



2025 JANUARY

CENTRE WELLINGTON Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

BUYER'S MARKET

Centre Wellington's real estate market shifted into a buyer's market in January. The median sale price rose by 21.53% to \$875,000, while the average sale price saw a modest increase of 3.17% to \$844,622. However, sales volume declined by 12.11%, and unit sales dropped by 14.81%, signaling softer demand. New listings increased by 6.15%, while expired listings rose by 9.09%, contributing to higher inventory levels. The unit sales-to-listings ratio fell to 33.33%, reinforcing buyer-friendly conditions with more choices and negotiation power.

January year-over-year sales volume of \$19,426,300

Down 12.11% from 2024's \$22,103,510 with unit sales of 23 down 14.81% from last January's 27. New listings of 69 are up 6.15% from a year ago, with the sales/listing ratio of 33.33% down 8.21%.

Year-to-date sales volume of \$19,426,300

Down 12.11% from 2024's \$22,103,510 with unit sales of 23 down by 14.81% from last year's 27. New listings of 69 are up 6.15% from a year ago, with the sales/listing ratio of 33.33% down 8.21%.

Year-to-date average sale price of \$844,622

Up from \$818,649 one year ago with median sale price of \$875,000 up from \$720,000 one year ago. Average days-on-market of 52 is up 14 days from last year.

JANUARY NUMBERS

Median Sale Price

\$875,000

+21.53%

Average Sale Price

\$844,622

+3.17%

Sales Volume

\$19,426,300

-12.11%

Unit Sales

23

-14.81%

New Listings

69

+6.15%

Expired Listings

12

+9.09%

Unit Sales/Listings Ratio

33.33%

-8.21%

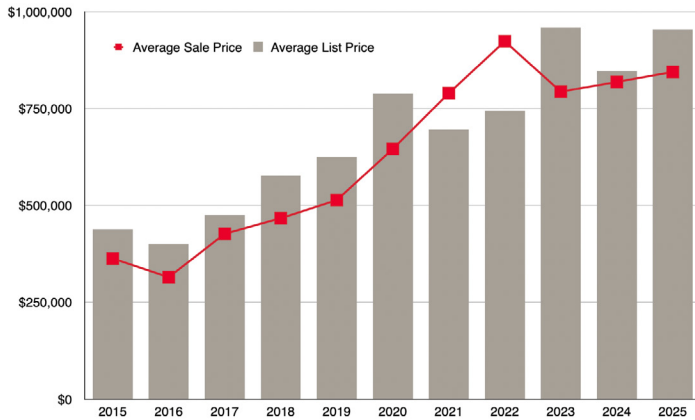
Year-over-year comparison
(January 2024 vs. January 2025)

THE MARKET IN DETAIL

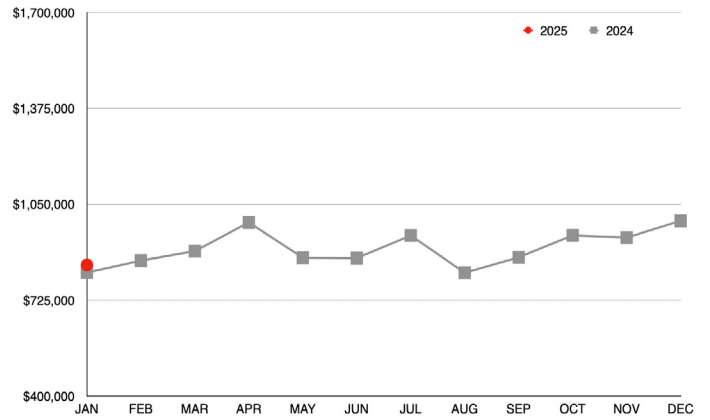
	2023	2024	2025	2024-2025
YTD Volume Sales	\$19,045,390	\$22,103,510	\$19,426,300	-12.11%
YTD Unit Sales	24	27	23	-14.81%
YTD New Listings	45	65	69	+6.15%
YTD Sales/Listings Ratio	53.33%	41.54%	33.33%	-8.21%
YTD Expired Listings	10	11	12	+9.09%
Monthly Volume Sales	\$19,045,390	\$22,103,510	\$19,426,300	-12.11%
Monthly Unit Sales	24	27	23	-14.81%
Monthly New Listings	45	65	69	+6.15%
Monthly Sales/Listings Ratio	53.33%	41.54%	33.33%	-8.21%
Monthly Expired Listings	10	11	12	+9.09%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	0	0	0	No Change
YTD Sales: \$350K-\$549K	2	2	1	-50%
YTD Sales: \$550K-\$749K	8	14	7	-50%
YTD Sales: \$750K-\$999K	12	8	11	+37.5%
YTD Sales: \$1M-\$2M	2	3	4	+33.33%
YTD Sales: \$2M+	0	1	0	-100%
YTD Average Days-On-Market	42.00	38.00	52.00	+36.84%
YTD Average Sale Price	\$793,558	\$818,649	\$844,622	+3.17%
YTD Median Sale Price	\$765,000	\$720,000	\$875,000	+21.53%

Centre Wellington MLS Sales and Listing Summary
2023 vs. 2024 vs. 2025

AVERAGE SALE PRICE

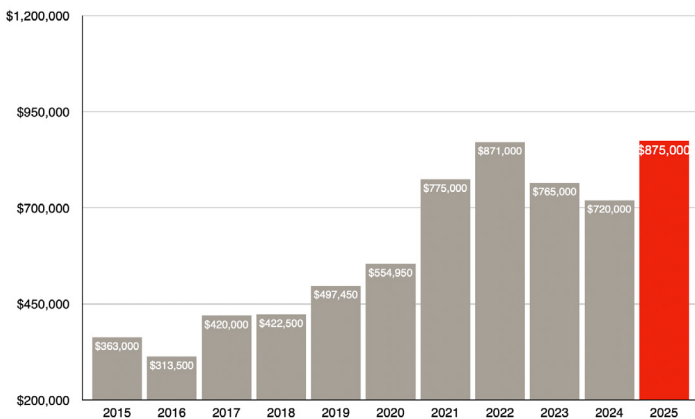


Year-Over-Year

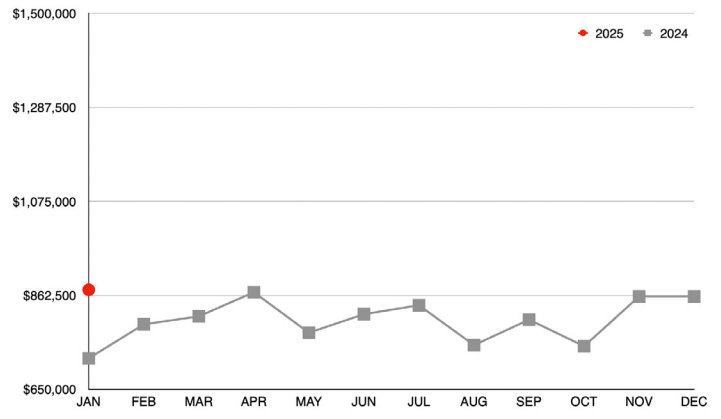


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



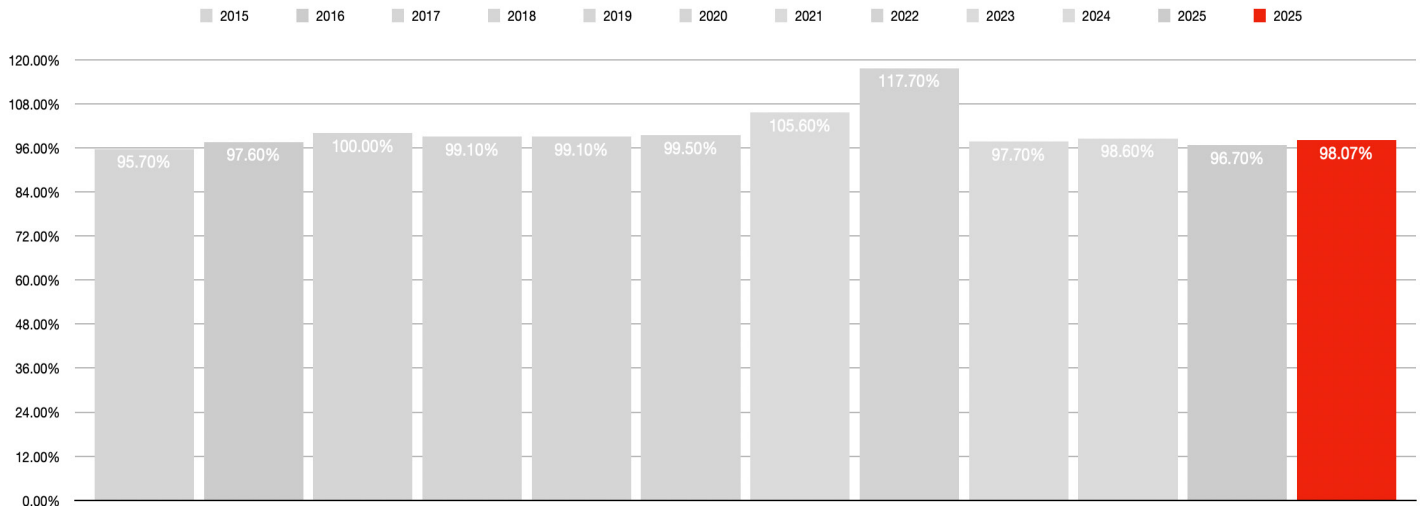
Year-Over-Year



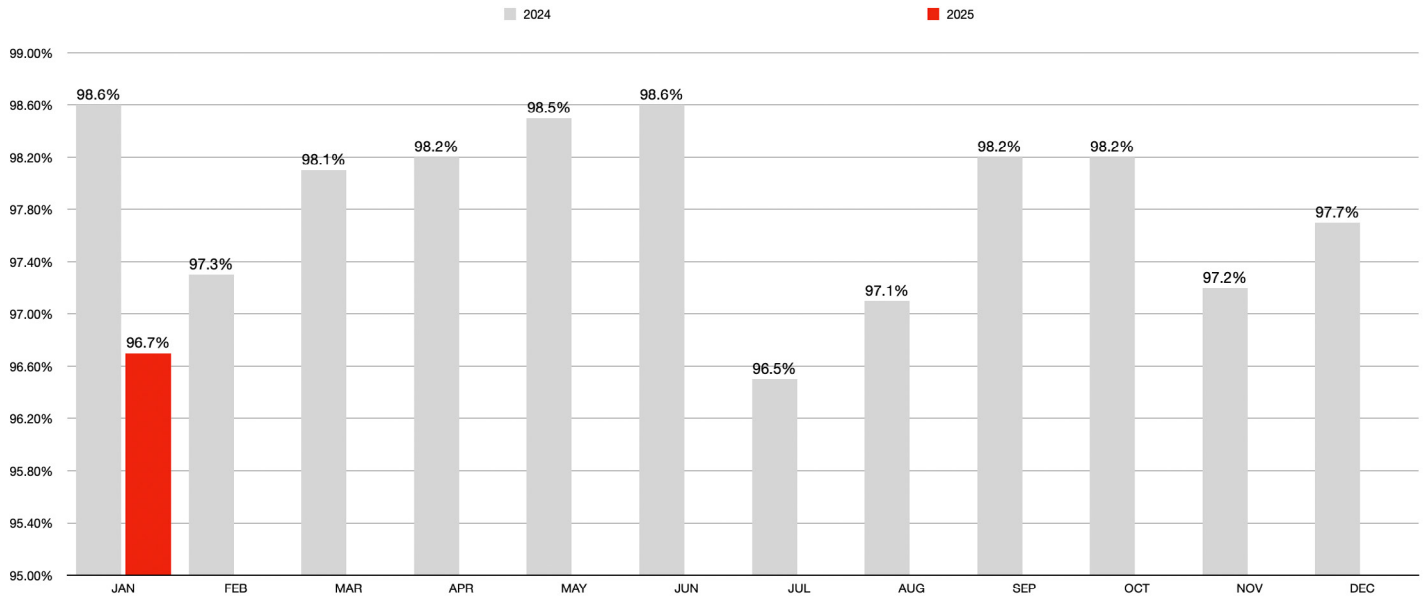
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

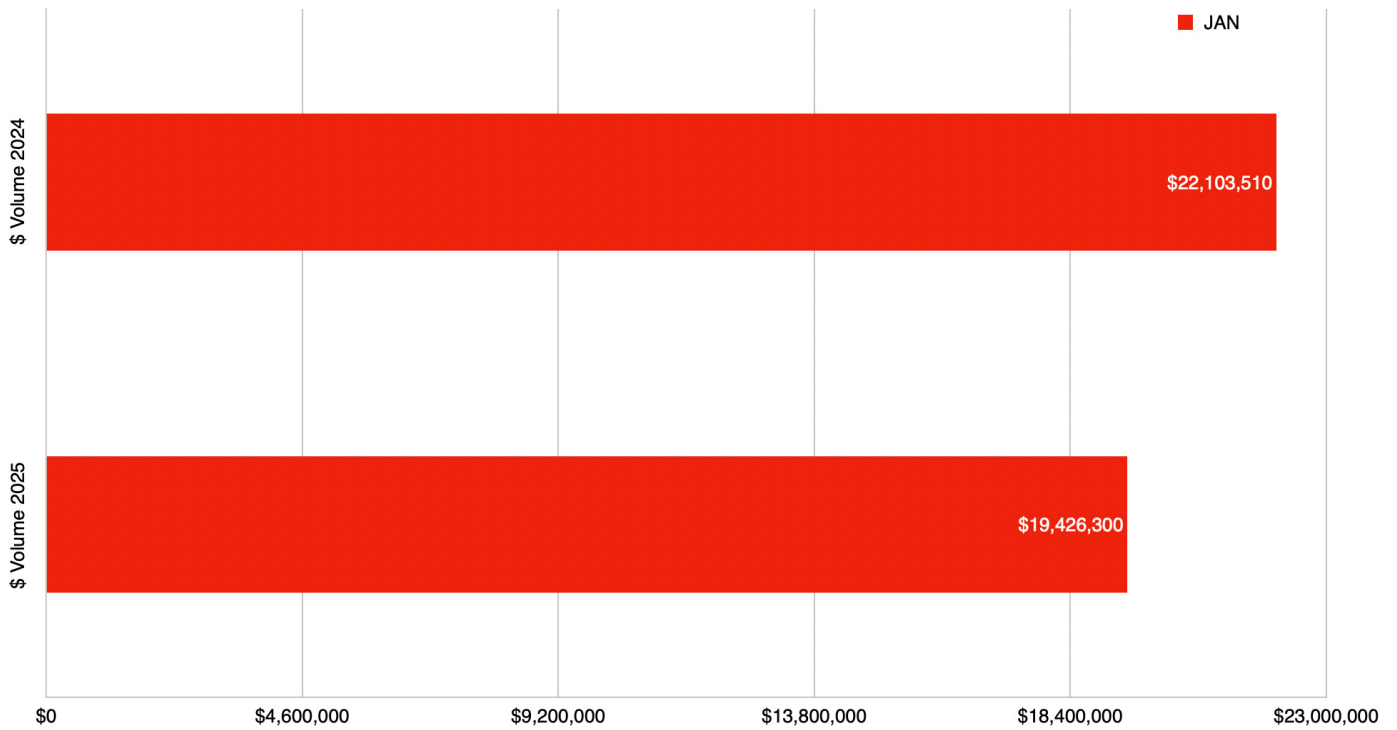


Year-Over-Year

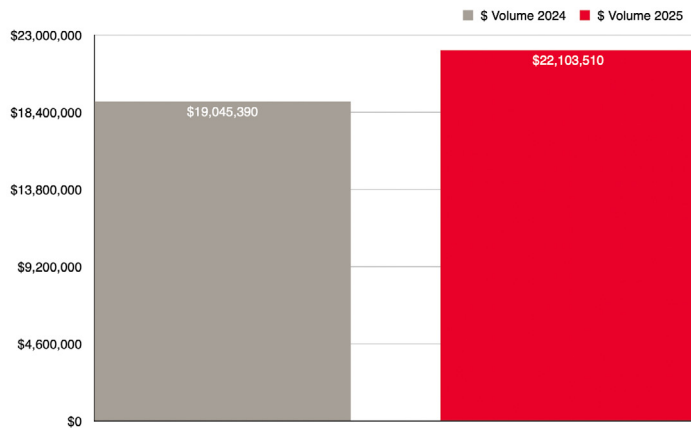


Month-Over-Month 2024 vs. 2025

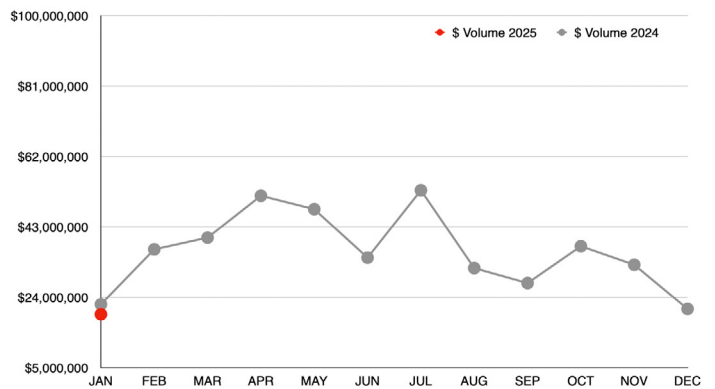
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

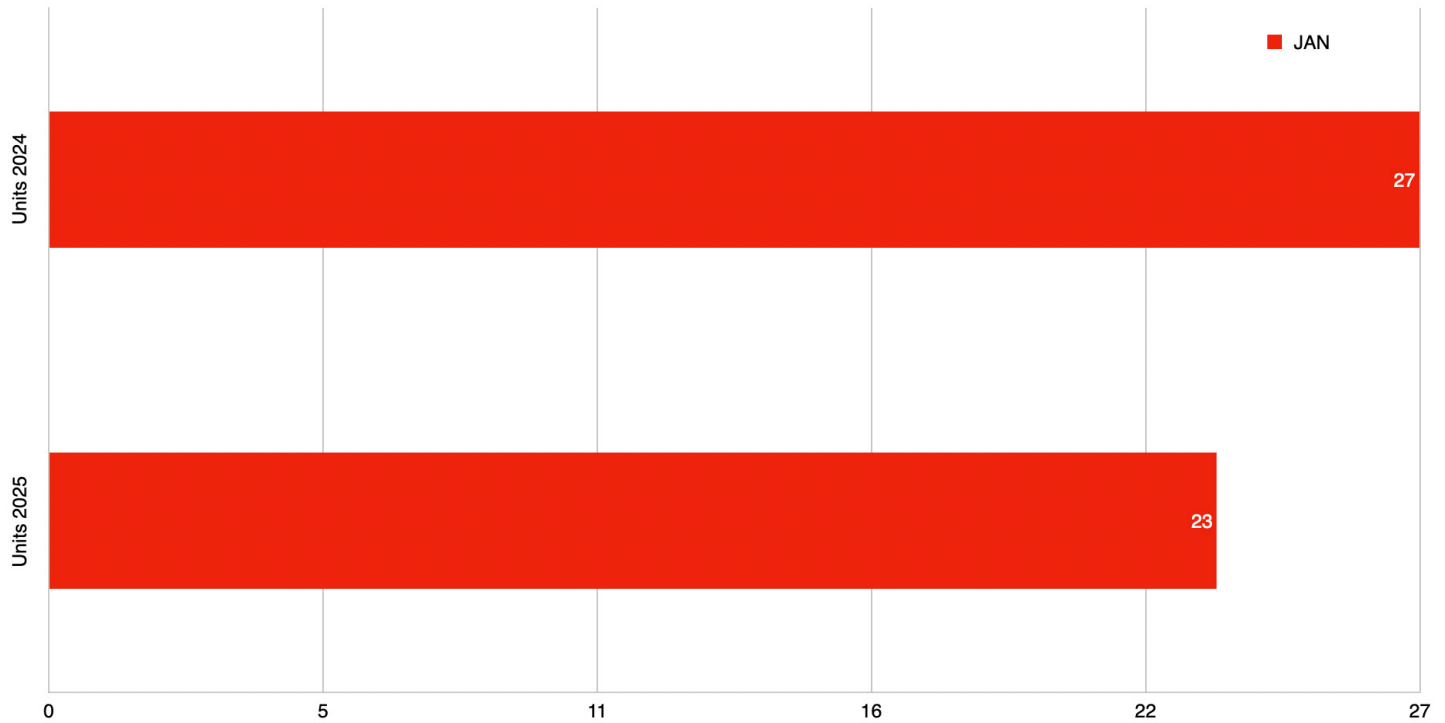


Yearly Totals 2024 vs. 2025

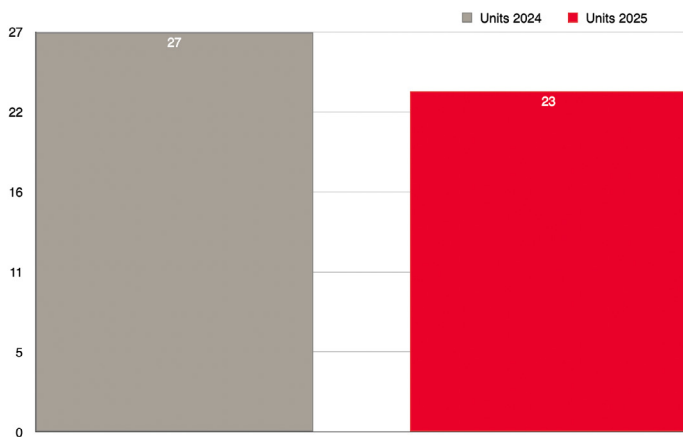


Month vs. Month 2024 vs. 2025

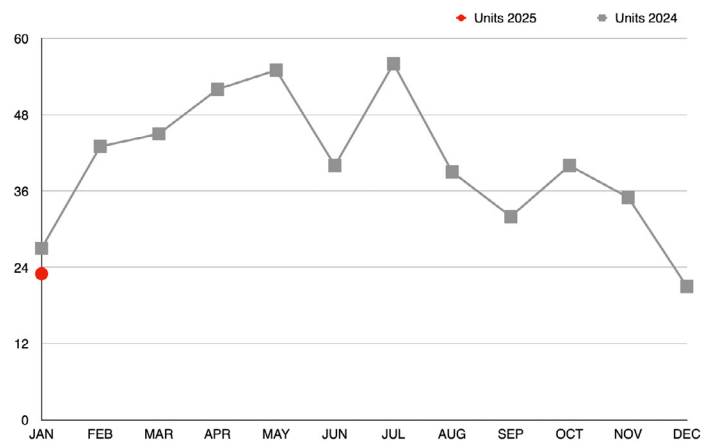
UNIT SALES



Monthly Comparison 2024 vs. 2025

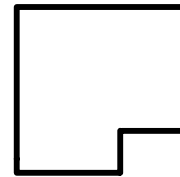


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE

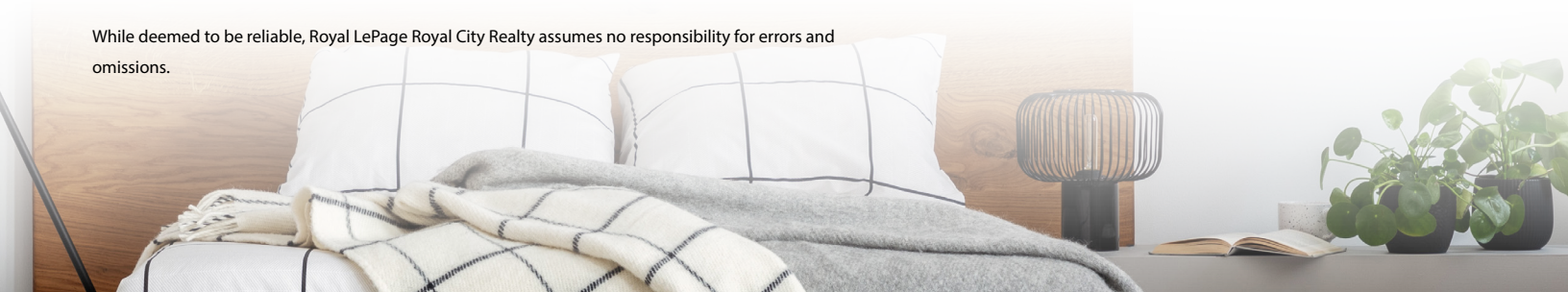


	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$19,426,300 -2.5%	\$0 -100%	\$430,000 Up from \$0
YTD Unit Sales	23 No Change	0 -100%	1 Up from 0
YTD Average Sale Price	\$844,622 +5.12%	\$0 -100%	\$430,000 Up from \$0
January Sales Volume	\$19,426,300 -2.5%	\$0 -100%	\$430,000 Up from \$0
January Unit Sales	23 No Change	0 -100%	2 -100%

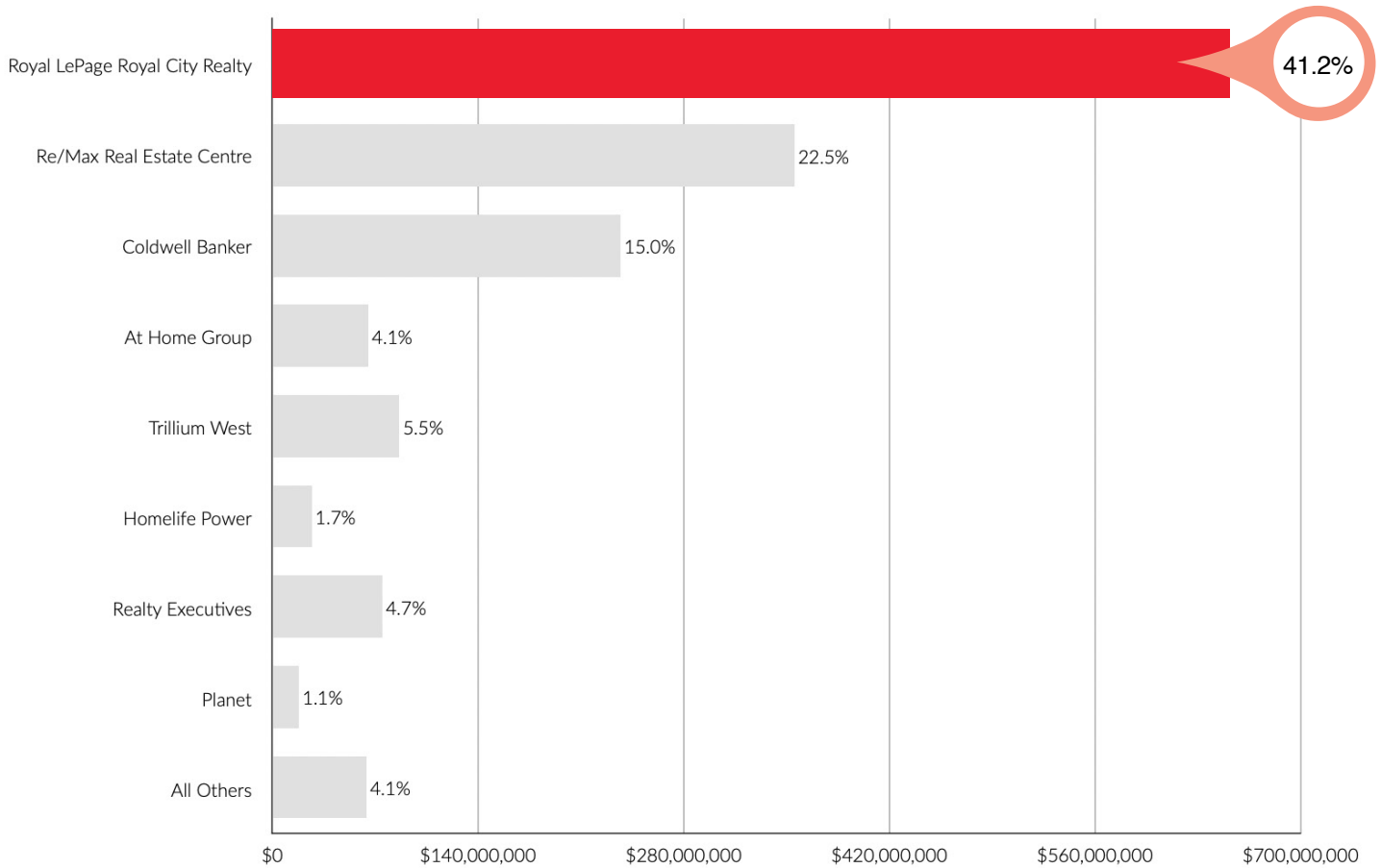
NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of February 1, 2025.

Year-Over-Year Comparison (2024 vs. 2025)

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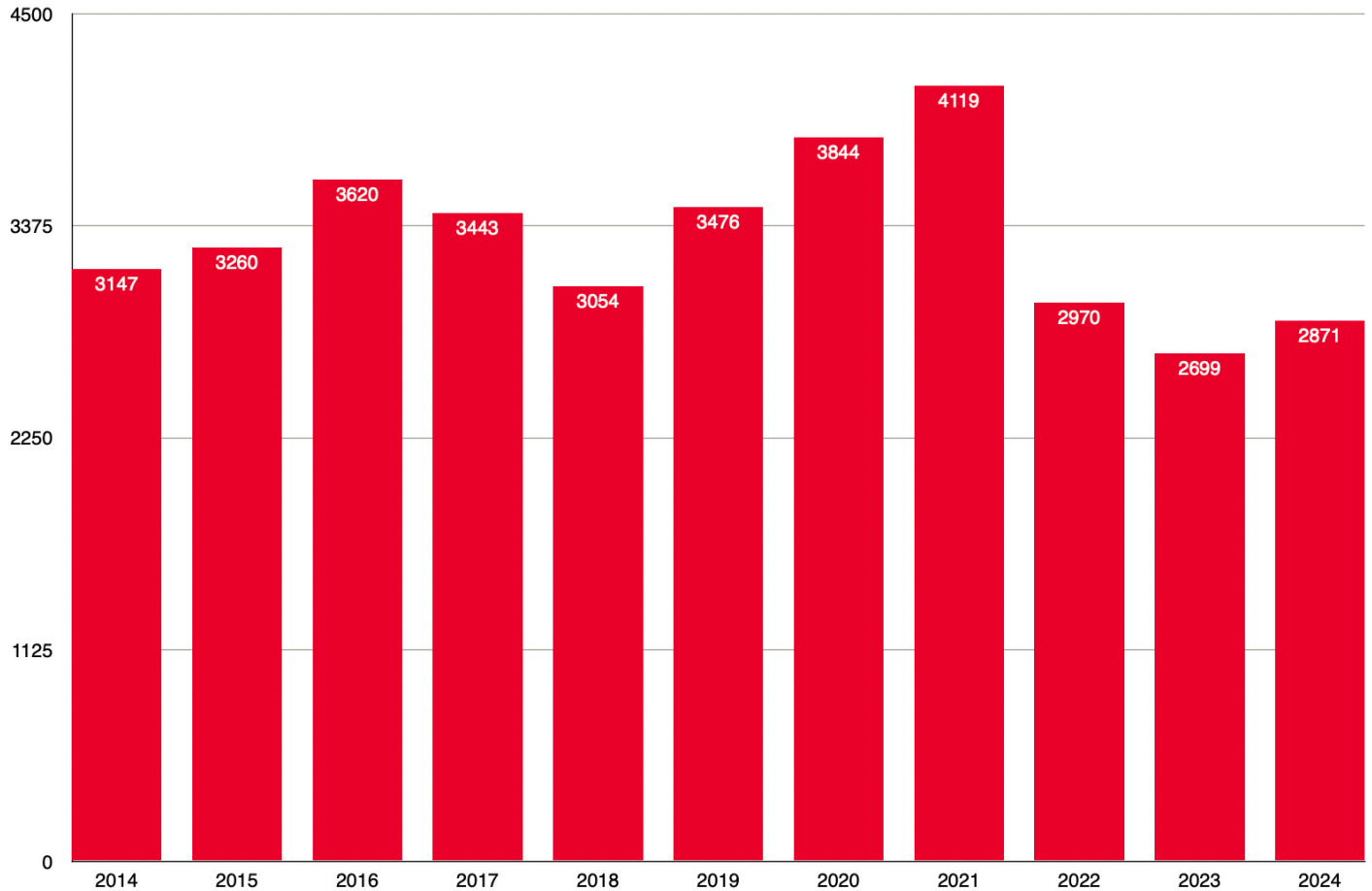
MARKET DOMINANCE



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



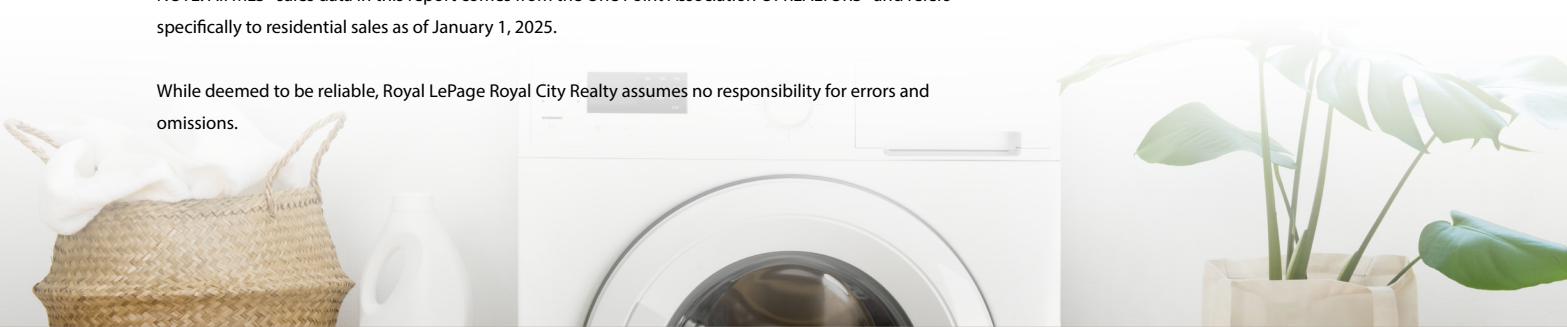
10 YEAR MARKET ANALYSIS



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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