

# 2025 SEPTEMBER 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 shifted toward buyers this September, as rising inventory outweighed modest price gains. The median sale price inched up 0.31% year-over-year to \$789,975, while the average rose 4.95% to \$891,121. Sales volume climbed 14.15% to \$220.99 million, supported by an 8.77% increase in unit sales to 248. New listings jumped 34.96% to 776 and expired listings surged 60.26% to 125, creating more competition for sellers. With a sales-to-listings ratio of just 31.96%—down 12.91% from last year—the market is tilting in favor of buyers this fall.



### September year-over-year sales volume of \$220,998,126

Up +14.15% from 2024's \$193,599,700 with unit sales of 248 up +8.77% from last September's 228. New listings of 776 are up +34.96% from a year ago, with the sales/listing ratio of 31.96% down -12.91%.



### Year-to-date sales volume of \$1,885,754,157

Up +2% from 2024's \$1,848,827,492 with unit sales of 2208 down -1.47% from 2024's 2241. New listings of 5,916 are up +28.95% from a year ago, with the sales/listing ratio of 37.32% down -11.52%.



### Year-to-date average sale price of \$851,305

Up from \$822,949 one year ago with median sale price of \$785,000 up from \$775,250 one year ago. Average days-on-market of 38 is up 5 days from last year.

## SEPTEMBER NUMBERS

Median Sale Price

**\$789,975**

+0.31%

Average Sale Price

**\$891,121**

+4.95%

Sales Volume

**\$220,998,126**

+14.15%

Unit Sales

**248**

+8.77%

New Listings

**776**

+34.96%

Expired Listings

**125**

+60.26%

Unit Sales/Listings Ratio

**31.96%**

-12.91%

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

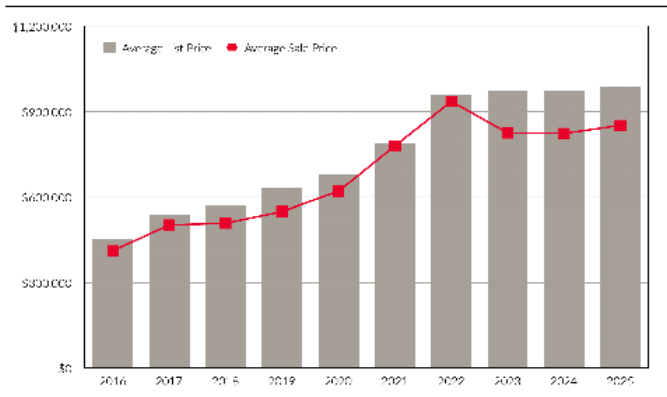


# THE MARKET IN DETAIL

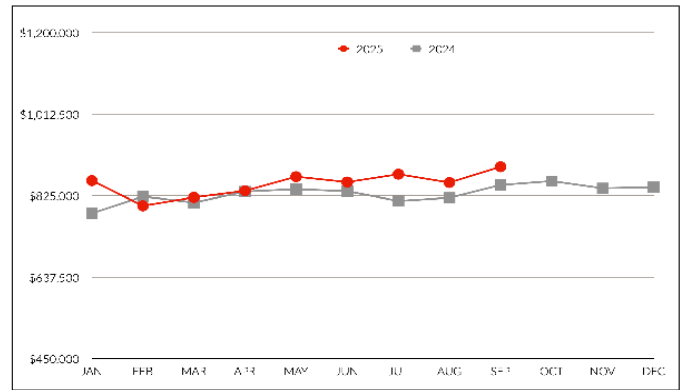
	2023	2024	2025	2024-2025
YTD Volume Sales	\$1,871,726,823	\$1,848,827,492	\$1,885,754,157	+2%
YTD Unit Sales	2,250	2,241	2,208	-1.47%
YTD New Listings	3,913	4,588	5,916	+28.95%
YTD Sales/Listings Ratio	57.50%	48.84%	37.32%	-11.52%
YTD Expired Listings	281	488	720	+47.54%
Monthly Volume Sales	\$161,034,972	\$193,599,700	\$220,998,126	+14.15%
Monthly Unit Sales	185	228	248	+8.77%
Monthly New Listings	583	575	776	+34.96%
Monthly Sales/Listings Ratio	31.73%	39.65%	31.96%	-7.69%
Monthly Expired Listings	55	78	125	+60.26%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	21	22	36	+63.64%
YTD Sales: \$350K-\$549K	325	311	312	+0.32%
YTD Sales: \$550K-\$749K	635	700	606	-13.43%
YTD Sales: \$750K-\$999K	764	720	733	+1.81%
YTD Sales: \$1M-\$2M	445	445	463	+4.04%
YTD Sales: \$2M+	33	29	46	+58.62%
YTD Average Days-On-Market	27.56	33.11	38.00	+14.77%
YTD Average Sale Price	\$824,670	\$822,949	\$851,305	+3.45%
YTD Median Sale Price	\$787,500	\$775,250	\$785,000	+1.26%

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

# AVERAGE SALE PRICE

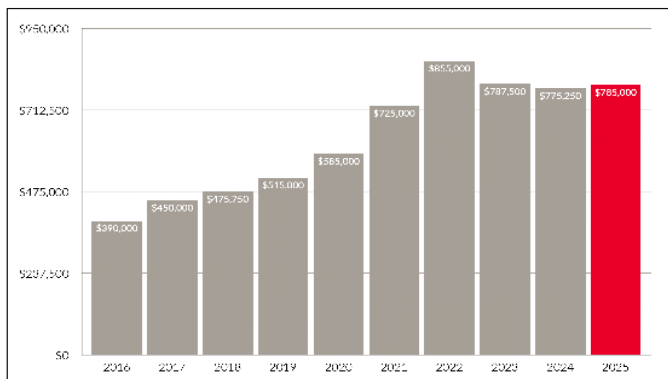


Year-Over-Year

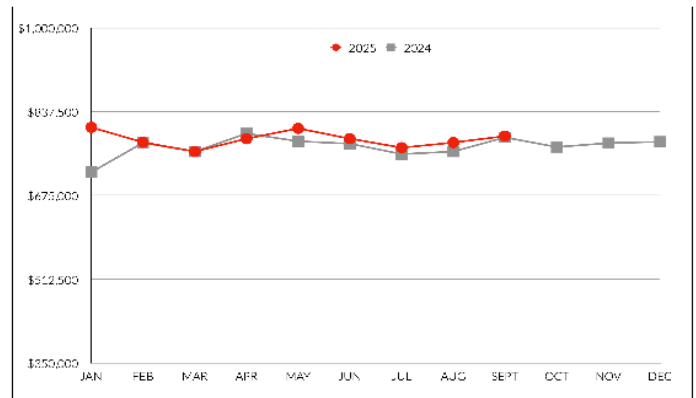


Month-Over-Month 2024 vs. 2025

# MEDIAN SALE PRICE



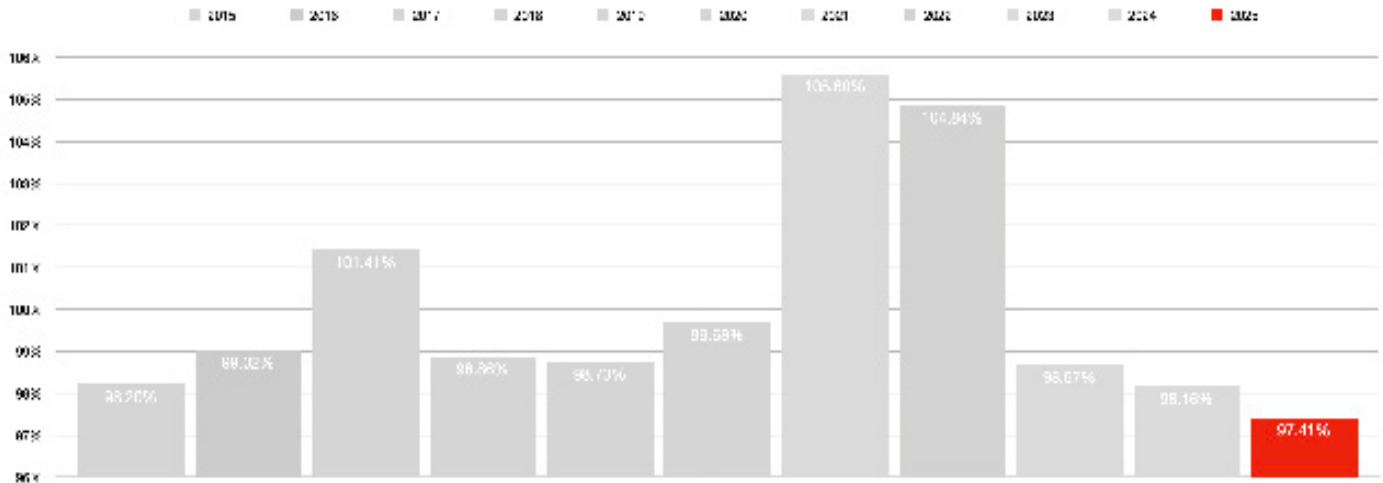
Year-Over-Year



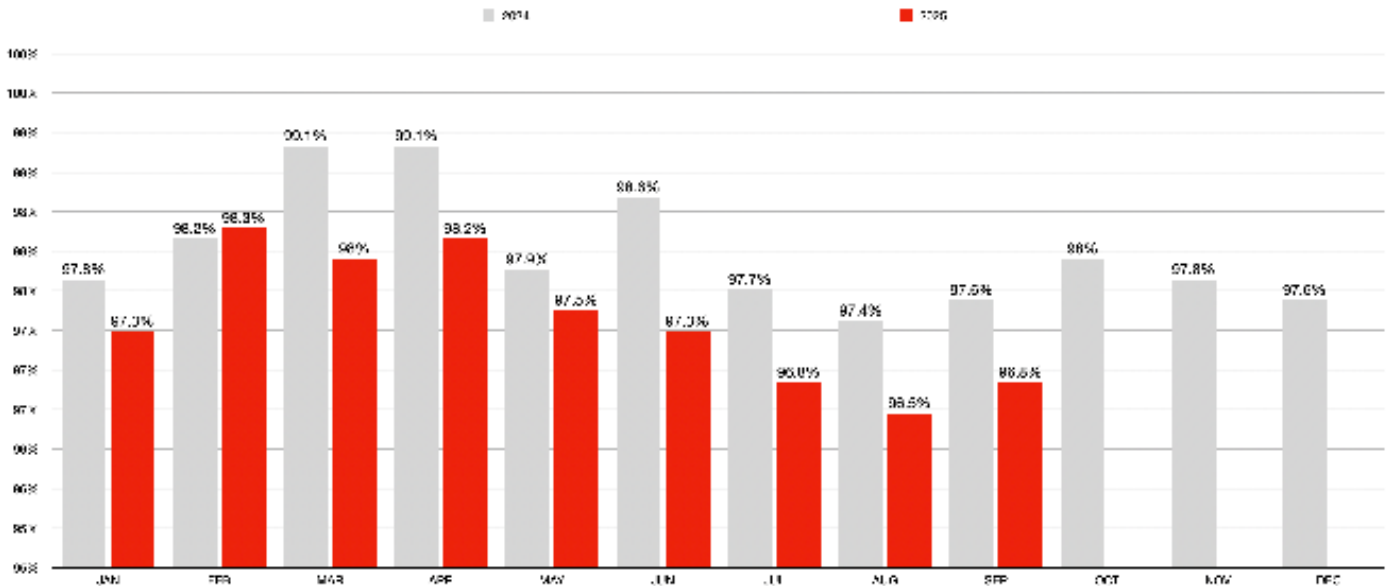
Month-Over-Month 2024 vs. 2025

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

# SALE PRICE VS. LIST PRICE RATIO

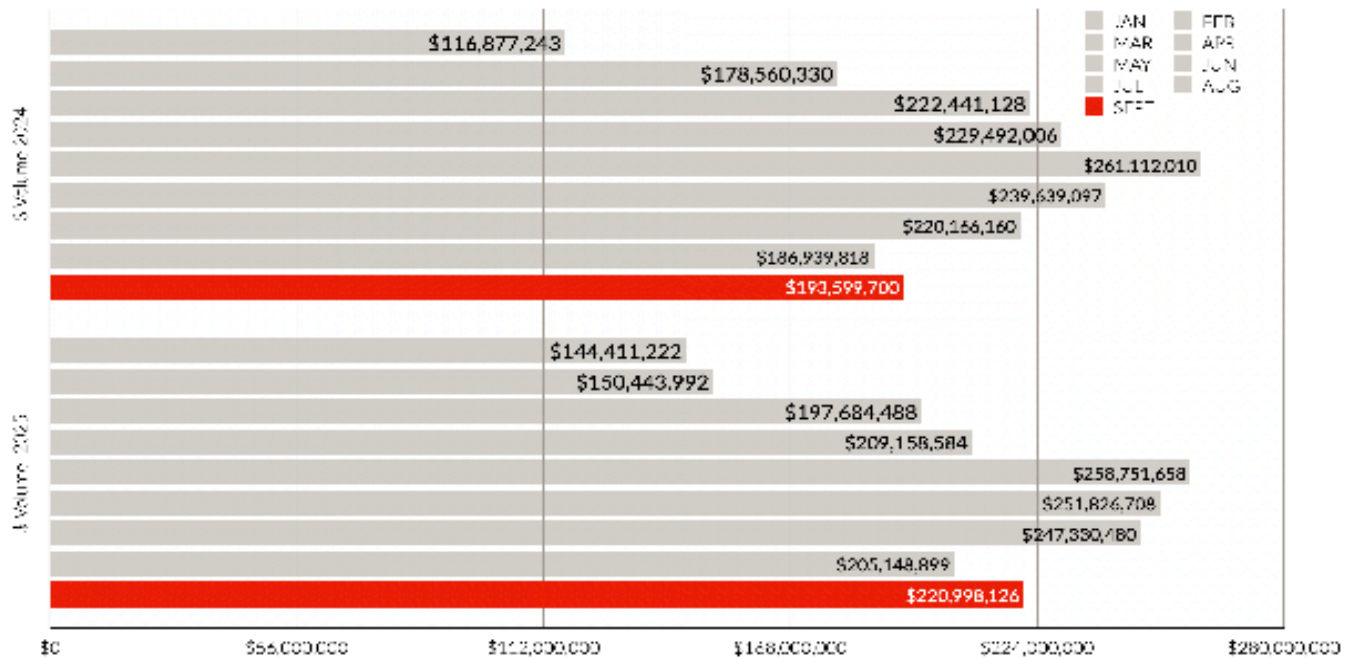


## Year-Over-Year

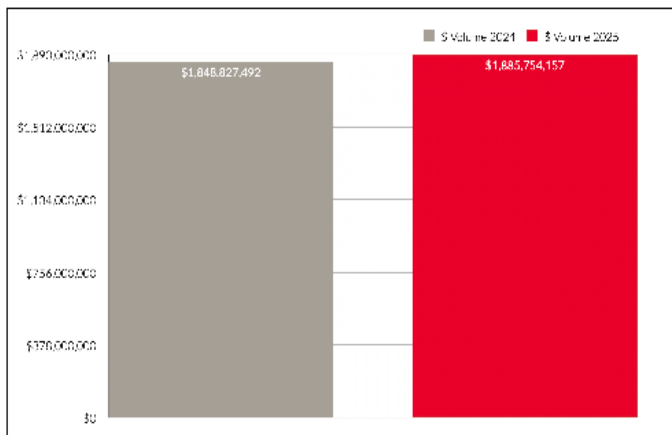


## Month-Over-Month 2024 vs. 2025

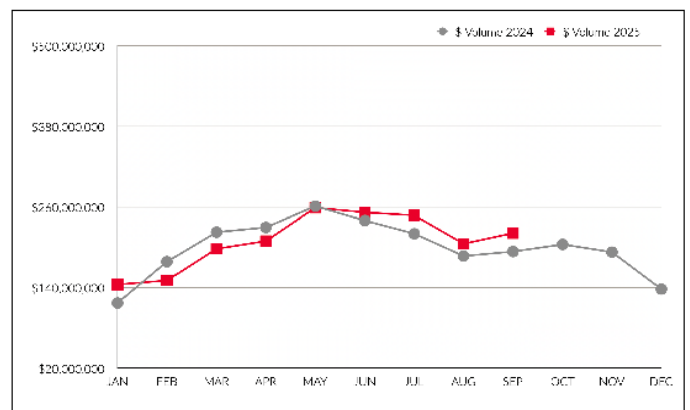
# DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

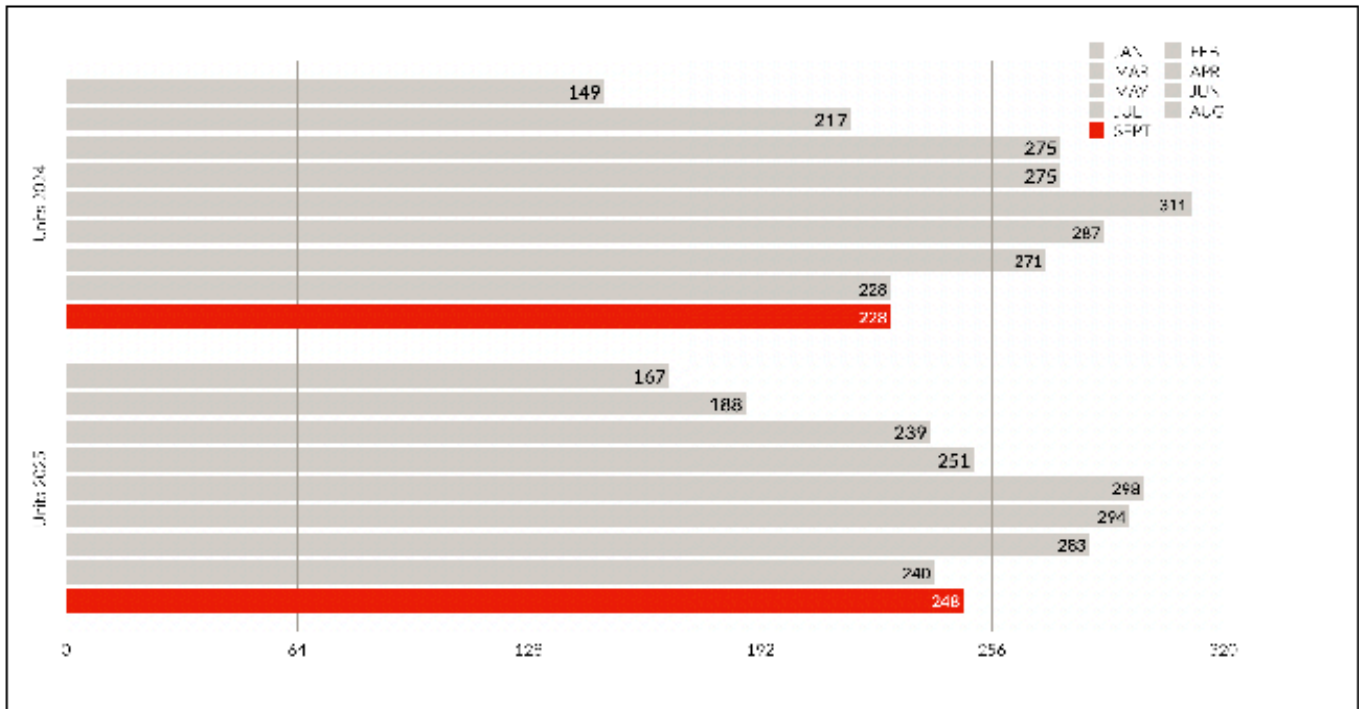


Yearly Totals 2024 vs. 2025

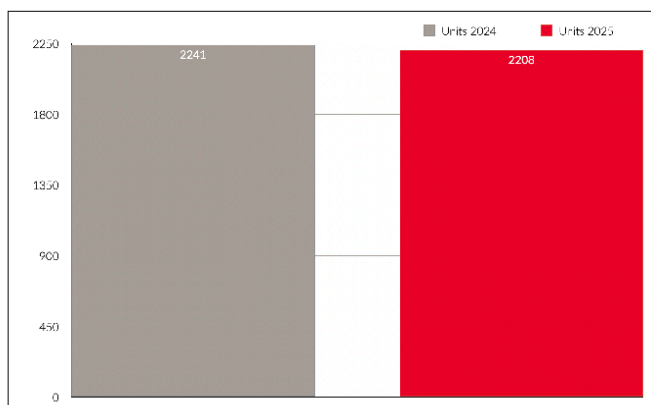


Month vs. Month 2024 vs. 2025

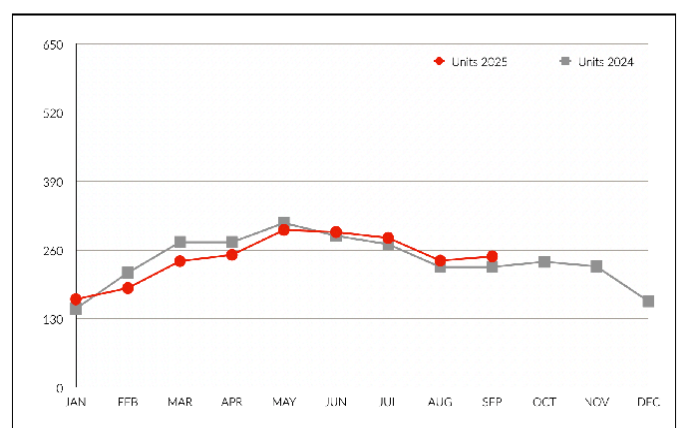
# UNIT SALES



Monthly Comparison 2024 vs. 2025

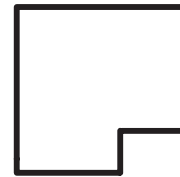














Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

# SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$1,594,084,751 +10.69%	 \$292,745,606 -14.95%	 \$20,754,000 -35.15%
YTD Unit Sales	 1724 +9.46%	 486 -11.48%	 24 -29.41%
YTD Average Sale Price	 \$924,643 -1.82%	 \$602,357 +1.93%	 \$864,750.00 +41.23%
September Sales Volume	 \$197,404,926 +26.02%	 \$23,593,200 -21.19%	 \$4,184,000 -37.53%



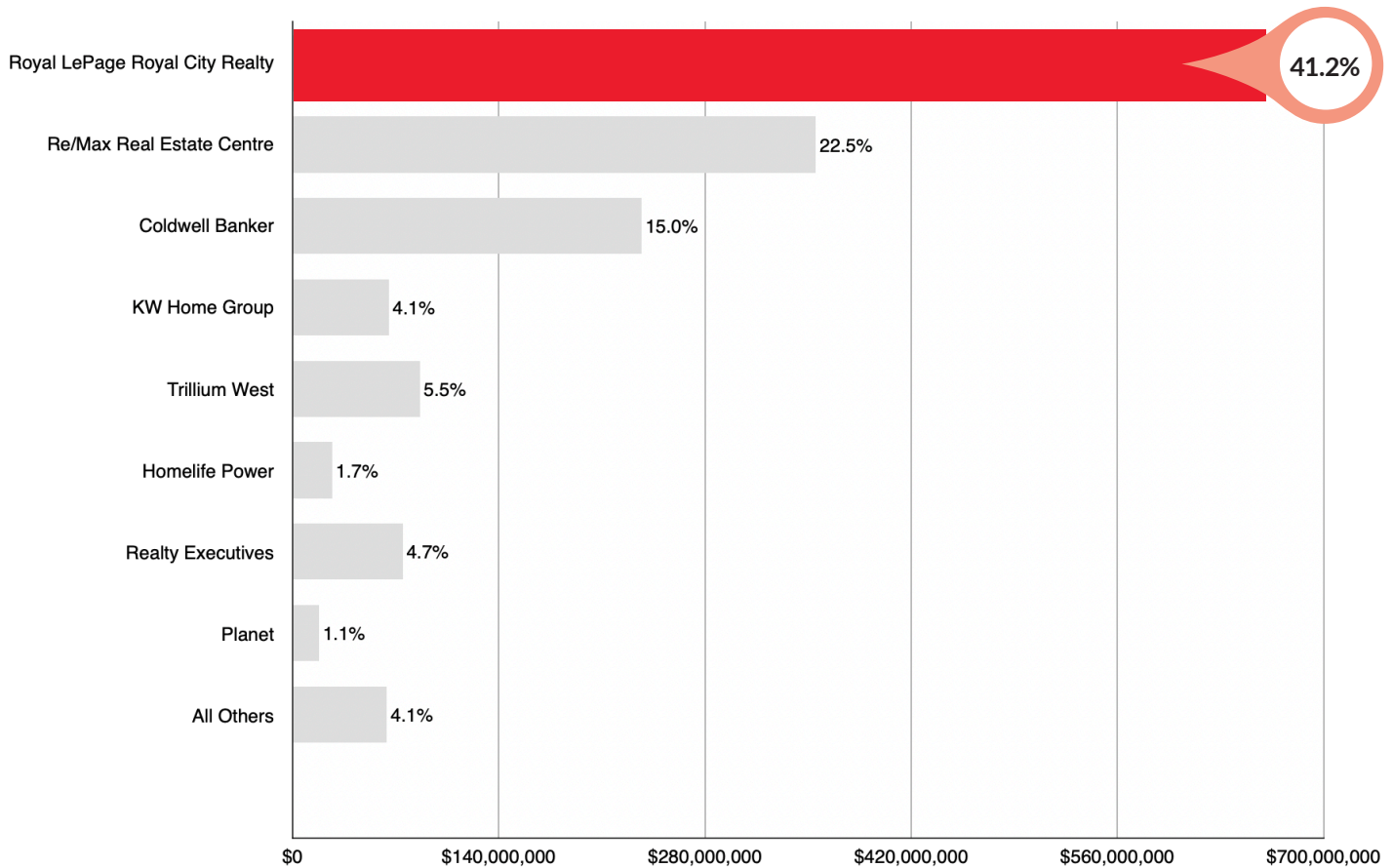
NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of August 1, 2025.

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

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



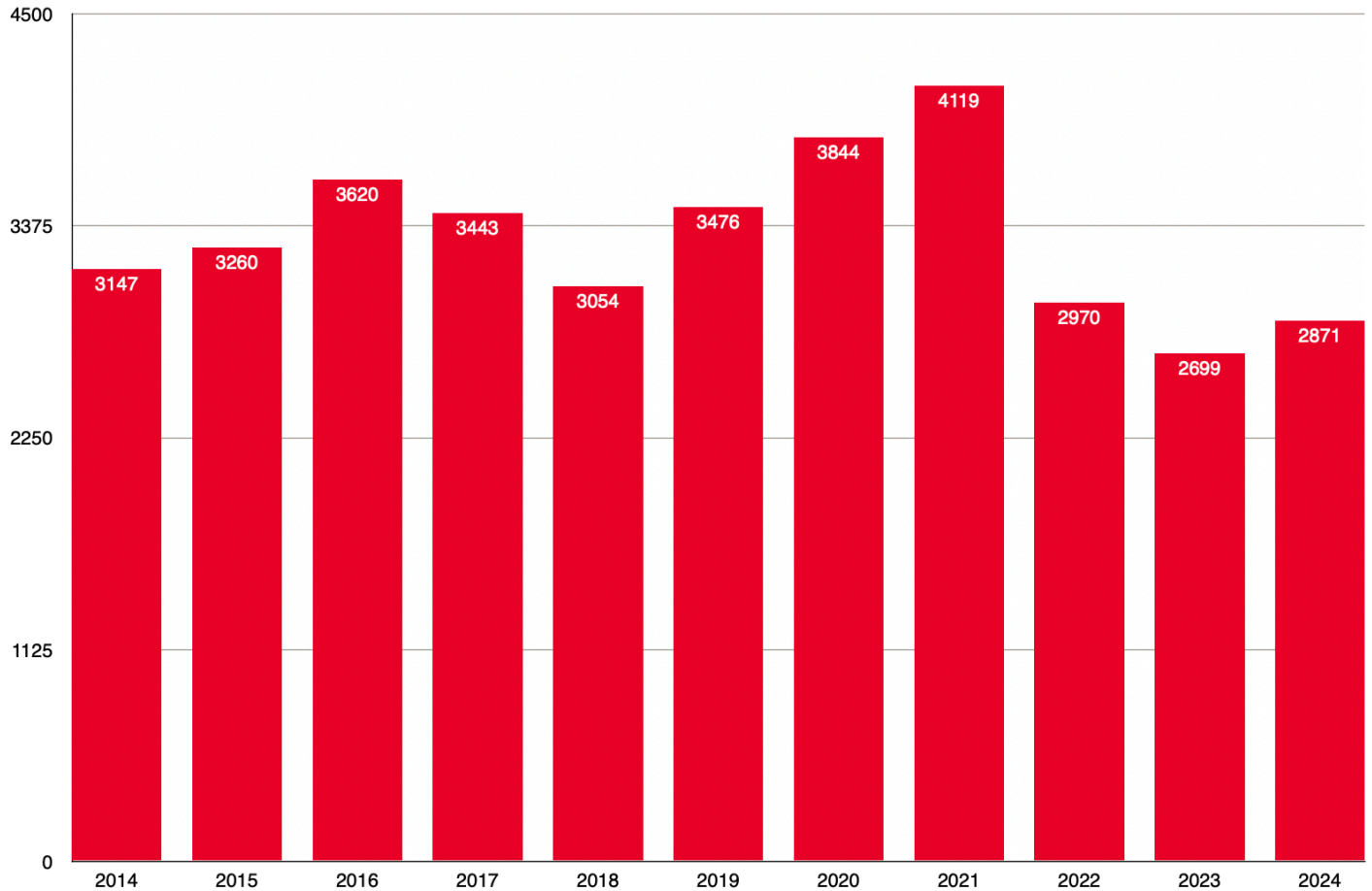
# MARKET DOMINANCE



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



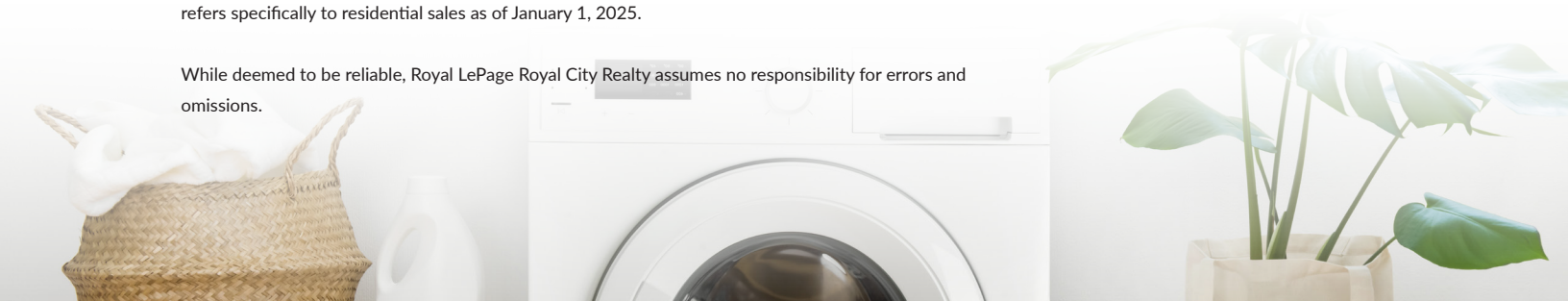
# 10 YEAR MARKET ANALYSIS



## 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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