



# 2024 AUGUST

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



# OVERVIEW

## SELLER'S MARKET

Centre Wellington's market remains a balanced market this month. The median sale price dipped by 1.97%, but the average sale price increased by 3.37%. Sales volume grew by 6.09%, and unit sales rose by 2.63%. Despite a 5.06% drop in new listings, the unit sales/listings ratio improved, favoring sellers as competition remains strong.



### August year-over-year sales volume of \$31,899,670

Up 6.09% from 2023's \$30,068,404 with unit sales of 39 up 2.63% from last August's 38. New listings of 75 are down 5.06% from a year ago, with the sales/listing ratio of 52% up 3.90%.



### Year-to-date sales volume of \$317,853,165

Up 13.23% from 2023's \$280,713,347 with unit sales of 357 up by 8.18% from last year's 330. New listings of 681 are up 24.27% from a year ago, with the sales/listing ratio of 52.42% down 7.80%.



### Year-to-date average sale price of \$882,095

Up from \$841,435 one year ago with median sale price of \$806,000 up from \$782,500 one year ago. Average days-on-market of 36.4 is up 8.1 days from last year.

## AUGUST NUMBERS

Median Sale Price

**\$749,900**

-1.97%

Average Sale Price

**\$817,940**

+3.37%

Sales Volume

**\$31,899,670**

+6.09%

Unit Sales

**39**

+2.63%

New Listings

**75**

-5.06%

Expired Listings

**20**

+66.67%

Unit Sales/Listings Ratio

**52.00%**

+3.90%

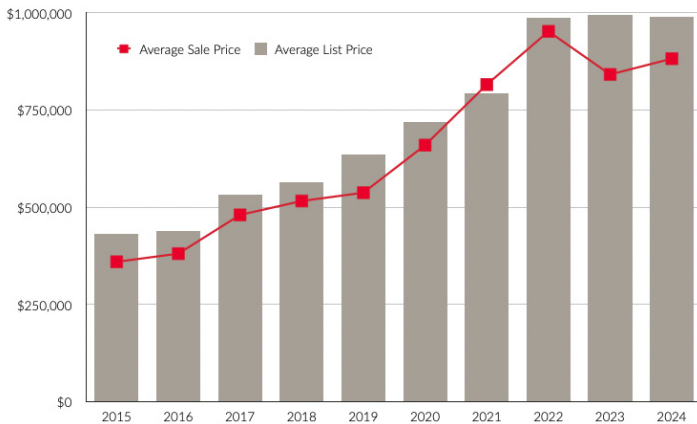
*Year-over-year comparison  
(August 2024 vs. August 2023)*

# THE MARKET IN DETAIL

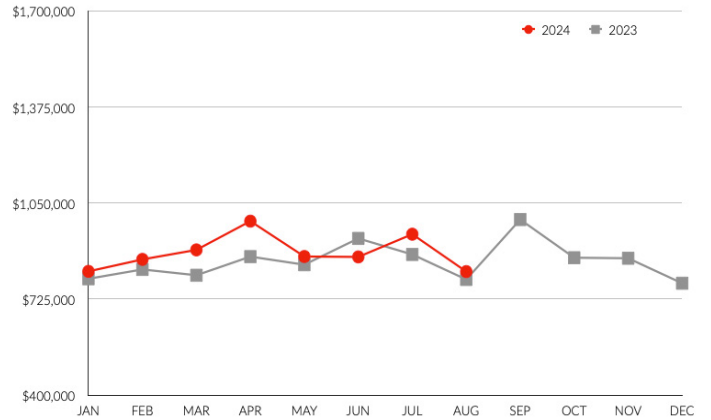
	2022	2023	2024	2023-2024
<b>YTD Volume Sales</b>	\$323,460,443	\$280,713,347	\$317,853,165	+13.23%
<b>YTD Unit Sales</b>	330	330	357	+8.18%
<b>YTD New Listings</b>	542	548	681	+24.27%
<b>YTD Sales/Listings Ratio</b>	60.89%	60.22%	52.42%	-7.8%
<b>YTD Expired Listings</b>	26	50	79	+58%
<b>Monthly Volume Sales</b>	\$20,158,900	\$30,068,404	\$31,899,670	+6.09%
<b>Monthly Unit Sales</b>	25	38	39	+2.63%
<b>Monthly New Listings</b>	46	79	75	-5.06%
<b>Monthly Sales/Listings Ratio</b>	54.35%	48.10%	52.00%	+3.9%
<b>Monthly Expired Listings</b>	9	12	20	+66.67%
<b>YTD Sales: \$0-\$199K</b>	5	6	6	No Change
<b>YTD Sales: \$200k-349K</b>	7	3	2	-33.33%
<b>YTD Sales: \$350K-\$549K</b>	12	22	32	+45.45%
<b>YTD Sales: \$550K-\$749K</b>	57	104	107	+2.88%
<b>YTD Sales: \$750K-\$999K</b>	110	126	110	-12.7%
<b>YTD Sales: \$1M-\$2M</b>	135	66	96	+45.45%
<b>YTD Sales: \$2M+</b>	4	3	7	+133.33%
<b>YTD Average Days-On-Market</b>	17.88	28.25	36.38	+28.76%
<b>YTD Average Sale Price</b>	\$952,311	\$841,435	\$882,095	+4.83%
<b>YTD Median Sale Price</b>	\$945,000	\$782,500	\$806,000	+3%

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

# AVERAGE SALE PRICE

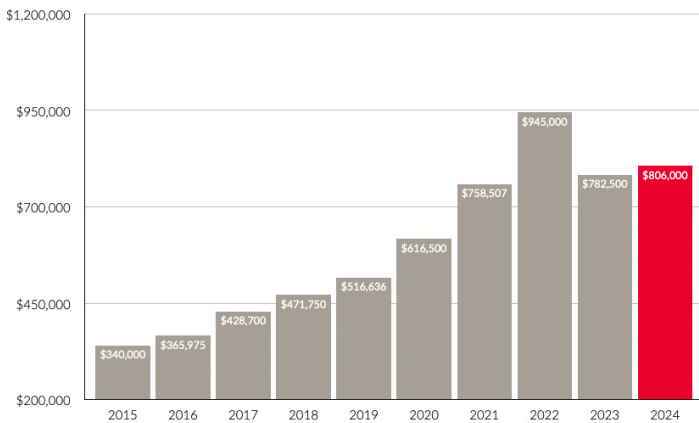


Year-Over-Year

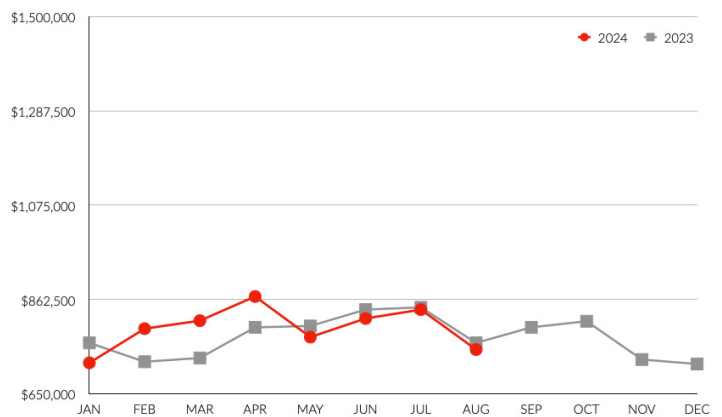


Month-Over-Month 2023 vs. 2024

# MEDIAN SALE PRICE



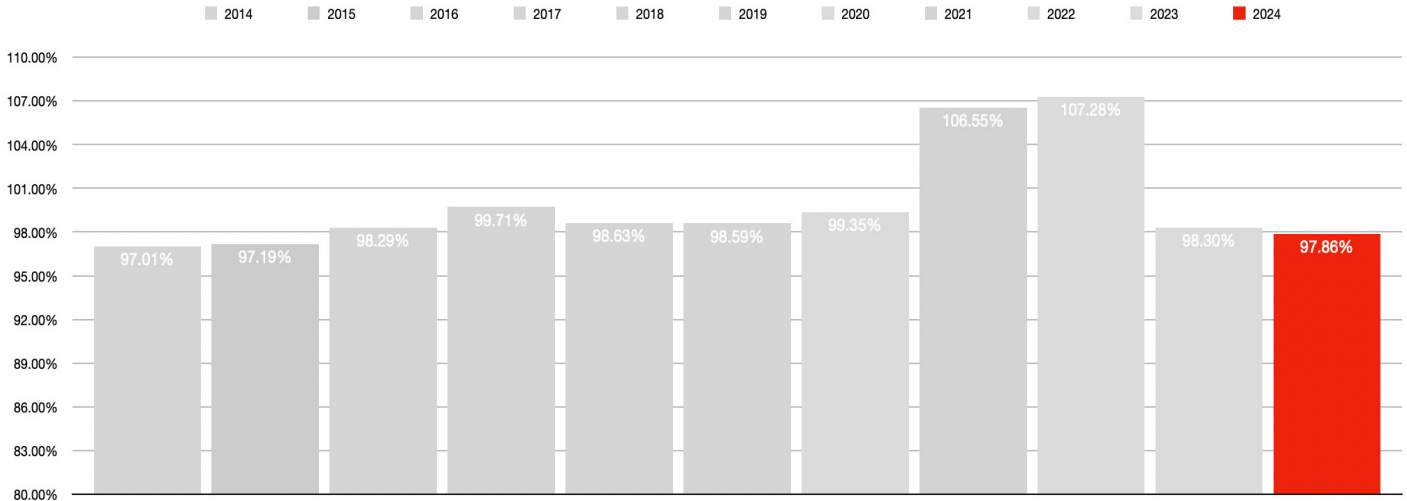
Year-Over-Year



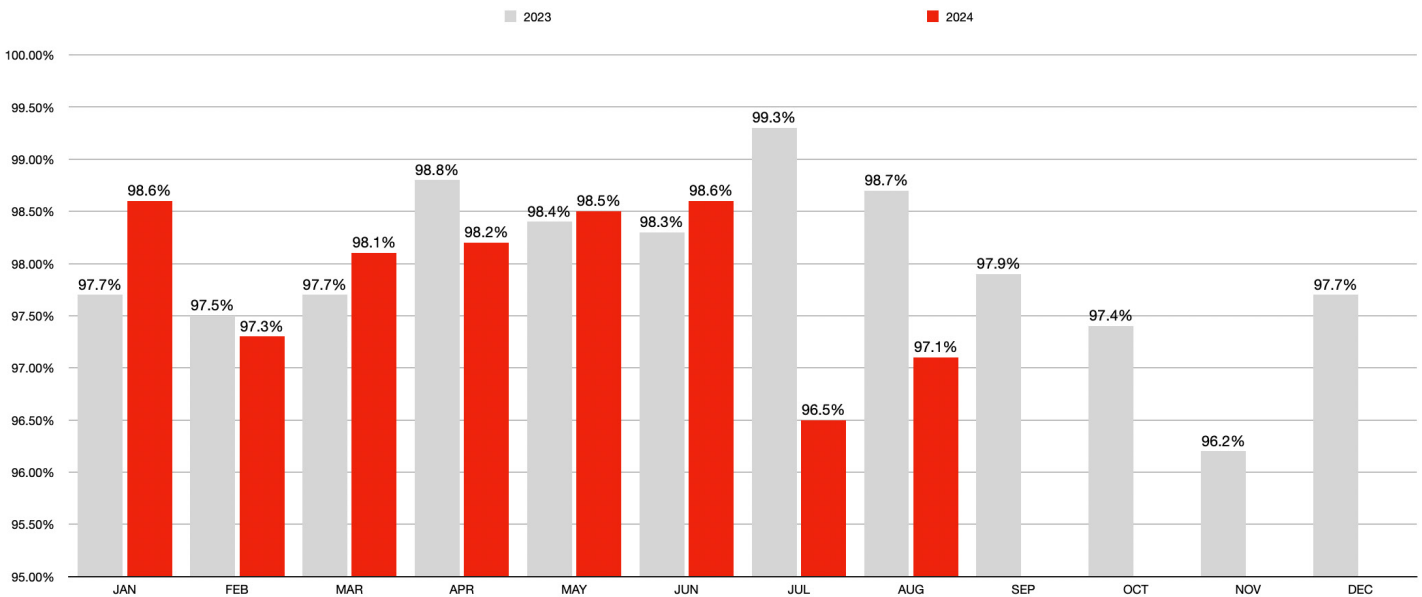
Month-Over-Month 2023 vs. 2024

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

# SALE PRICE VS. LIST PRICE RATIO

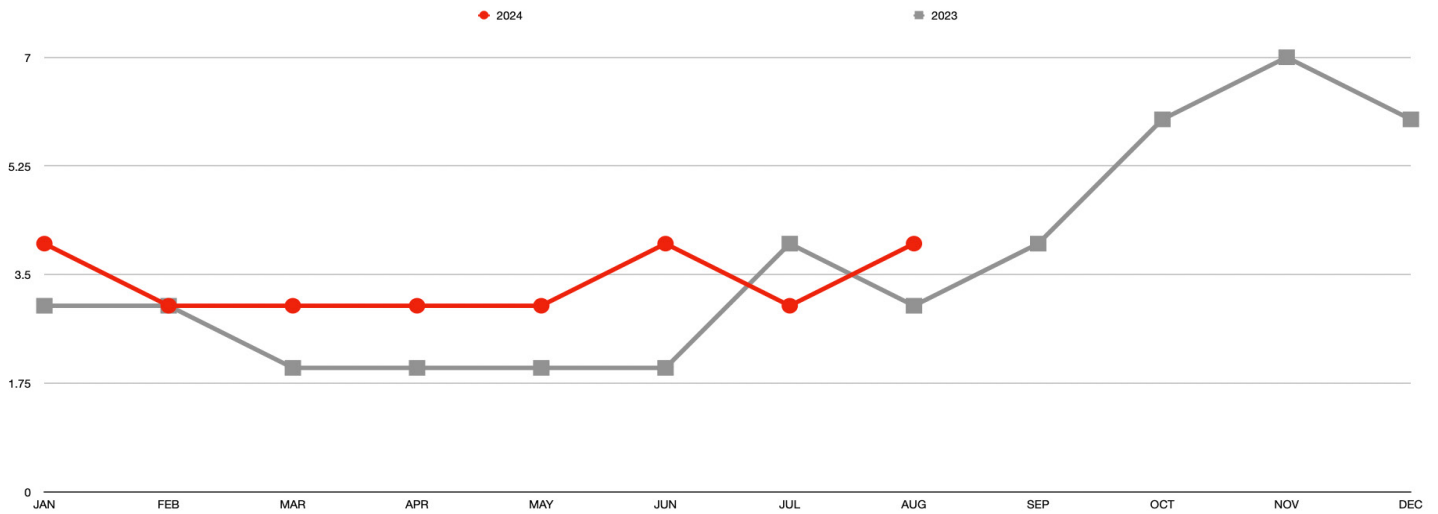


## Year-Over-Year

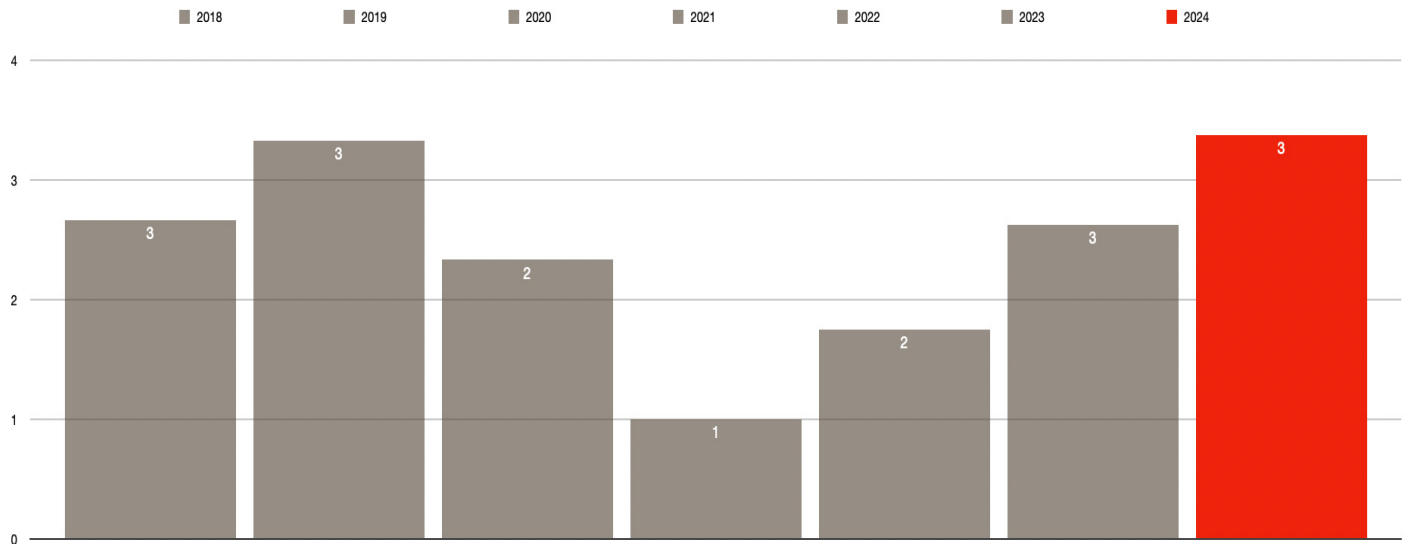


## Month-Over-Month 2023 vs. 2024

# MONTHS OF INVENTORY

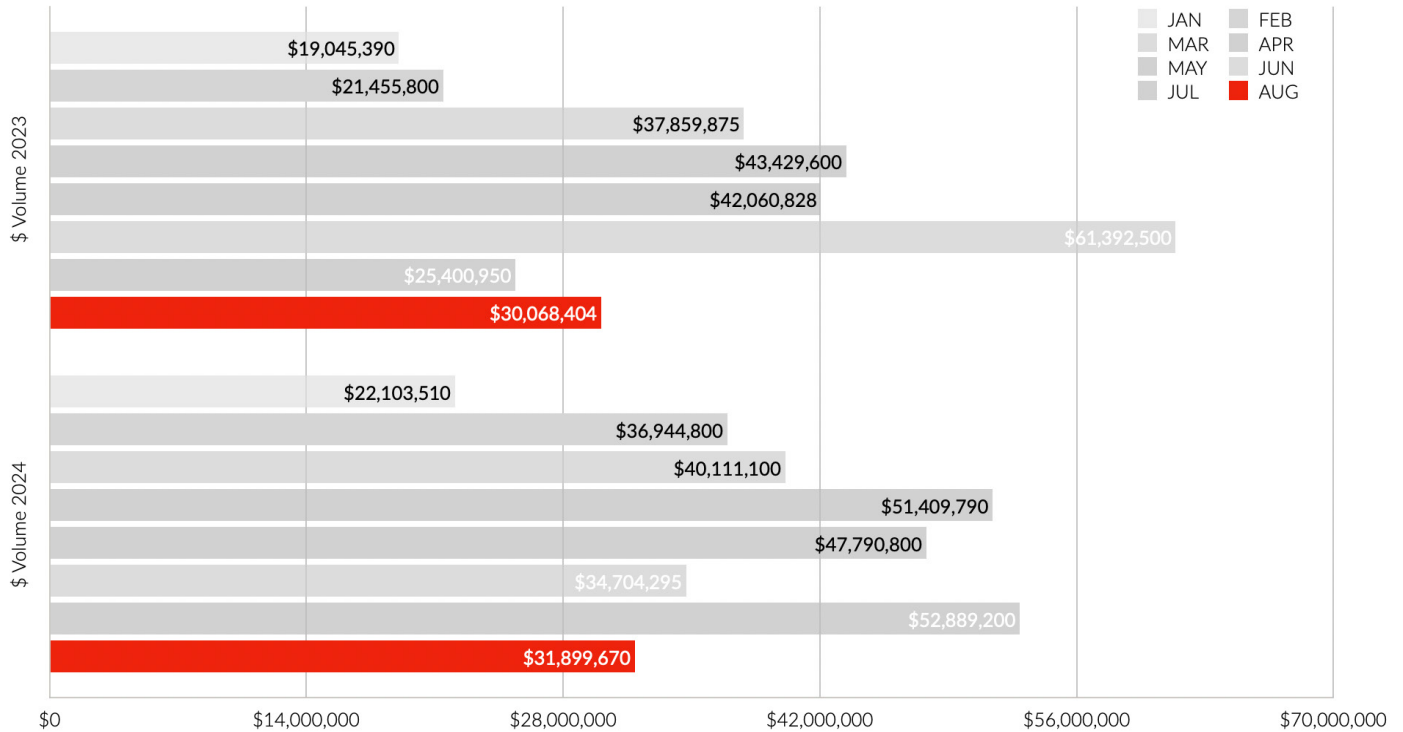


## Month-Over-Month 2023 vs. 2024

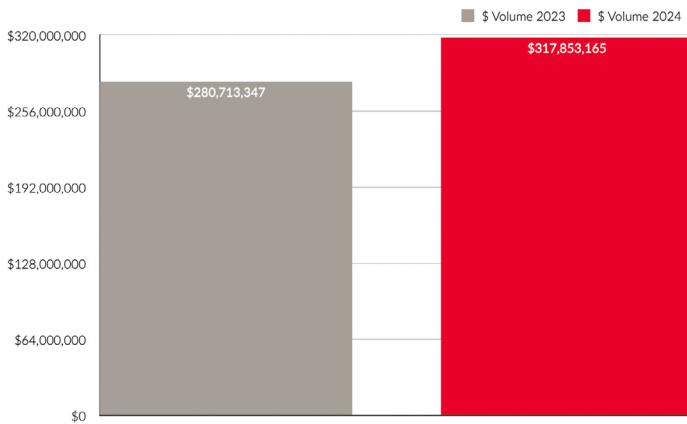


## Year-Over-Year

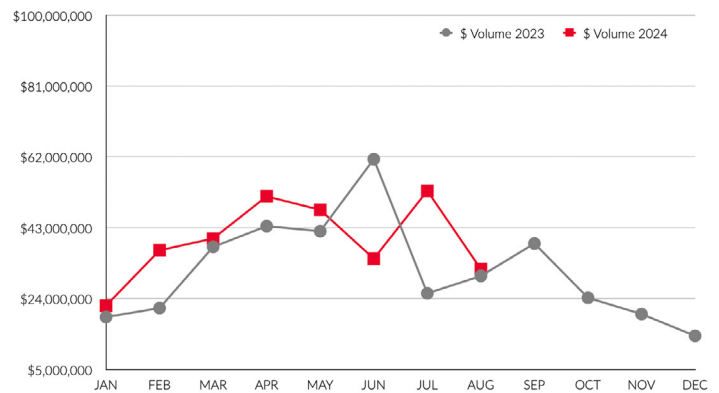
# DOLLAR VOLUME SALES



## Monthly Comparison 2023 vs. 2024

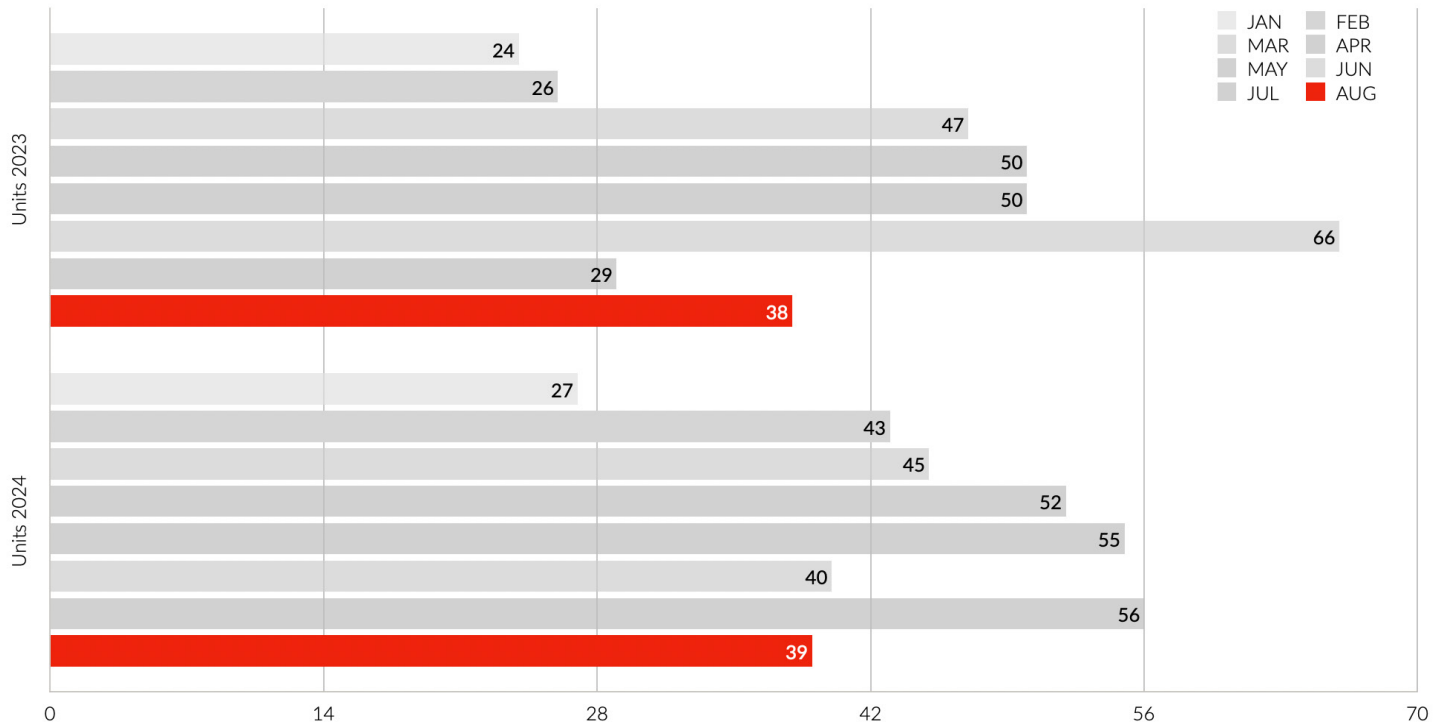


## Yearly Totals 2023 vs. 2024

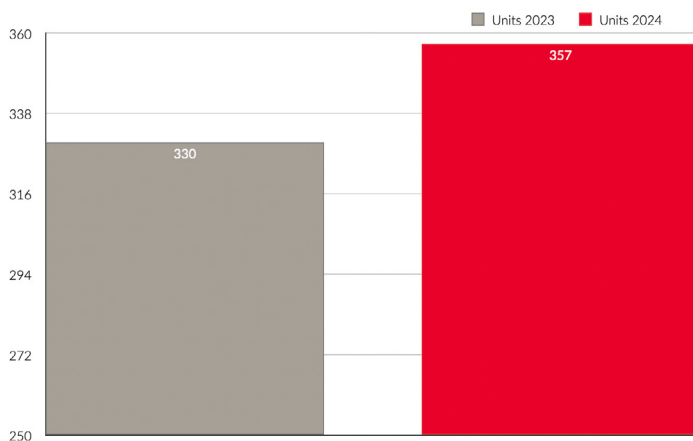


## Month vs. Month 2023 vs. 2024

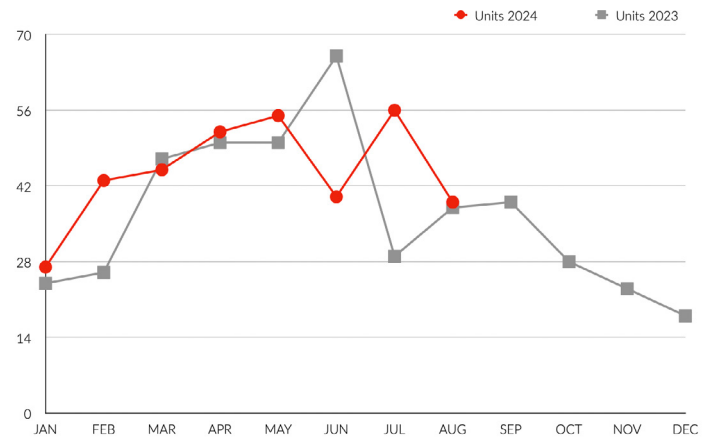
# UNIT SALES



Monthly Comparison 2023 vs. 2024



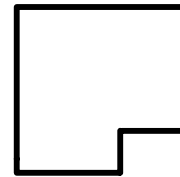
Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024



# SALES BY TYPE

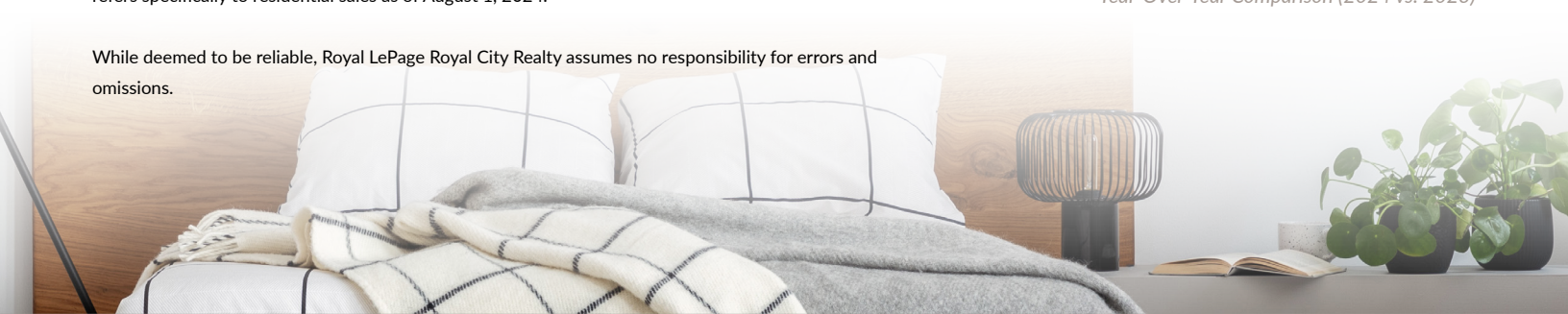


	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
<b>YTD Sales Volume</b>	 \$279,204,065 +14.83%	 \$26,419,400 -11.18%	 \$12,420,000 +649.32%
<b>YTD Unit Sales</b>	 288 +21.01%	 43 -4.44%	 8 +166.67%
<b>YTD Average Sale Price</b>	 \$969,459 -5.11%	 \$614,405 -7.05%	 \$1,552,500 +181%
<b>August Sales Volume</b>	 \$29,229,070 +12.08%	 \$1,075,000 -60.54%	 \$1,105,000 Up from \$0
<b>August Unit Sales</b>	 34 +17.24%	 2 -50%	 2 Up from 0

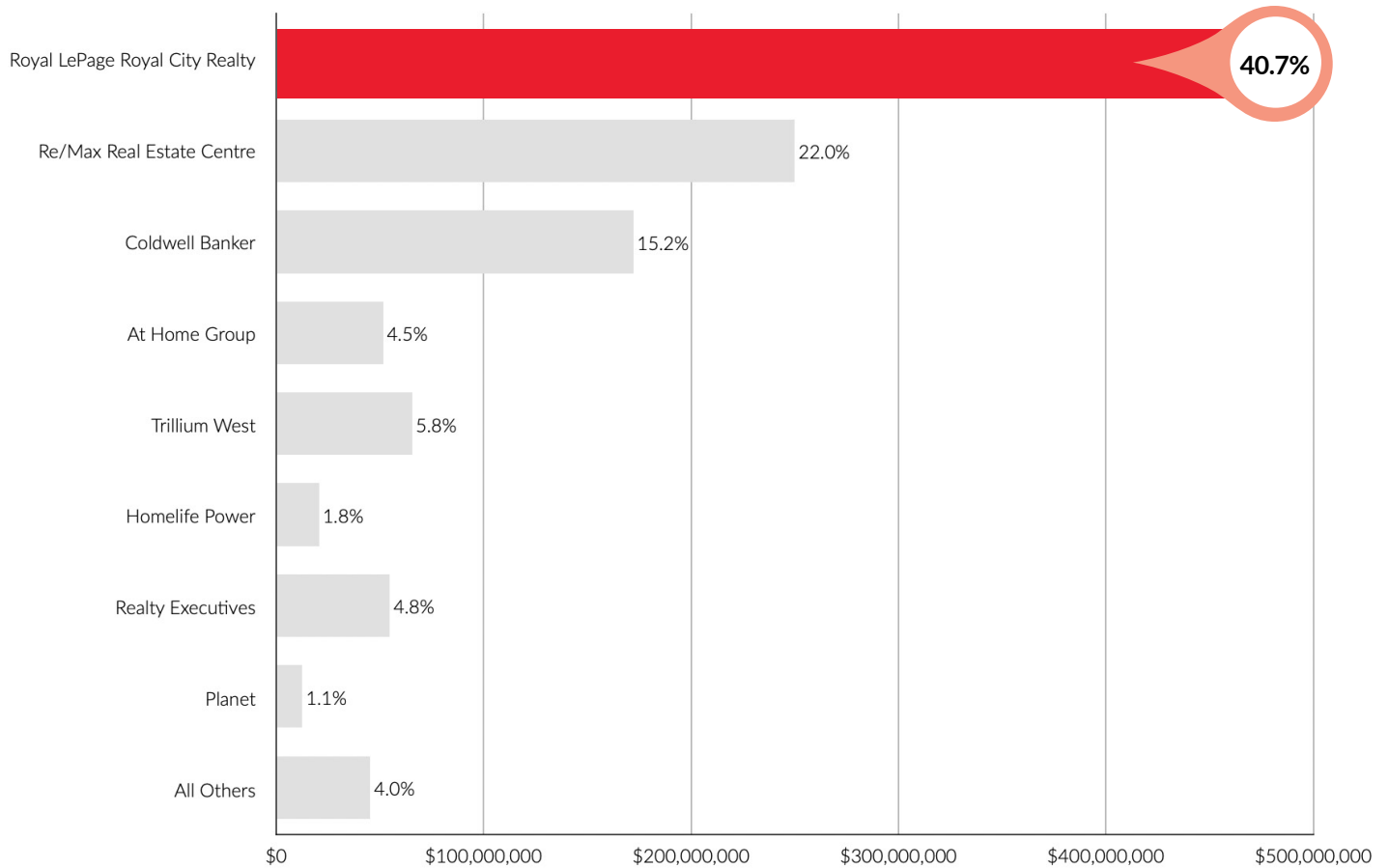
NOTE: All MLS® sales data in this report comes from the Guelph Association Of REALTORS® and refers specifically to residential sales as of August 1, 2024.

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

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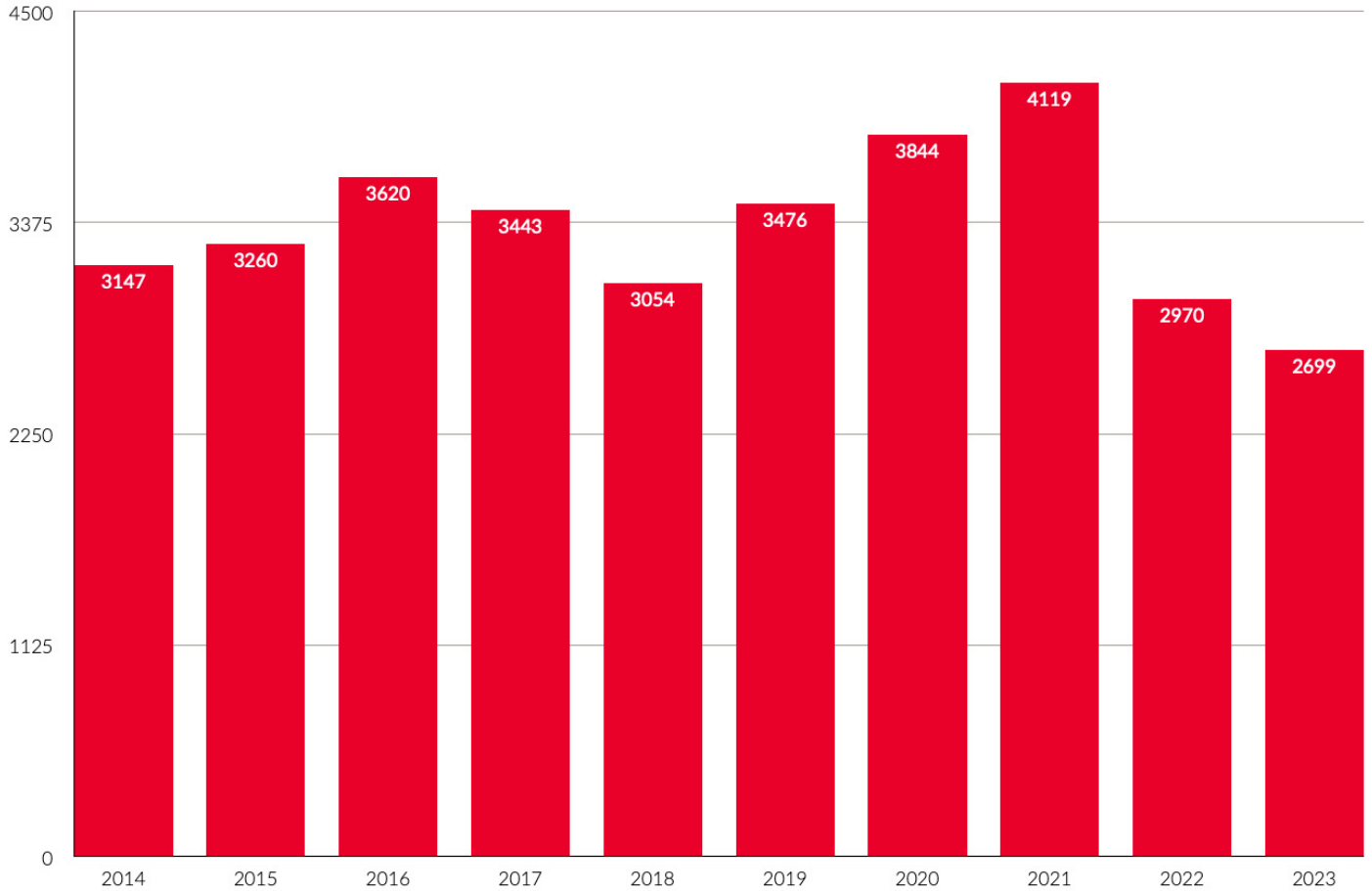
# MARKET DOMINANCE



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