Wellington North
Real Estate Market Report

Q1 2026 Township Data & Selling Strategy

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38 Years Experience | Over $500M Sold
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Mount Forest | *Arthur* | *Rural Wellington North*

Wellington North Market Snapshot - Q1 2026

The following data is sourced from the Toronto Regional Real Estate Board (TRREB) Q1 2026 Community Report for Wellington North township.

$631,542	$605,000	24	$15.17M
Township Avg Price	Township Median	Total Sales	Dollar Volume

Community Breakdown

Community	Sales	Avg Price	Median	DOM	SP/LP
Mount Forest	16	$556,375	$572,500	57	97%
Arthur	5	$683,200	$572,000	40	98%
Rural WN	3	$951,333	$1,055,000	26	96%
Township Total	24	$631,542	$605,000	45	97%

Year-over-year comparison: Total sales up 14% (24 vs 21 in Q1 2025). Arthur average up 33% ($683,200 vs $513,850). Mount Forest stable (down 1.2%). Days on market improving across all communities.

What the Data Means for Sellers

Wellington North is in a balanced market leaning slightly toward sellers for well-priced properties. Here's what the numbers tell us:

- ☐ PRICING POWER: Sellers receiving 97% of list price means accurate pricing is rewarded. Overpricing by even 5% can add 30+ days to your timeline.
- ☐ SPEED VARIES BY COMMUNITY: Arthur homes sell fastest (40 days avg) while Mount Forest takes longer (57 days). Rural properties move quickest when priced right (26 days) due to limited inventory.
- ☐ RURAL PREMIUM: Rural Wellington North properties averaged $951,333 -- significantly above the township average. Acreage and hobby farms command premium pricing from GTA buyers.
- ☐ ARTHUR SURGE: Arthur saw a 33% price increase year-over-year, making it the fastest-appreciating community in the township. New development and proximity to Guelph are driving demand.
- ☐ VOLUME GROWTH: 14% more sales than Q1 2025 indicates growing buyer confidence and activity returning to the market.

Bottom line: If you price accurately based on current comparables and present your home with professional marketing (including Video Narrated VR Animated Online Showings), you can expect strong results in this market.

Pre-Listing Strategy Checklist

Use this checklist to prepare your Wellington North home for maximum market impact:

- ☐ Request a Comparative Market Analysis (CMA) from Kevin -- not an online estimate
- ☐ Review recent sold comparables within 2km of your property
- ☐ Identify your property type advantage (detached, rural, hobby farm, century home)
- ☐ Determine optimal listing timing based on seasonal patterns
- ☐ Schedule a pre-listing home inspection to identify issues before buyers do
- ☐ Obtain septic inspection report (if applicable -- most rural WN properties)
- ☐ Gather well water test results (bacterial + chemical)
- ☐ Confirm property survey and pin locations
- ☐ Review zoning and permitted uses (especially for hobby farms/rural)
- ☐ Check for any outstanding work orders or permits

Marketing Preparation Checklist

- ☐ Declutter and stage key rooms (kitchen, primary bedroom, living room)
- ☐ Complete minor repairs (paint touch-ups, caulking, hardware)
- ☐ Deep clean including windows, carpets, and exterior
- ☐ Enhance curb appeal -- first impressions drive showings
- ☐ Prepare property for professional photography and drone footage
- ☐ Clear driveway and outbuildings for Video Narrated VR Animated Online Showing
- ☐ Gather utility bills, property tax statements, and maintenance records
- ☐ Document any renovations with receipts and permits

Pricing Your Wellington North Home

Accurate pricing is the single most important factor in selling quickly and for top dollar. Here's how to approach it:

- [ ] Use TRREB sold data (not Zillow/Zolo estimates) for accurate comparables
- [ ] Compare properties within the same community (Mount Forest vs Arthur vs Rural)
- [ ] Adjust for lot size, outbuildings, and acreage -- these vary dramatically in WN
- [ ] Factor in septic system age and type (Class 4 vs conventional)
- [ ] Account for well water quality and flow rate
- [ ] Consider seasonal demand -- spring/summer brings GTA buyers
- [ ] Review days on market for similar properties -- price to sell within 30-45 days
- [ ] Discuss strategic pricing (at, below, or above market) with Kevin
- [ ] Set a price review timeline -- if no showings in 14 days, reassess
- [ ] Calculate your net proceeds using commission, legal fees, and closing costs

Offer Evaluation Checklist

- [ ] Compare offer price to current market data (not your emotional attachment)
- [ ] Evaluate conditions: financing, inspection, septic, well water
- [ ] Check closing date alignment with your plans
- [ ] Assess buyer qualification -- pre-approval vs pre-qualification
- [ ] Review deposit amount (standard is 5% in Wellington North)
- [ ] Consider chattels and fixtures included/excluded
- [ ] Evaluate multiple offers strategically if applicable
- [ ] Calculate net proceeds after all costs

Your Next Steps

Ready to sell your Wellington North home? Here's your action plan:

1. Book a free home evaluation with Kevin: flaherty.ca/homeeval
2. Get your personalized CMA with current Q1 2026 data
3. Discuss your timeline and goals (downsizing, relocating, upgrading)
4. Review the marketing plan including Video Narrated VR Animated Online Showings
5. Set your listing date and pricing strategy
6. Launch to market with maximum exposure from day one

Contact Kevin Flaherty

Kevin Flaherty | Broker | eXp Realty

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This report uses data from the Toronto Regional Real Estate Board (TRREB) Q1 2026 Community Report. Market conditions change -- contact Kevin for the most current analysis specific to your property and neighbourhood.