2026 AUGUST

WELLINGTON COUNTY

Real Estate Market Report

ROYAL LEPAGE 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 through August, with the year-to-date sales-to-listings ratio sitting at 36.74%, below the 39% threshold. August pricing softened year over year, as the median sale price declined 5.54% to $725,000, while the average sale price decreased 4.87% to $805,160. Sales activity strengthened, with sales volume rising 4.10% to $214.98M and unit sales increasing 9.43% to 267 transactions. New listings increased 2.34% to 569, while expired listings rose 45.92% to 143, indicating continued competition among sellers. Although the monthly sales-to-listings ratio improved to 46.92%, the year-to-date ratio remains below the balanced market threshold, keeping Wellington County in buyer's market territory overall.

August year-over-year sales volume of $214,977,806

Up 4.10% from 2025's $206,514,399 with unit sales of 267 up 9.43% from last August's 244. New listings of 569 are up 2.34% from a year ago, with the sales/listing ratio of 46.92% up 3.04%.

Year-to-date sales volume of $1,585,472,971

Down 4.80% from 2025's $1,665,468,231 with unit sales of 1,905 down 3.05% from 2025's 1,965. New listings of 5,185 are up 0.41% from a year ago, with the sales/listing ratio of 36.74% down 1.31%.

Year-to-date average sale price of $829,328

Down from $845,421 one year ago, with median sale price of $740,000 down from $781,389 one year ago. Average days-on-market of 45 is up 8 days from last year.

AUGUST NUMBERS

Median Sale Price
$725,000
-5.54%

Average Sale Price
$805,160
-4.87%

Sales Volume
$214,977,806
+4.1%

Unit Sales
267
+9.43%

New Listings
569
+2.34%

Expired Listings
143
+45.92%

Unit Sales/Listings Ratio
46.92%
+3.04%

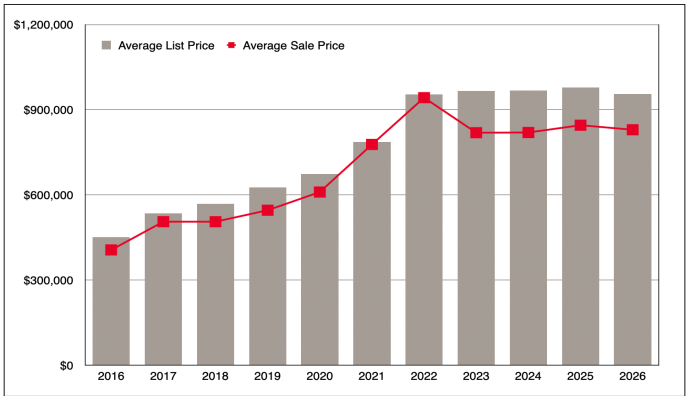
Year-over-year comparison
(August 2026 vs. August 2025)

THE MARKET IN DETAIL

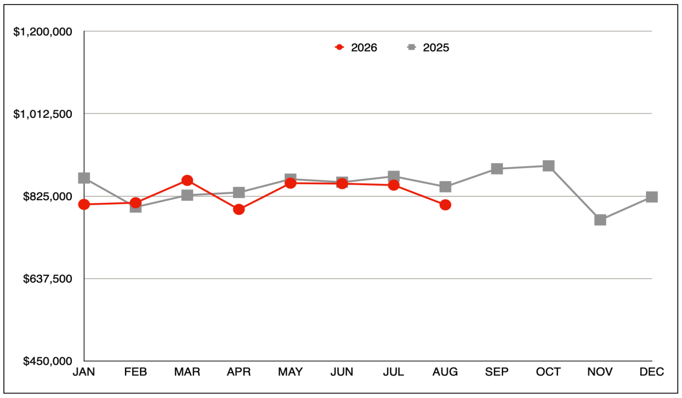
	2024	2025	2026	2025-2026
YTD Volume Sales	$1,655,227,792	$1,665,468,231	$1,585,472,971	-4.8%
YTD Unit Sales	2,013	1,965	1,905	-3.05%
YTD New Listings	4,013	5,164	5,185	+0.41%
YTD Sales/Listings Ratio	50.16%	38.05%	36.74%	-3.45%
YTD Expired Listings	410	595	840	+41.18%
Monthly Volume Sales	$186,939,818	$206,514,399	$214,977,806	+4.1%
Monthly Unit Sales	228	244	267	+9.43%
Monthly New Listings	406	556	569	+2.34%
Monthly Sales/Listings Ratio	56.16%	43.88%	46.92%	+6.93%
Monthly Expired Listings	90	98	143	+45.92%
YTD Sales: $0-$199K	22	13	19	+46.15%
YTD Sales: $200k-349K	22	31	34	+9.68%
YTD Sales: $350K-$549K	281	286	340	+18.88%
YTD Sales: $550K-$749K	633	537	587	+9.31%
YTD Sales: $750K-$999K	647	655	534	-18.47%
YTD Sales: $1M-$2M	394	407	347	-14.74%
YTD Sales: $2M+	25	40	47	+17.5%
YTD Average Days-On-Market	32.25	37.50	45.25	+20.67%
YTD Average Sale Price	$819,678	$845,421	$829,328	-1.9%
YTD Median Sale Price	$767,625	$781,389	$740,000	-5.3%

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

AVERAGE SALE PRICE

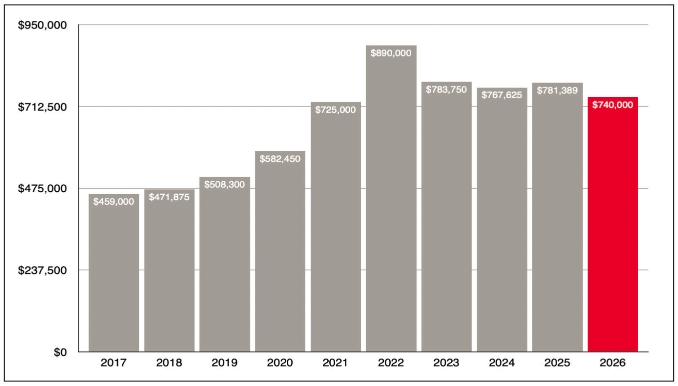


Year-Over-Year

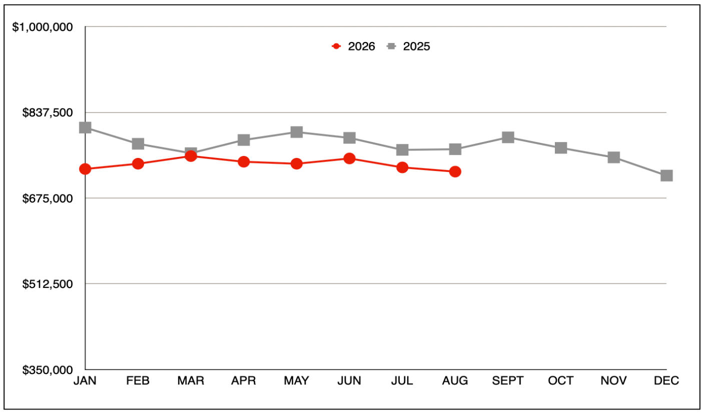


Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE



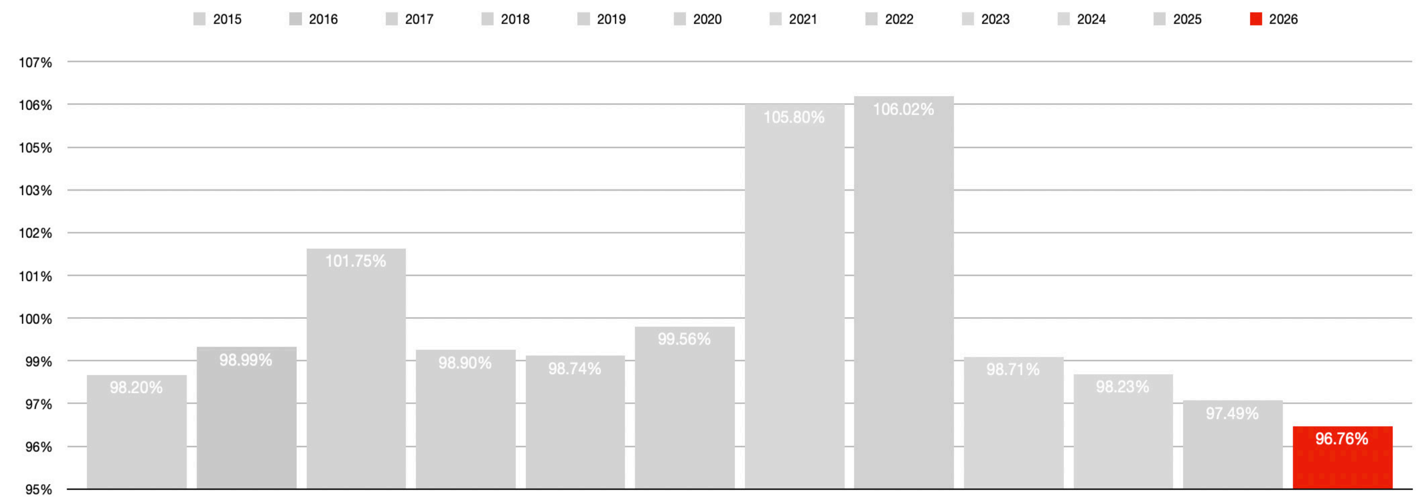
Year-Over-Year



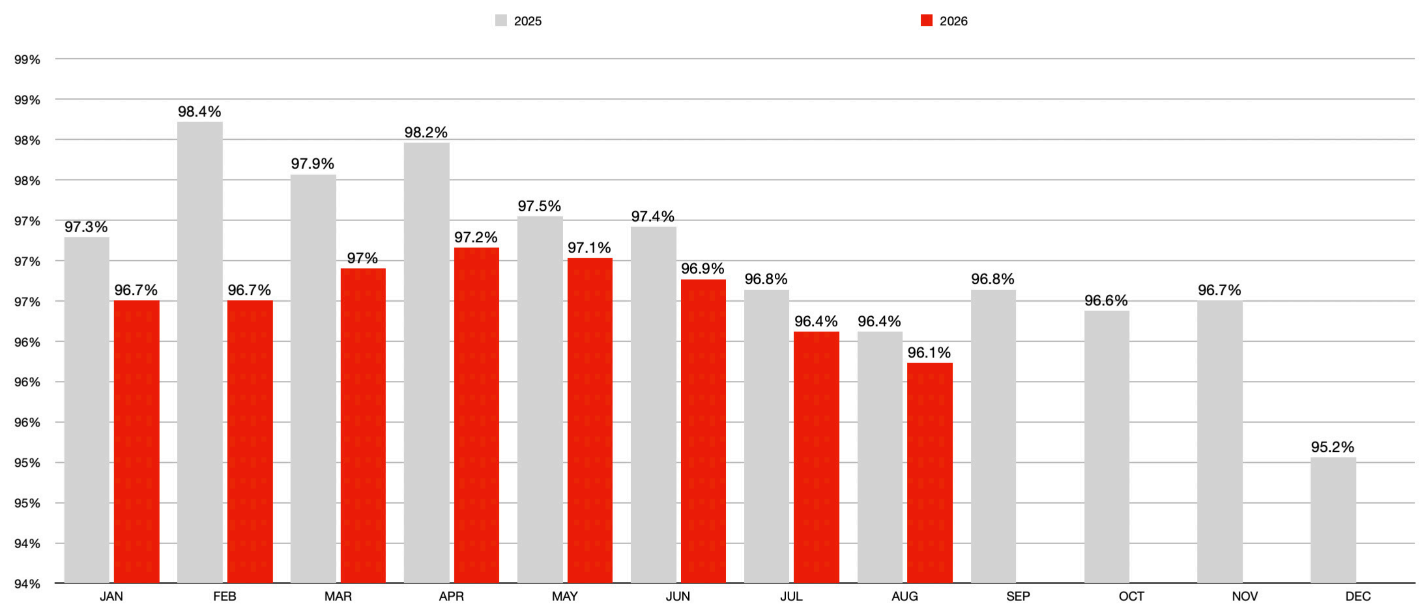
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. LIST PRICE RATIO

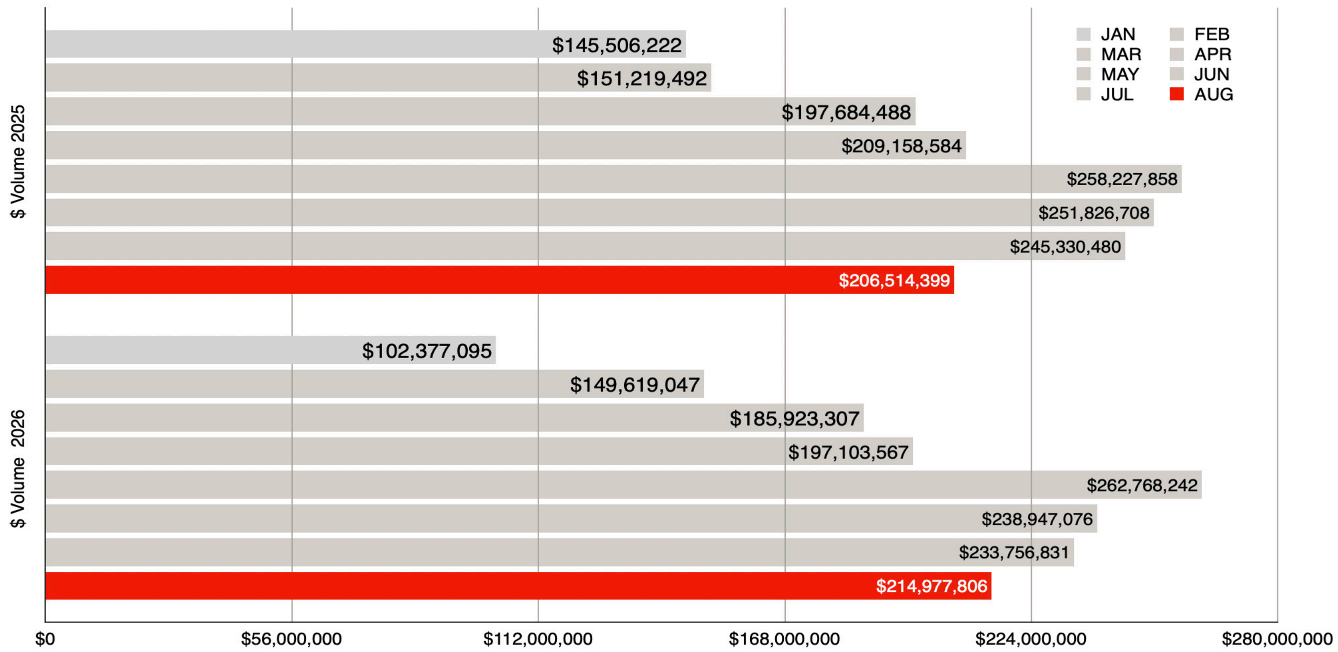


Year-Over-Year

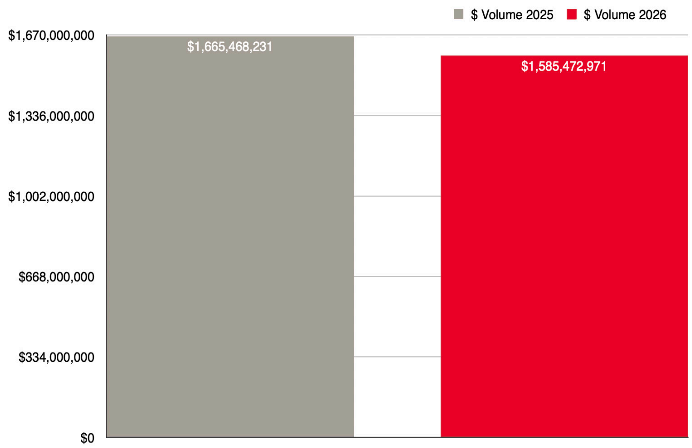


Month-Over-Month 2025 vs. 2026

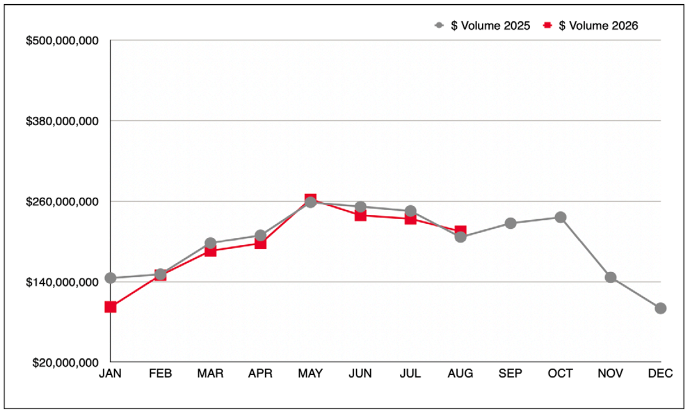
DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

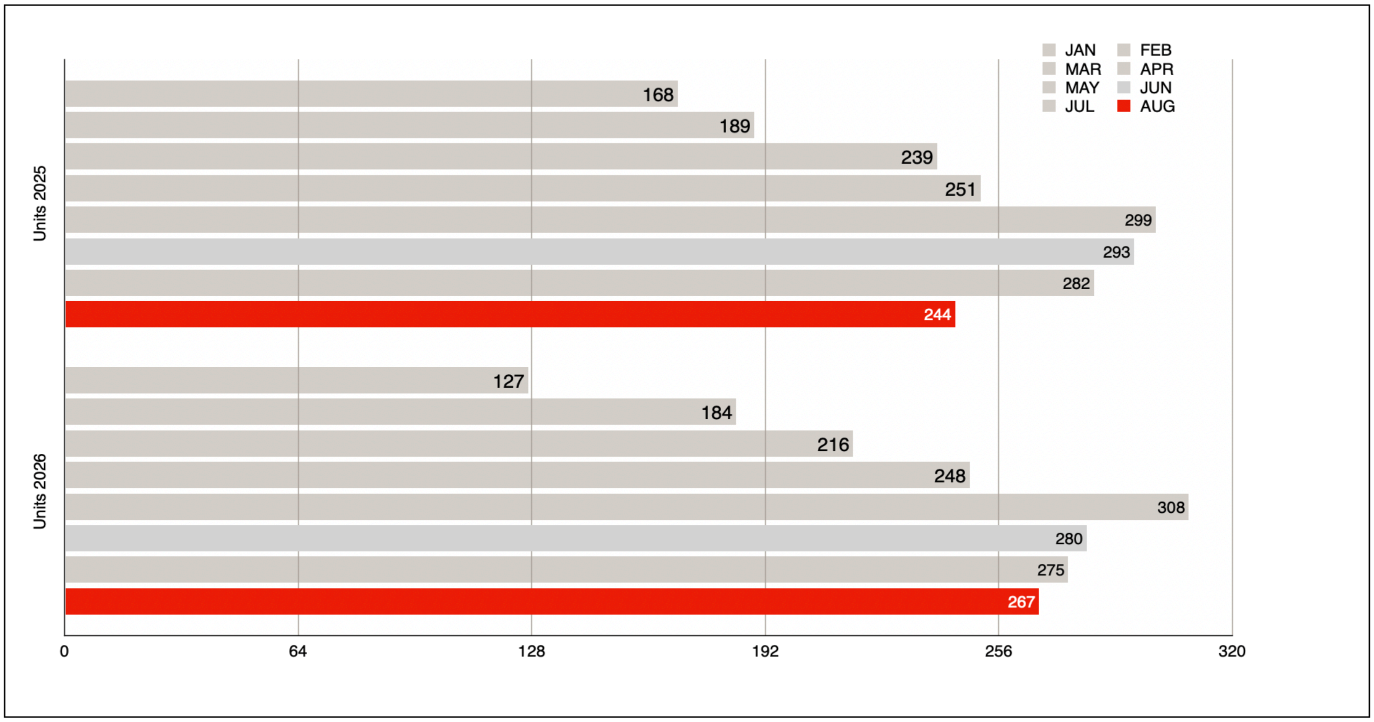


Yearly Totals 2025 vs. 2026

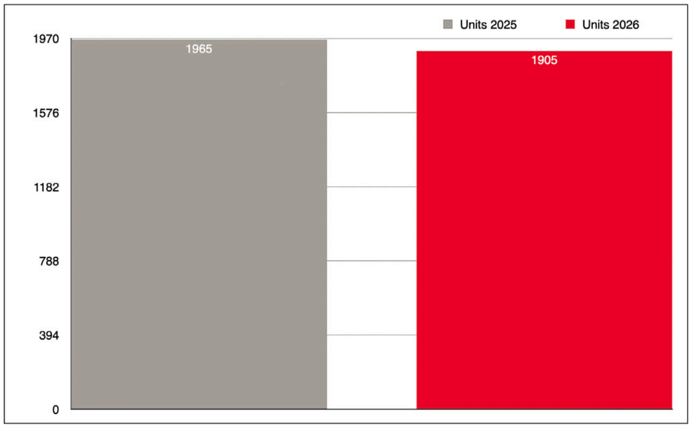


Month vs. Month 2025 vs. 2026

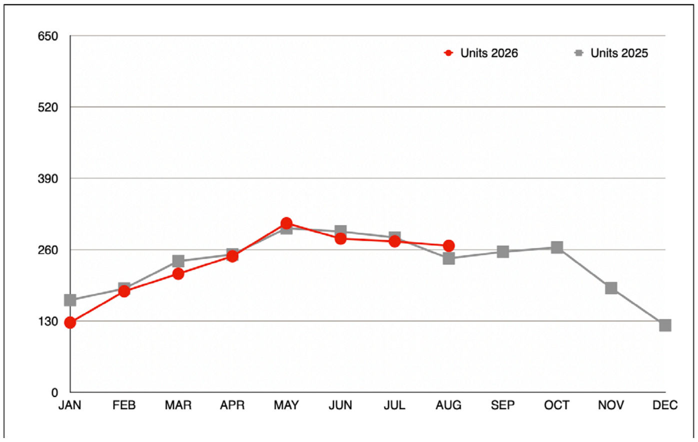
UNIT SALES



Monthly Comparison 2025 vs. 2026



Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

SALES BY TYPE

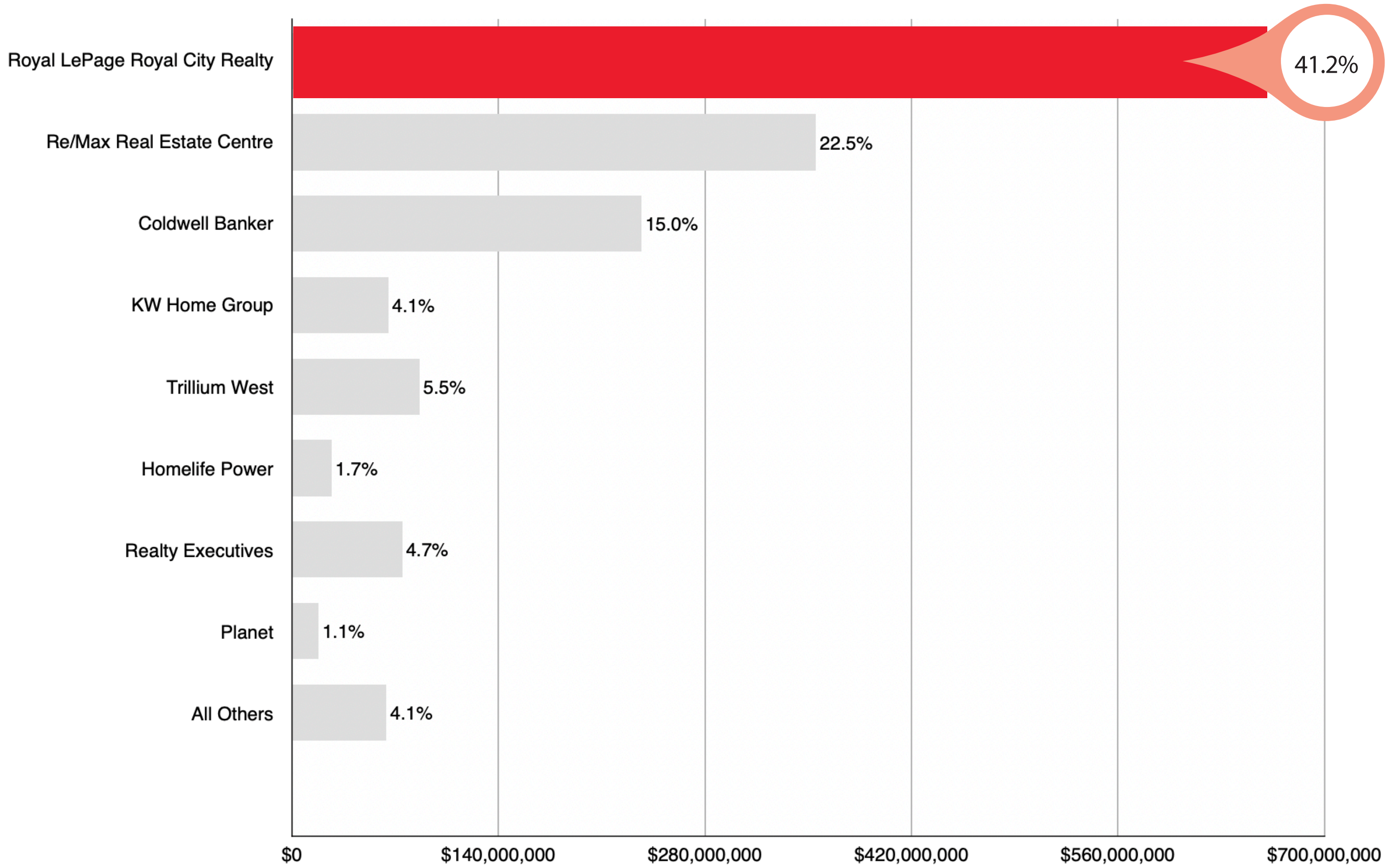
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	$1,347,424,251 -3.41%	$238,048,720 -11.71%	$18,801,455 +10.27%
YTD Unit Sales	1494 -1.39%	411 -8.67%	24 +14.29%
YTD Average Sale Price	$901,890 -2.06%	$579,194 -3.33%	$783,393.96 -3.51%
August Sales Volume	$184,249,283 +6.09%	$30,728,523 -6.42%	$4,180,000 +237.1%
August Unit Sales	217 +16.67%	50 -13.79%	5 +150%

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 31, 2026.

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

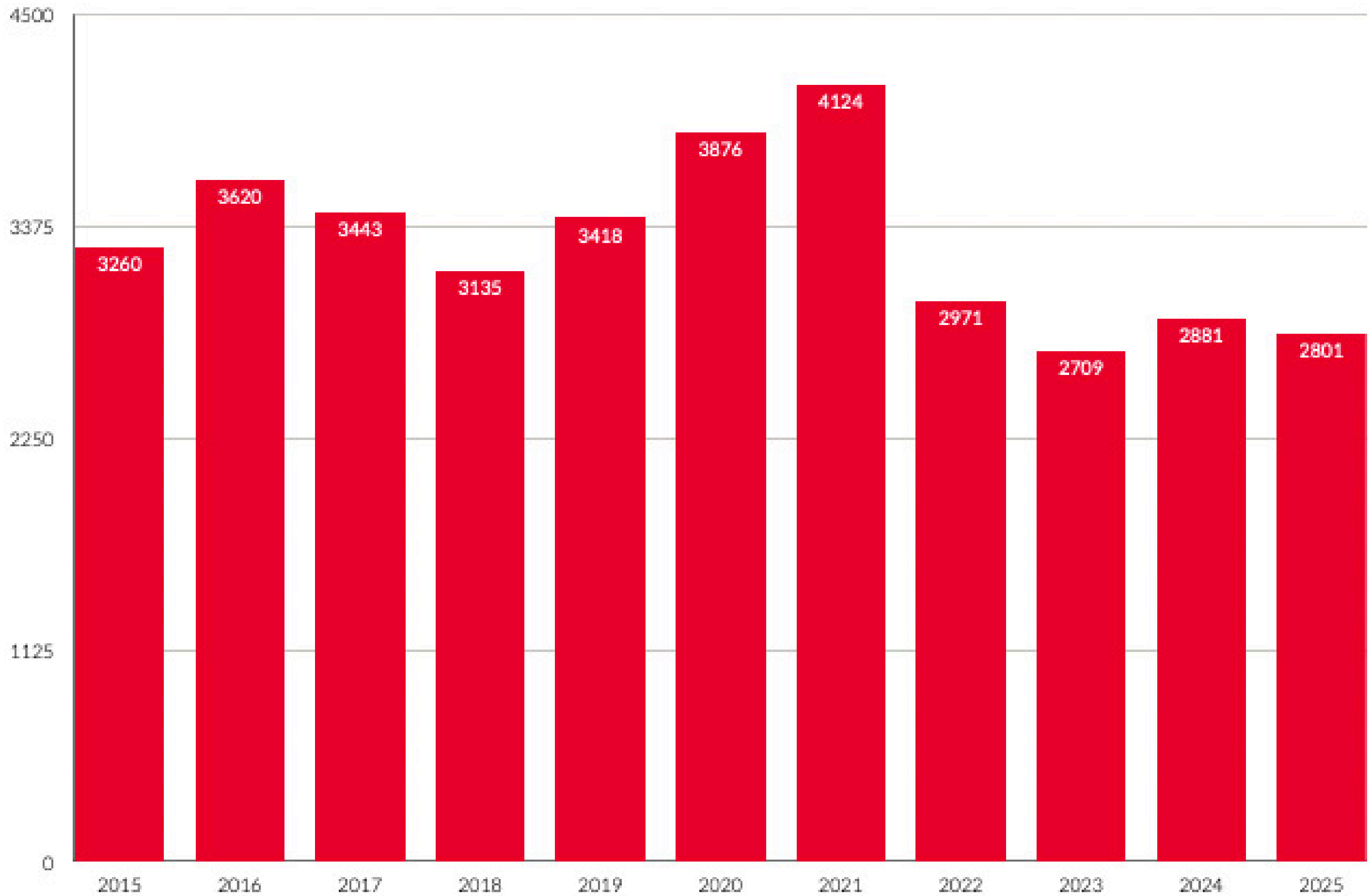
While deemed to be reliable, Royal LePage Royal City Realty assumes no responsibility for errors and omissions.

MARKET DOMINANCE



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