



2022 FEBRUARY

CENTRE WELLINGTON Real Estate Market Report



OVERVIEW

SELLER'S MARKET

Centre Wellington remains in a sellers market in February. Lack of inventory is still an issue as unit sales and new listings go down, while median and average sale prices continue to rise. This market will continue to be extremely competitive until inventory catches up with demand.



February year-over-year sales volume of \$44,277,550

Down 6.88% from 2021's \$47,549,245 with unit sales of 47 down 17.54% from last February's 57. New listings of 58 are down 3.33% from a year ago, with the sales/listing ratio of 81.03% down 13.97%.



Year-to-date sales volume of \$71,980,738

Up 2.43% from 2021's \$70,275,995 with unit sales of 77 down 10.47% from last February's 86. New listings of 99 are up 7.61% from a year ago, with the sales/listing ratio of 77.78% down 15.7%.



Year-to-date average sale price of \$953,693

Up from \$841,301 one year ago with median sale price of \$950,250 up from \$762,504 one year ago. Average days-on-market of 23 is down 4.5 days from last year.

FEBRUARY NUMBERS

Median Sale Price

\$1,025,000

+36.67%

Sales Volume

\$44,277,550

-6.88%

Unit Sales

47

-17.54%

New Listings

58

-3.33%

Expired Listings

5

+25%

Unit Sales/Listings Ratio

81.03%

-13.97%

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

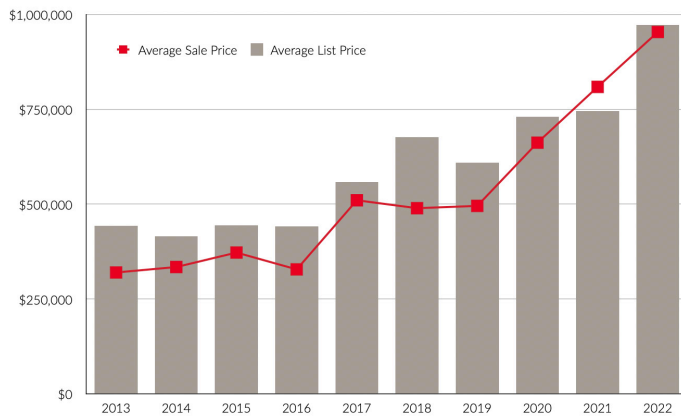


THE MARKET IN DETAIL

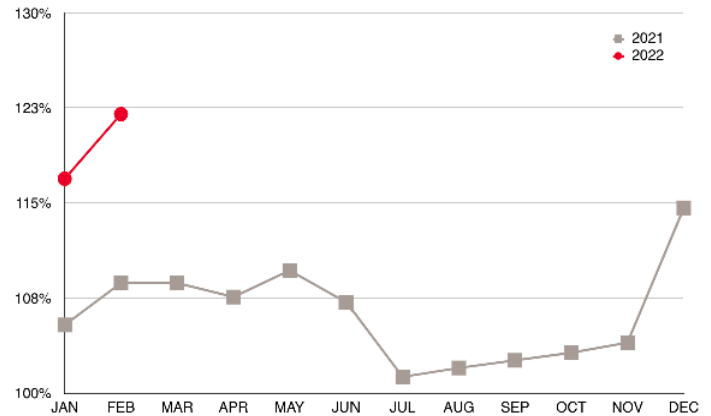
	2020	2021	2022	2021-2022
YTD Volume Sales	\$32,446,719	\$70,275,995	\$71,980,738	+2.43%
YTD Unit Sales	49	86	77	-10.47%
YTD New Listings	85	92	99	+7.61%
YTD Sales/Listings Ratio	57.65%	93.48%	77.78%	-15.7%
YTD Expired Listings	10	8	7	-12.5%
February Volume Sales	\$19,901,619	\$47,549,245	\$44,277,550	-6.88%
February Unit Sales	30	57	47	-17.54%
February New Listings	48	60	58	-3.33%
February Sales/Listings Ratio	62.5%	95%	81.03%	-13.97%
February Expired Listings	5	4	5	+25%
YTD Sales: \$0-\$199K	2	1	4	+300%
YTD Sales: \$200K-\$349K	1	0	2	Up from 0
YTD Sales: \$350K-\$549K	16	13	4	-69.23%
YTD Sales: \$550K-\$749K	15	27	10	-62.96%
YTD Sales: \$750K-\$999K	9	31	28	-9.68%
YTD Sales: \$1M+	6	14	29	+107.14%
YTD Average Days-On-Market	34.5	27.5	23	-16.36%
YTD Average Sale Price	\$661,828	\$808,939	\$953,693	+17.9%
YTD Median Sale Price	\$587,100	\$762,504	\$950,250	+24.62%

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

AVERAGE SALE PRICE

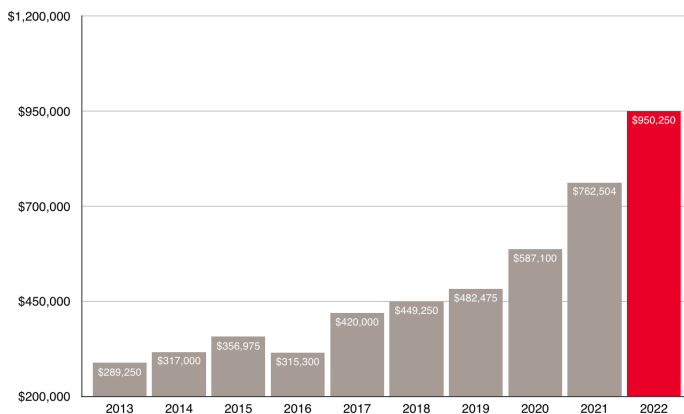


Year-Over-Year

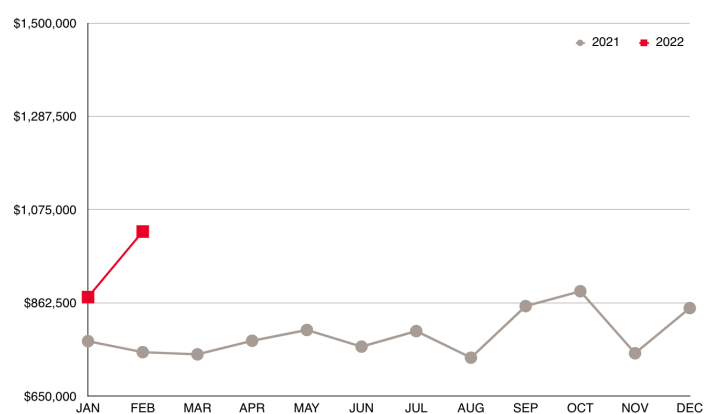


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



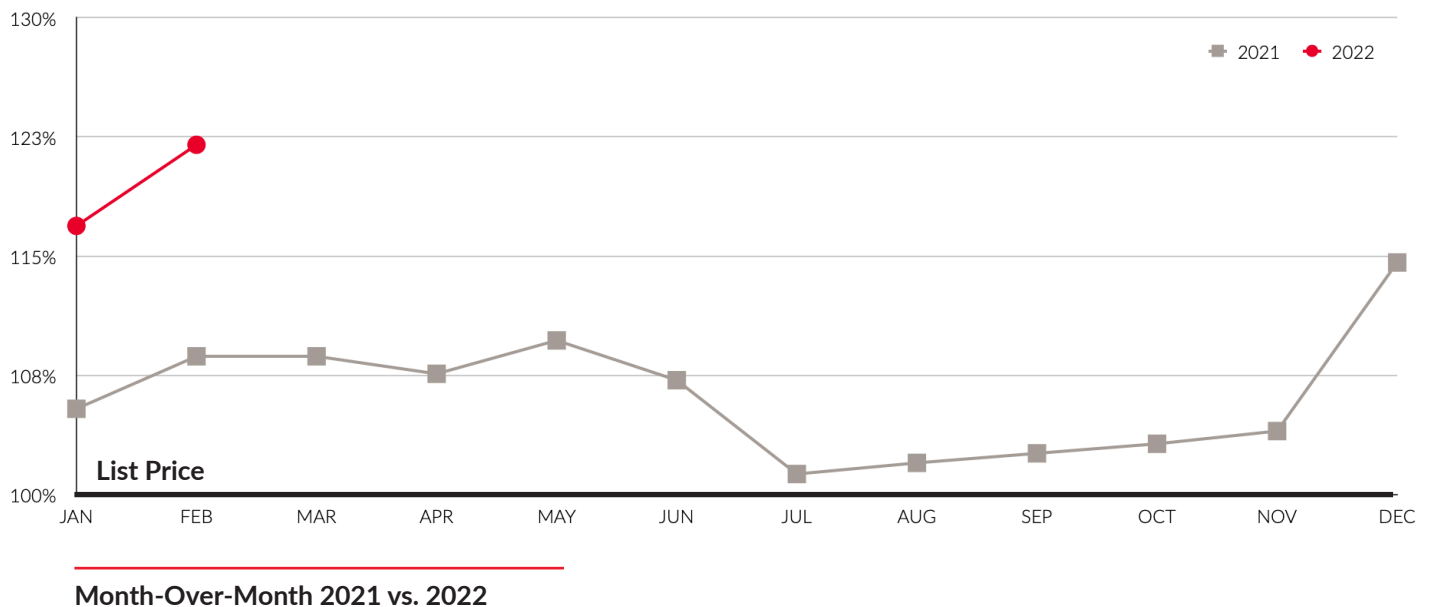
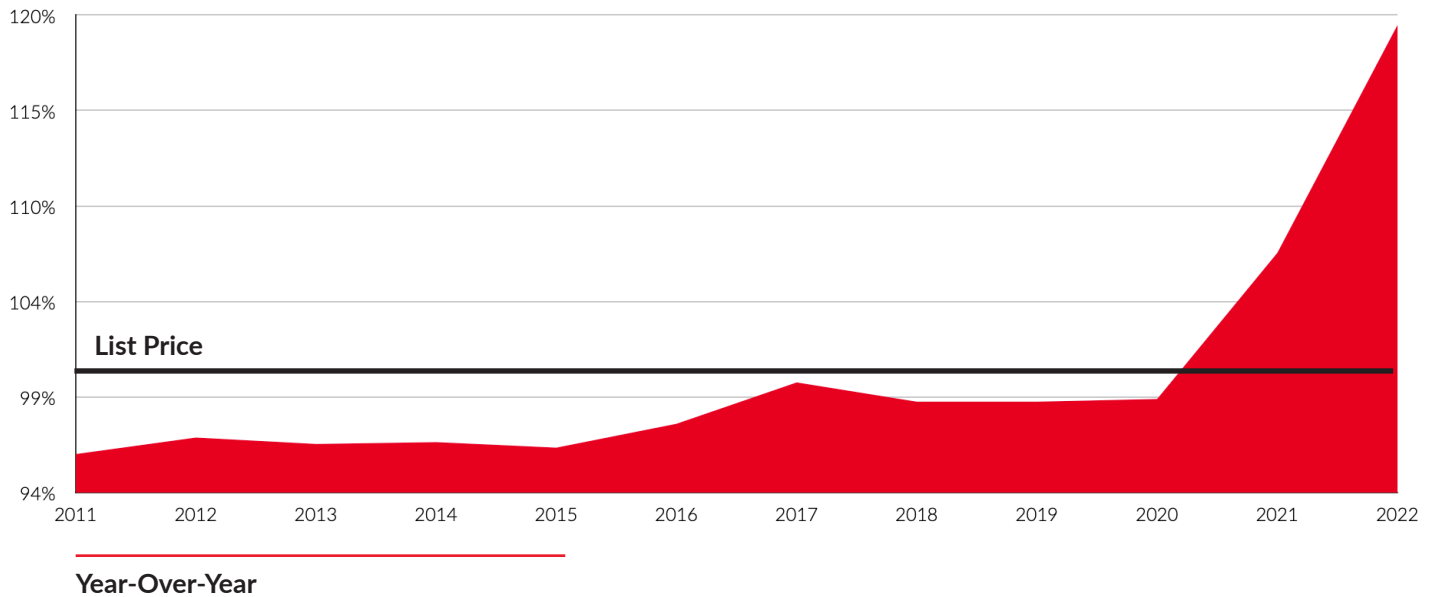
Year-Over-Year



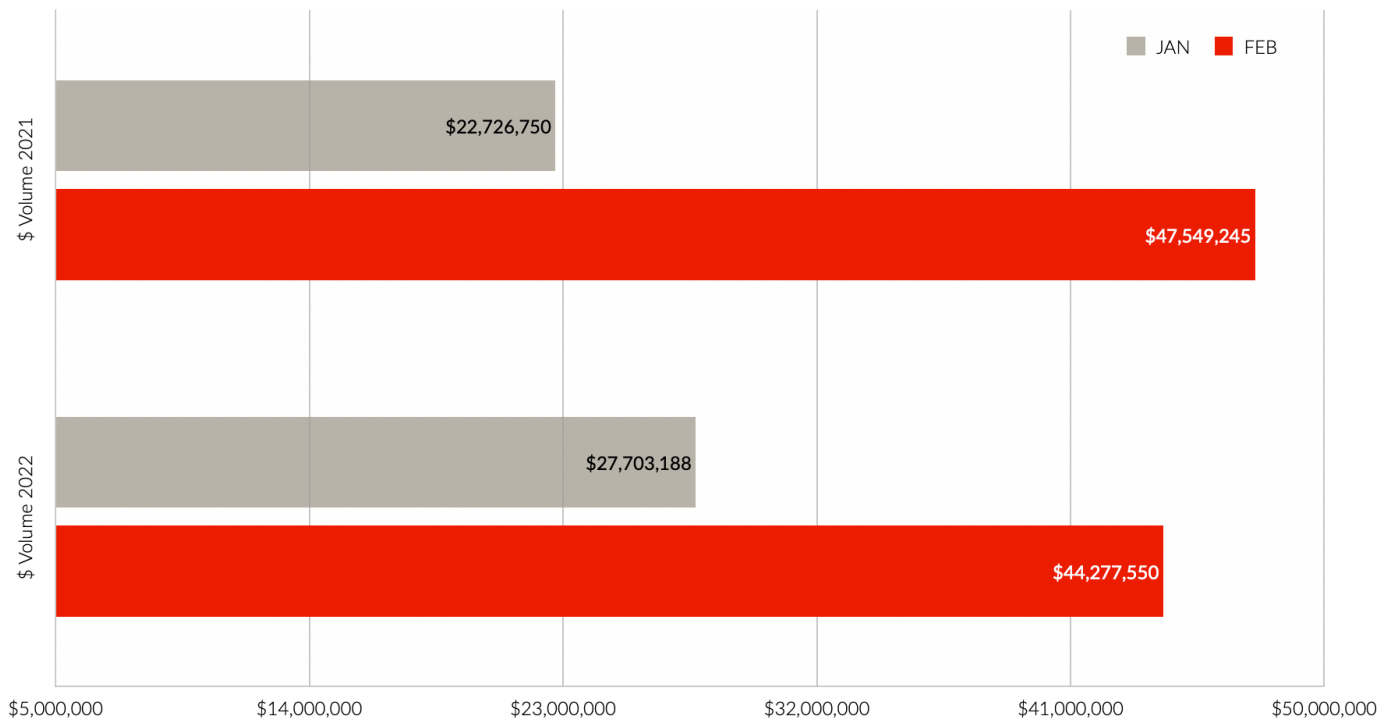
Month-Over-Month 2021 vs. 2022

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

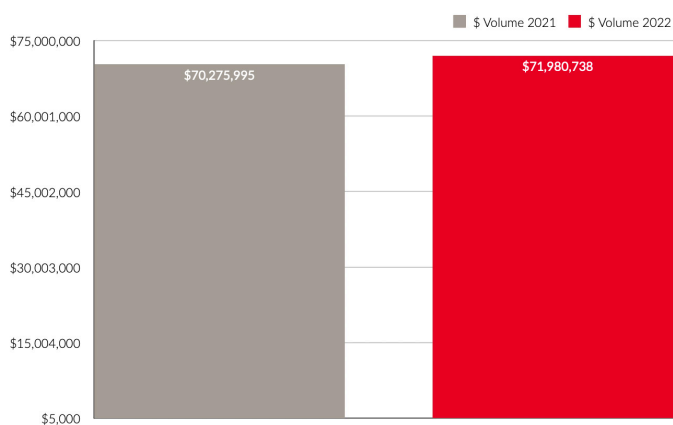
SALE PRICE VS. LIST PRICE RATIO



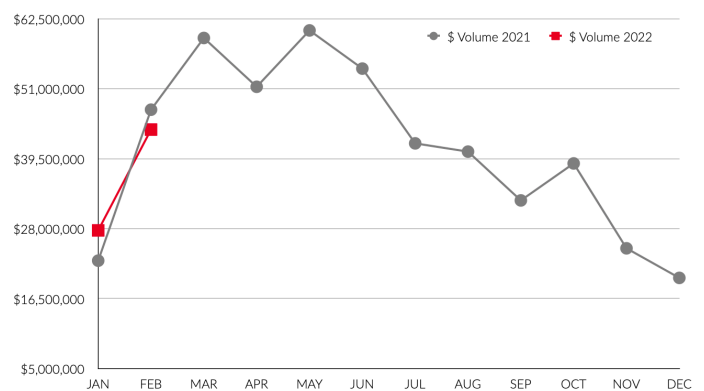
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

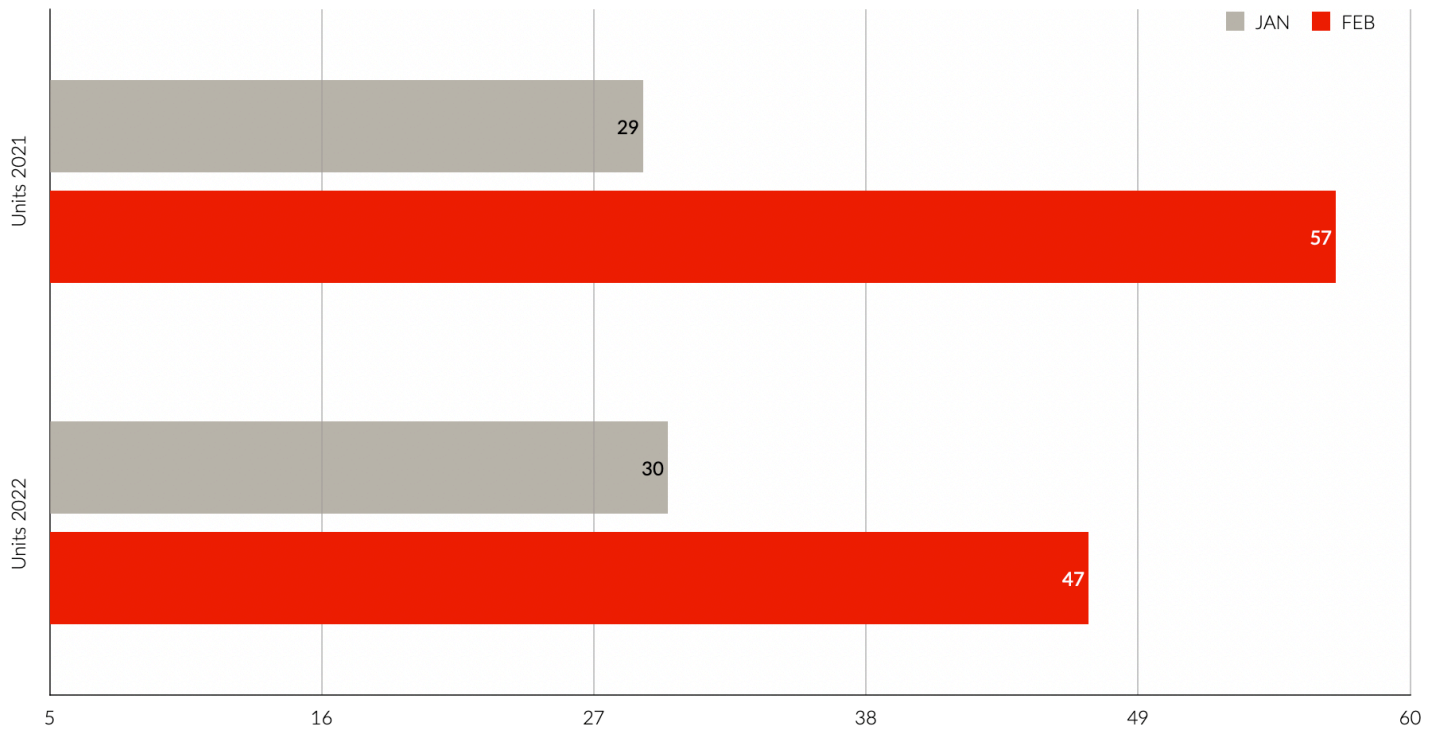


Yearly Totals 2021 vs. 2022

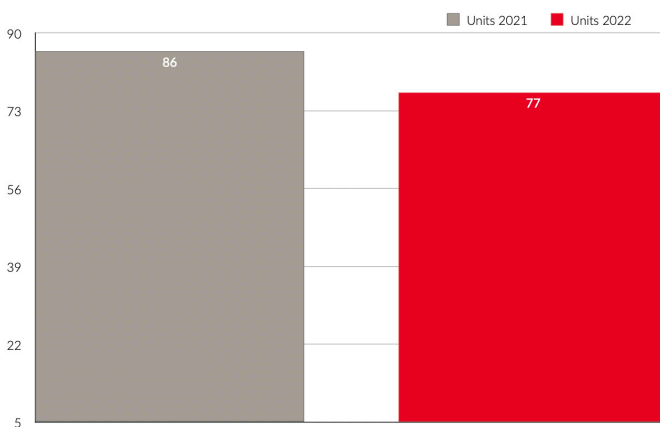


Month vs. Month 2021 vs. 2022

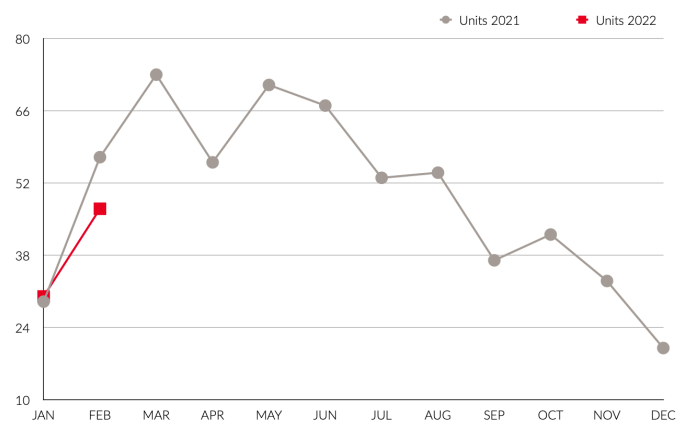
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

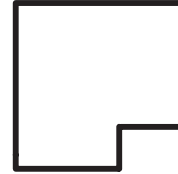
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



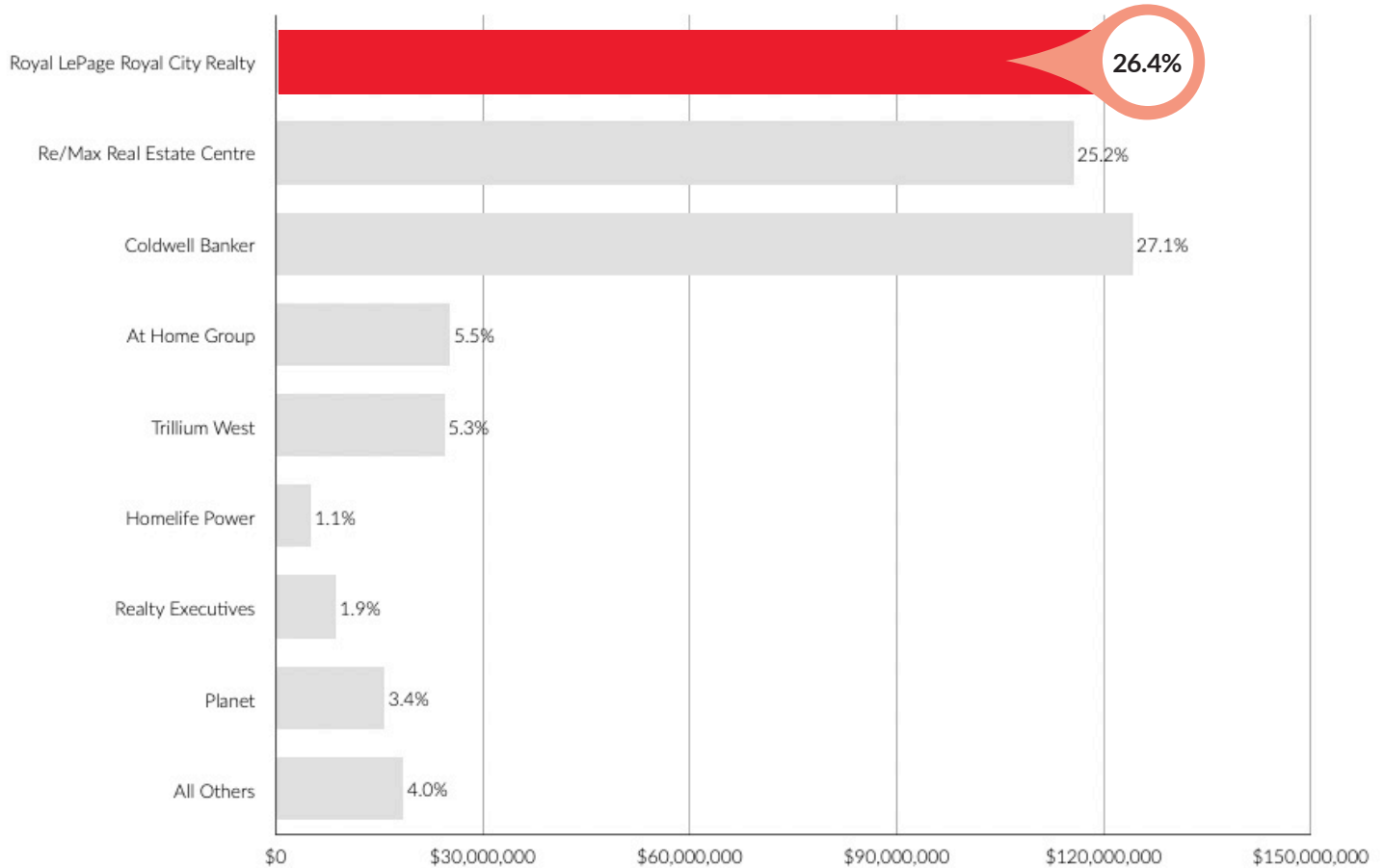
VACANT LAND

YTD Sales Volume	 \$40,312,712 -29.43%	 \$3,889,900 +0.77%	 \$1,990,000 -54.5%
YTD Unit Sales	 34 -50%	 7 -30%	 2 No Change
YTD Average Sale Price	 \$1,185,668 +41.14%	 \$555,700 +0.77%	 \$995,000 -54.5%
February Sales Volume	 \$18,709,424 -49.1%	 \$0 Down from \$4,564,700	 \$1,990,000 -46.9%
February Unit Sales	 13 -69.77%	 0 Down from 8	 2 +100%

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



MARKET DOMINANCE

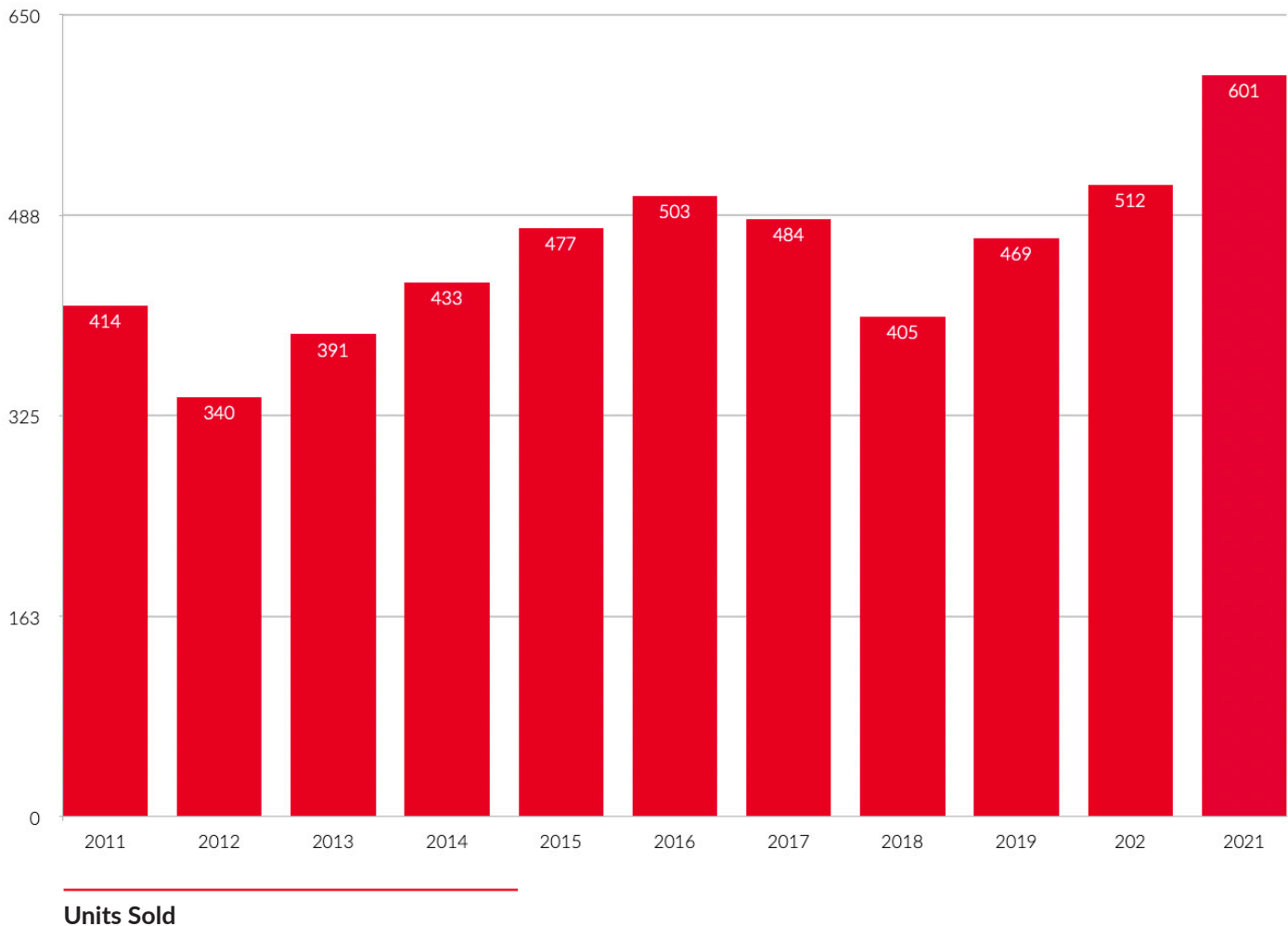


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
February 2022



10 YEAR MARKET ANALYSIS



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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