



2025 MAY 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 leaned further into buyer-friendly territory this May, despite modest gains in pricing. The median sale price rose 3.21% to \$805,000, and the average sale price climbed 3.42% to \$868,294. However, overall activity softened, with unit sales down 4.18% to 298 and sales volume dipping 0.9% to \$258.75M. New listings increased by 24.07%, expanding inventory, while expired listings surged 68.57%, pointing to longer selling times. With a unit sales-to-listings ratio of 34.41%, conditions remain favourable for buyers.



May year-over-year sales volume of \$258,751,658

Down 0.9% from 2024's \$261,112,010 with unit sales of 298 down 4.18% from last May's 311. New listings of 866 are up 24.07% from a year ago, with the sales/listing ratio of 34.41% down 10.14%.



Year-to-date sales volume of \$960,449,944

Down 4.76% from 2024's \$1,008,482,717 with unit sales of 1,143 down 6.85% from 2024's 1,227. New listings of 3,097 are up 24.33% from a year ago, with the sales/listing ratio of 36.91% down 12.35%.



Year-to-date average sale price of \$837,187

Up from \$817,994 one year ago with median sale price of \$785,000 up from \$777,000 one year ago. Average days-on-market of 37 is up 6 days from last year.

MAY NUMBERS

Median Sale Price

\$805,000

+3.21%

Average Sale Price

\$868,294

+3.42%

Sales Volume

\$258,751,658

-0.9%

Unit Sales

298

-4.18%

New Listings

866

+24.07%

Expired Listings

59

+68.57%

Unit Sales/Listings Ratio

34.41%

-10.14%

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

THE MARKET IN DETAIL

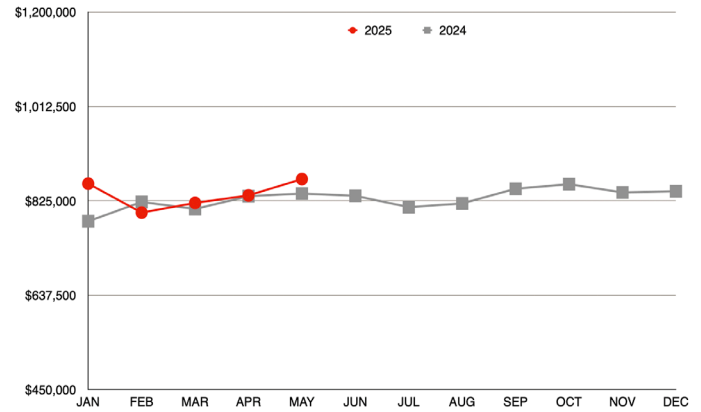
	2023	2024	2025	2024-2025
YTD Volume Sales	\$1,044,673,049	\$1,008,482,717	\$960,449,944	-4.76%
YTD Unit Sales	1,265	1,227	1,143	-6.85%
YTD New Listings	1,942	2,491	3,097	+24.33%
YTD Sales/Listings Ratio	65.14%	49.26%	36.91%	-12.35%
YTD Expired Listings	120	216	330	+52.78%
Monthly Volume Sales	\$281,816,078	\$261,112,010	\$258,751,658	-0.9%
Monthly Unit Sales	318	311	298	-4.18%
Monthly New Listings	498	698	866	+24.07%
Monthly Sales/Listings Ratio	63.86%	44.56%	34.41%	-10.14%
Monthly Expired Listings	24	35	59	+68.57%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	9	11	11	No Change
YTD Sales: \$350K-\$549K	203	162	159	-1.85%
YTD Sales: \$550K-\$749K	375	385	317	-17.66%
YTD Sales: \$750K-\$999K	418	403	411	+1.99%
YTD Sales: \$1M-\$2M	233	245	214	-12.65%
YTD Sales: \$2M+	17	13	21	+61.54%
YTD Average Days-On-Market	28.00	31.80	36.80	+15.72%
YTD Average Sale Price	\$814,060	\$817,994	\$837,187	+2.35%
YTD Median Sale Price	\$742,500	\$777,000	\$785,000	+1.03%

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

AVERAGE SALE PRICE

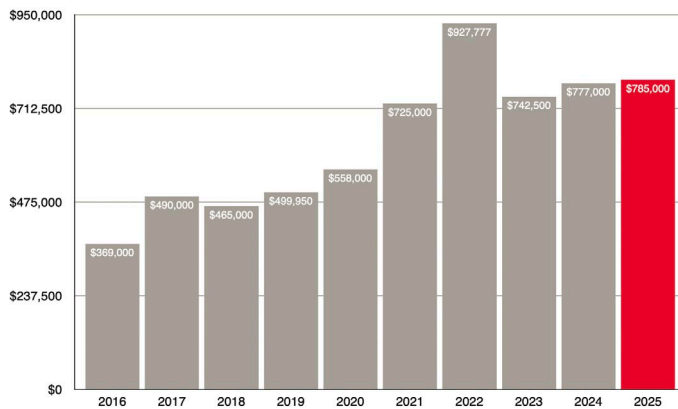


Year-Over-Year

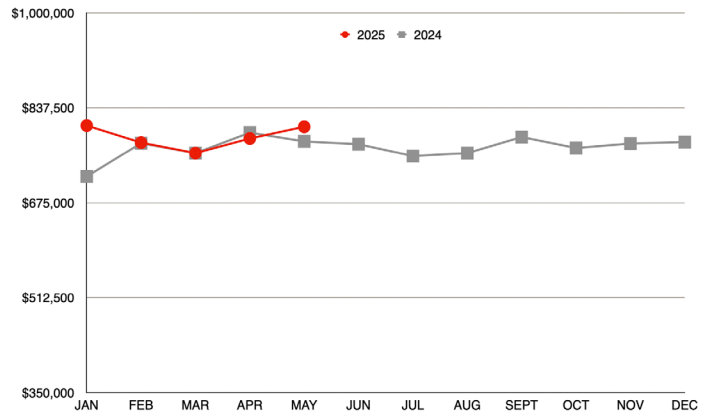


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



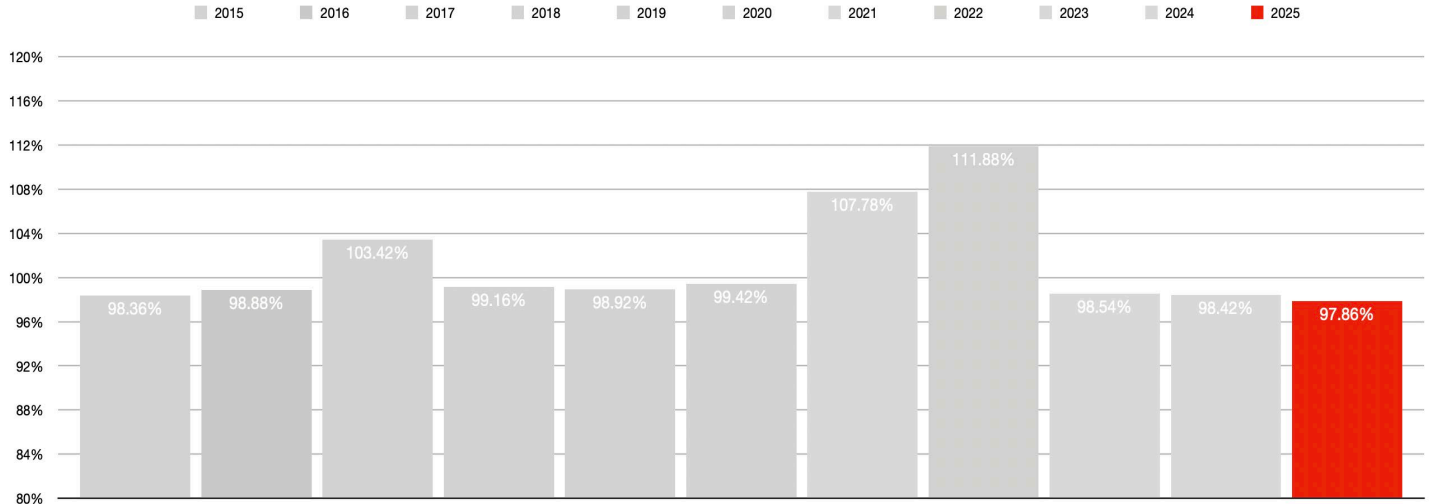
Year-Over-Year



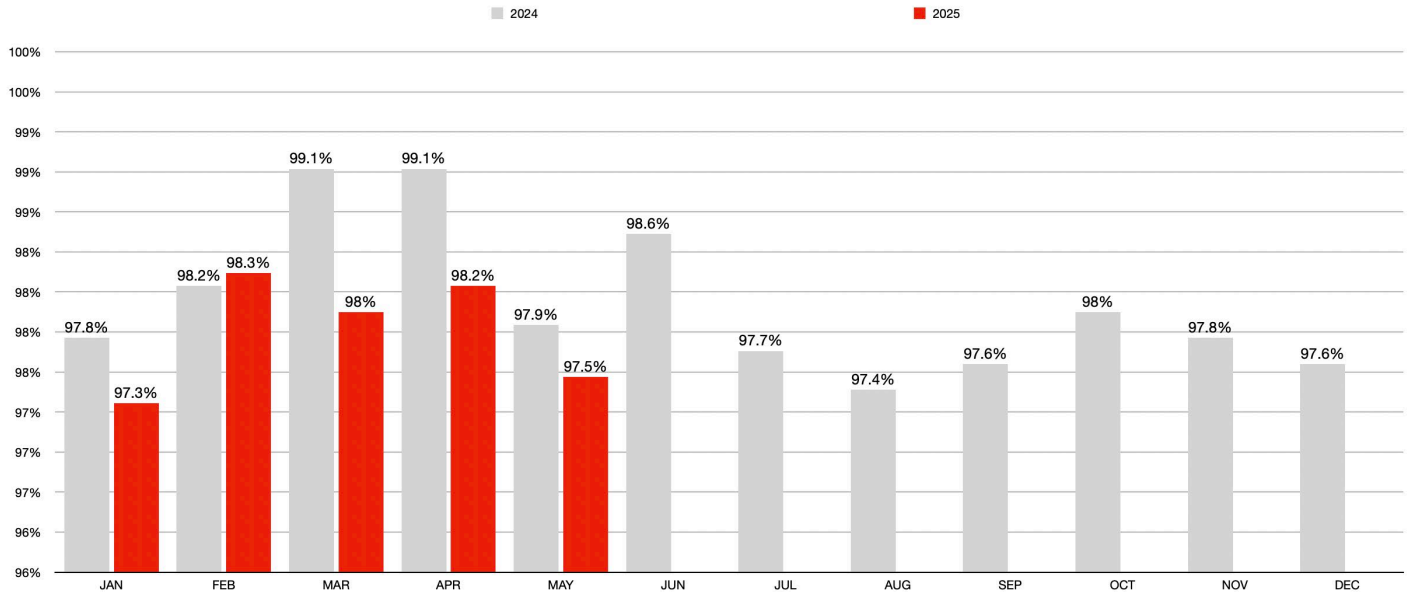
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

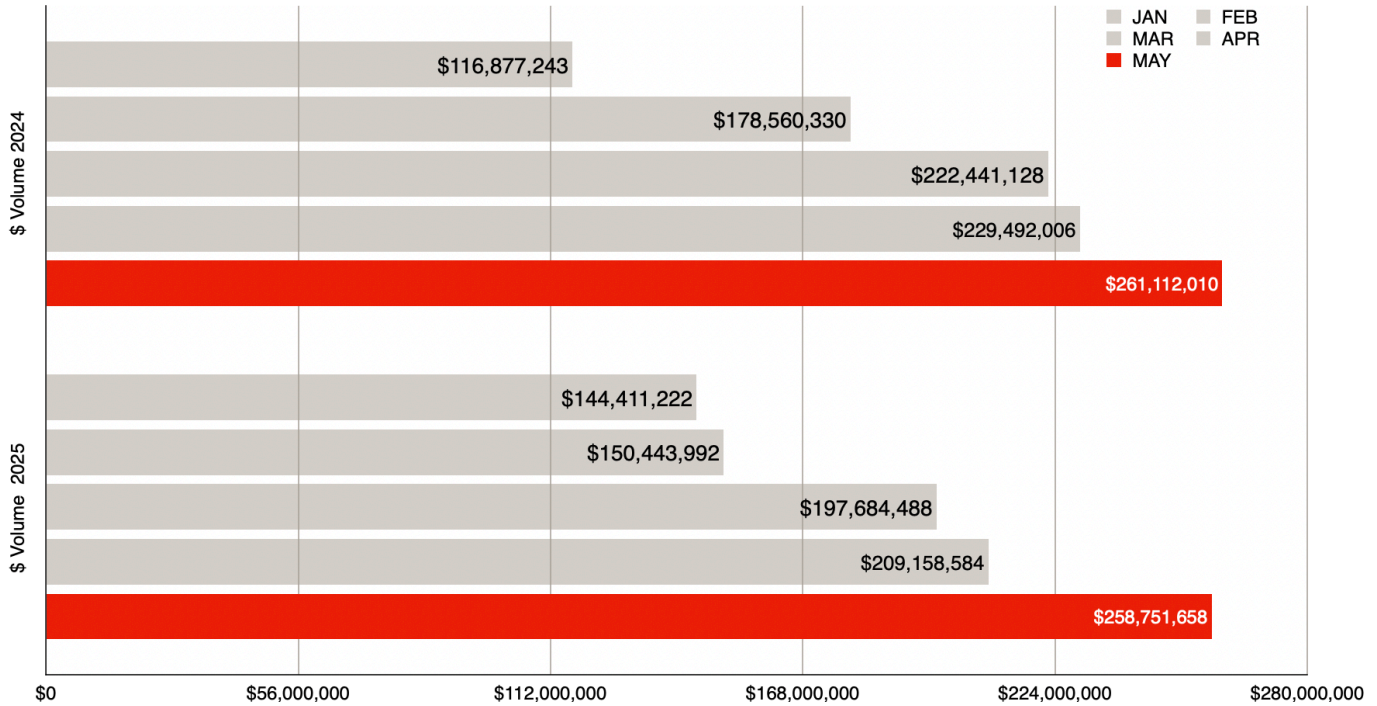


Year-Over-Year

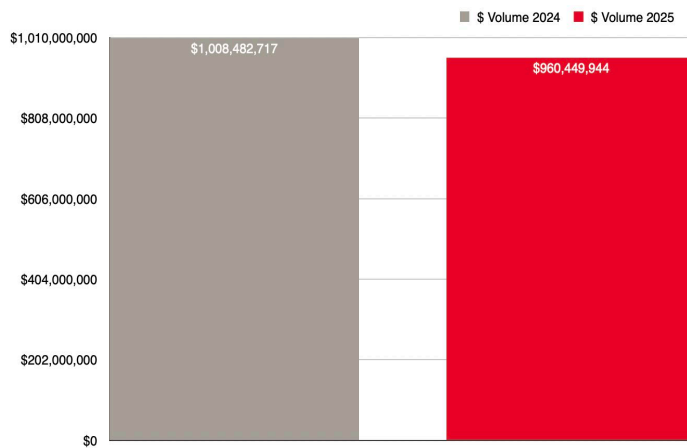


Month-Over-Month 2024 vs. 2025

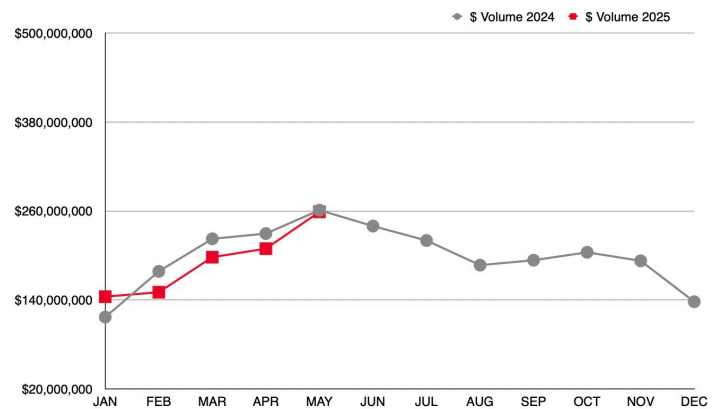
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

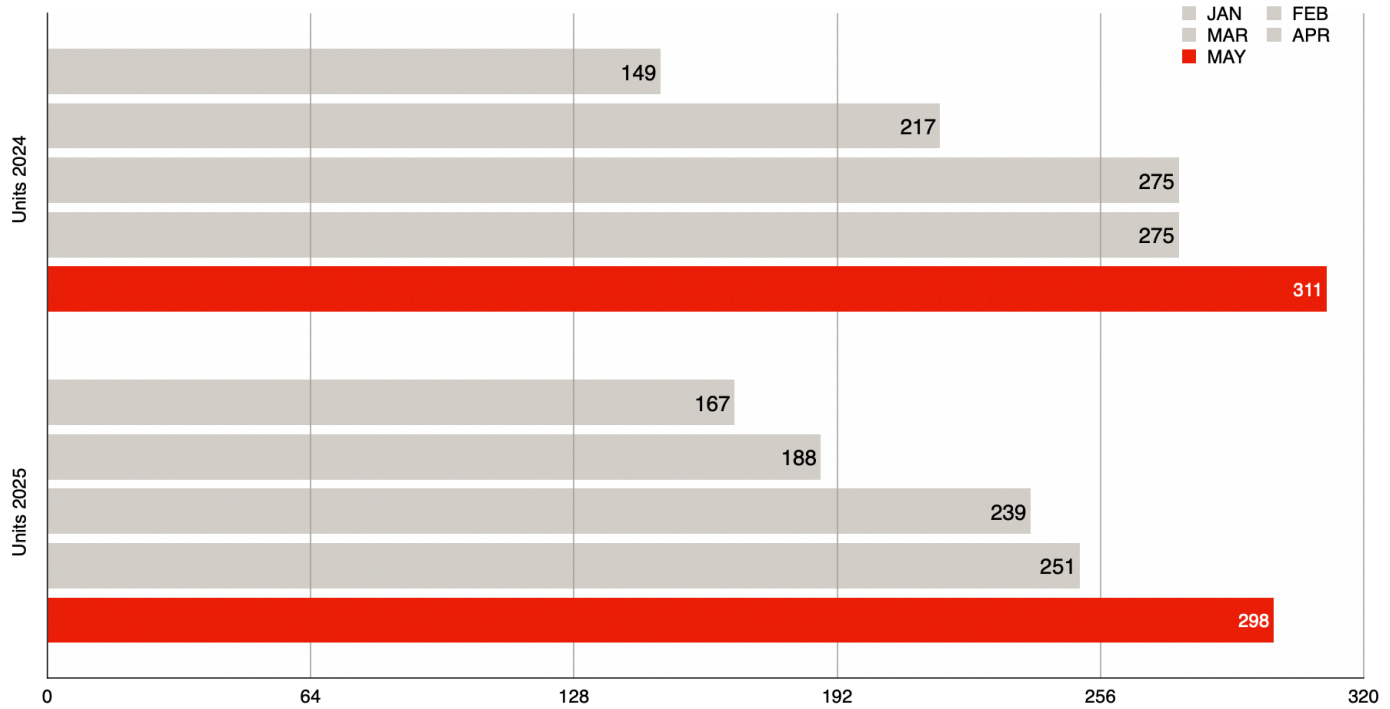


Yearly Totals 2024 vs. 2025

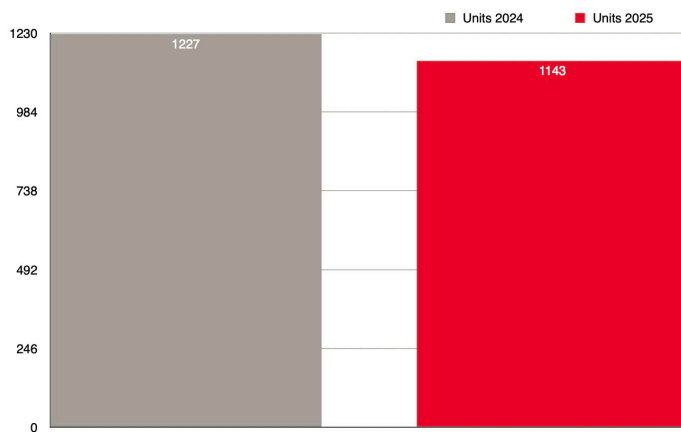


Month vs. Month 2024 vs. 2025

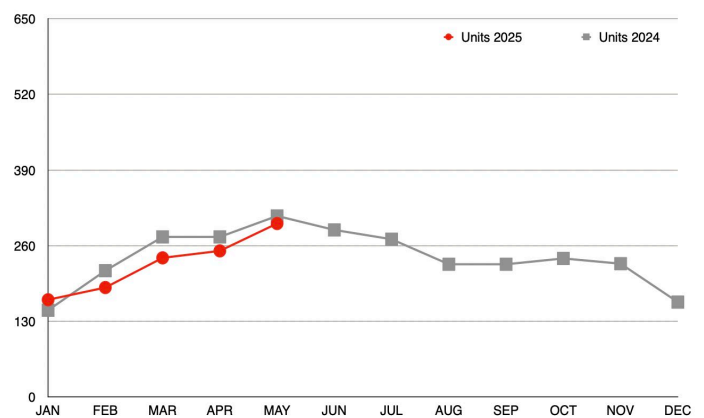
UNIT SALES



Monthly Comparison 2024 vs. 2025

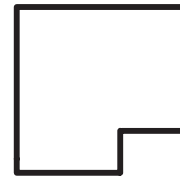

















Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



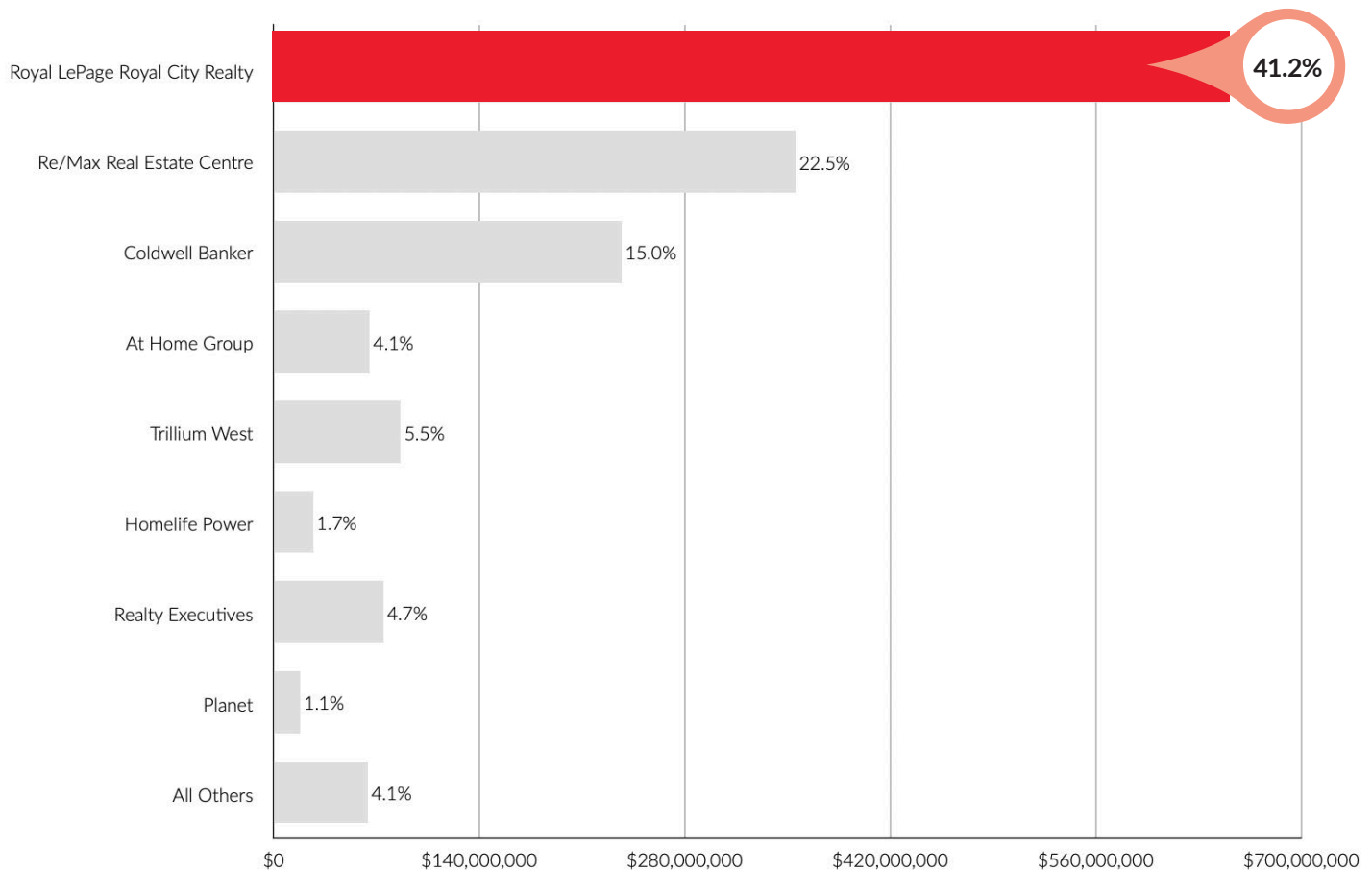
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$801,720,519 +3.74%	 \$153,734,525 -21.68%	 \$12,320,000 -32.27%
YTD Unit Sales	 879 +3.53%	 264 -15.92%	 17 No Change
YTD Average Sale Price	 \$912,083 -1.22%	 \$582,328 +1.95%	 \$724,705.88 +45.63%
May Sales Volume	 \$226,113,358 +11.04%	 \$32,638,300 -25.75%	 \$1,760,000 -71.54%
May Unit Sales	 242 +9.5%	 56 -18.84%	 3 -25%

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

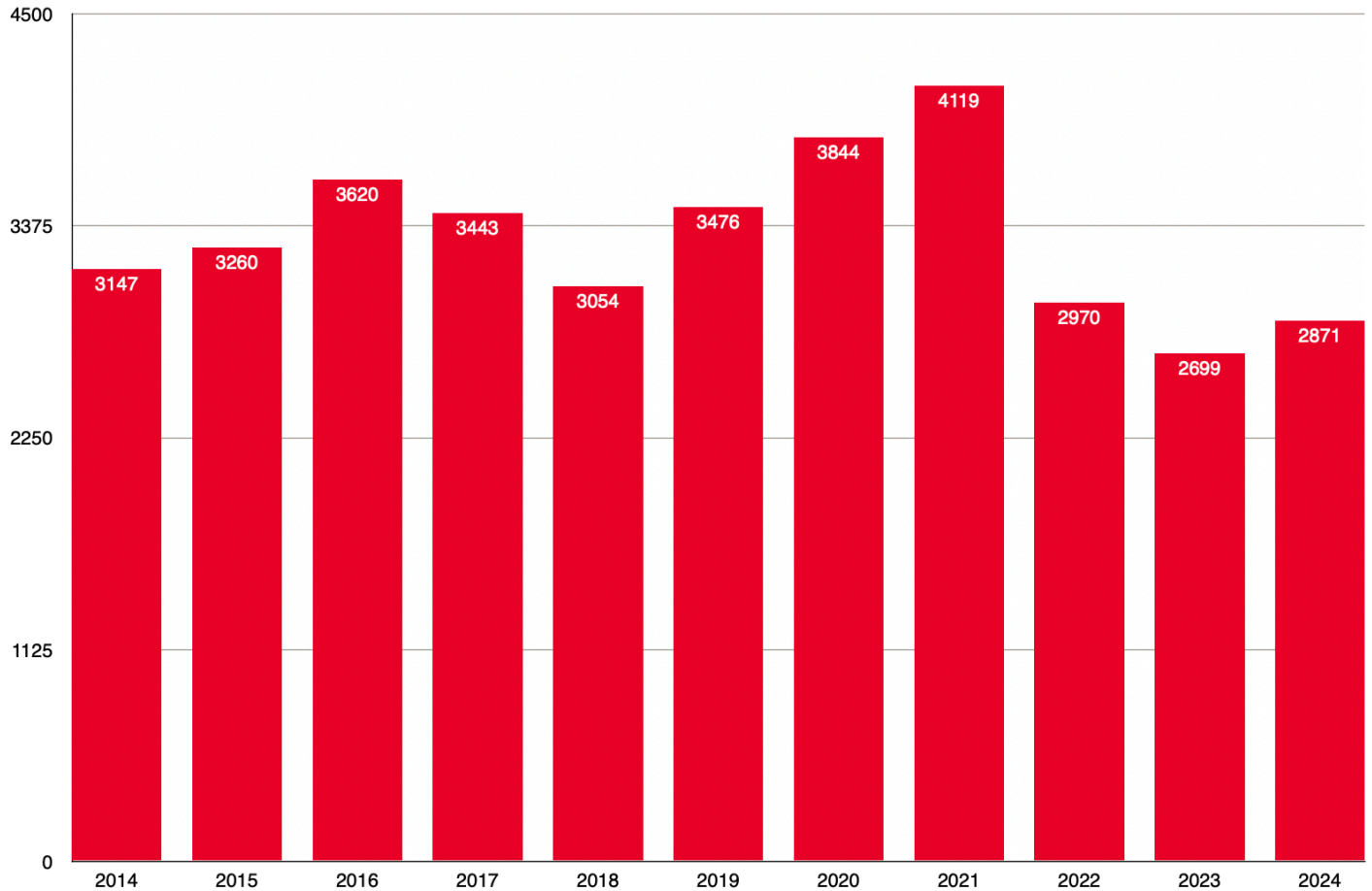
MARKET DOMINANCE



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



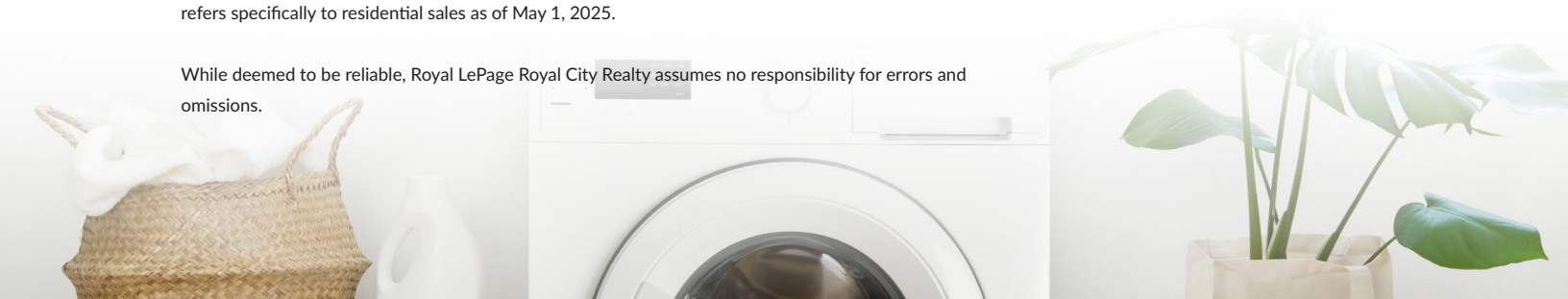
10 YEAR MARKET ANALYSIS



Units Sold

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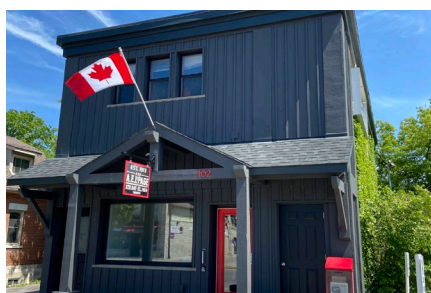


OUR LOCATIONS



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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