



# 2023 JUNE

## **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.



June year-over-year sales volume of **\$61,392,500**

Up 97.02% from 2022's \$31,161,150 with unit sales of 66 up 100% from last June's 33. New listings of 88 are up 12.82% from a year ago, with the sales/listing ratio of 75% up 32.69%.



Year-to-date sales volume of **\$225,243,993**

Down 18.16% from 2022's \$275,229,403 with unit sales of 263 down 4.36% from last year's 275. New listings of 399 are down 9.73% from a year ago, with the sales/listing ratio of 65.91% up 3.7%.



Year-to-date average sale price of **\$844,051**

Down from \$993,751 one year ago with median sale price of \$782,500 down from \$970,000 one year ago. Average days-on-market of 28.67 is up 15.5 days from last year.

## JUNE NUMBERS

Median Sale Price

**\$840,000**

-9.19%

Average Sale Price

**\$930,189**

-0.46%

Sales Volume

**\$61,392,500**

+97.02%

Unit Sales

**66**

+100%

New Listings

**88**

+12.82%

Expired Listings

**3**

+50%

Unit Sales/Listings Ratio

**75%**

+32.69%

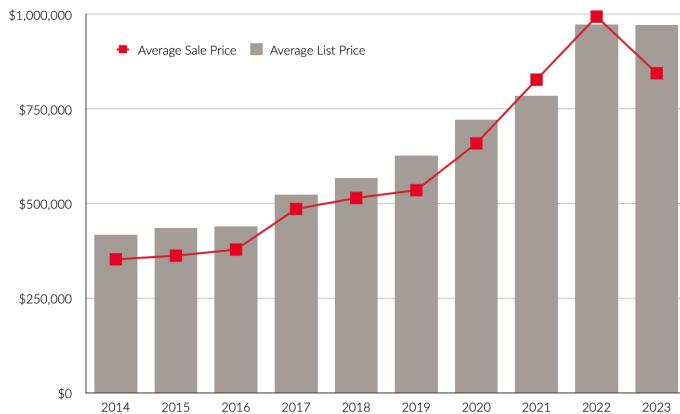
*Year-over-year comparison  
(June 2023 vs. June 2022)*

# THE MARKET IN DETAIL

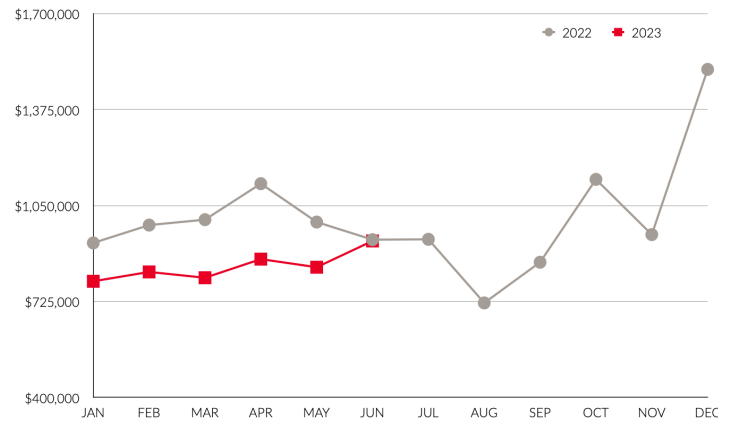
|                                   | 2021          | 2022          | 2023          | 2022-2023 |
|-----------------------------------|---------------|---------------|---------------|-----------|
| <b>YTD Volume Sales</b>           | \$280,750,797 | \$275,229,403 | \$225,243,993 | -18.16%   |
| <b>YTD Unit Sales</b>             | 338           | 275           | 263           | -4.36%    |
| <b>YTD New Listings</b>           | 399           | 442           | 399           | -9.73%    |
| <b>YTD Sales/Listings Ratio</b>   | 84.71%        | 62.22%        | 65.91%        | +3.7%     |
| <b>YTD Expired Listings</b>       | 12            | 7             | 30            | +328.6%   |
| <b>June Volume Sales</b>          | \$53,499,324  | \$31,161,150  | \$61,382,500  | +97.02%   |
| <b>June Unit Sales</b>            | 66            | 33            | 66            | +100%     |
| <b>June New Listings</b>          | 88            | 78            | 88            | -12.82%   |
| <b>June Sales/Listings Ratio</b>  | 75%           | 42.31%        | 75%           | +32.69%   |
| <b>June Expired Listings</b>      | 2             | 2             | 3             | +50%      |
| <b>YTD Sales: \$0-\$199K</b>      | 4             | 3             | 4             | +33.33%   |
| <b>YTD Sales: \$200K-\$349K</b>   | 1             | 7             | 2             | -71.43%   |
| <b>YTD Sales: \$350K-\$549K</b>   | 32            | 7             | 18            | +157.14%  |
| <b>YTD Sales: \$550K-\$749K</b>   | 117           | 44            | 85            | +93.18%   |
| <b>YTD Sales: \$750K-\$999K</b>   | 115           | 92            | 97            | +5.43%    |
| <b>YTD Sales: \$1M+</b>           | 69            | 122           | 57            | -53.28%   |
| <b>YTD Average Days-On-Market</b> | 14.67         | 13.17         | 28.67         | +117.72%  |
| <b>YTD Average Sale Price</b>     | \$827,101     | \$993,751     | \$844,051     | -15.06%   |
| <b>YTD Median Sale Price</b>      | \$763,007     | \$970,000     | \$782,500     | -19.33%   |

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

# AVERAGE SALE PRICE

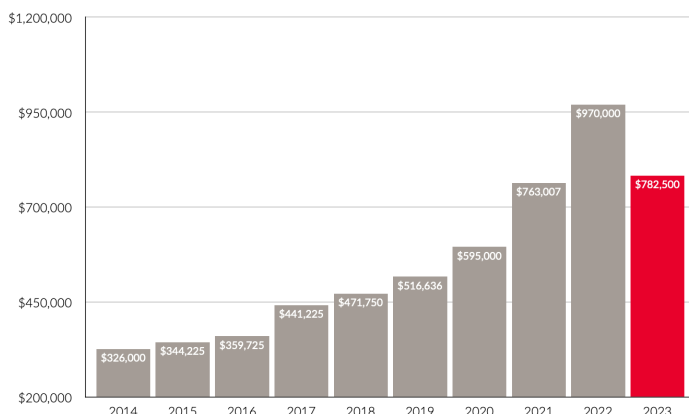


Year-Over-Year

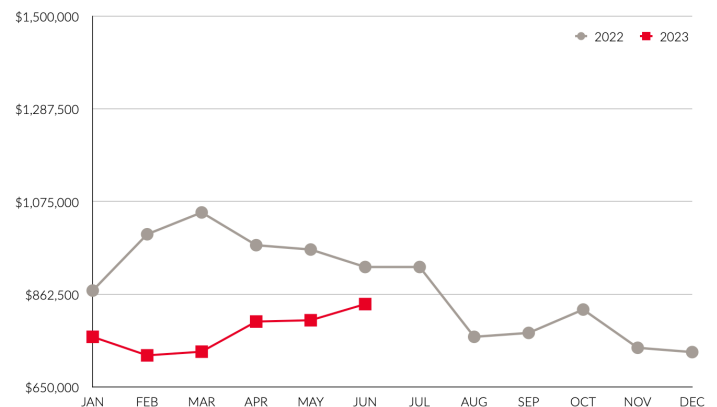


Month-Over-Month 2022 vs. 2023

# MEDIAN SALE PRICE



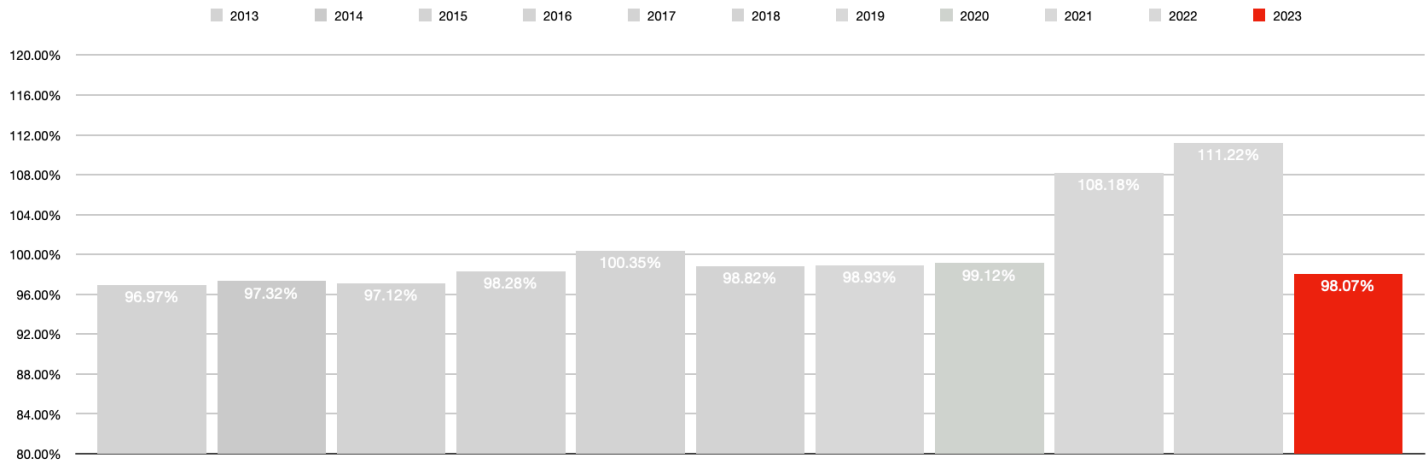
Year-Over-Year



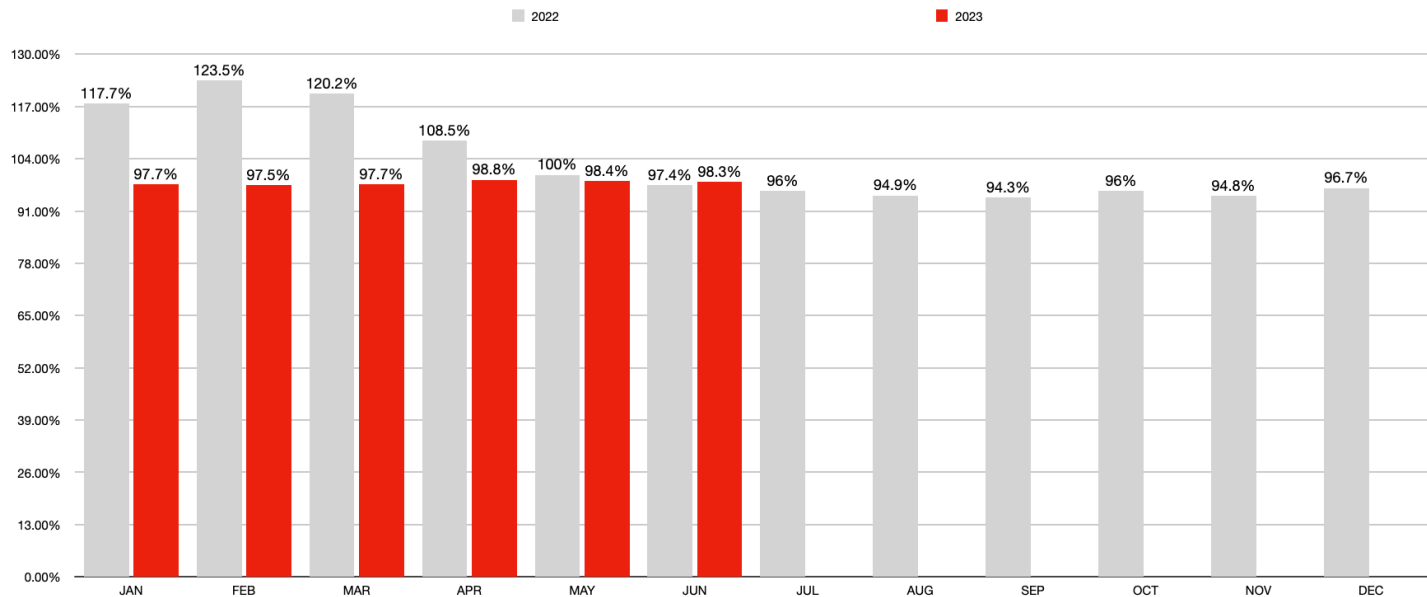
Month-Over-Month 2022 vs. 2023

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

# SALE PRICE VS. LIST PRICE RATIO

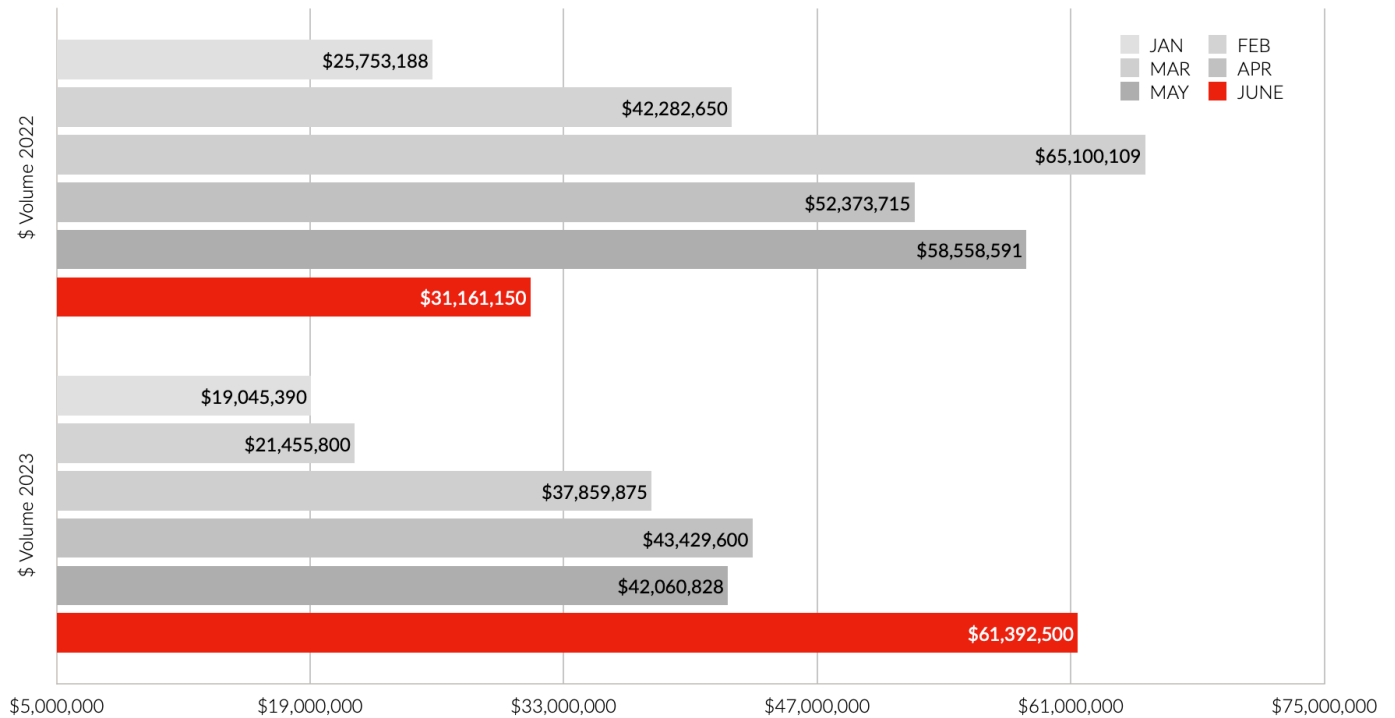


## Year-Over-Year

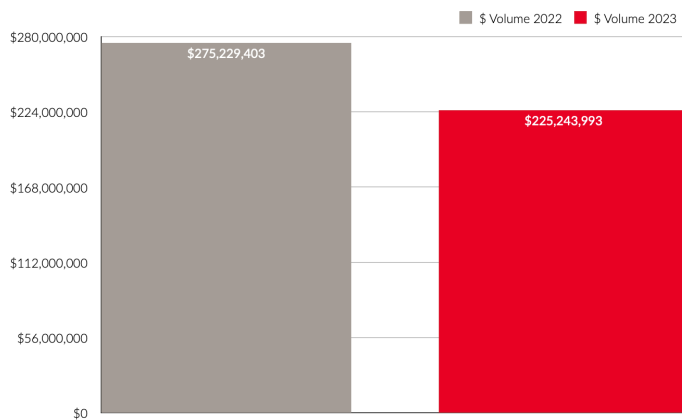


## Month-Over-Month 2022 vs. 2023

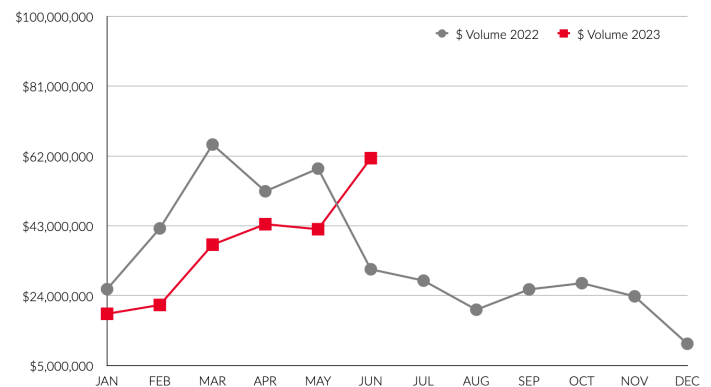
# DOLLAR VOLUME SALES



## Monthly Comparison 2022 vs. 2023

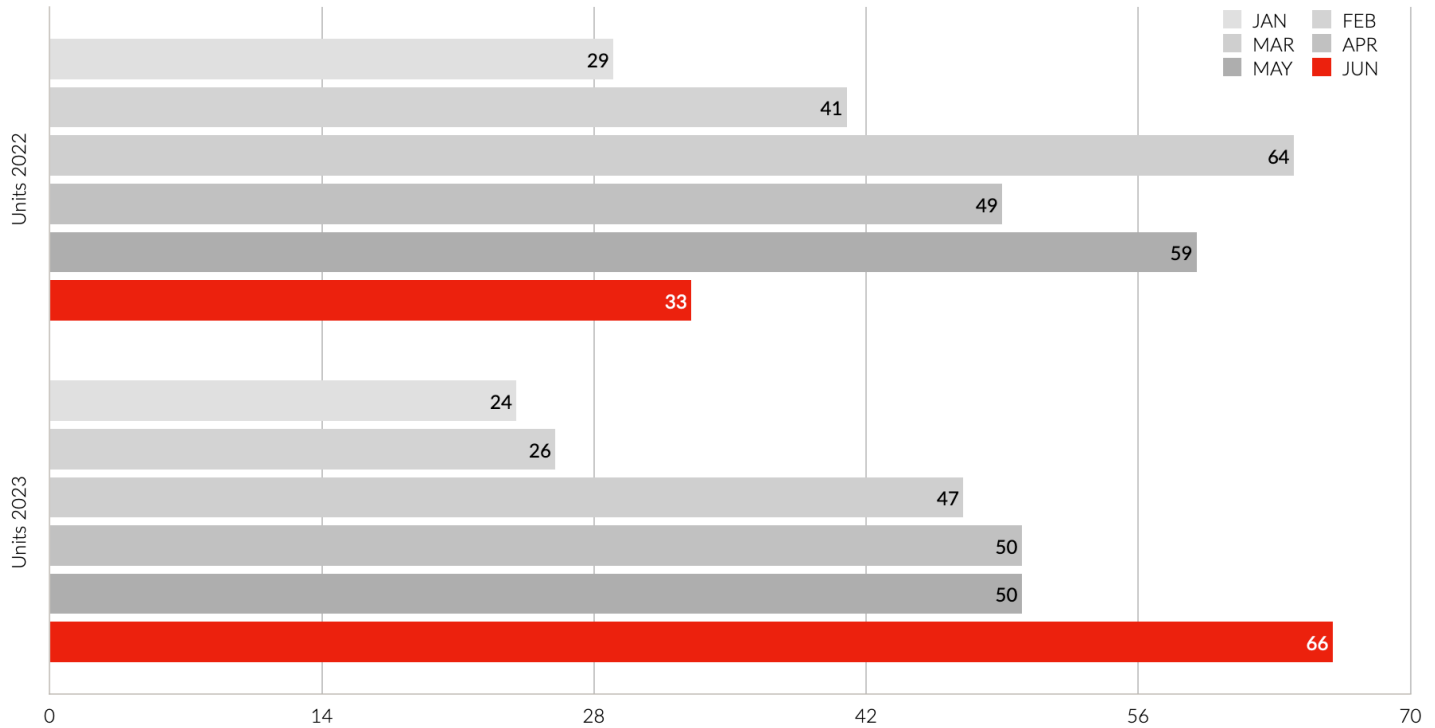


## Yearly Totals 2022 vs. 2023

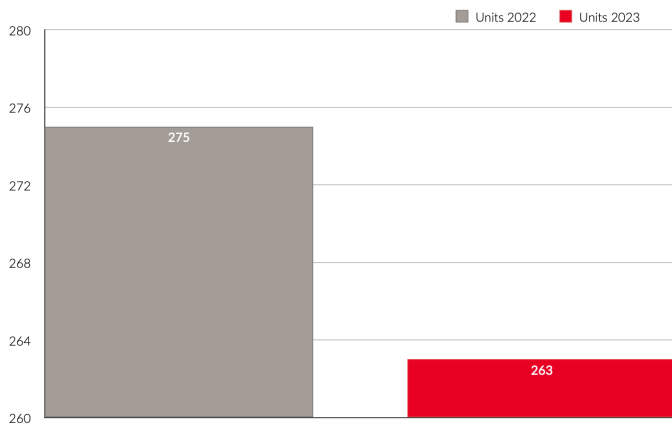


## Month vs. Month 2022 vs. 2023

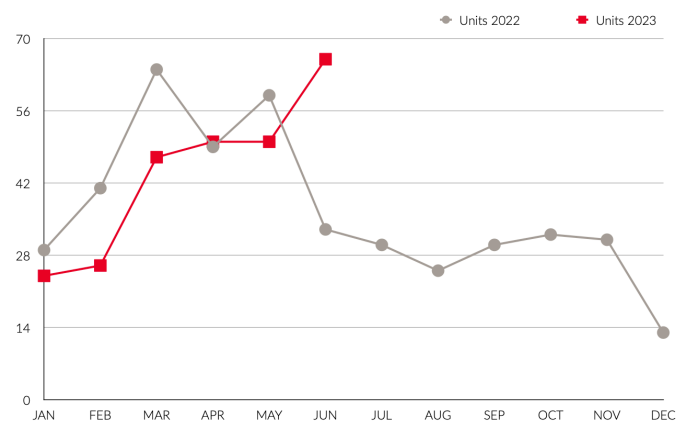
# UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

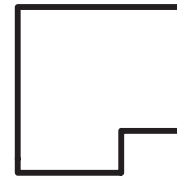
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

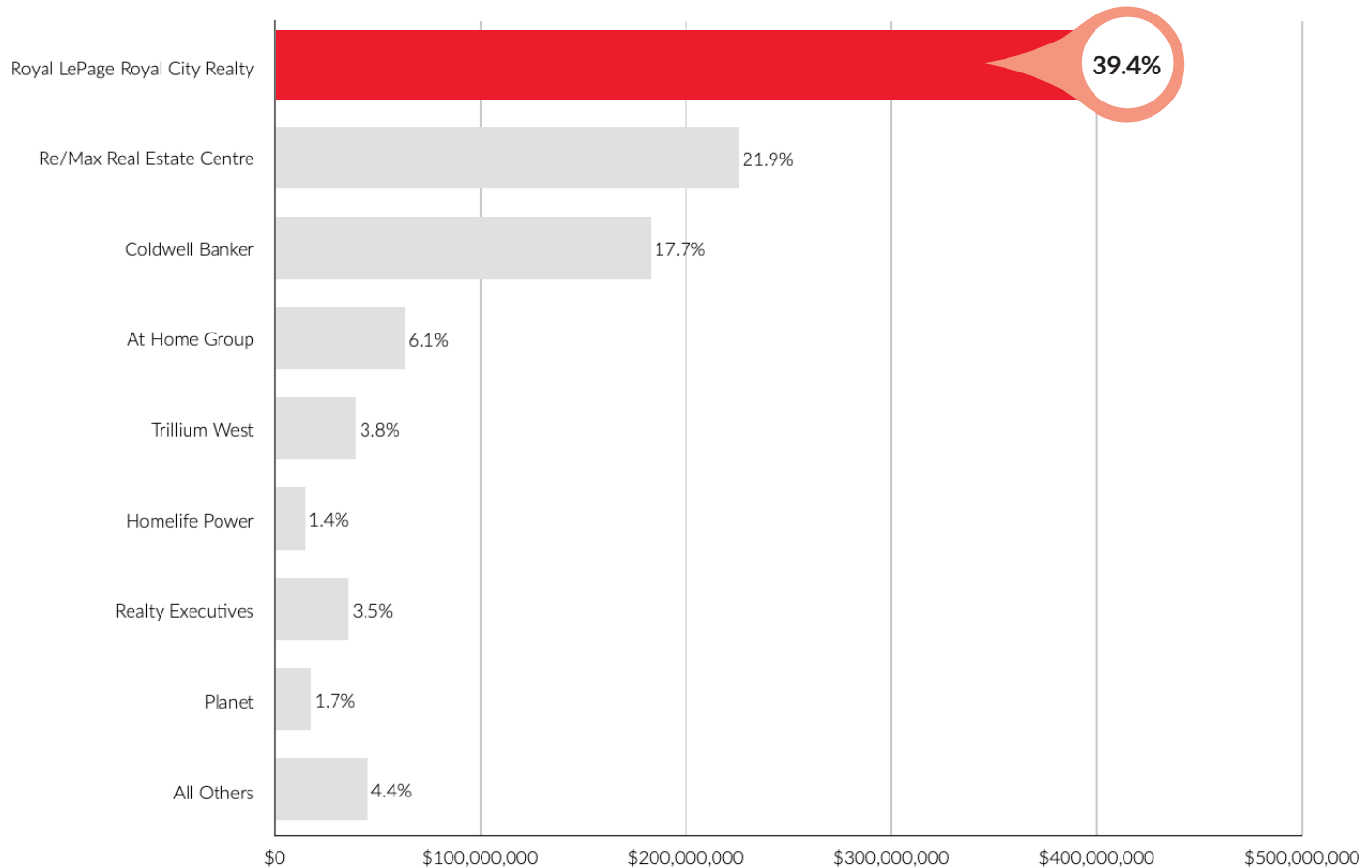
|                        | FREEHOLD   | CONDOMINIUM  | VACANT LAND  |
|------------------------|--|--|--|
| YTD Sales Volume       |  <b>\$195,583,013</b><br>-0.32%   |  <b>\$23,731,480</b><br>+27.79%   |  <b>\$1,657,500</b><br>-54.5% |
| YTD Unit Sales         |  <b>186</b><br>+7.51%           |  <b>36</b><br>+33.33%           |  <b>3</b><br>-40%           |
| YTD Average Sale Price |  <b>\$1,051,522</b><br>-7.29%   |  <b>\$659,208</b><br>-4.16%     |  <b>\$552,500</b><br>-24.1% |
| June Sales Volume      |  <b>\$54,170,000</b><br>-92.48% |  <b>\$5,185,000</b><br>+328.55% |  <b>\$292,500</b><br>-52.1% |
| June Unit Sales        |  <b>25</b><br>-10.71%           |  <b>8</b><br>+300%              |  <b>1</b><br>No Change      |

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





# MARKET DOMINANCE

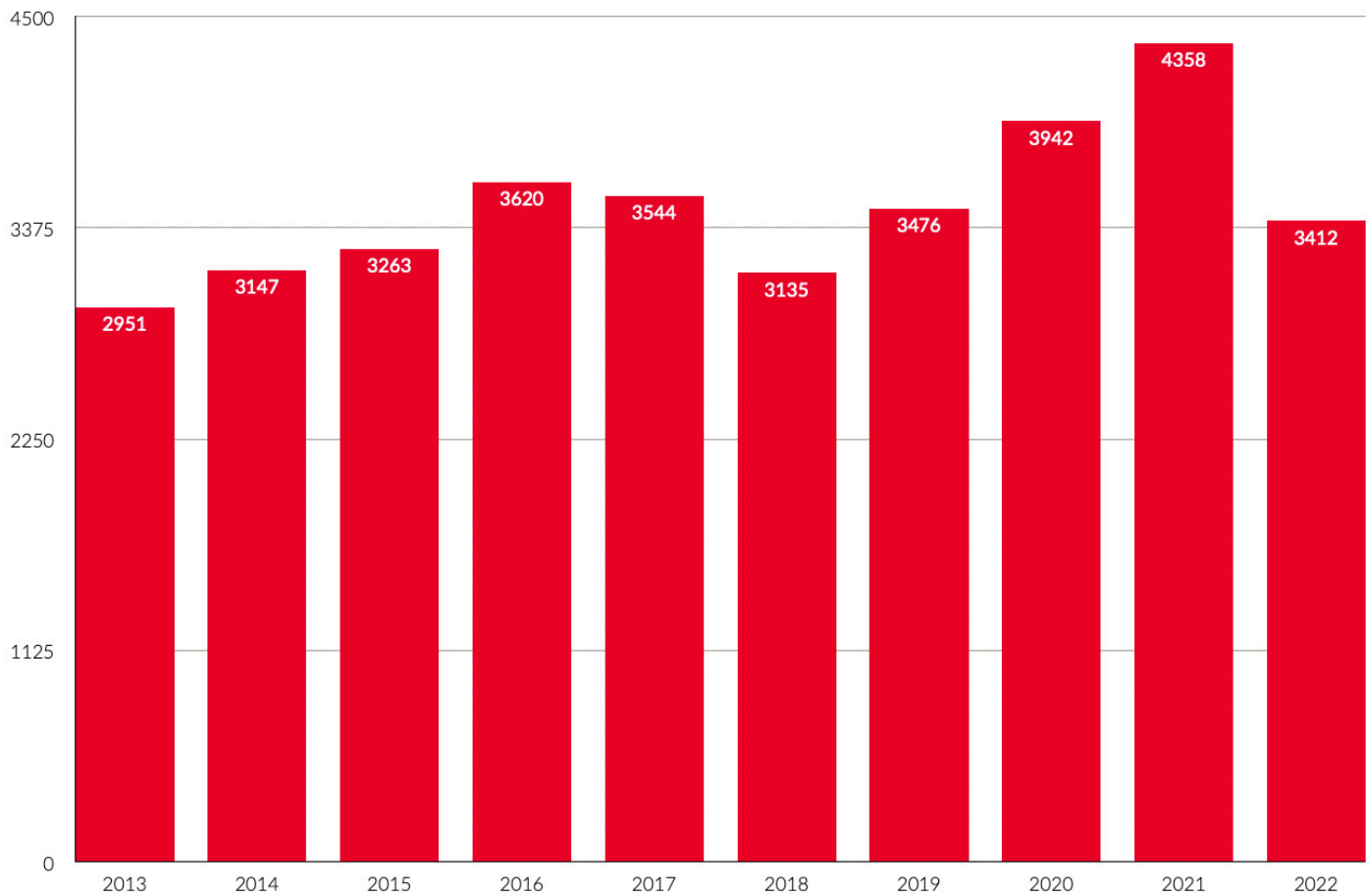


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
June 2023



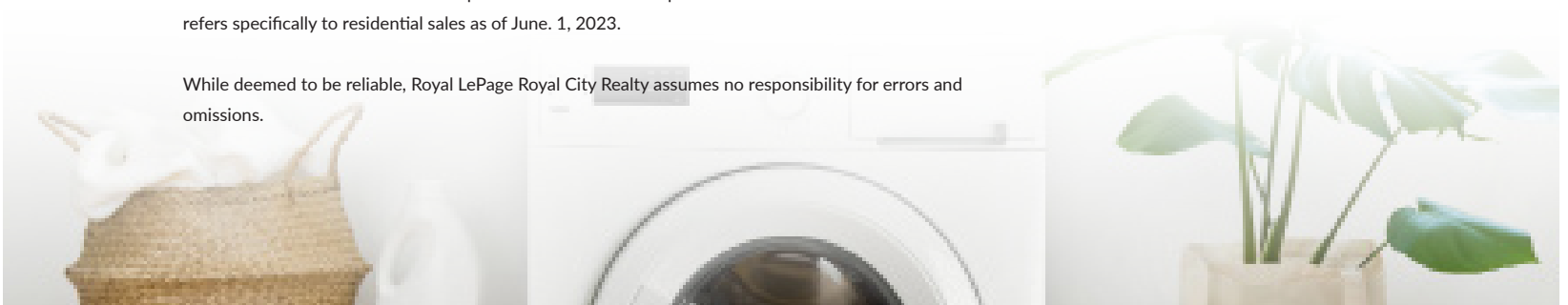
# 10 YEAR MARKET ANALYSIS



## 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 June. 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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