

2026
OCTOBER

WELLINGTON COUNTY
Real Estate Market Report

ROYAL LEPAGE ROYAL CITY REALTY BROKERAGE

OVERVIEW

BUYER'S MARKET

Wellington County remained in buyer's market territory through October, with the year-to-date sales-to-listings ratio sitting at 37.71%, below the 39% threshold. October pricing softened year over year, as the median sale price declined 3.64% to $742,000, while the average sale price decreased 5.29% to $846,607. Sales activity also slowed, with sales volume falling 23.59% to $180.33M and unit sales declining 19.32% to 213 transactions. New listings decreased 11.39% to 560, while expired listings increased 13.53% to 151, reflecting continued competition among sellers. With the monthly sales-to-listings ratio at 38.04%, buyer-favourable conditions continued across Wellington County through October.

October year-over-year sales volume of $180,327,319

Down 23.59% from 2025's $235,987,615, with unit sales of 213 down 19.32% from last October's 264. New listings of 560 are down 11.39% from a year ago, with the sales/listings ratio of 38.04% down from 41.77% last year.

Year-to-date sales volume of $2,025,844,853

Down 4.83% from 2025's $2,128,590,472, with unit sales of 2,423 down 2.49% from 2025's 2,485. New listings of 6,426 are down 2.28% from a year ago, with the sales/listings ratio of 37.71% down from 37.79% last year.

Year-to-date average sale price of $833,727

Down from $854,450 one year ago, with a median sale price of $743,500 down from $781,389 one year ago. Average days-on-market of approximately 46 is up 7 days from last year.

OCTOBER NUMBERS

Median Sale Price
$742,000
-3.64%

Average Sale Price
$846,607
-5.29%

Sales Volume
$180,327,319
-23.59%

Unit Sales
213
-19.32%

New Listings
560
-11.39%

Expired Listings
151
+13.53%

Unit Sales/Listings Ratio
38.04%
-3.74%

Year-over-year comparison
(October 2026 vs. October 2025)

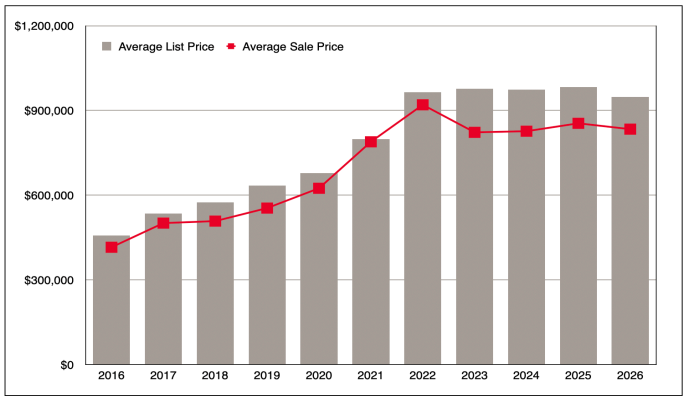


THE MARKET IN DETAIL

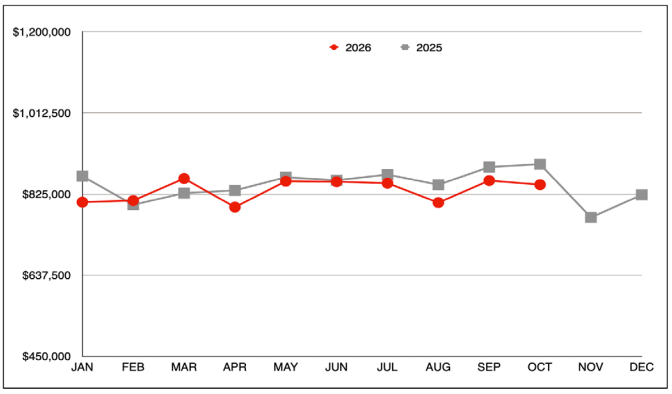
	2024	2025	2026	2025-2026
YTD Volume Sales	$2,053,063,574	$2,128,590,472	$2,025,844,853	-4.83%
YTD Unit Sales	2,479	2,485	2,423	-2.49%
YTD New Listings	5,066	6,576	6,426	-2.28%
YTD Sales/Listings Ratio	48.93%	37.79%	37.71%	-0.22%
YTD Expired Listings	580	853	1,154	+35.29%
Monthly Volume Sales	$204,236,082	$235,987,615	$180,327,319	-23.59%
Monthly Unit Sales	238	264	213	-19.32%
Monthly New Listings	478	632	560	-11.39%
Monthly Sales/Listings Ratio	49.79%	41.77%	38.04%	-8.94%
Monthly Expired Listings	92	133	151	+13.53%
YTD Sales: $0-$199K	27	13	23	+76.92%
YTD Sales: $200k-349K	23	42	48	+14.29%
YTD Sales: $350K-$549K	345	358	412	+15.08%
YTD Sales: $550K-$749K	769	685	740	+8.03%
YTD Sales: $750K-$999K	805	822	663	-19.34%
YTD Sales: $1M-$2M	486	514	438	-14.79%
YTD Sales: $2M+	35	55	61	+10.91%
YTD Average Days-On-Market	33.20	38.80	45.60	+17.53%
YTD Average Sale Price	$826,468	$854,450	$833,727	-2.43%
YTD Median Sale Price	$772,000	$781,389	$743,500	-4.85%

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

AVERAGE SALE PRICE

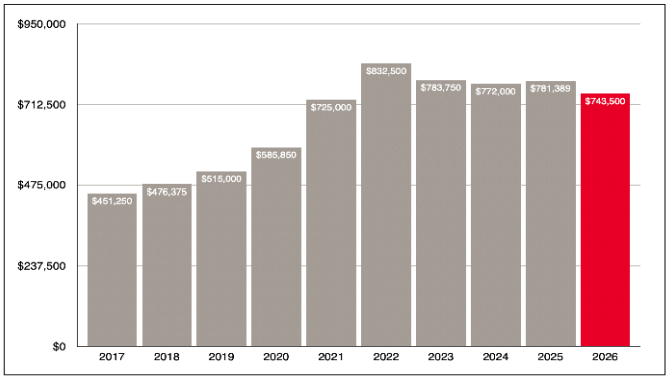


Year-Over-Year

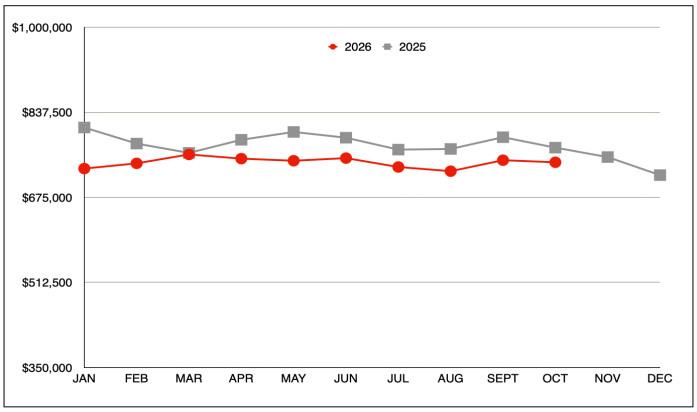


Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE



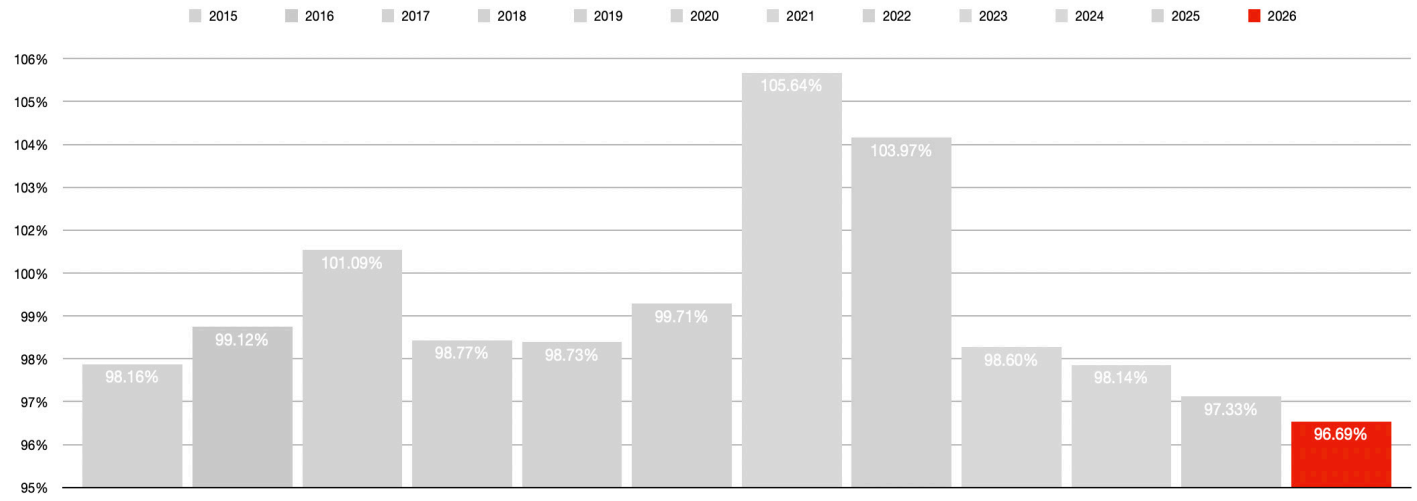
Year-Over-Year



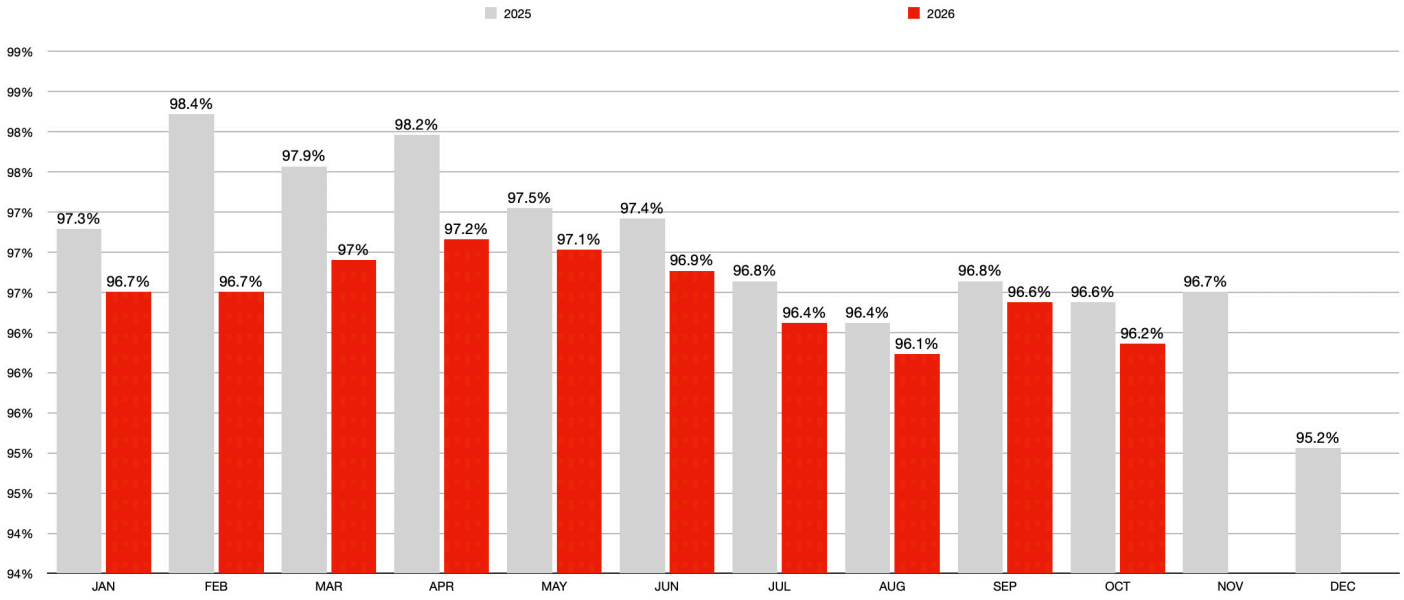
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. LIST PRICE RATIO

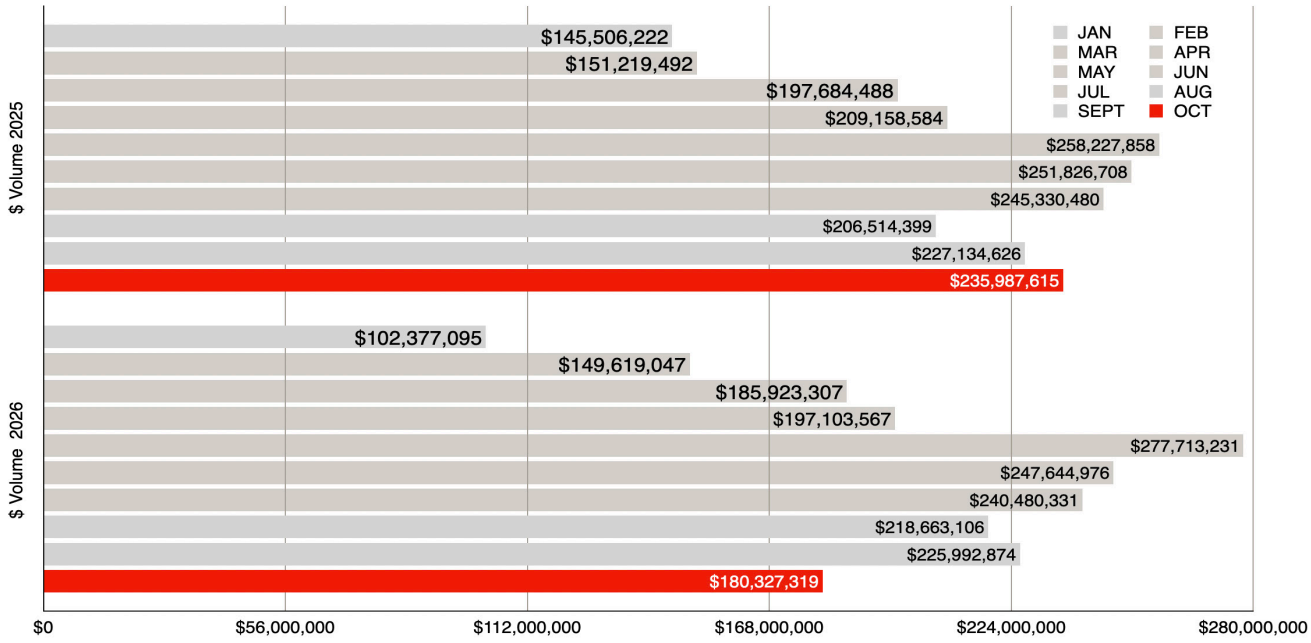


Year-Over-Year

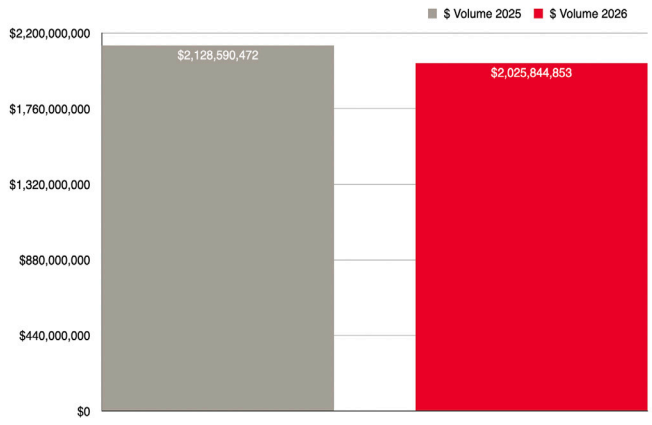


Month-Over-Month 2025 vs. 2026

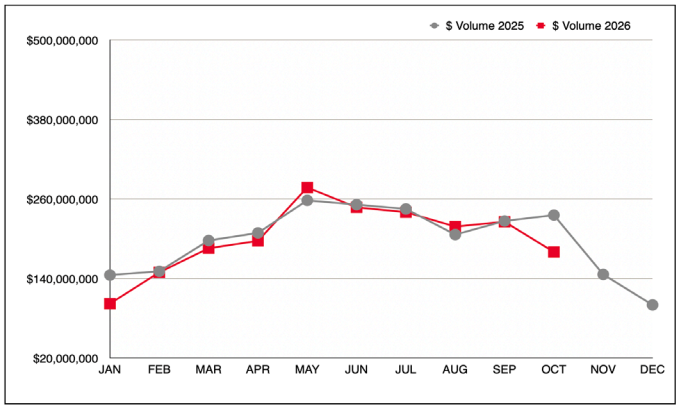
DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

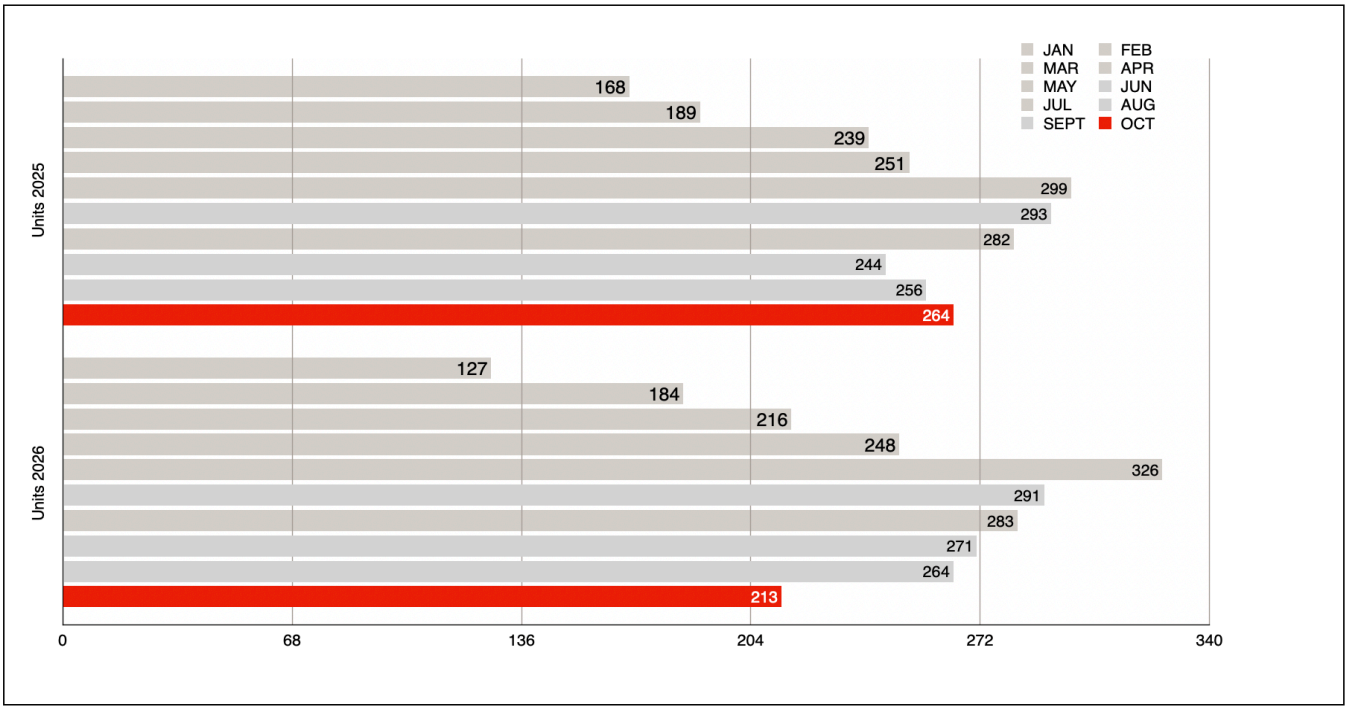


Yearly Totals 2025 vs. 2026

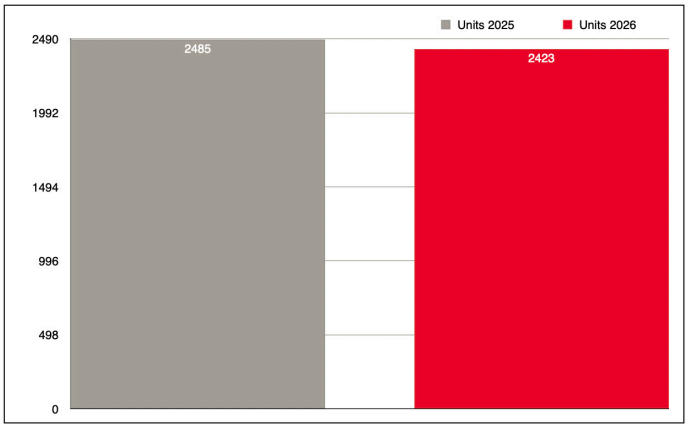


Month vs. Month 2025 vs. 2026

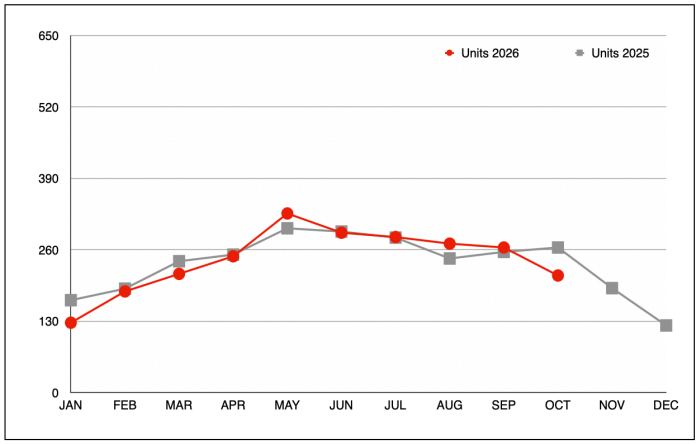
UNIT SALES



Monthly Comparison 2025 vs. 2026



Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

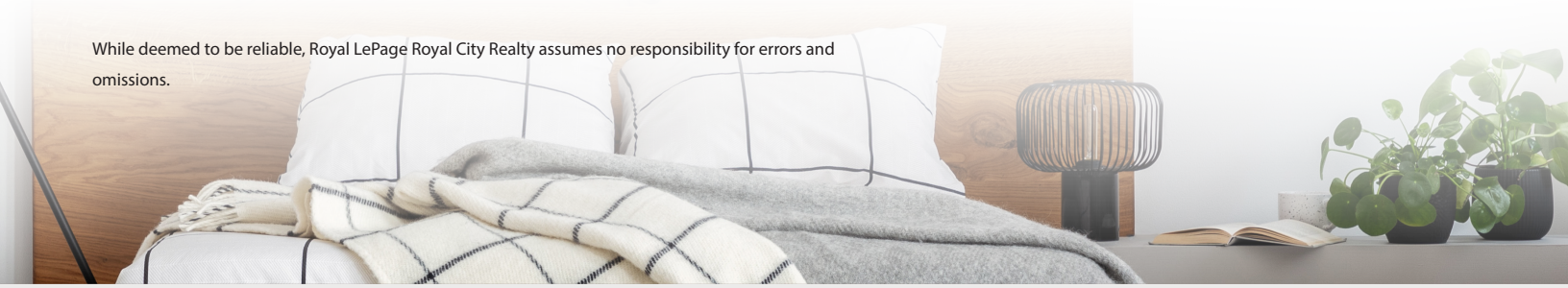
SALES BY TYPE

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	$1,741,262,349 -3.62%	$282,226,904 -12.1%	$22,733,955 -12.32%
YTD Unit Sales	1926 -1.28%	492 -7.87%	33 +17.86%
YTD Average Sale Price	$904,082 -2.37%	$573,632 -4.6%	$688,907.73 -25.61%
October Sales Volume	$162,271,478 -22.35%	$18,055,841 -33.18%	$1,440,000 -69.33%
October Unit Sales	179 -18.26%	34 -24.44%	3 No Change

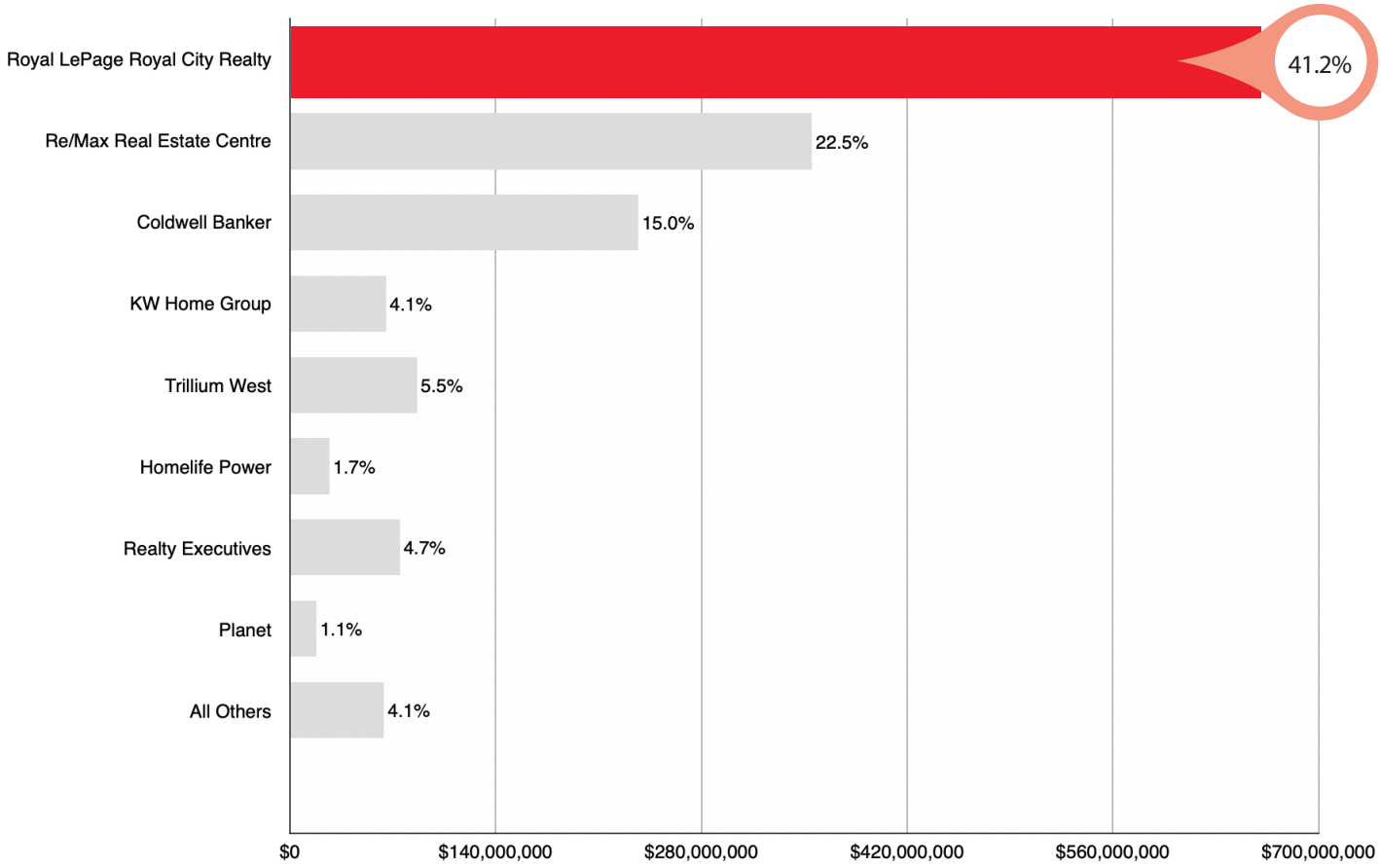
NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of October 31, 2026.

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

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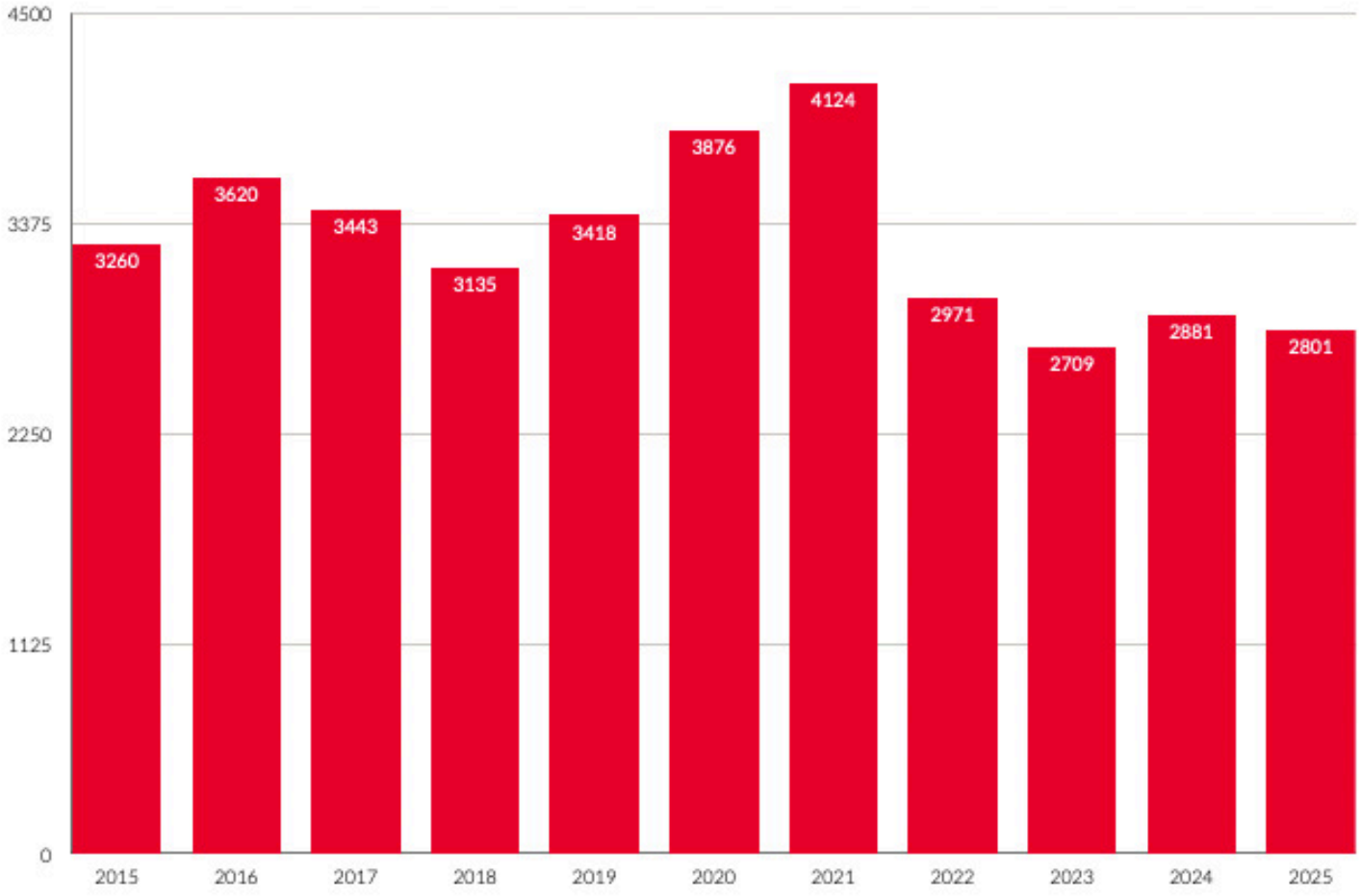
MARKET DOMINANCE



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



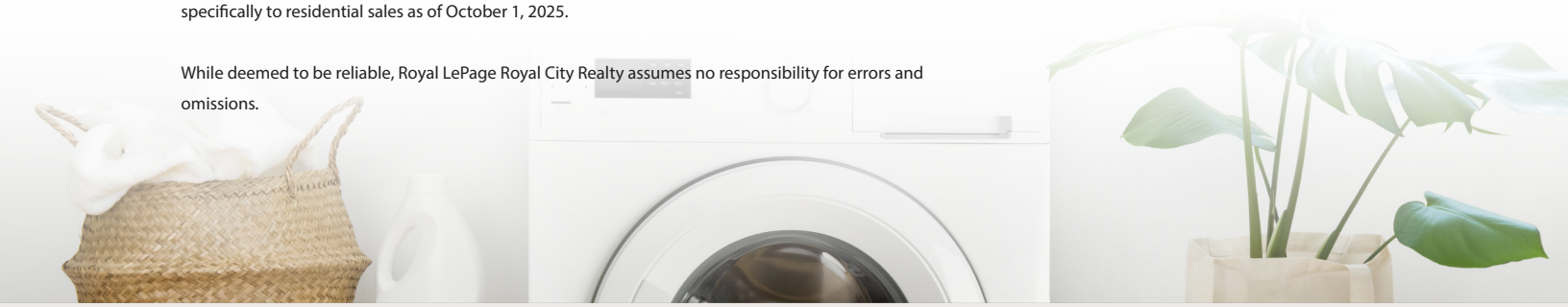
10 YEAR MARKET ANALYSIS



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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