



# 2026

# MARCH

## CENTRE WELLINGTON

## Real Estate Market Report



**George Mochrie**  
Sales Representative

519-766-3716  
gmochrie@royallepage.ca  
georgemochrie.com



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

## BUYER'S MARKET

[Centre Wellington](#) remained in buyer's market territory this March, as declining sales activity and stable inventory levels continued to favour purchasers. The median sale price dropped 12.19% to \$767,500, while the average sale price decreased 7.29% to \$861,347. Sales volume fell 20.54% to \$31.01M, driven by a 14.29% decline in unit sales to 36 transactions. New listings held steady at 103, while expired listings remained unchanged at 7, indicating consistent supply conditions. With a unit sales-to-listings ratio of 34.95%, down 15.65% year over year and below the 39% threshold, market conditions continue to favour buyers in Centre Wellington.



### March year-over-year sales volume of \$31,008,500

Down -20.54% from 2025's \$39,021,799 with unit sales of 36 down -14.29% from last March's 42. New listings of 103 are the same from a year ago, with the sales/listing ratio of 34.95% down -15.65%.



### Year-to-date sales volume of \$79,276,089

Down -3.19% from 2025's \$81,889,099 with unit sales of 90 down by -5.26% from last year's 95. New listings of 238 are down -2.06% from a year ago, with the sales/listing ratio of 37.82% down -1.28%.



### Year-to-date average sale price of \$889,143

Up from \$812,995 one year ago with a median sale price of \$767,500 down from \$874,000 one year ago. Average days-on-market of 56 is up 10 days from last year.

## MARCH NUMBERS

Median Sale Price

**\$767,500**

-12.19%

Average Sale Price

**\$861,347**

-7.29%

Sales Volume

**\$31,008,500**

-20.54%

Unit Sales

**36**

-14.29%

New Listings

**103**

No Change

Expired Listings

**7**

No Change

Unit Sales/Listings Ratio

**34.95%**

-15.65%

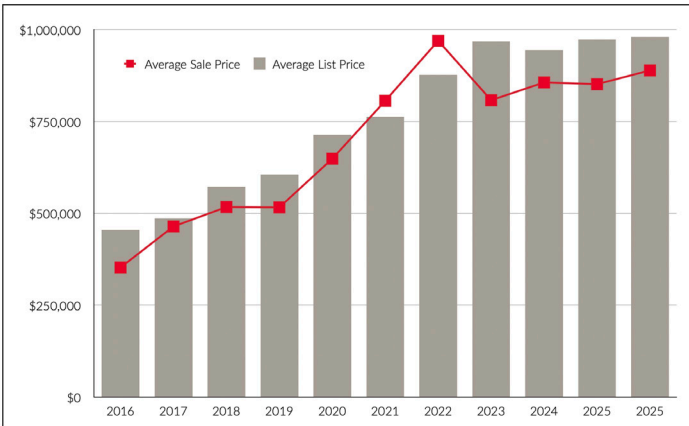
*Year-over-year comparison  
(March 2025 vs. March 2026)*

# THE MARKET IN DETAIL

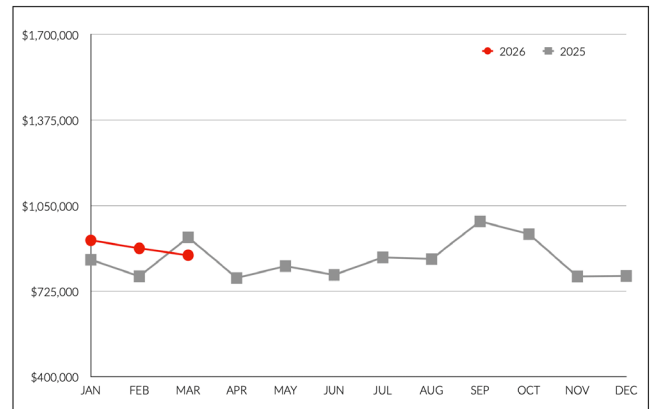
	2024	2025	2026	2025-2026
YTD Volume Sales	\$99,159,410	\$81,889,099	\$79,276,089	-3.19%
YTD Unit Sales	115	95	90	-5.26%
YTD New Listings	207	243	238	-2.06%
YTD Sales/Listings Ratio	55.56%	39.09%	37.82%	-3.27%
YTD Expired Listings	30	30	35	+16.67%
Monthly Volume Sales	\$40,111,100	\$39,021,799	\$31,008,500	-20.54%
Monthly Unit Sales	45	42	36	-14.29%
Monthly New Listings	83	103	103	No Change
Monthly Sales/Listings Ratio	60.00%	50.60%	34.95%	-30.93%
Monthly Expired Listings	10	7	7	No Change
YTD Sales: \$0-\$199K	0	2	1	-50%
YTD Sales: \$200k-349K	1	2	1	-50%
YTD Sales: \$350K-\$549K	9	4	11	+175%
YTD Sales: \$550K-\$749K	40	28	28	No Change
YTD Sales: \$750K-\$999K	37	39	26	-33.33%
YTD Sales: \$1M-\$2M	29	18	19	+5.56%
YTD Sales: \$2M+	1	3	4	+33.33%
YTD Average Days-On-Market	38.00	46.33	56.33	+21.58%
YTD Average Sale Price	\$856,396	\$851,693	\$889,143	+4.4%
YTD Median Sale Price	\$797,000	\$874,000	\$767,500	-12.19%

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

# AVERAGE SALE PRICE

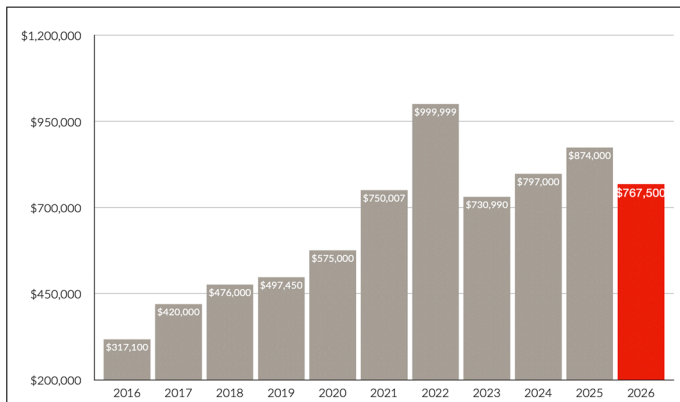


Year-Over-Year

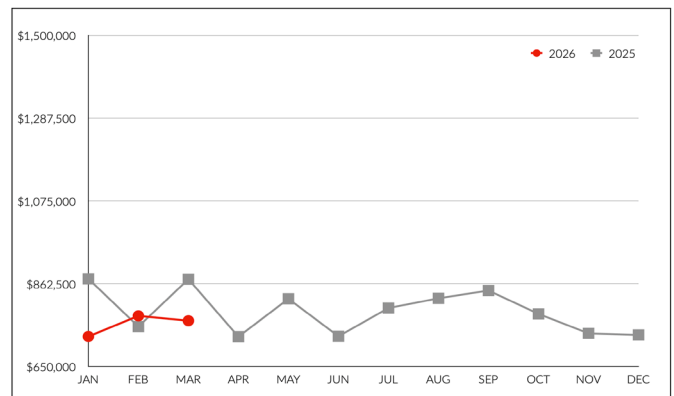


Month-Over-Month 2025 vs. 2026

# MEDIAN SALE PRICE



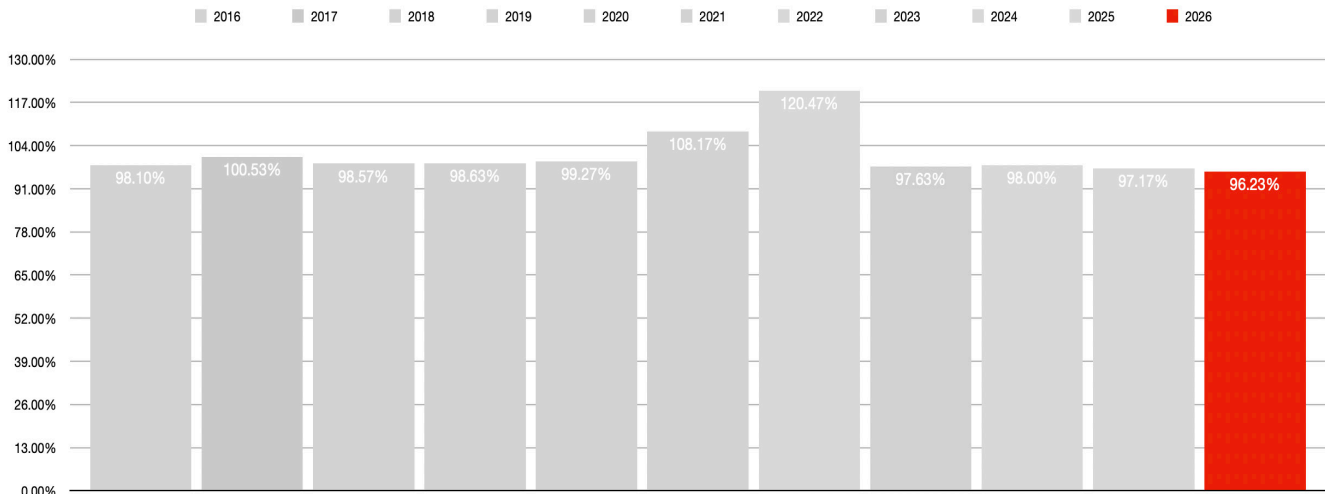
Year-Over-Year



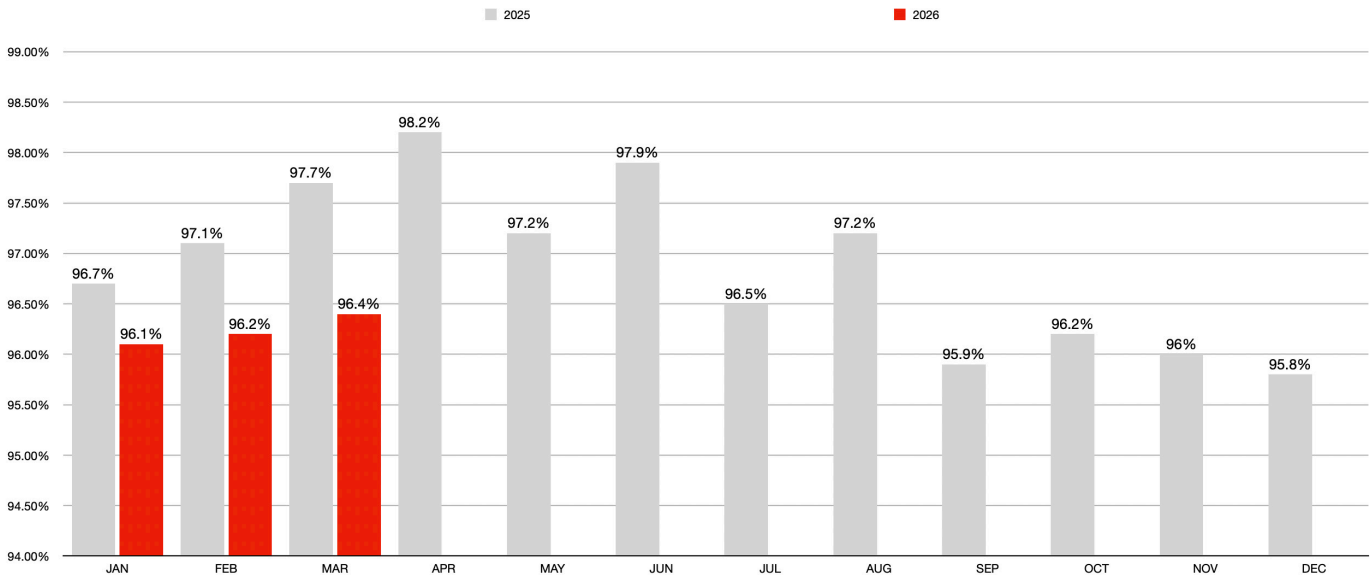
Month-Over-Month 2025 vs. 2026

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

# SALE PRICE VS. LIST PRICE RATIO

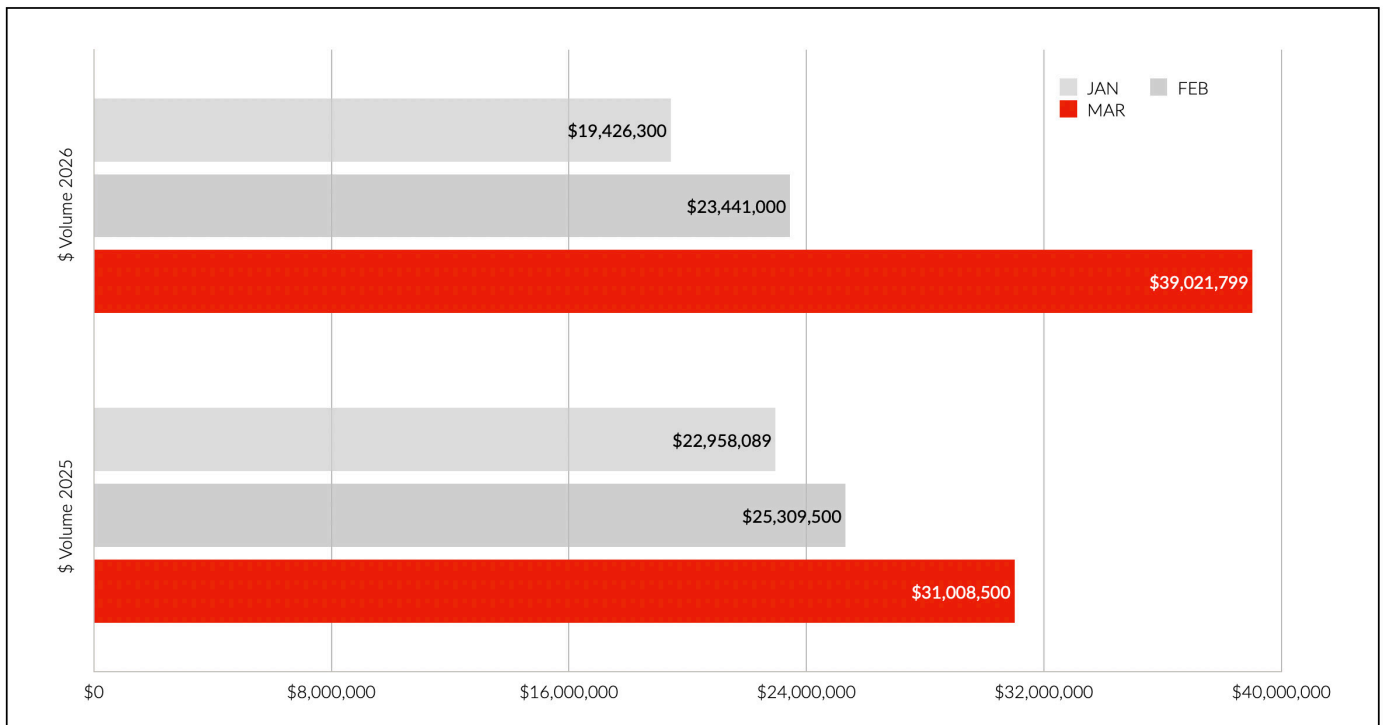


## Year-Over-Year

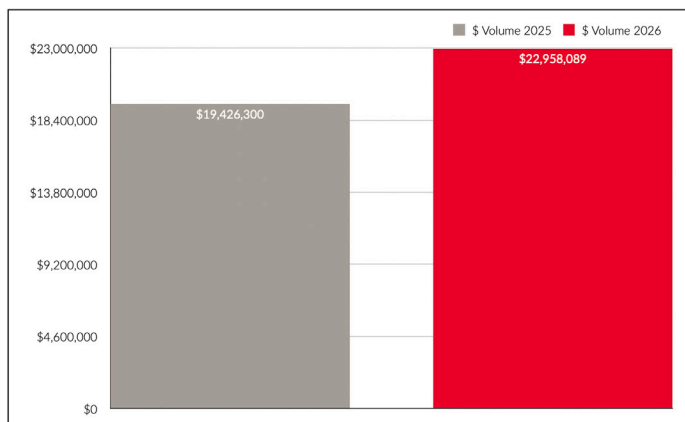


## Month-Over-Month 2025 vs. 2026

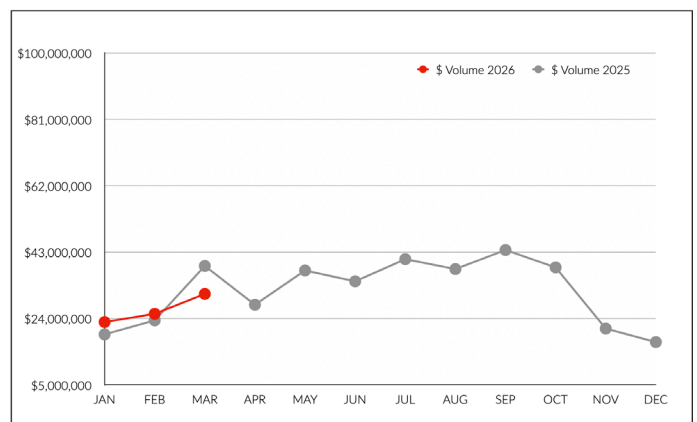
# DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

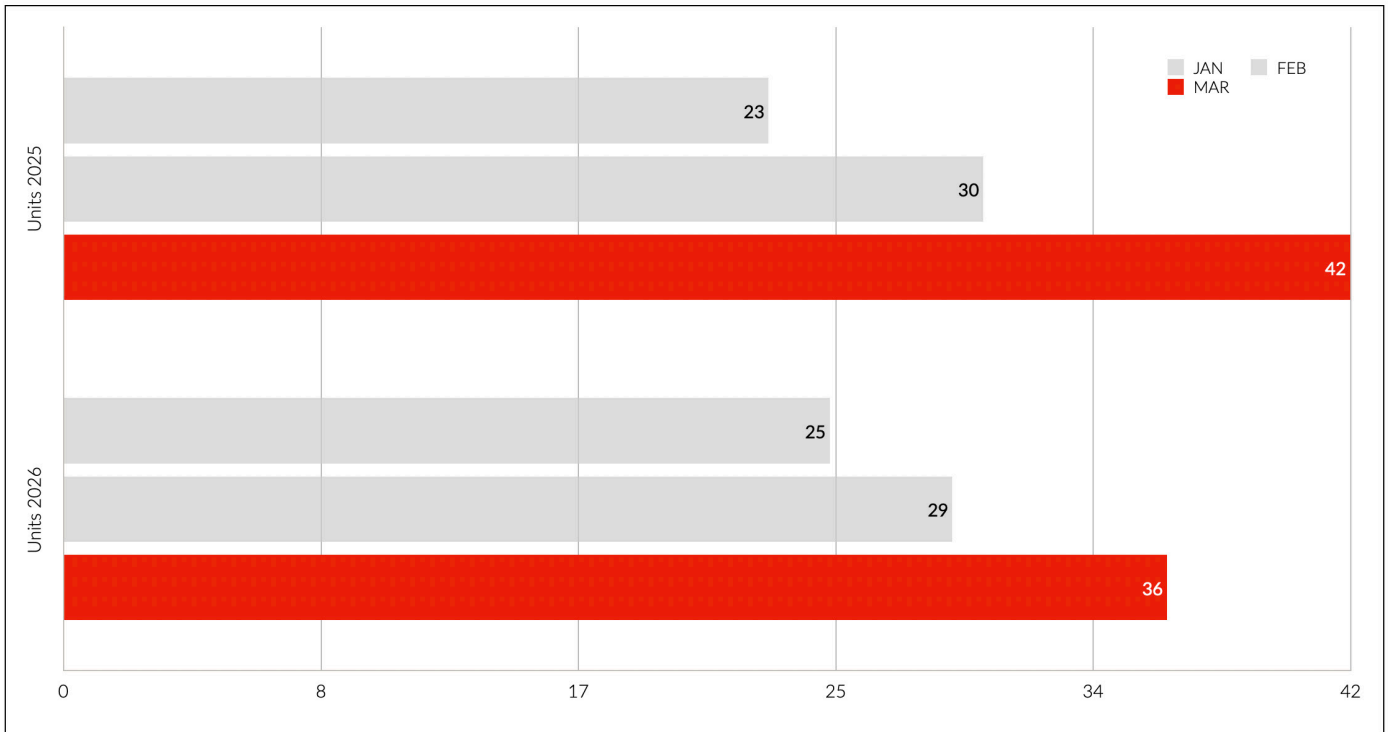


Yearly Totals 2025 vs. 2026

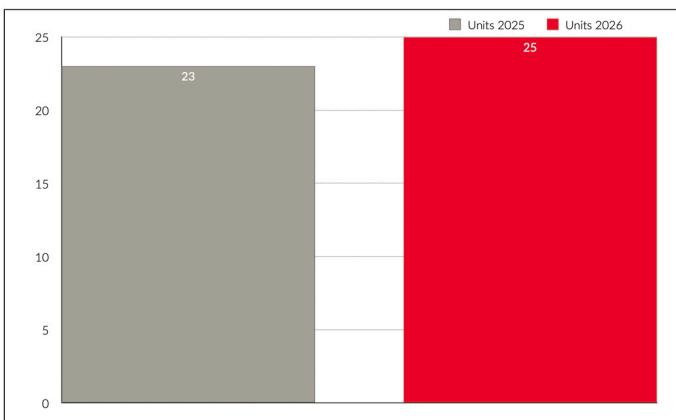


Month vs. Month 2025 vs. 2026

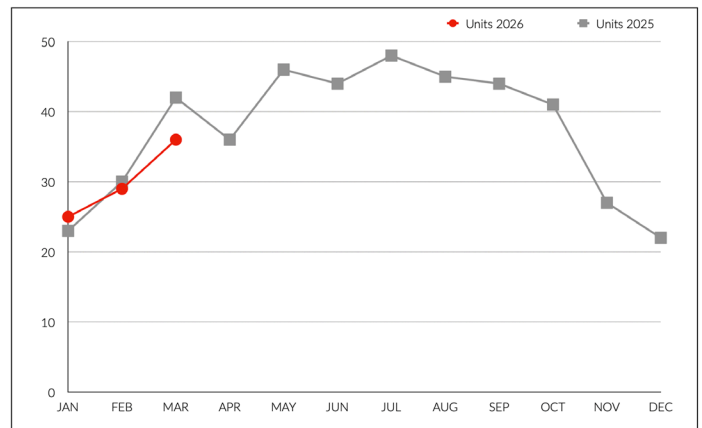
# UNIT SALES



Monthly Comparison 2025 vs. 2026



Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

# SALES BY TYPE



	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
<b>YTD Sales Volume</b>	\$67,336,189 -11.5%	\$11,939,900 +105.82%	\$815,000 +89.53%
<b>YTD Unit Sales</b>	74 -14.94%	16 +100%	2 +100%
<b>YTD Average Sale Price</b>	\$909,949 +4.04%	\$746,244 +2.91%	\$407,500 -5.23%
<b>March Sales Volume</b>	\$26,735,500 -22.3%	\$4,273,000 -7.33%	\$815,000 +100%
<b>March Unit Sales</b>	29 -19.44%	7 +16.67%	2 +100%

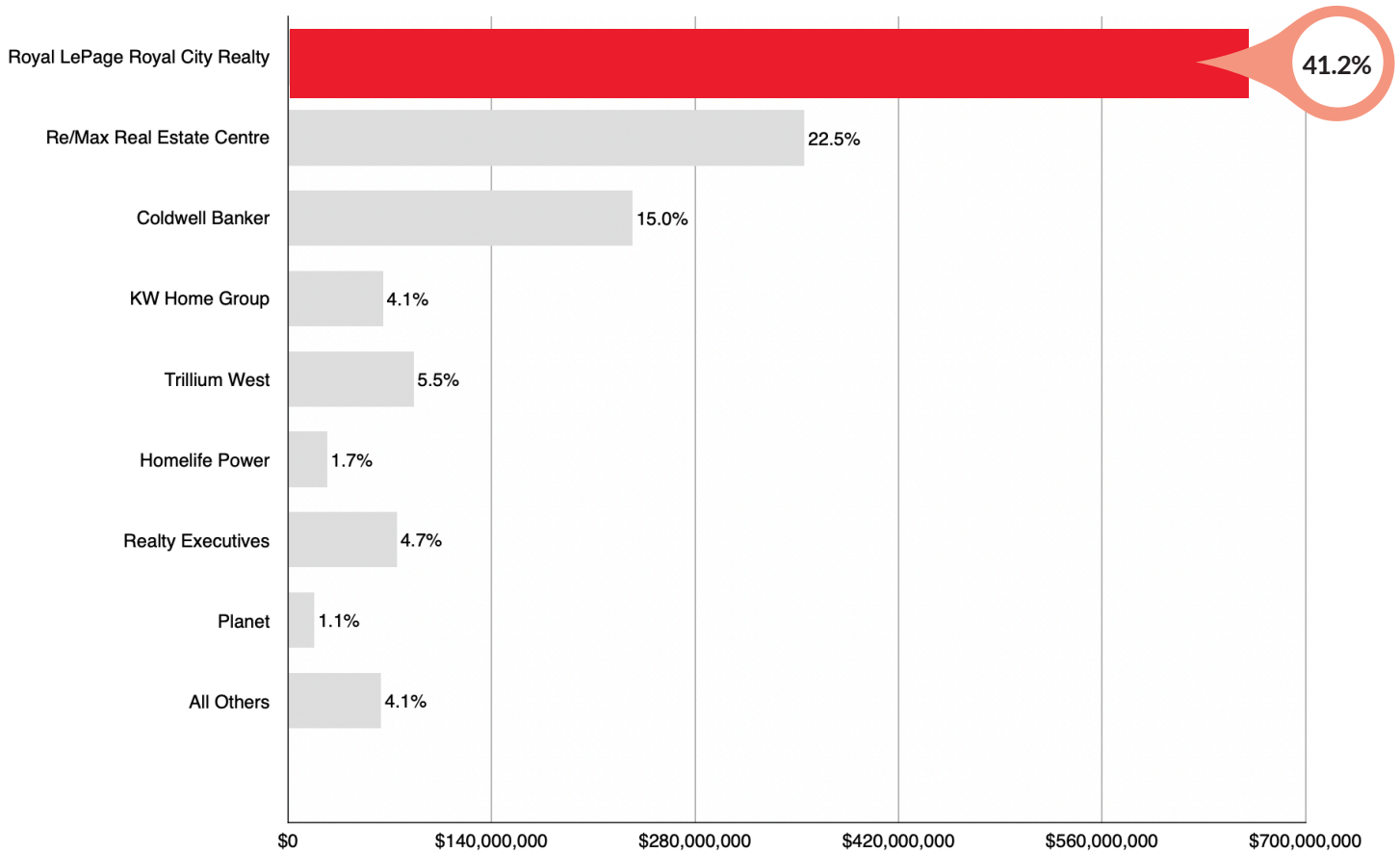
NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of March 1, 2026.

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

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



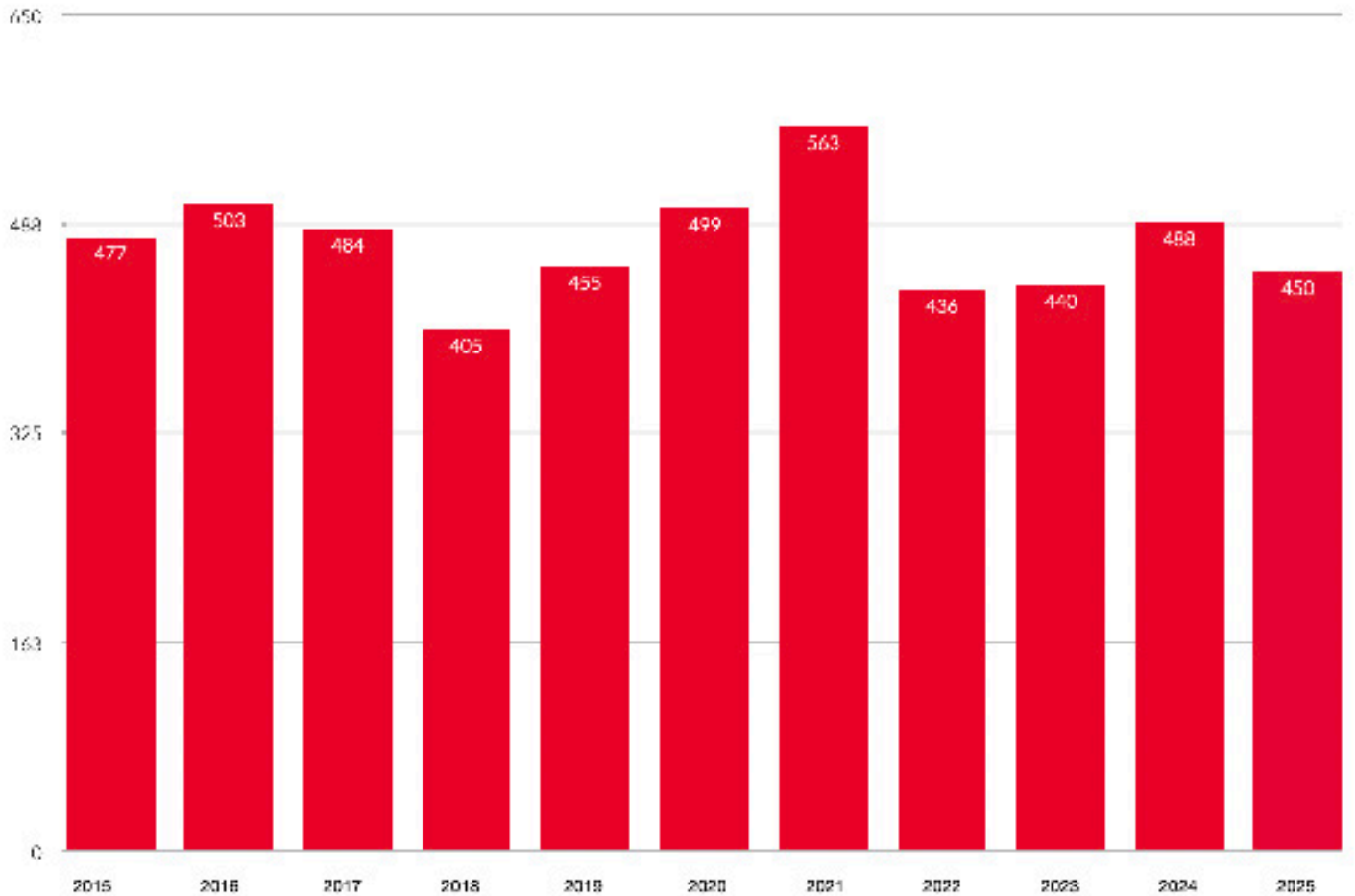
# MARKET DOMINANCE



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



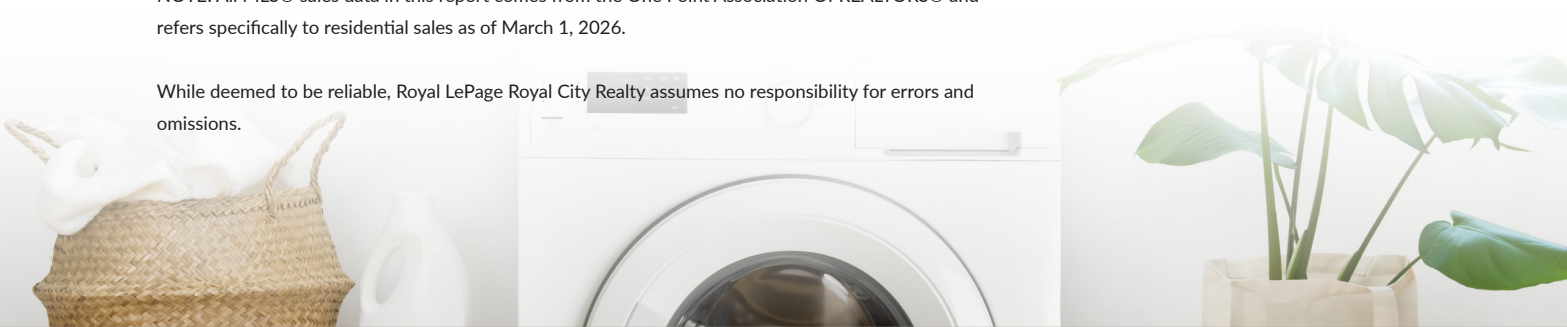
# 10 YEAR MARKET ANALYSIS



## Units Sold

NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of March 1, 2026.

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



# 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

 /RoyalLePageRoyalCity

 /RoyalCityRealty

 /RLPRoyalCity

Helping You Is What We Do.

Find more Real Estate Market Reports for Wellington County at [royalcity.com/market-update/](https://royalcity.com/market-update/)