



2022 JANUARY

CENTRE WELLINGTON Real Estate Market Report



OVERVIEW

SELLER'S MARKET

Centre Wellington remains in a strong sellers market into the new year. The continued rise in average sale price shows that we can expect continued high demand for homes this year.

January year-over-year sales volume of \$27,703,188
 Up 21.9% from 2020's \$22,726,750 with unit sales of 30 up 3.45% from last January's 29. New listings of 41 are up 28.13% from a year ago, with the sales/listing ratio of 73.17% down 17.45%.

Year-to-date sales volume of \$27,703,188
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Year-to-date average sale price of \$923,440
 Up from \$783,681 one year ago with median sale price of \$875,500 up from \$775,000 one year ago. Average days-on-market of 35 is up 6 days from last year.

JANUARY NUMBERS

Median Sale Price
\$875,500
 +12.97%

Sales Volume
\$27,703,188
 +21.9%

Unit Sales
30
 +3.45%

New Listings
41
 +28.13%

Expired Listings
5
 -50%

Unit Sales/Listings Ratio
73.17%
 -17.45%

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

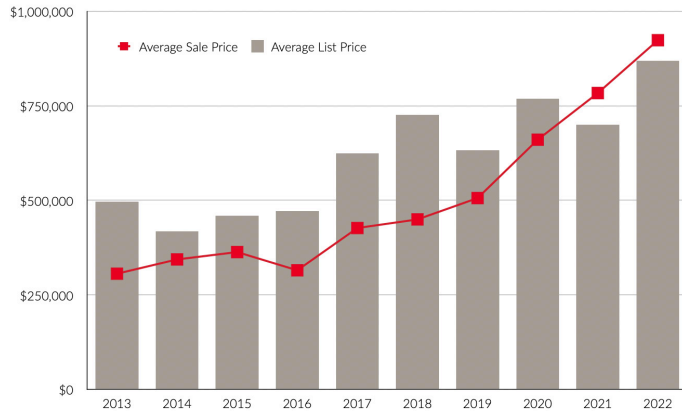


THE MARKET IN DETAIL

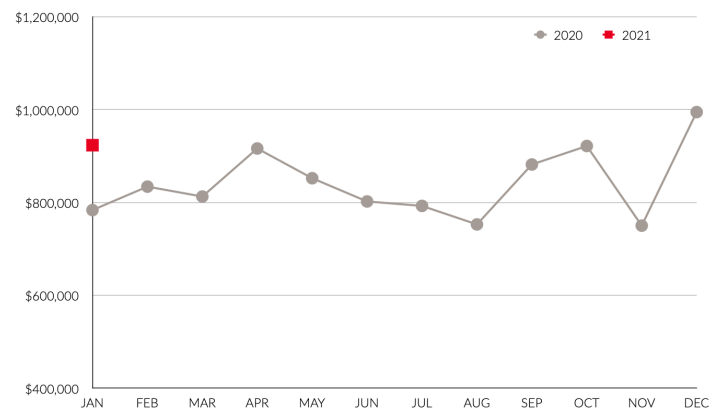
	2020	2021	2022	2021-2022
YTD Volume Sales	\$12,545,100	\$22,726,750	\$27,703,188	+21.9%
YTD Unit Sales	19	29	30	+3.45%
YTD New Listings	37	32	41	+28.13%
YTD Sales/Listings Ratio	51.35%	90.63%	73.17%	-17.45%
YTD Expired Listings	5	4	2	-50%
January Volume Sales	\$12,545,100	\$22,726,750	\$27,703,188	+21.9%
January Unit Sales	19	29	30	+3.45%
January New Listings	37	32	41	+28.13%
January Sales/Listings Ratio	51.35%	90.63%	73.17%	-17.45%
January Expired Listings	5	4	2	-50%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200K-\$349K	0	0	1	Up from 0
YTD Sales: \$350K-\$549K	9	5	3	-40%
YTD Sales: \$550K-\$749K	5	8	6	-25%
YTD Sales: \$750K-\$999K	3	9	12	+33.33%
YTD Sales: \$1M+	2	7	8	+14.29%
YTD Average Days-On-Market	42	29	35	+20.69%
YTD Average Sale Price	\$660,268	\$783,681	\$923,440	+17.8%
YTD Median Sale Price	\$554,950	\$775,000	\$875,500	+12.97%

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

AVERAGE SALE PRICE

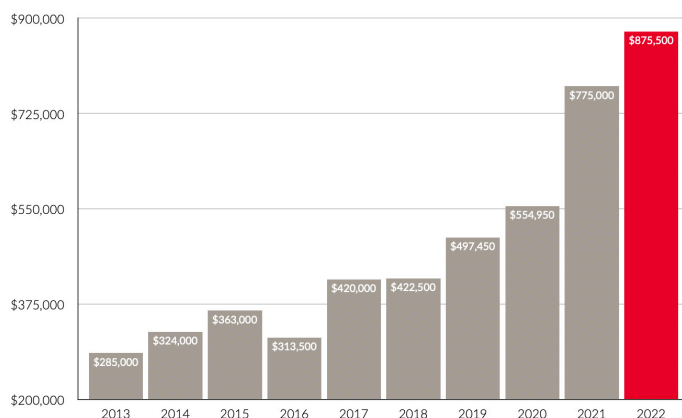


Year-Over-Year

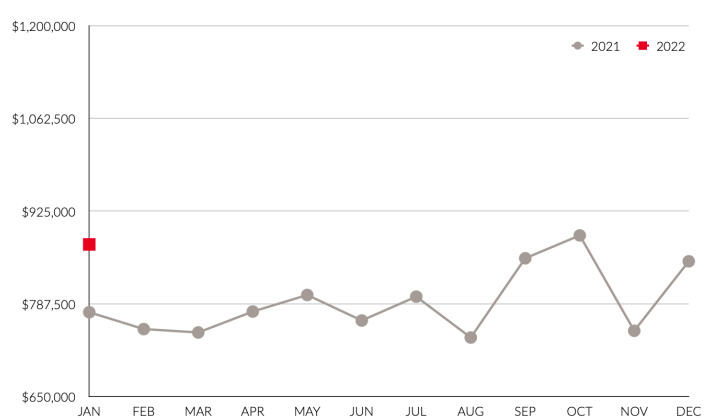


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



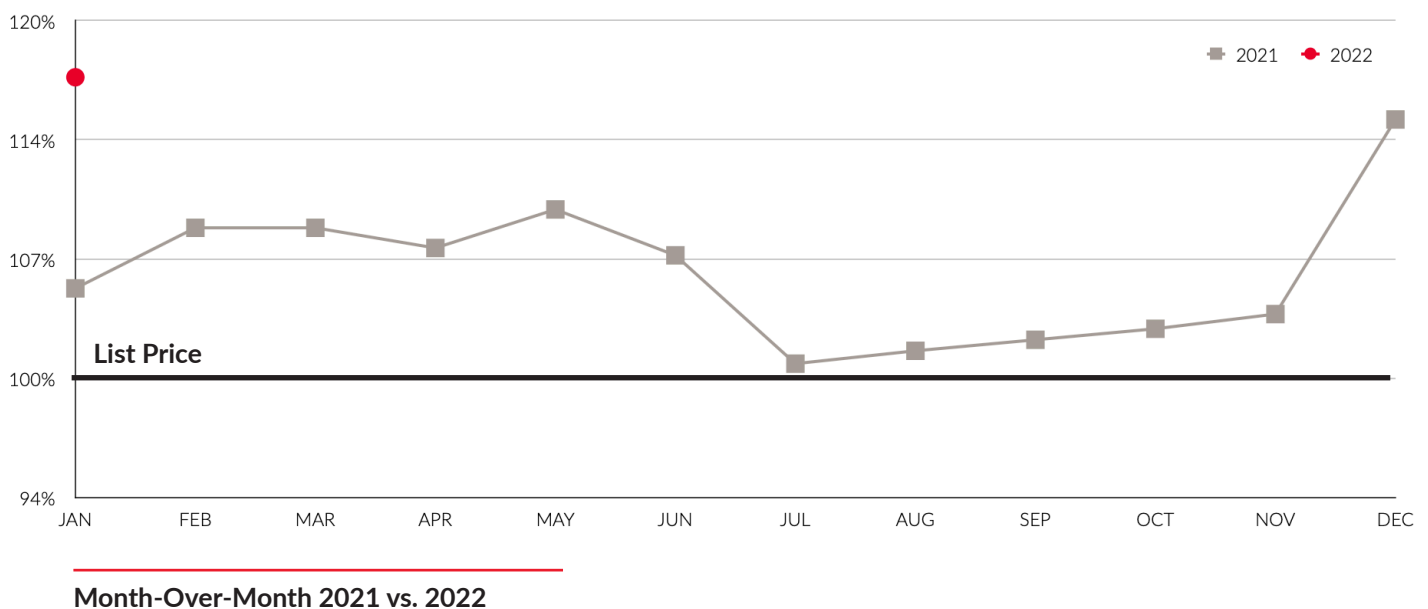
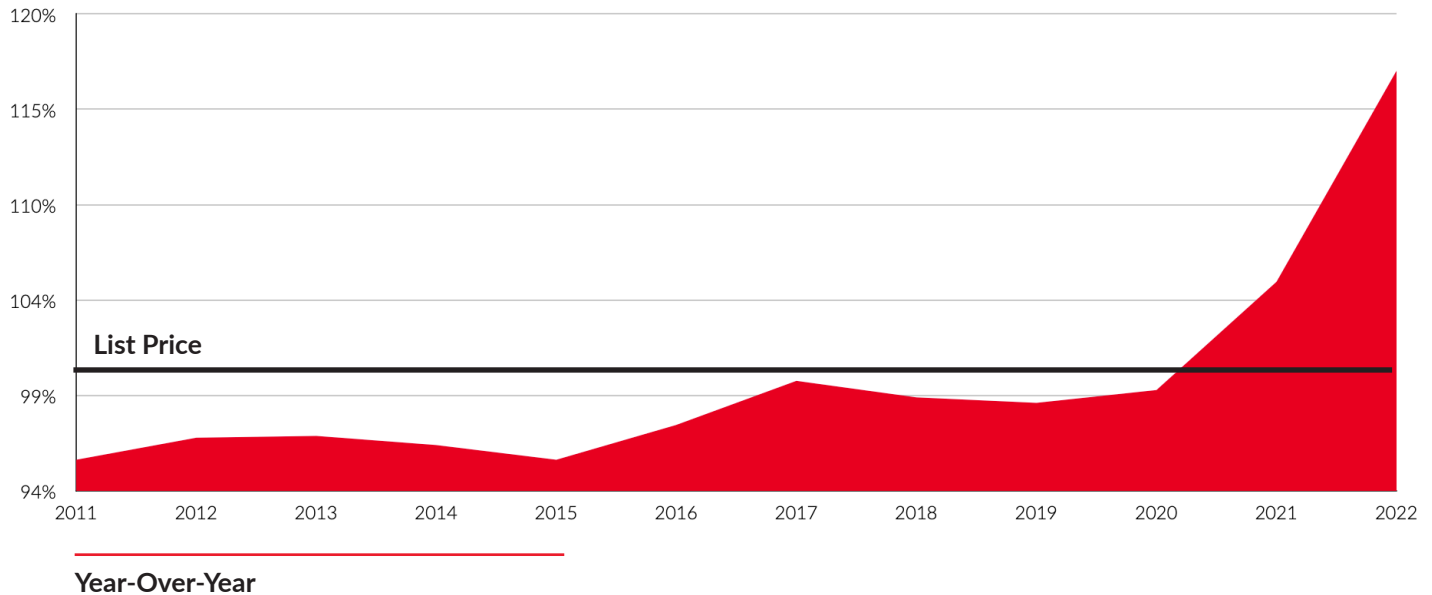
Year-Over-Year



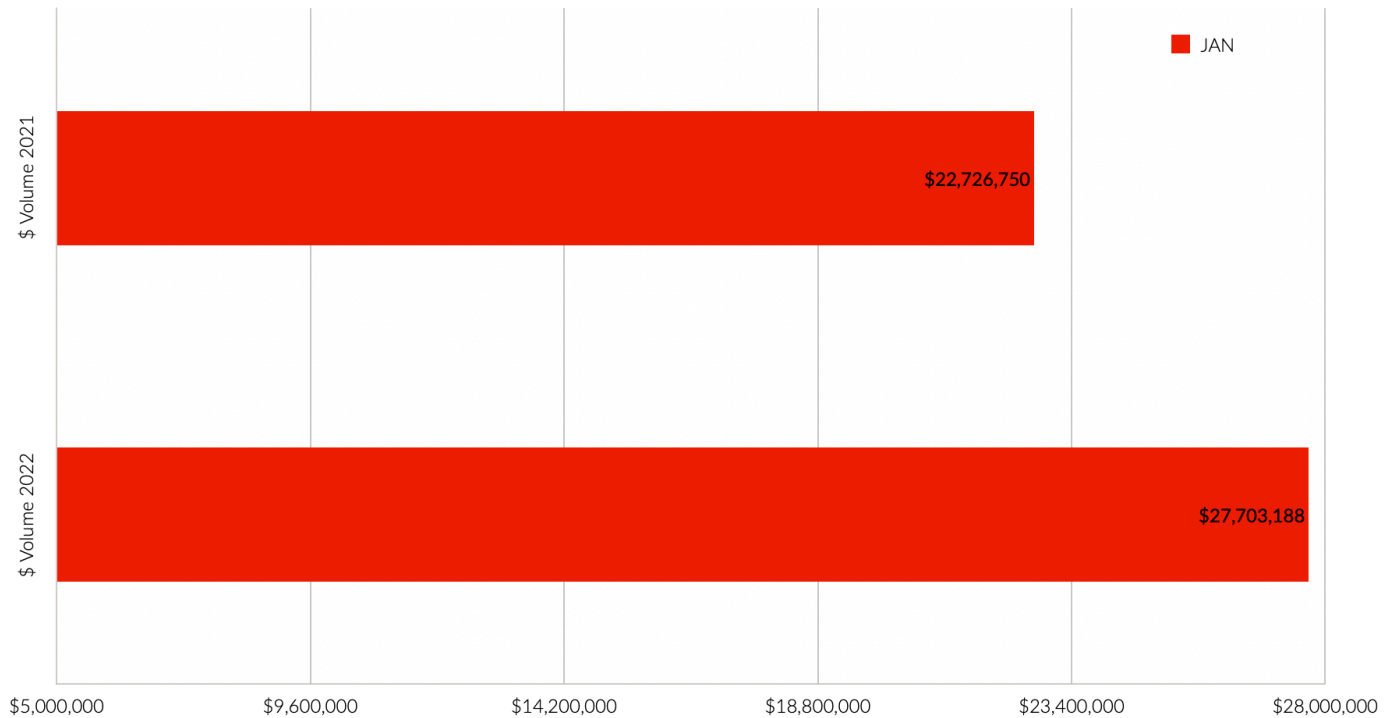
Month-Over-Month 2021 vs. 2022

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

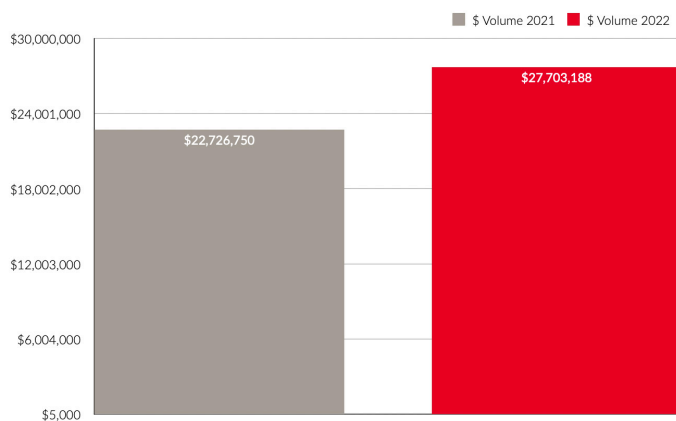
SALE PRICE VS. LIST PRICE RATIO



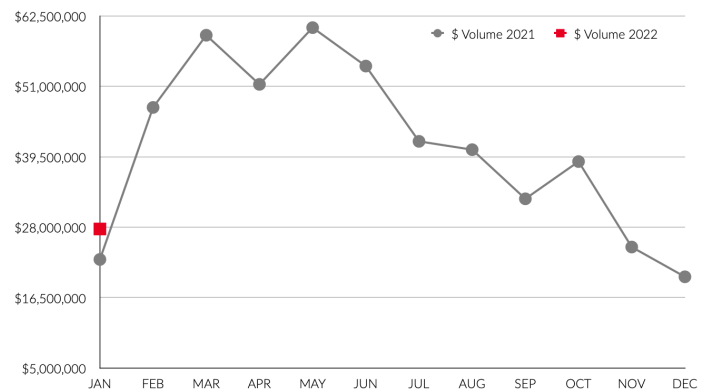
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

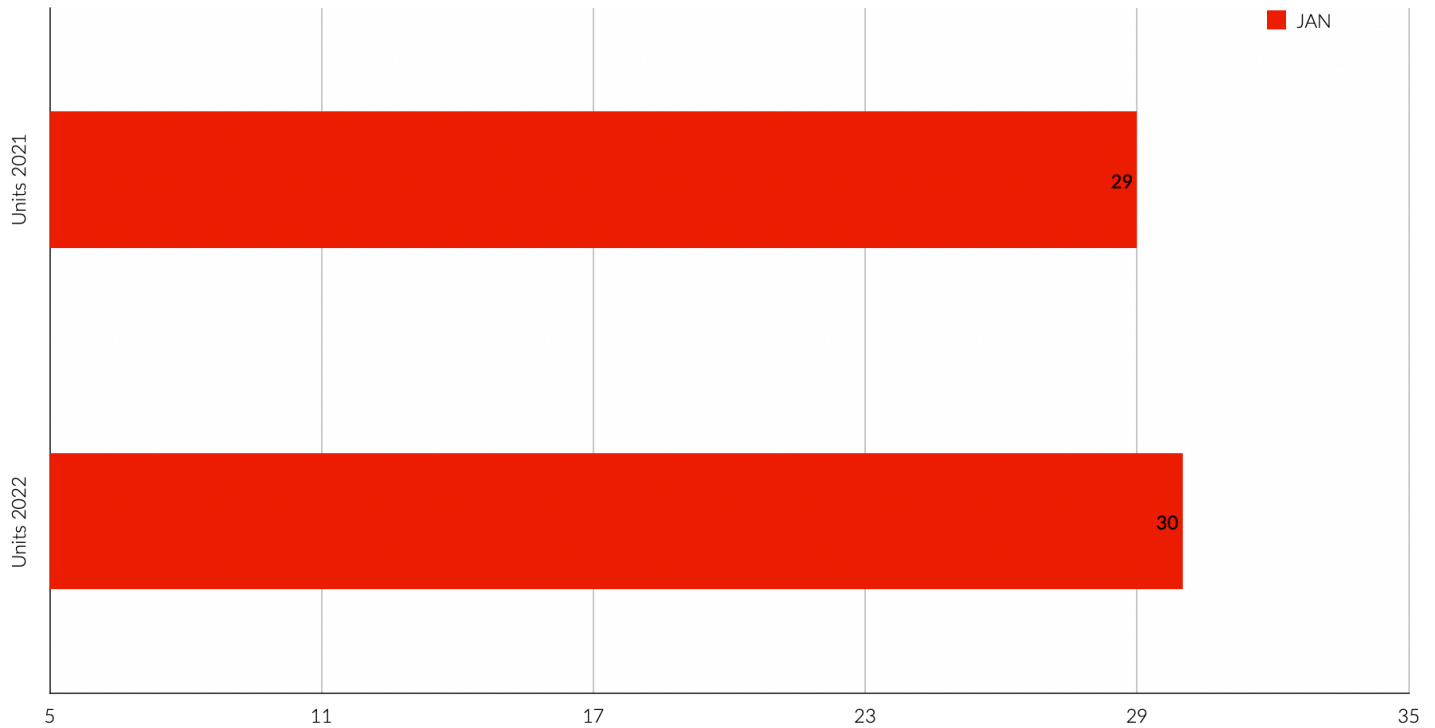


Yearly Totals 2021vs. 2022

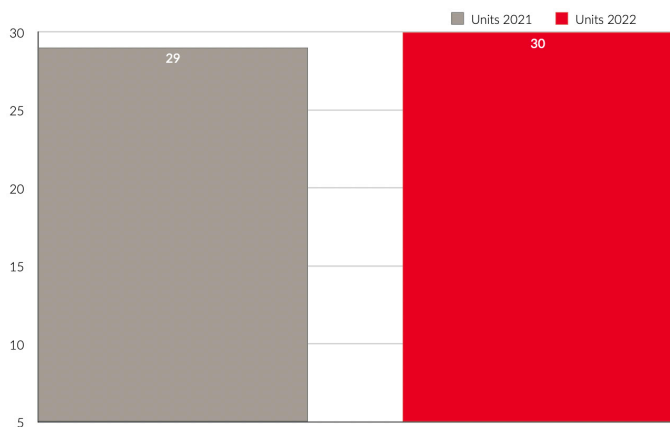


Month vs. Month 2021 vs. 2022

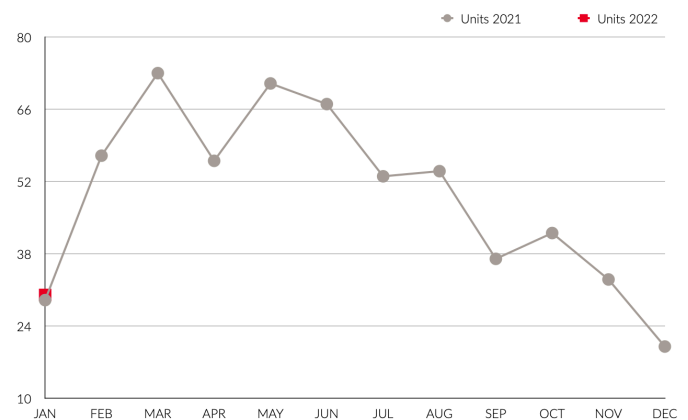
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

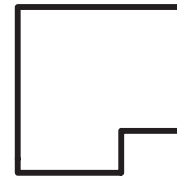
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



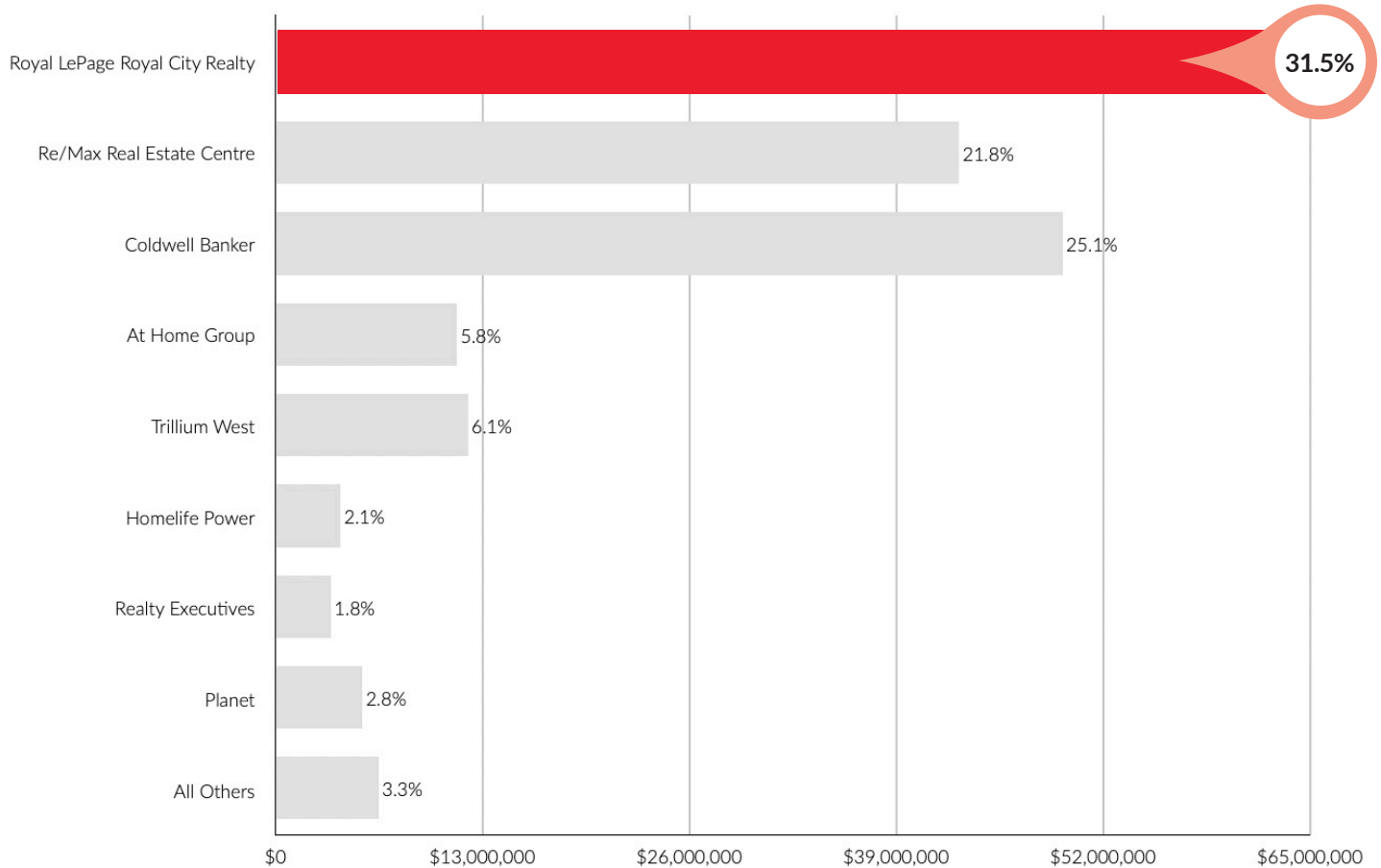
VACANT LAND

YTD Sales Volume	 \$21,603,288 +6.07%	 \$3,889,900 +309.46%	 \$0 Down from \$630k
YTD Unit Sales	 21 -16%	 7 +250%	 0 Down from 1
YTD Average Sale Price	 \$1,028,728 +26.28%	 \$555,700 +16.99%	 N/A
January Sales Volume	 \$21,603,288 +6.07%	 \$3,889,900 +309.46%	 \$0 Down from \$630k
January Unit Sales	 21 -16%	 7 +250%	 0 Down from 1

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



MARKET DOMINANCE

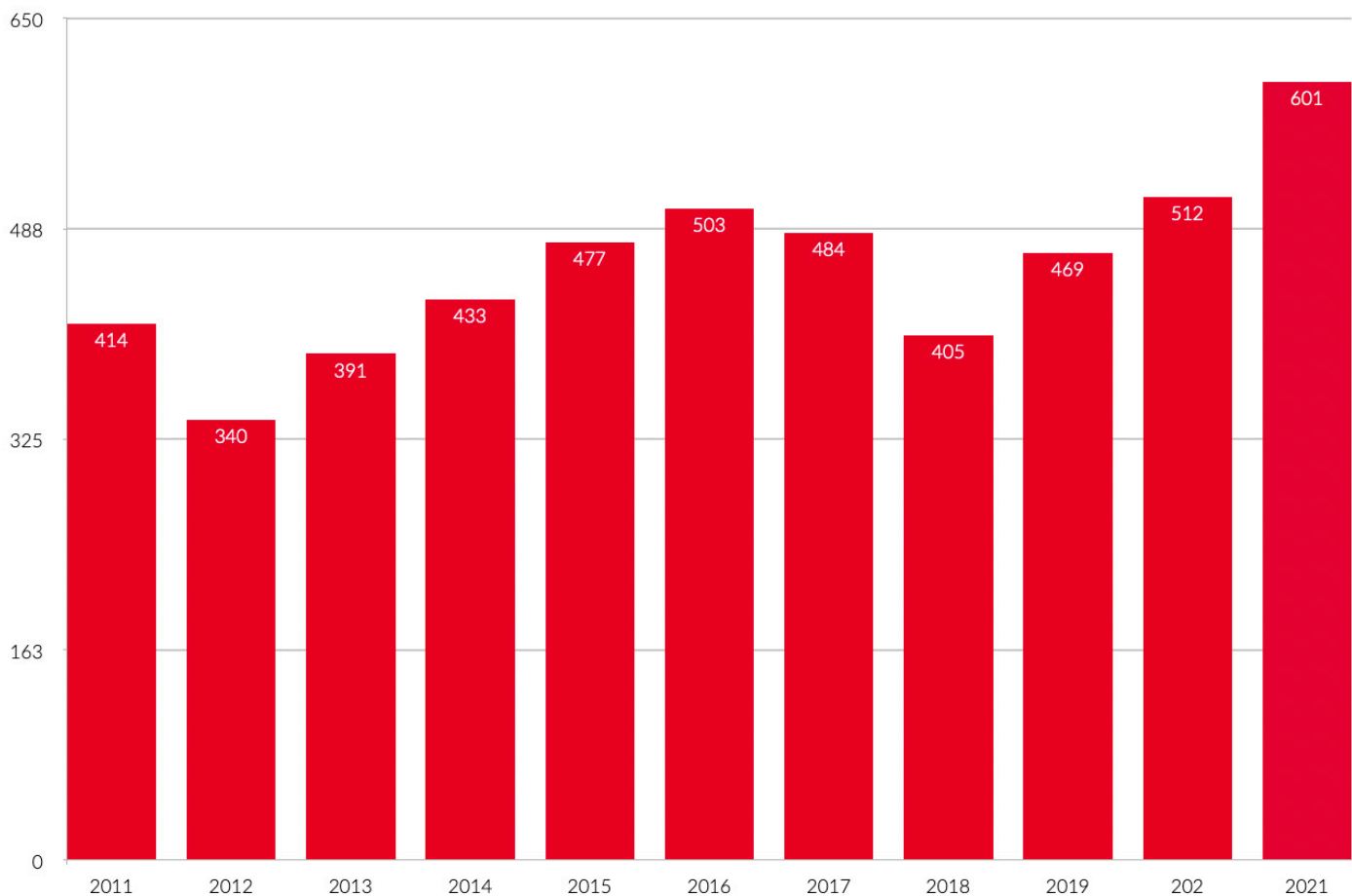


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
January 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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