



2025

DECEMBER

CENTRE WELLINGTON

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

Frances Snider
Sales Representative

519-824-9050
fsnider@royallepage.ca
francesnider.com



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 this period, as lower pricing was met with steady sales activity. The median sale price declined 15% to \$731,000, while the average sale price fell 21.24% to \$782,855. Sales volume decreased 17.49% to \$17.22M, despite a 4.76% increase in unit sales to 22 transactions. New listings dropped 21.62% to 29, helping limit inventory growth, though expired listings rose 47.06% to 25. With a unit sales-to-listings ratio of 75.86%, up 19.11% year over year, conditions continue to reflect a balanced market, supporting both buyers and sellers who are well-positioned.



December year-over-year sales volume of \$17,222,800

Down -17.49% from 2024's \$20,873,000 with unit sales of 22 up +4.76% from last December's 21. New listings of 29 are down -21.62% from a year ago, with the sales/listing ratio of 75.86% up +19.11%.



Year-to-date sales volume of \$387,776,456

Down -14.02% from 2024's \$450,990,409 with unit sales of 448 down by -7.63% from last year's 485. New listings of 1,116 are up +20.39% from a year ago, with the sales/listing ratio of 40.14% down -12.18%.



Year-to-date average sale price of \$844,440

Down from \$900,252 one year ago with a median sale price of \$792,517 down from \$811,250 one year ago. Average days-on-market of 49 is up 11 days from last year.

DECEMBER NUMBERS

Median Sale Price

\$731,000

-15%

Average Sale Price

\$782,855

-21.24%

Sales Volume

\$17,222,800

-17.49%

Unit Sales

22

+4.76%

New Listings

29

-21.62%

Expired Listings

25

+47.06%

Unit Sales/Listings Ratio

75.86%

+19.11%

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

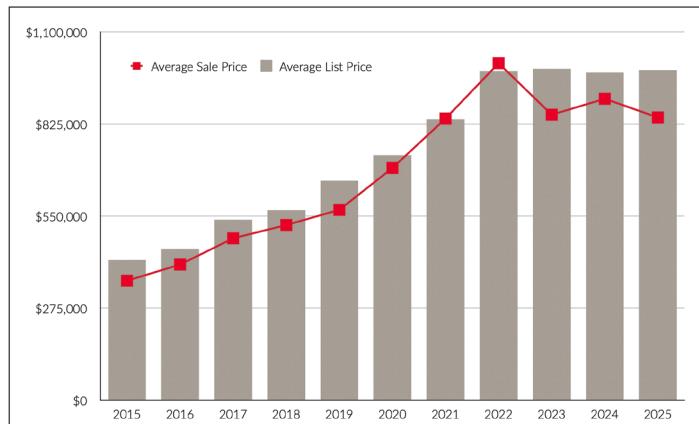


THE MARKET IN DETAIL

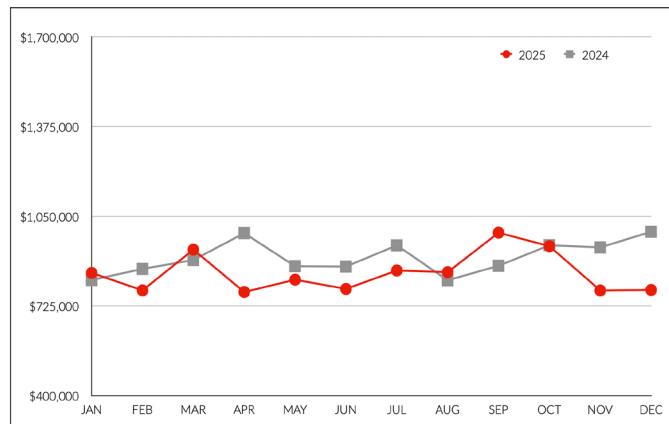
| | 2023 | 2024 | 2025 | 2024-2025 |
|-------------------------------------|---------------|---------------|---------------|-----------|
| YTD Volume Sales | \$379,219,541 | \$450,990,409 | \$387,776,456 | -14.02% |
| YTD Unit Sales | 438 | 485 | 448 | -7.63% |
| YTD New Listings | 815 | 927 | 1,116 | +20.39% |
| YTD Sales/Listings Ratio | 53.74% | 52.32% | 40.14% | -12.18% |
| YTD Expired Listings | 115 | 135 | 181 | +34.07% |
| Monthly Volume Sales | \$14,012,795 | \$20,873,000 | \$17,222,800 | -17.49% |
| Monthly Unit Sales | 18 | 21 | 22 | +4.76% |
| Monthly New Listings | 22 | 37 | 29 | -21.62% |
| Monthly Sales/Listings Ratio | 81.82% | 56.76% | 75.86% | +19.11% |
| Monthly Expired Listings | 21 | 17 | 25 | +47.06% |
| YTD Sales: \$0-\$199K | 7 | 7 | 4 | -42.86% |
| YTD Sales: \$200k-349K | 5 | 2 | 13 | +550% |
| YTD Sales: \$350K-\$549K | 32 | 40 | 38 | -5% |
| YTD Sales: \$550K-\$749K | 139 | 145 | 144 | -0.69% |
| YTD Sales: \$750K-\$999K | 158 | 156 | 153 | -1.92% |
| YTD Sales: \$1M-\$2M | 92 | 126 | 89 | -29.37% |
| YTD Sales: \$2M+ | 7 | 12 | 9 | -25% |
| YTD Average Days-On-Market | 30.58 | 38.25 | 48.67 | +27.23% |
| YTD Average Sale Price | \$852,666 | \$900,252 | \$844,440 | -6.2% |
| YTD Median Sale Price | \$782,500 | \$811,250 | \$792,517 | -2.31% |

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

AVERAGE SALE PRICE

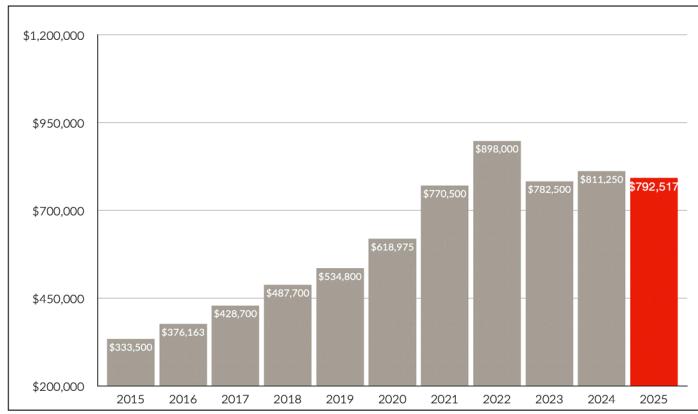


Year-Over-Year

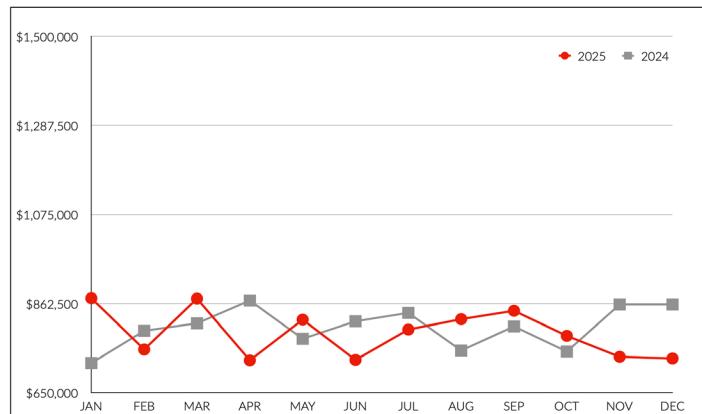


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



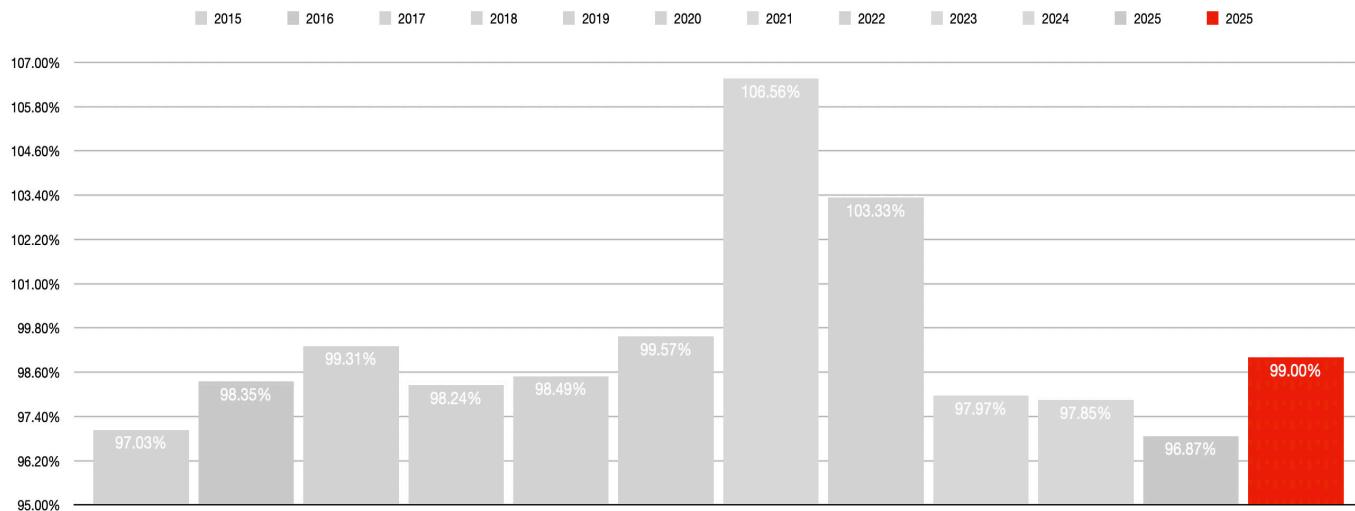
Year-Over-Year



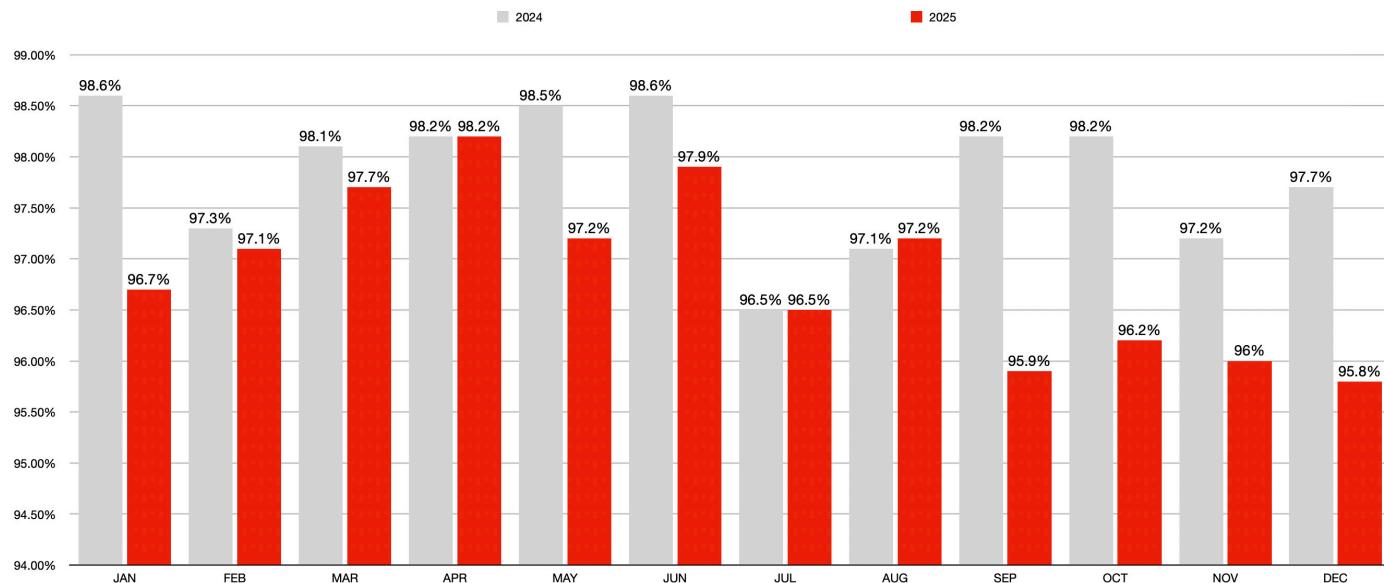
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

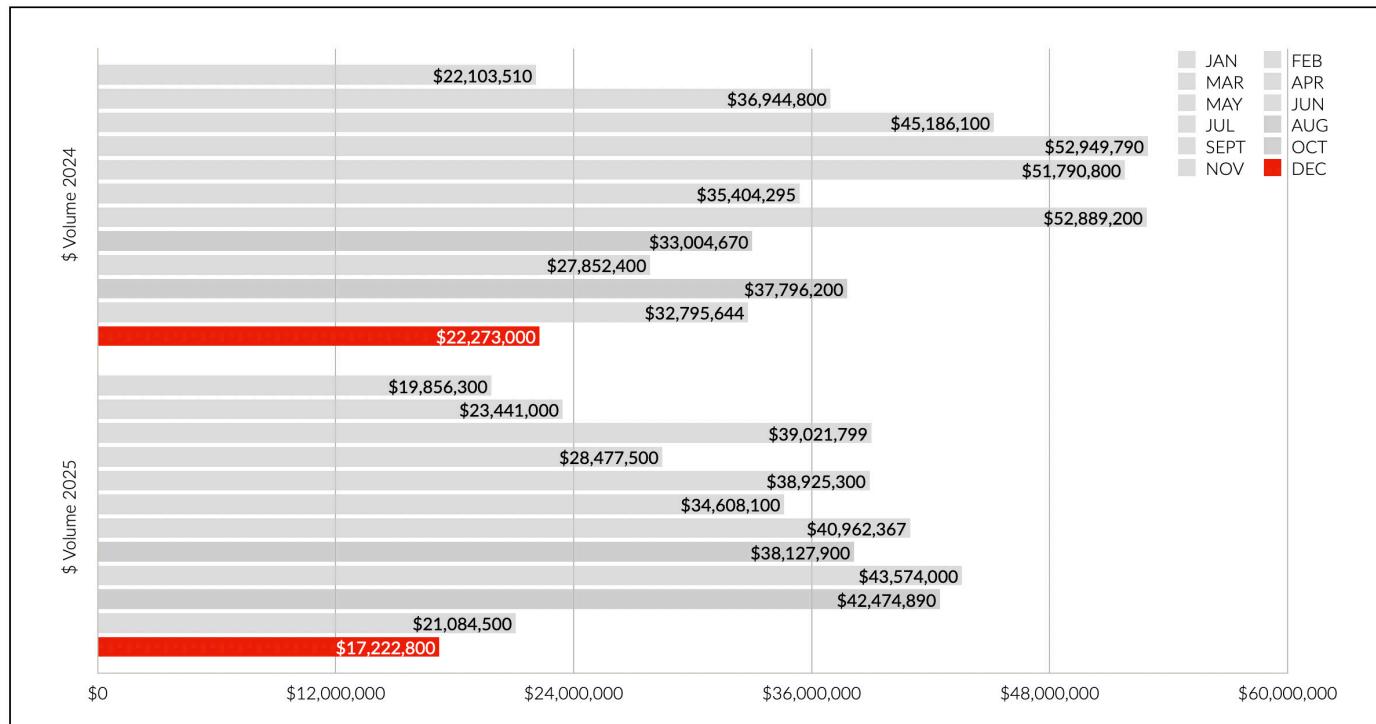


Year-Over-Year

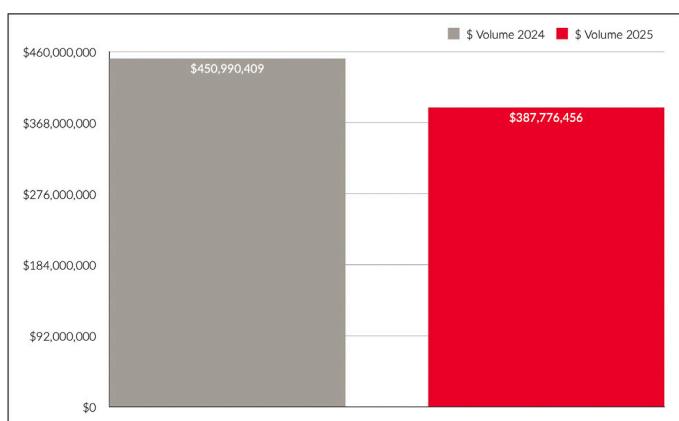


Month-Over-Month 2024 vs. 2025

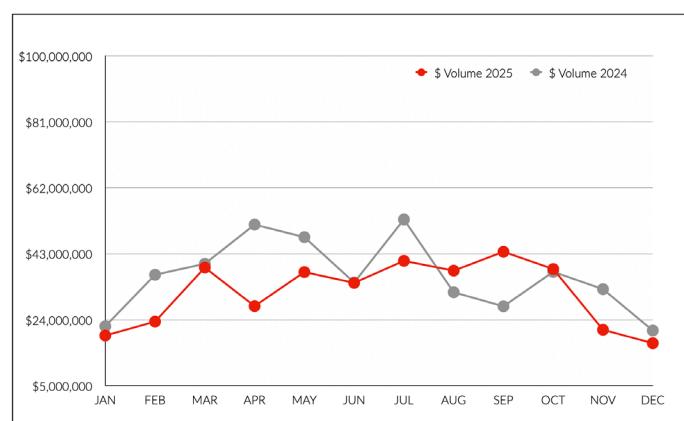
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

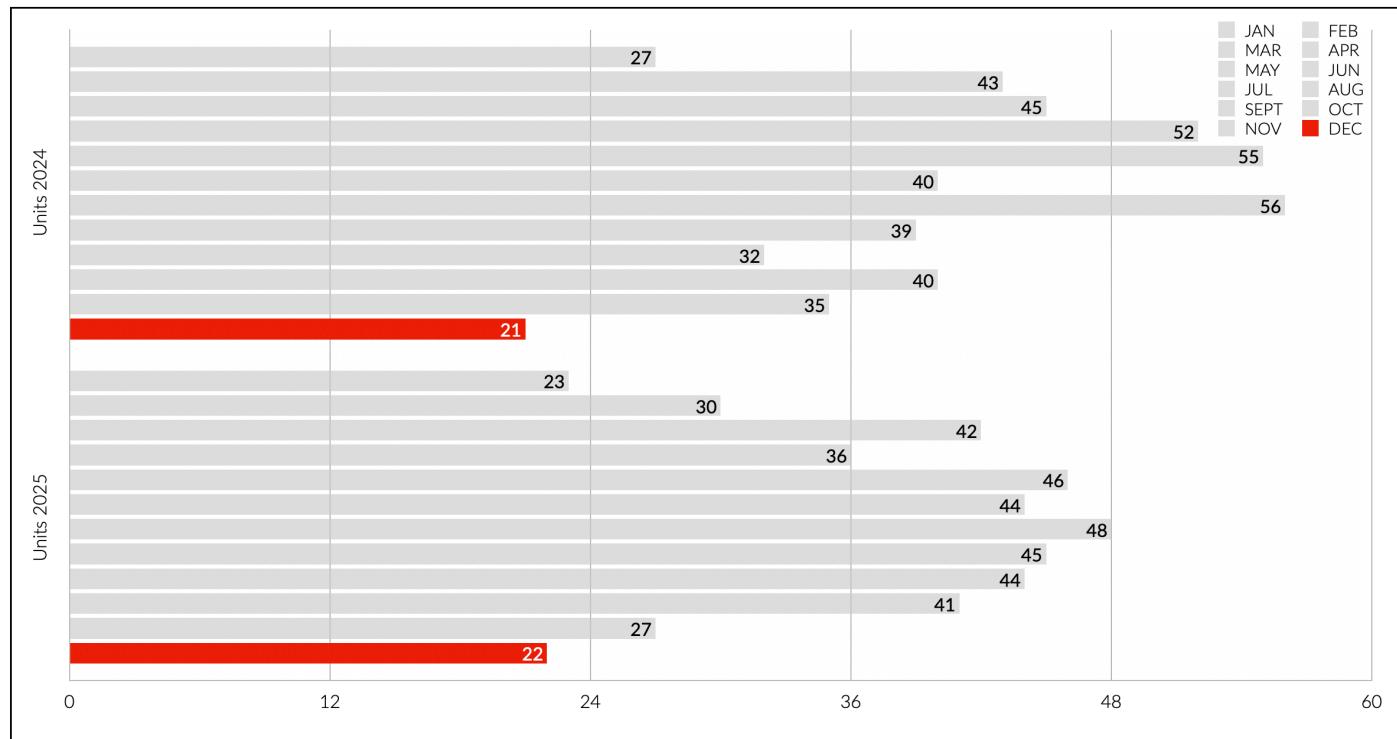


Yearly Totals 2024 vs. 2025

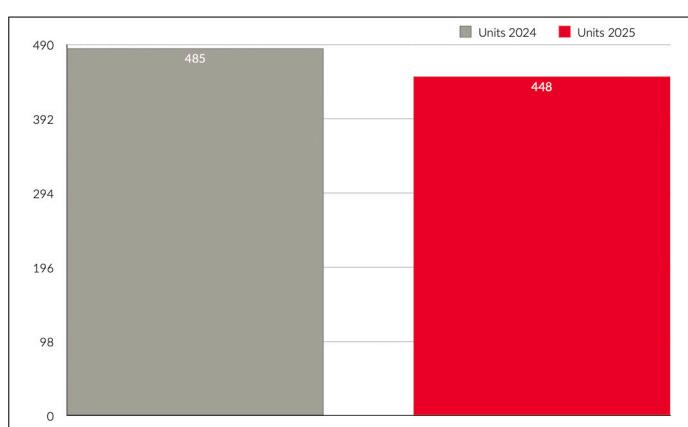


Month vs. Month 2024 vs. 2025

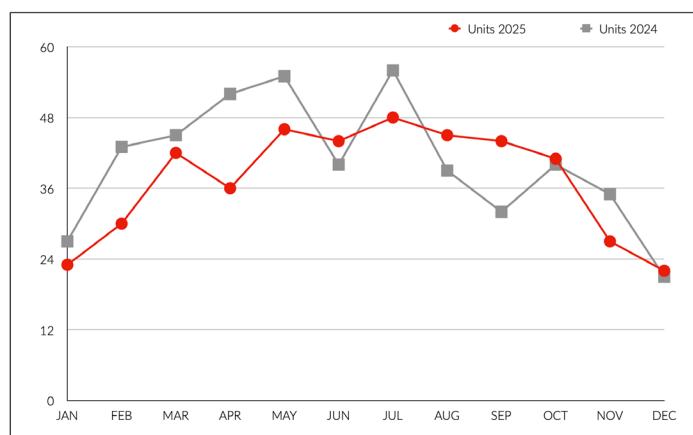
UNIT SALES



Monthly Comparison 2024 vs. 2025

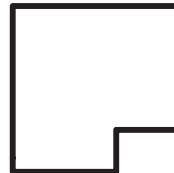


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



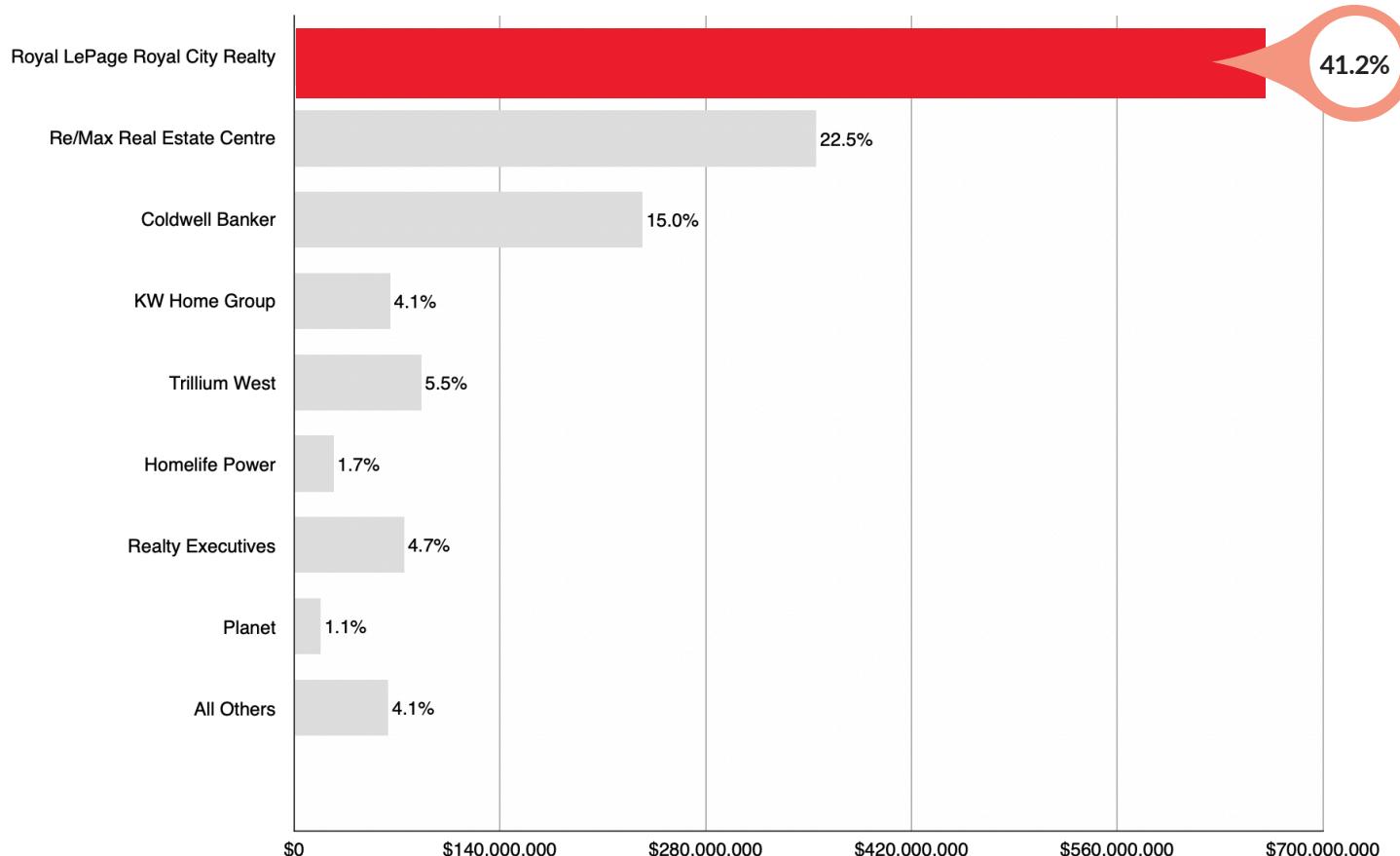
| | FREEHOLD | CONDOMINIUM | VACANT LAND |
|------------------------|--|---|---|
| YTD Sales Volume | ↓ \$333,712,256 -13.84% | ↑ \$47,994,200 +34.22% | ↓ \$6,070,000 -56.08% |
| YTD Unit Sales | ↓ 374 -5.56% | ↑ 74 +25.42% | ↓ 6 -40% |
| YTD Average Sale Price | ↓ \$892,279 -2.67% | ↑ \$47,994,200 +34.22% | ↑ \$1,011,667 +150.14% |
| December Sales Volume | ↓ \$14,732,800 -25.31% | ↑ \$2,490,000 +116.71% | ↓ \$0 -100% |
| December Unit Sales | ↓ 18 -5.26% | ↑ 4 +100% | ↓ 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 December 1, 2025.

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

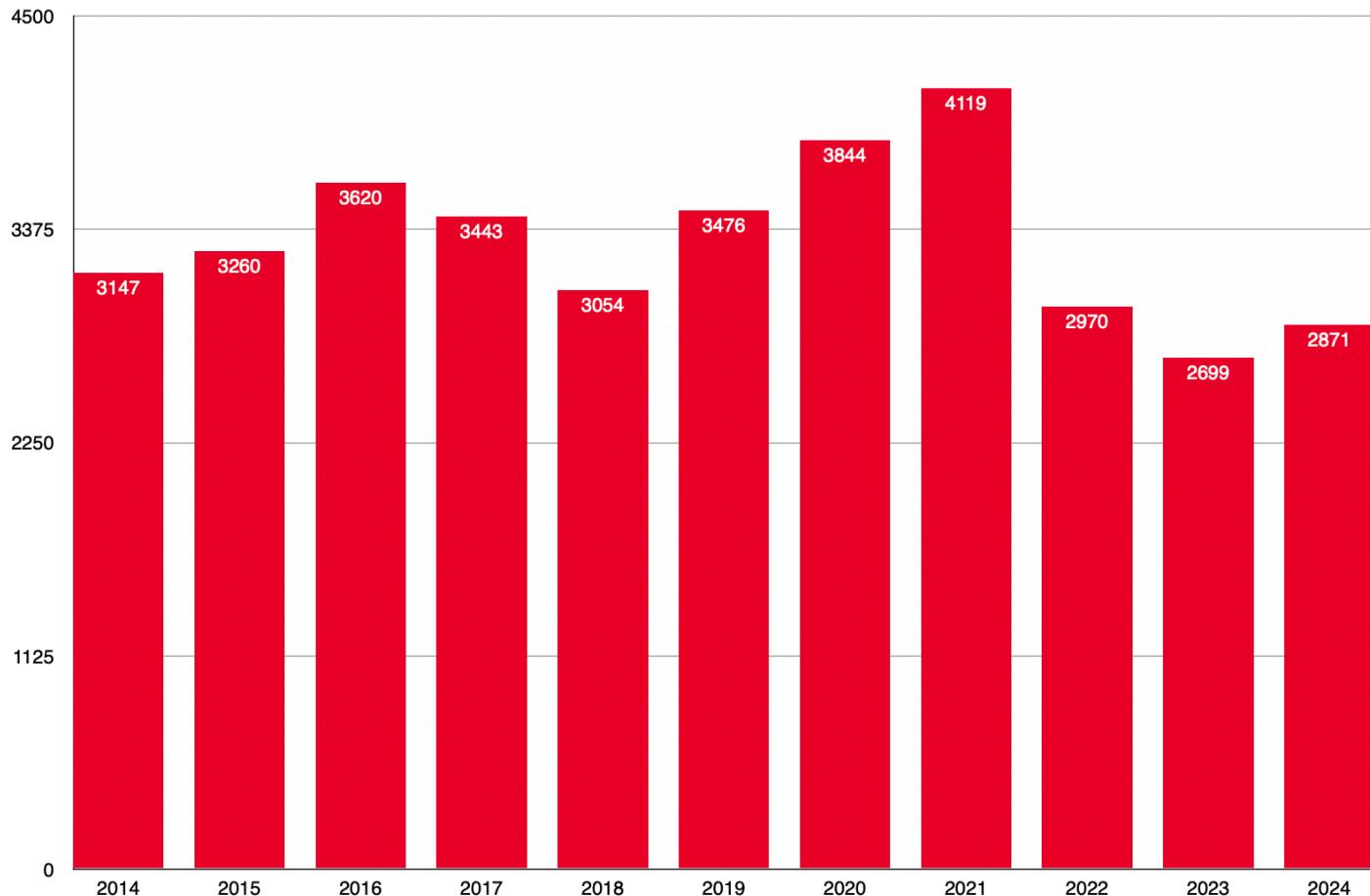
While deemed to be reliable, Royal LePage Royal City Realty assumes no responsibility for errors and omissions.

MARKET DOMINANCE



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

10 YEAR MARKET ANALYSIS



Units Sold

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

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

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

 /RoyalLePageRoyalCity

 /RoyalCityRealty

 /RLPRoyalCity

Helping You Is What We Do.

Find more Real Estate Market Reports for Wellington County at royalcity.com/market-update/