



# 2025 MARCH 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 displayed a mix of signals in the recent period, indicating a shifting market dynamic. The median sale price experienced a slight decrease of 0.65%, settling at \$755,047. Conversely, the average sale price saw a modest increase of 1.49%, reaching \$820,934. Sales volume decreased by 16.22%, totaling \$186,352,088, while unit sales declined by 17.45%, with 227 transactions recorded. New listings totaled 607. Expired listings also increased, rising by 21.43% to 51. The unit sales-to-listings ratio stood at 37.40%, reflecting a decrease of 17.38%. This ratio suggests a buyer's market, leaning towards the balanced end.



### March year-over-year sales volume of \$186,352,088

Down 16.22% from 2024's \$222,441,128 with unit sales of 227 down 17.45% from last March's 275. New listings of 607 are up 20.92% from a year ago, with the sales/listing ratio of 37.40% down 17.38%.



### Year-to-date sales volume of \$468,120,802

Down 9.61% from 2024's \$517,878,701 with unit sales of 567 down 11.54% from 2024's 641. New listings of 1,520 are up 28.49% from a year ago, with the sales/listing ratio of 37.30% down 16.88%.



### Year-to-date average sale price of \$827,261

Up from \$805,382 one year ago with median sale price of \$778,000 up from \$760,000 one year ago. Average days-on-market of 39 is up 5 days from last year.

## MARCH NUMBERS

Median Sale Price

**\$755,047**

-0.65%

Average Sale Price

**\$820,934**

+1.49%

Sales Volume

**\$186,352,088**

-16.22%

Unit Sales

**227**

-17.45%

New Listings

**607**

+20.92%

Expired Listings

**51**

+21.43%

Unit Sales/Listings Ratio

**37.40%**

-17.38%

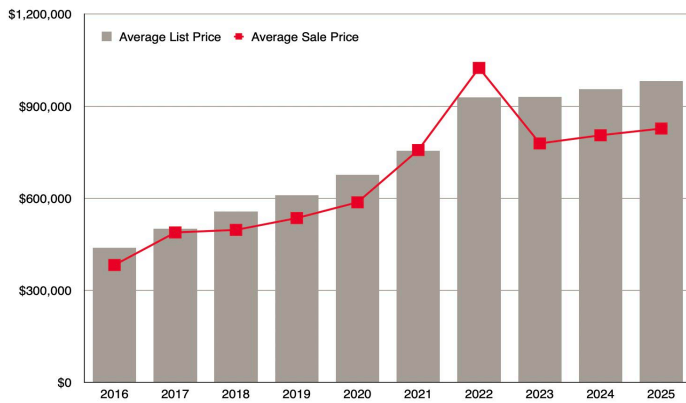
Year-over-year comparison  
(March 2025 vs. March 2024)

# THE MARKET IN DETAIL

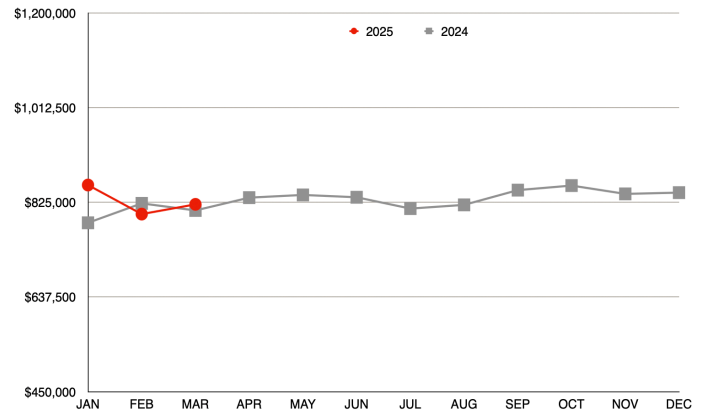
	2023	2024	2025	2024-2025
YTD Volume Sales	\$508,624,355	\$517,878,701	\$468,120,802	-9.61%
YTD Unit Sales	647	641	567	-11.54%
YTD New Listings	1,048	1,183	1,520	+28.49%
YTD Sales/Listings Ratio	61.74%	54.18%	37.30%	-16.88%
YTD Expired Listings	82	146	209	+43.15%
Monthly Volume Sales	\$235,086,390	\$222,441,128	\$186,352,088	-16.22%
Monthly Unit Sales	293	275	227	-17.45%
Monthly New Listings	429	502	607	+20.92%
Monthly Sales/Listings Ratio	68.30%	54.78%	37.40%	-17.38%
Monthly Expired Listings	21	42	51	+21.43%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	6	6	8	+33.33%
YTD Sales: \$350K-\$549K	114	96	85	-11.46%
YTD Sales: \$550K-\$749K	224	216	149	-31.02%
YTD Sales: \$750K-\$999K	205	197	216	+9.64%
YTD Sales: \$1M-\$2M	88	119	98	-17.65%
YTD Sales: \$2M+	8	6	9	+50%
YTD Average Days-On-Market	30.67	34.67	39.33	+13.46%
YTD Average Sale Price	\$778,763	\$805,382	\$827,261	+2.72%
YTD Median Sale Price	\$730,990	\$760,000	\$778,000	+2.37%

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

# AVERAGE SALE PRICE

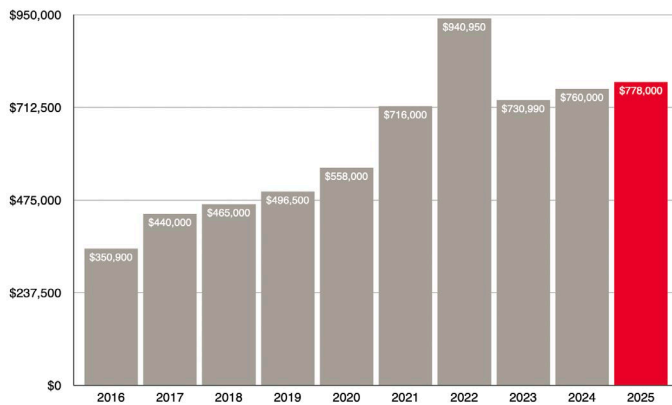


Year-Over-Year

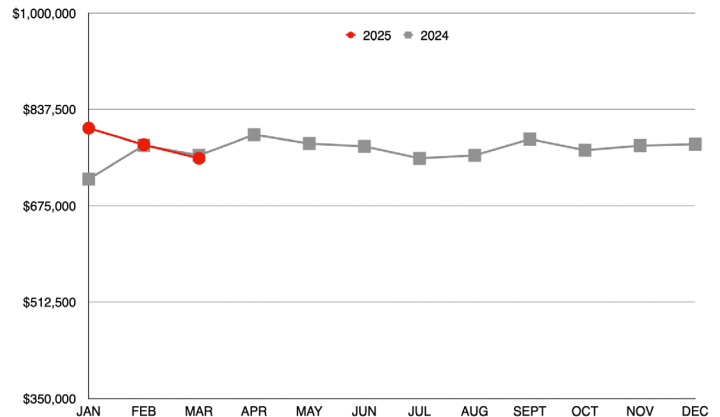


Month-Over-Month 2024 vs. 2025

# MEDIAN SALE PRICE



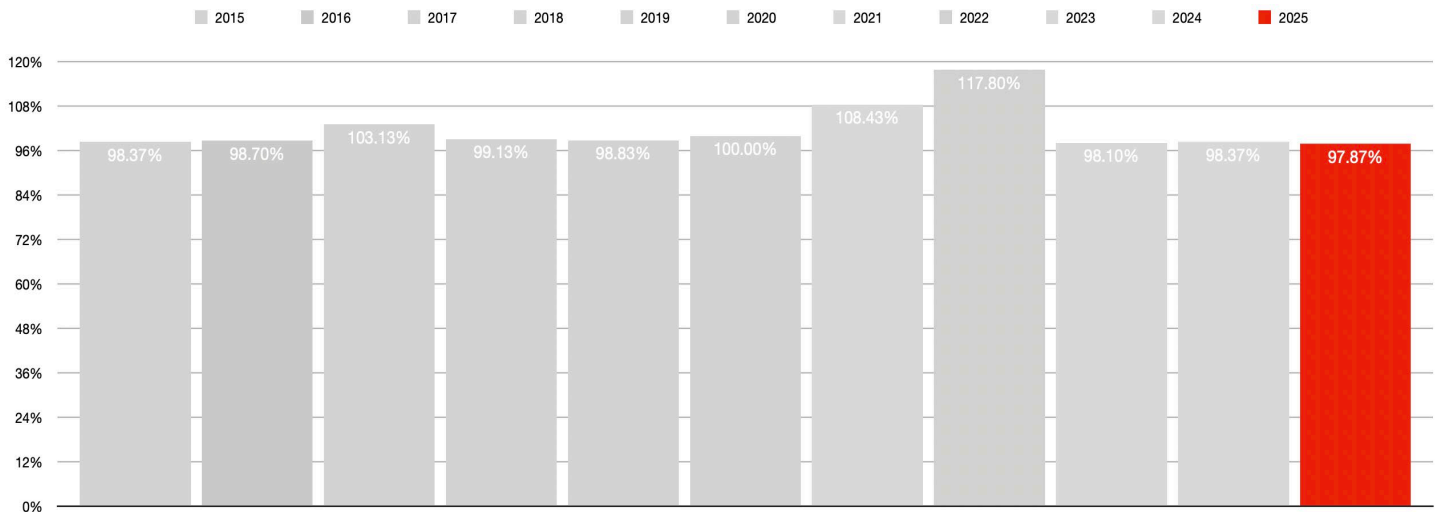
Year-Over-Year



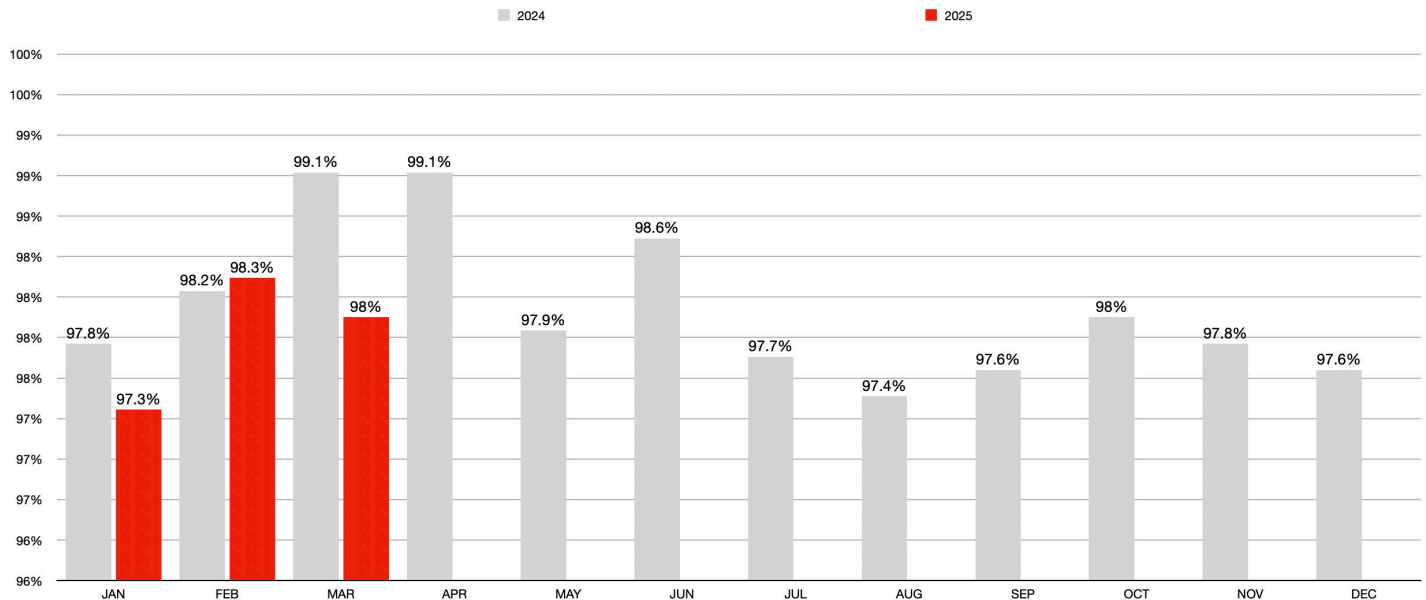
Month-Over-Month 2024 vs. 2025

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

# SALE PRICE VS. LIST PRICE RATIO



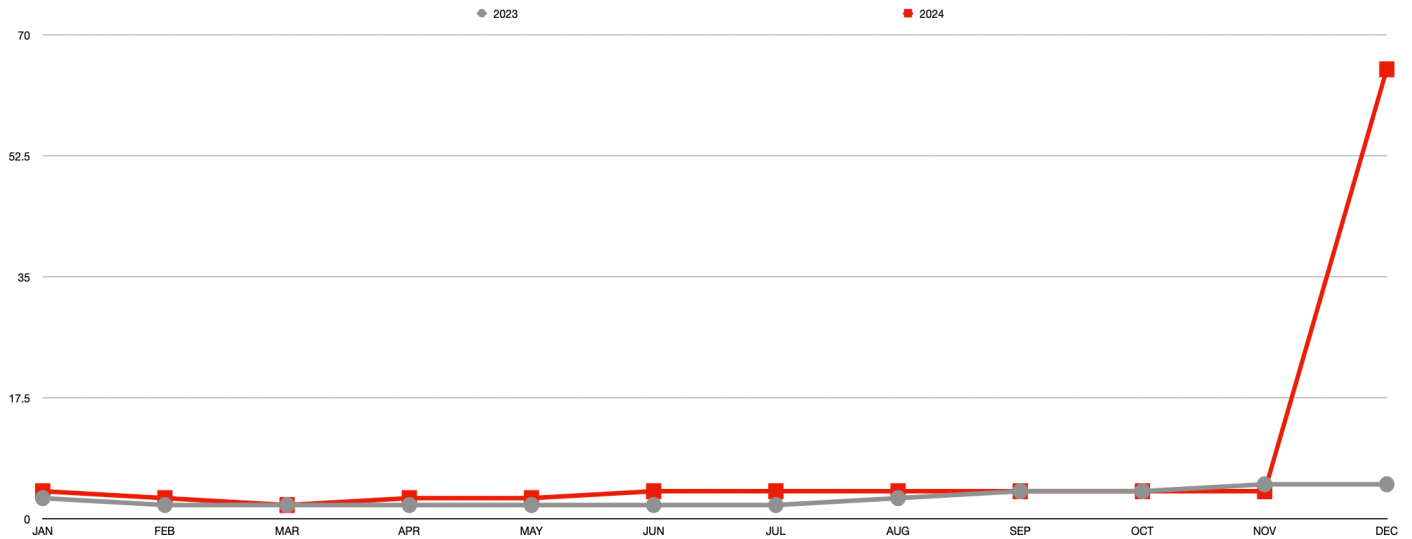
## Year-Over-Year



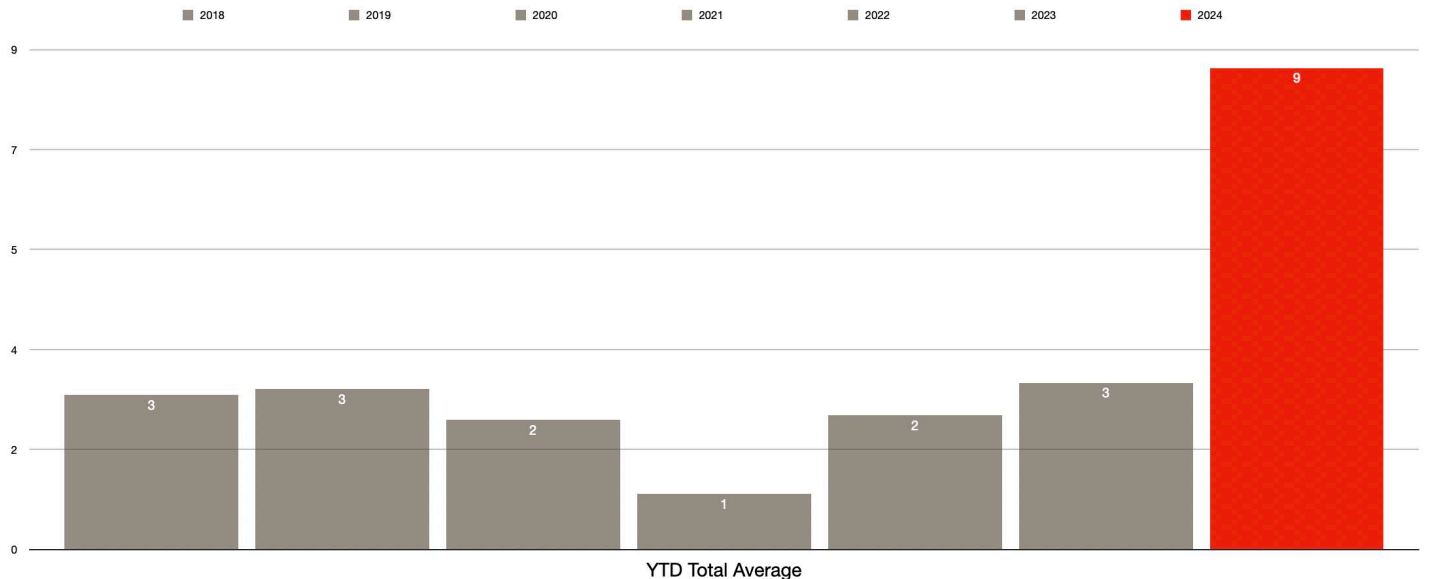
## Month-Over-Month 2024 vs. 2025



# MONTHS OF INVENTORY

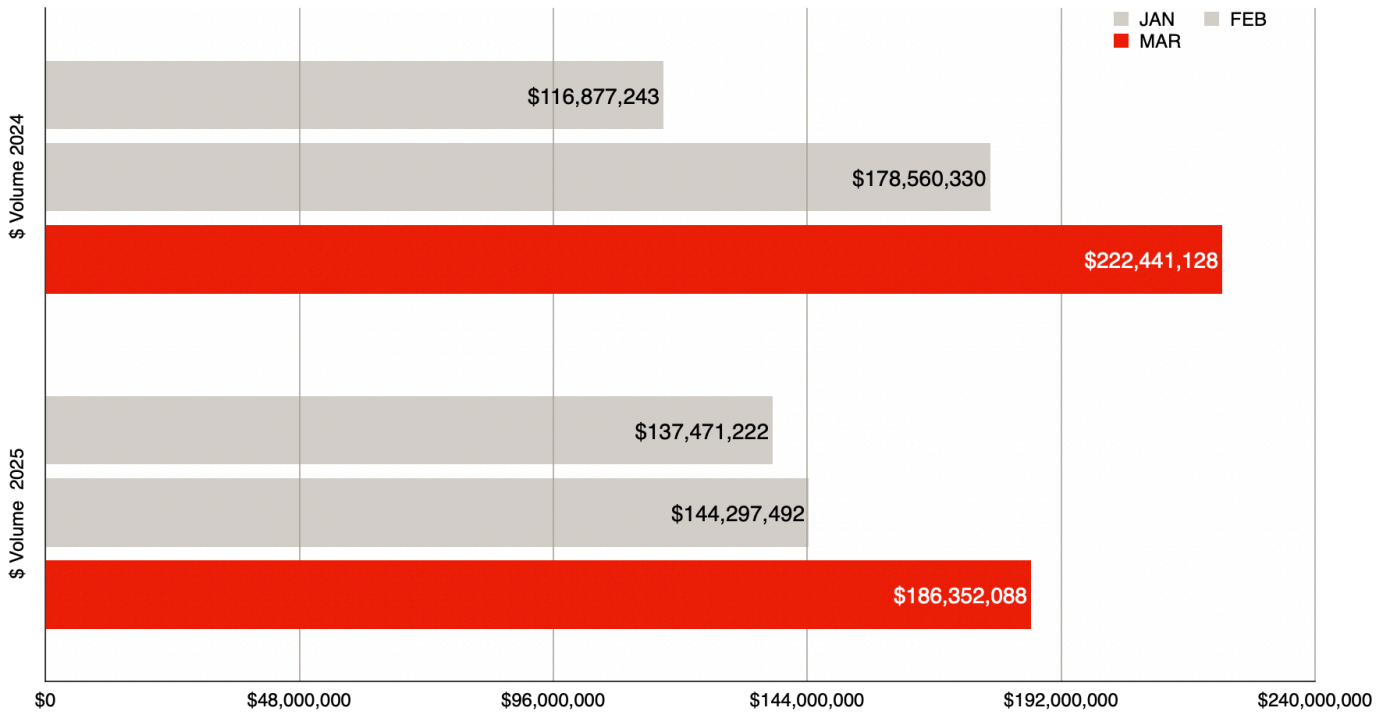


Month-Over-Month 2024 vs. 2025



Year-Over-Year

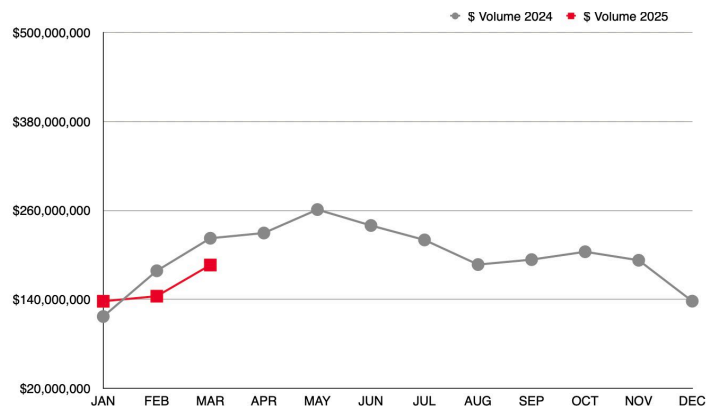
# DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

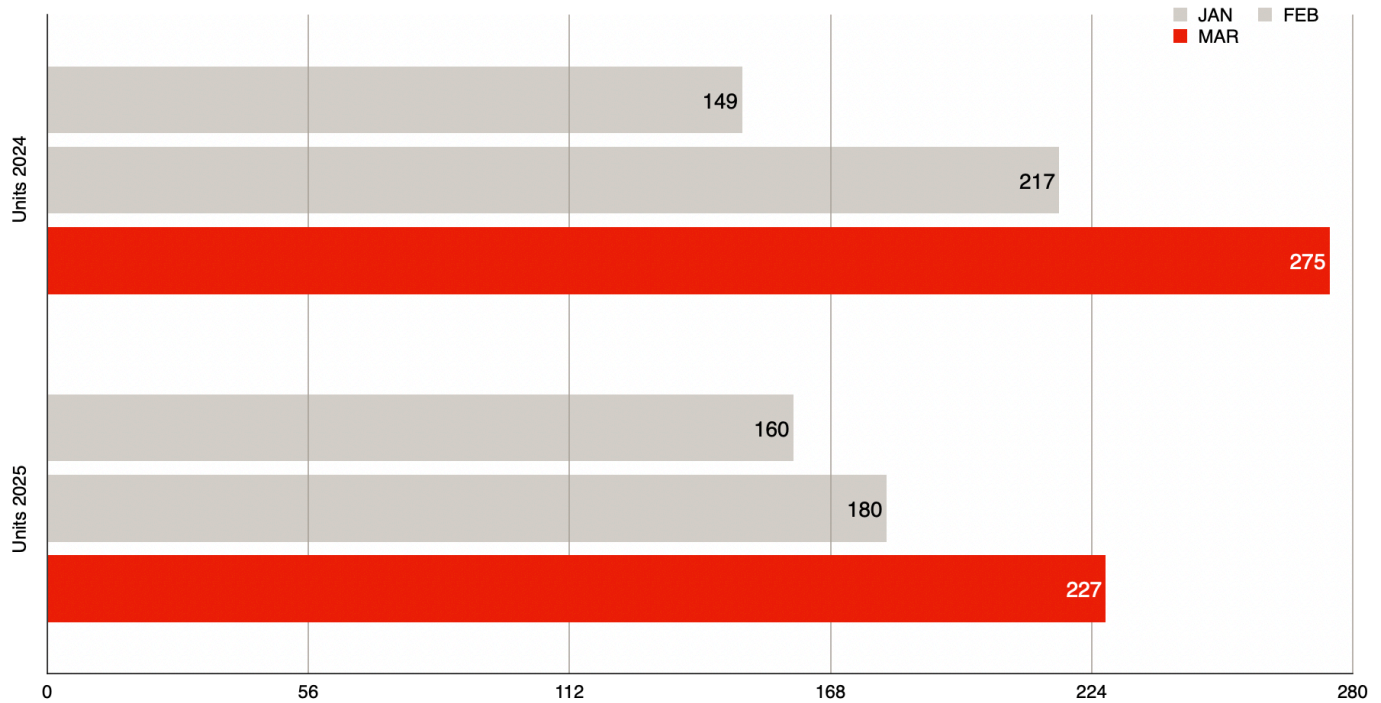


Yearly Totals 2024 vs. 2025

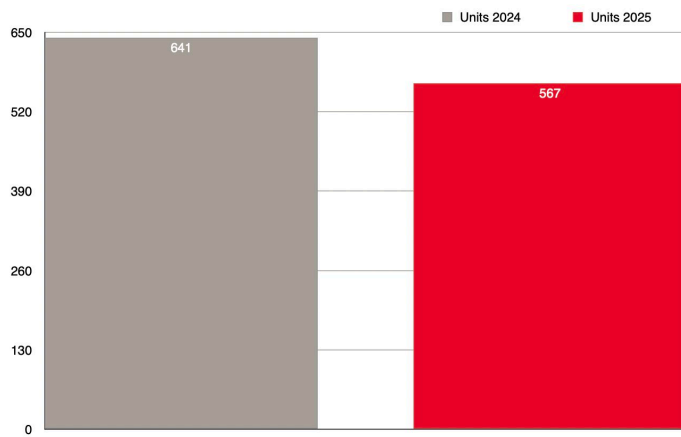


Month vs. Month 2024 vs. 2025

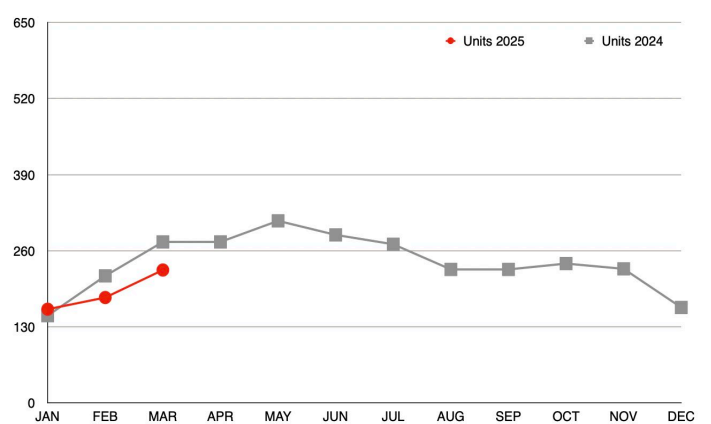
# UNIT SALES



Monthly Comparison 2024 vs. 2025



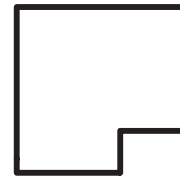
Yearly Totals 2024 vs. 2025


















Month vs. Month 2024 vs. 2025



# SALES BY TYPE



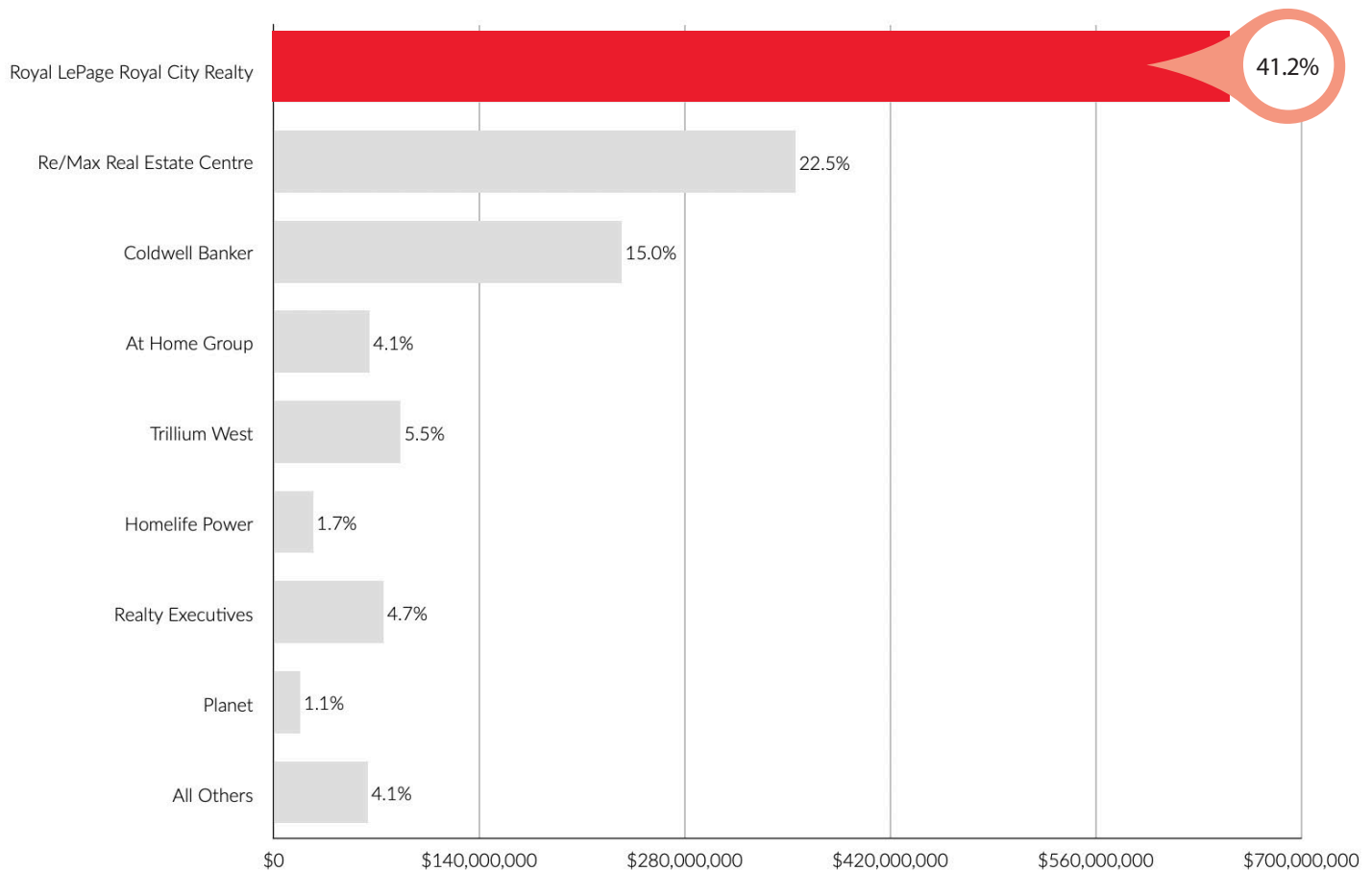
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$383,850,249 -1.57%	 \$84,909,553 -20.86%	 \$6,390,000 -27.18%
YTD Unit Sales	 426 -1.84%	 142 -18.39%	 10 +25%
YTD Average Sale Price	 \$901,057 +2.69%	 \$597,955 +1.82%	 \$639,000.00 +37.24%
March Sales Volume	 \$148,537,008 -12.37%	 \$38,454,080 -23.33%	 \$1,285,000 -83.45%
March Unit Sales	 165 -11.29%	 63 -20.25%	 4 -33.33%

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

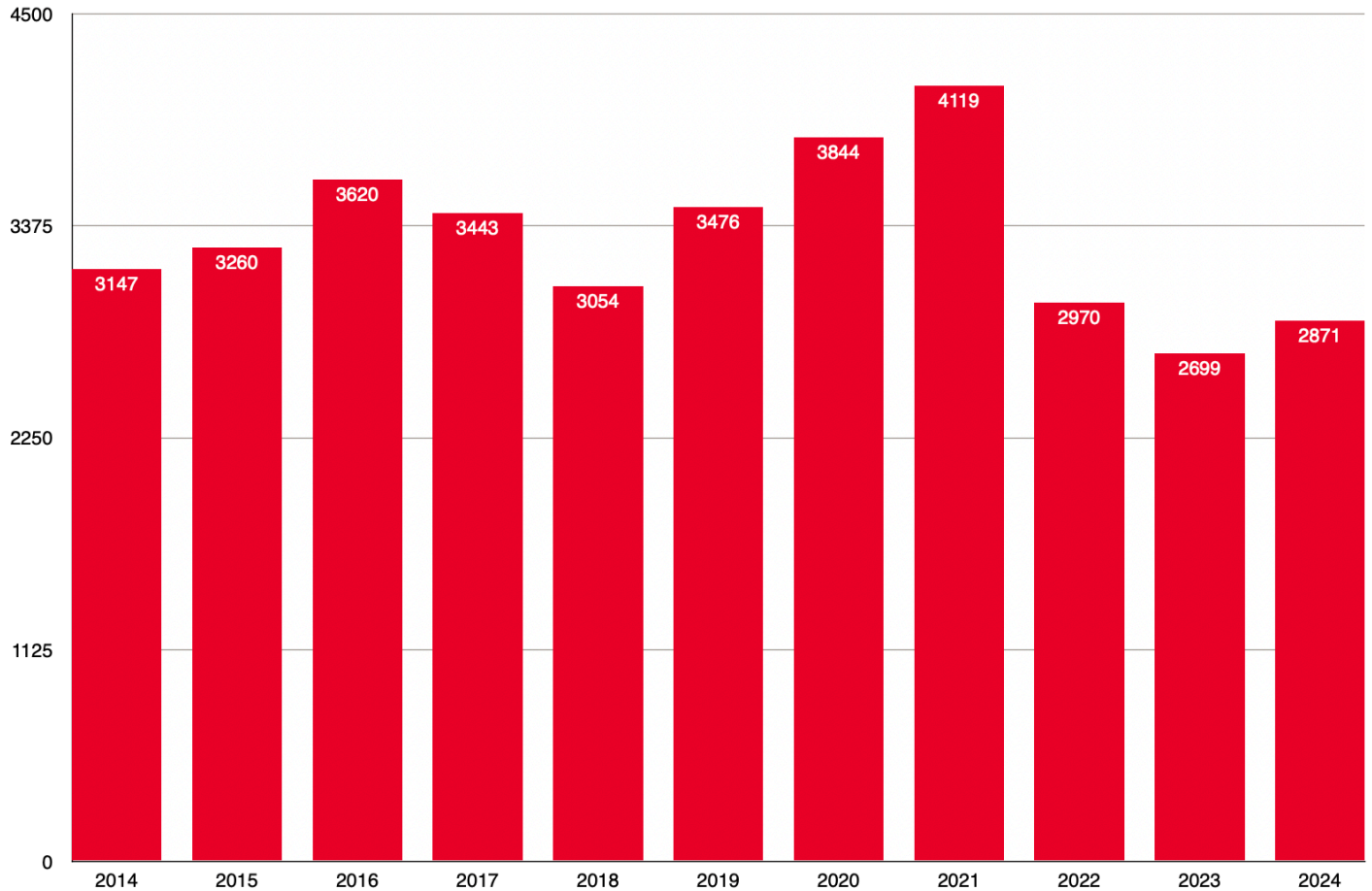
# MARKET DOMINANCE



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



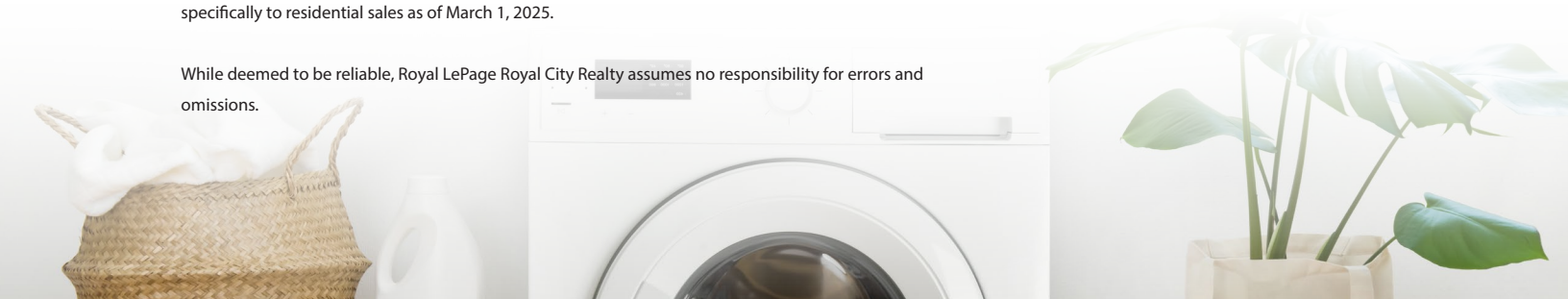
# 10 YEAR MARKET ANALYSIS



## 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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