



# 2023 DECEMBER

## **CENTRE WELLINGTON** Real Estate Market Report



# OVERVIEW

## BALANCED MARKET

Centre Wellington remains a balanced market to finish off the year due to a rise in new listings and unit sales. Average and median sale prices have continued dropped below where they were this time last year, showing that this market may remain balanced in the new year.



**December year-over-year sales volume of \$14,012,795**

Up 28.6% from 2022's \$10,896,600 with unit sales of 18 up 38.46% from last December's 13. New listings of 22 are up 10% from a year ago, with the sales/listing ratio of 81.82% up 16.82%.



**Year-to-date sales volume of \$377,562,041**

Down 8.19% from 2022's \$411,224,943 with unit sales of 438 are up 0.46% from last year's 436. New listings of 815 are up 9.99% from a year ago, with the sales/listing ratio of 53.74% down 5.1%.



**Year-to-date average sale price of \$852,666**

Down from \$1,006,530 one year ago with median sale price of \$782,500 down from \$898,000 one year ago. Average days-on-market of 30.58 is up 5.83 days from last year.

## DECEMBER NUMBERS

Median Sale Price

**\$717,450**

-1.72%

Average Sale Price

**\$778,489**

-48.49%

Sales Volume

**\$14,012,795**

+28.6%

Unit Sales

**18**

+38.46%

New Listings

**22**

+10%

Expired Listings

**21**

+75%

Unit Sales/Listings Ratio

**81.82%**

+16.82%

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

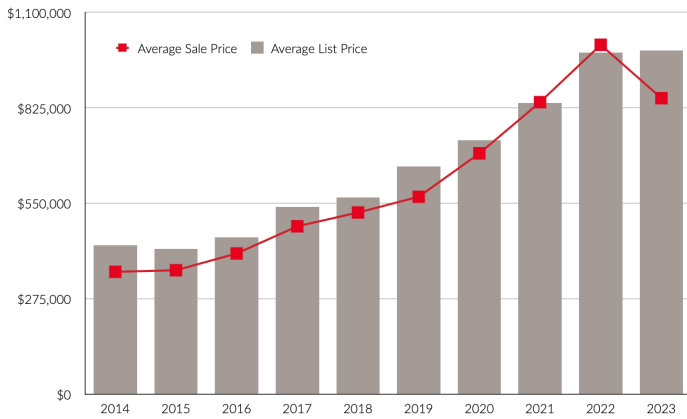


# THE MARKET IN DETAIL

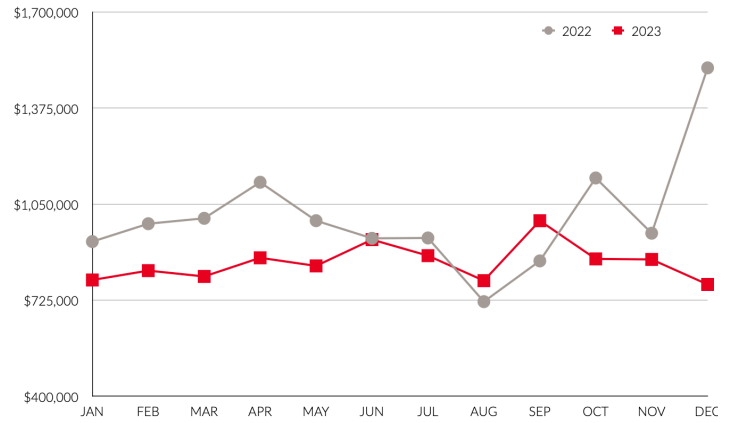
	2021	2022	2023	2022-2023
YTD Volume Sales	\$470,127,541	\$411,224,943	\$377,562,041	-8.19%
YTD Unit Sales	564	436	438	+0.46%
YTD New Listings	624	741	815	+9.99%
YTD Sales/Listings Ratio	90.38%	58.84%	53.74%	-5.1%
YTD Expired Listings	23	67	115	+71.64%
Monthly Volume Sales	\$16,479,093	\$10,896,600	\$14,012,795	+28.6%
Monthly Unit Sales	17	13	18	+38.46%
Monthly New Listings	13	20	22	+10%
Monthly Sales/Listings Ratio	130.77%	65.00%	81.82%	+16.82%
Monthly Expired Listings	1	12	21	+75%
YTD Sales: \$0-\$199K	14	7	7	No Change
YTD Sales: \$200k-349K	4	8	5	-37.5%
YTD Sales: \$350K-\$549K	49	22	32	+45.45%
YTD Sales: \$550K-\$749K	187	90	139	+54.44%
YTD Sales: \$750K-\$999K	179	145	158	+8.97%
YTD Sales: \$1M+	129	164	97	-40.85%
YTD Average Days-On-Market	14.75	24.75	30.58	+23.57%
YTD Average Sale Price	\$841,224	\$1,006,530	\$852,666	-15.29%
YTD Median Sale Price	\$770,500	\$898,000	\$782,500	-12.86%

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

# AVERAGE SALE PRICE

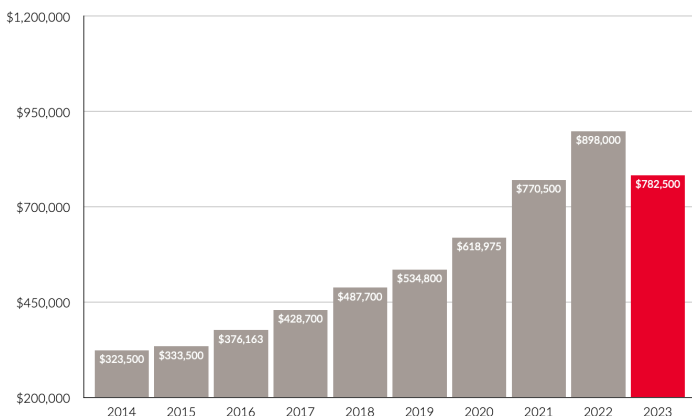


Year-Over-Year

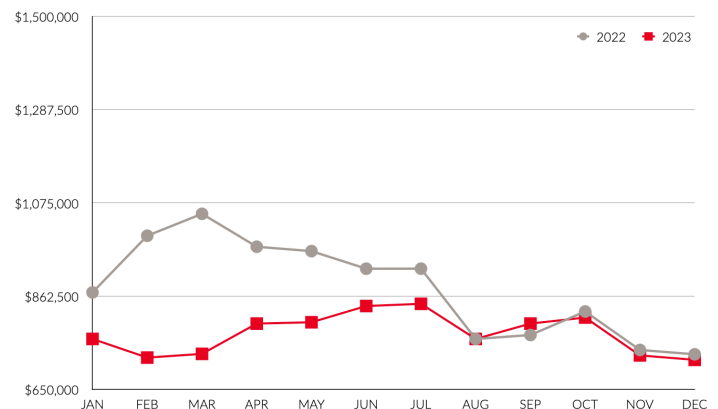


Month-Over-Month 2022 vs. 2023

# MEDIAN SALE PRICE



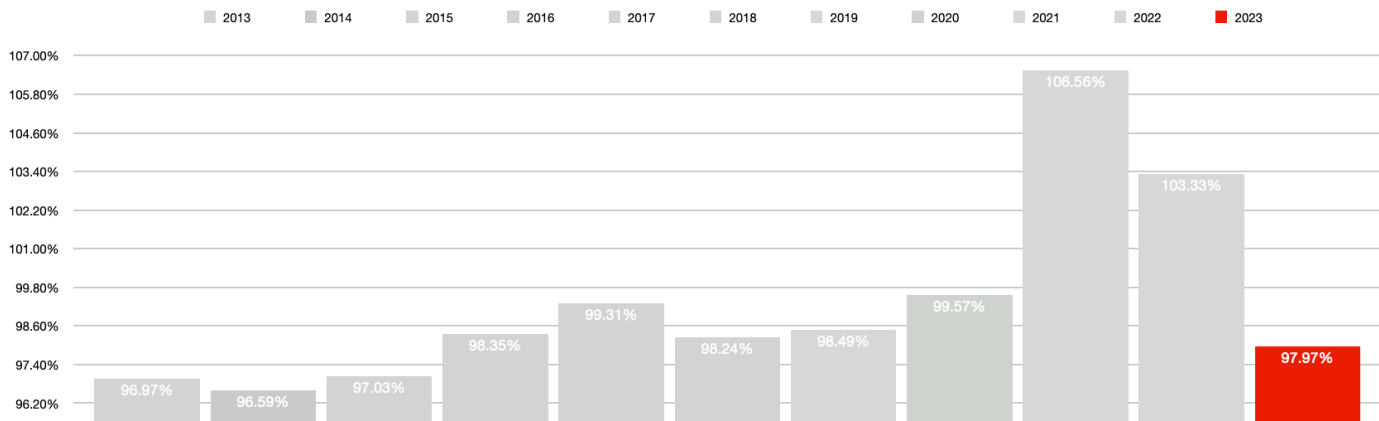
Year-Over-Year



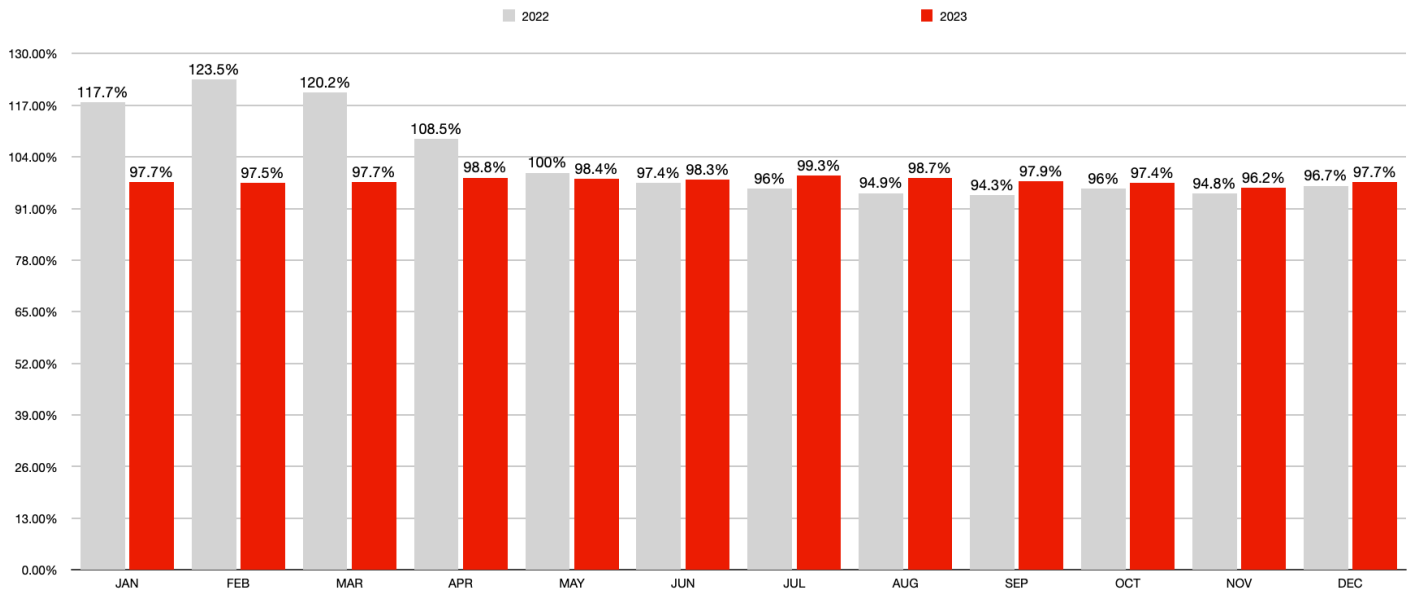
Month-Over-Month 2022 vs. 2023

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

# SALE PRICE VS. LIST PRICE RATIO

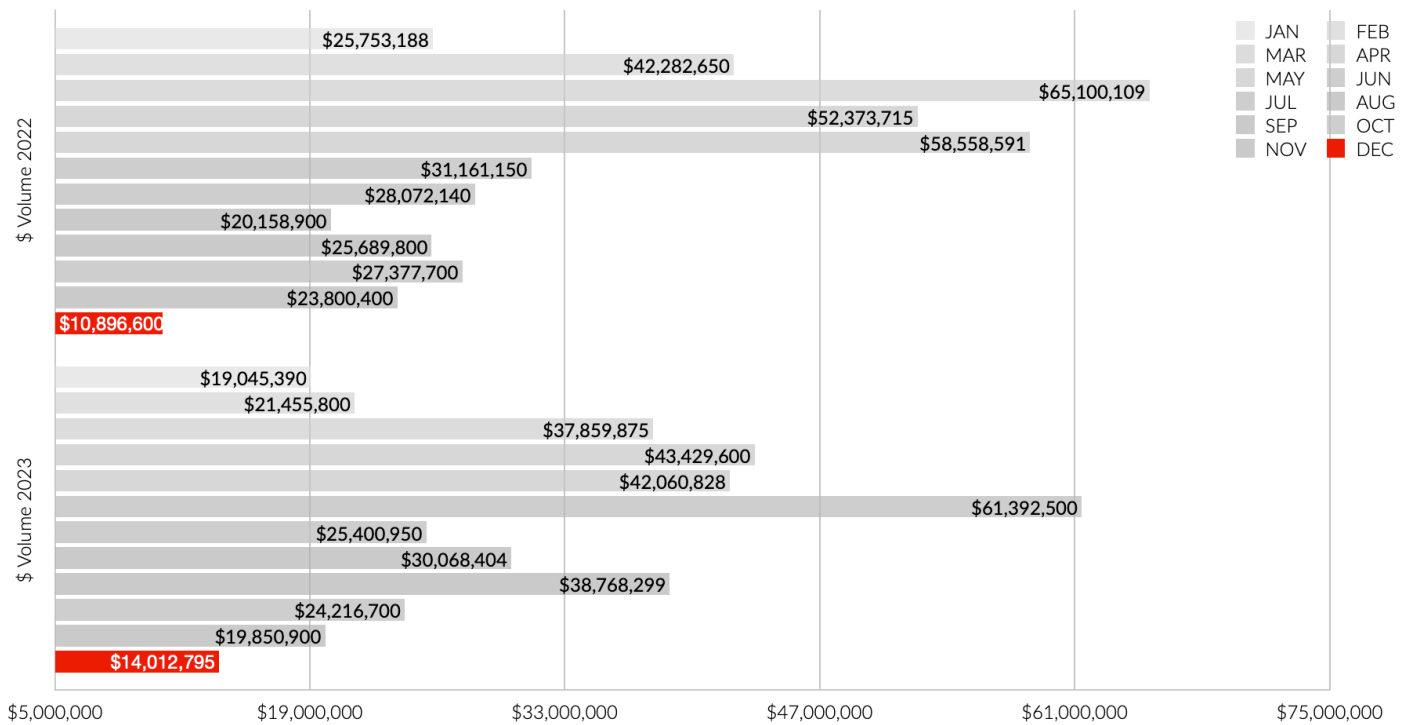


## Year-Over-Year

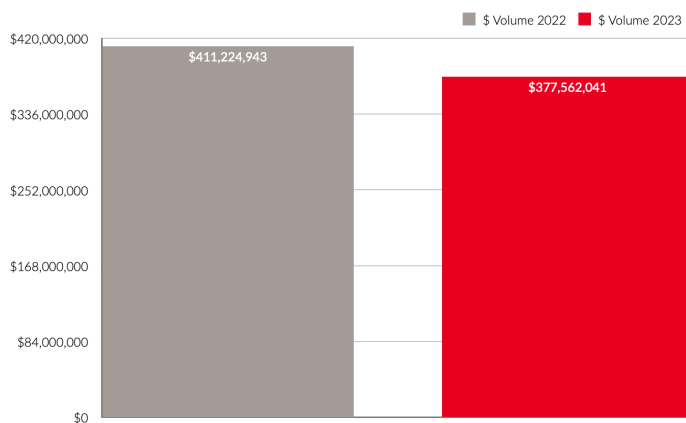


## Month-Over-Month 2022 vs. 2023

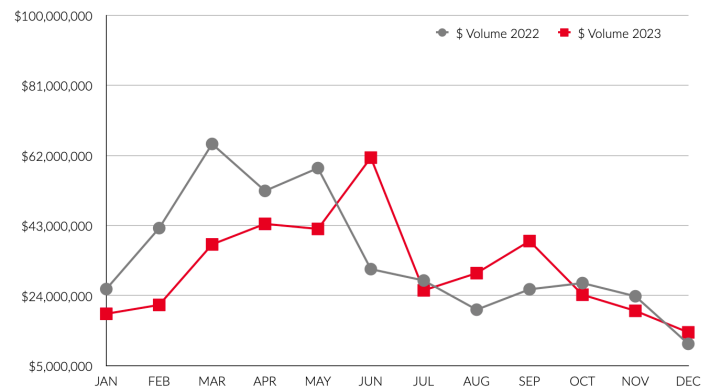
# DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

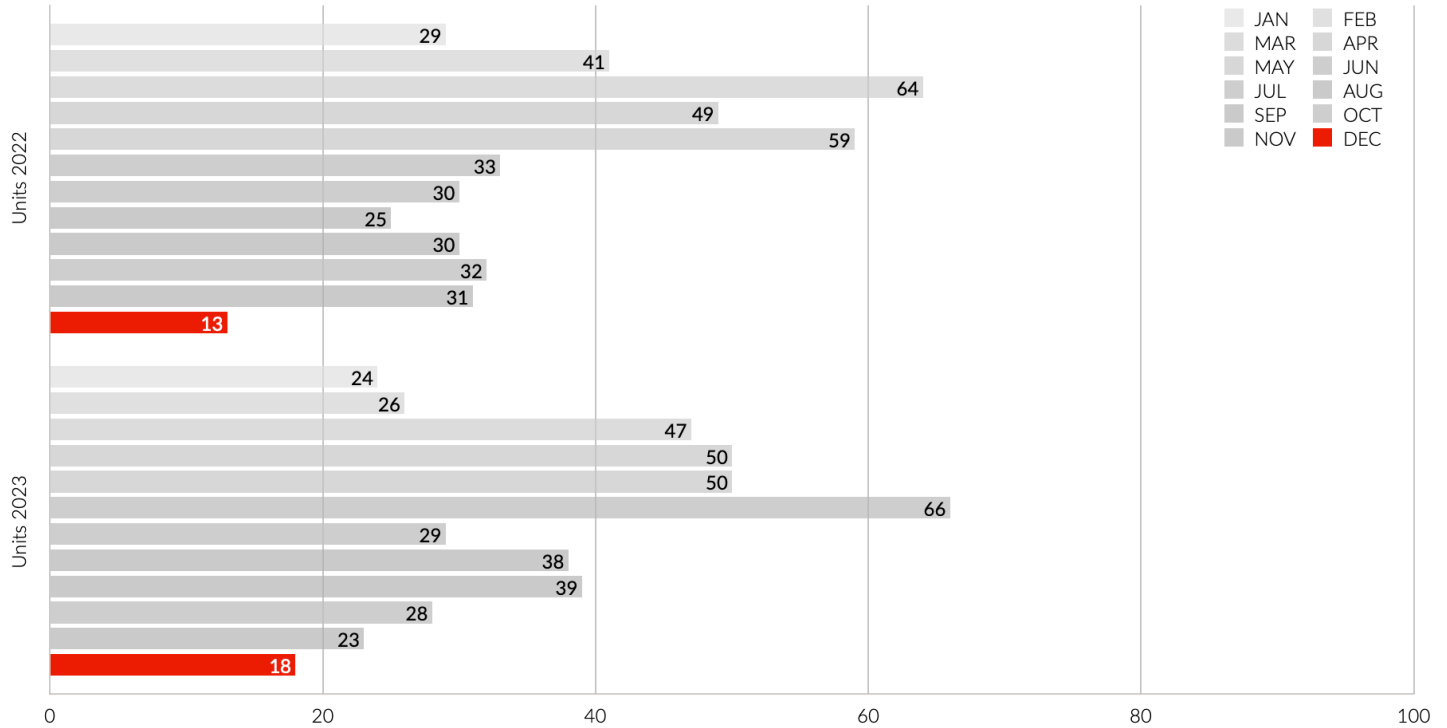


Yearly Totals 2022 vs. 2023

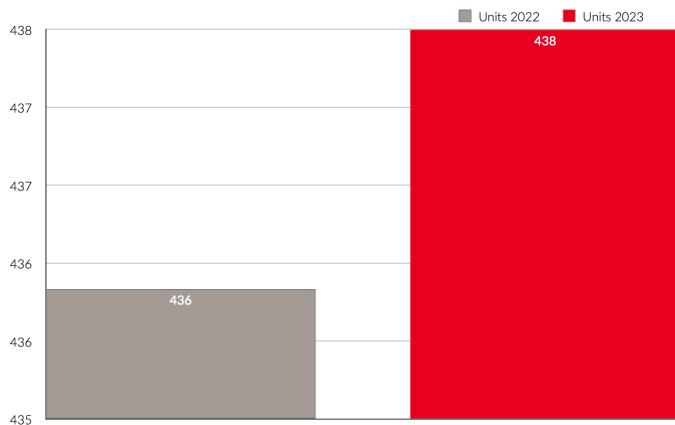


Month vs. Month 2022 vs. 2023

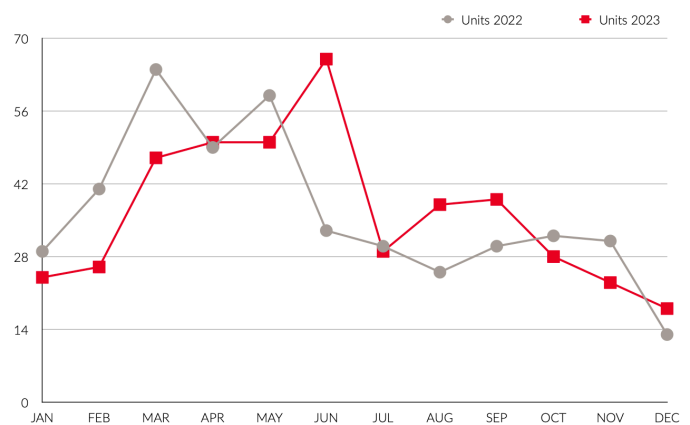
# UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

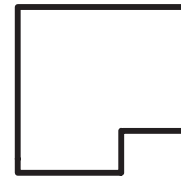
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

YTD Sales Volume	 <b>\$332,618,957</b> +5.6%	 <b>\$33,496,584</b> +20.14%	 <b>\$1,657,500</b> -88.2%
YTD Unit Sales	 <b>331</b> +8.88%	 <b>51</b> +21.43%	 <b>3</b> -57.14%
YTD Average Sale Price	 <b>\$1,004,891</b> -3.01%	 <b>\$656,796</b> -1.06%	 <b>\$552,500</b> -72.47%
December Sales Volume	 <b>\$12,529,795</b> +36.76%	 <b>\$1,110,000</b> -36.02%	 <b>\$0</b> No Change
December Unit Sales	 <b>15</b> +50%	 <b>2</b> -33.33%	 <b>0</b> No Change

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

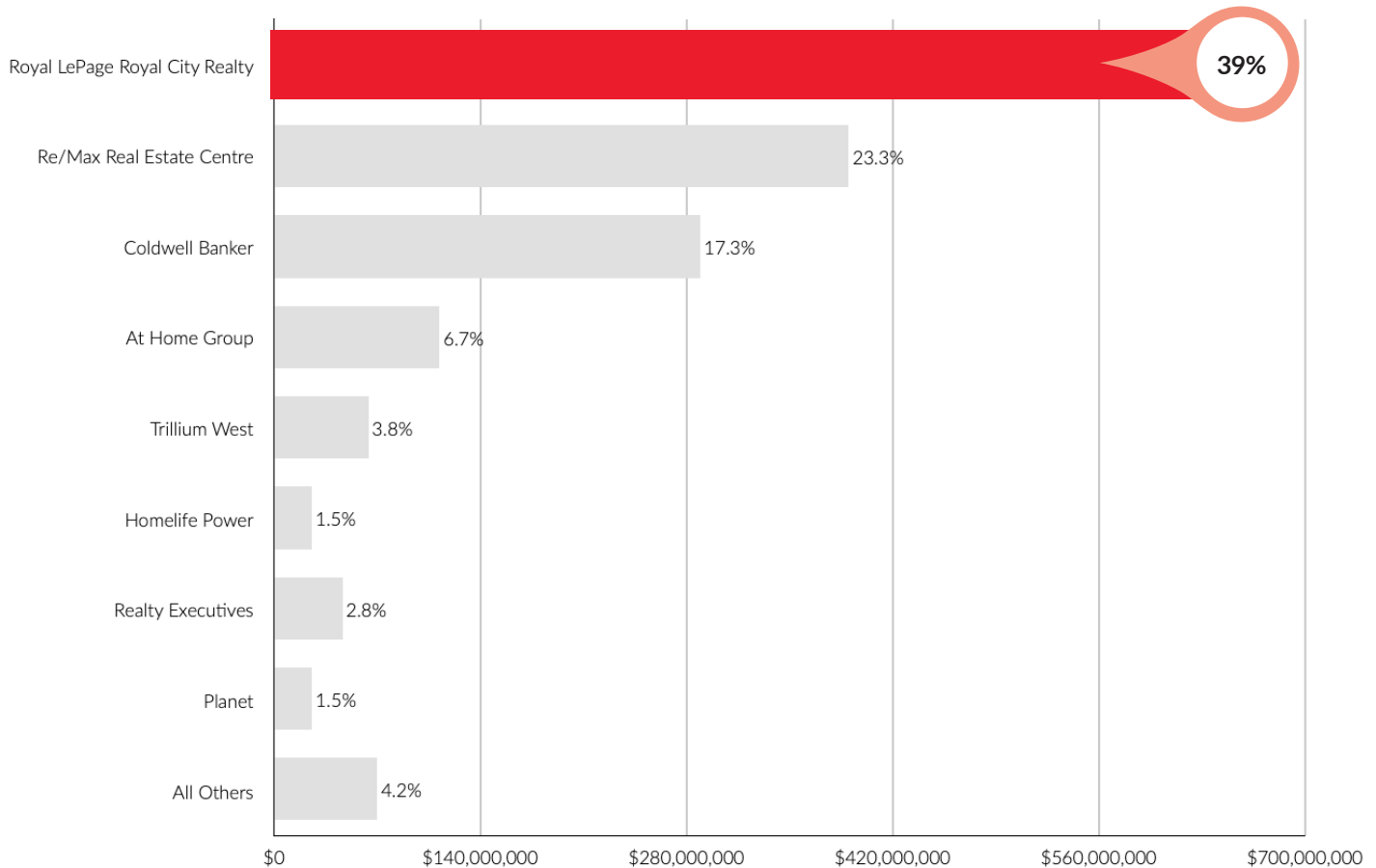
Year-Over-Year Comparison (2023 vs. 2022)

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





# MARKET DOMINANCE

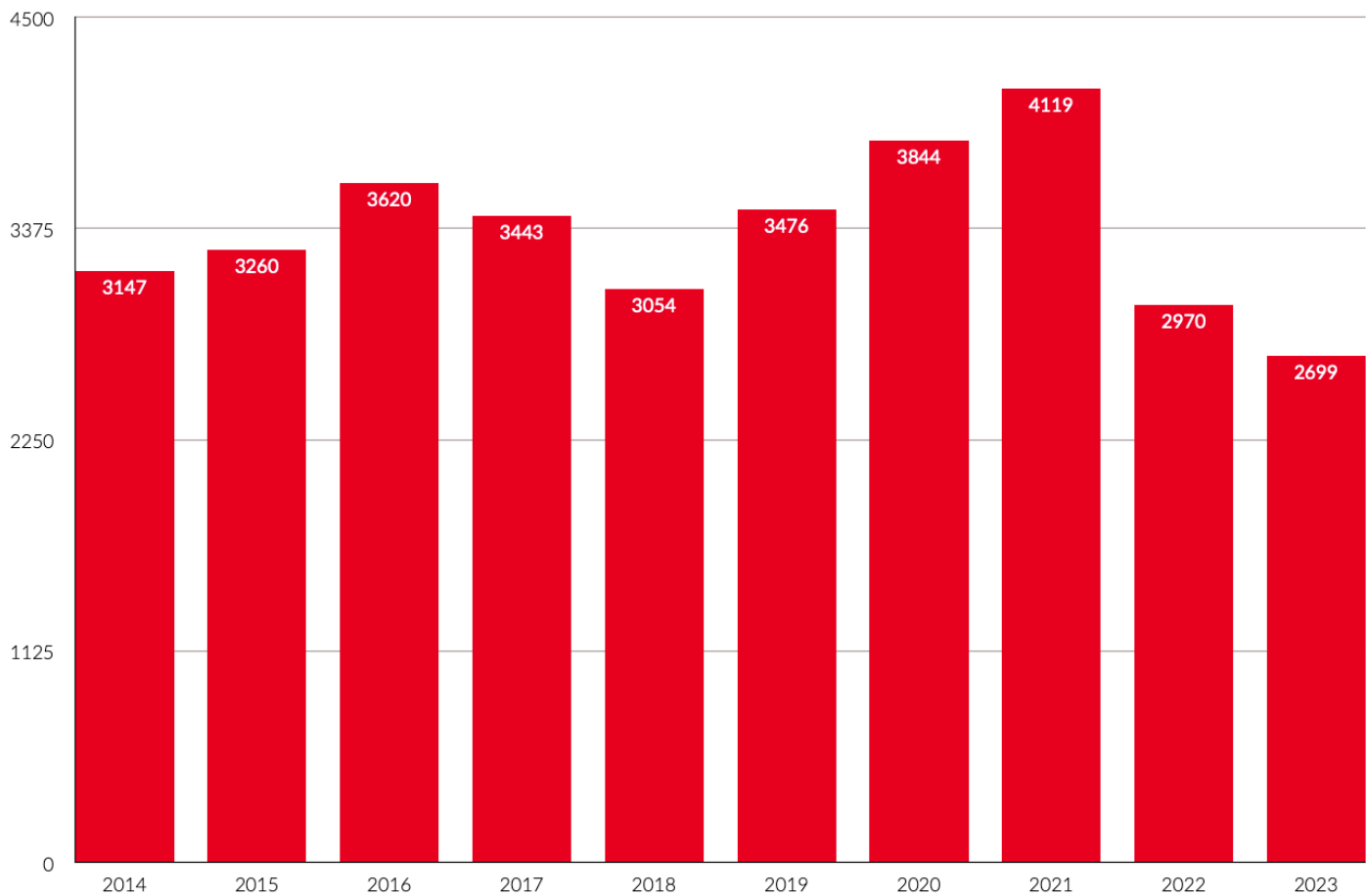


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
December 2023



# 10 YEAR MARKET ANALYSIS



## Units Sold

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# 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 (COMMERCIAL)

519-836-8060  
1467 Gordon Street Unit L1, Guelph



## ROCKWOOD

519-856-9922  
118 Main Street S., Rockwood



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