



2022 NOVEMBER

WELLINGTON COUNTY

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

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OVERVIEW

BALANCED MARKET

Wellington County real estate remains in a balanced market despite the rising number of new listings and lower number of unit sales compared to this time last year. The YTD average and median sale prices are still higher than they were this time last year, which hopefully means a strong foundation for this market going into the holiday season and new year.



November year-over-year sales volume of \$145,615,277

Down 49.38% from 2021's \$287,645,784 with unit sales of 208 down 34.8% from last November's 319. New listings of 403 are up 33% from a year ago, with the sales/listing ratio of 51.61% down 53.67%.



Year-to-date sales volume of \$2,882,826,491

Down 16.33% from 2021's \$3,445,322,195 with unit sales of 3,262 down 22.2% from 2020's 4,193. New listings of 6,049 are up 18.45% from a year ago, with the sales/listing ratio of 53.93% down 28.18%.



Year-to-date average sale price of \$886,376

Up from \$820,280 one year ago with median sale price of \$810,000 up from \$725,000 one year ago. Average days-on-market of 25.09 is up 8.18 days from last year.

NOVEMBER NUMBERS

Median Sale Price

\$742,500

-7.76%

Sales Volume

\$145,615,277

-49.38%

Unit Sales

208

-34.8%

New Listings

403

+33%

Expired Listings

90

+210.34%

Unit Sales/Listings Ratio

51.61%

-53.67%

*Year-over-year comparison
(November 2022 vs. November 2021)*

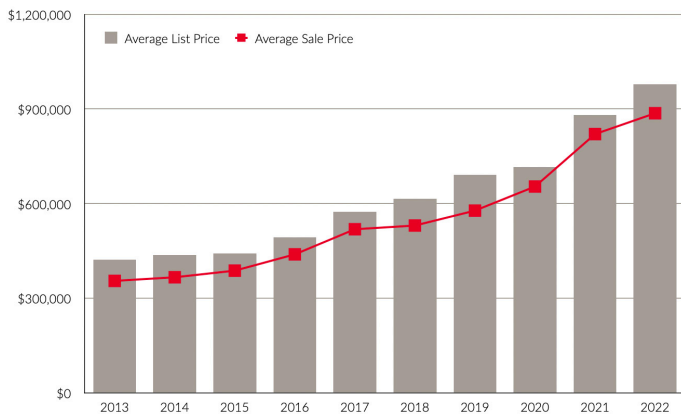


THE MARKET IN DETAIL

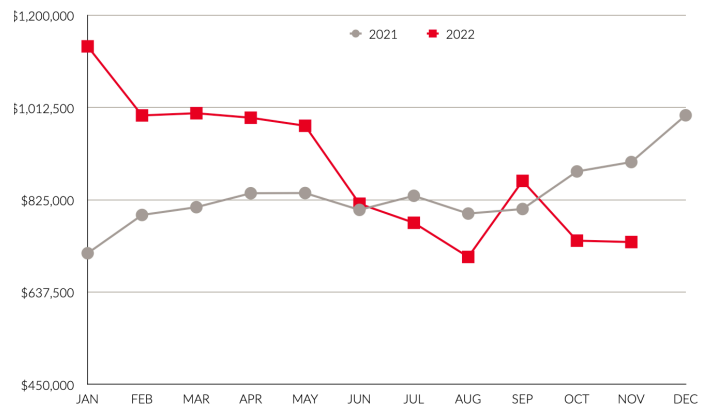
	2020	2021	2022	2021-2022
YTD Volume Sales	\$2,389,036,346	\$3,445,322,195	\$2,882,826,491	-16.33%
YTD Unit Sales	3,620	4,193	3,262	-22.2%
YTD New Listings	4,610	5,107	6,049	+18.45%
YTD Sales/Listings Ratio	78.52%	82.1%	53.93%	-28.18%
YTD Expired Listings	400	263	572	+117.49%
November Volume Sales	\$235,249,389	\$287,645,784	\$145,615,277	-49.38%
November Unit Sales	329	319	208	-34.8%
November New Listings	301	303	403	+33%
November Sales/Listings Ratio	109.3%	105.28%	51.61%	-53.67%
November Expired Listings	24	29	90	+210.34%
YTD Sales: \$0-\$199K	76	93	327	+251.61%
YTD Sales: \$200K-\$349K	228	73	39	-46.58%
YTD Sales: \$350K-\$549K	1,180	670	264	-60.6%
YTD Sales: \$550K-\$749K	1,314	1,356	696	-48.67%
YTD Sales: \$750K-\$999K	586	1,173	968	-17.48%
YTD Sales: \$1M+	334	823	968	+17.62%
YTD Average Days-On-Market	28	16.91	25.09	+48.39%
YTD Average Sale Price	\$654,050	\$820,280	\$886,376	+8.06%
YTD Median Sale Price	\$588,289	\$725,000	\$810,000	+11.72%

Wellington County MLS Sales and Listing Summary
2020 vs. 2021 vs. 2022

AVERAGE SALE PRICE

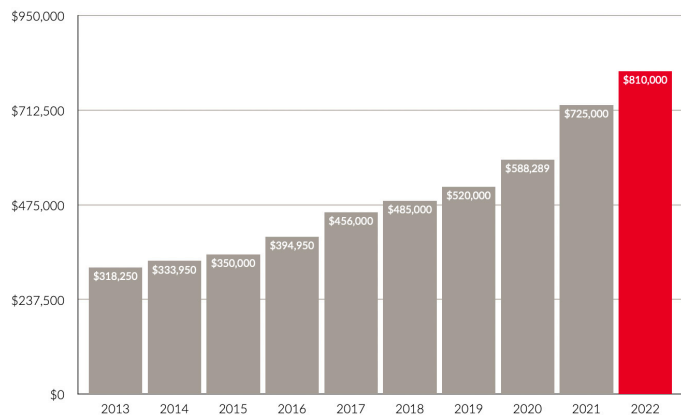


Year-Over-Year

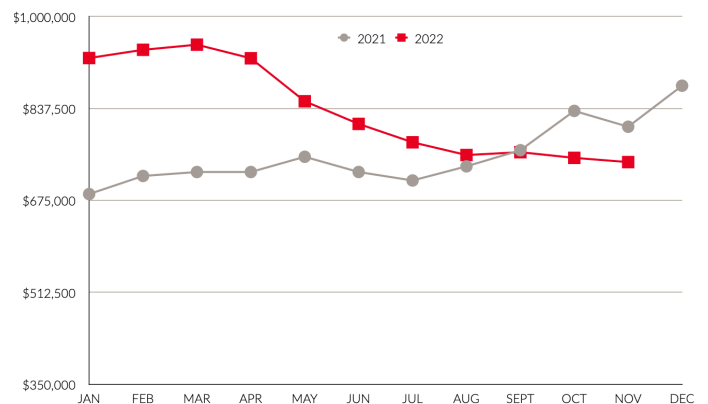


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



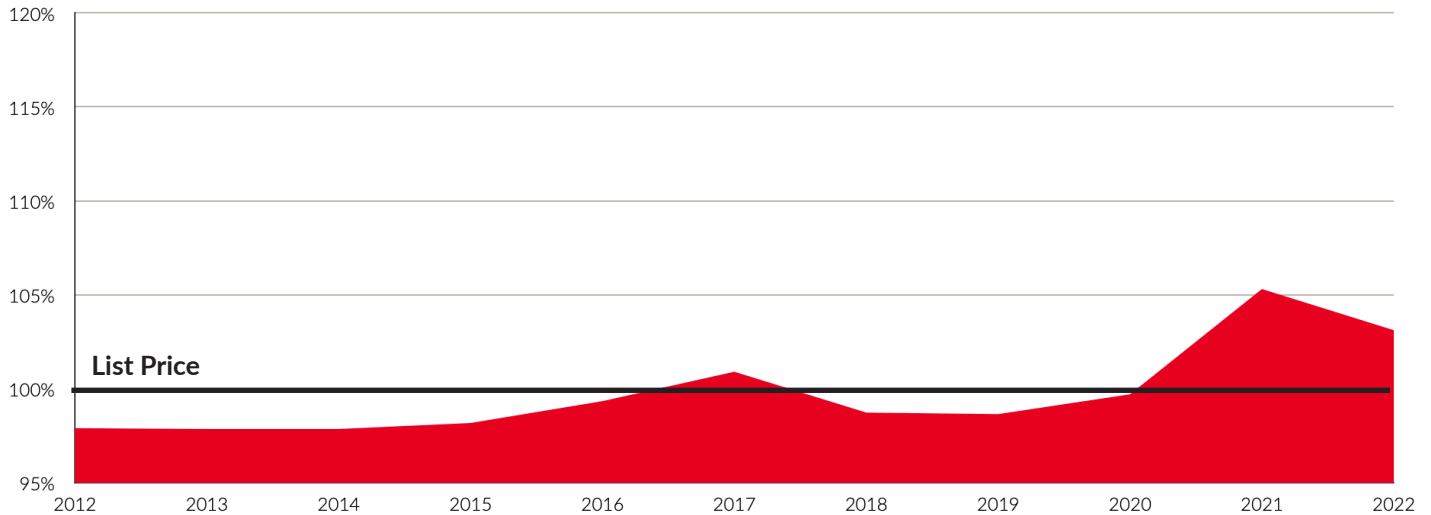
Year-Over-Year



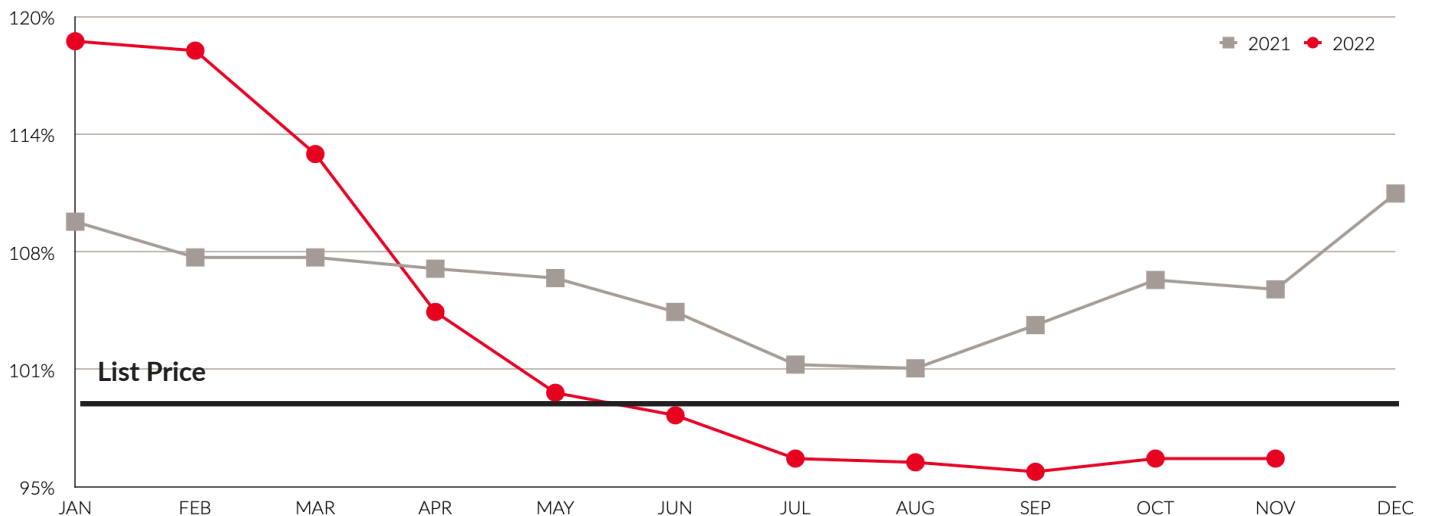
Month-Over-Month 2021 vs. 2022

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

SALE PRICE VS. LIST PRICE RATIO

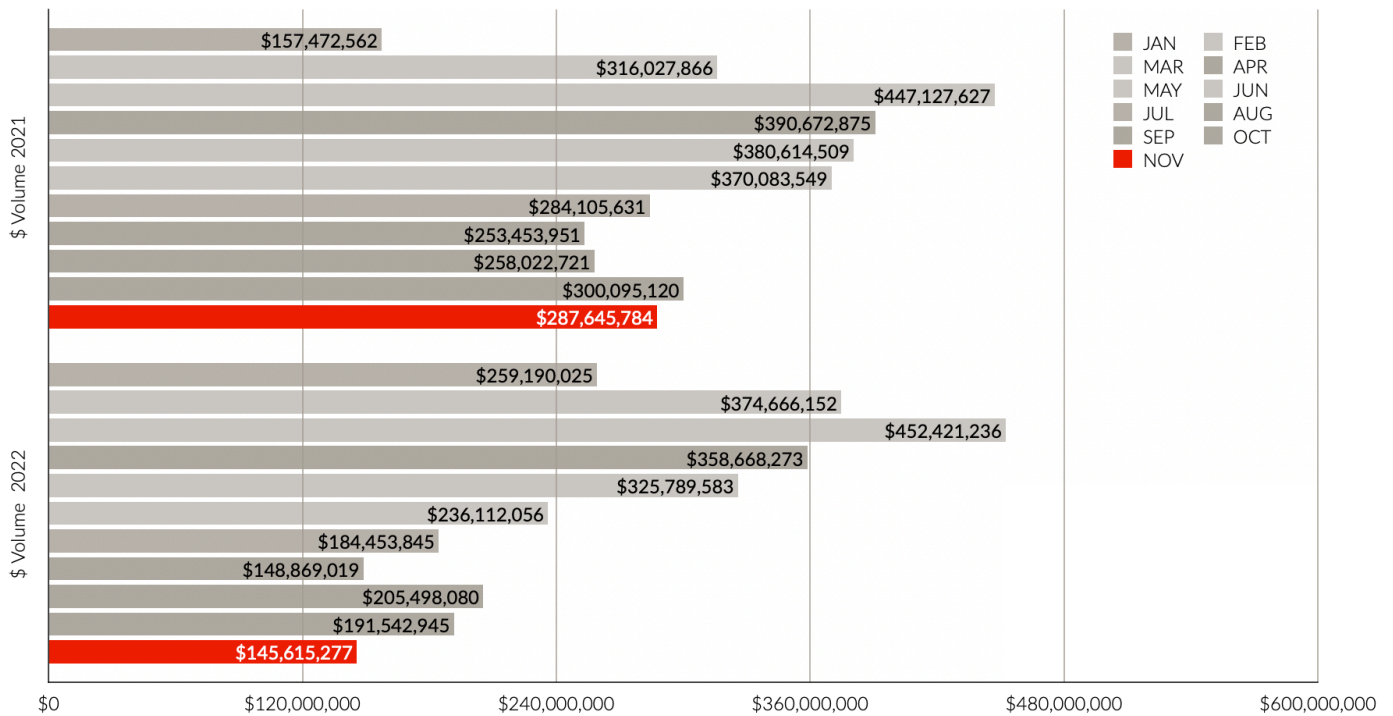


Year-Over-Year

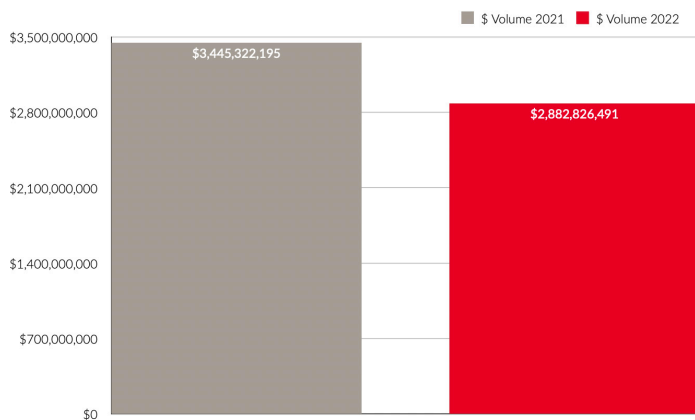


Month-Over-Month 2021 vs. 2022

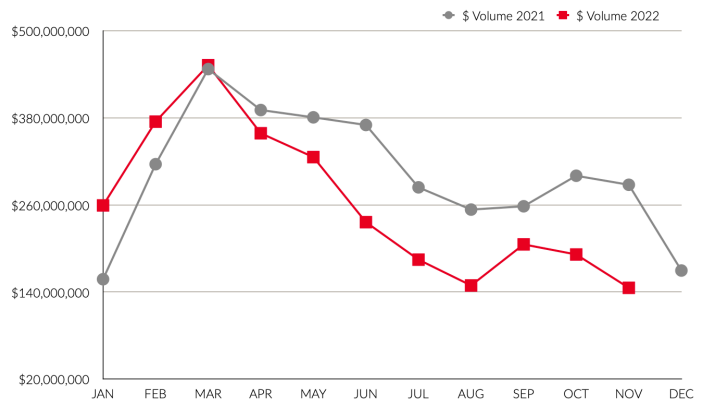
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

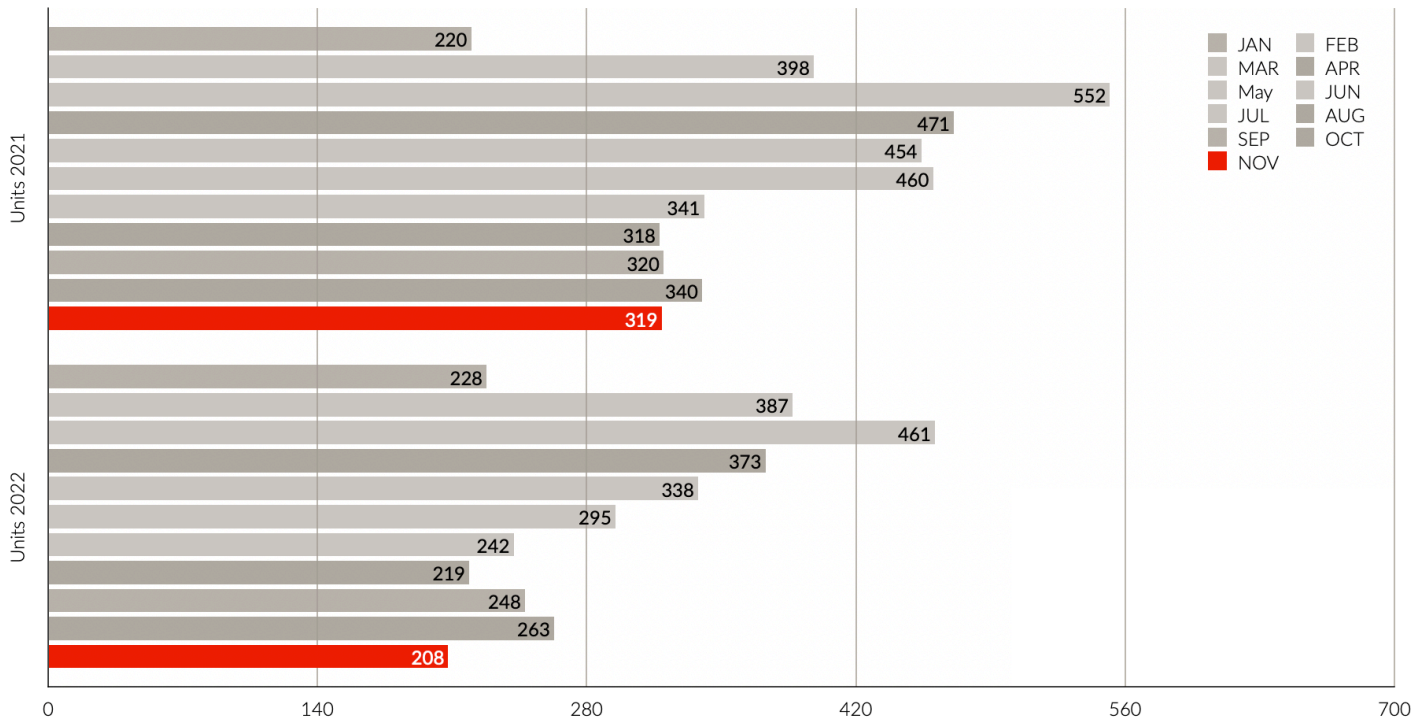


Yearly Totals 2021 vs. 2022

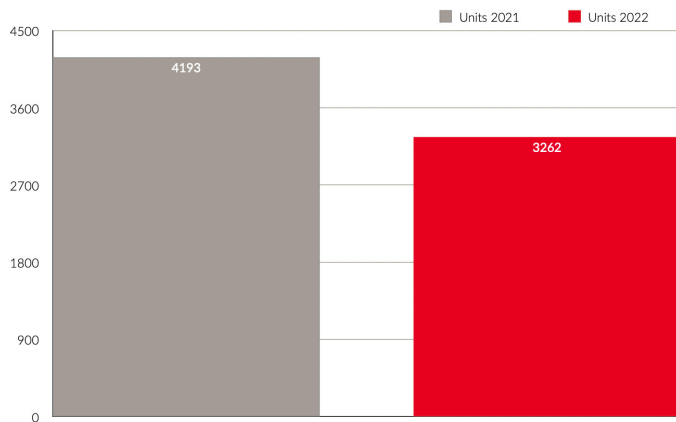


Month vs. Month 2021 vs. 2022

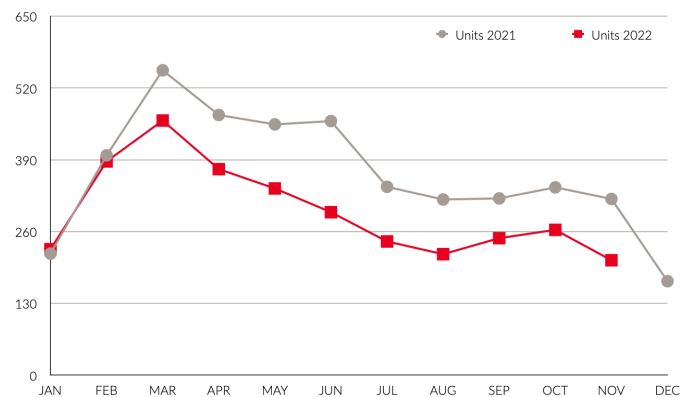
UNIT SALES



Monthly Comparison 2021 vs. 2022

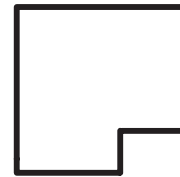

















Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

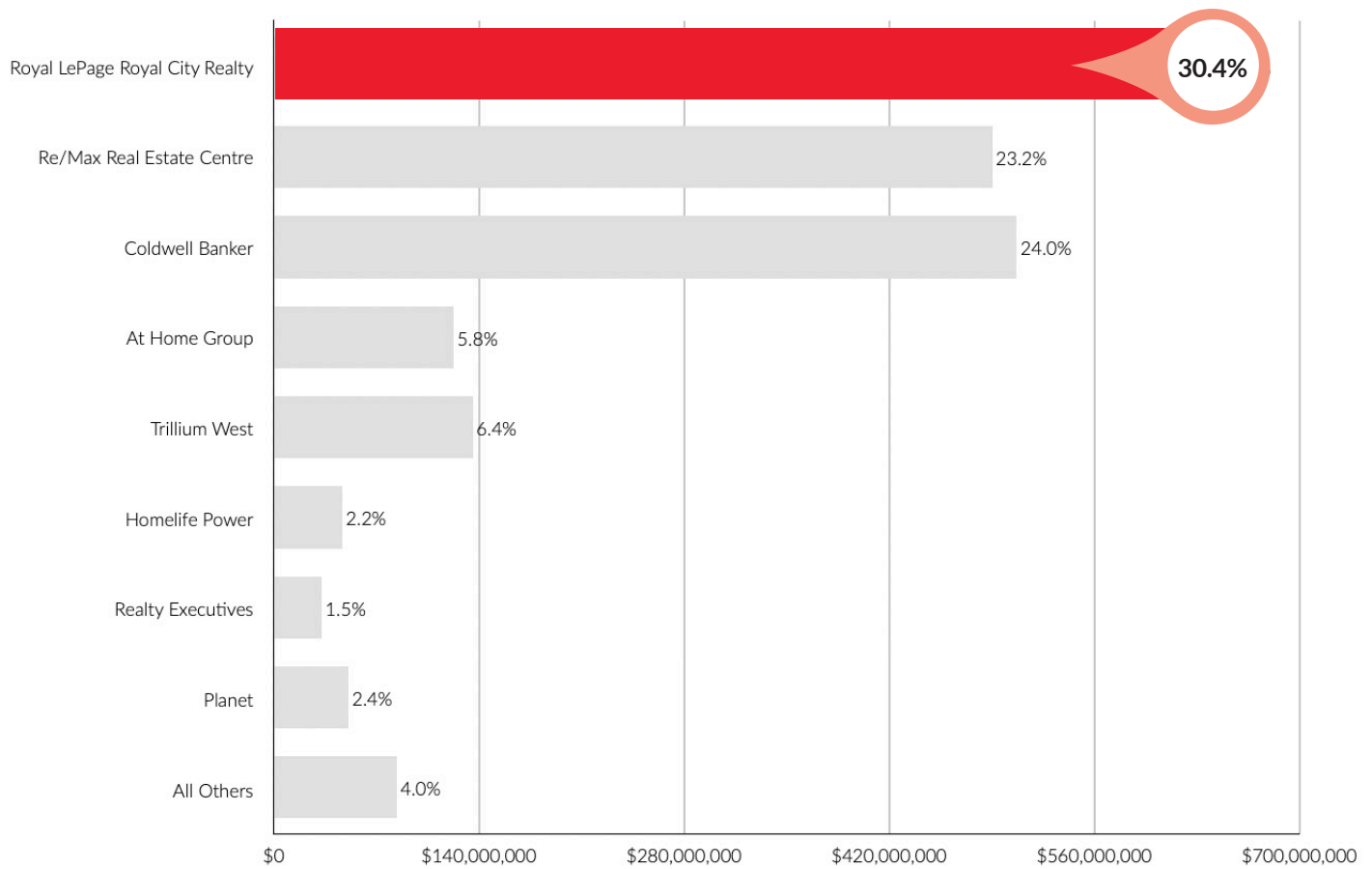
SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$2,110,960,448 -17%	 \$453,542,104 -20.38%	 \$63,701,000 -0.49%
YTD Unit Sales	 2,030 -28.12%	 684 -31.46%	 45 -39.19%
YTD Average Sale Price	 \$1,039,882 +15.47%	 \$663,073 +16.17%	 \$1,415,577 +63.65%
November Sales Volume	 \$101,078,046 -50.48%	 \$26,693,200 -43.61%	 \$1,849,000 -88.23%
November Unit Sales	 116 -44.5%	 45 -40.79%	 4 -55.56%

Year-Over-Year Comparison (2022 vs. 2021)

MARKET DOMINANCE

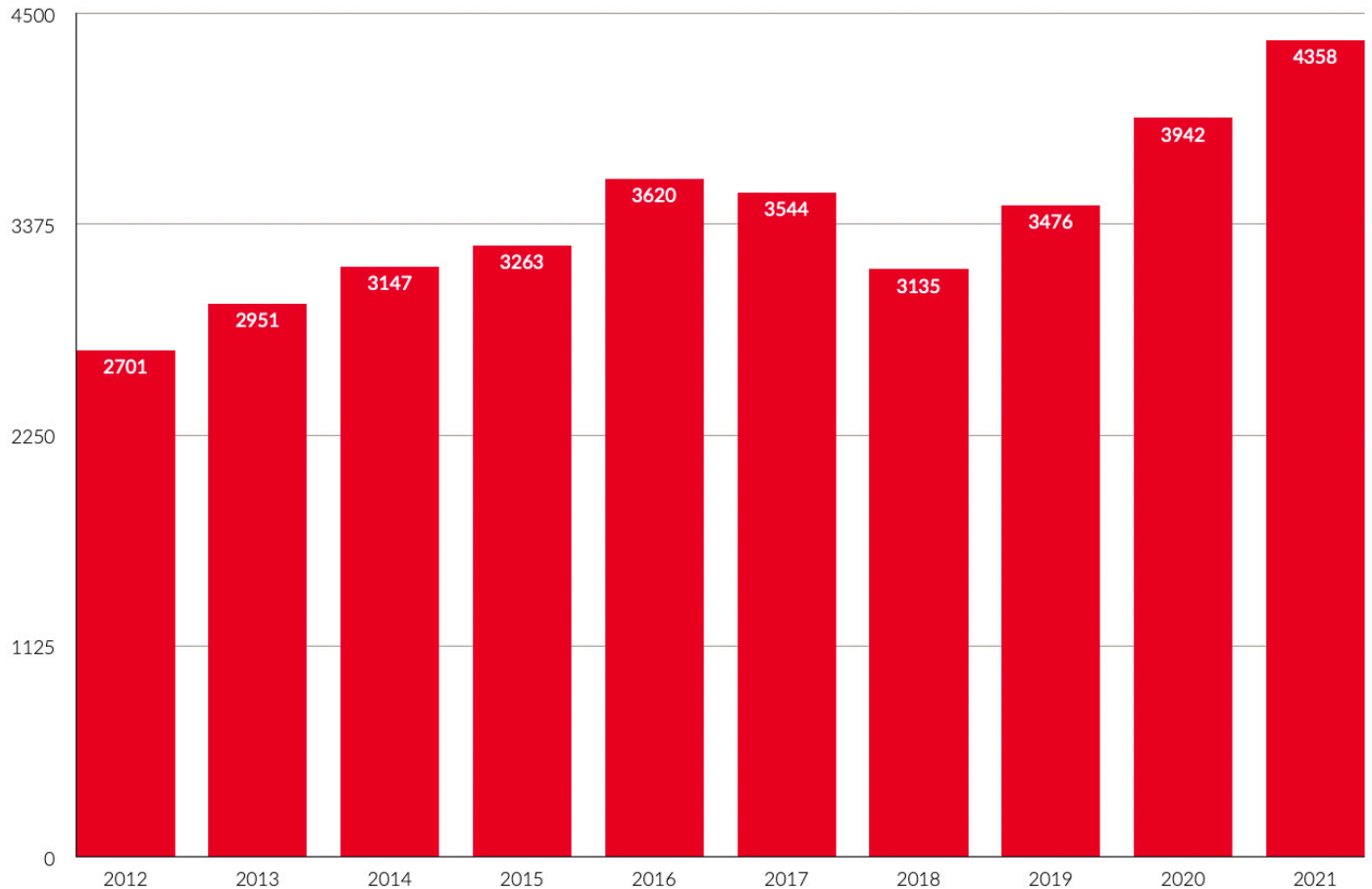


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
November 2022



10 YEAR MARKET ANALYSIS



Units Sold



OUR LOCATIONS



ELORA

519-846-1365
9 Mill Street East, Elora



FERGUS

519-843-1365
162 St. Andrew Street East, Fergus



GUELPH

519-824-9050
848 Gordon Street Unit 101, Guelph



GUELPH

519-821-6191
214 Speedvale Ave W., Guelph



GUELPH (COMMERCIAL)

519-836-8060
1467 Gordon Street Unit L1, Guelph



ROCKWOOD

519-856-9922
118 Main Street S., Rockwood



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