



2023 JANUARY

CENTRE WELLINGTON Real Estate Market Report



OVERVIEW

BALANCED MARKET

Centre Wellington remains a balanced market to start 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.



January year-over-year sales volume of **\$19,052,590**

Down 31.23% from 2022's \$27,703,188 with unit sales of 27 down 10% from last January's 30. New listings of 61 are up 48.78% from a year ago, with the sales/listing ratio of 44.29% down 28.91%.



Year-to-date sales volume of **\$19,052,590**

Down 31.23% from 2022's \$27,703,188 with unit sales of 27 down 10% from last year's 30. New listings of 61 are up 48.78% from a year ago, with the sales/listing ratio of 44.26% down 28.91%.



Year-to-date average sale price of **\$705,651**

Down from \$923,440 one year ago with median sale price of \$765,000 down from \$875,500 one year ago. Average days-on-market of 44 is up 9 days from last year.

JANUARY NUMBERS

Median Sale Price

\$765,000

-12.62%

Sales Volume

\$19,052,590

-31.23%

Unit Sales

27

-10%

New Listings

61

+48.78%

Expired Listings

12

+500%

Unit Sales/Listings Ratio

44.26%

-28.91%

*Year-over-year comparison
(January 2023 vs. January 2022)*

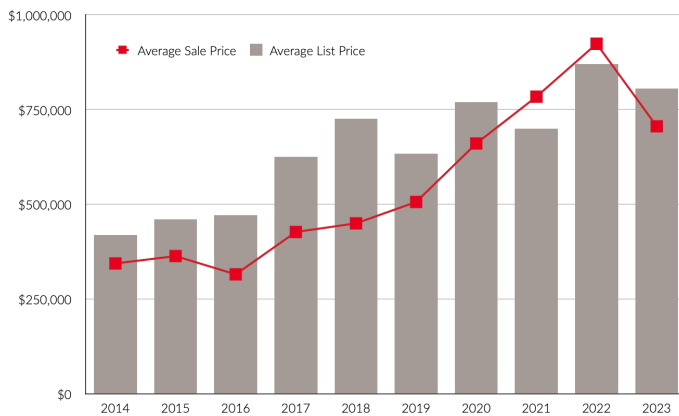


THE MARKET IN DETAIL

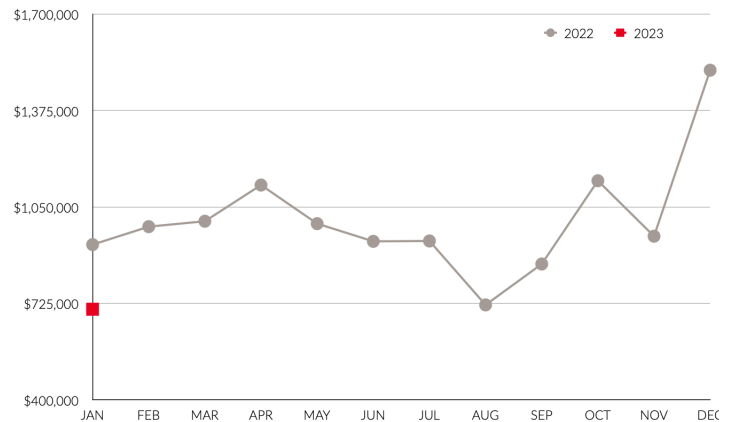
	2021	2022	2023	2022-2023
YTD Volume Sales	\$22,726,750	\$27,703,188	\$19,052,590	-31.23%
YTD Unit Sales	29	30	27	-10%
YTD New Listings	23	41	61	+48.78%
YTD Sales/Listings Ratio	90.63%	73.17%	44.26%	-28.91%
YTD Expired Listings	4	2	12	+500%
January Volume Sales	\$22,726,750	\$27,703,188	\$19,052,590	-31.23%
January Unit Sales	29	30	27	-10%
January New Listings	23	41	61	+48.78%
January Sales/Listings Ratio	90.63%	73.17%	44.26%	-28.91%
January Expired Listings	4	2	12	+500%
YTD Sales: \$0-\$199K	0	0	3	Up from 0
YTD Sales: \$200K-\$349K	0	1	0	Down from 1
YTD Sales: \$350K-\$549K	5	3	2	-33.33%
YTD Sales: \$550K-\$749K	8	6	8	+33.33%
YTD Sales: \$750K-\$999K	9	12	12	No Change
YTD Sales: \$1M+	7	8	2	-75%
YTD Average Days-On-Market	29	35	44	+25.71%
YTD Average Sale Price	\$783,681	\$923,440	\$705,651	-23.58%

Centre Wellington MLS Sales and Listing Summary
2021 vs. 2022 vs. 2023

AVERAGE SALE PRICE

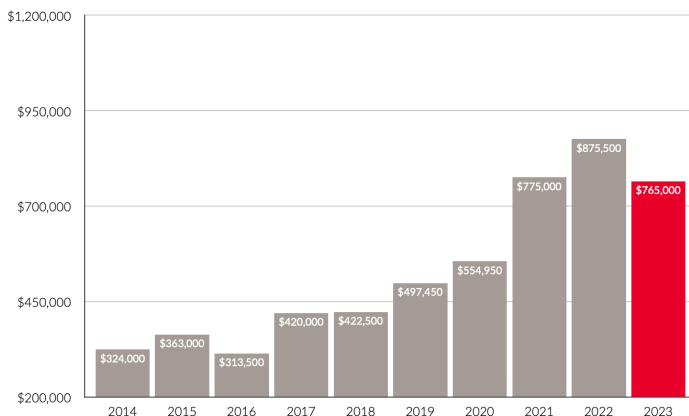


Year-Over-Year

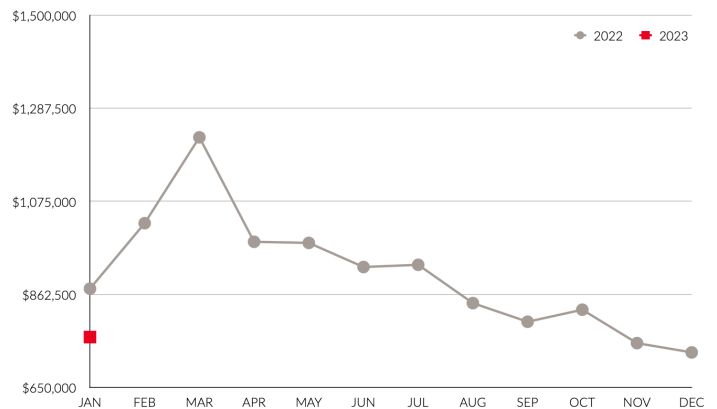


Month-Over-Month 2022 vs. 2023

MEDIAN SALE PRICE



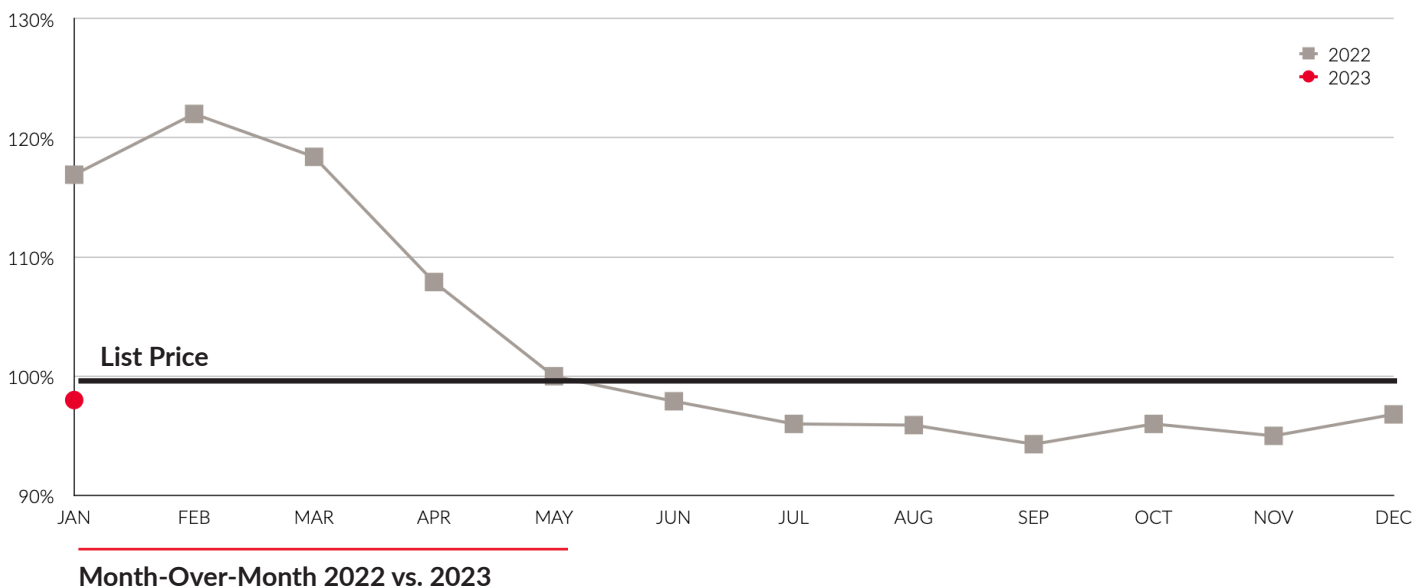
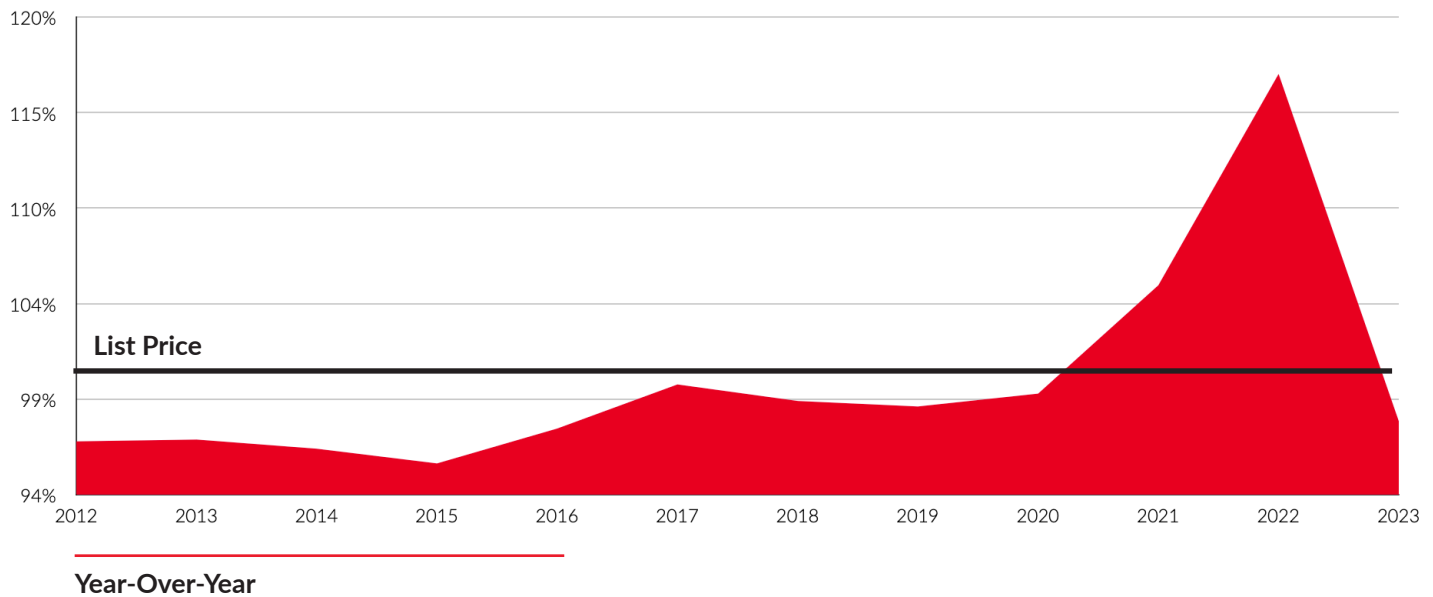
Year-Over-Year



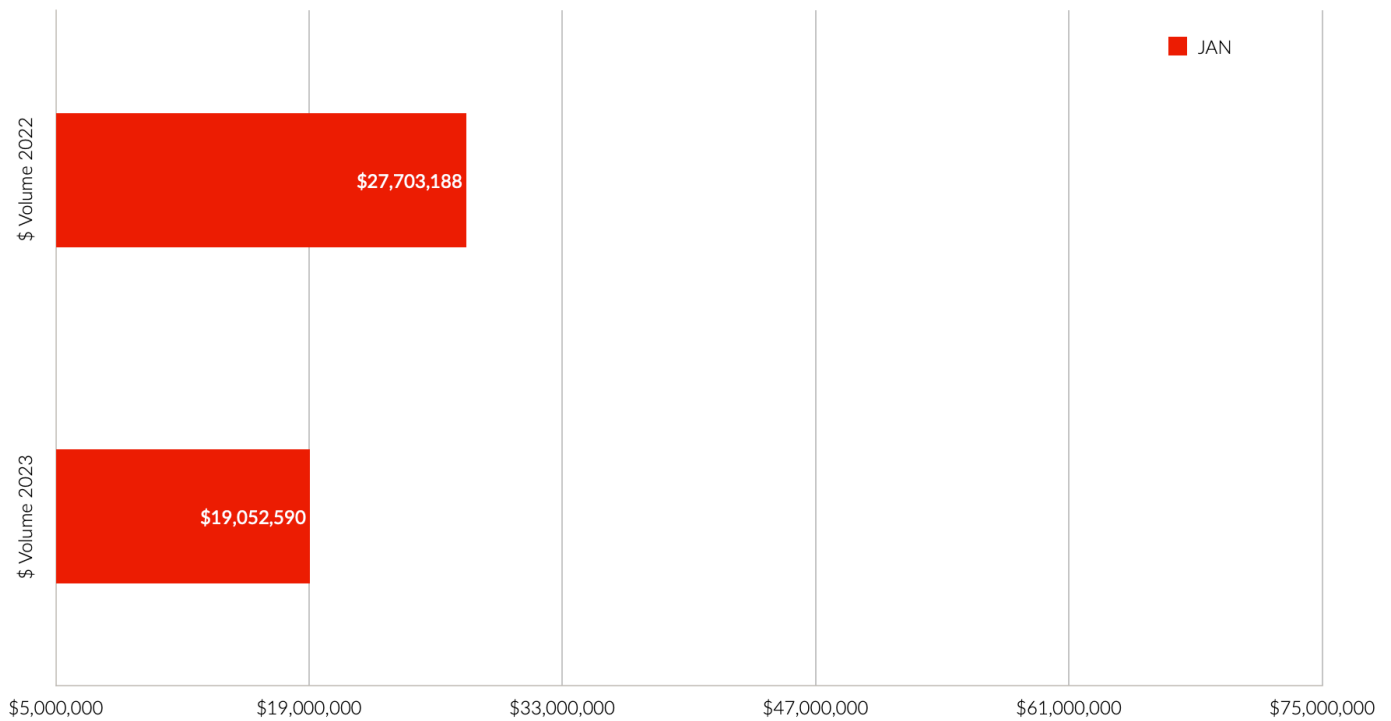
Month-Over-Month 2022 vs. 2023

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

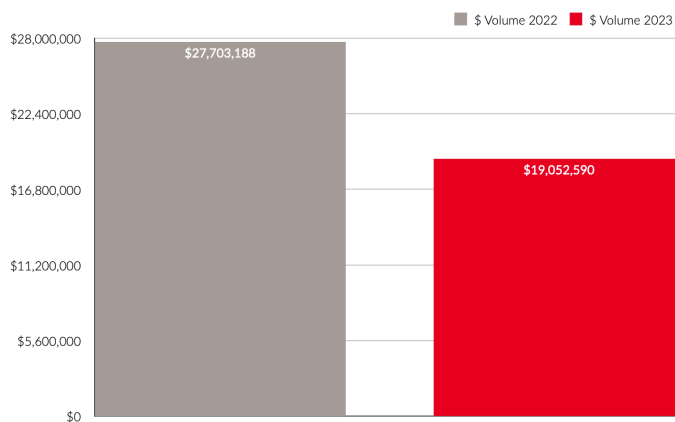
SALE PRICE VS. LIST PRICE RATIO



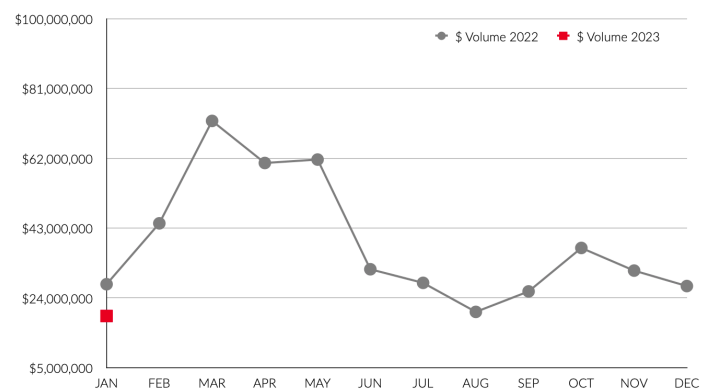
DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

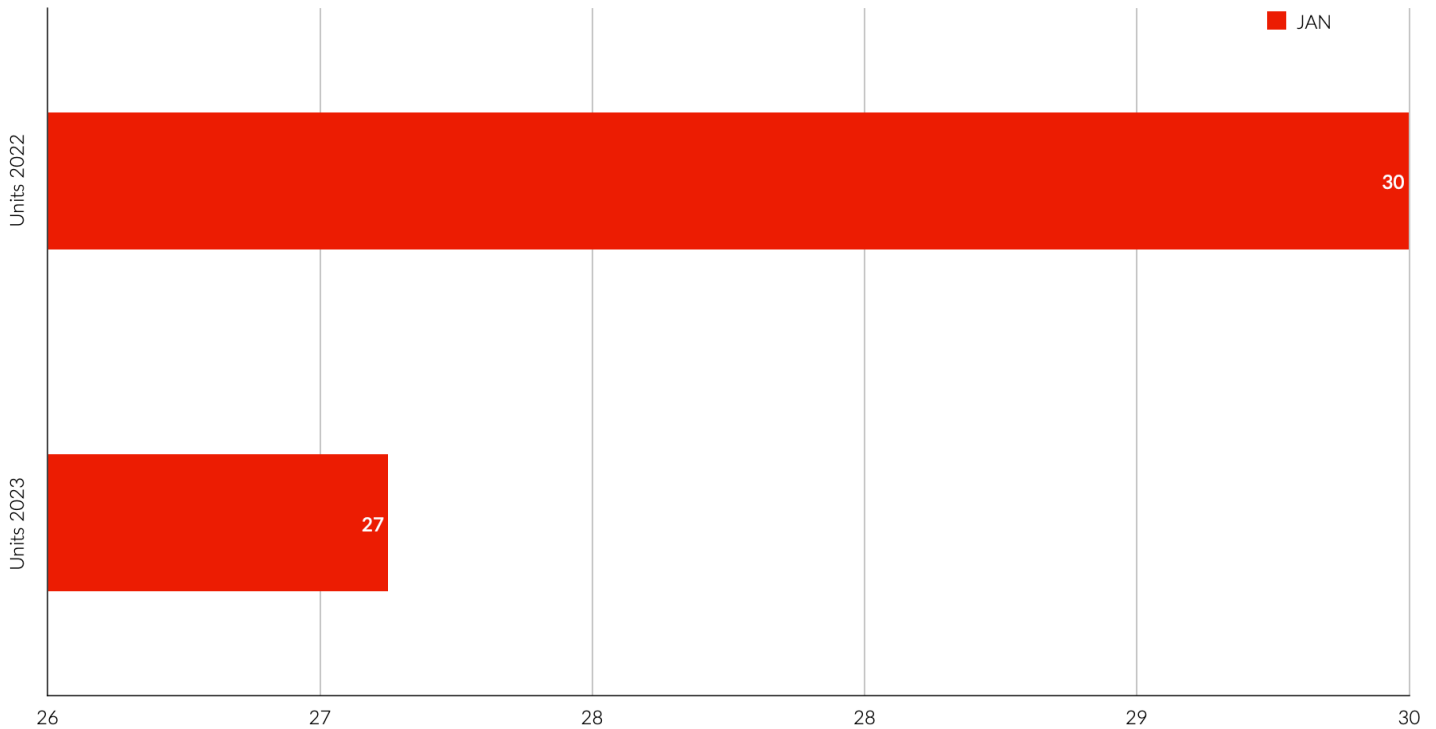


Yearly Totals 2022 vs. 2023

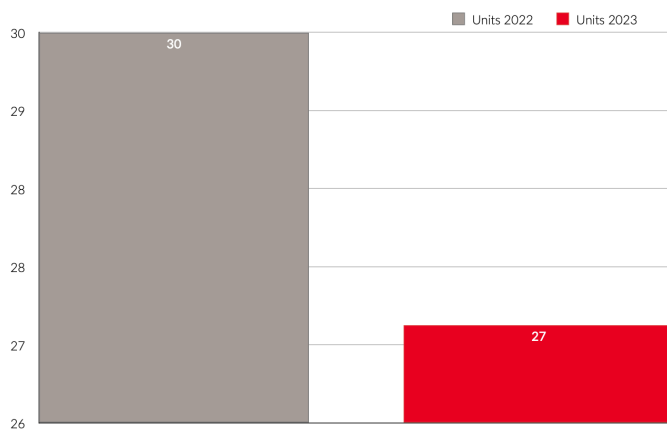


Month vs. Month 2022 vs. 2023

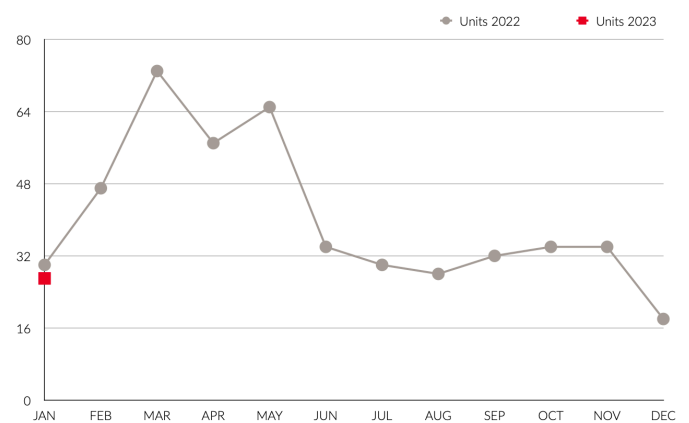
UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

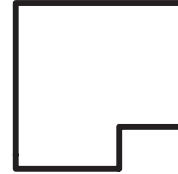
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



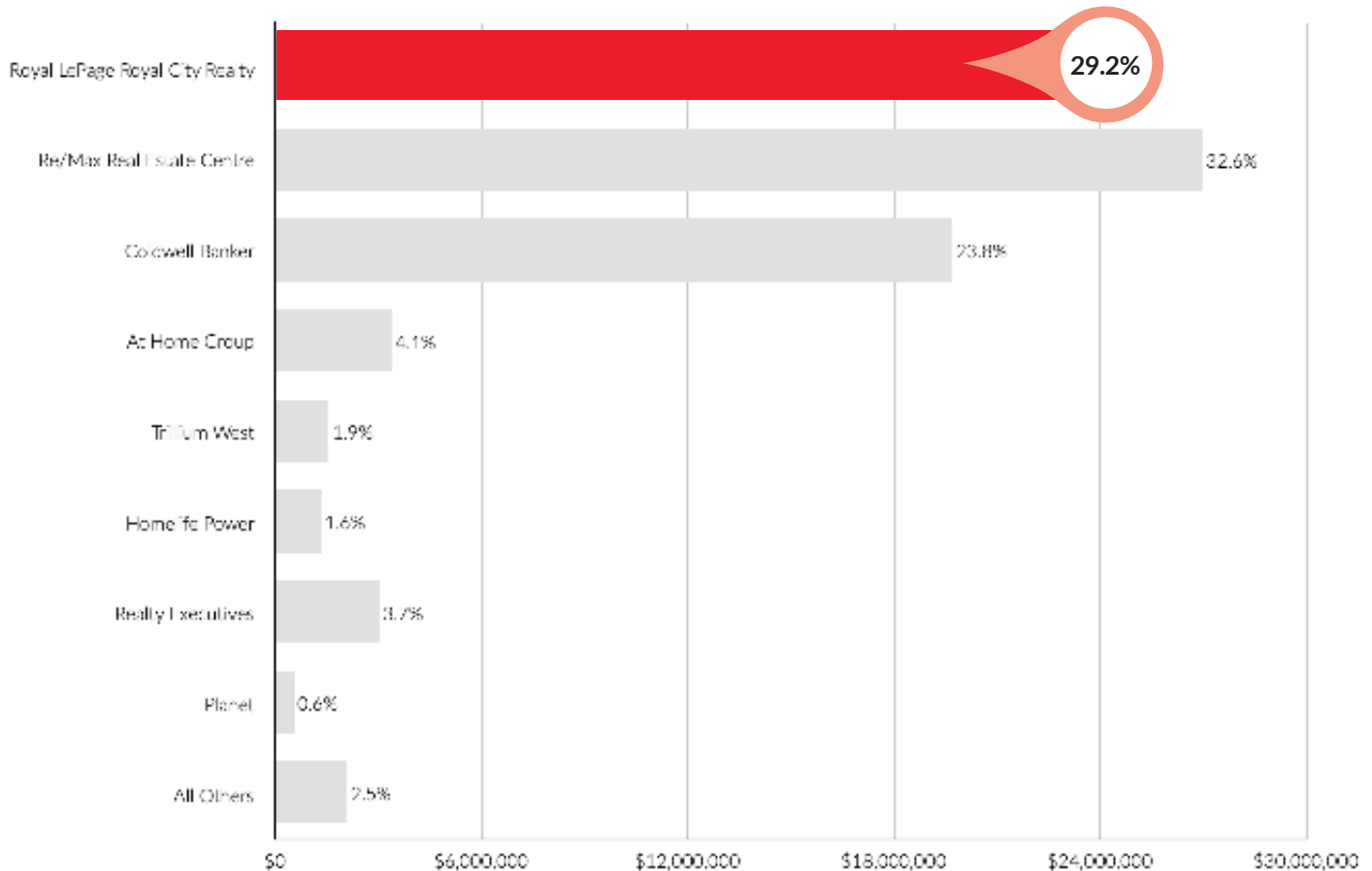
VACANT LAND

YTD Sales Volume	 \$17,305,400 -19.89%	 \$1,739,990 -55.27%	 \$0 No Change
YTD Unit Sales	 21 No Change	 3 -57.14%	 0 No Change
YTD Average Sale Price	 \$824,067 -19.89%	 \$579,997 +4.37%	 \$0 No Change
January Sales Volume	 \$17,305,400 -19.89%	 \$1,739,990 -55.27%	 \$0 No Change
January Unit Sales	 21 No Change	 3 +57.14%	 0 No Change

Year-Over-Year Comparison (2023 vs. 2022)



MARKET DOMINANCE

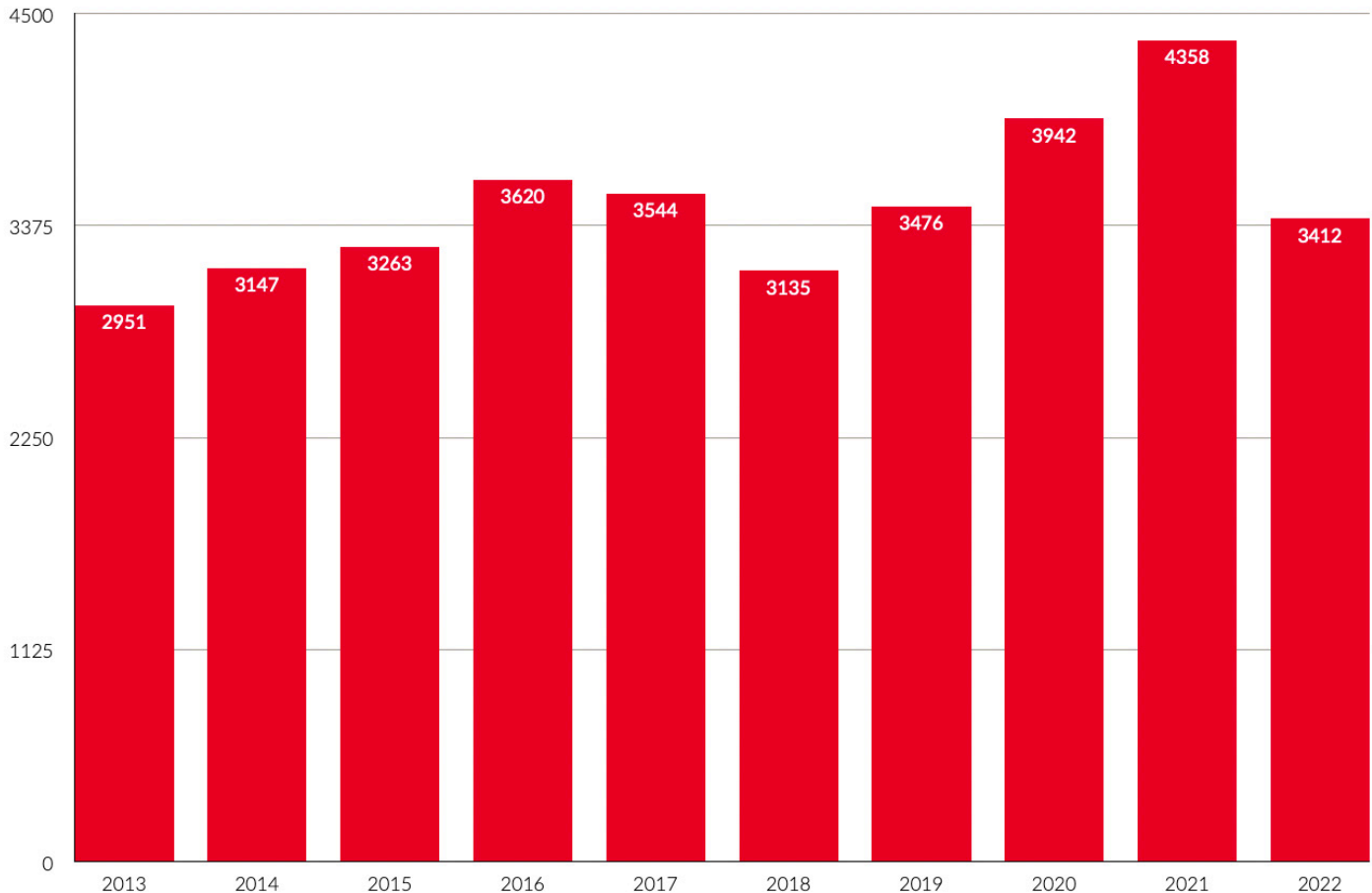


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
January 2023



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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