



2026 JULY

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 through July, with the year-to-date sales-to-listings ratio sitting at 35.49%, below the 39% threshold. Pricing softened year over year, as the median sale price declined 4.34% to \$733,000, while the average sale price decreased 2.29% to \$850,025. Sales activity also eased, with sales volume down 4.72% to \$233.76M and unit sales decreasing 2.48% to 275 transactions. New listings declined 5.36% to 653, while expired listings rose 81.82% to 120, indicating continued competition among sellers. Although the monthly sales-to-listings ratio improved to 42.11%, up 1.24% from last July, the year-to-date ratio remains below the balanced market threshold, keeping Wellington County in buyer's market territory overall.

July year-over-year sales volume of \$233,756,831



Down 4.72% from 2025's \$245,330,480 with unit sales of 275 down 2.48% from last July's 282. New listings of 653 are down 5.36% from a year ago, with the sales/listing ratio of 42.11% up 1.24%.

Year-to-date sales volume of \$1,370,495,165



Down 6.06% from 2025's \$1,458,953,832 with unit sales of 1,638 down 4.82% from 2025's 1,721. New listings of 4,616 are up 0.17% from a year ago, with the sales/listing ratio of 35.49% down 1.86%.

Year-to-date average sale price of \$832,781



Down from \$845,285 one year ago, with median sale price of \$740,000 down from \$785,000 one year ago. Average days-on-market of 45 is up 8 days from last year.

JULY NUMBERS

Median Sale Price

\$733,000
-4.34%

Average Sale Price

\$850,025
-2.29%

Sales Volume

\$233,756,831
-4.72%

Unit Sales

275
-2.48%

New Listings

653
-5.36%

Expired Listings

120
+81.82%

Unit Sales/Listings Ratio

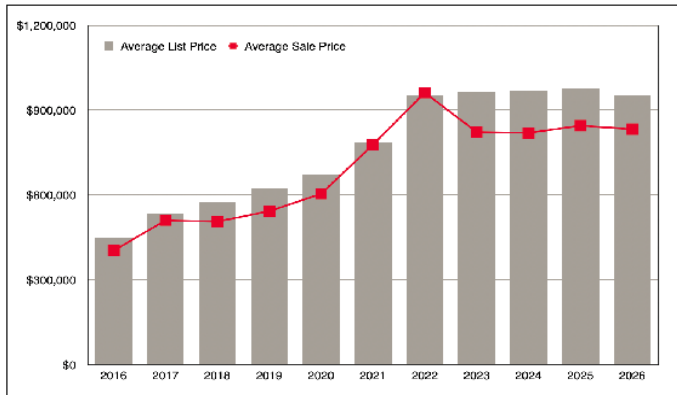
42.11%
+1.24%
*Year-over-year comparison
(July 2026 vs. July 2025)*

THE MARKET IN DETAIL

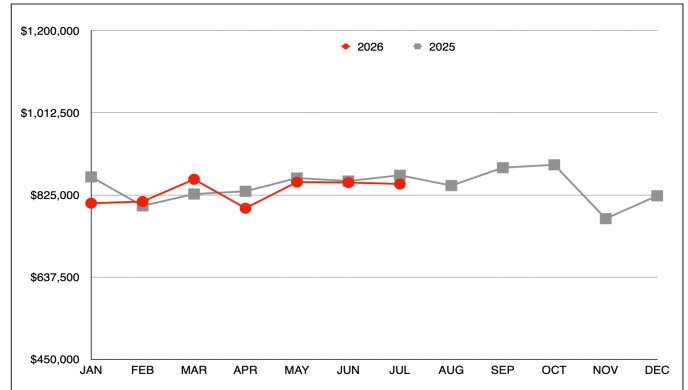
	2024	2025	2026	2025-2026
YTD Volume Sales	\$1,468,287,974	\$1,458,953,832	\$1,370,495,165	-6.06%
YTD Unit Sales	1,785	1,721	1,638	-4.82%
YTD New Listings	3,607	4,608	4,616	+0.17%
YTD Sales/Listings Ratio	49.49%	37.35%	35.49%	-4.99%
YTD Expired Listings	320	497	697	+40.24%
Monthly Volume Sales	\$220,166,160	\$245,330,480	\$233,756,831	-4.72%
Monthly Unit Sales	271	282	275	-2.48%
Monthly New Listings	535	690	653	-5.36%
Monthly Sales/Listings Ratio	50.65%	40.87%	42.11%	+3.04%
Monthly Expired Listings	42	66	120	+81.82%
YTD Sales: \$0-\$199K	19	12	15	+25%
YTD Sales: \$200k-349K	19	22	30	+36.36%
YTD Sales: \$350K-\$549K	246	248	300	+20.97%
YTD Sales: \$550K-\$749K	564	473	488	+3.17%
YTD Sales: \$750K-\$999K	574	583	461	-20.93%
YTD Sales: \$1M-\$2M	354	353	305	-13.6%
YTD Sales: \$2M+	21	34	42	+23.53%
YTD Average Days-On-Market	31.86	36.43	44.71	+22.75%
YTD Average Sale Price	\$819,644	\$845,285	\$832,781	-1.48%
YTD Median Sale Price	\$775,250	\$785,000	\$740,000	-5.73%

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

AVERAGE SALE PRICE

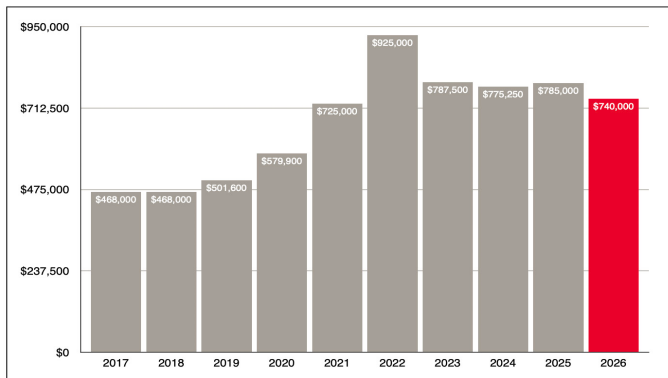


Year-Over-Year

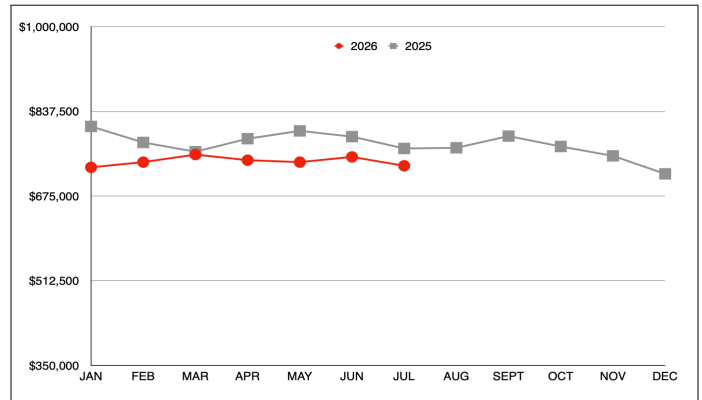


Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE



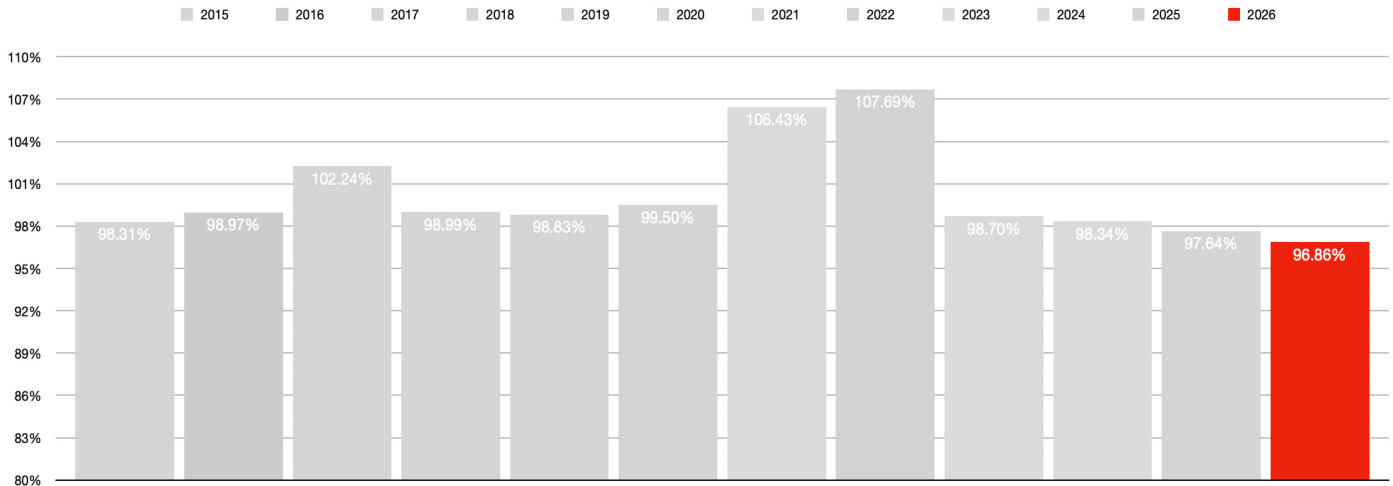
Year-Over-Year



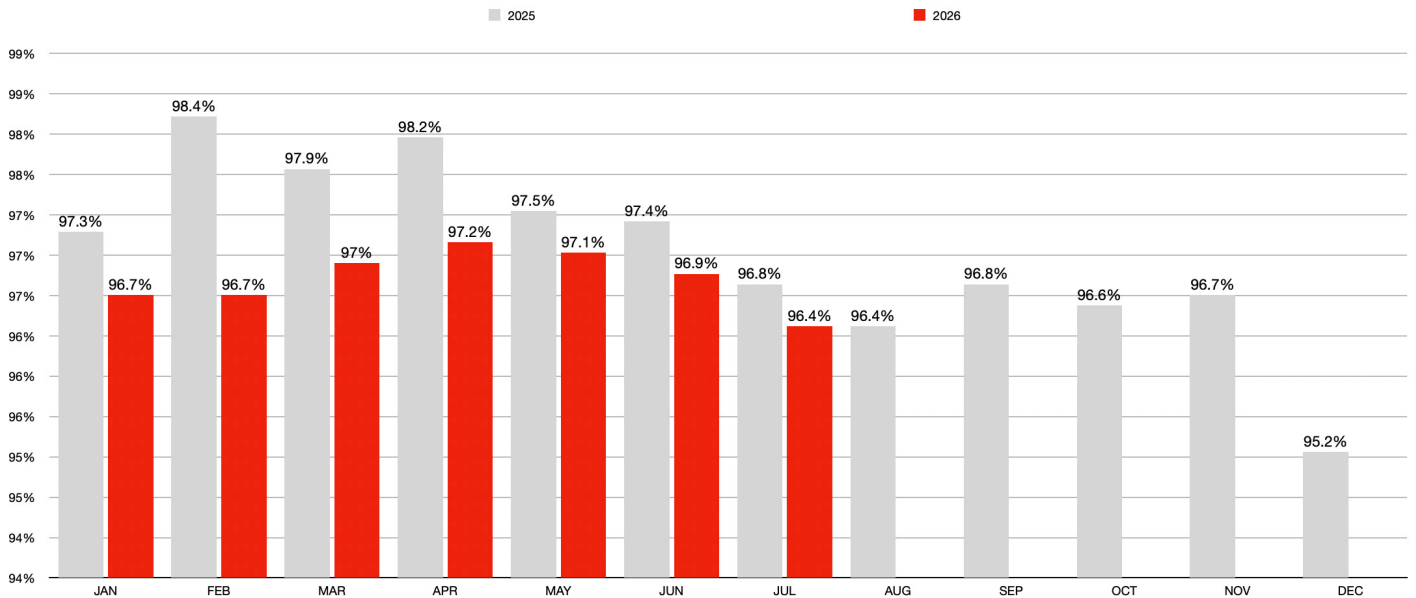
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. LIST PRICE RATIO

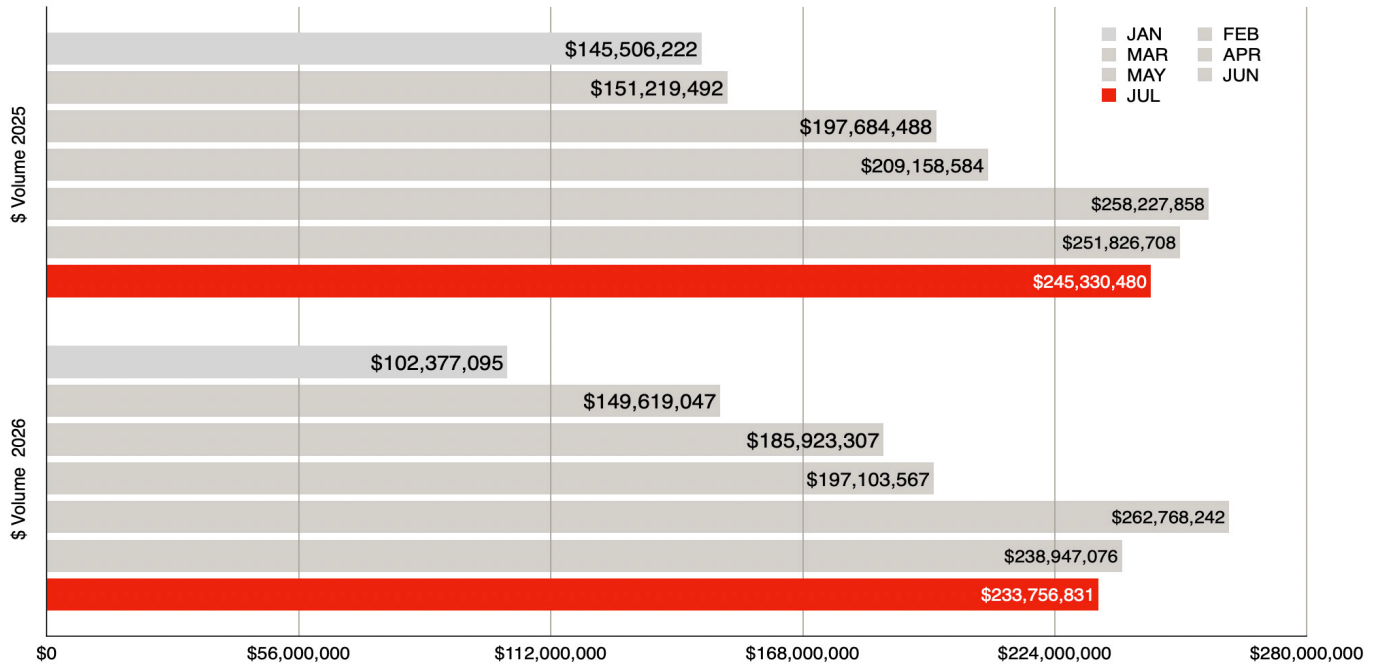


Year-Over-Year

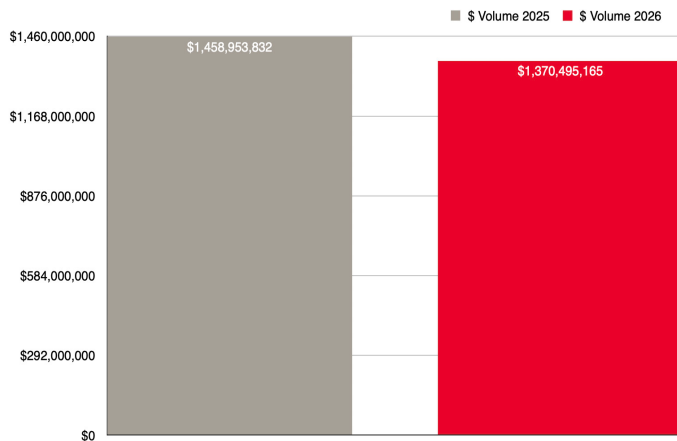


Month-Over-Month 2025 vs. 2026

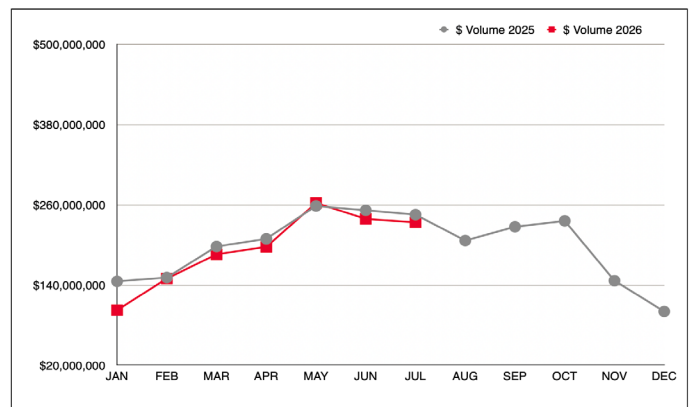
DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

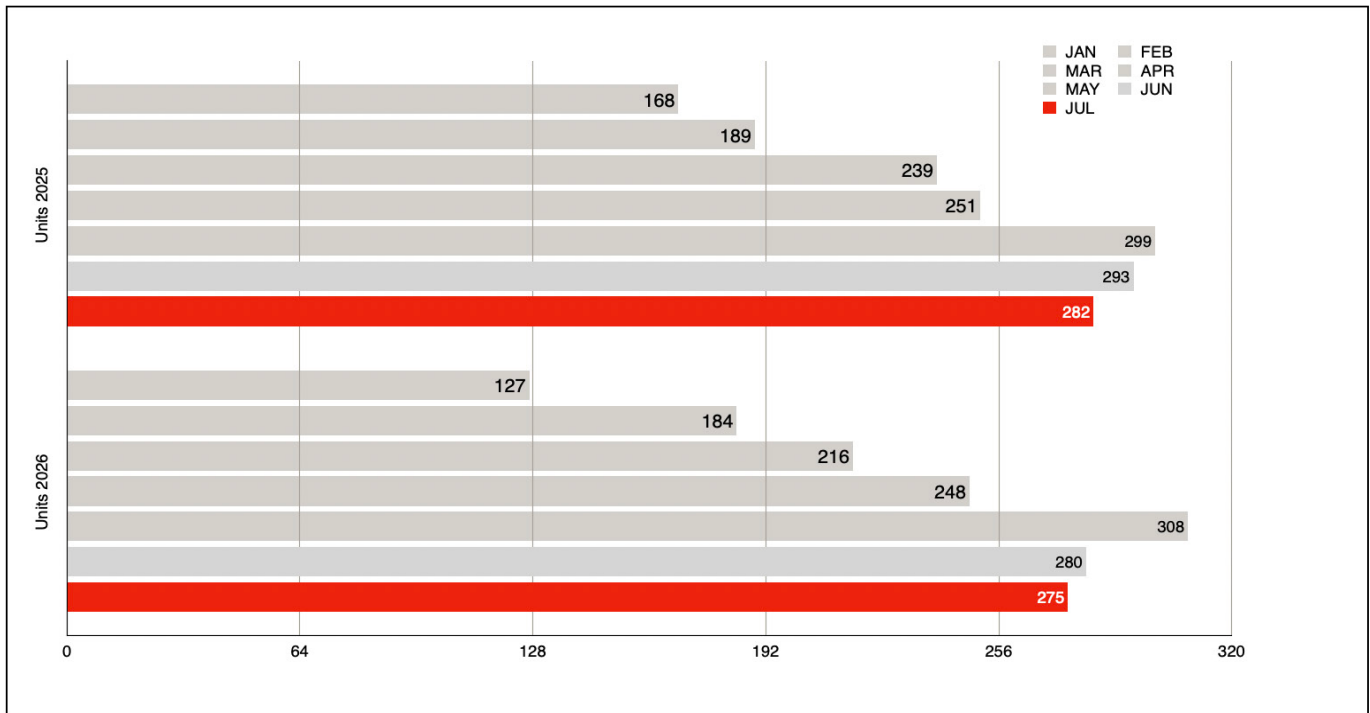


Yearly Totals 2025 vs. 2026

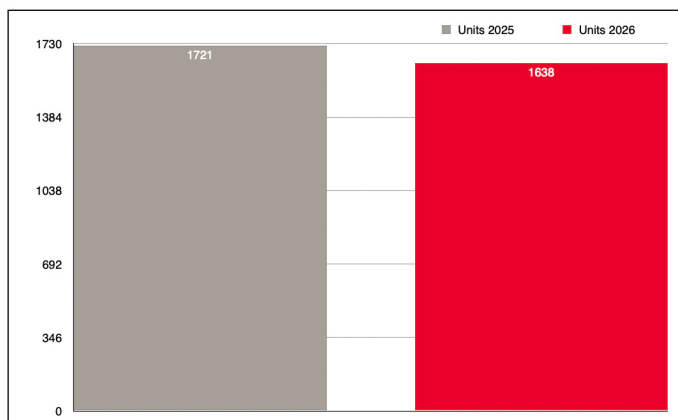


Month vs. Month 2025 vs. 2026

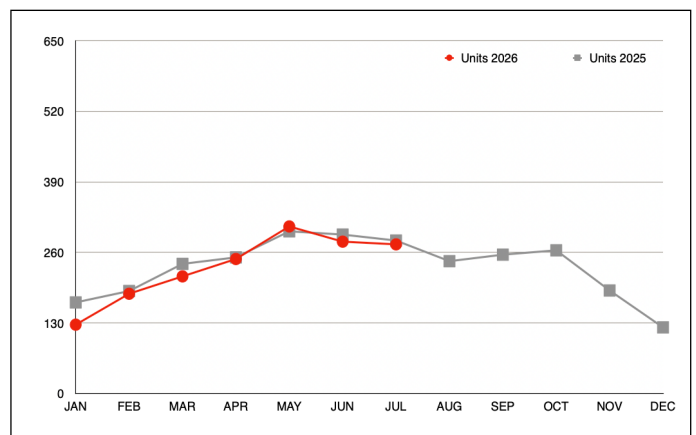
UNIT SALES



Monthly Comparison 2025 vs. 2026

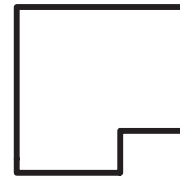


Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

SALES BY TYPE



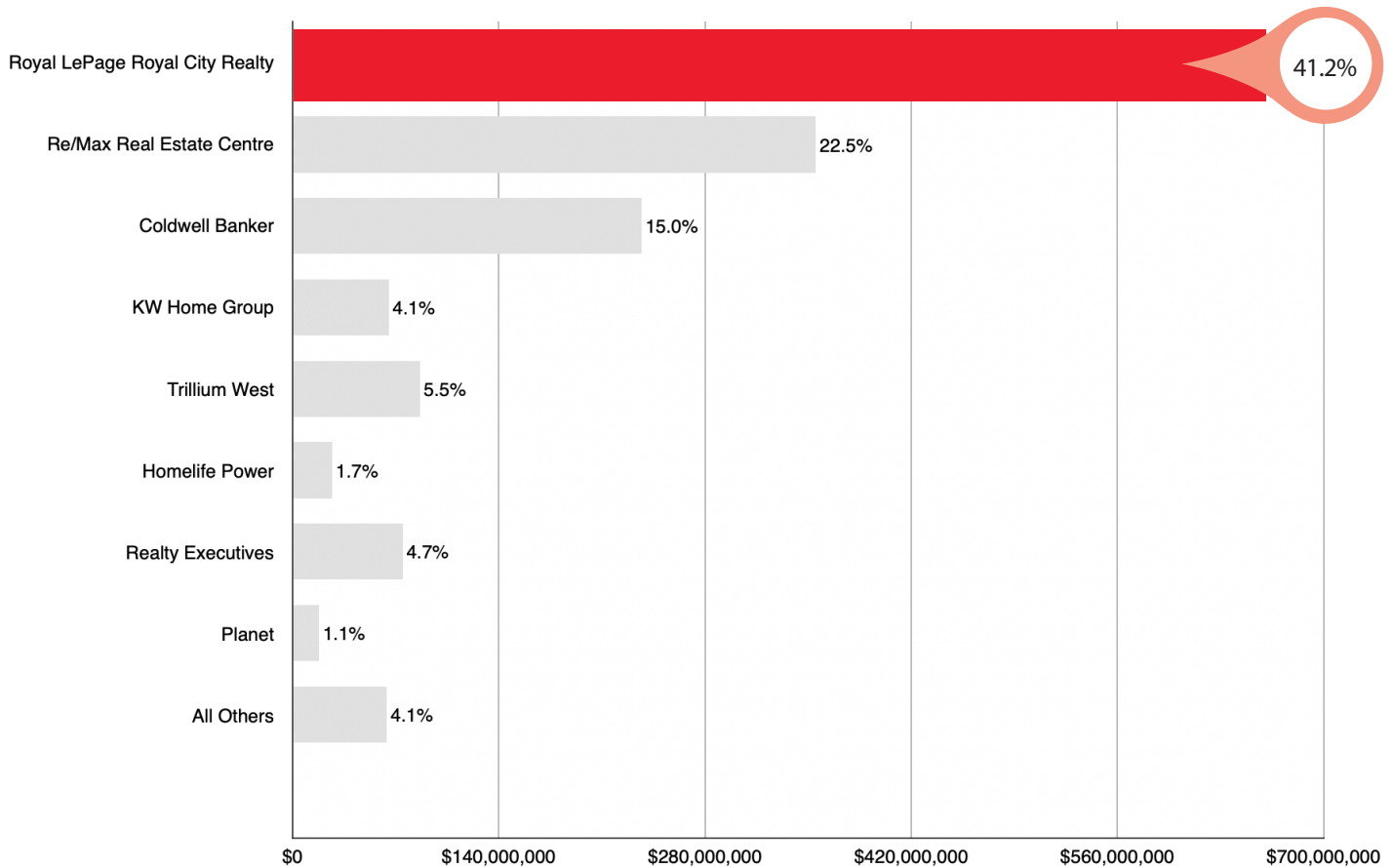
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$1,163,174,968 -4.76%	 \$207,320,197 -12.44%	 \$14,621,455 -7.52%
YTD Unit Sales	 1277 -3.91%	 361 -7.91%	 19 No Change
YTD Average Sale Price	 \$910,865 -0.89%	 \$574,294 -4.92%	 \$769,550.26 -7.52%
July Sales Volume	 \$197,167,556 -3.36%	 \$36,589,275 -11.43%	 \$3,560,000 +23.18%
July Unit Sales	 214 -0.93%	 61 -7.58%	 7 +600%

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 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.

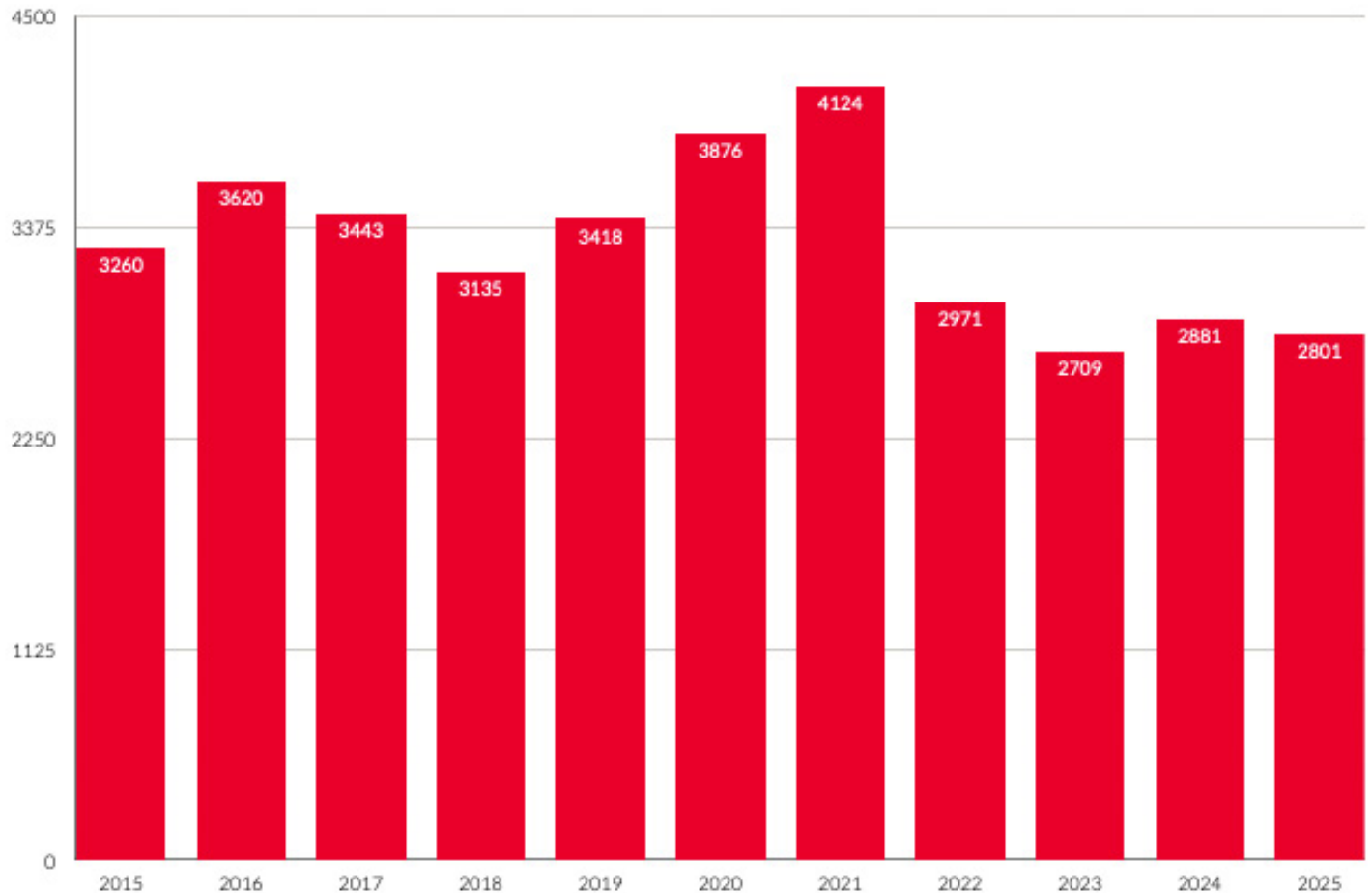
MARKET DOMINANCE



Market Share by Dollar Volume Within Wellington County
Listing Selling Ends Combined for Guelph Based Companies
July 2025



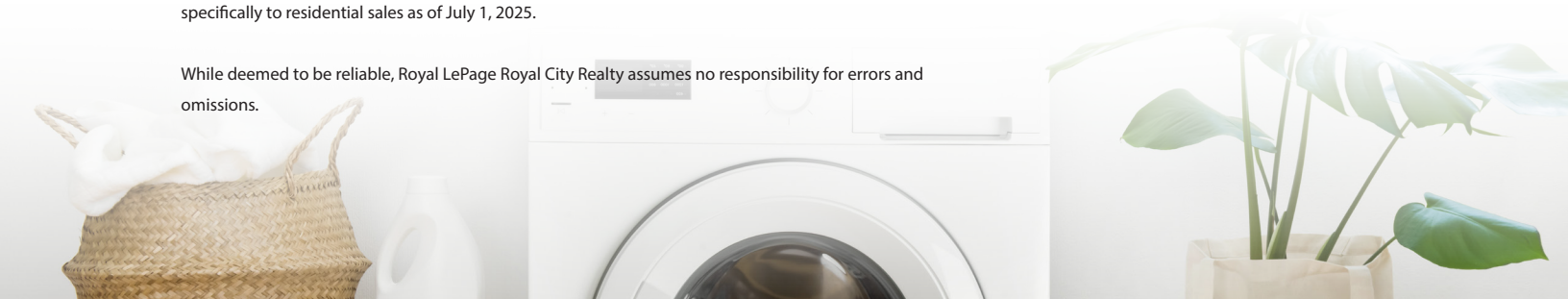
10 YEAR MARKET ANALYSIS



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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