



2025 MARCH

CENTRE WELLINGTON

Real Estate Market Report



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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%

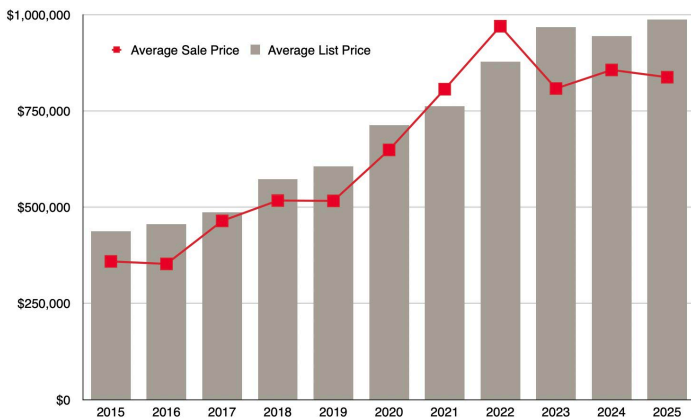
Year-over-year comparison
(March 2024 vs. March 2025)

THE MARKET IN DETAIL

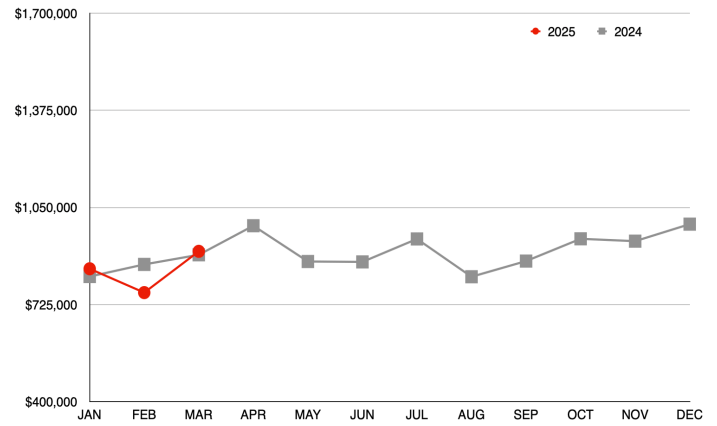
	2023	2024	2025	2024-2025
YTD Volume Sales	\$78,361,065	\$99,159,410	\$77,099,099	-22.25%
YTD Unit Sales	97	115	91	-20.87%
YTD New Listings	169	207	242	+16.91%
YTD Sales/Listings Ratio	57.40%	55.56%	37.60%	-17.95%
YTD Expired Listings	19	30	30	No Change
Monthly Volume Sales	\$37,859,875	\$40,111,100	\$37,021,799	-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

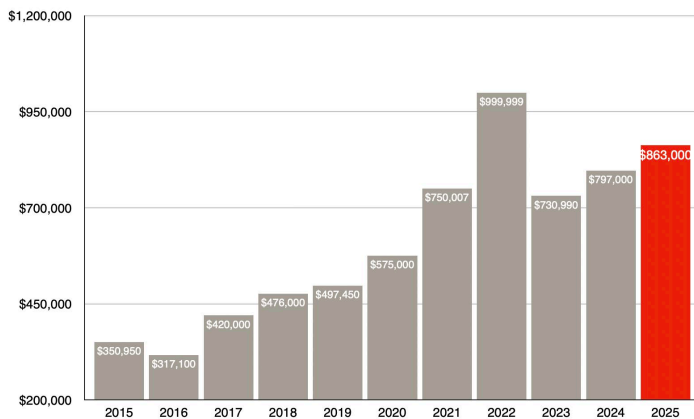


Year-Over-Year

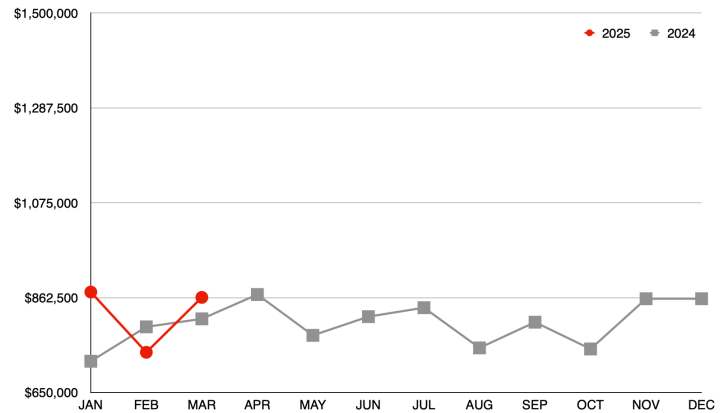


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



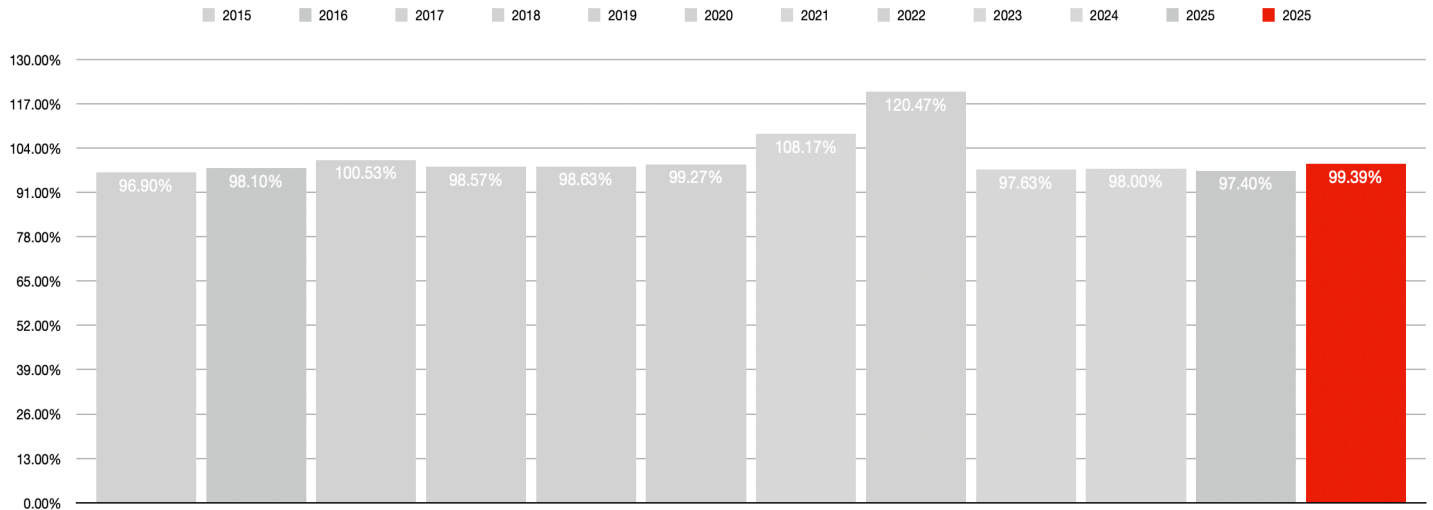
Year-Over-Year



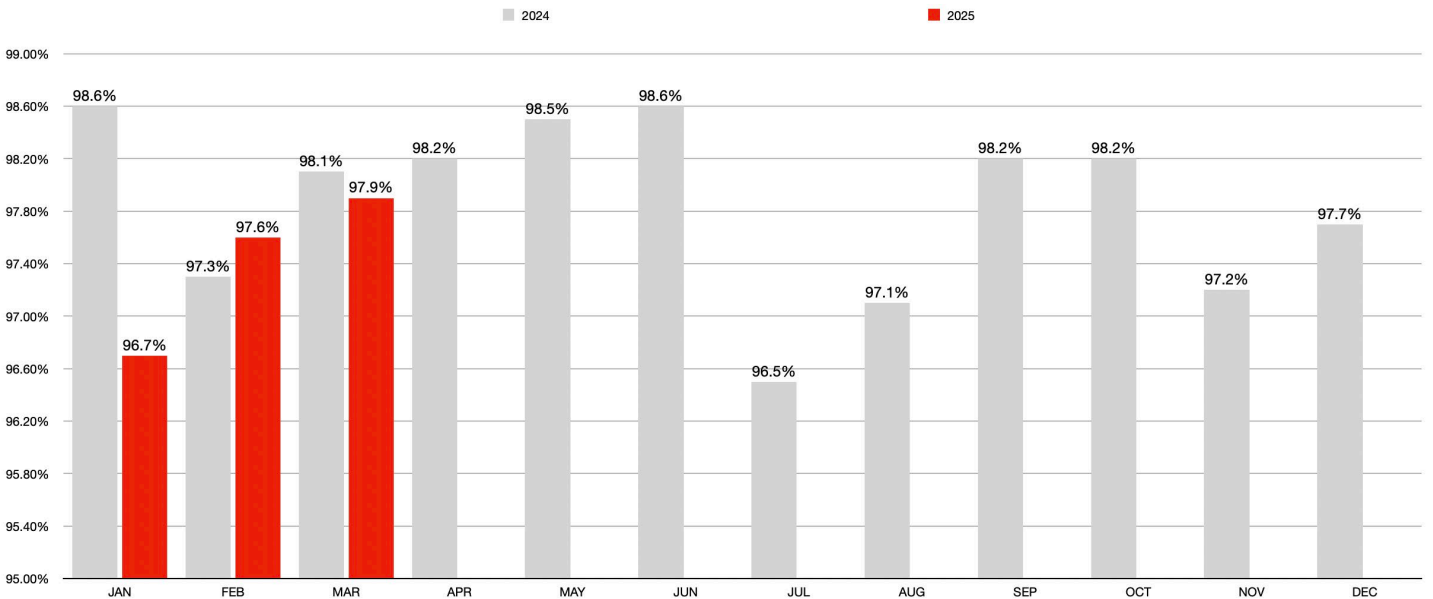
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

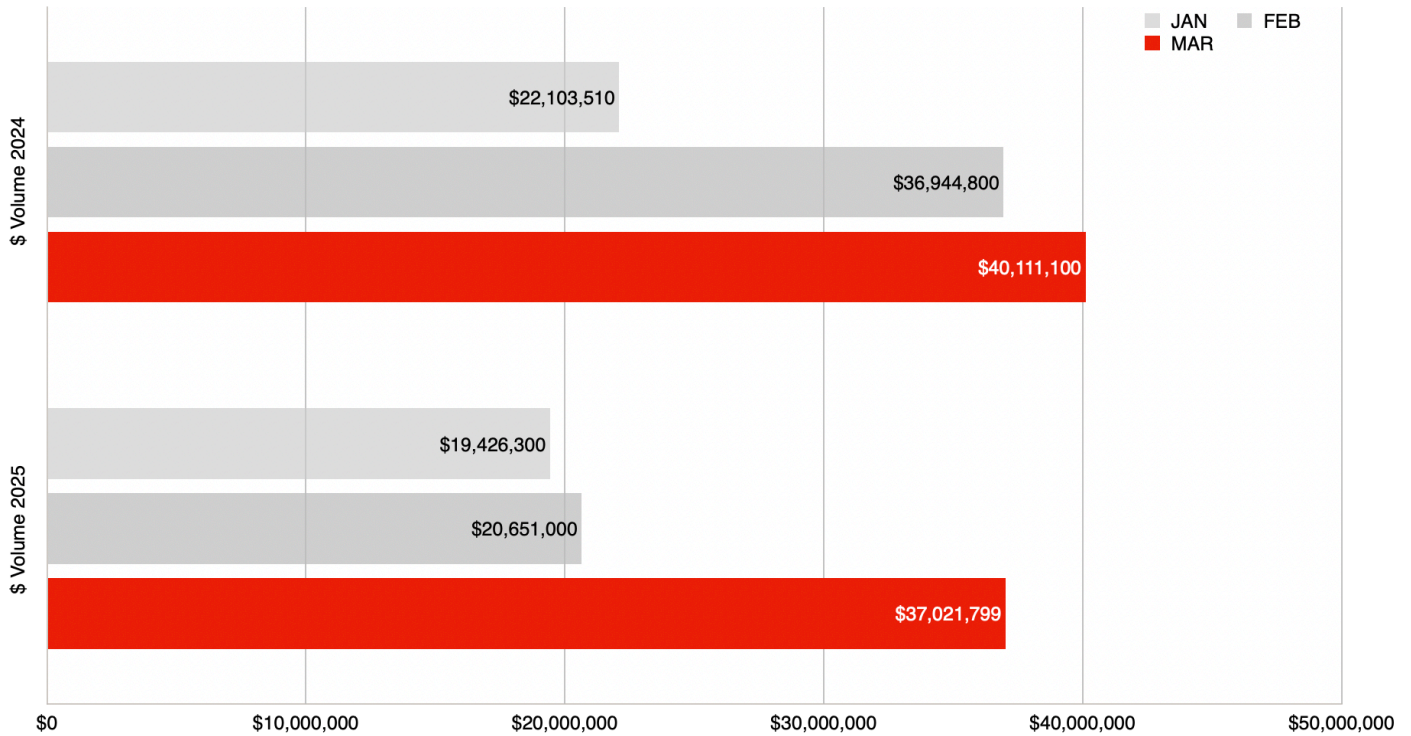


Year-Over-Year

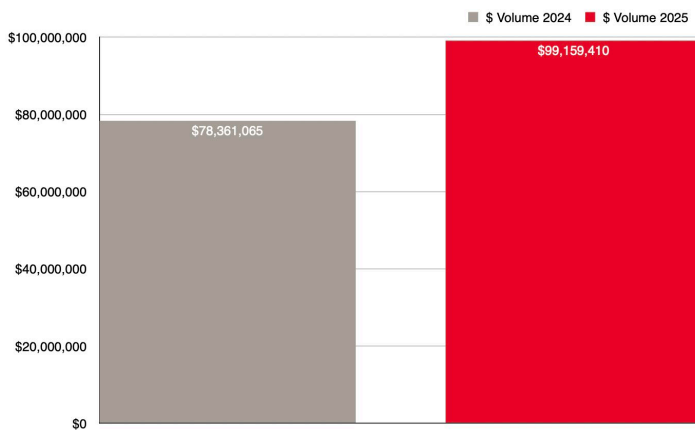


Month-Over-Month 2024 vs. 2025

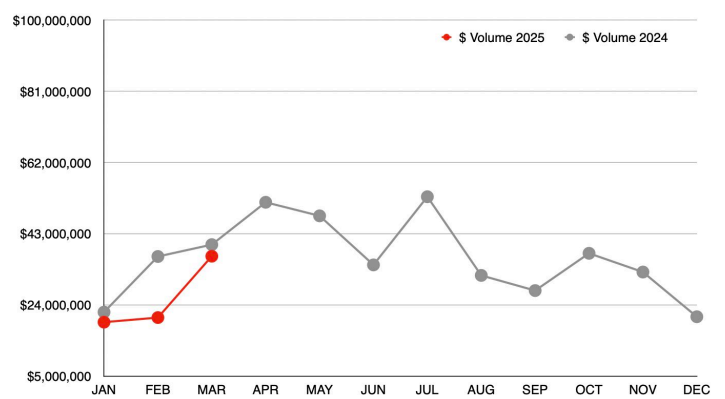
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

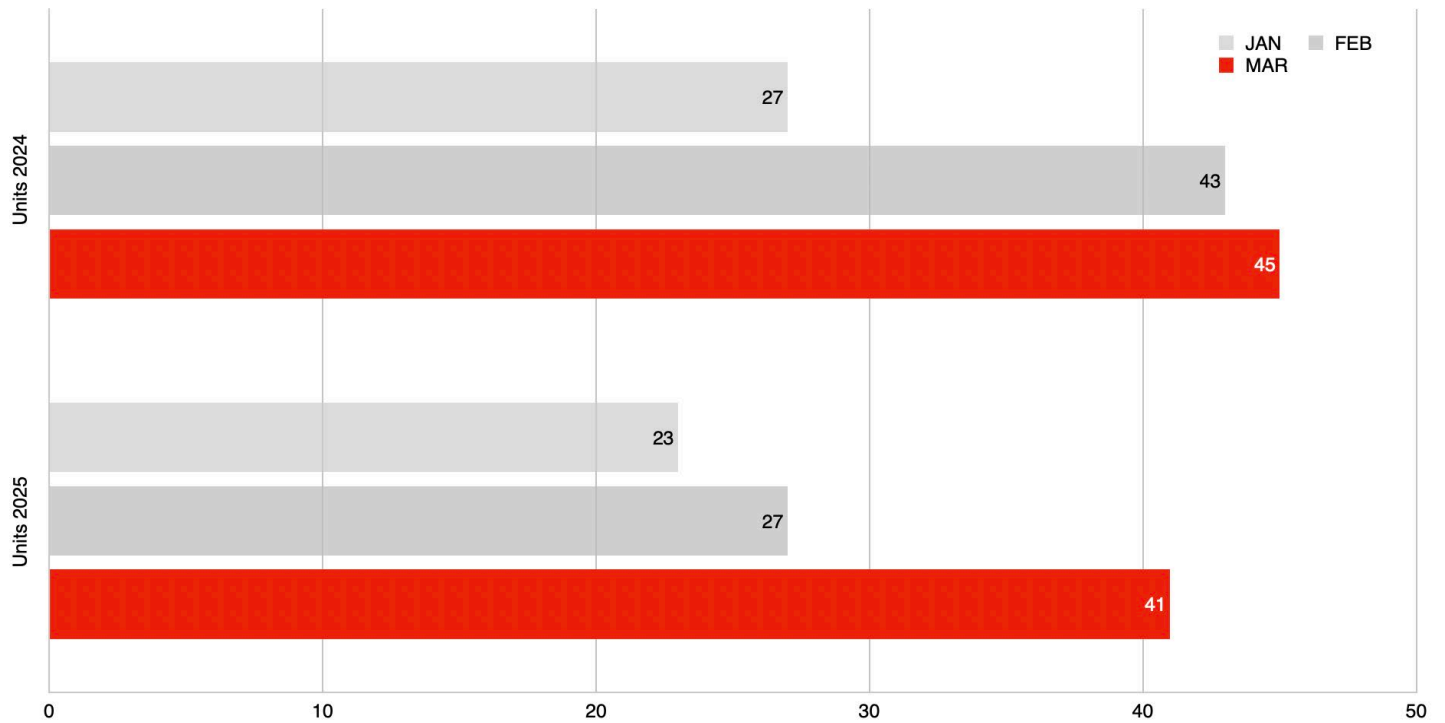


Yearly Totals 2024 vs. 2025

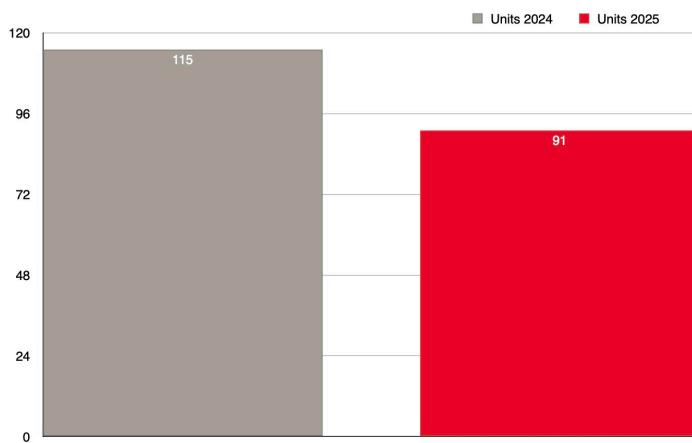


Month vs. Month 2024 vs. 2025

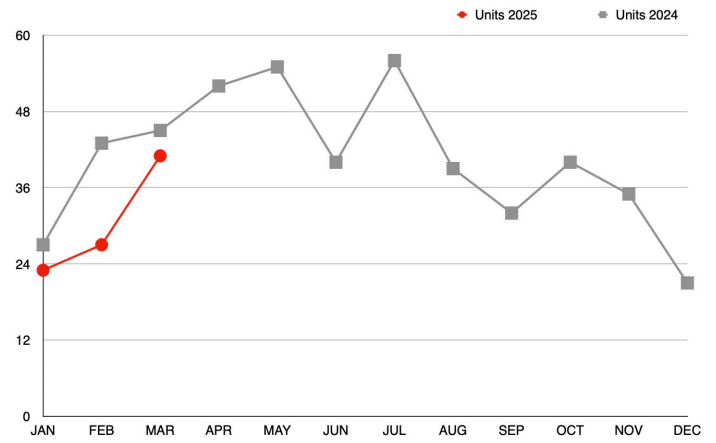
UNIT SALES



Monthly Comparison 2024 vs. 2025

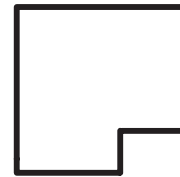

















Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



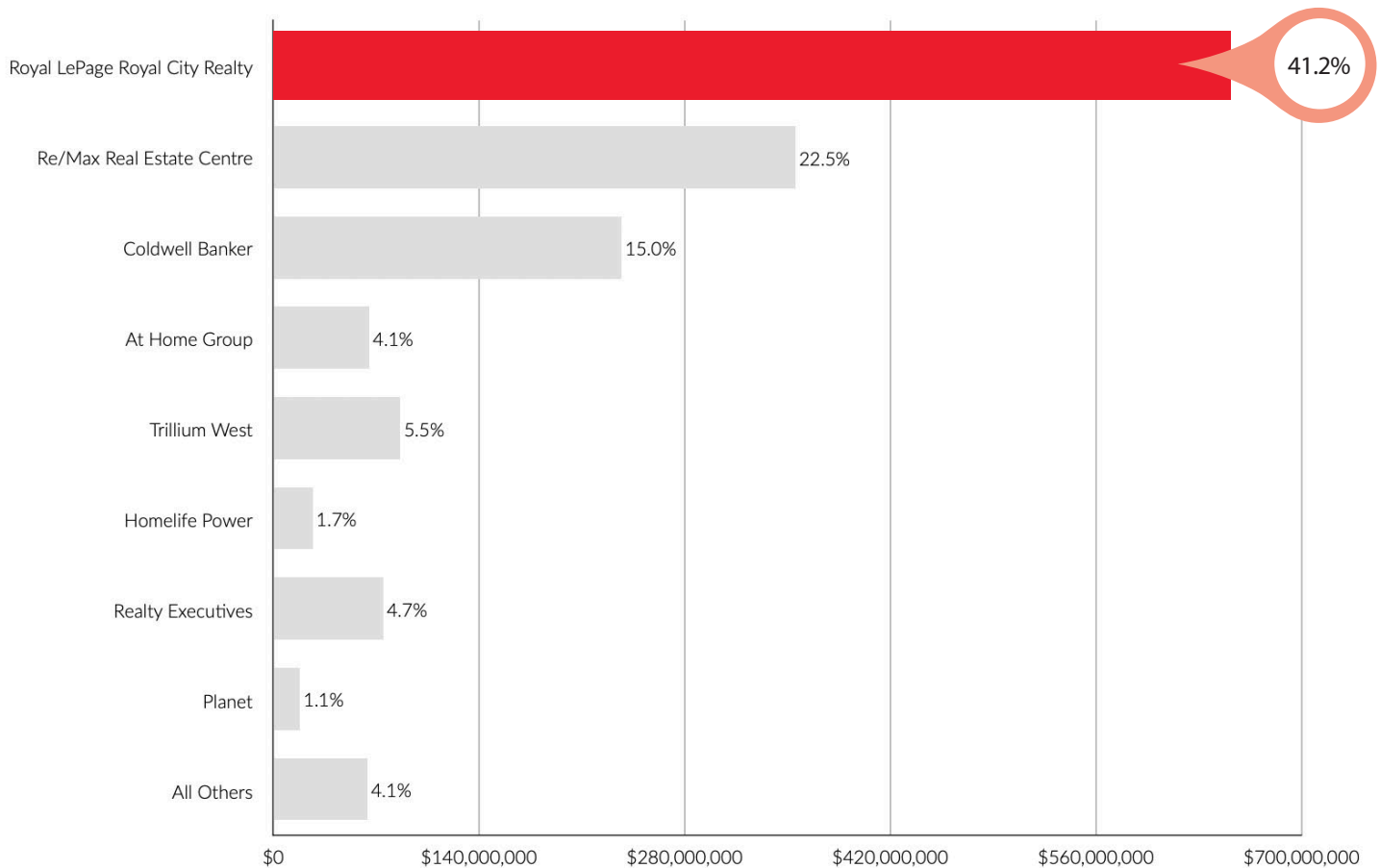
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$71,298,099 -16.16%	 \$5,801,000 -44.62%	 \$430,000 -91.53%
YTD Unit Sales	 83 -8.79%	 8 -52.94%	 1 -50%
YTD Average Sale Price	 \$859,013 +9.67%	 \$5,801,000 -44.62%	 \$430,000 -83.05%
March Sales Volume	 \$32,410,799 -3.8%	 \$4,611,000 -7.89%	 \$0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

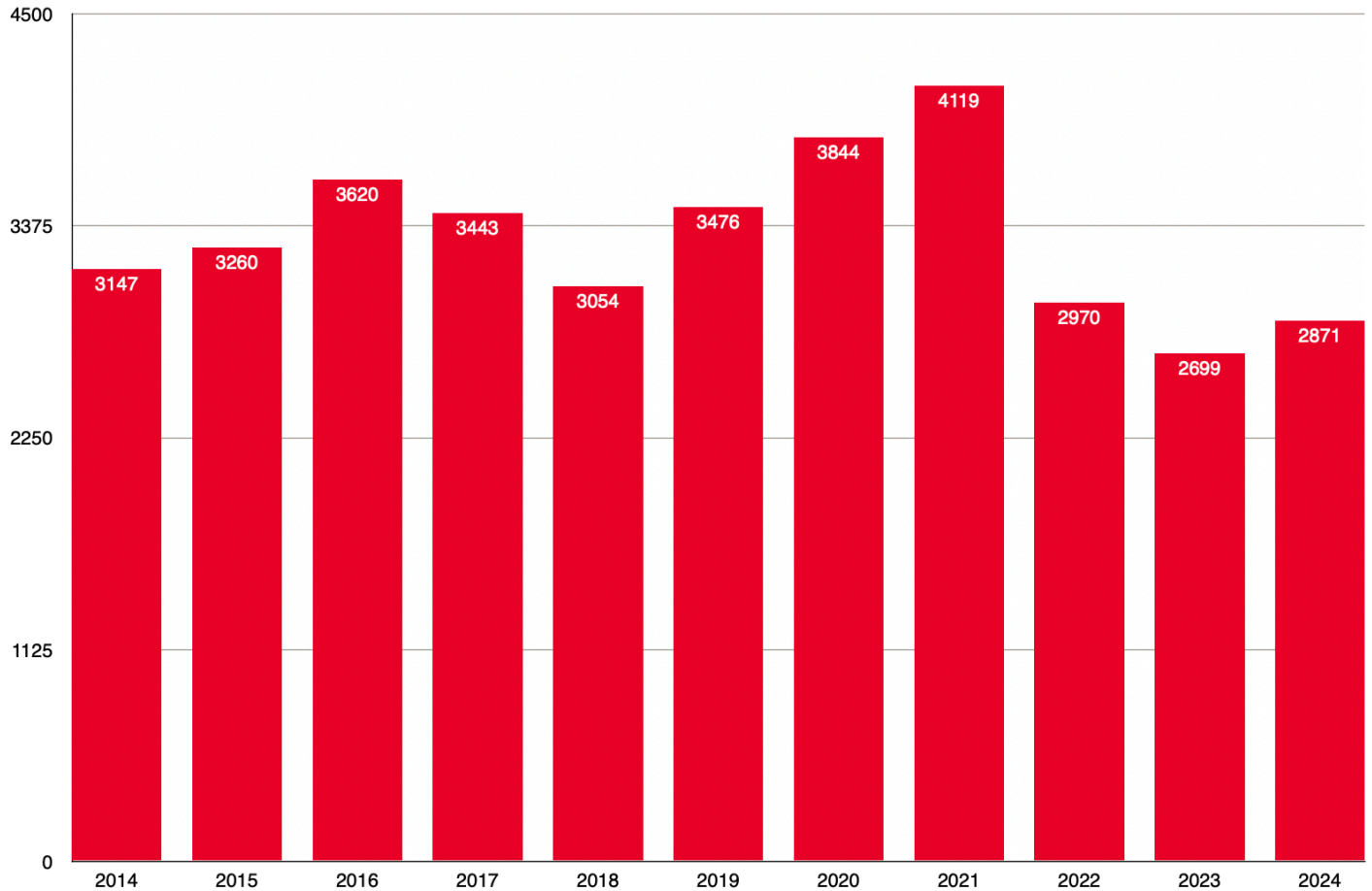
MARKET DOMINANCE



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



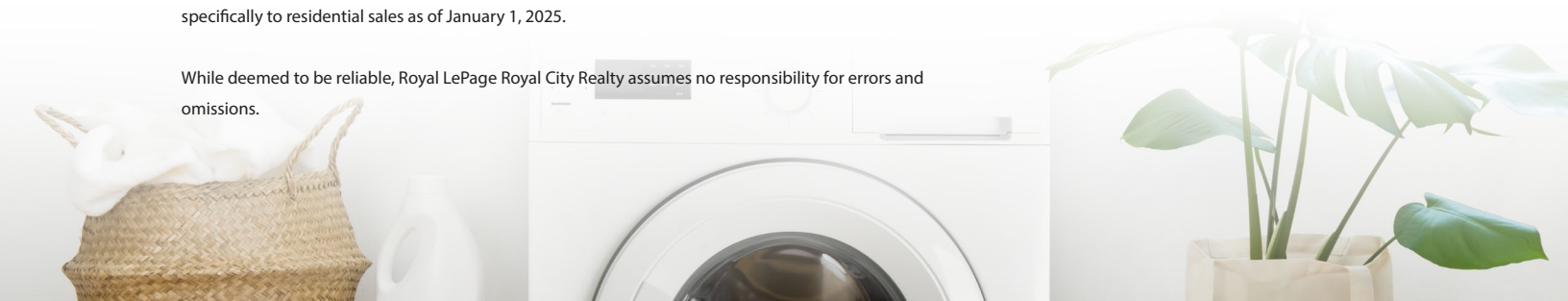
10 YEAR MARKET ANALYSIS



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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