



2025 JULY

CENTRE WELLINGTON Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

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 in balanced territory in July, with softer prices and slower sales. The median sale price declined 4.75% to \$800,077, while the average fell 8.53% to \$863,856. Sales volume dropped 24.87%, with unit sales down 17.86% to 46 transactions. Inventory grew as new listings rose 25.97% and expired listings increased 33.33%. With a unit sales-to-listings ratio of 47.42%, the market remains balanced, offering opportunities for both buyers and sellers.



July year-over-year sales volume of \$39,737,367

Down 24.87% from 2024's \$52,889,200 with unit sales of 46 down 17.86% from last July's 56. New listings of 97 are up 25.97% from a year ago, with the sales/listing ratio of 47.42% down 25.3%.



Year-to-date sales volume of \$221,867,366

Down 22.41% from 2024's \$285,953,495 with unit sales of 267 down by 16.04% from last year's 318. New listings of 702 are up 15.84% from a year ago, with the sales/listing ratio of 38.03% down 14.44%.



Year-to-date average sale price of \$828,687

Down from \$891,260 one year ago with median sale price of \$800,077 down from \$815,000 one year ago. Average days-on-market of 43 is up 6 days from last year.

JULY NUMBERS

Median Sale Price

\$800,077

-4.75%

Average Sale Price

\$863,856

-8.53%

Sales Volume

\$39,737,367

-24.87%

Unit Sales

46

-17.86%

New Listings

97

+25.97%

Expired Listings

12

+33.33%

Unit Sales/Listings Ratio

47.42%

-25.3%

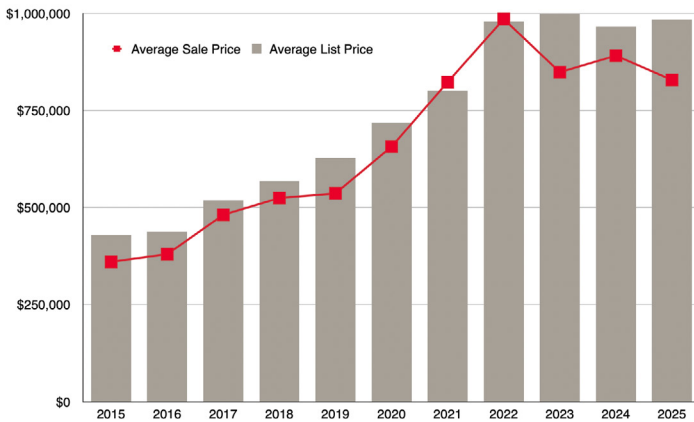
*Year-over-year comparison
(July 2024 vs. July 2025)*

THE MARKET IN DETAIL

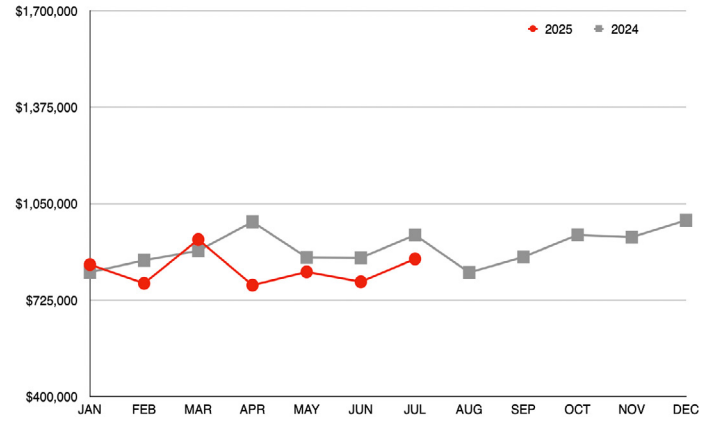
	2023	2024	2025	2024-2025
YTD Volume Sales	\$250,644,943	\$285,953,495	\$221,867,366	-22.41%
YTD Unit Sales	292	318	267	-16.04%
YTD New Listings	469	606	702	+15.84%
YTD Sales/Listings Ratio	62.26%	52.48%	38.03%	-14.44%
YTD Expired Listings	38	59	79	+33.9%
Monthly Volume Sales	\$25,400,950	\$52,889,200	\$39,737,367	-24.87%
Monthly Unit Sales	29	56	46	-17.86%
Monthly New Listings	70	77	97	+25.97%
Monthly Sales/Listings Ratio	41.43%	72.73%	47.42%	-25.3%
Monthly Expired Listings	8	9	12	+33.33%
YTD Sales: \$0-\$199K	4	6	4	-33.33%
YTD Sales: \$200k-349K	2	2	7	+250%
YTD Sales: \$350K-\$549K	19	27	23	-14.81%
YTD Sales: \$550K-\$749K	94	92	83	-9.78%
YTD Sales: \$750K-\$999K	112	98	95	-3.06%
YTD Sales: \$1M-\$2M	58	89	52	-41.57%
YTD Sales: \$2M+	3	7	4	-42.86%
YTD Average Days-On-Market	28.29	37.43	42.71	+14.12%
YTD Average Sale Price	\$848,600	\$891,260	\$828,687	-7.02%
YTD Median Sale Price	\$800,000	\$815,000	\$800,077	-1.83%

Centre Wellington MLS Sales and Listing Summary
2023 vs. 2024 vs. 2025

AVERAGE SALE PRICE

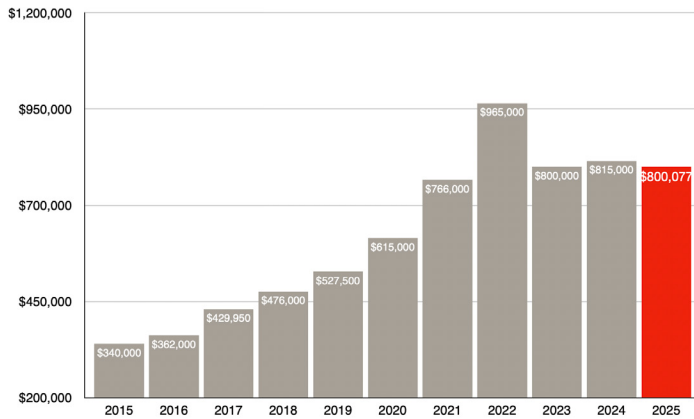


Year-Over-Year

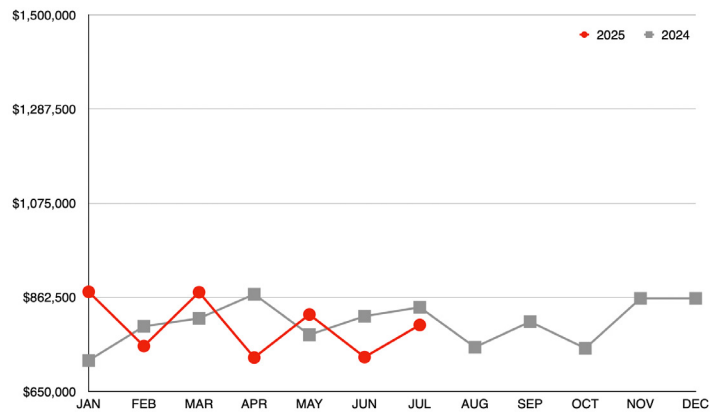


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



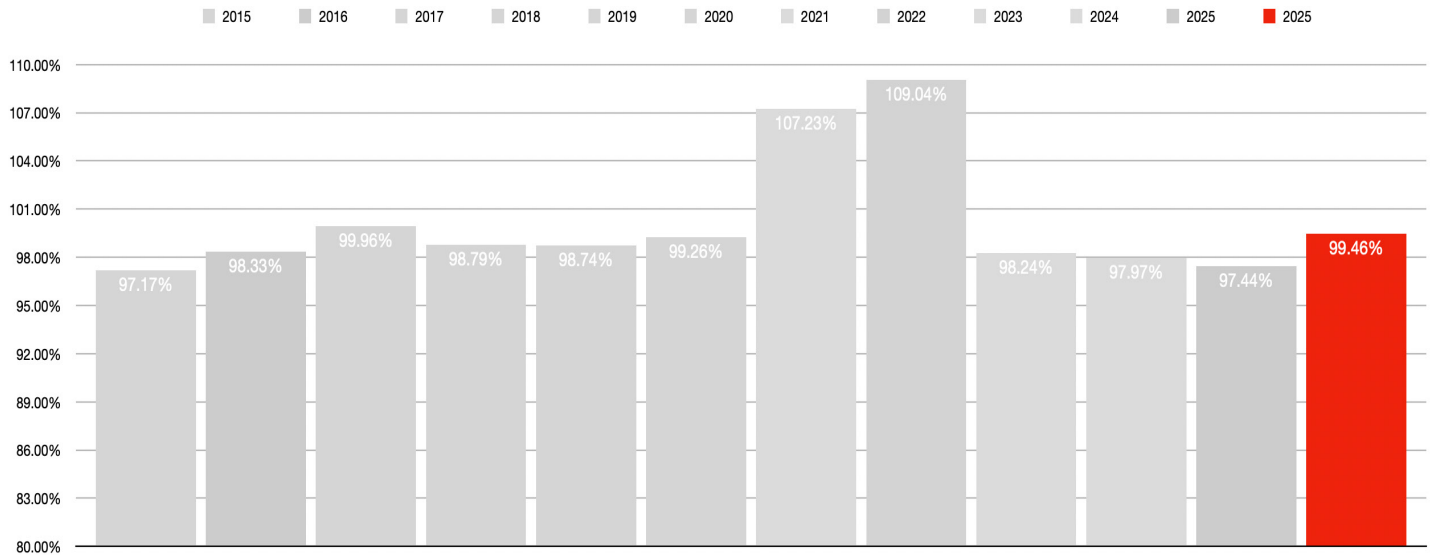
Year-Over-Year



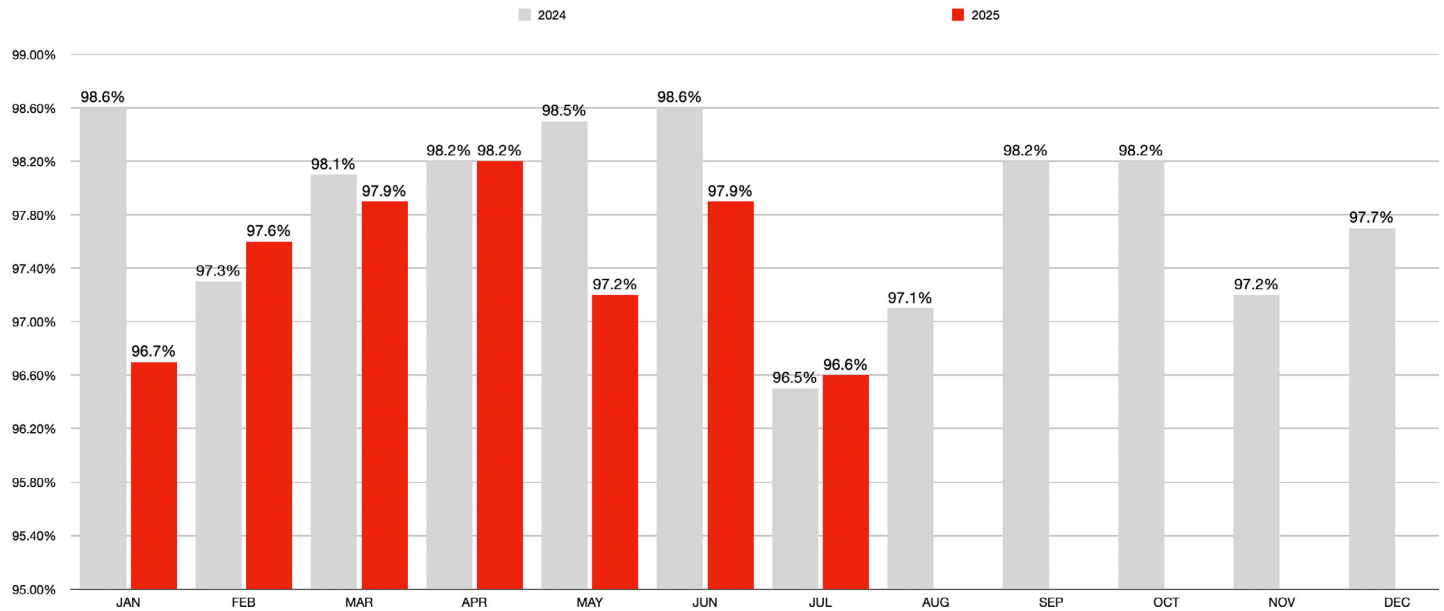
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

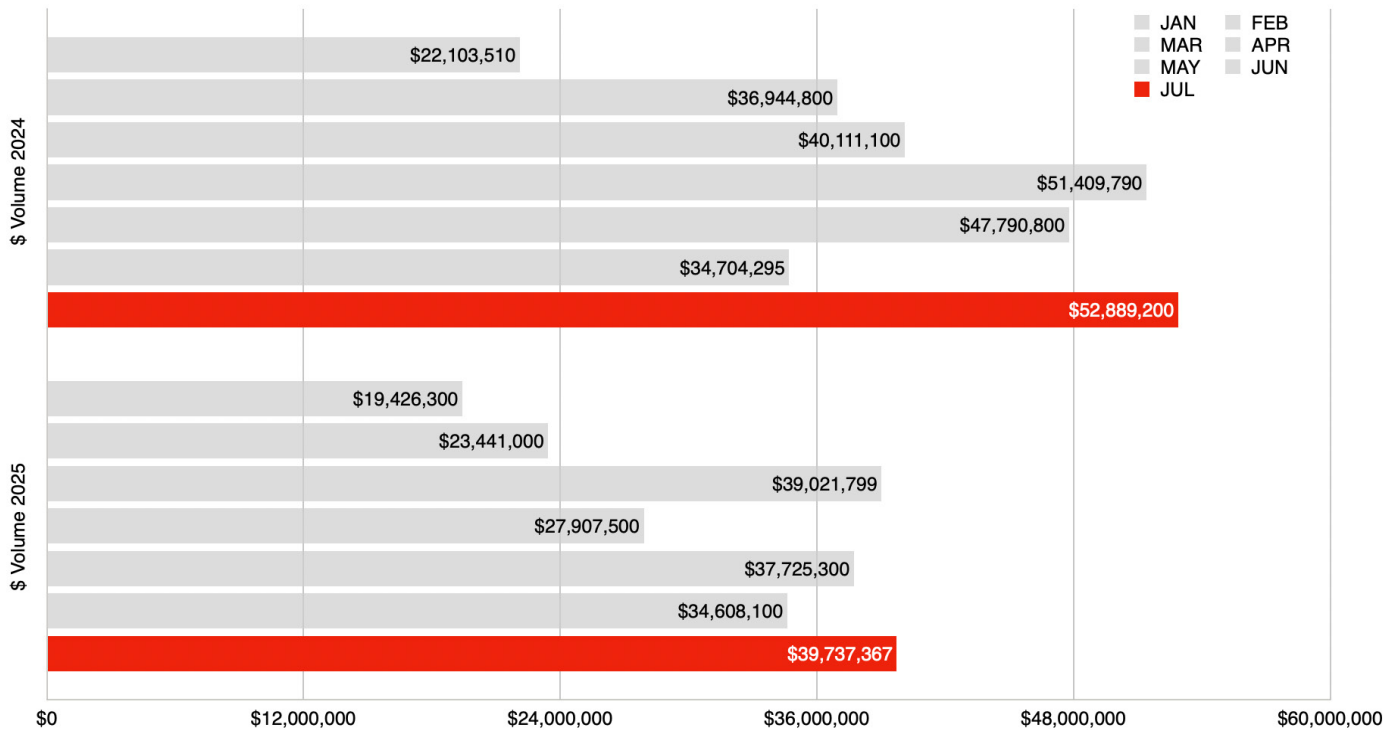


Year-Over-Year

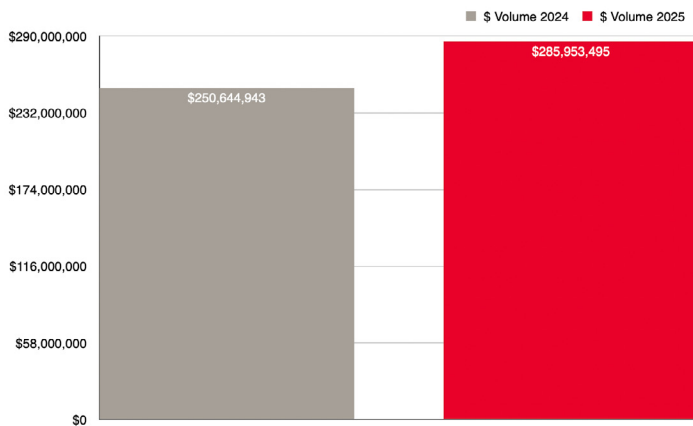


Month-Over-Month 2024 vs. 2025

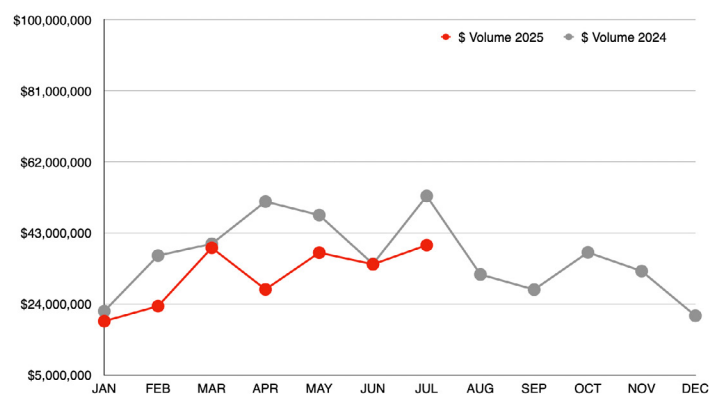
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

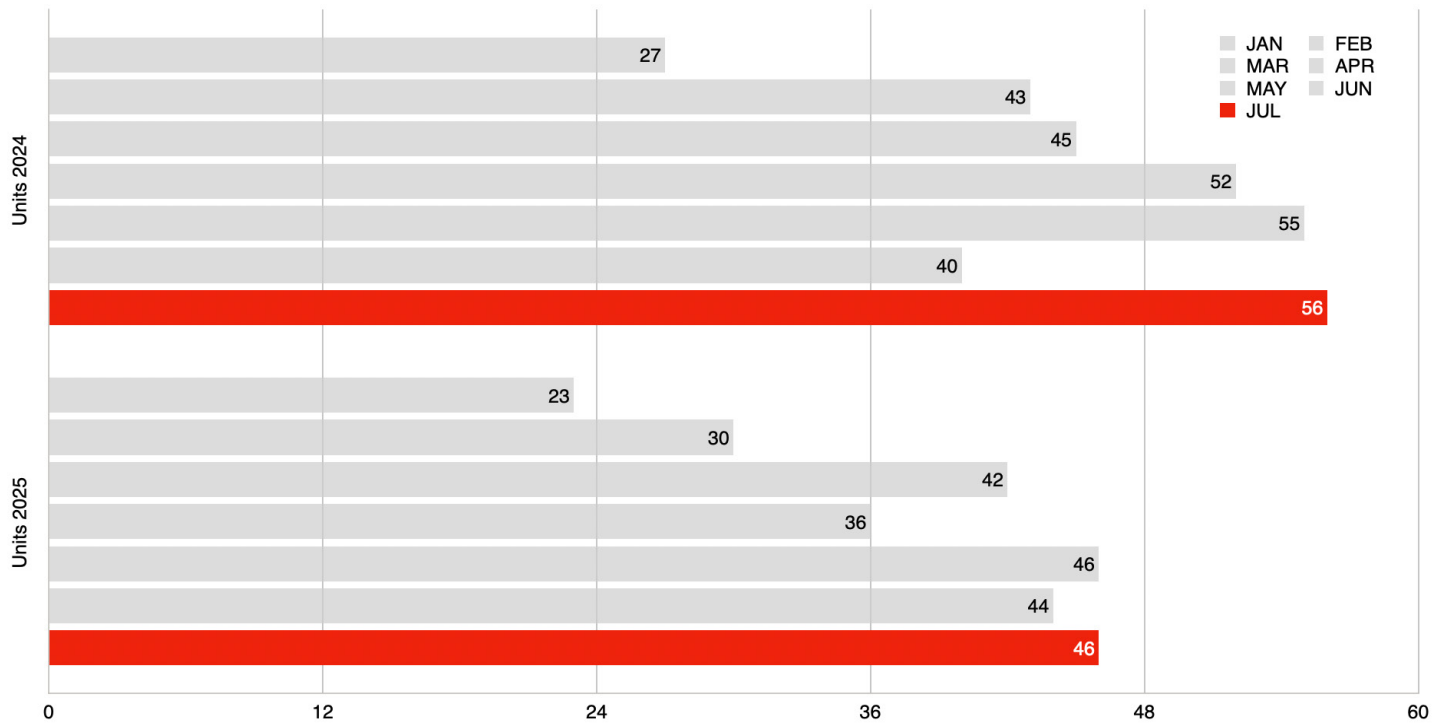


Yearly Totals 2024 vs. 2025

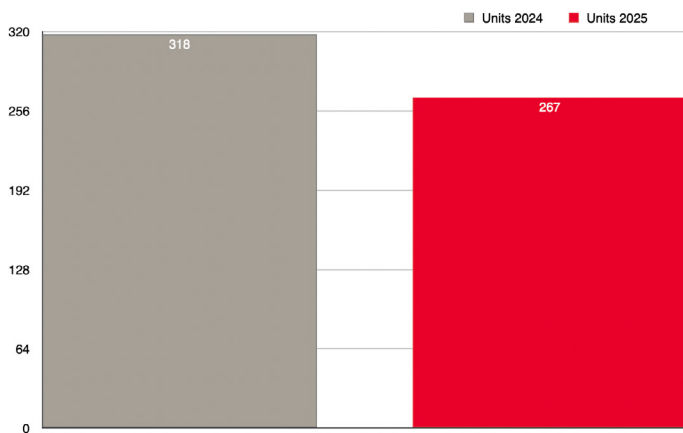


Month vs. Month 2024 vs. 2025

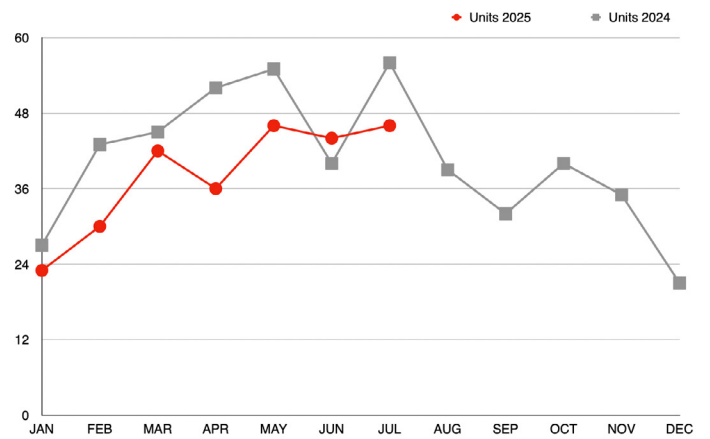
UNIT SALES



Monthly Comparison 2024 vs. 2025

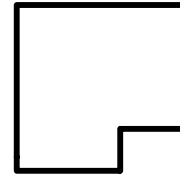

















Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



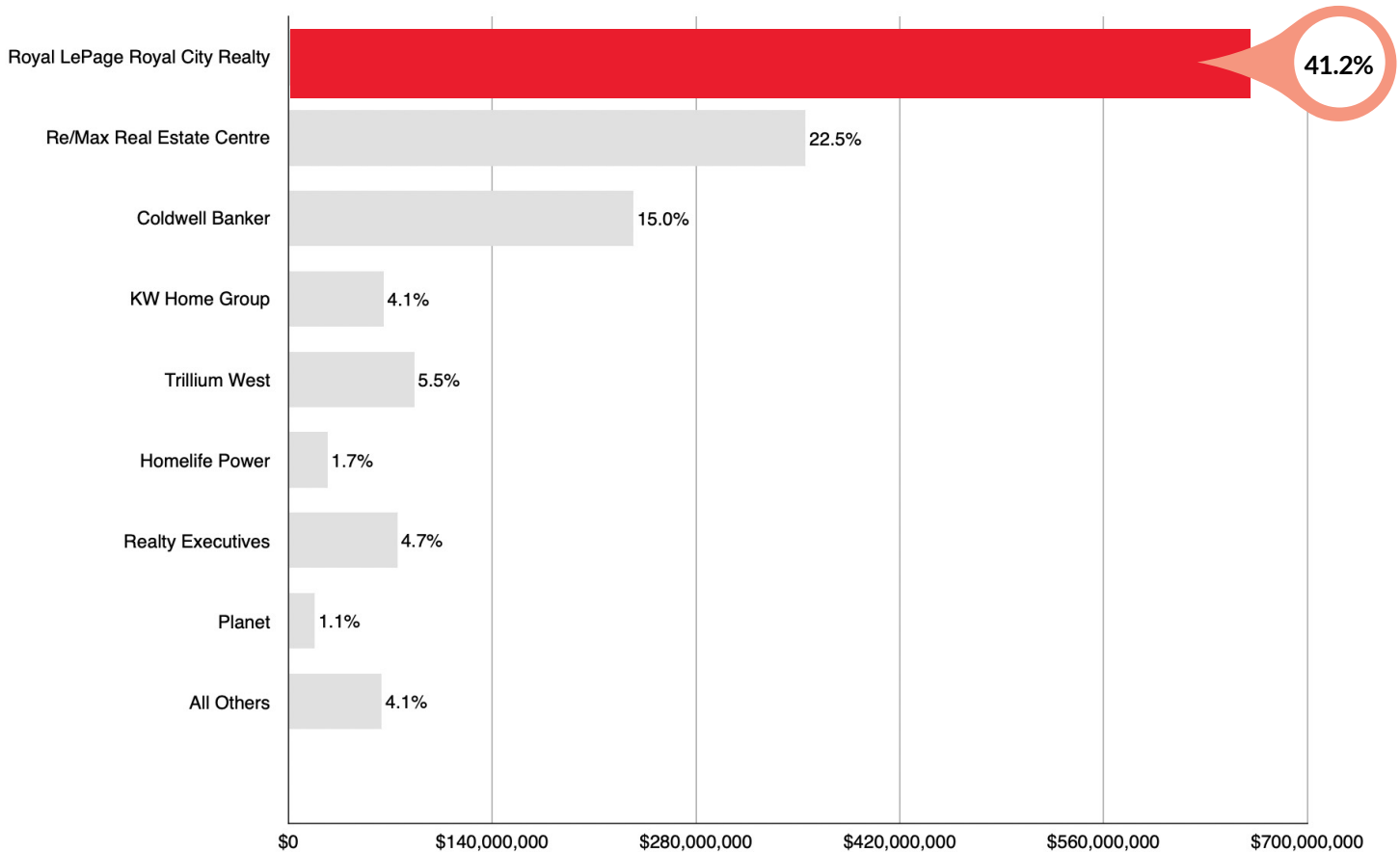
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$195,843,566 -21.65%	 \$26,023,800 +2.68%	 \$2,200,000 -80.56%
YTD Unit Sales	 228 -10.24%	 39 -4.88%	 4 -33.33%
YTD Average Sale Price	 \$858,963 -5.25%	 \$26,023,800 +2.68%	 \$550,000 +241.33%
July Sales Volume	 \$32,874,467 -35.68%	 \$6,862,900 +373.34%	 \$0 No Change
July Unit Sales	 37 -26%	 9 +350%	 0 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 August 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.

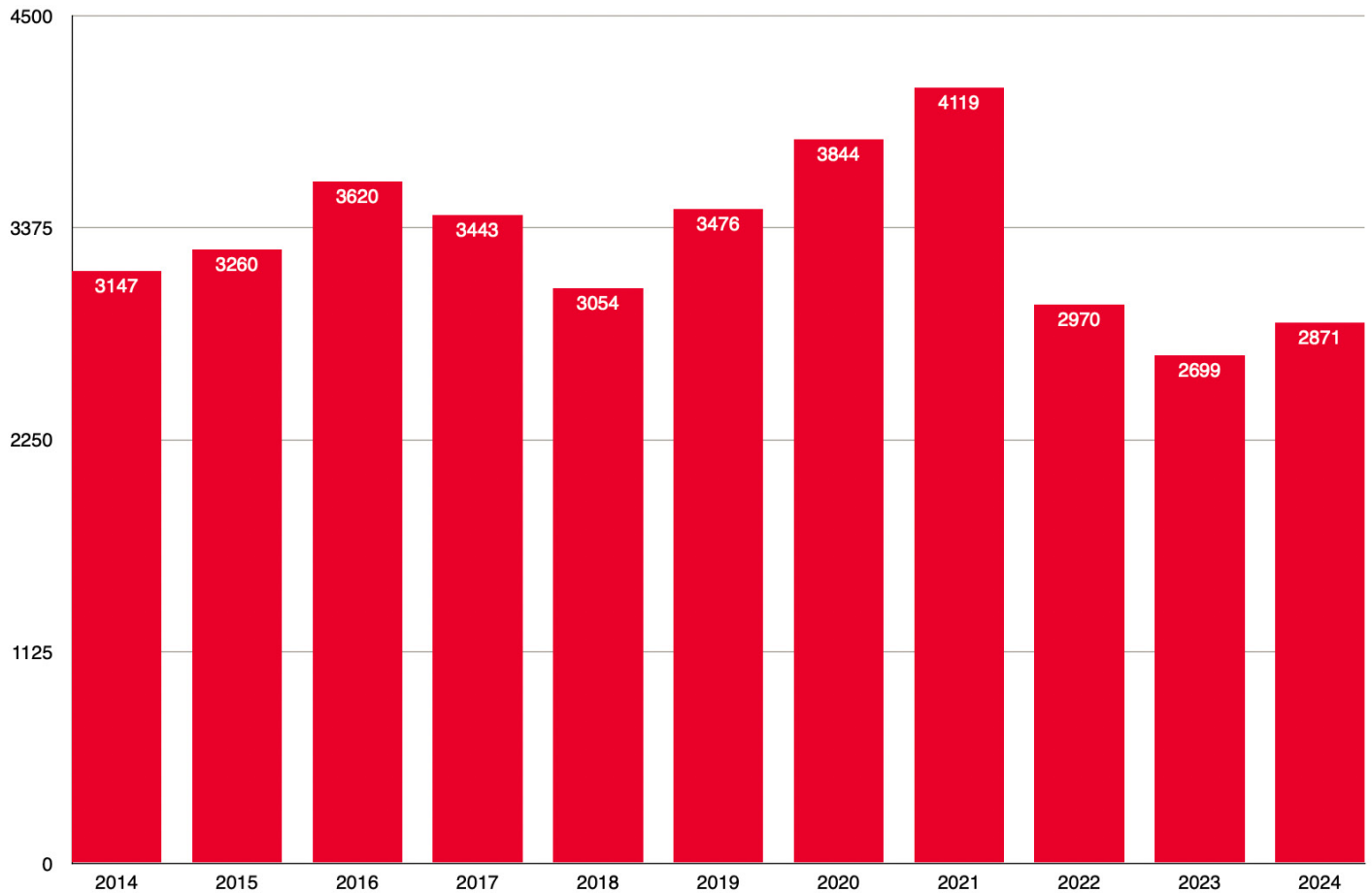
MARKET DOMINANCE



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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