



# 2022 AUGUST

## **CENTRE WELLINGTON** Real Estate Market Report



# OVERVIEW

## BALANCED MARKET

Centre Wellington remains a balanced market this month. Though unit sales have dipped, inventory remains low due to the smaller nature of this market, therefore keeping demand high. Median and average sale prices continue to rise, showing that this market has a solid foundation for both buyers and sellers.



**August year-over-year sales volume of \$20,166,800**

Down 50.39% from 2021's \$40,652,300 with unit sales of 28 down 48.15% from last August. New listings of 66 are up 46.67% from a year ago, with the sales/listing ratio of 42.42% down 77.58%.



**Year-to-date sales volume of \$346,500,343**

Down 8.45% from 2021's \$378,478,136 with unit sales of 364 down 20.87% from last year's 346. New listings of 621 are up 14.79% from a year ago, with the sales/listing ratio of 58.62% down 26.41%.



**Year-to-date average sale price of \$952,311**

Up from \$818,392 one year ago with median sale price of \$955,000 up from \$768,850 one year ago. Average days-on-market of 21.13 is up 3.5 days from last year.

## AUGUST NUMBERS

Median Sale Price

**\$842,500**

+14.25%

Sales Volume

**\$20,166,800**

-50.39%

Unit Sales

**28**

-48.15%

New Listings

**66**

+46.67%

Expired Listings

**15**

+400%

Unit Sales/Listings Ratio

**42.42%**

-77.58%

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





# THE MARKET IN DETAIL

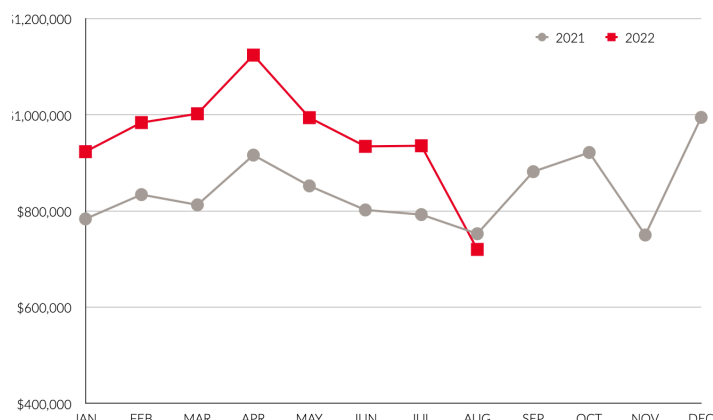
	2020	2021	2022	2021-2022
<b>YTD Volume Sales</b>	\$213,406,934	\$378,478,136	\$346,500,343	-8.45%
<b>YTD Unit Sales</b>	321	460	346	-20.87%
<b>YTD New Listings</b>	483	541	621	+14.79%
<b>YTD Sales/Listings Ratio</b>	66.46%	85.03%	58.62%	-26.41%
<b>YTD Expired Listings</b>	70	31	45	+45.2%
<b>August Volume Sales</b>	\$40,896,855	\$40,652,300	\$20,166,800	-50.39%
<b>August Unit Sales</b>	58	54	28	-48.15%
<b>August New Listings</b>	86	45	66	+46.67%
<b>August Sales/Listings Ratio</b>	67.44%	120%	42.42%	-77.58%
<b>August Expired Listings</b>	15	3	15	+400%
<b>YTD Sales: \$0-\$199K</b>	7	13	23	+76.92%
<b>YTD Sales: \$200K-\$349K</b>	15	5	10	+100%
<b>YTD Sales: \$350K-\$549K</b>	91	46	12	-73.91%
<b>YTD Sales: \$550K-\$749K</b>	123	158	58	-63.29%
<b>YTD Sales: \$750K-\$999K</b>	52	145	112	-22.76%
<b>YTD Sales: \$1M+</b>	33	92	150	+163.04%
<b>YTD Average Days-On-Market</b>	29.5	17.63	21.13	+19.86%
<b>YTD Average Sale Price</b>	\$670,594	\$818,392	\$952,311	+16.4%
<b>YTD Median Sale Price</b>	\$617,125	\$768,850	\$955,000	+24.21%

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

# AVERAGE SALE PRICE

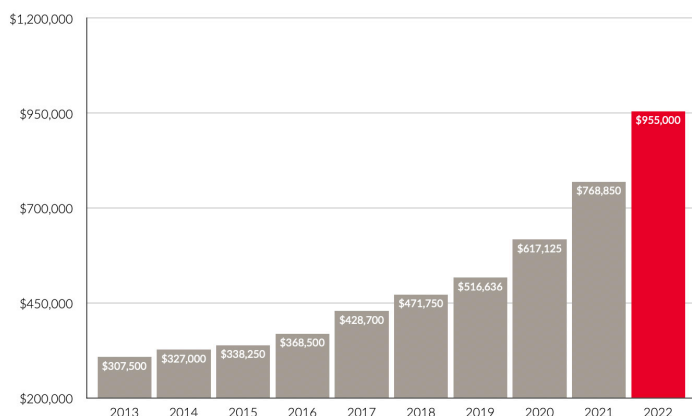


Year-Over-Year

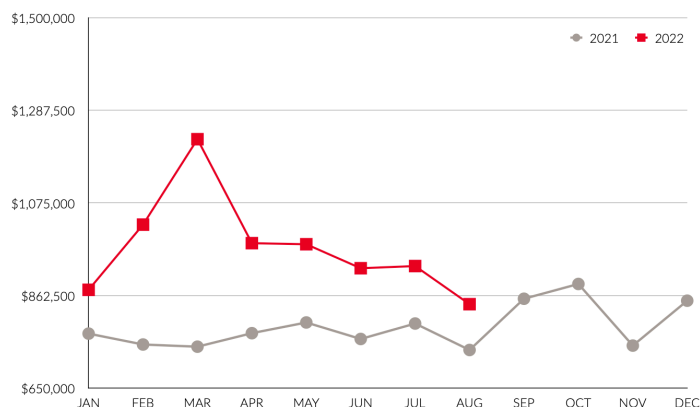


Month-Over-Month 2021 vs. 2022

# MEDIAN SALE PRICE



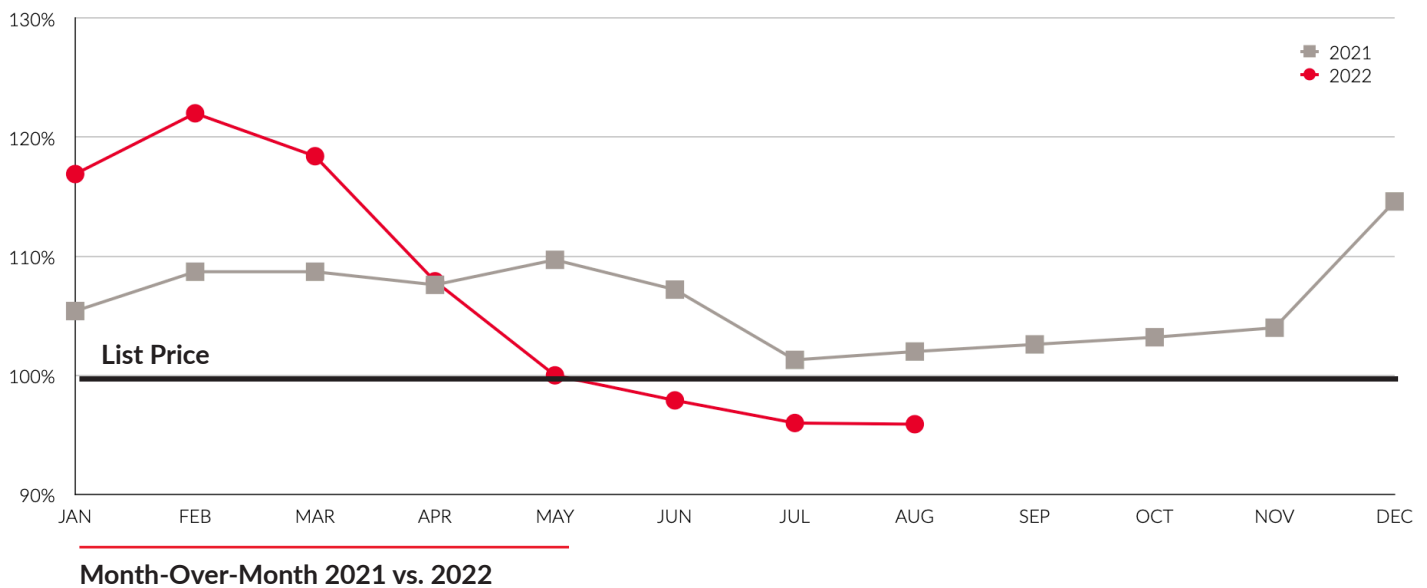
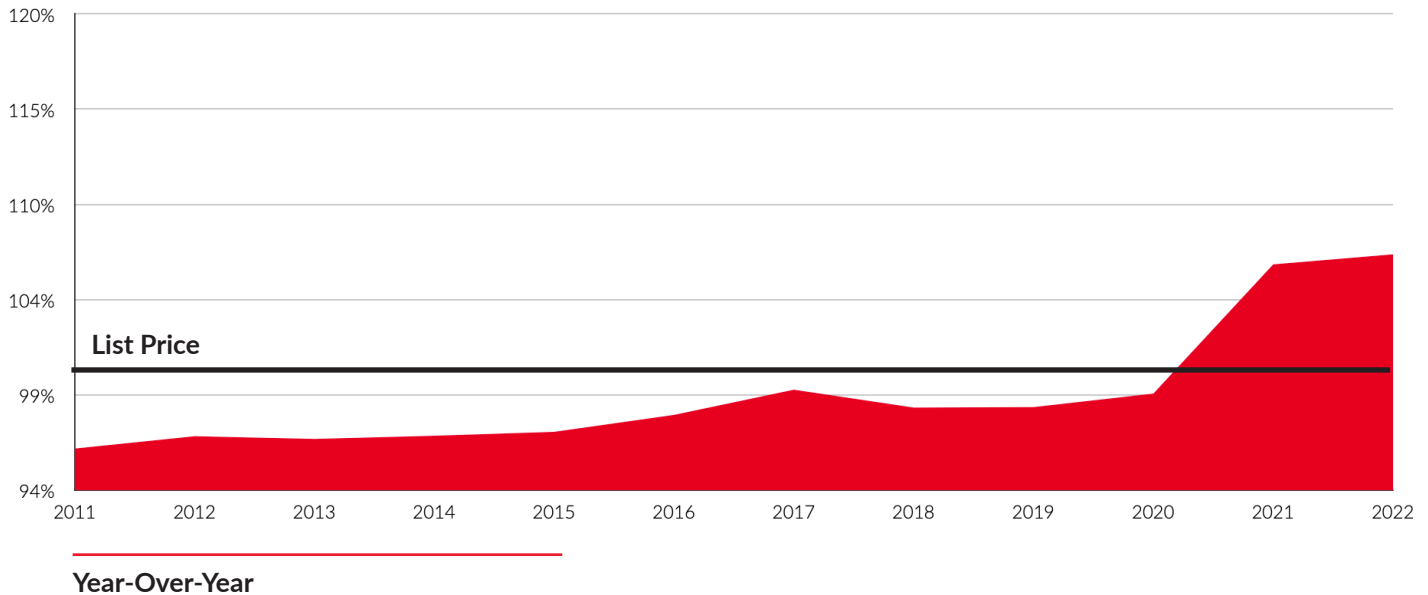
Year-Over-Year



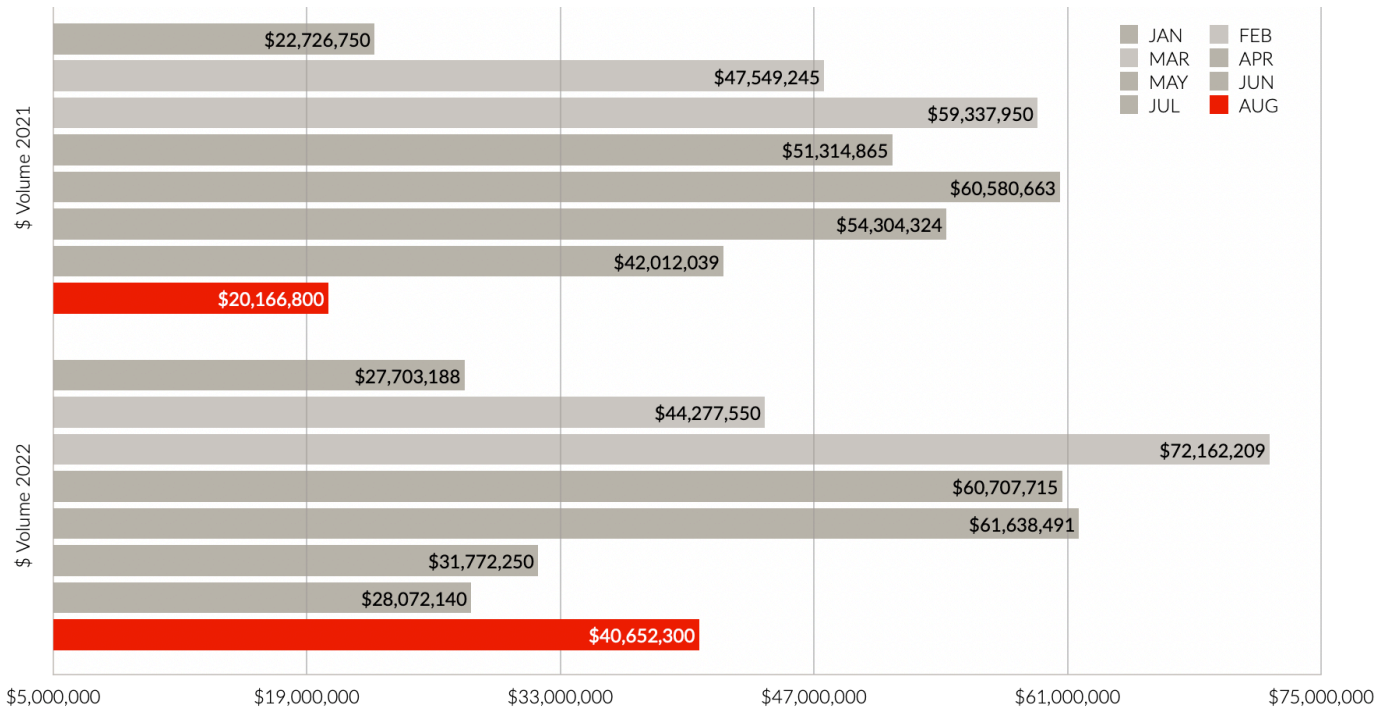
Month-Over-Month 2021 vs. 2022

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

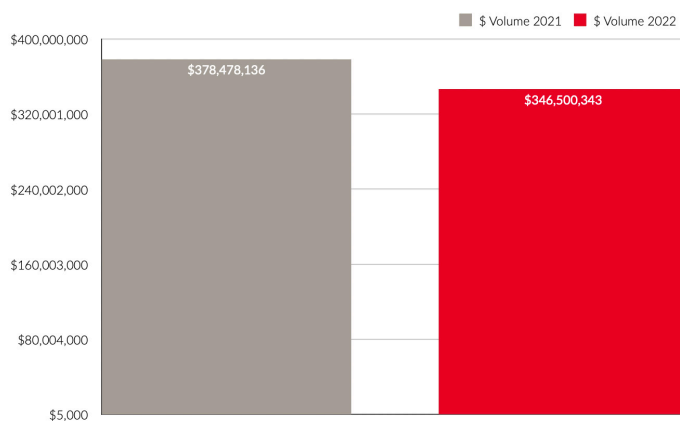
# SALE PRICE VS. LIST PRICE RATIO



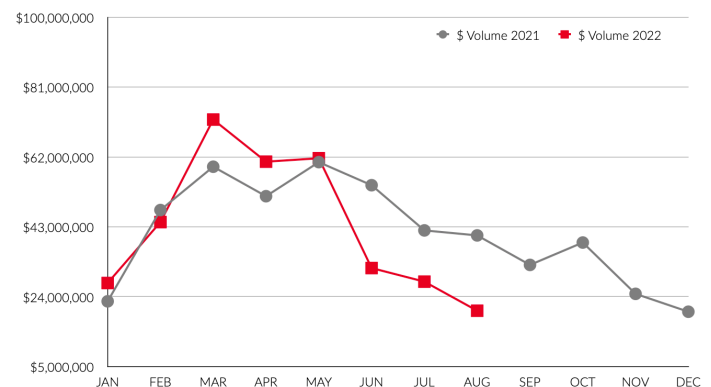
# DOLLAR VOLUME SALES



## Monthly Comparison 2021 vs. 2022

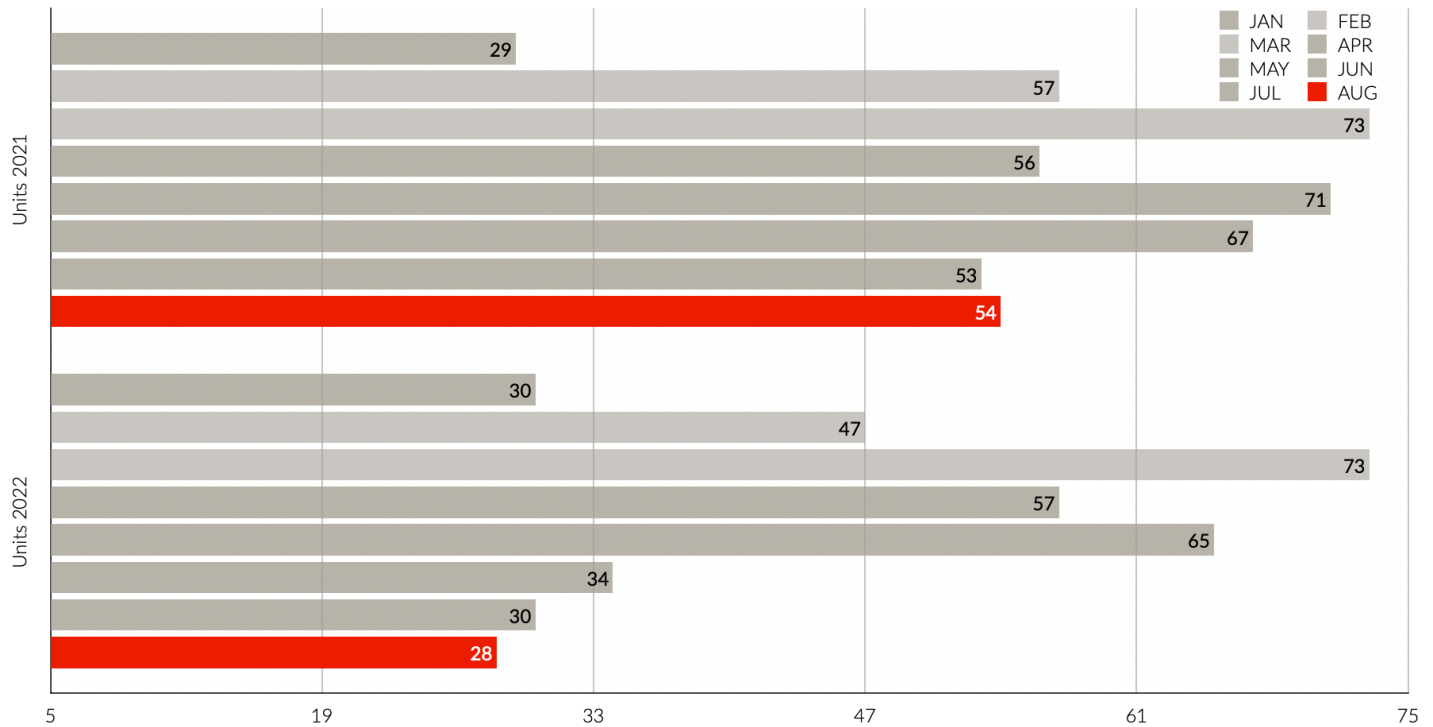


## Yearly Totals 2021 vs. 2022

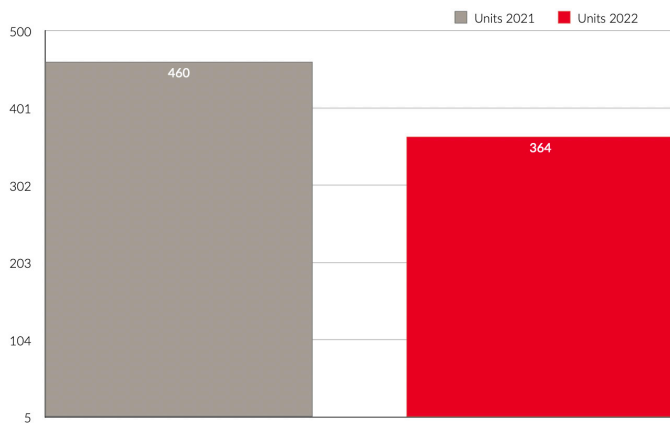


## Month vs. Month 2021 vs. 2022

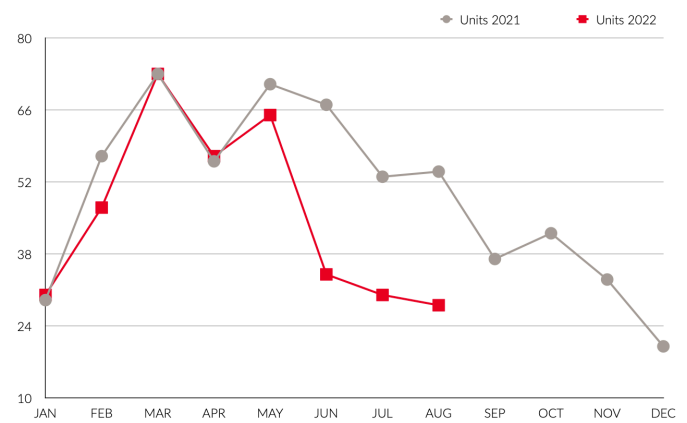
# UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

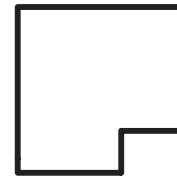
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

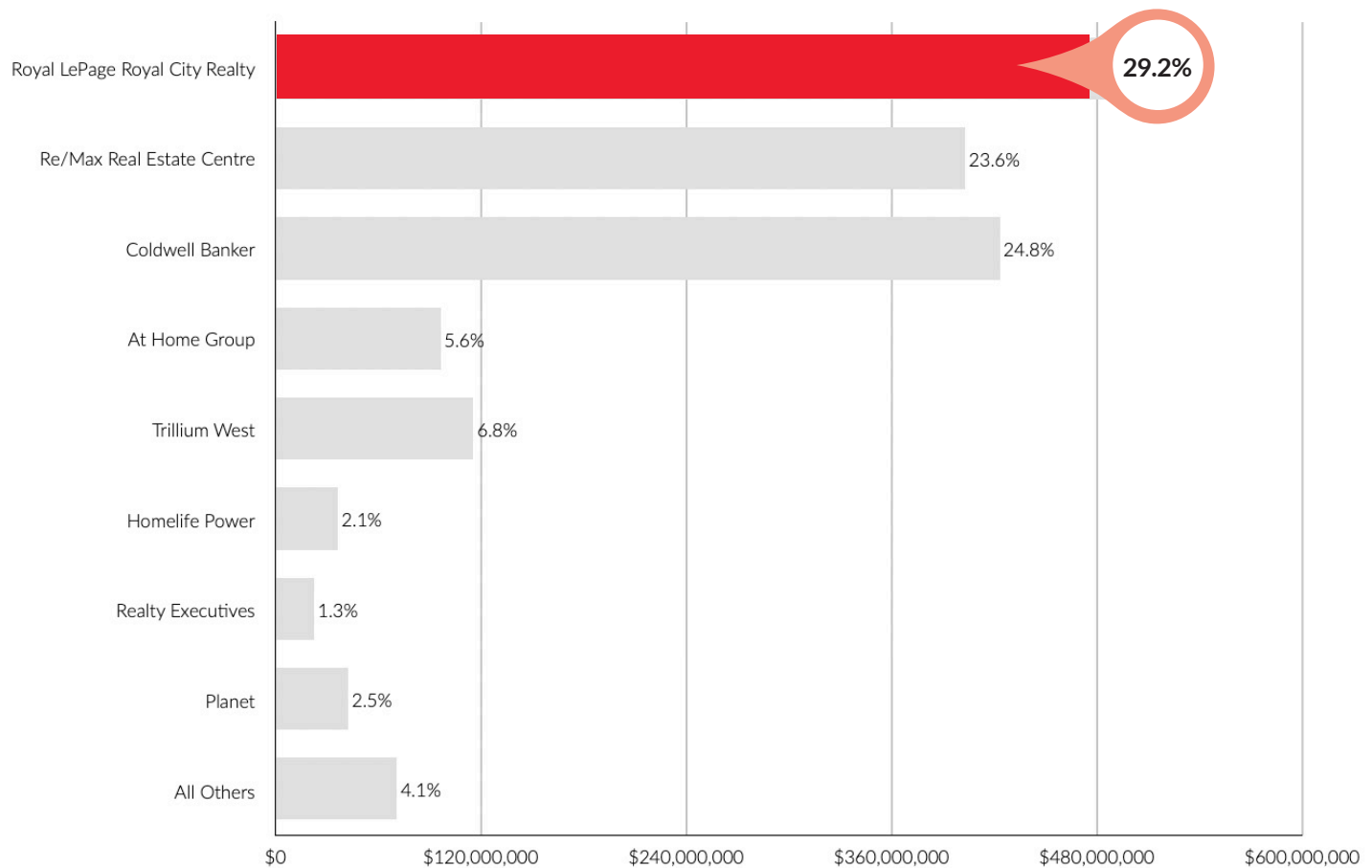
YTD Sales Volume	 <b>\$239,748,345</b> -26.54%	 <b>\$21,115,500</b> -27.68%	 <b>\$3,640,100</b> -41.4%
YTD Unit Sales	 <b>219</b> -40.49%	 <b>31</b> -40.38%	 <b>5</b> -16.7%
YTD Average Sale Price	 <b>\$1,094,741</b> +23.45%	 <b>\$681,145</b> +21.32%	 <b>\$728,020</b> -29.6%
August Sales Volume	 <b>\$16,703,000</b> -50.68%	 <b>\$1,499,900</b> -52%	 <b>\$0</b> Down from \$675,000
August Unit Sales	 <b>19</b> -51.28%	 <b>2</b> -60%	 <b>0</b> Down from 2

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





# MARKET DOMINANCE

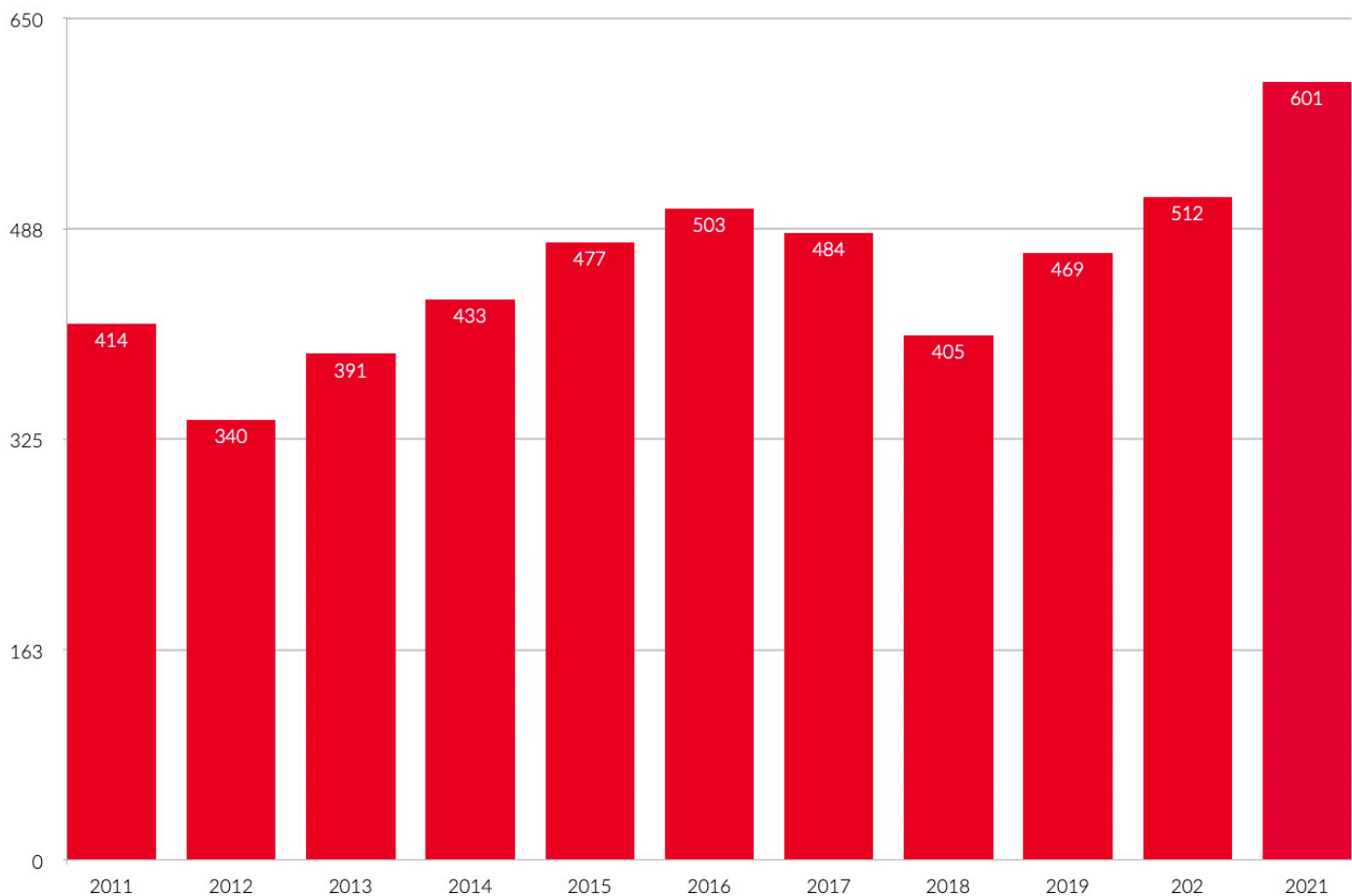


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
August 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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