



2022 SEPTEMBER

CENTRE WELLINGTON

Real Estate Market Report



OVERVIEW

BALANCED MARKET

Centre Wellington remains a balanced market this month. Unit sales continue to dip below where there were this time last year, while new listing for this month have risen by almost 100%. Median and average sale prices continue to rise, showing that this market has a solid foundation for both buyers and sellers.



September year-over-year sales volume of \$25,742,600

Down 21.11% from 2021's \$32,629,924 with unit sales of 32 down 13.51% from last September. New listings of 83 are up 97.62% from a year ago, with the sales/listing ratio of 38.55% down 49.54%.



Year-to-date sales volume of \$372,242,943

Down 9.45% from 2021's \$411,108,060 with unit sales of 396 down 20.32% from last year's 497. New listings of 704 are up 20.75% from a year ago, with the sales/listing ratio of 56.25% down 29%.



Year-to-date average sale price of \$941,841

Up from \$825,447 one year ago with median sale price of \$930,000 up from \$775,000 one year ago. Average days-on-market of 23.11 is up 6.11 days from last year.

SEPTEMBER NUMBERS

Median Sale Price

\$800,000

-6.43%

Sales Volume

\$25,742,600

-21.11%

Unit Sales

32

-13.51%

New Listings

83

+97.62%

Expired Listings

11

+266.7%

Unit Sales/Listings Ratio

38.55%

-49.54%

Year-over-year comparison

(September 2022 vs. September 2021)



THE MARKET IN DETAIL

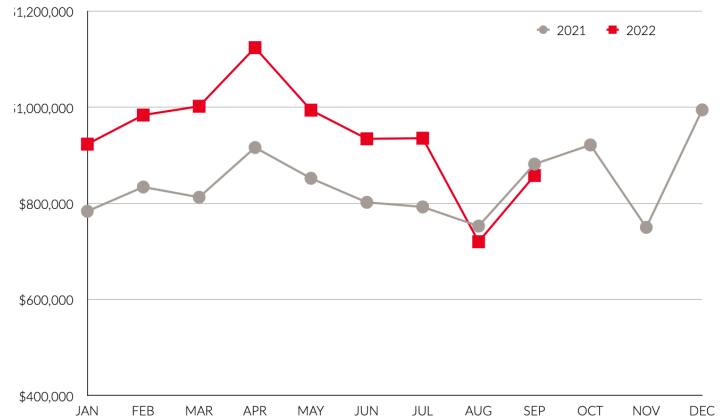
	2020	2021	2022	2021-2022
YTD Volume Sales	\$262,904,544	\$411,108,060	\$372,242,943	-9.45%
YTD Unit Sales	386	497	396	-20.32%
YTD New Listings	543	583	704	+20.75%
YTD Sales/Listings Ratio	71.09%	85.25%	56.25%	-29%
YTD Expired Listings	72	34	56	+64.7%
September Volume Sales	\$49,497,610	\$32,629,924	\$25,742,600	-21.11%
September Unit Sales	65	37	32	-13.51%
September New Listings	60	42	83	+97.62%
September Sales/Listings Ratio	108.33%	88.1%	38.55%	-49.54%
September Expired Listings	2	3	11	+266.7%
YTD Sales: \$0-\$199K	9	16	28	+75%
YTD Sales: \$200K-\$349K	18	5	10	+100%
YTD Sales: \$350K-\$549K	99	49	14	-71.43%
YTD Sales: \$550K-\$749K	153	164	66	-59.76%
YTD Sales: \$750K-\$999K	65	159	120	-24.53%
YTD Sales: \$1M+	44	103	159	+54.37%
YTD Average Days-On-Market	29	17	23.11	+35.95%
YTD Average Sale Price	\$680,695	\$825,447	\$941,841	+14.1%
YTD Median Sale Price	\$619,250	\$775,000	\$930,000	+20%

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

AVERAGE SALE PRICE

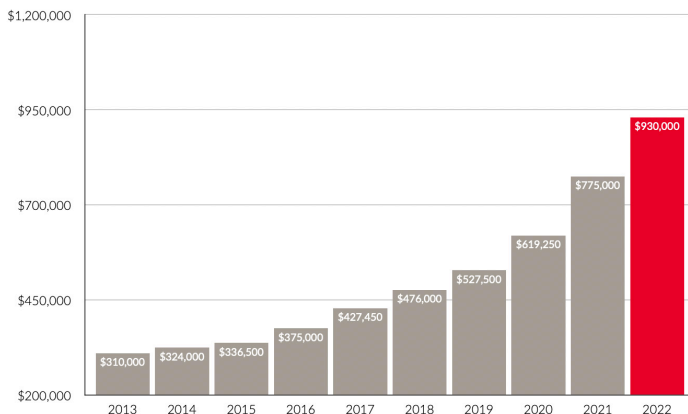


Year-Over-Year

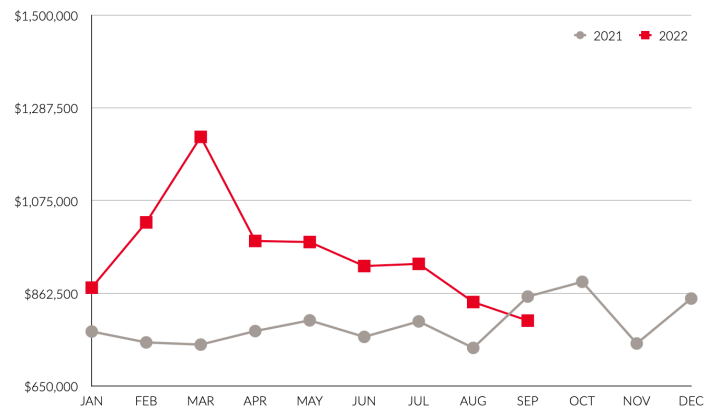


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



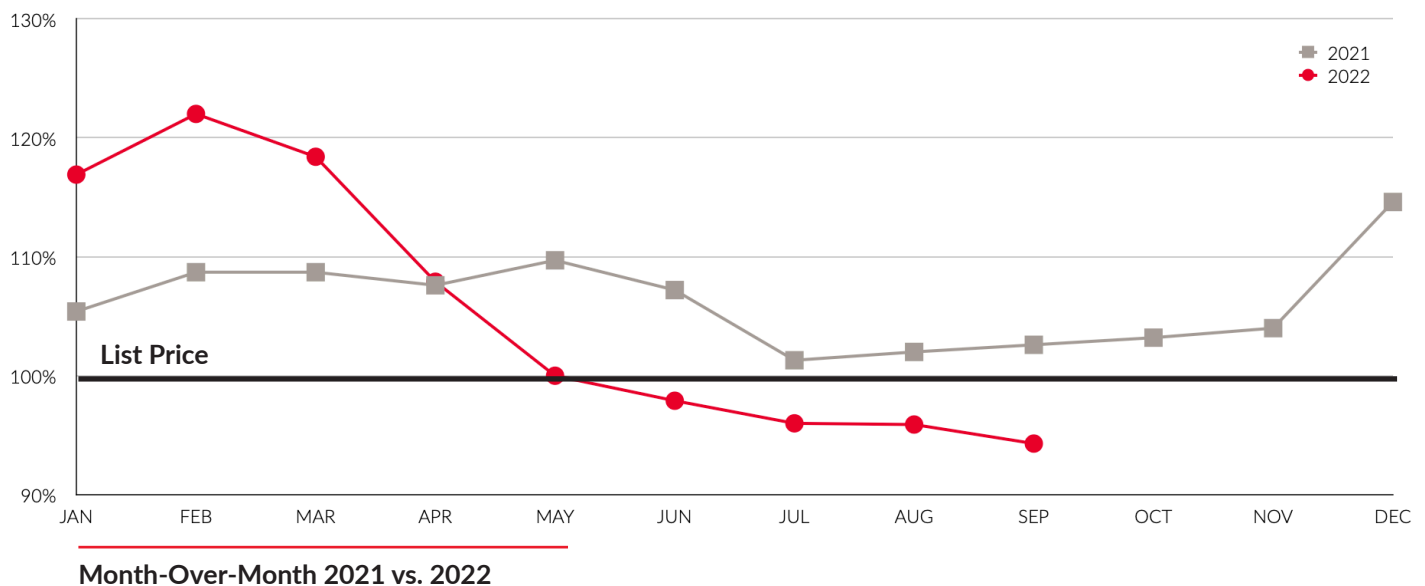
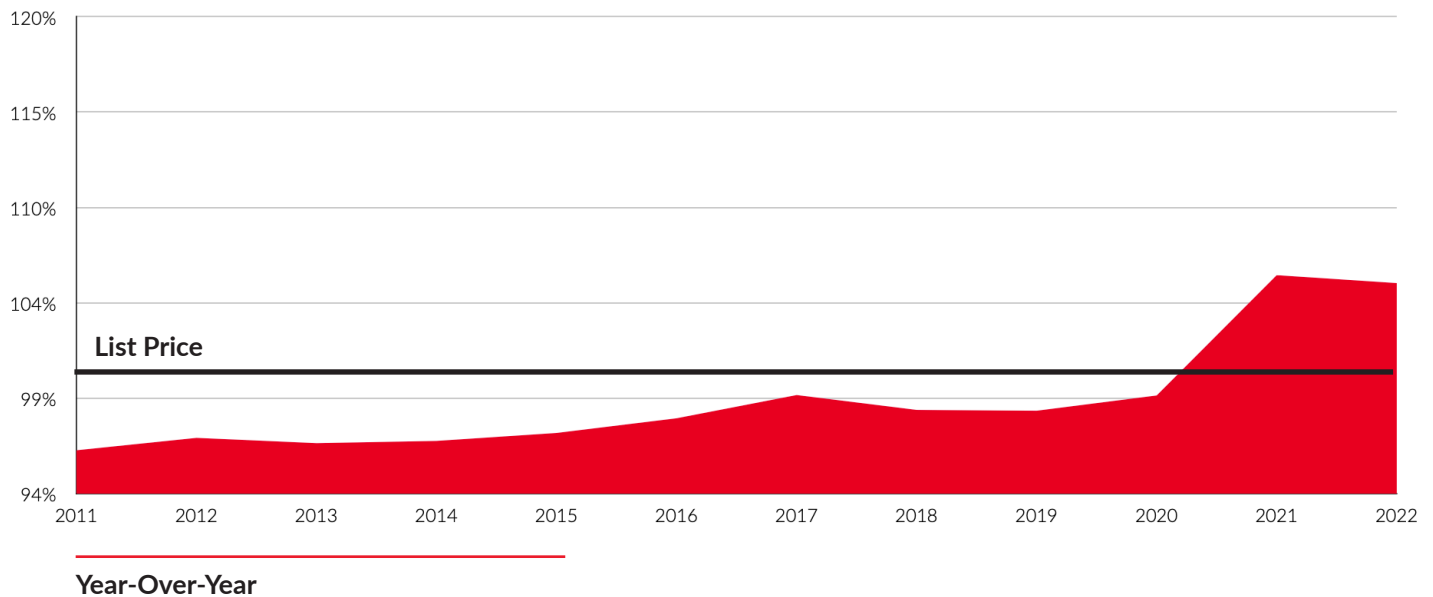
Year-Over-Year



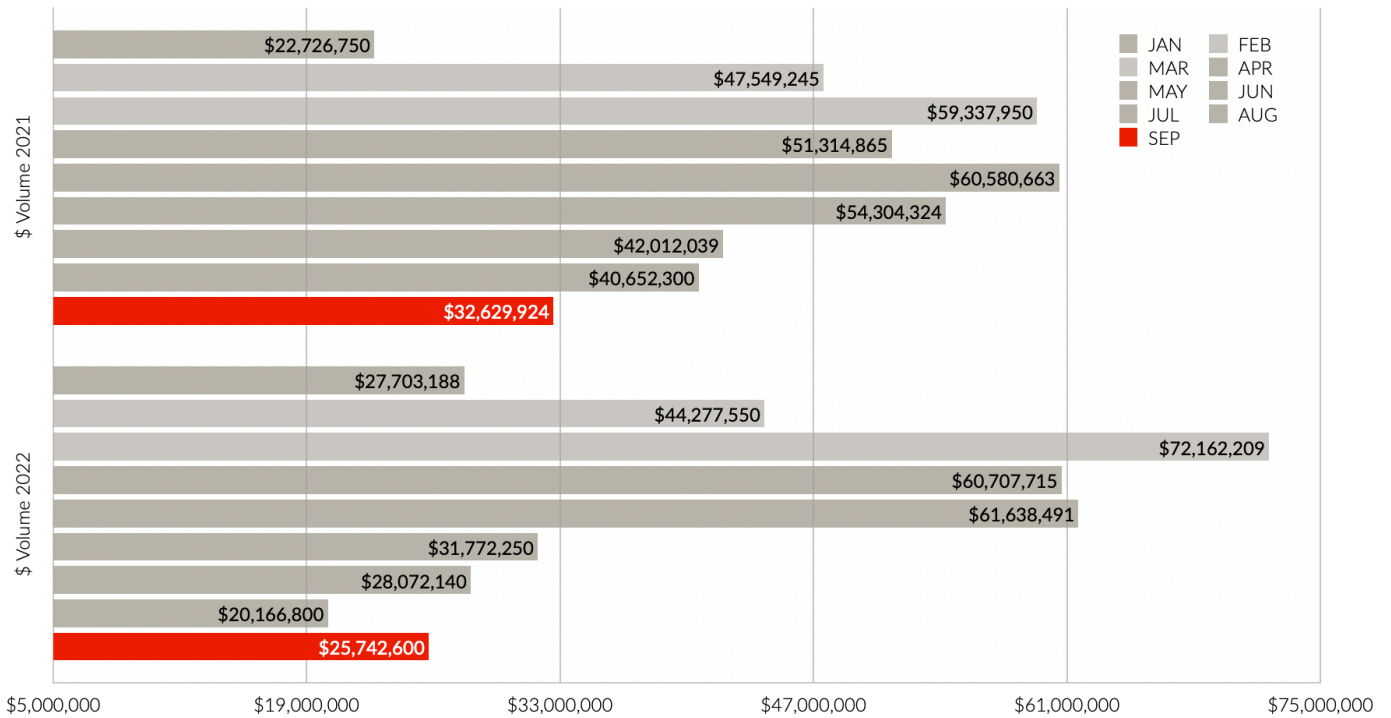
Month-Over-Month 2021 vs. 2022

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

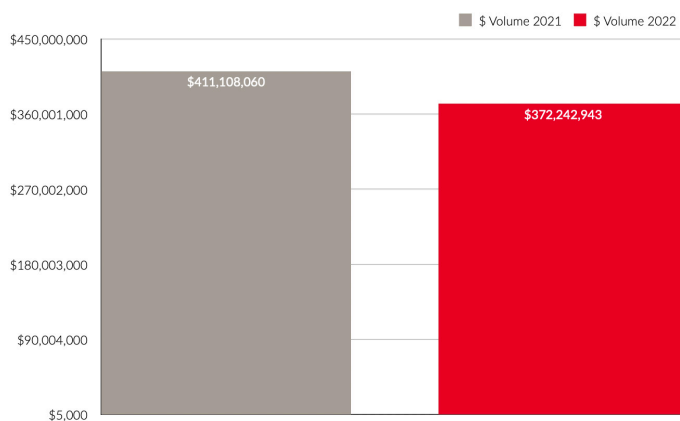
SALE PRICE VS. LIST PRICE RATIO



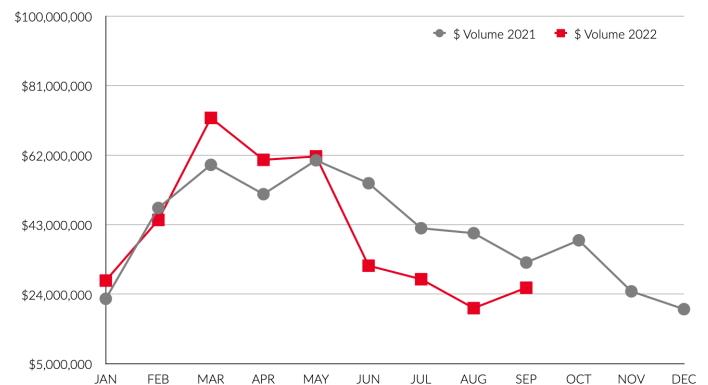
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

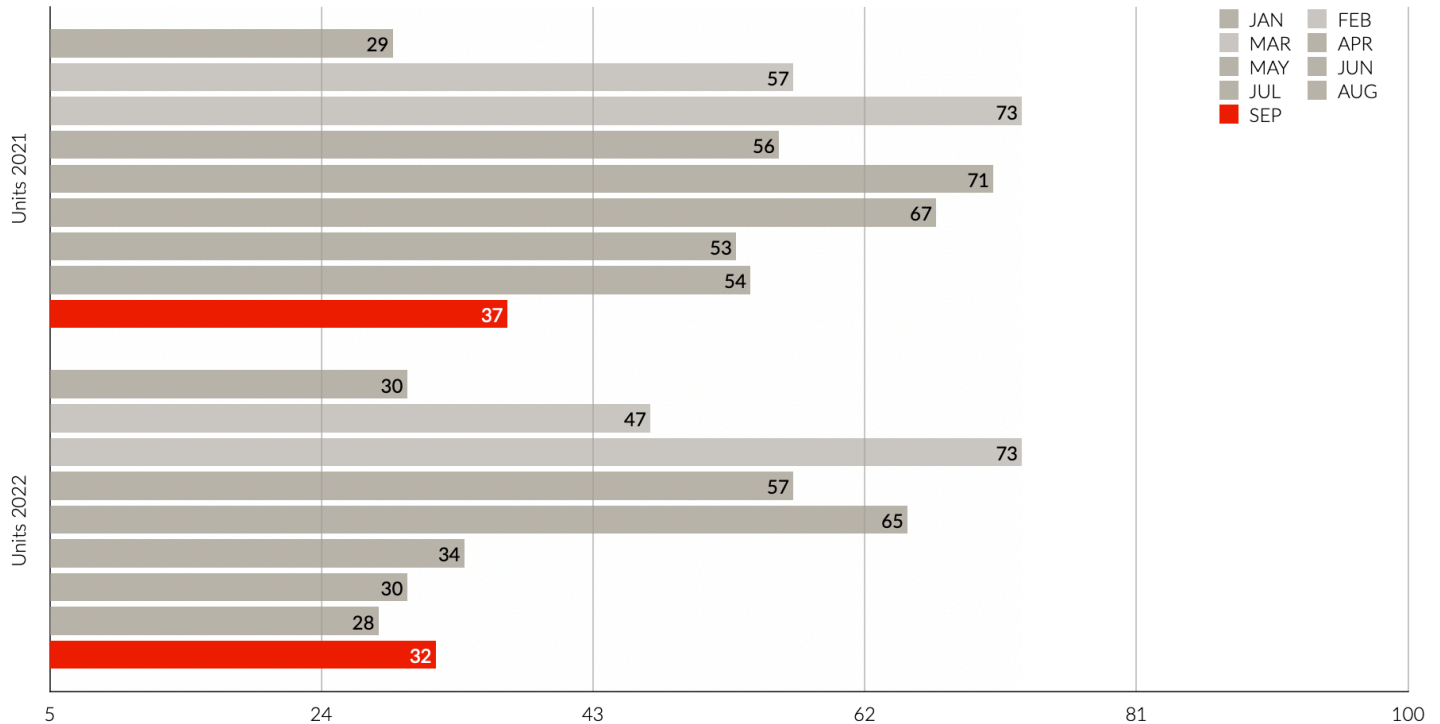


Yearly Totals 2021 vs. 2022

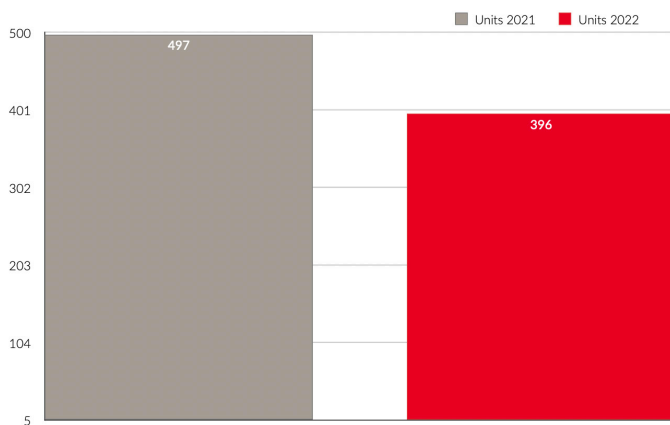


Month vs. Month 2021 vs. 2022

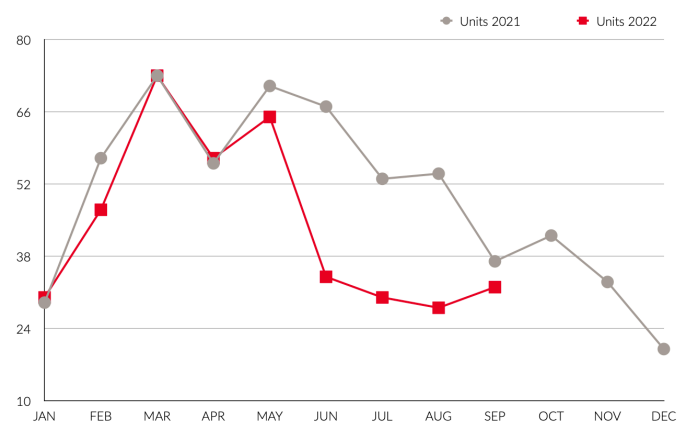
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

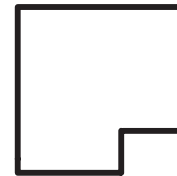
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



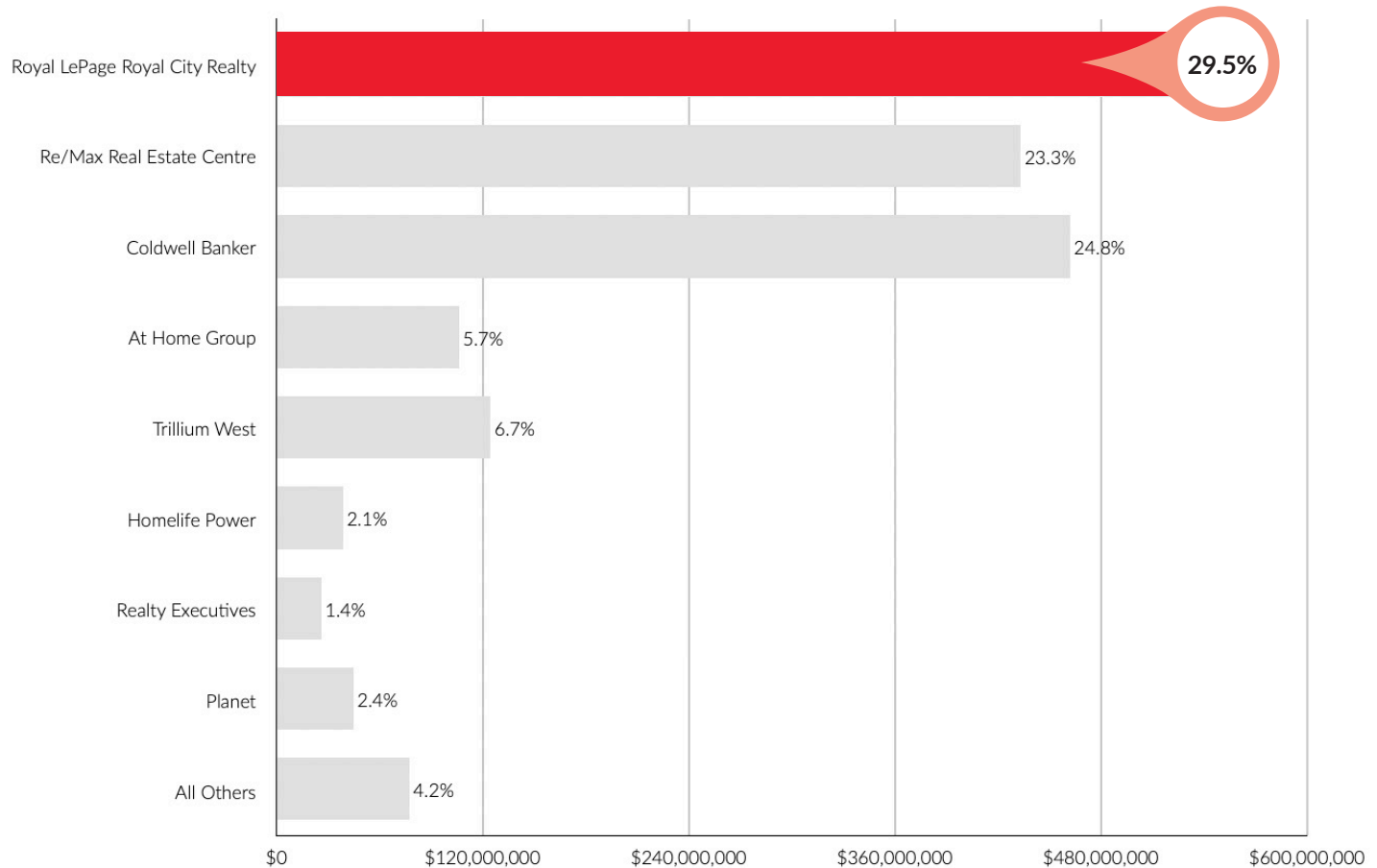
VACANT LAND

YTD Sales Volume	 \$260,853,245 -26.56%	 \$21,640,400 -35.45%	 \$3,640,100 -41.4%
YTD Unit Sales	 241 -39.29%	 32 -42.86%	 5 -16.7%
YTD Average Sale Price	 \$1,082,379 +20.98%	 \$676,263 +18.21%	 \$728,020 -29.6%
September Sales Volume	 \$21,104,900 -26.81%	 \$524,900 -81.52%	 \$0 Down from \$675,000
September Unit Sales	 22 -24.14%	 1 -75%	 0 Down from 2

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



MARKET DOMINANCE

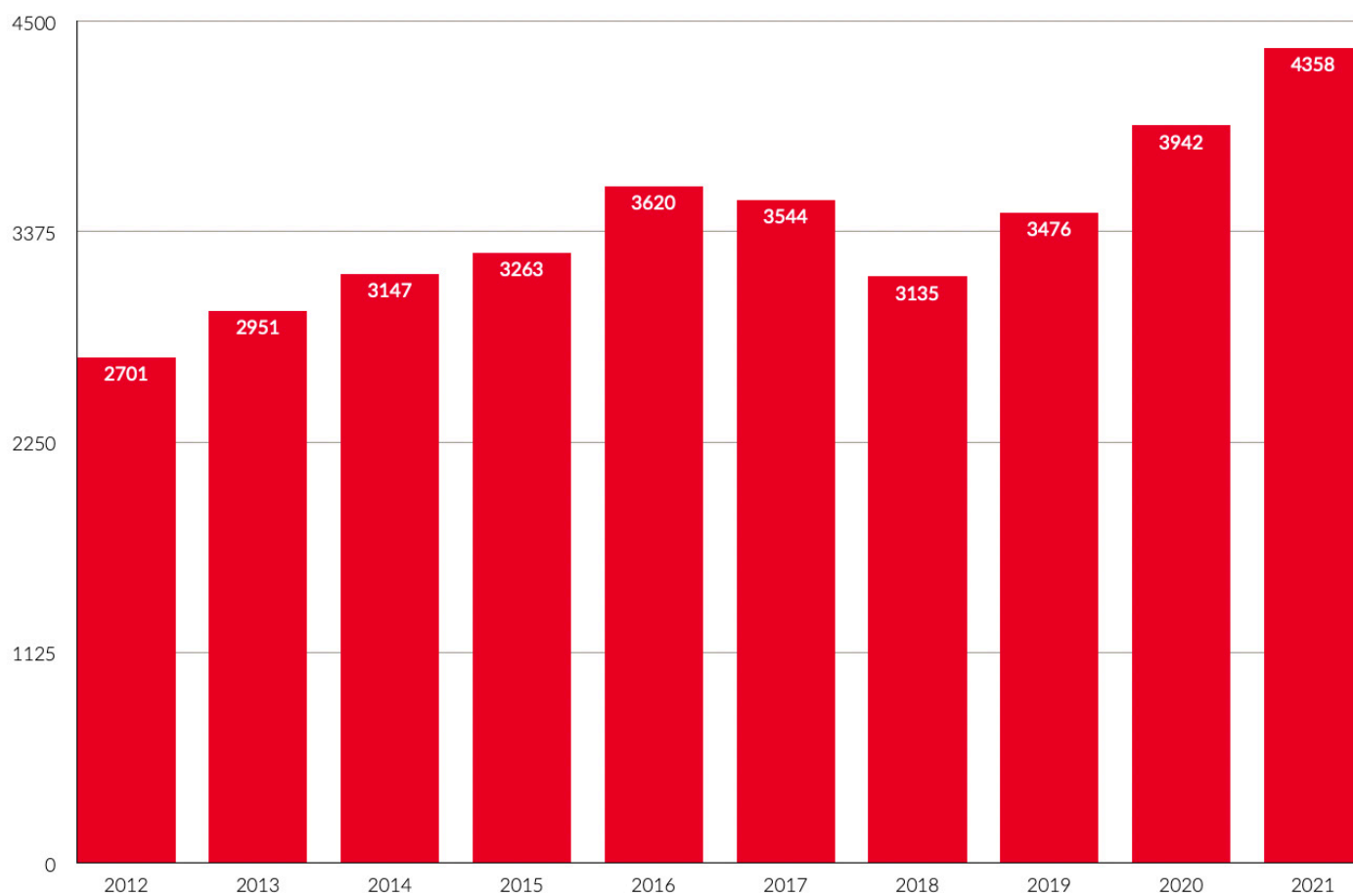


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
September 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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