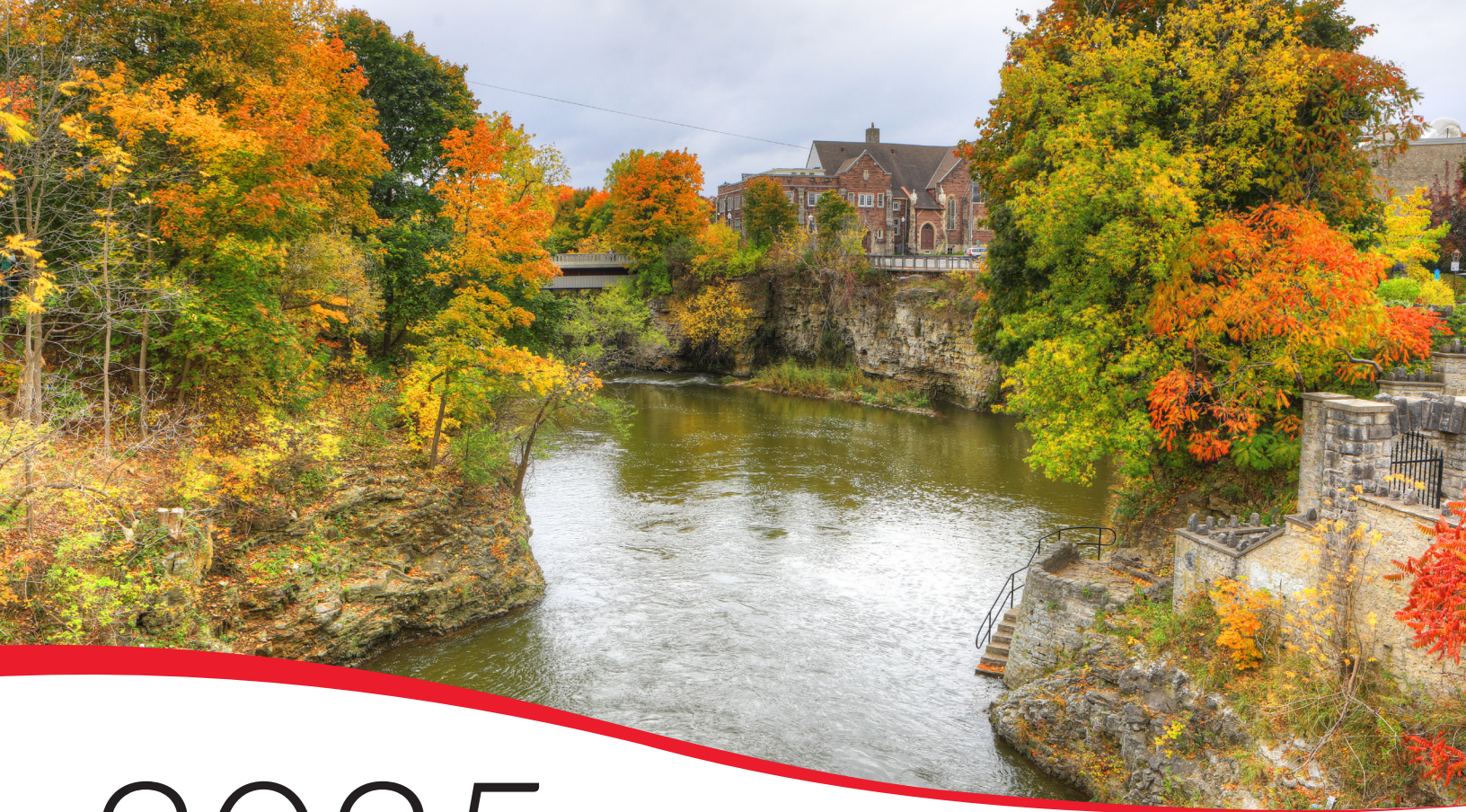




2025 OCTOBER WELLINGTON COUNTY

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](#) real estate market remained buyer-friendly in October, even as prices continued to edge upward. The median sale price rose 1.26% to \$785,000, and the average climbed 2.51% to \$855,945. Sales volume grew 3.23% to \$247.37M, with unit sales holding steady at 298 transactions (up 0.7%). Inventory expanded significantly, with new listings up 37.35%, while expired listings rose 62.9%, suggesting longer selling times. With a unit sales-to-listings ratio of 36.22%, conditions continue to favour buyers.



October year-over-year sales volume of \$247,368,206

Up 3.23% from 2024's \$239,639,097 with unit sales of 289 up 0.7% from last October's 287. New listings of 798 are up 37.35% from a year ago, with the sales/listing ratio of 36.22% down 13.18%.



Year-to-date sales volume of \$1,207,818,150

Down 3.23% from 2024's \$1,248,121,814 with unit sales of 1,432 down 5.42% from 2024's 1,514. New listings of 3,895 are up 26.79% from a year ago, with the sales/listing ratio of 36.77% down 12.52%.



Year-to-date average sale price of \$840,313

Up from \$820,825 one year ago with median sale price of \$785,000 up from \$776,125 one year ago. Average days-on-market of 36 is up 5 days from last year.

OCTOBER NUMBERS

Median Sale Price

\$785,000

+1.26%

Average Sale Price

\$855,945

+2.51%

Sales Volume

\$247,368,206

+3.23%

Unit Sales

298

+0.7%

New Listings

798

+37.35%

Expired Listings

101

+62.9%

Unit Sales/Listings Ratio

36.22%

-13.18%

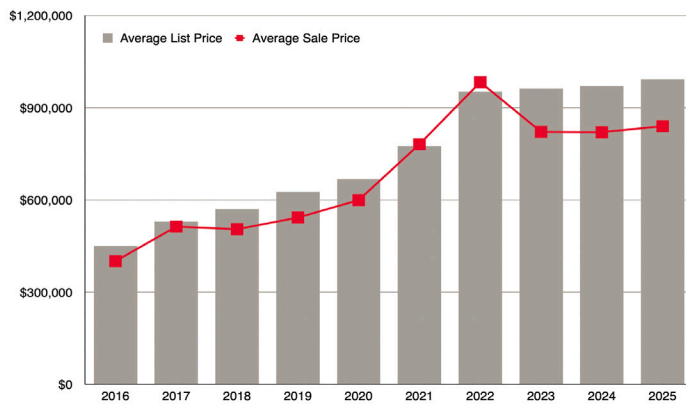
*Year-over-year comparison
(October 2025 vs. October 2024)*

THE MARKET IN DETAIL

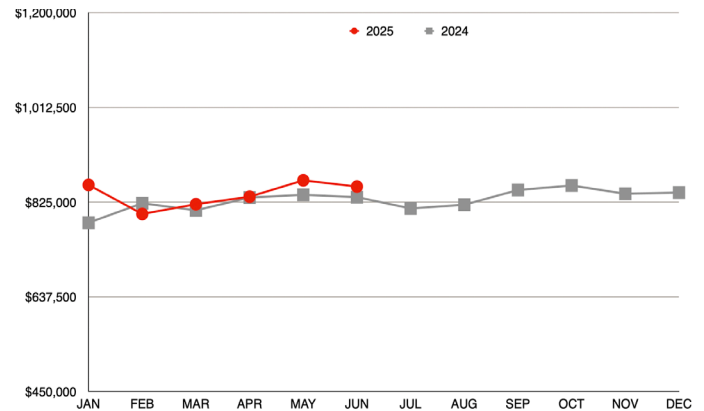
	2023	2024	2025	2024-2025
YTD Volume Sales	\$1,331,332,219	\$1,248,121,814	\$1,207,818,150	-3.23%
YTD Unit Sales	1,598	1,514	1,432	-5.42%
YTD New Listings	2,477	3,072	3,895	+26.79%
YTD Sales/Listings Ratio	64.51%	49.28%	36.77%	-12.52%
YTD Expired Listings	144	278	431	+55.04%
Monthly Volume Sales	\$286,659,170	\$239,639,097	\$247,368,206	+3.23%
Monthly Unit Sales	333	287	289	+0.7%
Monthly New Listings	535	581	798	+37.35%
Monthly Sales/Listings Ratio	62.24%	49.40%	36.22%	-13.18%
Monthly Expired Listings	24	62	101	+62.9%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	12	11	19	+72.73%
YTD Sales: \$350K-\$549K	246	211	197	-6.64%
YTD Sales: \$550K-\$749K	454	475	397	-16.42%
YTD Sales: \$750K-\$999K	541	499	505	+1.2%
YTD Sales: \$1M-\$2M	310	303	284	-6.27%
YTD Sales: \$2M+	21	16	27	+68.75%
YTD Average Days-On-Market	27.00	31.00	36.00	+16.13%
YTD Average Sale Price	\$821,857	\$820,825	\$840,313	+2.37%
YTD Median Sale Price	\$765,000	\$776,125	\$785,000	+1.14%

Wellington County MLS Sales and Listing Summary
2023 vs. 2024 vs. 2025

AVERAGE SALE PRICE

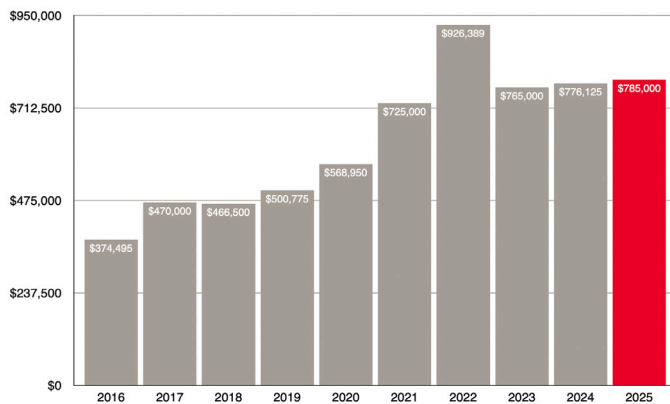


Year-Over-Year

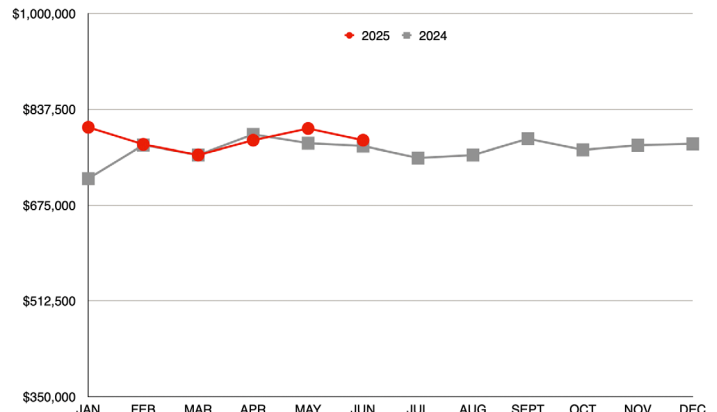


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



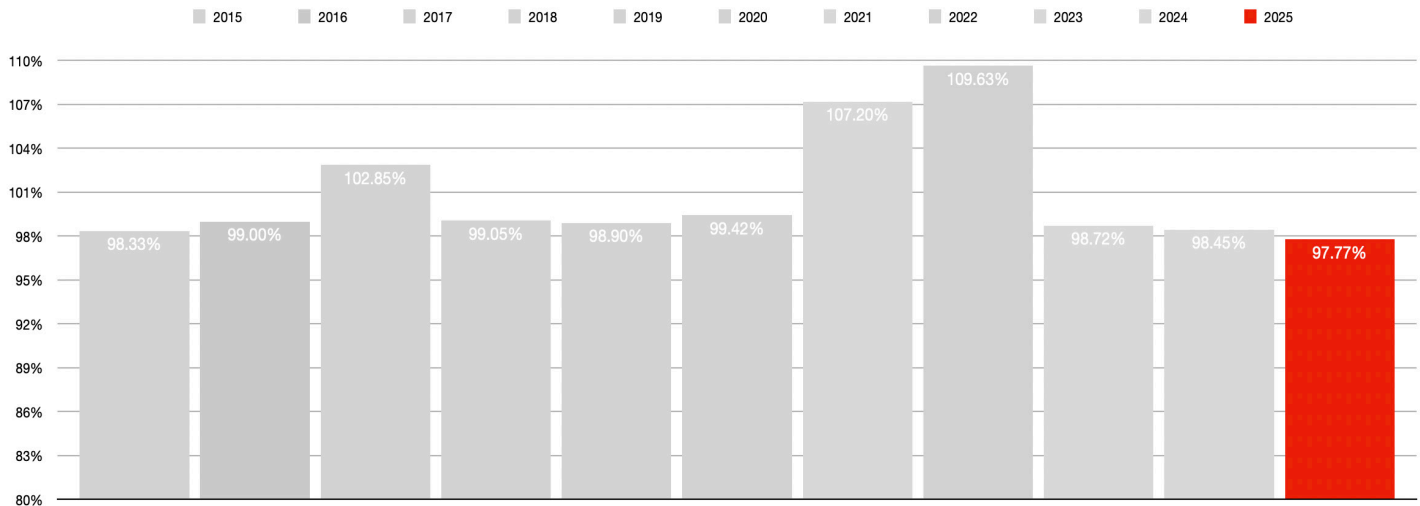
Year-Over-Year



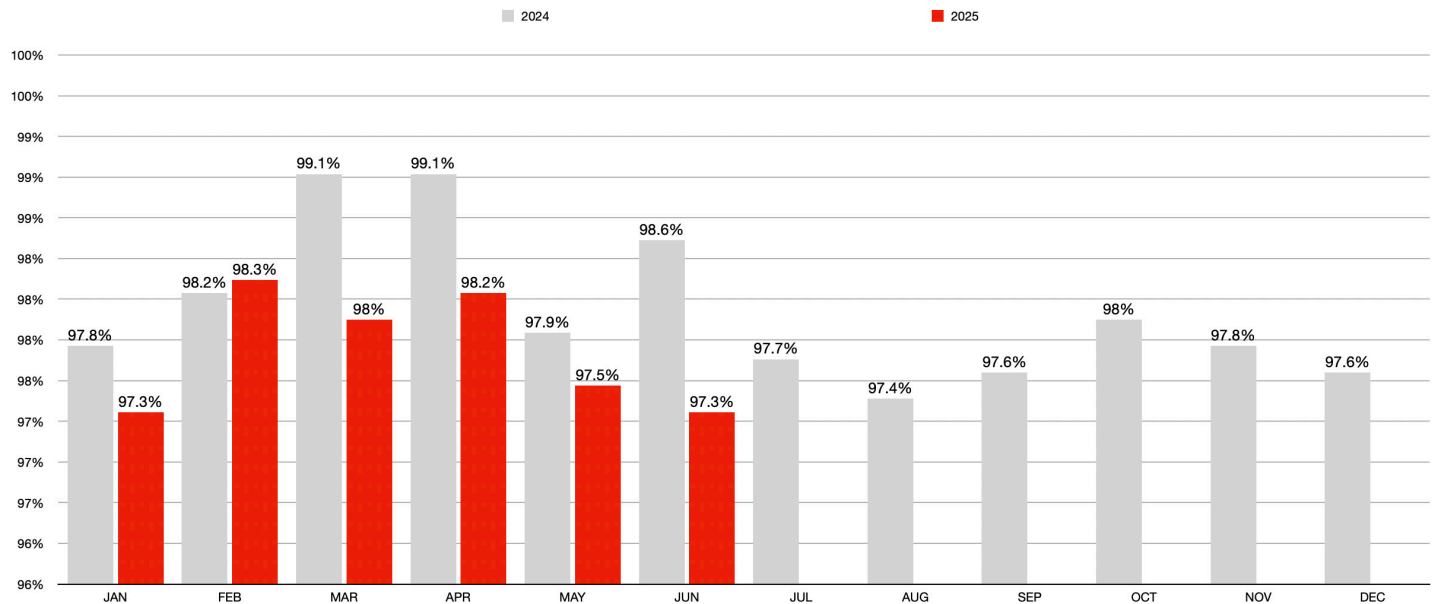
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

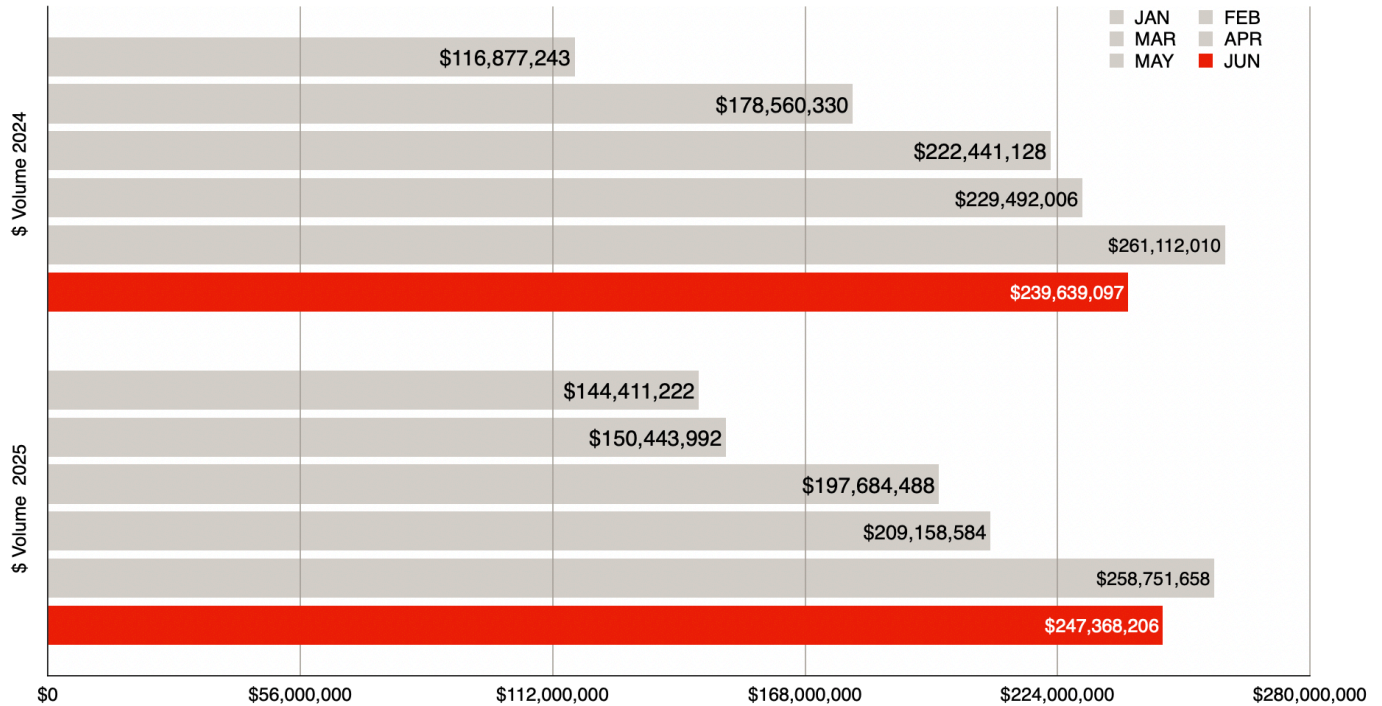


Year-Over-Year

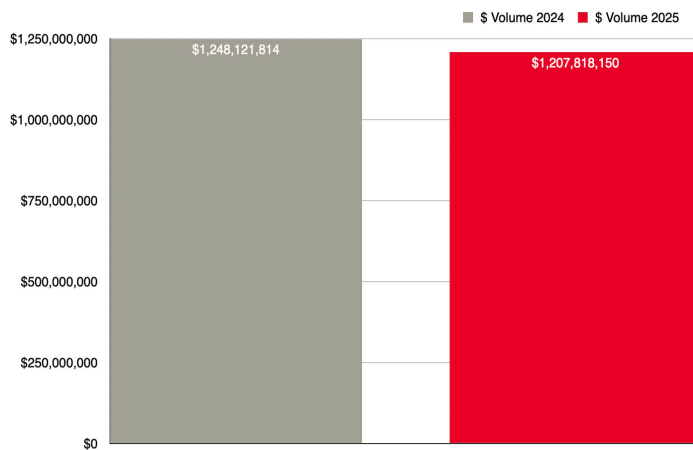


Month-Over-Month 2024 vs. 2025

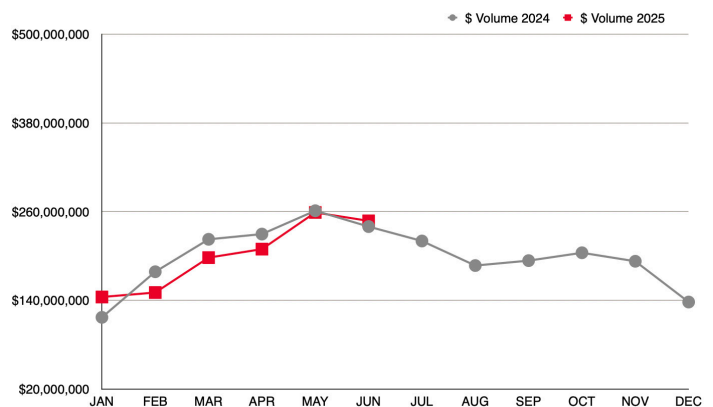
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

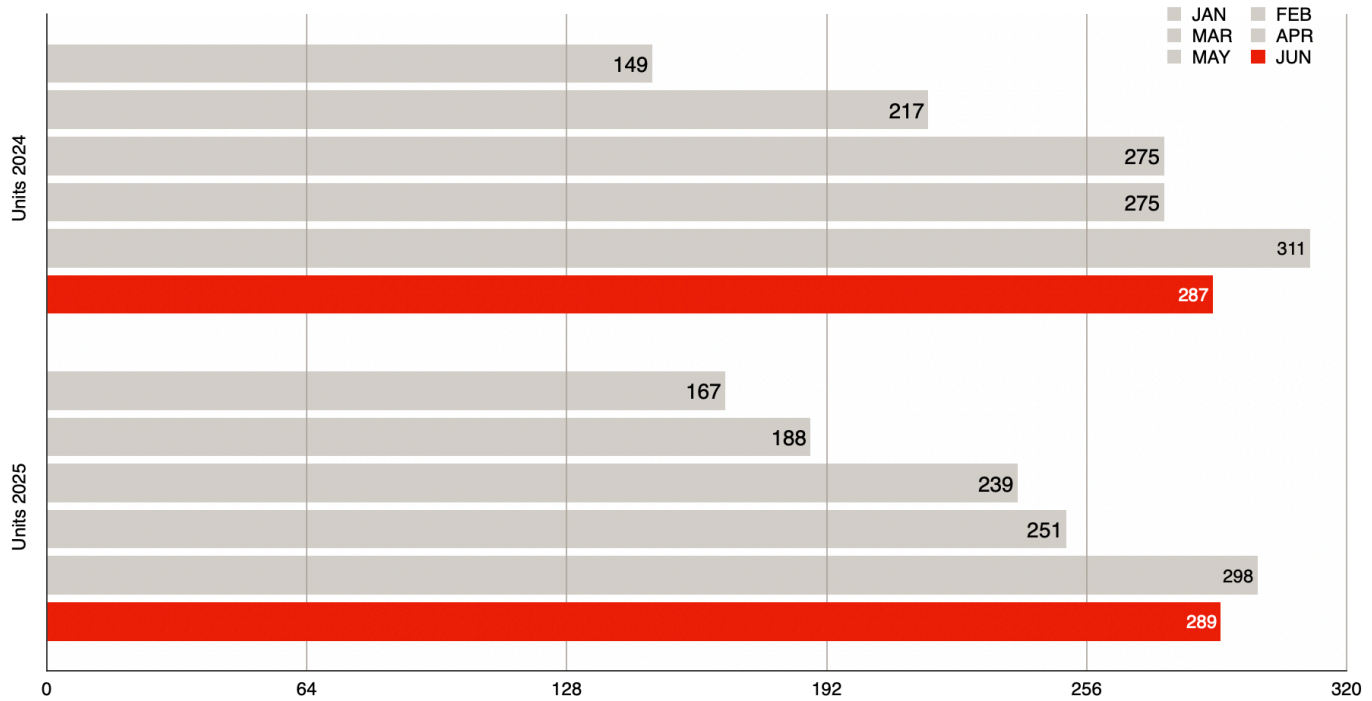


Yearly Totals 2024 vs. 2025

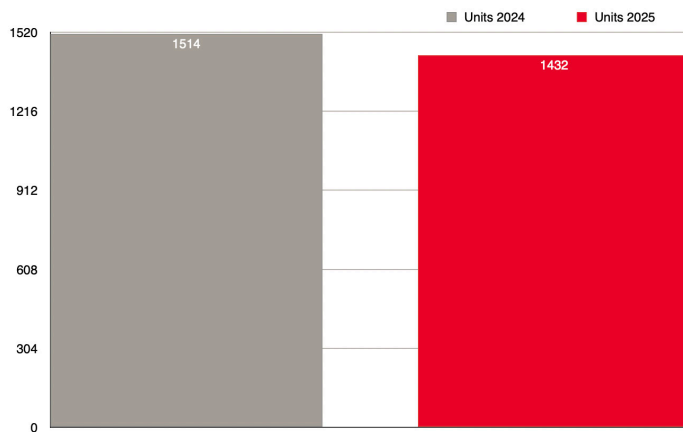


Month vs. Month 2024 vs. 2025

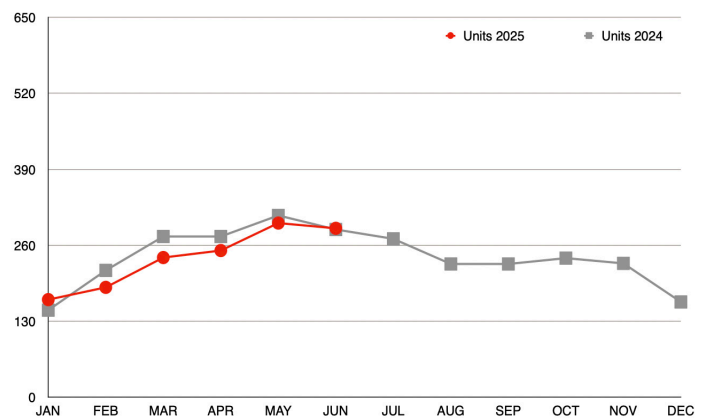
UNIT SALES



Monthly Comparison 2024 vs. 2025

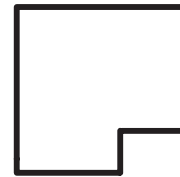


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



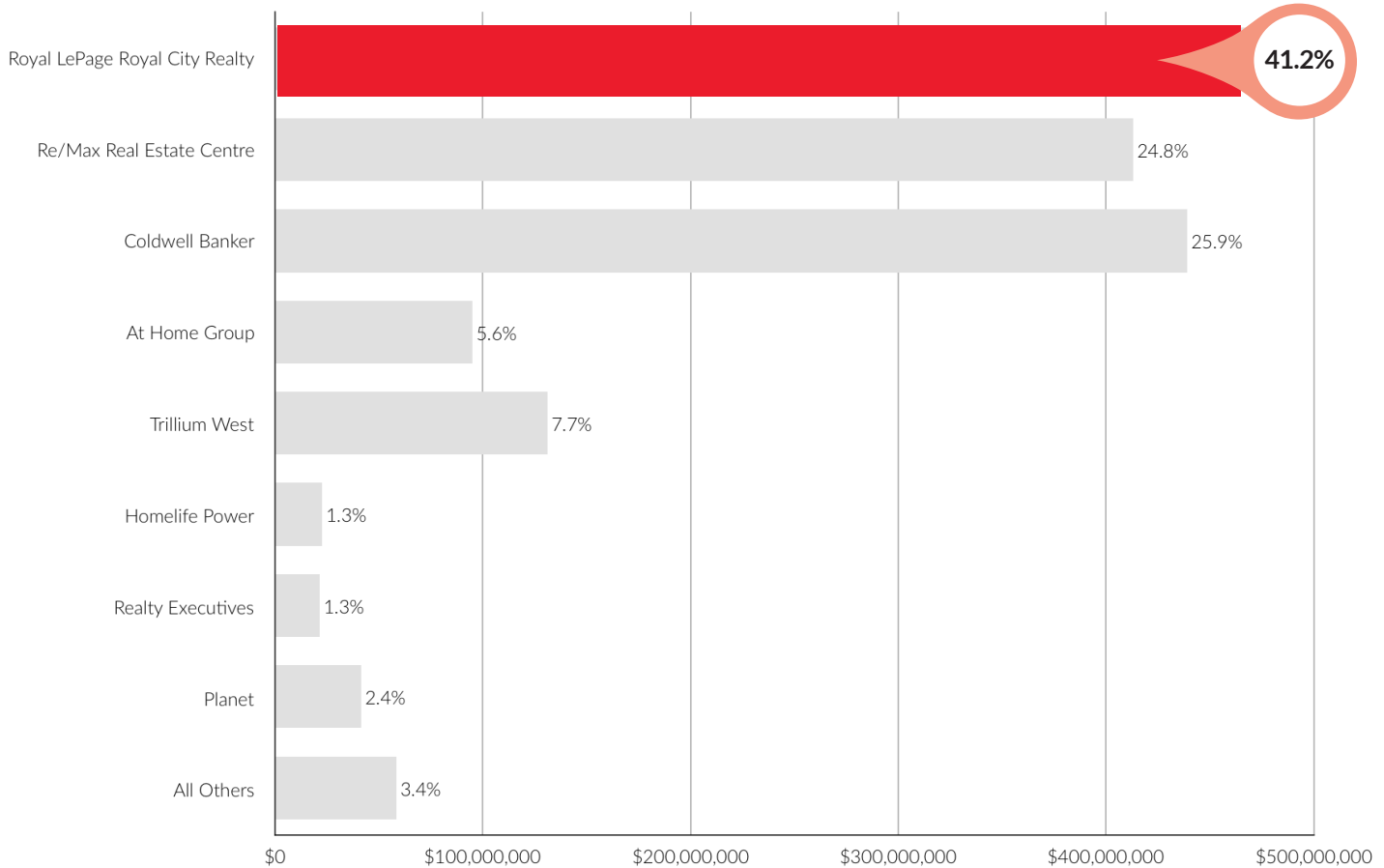
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$1,013,423,213 +6.47%	 \$195,471,137 -22.41%	 \$12,920,000 -40.58%
YTD Unit Sales	 1108 +6.44%	 326 -18.3%	 18 -21.74%
YTD Average Sale Price	 \$914,642 -1.44%	 \$599,605 +2.41%	 \$717,777.78 +35.41%
October Sales Volume	 \$210,121,494 +17.41%	 \$37,246,712 -33.05%	 \$600,000 -83.11%
October Unit Sales	 226 +17.71%	 63 -25.88%	 1 -83.33%

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

Year-Over-Year Comparison (2025 vs. 2024)

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

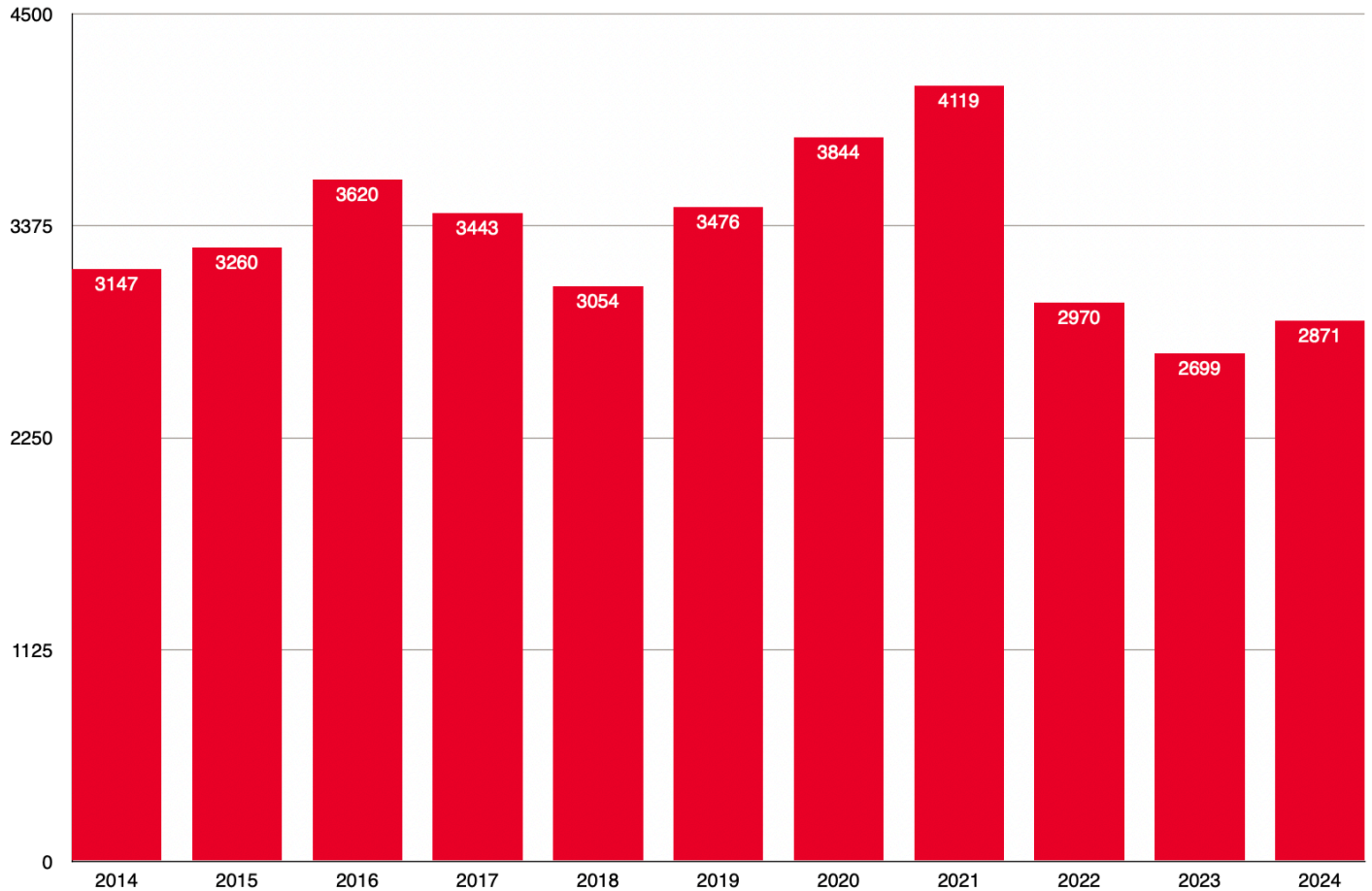
MARKET DOMINANCE



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



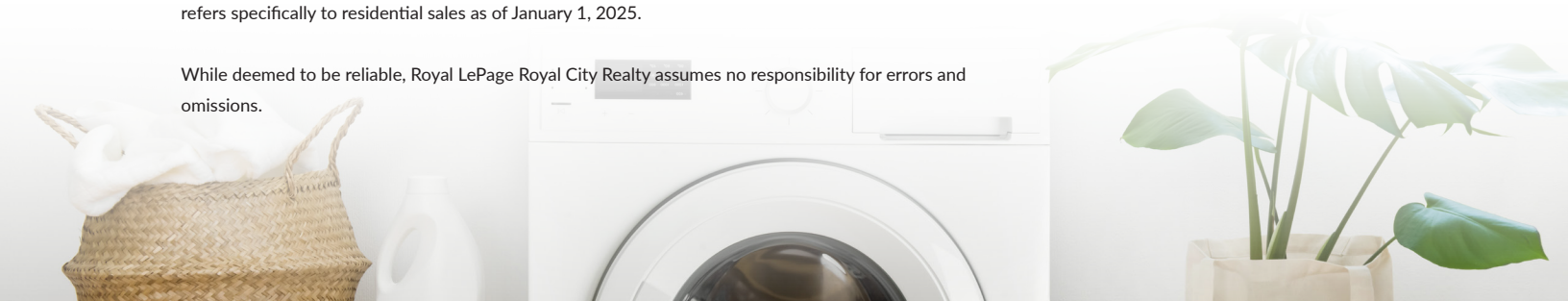
10 YEAR MARKET ANALYSIS



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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