



2023 SEPTEMBER

CENTRE WELLINGTON

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

BALANCED MARKET

Centre Wellington swings back into a balanced market this month due to a rise in inventory. We are seeing a consistent jump in both unit sales and sales volume this month, and median and average sale prices have either caught up, or surpassed what they were in September of 2022.



September year-over-year sales volume of \$38,768,299

Up 50.91% from 2022's \$25,768,299 with unit sales of 39 up 30% from last September's 30. New listings of 115 are up 61.97% from a year ago, with the sales/listing ratio of 33.91% down 8.34%.



Year-to-date sales volume of \$319,481,646

Down 8.5% from 2022's \$349,150,243 with unit sales of 369 are up 2.5% from last year's 360. New listings of 663 are down 8.16% from a year ago, with the sales/listing ratio of 55.66% down 3.07%.



Year-to-date average sale price of \$858,393

Down from \$941,841 one year ago with median sale price of \$799,999 down from \$925,000 one year ago. Average days-on-market of 29 is up 9.11 days from last year.

SEPTEMBER NUMBERS

Median Sale Price

\$799,999

-12.71

Average Sale Price

\$994,059

+15.85%

Sales Volume

\$38,768,299

+50.91%

Unit Sales

39

+30%

New Listings

115

+61.97%

Expired Listings

11

+10%

Unit Sales/Listings Ratio

33.91%

-8.34%

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

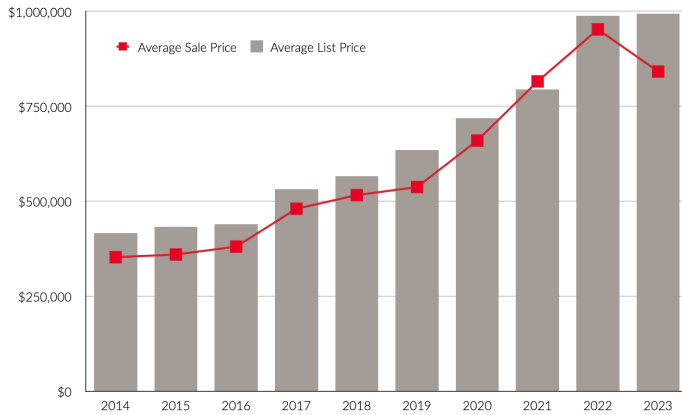


THE MARKET IN DETAIL

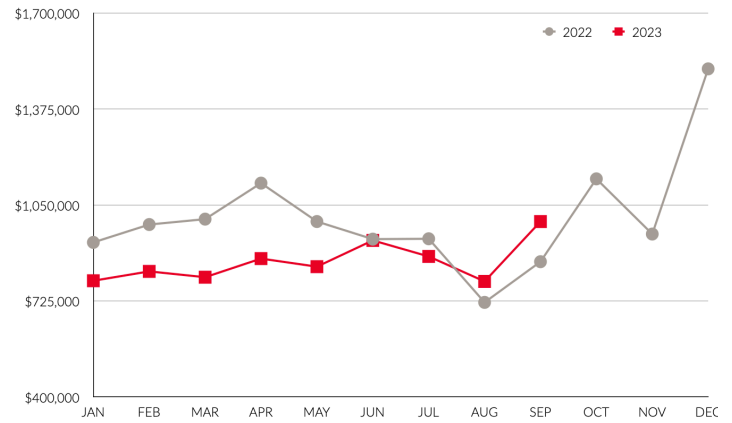
	2021	2022	2023	2022-2023
YTD Volume Sales	\$393,791,060	\$349,150,243	\$319,481,646	-8.5%
YTD Unit Sales	478	360	369	+2.5%
YTD New Listings	546	613	663	+8.16%
YTD Sales/Listings Ratio	87.55%	58.73%	55.66%	-5.23%
YTD Expired Listings	19	36	61	+69.44%
Monthly Volume Sales	\$32,629,924	\$25,689,800	\$38,768,299	+50.91%
Monthly Unit Sales	37	30	39	+30%
Monthly New Listings	41	71	115	+61.97%
Monthly Sales/Listings Ratio	90.24%	42.25%	33.91%	-19.74%
Monthly Expired Listings	2	10	11	+10%
YTD Sales: \$0-\$199K	14	7	7	No Change
YTD Sales: \$200k-349K	3	7	4	-42.86%
YTD Sales: \$350K-\$549K	44	14	25	+78.57%
YTD Sales: \$550K-\$749K	159	65	115	+76.92%
YTD Sales: \$750K-\$999K	155	120	137	+14.17%
YTD Sales: \$1M+	101	147	81	-44.9%
YTD Average Days-On-Market	15.22	19.89	29.00	+45.81%
YTD Average Sale Price	\$822,834	\$941,841	\$858,393	-8.86%
YTD Median Sale Price	\$766,000	\$925,000	\$799,999	-13.51%

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

AVERAGE SALE PRICE

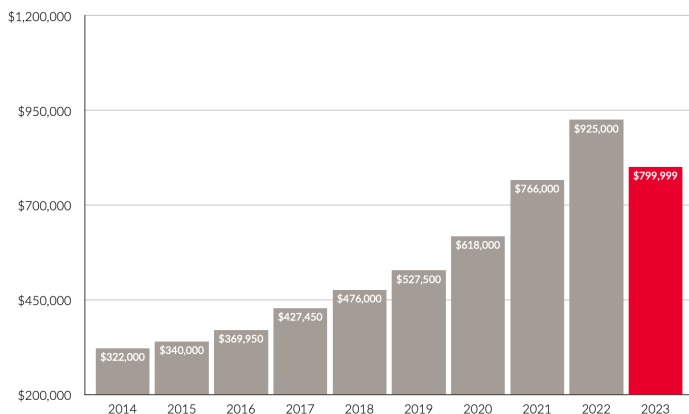


Year-Over-Year

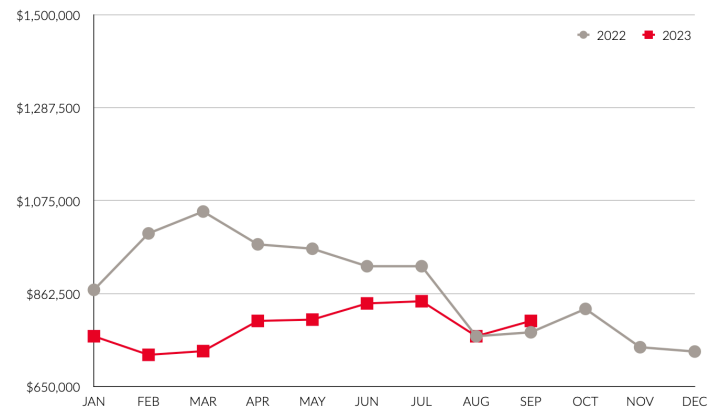


Month-Over-Month 2022 vs. 2023

MEDIAN SALE PRICE



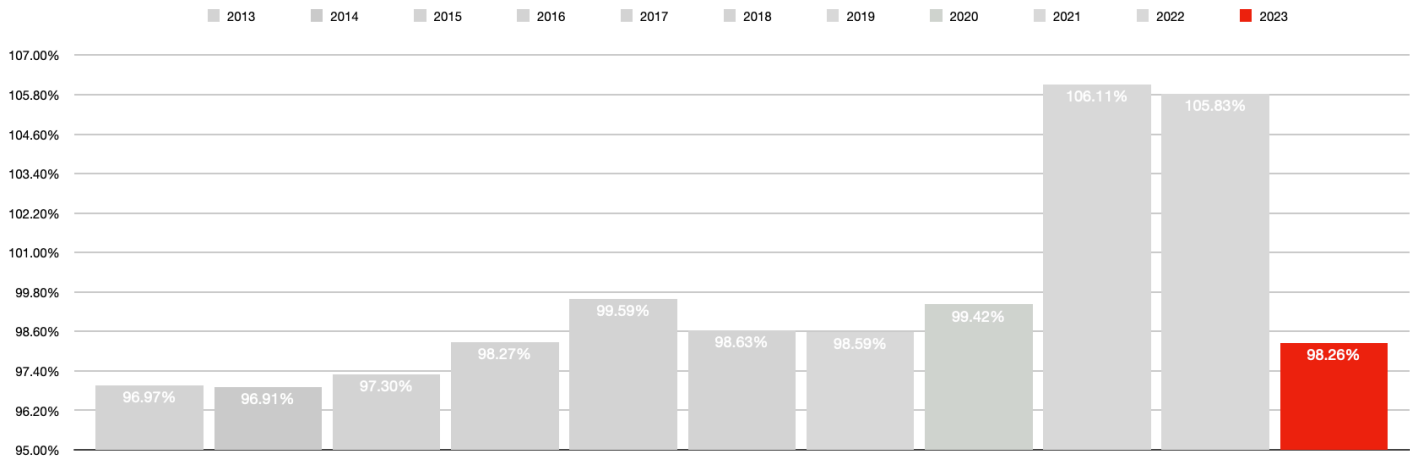
Year-Over-Year



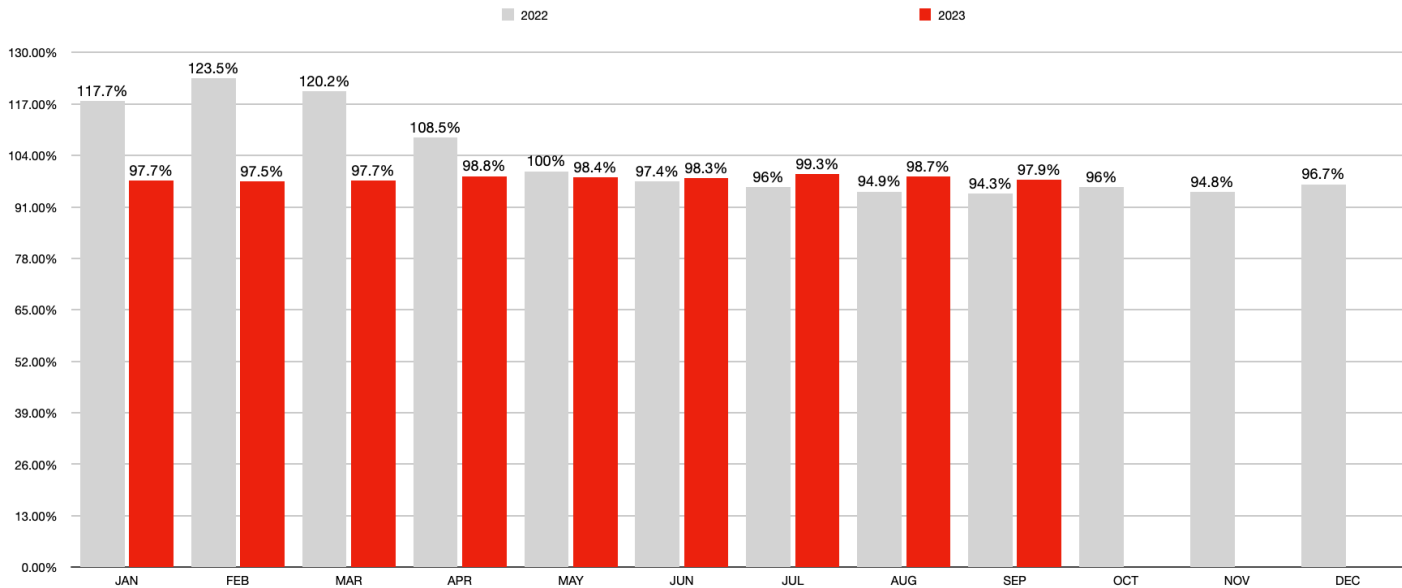
Month-Over-Month 2022 vs. 2023

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

SALE PRICE VS. LIST PRICE RATIO

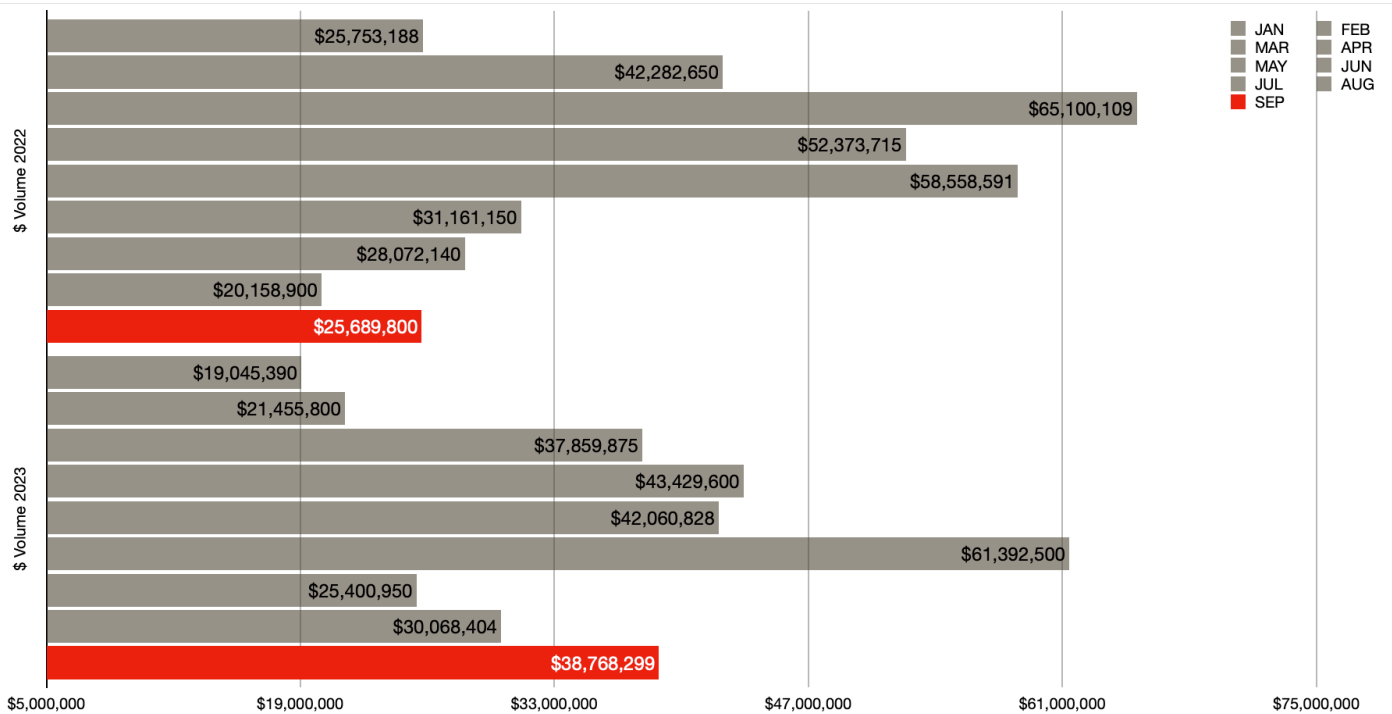


Year-Over-Year

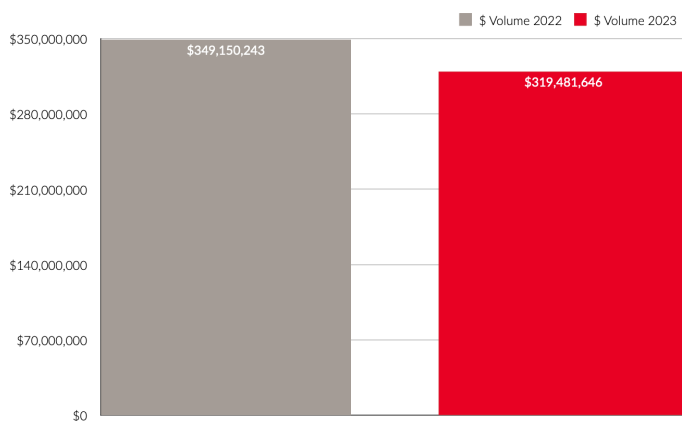


Month-Over-Month 2022 vs. 2023

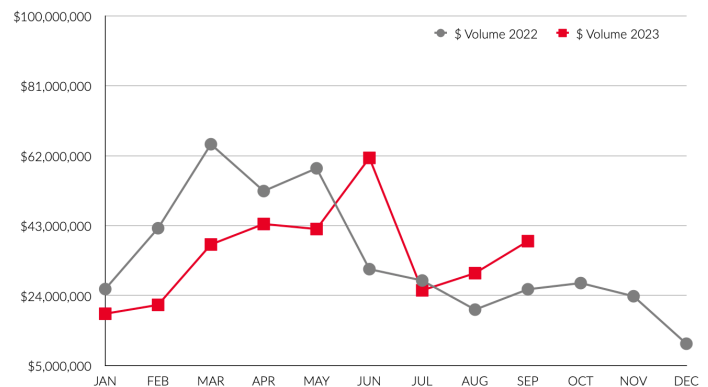
DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

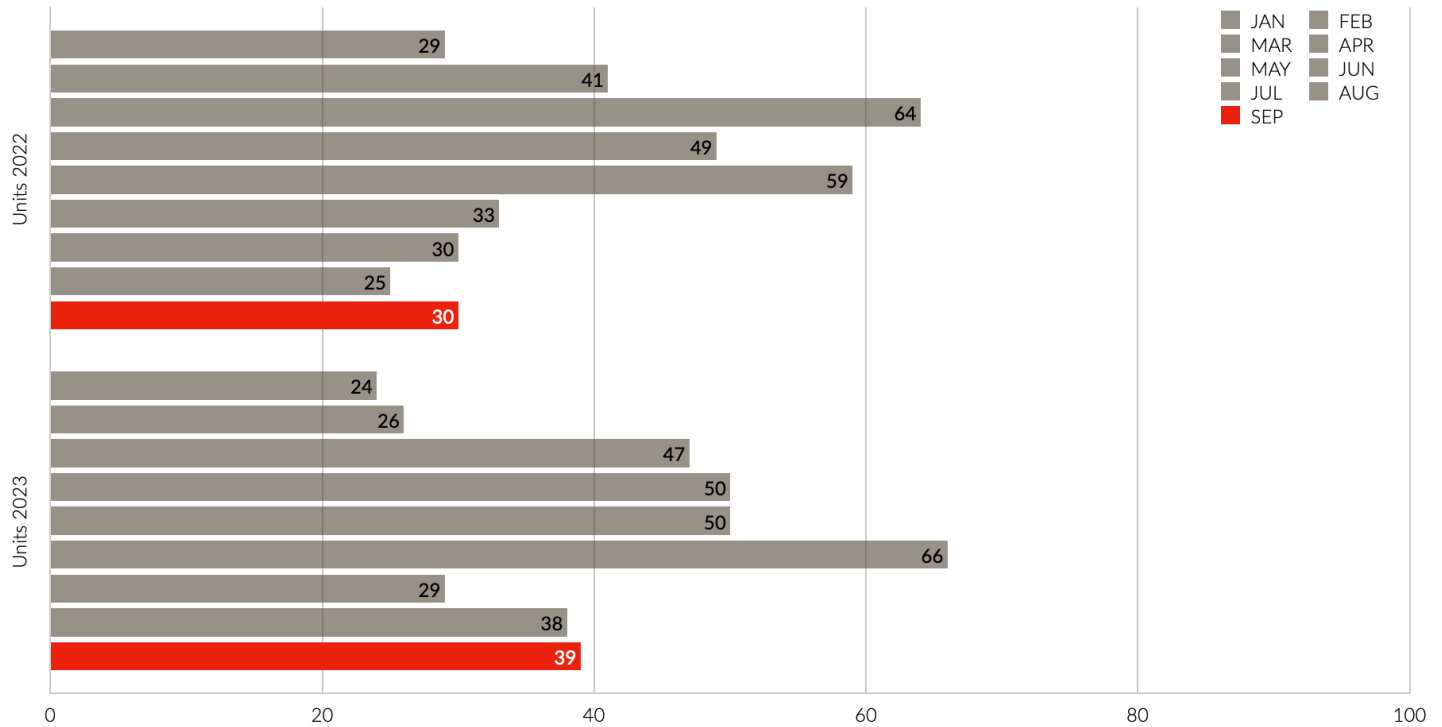


Yearly Totals 2022 vs. 2023

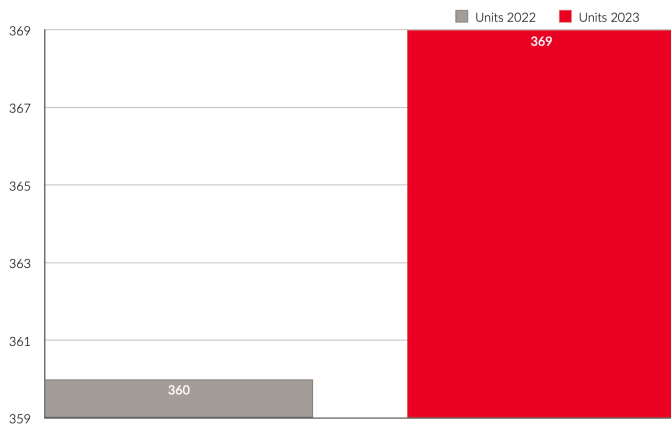


Month vs. Month 2022 vs. 2023

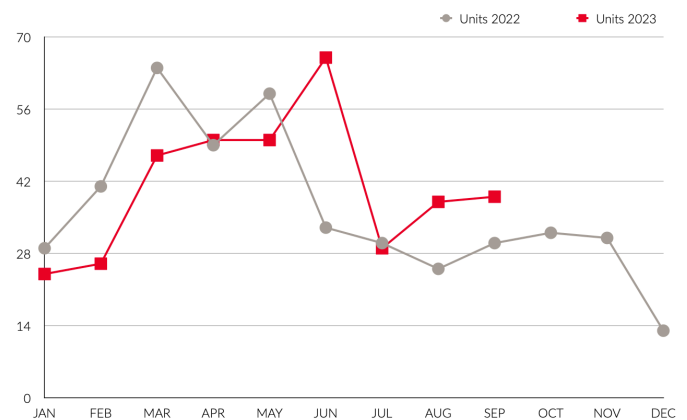
UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

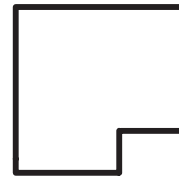
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



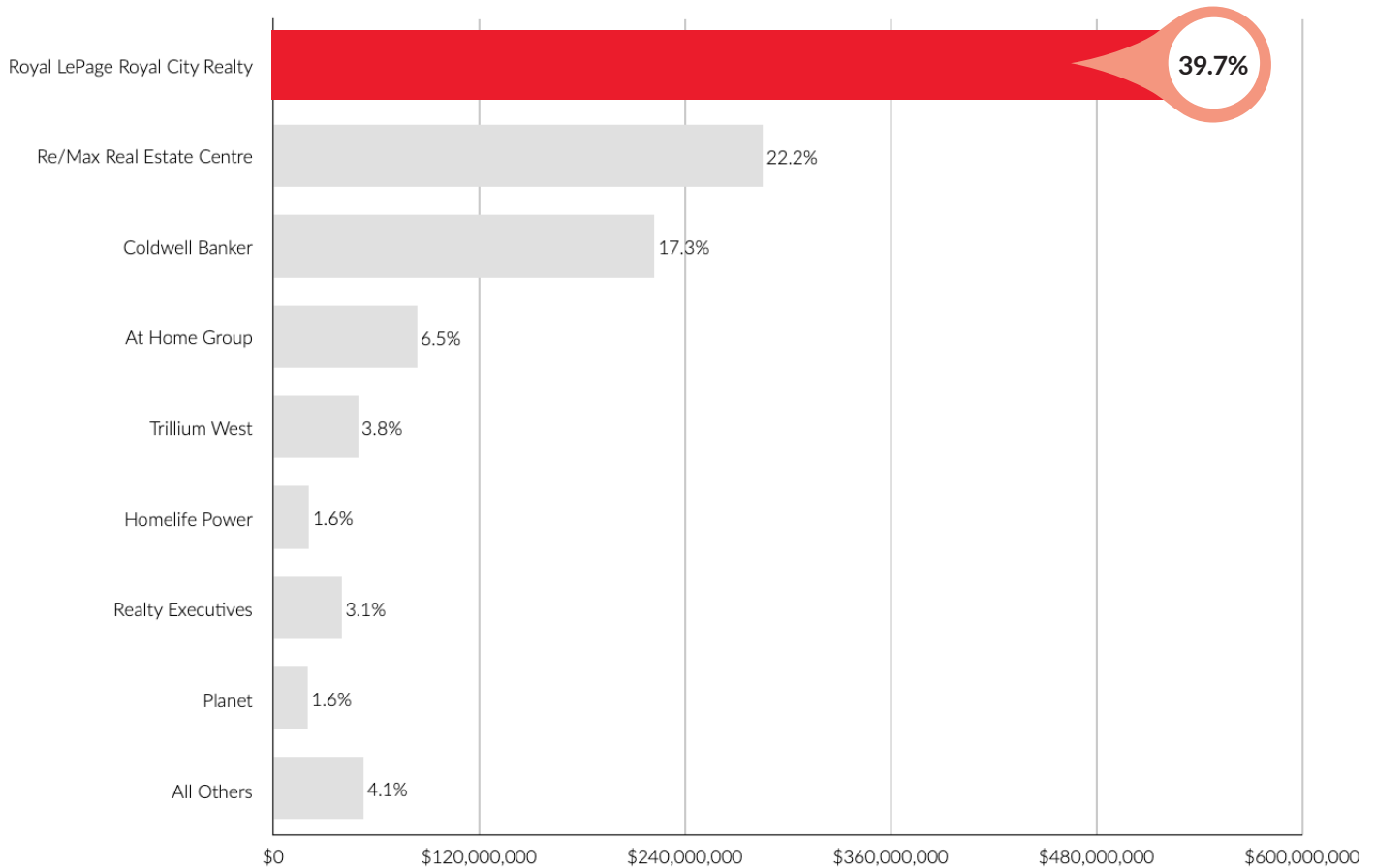
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$279,509,562 +7.15%	 \$30,278,584 +39.92%	 \$1,657,500 -54.47%
YTD Unit Sales	 271 +12.45%	 46 +43.75%	 3 -40%
YTD Average Sale Price	 \$1,031,401 -4.71%	 \$658,230 -2.67%	 \$552,500 -24.11%
September Sales Volume	 \$36,357,299 +72.27%	 \$533,000 +1.54%	 \$0 No Change
September Unit Sales	 33 +50%	 1 No Change	 0 No Change

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



MARKET DOMINANCE

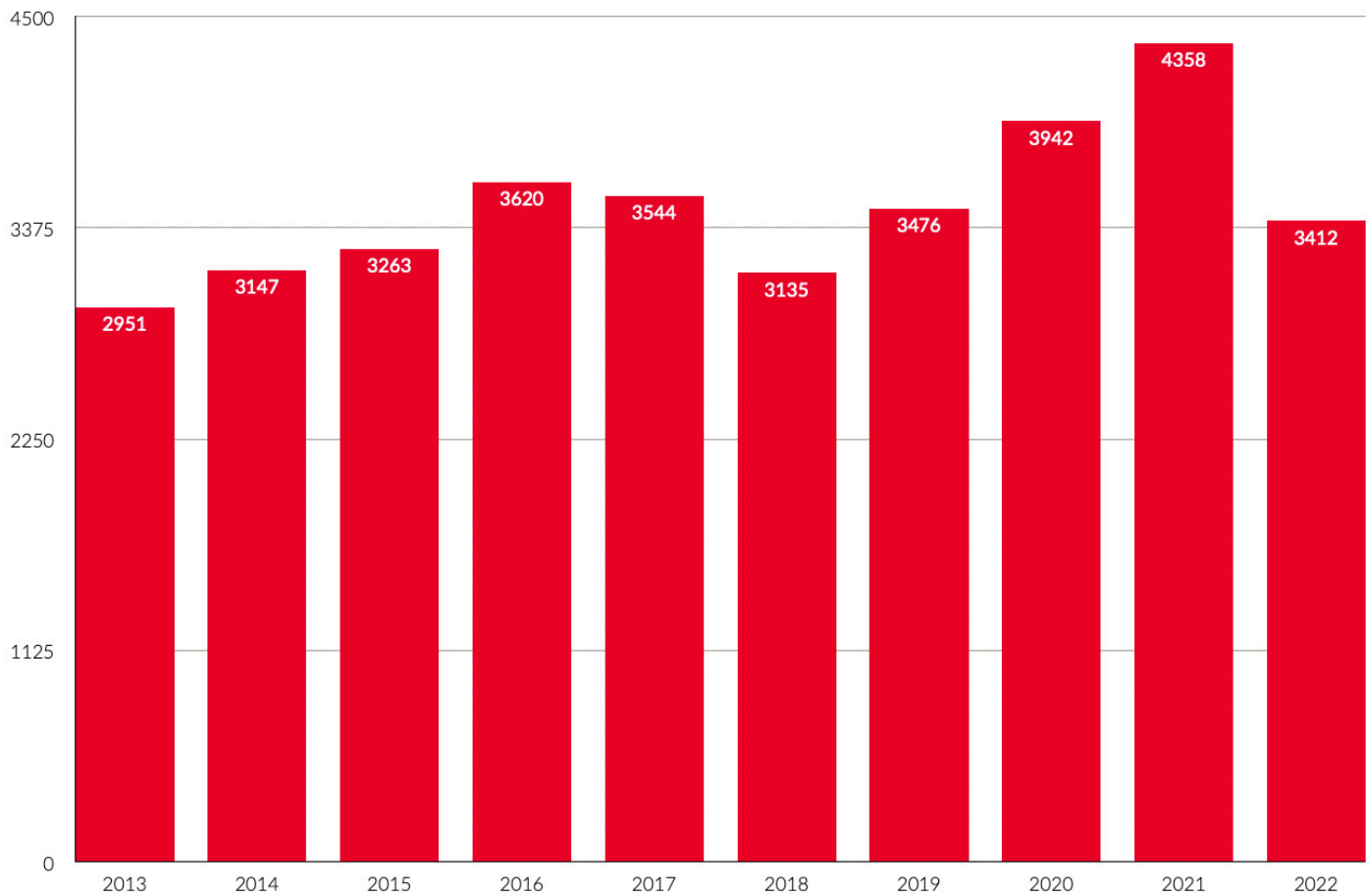


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
September 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 September. 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



/RoyaLePageRoyalCity



/RoyalCityRealty



/RLPRoyalCity

Helping You Is What We Do.

Find more Real Estate Market Reports for Wellington County at royalcity.com/market-update/