



# 2022 NOVEMBER

## **CENTRE WELLINGTON**

### Real Estate Market Report



# OVERVIEW

## BALANCED MARKET

Centre Wellington remains a balanced market this month. Unit sales continue to dip below where they were this time last year, while new listing continue to rise consistently. Median and average sale prices remain higher than they were this time last year, showing that this market has a solid foundation for both buyers and sellers.



**November year-over-year sales volume of \$31,408,400**

Up 26.87% from 2021's \$24,755,500 with unit sales of 34 up 3.03% from last November. New listings of 55 are up 61.76% from a year ago, with the sales/listing ratio of 61.82% down 35.24%.



**Year-to-date sales volume of \$441,229,043**

Down 7.03% from 2021's \$474,575,448 with unit sales of 464 down 18.88% from last year's 572. New listings of 824 are up 25.04% from a year ago, with the sales/listing ratio of 56.31% down 30.49%.



**Year-to-date average sale price of \$960,642**

Up from \$827,355 one year ago with median sale price of \$925,000 up from \$775,000 one year ago. Average days-on-market of 28.36 is up 10.81 days from last year.

## NOVEMBER NUMBERS

Median Sale Price

**\$751,200**

+0.49%

Sales Volume

**\$31,408,400**

+26.87%

Unit Sales

**34**

+3.03%

New Listings

**55**

+61.76%

Expired Listings

**15**

+275%

Unit Sales/Listings Ratio

**61.82%**

-35.24%

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



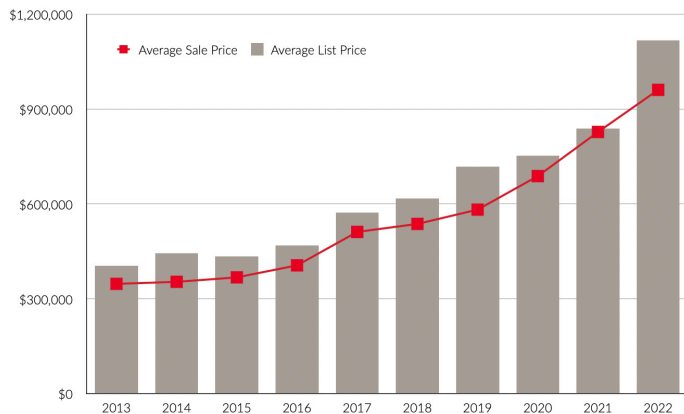


# THE MARKET IN DETAIL

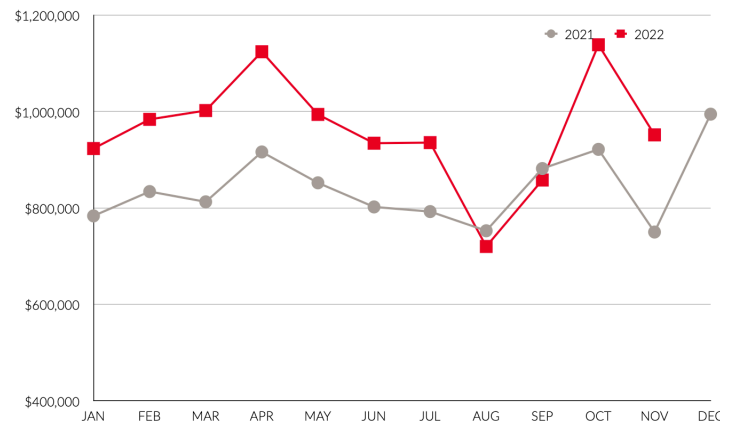
	2020	2021	2022	2021-2022
<b>YTD Volume Sales</b>	\$329,906,612	\$474,575,448	\$441,229,043	-7.03%
<b>YTD Unit Sales</b>	479	572	464	-18.88%
<b>YTD New Listings</b>	643	659	824	+25.04%
<b>YTD Sales/Listings Ratio</b>	74.49%	86.8%	56.31%	-30.49%
<b>YTD Expired Listings</b>	83	41	83	+102.4%
<b>November Volume Sales</b>	\$35,792,049	\$24,755,500	\$31,408,400	+26.84%
<b>November Unit Sales</b>	47	33	34	+3.03%
<b>November New Listings</b>	41	34	55	+61.76%
<b>November Sales/Listings Ratio</b>	114.63%	97.06%	61.82%	-35.24%
<b>November Expired Listings</b>	6	4	15	+275%
<b>YTD Sales: \$0-\$199K</b>	10	17	30	+76.47%
<b>YTD Sales: \$200K-\$349K</b>	20	7	13	+85.71%
<b>YTD Sales: \$350K-\$549K</b>	115	55	20	-63.64%
<b>YTD Sales: \$550K-\$749K</b>	198	187	86	-54.01%
<b>YTD Sales: \$750K-\$999K</b>	83	180	141	-21.67%
<b>YTD Sales: \$1M+</b>	56	125	176	+40.8%
<b>YTD Average Days-On-Market</b>	28.27	17.55	28.36	+61.66%
<b>YTD Average Sale Price</b>	\$687,842	\$827,355	\$960,642	+16.1%

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

# AVERAGE SALE PRICE

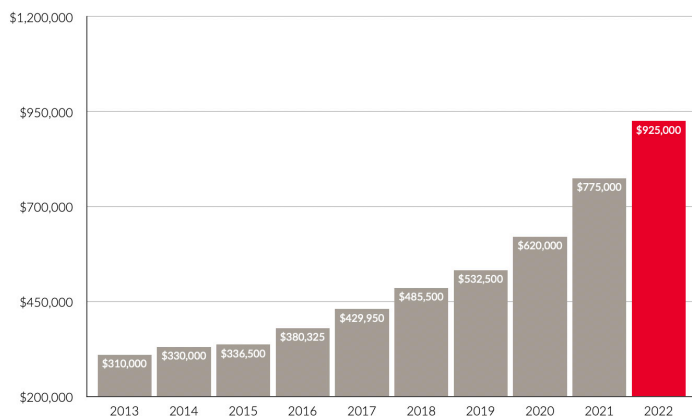


Year-Over-Year

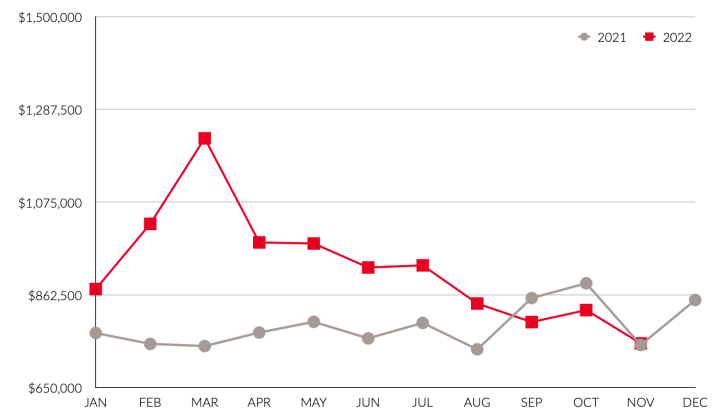


Month-Over-Month 2021 vs. 2022

# MEDIAN SALE PRICE



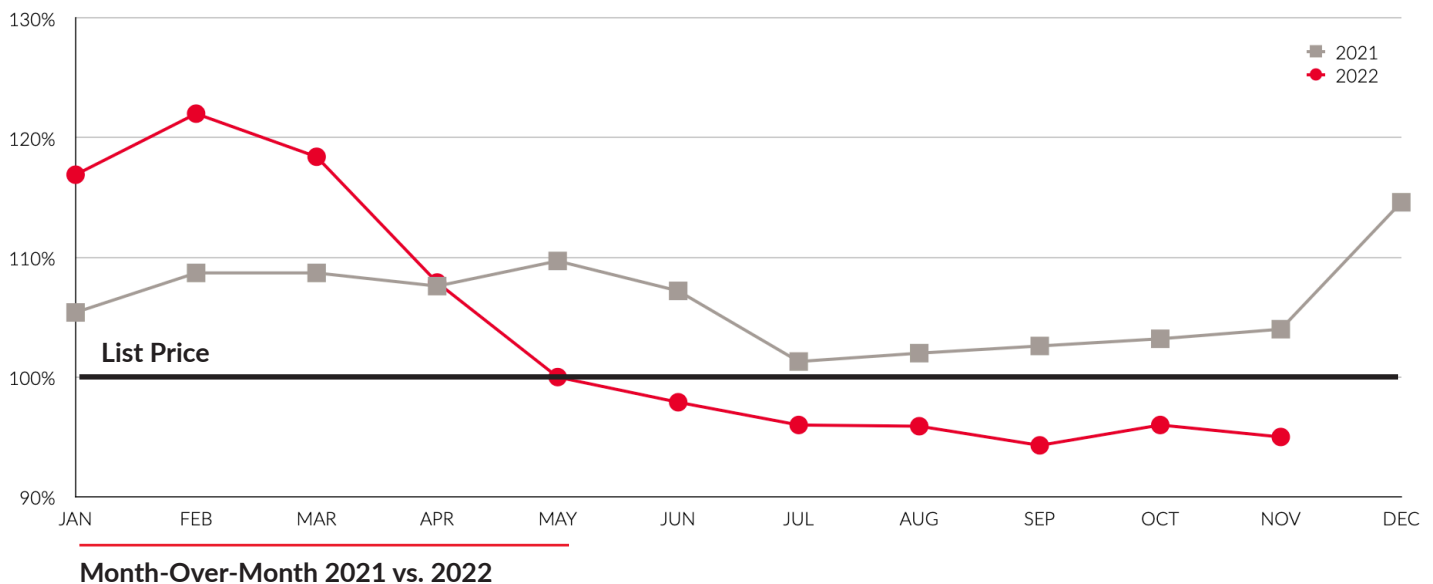
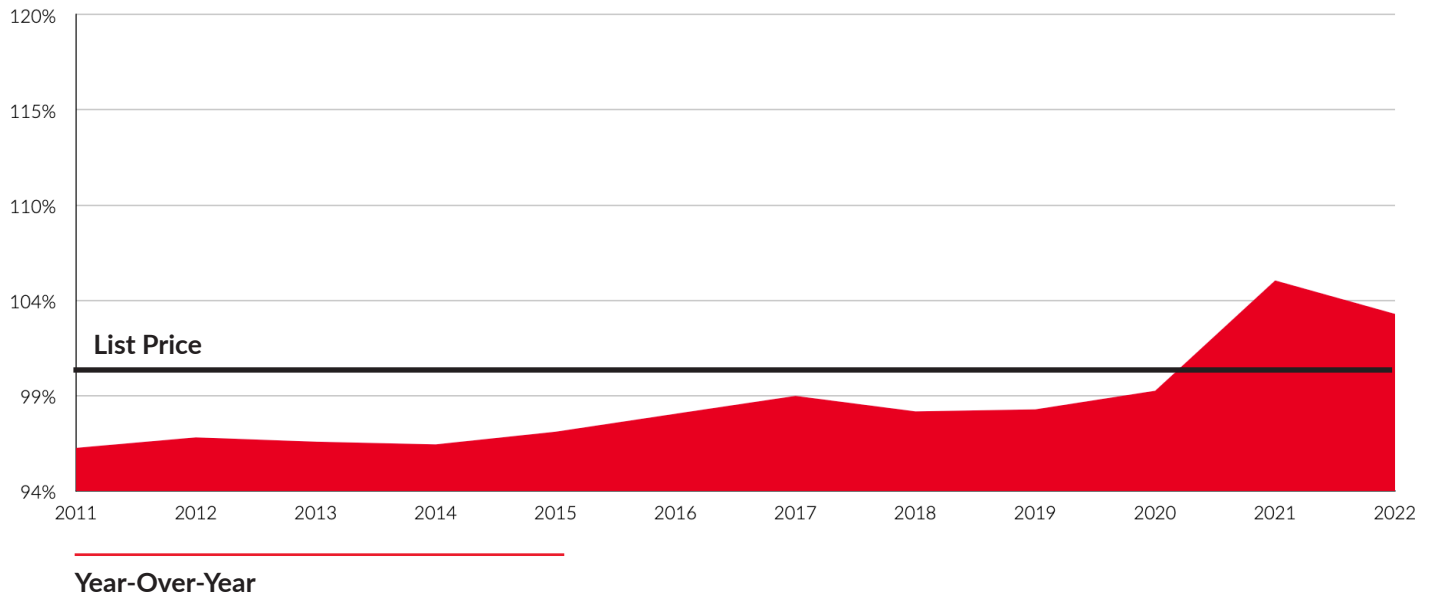
Year-Over-Year



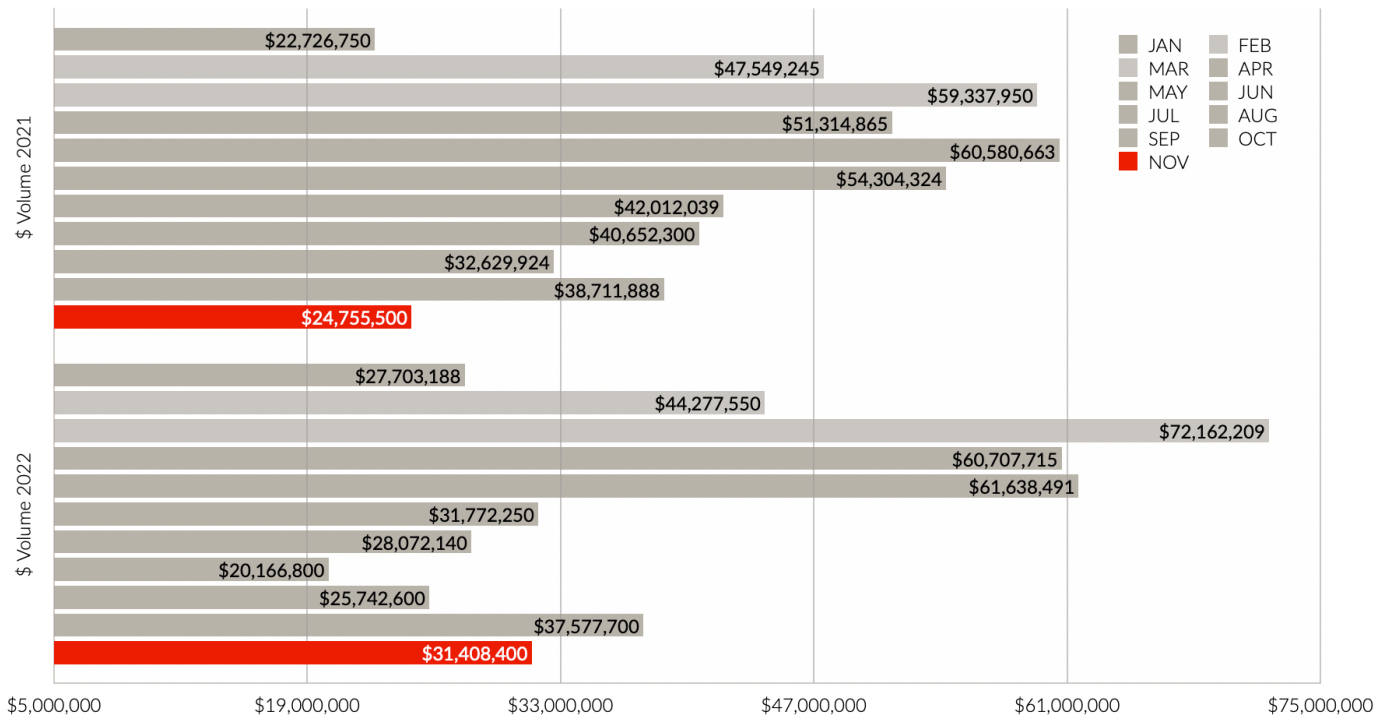
Month-Over-Month 2021 vs. 2022

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

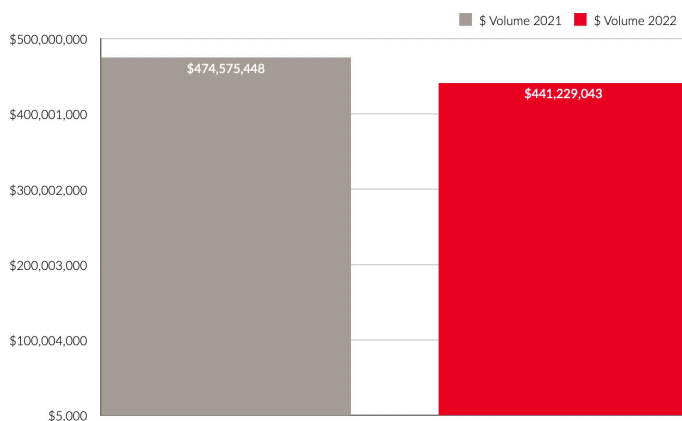
# SALE PRICE VS. LIST PRICE RATIO



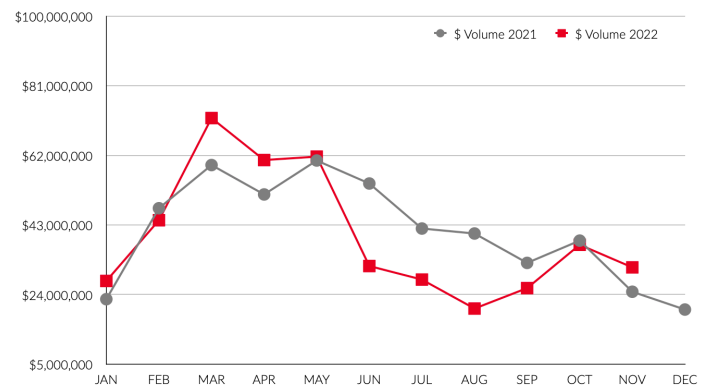
# DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

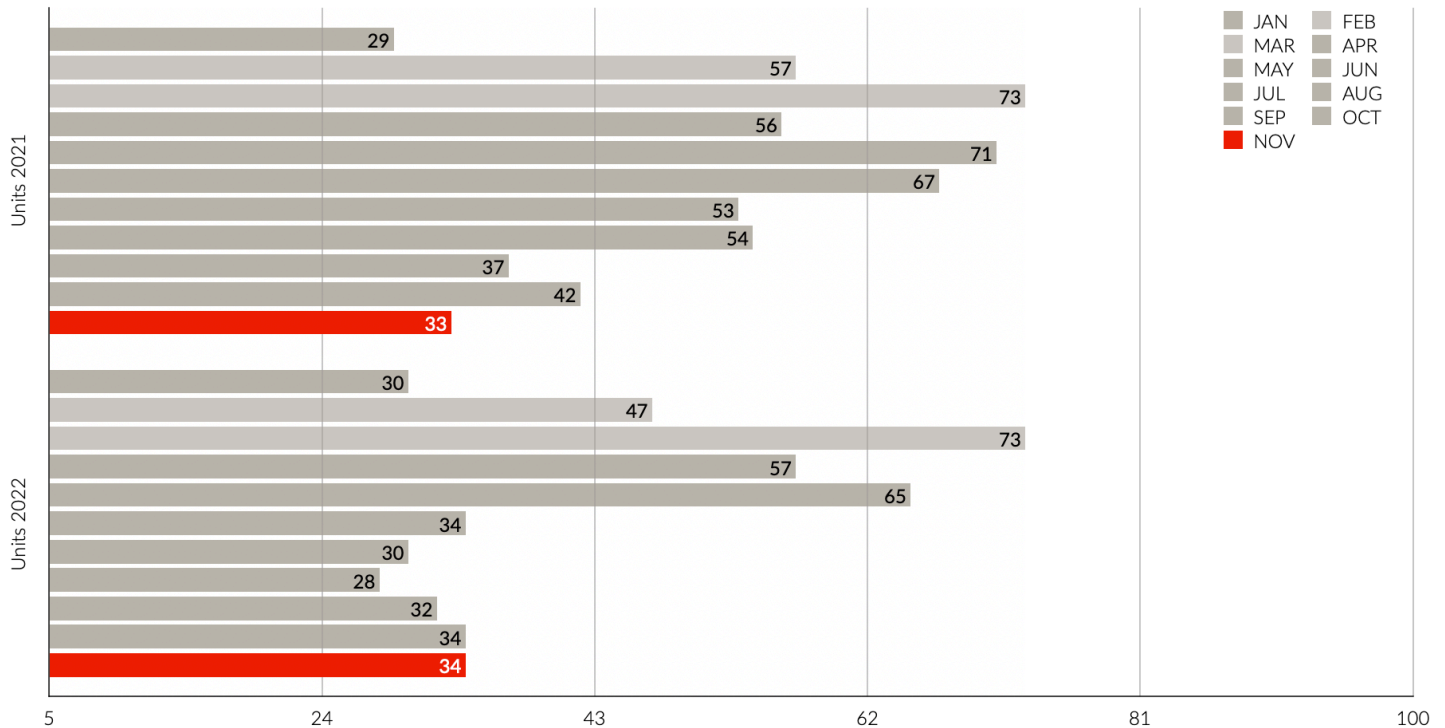


Yearly Totals 2021 vs. 2022

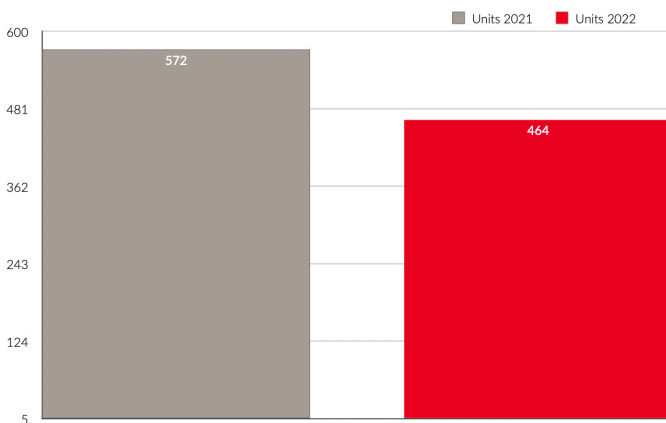


Month vs. Month 2021 vs. 2022

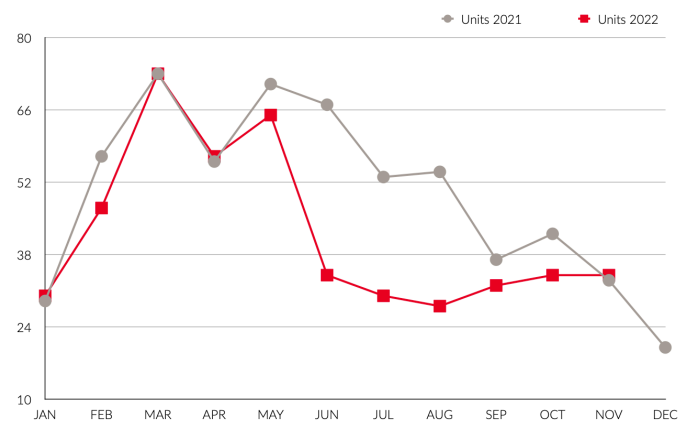
# UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

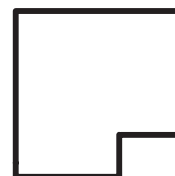
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

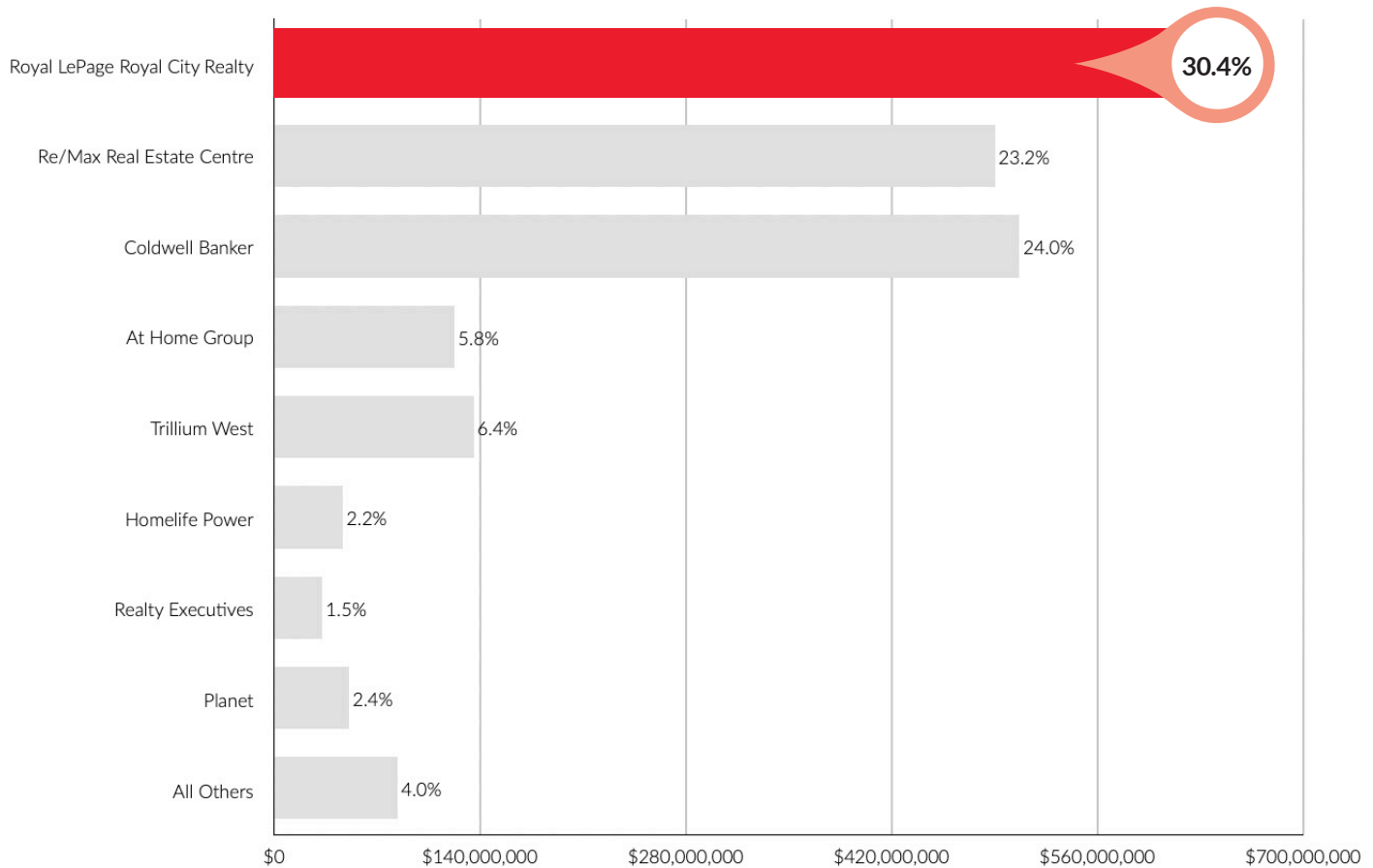
YTD Sales Volume	 <b>\$305,816,445</b> -24.75%	 <b>\$26,145,300</b> -32.07%	 <b>\$14,048,100</b> +64.8%
YTD Unit Sales	 <b>294</b> -34.96%	 <b>39</b> -42.65%	 <b>7</b> -22.2%
YTD Average Sale Price	 <b>\$1,040,192</b> +15.7%	 <b>\$670,392</b> +14.97%	 <b>\$2,006,871</b> +111.9%
November Sales Volume	 <b>\$17,585,500</b> -11.31%	 <b>\$4,504,900</b> +40.78%	 <b>\$208,000</b> Up from \$0
November Unit Sales	 <b>21</b> -8.7%	 <b>7</b> +40%	 <b>1</b> Up from 0

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





# MARKET DOMINANCE

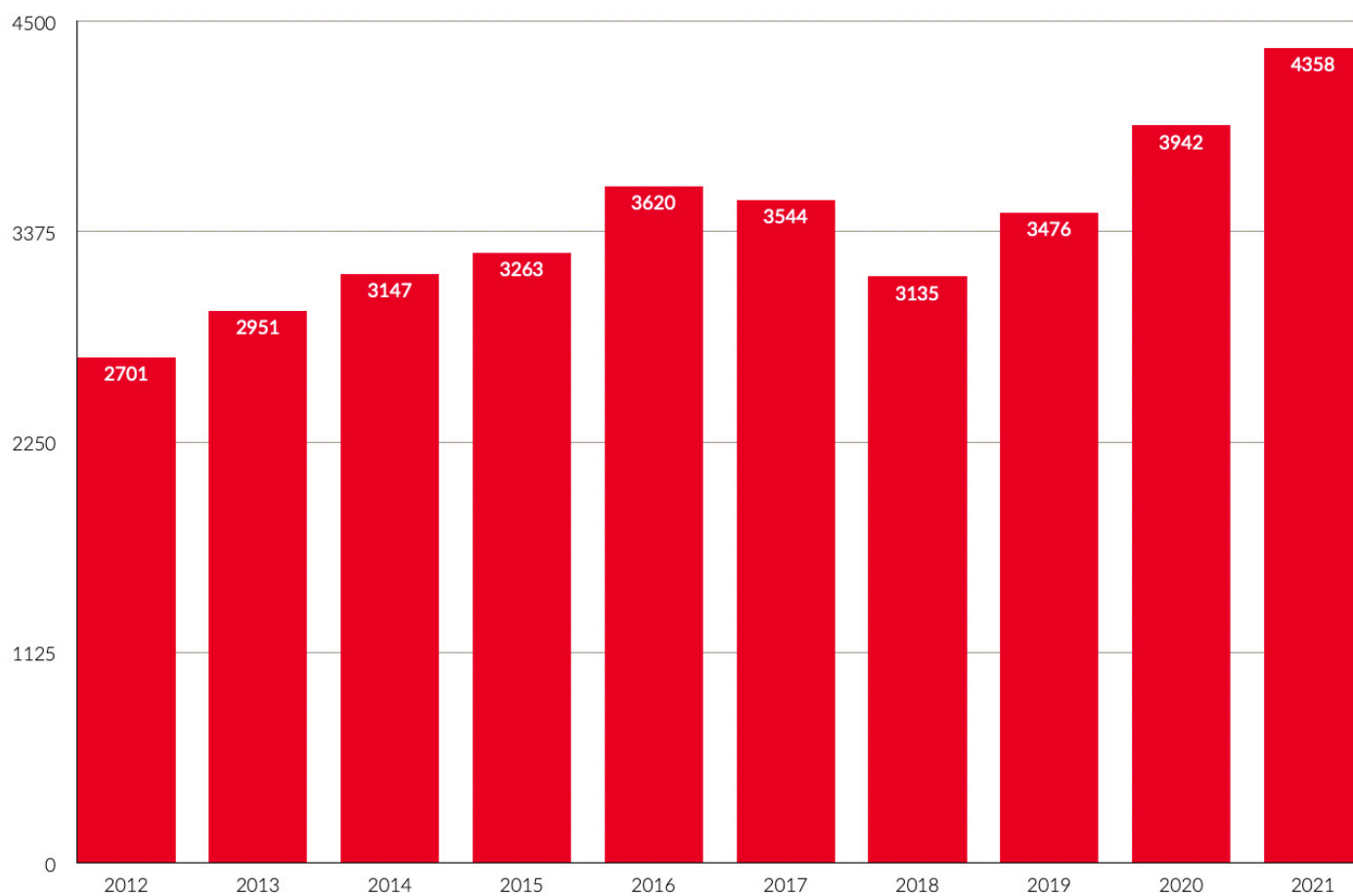


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
November 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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