



2026
JULY

CENTRE WELLINGTON

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

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%

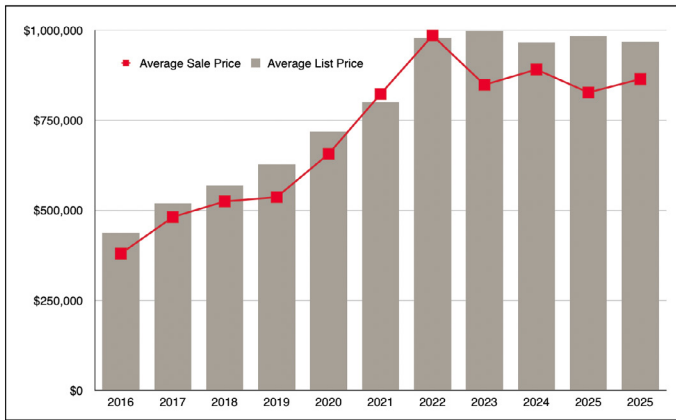
*Year-over-year comparison
(July 2025 vs. July 2026)*

THE MARKET IN DETAIL

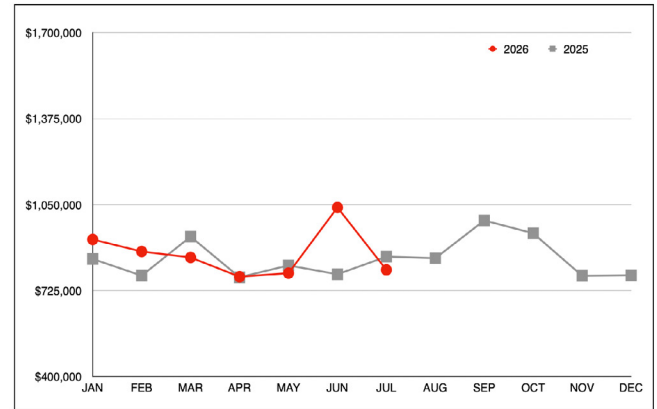
	2024	2025	2026	2025-2026
YTD Volume Sales	\$285,953,495	\$223,092,366	\$235,926,129	+5.75%
YTD Unit Sales	318	269	271	+0.74%
YTD New Listings	606	712	730	+2.53%
YTD Sales/Listings Ratio	52.48%	37.78%	37.12%	-1.74%
YTD Expired Listings	59	79	116	+46.84%
Monthly Volume Sales	\$52,889,200	\$40,962,367	\$35,347,800	-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

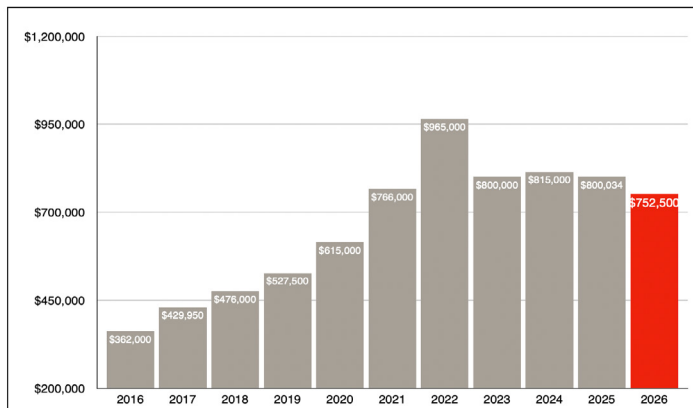


Year-Over-Year

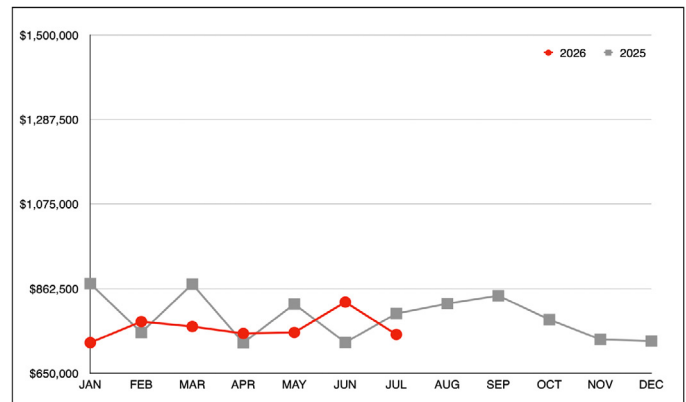


Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE



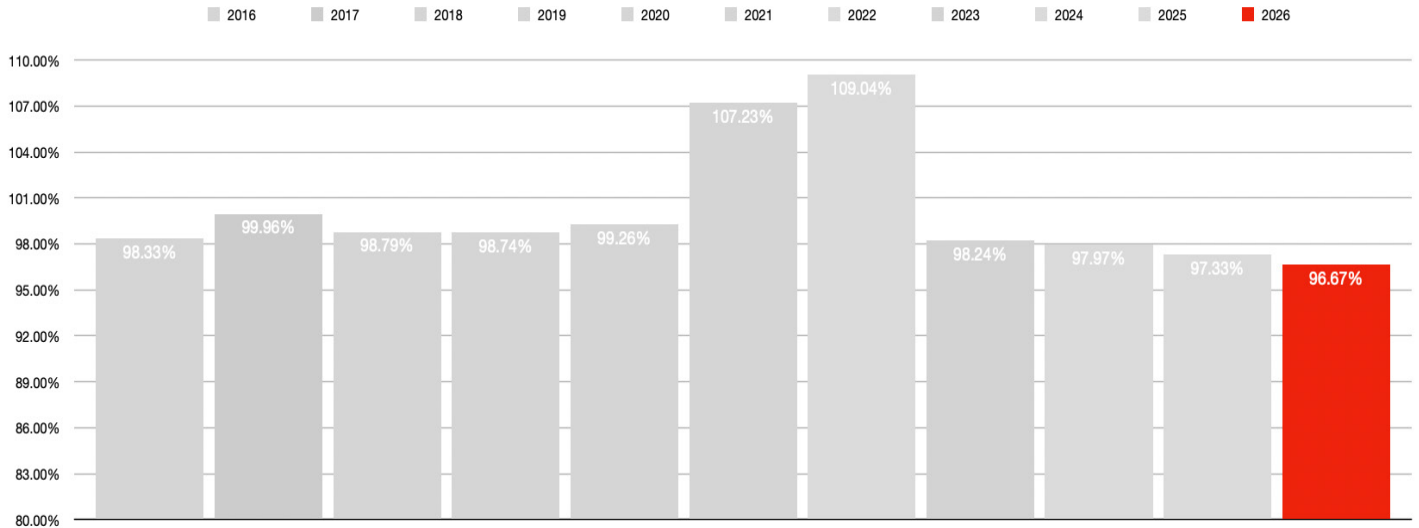
Year-Over-Year



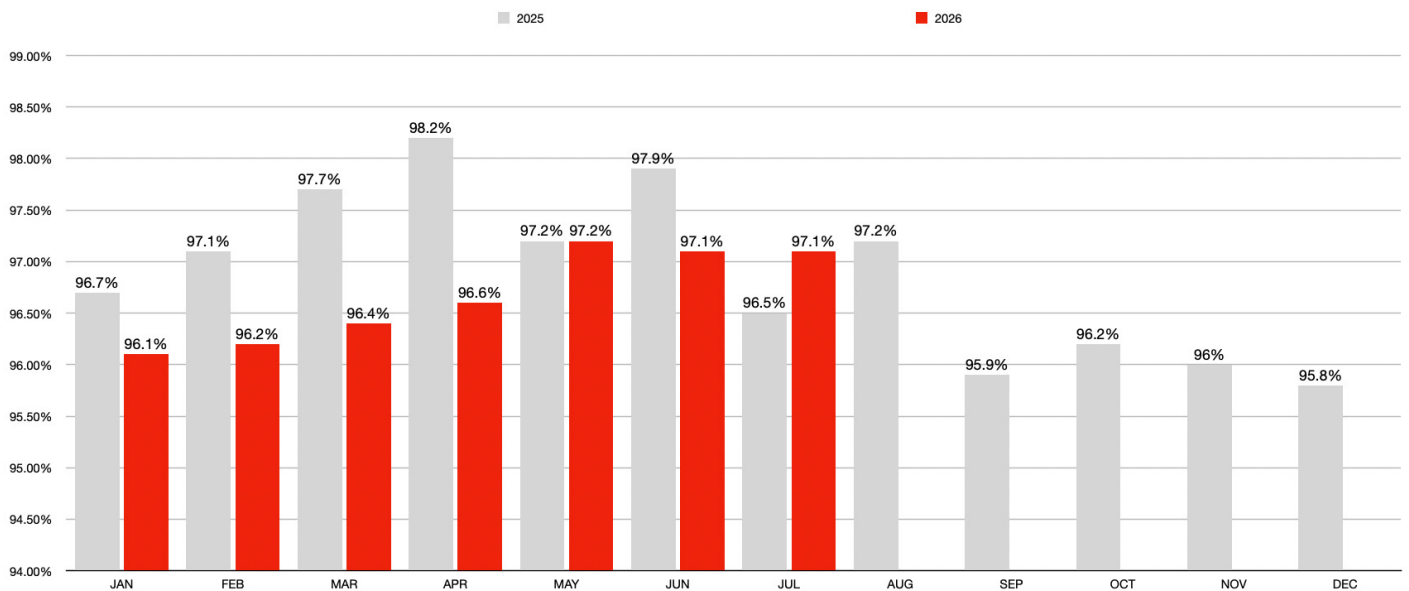
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. LIST PRICE RATIO

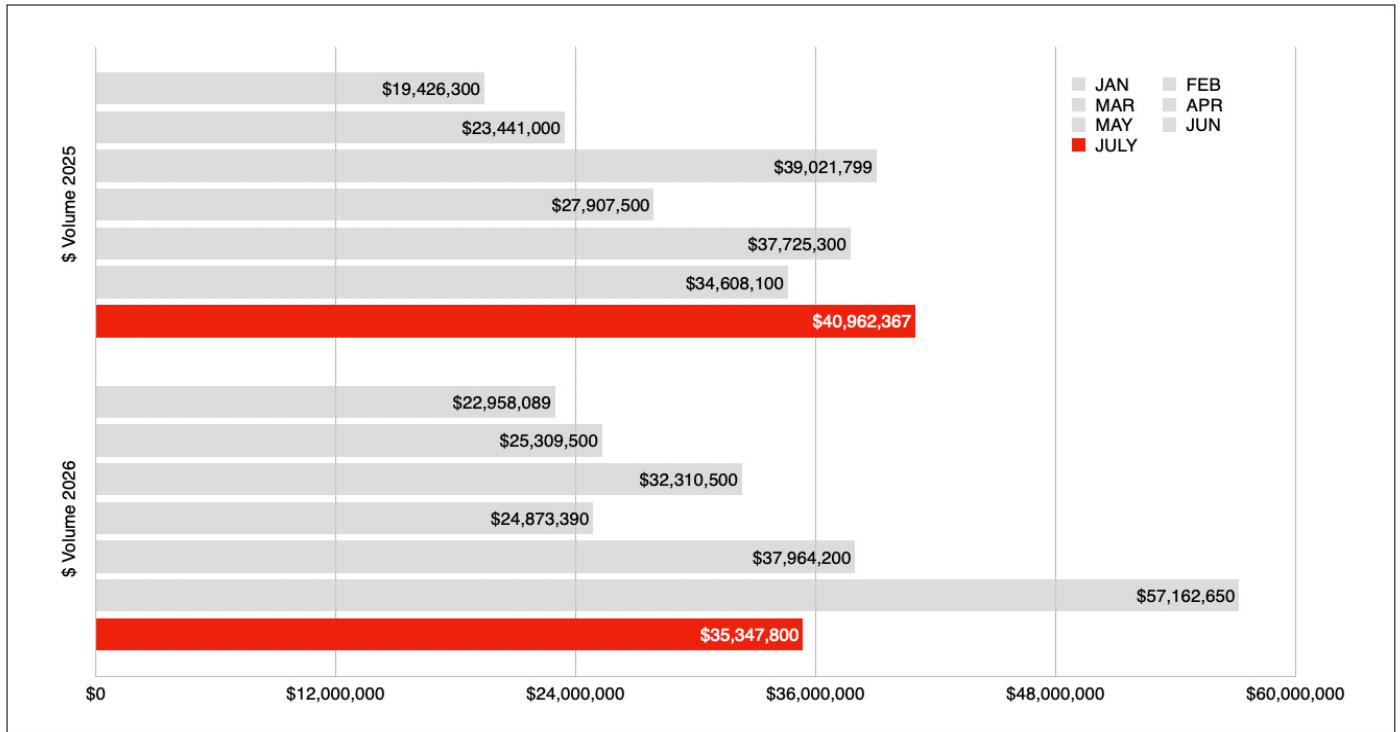


Year-Over-Year

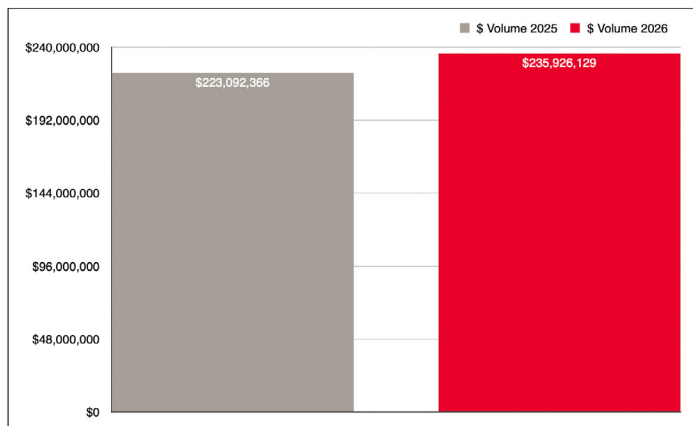


Month-Over-Month 2025 vs. 2026

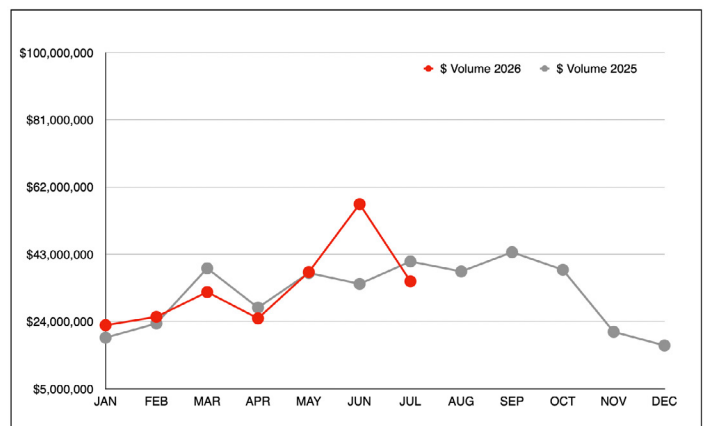
DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

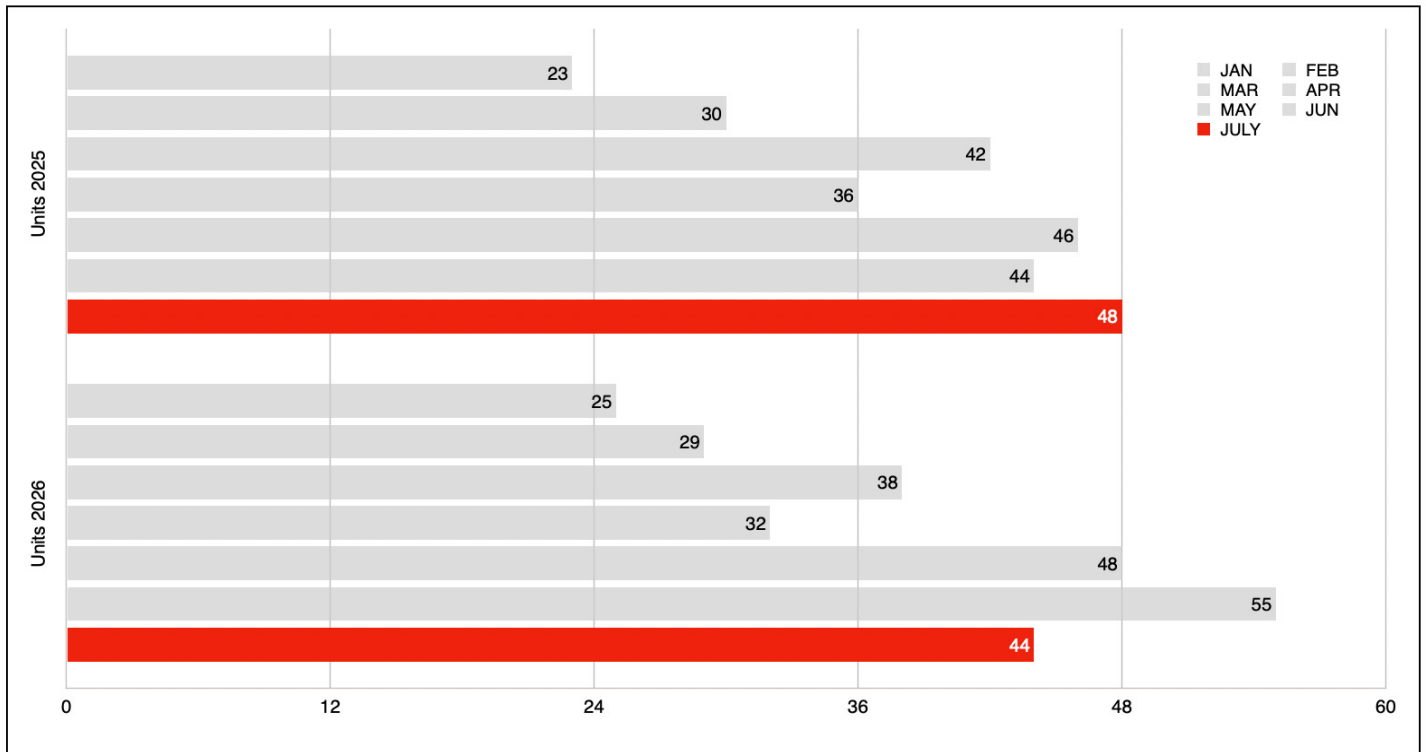


Yearly Totals 2025 vs. 2026

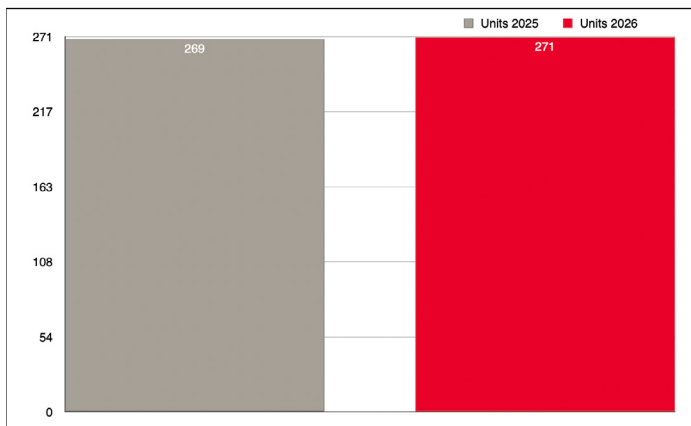


Month vs. Month 2025 vs. 2026

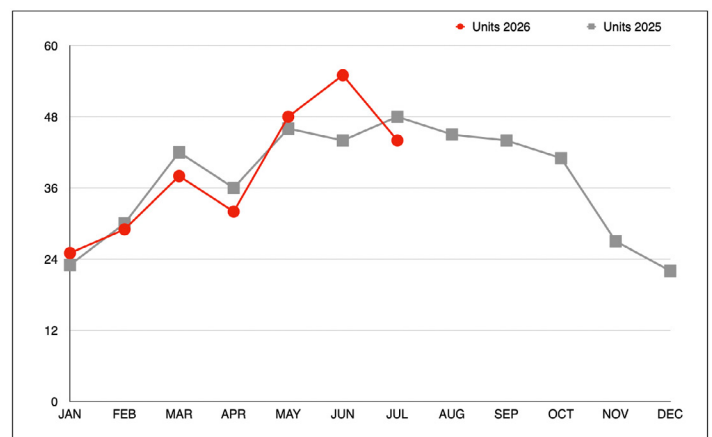
UNIT SALES



Monthly Comparison 2025 vs. 2026

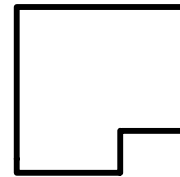


Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

SALES BY TYPE



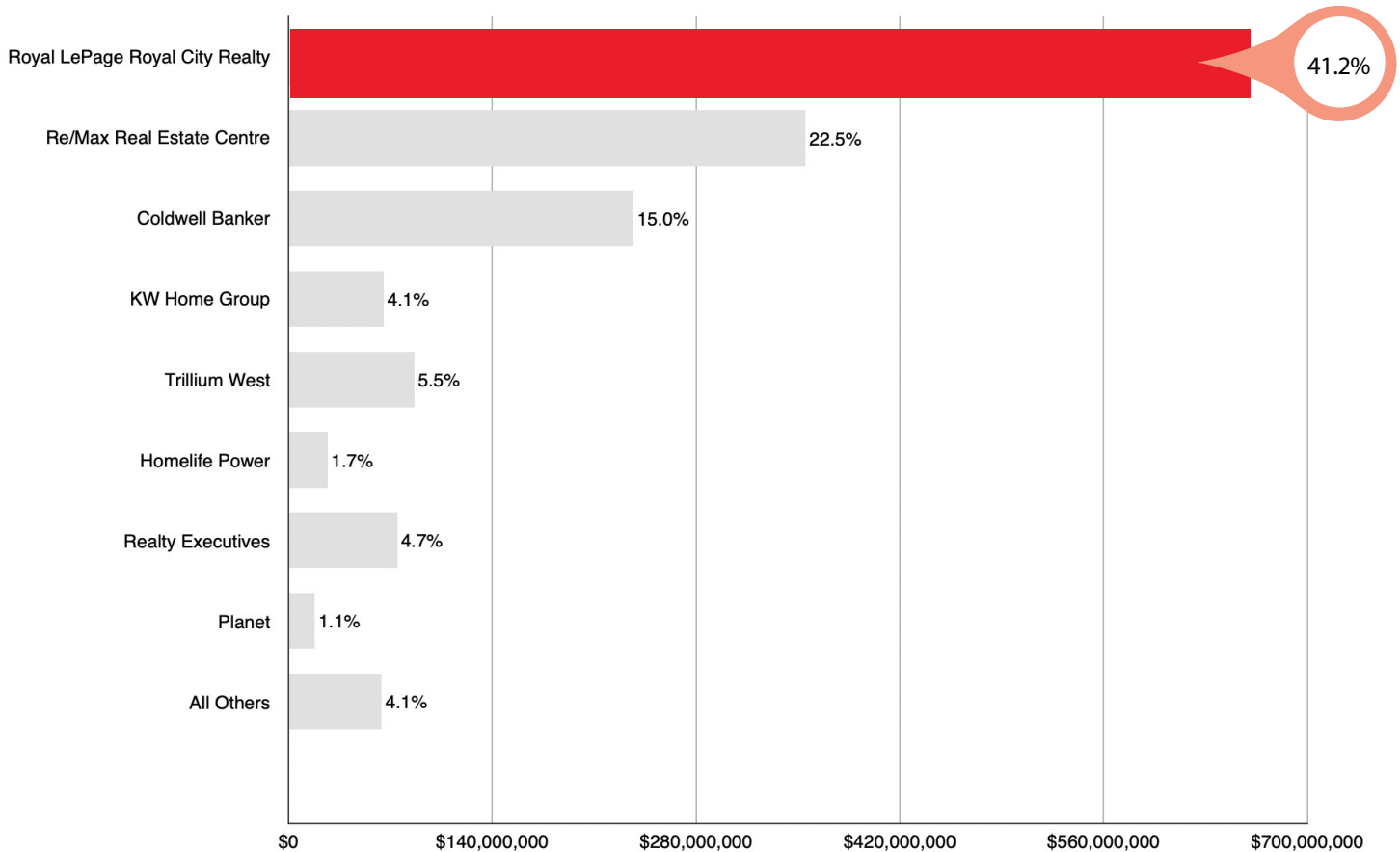
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$200,426,829 +1.7%	 \$35,499,300 +36.41%	 \$915,000 -58.41%
YTD Unit Sales	 221 -3.91%	 50 +28.21%	 3 -25%
YTD Average Sale Price	 \$906,909 +5.85%	 \$709,986 +6.4%	 \$305,000 -44.55%
July Sales Volume	 \$29,890,300 -12.34%	 \$5,457,500 -20.48%	 \$100,000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

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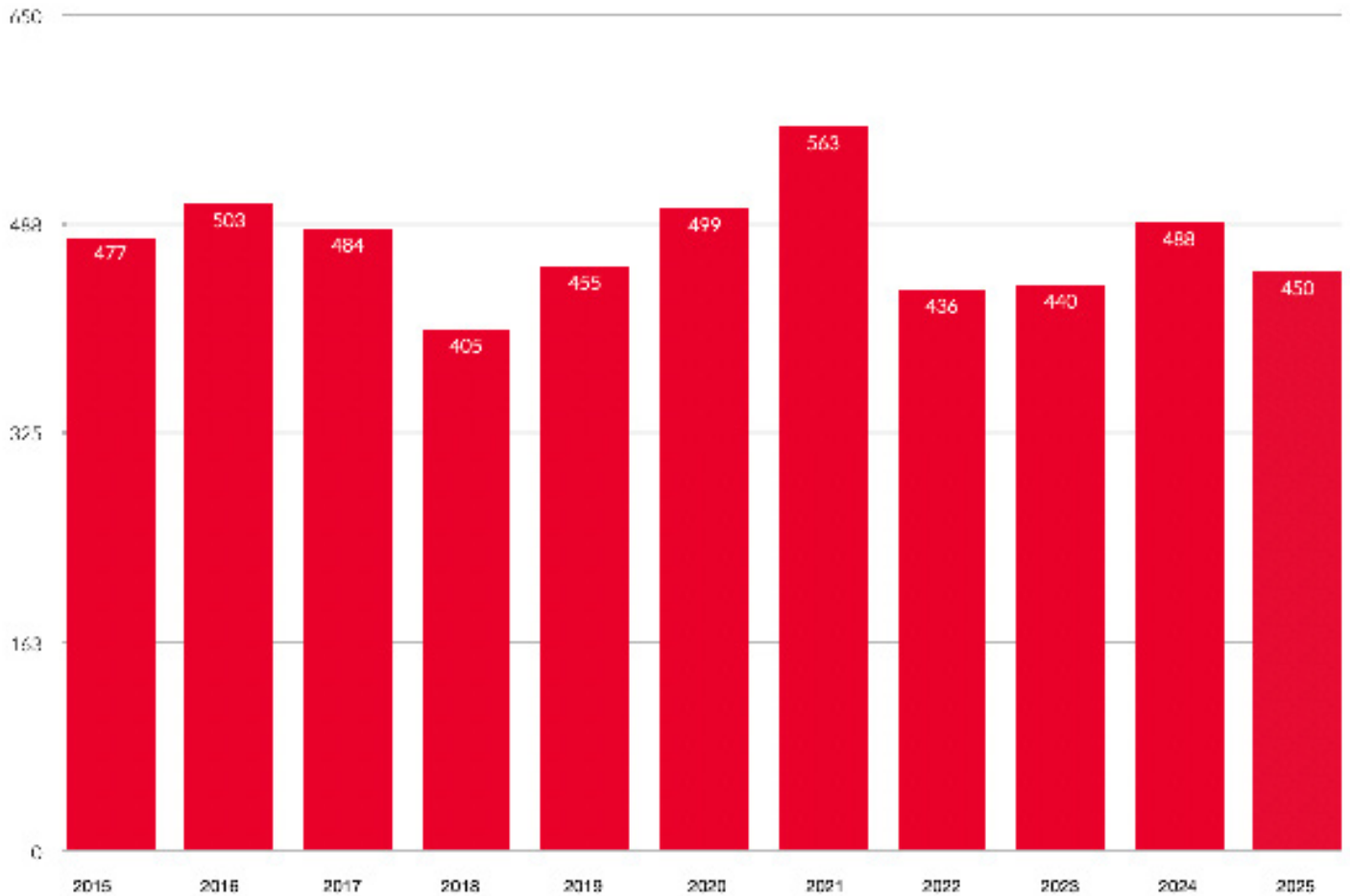
MARKET DOMINANCE



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



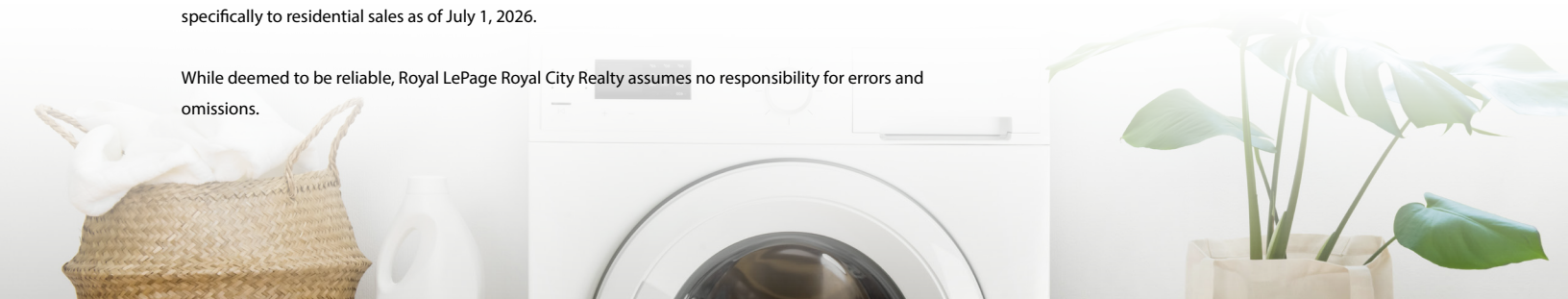
10 YEAR MARKET ANALYSIS



Units Sold

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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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