



2024
JULY

CENTRE WELLINGTON
Real Estate Market Report



OVERVIEW

SELLER'S MARKET

Centre Wellington has switched to a seller's market this month. The median sale price dropped slightly, along with the average sale price, in comparison to last July. With more new listings and higher unit sales, the sales volume has more than doubled, favoring the seller's this month.



July year-over-year sales volume of \$52,889,200

Up 108.22% from 2023's \$25,400,950 with unit sales of 56 up 93.1% from last July's 29. New listings of 77 are up 10% from a year ago, with the sales/listing ratio of 72.73% up 31.3%.



Year-to-date sales volume of \$285,953,495

Up 14.09% from 2023's \$250,644,943 with unit sales of 318 up by 8.9% from last year's 292. New listings of 606 are up 29.21% from a year ago, with the sales/listing ratio of 52.48% down 9.78%.



Year-to-date average sale price of \$891,260

Up from \$848,600 one year ago with median sale price of \$815,000 up from \$800,000 one year ago. Average days-on-market of 37.4 is up 9.1 days from last year.

JULY NUMBERS

Median Sale Price

\$839,950

-0.6%

Average Sale Price

\$944,450

-6.73%

Sales Volume

\$52,889,200

+108.22%

Unit Sales

56

+93.1%

New Listings

77

+10%

Expired Listings

9

+12.5%

Unit Sales/Listings Ratio

72.73%

+31.3%

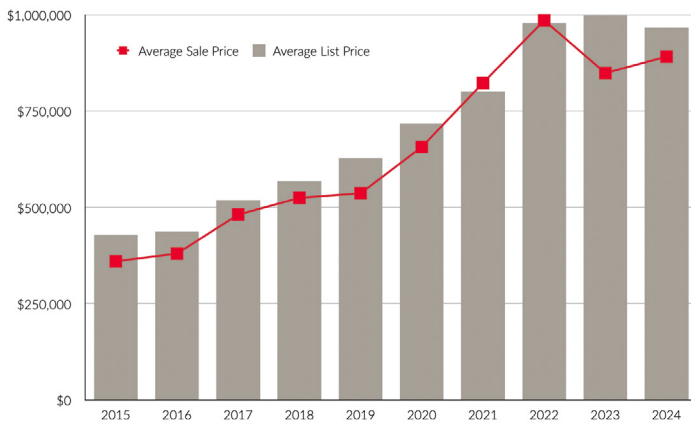
*Year-over-year comparison
(July 2024 vs. July 2023)*

THE MARKET IN DETAIL

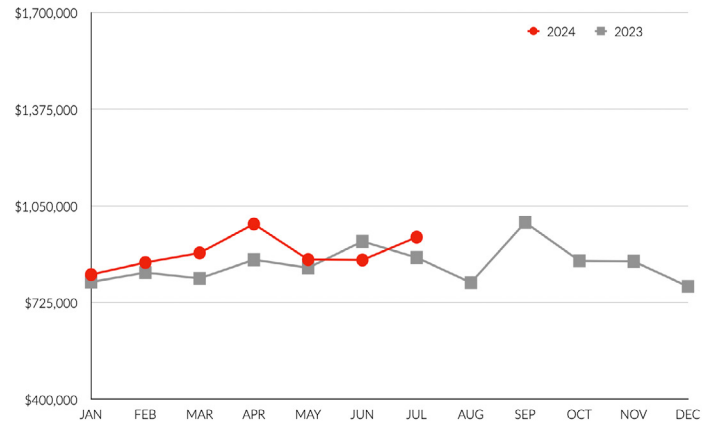
	2022	2023	2024	2023-2024
YTD Volume Sales	\$303,301,543	\$250,644,943	\$285,953,495	+14.09%
YTD Unit Sales	305	292	318	+8.9%
YTD New Listings	496	469	606	+29.21%
YTD Sales/Listings Ratio	61.49%	62.26%	52.48%	-9.78%
YTD Expired Listings	17	38	59	+55.26%
Monthly Volume Sales	\$28,072,140	\$25,400,950	\$52,889,200	+108.22%
Monthly Unit Sales	30	29	56	+93.1%
Monthly New Listings	54	70	77	+10%
Monthly Sales/Listings Ratio	55.56%	41.43%	72.73%	+31.3%
Monthly Expired Listings	10	8	9	+12.5%
YTD Sales: \$0-\$199K	4	4	6	+50%
YTD Sales: \$200k-349K	7	2	2	No Change
YTD Sales: \$350K-\$549K	9	19	27	+42.11%
YTD Sales: \$550K-\$749K	49	94	92	-2.13%
YTD Sales: \$750K-\$999K	103	112	98	-12.5%
YTD Sales: \$1M-\$2M	129	58	89	+53.45%
YTD Sales: \$2M+	4	3	7	+133.33%
YTD Average Days-On-Market	15.71	28.29	37.43	+32.32%
YTD Average Sale Price	\$985,463	\$848,600	\$891,260	+5.03%
YTD Median Sale Price	\$965,000	\$800,000	\$815,000	+1.88%

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

AVERAGE SALE PRICE

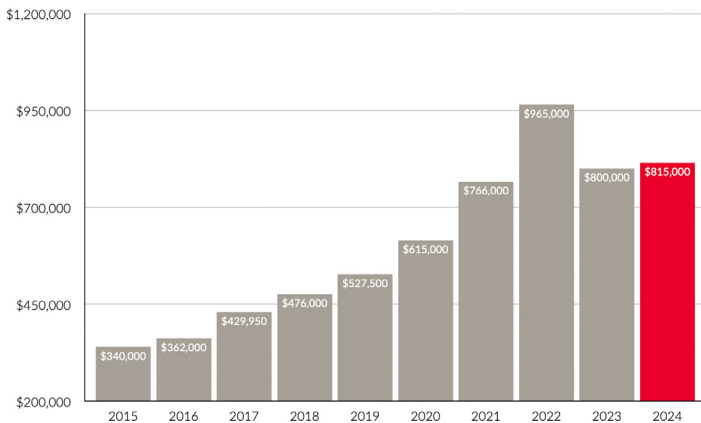


Year-Over-Year

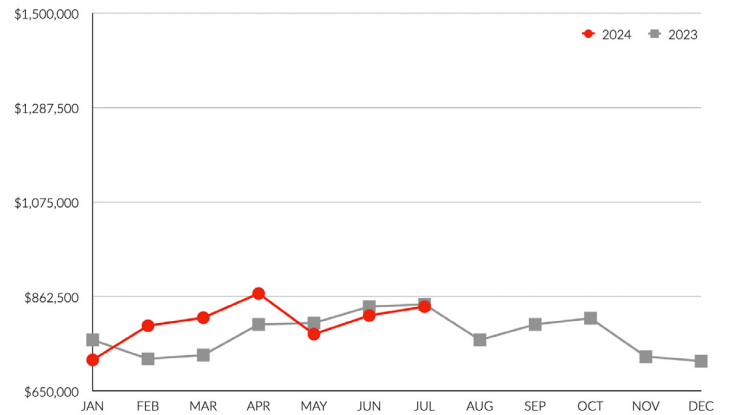


Month-Over-Month 2023 vs. 2024

MEDIAN SALE PRICE



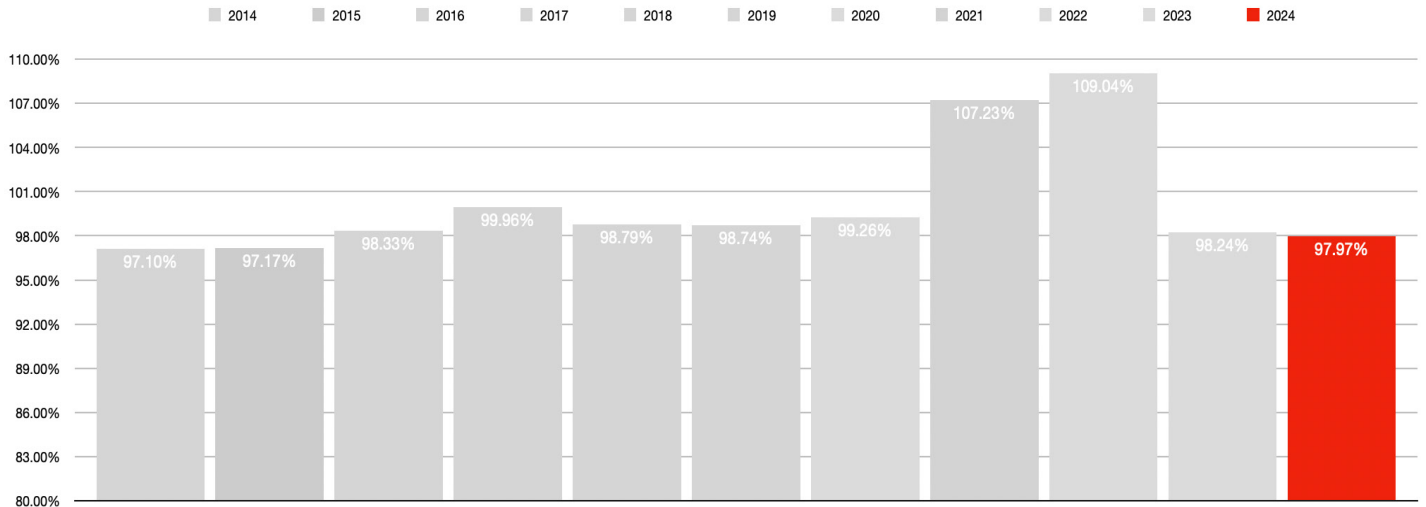
Year-Over-Year



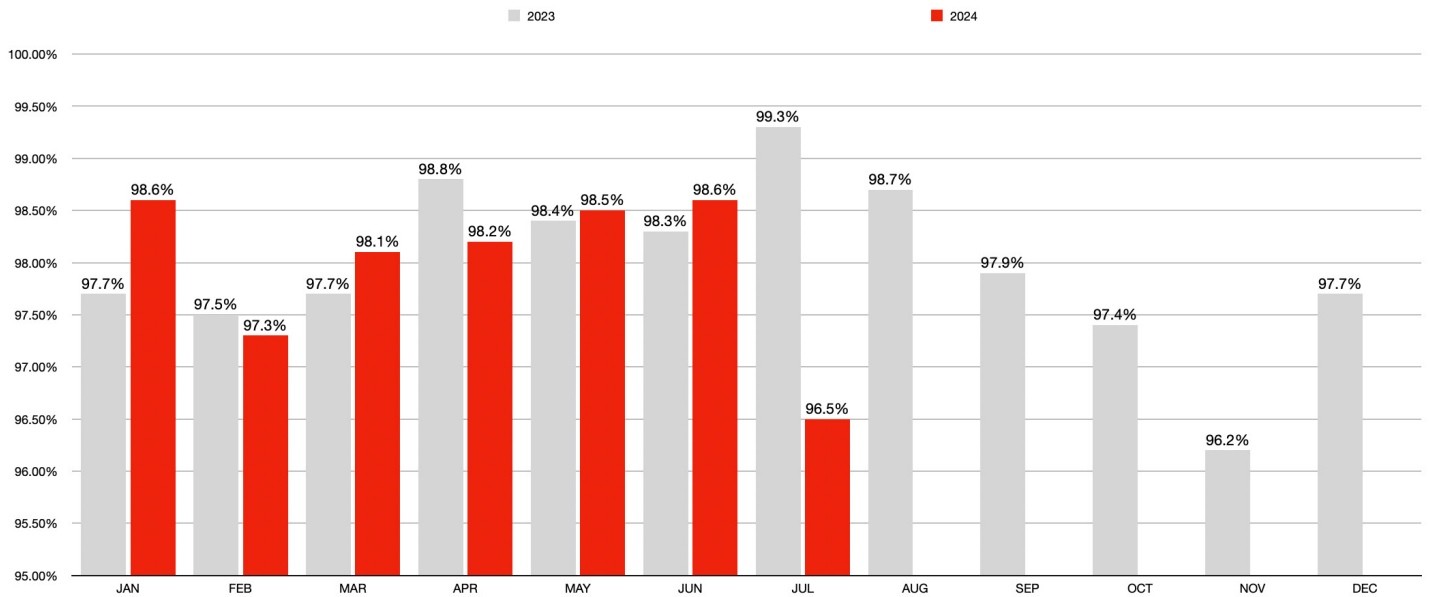
Month-Over-Month 2023 vs. 2024

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

SALE PRICE VS. LIST PRICE RATIO

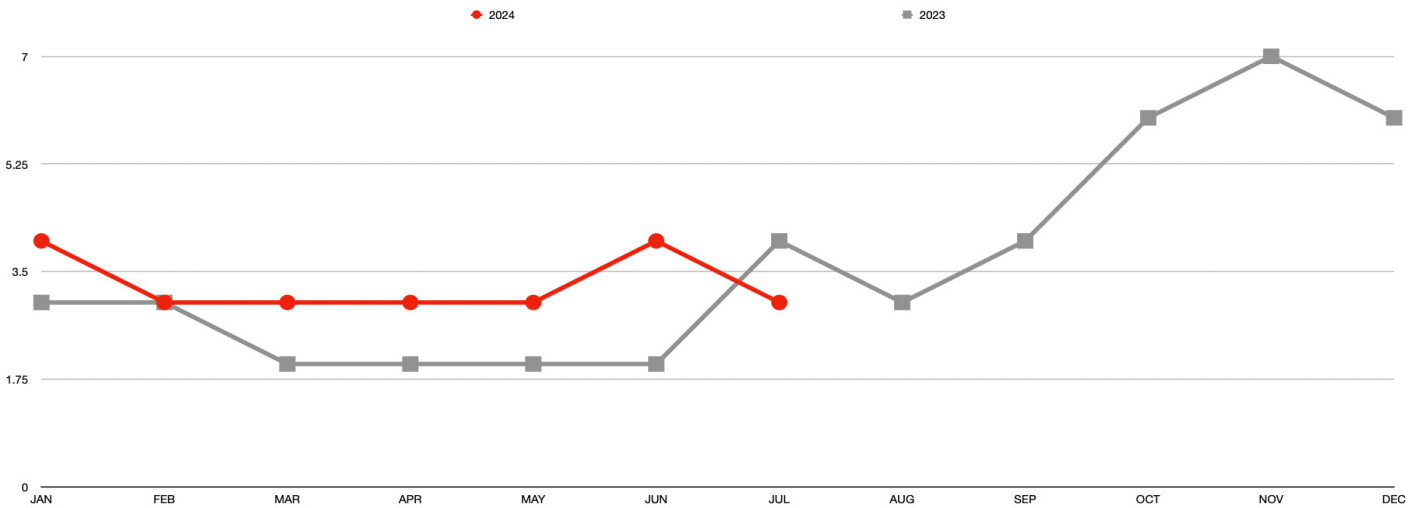


Year-Over-Year

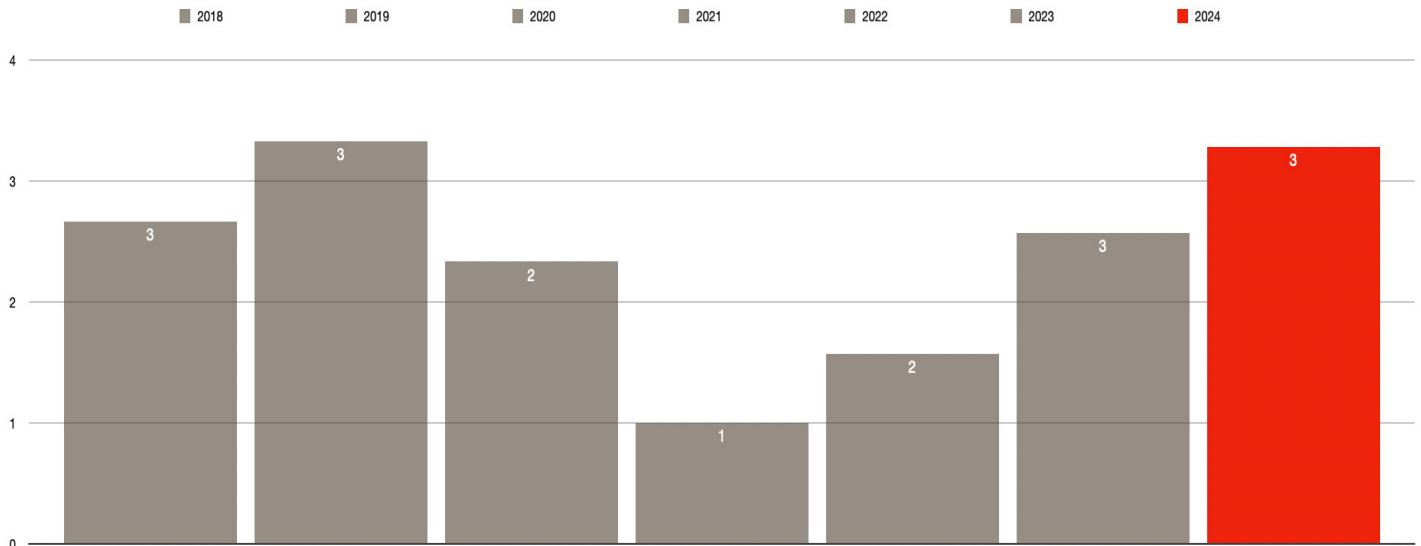


Month-Over-Month 2023 vs. 2024

MONTHS OF INVENTORY

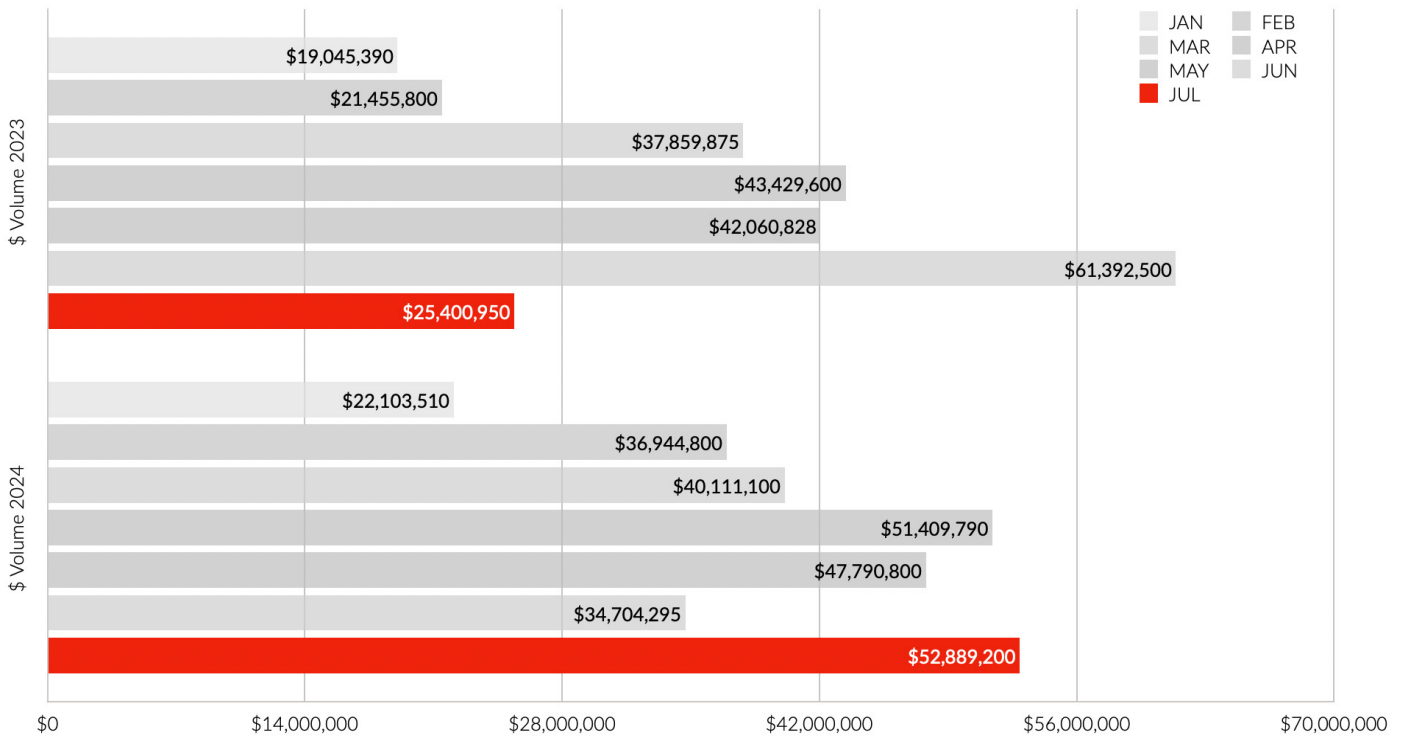


Month-Over-Month 2023 vs. 2024

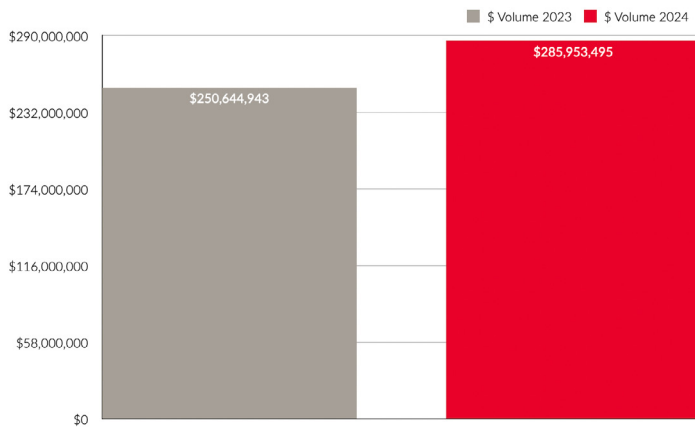


Year-Over-Year

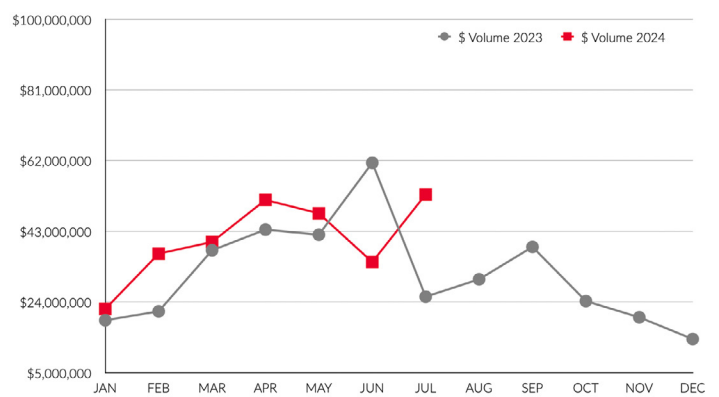
DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

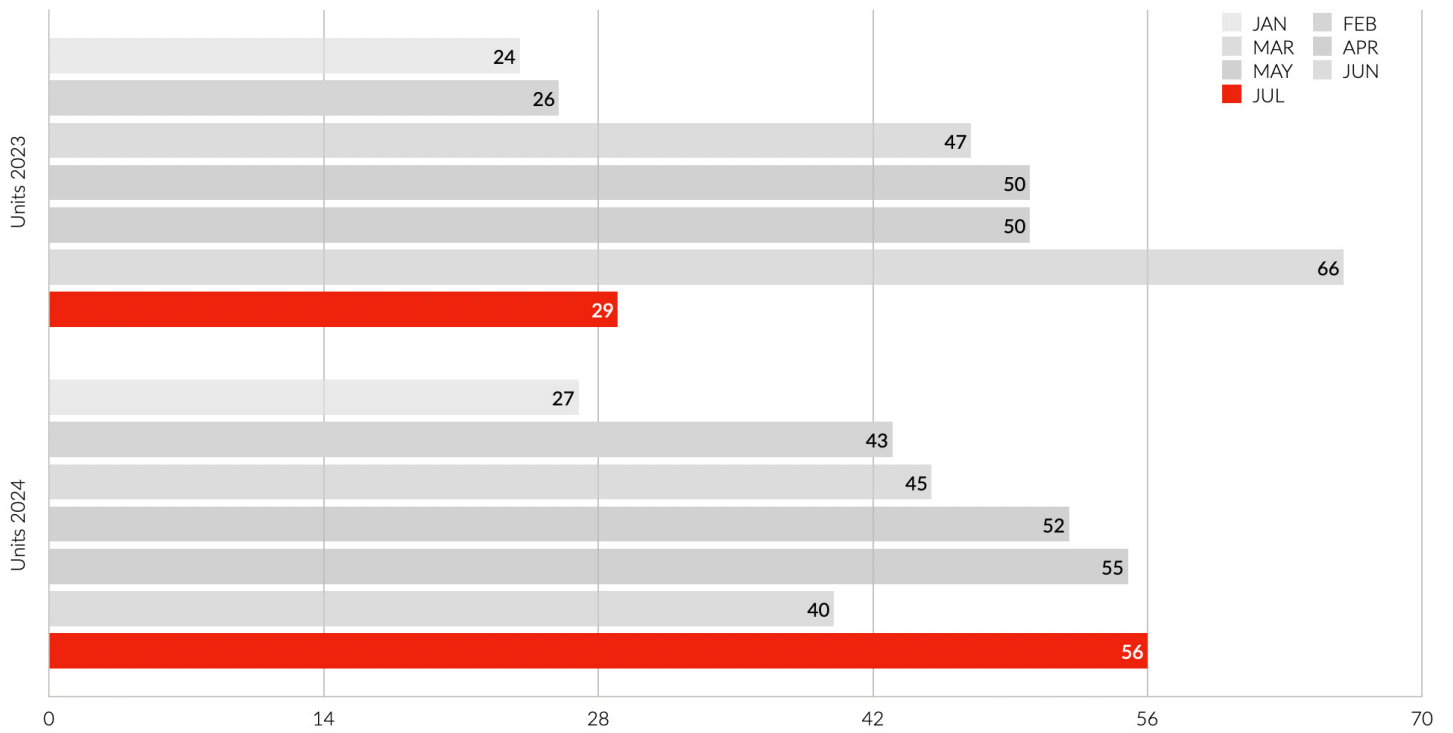


Yearly Totals 2023 vs. 2024

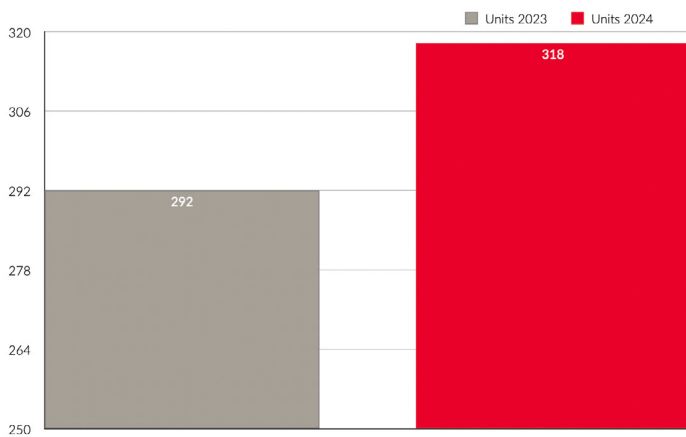


Month vs. Month 2023 vs. 2024

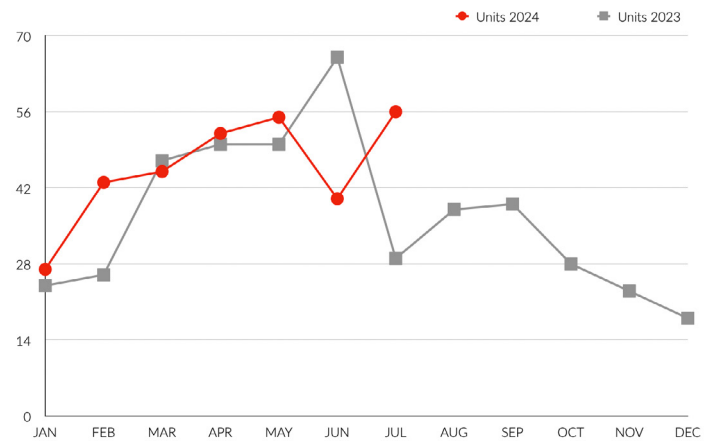
UNIT SALES



Monthly Comparison 2023 vs. 2024

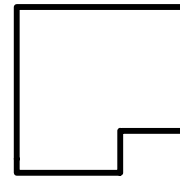


Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

SALES BY TYPE

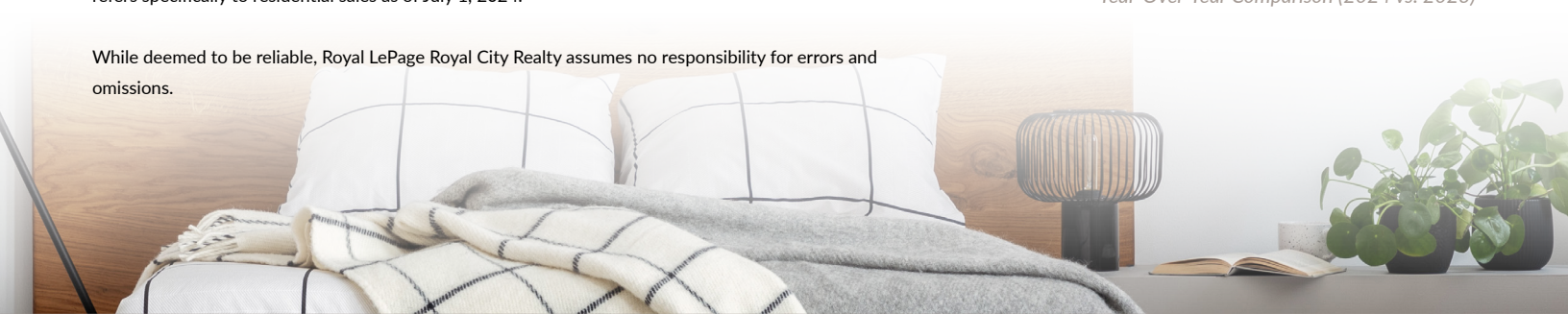


	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$249,974,995 +15.16%	\$25,344,400 -6.21%	\$11,315,000 +582.65%
YTD Unit Sales	254 +21.53%	41 No Change	6 +100%
YTD Average Sale Price	\$984,154 -5.25%	\$618,156 -6.21%	\$1,885,833 +241.33%
July Sales Volume	\$51,110,300 +137.82%	\$1,449,900 -55.93%	\$0 No Change
July Unit Sales	50 +117.39%	2 -60%	0 No Change

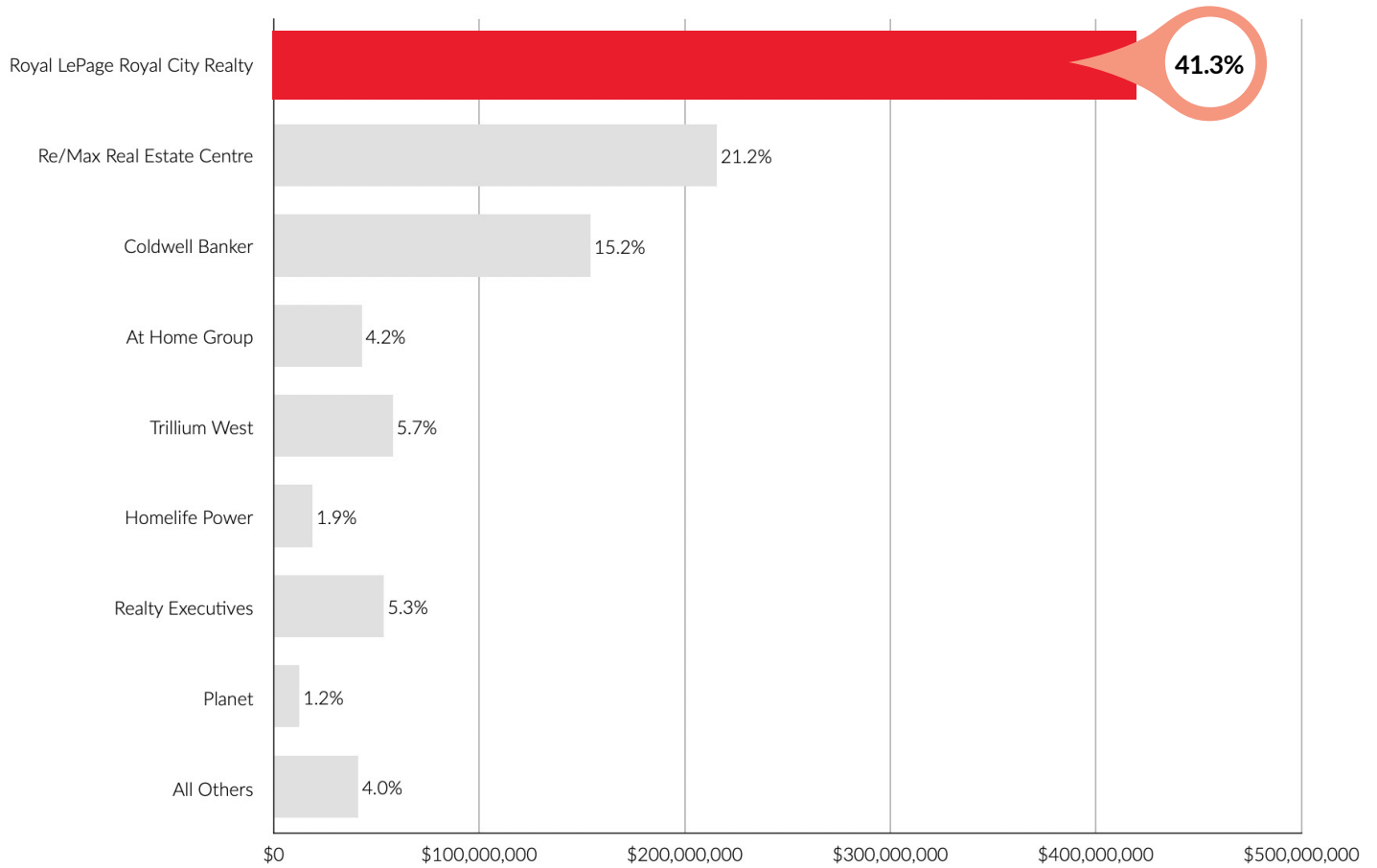
NOTE: All MLS® sales data in this report comes from the Guelph Association Of REALTORS® and refers specifically to residential sales as of July 1, 2024.

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

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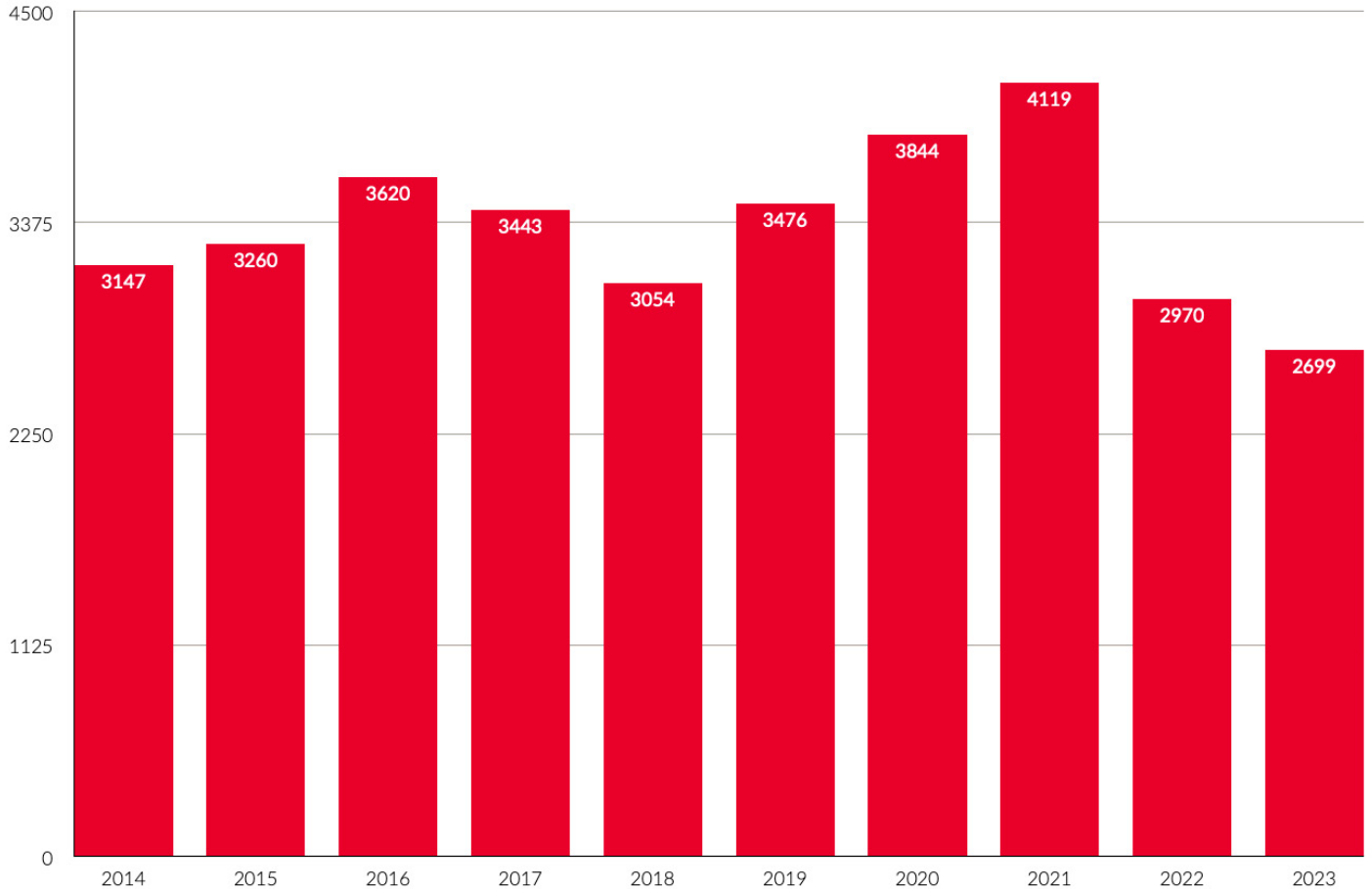
MARKET DOMINANCE



Market Share by Dollar Volume Within Wellington County
Listing Selling Ends Combined for Guelph Based Companies
July 2024



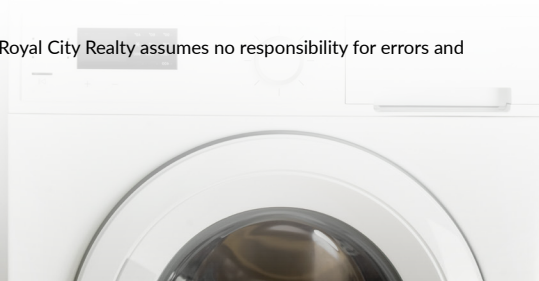
10 YEAR MARKET ANALYSIS



Units Sold

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OUR LOCATIONS



ELORA

519-846-1365
9 Mill Street E., Elora



FERGUS

519-843-1365
162 St. Andrew Street E., Fergus



GUELPH

519-824-9050
30 Edinburgh Road N., Guelph



ROCKWOOD

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

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