



2026

APRIL

WELLINGTON COUNTY

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

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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

Wellington County remained firmly in buyer's market territory this period, as increased inventory and softer pricing continued to favour purchasers. The median sale price declined 5.25% to \$743,750, while the average sale price decreased 4.62% to \$794,772, reflecting overall price softening. Sales volume fell 5.76% to \$197.10M, alongside a modest 1.2% dip in unit sales to 248 transactions. At the same time, new listings climbed 13.65% to 816 and expired listings rose 27.42% to 79, highlighting growing competition among sellers. With a unit sales-to-listings ratio of 30.39%, down 4.57% year over year and well below the 39% threshold, conditions continue to strongly favour buyers across Wellington County.



April year-over-year sales volume of \$197,103,567

Down -5.76% from 2025's \$209,158,584 with unit sales of 248 down -1.2% from last April's 251. New listings of 816 are up +13.65% from a year ago, with the sales/listing ratio of 30.39% down -4.57%.



Year-to-date sales volume of \$635,023,016

Down -9.74% from 2025's \$703,568,786 with unit sales of 775 down -8.5% from 2025's 847. New listings of 2,376 are up +5.65% from a year ago, with the sales/listing ratio of 32.62% down -5.04%.



Year-to-date average sale price of \$817,897

Down from \$831,661 one year ago with median sale price of \$741,875 down from \$781,389 one year ago. Average days-on-market of 46 is up 8 days from last year.

APRIL NUMBERS

Median Sale Price

\$743,750

-5.25%

Average Sale Price

\$794,772

-4.62%

Sales Volume

\$197,103,567

-5.76%

Unit Sales

248

-1.2%

New Listings

816

+13.65%

Expired Listings

79

+27.42%

Unit Sales/Listings Ratio

30.39%

-4.57%

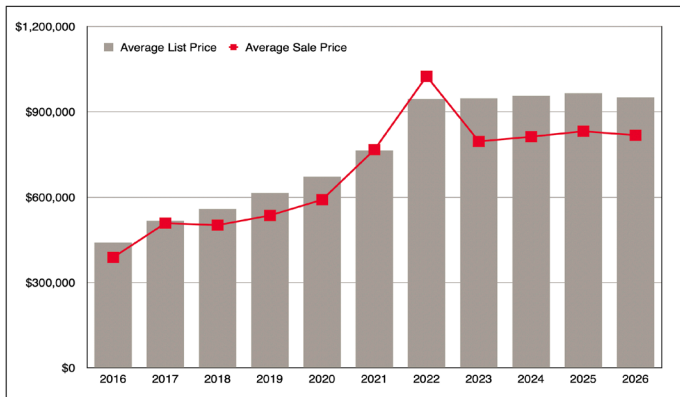
*Year-over-year comparison
(April 2025 vs. April 2026)*

THE MARKET IN DETAIL

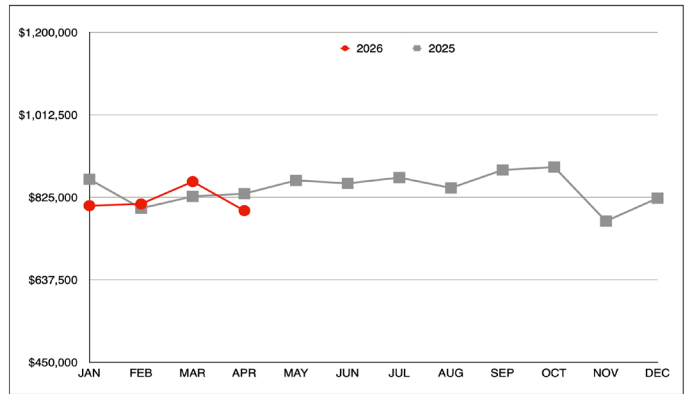
	2024	2025	2026	2025-2026
YTD Volume Sales	\$747,370,707	\$703,568,786	\$635,023,016	-9.74%
YTD Unit Sales	916	847	775	-8.5%
YTD New Listings	1,793	2,249	2,376	+5.65%
YTD Sales/Listings Ratio	51.09%	37.66%	32.62%	-13.39%
YTD Expired Listings	181	271	391	+44.28%
Monthly Volume Sales	\$229,492,006	\$209,158,584	\$197,103,567	-5.76%
Monthly Unit Sales	275	251	248	-1.2%
Monthly New Listings	610	718	816	+13.65%
Monthly Sales/Listings Ratio	45.08%	34.96%	30.39%	-13.06%
Monthly Expired Listings	35	62	79	+27.42%
YTD Sales: \$0-\$199K	7	3	6	+100%
YTD Sales: \$200k-349K	8	10	16	+60%
YTD Sales: \$350K-\$549K	133	124	141	+13.71%
YTD Sales: \$550K-\$749K	288	233	231	-0.86%
YTD Sales: \$750K-\$999K	291	312	226	-27.56%
YTD Sales: \$1M-\$2M	182	151	138	-8.61%
YTD Sales: \$2M+	10	16	20	+25%
YTD Average Days-On-Market	33.00	38.25	46.00	+20.26%
YTD Average Sale Price	\$812,596	\$831,661	\$817,897	-1.66%
YTD Median Sale Price	\$768,500	\$781,389	\$741,875	-5.06%

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

AVERAGE SALE PRICE

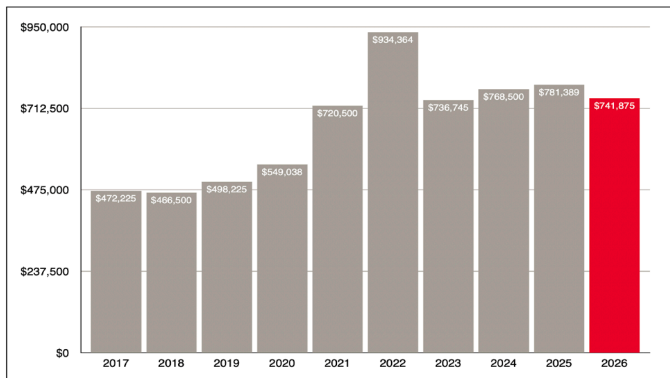


Year-Over-Year

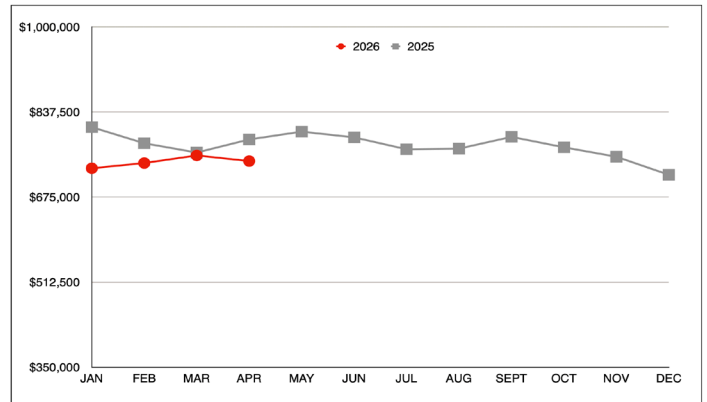


Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE



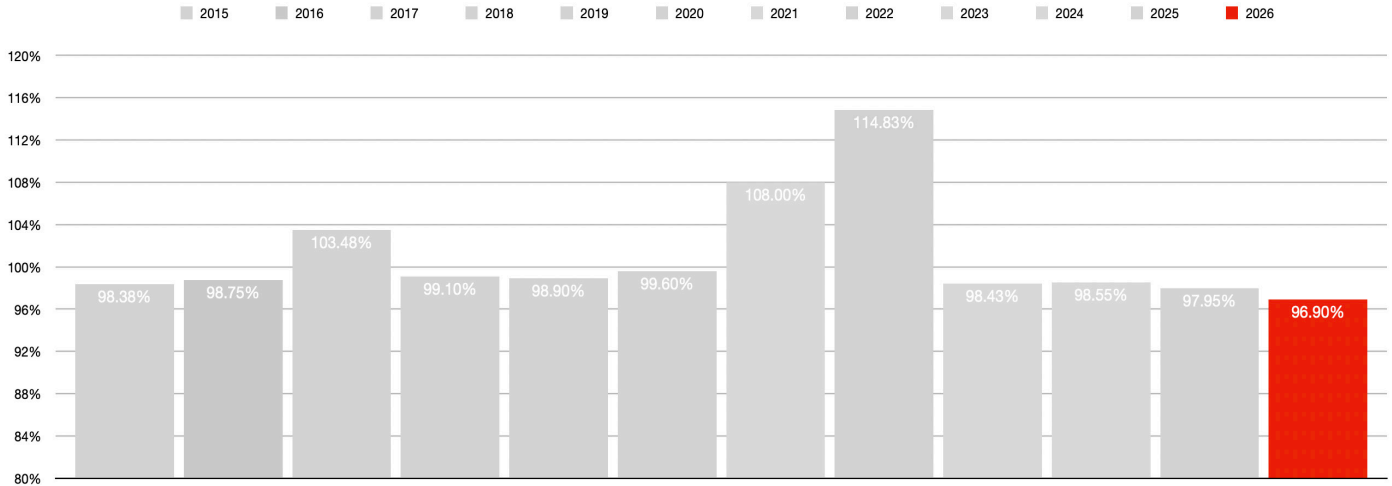
Year-Over-Year



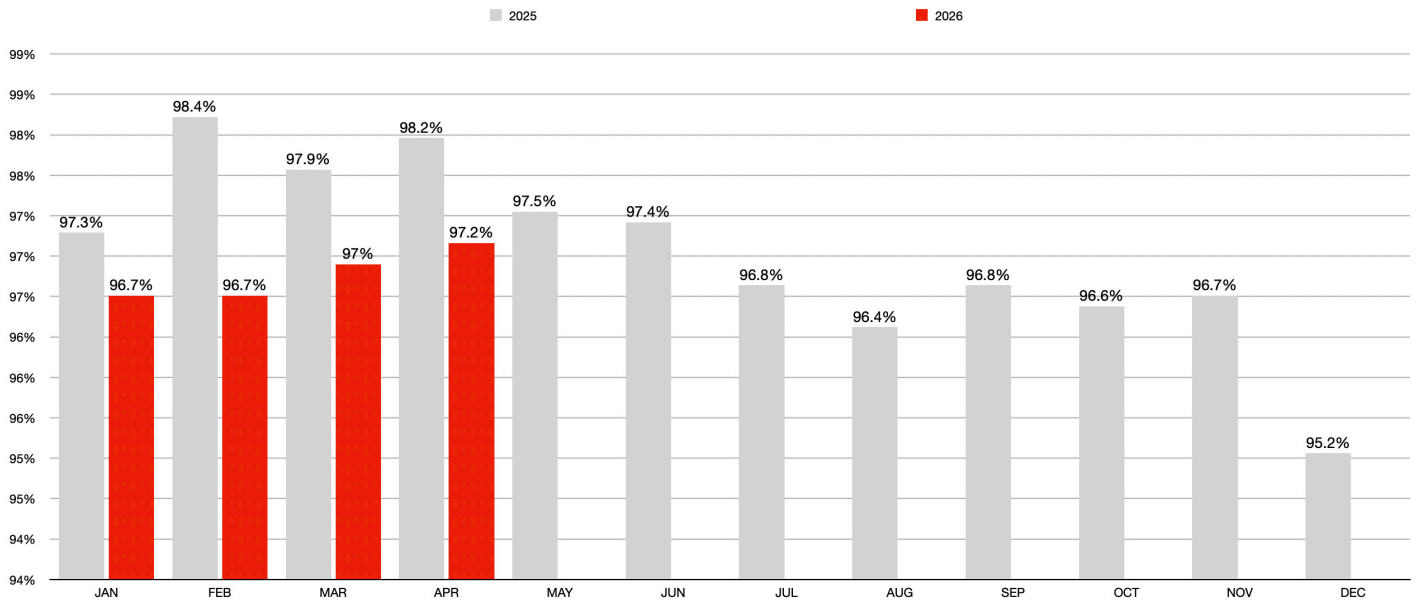
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. LIST PRICE RATIO

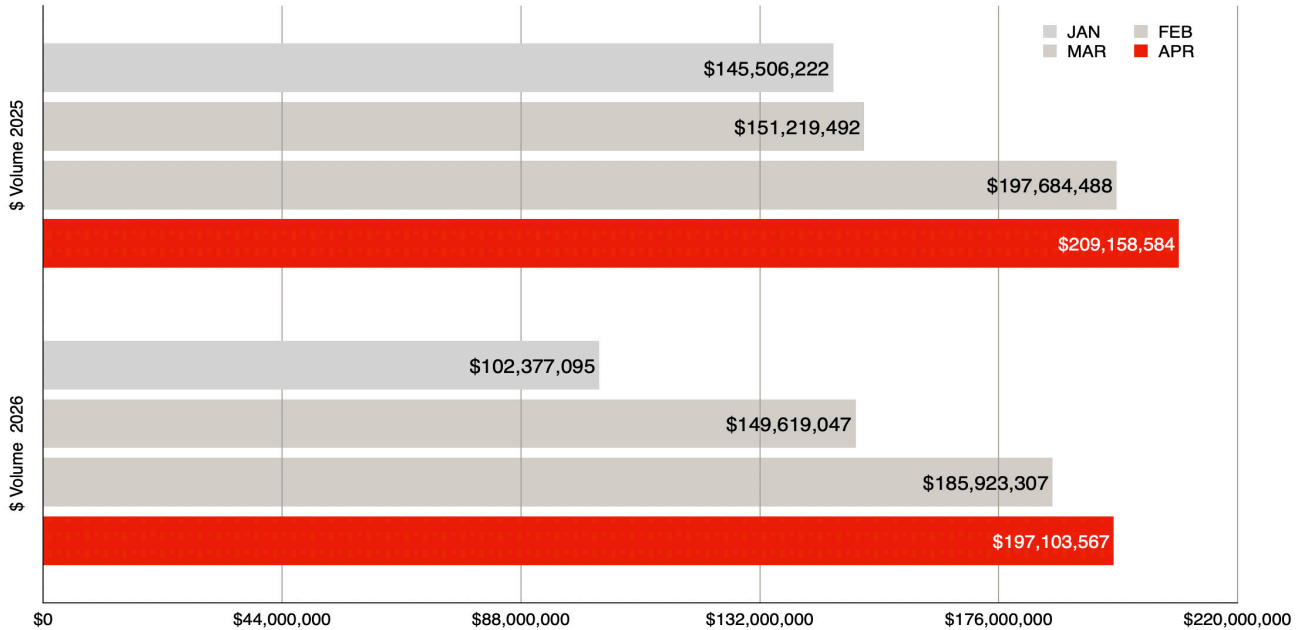


Year-Over-Year

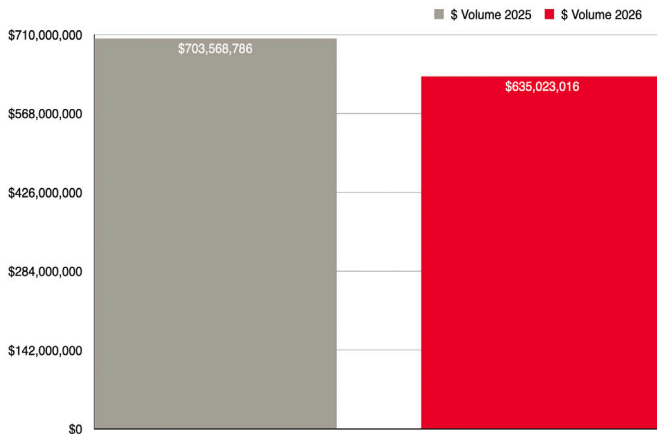


Month-Over-Month 2025 vs. 2026

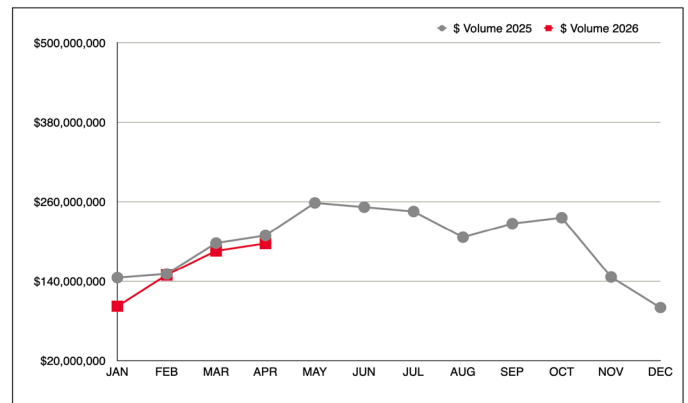
DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

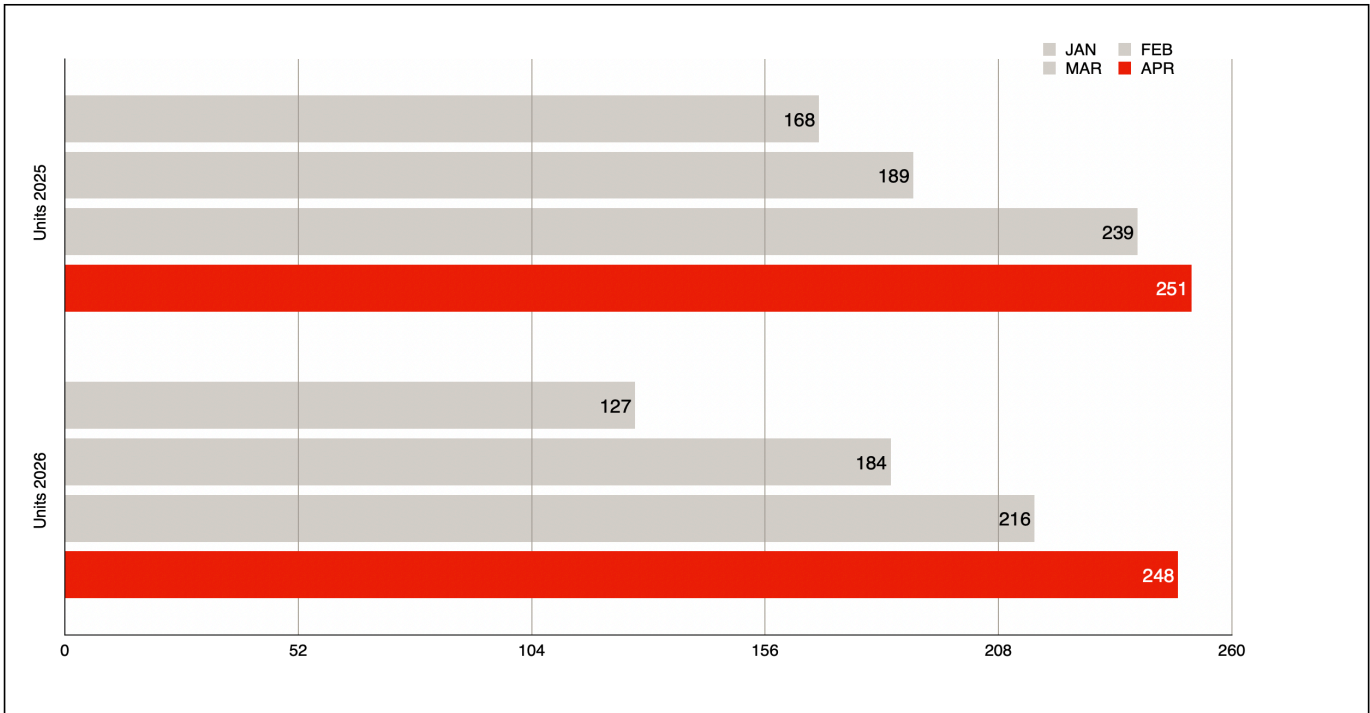


Yearly Totals 2025 vs. 2026

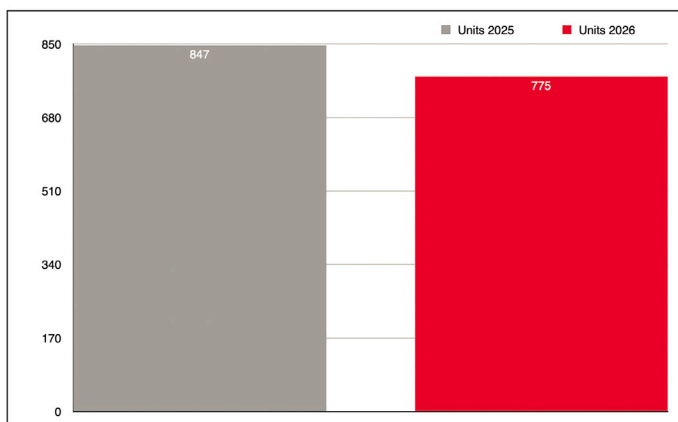


Month vs. Month 2025 vs. 2026

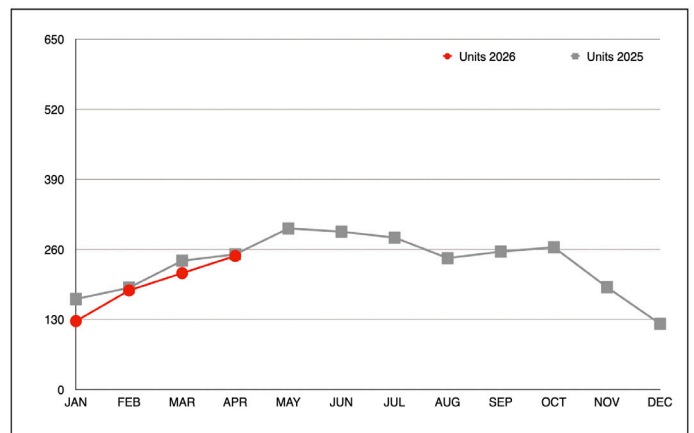
UNIT SALES



Monthly Comparison 2025 vs. 2026

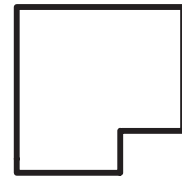


Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$533,236,438 -7.66%	\$101,786,578 -19.28%	\$2,345,000 -77.79%
YTD Unit Sales	590 -7.67%	185 -11.06%	5 -64.29%
YTD Average Sale Price	\$903,791 +0.01%	\$550,198 -9.24%	\$469,000.00 -37.82%
April Sales Volume	\$169,204,897 -1.88%	\$27,898,670 -24%	\$0 -100%

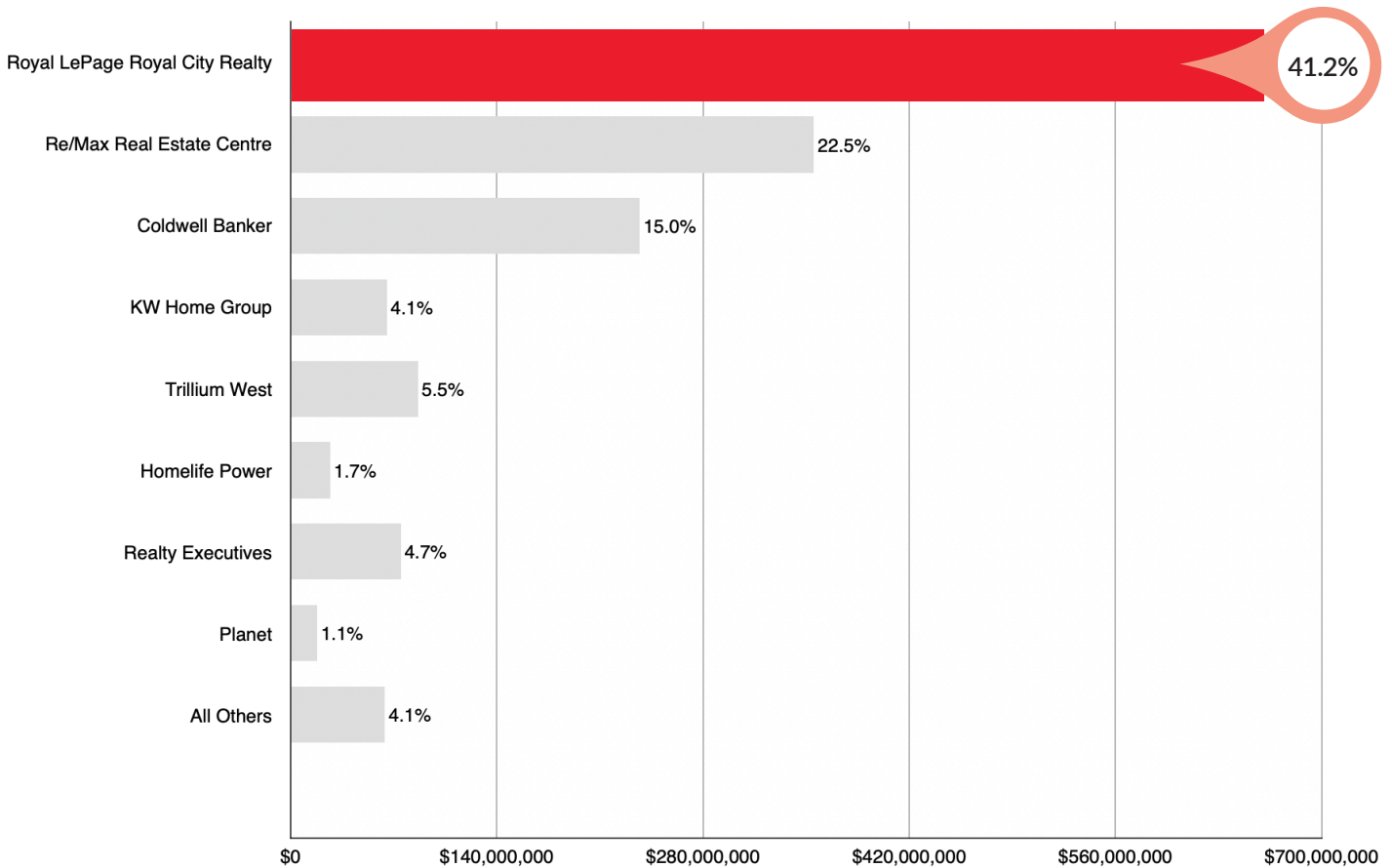


NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of April 1, 2026.

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

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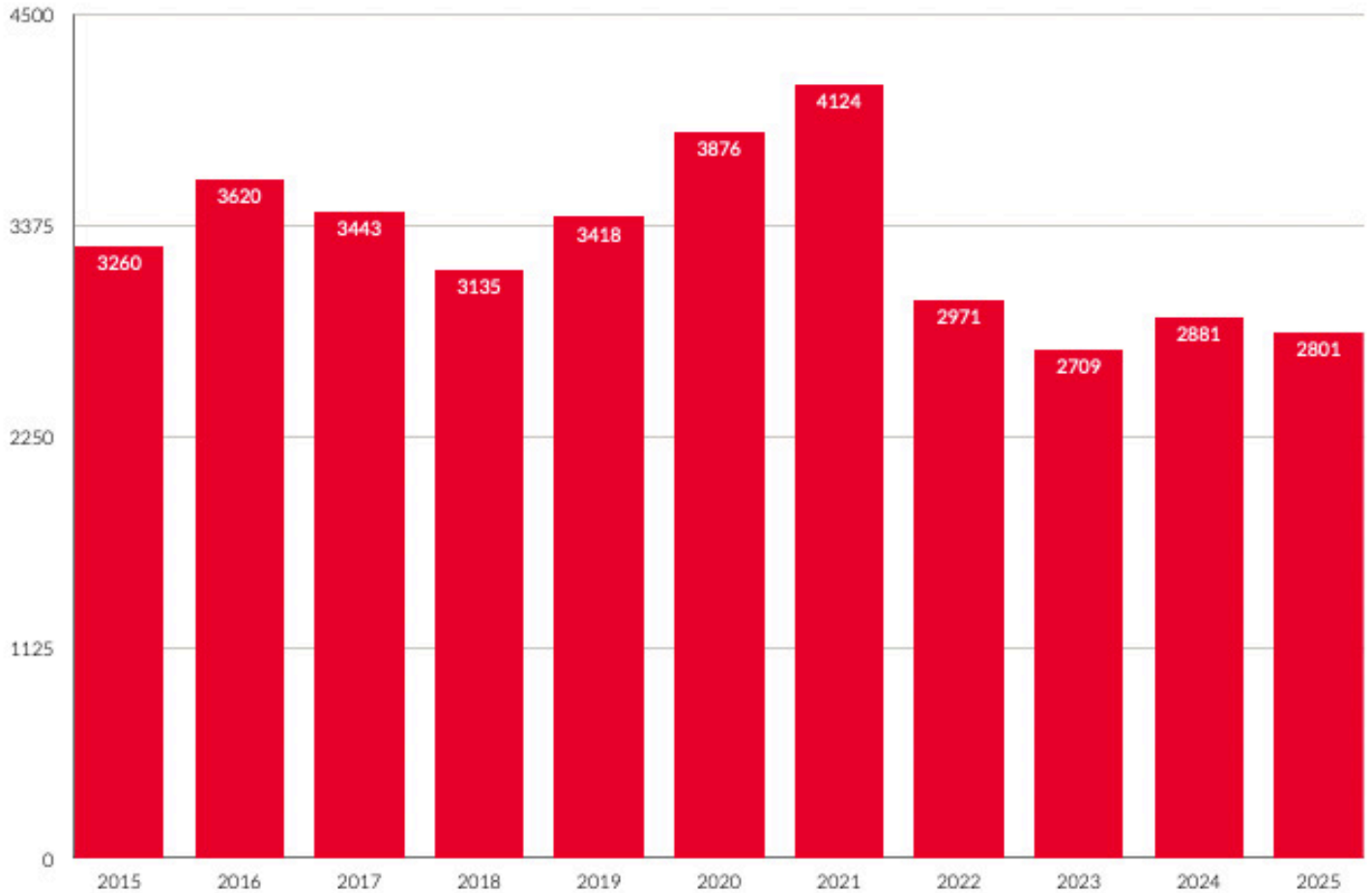
MARKET DOMINANCE



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



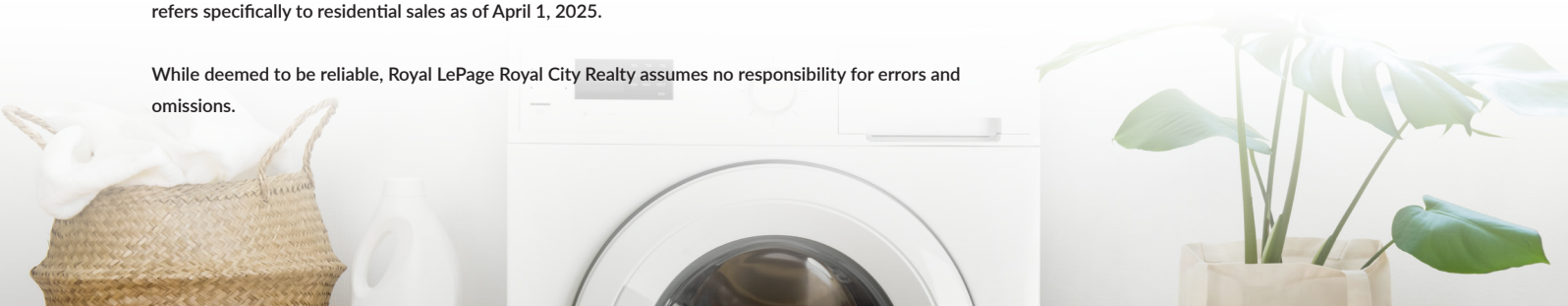
10 YEAR MARKET ANALYSIS



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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