



2022  
**MAY**

**CENTRE WELLINGTON**  
Real Estate Market Report



# OVERVIEW

## SELLER'S MARKET

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



**May year-over-year sales volume of \$61,638,491**

Up 1.75% from 2021's \$60,580,663 with unit sales of 65 down 8.45% from last May. New listings of 100 are up 26.58% from a year ago, with the sales/listing ratio of 66.18% down 18.69%.



**Year-to-date sales volume of \$266,489,153**

Up 10.34% from 2021's \$241,509,473 with unit sales of 272 down 4.9% from last year's 286. New listings of 411 are up 21.96% from a year ago, with the sales/listing ratio of 66.18% down 18.69%.



**Year-to-date average sale price of \$1,005,605**

Up from \$839,875 one year ago with median sale price of \$982,500 up from \$775,000 one year ago. Average days-on-market of 18 is down 0.2 days from last year.

## MAY NUMBERS

Median Sale Price

**\$980,000**

+22.42%

Sales Volume

**\$61,638,491**

+1.75%

Unit Sales

**65**

-8.45%

New Listings

**100**

+26.58%

Expired Listings

**4**

-50%

Unit Sales/Listings Ratio

**66.18%**

-18.69%

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





# THE MARKET IN DETAIL

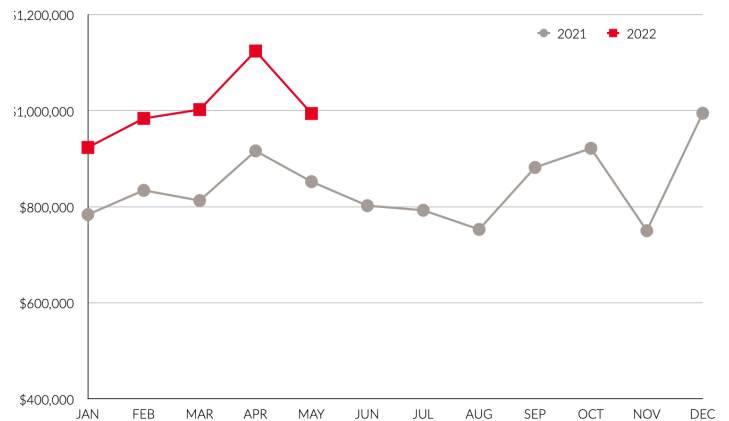
	2020	2021	2022	2021-2022
<b>YTD Volume Sales</b>	\$94,805,047	\$241,509,473	\$266,489,153	+10.34%
<b>YTD Unit Sales</b>	145	286	272	-4.9%
<b>YTD New Listings</b>	247	337	411	+21.96%
<b>YTD Sales/Listings Ratio</b>	58.7%	84.87%	66.18%	-18.69%
<b>YTD Expired Listings</b>	29	20	15	-25%
<b>May Volume Sales</b>	\$25,007,828	\$60,580,663	\$61,638,491	+1.75%
<b>May Unit Sales</b>	38	71	65	-8.45%
<b>May New Listings</b>	52	79	100	+26.58%
<b>May Sales/Listings Ratio</b>	73.08%	89.87%	65%	-24.87%
<b>May Expired Listings</b>	5	8	4	-50%
<b>YTD Sales: \$0-\$199K</b>	4	3	17	+466.67%
<b>YTD Sales: \$200K-\$349K</b>	7	1	10	Up from 1
<b>YTD Sales: \$350K-\$549K</b>	51	28	7	-75%
<b>YTD Sales: \$550K-\$749K</b>	46	99	34	-65.66%
<b>YTD Sales: \$750K-\$999K</b>	20	98	86	-12.24%
<b>YTD Sales: \$1M+</b>	17	57	119	+108.77%
<b>YTD Average Days-On-Market</b>	32.6	17.8	18	+1.12%
<b>YTD Average Sale Price</b>	\$668,634	\$839,875	\$1,005,605	+19.7%
<b>YTD Median Sale Price</b>	\$575,000	\$775,000	\$982,500	+26.77%

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

# AVERAGE SALE PRICE

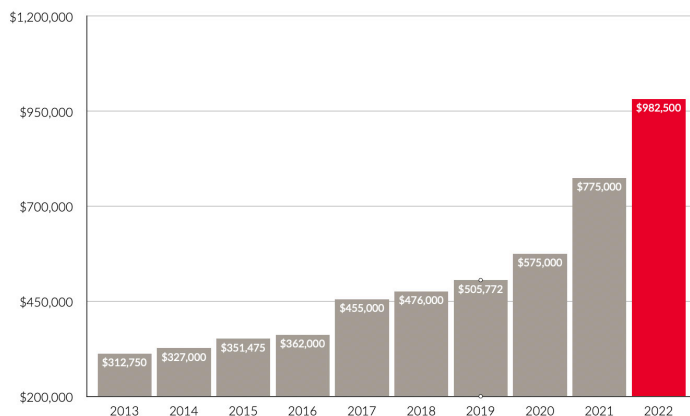


Year-Over-Year

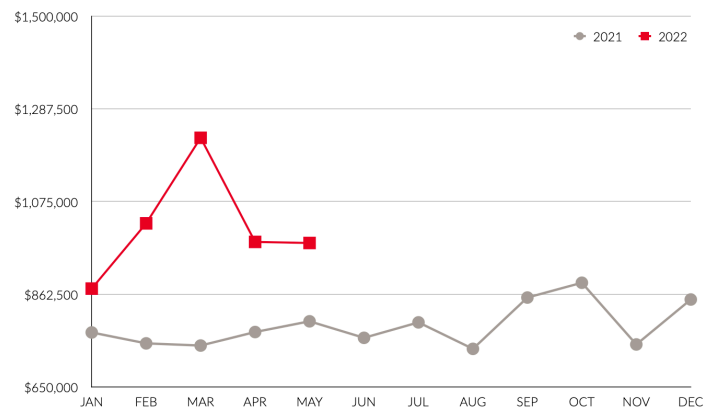


Month-Over-Month 2021 vs. 2022

# MEDIAN SALE PRICE



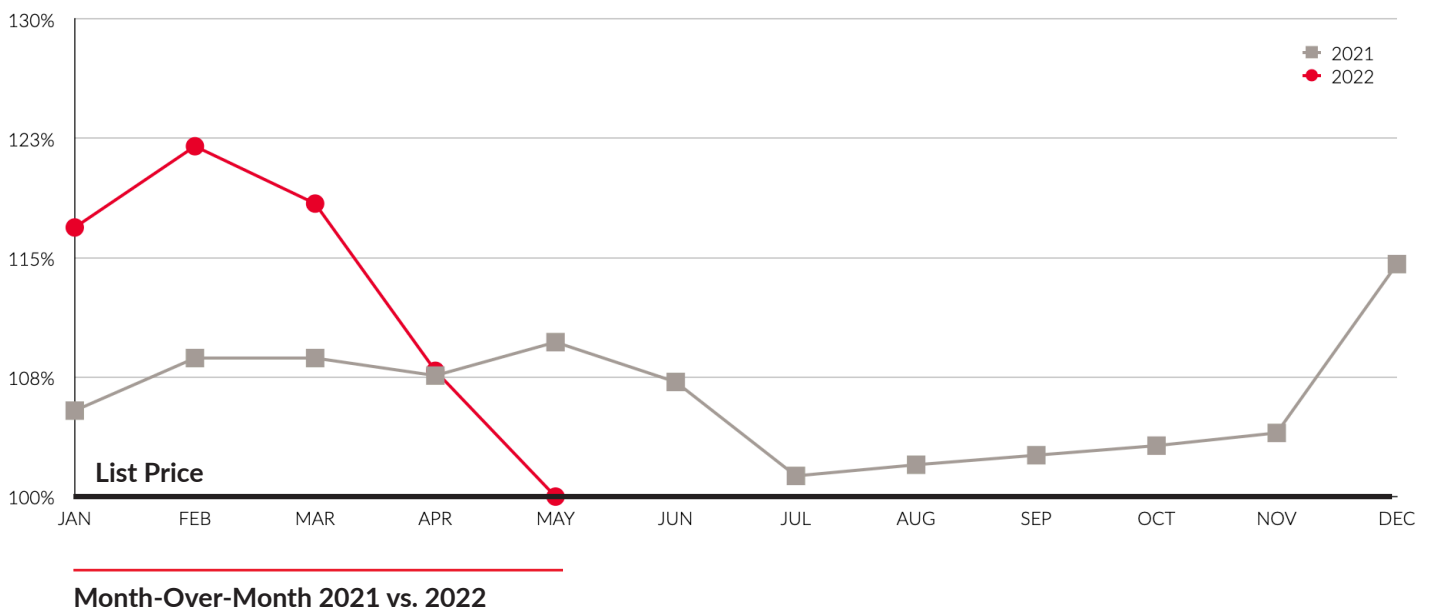
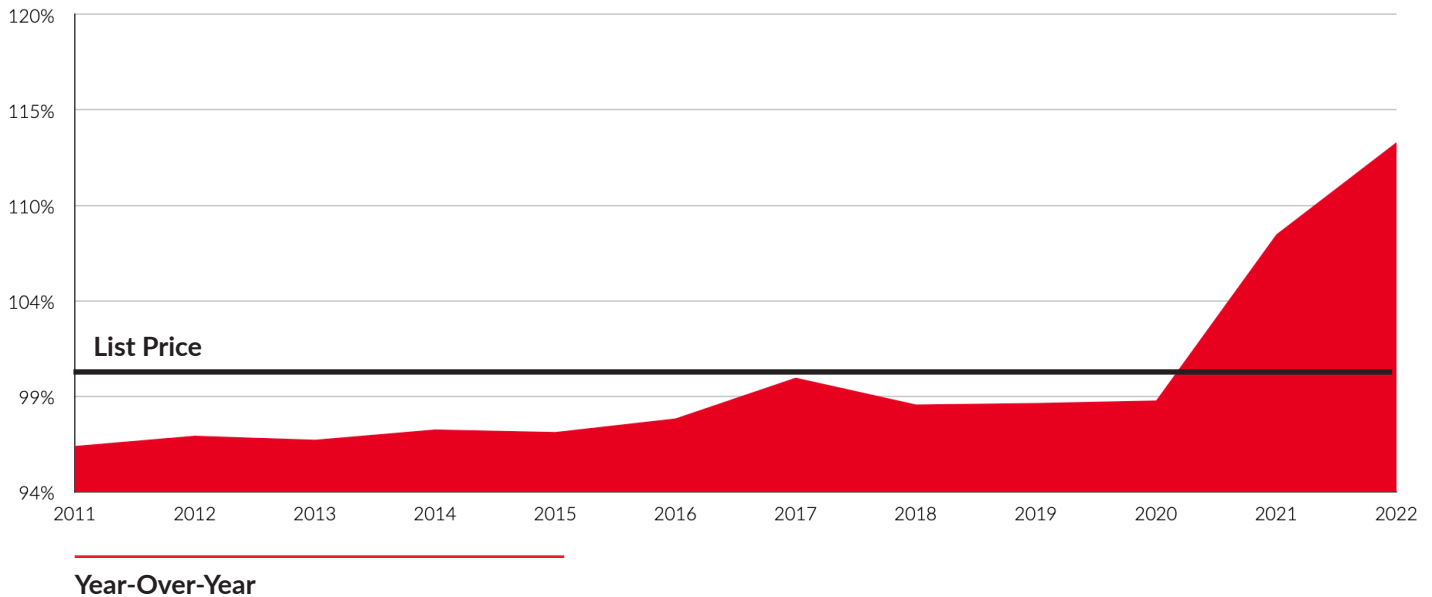
Year-Over-Year



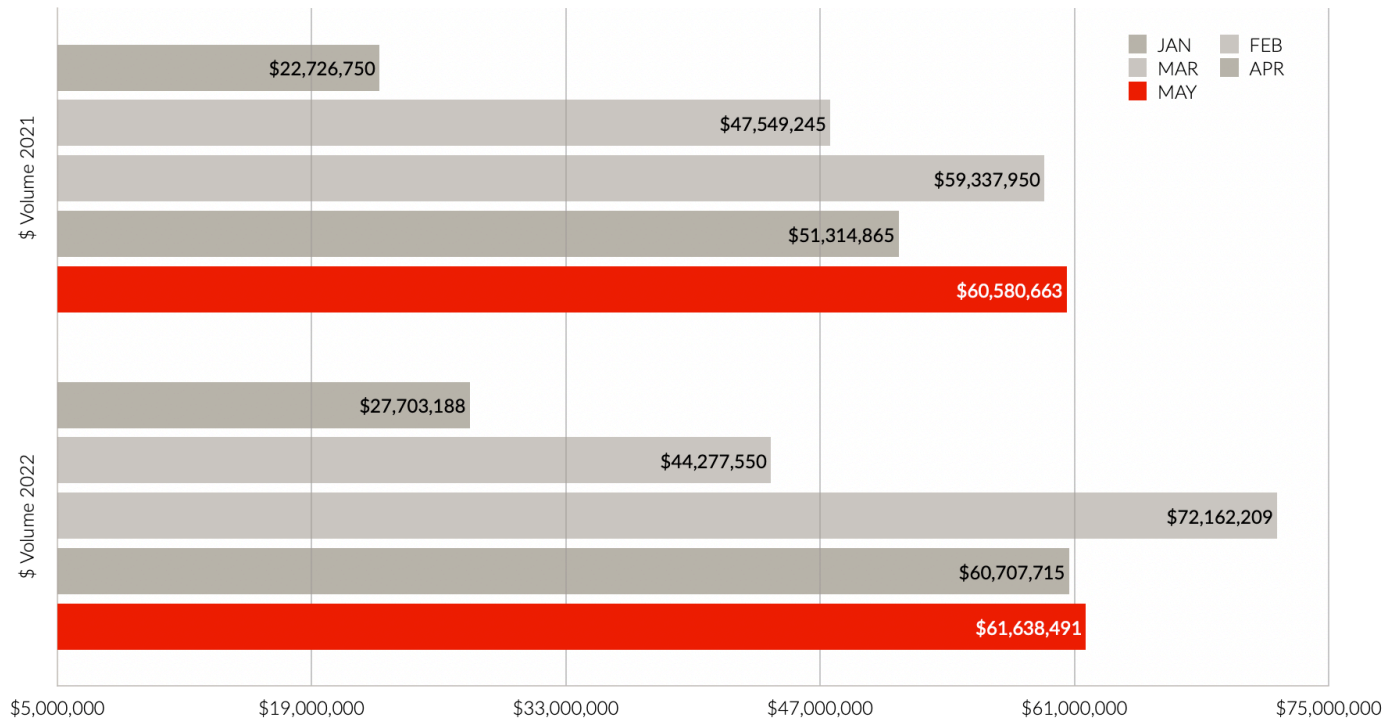
Month-Over-Month 2021 vs. 2022

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

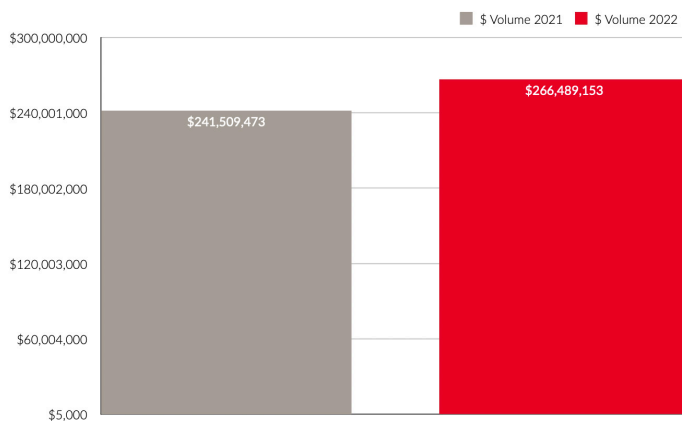
# SALE PRICE VS. LIST PRICE RATIO



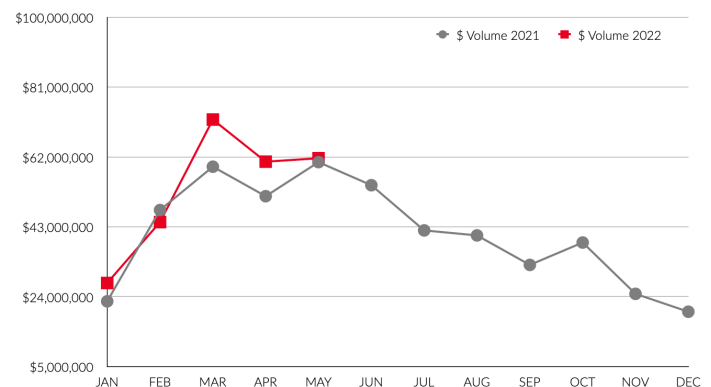
# DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

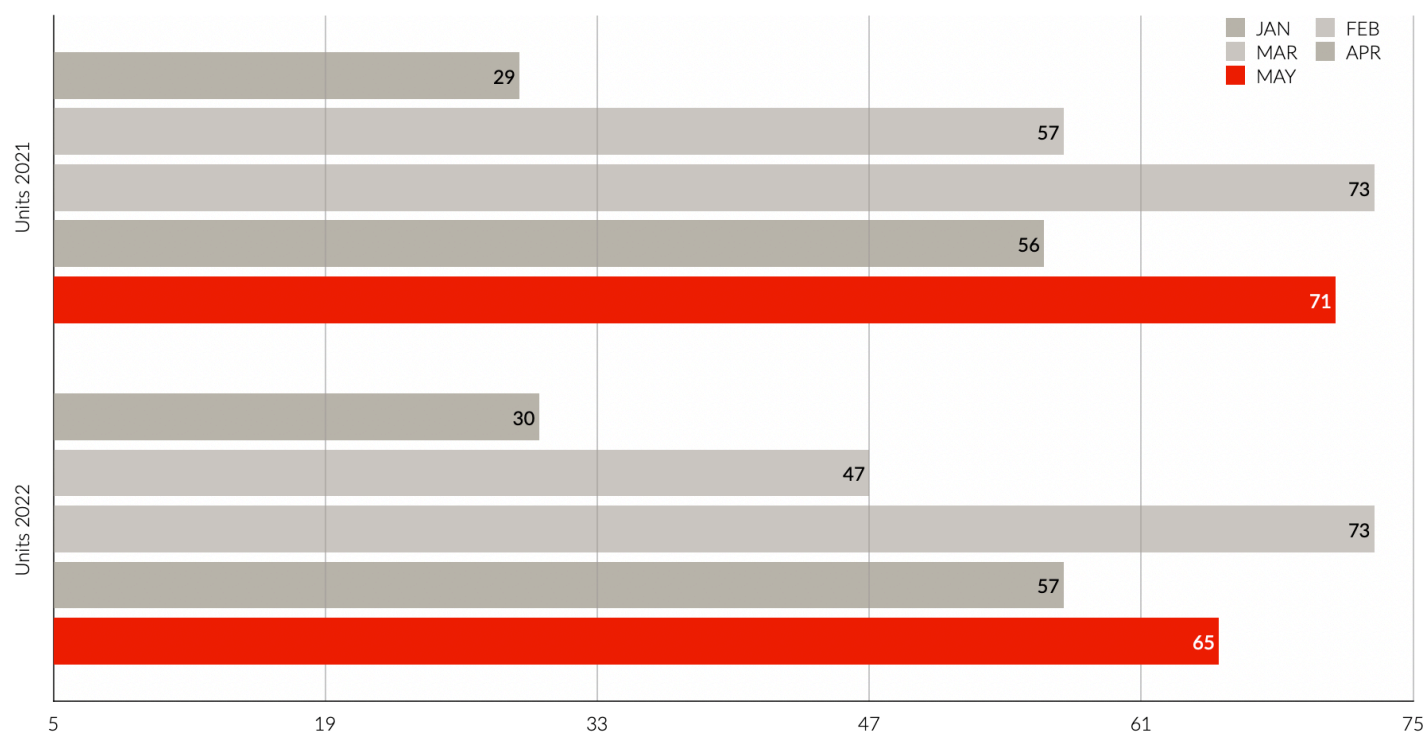


Yearly Totals 2021 vs. 2022

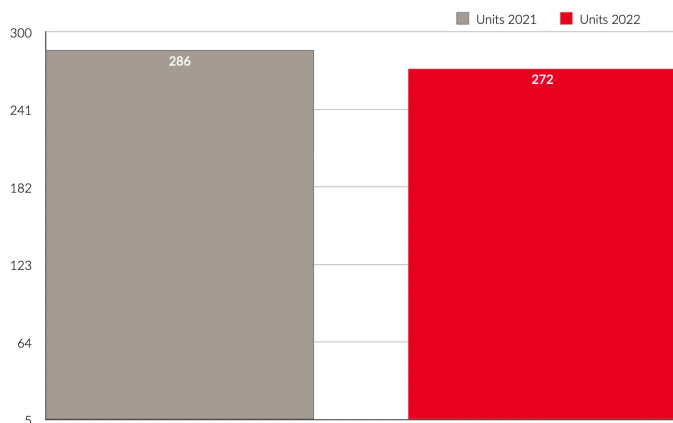


Month vs. Month 2021 vs. 2022

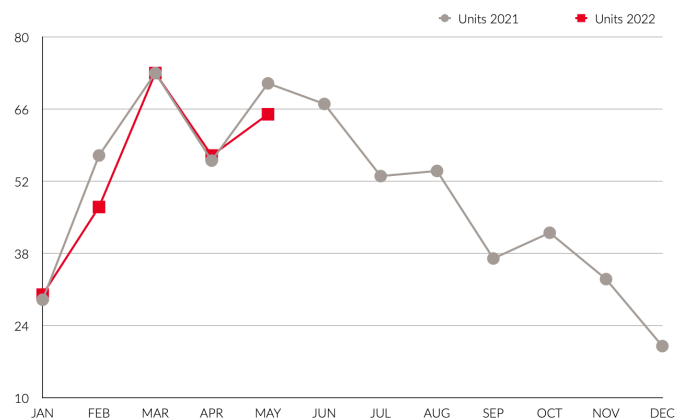
# UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

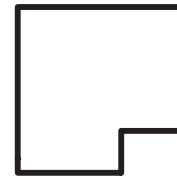
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

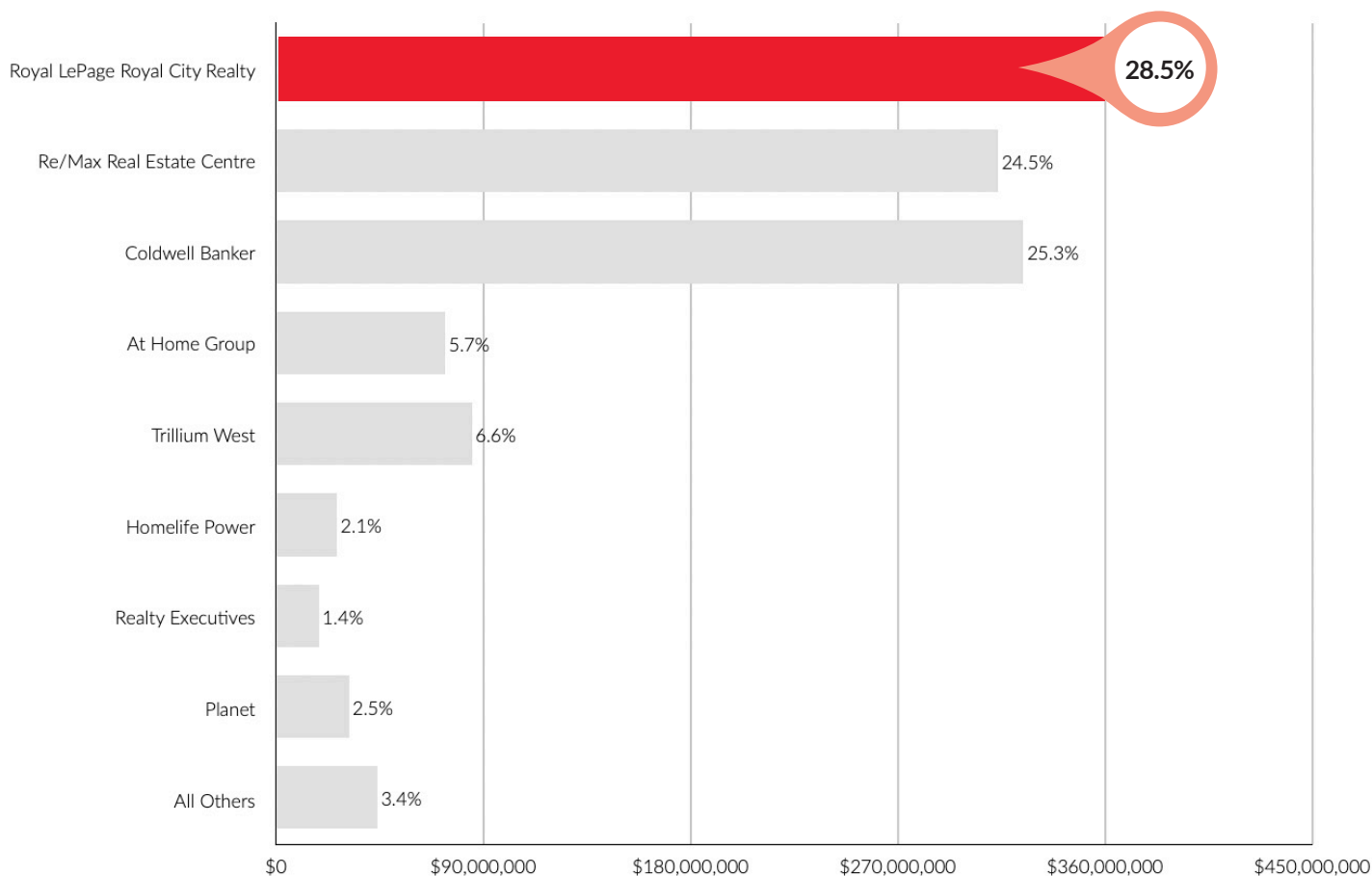
YTD Sales Volume	 <b>\$168,067,705</b> -19.91%	 <b>\$17,360,600</b> +4.3%	 <b>\$55,750,791</b> +908.3%
YTD Unit Sales	 <b>145</b> -39.08%	 <b>25</b> -16.67%	 <b>53</b> +1225%
YTD Average Sale Price	 <b>\$1,159,088</b> +31.46%	 <b>\$694,424</b> +25.16%	 <b>\$1,052,449</b> -23.9%
May Sales Volume	 <b>\$52,750,791</b> -5.85%	 <b>\$5,118,800</b> +197.6%	 <b>\$52,750,791</b> Up From \$0
May Unit Sales	 <b>49</b> -20.97%	 <b>7</b> +133.33%	 <b>49</b> Up From 0

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





# MARKET DOMINANCE

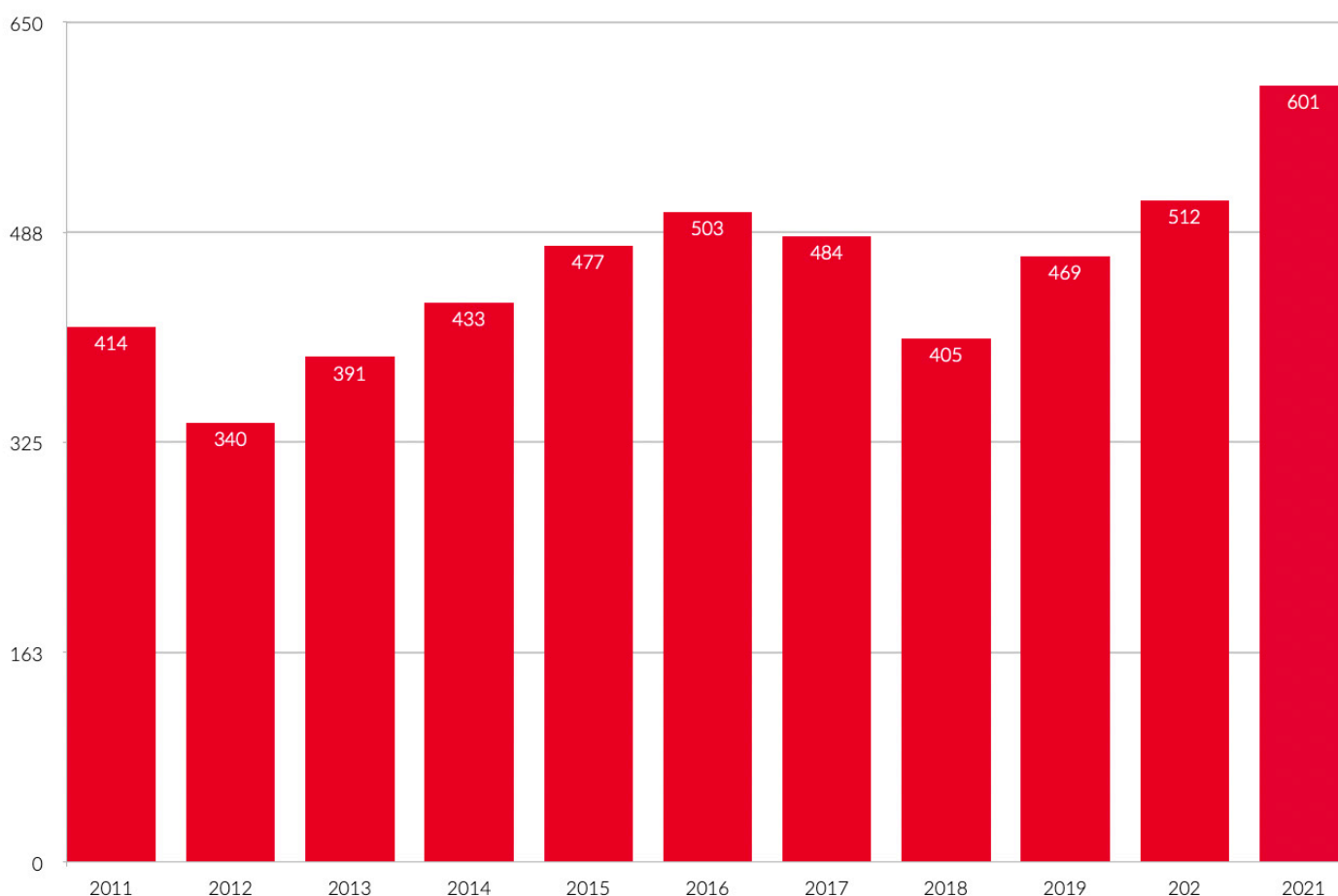


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
May 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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