



2023 JULY

CENTRE WELLINGTON Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

SELLER'S MARKET

Centre Wellington remains a seller's market this month as the lack of inventory continues to push the market upwards, while holding back unit sales and sales volume. The average and median sale prices have also been pushed as a result, but have yet to reach where they were this time last year.



July year-over-year sales volume of \$25,400,950

Down 9.52% from 2022's \$28,072,140 with unit sales of 29 down 3.33% from last July's 30. New listings of 70 are up 29.63% from a year ago, with the sales/listing ratio of 41.43% down 14.13%.



Year-to-date sales volume of \$250,644,943

Down 17.36% from 2022's \$303,301,543 with unit sales of 292 down 4.26% from last year's 305. New listings of 469 are down 5.44% from a year ago, with the sales/listing ratio of 62.26% up 0.77%.



Year-to-date average sale price of \$848,600

Down from \$985,463 one year ago with median sale price of \$800,000 down from \$965,000 one year ago. Average days-on-market of 28.29 is up 12.58 days from last year.

JULY NUMBERS

Median Sale Price

\$845,000

-8.65%

Average Sale Price

\$875,895

-13.89%

Sales Volume

\$25,400,950

-9.52%

Unit Sales

29

-3.33%

New Listings

70

+29.63%

Expired Listings

3

+50%

Unit Sales/Listings Ratio

41.43%

-14.13%

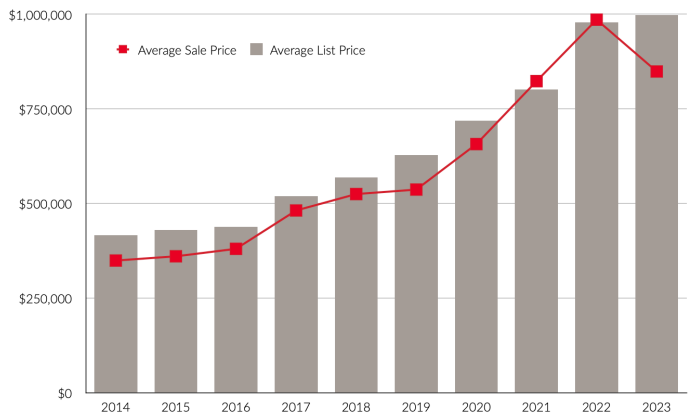
*Year-over-year comparison
(July 2023 vs. July 2022)*

THE MARKET IN DETAIL

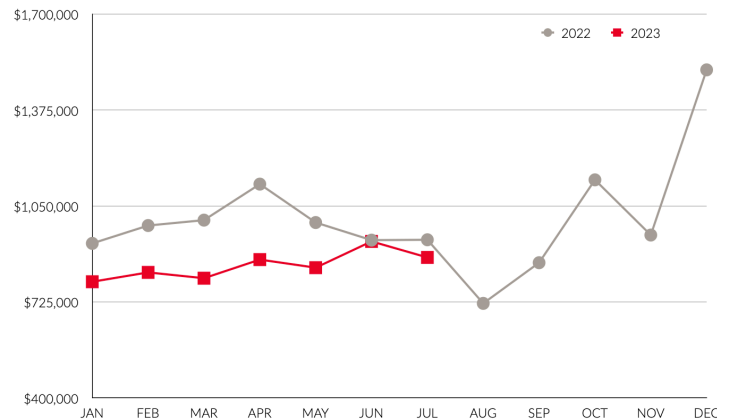
	2021	2022	2023	2022-2023
YTD Volume Sales	\$322,292,836	\$303,301,543	\$250,644,943	-17.36%
YTD Unit Sales	390	305	292	-4.26%
YTD New Listings	465	496	469	-5.44%
YTD Sales/Listings Ratio	83.87%	61.49%	62.26%	+0.77%
YTD Expired Listings	14	17	38	+123.5%
July Volume Sales	\$41,542,039	\$28,072,140	\$25,400,950	-9.52%
July Unit Sales	52	30	29	-3.33%
July New Listings	66	54	70	+29.63%
July Sales/Listings Ratio	78.79%	55.56%	41.43%	-14.13%
July Expired Listings	2	10	8	-20%
YTD Sales: \$0-\$199K	7	4	4	No Change
YTD Sales: \$200K-\$349K	3	7	2	-71.43%
YTD Sales: \$350K-\$549K	37	9	19	+111.11%
YTD Sales: \$550K-\$749K	132	49	94	+91.84%
YTD Sales: \$750K-\$999K	129	103	112	+8.74%
YTD Sales: \$1M+	82	133	61	-54.14%
YTD Average Days-On-Market	14.57	15.71	28.29	+80%
YTD Average Sale Price	\$823,070	\$985,463	\$848,600	-13.89%
YTD Median Sale Price	\$766,000	\$965,000	\$800,000	-17.1%

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

AVERAGE SALE PRICE

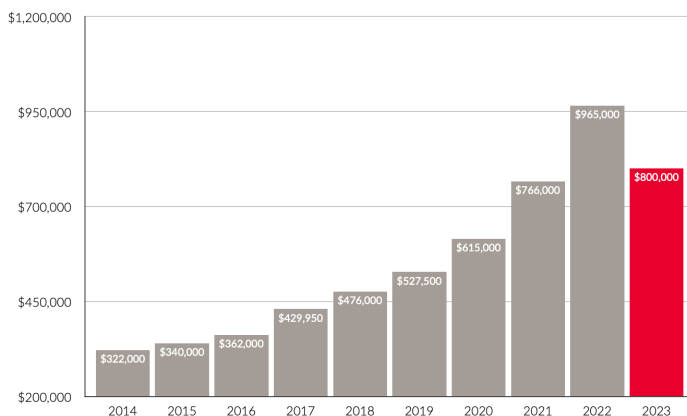


Year-Over-Year

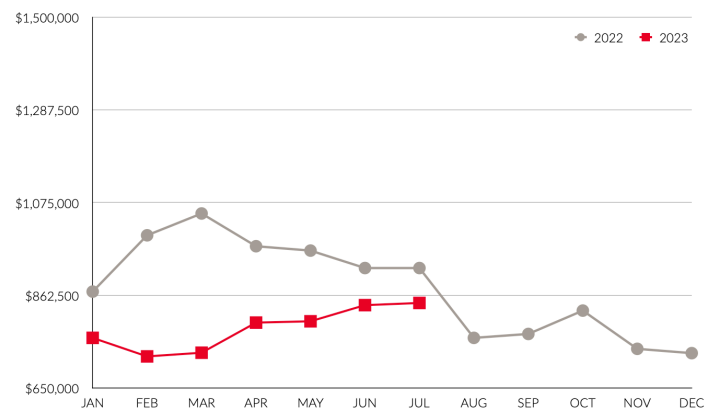


Month-Over-Month 2022 vs. 2023

MEDIAN SALE PRICE



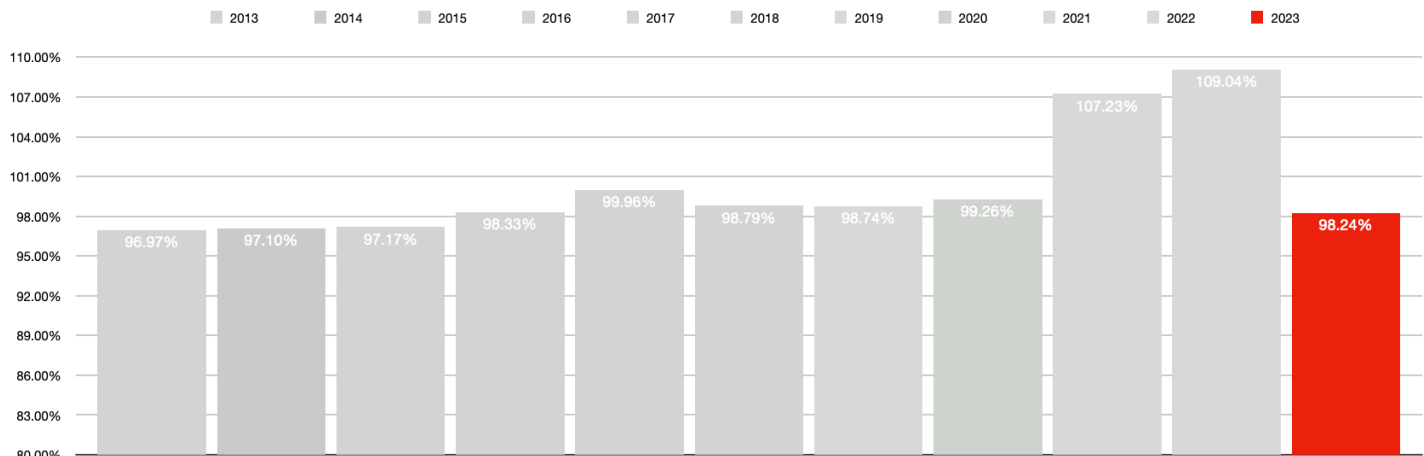
Year-Over-Year



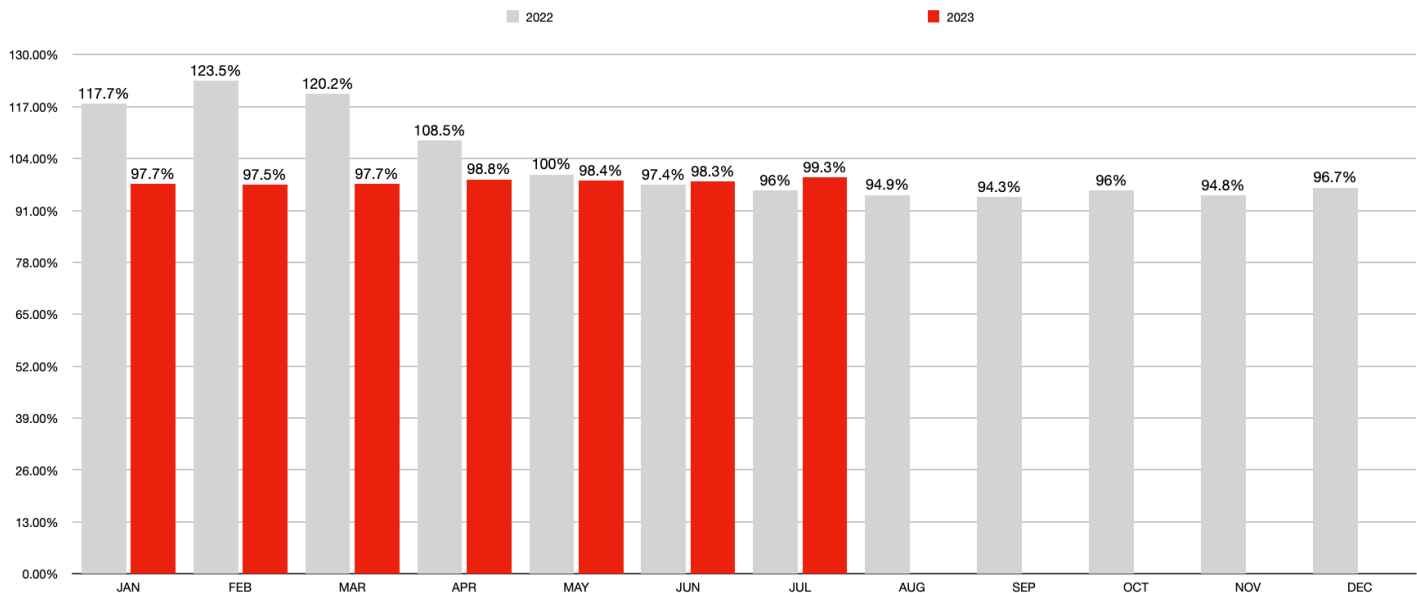
Month-Over-Month 2022 vs. 2023

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

SALE PRICE VS. LIST PRICE RATIO

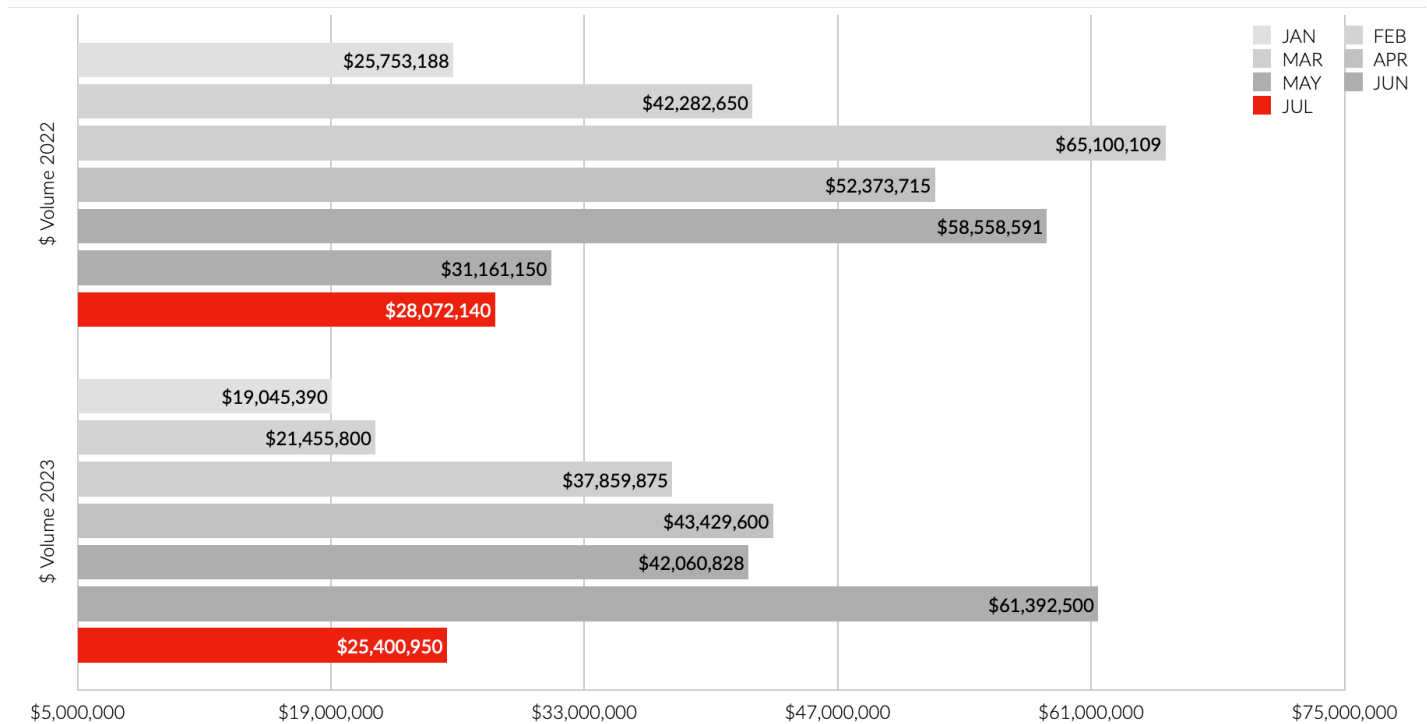


Year-Over-Year

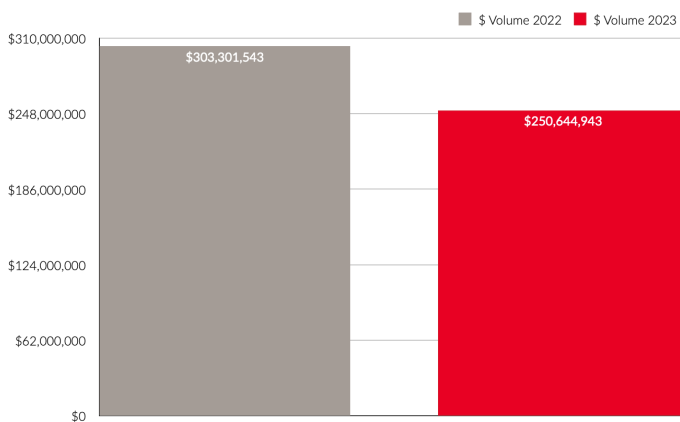


Month-Over-Month 2022 vs. 2023

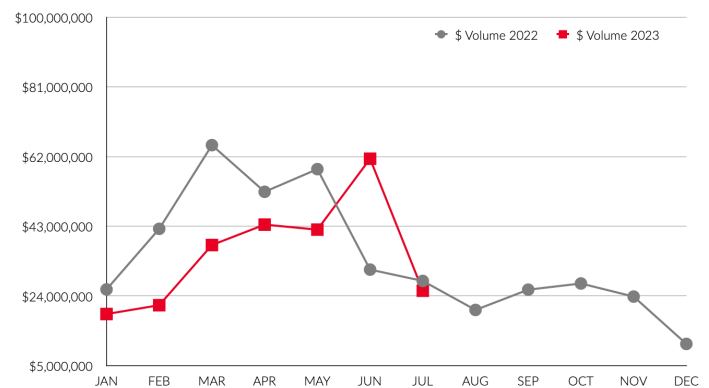
DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

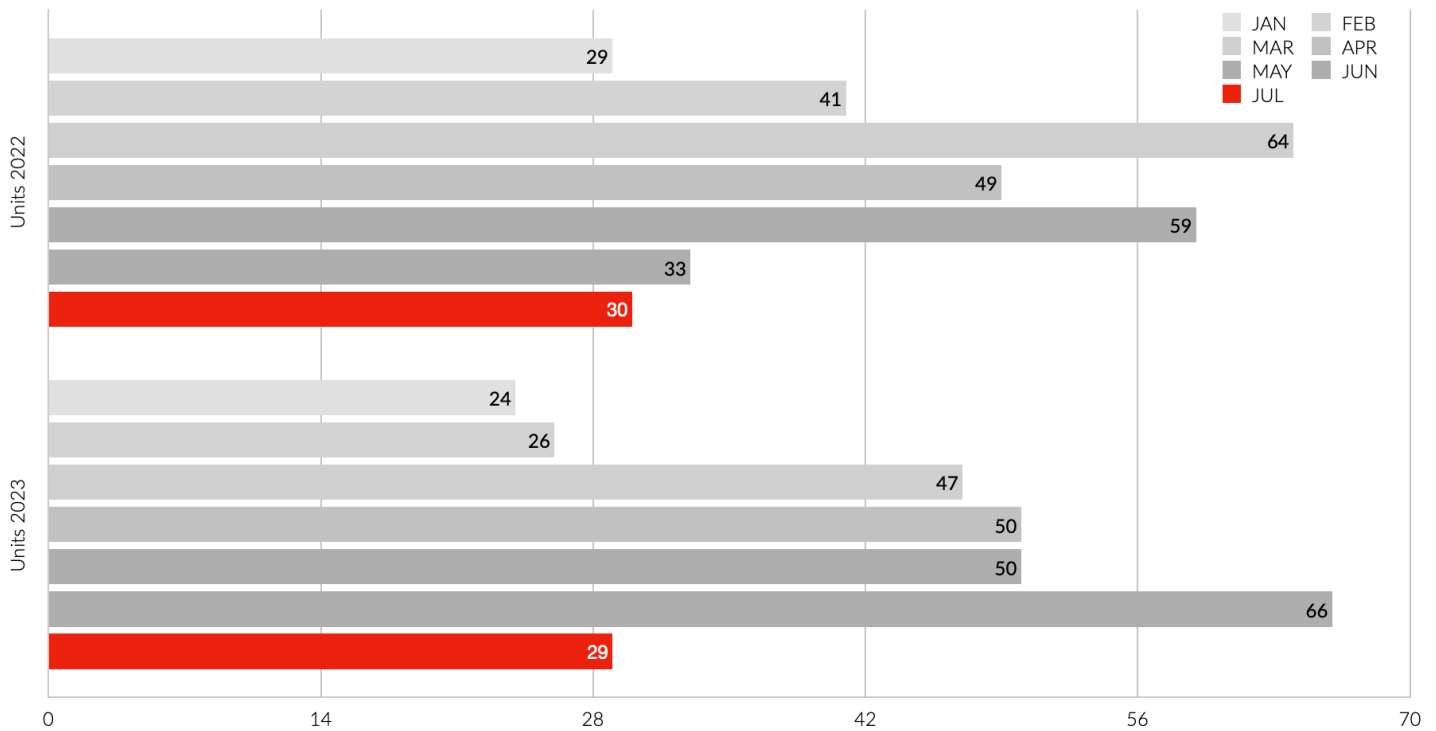


Yearly Totals 2022 vs. 2023

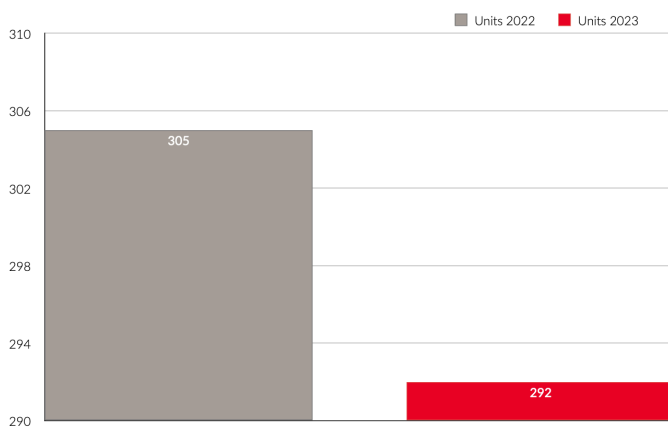


Month vs. Month 2022 vs. 2023

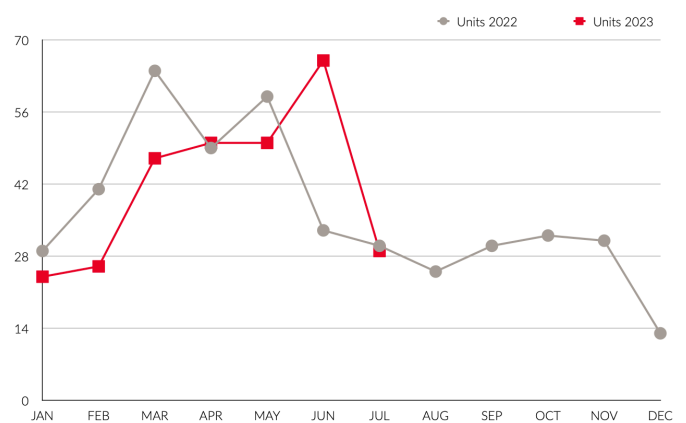
UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

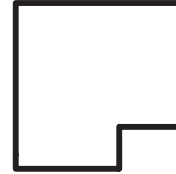
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



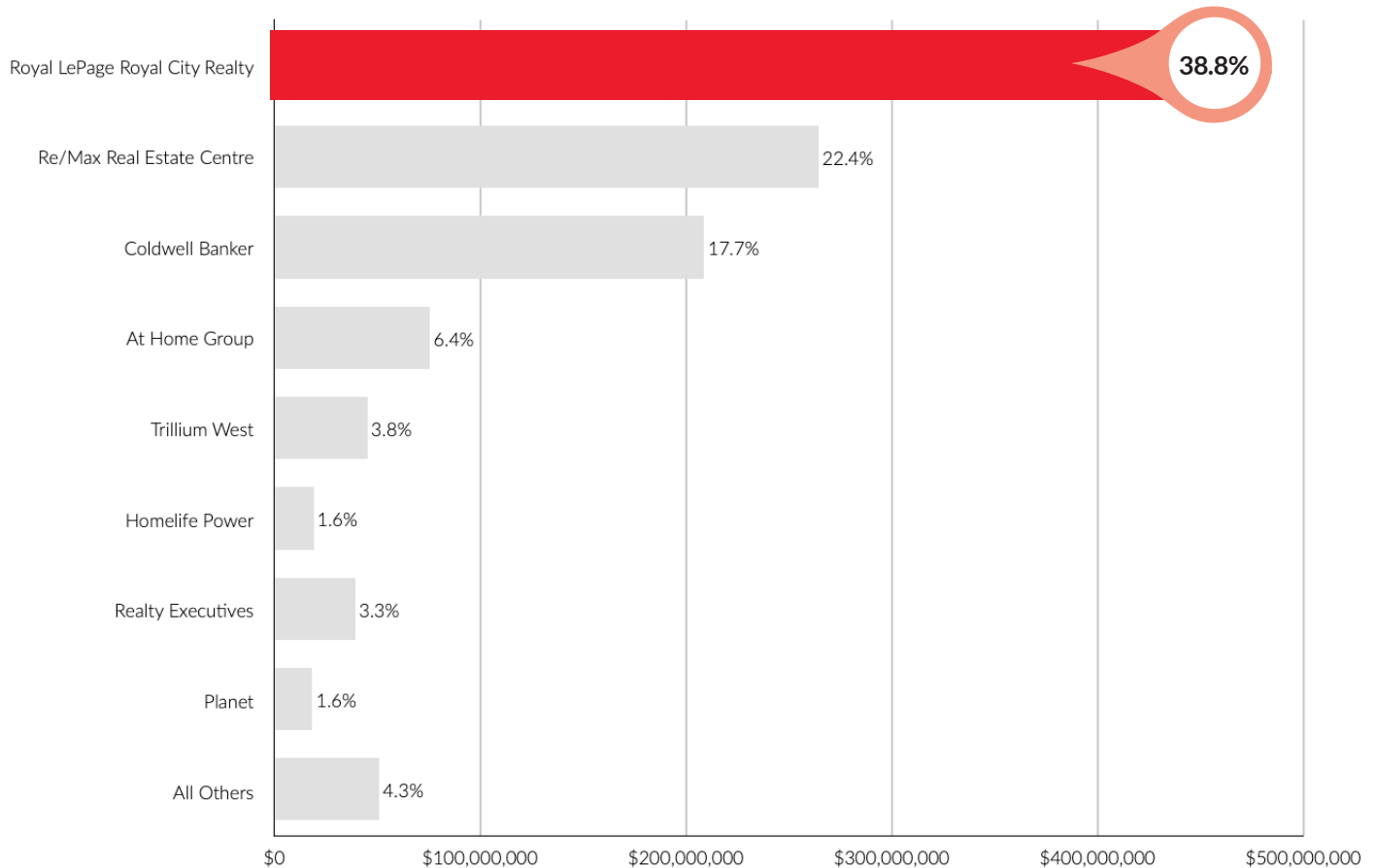
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$217,074,063 -2.68%	 \$27,021,380 +37.75%	 \$1,657,500 -54.5%
YTD Unit Sales	 209 +4.5%	 41 +41.38%	 3 -40%
YTD Average Sale Price	 \$1,038,632 -6.87%	 \$659,058 -37.75%	 \$552,500 -24.1%
July Sales Volume	 \$21,491,050 -19.91%	 \$3,289,900 +214.82%	 \$0 No Change
July Unit Sales	 23 -14.81%	 5 +150%	 0 No Change

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



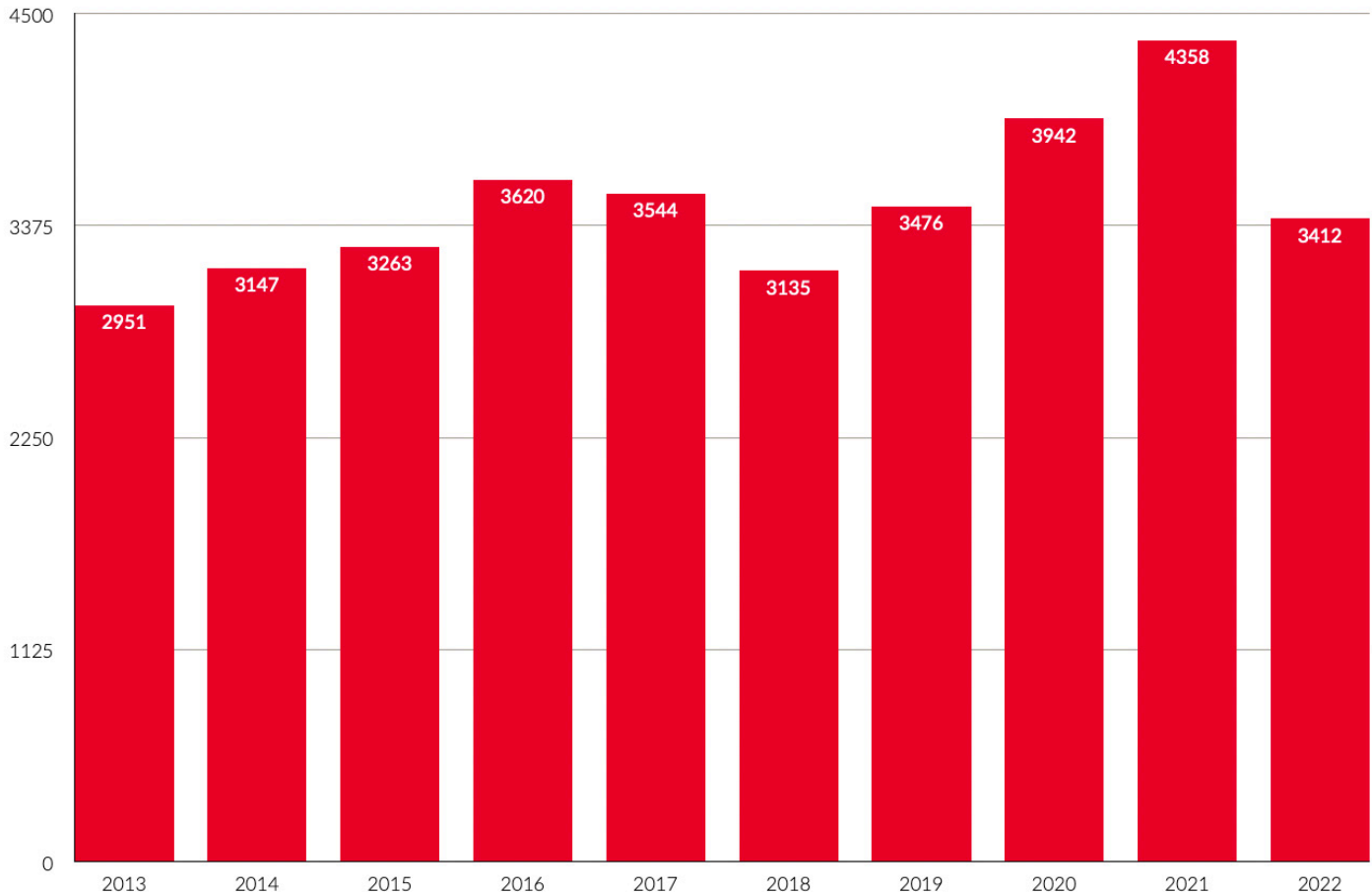
MARKET DOMINANCE



Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
July 2023

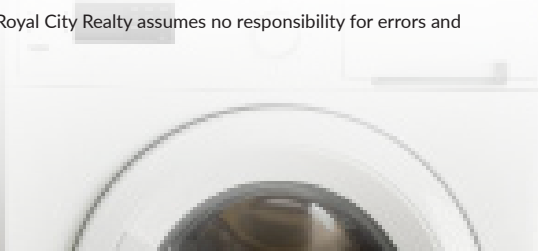
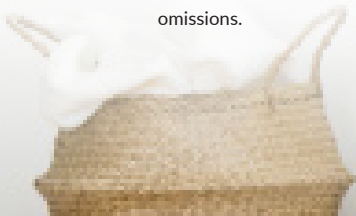
10 YEAR MARKET ANALYSIS



Units Sold

NOTE: All MLS® sales data in this report comes from the Guelph Association Of REALTORS® and refers specifically to residential sales as of July. 1, 2023.

While deemed to be reliable, Royal LePage Royal City Realty assumes no responsibility for errors and omissions.



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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