



2022
APRIL

CENTRE WELLINGTON
Real Estate Market Report



OVERVIEW

SELLER'S MARKET

Centre Wellington remains in a seller's market in April, but is definitely showing signs of balancing out. We are seeing much more inventory than we did this time last year with slightly more unit sales as well. This, plus the continuous rising of the median and average sale prices, shows that this market still has a high demand.



April year-over-year sales volume of \$60,707,715

Up 18.3% from 2021's \$51,314,865 with unit sales of 57 up 1.79% from last April. New listings of 105 are up 50% from a year ago, with the sales/listing ratio of 54.29% down 25.71%.



Year-to-date sales volume of \$204,850,662

Up 13.22% from 2021's \$180,928,810 with unit sales of 207 down 3.72% from last year's 215. New listings of 311 are up 20.54% from a year ago, with the sales/listing ratio of 66.56% down 16.77%.



Year-to-date average sale price of \$1,008,464

Up from \$836,766 one year ago with median sale price of \$1,00,750 up from \$762,504 one year ago. Average days-on-market of 16.75 is down 2.25 days from last year.

APRIL NUMBERS

Median Sale Price

\$982,500

+26.61%

Sales Volume

\$60,707,715

+18.3%

Unit Sales

57

+1.79%

New Listings

105

+50%

Expired Listings

2

-33.3%

Unit Sales/Listings Ratio

54.29%

-25.71%

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



THE MARKET IN DETAIL

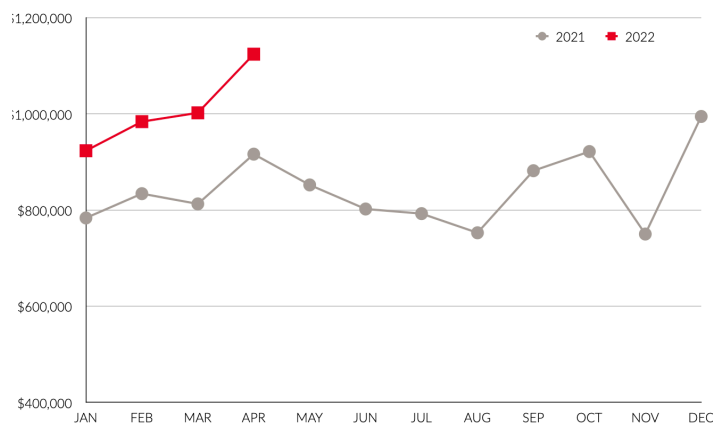
| | 2020 | 2021 | 2022 | 2021-2022 |
|-----------------------------------|--------------|---------------|---------------|-----------|
| YTD Volume Sales | \$69,797,219 | \$180,928,810 | \$204,850,662 | +13.22% |
| YTD Unit Sales | 107 | 215 | 207 | -3.72% |
| YTD New Listings | 195 | 258 | 311 | +20.54% |
| YTD Sales/Listings Ratio | 54.87% | 83.33% | 66.56% | -16.77% |
| YTD Expired Listings | 24 | 12 | 11 | -8.3% |
| April Volume Sales | \$10,524,100 | \$51,314,865 | \$60,707,715 | +18.3% |
| April Unit Sales | 14 | 56 | 57 | +1.79% |
| April New Listings | 30 | 70 | 105 | +50% |
| April Sales/Listings Ratio | 46.67% | 80% | 54.29% | -25.71% |
| April Expired Listings | 5 | 3 | 2 | -33.3% |
| YTD Sales: \$0-\$199K | 4 | 2 | 11 | +450% |
| YTD Sales: \$200K-\$349K | 4 | 0 | 10 | Up from 0 |
| YTD Sales: \$350K-\$549K | 35 | 23 | 6 | -73.91% |
| YTD Sales: \$550K-\$749K | 36 | 78 | 27 | -65.38% |
| YTD Sales: \$750K-\$999K | 17 | 71 | 65 | -8.45% |
| YTD Sales: \$1M+ | 11 | 41 | 91 | +121.95% |
| YTD Average Days-On-Market | 32.5 | 19 | 16.75 | -11.84% |
| YTD Average Sale Price | \$671,267 | \$836,766 | \$1,008,464 | +20.5% |
| YTD Median Sale Price | \$595,000 | \$762,504 | \$1,003,750 | +31.64% |

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

AVERAGE SALE PRICE

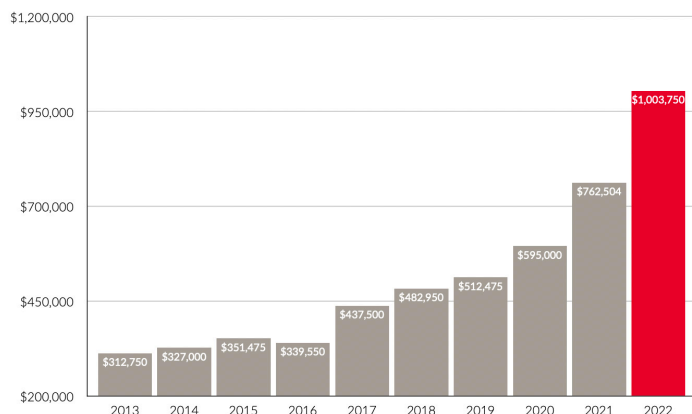


Year-Over-Year

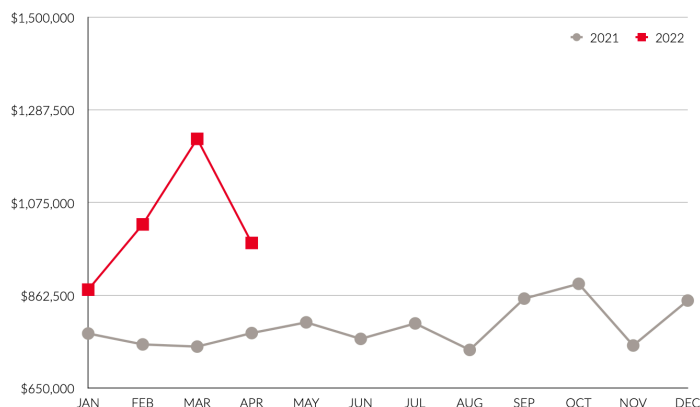


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



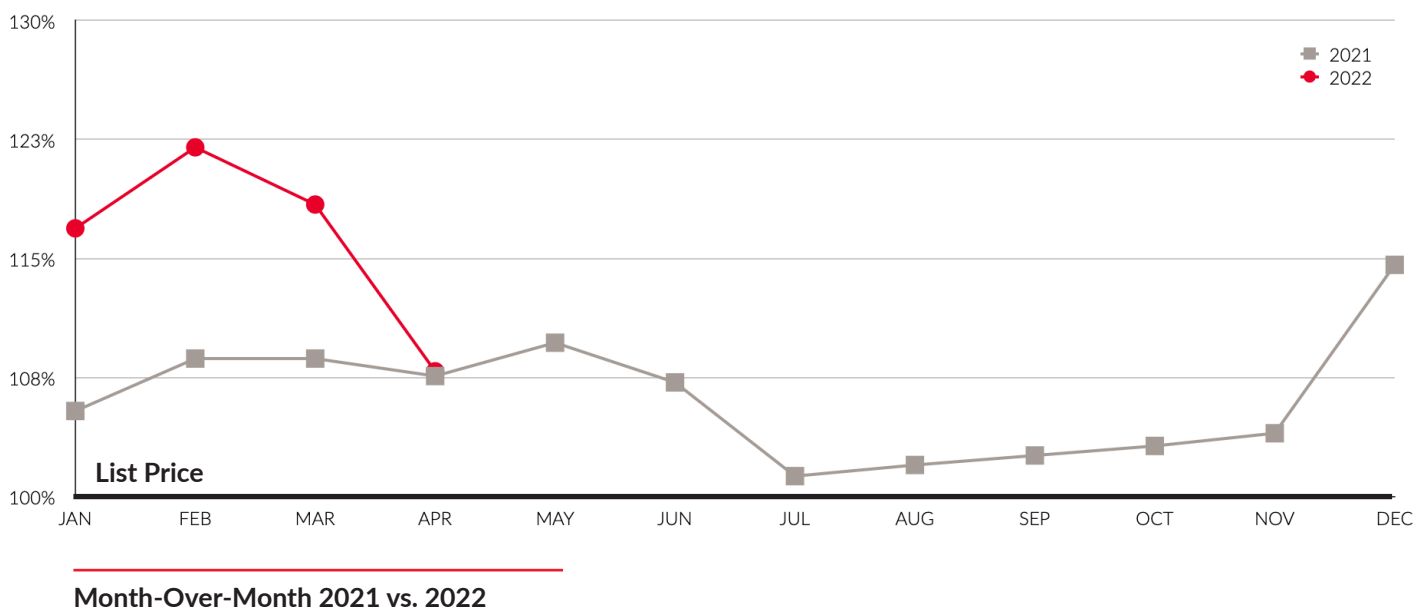
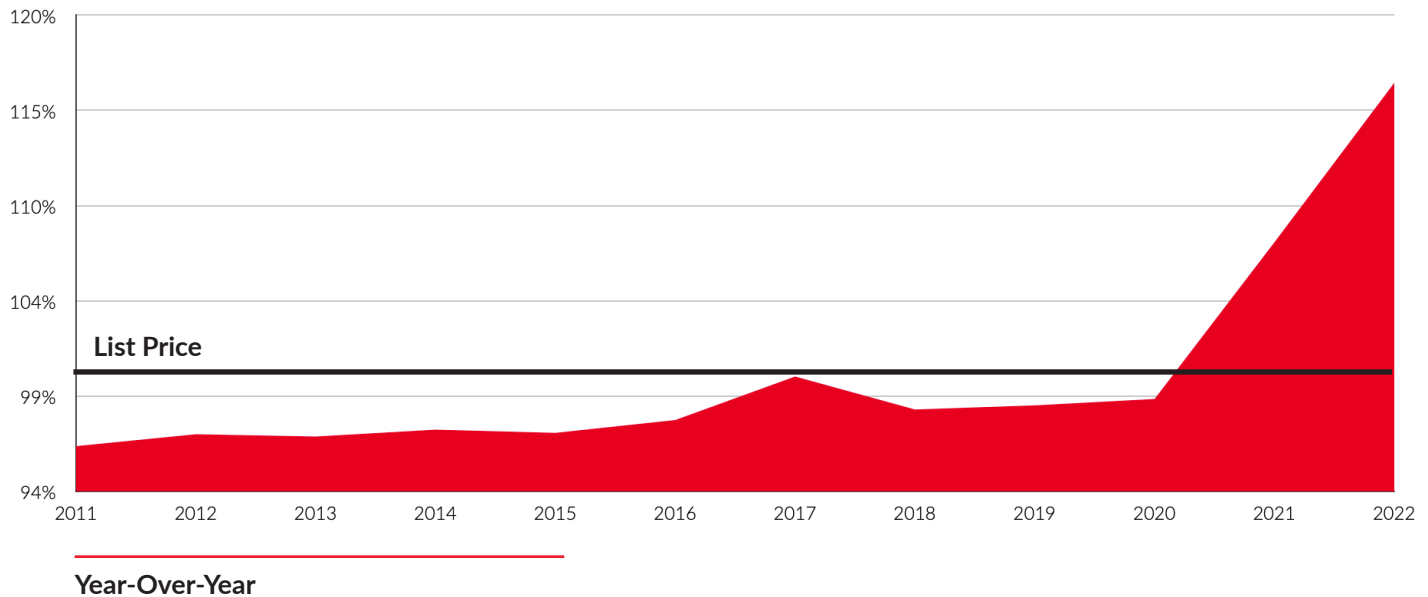
Year-Over-Year



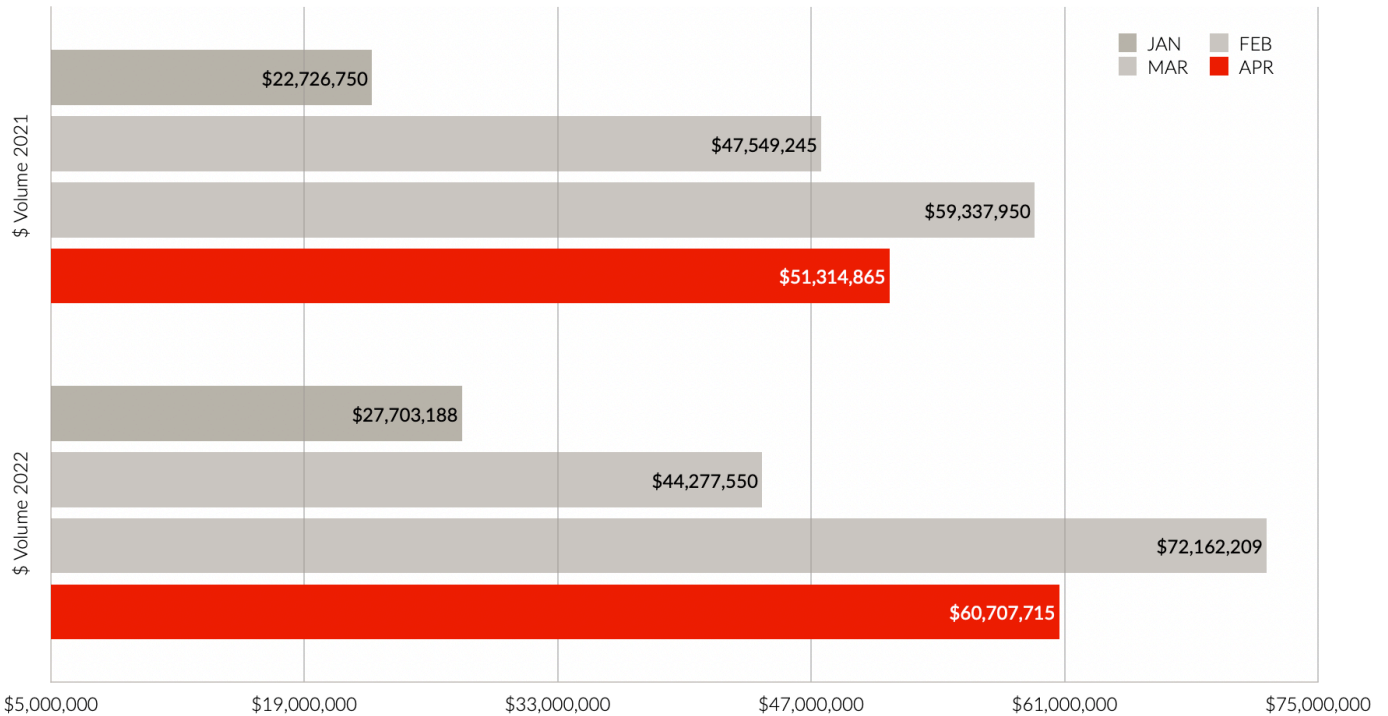
Month-Over-Month 2021 vs. 2022

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

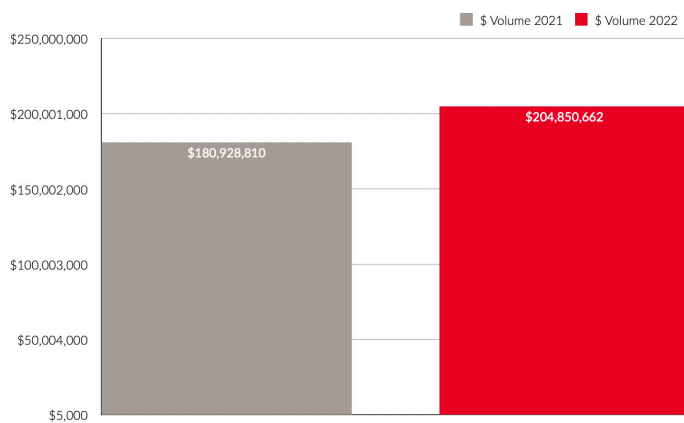
SALE PRICE VS. LIST PRICE RATIO



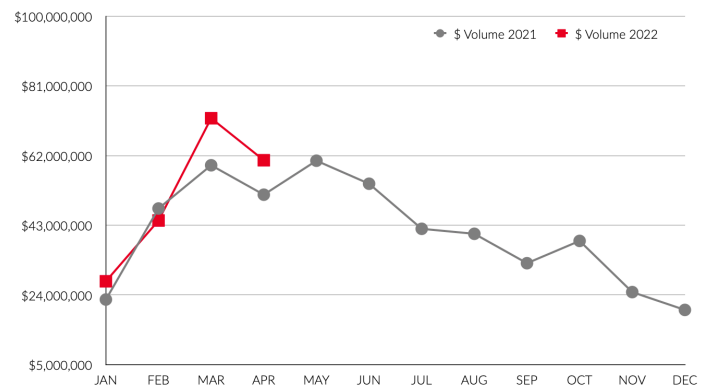
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

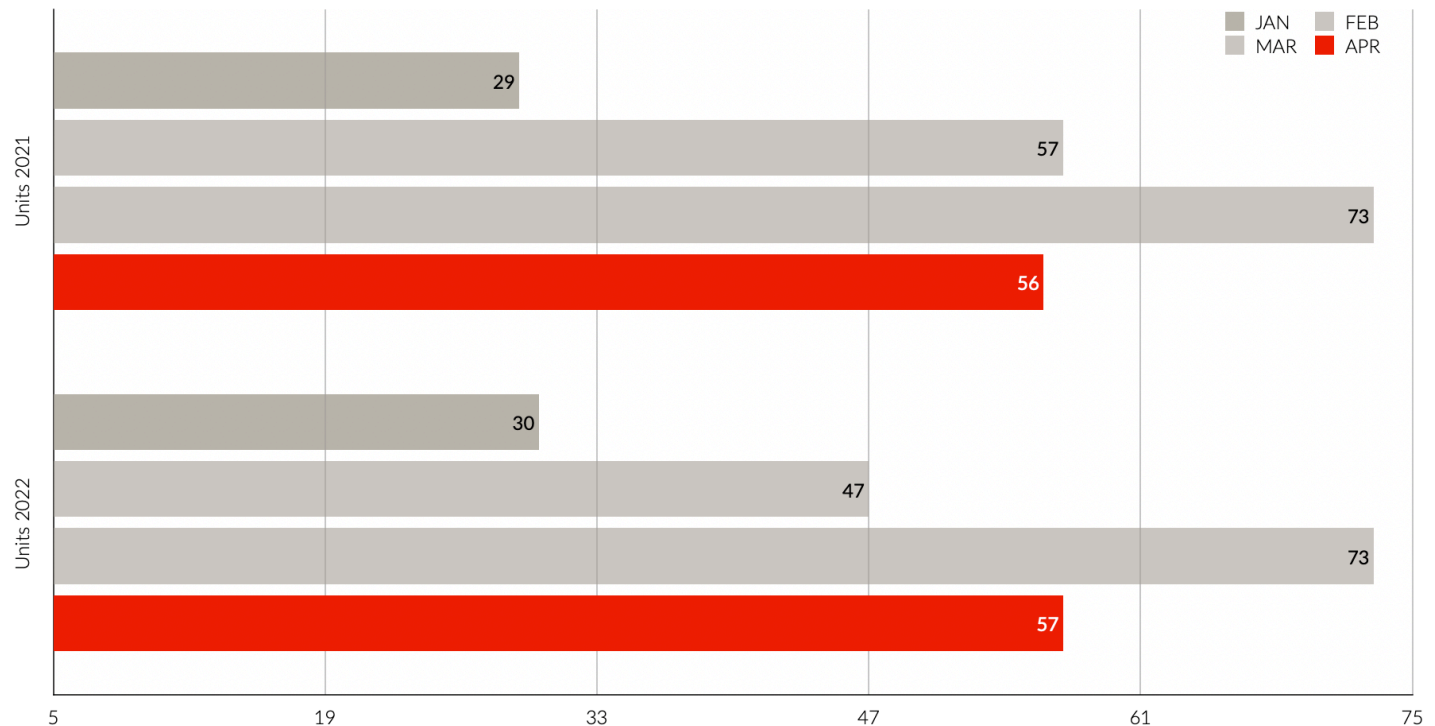


Yearly Totals 2021 vs. 2022

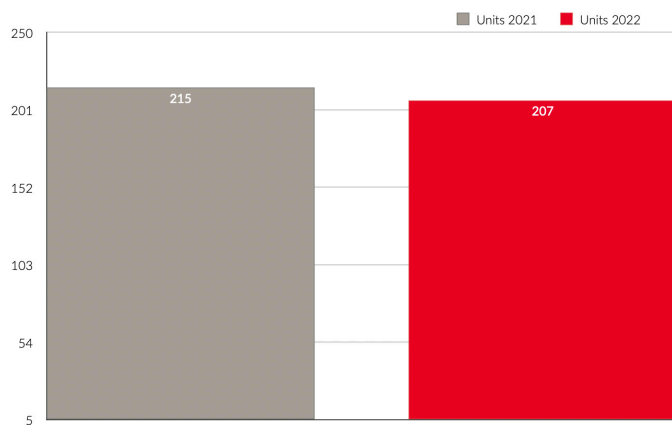


Month vs. Month 2021 vs. 2022

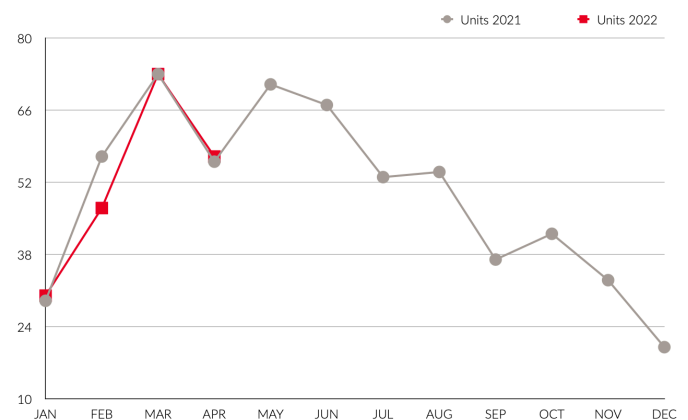
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

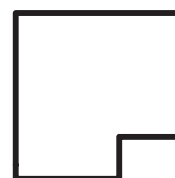
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



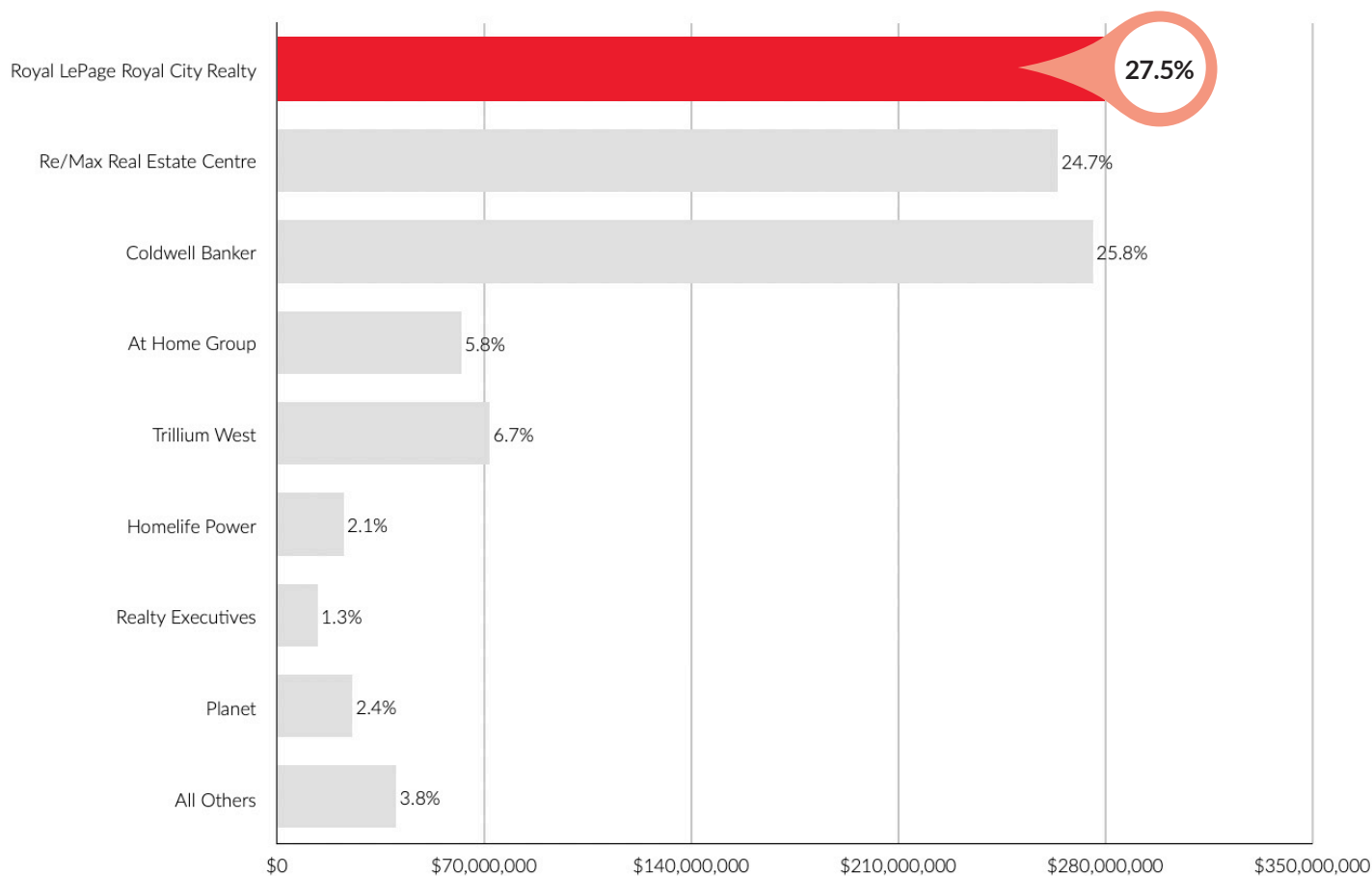
VACANT LAND

| | | | |
|------------------------|---|---|--|
| YTD Sales Volume |  \$115,316,914 -25.03% |  \$12,241,800 -17.98% |  \$3,029,000 -45.2% |
| YTD Unit Sales |  96 -45.45% |  18 -33.33% |  4 No Change |
| YTD Average Sale Price |  \$1,201,218 +37.45% |  \$680,100 +23.03% |  \$757,250 -45.2% |
| April Sales Volume |  \$47,257,502 +5.82% |  \$3,648,400 +12.025 |  \$1,039,00 Up From \$0 |
| April Unit Sales |  41 -14.58% |  5 -16.67% |  2 Up From 0 |

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



MARKET DOMINANCE

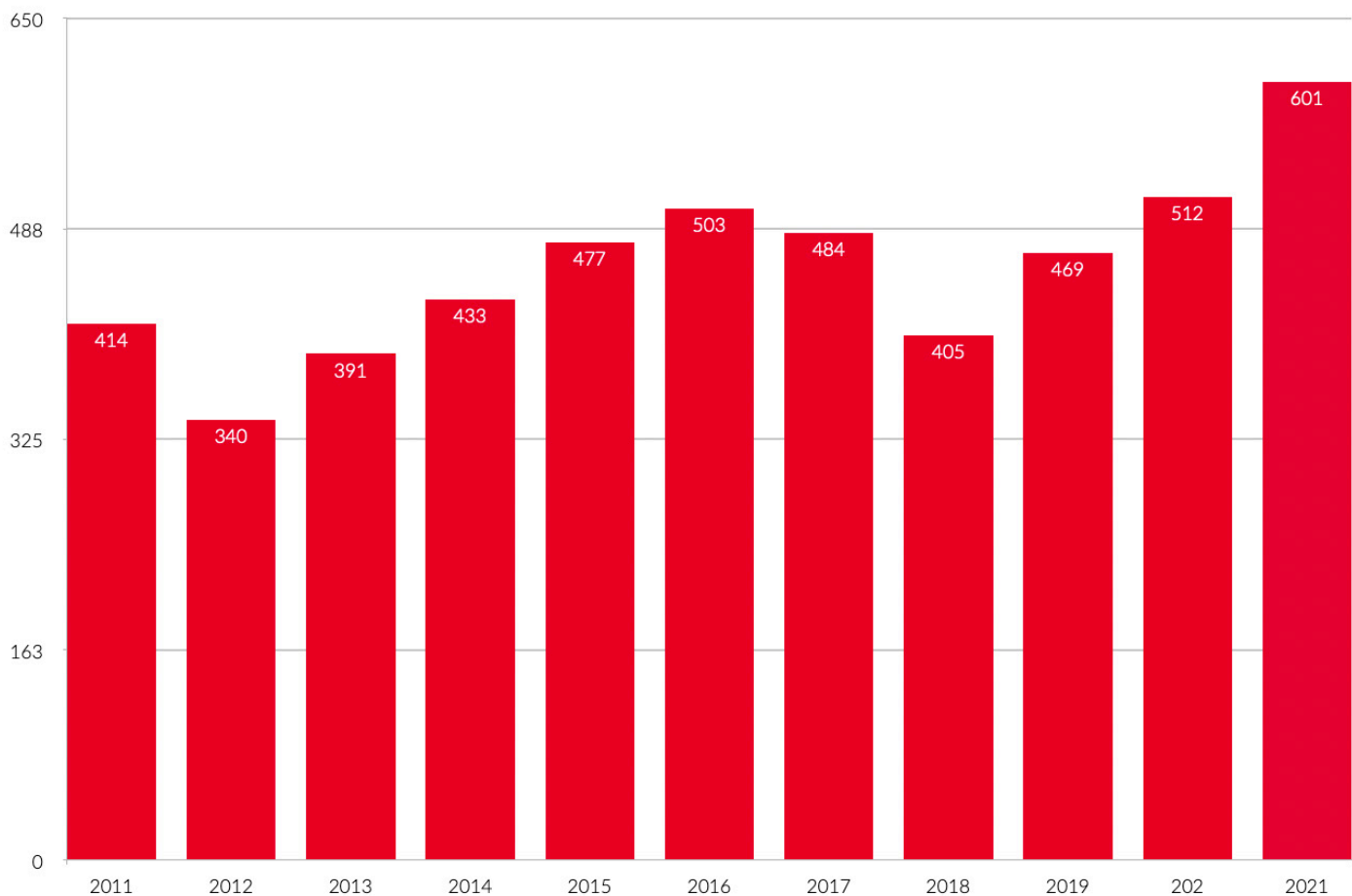


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
April 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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