2026 SEPTEMBER

CENTRE WELLINGTON

Real Estate Market Report

ROYAL LEPAGE® ROYAL CITY REALTY BROKERAGE

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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 stayed in balanced market territory through September, with the year-to-date sales-to-listings ratio sitting at 39.64%, just above the 39% threshold. September pricing softened year over year, as the median sale price declined 11.24% to $750,000, while the average sale price decreased 5.64% to $934,443. Sales activity was mixed, with sales volume edging down 1.35% to $42.98M, while unit sales increased 4.55% to 46 transactions. New listings decreased 0.93% to 106, while expired listings remained unchanged at 22. With the monthly sales-to-listings ratio at 42.99%, Centre Wellington continued to show balanced market conditions through September.

September year-over-year sales volume of $42,984,400

Down 1.35% from 2025's $43,574,000 with unit sales of 46 up 4.55% from last September's 44. New listings of 106 are down 0.93% from a year ago, with the sales/listing ratio of 42.99% down 2.37%.

Year-to-date sales volume of $326,159,917

Up 7.01% from 2025's $304,794,266 with unit sales of 371 up 3.63% from 2025's 358. New listings of 936 are up 2.30% from a year ago, with the sales/listing ratio of 39.64% up 0.51%.

Year-to-date average sale price of $873,519

Up from $847,549 one year ago, with median sale price of $750,000 down from $823,750 one year ago. Average days-on-market of 51 is up 5 days from last year.

SEPTEMBER NUMBERS

Median Sale Price
$750,000
-11.24%

Average Sale Price
$934,443
-5.64%

Sales Volume
$42,984,400
-1.35%

Unit Sales
46
+4.55%

New Listings
106
-0.93%

Expired Listings
22
No Change

Unit Sales/Listings Ratio
42.99%
-2.37%

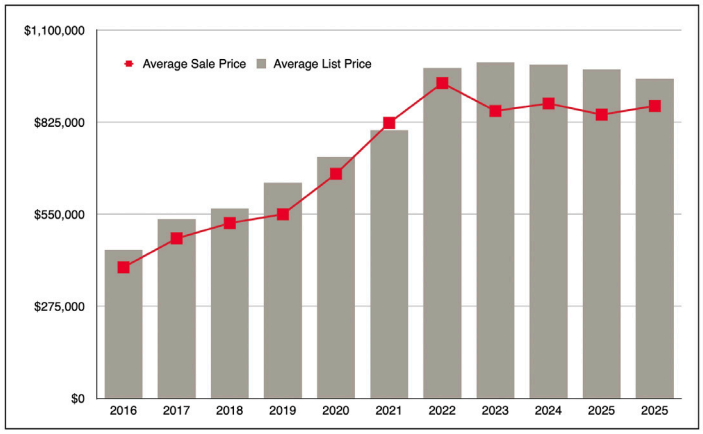
Year-over-year comparison
(September 2025 vs. September 2026)

THE MARKET IN DETAIL

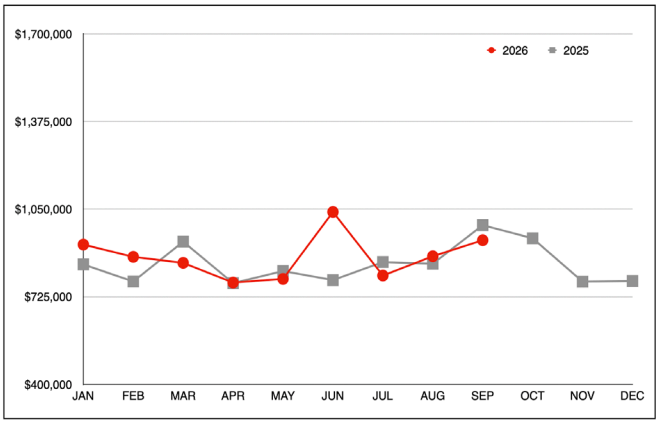
	2024	2025	2026	2025-2026
YTD Volume Sales	$345,705,565	$304,794,266	$326,159,917	+7.01%
YTD Unit Sales	389	358	371	+3.63%
YTD New Listings	778	915	936	+2.3%
YTD Sales/Listings Ratio	50.00%	39.13%	39.64%	+1.31%
YTD Expired Listings	98	114	167	+46.49%
Monthly Volume Sales	$27,852,400	$43,574,000	$42,984,400	-1.35%
Monthly Unit Sales	32	44	46	+4.55%
Monthly New Listings	97	107	106	-0.93%
Monthly Sales/Listings Ratio	27.83%	45.36%	42.99%	-5.23%
Monthly Expired Listings	19	22	22	No Change
YTD Sales: $0-$199K	6	4	5	+25%
YTD Sales: $200k-349K	2	10	2	-80%
YTD Sales: $350K-$549K	34	31	36	+16.13%
YTD Sales: $550K-$749K	116	111	130	+17.12%
YTD Sales: $750K-$999K	124	121	112	-7.44%
YTD Sales: $1M-$2M	103	76	75	-1.32%
YTD Sales: $2M+	7	6	12	+100%
YTD Average Days-On-Market	35.22	45.67	50.78	+11.19%
YTD Average Sale Price	$880,794	$847,549	$873,519	+3.06%
YTD Median Sale Price	$807,500	$823,750	$750,000	-8.95%

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

AVERAGE SALE PRICE

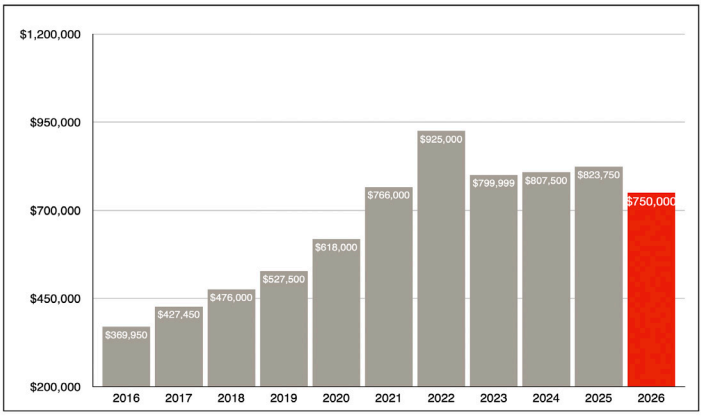


Year-Over-Year

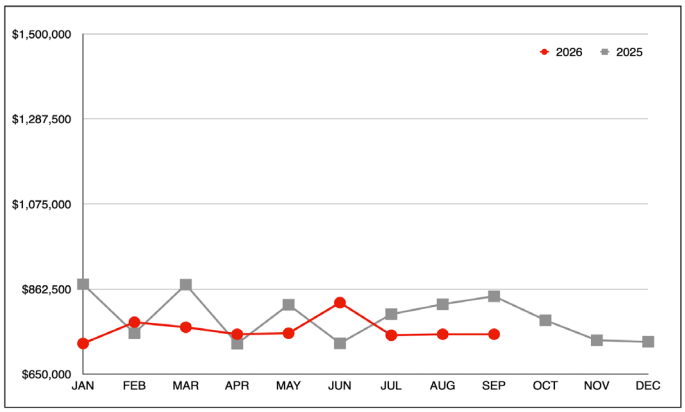


Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE



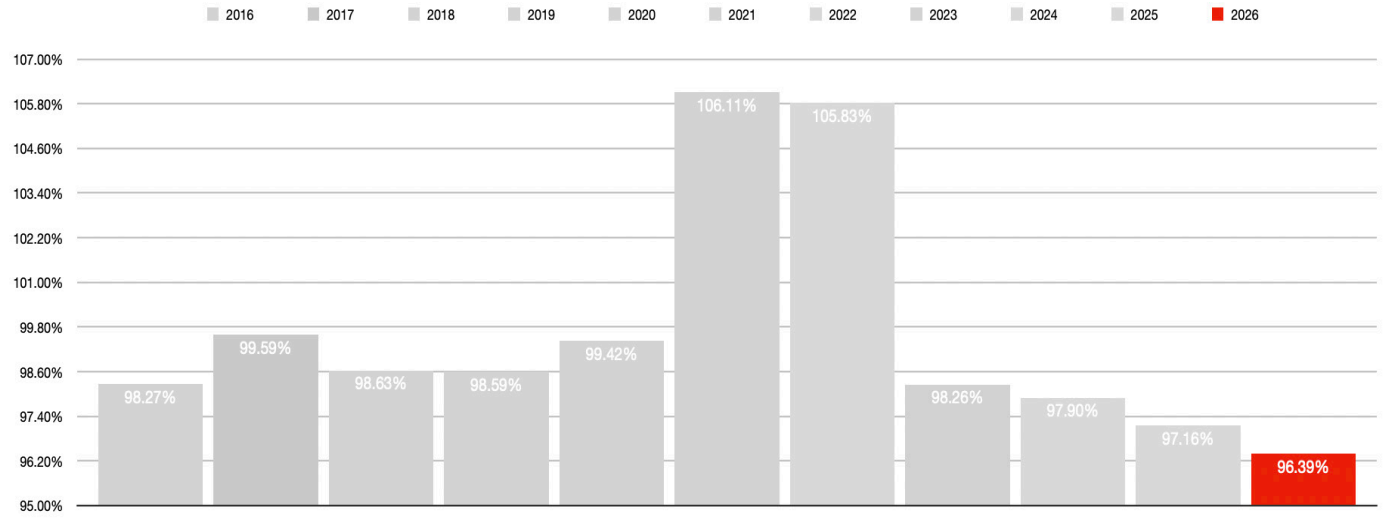
Year-Over-Year



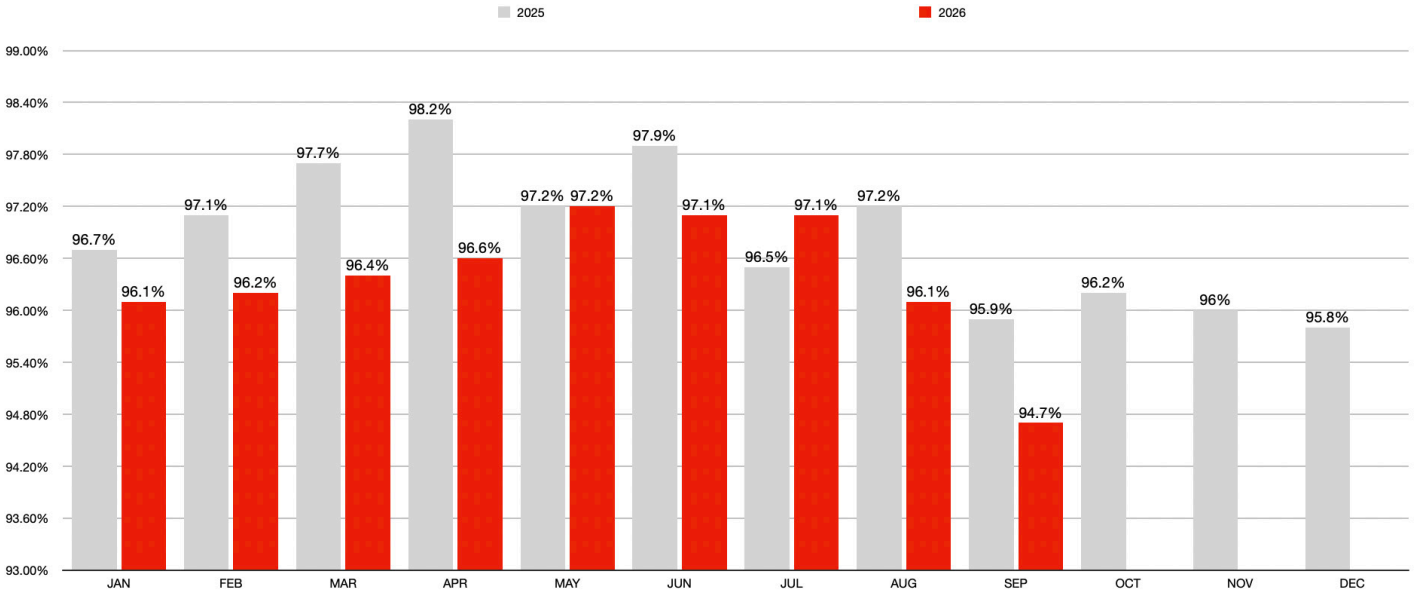
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. LIST PRICE RATIO

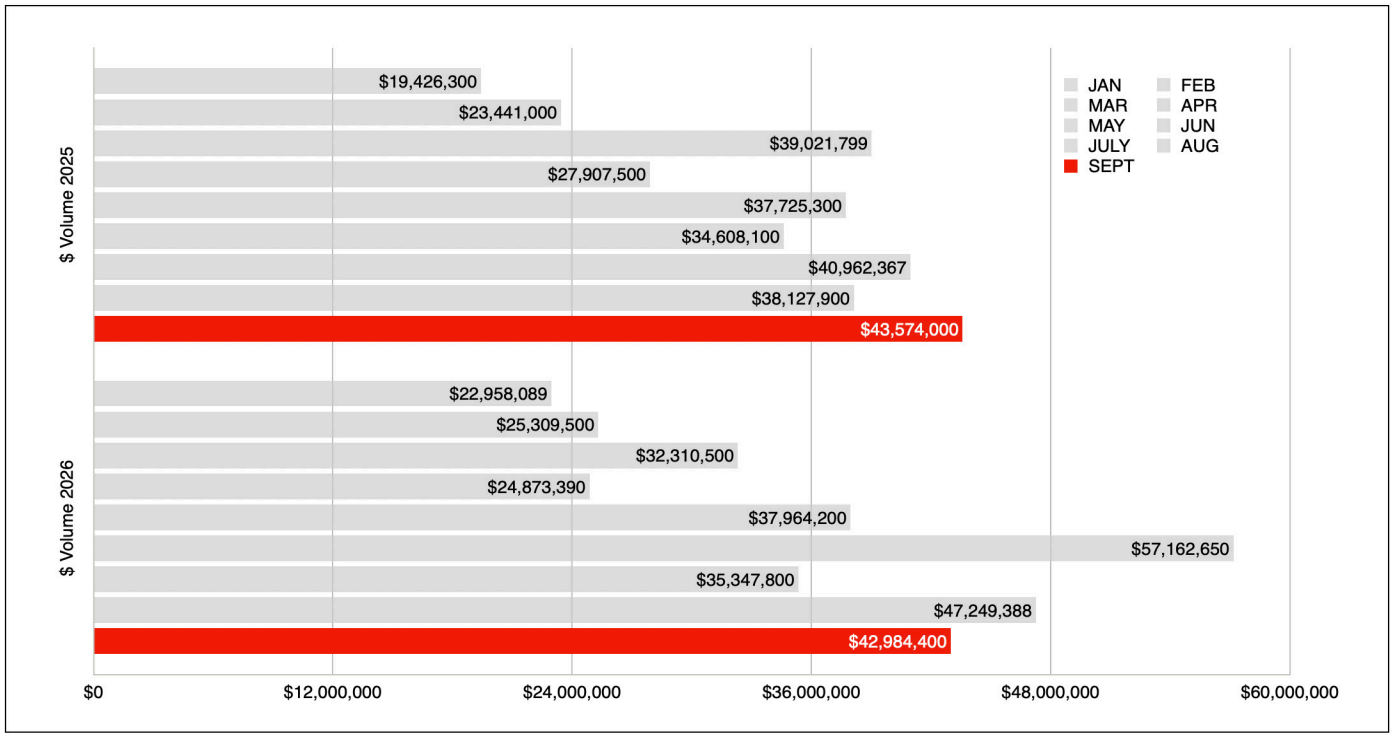


Year-Over-Year

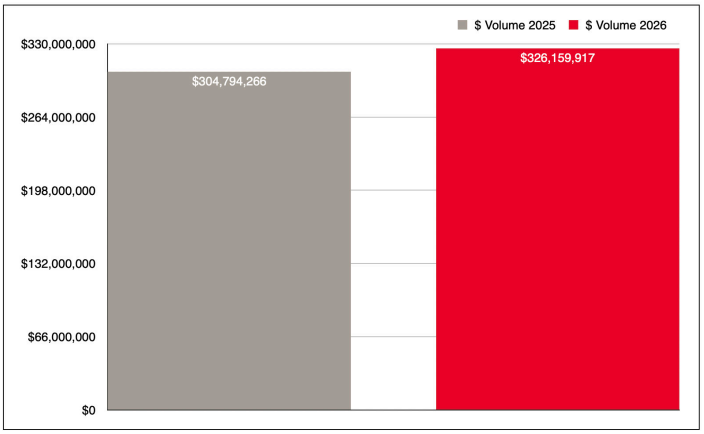


Month-Over-Month 2025 vs. 2026

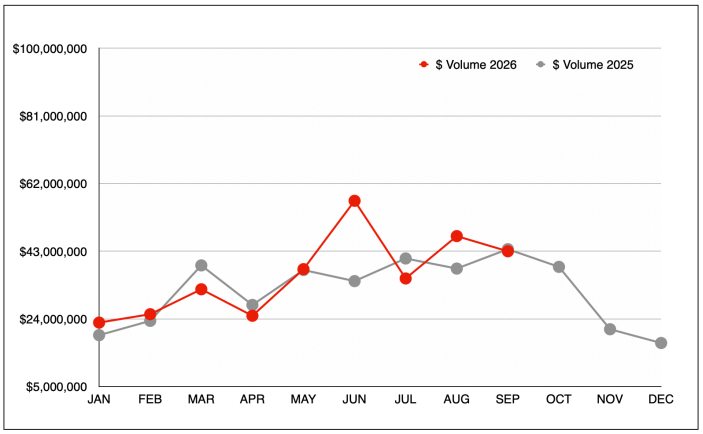
DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

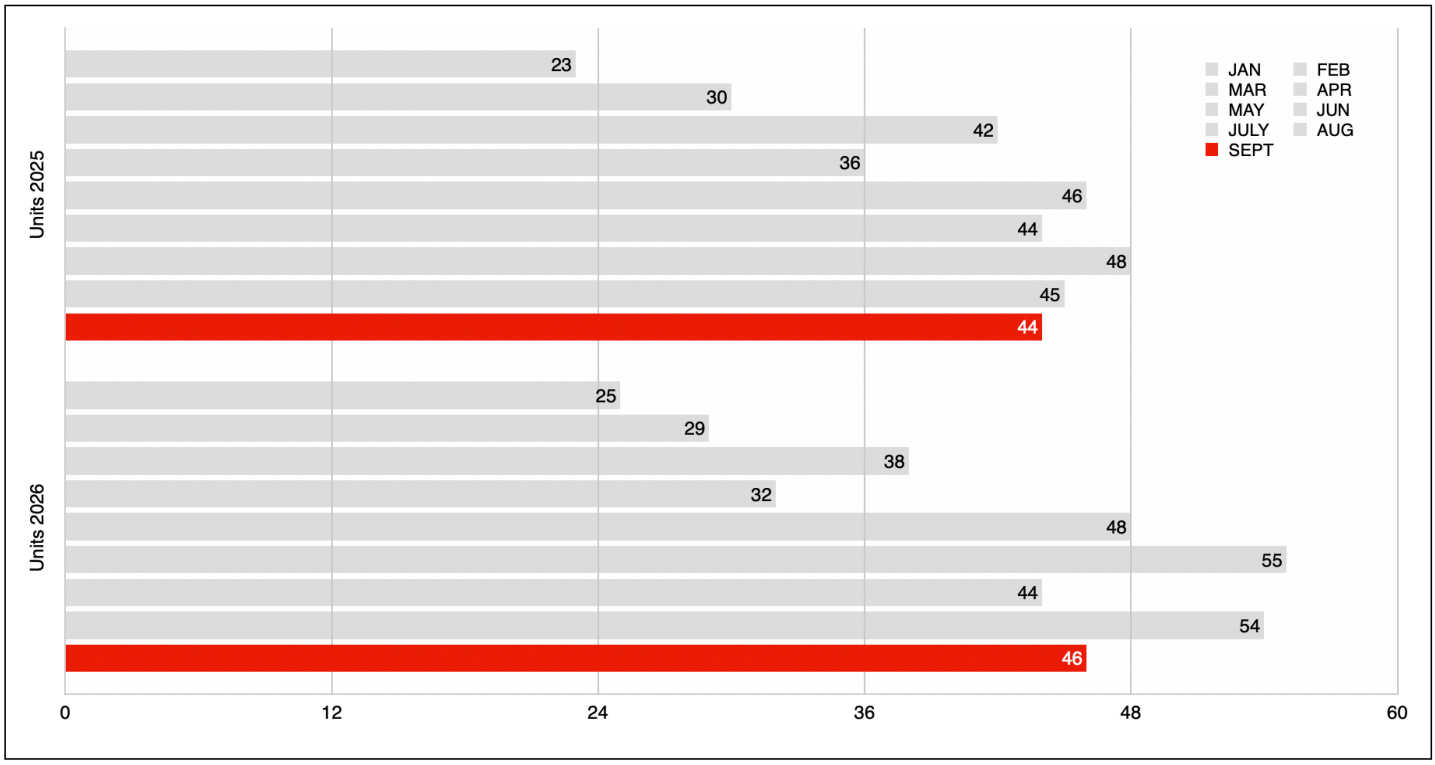


Yearly Totals 2025 vs. 2026

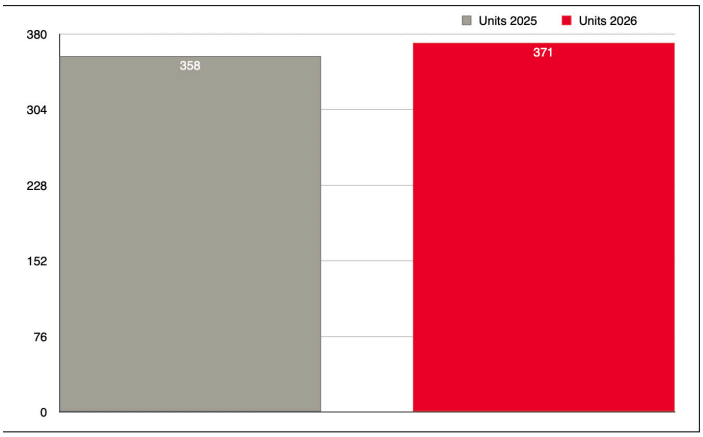


Month vs. Month 2025 vs. 2026

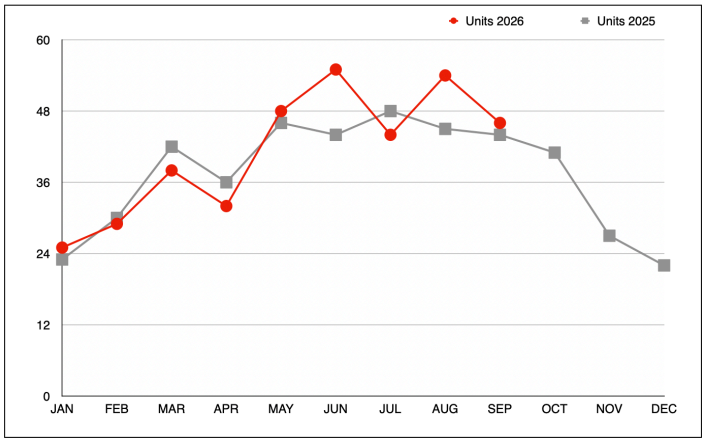
UNIT SALES



Monthly Comparison 2025 vs. 2026



Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

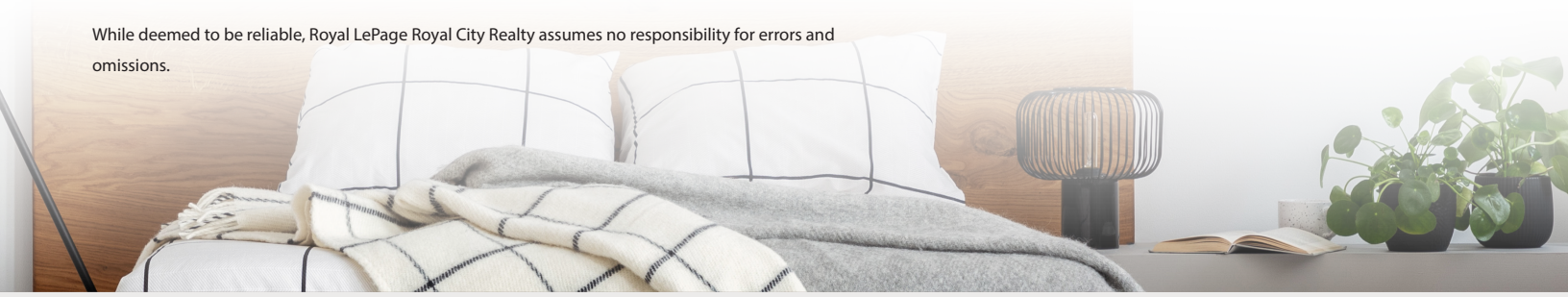
SALES BY TYPE

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	$277,849,117 +4.94%	$48,310,800 +20.7%	$915,000 -58.41%
YTD Unit Sales	304 +2.7%	67 +8.06%	3 -25%
YTD Average Sale Price	$913,977 +2.18%	$721,057 +11.69%	$305,000 -44.55%
September Sales Volume	$39,306,900 +2.98%	$3,677,500 -31.97%	No Change
September Unit Sales	40 +14.29%	6 -33.33%	No Change

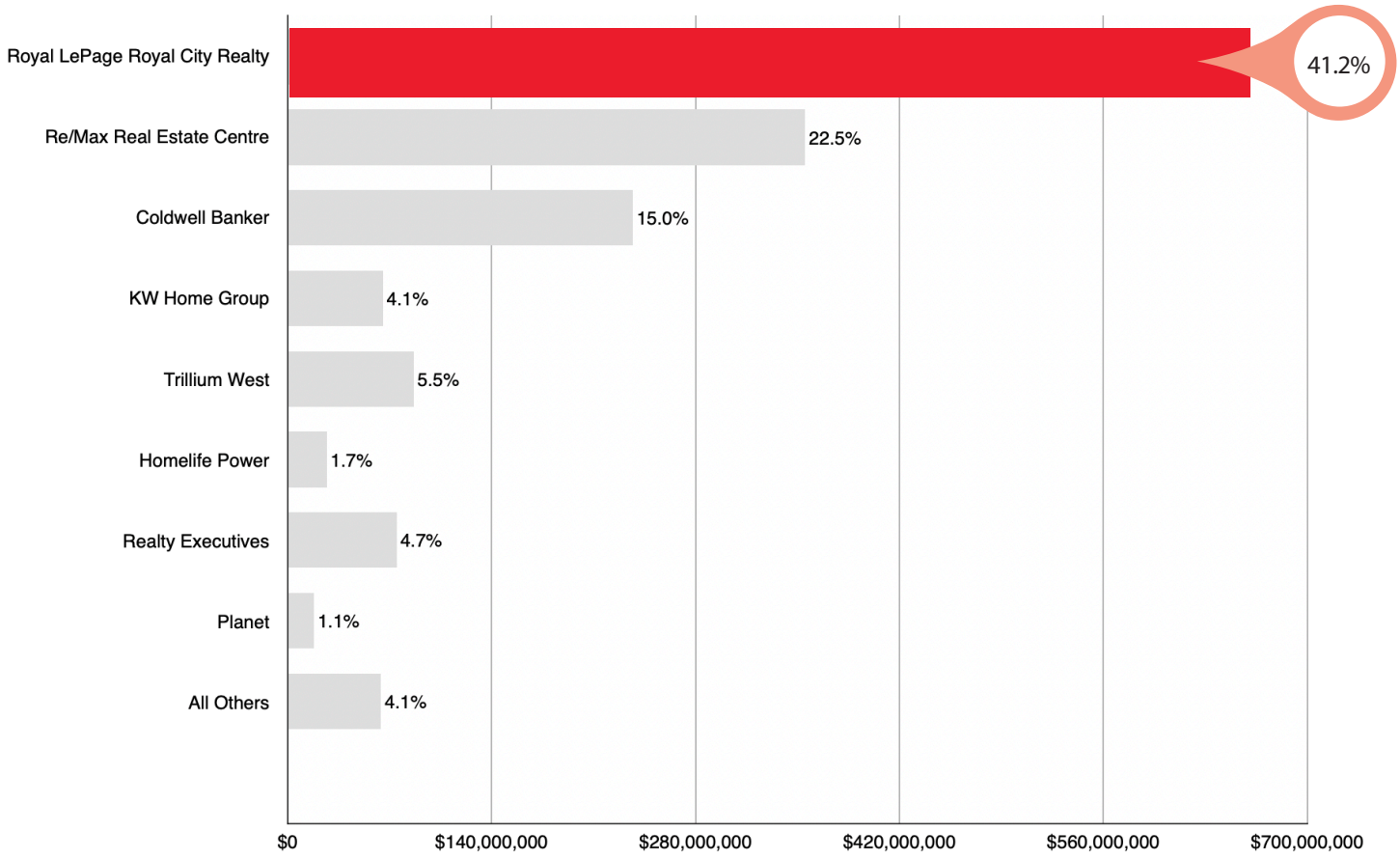
NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of September 30, 2026.

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

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



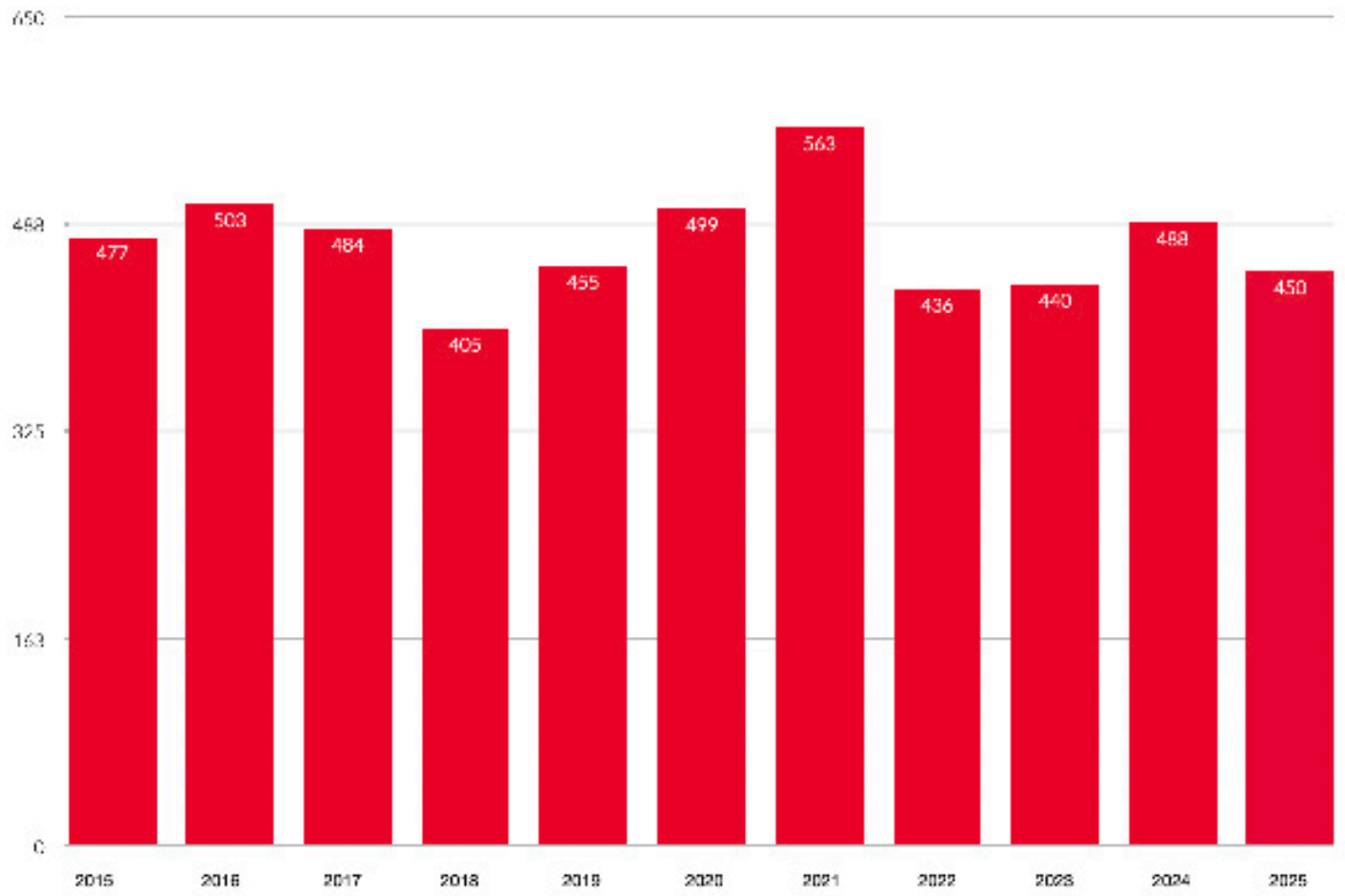
MARKET DOMINANCE



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

ROYAL LEPAGE® ROYAL CITY REALTY BROKERAGE

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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