



# 2025 FEBRUARY

## CENTRE WELLINGTON Real Estate Market Report



**ROYAL CITY REALTY**  
BROKERAGE

**Disclaimer:**

Please note that we have recently transitioned to a new board and reporting system. While we strive to ensure that the information provided in this market report is as accurate and up-to-date as possible, there may be occasional discrepancies or errors in the data.

# OVERVIEW

## BUYER'S MARKET

Centre Wellington's real estate market continued to shift in favour of buyers this February. The median sale price declined by 7.15% to \$740,000, while the average sale price dropped by 10.98% to \$764,852. Sales volume fell by 44.1%, with unit sales down 37.21% to 27 transactions, indicating softer demand. Meanwhile, new listings rose by 20.34%, and expired listings increased by 22.22%, contributing to higher inventory. With the unit sales-to-listings ratio declining to 38.03% in comparison to last year's market.



### February year-over-year sales volume of \$20,651,000

Down 44.1% from 2024's \$36,944,800 with unit sales of 27 down 37.21% from last February's 43. New listings of 71 are up 20.34% from a year ago, with the sales/listing ratio of 38.03% down 34.85%.



### Year-to-date sales volume of \$40,077,300

Down 32.13% from 2024's \$59,048,310 with unit sales of 50 down by 28.57% from last year's 70. New listings of 140 are up 12.9% from a year ago, with the sales/listing ratio of 35.71% down 20.74%.



### Year-to-date average sale price of \$804,737

Down from \$838,915 one year ago with median sale price of \$807,500 up from \$758,500 one year ago. Average days-on-market of 48 is up 6 days from last year.

## FEBRUARY NUMBERS

Median Sale Price

**\$740,000**

-7.15%

Average Sale Price

**\$764,852**

-10.98%

Sales Volume

**\$20,651,000**

-44.1%

Unit Sales

**27**

-37.21%

New Listings

**71**

+20.34%

Expired Listings

**11**

+22.22%

Unit Sales/Listings Ratio

**38.03%**

-34.85%

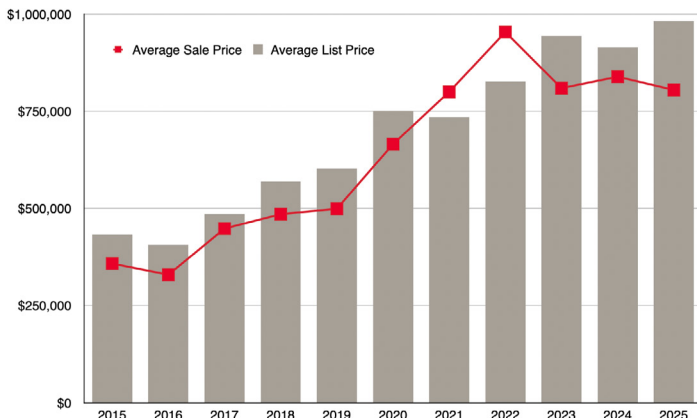
*Year-over-year comparison  
(February 2024 vs. February 2025)*

# THE MARKET IN DETAIL

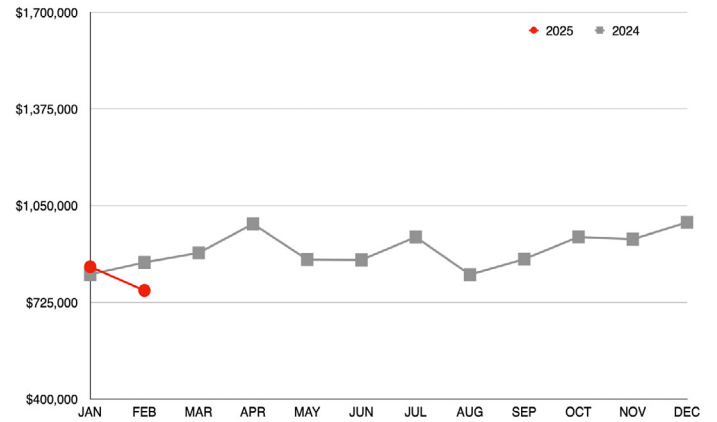
	2023	2024	2025	2024-2025
YTD Volume Sales	\$40,501,190	\$59,048,310	\$40,077,300	-32.13%
YTD Unit Sales	50	70	50	-28.57%
YTD New Listings	94	124	140	+12.9%
YTD Sales/Listings Ratio	53.19%	56.45%	35.71%	-20.74%
YTD Expired Listings	15	20	23	+15%
Monthly Volume Sales	\$21,455,800	\$36,944,800	\$20,651,000	-44.1%
Monthly Unit Sales	26	43	27	-37.21%
Monthly New Listings	49	59	71	+20.34%
Monthly Sales/Listings Ratio	53.06%	72.88%	38.03%	-34.85%
Monthly Expired Listings	5	9	11	+22.22%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	0	0	2	Up 2
YTD Sales: \$350K-\$549K	4	5	2	-60%
YTD Sales: \$550K-\$749K	20	27	18	-33.33%
YTD Sales: \$750K-\$999K	18	25	21	-16%
YTD Sales: \$1M-\$2M	8	13	7	-46.15%
YTD Sales: \$2M+	0	1	0	-100%
YTD Average Days-On-Market	34.00	42.00	48.00	+14.29%
YTD Average Sale Price	\$809,391	\$838,915	\$804,737	-4.07%
YTD Median Sale Price	\$743,750	\$758,500	\$807,500	+6.46%

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

# AVERAGE SALE PRICE

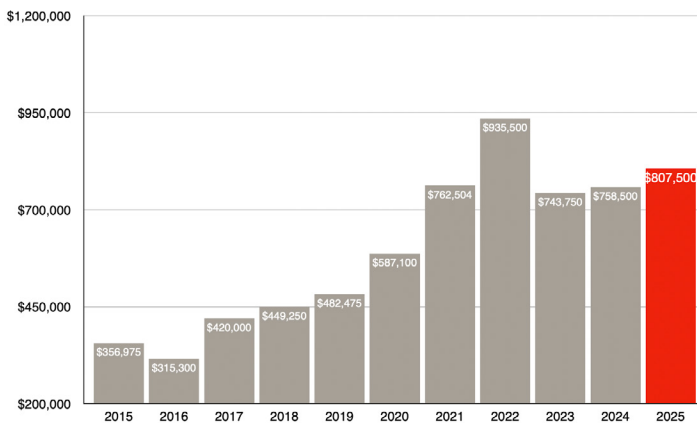


Year-Over-Year

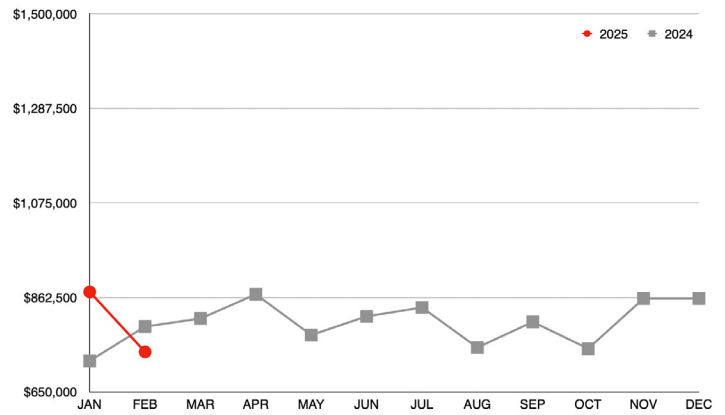


Month-Over-Month 2024 vs. 2025

# MEDIAN SALE PRICE



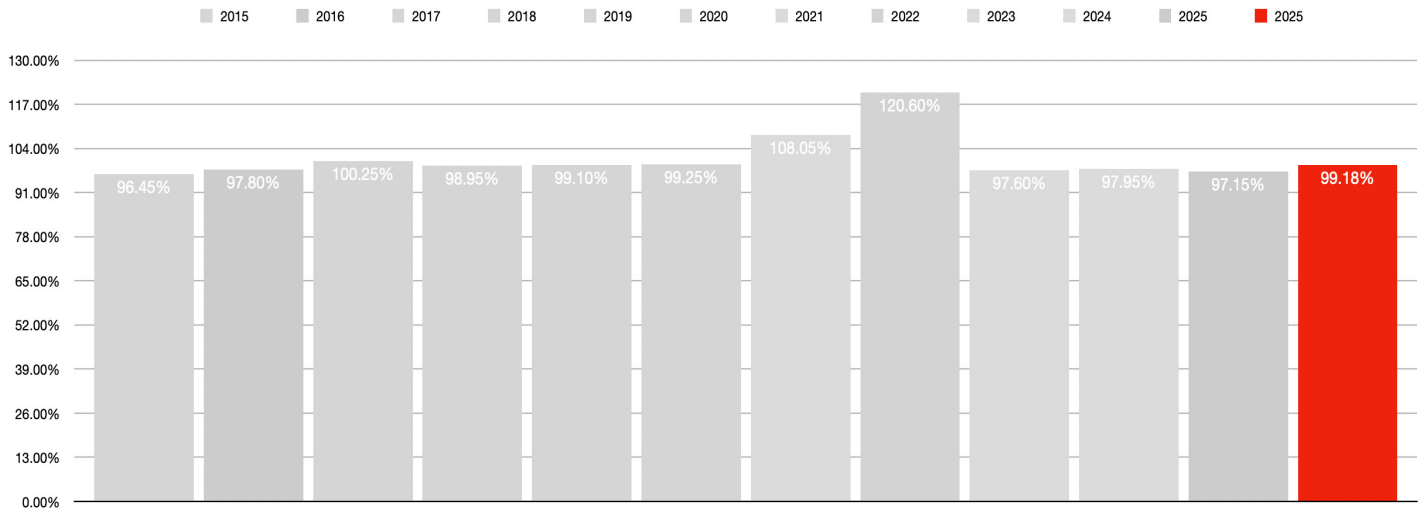
Year-Over-Year



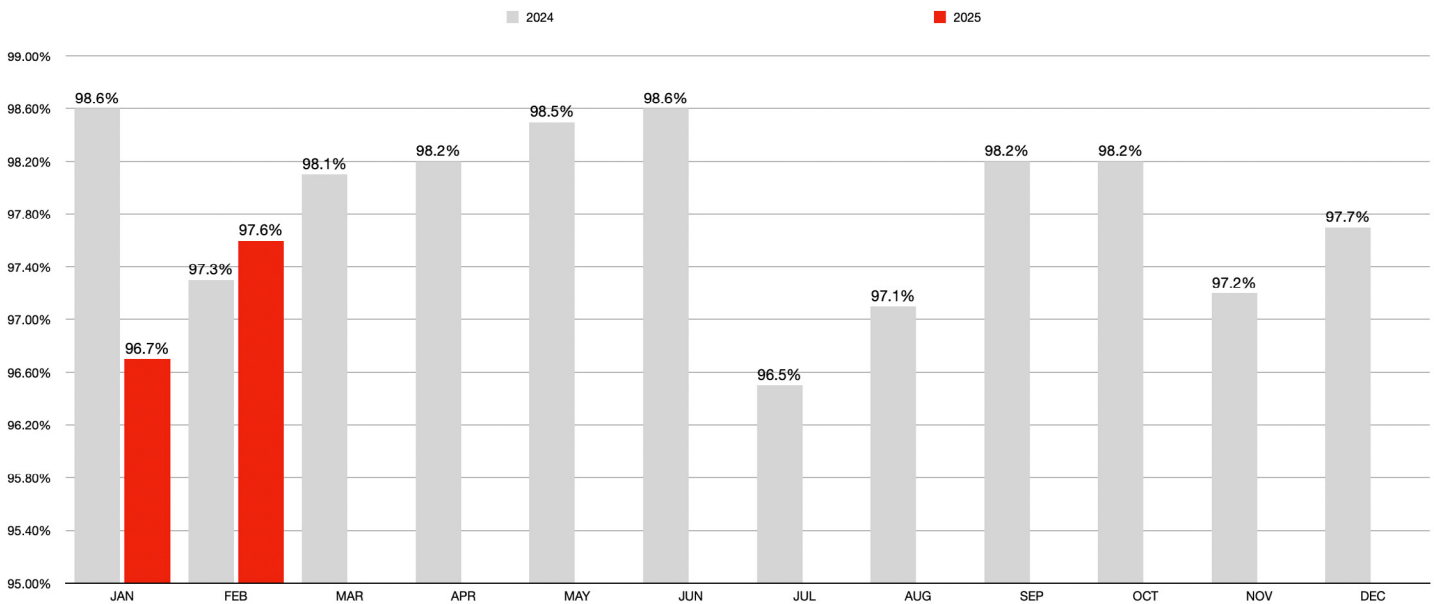
Month-Over-Month 2024 vs. 2025

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

# SALE PRICE VS. LIST PRICE RATIO

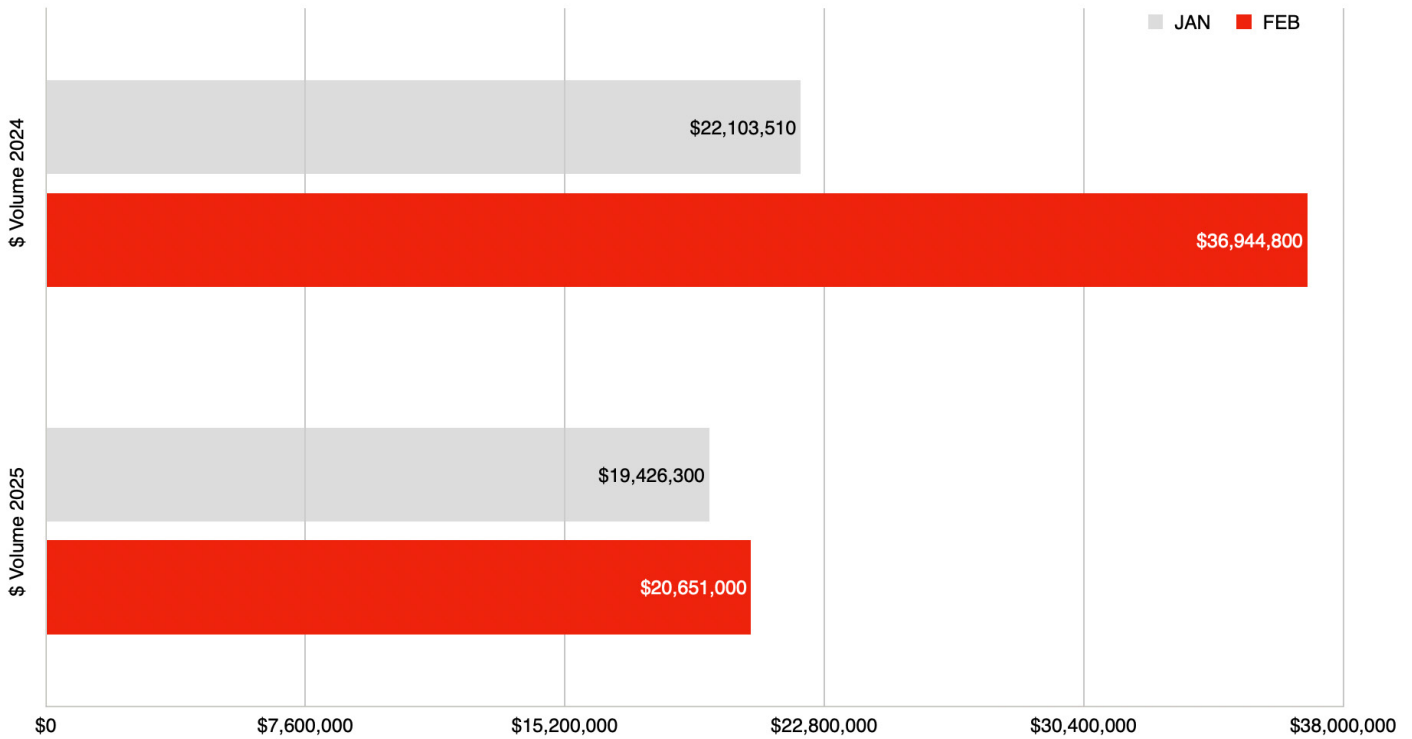


## Year-Over-Year



## Month-Over-Month 2024 vs. 2025

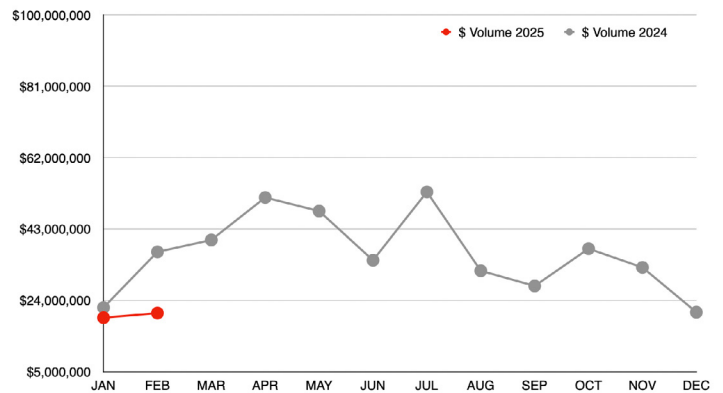
# DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

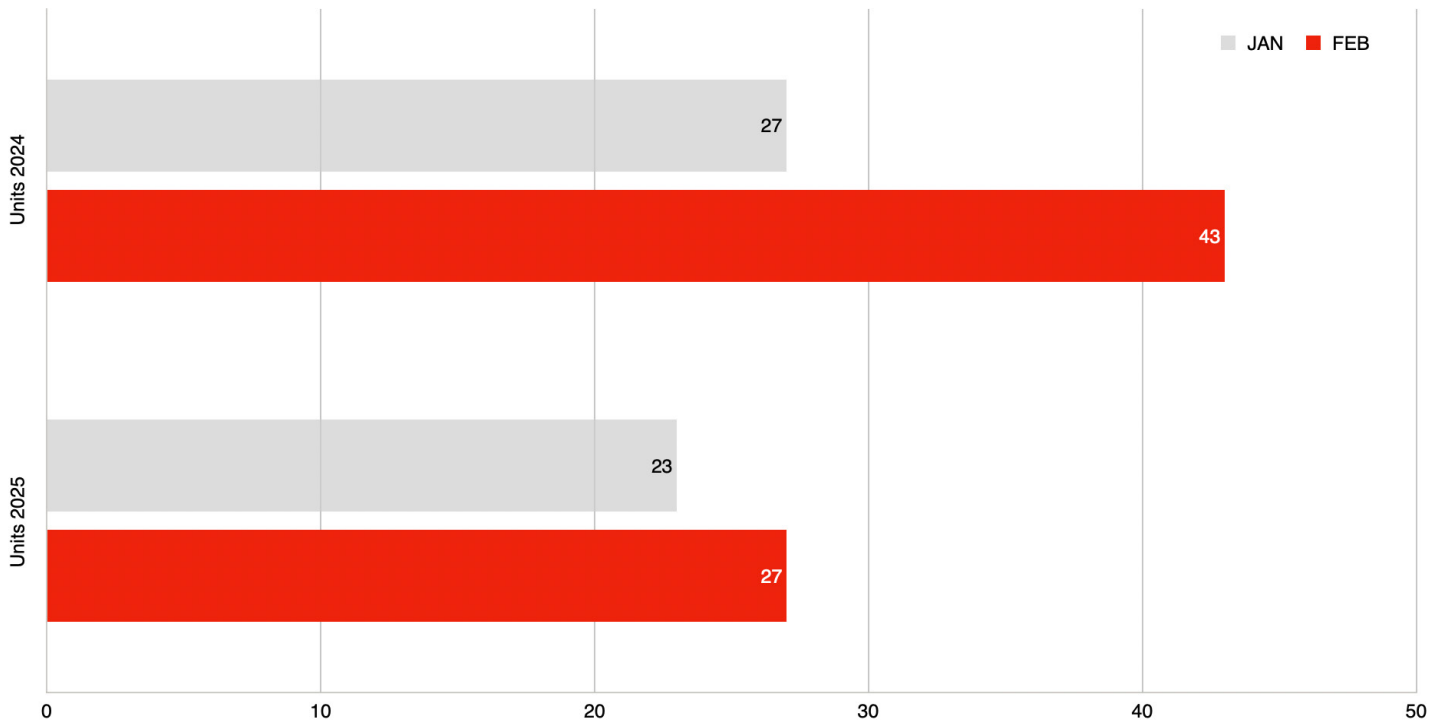


Yearly Totals 2024 vs. 2025

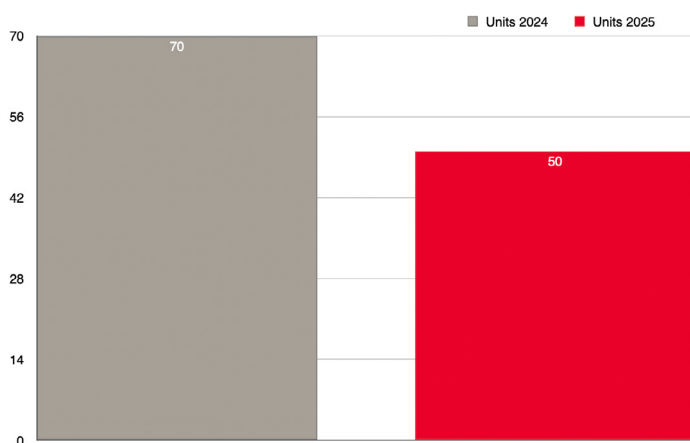


Month vs. Month 2024 vs. 2025

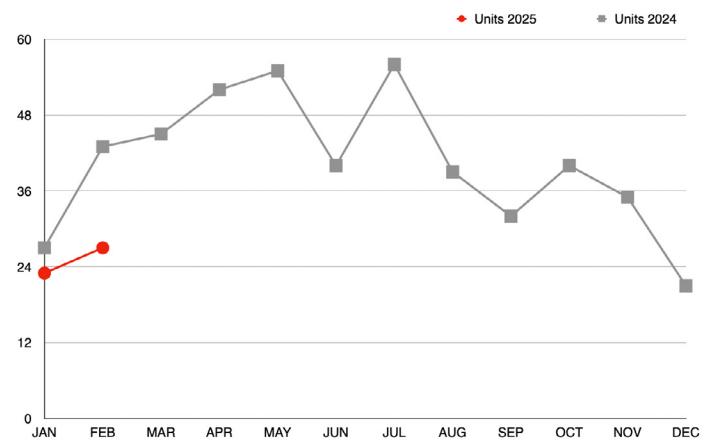
# UNIT SALES



## Monthly Comparison 2024 vs. 2025

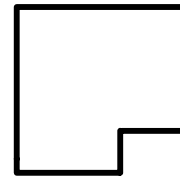


## Yearly Totals 2024 vs. 2025



## Month vs. Month 2024 vs. 2025

# SALES BY TYPE

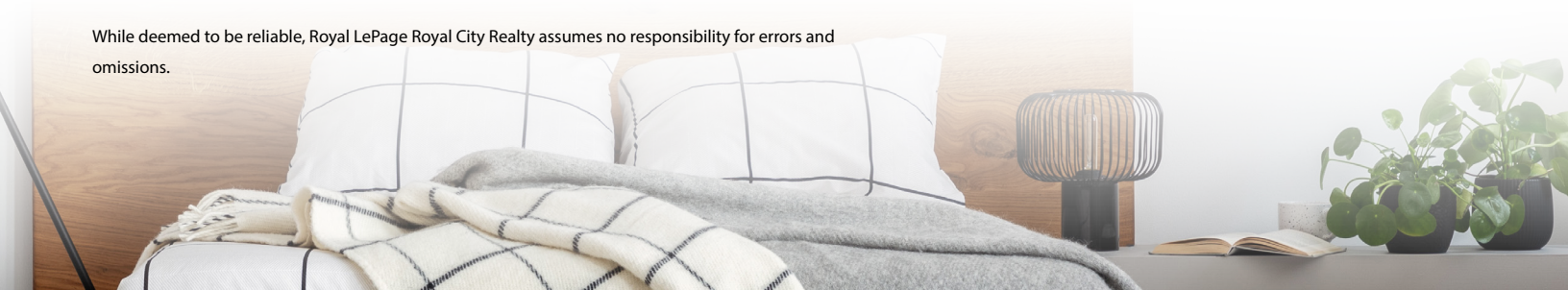


	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$38,887,300 -24.28%	\$1,190,000 -78.24%	\$0 No Change
YTD Unit Sales	48 -15.79%	2 -77.78%	0 No Change
YTD Average Sale Price	\$810,152 +5.11%	\$1,190,000 -78.24%	\$0 No Change
February Sales Volume	\$19,461,000 -38.08%	\$1,190,000 -69.19%	\$0 No Change
February Unit Sales	25 -26.47%	2 -66.67%	0 No Change

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

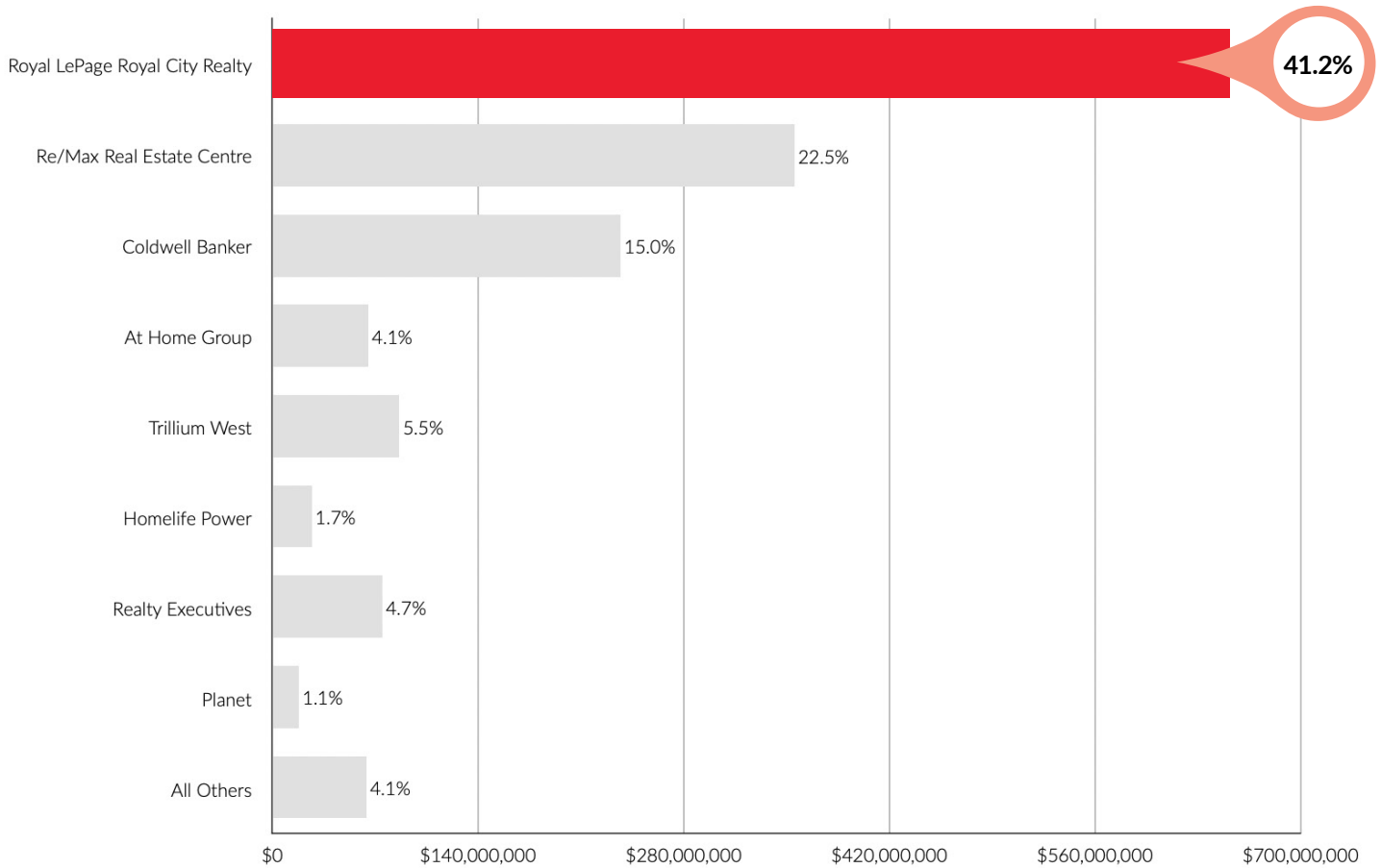
Year-Over-Year Comparison (2024 vs. 2025)

While deemed to be reliable, Royal LePage Royal City Realty assumes no responsibility for errors and omissions.





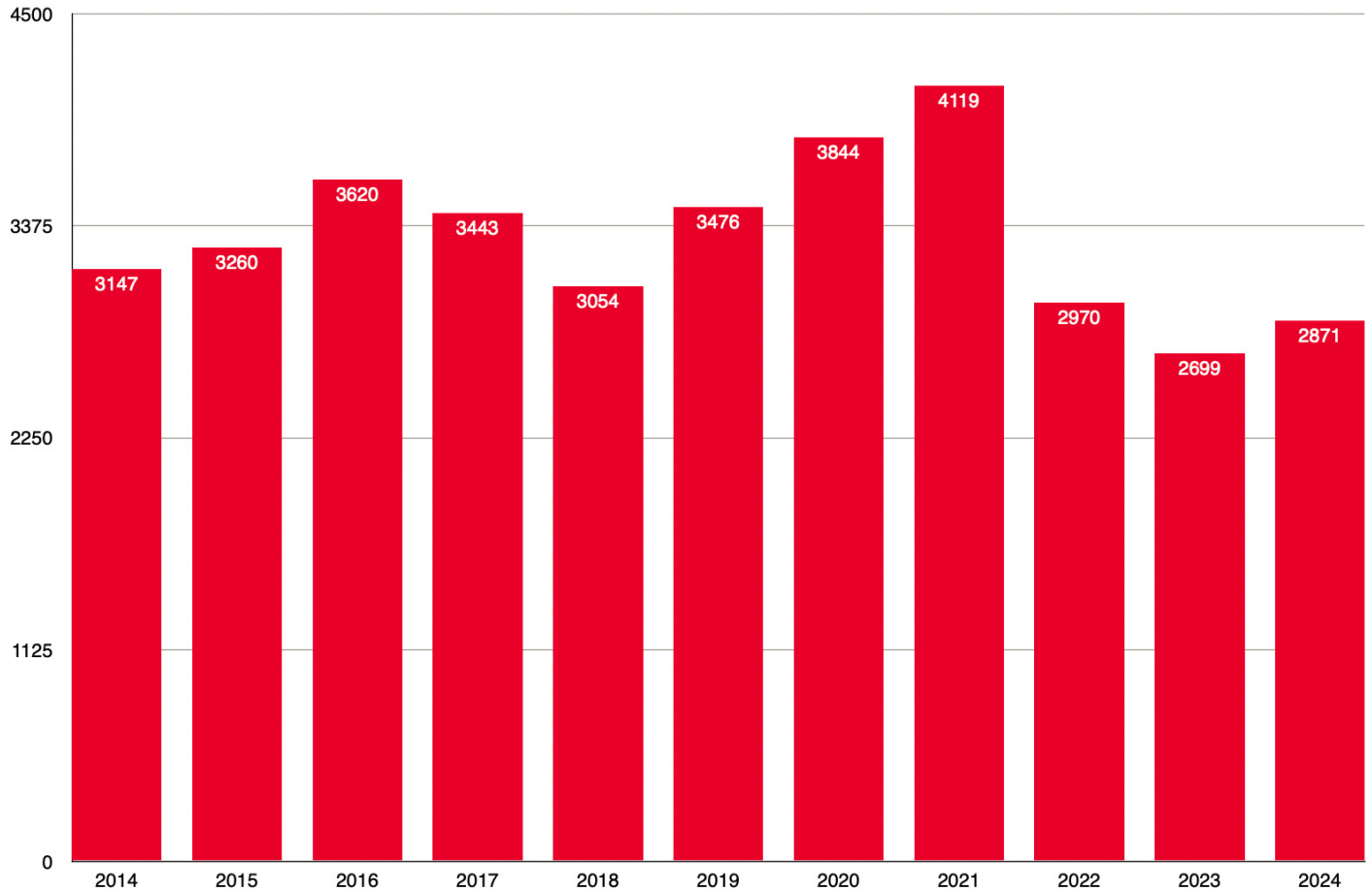
# MARKET DOMINANCE



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



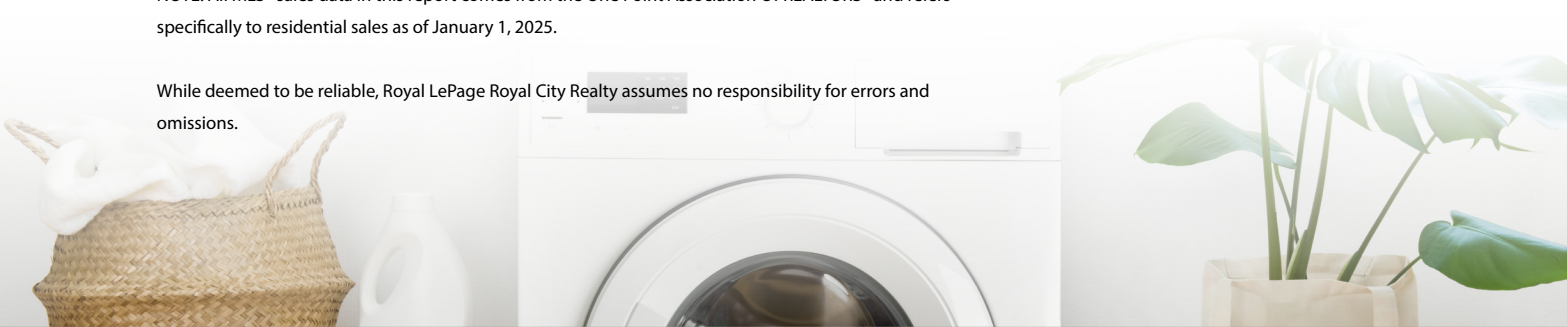
# 10 YEAR MARKET ANALYSIS



## 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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