

2026

FEBRUARY

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

The [Wellington County](#)'s real estate market remained in buyer's market territory this period, as inventory growth continued to outpace demand. The median sale price declined 4.86% to \$740,000, while the average sale price rose modestly by 0.95% to \$807,699. Sales volume decreased 5.78% to \$142.48M, driven by a 6.35% drop in unit sales to 177 transactions. New listings increased 7.56% to 484 and expired listings climbed 43.86% to 82, reflecting mounting supply pressures. With a unit sales-to-listings ratio of 36.57%, down 5.43% year over year and below the 39% threshold, conditions continue to favour buyers across Wellington County.



February year-over-year sales volume of \$142,475,047

Down -5.78% from 2025's \$151,219,492 with unit sales of 177 down -6.35% from last February's 189. New listings of 484 are up +7.56% from a year ago, with the sales/listing ratio of 36.57% down -5.43%.



Year-to-date sales volume of \$244,852,142

Down -17.48% from 2025's \$296,725,714 with unit sales of 304 down -14.85% from 2025's 357. New listings of 925 are up +1.2% from a year ago, with the sales/listing ratio of 32.86% down -6.19%.



Year-to-date average sale price of \$799,233

Down from \$833,106 one year ago with median sale price of \$735,000 down from \$793,139 one year ago. Average days-on-market of 52 is up 13 days from last year.

FEBRUARY NUMBERS

Median Sale Price

\$740,000

-4.86%

Average Sale Price

\$807,699

+0.95%

Sales Volume

\$142,475,047

-5.78%

Unit Sales

177

-6.35%

New Listings

484

+7.56%

Expired Listings

82

+43.86%

Unit Sales/Listings Ratio

36.57%

-5.43%

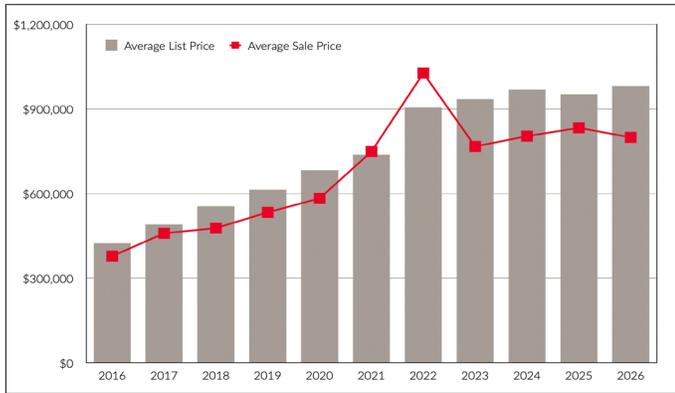
*Year-over-year comparison
(February 2025 vs. February 2026)*

THE MARKET IN DETAIL

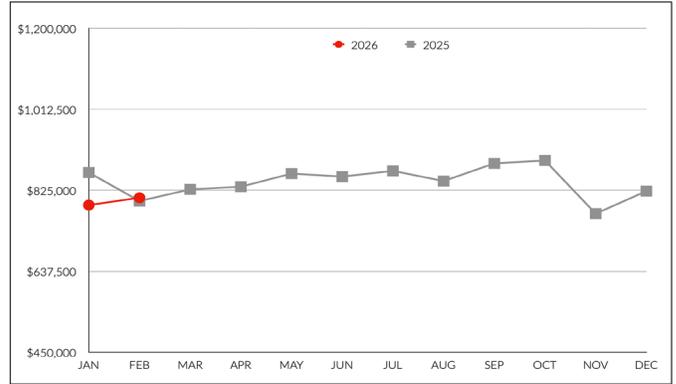
	2024	2025	2026	2025-2026
YTD Volume Sales	\$295,437,573	\$296,725,714	\$244,852,142	-17.48%
YTD Unit Sales	366	357	304	-14.85%
YTD New Listings	681	914	925	+1.2%
YTD Sales/Listings Ratio	53.74%	39.06%	32.86%	-15.86%
YTD Expired Listings	104	158	162	+2.53%
Monthly Volume Sales	\$178,560,330	\$151,219,492	\$142,475,047	-5.78%
Monthly Unit Sales	217	189	177	-6.35%
Monthly New Listings	369	450	484	+7.56%
Monthly Sales/Listings Ratio	58.81%	42.00%	36.57%	-12.93%
Monthly Expired Listings	34	57	82	+43.86%
YTD Sales: \$0-\$199K	0	0	1	+100%
YTD Sales: \$200k-349K	3	5	8	+60%
YTD Sales: \$350K-\$549K	57	50	48	-4%
YTD Sales: \$550K-\$749K	124	89	101	+13.48%
YTD Sales: \$750K-\$999K	120	144	91	-36.81%
YTD Sales: \$1M-\$2M	59	65	47	-27.69%
YTD Sales: \$2M+	5	5	6	+20%
YTD Average Days-On-Market	39.50	39.00	52.00	+33.33%
YTD Average Sale Price	\$803,635	\$833,106	\$799,233	-4.07%
YTD Median Sale Price	\$748,500	\$793,139	\$735,000	-7.33%

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

AVERAGE SALE PRICE

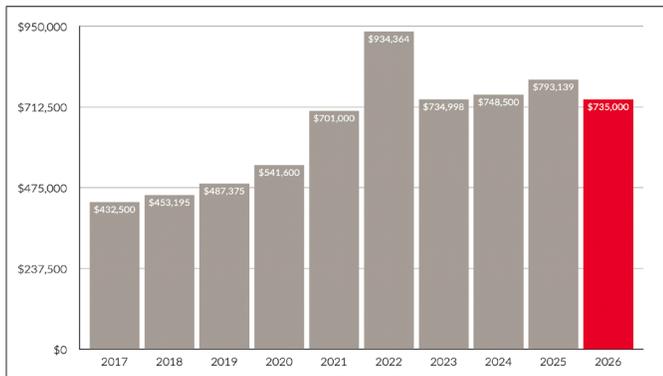


Year-Over-Year

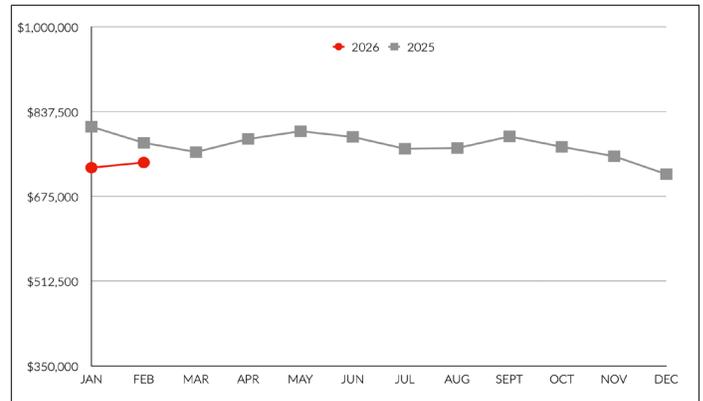


Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE



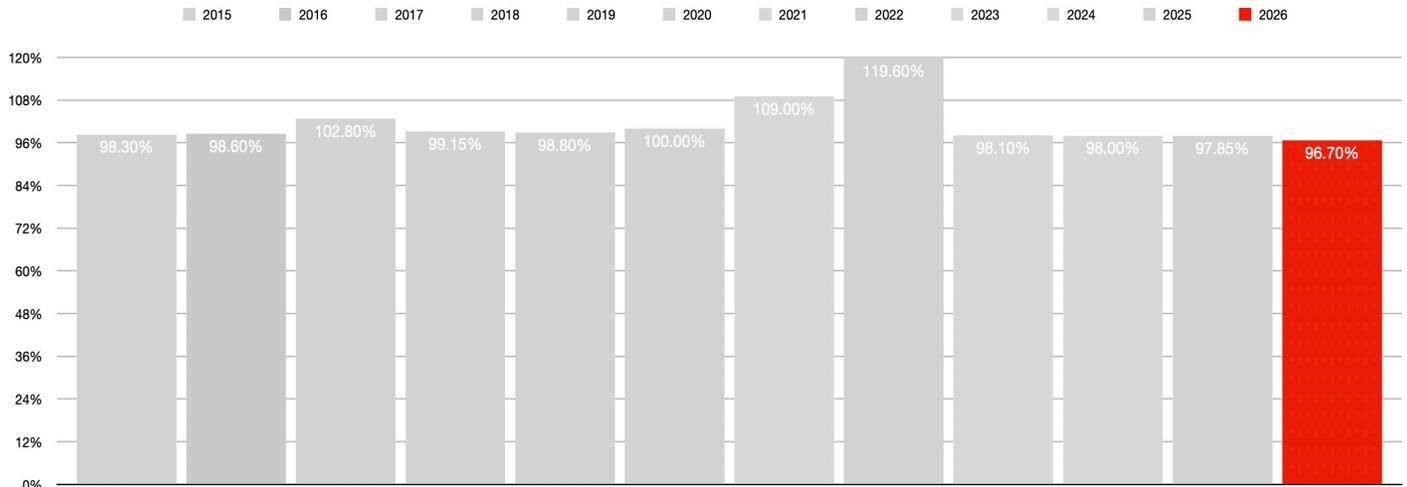
Year-Over-Year



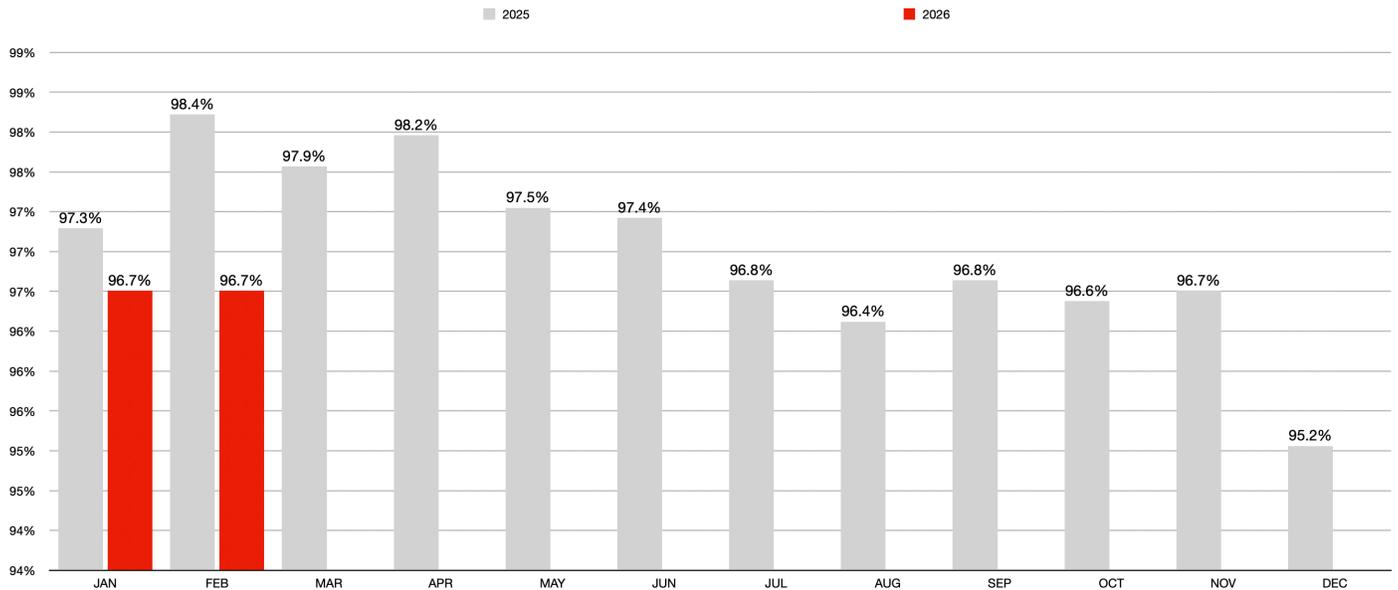
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. LIST PRICE RATIO

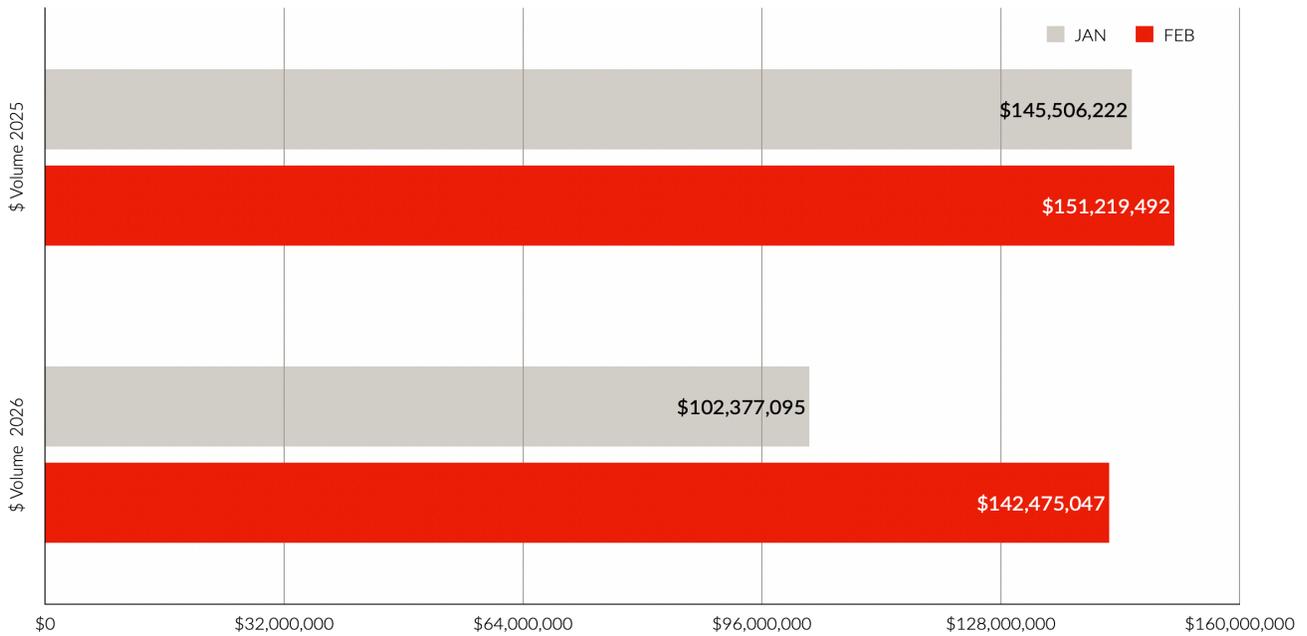


Year-Over-Year



Month-Over-Month 2025 vs. 2026

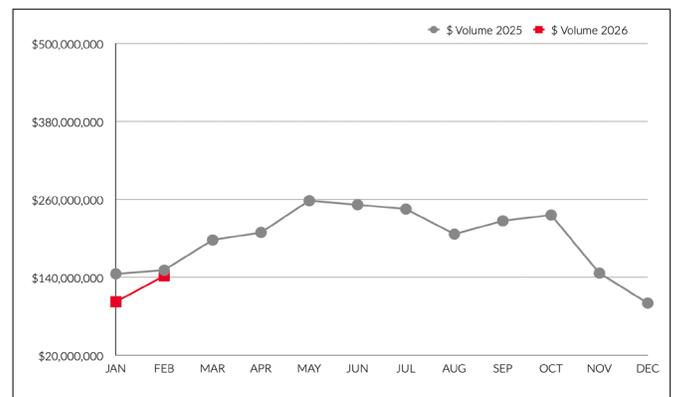
DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

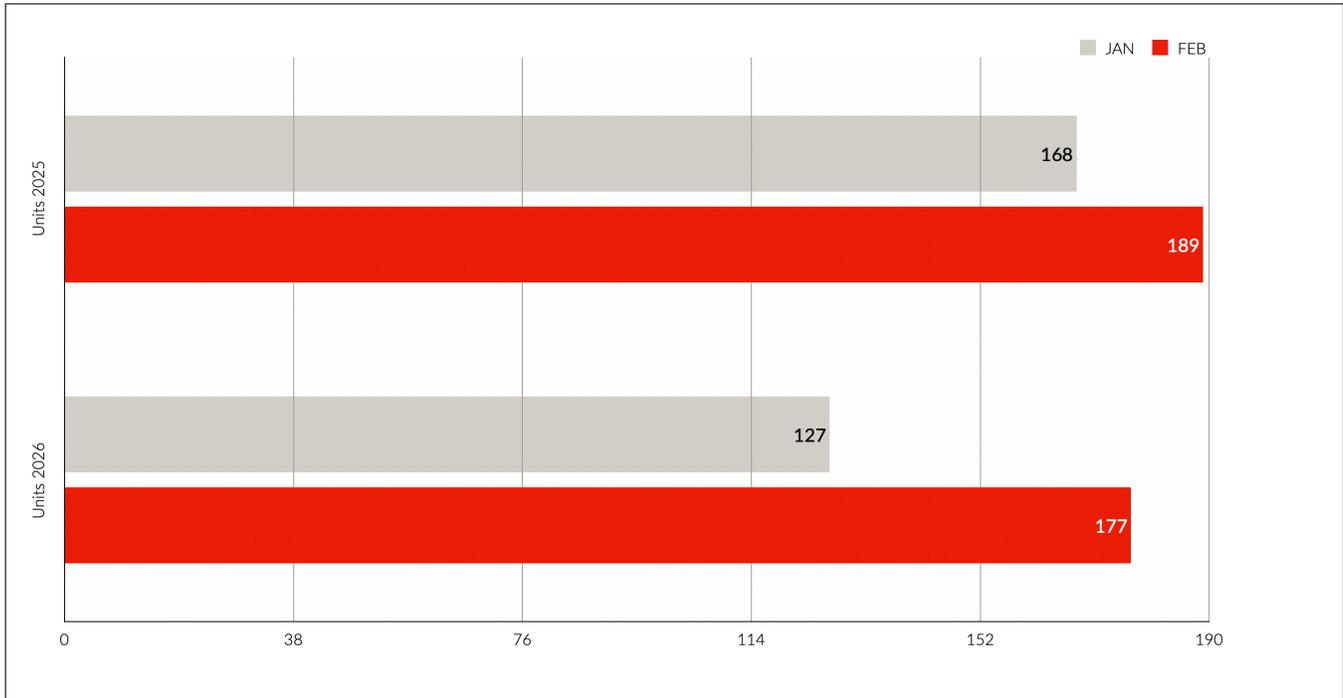


Yearly Totals 2025 vs. 2026

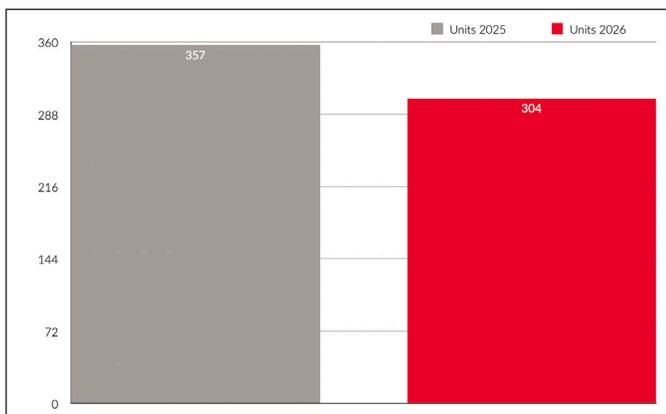


Month vs. Month 2025 vs. 2026

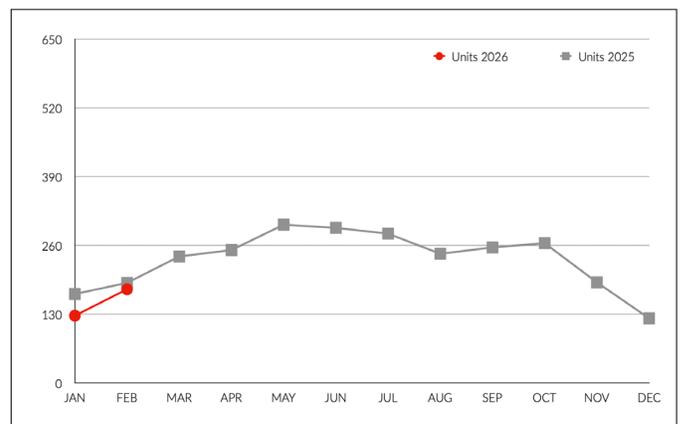
UNIT SALES



Monthly Comparison 2025 vs. 2026

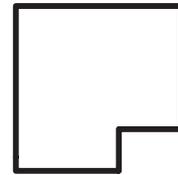


Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$199,434,066 -19.5%	 \$45,418,076 -7.29%	 \$1,530,000 -70.03%
YTD Unit Sales	 225 -17.88%	 79 -4.82%	 3 -50%
YTD Average Sale Price	 \$886,374 -1.97%	 \$574,912 -2.6%	 \$510,000.00 -40.06%
February Sales Volume	 \$117,626,747 -6.29%	 \$24,848,300 -3.31%	 \$1,030,000 -70.78%



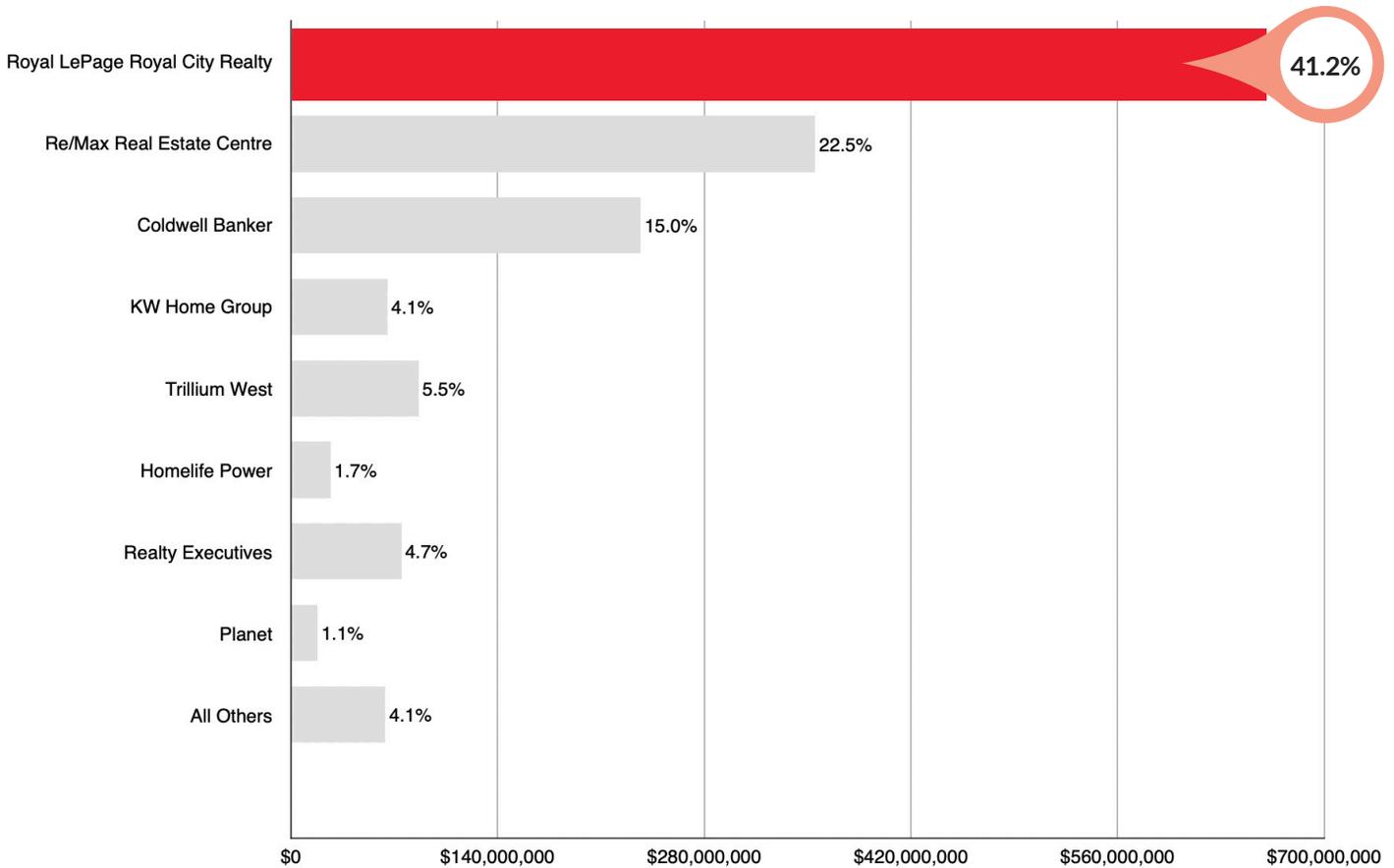
NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of February 1, 2026.

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

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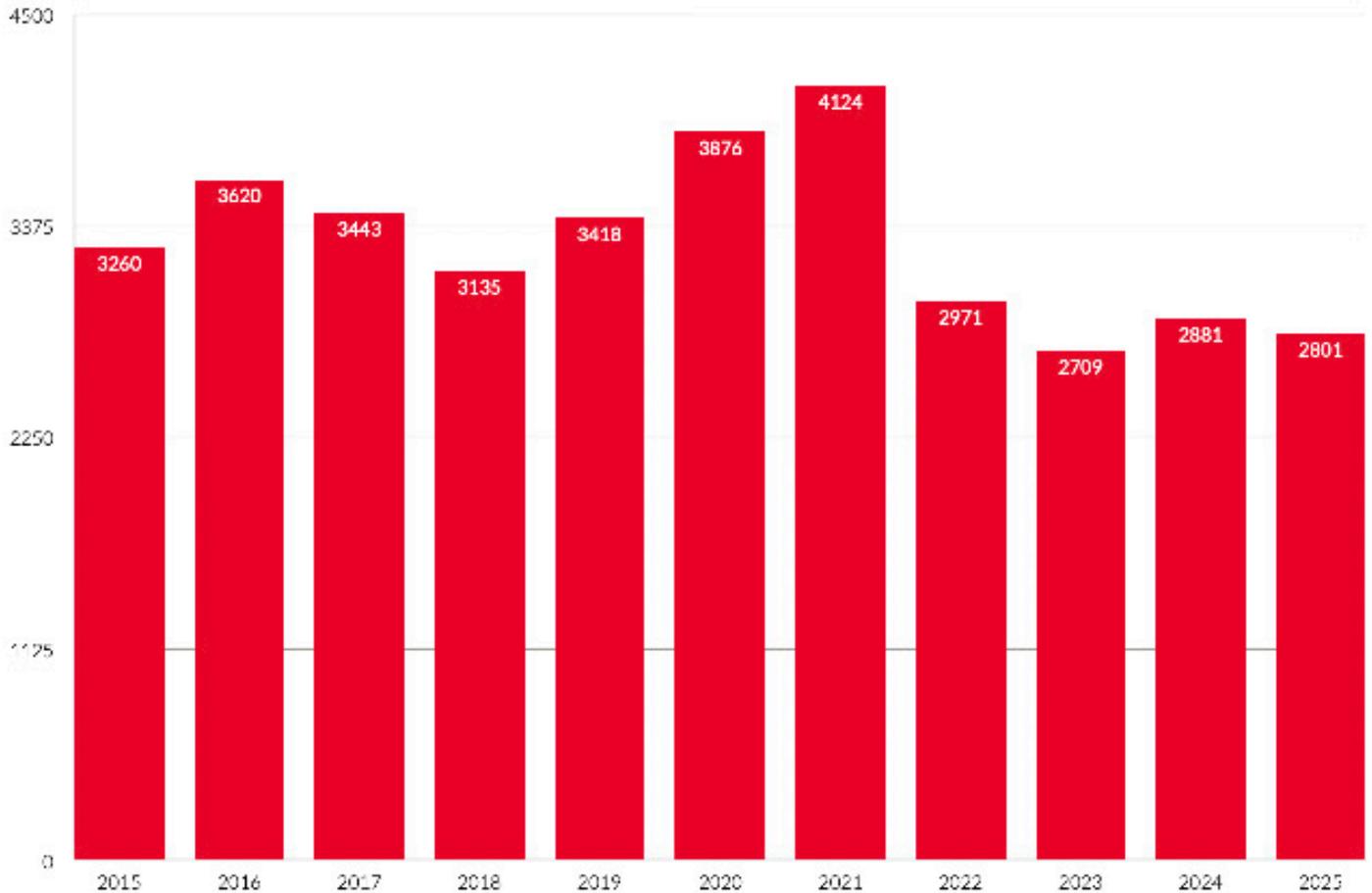
MARKET DOMINANCE



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