



2022  
**JULY**

**CENTRE WELLINGTON**  
Real Estate Market Report



# OVERVIEW

## BALANCED MARKET

Centre Wellington remains a balanced market this month. Though unit sales have dipped, lower inventory is keeping demand up. Median and average sale prices continue to rise, showing that this market has a solid foundation for both buyers and sellers.



July year-over-year sales volume of \$28,072,140

Down 33.18% from 2021's \$42,012,039 with unit sales of 30 down 43.4% from last July. New listings of 58 are down 15.94% from a year ago, with the sales/listing ratio of 51.72% down 25.09%.



Year-to-date sales volume of \$326,333,543

Down 3.4% from 2021's \$337,825,836 with unit sales of 336 down 17.24% from last year's 406. New listings of 555 are up 11.9% from a year ago, with the sales/listing ratio of 60.54% down 21.31%.



Year-to-date average sale price of \$985,463

Up from \$827,759 one year ago with median sale price of \$980,000 up from \$775,000 one year ago. Average days-on-market of 19.57 is up 2.71 days from last year.

## JULY NUMBERS

Median Sale Price

**\$930,000**

+16.52%

Sales Volume

**\$28,072,140**

-33.18%

Unit Sales

**30**

-43.4%

New Listings

**58**

-15.94%

Expired Listings

**11**

+266.7%

Unit Sales/Listings Ratio

**51.72%**

-25.09%

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





# THE MARKET IN DETAIL

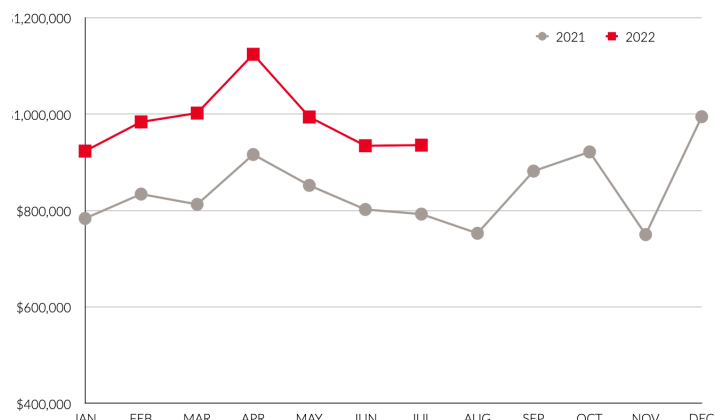
	2020	2021	2022	2021-2022
<b>YTD Volume Sales</b>	\$172,510,079	\$337,825,836	\$326,333,543	-3.4%
<b>YTD Unit Sales</b>	263	406	336	-17.24%
<b>YTD New Listings</b>	397	496	555	+11.9%
<b>YTD Sales/Listings Ratio</b>	66.25%	81.85%	60.54%	-21.31%
<b>YTD Expired Listings</b>	55	28	30	+7.1%
<b>July Volume Sales</b>	\$37,199,352	\$42,012,039	\$28,072,140	-33.18%
<b>July Unit Sales</b>	58	53	30	-43.4%
<b>July New Listings</b>	78	69	58	-15.94%
<b>July Sales/Listings Ratio</b>	74.36%	76.81%	51.72%	-25.09%
<b>July Expired Listings</b>	21	3	11	+266.7%
<b>YTD Sales: \$0-\$199K</b>	6	8	19	+137.5%
<b>YTD Sales: \$200K-\$349K</b>	13	3	10	+233.33%
<b>YTD Sales: \$350K-\$549K</b>	76	42	9	-78.57%
<b>YTD Sales: \$550K-\$749K</b>	98	136	50	-63.24%
<b>YTD Sales: \$750K-\$999K</b>	42	133	105	-21.05%
<b>YTD Sales: \$1M+</b>	28	83	144	+73.49%
<b>YTD Average Days-On-Market</b>	30.43	16.86	19.57	+16.1%
<b>YTD Average Sale Price</b>	\$665,662	\$827,759	\$985,463	+19.1%
<b>YTD Median Sale Price</b>	\$615,000	\$775,000	\$980,000	+26.45%

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

# AVERAGE SALE PRICE

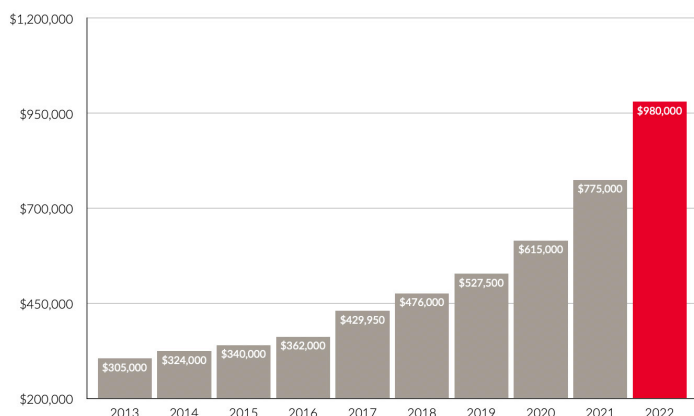


Year-Over-Year

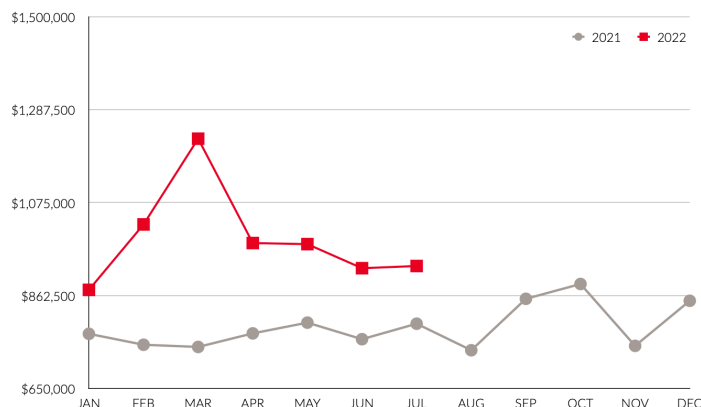


Month-Over-Month 2021 vs. 2022

# MEDIAN SALE PRICE



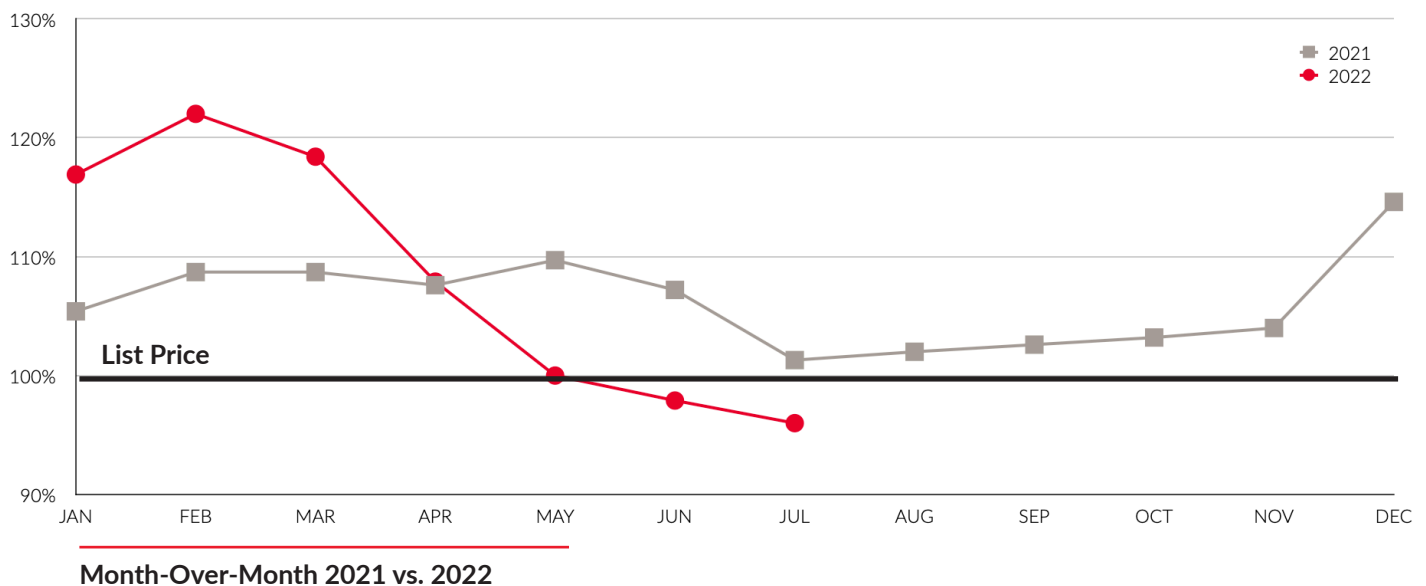
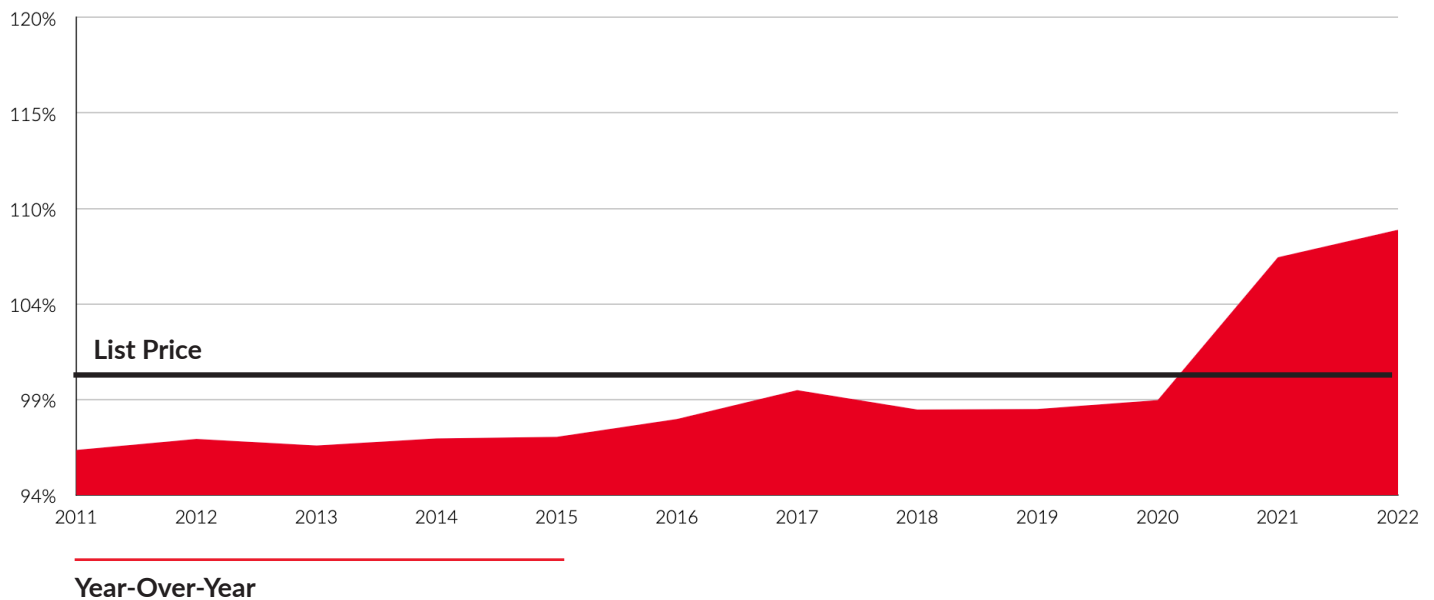
Year-Over-Year



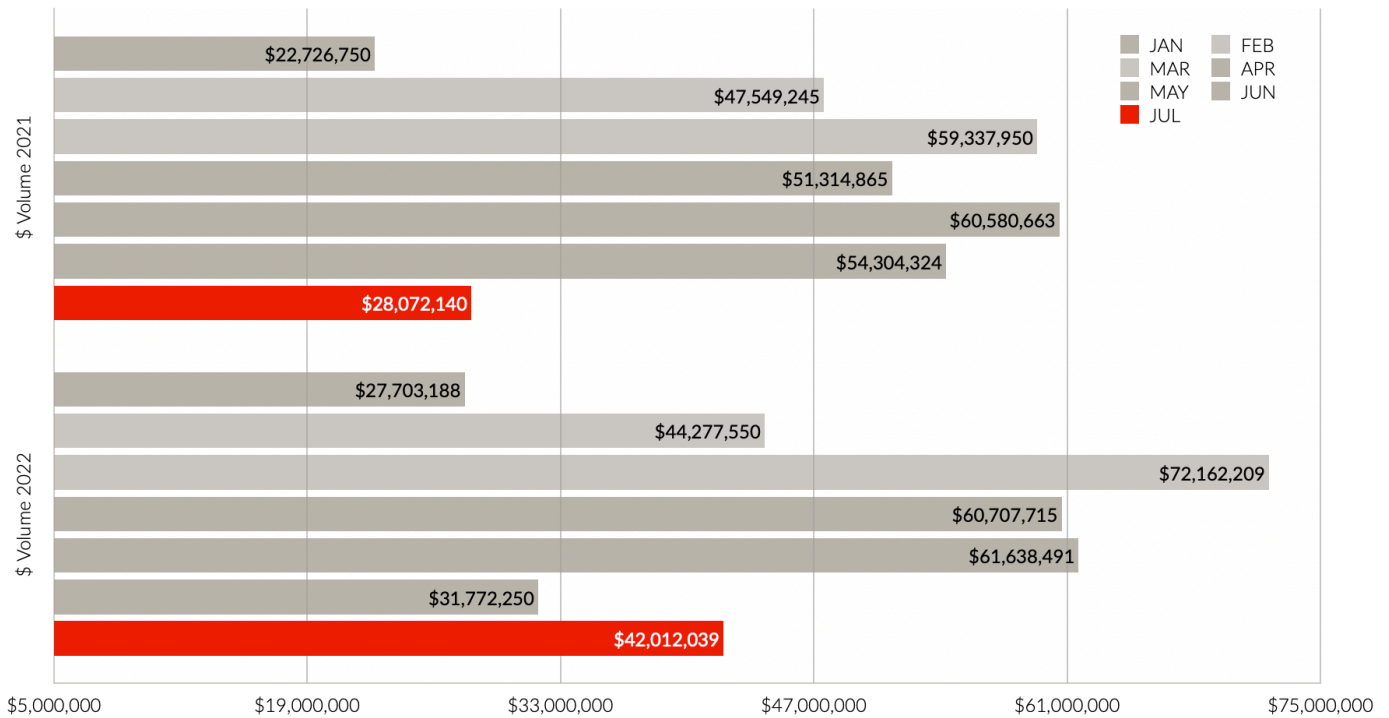
Month-Over-Month 2021 vs. 2022

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

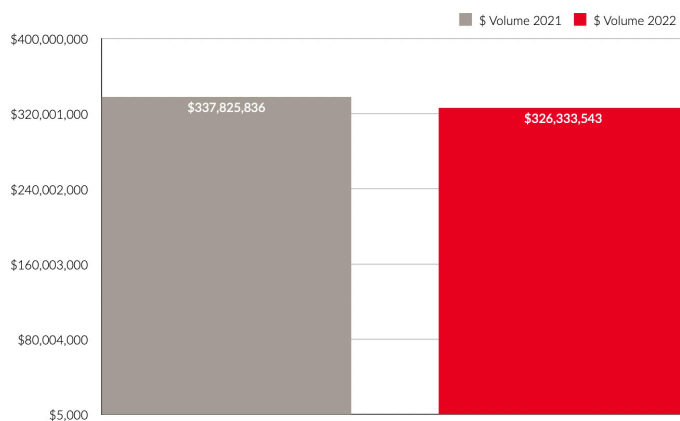
# SALE PRICE VS. LIST PRICE RATIO



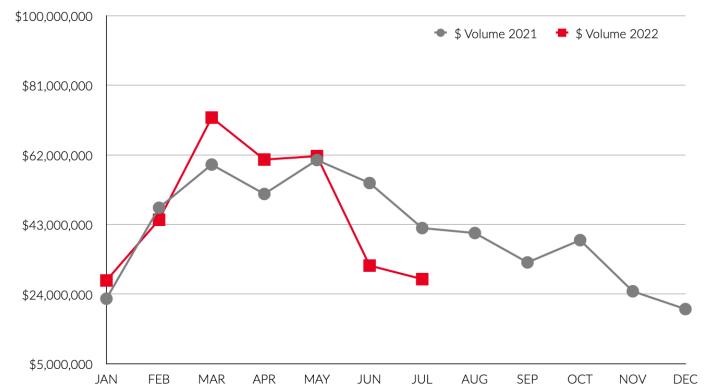
# DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

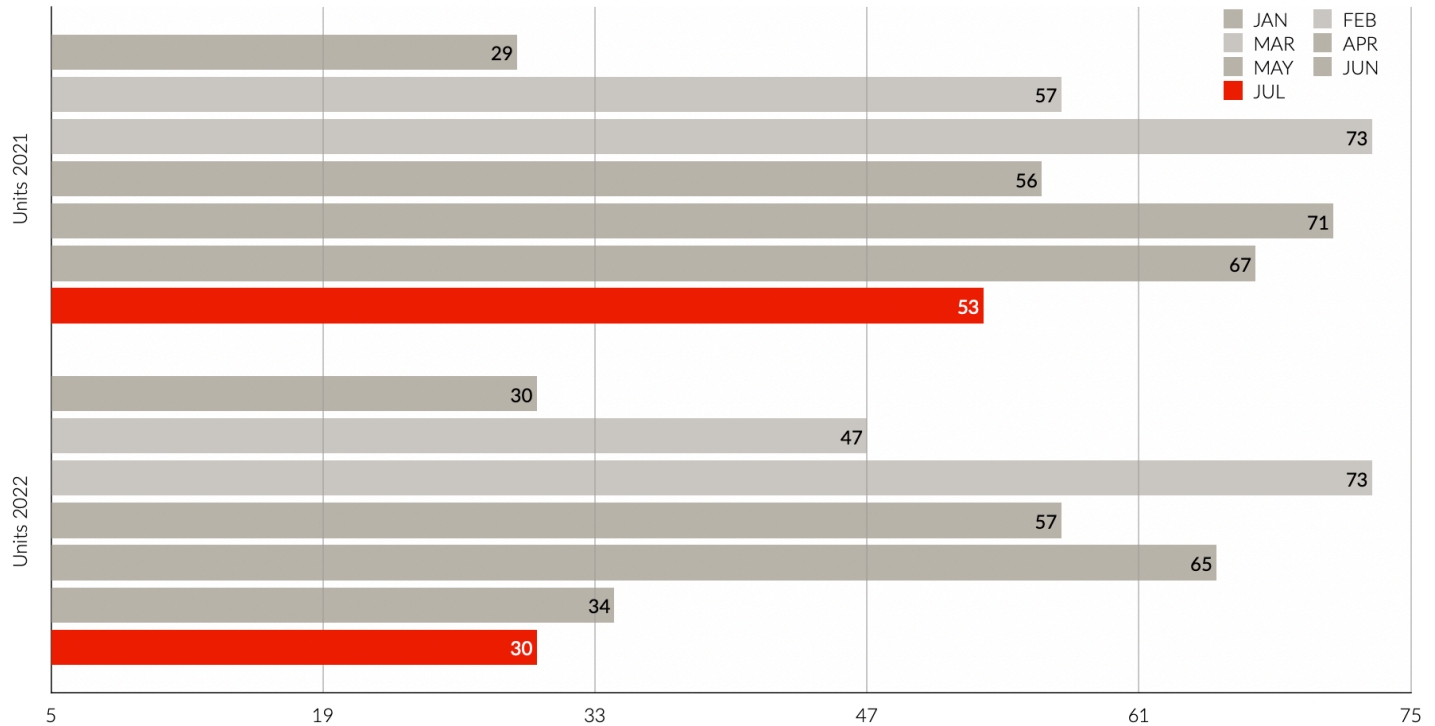


Yearly Totals 2021 vs. 2022

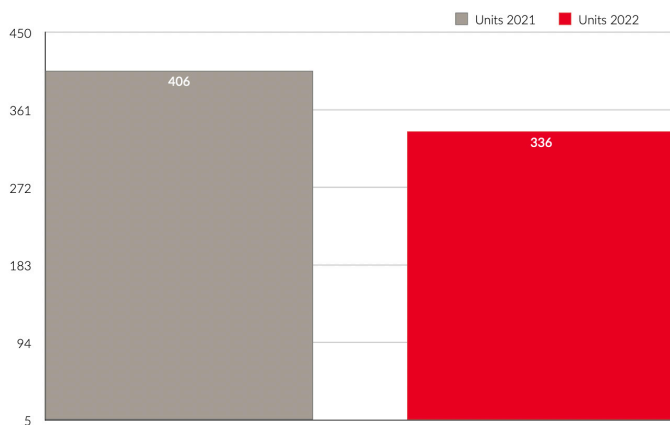


Month vs. Month 2021 vs. 2022

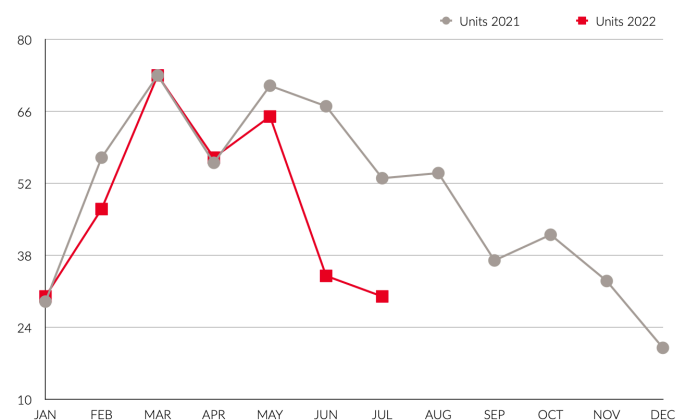
# UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

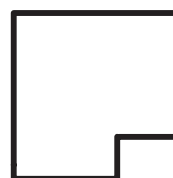
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

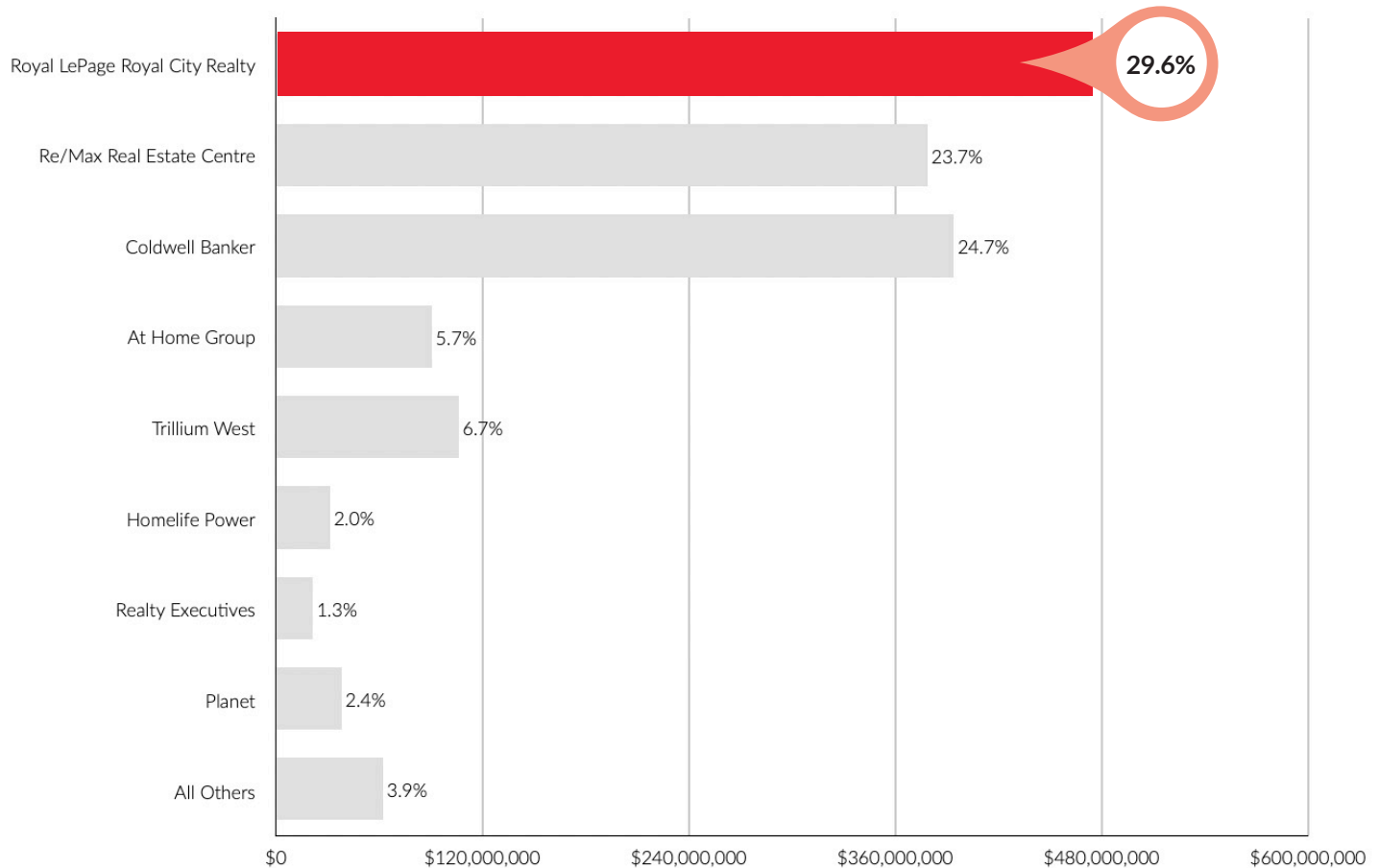
YTD Sales Volume	 <b>\$22,045,345</b> -23.74%	 <b>\$19,615,600</b> -24.76%	 <b>\$3,640,100</b> -34.2%
YTD Unit Sales	 <b>200</b> -39.21%	 <b>29</b> -38.3%	 <b>5</b> +25%
YTD Average Sale Price	 <b>\$1,115,227</b> +25.45%	 <b>\$676,400</b> +21.94%	 <b>\$728,020</b> -47.4%
July Sales Volume	 <b>\$26,834,640</b> -26.33%	 <b>\$1,045,000</b> -70.57%	 <b>\$0</b> No Change
July Unit Sales	 <b>27</b> -30.77%	 <b>2</b> -71.43%	 <b>0</b> No Change

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





# MARKET DOMINANCE

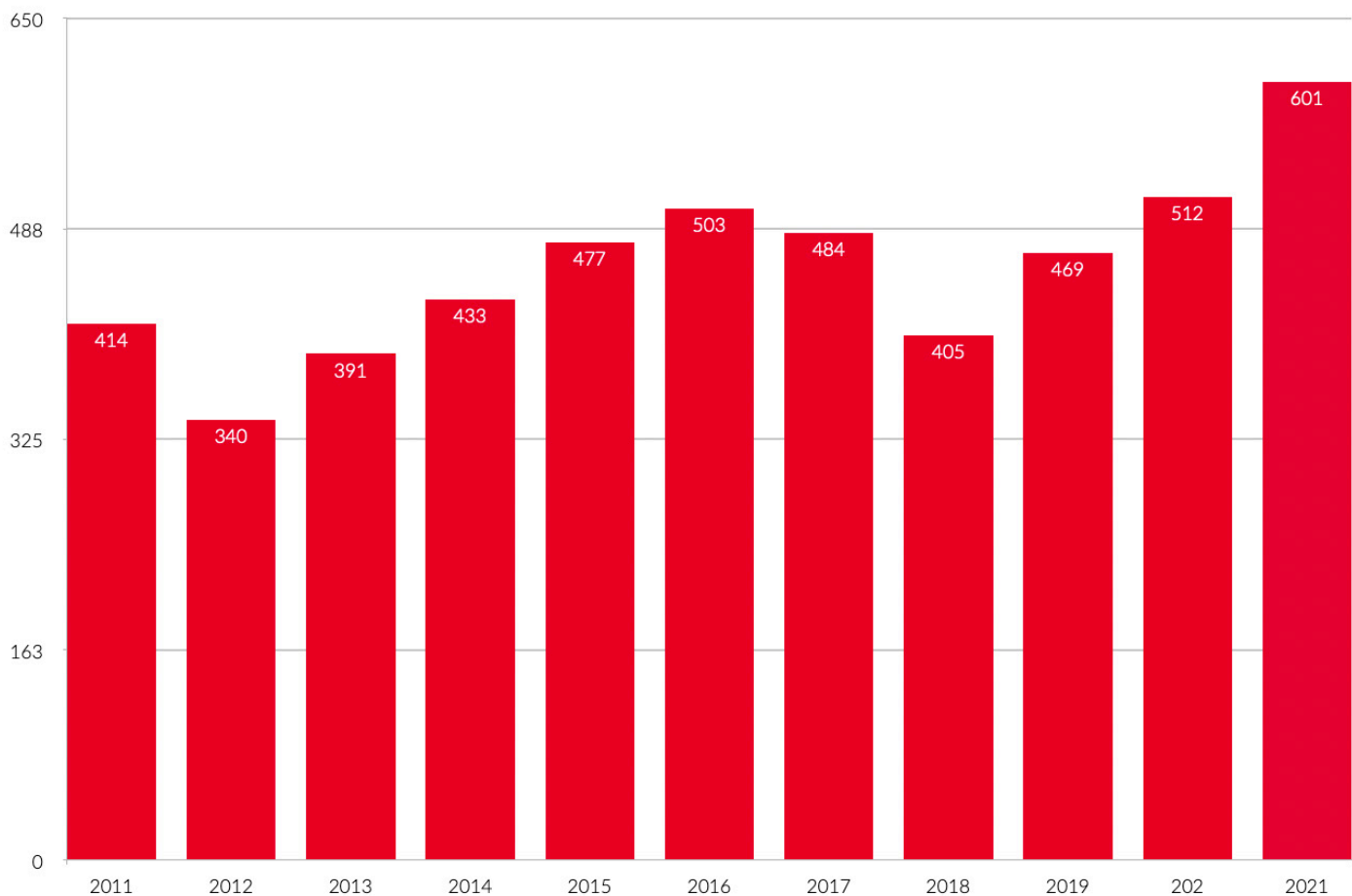


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
July 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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