



# 2025 MARCH

## 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

## BALANCED MARKET

Centre Wellington's real estate market remained balanced in March, with steady pricing and increased inventory. The median sale price rose 5.89% to \$863,000, while the average sale price saw a modest 1.3% increase to \$902,971. However, sales volume declined by 7.7%, with unit sales down 8.89% to 41 transactions, reflecting slightly softer demand. Meanwhile, new listings surged by 22.89%, expanding inventory, while expired listings dropped by 30%. With the unit sales-to-listings ratio at 40.20%, the market continues to offer opportunities for both buyers and sellers as conditions remain balanced.



### March year-over-year sales volume of \$37,021,799

Down 7.7% from 2024's \$40,111,100 with unit sales of 41 down 8.89% from last March's 45. New listings of 102 are up 22.89% from a year ago, with the sales/listing ratio of 40.20% down 14.02%.



### Year-to-date sales volume of \$77,099,999

Down 22.25% from 2024's \$99,159,410 with unit sales of 91 down by 20.87% from last year's 115. New listings of 242 are up 16.91% from a year ago, with the sales/listing ratio of 37.60% down 17.95%.



### Year-to-date average sale price of \$837,482

Down from \$856,396 one year ago with median sale price of \$863,000 up from \$797,000 one year ago. Average days-on-market of 47 is up 9 days from last year.

## MARCH NUMBERS

Median Sale Price  
**\$863,000**  
+5.89%

Average Sale Price  
**\$902,971**  
+1.3%

Sales Volume  
**\$37,021,799**  
-7.7%

Unit Sales  
**41**  
-8.89%

New Listings  
**102**  
+22.89%

Expired Listings  
**7**  
-30%

Unit Sales/Listings Ratio  
**40.20%**  
-14.02%

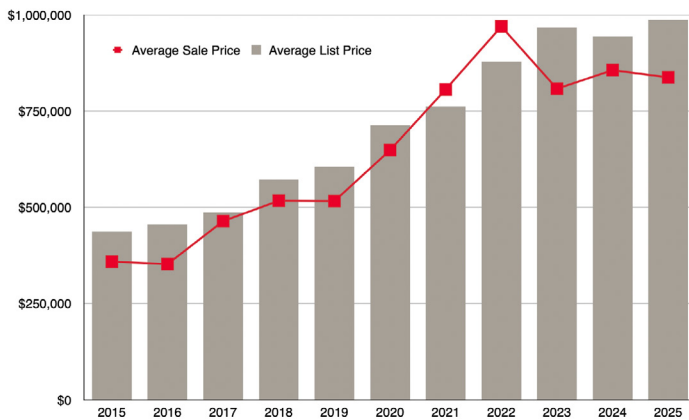
Year-over-year comparison  
(March 2024 vs. March 2025)

# THE MARKET IN DETAIL

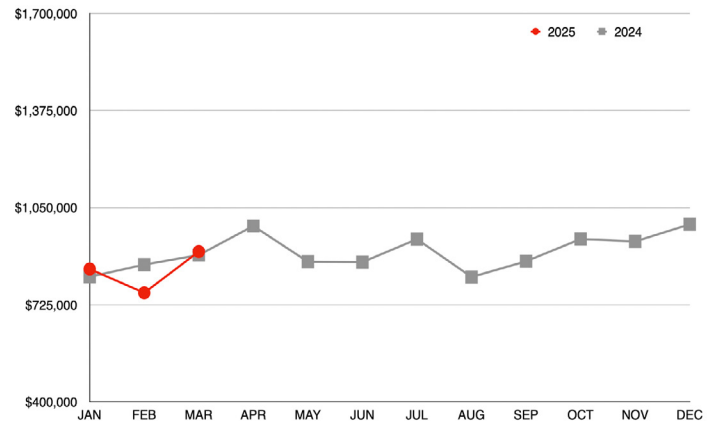
	2023	2024	2025	2024-2025
YTD Volume Sales	\$78,361,065	\$99,159,410	\$77,099,099	-22.25%
YTD Unit Sales	97	115	91	-20.87%
YTD New Listings	169	207	242	+16.91%
YTD Sales/Listings Ratio	57.40%	55.56%	37.60%	-17.95%
YTD Expired Listings	19	30	30	No Change
Monthly Volume Sales	\$37,859,875	\$40,111,100	\$37,021,799	-7.7%
Monthly Unit Sales	47	45	41	-8.89%
Monthly New Listings	75	83	102	+22.89%
Monthly Sales/Listings Ratio	62.67%	54.22%	40.20%	-14.02%
Monthly Expired Listings	4	10	7	-30%
YTD Sales: \$0-\$199K	0	0	2	Up 2
YTD Sales: \$200k-349K	0	1	2	+100%
YTD Sales: \$350K-\$549K	9	9	4	-55.56%
YTD Sales: \$550K-\$749K	41	40	27	-32.5%
YTD Sales: \$750K-\$999K	33	37	39	+5.41%
YTD Sales: \$1M-\$2M	13	29	15	-48.28%
YTD Sales: \$2M+	1	1	2	+100%
YTD Average Days-On-Market	32.33	38.00	47.33	+24.56%
YTD Average Sale Price	\$808,103	\$856,396	\$837,482	-2.21%
YTD Median Sale Price	\$730,990	\$797,000	\$863,000	+8.28%

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

# AVERAGE SALE PRICE

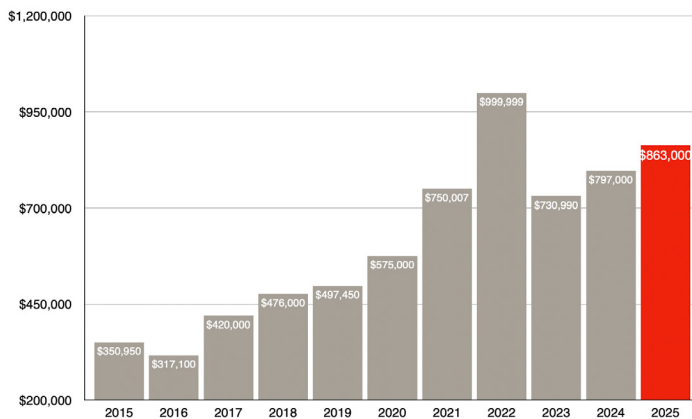


Year-Over-Year

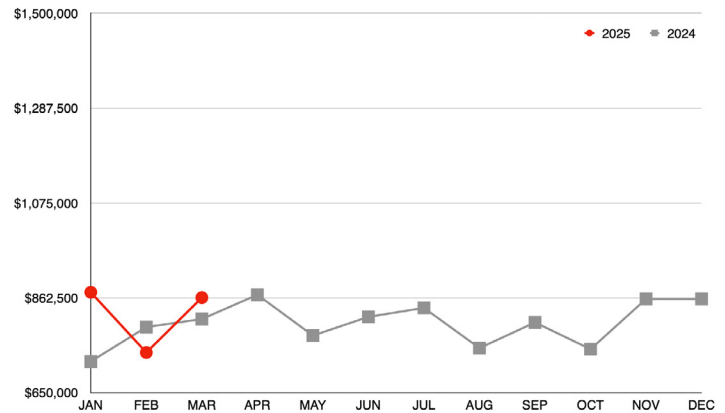


Month-Over-Month 2024 vs. 2025

# MEDIAN SALE PRICE



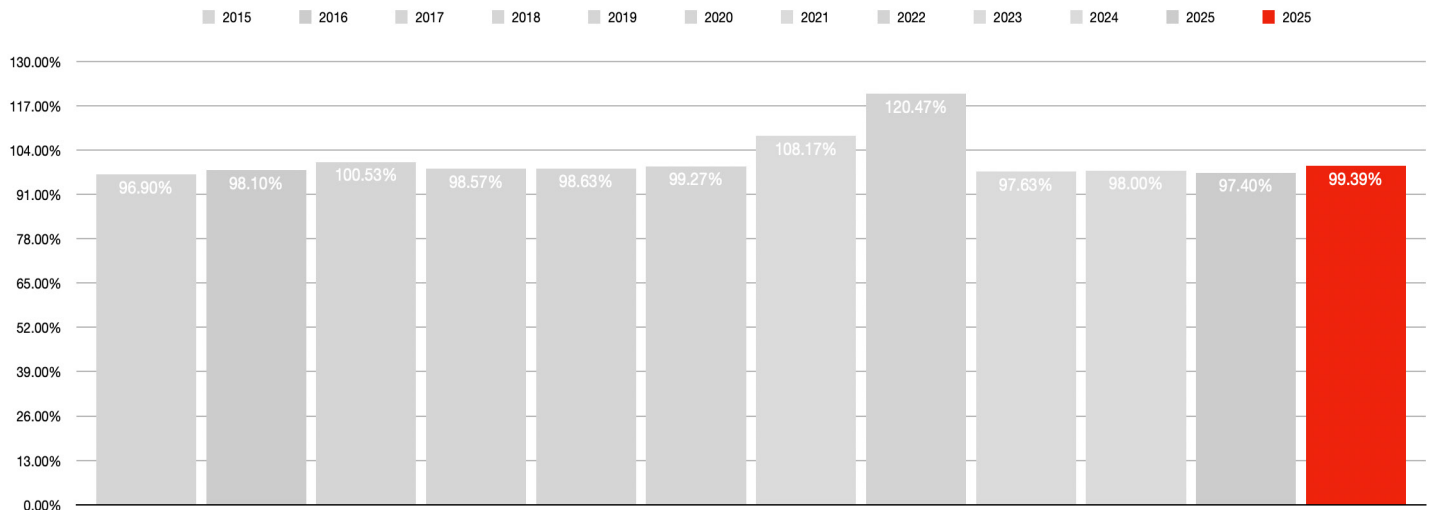
Year-Over-Year



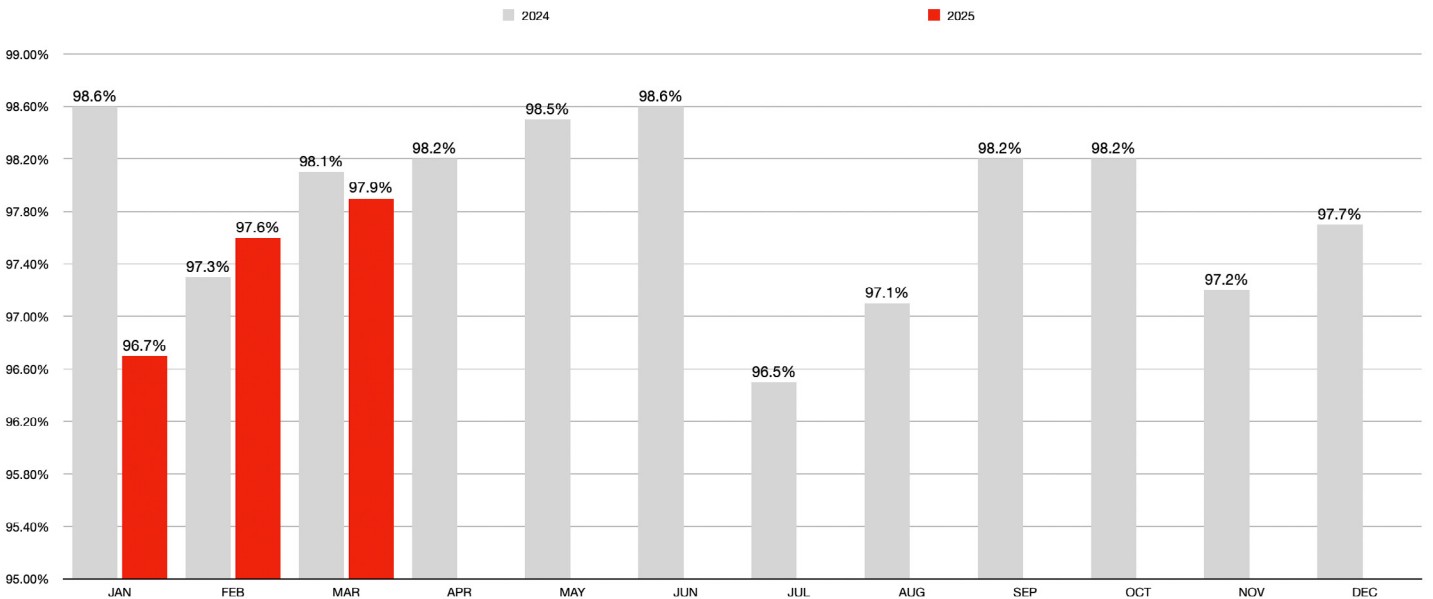
Month-Over-Month 2024 vs. 2025

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

# SALE PRICE VS. LIST PRICE RATIO

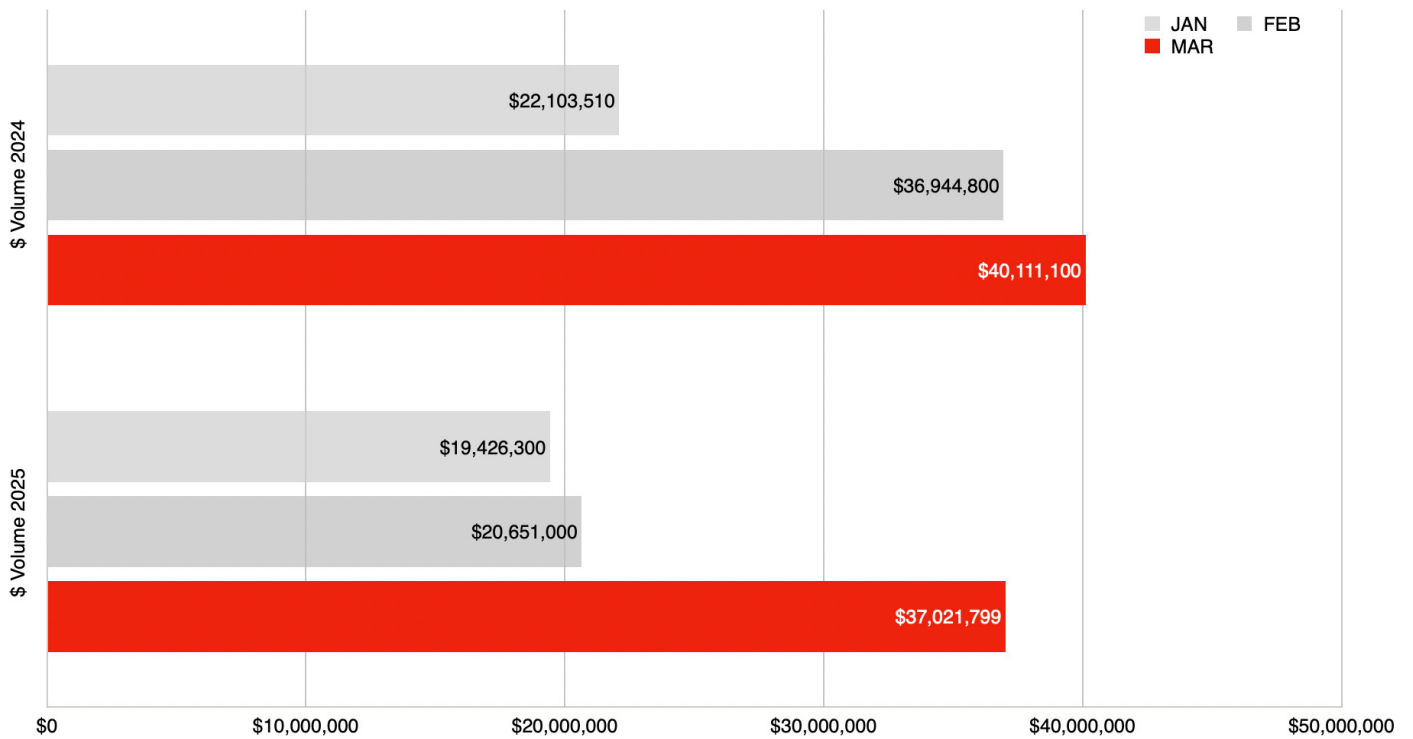


## Year-Over-Year

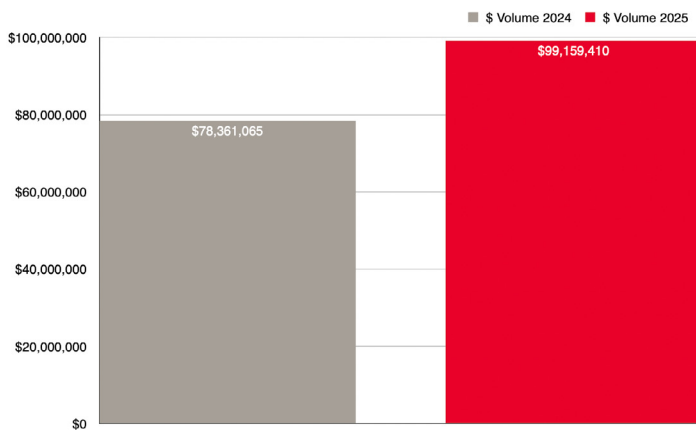


## Month-Over-Month 2024 vs. 2025

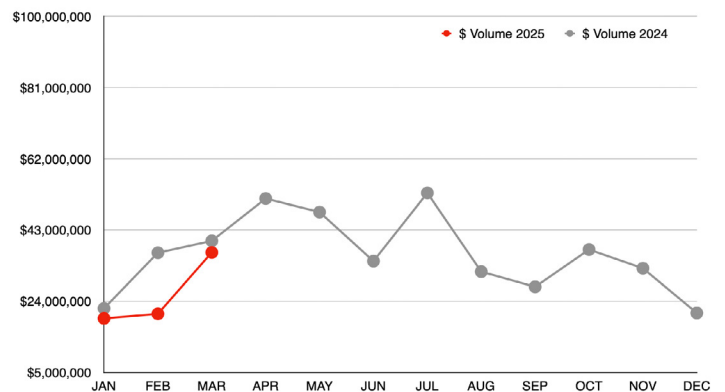
# DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

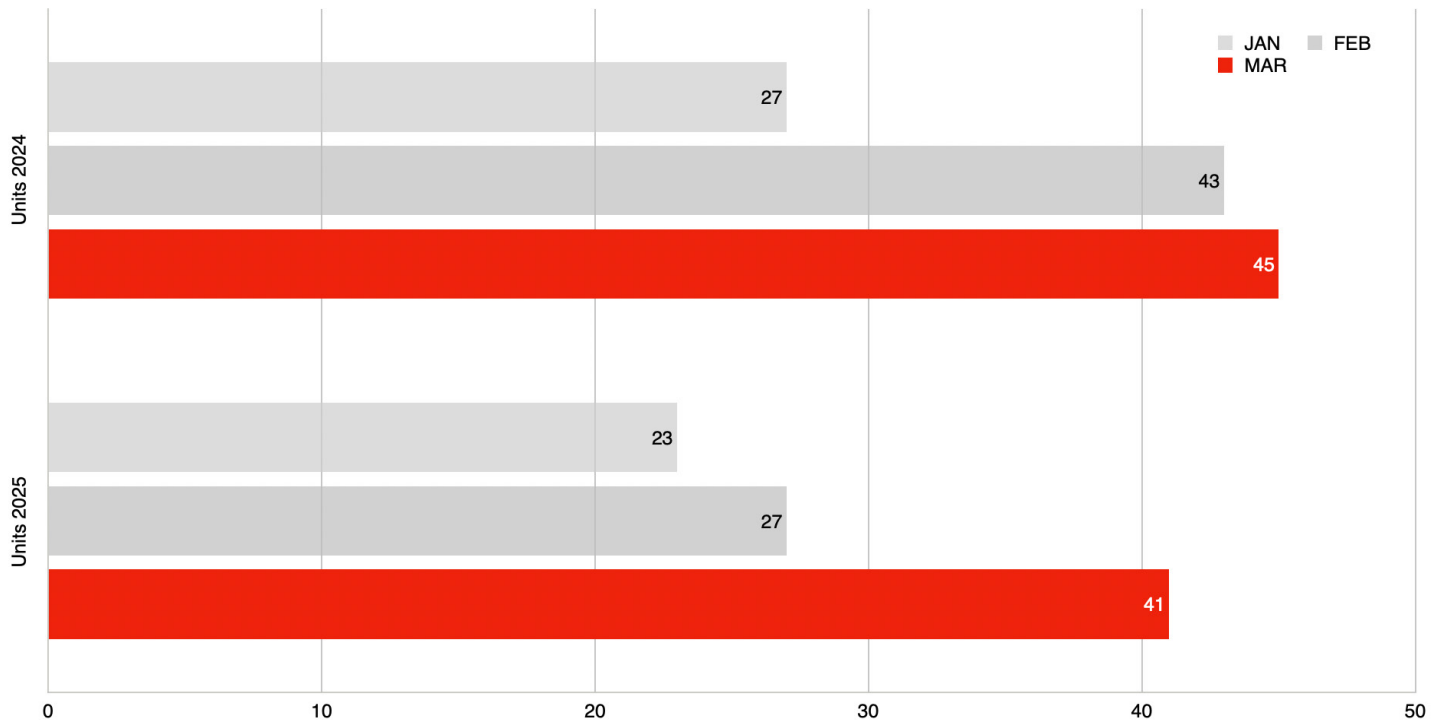


Yearly Totals 2024 vs. 2025

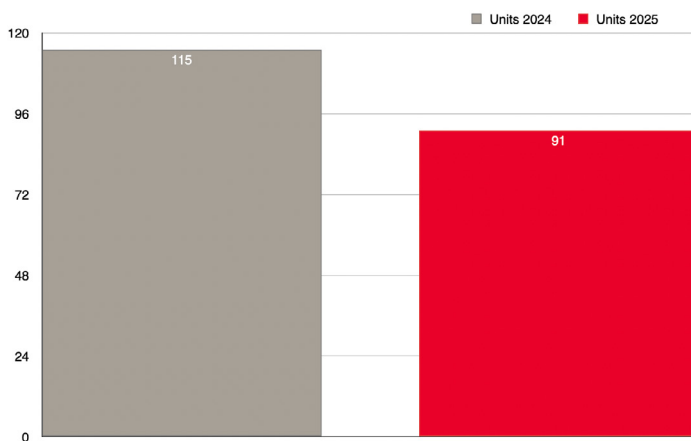


Month vs. Month 2024 vs. 2025

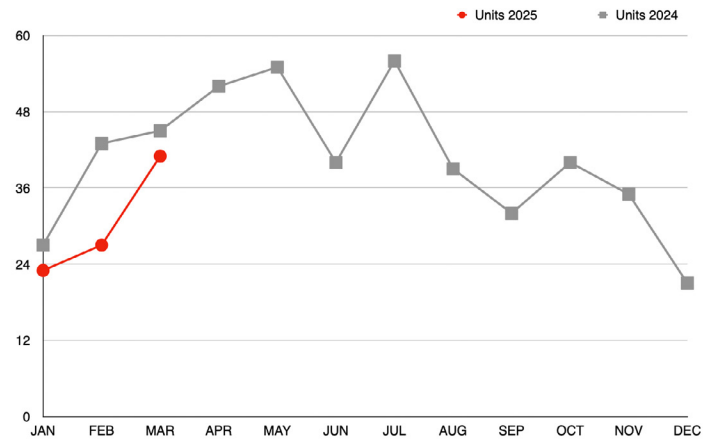
# UNIT SALES



Monthly Comparison 2024 vs. 2025

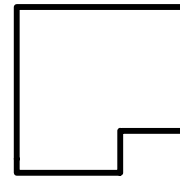


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

# SALES BY TYPE

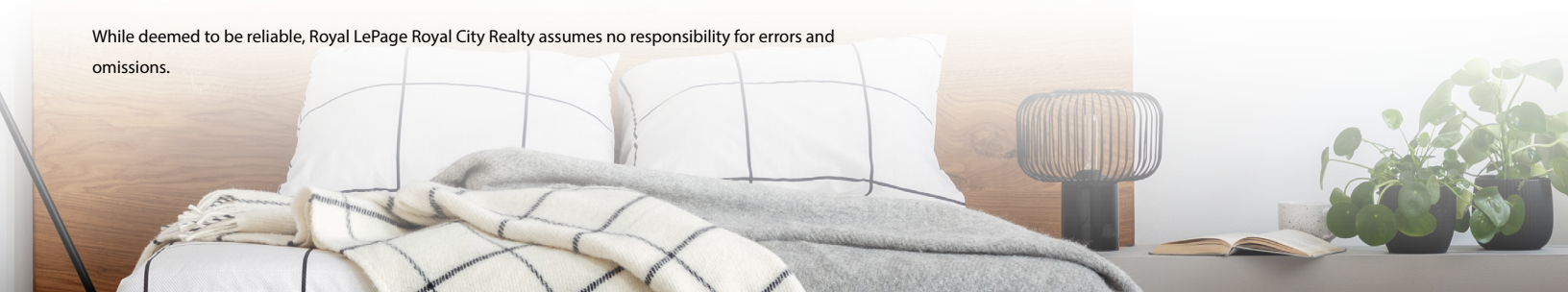


	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$71,298,099 -16.16%	\$5,801,000 -44.62%	\$430,000 -91.53%
YTD Unit Sales	83 -8.79%	8 -52.94%	1 -50%
YTD Average Sale Price	\$859,013 +9.67%	\$5,801,000 -44.62%	\$430,000 -83.05%
March Sales Volume	\$32,410,799 -3.8%	\$4,611,000 -7.89%	\$0 -100%
March Unit Sales	35 +2.94%	6 -25%	0 -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 April 1, 2025.

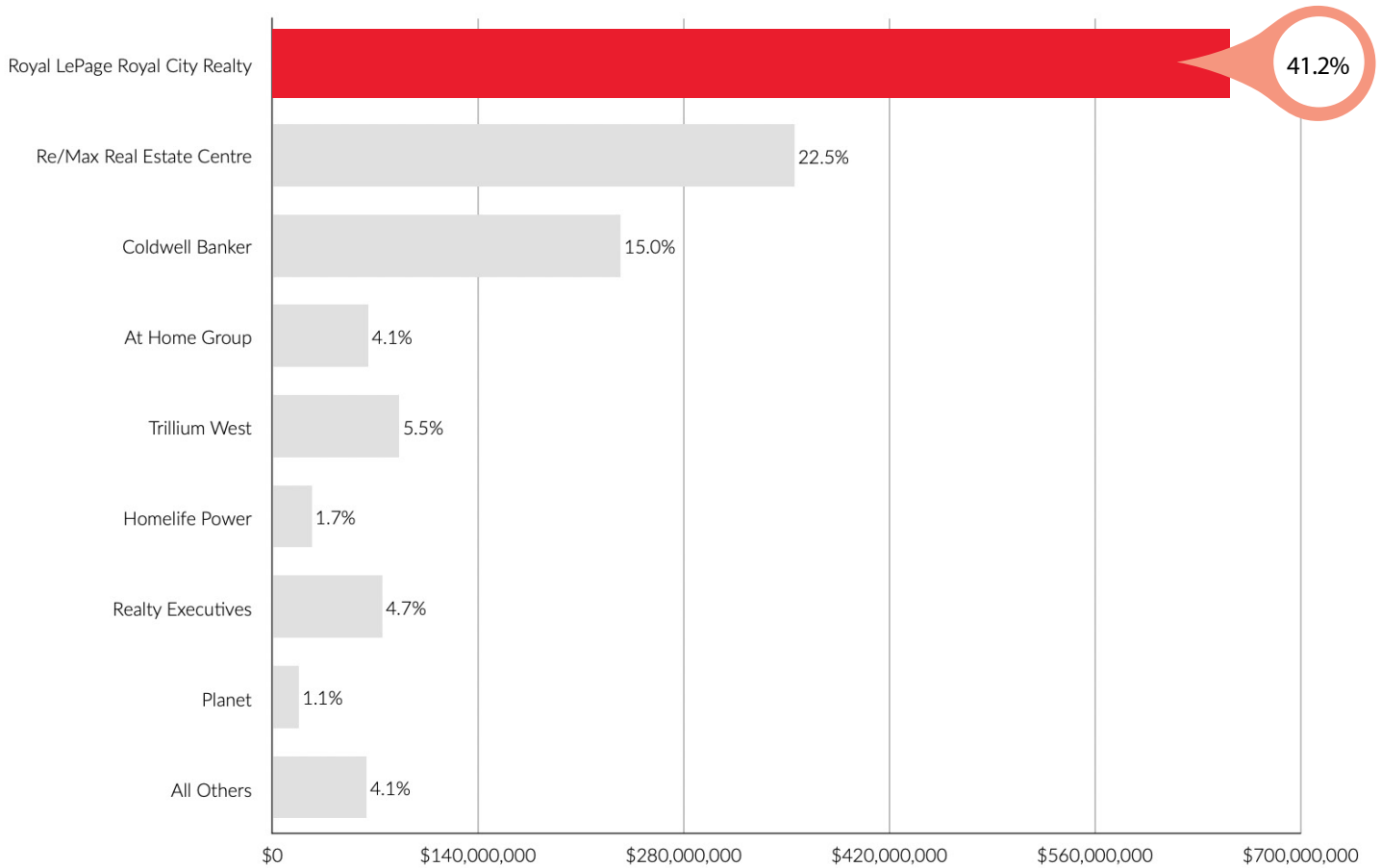
Year-Over-Year Comparison (2024 vs. 2025)

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





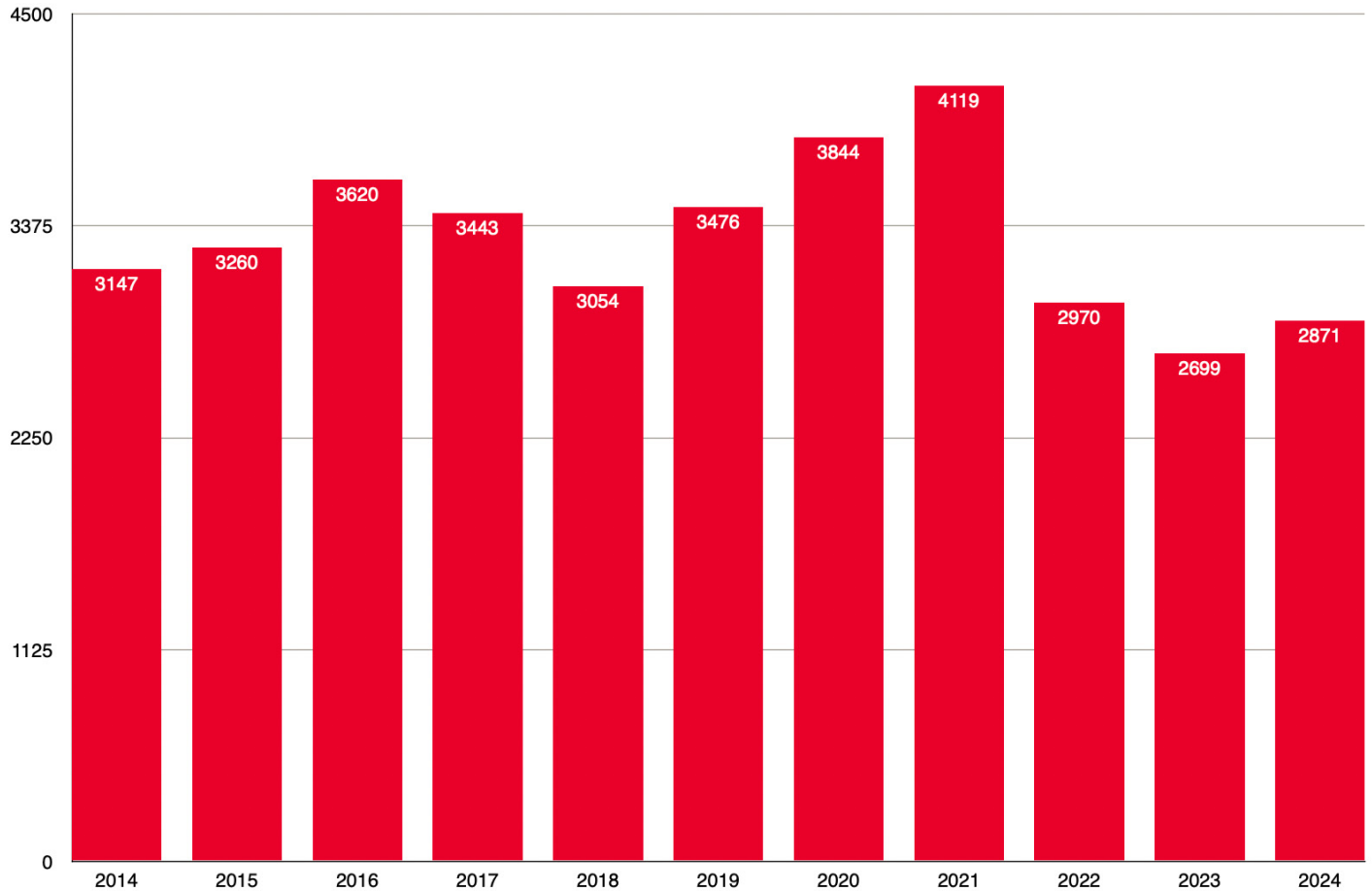
# MARKET DOMINANCE



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



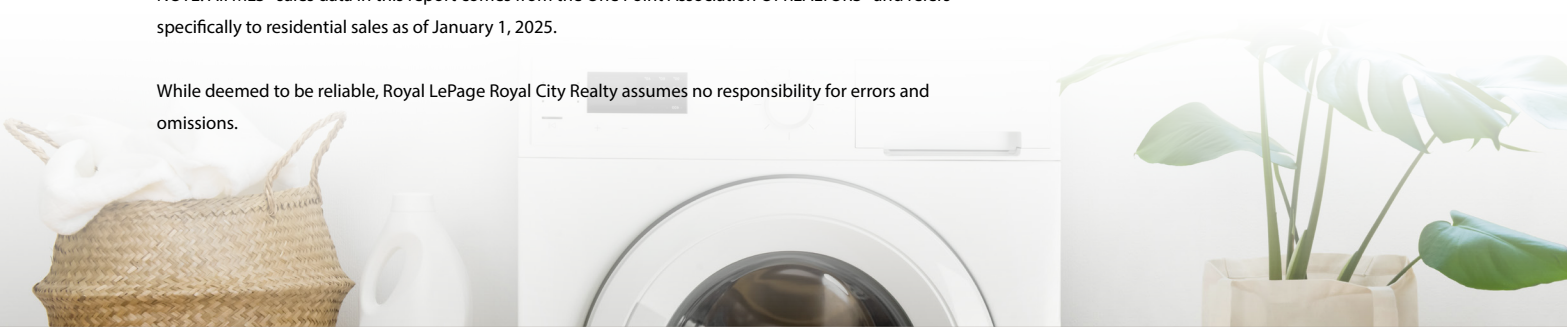
# 10 YEAR MARKET ANALYSIS



## 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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