



2026 MARCH

CENTRE WELLINGTON Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

BUYER'S MARKET

Centre Wellington remained in buyer's market territory this March, as declining sales activity and stable inventory levels continued to favour purchasers. The median sale price dropped 12.19% to \$767,500, while the average sale price decreased 7.29% to \$861,347. Sales volume fell 20.54% to \$31.01M, driven by a 14.29% decline in unit sales to 36 transactions. New listings held steady at 103, while expired listings remained unchanged at 7, indicating consistent supply conditions. With a unit sales-to-listings ratio of 34.95%, down 15.65% year over year and below the 39% threshold, market conditions continue to favour buyers in Centre Wellington.



March year-over-year sales volume of \$31,008,500

Down -20.54% from 2025's \$39,021,799 with unit sales of 36 down -14.29% from last March's 42. New listings of 103 are the same from a year ago, with the sales/listing ratio of 34.95% down -15.65%.



Year-to-date sales volume of \$79,276,089

Down -3.19% from 2025's \$81,889,099 with unit sales of 90 down by -5.26% from last year's 95. New listings of 238 are down -2.06% from a year ago, with the sales/listing ratio of 37.82% down -1.28%.



Year-to-date average sale price of \$889,143

Up from \$812,995 one year ago with a median sale price of \$767,500 down from \$874,000 one year ago. Average days-on-market of 56 is up 10 days from last year.

MARCH NUMBERS

Median Sale Price

\$767,500

-12.19%

Average Sale Price

\$861,347

-7.29%

Sales Volume

\$31,008,500

-20.54%

Unit Sales

36

-14.29%

New Listings

103

No Change

Expired Listings

7

No Change

Unit Sales/Listings Ratio

34.95%

-15.65%

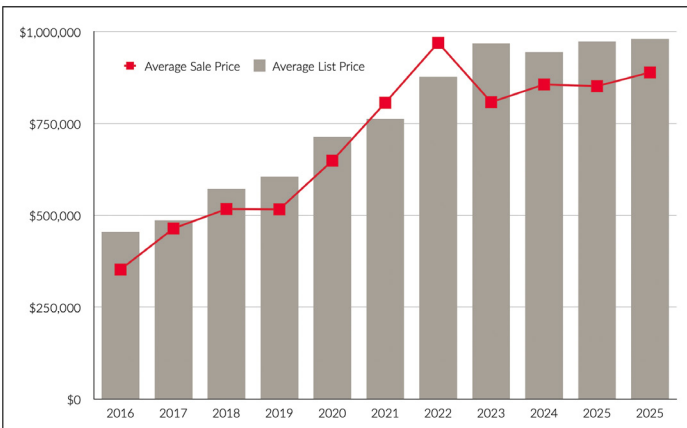
*Year-over-year comparison
(March 2025 vs. March 2026)*

THE MARKET IN DETAIL

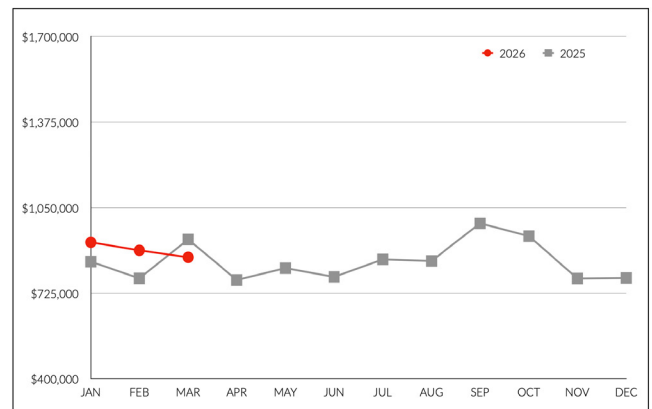
	2024	2025	2026	2025-2026
YTD Volume Sales	\$99,159,410	\$81,889,099	\$79,276,089	-3.19%
YTD Unit Sales	115	95	90	-5.26%
YTD New Listings	207	243	238	-2.06%
YTD Sales/Listings Ratio	55.56%	39.09%	37.82%	-3.27%
YTD Expired Listings	30	30	35	+16.67%
Monthly Volume Sales	\$40,111,100	\$39,021,799	\$31,008,500	-20.54%
Monthly Unit Sales	45	42	36	-14.29%
Monthly New Listings	83	103	103	No Change
Monthly Sales/Listings Ratio	60.00%	50.60%	34.95%	-30.93%
Monthly Expired Listings	10	7	7	No Change
YTD Sales: \$0-\$199K	0	2	1	-50%
YTD Sales: \$200k-349K	1	2	1	-50%
YTD Sales: \$350K-\$549K	9	4	11	+175%
YTD Sales: \$550K-\$749K	40	28	28	No Change
YTD Sales: \$750K-\$999K	37	39	26	-33.33%
YTD Sales: \$1M-\$2M	29	18	19	+5.56%
YTD Sales: \$2M+	1	3	4	+33.33%
YTD Average Days-On-Market	38.00	46.33	56.33	+21.58%
YTD Average Sale Price	\$856,396	\$851,693	\$889,143	+4.4%
YTD Median Sale Price	\$797,000	\$874,000	\$767,500	-12.19%

Centre Wellington MLS Sales and Listing Summary
2024 vs. 2025 vs. 2026

AVERAGE SALE PRICE

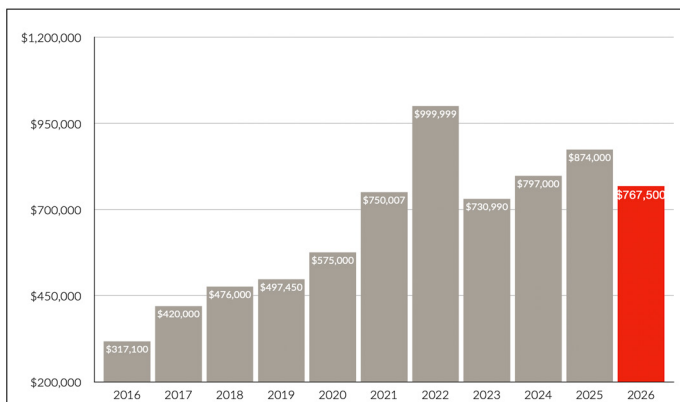


Year-Over-Year

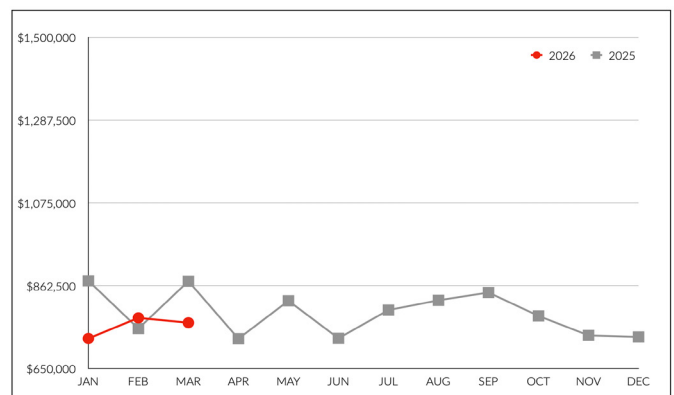


Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE



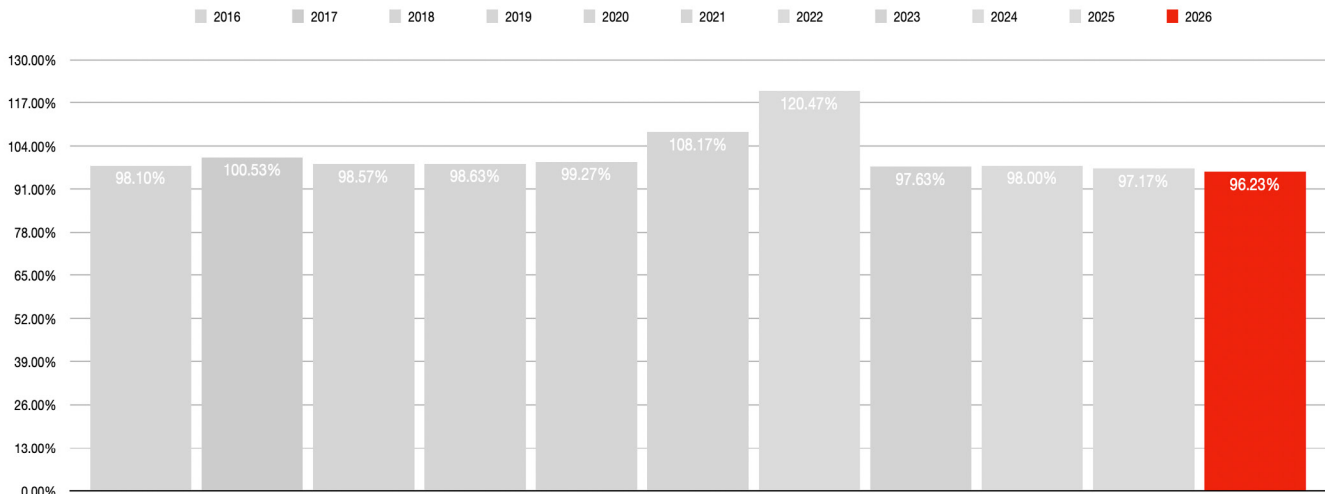
Year-Over-Year



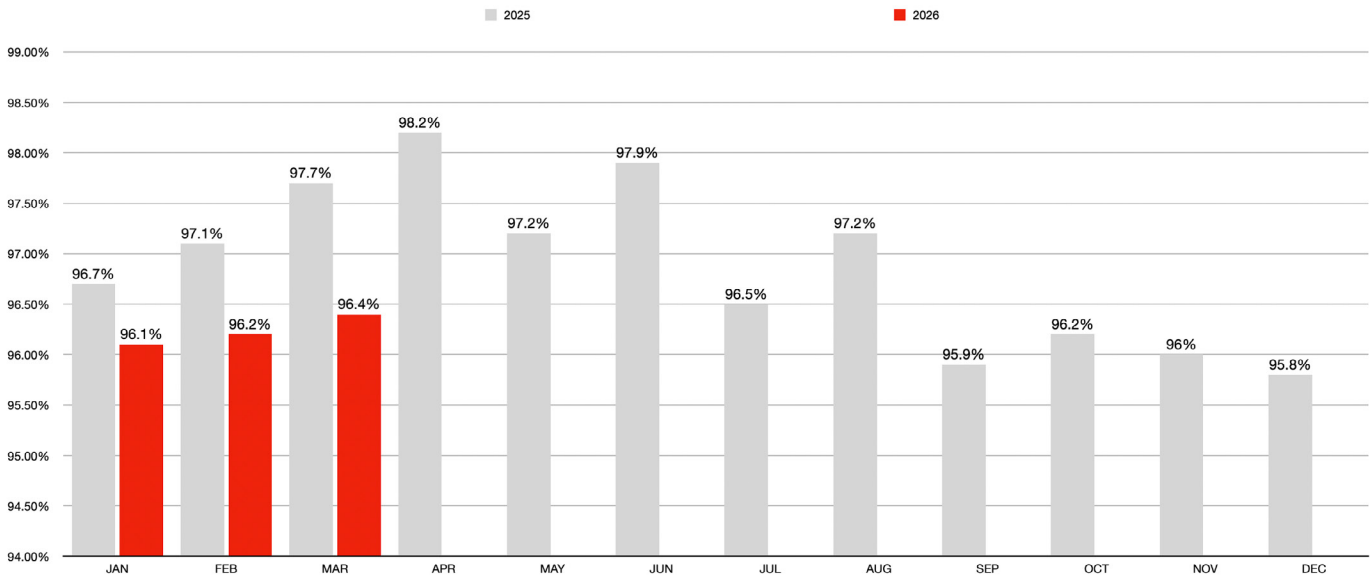
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. LIST PRICE RATIO

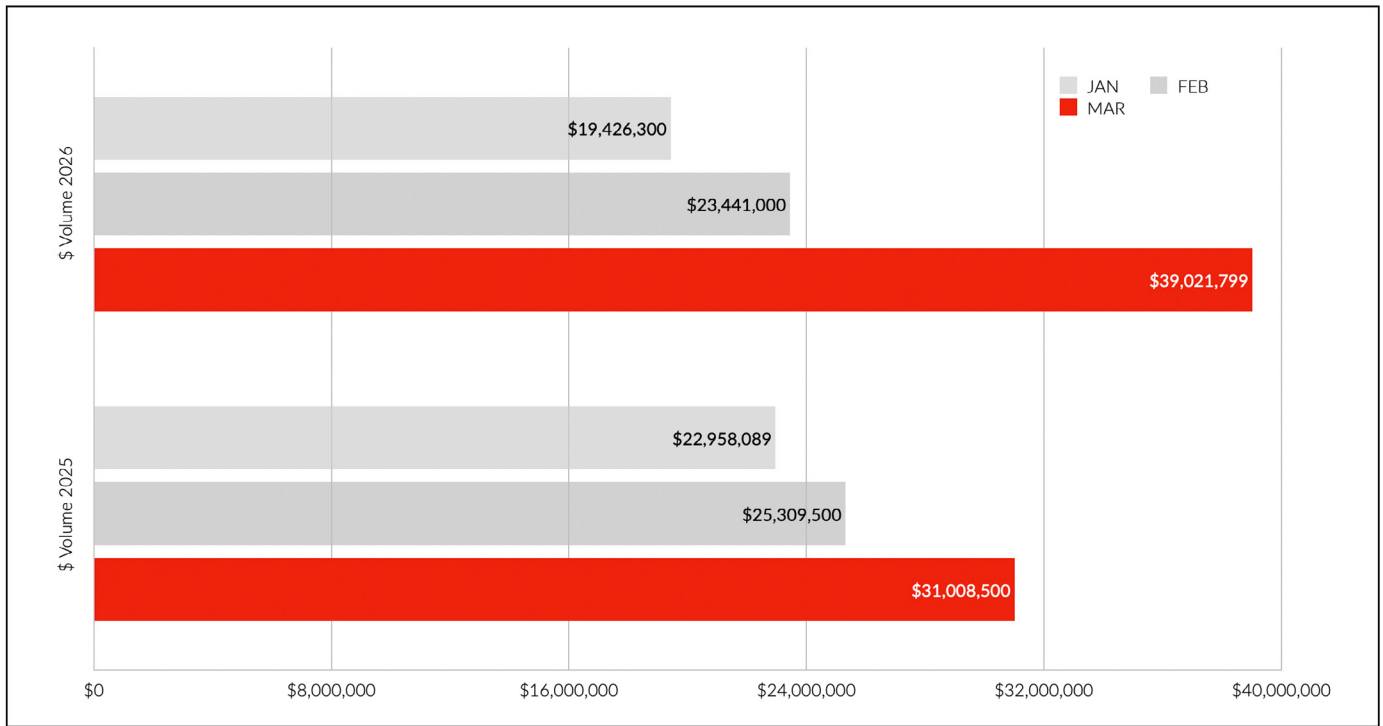


Year-Over-Year

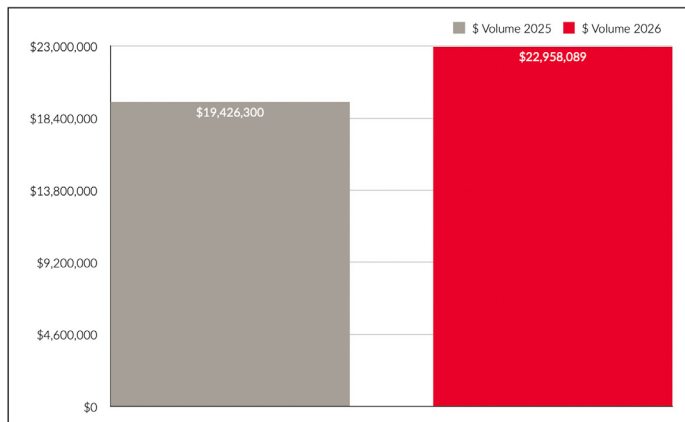


Month-Over-Month 2025 vs. 2026

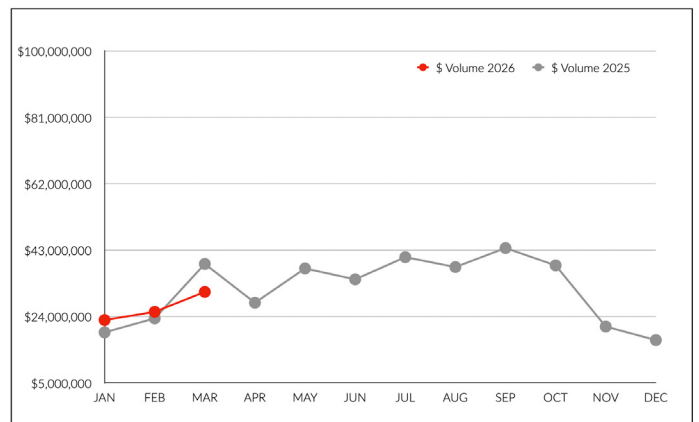
DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

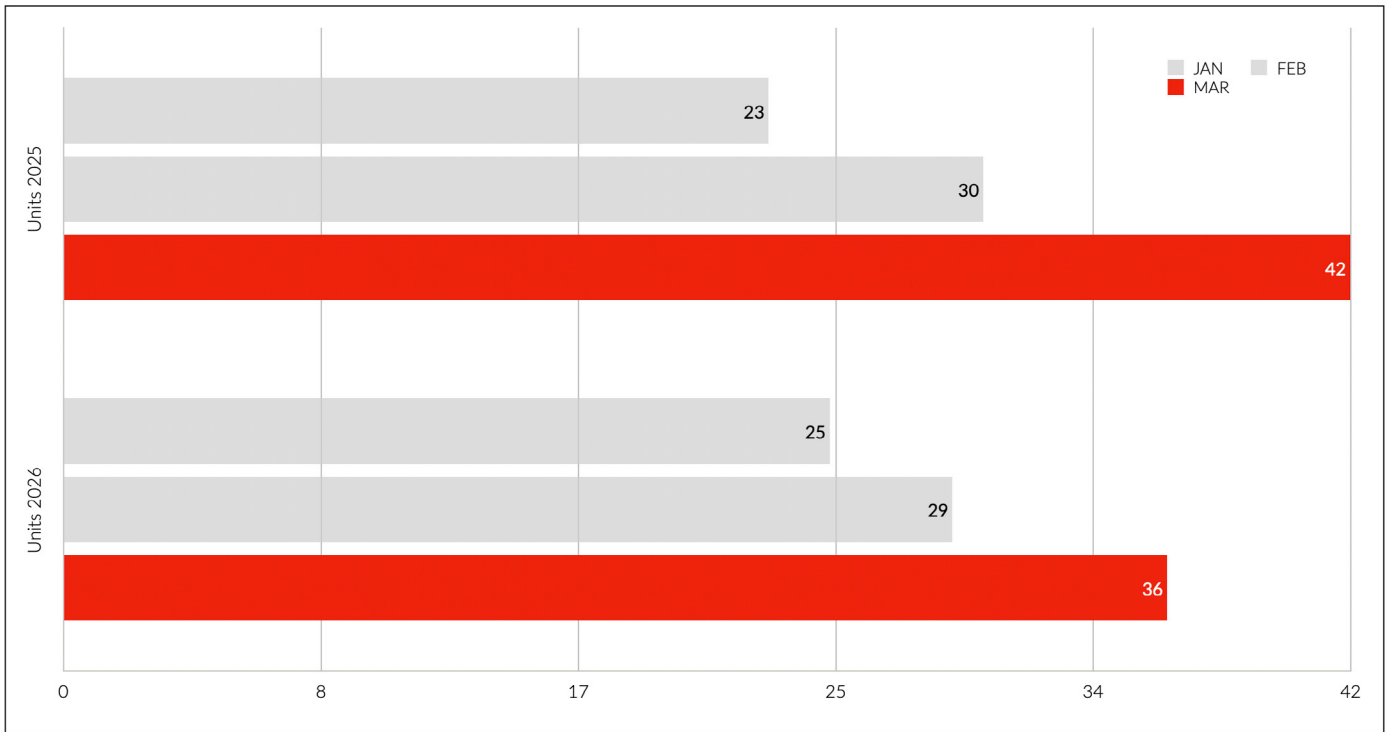


Yearly Totals 2025 vs. 2026

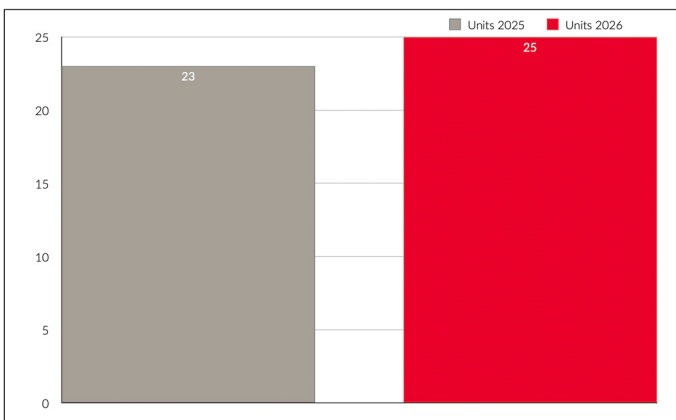


Month vs. Month 2025 vs. 2026

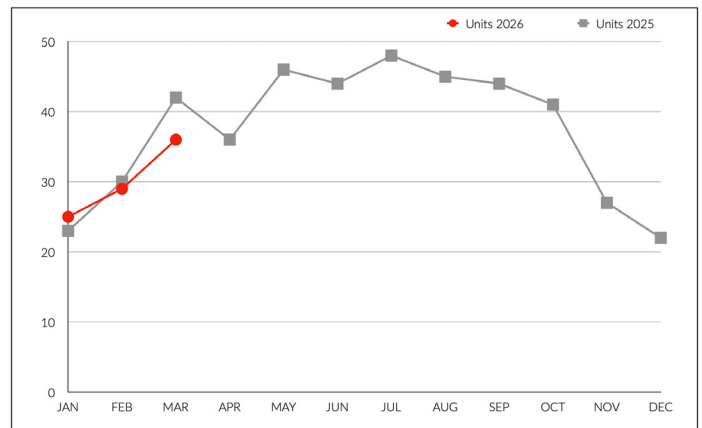
UNIT SALES



Monthly Comparison 2025 vs. 2026



Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$67,336,189 -11.5%	\$11,939,900 +105.82%	\$815,000 +89.53%
YTD Unit Sales	74 -14.94%	16 +100%	2 +100%
YTD Average Sale Price	\$909,949 +4.04%	\$746,244 +2.91%	\$407,500 -5.23%
March Sales Volume	\$26,735,500 -22.3%	\$4,273,000 -7.33%	\$815,000 +100%
March Unit Sales	29 -19.44%	7 +16.67%	2 +100%

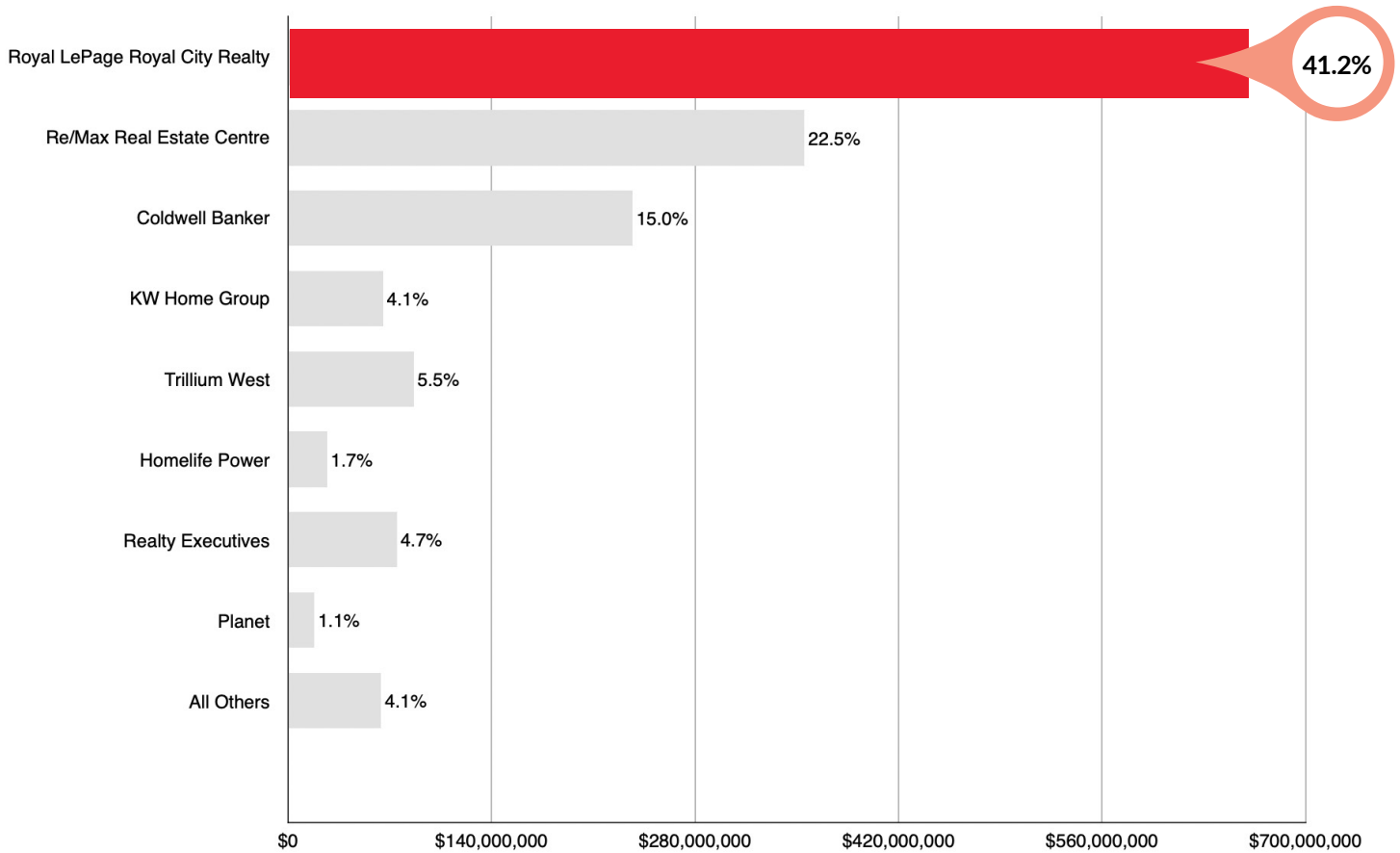
NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of March 1, 2026.

Year-Over-Year Comparison (2025 vs. 2026)

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



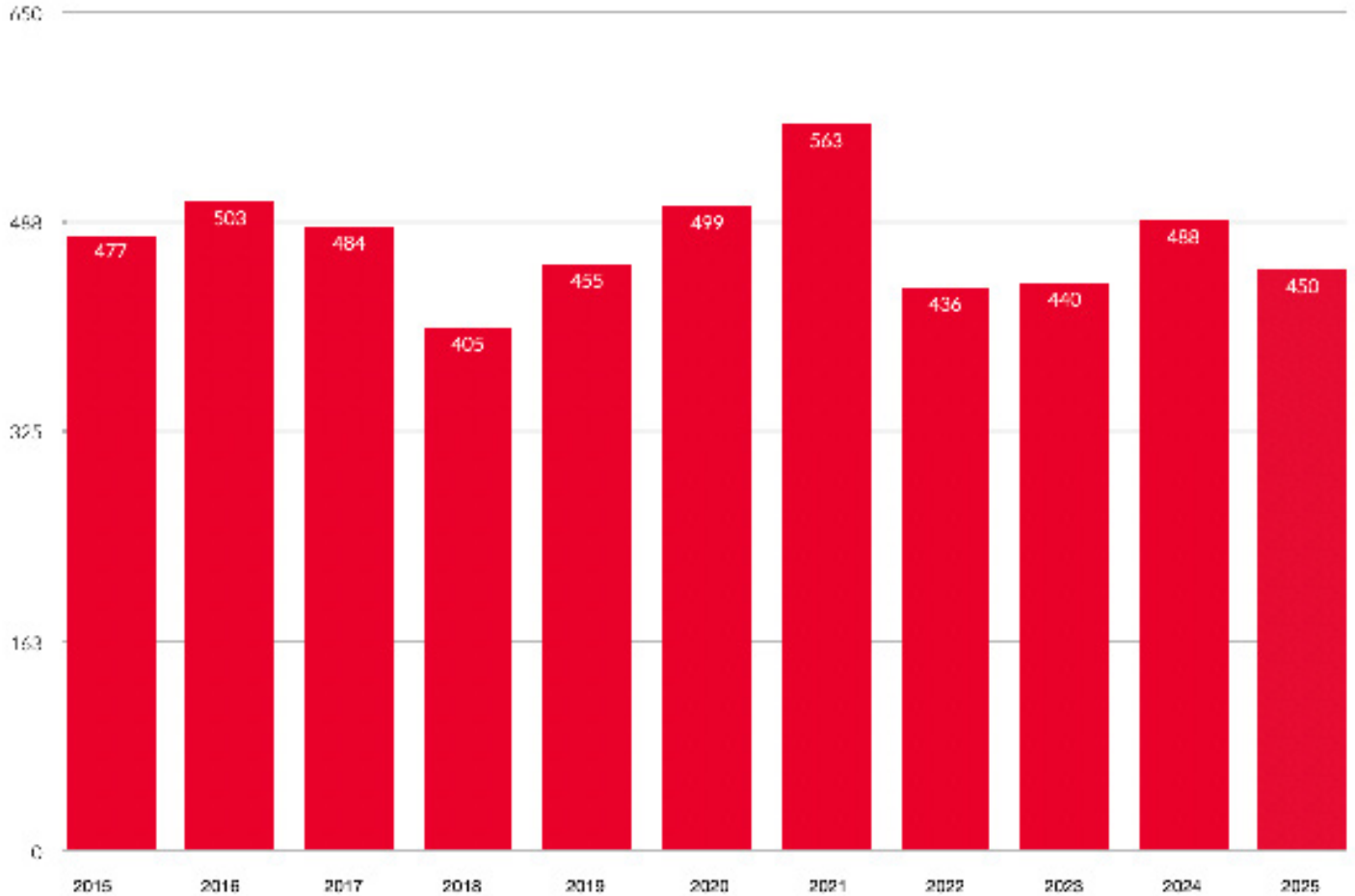
MARKET DOMINANCE



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



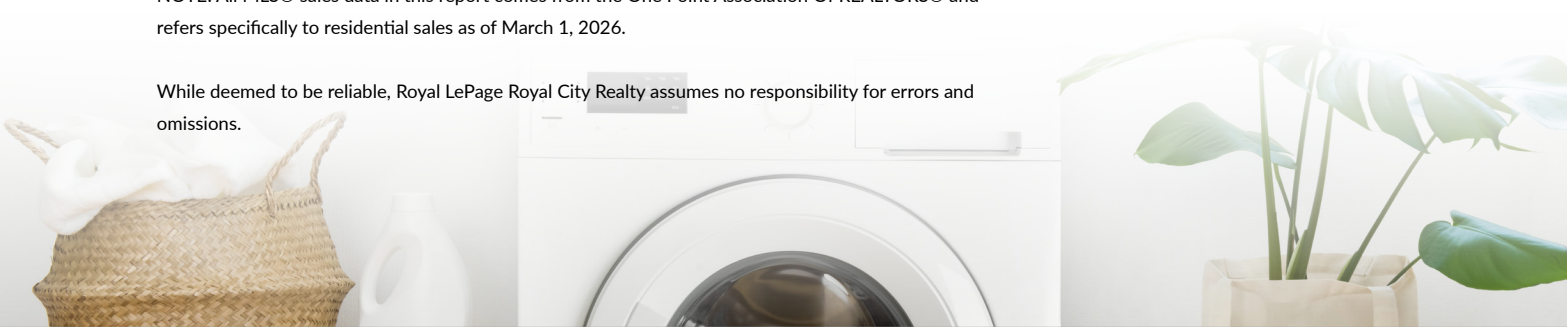
10 YEAR MARKET ANALYSIS



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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