



# 2022 DECEMBER

## **CENTRE WELLINGTON**

### Real Estate Market Report



# OVERVIEW

## BALANCED MARKET

Centre Wellington remains a balanced market to end the year. 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 going into the new year.



**December year-over-year sales volume of \$27,203,500**

Up 36.74% from 2021's \$19,894,093 with unit sales of 18 down 10% from last December. New listings of 27 are up 68.75% from a year ago, with the sales/listing ratio of 66.67% down 58.33%.



**Year-to-date sales volume of \$468,432,543**

Down 1.29% from 2021's \$474,575,448 with unit sales of 482 down 18.58% from last year's 592. New listings of 851 are up 26.07% from a year ago, with the sales/listing ratio of 56.64% down 31.06%.



**Year-to-date average sale price of \$1,006,530**

Up from \$841,301 one year ago with median sale price of \$900,250 up from \$775,500 one year ago. Average days-on-market of 29 is up 11.92 days from last year.

## DECEMBER NUMBERS

Median Sale Price

**\$730,000**

-14.17%

Sales Volume

**\$27,203,500**

+36.74%

Unit Sales

**18**

-10%

New Listings

**27**

+68.75%

Expired Listings

**17**

+750%

Unit Sales/Listings Ratio

**66.67%**

-58.33%

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





# THE MARKET IN DETAIL

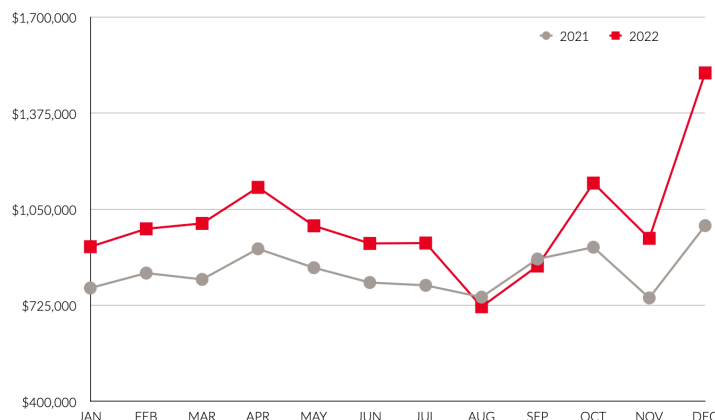
	2020	2021	2022	2021-2022
YTD Volume Sales	\$329,906,612	\$474,575,448	\$468,432,543	-1.29%
YTD Unit Sales	509	592	482	-18.58%
YTD New Listings	668	675	851	+26.07%
YTD Sales/Listings Ratio	76.2%	87.7%	56.64%	-31.06%
YTD Expired Listings	91	43	100	+132.6%
December Volume Sales	\$27,428,850	\$19,894,093	\$27,203,500	+36.74%
December Unit Sales	30	20	18	-10%
December New Listings	25	16	27	+68.75%
December Sales/Listings Ratio	120%	125%	66.67%	-58.33%
December Expired Listings	8	2	17	+750%
YTD Sales: \$0-\$199K	10	17	33	+94.12%
YTD Sales: \$200K-\$349K	21	8	13	+62.5%
YTD Sales: \$350K-\$549K	121	61	22	-63.93%
YTD Sales: \$550K-\$749K	206	195	91	-53.33%
YTD Sales: \$750K-\$999K	89	186	146	-21.51%
YTD Sales: \$1M+	65	134	179	+33.58%
YTD Average Days-On-Market	32.08	17.08	29	+69.76%
YTD Average Sale Price	\$706,713	\$841,301	\$1,006,530	+19.6%

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

# AVERAGE SALE PRICE

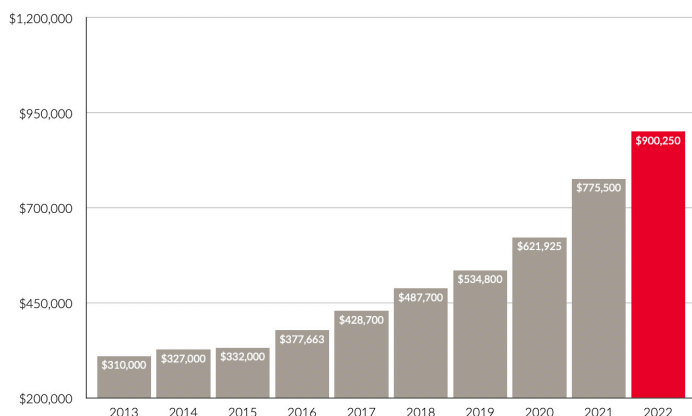


Year-Over-Year

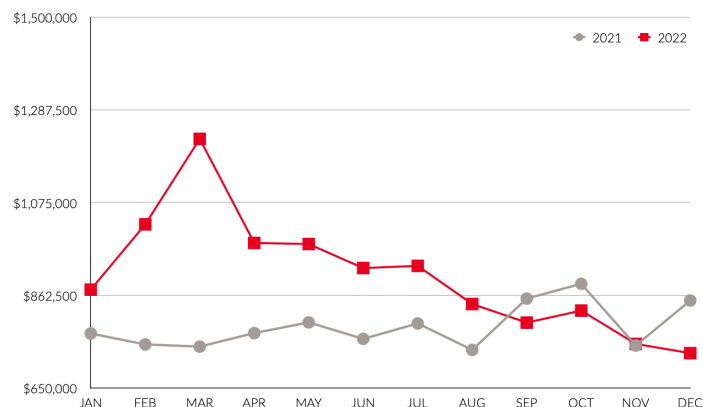


Month-Over-Month 2021 vs. 2022

# MEDIAN SALE PRICE



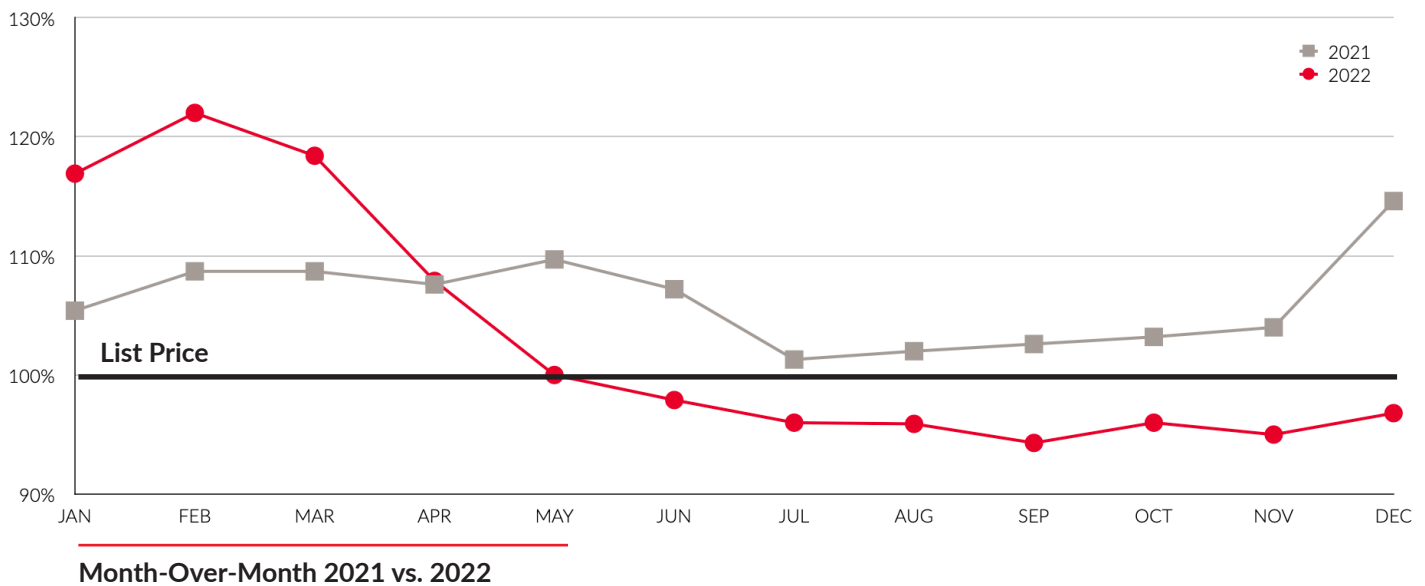
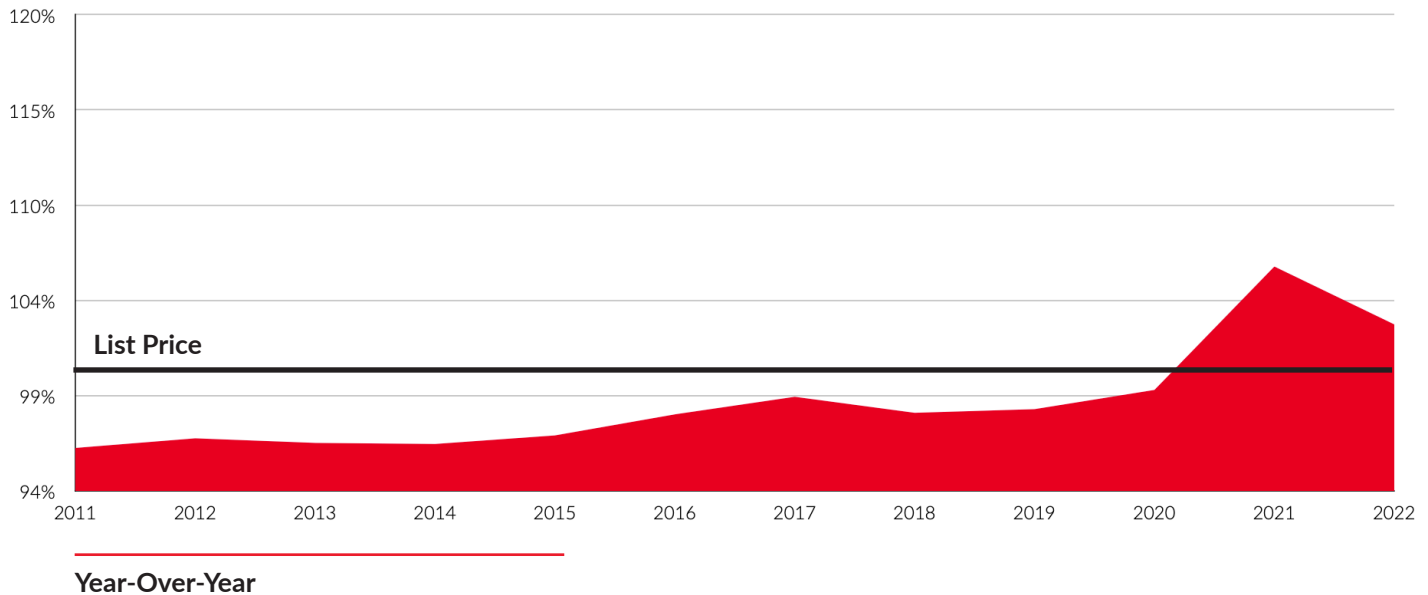
Year-Over-Year



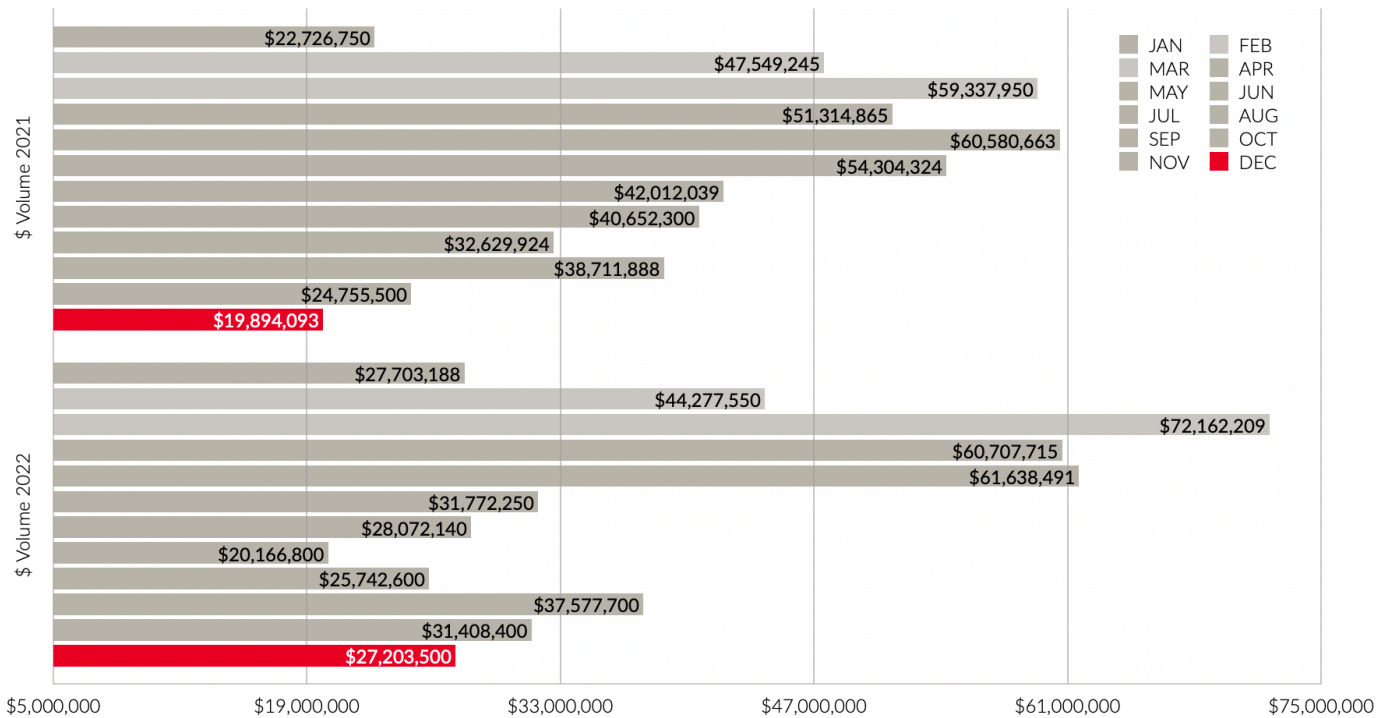
Month-Over-Month 2021 vs. 2022

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

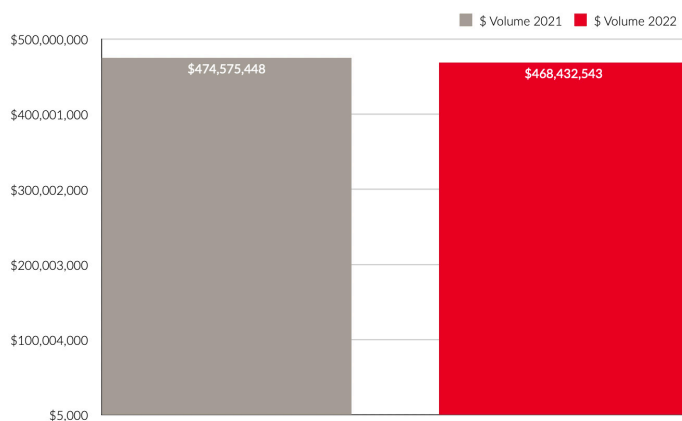
# SALE PRICE VS. LIST PRICE RATIO



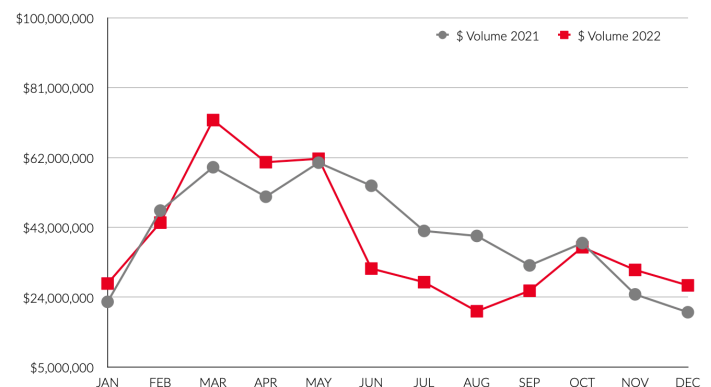
# DOLLAR VOLUME SALES



## Monthly Comparison 2021 vs. 2022

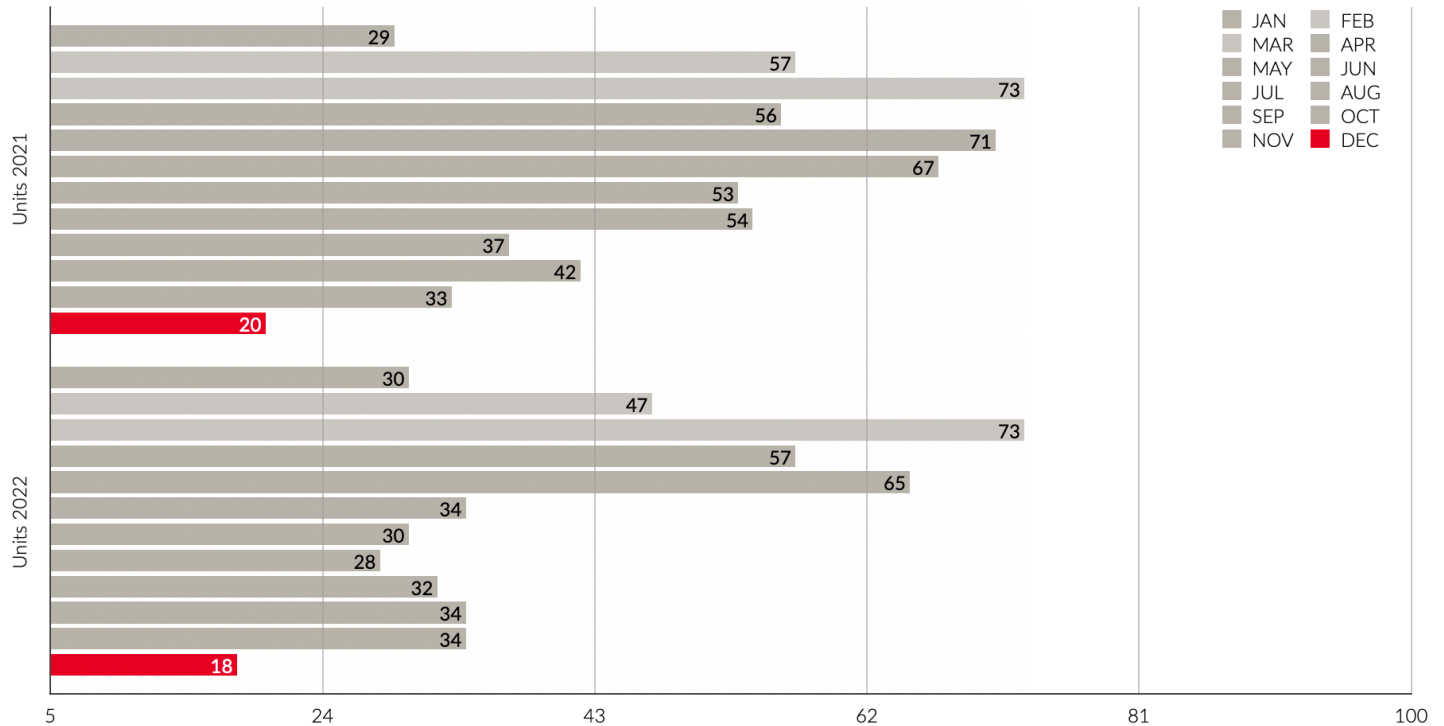


## Yearly Totals 2021 vs. 2022

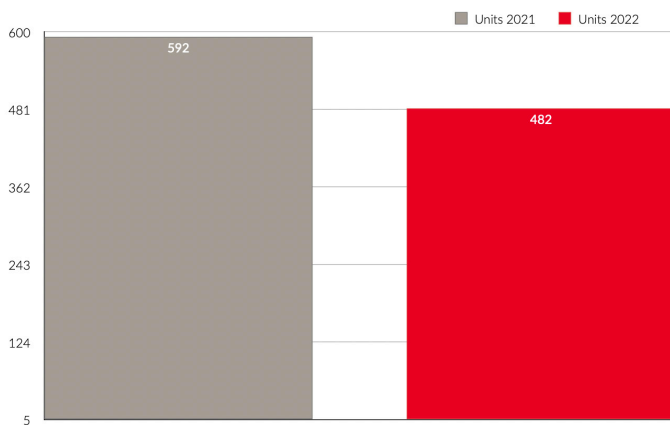


## Month vs. Month 2021 vs. 2022

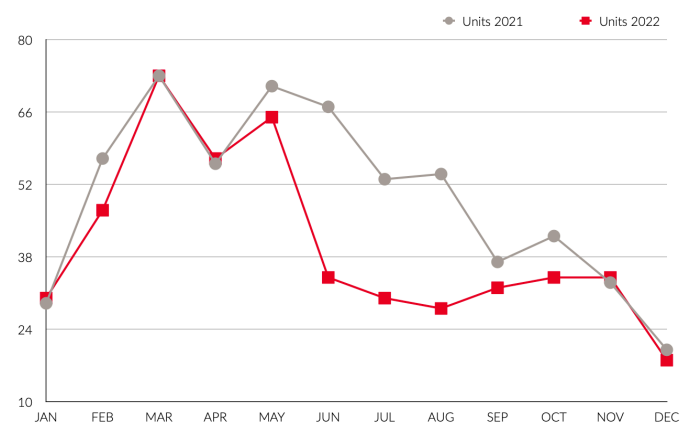
# UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

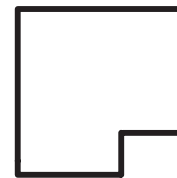
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

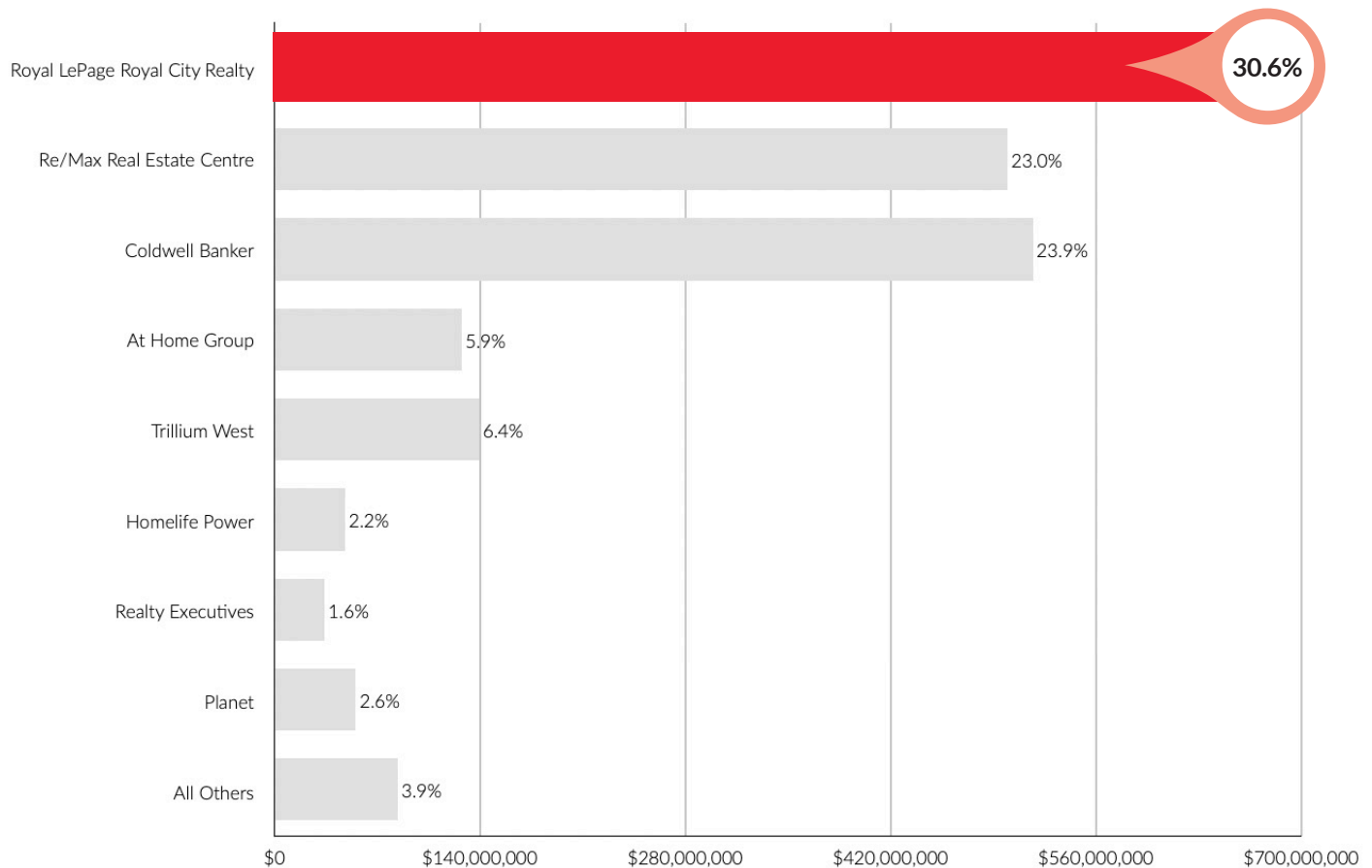
YTD Sales Volume	 <b>\$314,978,045</b> -25.43%	 <b>\$27,880,300</b> -29.87%	 <b>\$14,048,100</b> +36.4%
YTD Unit Sales	 <b>304</b> -35.04%	 <b>42</b> -38.24%	 <b>7</b> -30%
YTD Average Sale Price	 <b>\$1,036,112</b> +14.8%	 <b>\$663,817</b> +13.55%	 <b>\$2,006,871</b> +94.9%
December Sales Volume	 <b>\$9,161,600</b> -42.85%	 <b>\$1,735,000</b> +36.83%	 <b>\$0</b> Down from \$1,775,000
December Unit Sales	 <b>10</b> -37.5%	 <b>3</b> +50%	 <b>0</b> Down from 1

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





# MARKET DOMINANCE

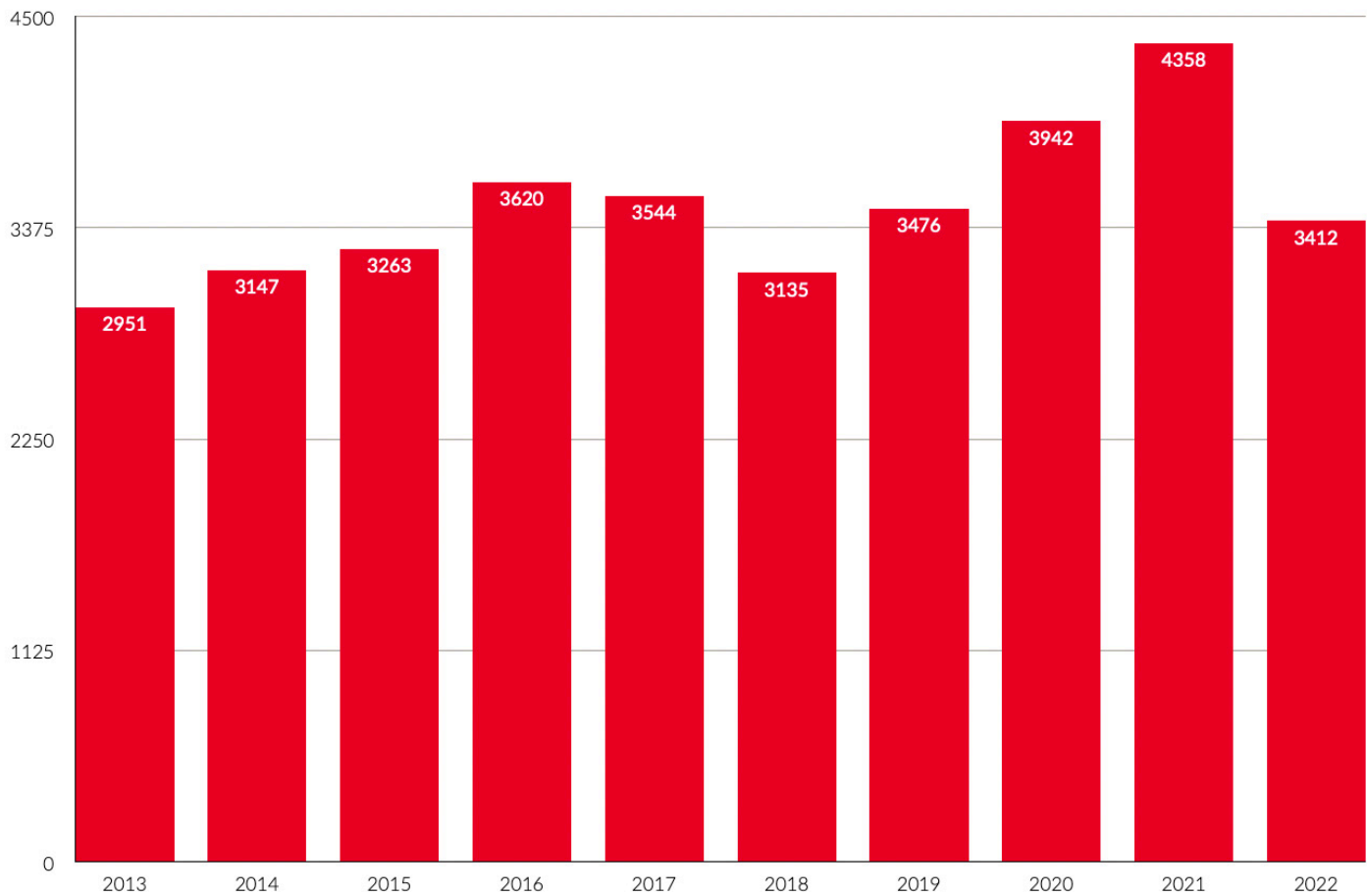


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
December 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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