



2026

**MAY**

**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 in buyer's market territory in May, although market conditions showed signs of improvement compared to last year. The median sale price declined 7.50% to \$740,000, while the average sale price decreased 3.96% to \$961,558. Despite softer pricing, sales activity strengthened, with sales volume increasing 1.76% to \$262.77M and unit sales rising 3.01% to 308 transactions. New listings decreased 5.42% to 820, while expired listings climbed 28.81% to 76, indicating continued competition among sellers. The unit sales-to-listings ratio improved 8.91% year over year to 37.56%; however, it remains below the 39% threshold, keeping Wellington County in buyer's market territory.



### May year-over-year sales volume of \$262,768,242

Up +1.76% from 2025's \$258,227,858 with unit sales of 308 up +3.01% from last May's 299. New listings of 820 are down -5.42% from a year ago, with the sales/listing ratio of 37.56% up +8.91%.



### Year-to-date sales volume of \$897,791,258

Down -6.65% from 2025's \$961,796,644 with unit sales of 1,083 down -5.5% from 2025's 1,146. New listings of 3,196 are up +2.57% from a year ago, with the sales/listing ratio of 33.89% down -2.89% from 2025's 36.78%.



### Year-to-date average sale price of \$825,212

Down from \$838,056 one year ago with median sale price of \$740,000 down from \$785,000 one year ago. Average days-on-market of 46 is up 9 days from last year.

## MAY NUMBERS

### Median Sale Price

**\$740,000**

-7.50%

### Average Sale Price

**\$854,471**

-1.06%

### Sales Volume

**\$262,768,242**

+1.76%

### Unit Sales

**308**

+3.01%

### New Listings

**820**

-5.42%

### Expired Listings

**76**

+28.81%

### Unit Sales/Listings Ratio

**37.56%**

+8.91%

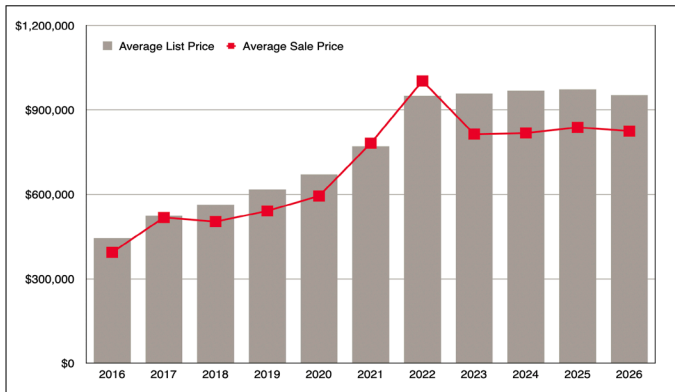
*Year-over-year comparison  
(May 2025 vs. May 2026)*

# THE MARKET IN DETAIL

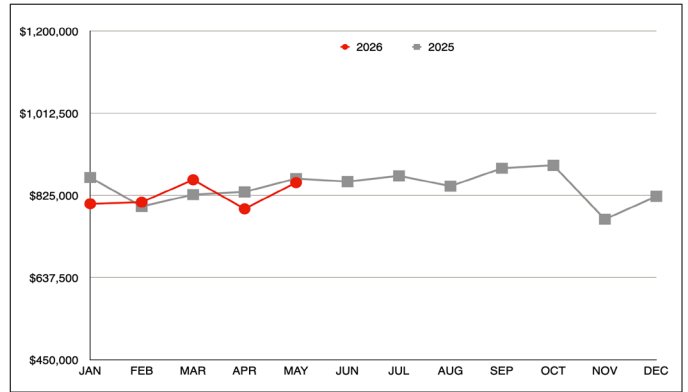
	2024	2025	2026	2025-2026
YTD Volume Sales	\$1,008,482,717	\$961,796,644	\$897,791,258	-6.65%
YTD Unit Sales	1,227	1,146	1,083	-5.5%
YTD New Listings	2,491	3,116	3,196	+2.57%
YTD Sales/Listings Ratio	49.26%	36.78%	33.89%	-7.86%
YTD Expired Listings	216	330	467	+41.52%
Monthly Volume Sales	\$261,112,010	\$258,227,858	\$262,768,242	+1.76%
Monthly Unit Sales	311	299	308	+3.01%
Monthly New Listings	698	867	820	-5.42%
Monthly Sales/Listings Ratio	44.56%	34.49%	37.56%	+8.91%
Monthly Expired Listings	35	59	76	+28.81%
YTD Sales: \$0-\$199K	11	5	8	+60%
YTD Sales: \$200k-349K	11	12	24	+100%
YTD Sales: \$350K-\$549K	162	161	205	+27.33%
YTD Sales: \$550K-\$749K	385	317	314	-0.95%
YTD Sales: \$750K-\$999K	403	418	310	-25.84%
YTD Sales: \$1M-\$2M	245	214	195	-8.88%
YTD Sales: \$2M+	13	22	29	+31.82%
YTD Average Days-On-Market	31.80	36.80	45.60	+23.91%
YTD Average Sale Price	\$817,994	\$838,056	\$825,212	-1.53%
YTD Median Sale Price	\$777,000	\$785,000	\$740,000	-5.73%

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

# AVERAGE SALE PRICE

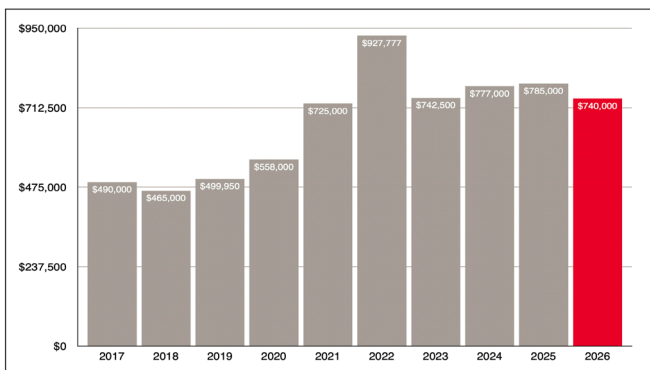


Year-Over-Year

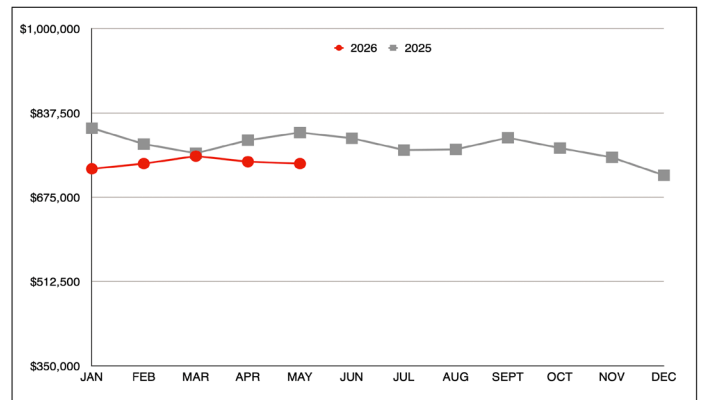


Month-Over-Month 2025 vs. 2026

# MEDIAN SALE PRICE



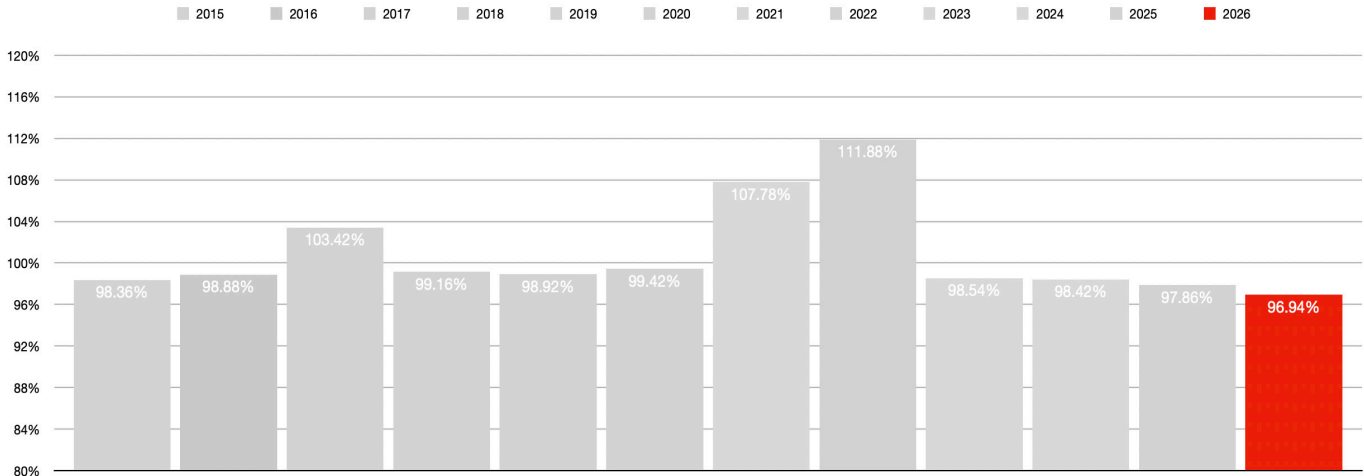
Year-Over-Year



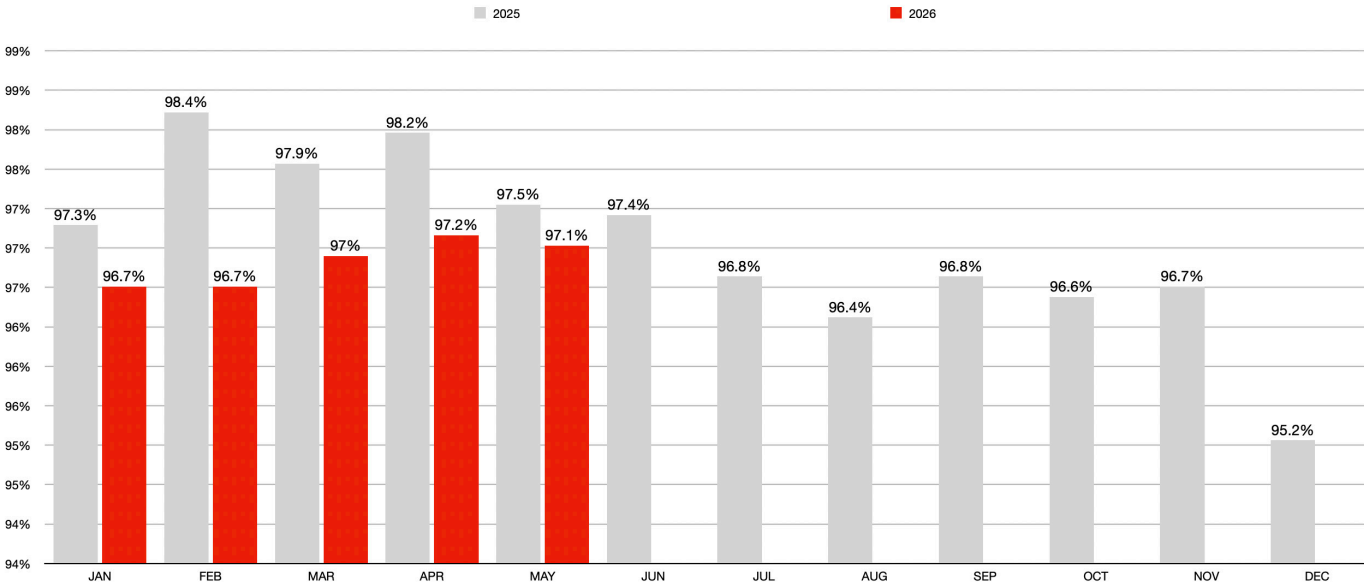
Month-Over-Month 2025 vs. 2026

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

# SALE PRICE VS. LIST PRICE RATIO

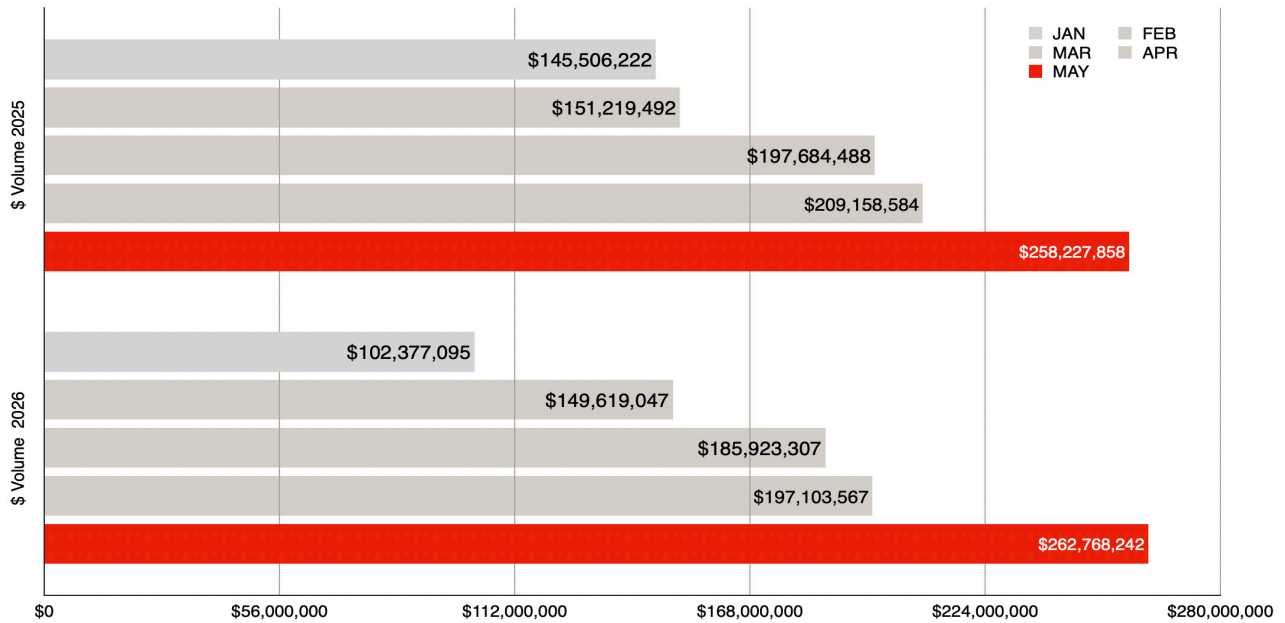


## Year-Over-Year

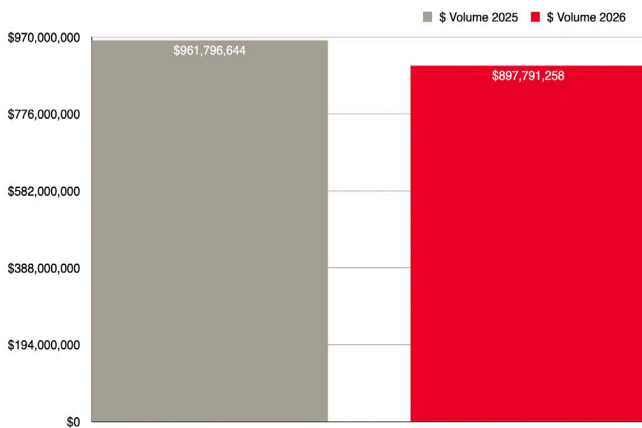


## Month-Over-Month 2025 vs. 2026

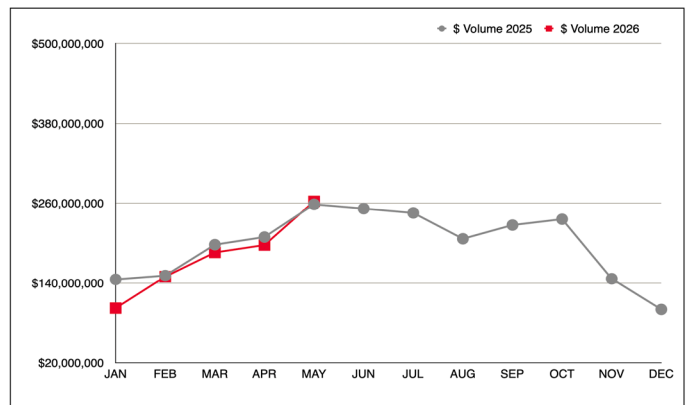
# DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

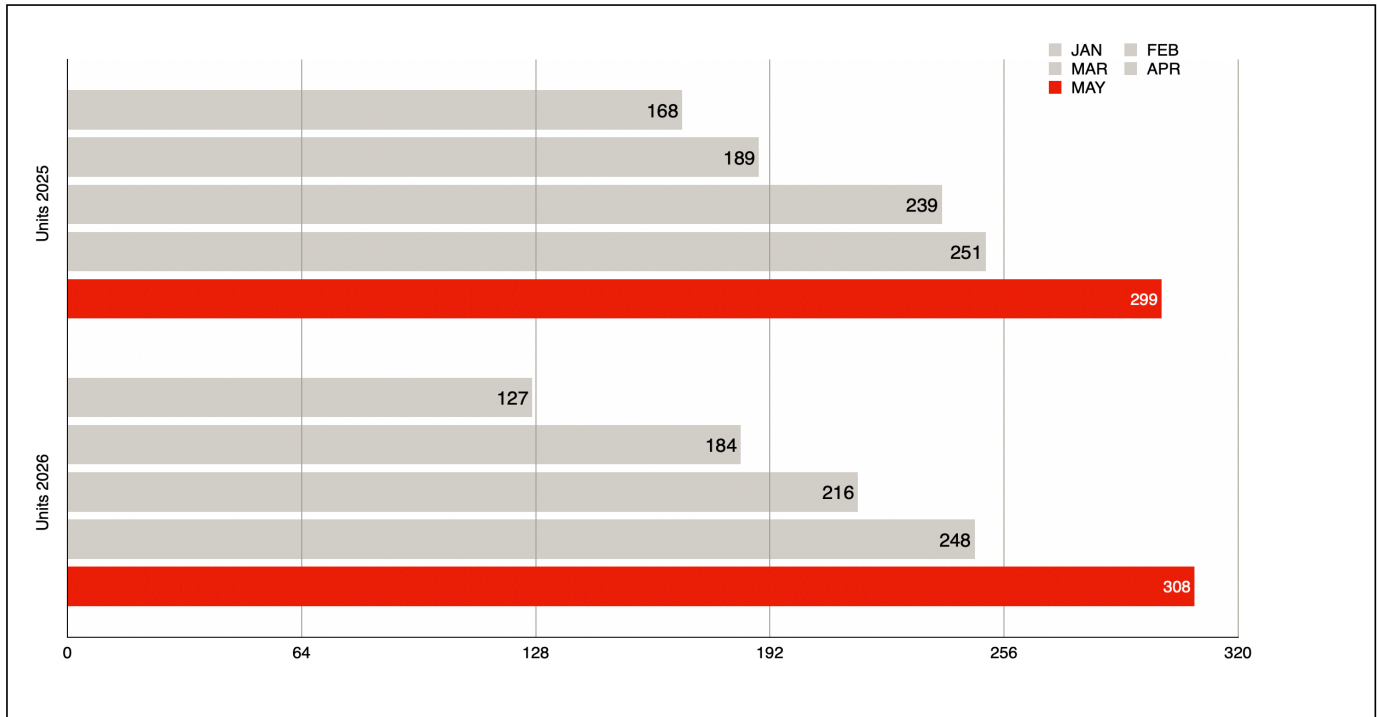


Yearly Totals 2025 vs. 2026

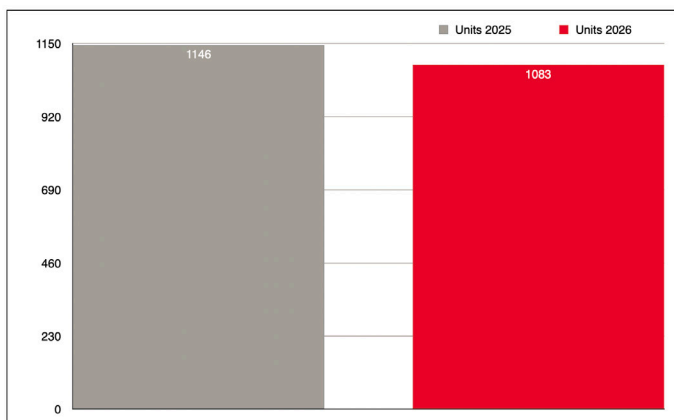


Month vs. Month 2025 vs. 2026

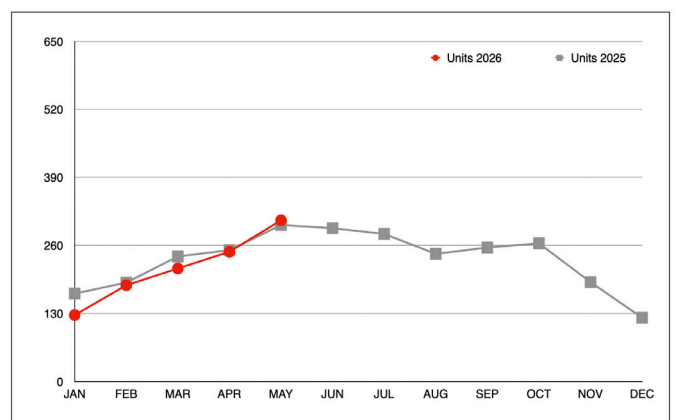
# UNIT SALES



Monthly Comparison 2025 vs. 2026



Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

# SALES BY TYPE



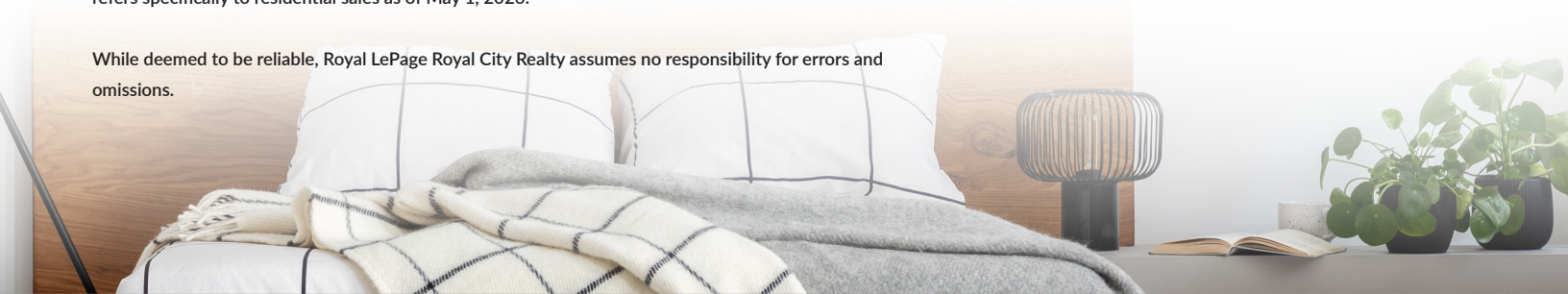
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$758,315,289 -5.63%	\$139,475,969 -11.85%	\$3,832,500 -68.89%
YTD Unit Sales	832 -5.78%	251 -4.56%	7 -58.82%
YTD Average Sale Price	\$911,437 +0.15%	\$555,681 -7.63%	\$547,500.00 -24.45%
May Sales Volume	\$225,078,851 -0.45%	\$37,689,391 +17.29%	\$1,487,500 -15.48%



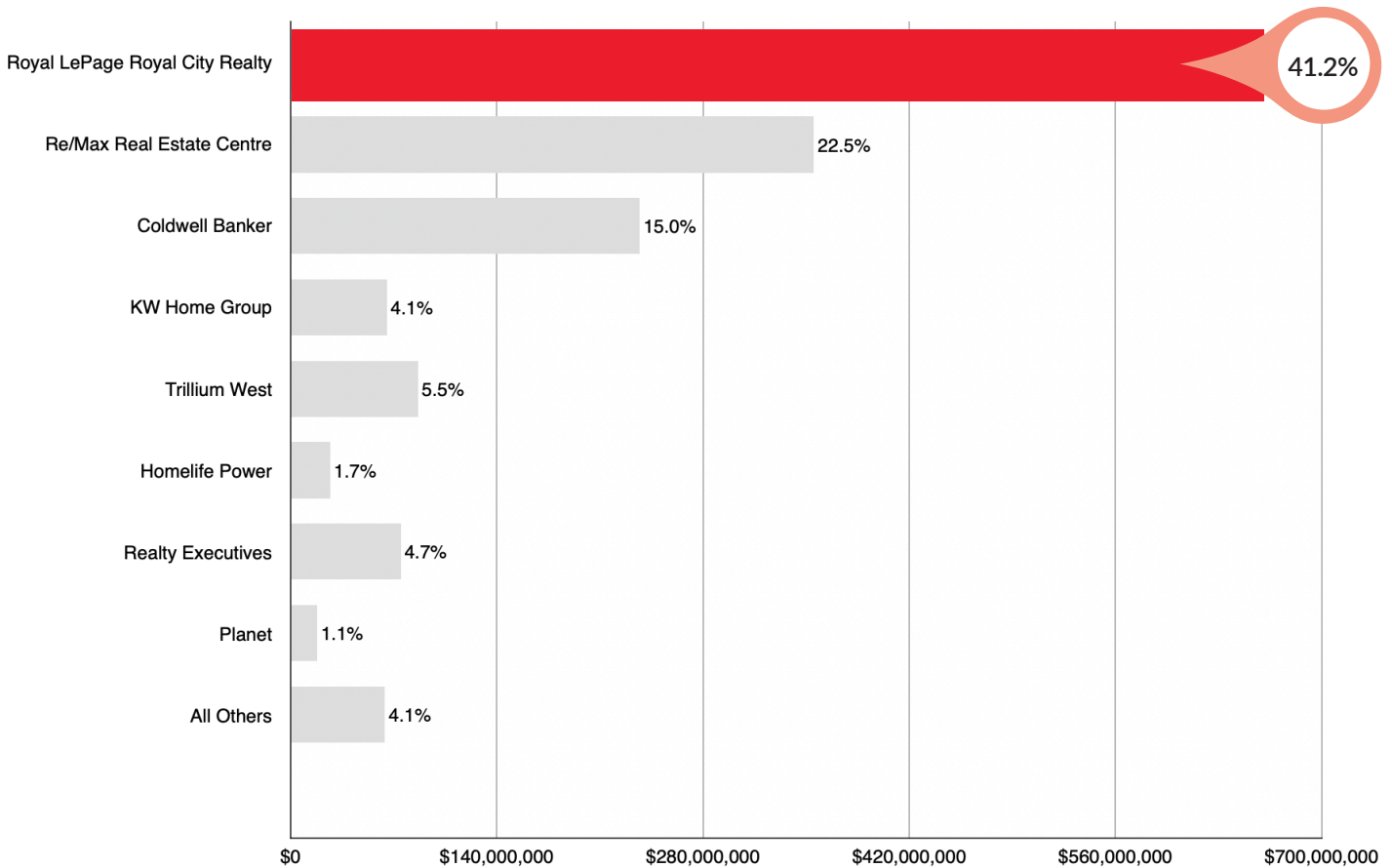
NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of May 1, 2026.

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

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



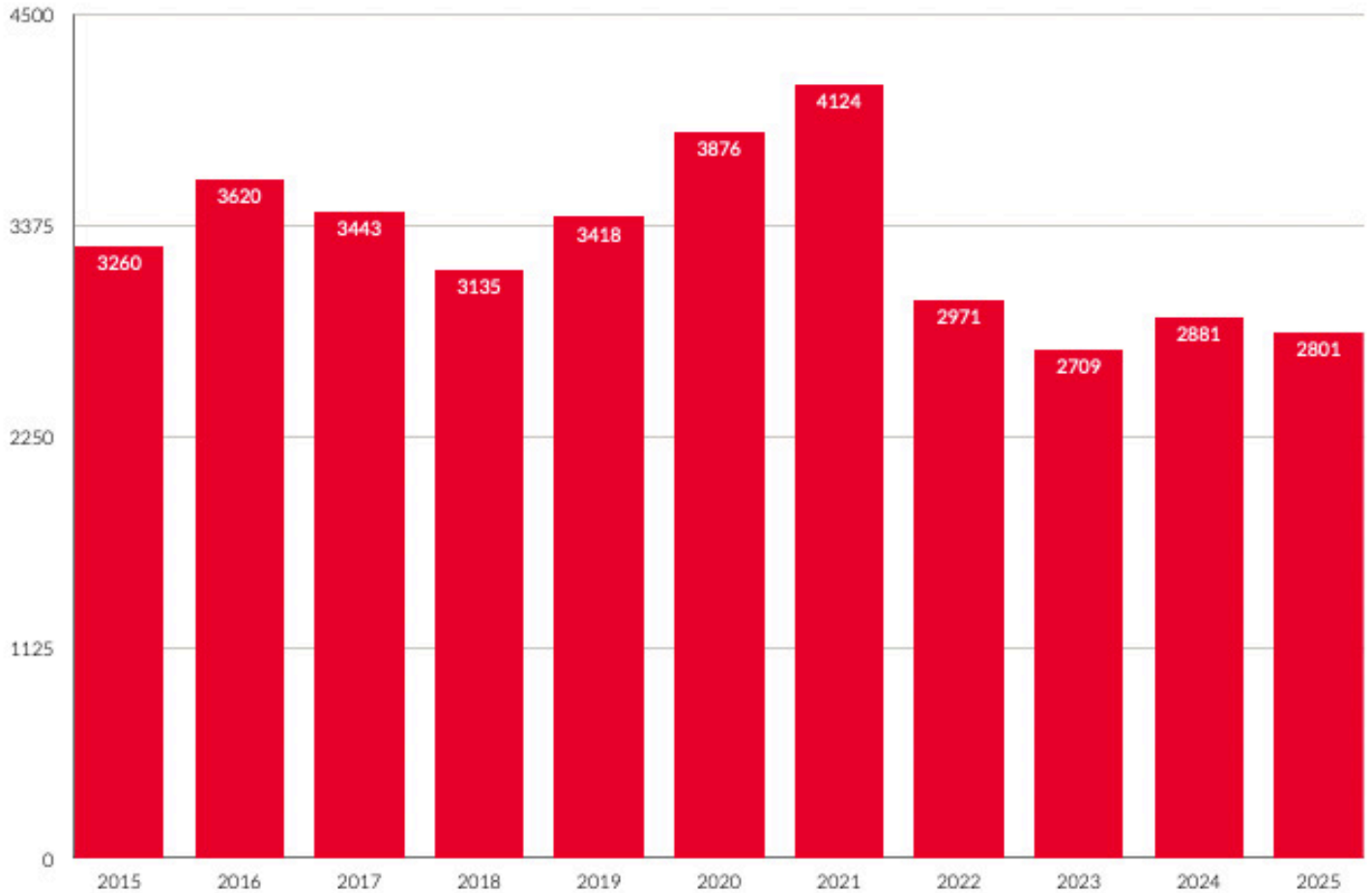
# MARKET DOMINANCE



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