



# 2026 JULY

## 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

## BUYER'S MARKET

**Centre Wellington** remained in buyer's market territory through July, with the year-to-date sales-to-listings ratio sitting at 37.12%, below the 39% threshold. July pricing softened year over year, as the median sale price declined 6.57% to \$747,500, while the average sale price decreased 5.86% to \$803,359. Sales activity also eased, with sales volume down 13.71% to \$35.35M and unit sales decreasing 8.33% to 44 transactions. New listings rose 2.86% to 108, while expired listings increased 75% to 21, indicating continued competition among sellers. Although some inventory activity increased, the year-to-date ratio remains below the balanced market threshold, keeping Centre Wellington in buyer's market territory overall.



### July year-over-year sales volume of \$35,347,800

Down 13.71% from 2025's \$40,962,367 with unit sales of 44 down 8.33% from last July's 48. New listings of 108 are up 2.86% from a year ago, with the sales/listing ratio of 41.90% down 20.43%.



### Year-to-date sales volume of \$235,926,129

Up 5.75% from 2025's \$223,092,366 with unit sales of 271 up 0.74% from 2025's 269. New listings of 730 are up 2.53% from a year ago, with the sales/listing ratio of 37.12% down 0.66%.



### Year-to-date average sale price of \$864,605

Up from \$827,190 one year ago, with median sale price of \$752,500 down from \$800,034 one year ago. Average days-on-market of 52 is up 9 days from last year.

## JULY NUMBERS

Median Sale Price

**\$747,500**

-6.57%

Average Sale Price

**\$803,359**

-5.86%

Sales Volume

**\$35,347,800**

-13.71%

Unit Sales

**44**

-8.33%

New Listings

**108**

+2.86%

Expired Listings

**21**

+75%

Unit Sales/Listings Ratio

**41.90%**

-20.43%

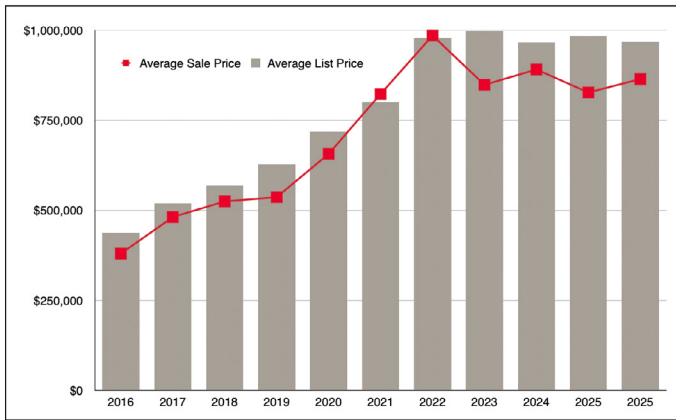
*Year-over-year comparison  
(July 2025 vs. July 2026)*

# THE MARKET IN DETAIL

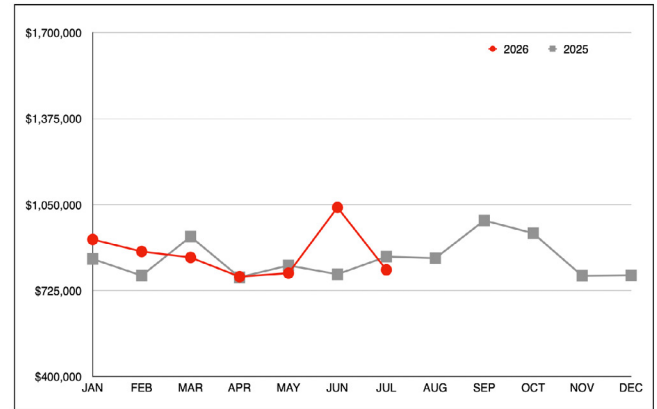
|                              | 2024          | 2025          | 2026          | 2025-2026 |
|------------------------------|---------------|---------------|---------------|-----------|
| YTD Volume Sales             | \$285,953,495 | \$223,092,366 | \$235,926,129 | +5.75%    |
| YTD Unit Sales               | 318           | 269           | 271           | +0.74%    |
| YTD New Listings             | 606           | 712           | 730           | +2.53%    |
| YTD Sales/Listings Ratio     | 52.48%        | 37.78%        | 37.12%        | -1.74%    |
| YTD Expired Listings         | 59            | 79            | 116           | +46.84%   |
| Monthly Volume Sales         | \$52,889,200  | \$40,962,367  | \$35,347,800  | -13.71%   |
| Monthly Unit Sales           | 56            | 48            | 44            | -8.33%    |
| Monthly New Listings         | 77            | 105           | 108           | +2.86%    |
| Monthly Sales/Listings Ratio | 80.00%        | 62.34%        | 41.90%        | -32.78%   |
| Monthly Expired Listings     | 9             | 12            | 21            | +75%      |
| YTD Sales: \$0-\$199K        | 6             | 4             | 4             | No Change |
| YTD Sales: \$200k-349K       | 2             | 7             | 1             | -85.71%   |
| YTD Sales: \$350K-\$549K     | 27            | 23            | 30            | +30.43%   |
| YTD Sales: \$550K-\$749K     | 92            | 85            | 90            | +5.88%    |
| YTD Sales: \$750K-\$999K     | 98            | 95            | 83            | -12.63%   |
| YTD Sales: \$1M-\$2M         | 89            | 52            | 57            | +9.62%    |
| YTD Sales: \$2M+             | 7             | 4             | 7             | +75%      |
| YTD Average Days-On-Market   | 37.43         | 42.86         | 52.00         | +21.33%   |
| YTD Average Sale Price       | \$891,260     | \$827,190     | \$864,605     | +4.52%    |
| YTD Median Sale Price        | \$815,000     | \$800,034     | \$752,500     | -5.94%    |

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

# AVERAGE SALE PRICE

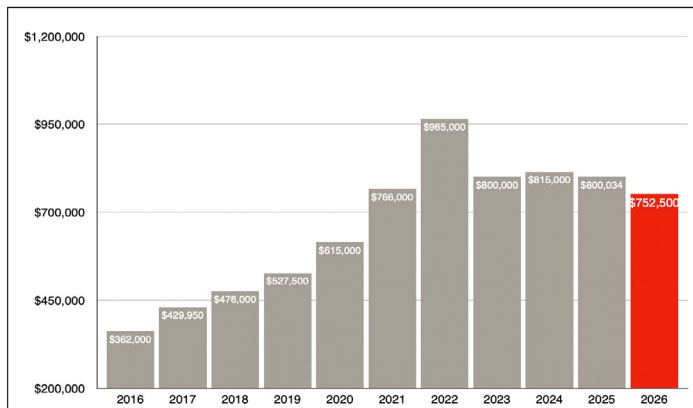


Year-Over-Year

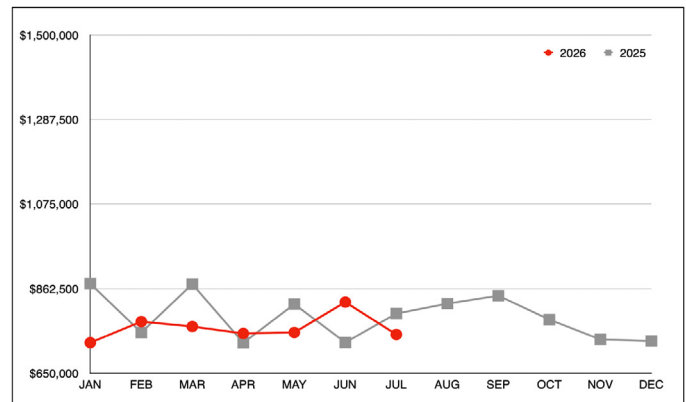


Month-Over-Month 2025 vs. 2026

# MEDIAN SALE PRICE



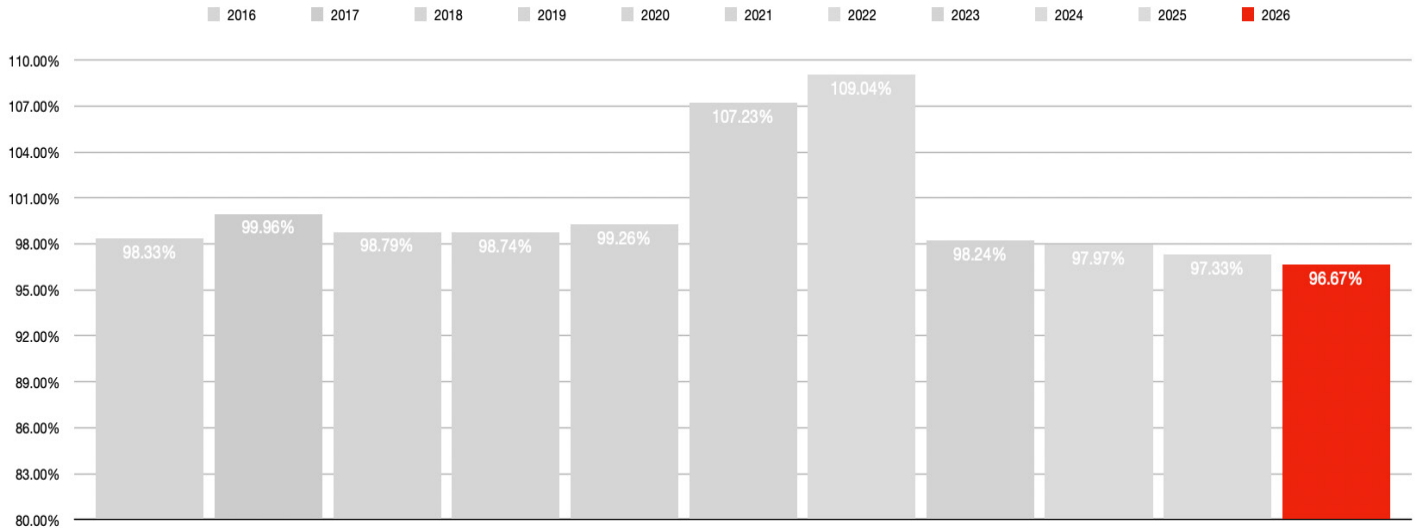
Year-Over-Year



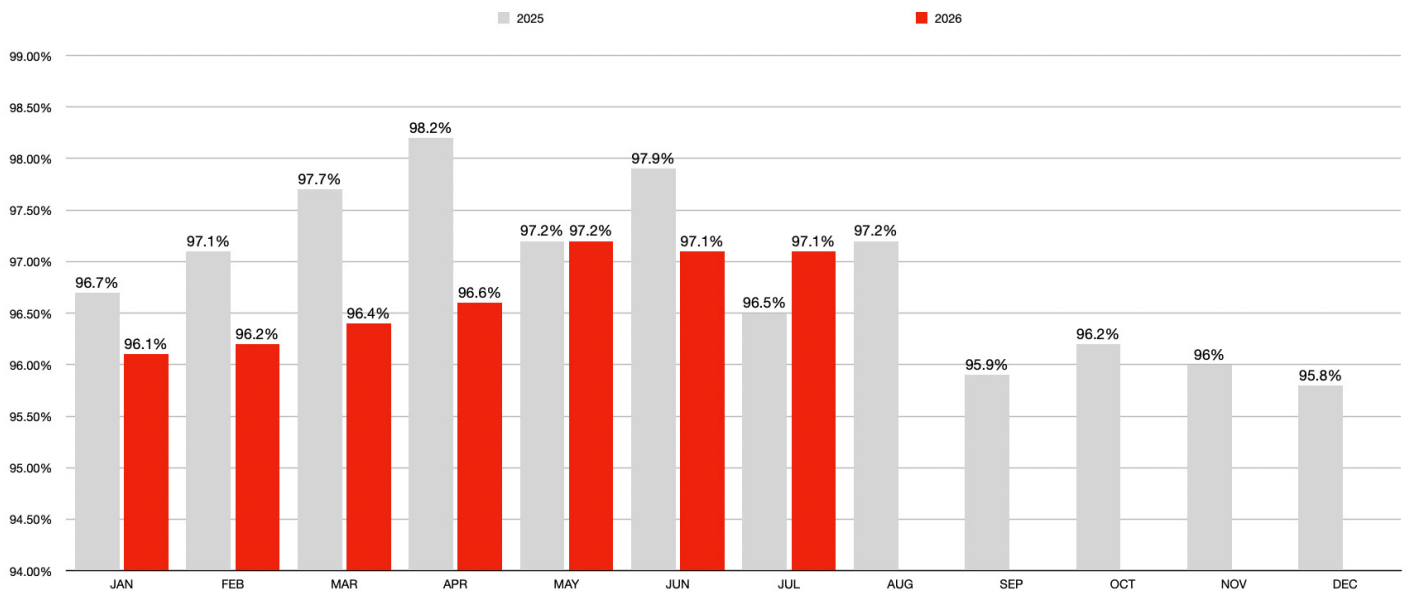
Month-Over-Month 2025 vs. 2026

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

# SALE PRICE VS. LIST PRICE RATIO

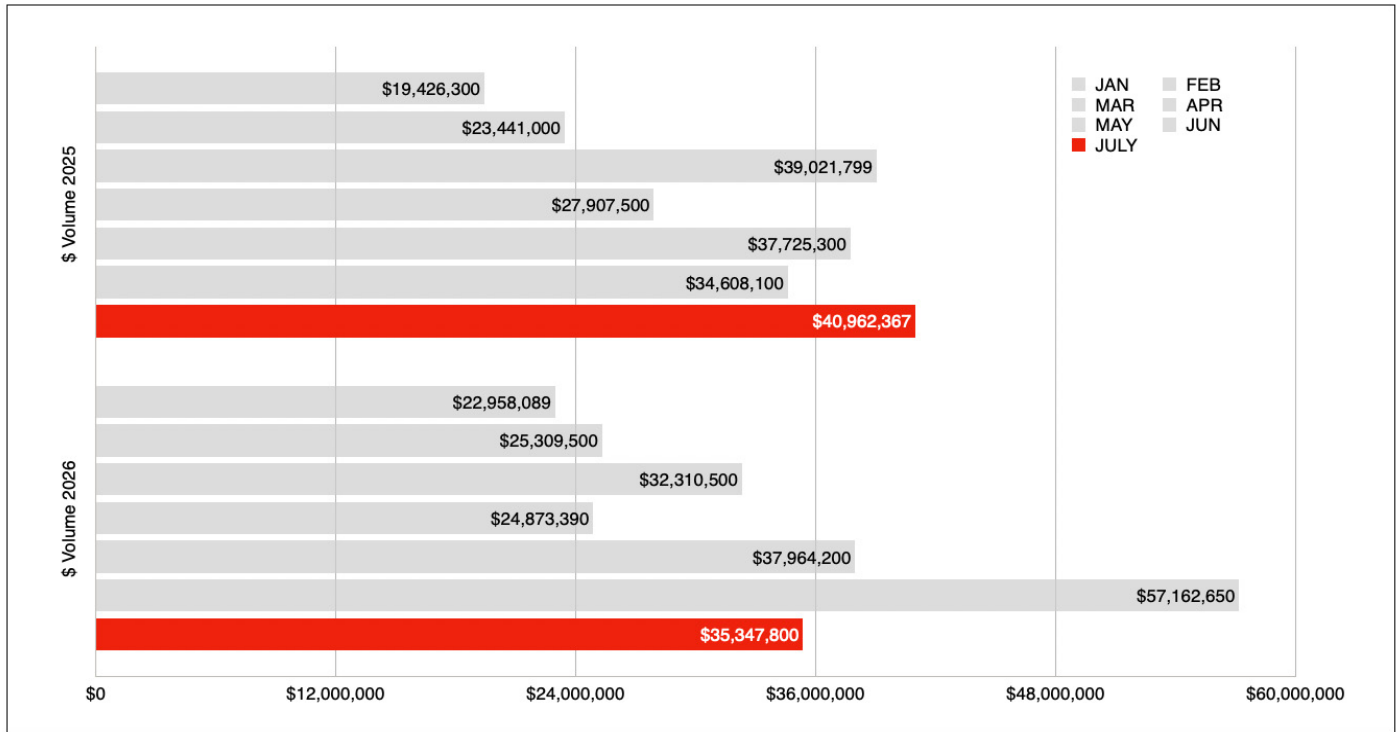


## Year-Over-Year

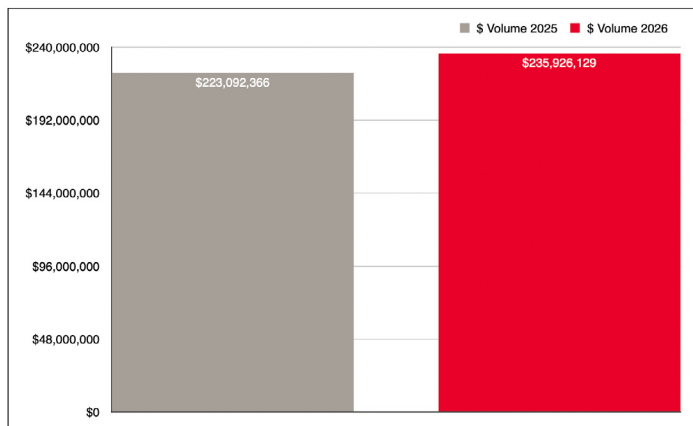


## Month-Over-Month 2025 vs. 2026

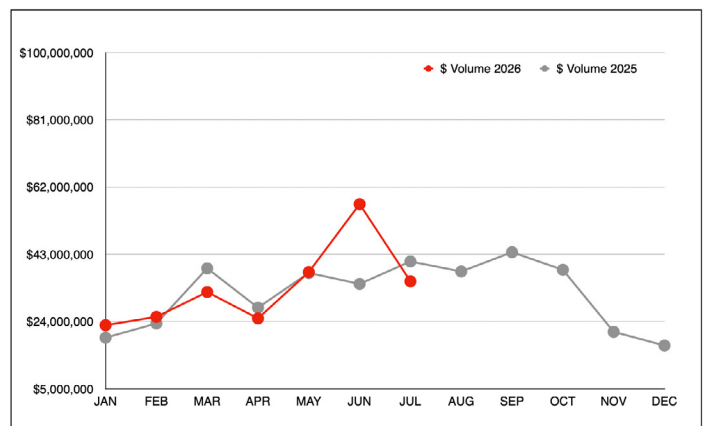
# DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

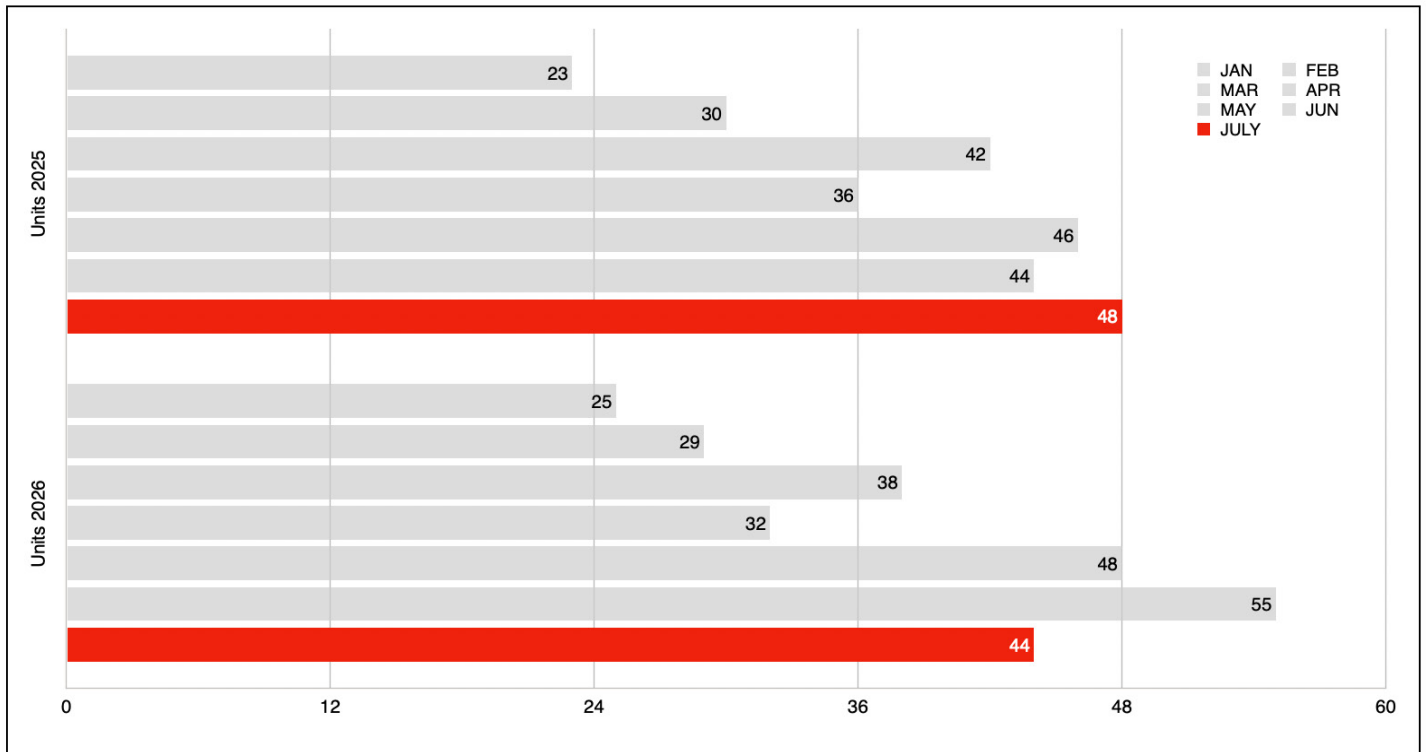


Yearly Totals 2025 vs. 2026

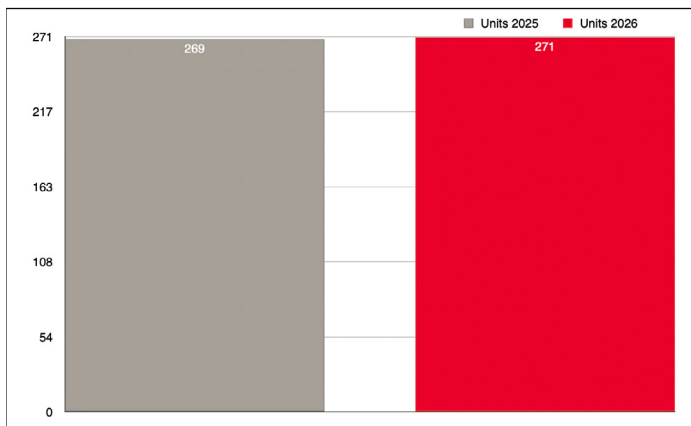


Month vs. Month 2025 vs. 2026

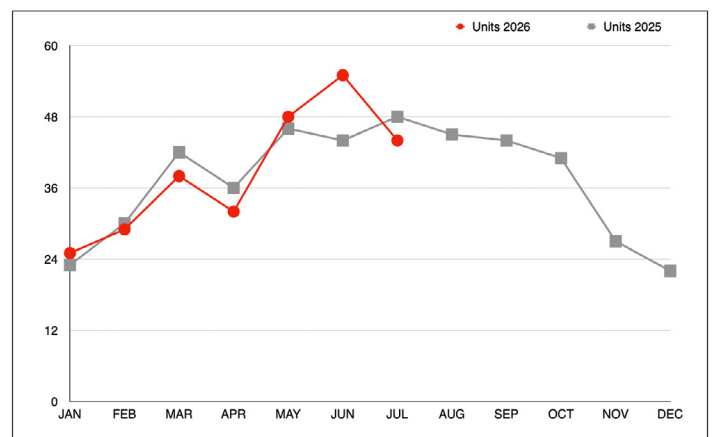
# UNIT SALES



Monthly Comparison 2025 vs. 2026



Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

# SALES BY TYPE



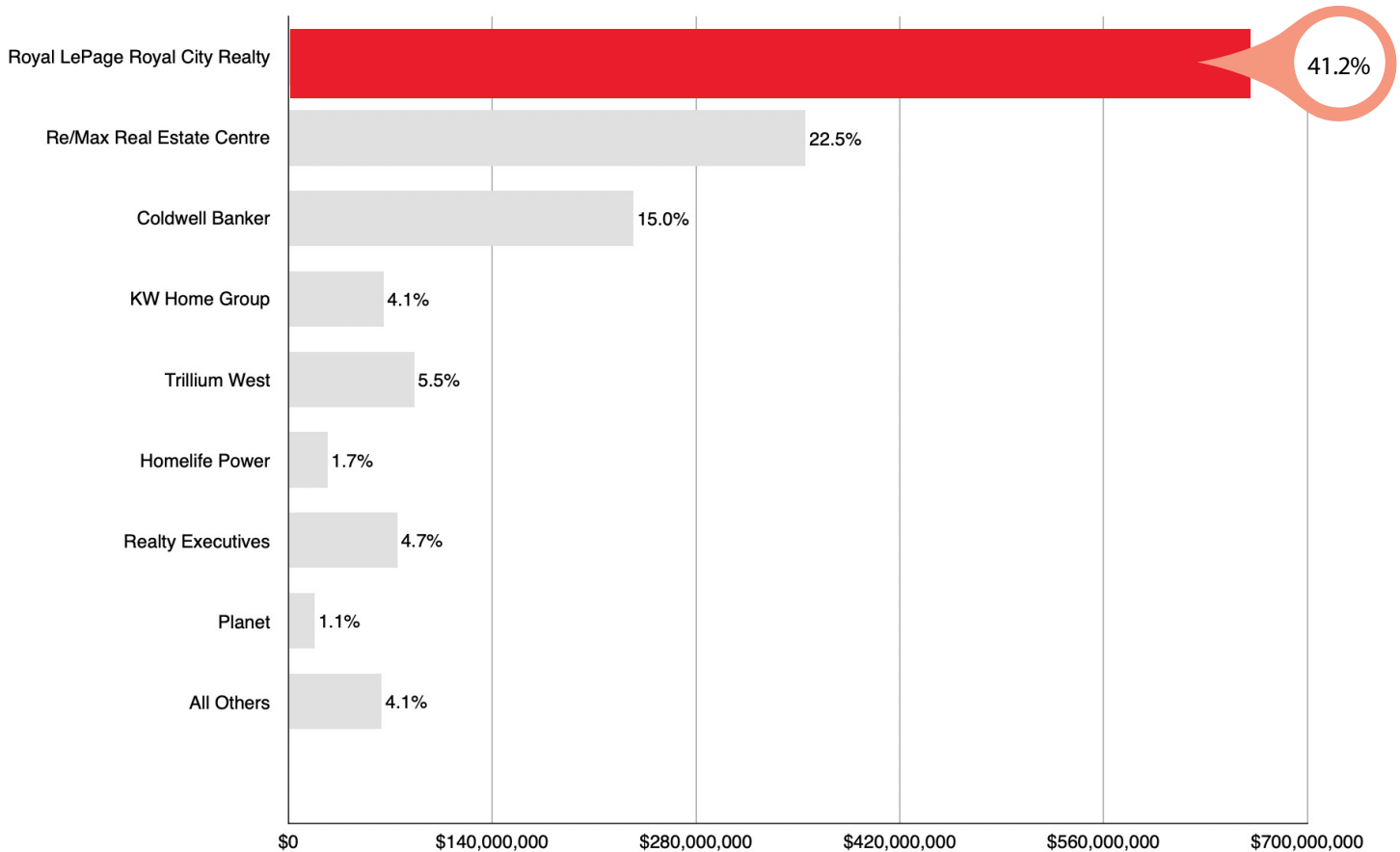
|                        | FREEHOLD                                                                                                    | CONDOMINIUM                                                                                                | VACANT LAND                                                                                                |
|------------------------|-------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------|
| YTD Sales Volume       |  \$200,426,829<br>+1.7%    |  \$35,499,300<br>+36.41%  |  \$915,000<br>-58.41%   |
| YTD Unit Sales         |  221<br>-3.91%            |  50<br>+28.21%           |  3<br>-25%             |
| YTD Average Sale Price |  \$906,909<br>+5.85%     |  \$709,986<br>+6.4%     |  \$305,000<br>-44.55% |
| July Sales Volume      |  \$29,890,300<br>-12.34% |  \$5,457,500<br>-20.48% |  \$100,000<br>+100%   |
| July Unit Sales        |  37<br>-5.13%            |  7<br>-22.22%           |  1 unit<br>+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 July 31, 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.

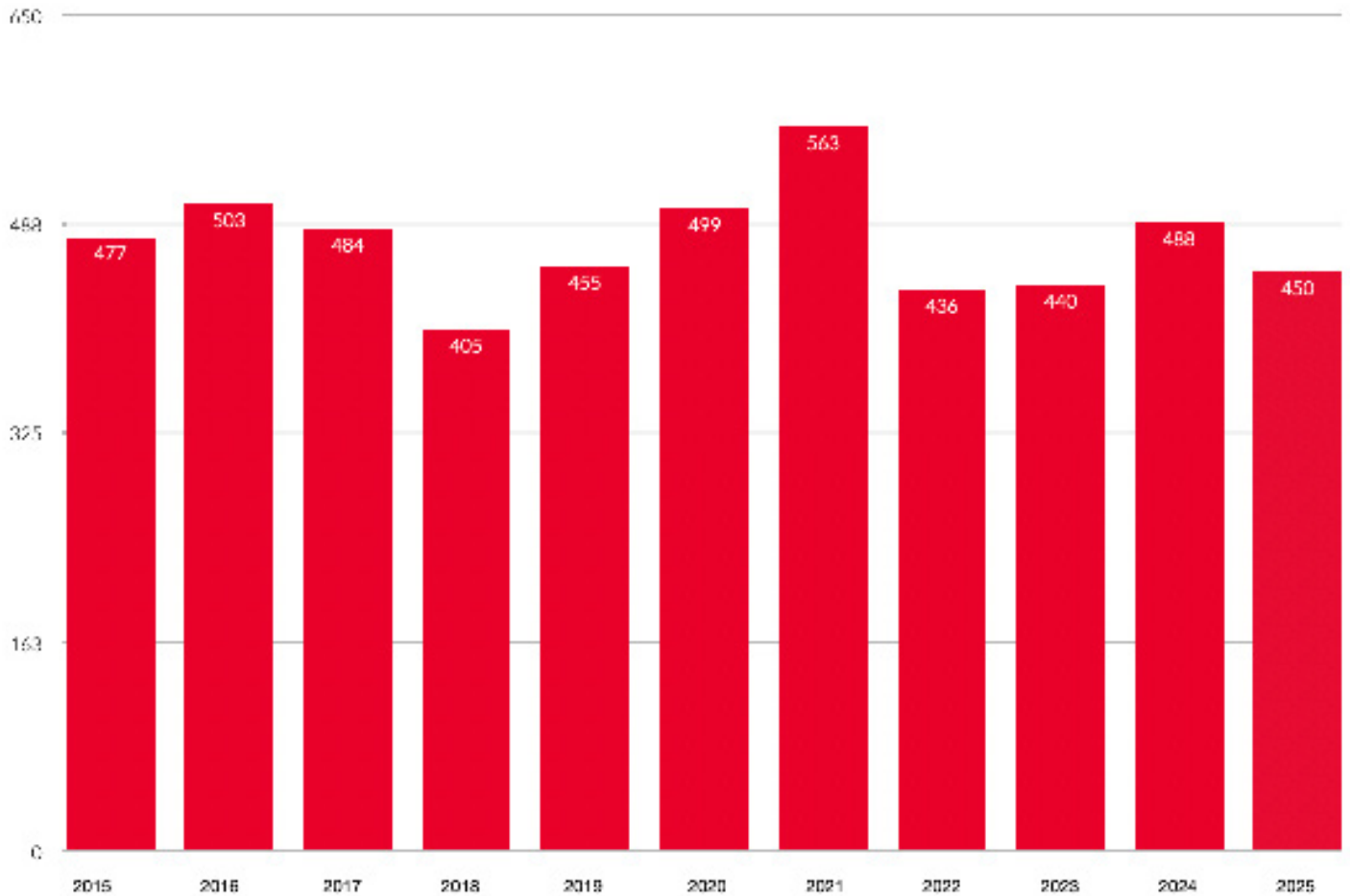
# MARKET DOMINANCE



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



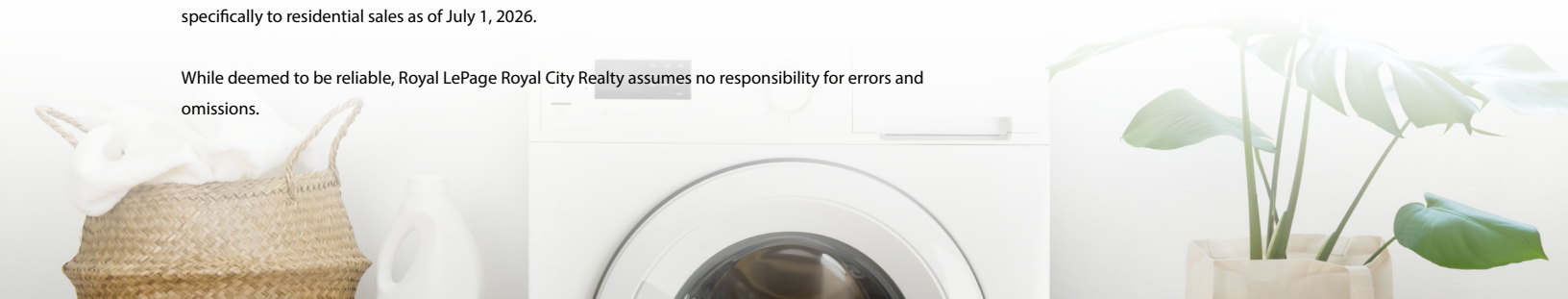
# 10 YEAR MARKET ANALYSIS



## 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 July 1, 2026.

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/](https://royalcity.com/market-update/)