



# 2024 SEPTEMBER CENTRE WELLINGTON Real Estate Market Report



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# OVERVIEW

## BUYER'S MARKET

Centre Wellington's real estate market has become a buyer's market this month. The median sale price rose slightly by 0.94%, but the average sale price dropped significantly by 12.44%. Sales volume declined by 28.16%, with unit sales down by 17.95%. New listings fell by 15.65%, while expired listings surged by 72.73%. The unit sales/listings ratio saw a slight decrease of 0.92%.



### September year-over-year sales volume of \$27,852,400

Down 28.16% from 2023's \$38,768,299 with unit sales of 32 down 17.95% from last September's 39. New listings of 97 are down 15.65% from a year ago, with the sales/listing ratio of 32.99% down 0.92%.



### Year-to-date sales volume of \$345,705,565

Up 8.21% from 2023's \$319,481,646 with unit sales of 389 up by 5.42% from last year's 369. New listings of 778 are up 17.35% from a year ago, with the sales/listing ratio of 50% down 5.66%.



### Year-to-date average sale price of \$880,794

Up from \$858,393 one year ago with median sale price of \$807,500 up from \$799,999 one year ago. Average days-on-market of 35.2 is up 6.2 days from last year.

## SEPTEMBER NUMBERS

Median Sale Price

**\$807,500**

+0.94%

Average Sale Price

**\$870,388**

-12.44%

Sales Volume

**\$27,852,400**

-28.16%

Unit Sales

**32**

-17.95%

New Listings

**97**

-15.65%

Expired Listings

**19**

+72.73%

Unit Sales/Listings Ratio

**32.99%**

-0.92%

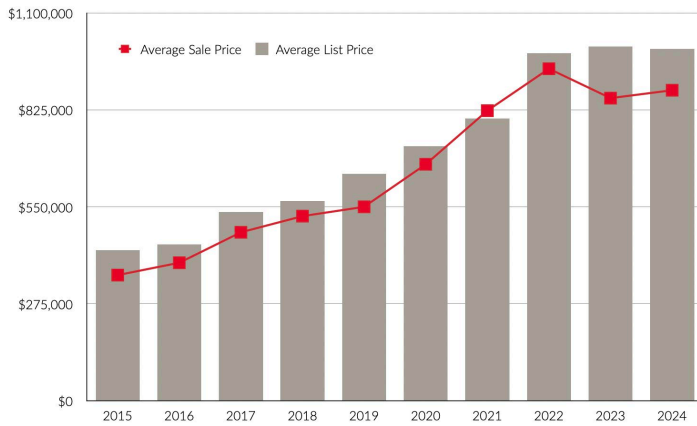
*Year-over-year comparison  
(September 2024 vs. September 2023)*

# THE MARKET IN DETAIL

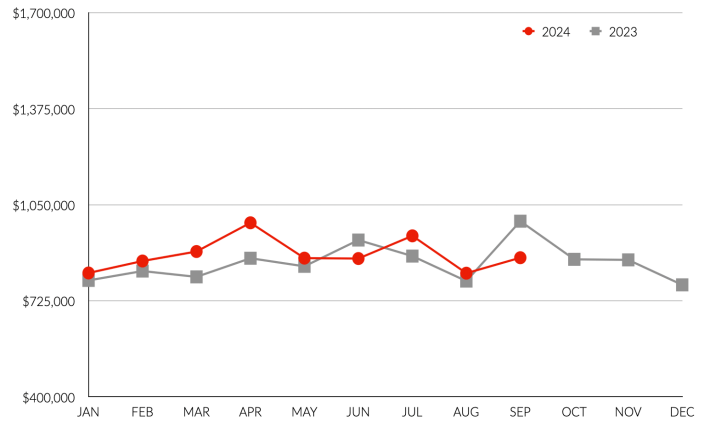
|                                     | 2022          | 2023          | 2024          | 2023-2024 |
|-------------------------------------|---------------|---------------|---------------|-----------|
| <b>YTD Volume Sales</b>             | \$349,150,243 | \$319,481,646 | \$345,705,565 | +8.21%    |
| <b>YTD Unit Sales</b>               | 360           | 369           | 389           | +5.42%    |
| <b>YTD New Listings</b>             | 613           | 663           | 778           | +17.35%   |
| <b>YTD Sales/Listings Ratio</b>     | 58.73%        | 55.66%        | 50.00%        | -5.66%    |
| <b>YTD Expired Listings</b>         | 36            | 61            | 98            | +60.66%   |
| <b>Monthly Volume Sales</b>         | \$25,689,800  | \$38,768,299  | \$27,852,400  | -28.16%   |
| <b>Monthly Unit Sales</b>           | 30            | 39            | 32            | -17.95%   |
| <b>Monthly New Listings</b>         | 71            | 115           | 97            | -15.65%   |
| <b>Monthly Sales/Listings Ratio</b> | 42.25%        | 33.91%        | 32.99%        | -0.92%    |
| <b>Monthly Expired Listings</b>     | 10            | 11            | 19            | +72.73%   |
| <b>YTD Sales: \$0-\$199K</b>        | 7             | 7             | 6             | -14.29%   |
| <b>YTD Sales: \$200k-349K</b>       | 7             | 4             | 2             | -50%      |
| <b>YTD Sales: \$350K-\$549K</b>     | 14            | 25            | 34            | +36%      |
| <b>YTD Sales: \$550K-\$749K</b>     | 65            | 115           | 116           | +0.87%    |
| <b>YTD Sales: \$750K-\$999K</b>     | 120           | 137           | 124           | -9.49%    |
| <b>YTD Sales: \$1M-\$2M</b>         | 143           | 77            | 103           | +33.77%   |
| <b>YTD Sales: \$2M+</b>             | 4             | 5             | 7             | +40%      |
| <b>YTD Average Days-On-Market</b>   | 19.89         | 29.00         | 35.22         | +21.46%   |
| <b>YTD Average Sale Price</b>       | \$941,841     | \$858,393     | \$880,794     | +2.61%    |
| <b>YTD Median Sale Price</b>        | \$925,000     | \$799,999     | \$807,500     | +0.94%    |

Centre Wellington MLS Sales and Listing Summary  
2022 vs. 2023 vs. 2024

# AVERAGE SALE PRICE

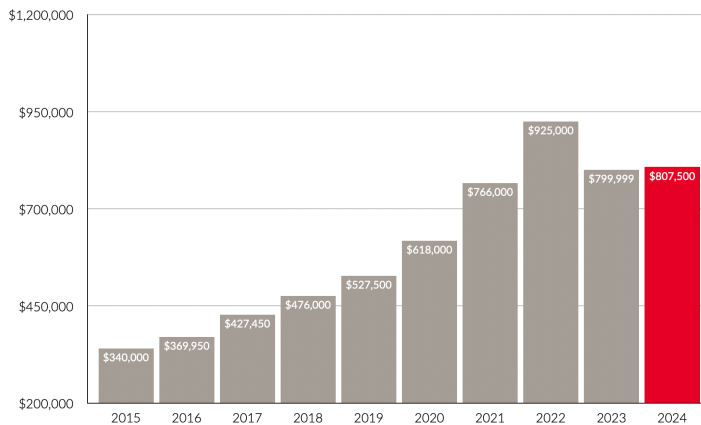


Year-Over-Year

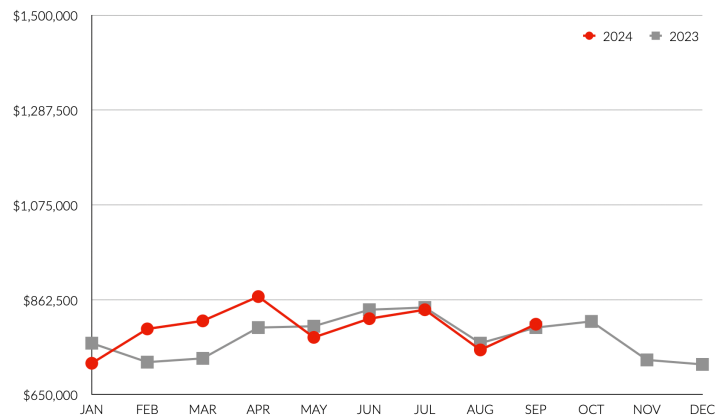


Month-Over-Month 2023 vs. 2024

# MEDIAN SALE PRICE



Year-Over-Year

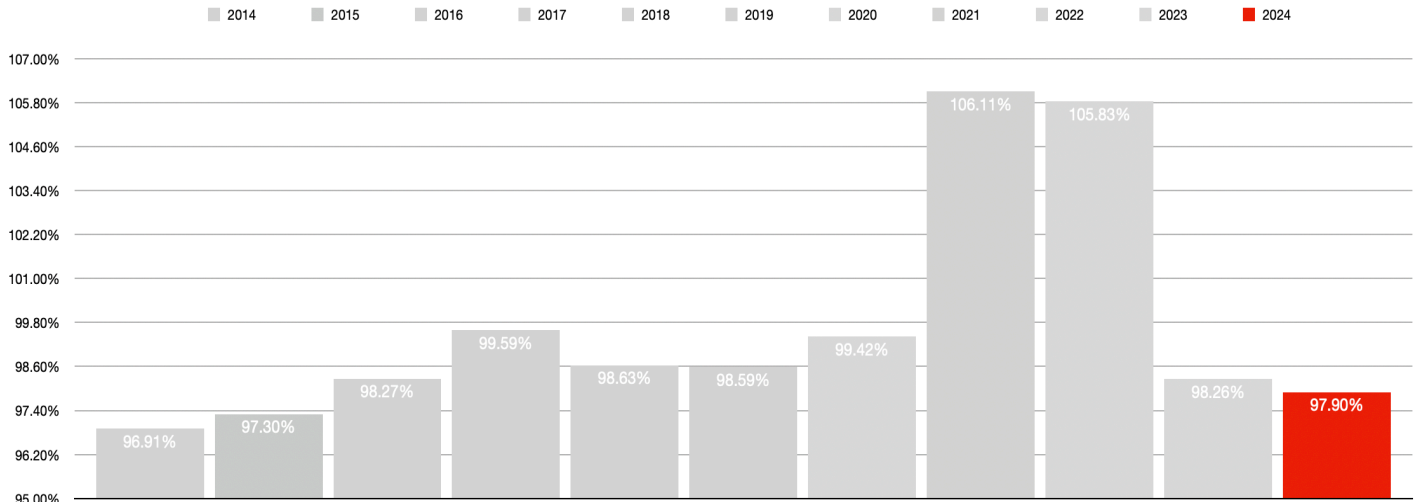


Month-Over-Month 2023 vs. 2024

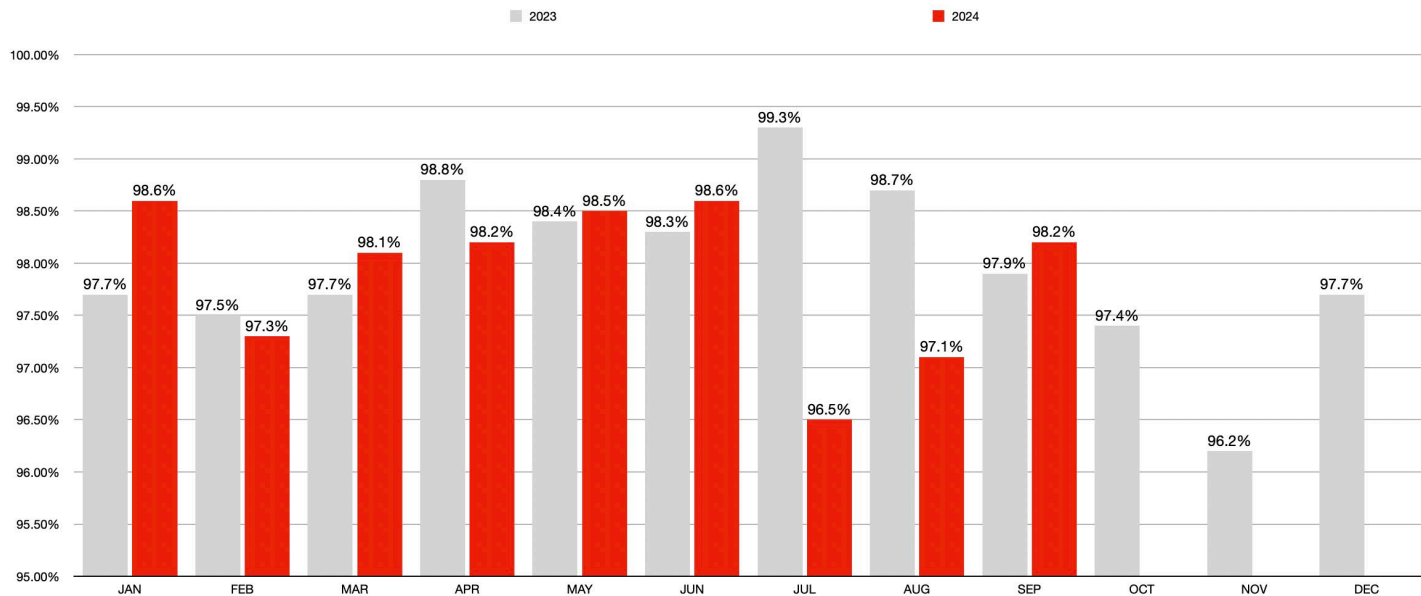
\* Median sale price is based on residential sales (including freehold and condominiums).



# SALE PRICE VS. LIST PRICE RATIO

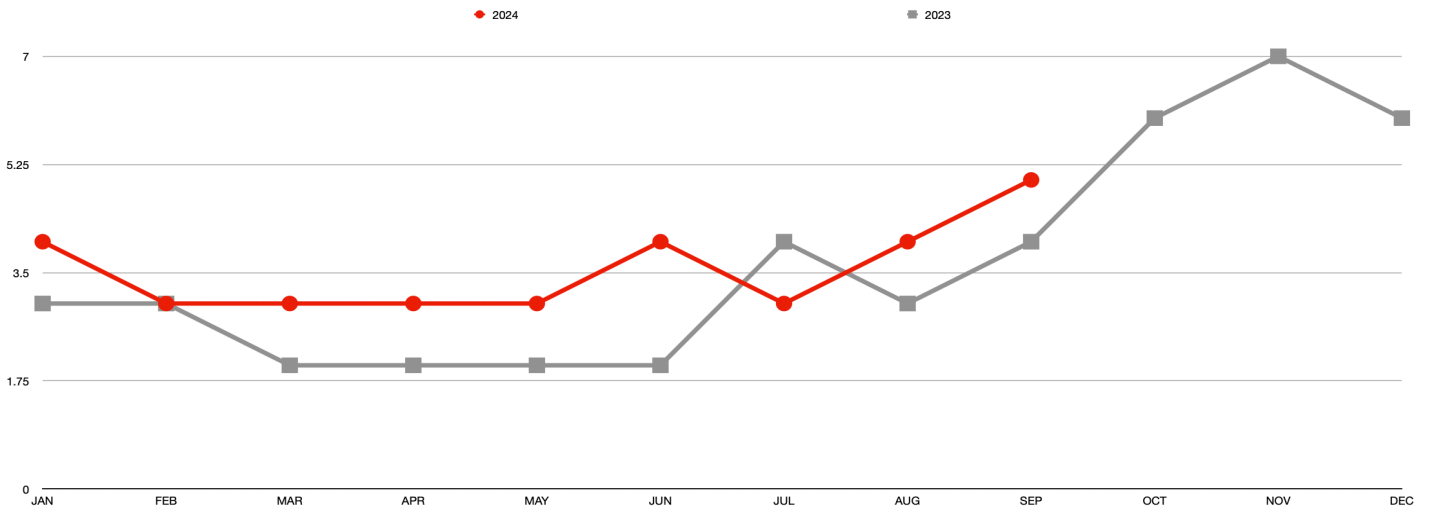


## Year-Over-Year

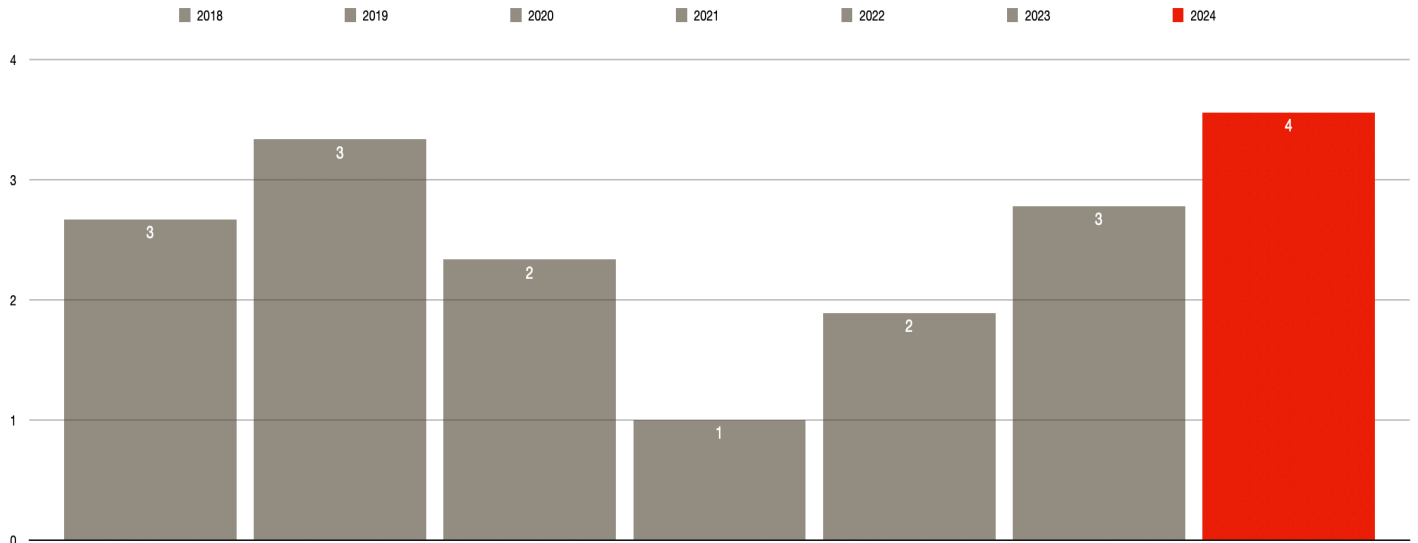


## Month-Over-Month 2023 vs. 2024

# MONTHS OF INVENTORY

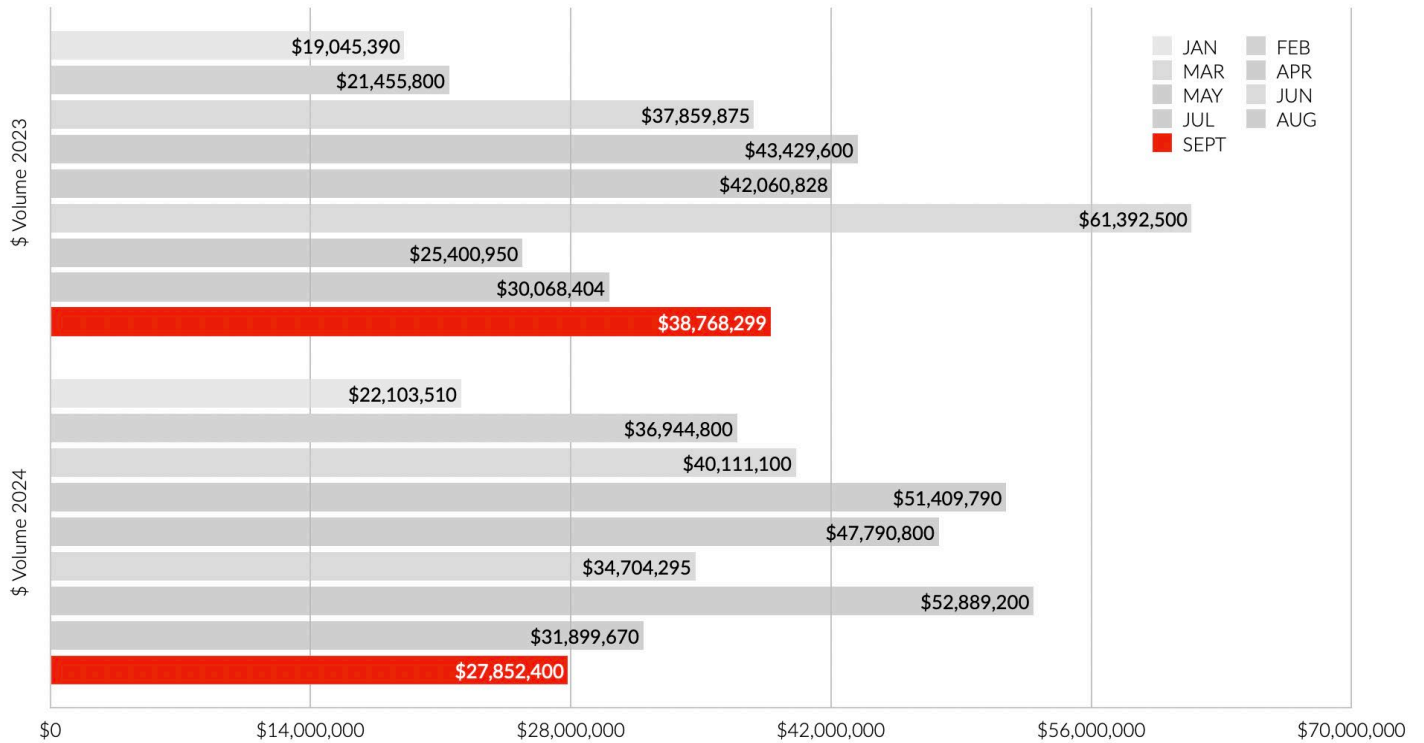


## Month-Over-Month 2023 vs. 2024

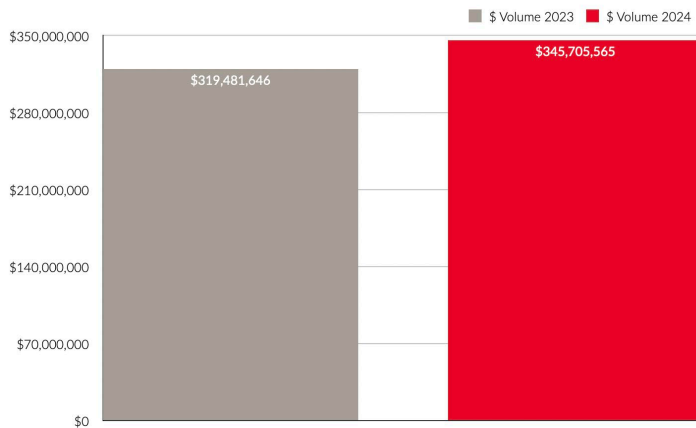


## Year-Over-Year

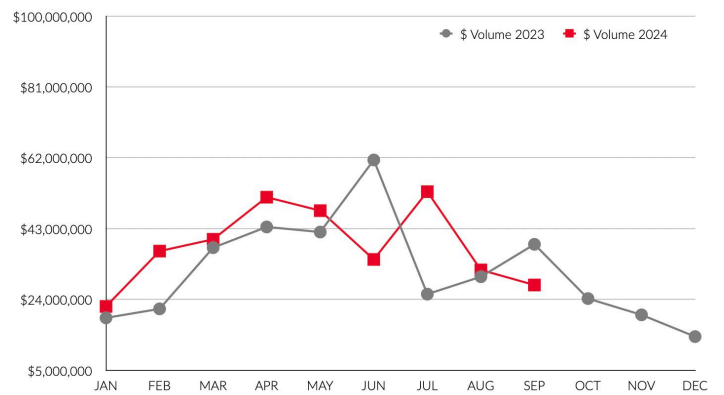
# DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

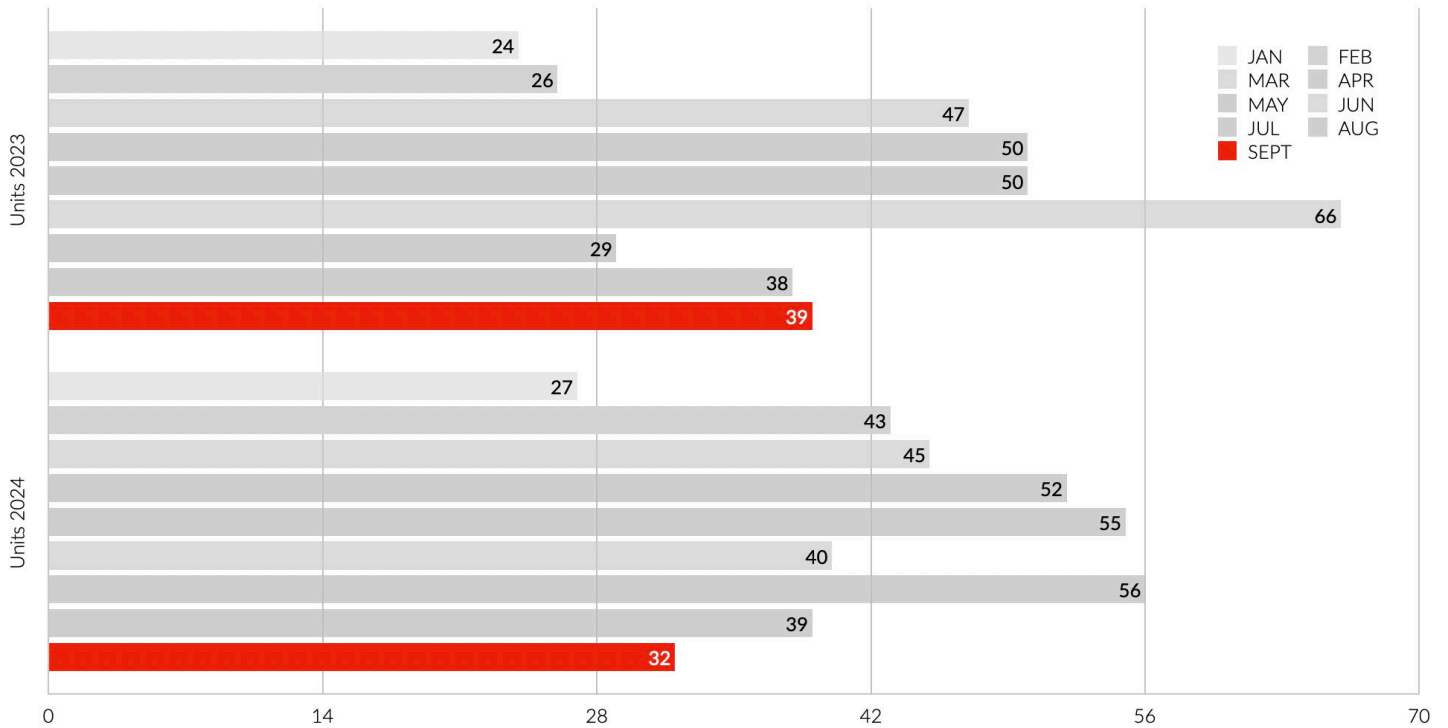


Yearly Totals 2023 vs. 2024

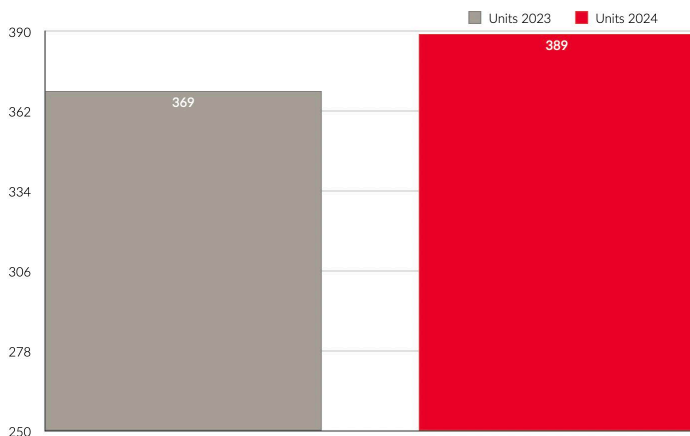


Month vs. Month 2023 vs. 2024

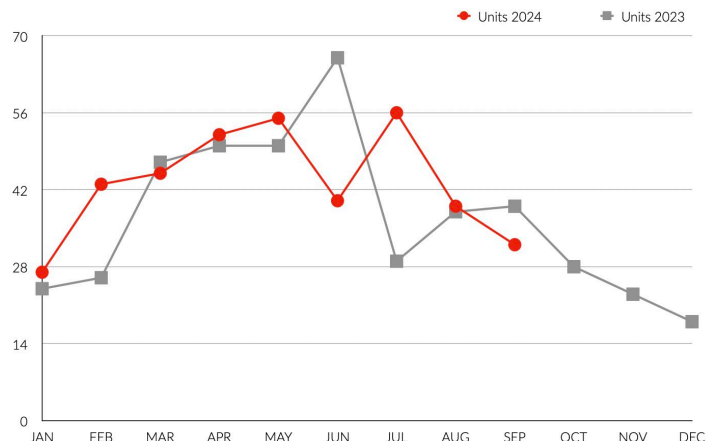
# UNIT SALES



Monthly Comparison 2023 vs. 2024



Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024



# SALES BY TYPE



|                               | <b>FREEHOLD</b>         | <b>CONDOMINIUM</b>      | <b>VACANT LAND</b>       |
|-------------------------------|-------------------------|-------------------------|--------------------------|
| <b>YTD Sales Volume</b>       | \$302,536,465<br>+8.24% | \$29,159,400<br>-3.7%   | \$12,420,000<br>+649.32% |
| <b>YTD Unit Sales</b>         | 313<br>+15.5%           | 47<br>+2.17%            | 8<br>+166.67%            |
| <b>YTD Average Sale Price</b> | \$966,570<br>-6.29%     | \$620,413<br>-5.75%     | \$1,552,500<br>+181%     |
| <b>September Sales Volume</b> | \$23,332,400<br>-35.82% | \$2,740,000<br>+414.07% | 0<br>No Change           |
| <b>September Unit Sales</b>   | 25<br>-24.24%           | 4<br>+300%              | 0<br>No Change           |

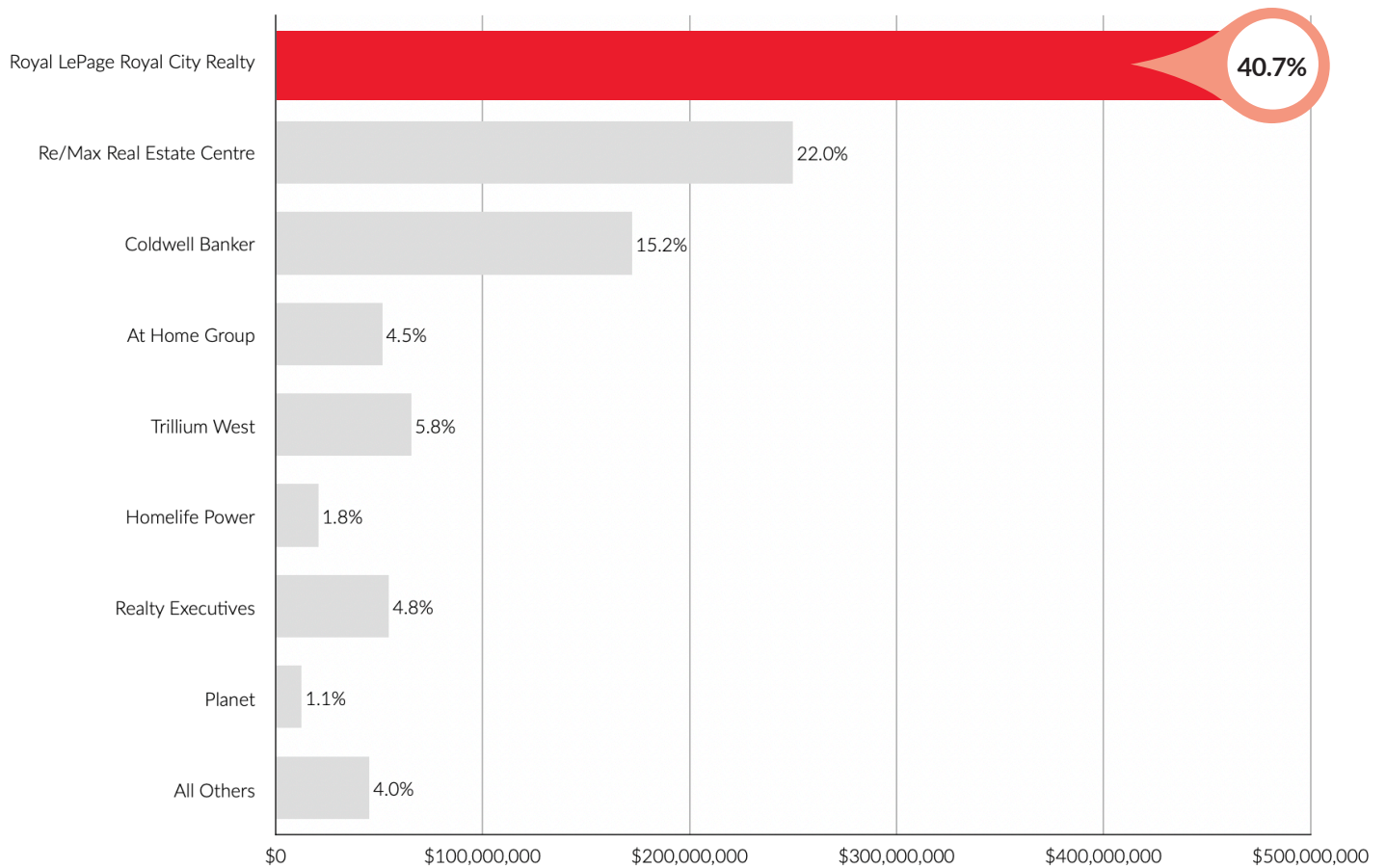
NOTE: All MLS® sales data in this report comes from the Guelph Association Of REALTORS® and refers specifically to residential sales as of September 1, 2024.

*Year-Over-Year Comparison (2024 vs. 2023)*

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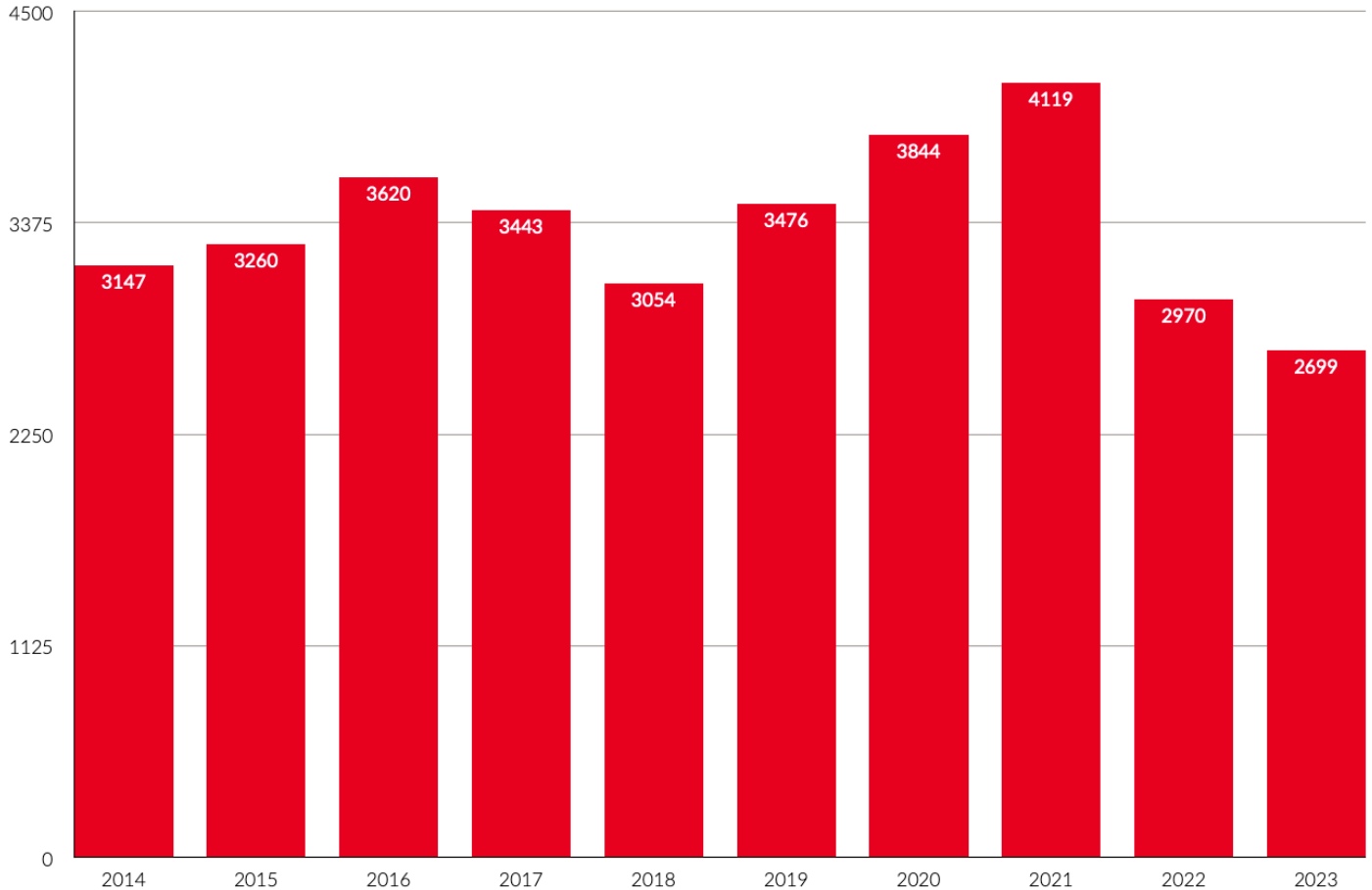
# MARKET DOMINANCE



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



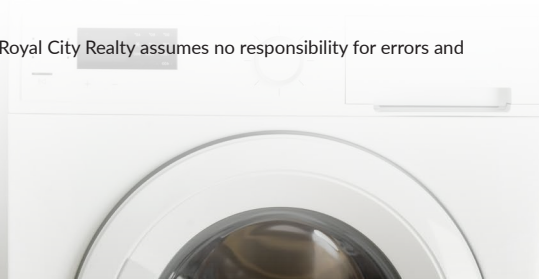
# 10 YEAR MARKET ANALYSIS



## 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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