



2023 MARCH

CENTRE WELLINGTON Real Estate Market Report



OVERVIEW

BALANCED MARKET

Centre Wellington remains a balanced market this month. Both unit sales and new listings have dropped below where they were this time last year. Median and average sale prices continue to drop below what they were this time last year but are on rise compared to the past few months.



March year-over-year sales volume of \$40,771,055

Down 43.5% from 2022's \$72,162,209 with unit sales of 54 down 26.03% from last March's 73. New listings of 89 are down 16.82% from a year ago, with the sales/listing ratio of 60.67% down 7.55%.



Year-to-date sales volume of \$82,559,945

Down 42.72% from 2022's \$144,142,947 with unit sales of 118 down 21.33% from last year's 150. New listings of 210 are up 1.94% from a year ago, with the sales/listing ratio of 56.19% down 16.63%.



Year-to-date average sale price of \$714,544

Down from \$969,880 one year ago with median sale price of \$735,495 down from \$1,025,000 one year ago. Average days-on-market of 35 is up 17 days from last year.

MARCH NUMBERS

Median Sale Price

\$735,495

-39.76%

Average Sale Price

\$769,265

-23.25%

Sales Volume

\$40,771,055

-43.5%

Unit Sales

54

-26.03%

New Listings

89

-16.82%

Expired Listings

5

+150%

Unit Sales/Listings Ratio

60.67%

-7.55%

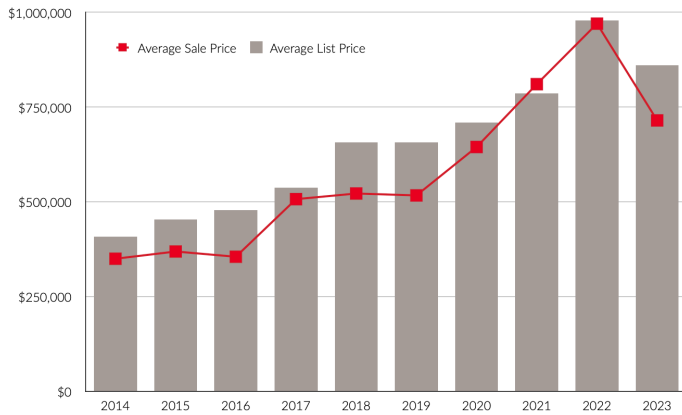
*Year-over-year comparison
(March 2023 vs. March 2022)*

THE MARKET IN DETAIL

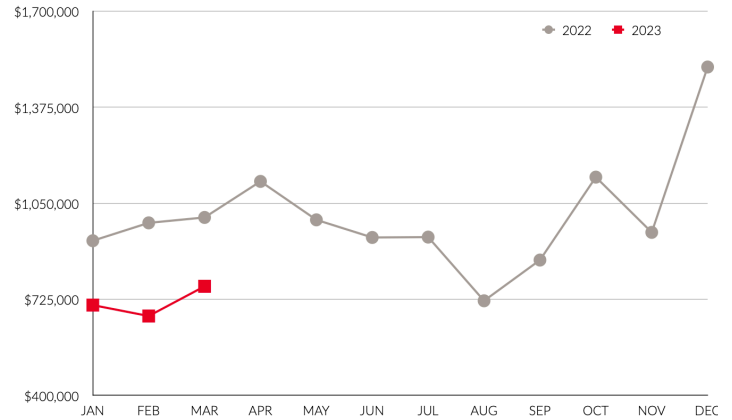
	2021	2022	2023	2022-2023
YTD Volume Sales	\$129,613,945	\$144,142,947	\$82,559,945	-42.72%
YTD Unit Sales	159	150	118	-21.33%
YTD New Listings	188	206	210	+1.94%
YTD Sales/Listings Ratio	84.57%	72.82%	56.19%	-16.63%
YTD Expired Listings	9	9	26	+188.9%
March Volume Sales	\$59,337,950	\$72,162,209	\$40,771,055	-43.5%
March Unit Sales	73	73	54	-26.03%
March New Listings	96	107	89	-16.82%
March Sales/Listings Ratio	76.04%	68.22%	60.67%	-7.55%
March Expired Listings	1	2	5	+150%
YTD Sales: \$0-\$199K	1	8	19	+137.5%
YTD Sales: \$200K-\$349K	0	9	0	Down from 9
YTD Sales: \$350K-\$549K	19	4	9	+125%
YTD Sales: \$550K-\$749K	57	17	41	+141.18%
YTD Sales: \$750K-\$999K	55	49	32	-34.69%
YTD Sales: \$1M+	27	66	17	-74.24%
YTD Average Days-On-Market	21.67	18	35	+94.44%
YTD Average Sale Price	\$810,242	\$969,880	\$714,544	-26.33%
YTD Median Sale Price	\$750,007	\$1,025,000	\$735,495	-28.24%

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

AVERAGE SALE PRICE

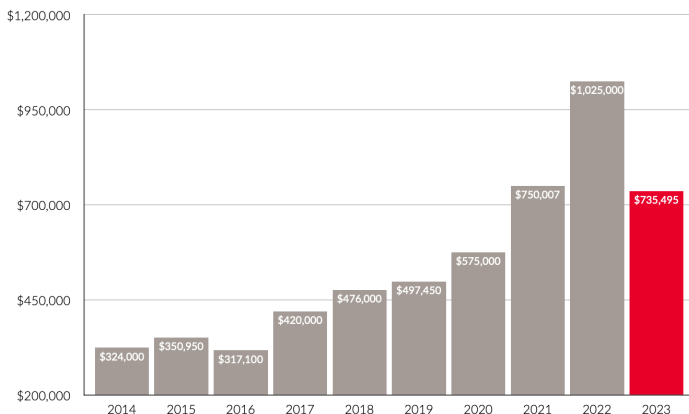


Year-Over-Year

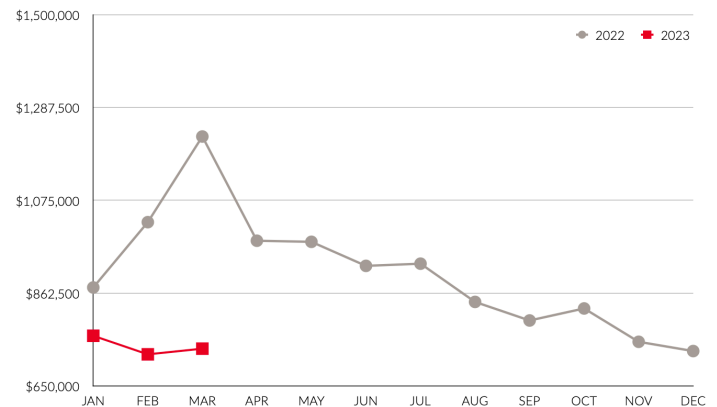


Month-Over-Month 2022 vs. 2023

MEDIAN SALE PRICE



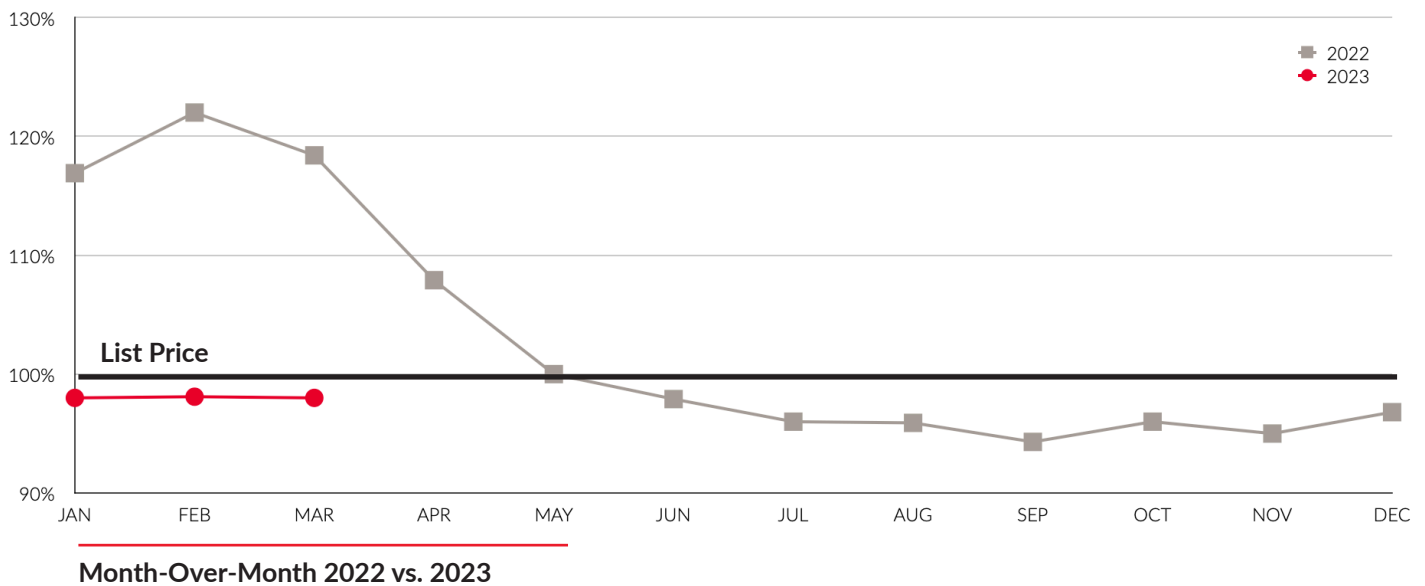
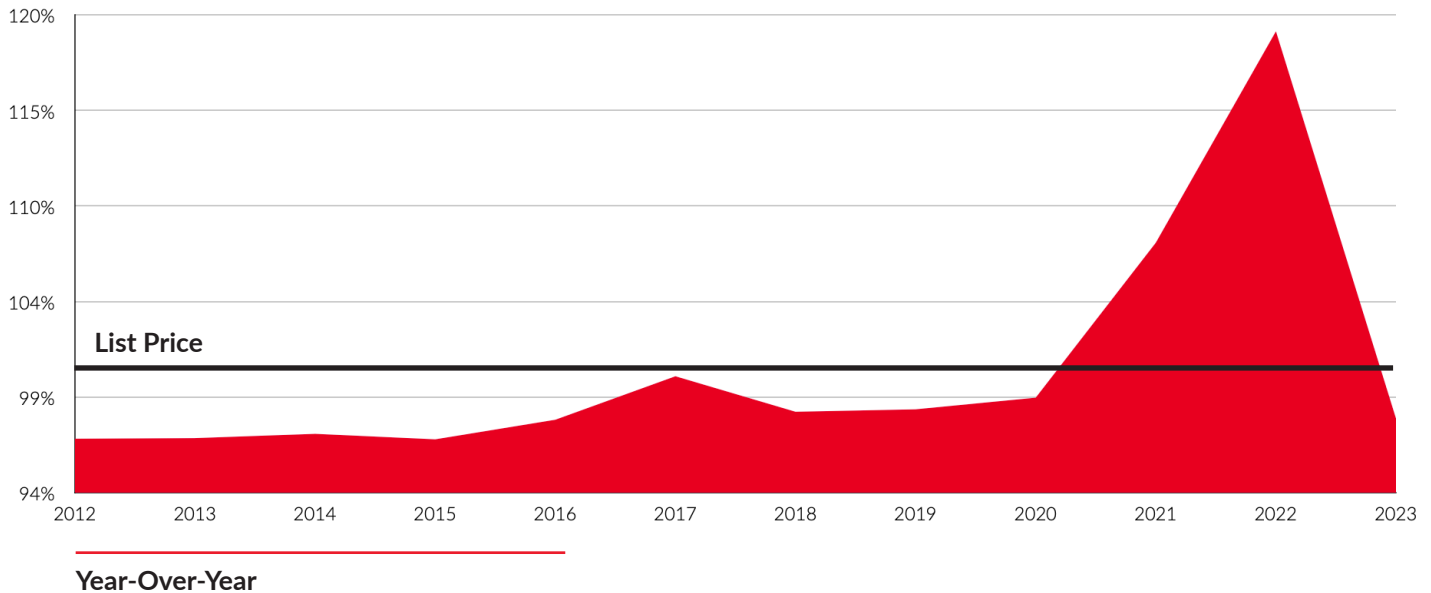
Year-Over-Year



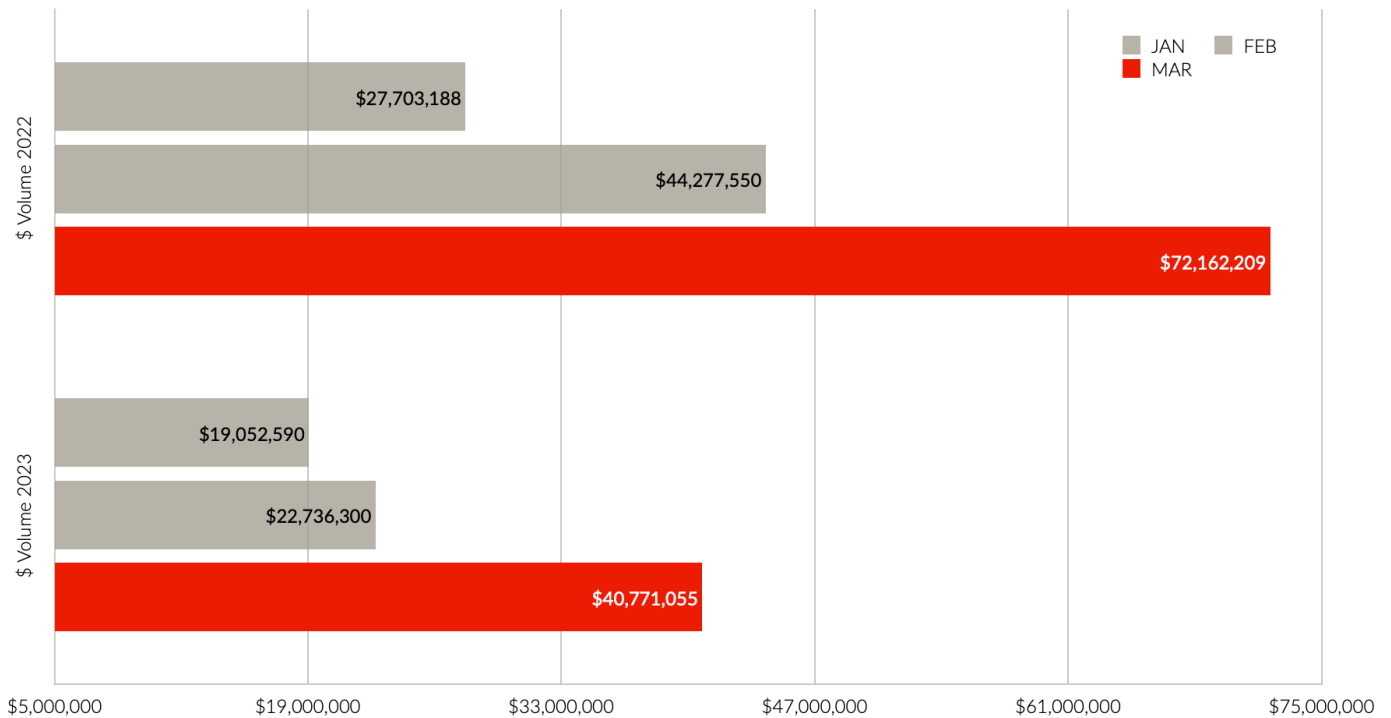
Month-Over-Month 2022 vs. 2023

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

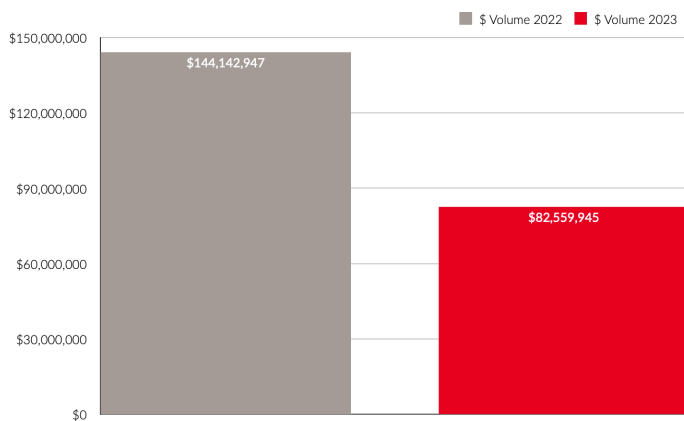
SALE PRICE VS. LIST PRICE RATIO



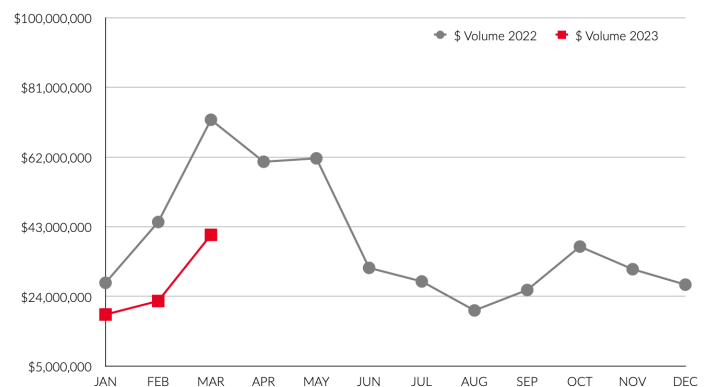
DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

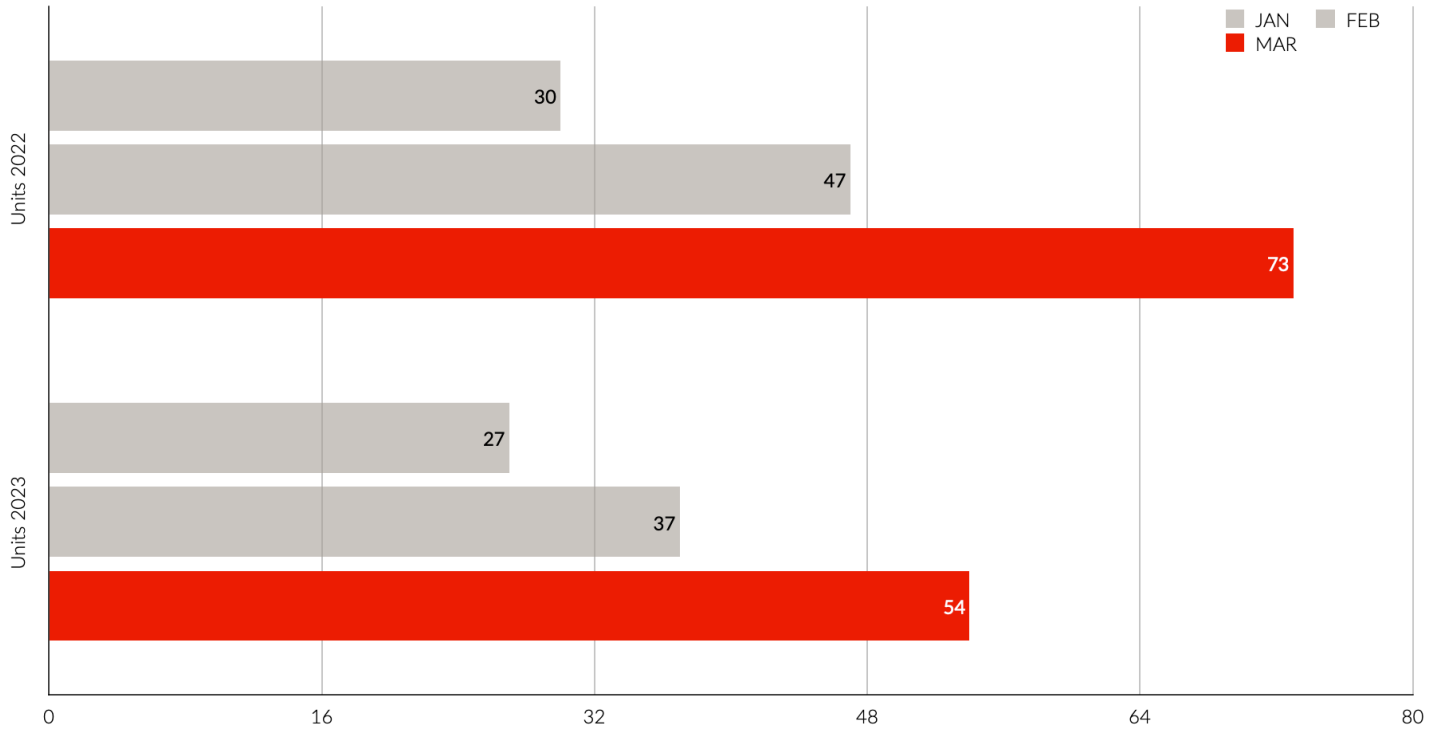


Yearly Totals 2022 vs. 2023

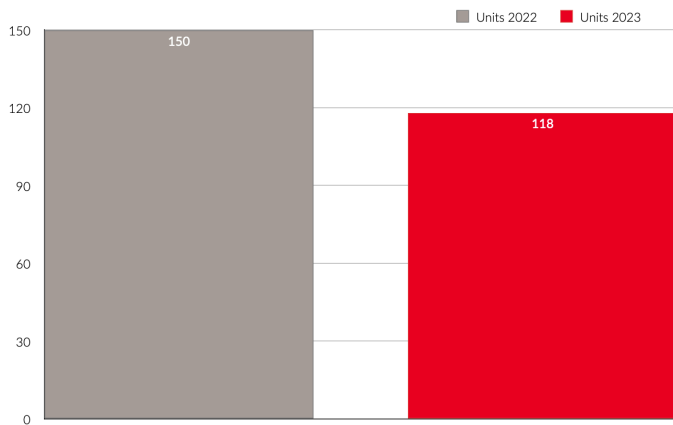


Month vs. Month 2022 vs. 2023

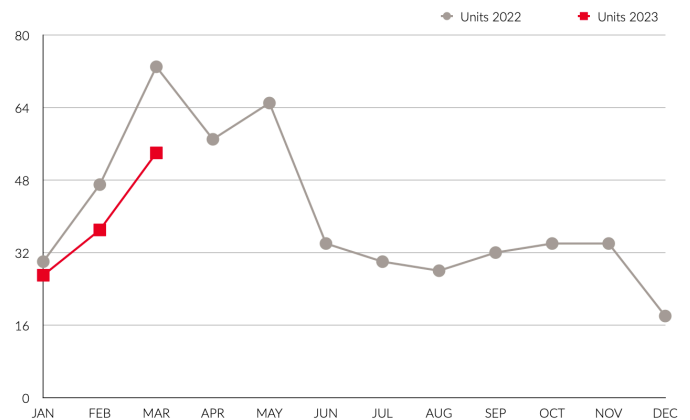
UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

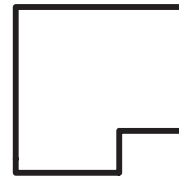
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



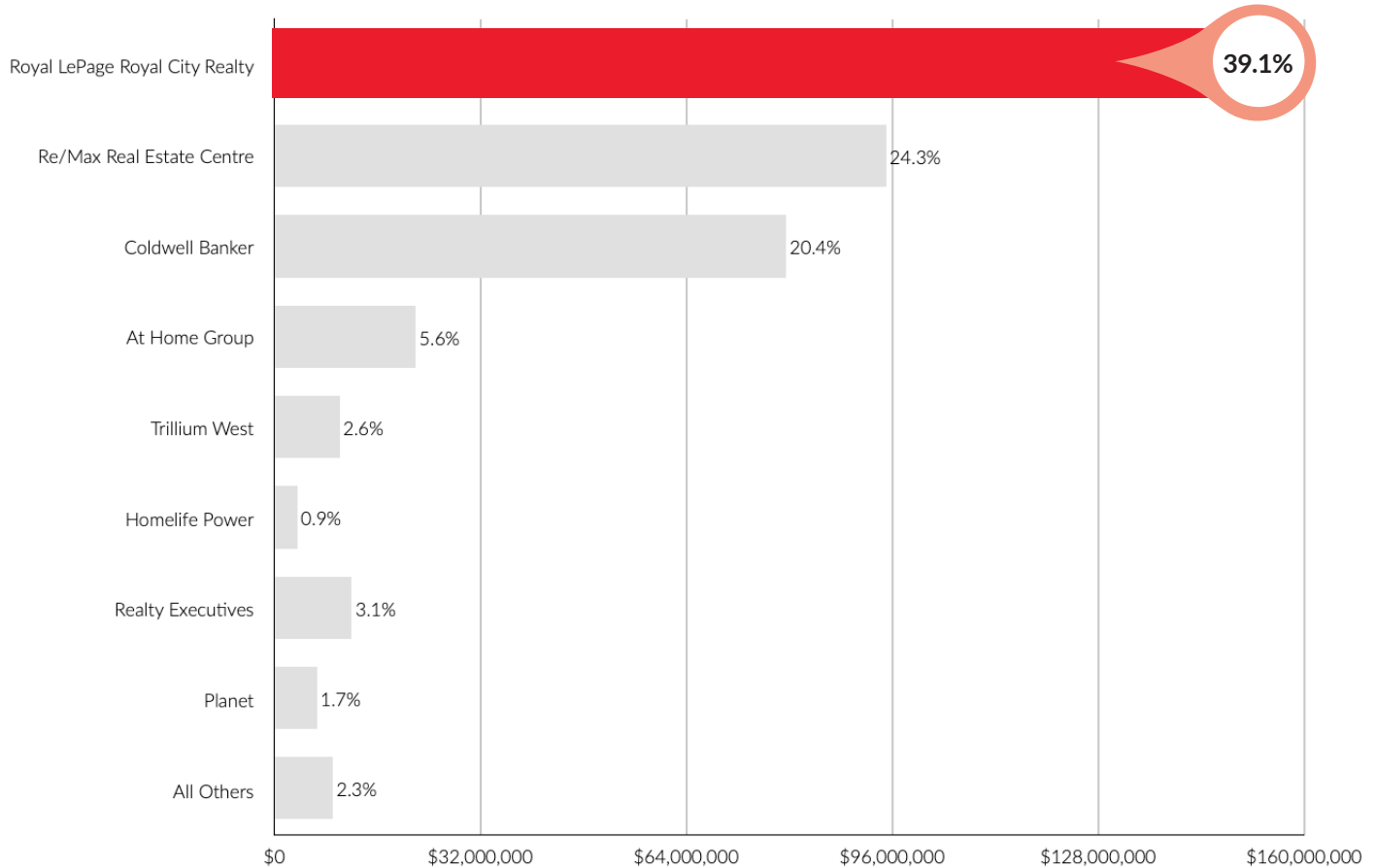
VACANT LAND

YTD Sales Volume	 \$67,322,085 -1.08%	 \$9,104,980 +5.95%	 \$0 Down from \$1,990,000
YTD Unit Sales	 79 +43.64%	 15 +15.38%	 0 Down from 2
YTD Average Sale Price	 \$852,178 -31.13%	 \$606,999 -8.17%	 \$0 Down from \$995,000
March Sales Volume	 \$33,036,885 +19.07%	 \$4,387,990 -6.71%	 \$0 No Change
March Unit Sales	 39 +85.71%	 7 +16.67%	 0 No Change

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



MARKET DOMINANCE

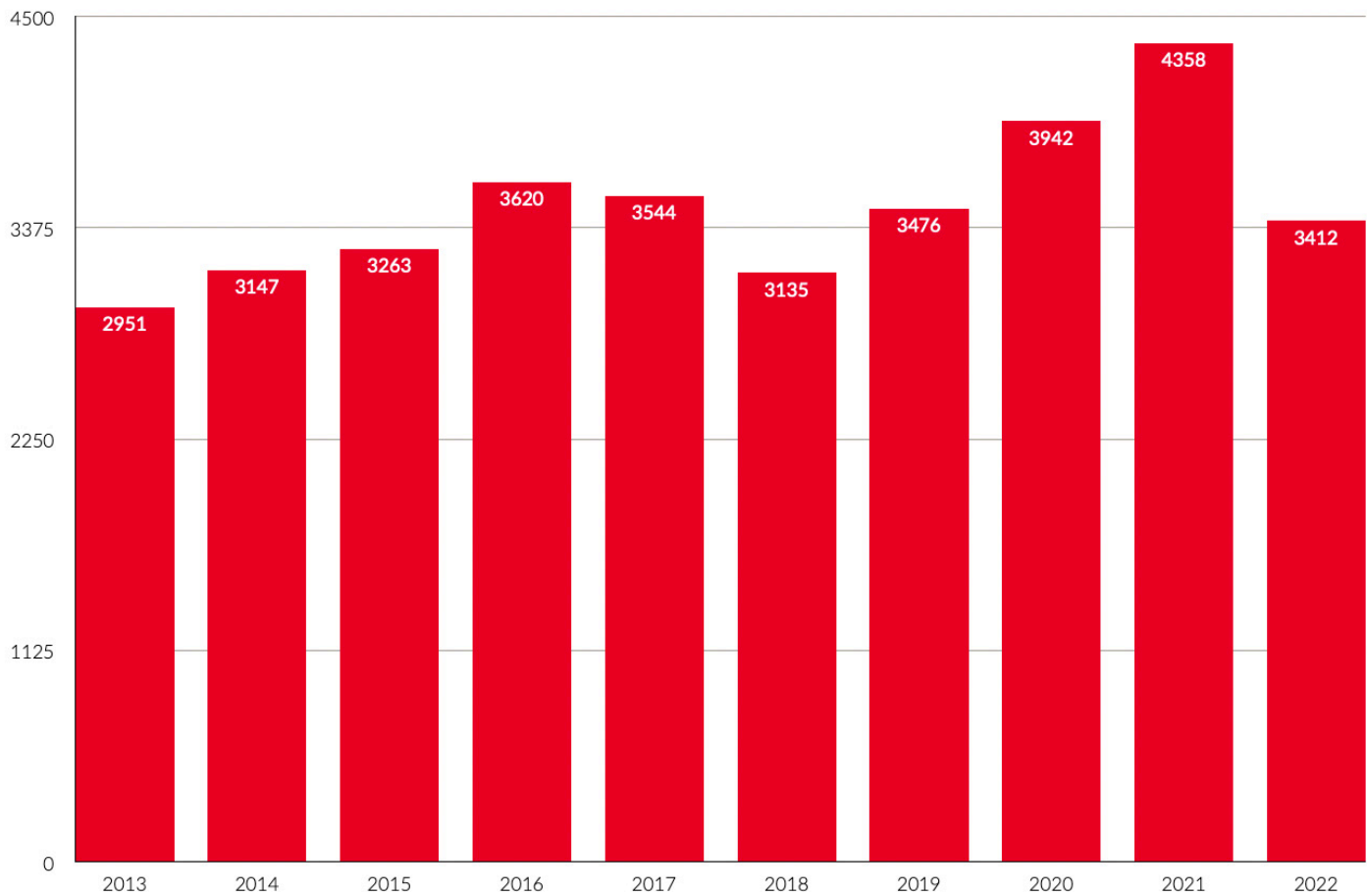


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
March 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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