



# 2022 MARCH

## CENTRE WELLINGTON

### Real Estate Market Report



# OVERVIEW

## SELLER'S MARKET

Centre Wellington remains in a seller's market in March. We are seeing a small bump in inventory which is a good sign as demand for the area remains high. Average and median sales prices continue to rise as well.



**March year-over-year sales volume of \$72,162,209**

Up 21.61% from 2021's \$59,337,950 with unit sales of 73 equal from last March. New listings of 107 are up 11.46% from a year ago, with the sales/listing ratio of 68.22% down 7.82%.



**Year-to-date sales volume of \$144,142,947**

Up 11.21% from 2021's \$129,613,945 with unit sales of 150 down 5.66% from last year's 159. New listings of 206 are up 9.57% from a year ago, with the sales/listing ratio of 72.82% down 11.76%.



**Year-to-date average sale price of \$969,880**

Up from \$810,242 one year ago with median sale price of \$1,025,000 up from \$750,007 one year ago. Average days-on-market of 18 is down 3.67 days from last year.

## MARCH NUMBERS

Median Sale Price

**\$1,221,000**

+63.89%

Sales Volume

**\$72,162,209**

+21.61%

Unit Sales

**73**

No Change

New Listings

**107**

+11.46%

Expired Listings

**2**

+100%

Unit Sales/Listings Ratio

**68.22%**

-7.82%

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



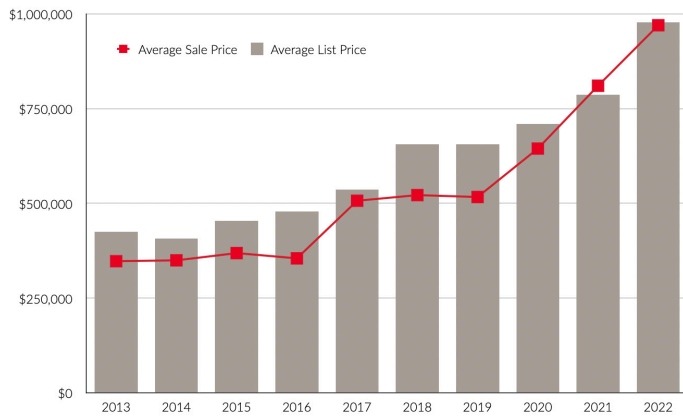


# THE MARKET IN DETAIL

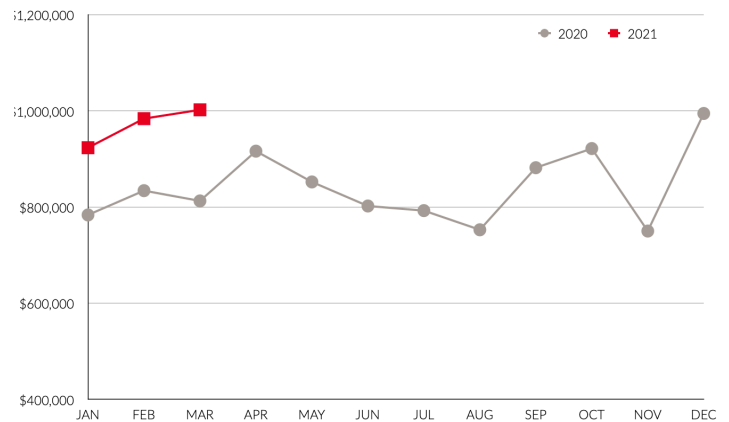
	2020	2021	2022	2021-2022
<b>YTD Volume Sales</b>	\$59,273,119	\$129,613,945	\$144,142,947	+11.21%
<b>YTD Unit Sales</b>	93	159	150	-5.66%
<b>YTD New Listings</b>	165	188	206	+9.57%
<b>YTD Sales/Listings Ratio</b>	56.36%	84.57%	72.82%	-11.76%
<b>YTD Expired Listings</b>	19	9	9	No Change
<b>March Volume Sales</b>	\$26,826,400	\$59,337,950	\$72,162,209	+21.61%
<b>March Unit Sales</b>	44	73	73	No Change
<b>March New Listings</b>	80	96	107	+11.46%
<b>March Sales/Listings Ratio</b>	55%	76.04%	68.22%	-7.82%
<b>March Expired Listings</b>	9	1	2	+100%
<b>YTD Sales: \$0-\$199K</b>	4	1	8	+700%
<b>YTD Sales: \$200K-\$349K</b>	2	0	9	Up from 0
<b>YTD Sales: \$350K-\$549K</b>	32	19	4	-78.95%
<b>YTD Sales: \$550K-\$749K</b>	31	57	17	-70.18%
<b>YTD Sales: \$750K-\$999K</b>	15	55	49	-10.91%
<b>YTD Sales: \$1M+</b>	9	27	66	+144.44%
<b>YTD Average Days-On-Market</b>	31.33	21.67	18	-16.92%
<b>YTD Average Sale Price</b>	\$644,449	\$810,242	\$969,880	+19.7%
<b>YTD Median Sale Price</b>	\$575,000	\$750,007	\$1,025,000	+36.67%

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

# AVERAGE SALE PRICE

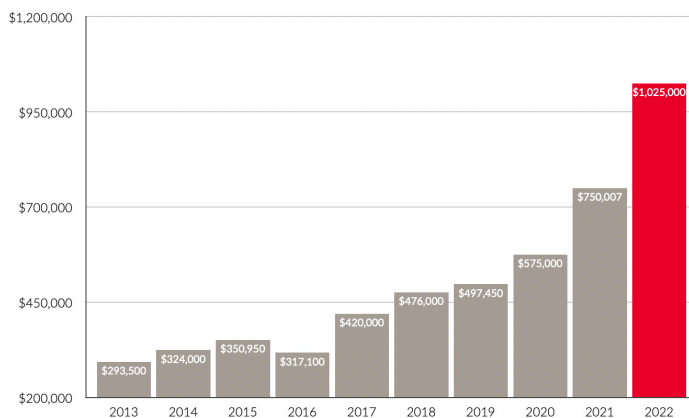


Year-Over-Year

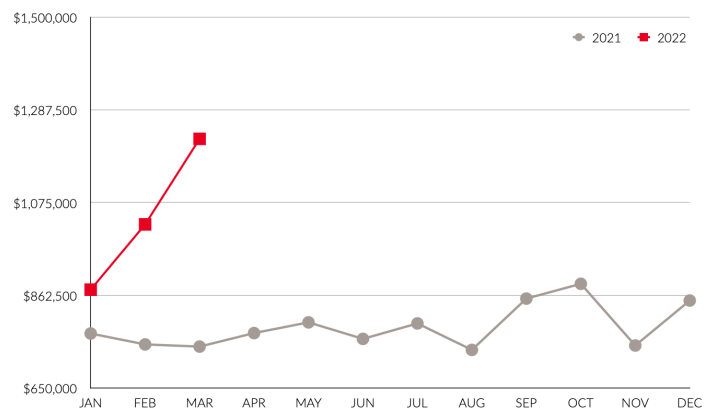


Month-Over-Month 2021 vs. 2022

# MEDIAN SALE PRICE



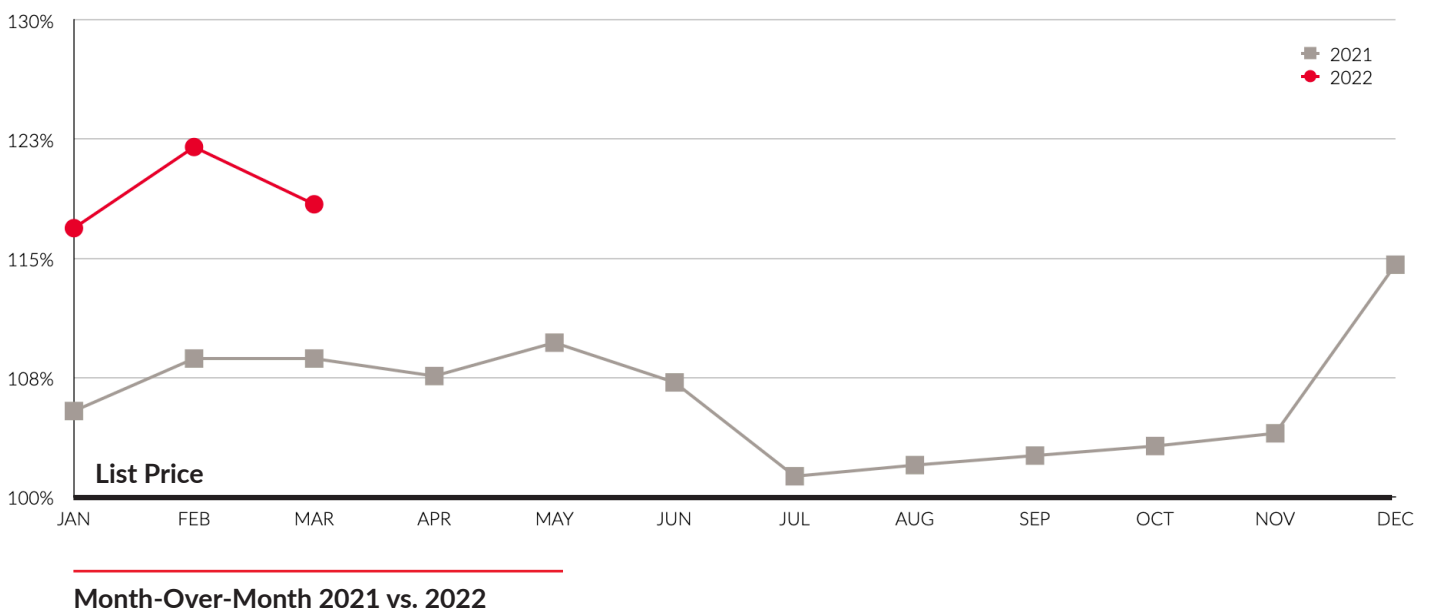
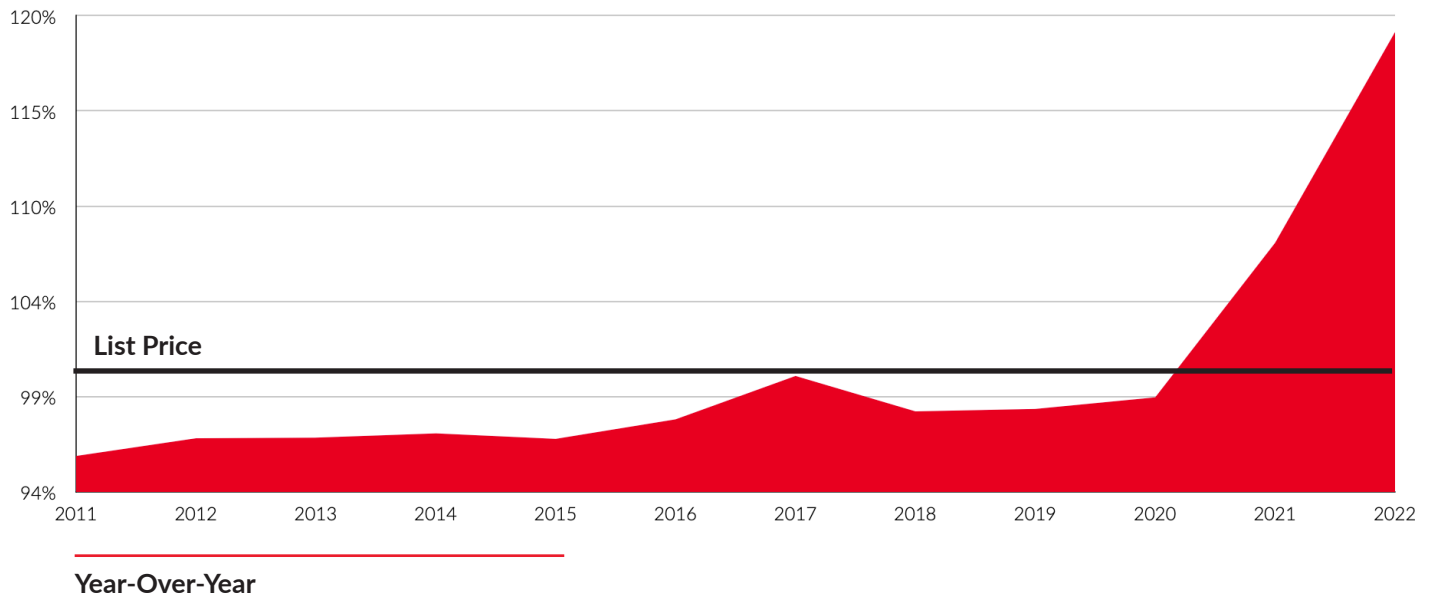
Year-Over-Year



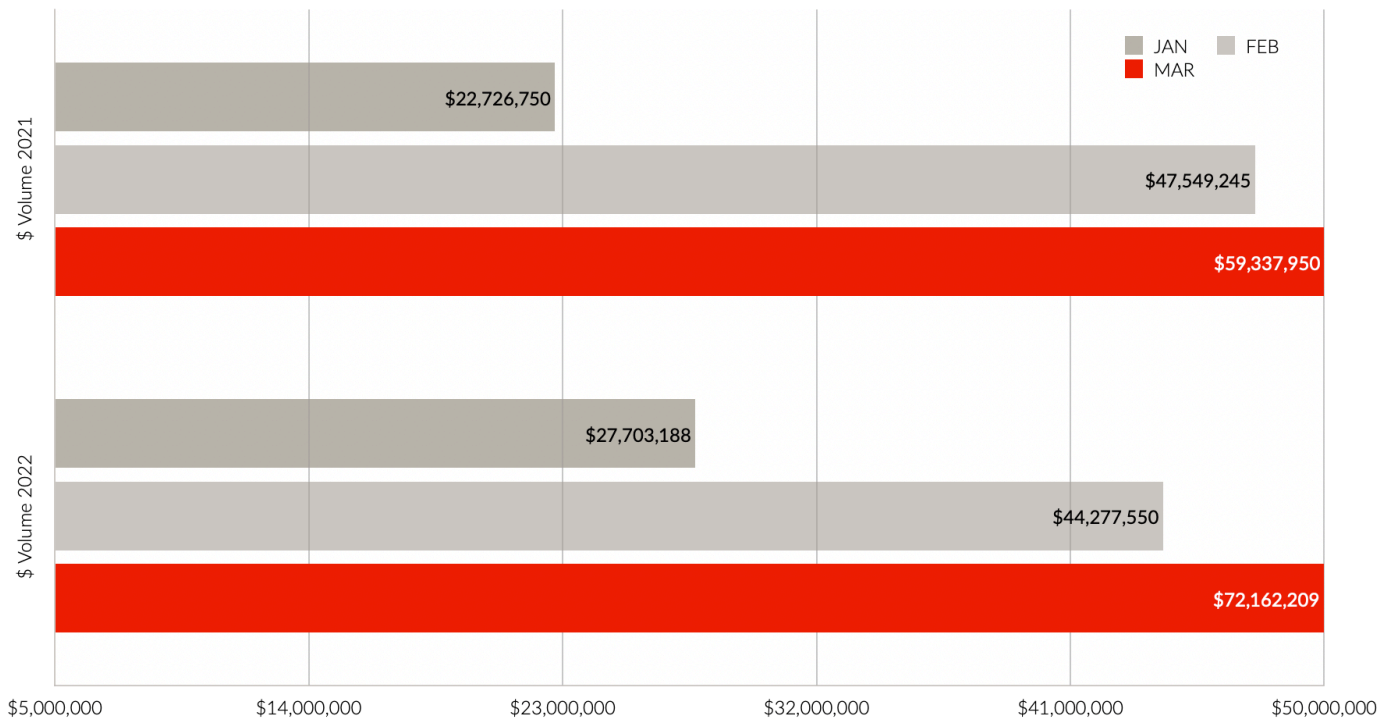
Month-Over-Month 2021 vs. 2022

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

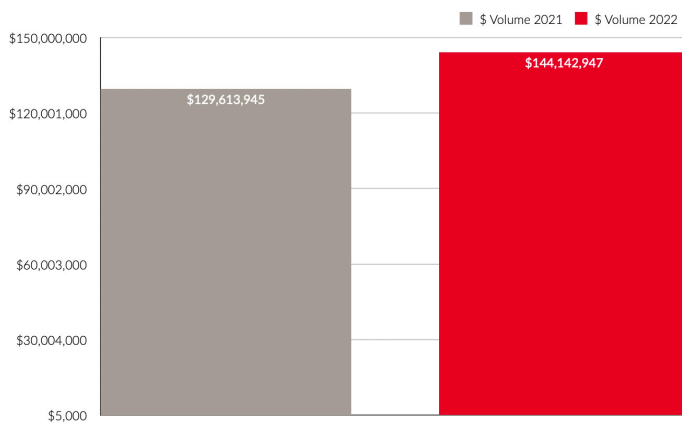
# SALE PRICE VS. LIST PRICE RATIO



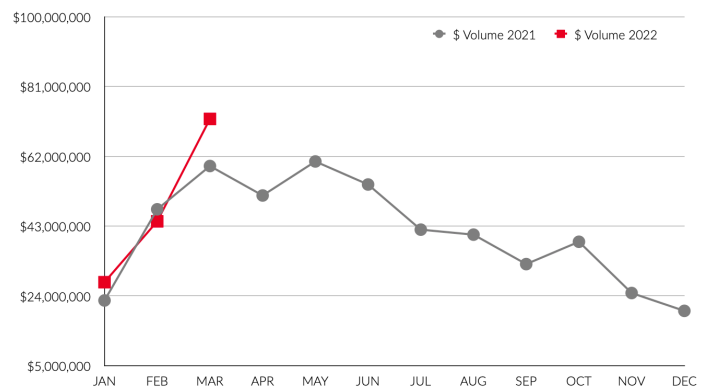
# DOLLAR VOLUME SALES



## Monthly Comparison 2021 vs. 2022

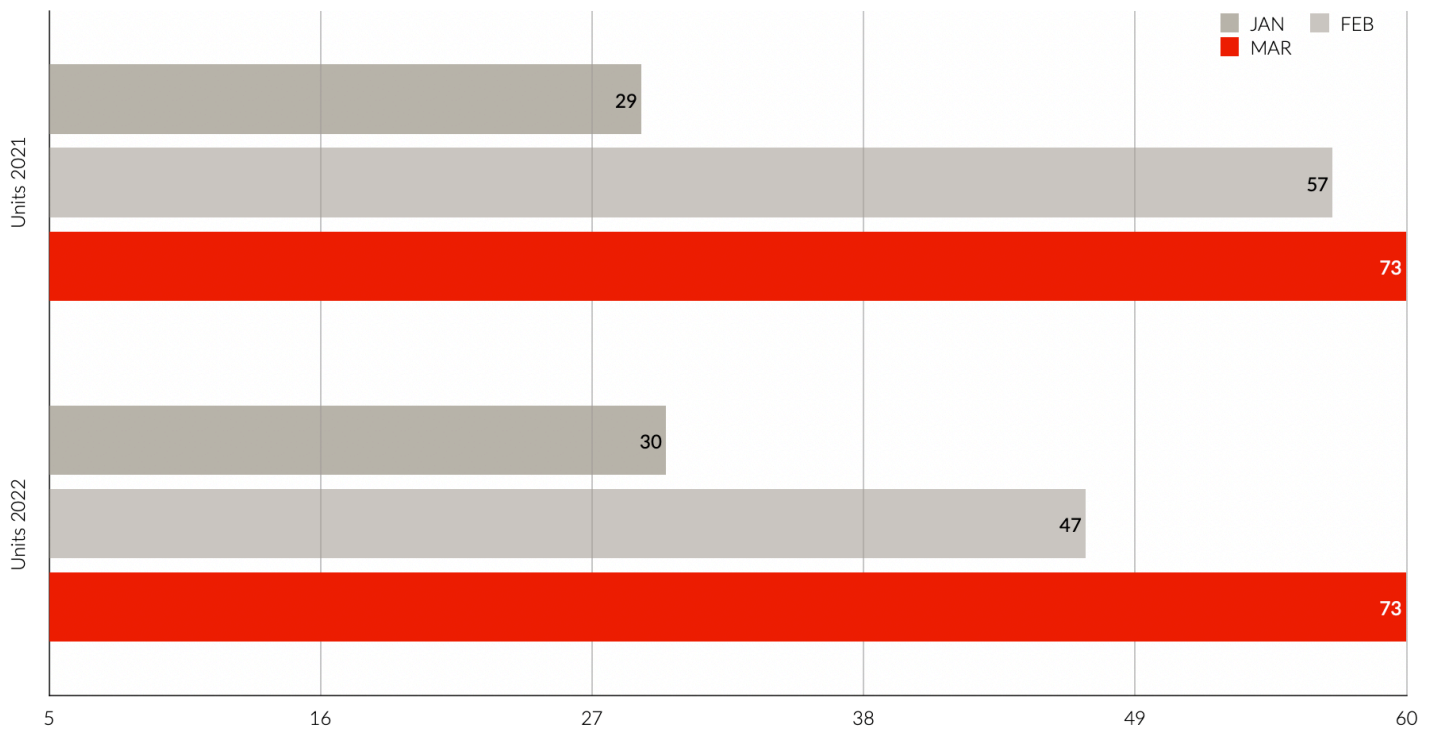


## Yearly Totals 2021 vs. 2022

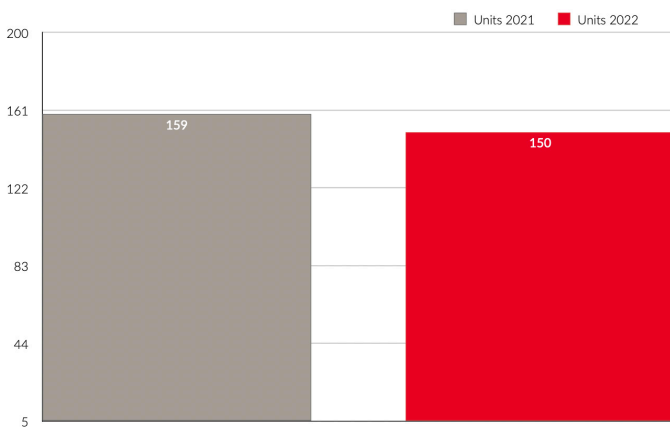


## Month vs. Month 2021 vs. 2022

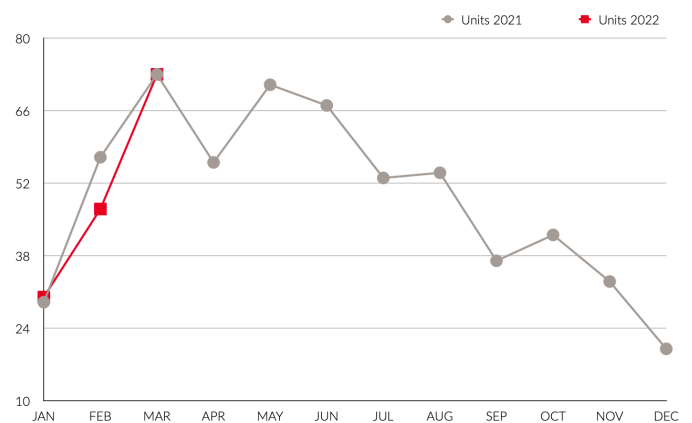
# UNIT SALES



## Monthly Comparison 2021 vs. 2022



## Yearly Totals 2021 vs. 2022



## Month vs. Month 2021 vs. 2022

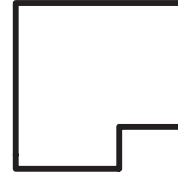
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

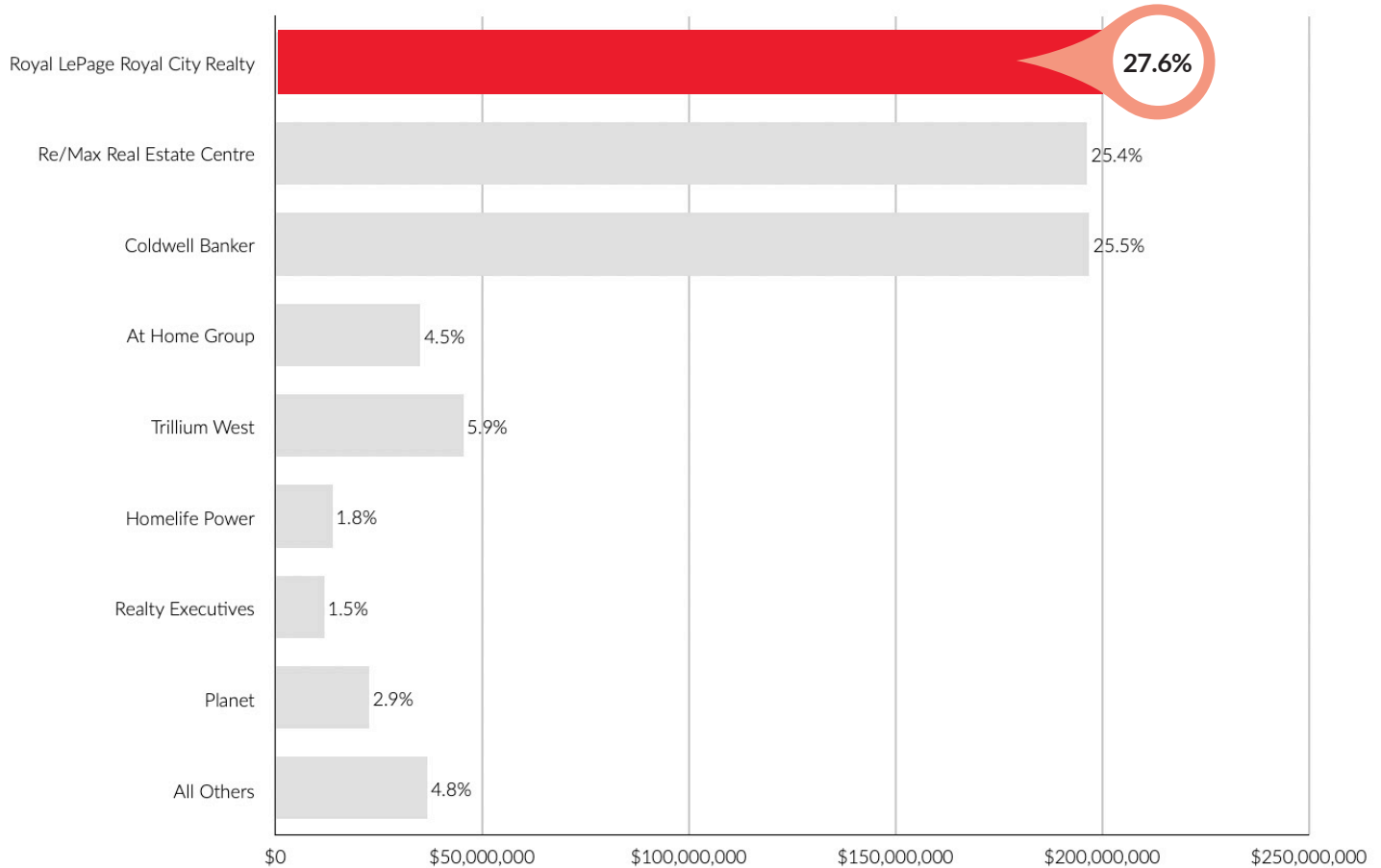
YTD Sales Volume	 <b>\$68,059,412</b> -37.65%	 <b>\$3,889,900</b> -66.66%	 <b>\$1,990,000</b> -64%
YTD Unit Sales	 <b>55</b> -57.03%	 <b>7</b> -66.67%	 <b>2</b> -50%
YTD Average Sale Price	 <b>\$1,237,444</b> +45.11%	 <b>\$555,700</b> +0.01%	 <b>\$995,000</b> -28.1%
March Sales Volume	 <b>\$27,746,700</b> -46.67%	 <b>\$0</b> Down from \$6,153,750	 <b>\$0</b> Down from 1.15 million
March Unit Sales	 <b>21</b> -65%	 <b>0</b> Down from 11	 <b>0</b> Down from 2

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





# MARKET DOMINANCE

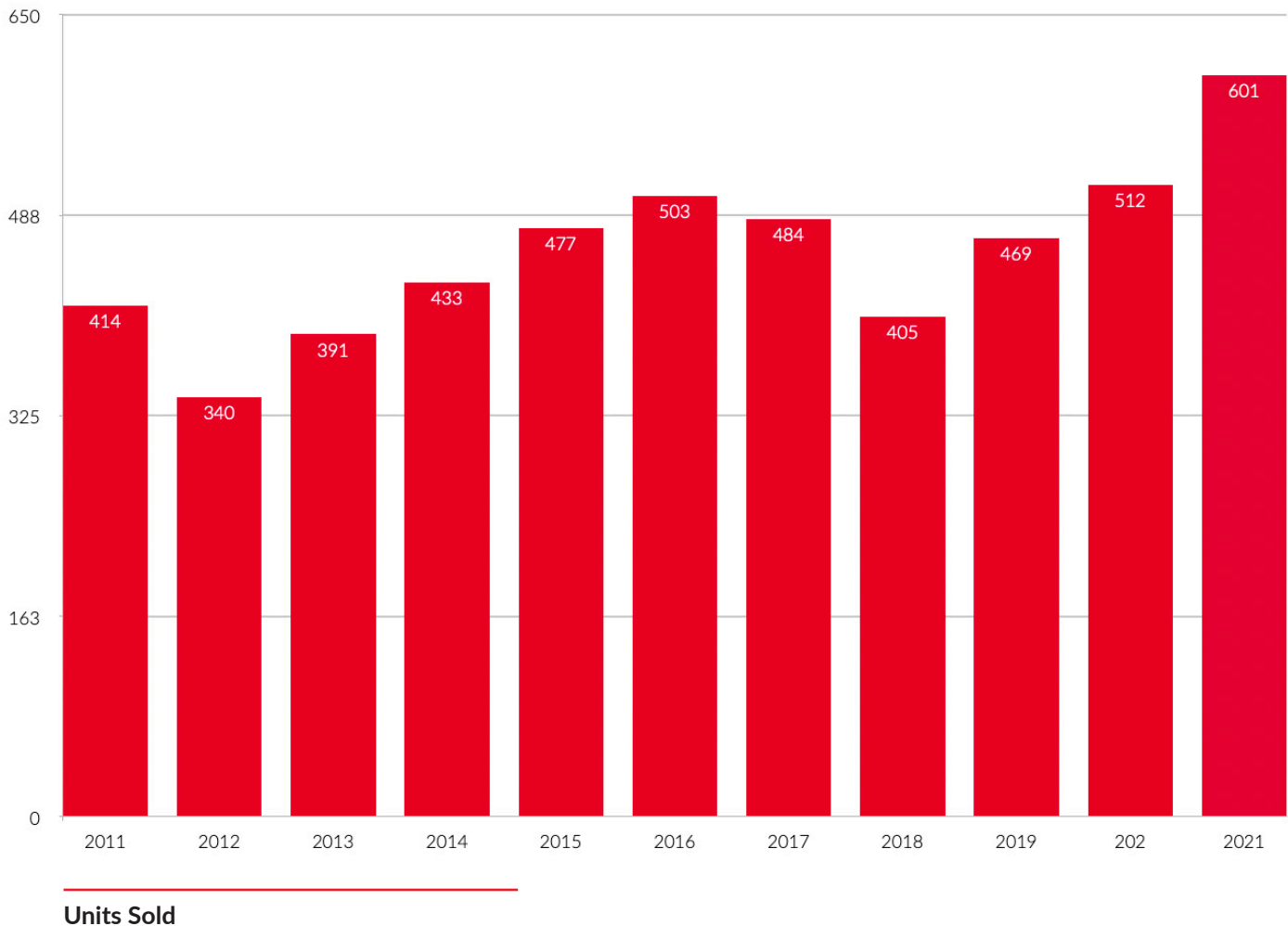


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
March 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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