



2022 OCTOBER

CENTRE WELLINGTON

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

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OVERVIEW

BALANCED MARKET

Centre Wellington remains a balanced market this month. Unit sales continue to dip below where they were this time last year, while new listing continue to rise consistently. Median and average sale prices continue to rise, showing that this market has a solid foundation for both buyers and sellers.



October year-over-year sales volume of \$37,577,700

Down 2.93% from 2021's \$38,711,888 with unit sales of 34 down 19.05% from last October. New listings of 65 are up 54.76% from a year ago, with the sales/listing ratio of 52.31% down 47.69%.



Year-to-date sales volume of \$409,820,643

Down 8.89% from 2021's \$449,819,948 with unit sales of 430 down 20.22% from last year's 539. New listings of 769 are up 23.04% from a year ago, with the sales/listing ratio of 55.92% down 30.32%.



Year-to-date average sale price of \$961,529

Up from \$835,074 one year ago with median sale price of \$927,500 up from \$775,500 one year ago. Average days-on-market of 25.8 is up 7.9 days from last year.

OCTOBER NUMBERS

Median Sale Price

\$827,500

-6.91%

Sales Volume

\$37,577,700

-2.93%

Unit Sales

34

-19.05%

New Listings

65

+54.76%

Expired Listings

12

+300%

Unit Sales/Listings Ratio

52.31%

-47.69%

*Year-over-year comparison
(October 2022 vs. October 2021)*

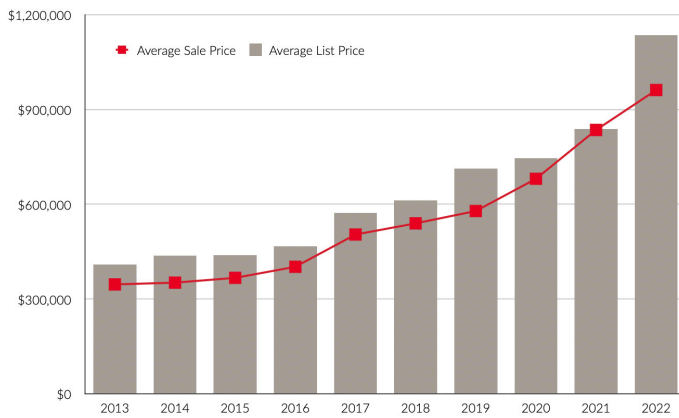


THE MARKET IN DETAIL

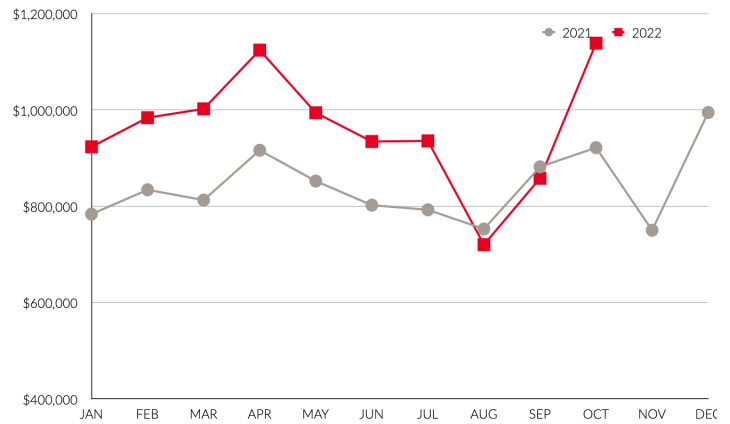
	2020	2021	2022	2021-2022
YTD Volume Sales	\$294,114,563	\$449,819,948	\$409,820,643	-8.89%
YTD Unit Sales	432	539	430	-20.22%
YTD New Listings	602	625	769	+23.04%
YTD Sales/Listings Ratio	71.76%	86.24%	55.92%	-30.32%
YTD Expired Listings	77	37	68	+83.8%
October Volume Sales	\$31,210,019	\$38,711,888	\$37,577,700	-2.93%
October Unit Sales	46	42	34	-19.05%
October New Listings	59	42	65	+54.76%
October Sales/Listings Ratio	77.97%	100%	52.31%	-47.69%
October Expired Listings	5	3	12	+300%
YTD Sales: \$0-\$199K	10	16	29	+81.25%
YTD Sales: \$200K-\$349K	19	5	10	+100%
YTD Sales: \$350K-\$549K	108	52	16	-69.23%
YTD Sales: \$550K-\$749K	177	174	75	-56.9%
YTD Sales: \$750K-\$999K	73	173	133	-23.13%
YTD Sales: \$1M+	48	118	168	+42.37%
YTD Average Days-On-Market	28.6	17.9	25.8	+44.13%
YTD Average Sale Price	\$680,473	\$835,074	\$961,529	+15.1%
YTD Median Sale Price	\$619,625	\$775,500	\$927,500	+19.6%

Centre Wellington MLS Sales and Listing Summary
2020 vs. 2021 vs. 2022

AVERAGE SALE PRICE

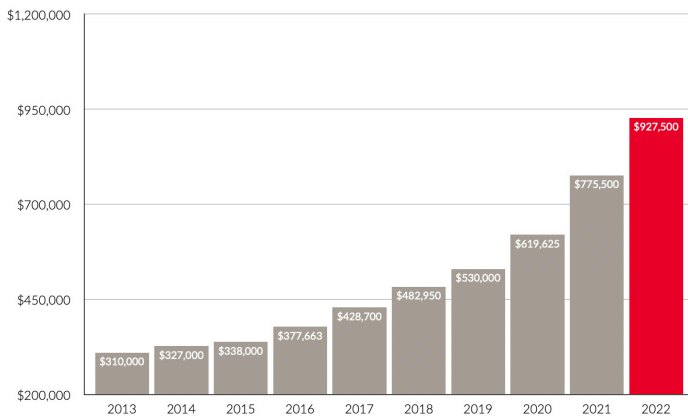


Year-Over-Year

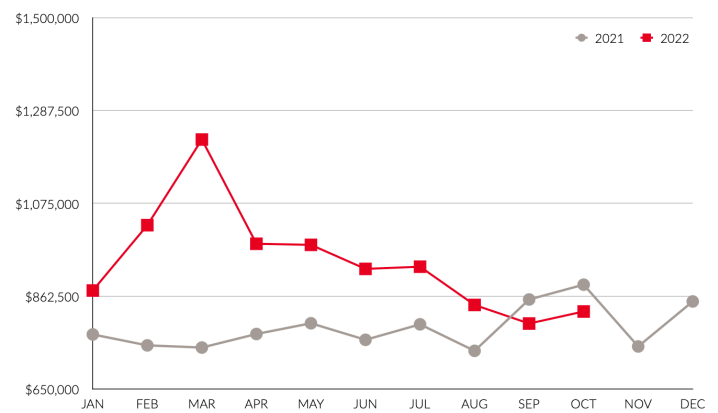


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



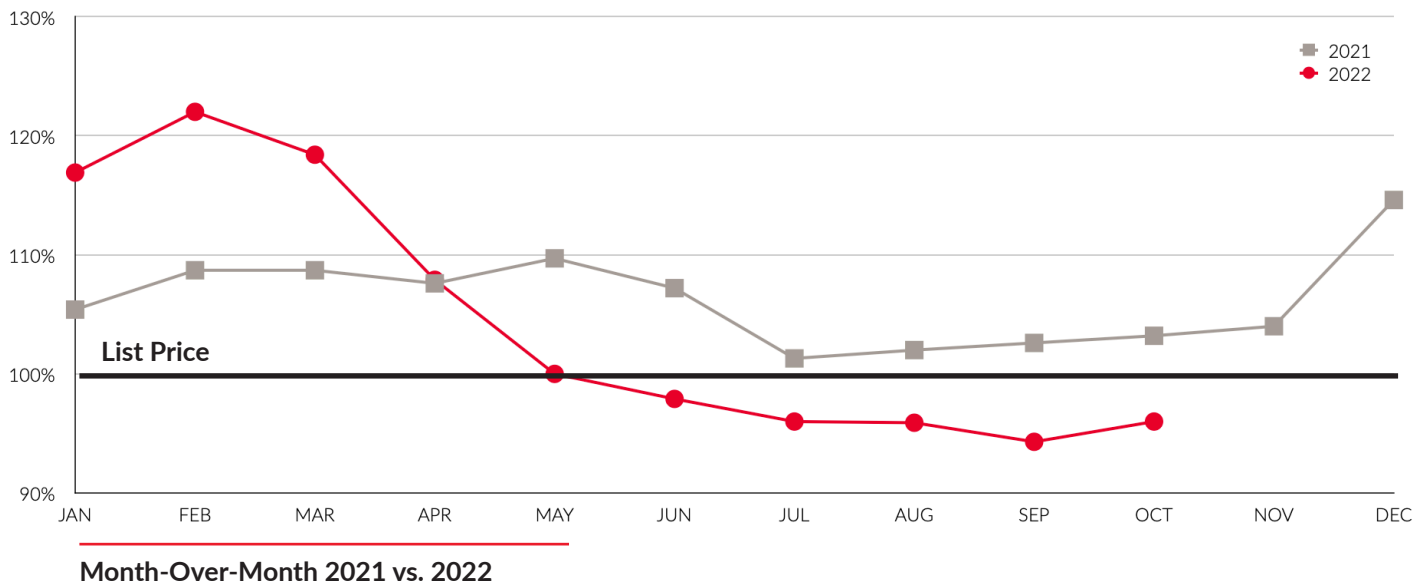
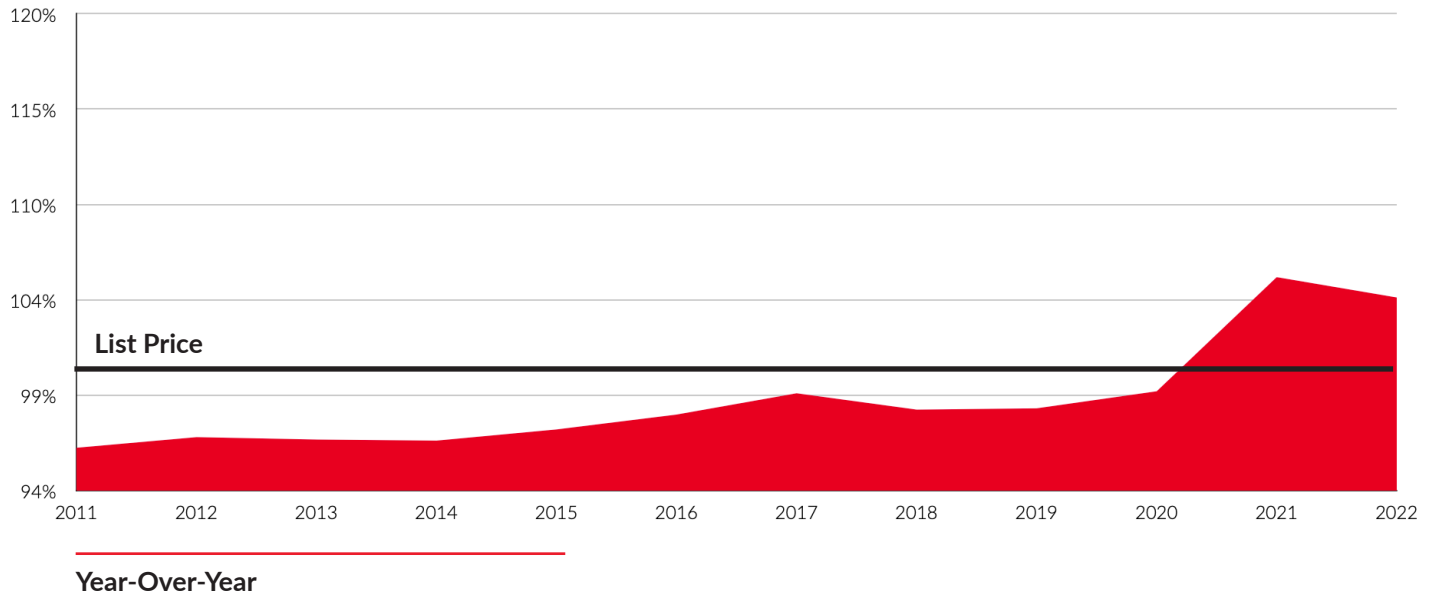
Year-Over-Year



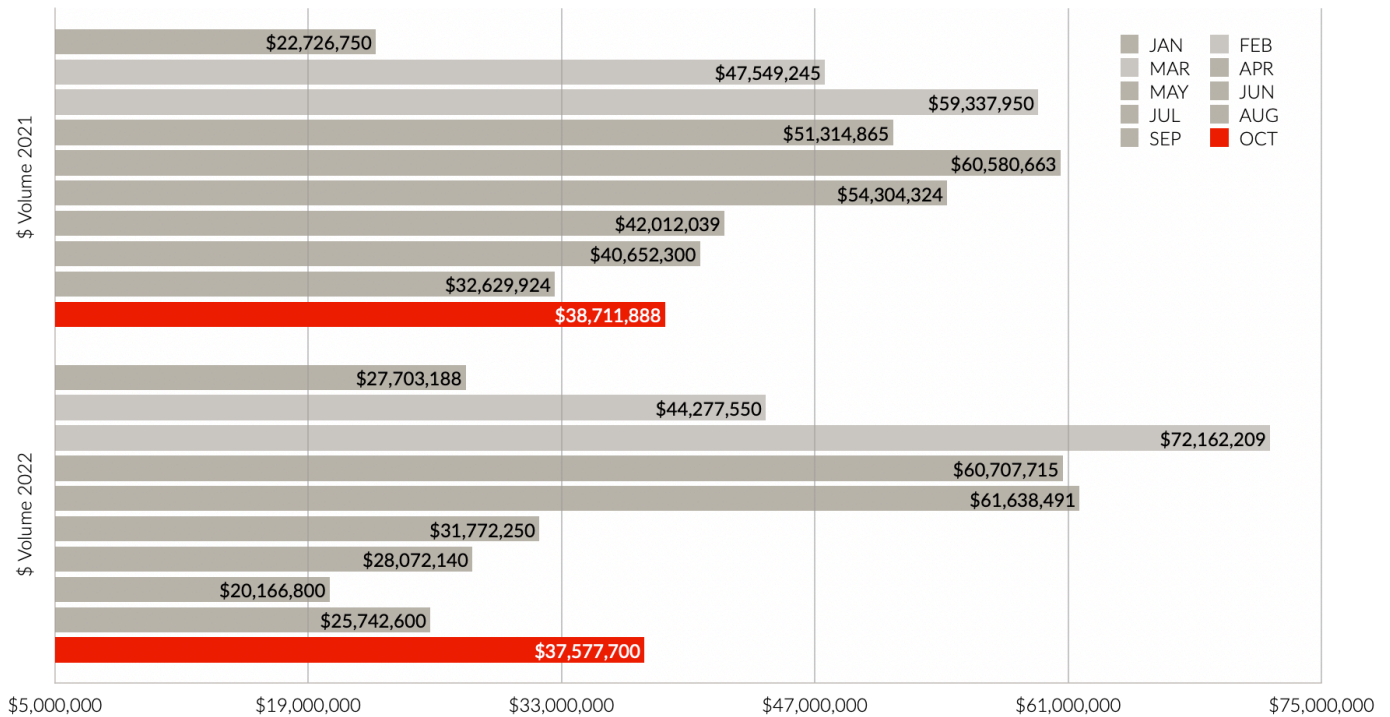
Month-Over-Month 2021 vs. 2022

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

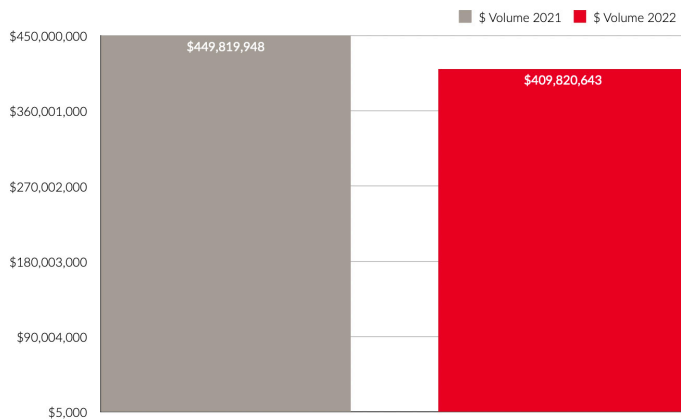
SALE PRICE VS. LIST PRICE RATIO



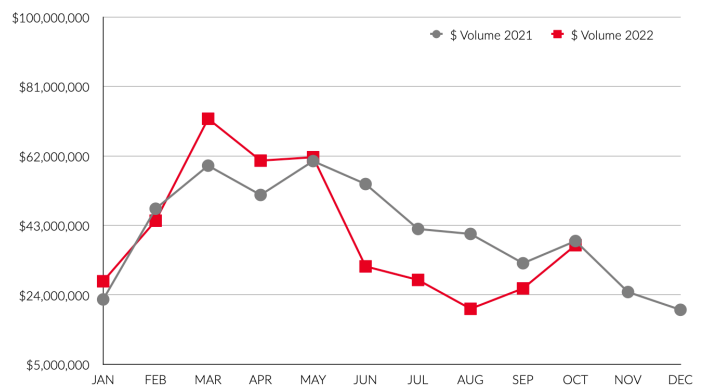
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

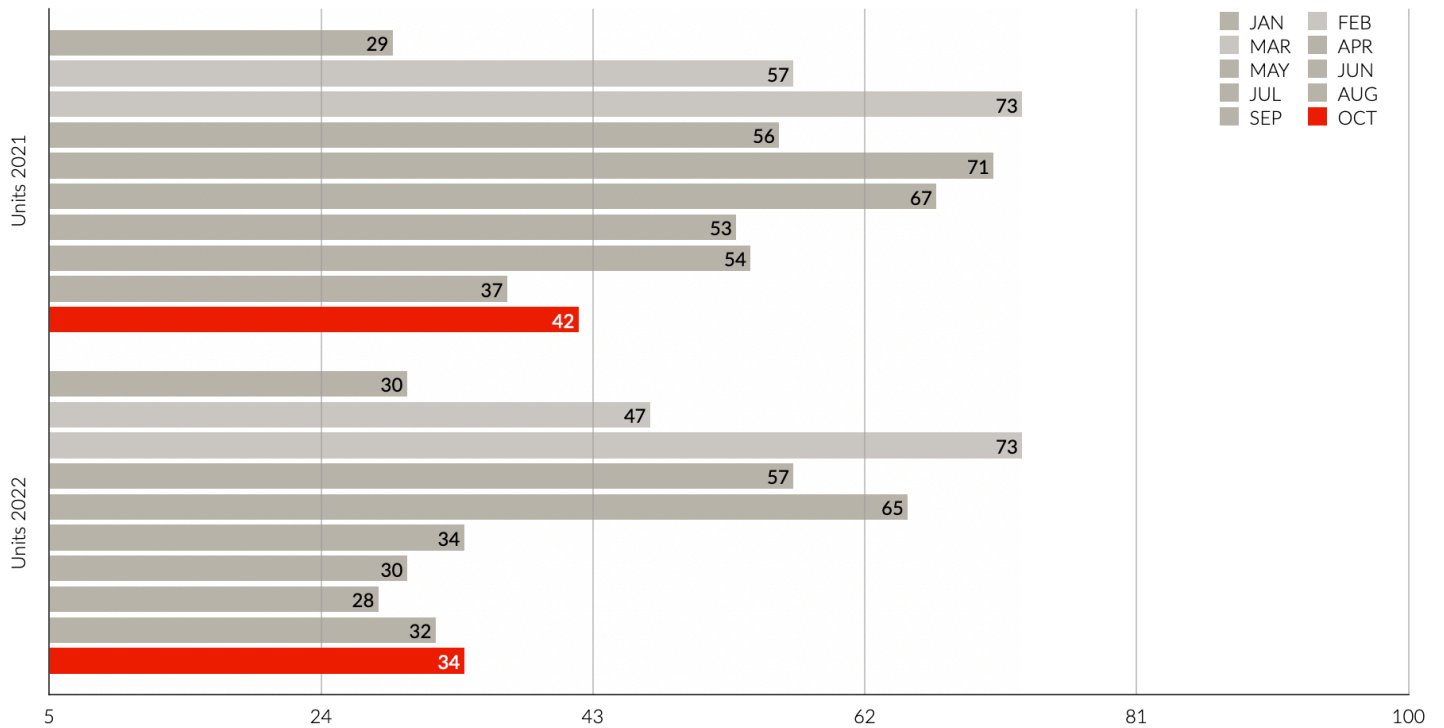


Yearly Totals 2021 vs. 2022

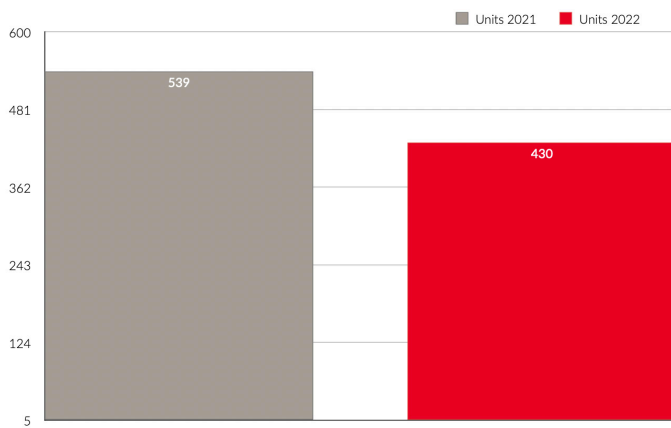


Month vs. Month 2021 vs. 2022

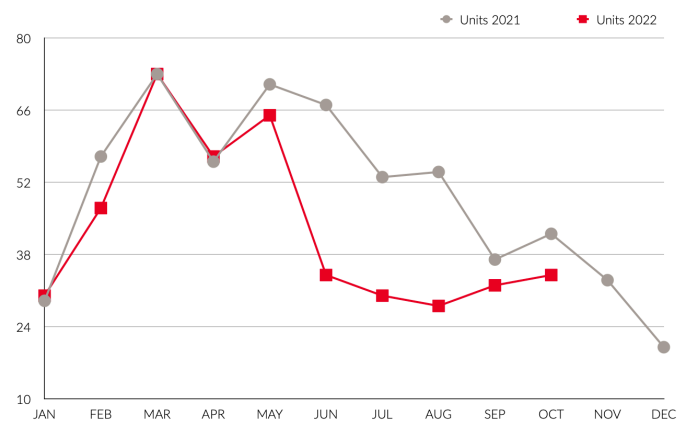
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

SALES BY TYPE


















FREEHOLD



CONDOMINIUM

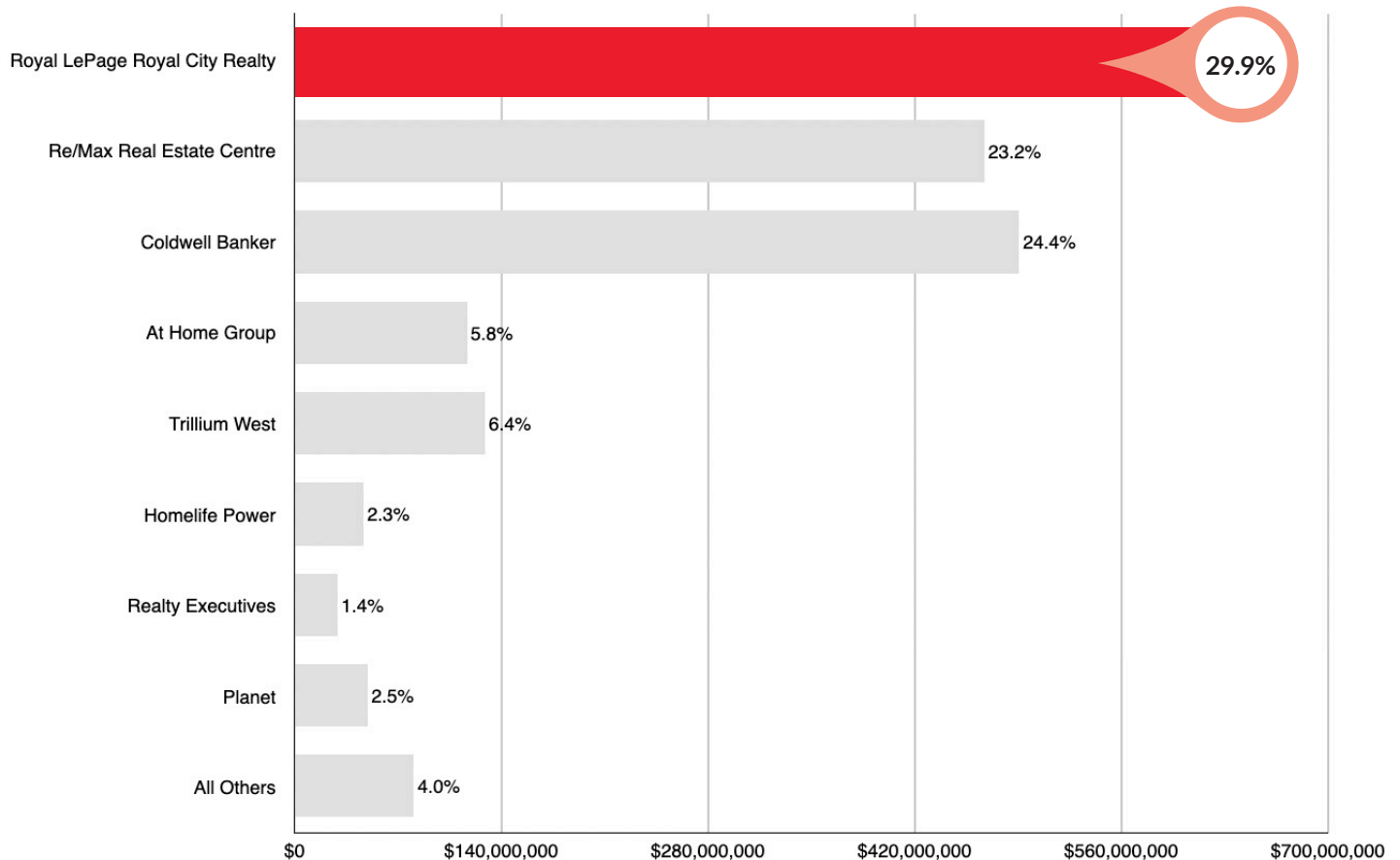


VACANT LAND

YTD Sales Volume	 \$288,230,945 -25.43%	 \$21,640,400 -38.67%	 \$13,840,100 +62.4%
YTD Unit Sales	 273 -36.36%	 32 -47.54%	 6 -33.3%
YTD Average Sale Price	 \$1,055,791 +17.17%	 \$676,263 +16.91%	 \$2,306,683 +143.6%
October Sales Volume	 \$27,377,700 -12.7%	 \$0 Down from \$3,250,100	 \$10,200,000 +340.6%
October Unit Sales	 32 No Change	 0 Down from 5	 1 -66.7%

Year-Over-Year Comparison (2022 vs. 2021)

MARKET DOMINANCE

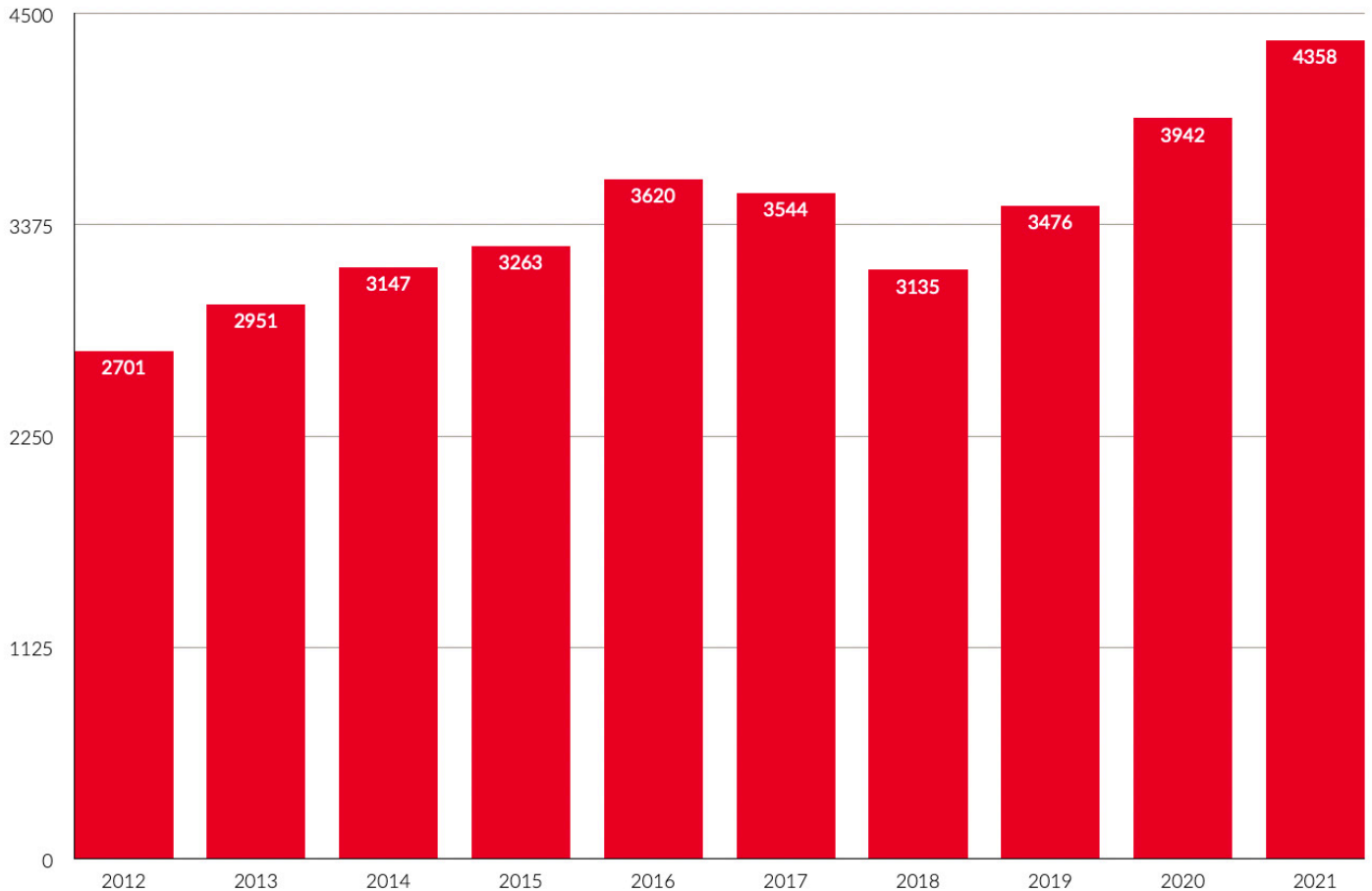


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
October 2022



10 YEAR MARKET ANALYSIS



Units Sold



OUR LOCATIONS



ELORA

519-846-1365
9 Mill Street East, Elora



FERGUS

519-843-1365
162 St. Andrew Street East, Fergus



GUELPH

519-824-9050
848 Gordon Street Unit 101, Guelph



GUELPH

519-821-6191
214 Speedvale Ave W., Guelph



GUELPH (COMMERCIAL)

519-836-8060
1467 Gordon Street Unit L1, Guelph



ROCKWOOD

519-856-9922
118 Main Street S., Rockwood

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