



# 2024 MARCH

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



# OVERVIEW

## BALANCED MARKET

Centre Wellington remains a balanced market this month despite unit sales being lower than they were this time last year. Median sale prices are higher than they were last March which explains why the sales volume has risen above where it was last year, despite unit sales being lower.



### March year-over-year sales volume of \$40,111,100

Up 5.95% from 2023's \$37,859,875 with unit sales of 45 down 4.26% from last March's 47. New listings of 83 are up 10.67% from a year ago, with the sales/listing ratio of 54.22% down 8.45%.



### Year-to-date sales volume of \$99,159,410

Up 26.54% from 2023's \$78,361,065 with unit sales of 115 are up 18.56% from last year's 97. New listings of 207 are up 22.49% from a year ago, with the sales/listing ratio of 55.56% down 1.84%.



### Year-to-date average sale price of \$856,396

Up from \$808,103 one year ago with median sale price of \$797,000 down from \$730,990 one year ago. Average days-on-market of 38 is up 5.67 days from last year.

## MARCH NUMBERS

Median Sale Price

**\$815,000**

+11.49%

Average Sale Price

**\$891,358**

-1.25%

Sales Volume

**\$40,111,100**

+5.95%

Unit Sales

**45**

-4.26%

New Listings

**83**

+10.67%

Expired Listings

**10**

+150%

Unit Sales/Listings Ratio

**54.22%**

-8.45%

*Year-over-year comparison  
(March 2024 vs. March 2023)*

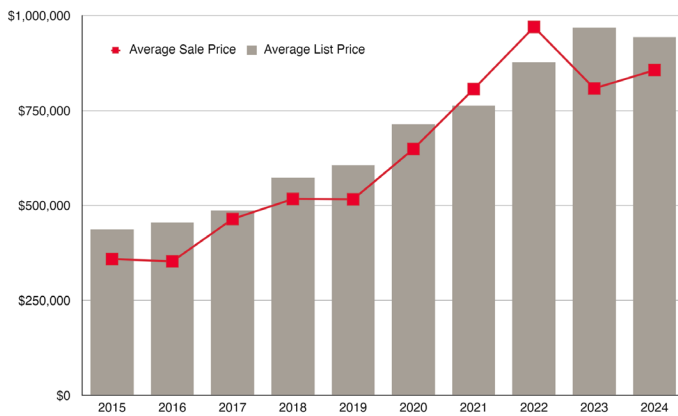


# THE MARKET IN DETAIL

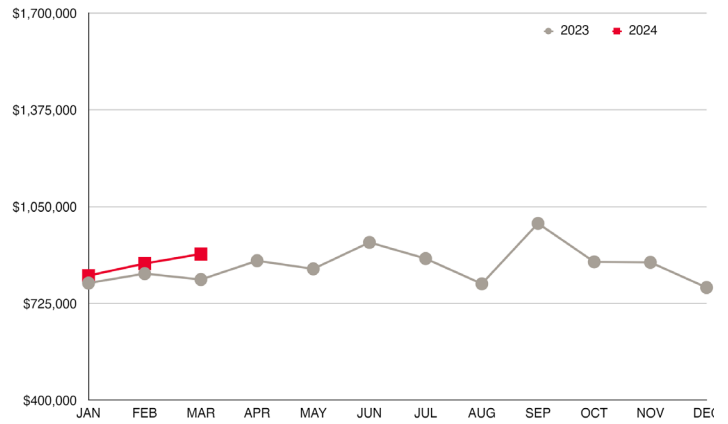
	2022	2023	2024	2023-2024
<b>YTD Volume Sales</b>	CA\$133,135,947	CA\$78,361,065	CA\$99,159,410	+26.54%
<b>YTD Unit Sales</b>	134	97	115	+18.56%
<b>YTD New Listings</b>	176	169	207	+22.49%
<b>YTD Sales/Listings Ratio</b>	76.14%	57.40%	55.56%	-1.84%
<b>YTD Expired Listings</b>	1	19	30	+57.89%
<b>Monthly Volume Sales</b>	CA\$65,100,109	CA\$37,859,875	CA\$40,111,100	+5.95%
<b>Monthly Unit Sales</b>	64	47	45	-4.26%
<b>Monthly New Listings</b>	91	75	83	+10.67%
<b>Monthly Sales/Listings Ratio</b>	70.33%	62.67%	54.22%	-8.45%
<b>Monthly Expired Listings</b>	1	4	10	+150%
<b>YTD Sales: \$0-\$199K</b>	0	0	0	No Change
<b>YTD Sales: \$200k-349K</b>	5	0	1	Up from 0
<b>YTD Sales: \$350K-\$549K</b>	4	9	9	No Change
<b>YTD Sales: \$550K-\$749K</b>	17	41	40	-2.44%
<b>YTD Sales: \$750K-\$999K</b>	48	33	37	+12.12%
<b>YTD Sales: \$1M+</b>	60	14	28	+100%
<b>YTD Average Days-On-Market</b>	13.00	32.33	38.00	+17.53%
<b>YTD Average Sale Price</b>	CA\$969,880	CA\$808,103	CA\$856,396	+5.98%
<b>YTD Median Sale Price</b>	CA\$999,999	CA\$730,990	CA\$797,000	+9.03%

Centre Wellington MLS Sales and Listing Summary  
2022 vs. 2023 vs. 2024

# AVERAGE SALE PRICE

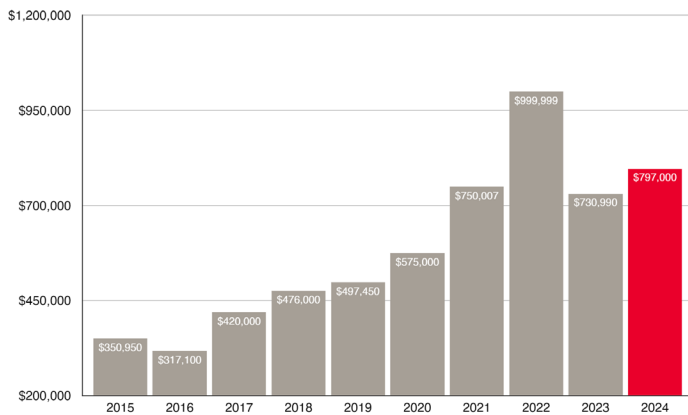


Year-Over-Year

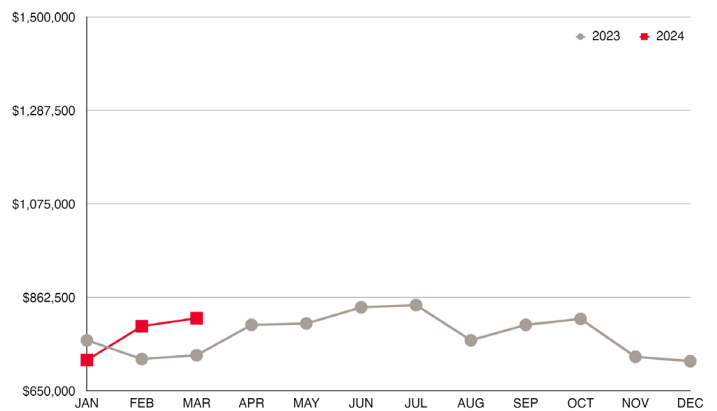


Month-Over-Month 2023 vs. 2024

# MEDIAN SALE PRICE



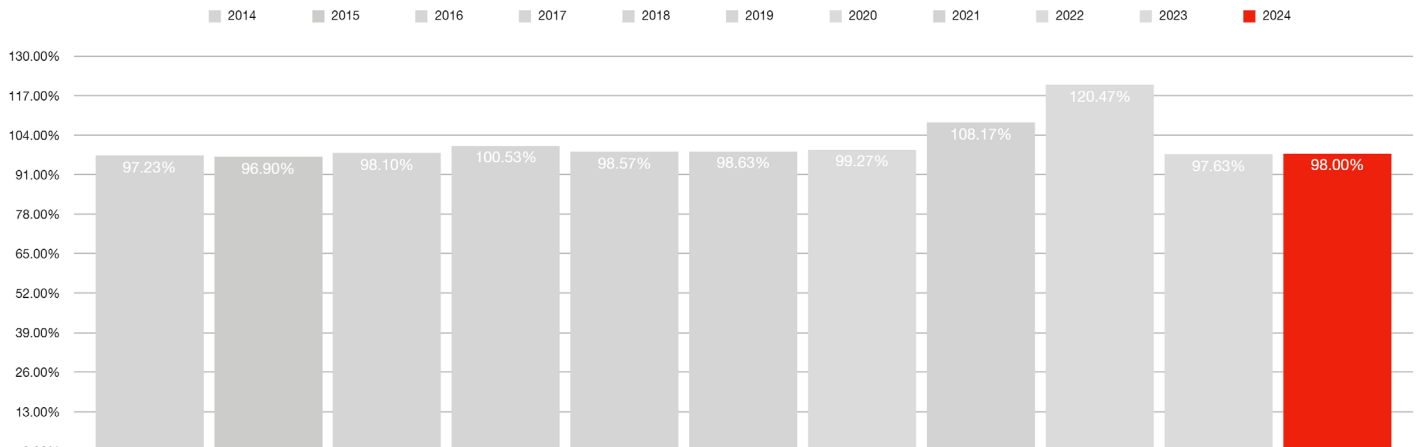
Year-Over-Year



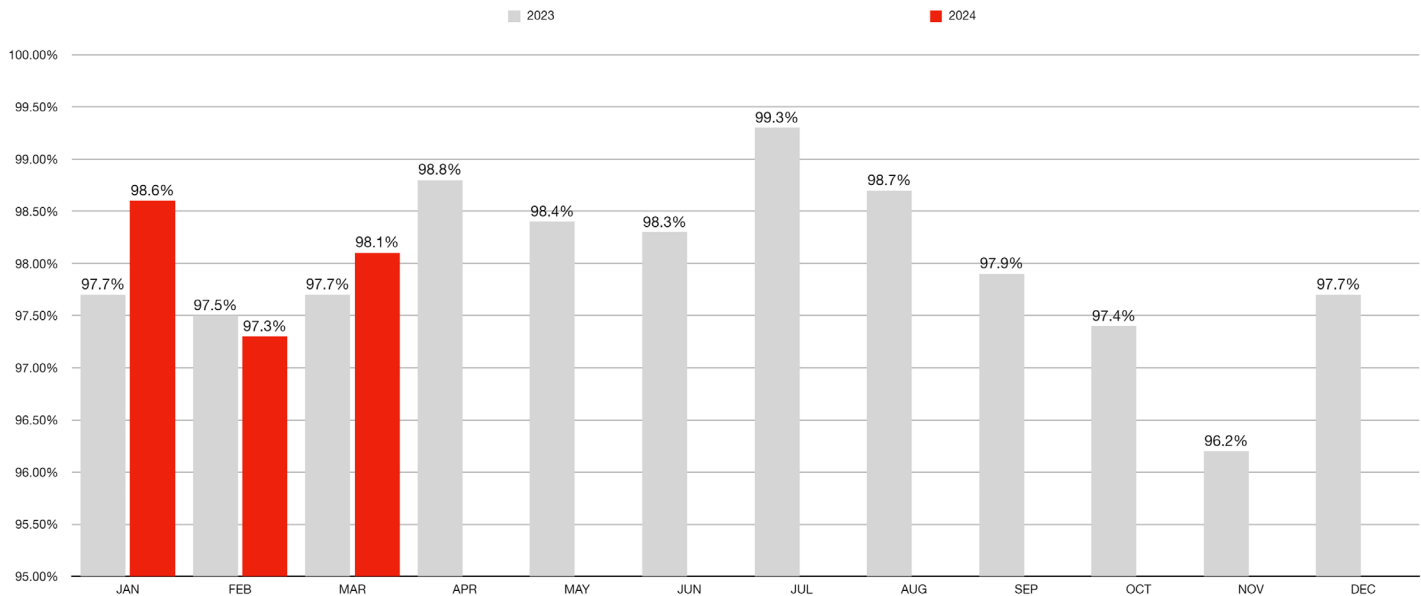
Month-Over-Month 2023 vs. 2024

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

# SALE PRICE VS. LIST PRICE RATIO

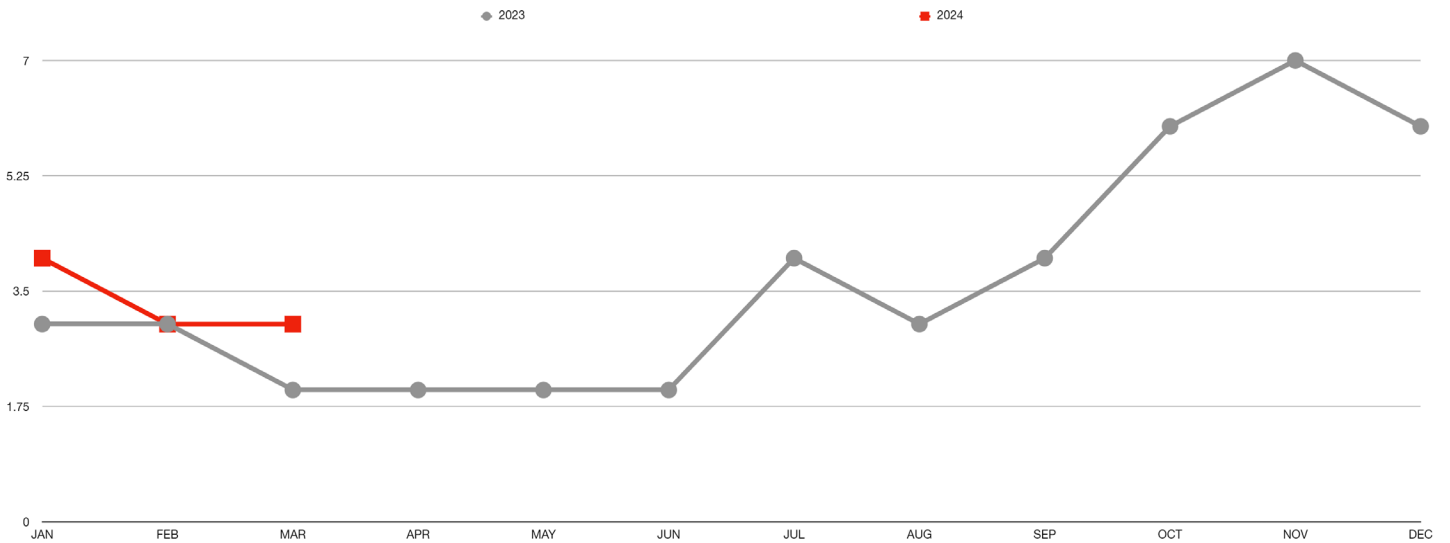


## Year-Over-Year

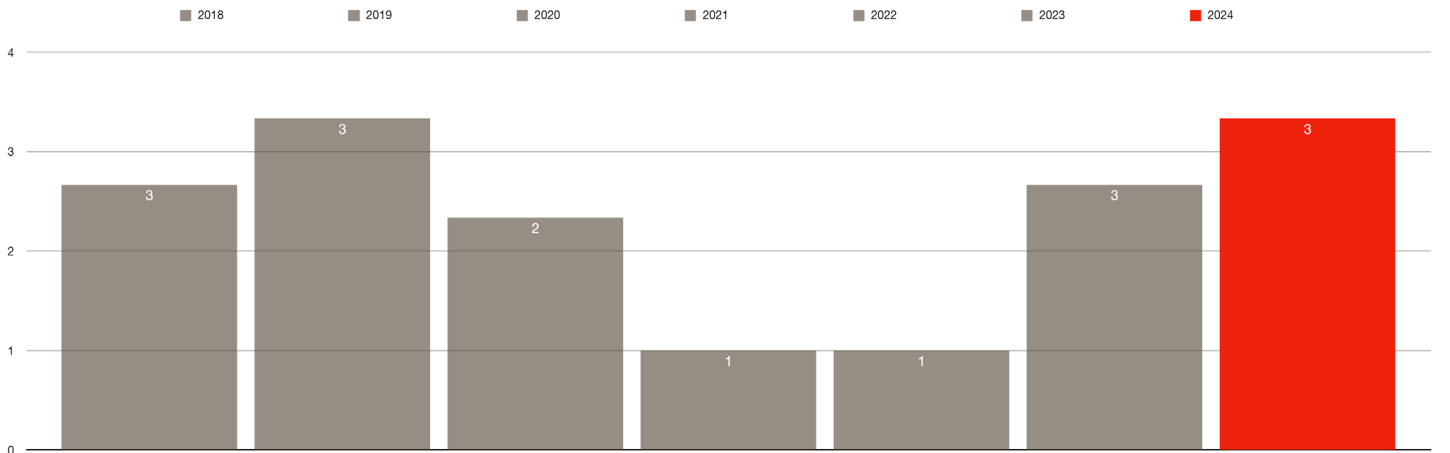


## Month-Over-Month 2023 vs. 2024

# MONTHS OF INVENTORY

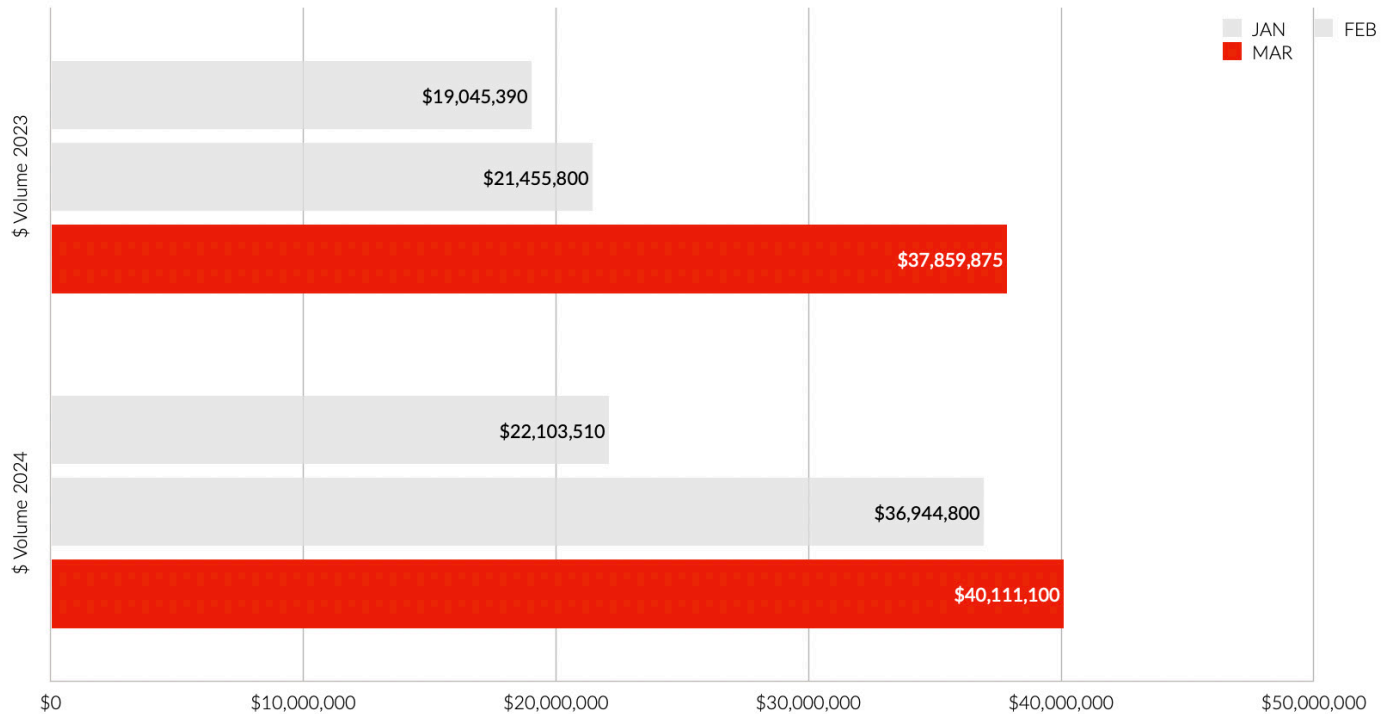


Month-Over-Month 2023 vs. 2024

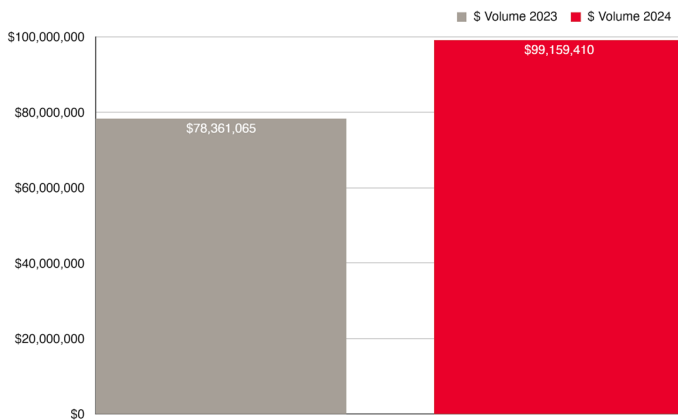


Year-Over-Year

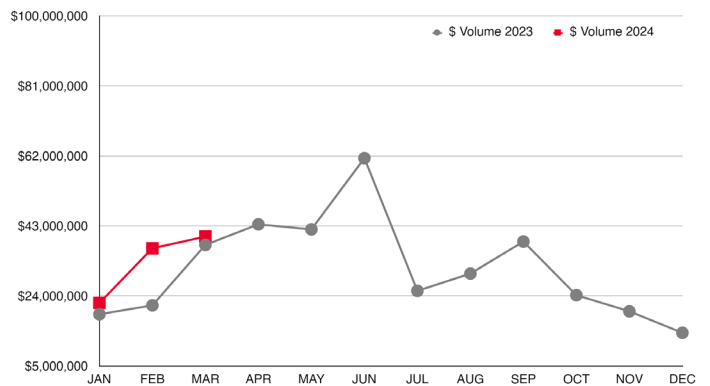
# DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

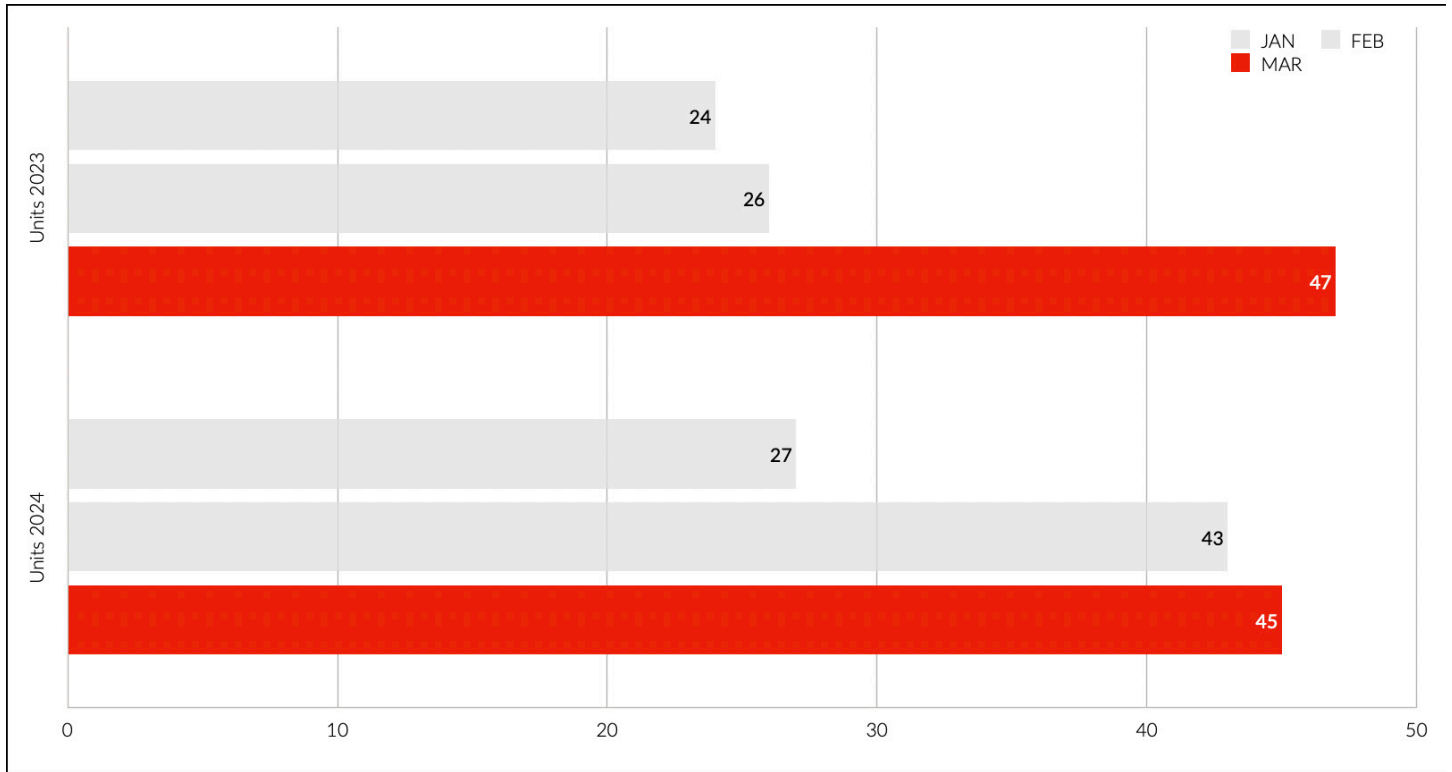


Yearly Totals 2023 vs. 2024

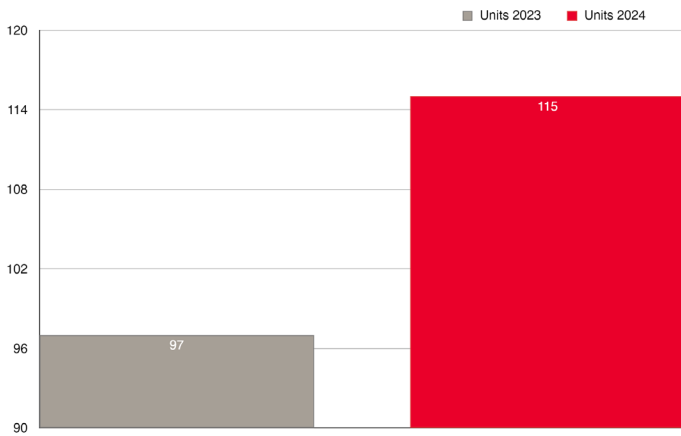


Month vs. Month 2023 vs. 2024

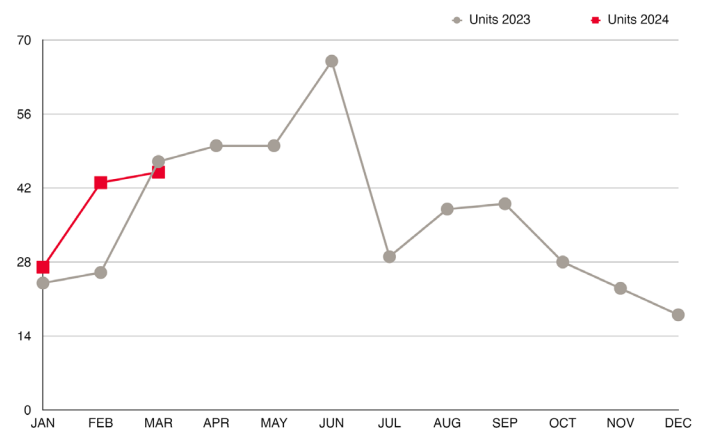
# UNIT SALES



Monthly Comparison 2023 vs. 2024



Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024



# SALES BY TYPE

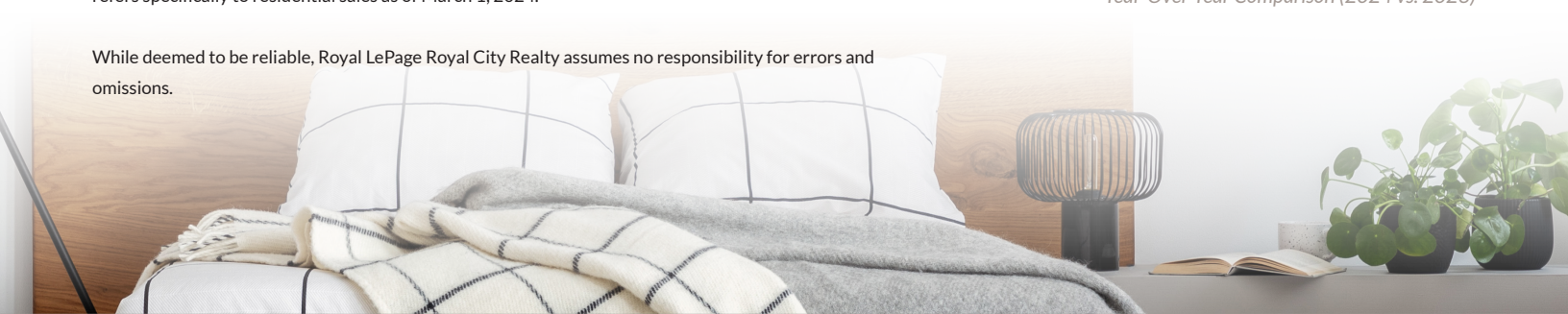


	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
YTD Sales Volume	 \$85,045,410 +26.33%	 \$10,474,000 +15.04%	 \$5,075,000 Up from \$0
YTD Unit Sales	 91 +15.19%	 17 +13.33%	 2 Up from 0
YTD Average Sale Price	 \$934,565 +9.67%	 \$616,118 +1.5%	 \$2,537,500 Up from \$0
March Sales Volume	 \$33,690,100 +1.98%	 \$5,006,000 +14.08%	 \$5,075,000 Up from \$0
March Unit Sales	 34 -12.82%	 8 +14.29%	 2 Up from 0

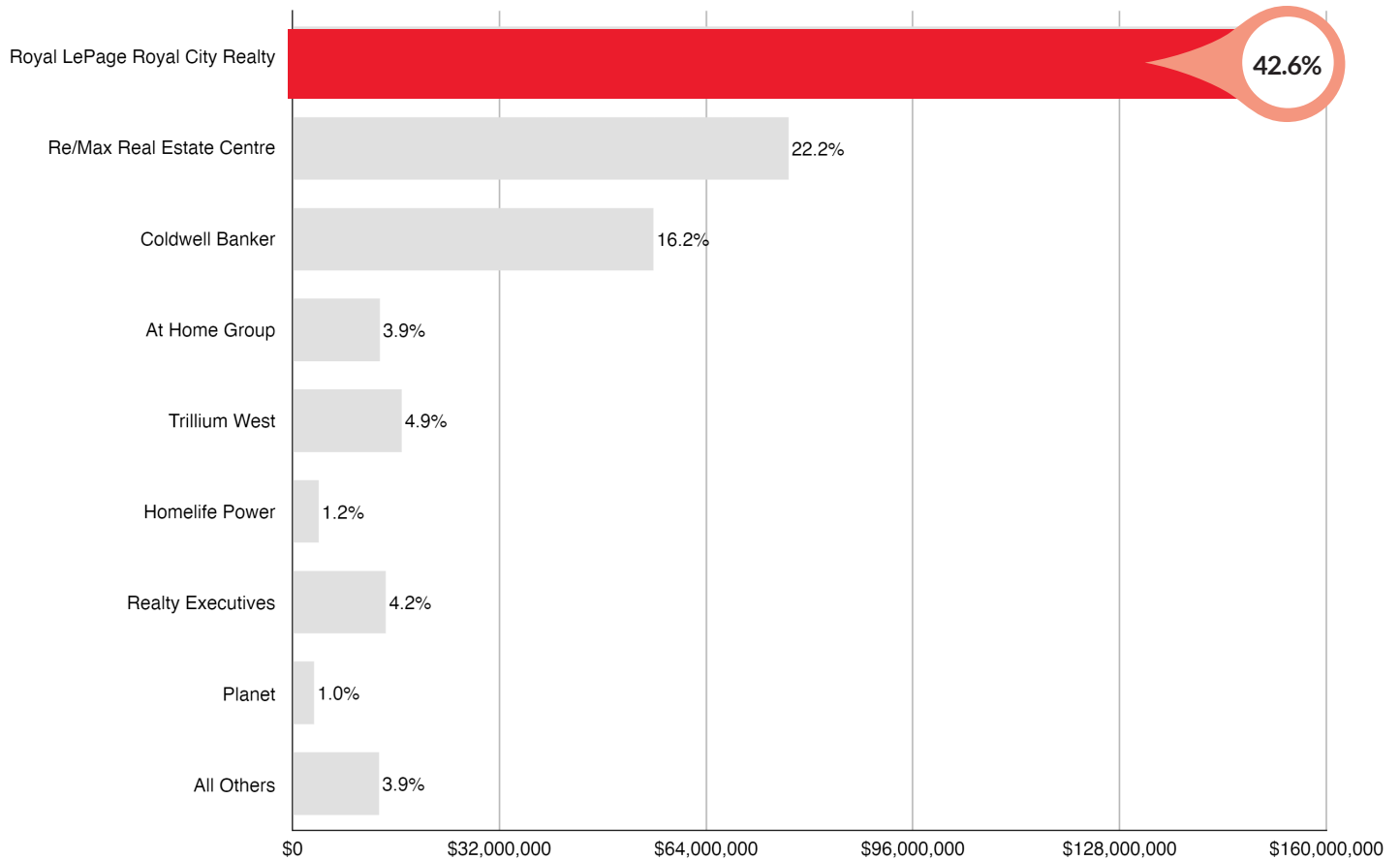
NOTE: All MLS® sales data in this report comes from the Guelph Association Of REALTORS® and refers specifically to residential sales as of March 1, 2024.

Year-Over-Year Comparison (2024 vs. 2023)

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# MARKET DOMINANCE

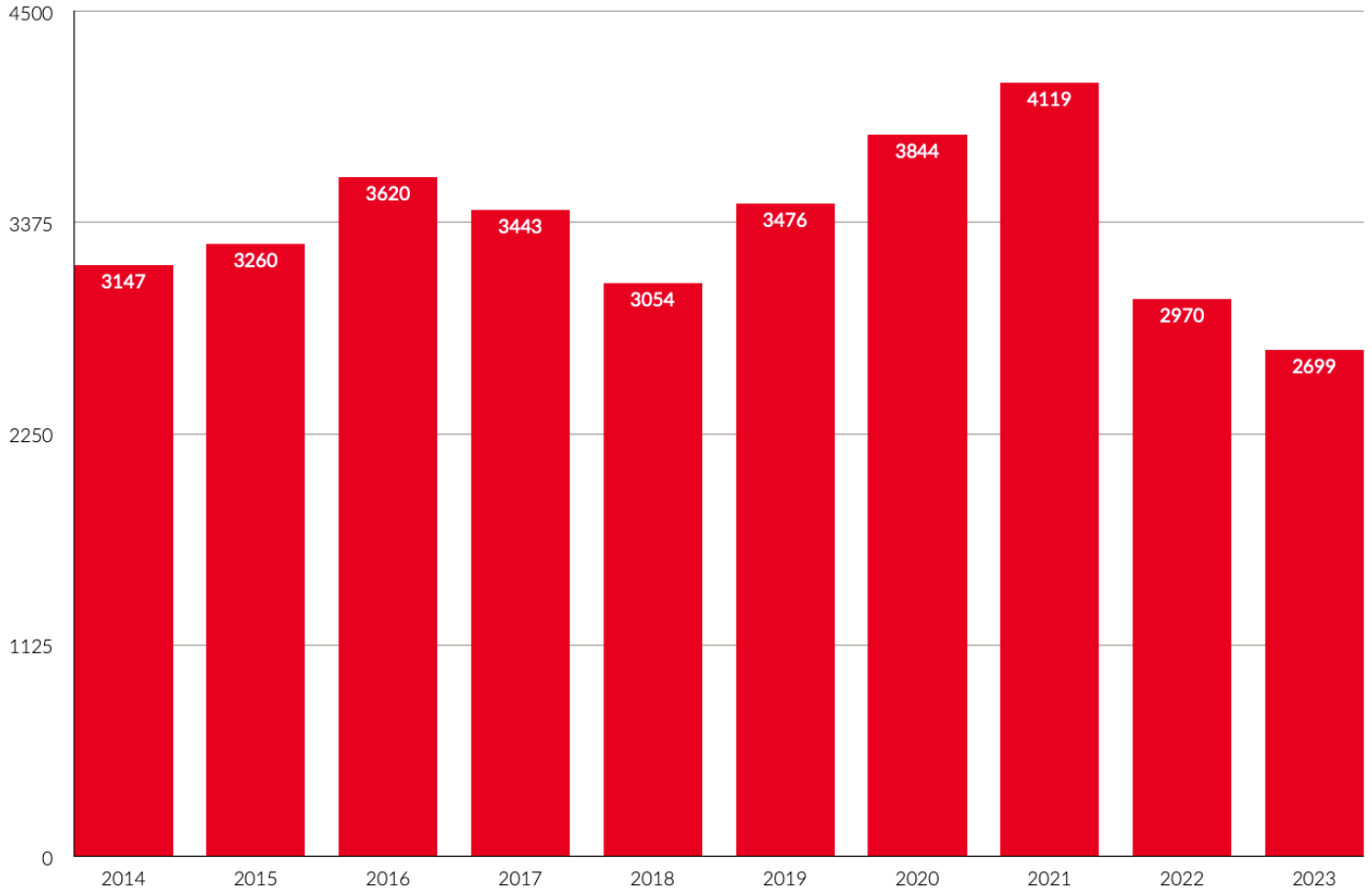


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
March 2024



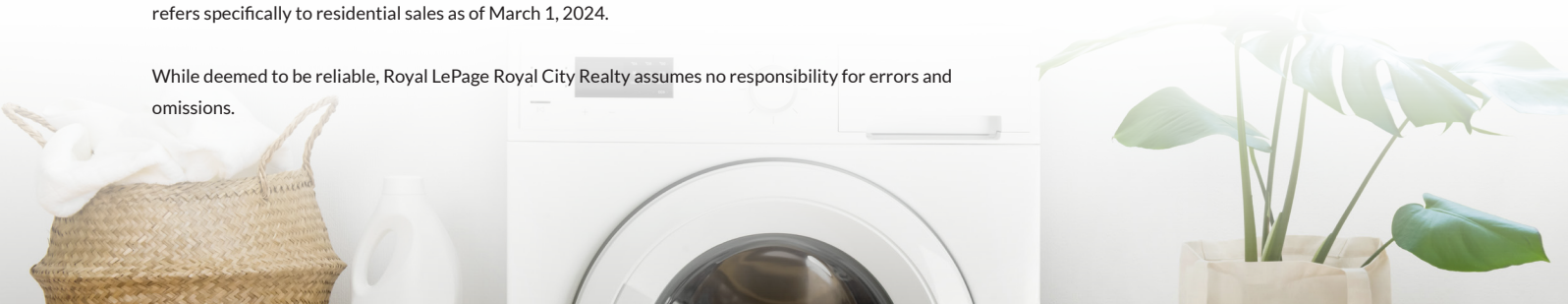
# 10 YEAR MARKET ANALYSIS



## 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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