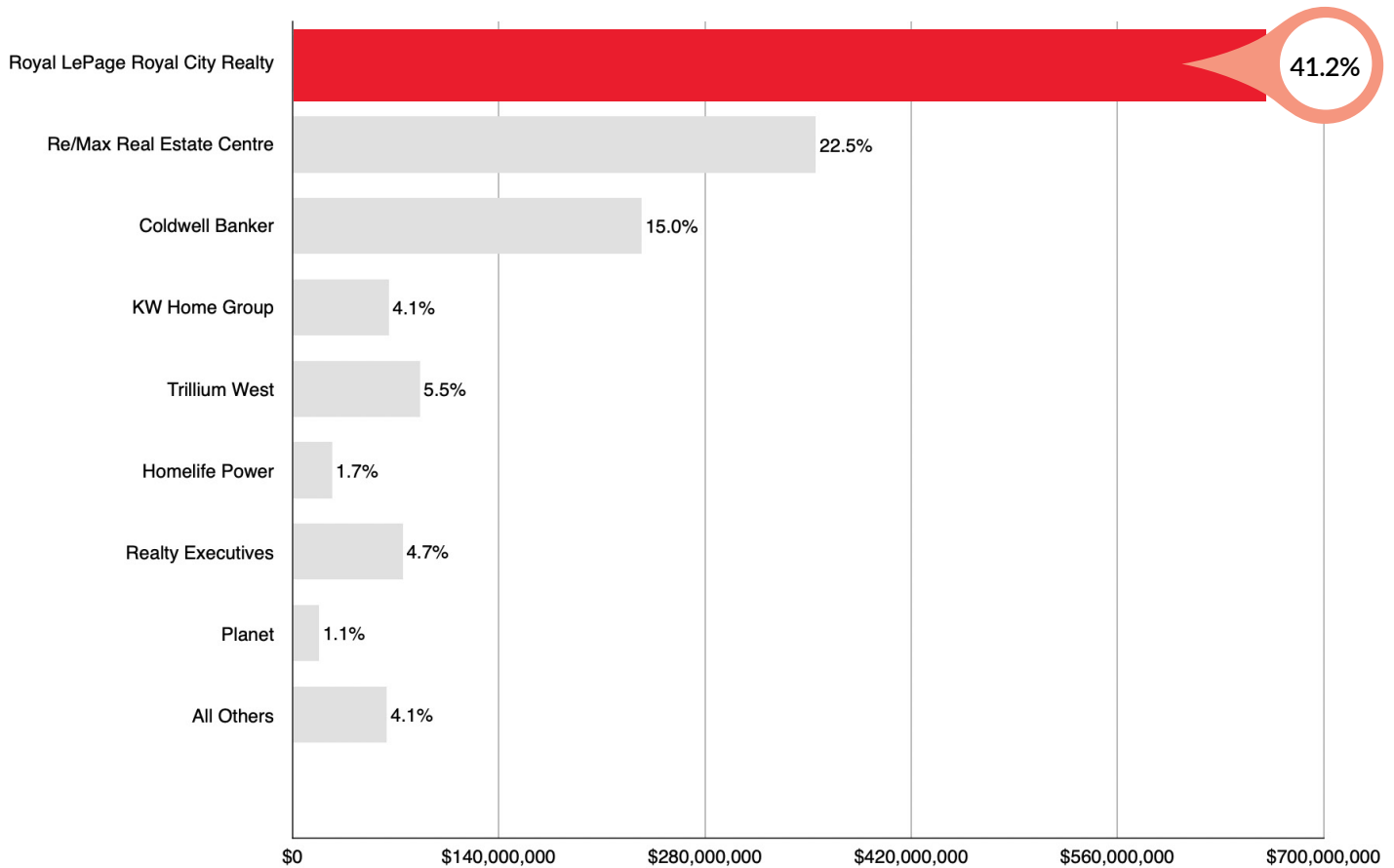
NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of May 1, 2026.

Year-Over-Year Comparison (2025 vs. 2026)

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



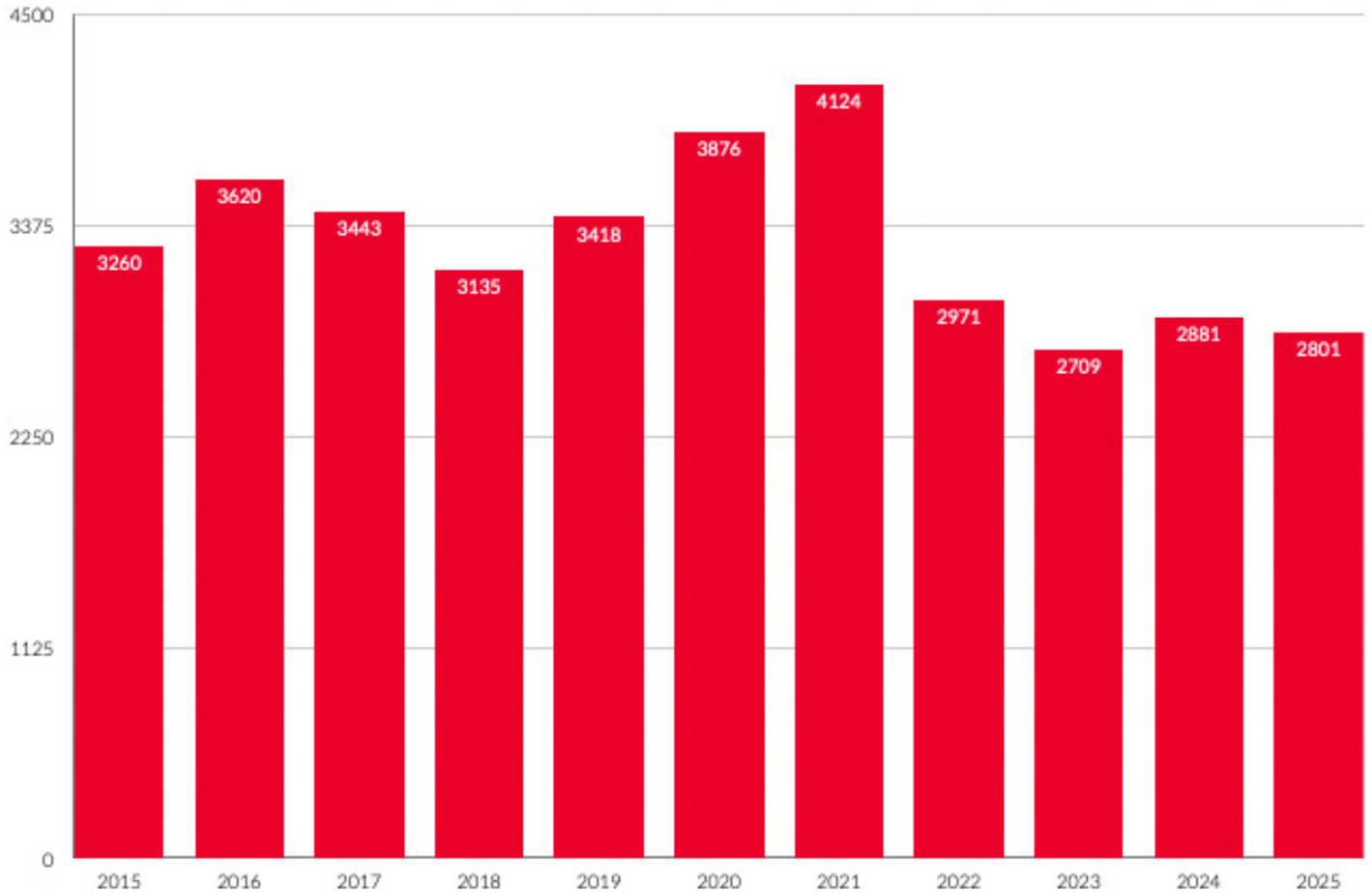
MARKET DOMINANCE



Market Share by Dollar Volume Within Wellington County
Listing Selling Ends Combined for Guelph Based Companies
May 2025



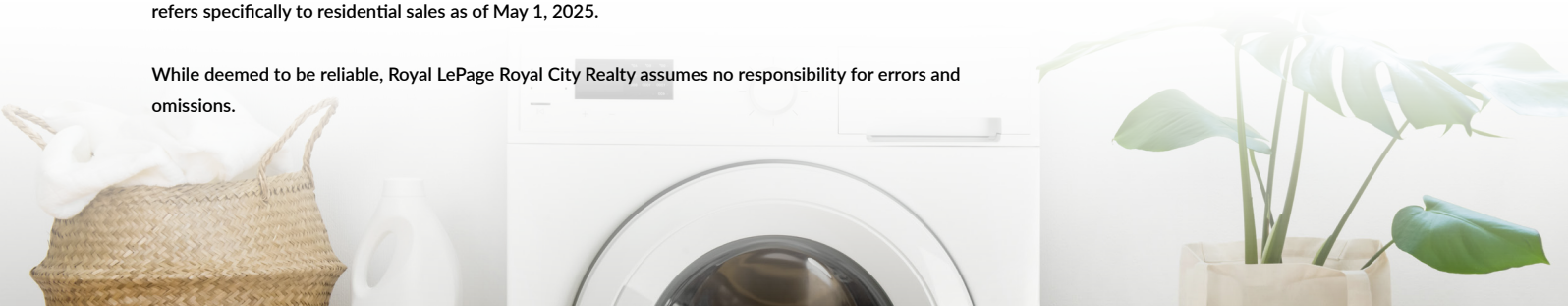
10 YEAR MARKET ANALYSIS



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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