



2026 MARCH WELLINGTON COUNTY Real Estate Market Report



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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 in buyer's market territory this March, as softer sales activity and steady inventory levels continued to favour purchasers. The median sale price edged down 0.39% to \$757,000, while the average sale price increased 5.15% to \$869,738, reflecting strength in higher-priced segments. Sales volume declined 11.57% to \$174.82M, driven by a 15.9% drop in unit sales to 201 transactions. New listings remained relatively stable, down just 0.49% to 614, while expired listings decreased 3.92% to 49. With a unit sales-to-listings ratio of 32.74%, down 6.00% year over year and below the 39% threshold, conditions continue to favour buyers across Wellington County.



March year-over-year sales volume of \$174,817,307

Down -11.57% from 2025's \$197,684,488 with unit sales of 201 down -15.9% from last March's 239. New listings of 614 are down -0.49% from a year ago, with the sales/listing ratio of 32.74% down -6.00%.



Year-to-date sales volume of \$426,813,449

Down -13.67% from 2025's \$494,410,202 with unit sales of 505 down -15.27% from 2025's 596. New listings of 1,539 are up +0.52% from a year ago, with the sales/listing ratio of 32.81% down -6.12%.



Year-to-date average sale price of \$822,735

Down from \$831,114 one year ago with median sale price of \$740,000 down from \$777,777 one year ago. Average days-on-market of 47 is up 8 days from last year.

MARCH NUMBERS

Median Sale Price

\$757,000

-0.39%

Average Sale Price

\$869,738

+5.15%

Sales Volume

\$174,817,307

-11.57%

Unit Sales

201

-15.9%

New Listings

614

-0.49%

Expired Listings

49

-3.92%

Unit Sales/Listings Ratio

32.74%

-6.00%

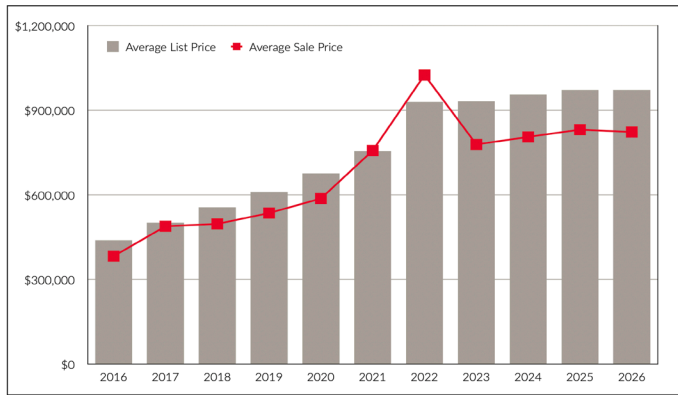
*Year-over-year comparison
(March 2025 vs. March 2026)*

THE MARKET IN DETAIL

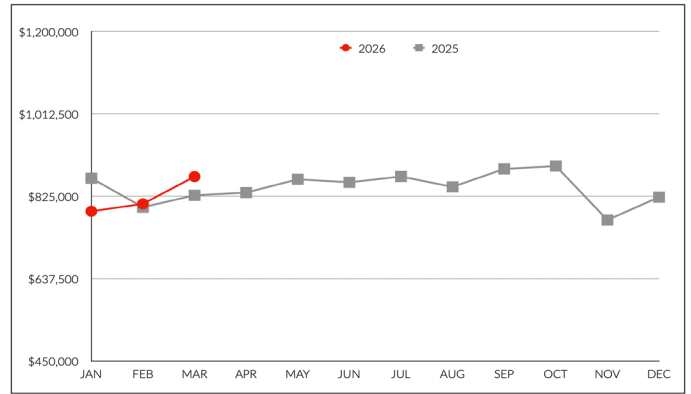
	2024	2025	2026	2025-2026
YTD Volume Sales	\$517,878,701	\$494,410,202	\$426,813,449	-13.67%
YTD Unit Sales	641	596	505	-15.27%
YTD New Listings	1,183	1,531	1,539	+0.52%
YTD Sales/Listings Ratio	54.18%	38.93%	32.81%	-15.71%
YTD Expired Listings	146	209	211	+0.96%
Monthly Volume Sales	\$222,441,128	\$197,684,488	\$174,817,307	-11.57%
Monthly Unit Sales	275	239	201	-15.9%
Monthly New Listings	502	617	614	-0.49%
Monthly Sales/Listings Ratio	54.78%	38.74%	32.74%	-15.49%
Monthly Expired Listings	42	51	49	-3.92%
YTD Sales: \$0-\$199K	4	3	2	-33.33%
YTD Sales: \$200k-349K	6	8	11	+37.5%
YTD Sales: \$350K-\$549K	96	86	88	+2.33%
YTD Sales: \$550K-\$749K	216	162	157	-3.09%
YTD Sales: \$750K-\$999K	197	222	149	-32.88%
YTD Sales: \$1M-\$2M	119	107	89	-16.82%
YTD Sales: \$2M+	6	10	14	+40%
YTD Average Days-On-Market	34.67	39.00	47.33	+21.37%
YTD Average Sale Price	\$805,382	\$831,114	\$822,735	-1.01%
YTD Median Sale Price	\$760,000	\$777,777	\$740,000	-4.86%

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

AVERAGE SALE PRICE

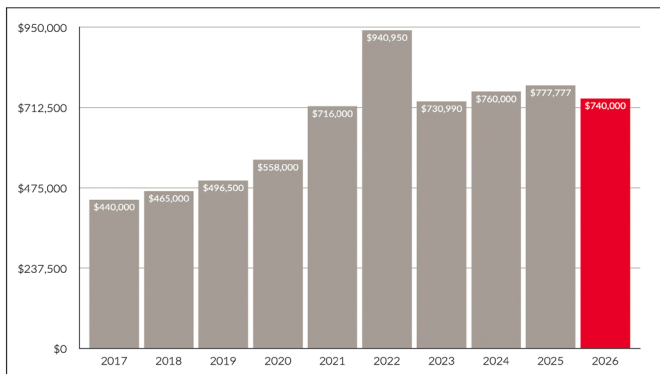


Year-Over-Year

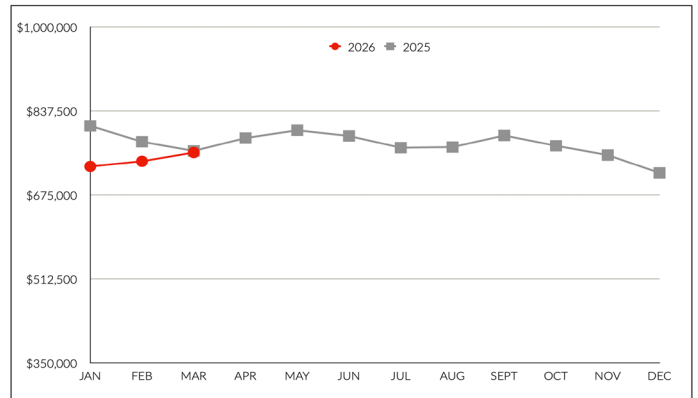


Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE



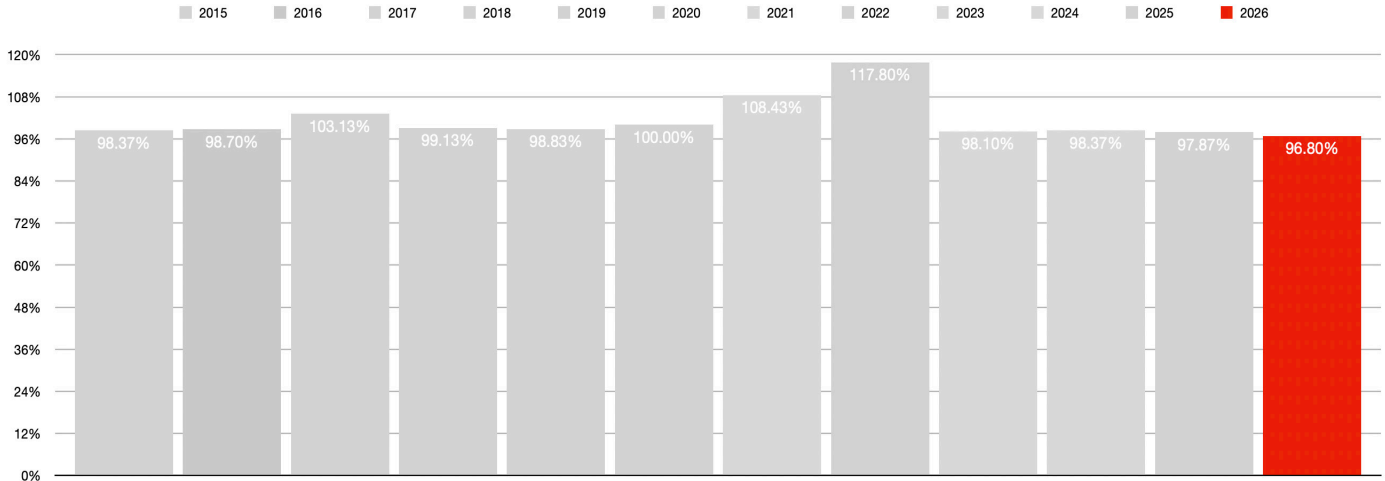
Year-Over-Year



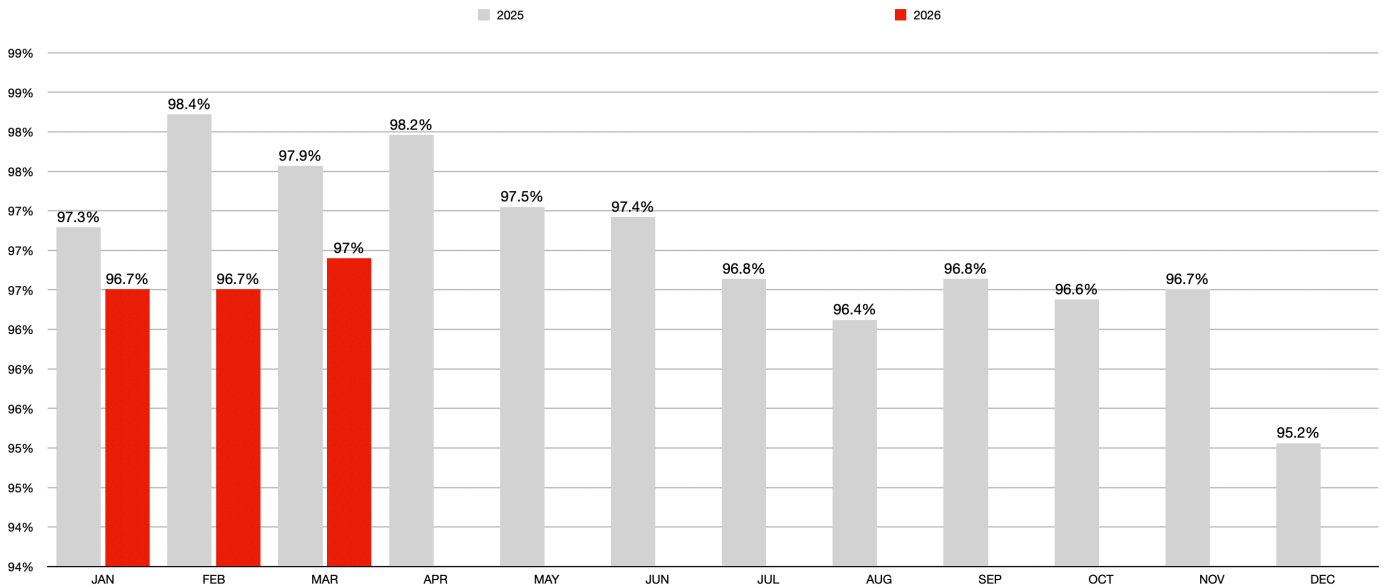
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. LIST PRICE RATIO

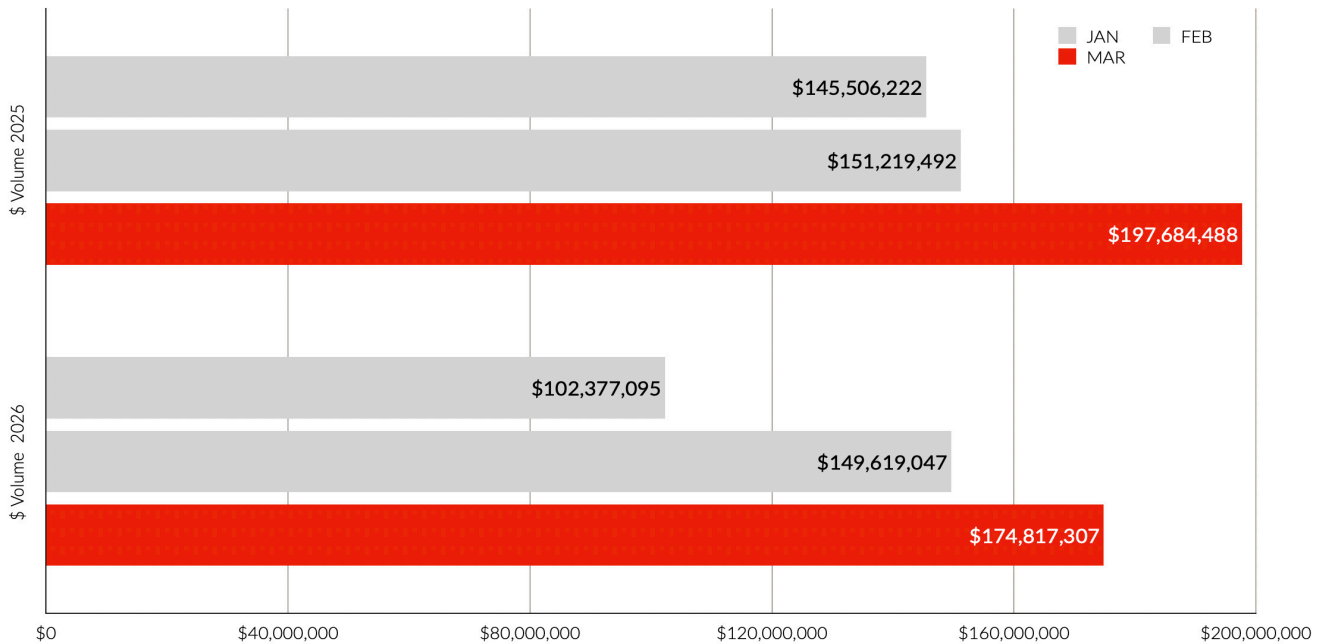


Year-Over-Year



Month-Over-Month 2025 vs. 2026

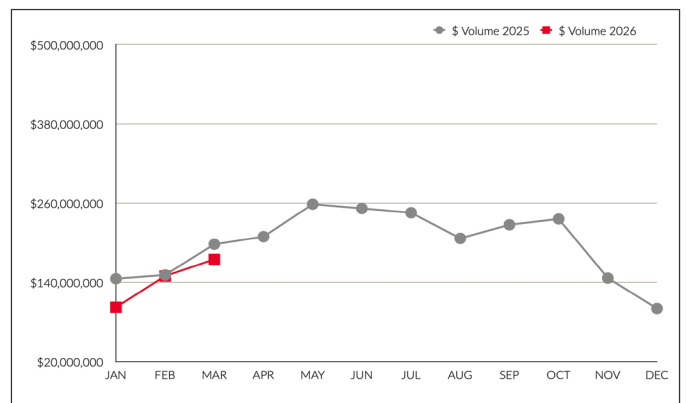
DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

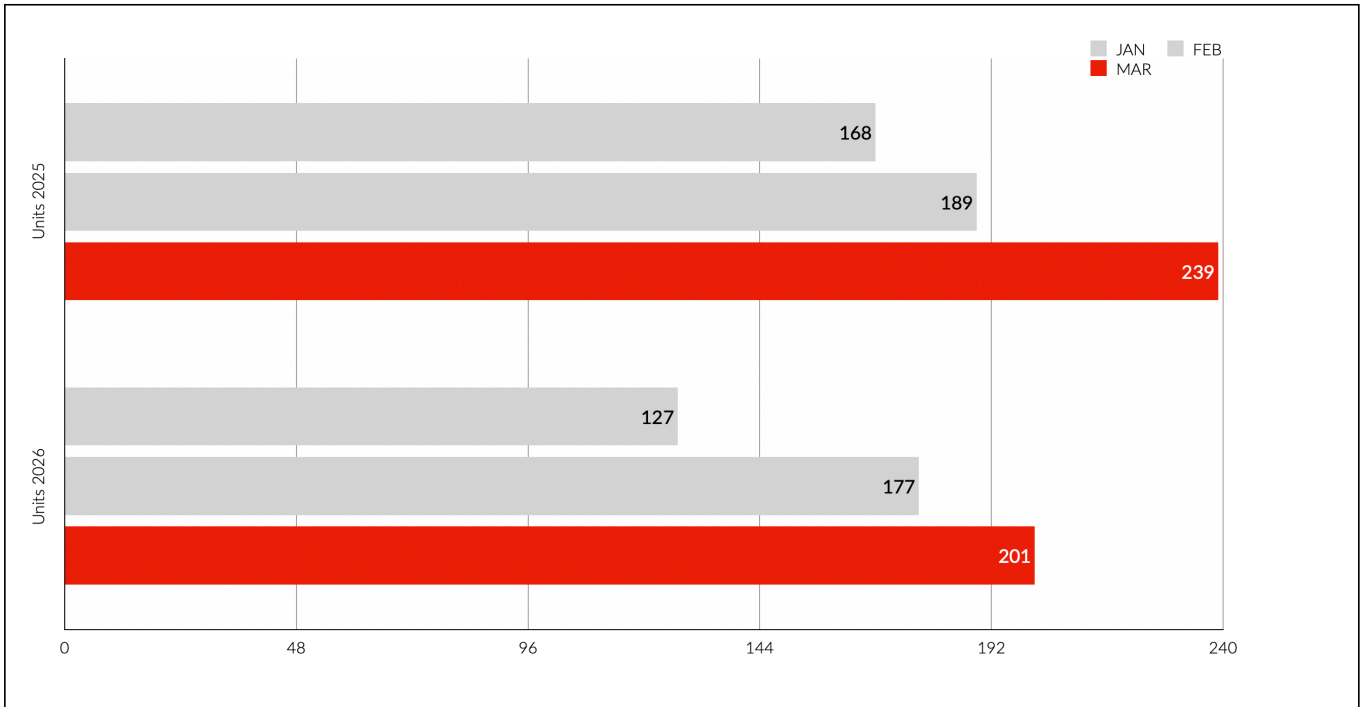


Yearly Totals 2025 vs. 2026

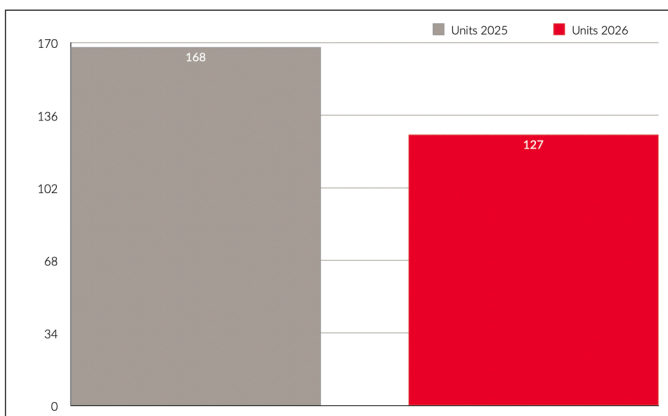


Month vs. Month 2025 vs. 2026

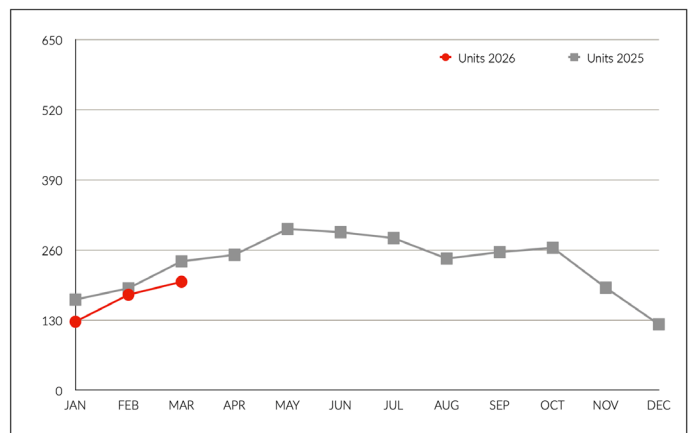
UNIT SALES



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	 \$355,755,541 -12.16%	 \$71,057,908 -20.5%	 \$2,345,000 -63.3%
YTD Unit Sales	 387 -13.42%	 126 -15.44%	 5 -50%
YTD Average Sale Price	 \$919,265 +1.45%	 \$563,952 -5.99%	 \$469,000.00 -26.6%
March Sales Volume	 \$150,199,475 -4.51%	 \$24,617,832 -39.06%	 \$815,000 -36.58%

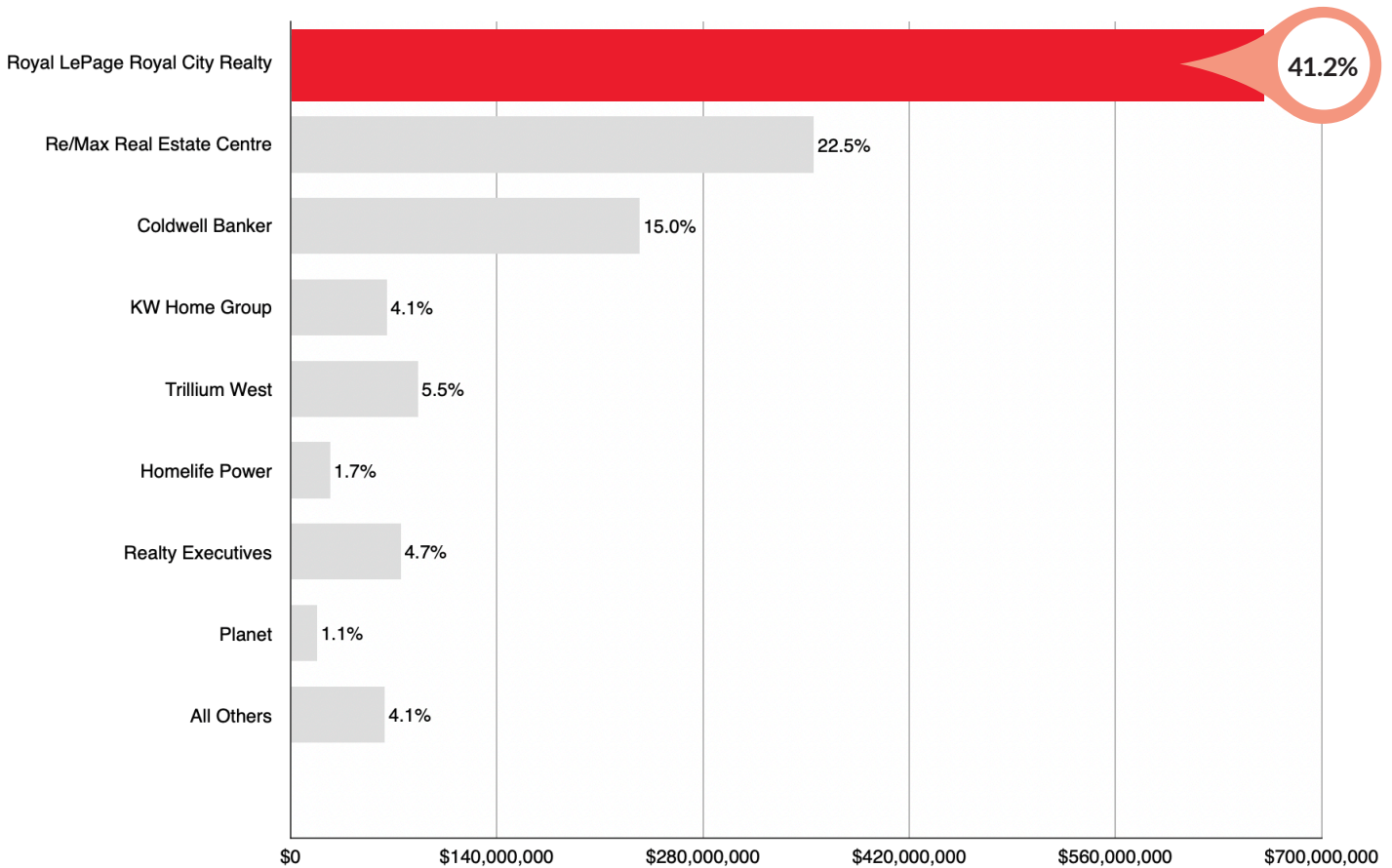


NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of March 1, 2026.

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

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

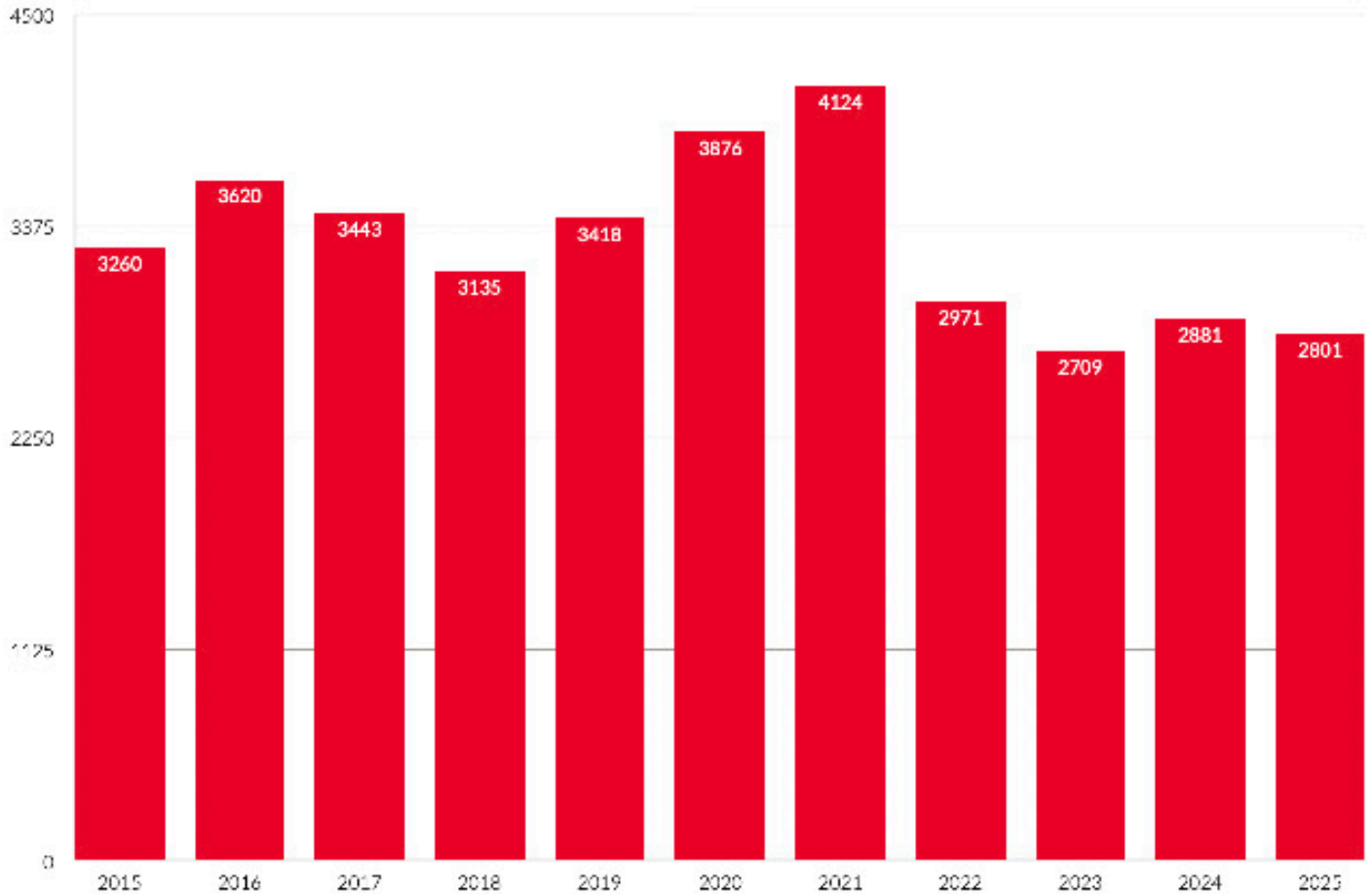
MARKET DOMINANCE



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



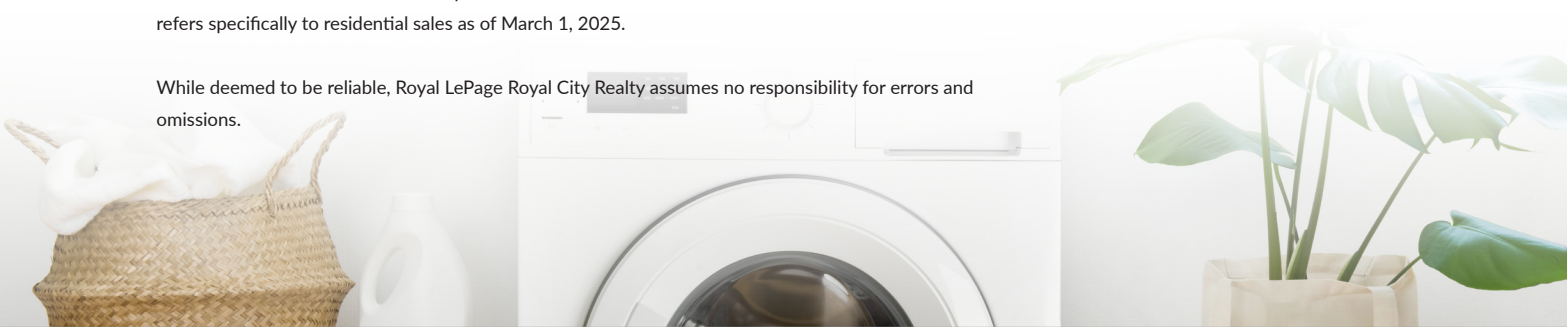
10 YEAR MARKET ANALYSIS



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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