



# 2024 OCTOBER

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



# OVERVIEW

## SELLER'S MARKET

Centre Wellington's real estate market remained active in October. The median sale price declined by 8.14%, but the average sale price rose by 9.25%. Sales volume saw a significant increase of 56.07%, with unit sales up by 42.86%. New listings dipped slightly by 1.59%, while expired listings rose by 7.69%. The unit sales-to-listings ratio also climbed by 20.07%, indicating continued demand in the market.

### October year-over-year sales volume of \$37,796,200



Up 56.07% from 2023's \$24,216,700 with unit sales of 40 up 42.86% from last October's 28. New listings of 62 are down 1.59% from a year ago, with the sales/listing ratio of 64.52% up 20.07%.

### Year-to-date sales volume of \$383,501,765



Up 11.58% from 2023's \$343,698,346 with unit sales of 429 up by 8.06% from last year's 397. New listings of 840 are up 15.7% from a year ago, with the sales/listing ratio of 51.07% down 3.61%.

### Year-to-date average sale price of \$887,205



Up from \$859,042 one year ago with median sale price of \$802,250 up from \$800,000 one year ago. Average days-on-market of 35.2 is up 5.8 days from last year.

## OCTOBER NUMBERS

Median Sale Price

**\$747,500**

-8.14%

Average Sale Price

**\$944,905**

+9.25%

Sales Volume

**\$37,796,200**

+56.07%

Unit Sales

**40**

+42.86%

New Listings

**62**

-1.59%

Expired Listings

**14**

+7.69%

Unit Sales/Listings Ratio

**64.52%**

+20.07%

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

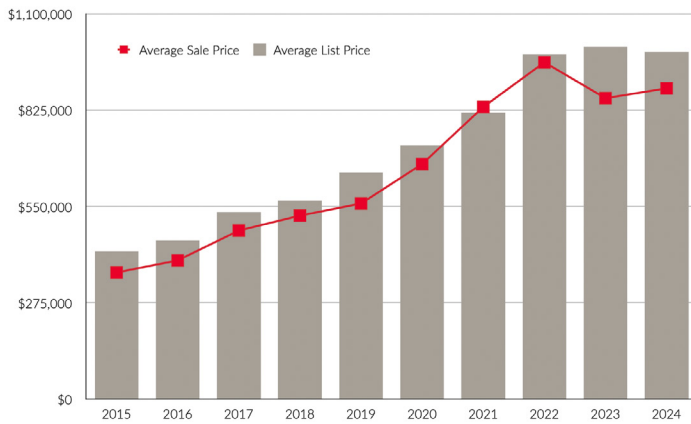


# THE MARKET IN DETAIL

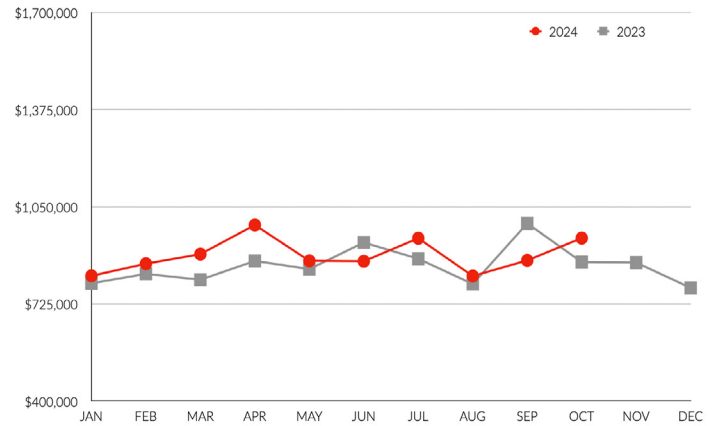
	2022	2023	2024	2023-2024
<b>YTD Volume Sales</b>	\$376,527,943	\$343,698,346	\$383,501,765	+11.58%
<b>YTD Unit Sales</b>	392	397	429	+8.06%
<b>YTD New Listings</b>	672	726	840	+15.7%
<b>YTD Sales/Listings Ratio</b>	58.33%	54.68%	51.07%	-3.61%
<b>YTD Expired Listings</b>	46	74	112	+51.35%
<b>Monthly Volume Sales</b>	\$27,377,700	\$24,216,700	\$37,796,200	+56.07%
<b>Monthly Unit Sales</b>	32	28	40	+42.86%
<b>Monthly New Listings</b>	59	63	62	-1.59%
<b>Monthly Sales/Listings Ratio</b>	54.24%	44.44%	64.52%	+20.07%
<b>Monthly Expired Listings</b>	10	13	14	+7.69%
<b>YTD Sales: \$0-\$199K</b>	7	7	7	No Change
<b>YTD Sales: \$200k-349K</b>	7	5	2	-60%
<b>YTD Sales: \$350K-\$549K</b>	16	28	36	+28.57%
<b>YTD Sales: \$550K-\$749K</b>	74	120	133	+10.83%
<b>YTD Sales: \$750K-\$999K</b>	133	150	135	-10%
<b>YTD Sales: \$1M-\$2M</b>	151	82	110	+34.15%
<b>YTD Sales: \$2M+</b>	4	6	9	+50%
<b>YTD Average Days-On-Market</b>	22.00	29.40	35.20	+19.73%
<b>YTD Average Sale Price</b>	\$961,529	\$859,042	\$887,205	+3.28%
<b>YTD Median Sale Price</b>	\$925,000	\$800,000	\$802,250	+0.28%

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

# AVERAGE SALE PRICE

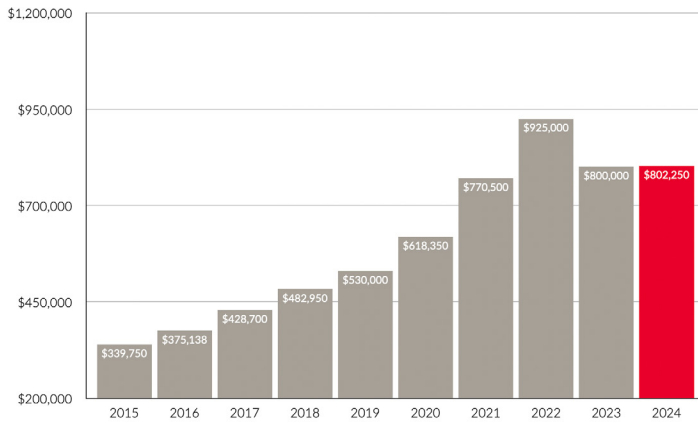


Year-Over-Year

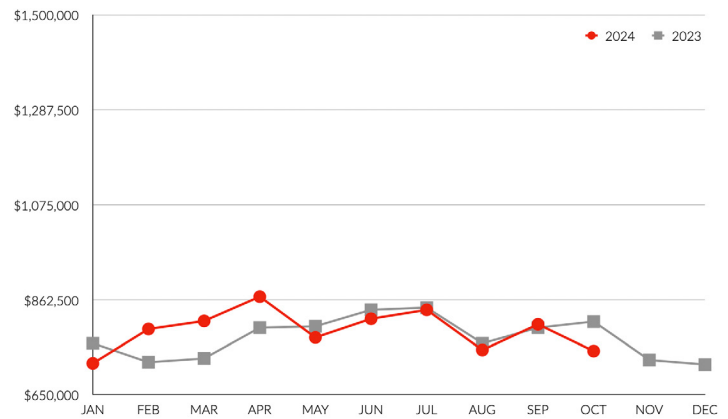


Month-Over-Month 2023 vs. 2024

# MEDIAN SALE PRICE



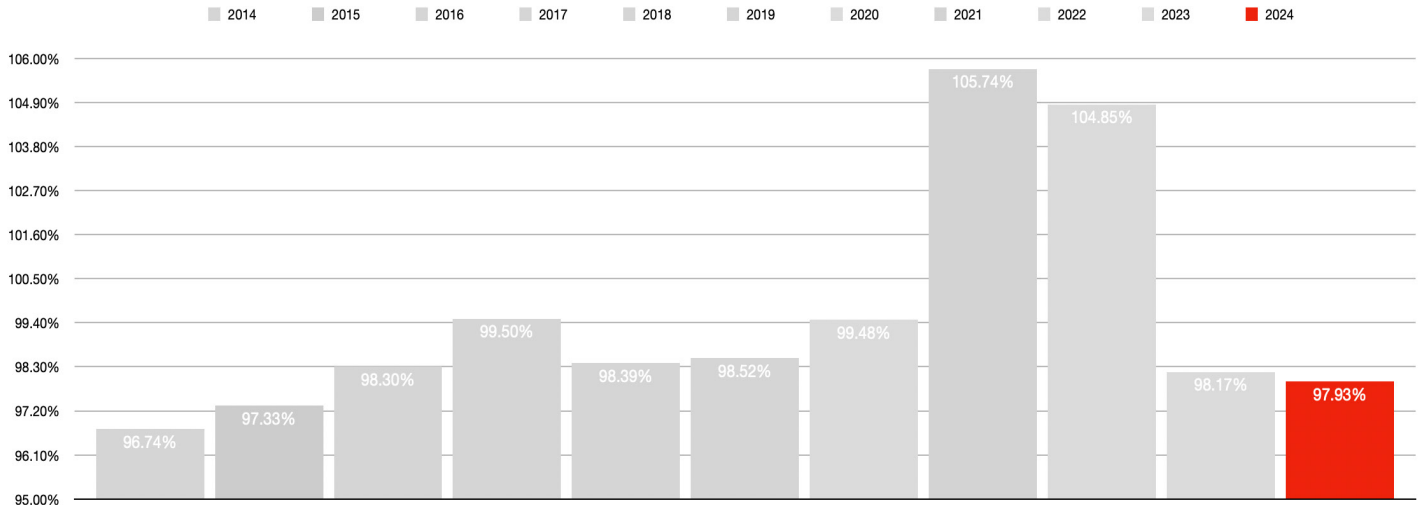
Year-Over-Year



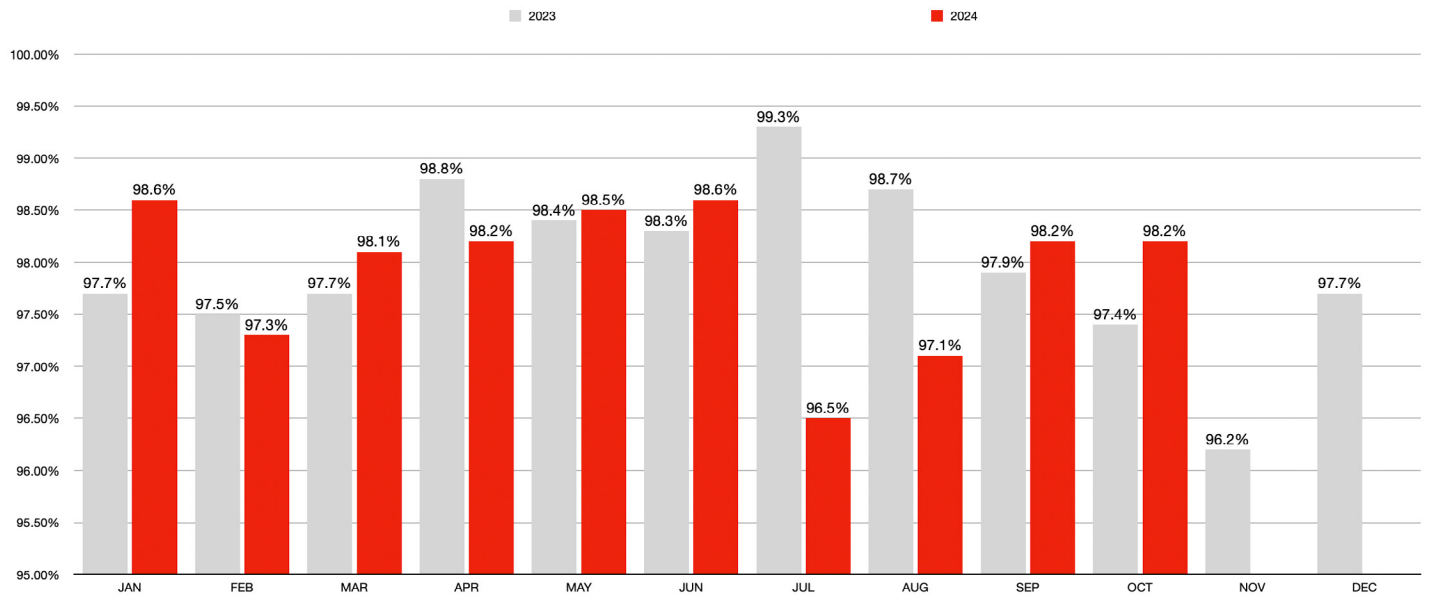
Month-Over-Month 2023 vs. 2024

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

# SALE PRICE VS. LIST PRICE RATIO

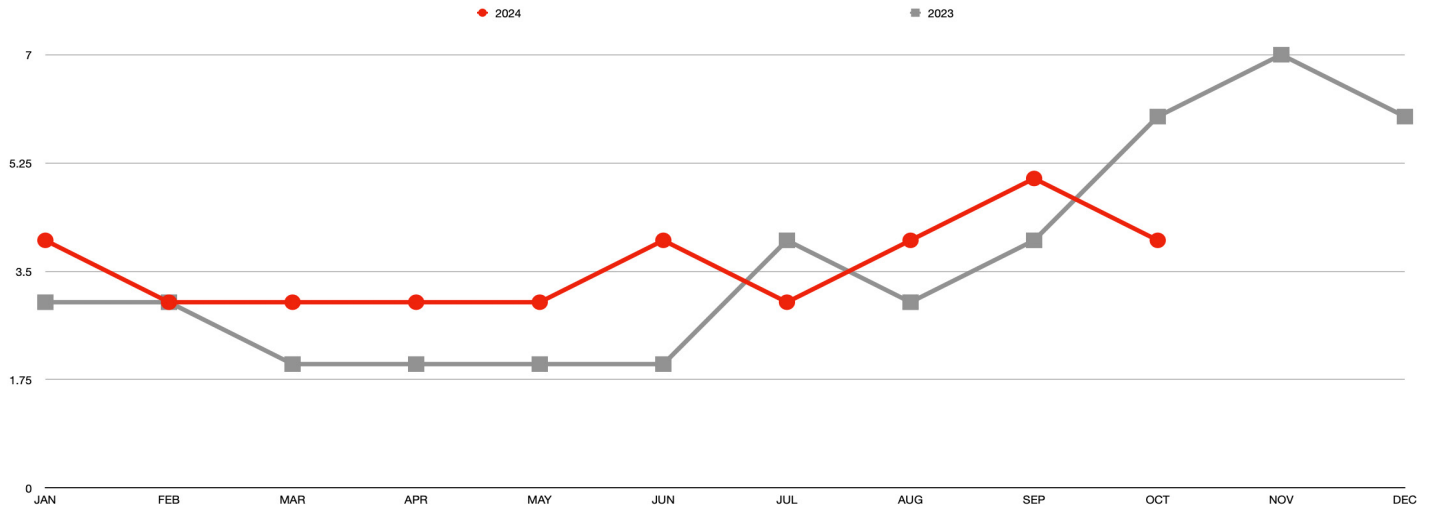


## Year-Over-Year

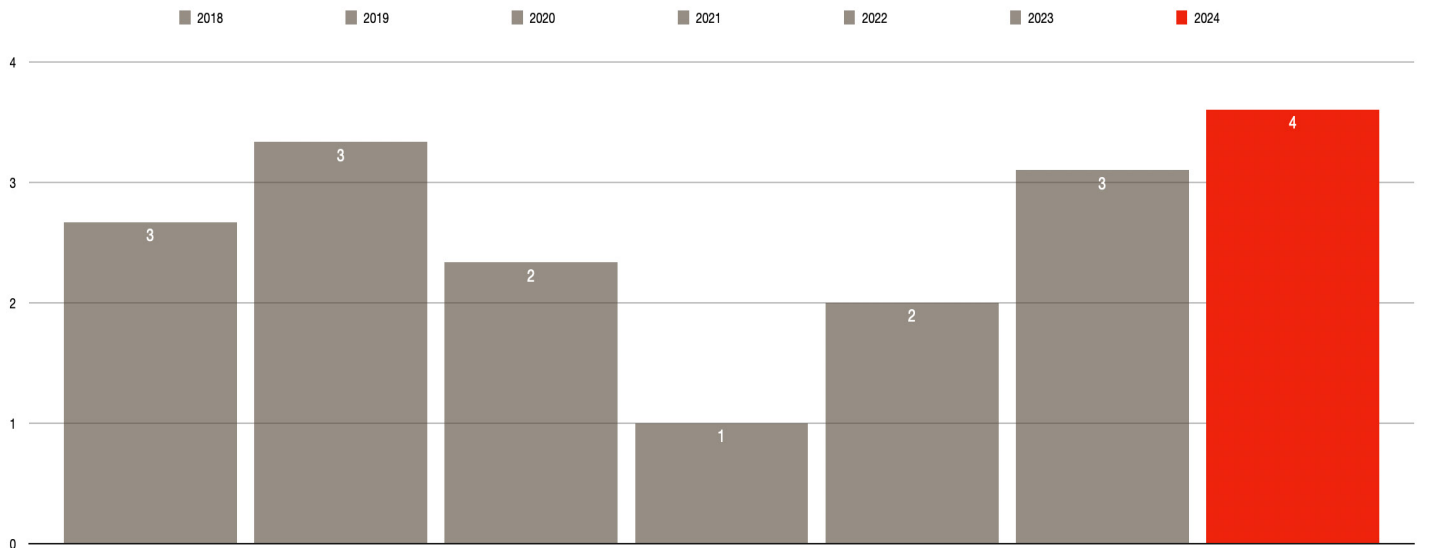


## Month-Over-Month 2023 vs. 2024

# MONTHS OF INVENTORY

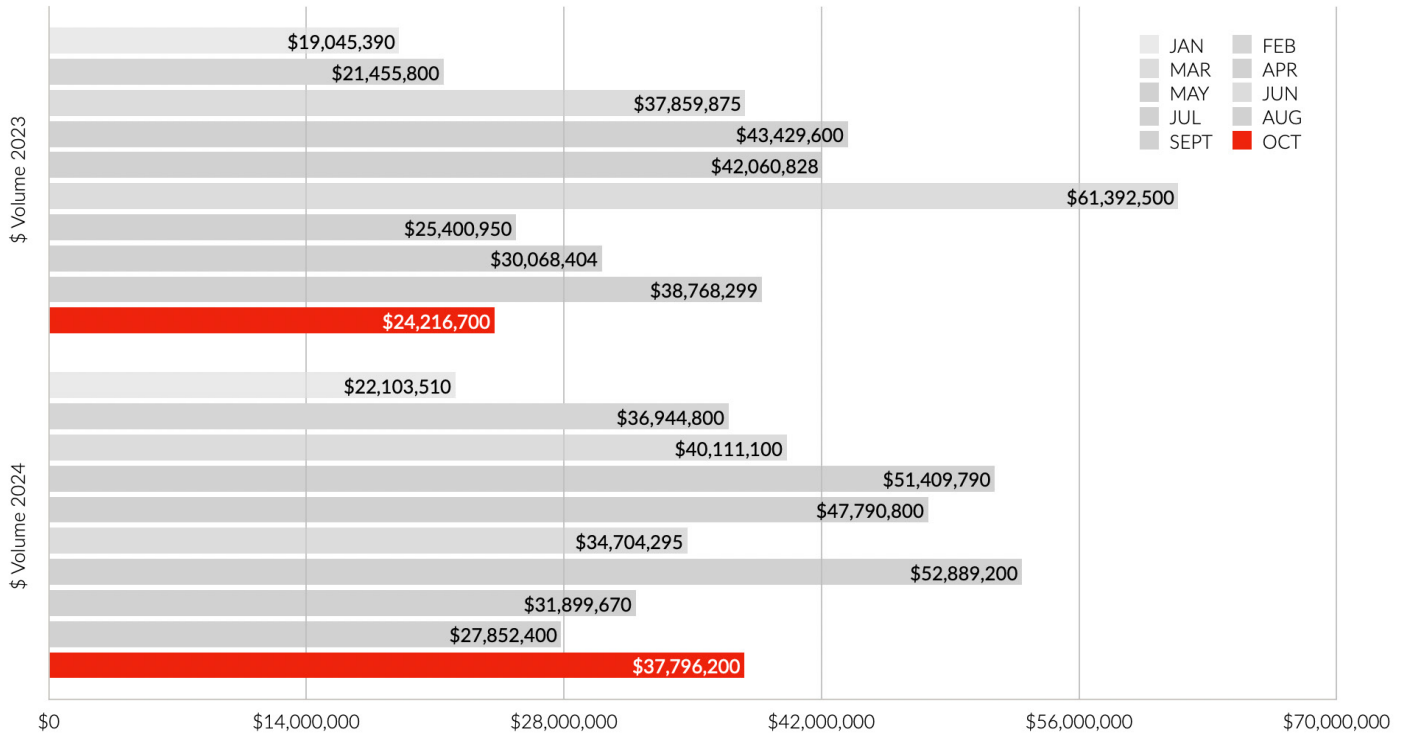


## Month-Over-Month 2023 vs. 2024

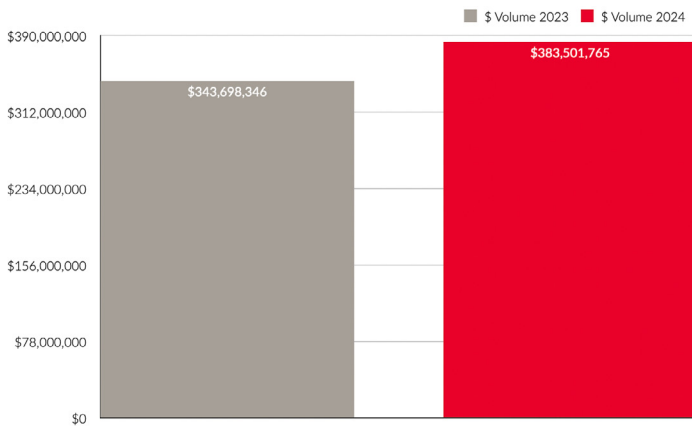


## Year-Over-Year

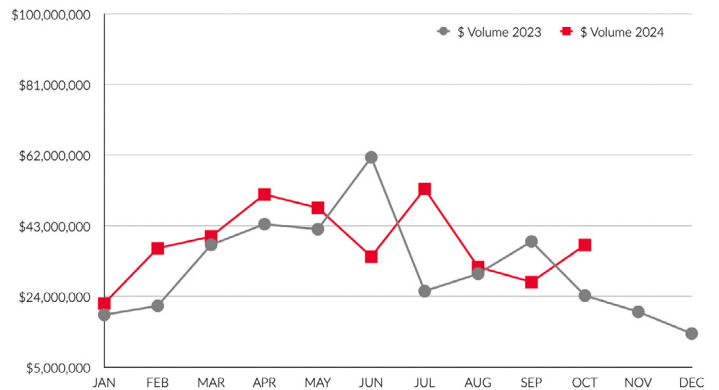
# DOLLAR VOLUME SALES



## Monthly Comparison 2023 vs. 2024

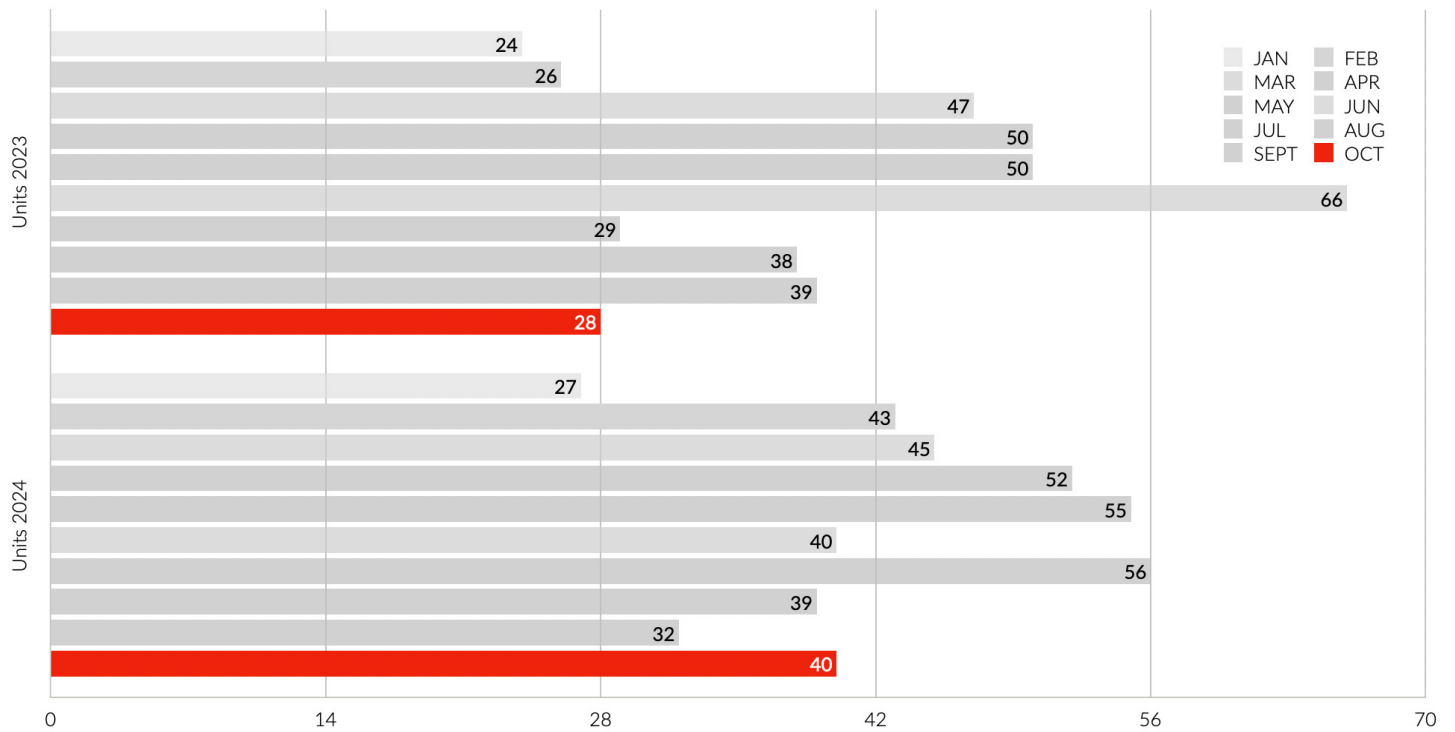


## Yearly Totals 2023 vs. 2024

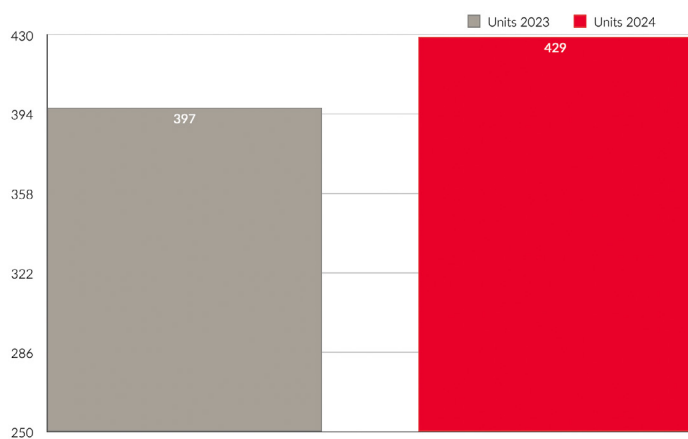


## Month vs. Month 2023 vs. 2024

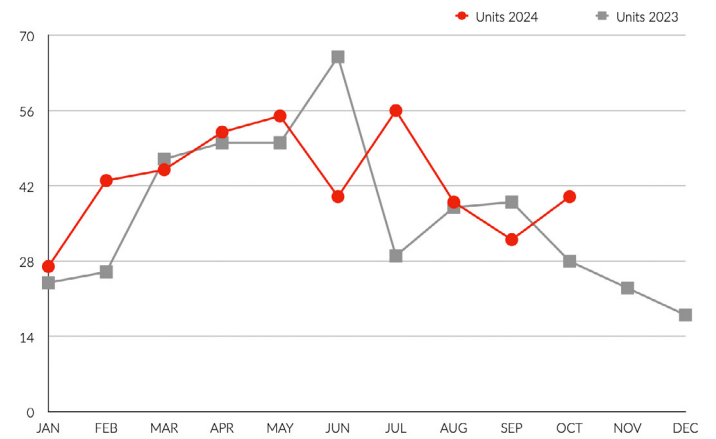
# UNIT SALES



Monthly Comparison 2023 vs. 2024



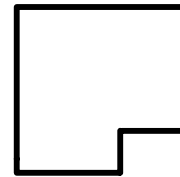
Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024



# SALES BY TYPE



	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
<b>YTD Sales Volume</b>	↑ \$335,662,865 +11.8%	↑ \$33,733,200 +4.16%	↑ \$12,420,000 +649.32%
<b>YTD Unit Sales</b>	↑ 344 +17.41%	↑ 55 +12.24%	↑ 8 +166.67%
<b>YTD Average Sale Price</b>	↓ \$975,764 -4.78%	↓ \$613,331 -7.2%	↑ \$1,552,500 +181%
<b>October Sales Volume</b>	↑ \$33,126,400 +59.81%	↑ \$4,573,800 +116.97%	0 No Change
<b>October Unit Sales</b>	↑ 31 +40.91%	↑ 8 +166.67%	0 No Change

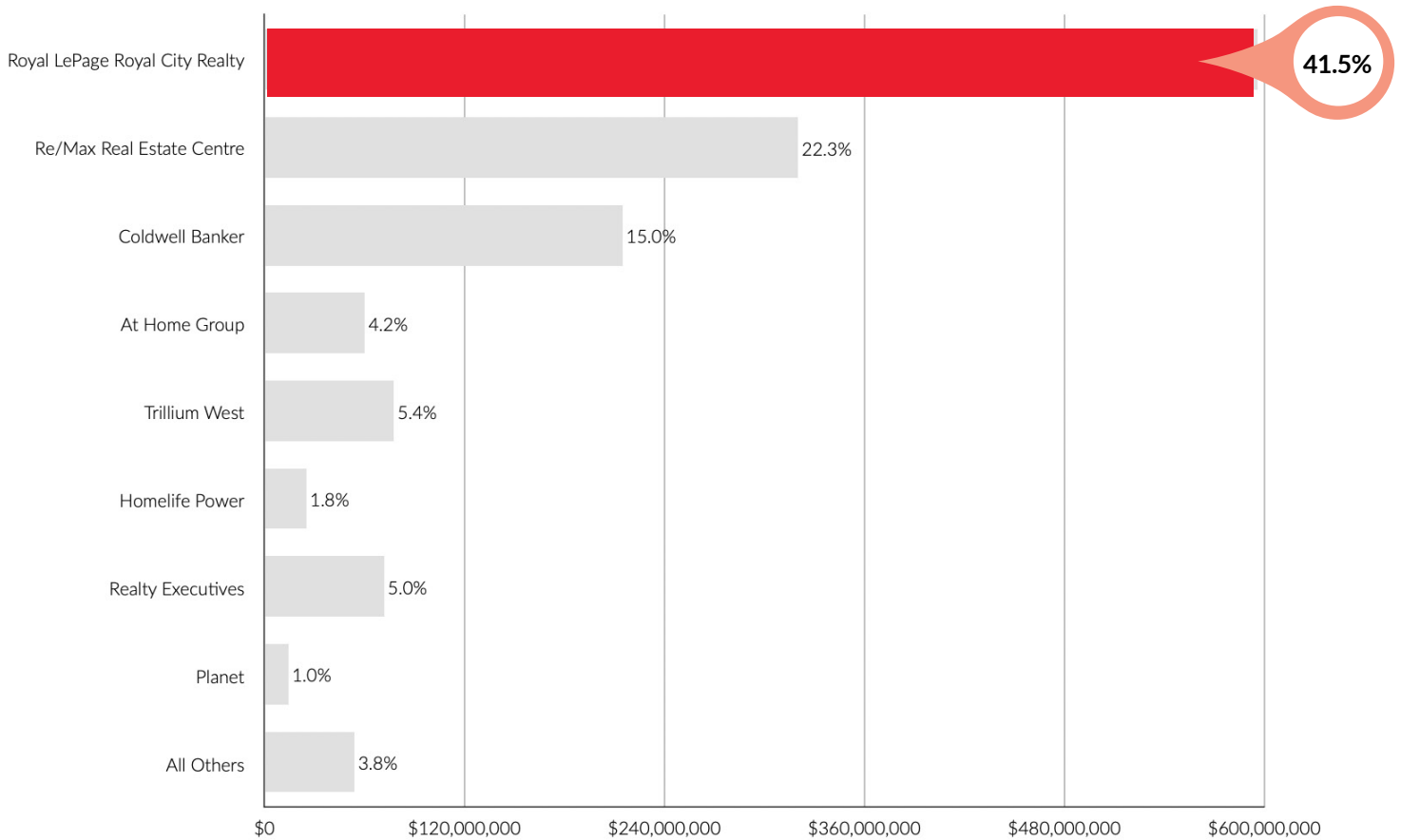
NOTE: All MLS® sales data in this report comes from the Guelph Association Of REALTORS® and refers specifically to residential sales as of October 1, 2024.

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

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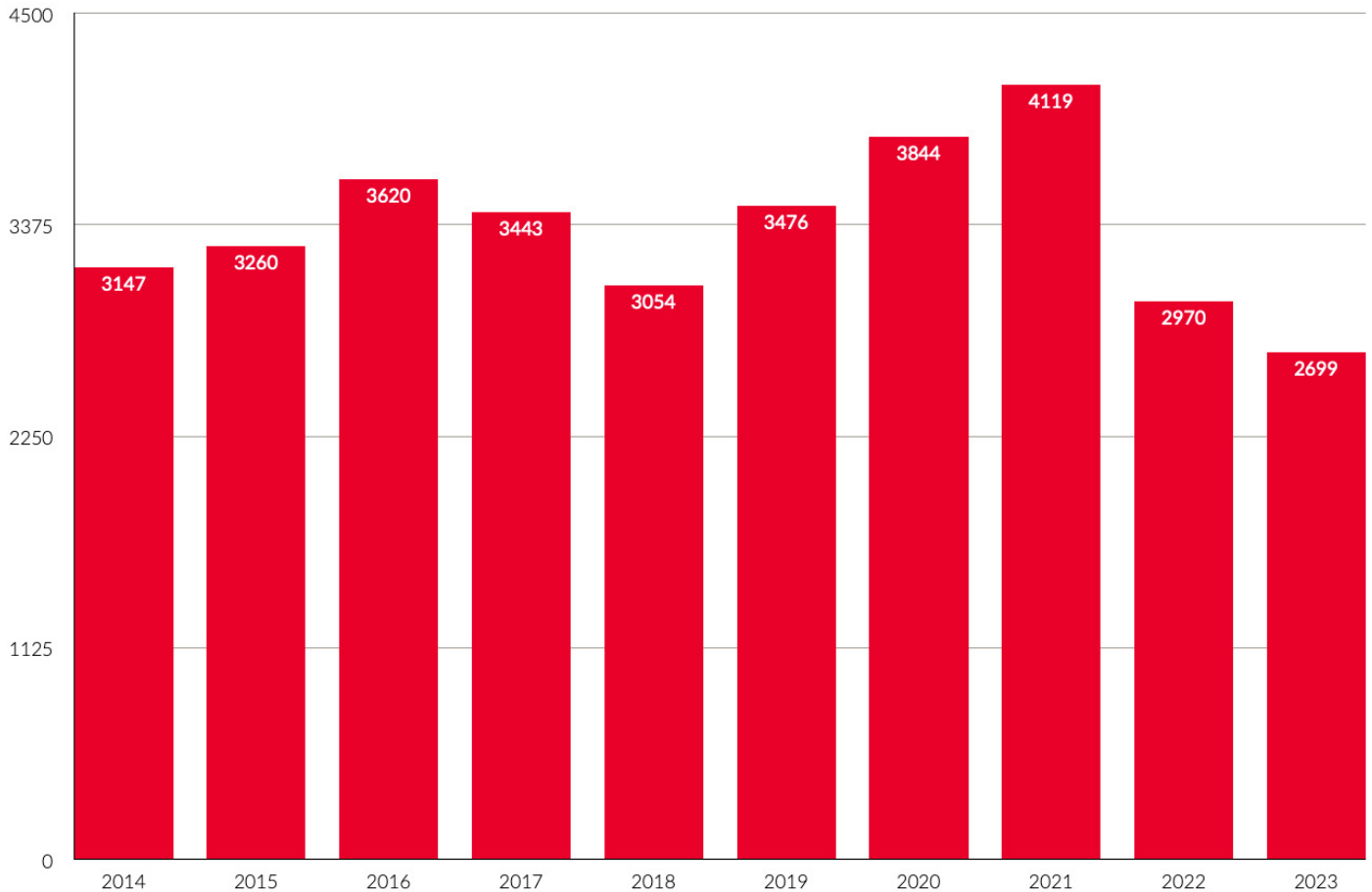
# MARKET DOMINANCE



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



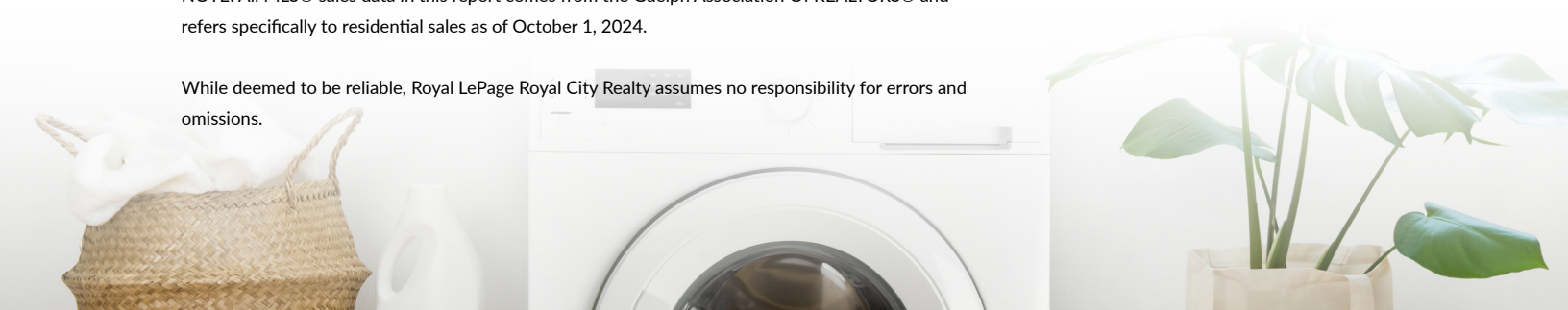
# 10 YEAR MARKET ANALYSIS



## 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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