

# Local Market Update – August 2023

A Research Tool Provided by ITSO.



## Wellington County

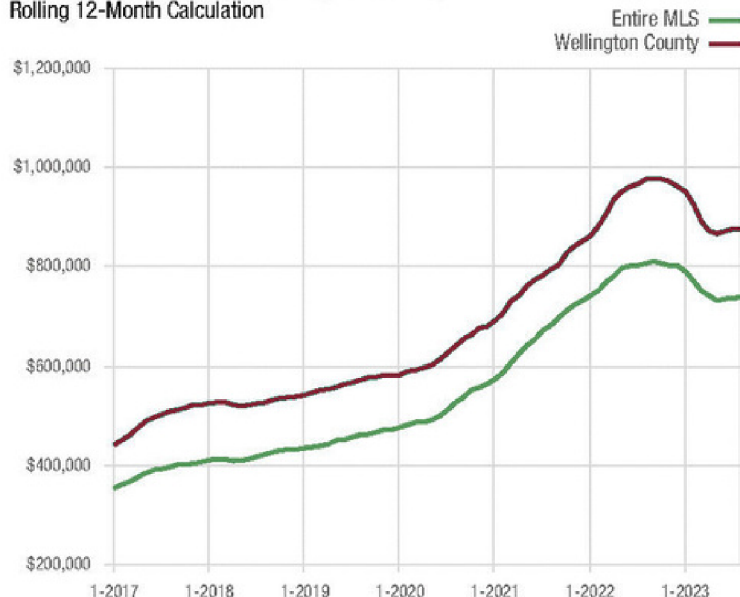
| Single Family                   | August    |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
|                                 | 2022      | 2023      | % Change | Thru 8-2022  | Thru 8-2023 | % Change |
| <b>Key Metrics</b>              |           |           |          |              |             |          |
| New Listings                    | 249       | 258       | + 3.6%   | 2,547        | 2,088       | - 18.0%  |
| Sales                           | 105       | 117       | + 11.4%  | 1,400        | 1,232       | - 12.0%  |
| Days on Market Until Sale       | 30        | 27        | - 10.0%  | 15           | 25          | + 66.7%  |
| Median Sales Price*             | \$900,000 | \$880,000 | - 2.2%   | \$1,000,000  | \$880,000   | - 12.0%  |
| Average Sales Price*            | \$978,663 | \$935,992 | - 4.4%   | \$1,111,713  | \$970,364   | - 12.7%  |
| Percent of List Price Received* | 96.5%     | 99.7%     | + 3.3%   | 108.0%       | 100.0%      | - 7.4%   |
| Inventory of Homes for Sale     | 416       | 396       | - 4.8%   | —            | —           | —        |
| Months Supply of Inventory      | 2.4       | 2.8       | + 16.7%  | —            | —           | —        |

| Townhouse/Condo                 | August    |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
|                                 | 2022      | 2023      | % Change | Thru 8-2022  | Thru 8-2023 | % Change |
| <b>Key Metrics</b>              |           |           |          |              |             |          |
| New Listings                    | 98        | 119       | + 21.4%  | 1,387        | 1,144       | - 17.5%  |
| Sales                           | 65        | 82        | + 26.2%  | 788          | 789         | + 0.1%   |
| Days on Market Until Sale       | 27        | 24        | - 11.1%  | 12           | 26          | + 116.7% |
| Median Sales Price*             | \$635,000 | \$650,000 | + 2.4%   | \$710,000    | \$651,035   | - 8.3%   |
| Average Sales Price*            | \$621,333 | \$660,489 | + 6.3%   | \$729,893    | \$654,706   | - 10.3%  |
| Percent of List Price Received* | 98.3%     | 99.4%     | + 1.1%   | 109.2%       | 100.0%      | - 8.4%   |
| Inventory of Homes for Sale     | 182       | 181       | - 0.5%   | —            | —           | —        |
| Months Supply of Inventory      | 1.9       | 2.1       | + 10.5%  | —            | —           | —        |

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

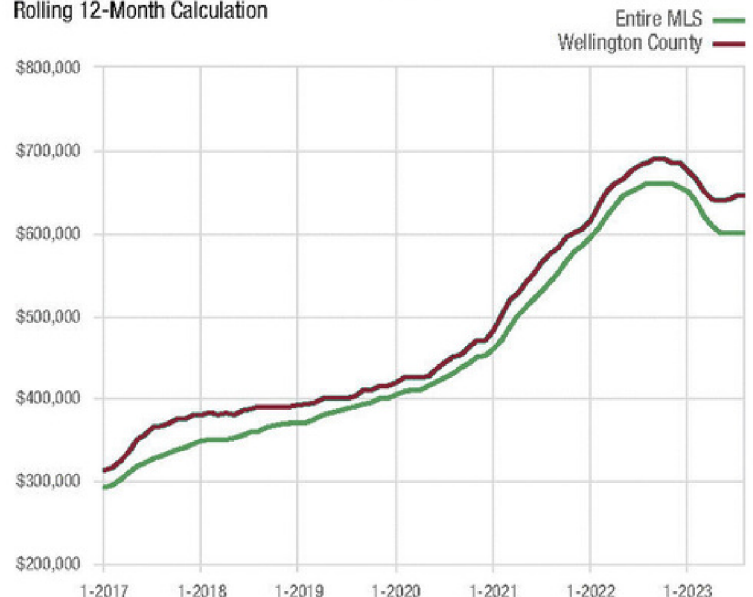
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.