

2026

JANUARY

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 firmly in buyer's market territory this period, as declining sales activity continued to outpace demand. The median sale price fell 10.33% to \$725,000, while the average sale price decreased 8.7% to \$790,767. Sales volume dropped 40.76% to \$86.19M, driven by a 35.12% decline in unit sales to 109 transactions. New listings decreased 10.99% to 413, while expired listings fell 20.79% to 80, indicating some moderation in seller activity. With a unit sales-to-listings ratio of 26.39%, down 9.81% year over year, conditions continue to favour buyers across Wellington County.



January year-over-year sales volume of \$86,193,595

Down -40.76% from 2025's \$145,506,222 with unit sales of 109 down -35.12% from last January's 168. New listings of 413 are down -10.99% from a year ago, with the sales/listing ratio of 26.39% down -9.81%.



Year-to-date sales volume of \$86,193,595

Down -40.76% from 2024's \$145,506,222 with unit sales of 109 down -35.12% from 2024's 168. New listings of 413 are down -10.99% from a year ago, with the sales/listing ratio of 26.39% down -9.81%.



Year-to-date average sale price of \$790,767

Down from \$866,108 one year ago with median sale price of \$725,000 down from \$808,500 one year ago. Average days-on-market of 58 is up 11 days from last year.

JANUARY NUMBERS

Median Sale Price

\$725,000

-10.33%

Average Sale Price

\$790,767

-8.7%

Sales Volume

\$86,193,595

-40.76%

Unit Sales

109

-35.12%

New Listings

413

-10.99%

Expired Listings

80

-20.79%

Unit Sales/Listings Ratio

26.39%

-9.81%

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

THE MARKET IN DETAIL

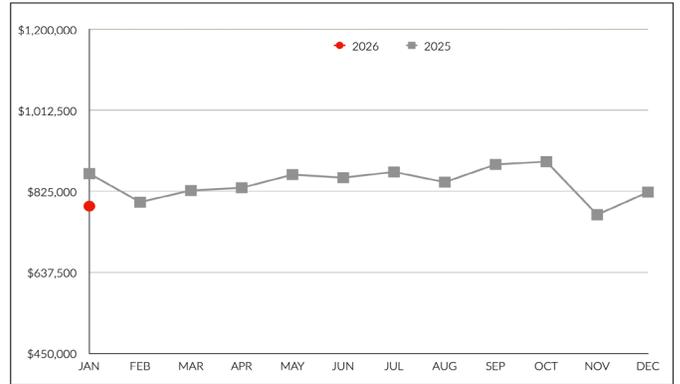
	2024	2025	2026	2025-2026
YTD Volume Sales	\$116,877,243	\$145,506,222	\$86,193,595	-40.76%
YTD Unit Sales	149	168	109	-35.12%
YTD New Listings	312	464	413	-10.99%
YTD Sales/Listings Ratio	47.76%	36.21%	26.39%	-27.11%
YTD Expired Listings	70	101	80	-20.79%
Monthly Volume Sales	\$116,877,243	\$145,506,222	\$86,193,595	-40.76%
Monthly Unit Sales	149	168	109	-35.12%
Monthly New Listings	312	464	413	-10.99%
Monthly Sales/Listings Ratio	47.76%	36.21%	26.39%	-27.11%
Monthly Expired Listings	70	101	80	-20.79%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	1	2	4	+100%
YTD Sales: \$350K-\$549K	25	21	18	-14.29%
YTD Sales: \$550K-\$749K	58	43	37	-13.95%
YTD Sales: \$750K-\$999K	46	68	31	-54.41%
YTD Sales: \$1M-\$2M	18	31	18	-41.94%
YTD Sales: \$2M+	3	4	2	-50%
YTD Average Days-On-Market	41.00	47.00	58.00	+23.4%
YTD Average Sale Price	\$784,411	\$866,108	\$790,767	-8.7%
YTD Median Sale Price	\$720,000	\$808,500	\$725,000	-10.33%

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

AVERAGE SALE PRICE

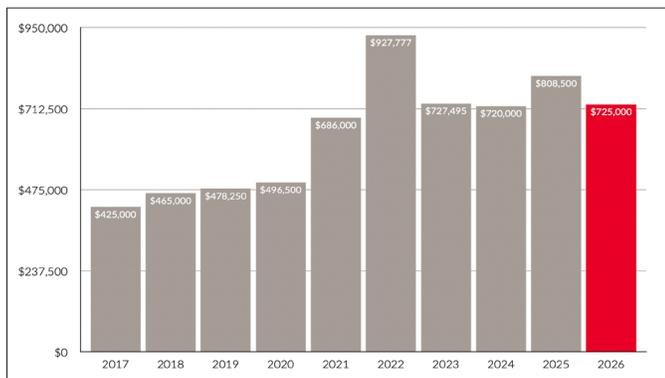


Year-Over-Year

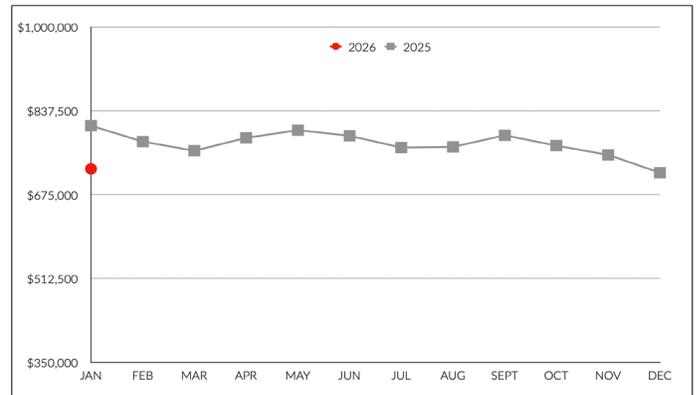


Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE



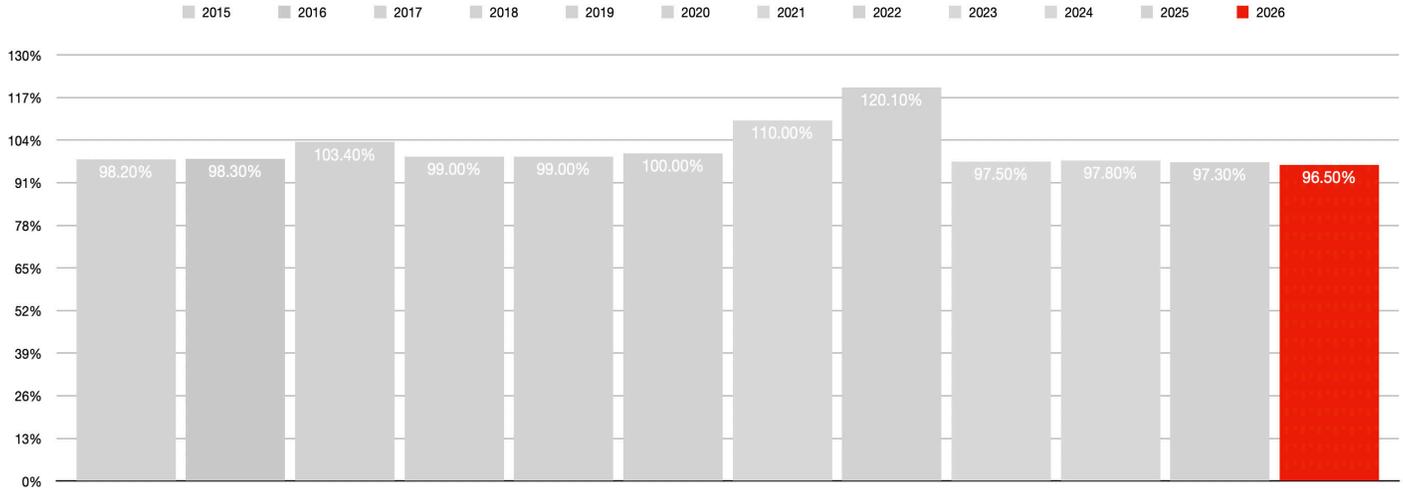
Year-Over-Year



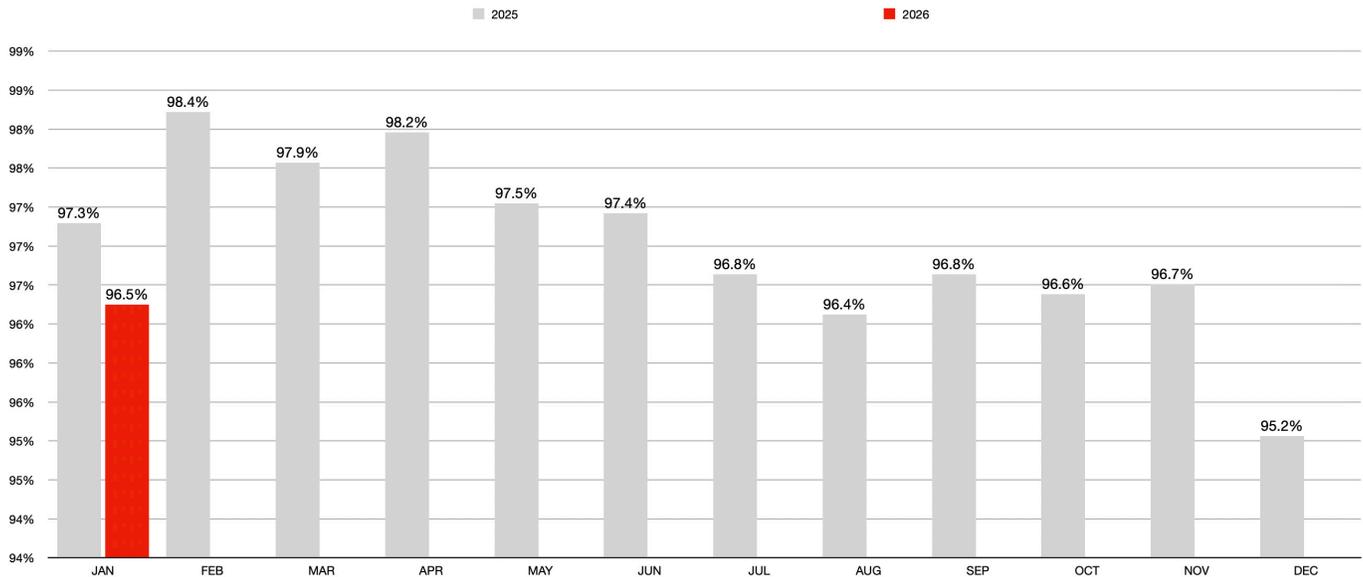
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. LIST PRICE RATIO

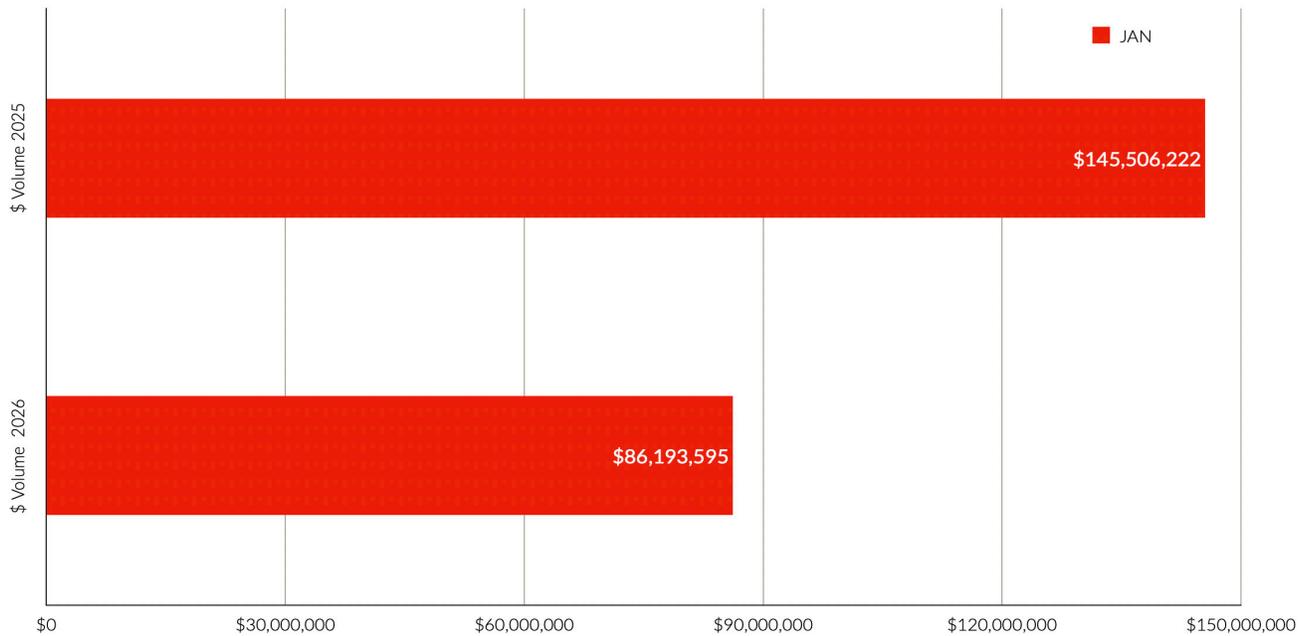


Year-Over-Year



Month-Over-Month 2025 vs. 2026

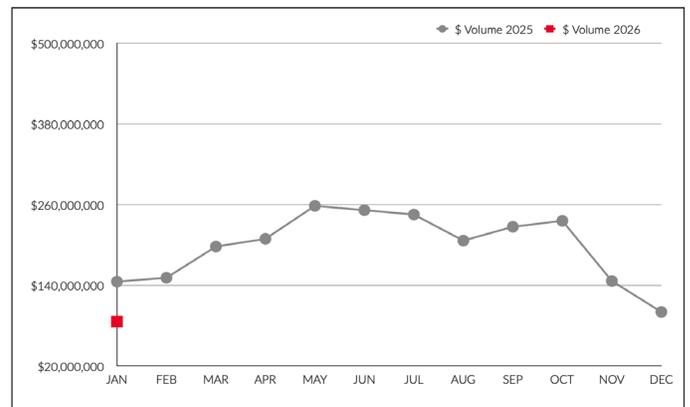
DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

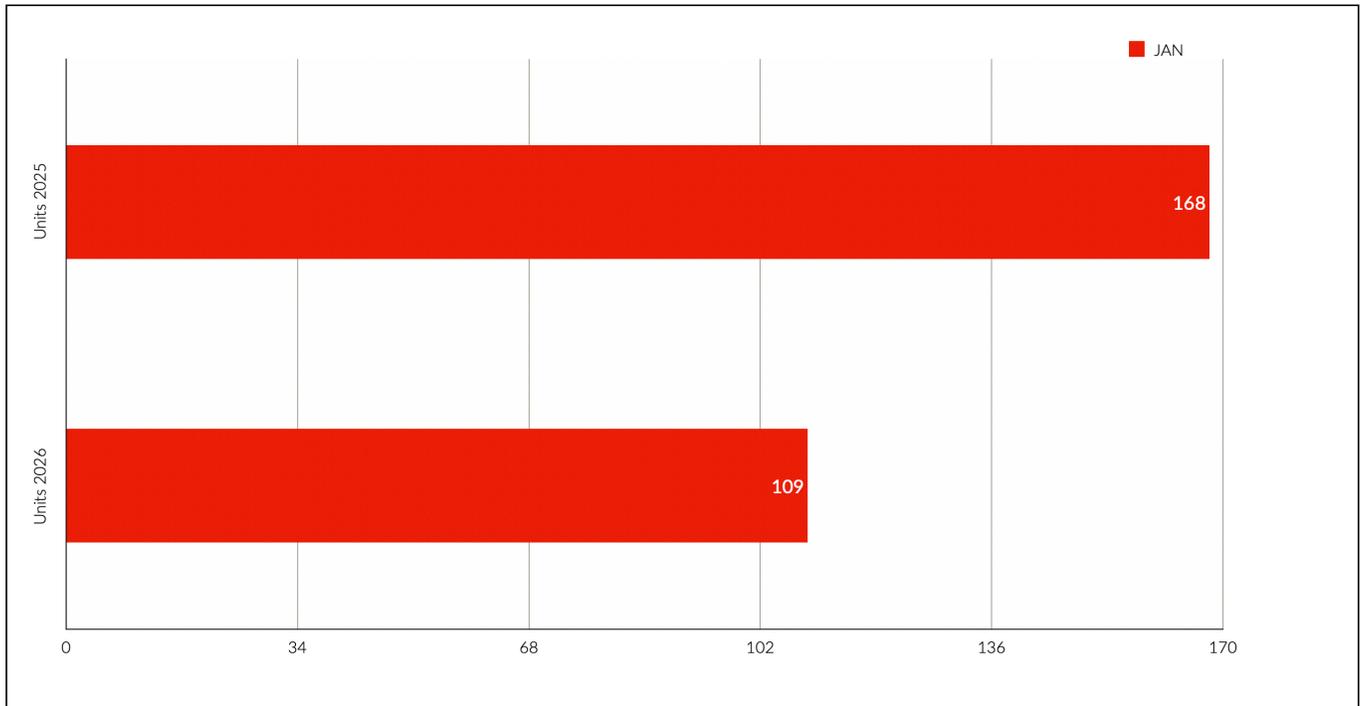


Yearly Totals 2025 vs. 2026

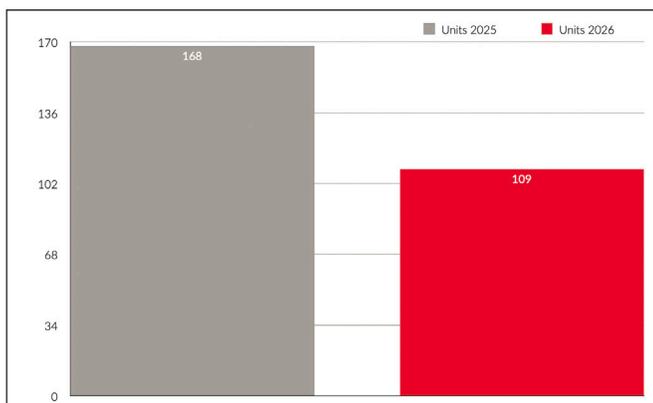


Month vs. Month 2025 vs. 2026

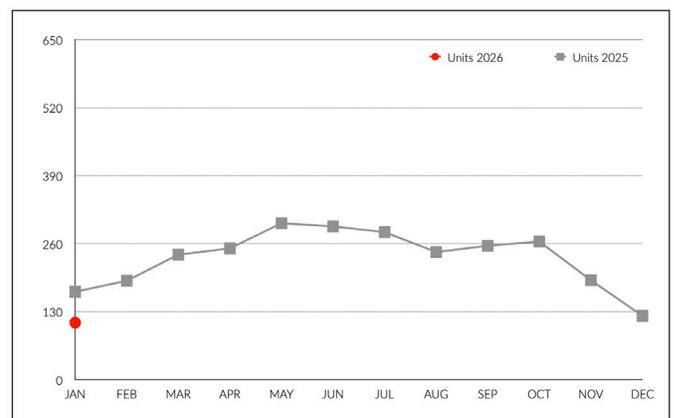
UNIT SALES



Monthly Comparison 2025 vs. 2026

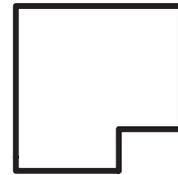


Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	↓ \$68,083,819 -44.29%	↓ \$18,109,776 -22.25%	↓ \$500,000 -68.35%
YTD Unit Sales	↓ 76 -41.54%	↓ 33 -13.16%	↓ 1 -66.67%
YTD Average Sale Price	↓ \$895,840 -4.71%	↓ \$548,781 -10.46%	↓ \$500,000.00 -5.06%
January Sales Volume	↓ \$68,083,819 -44.29%	↓ \$18,109,776 -22.25%	↓ \$500,000 -68.35%

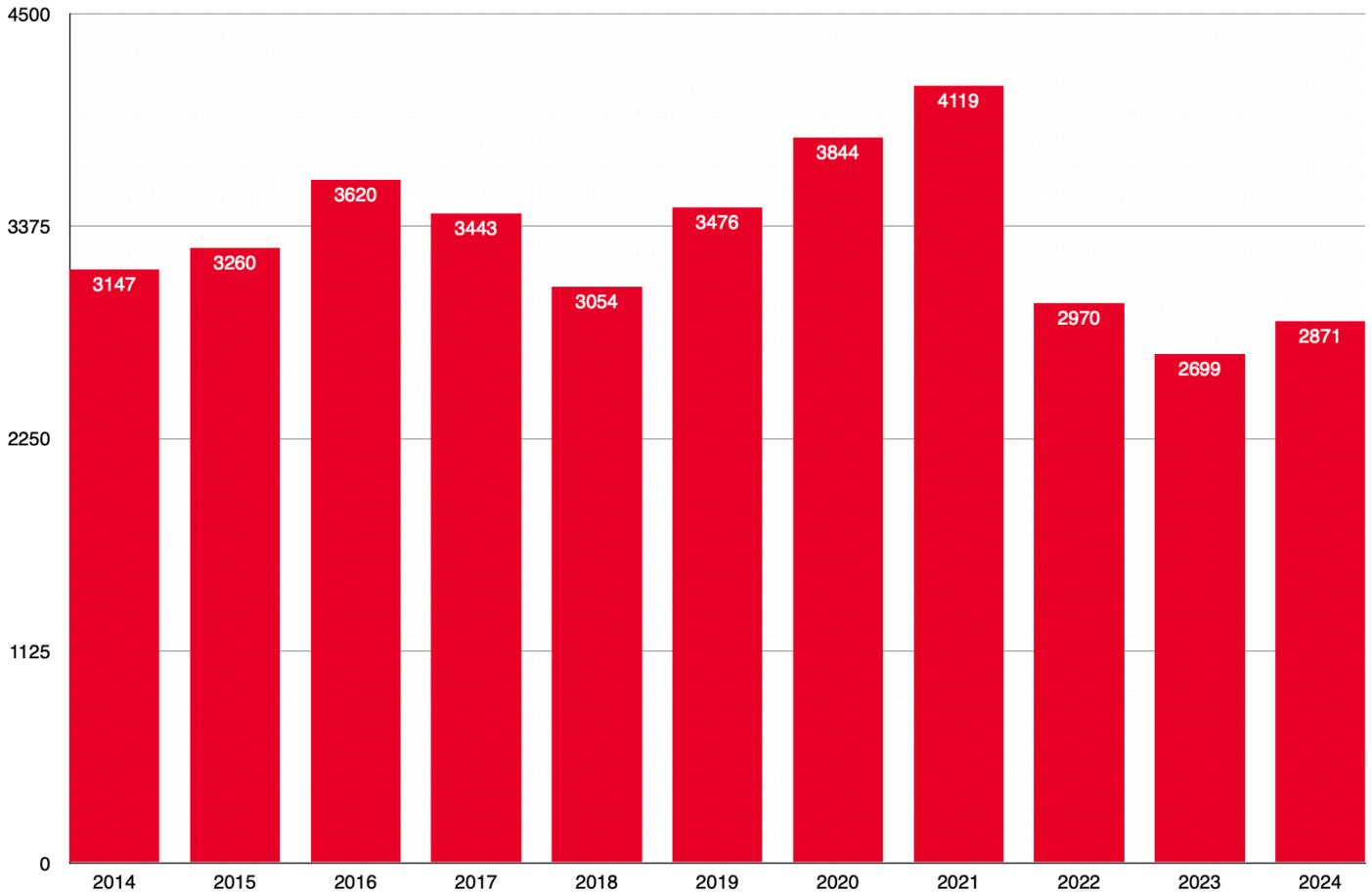


NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of August 1, 2025.

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

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

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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