



2025 AUGUST

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 August be occasional discrepancies or errors in the data.

OVERVIEW

BALANCED MARKET

Centre Wellington's real estate market remained in balanced territory in August, with stronger activity across both prices and sales. The median sale price rose 10.01% year-over-year to \$825,000, while the average sale price increased 3.59% to \$847,287. Sales volume climbed 19.52% to \$38.13 million, supported by a 15.38% increase in unit sales to 45 transactions. Inventory also expanded, with new listings up 25.33% to 94, even as expired listings fell 35% to 13. With a unit sales-to-listings ratio of 47.87%—down 4.13% from last year—the market continues to reflect balanced conditions, presenting opportunities for both buyers and sellers.



August year-over-year sales volume of \$38,127,900

Up +19.52% from 2024's \$31,899,670 with unit sales of 45 up +15.38% from last August's 39. New listings of 94 are up +25.33% from a year ago, with the sales/listing ratio of 47.87% down 4.13%.



Year-to-date sales volume of \$261,220,266

Down -17.82% from 2024's \$317,853,165 with unit sales of 314 down by -12.04% from last year's 357. New listings of 804 are up +18.06% from a year ago, with the sales/listing ratio of 39.05% down -13.37%.



Year-to-date average sale price of \$829,703

Down from \$882,095 one year ago with median sale price of \$811,892 up from \$806,000 one year ago. Average days-on-market of 44 is up 8 days from last year.

AUGUST NUMBERS

Median Sale Price

\$825,000

+10.01%

Average Sale Price

\$847,287

+3.59%

Sales Volume

\$38,127,900

+19.52%

Unit Sales

45

+15.38%

New Listings

94

+25.33%

Expired Listings

13

-35%

Unit Sales/Listings Ratio

47.87%

-4.13%

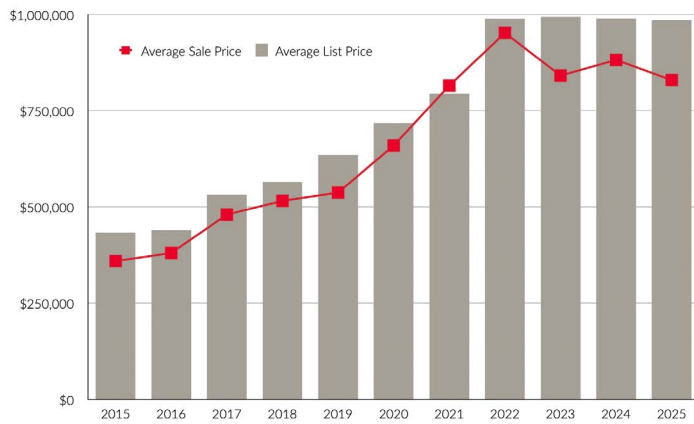
*Year-over-year comparison
(August 2024 vs. August 2025)*

THE MARKET IN DETAIL

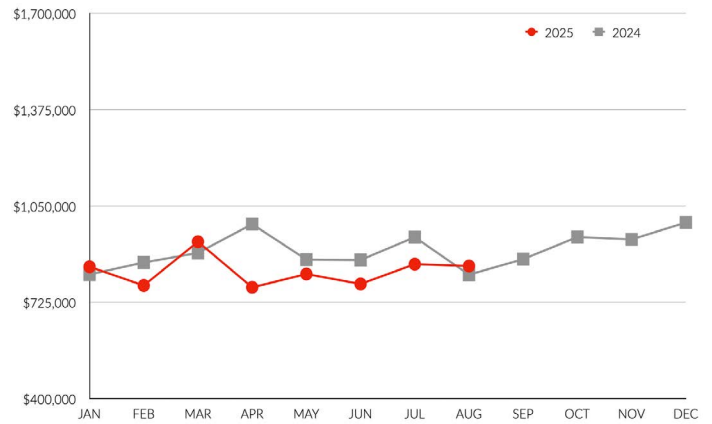
	2023	2024	2025	2024-2025
YTD Volume Sales	\$280,713,347	\$317,853,165	\$261,220,266	-17.82%
YTD Unit Sales	330	357	314	-12.04%
YTD New Listings	548	681	804	+18.06%
YTD Sales/Listings Ratio	60.22%	52.42%	39.05%	-13.37%
YTD Expired Listings	50	79	92	+16.46%
Monthly Volume Sales	\$30,068,404	\$31,899,670	\$38,127,900	+19.52%
Monthly Unit Sales	38	39	45	+15.38%
Monthly New Listings	79	75	94	+25.33%
Monthly Sales/Listings Ratio	48.10%	52.00%	47.87%	-4.13%
Monthly Expired Listings	12	20	13	-35%
YTD Sales: \$0-\$199K	6	6	4	-33.33%
YTD Sales: \$200k-349K	3	2	9	+350%
YTD Sales: \$350K-\$549K	22	32	26	-18.75%
YTD Sales: \$550K-\$749K	104	107	100	-6.54%
YTD Sales: \$750K-\$999K	126	110	110	No Change
YTD Sales: \$1M-\$2M	66	96	62	-35.42%
YTD Sales: \$2M+	3	7	4	-42.86%
YTD Average Days-On-Market	28.25	36.38	43.75	+20.27%
YTD Average Sale Price	\$841,435	\$882,095	\$829,703	-5.94%
YTD Median Sale Price	\$782,500	\$806,000	\$811,892	+0.73%

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

AVERAGE SALE PRICE

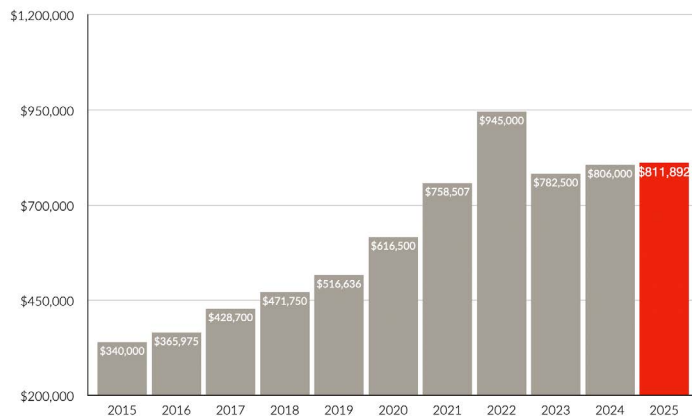


Year-Over-Year

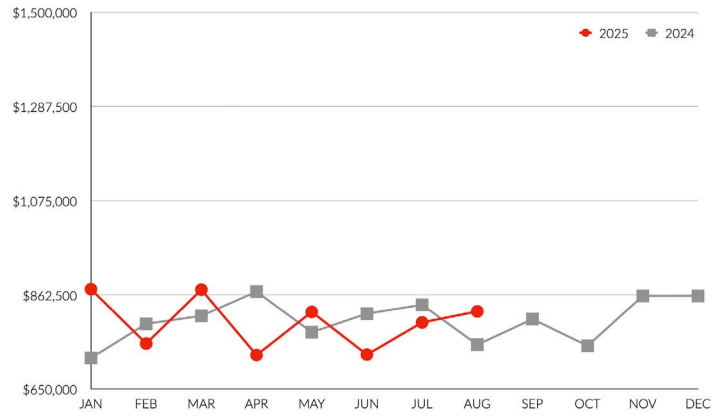


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



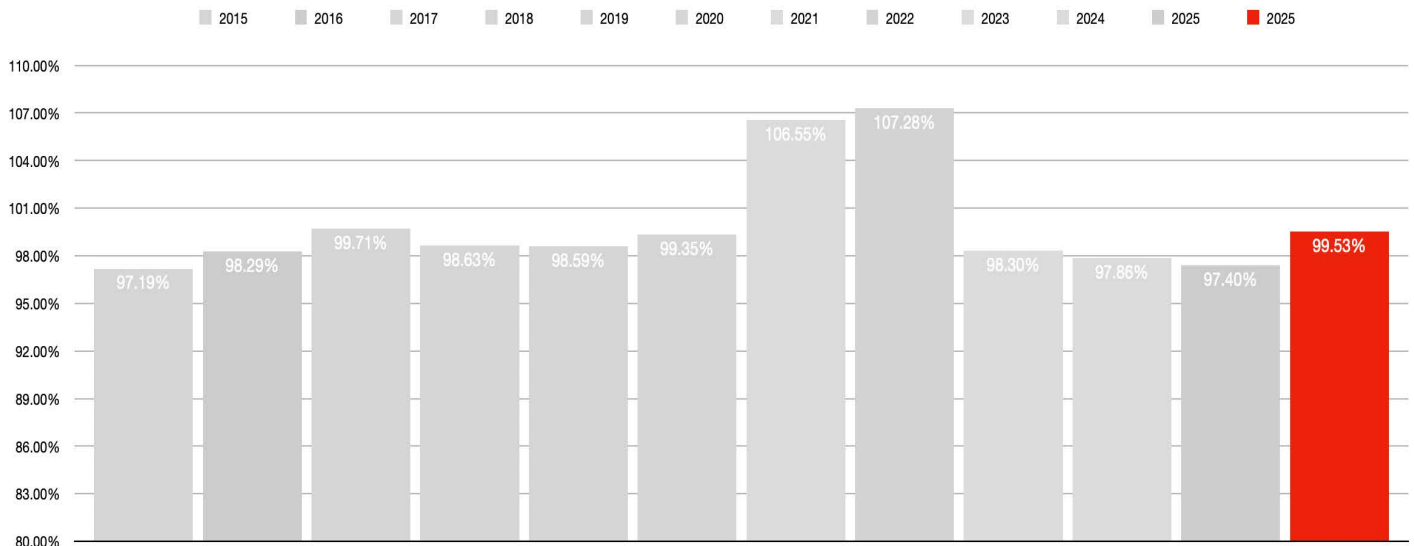
Year-Over-Year



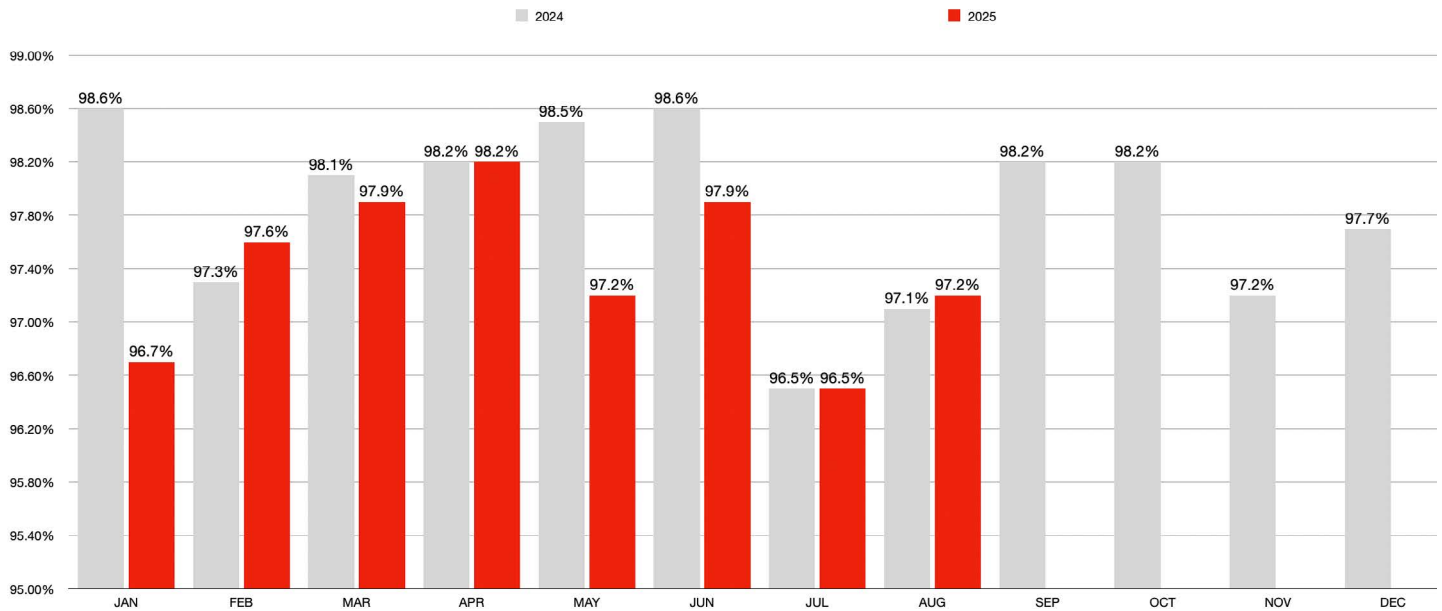
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

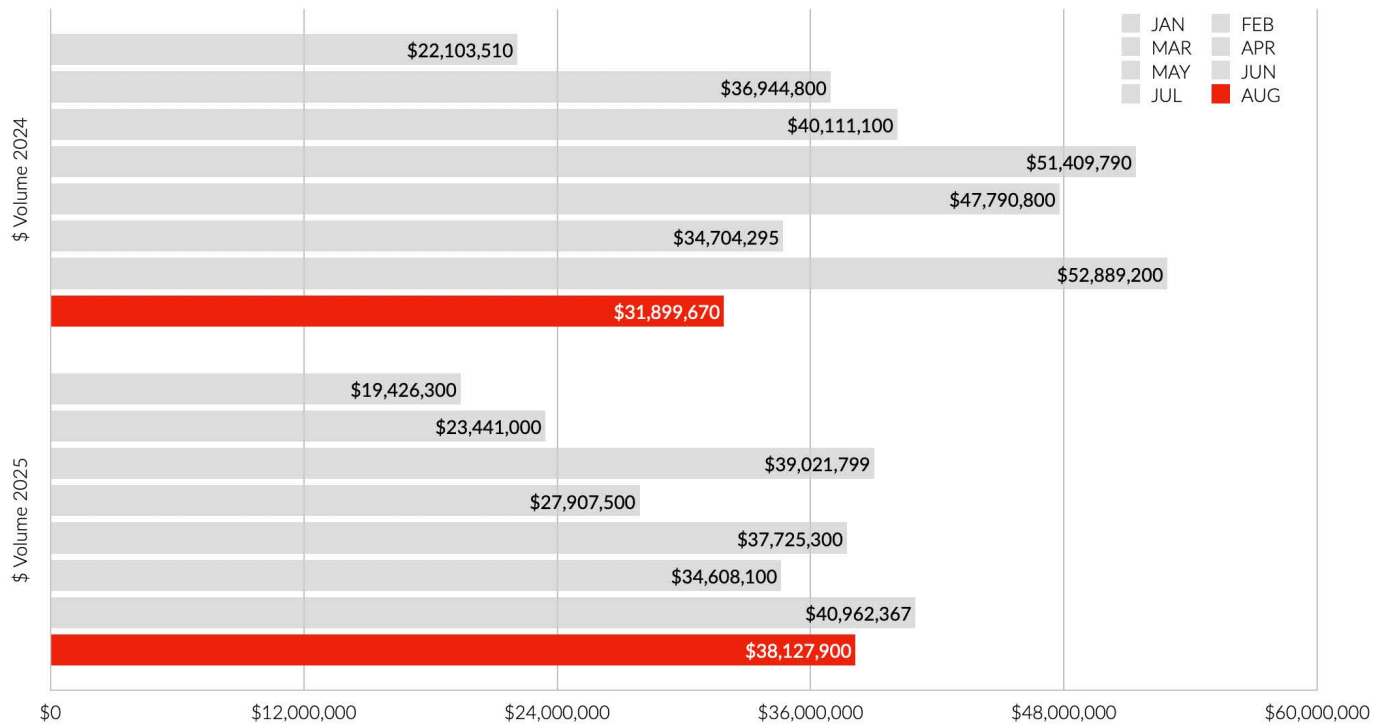


Year-Over-Year

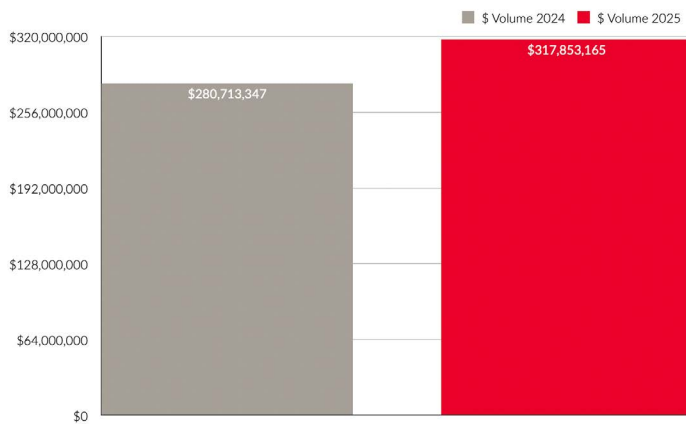


Month-Over-Month 2024 vs. 2025

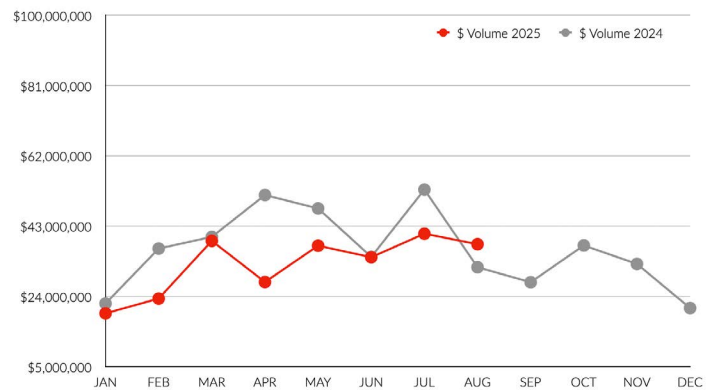
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

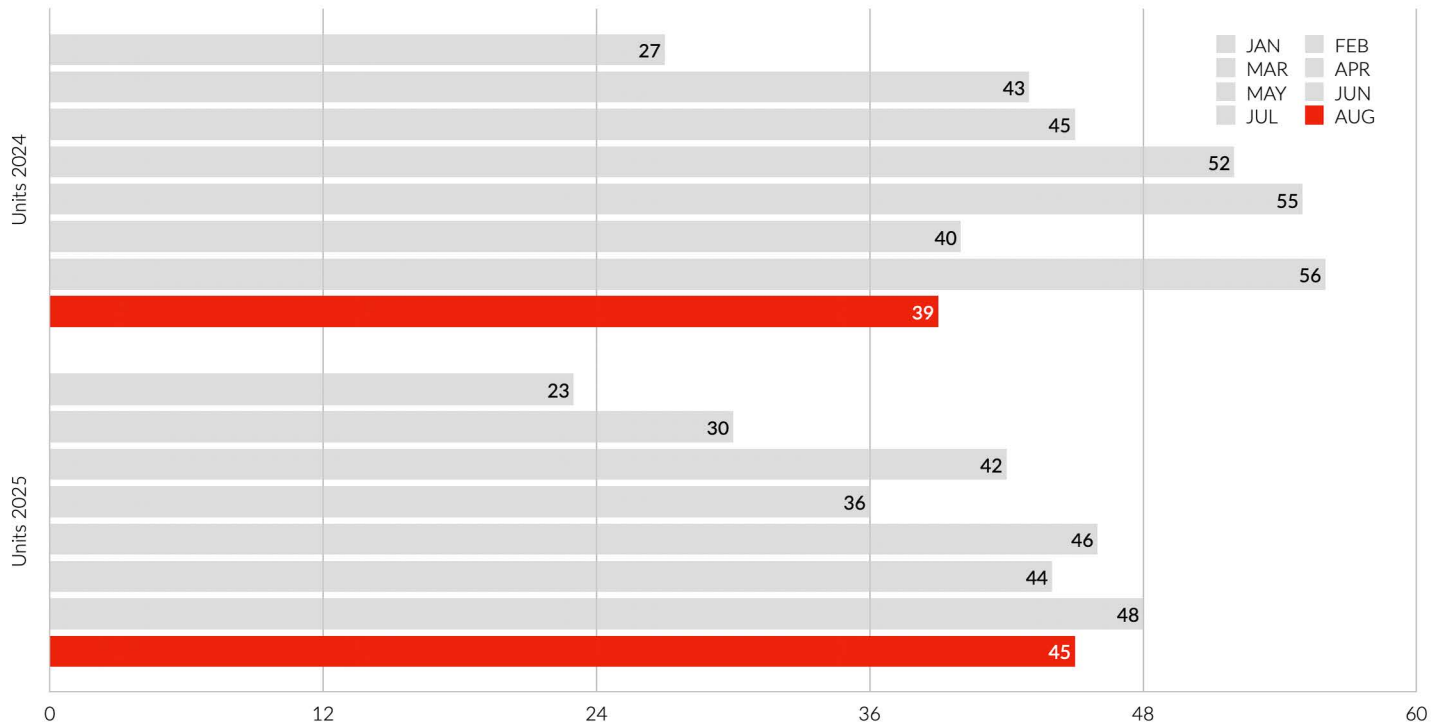


Yearly Totals 2024 vs. 2025

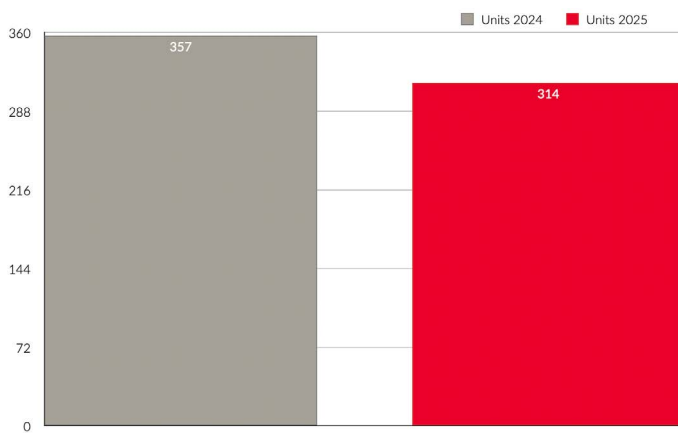


Month vs. Month 2024 vs. 2025

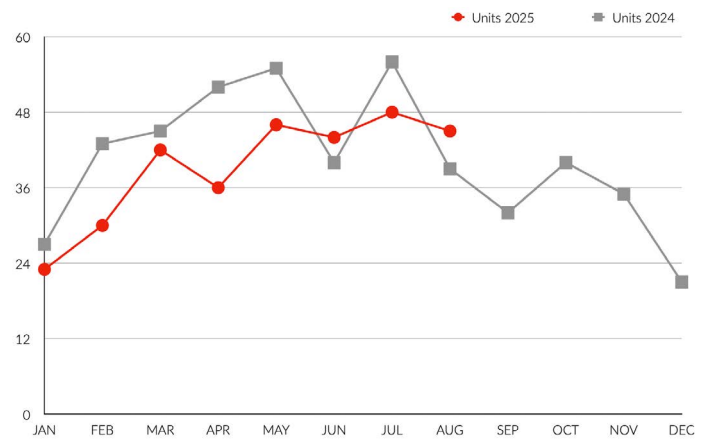
UNIT SALES



Monthly Comparison 2024 vs. 2025

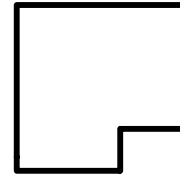

















Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



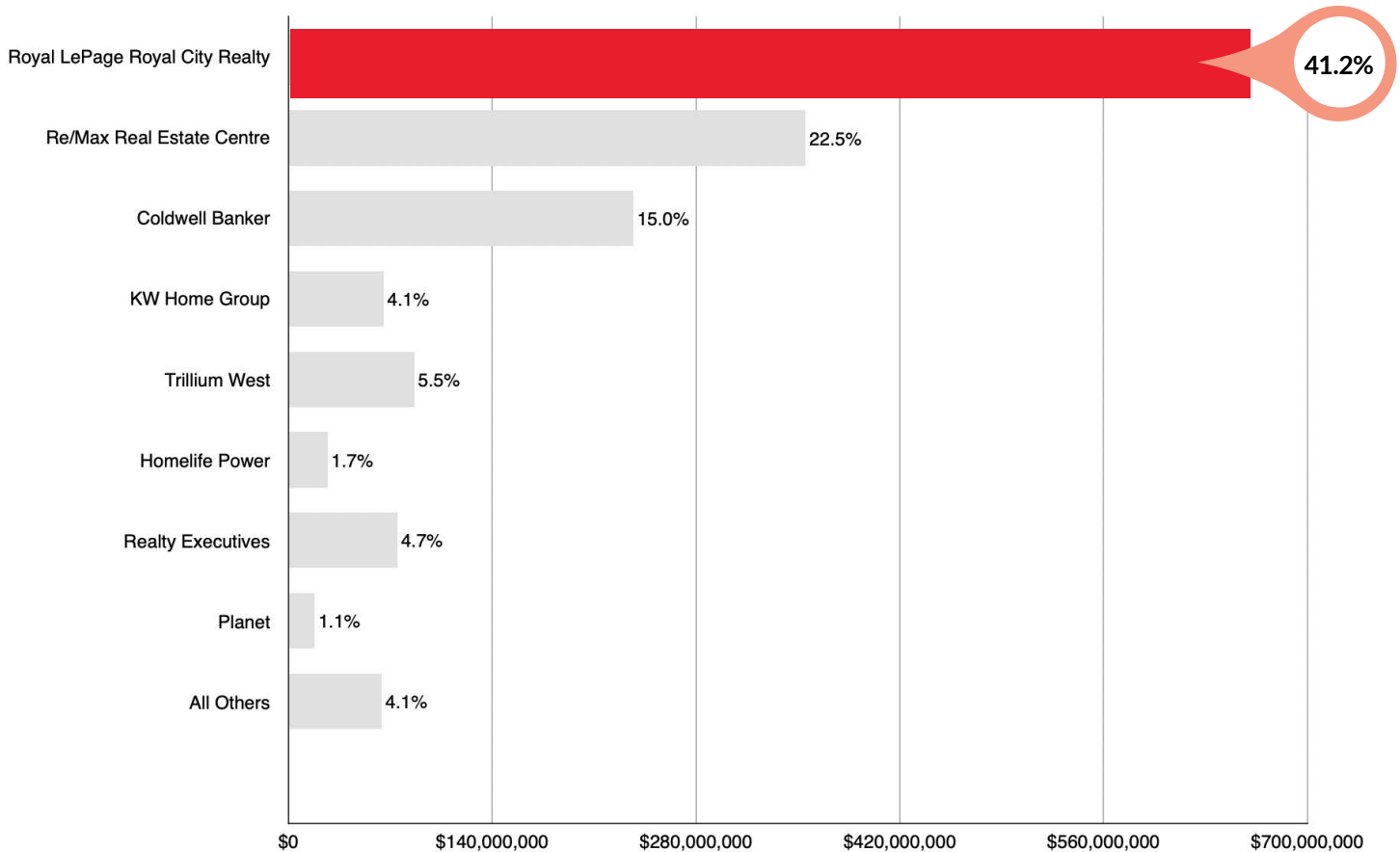
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$226,601,066 -18.84%	 \$34,619,200 +31.04%	 \$2,200,000 -82.29%
YTD Unit Sales	 261 -9.38%	 53 +23.26%	 4 -50%
YTD Average Sale Price	 \$868,203 -5.11%	 \$34,619,200 +31.04%	 \$550,000 +181%
August Sales Volume	 \$29,532,500 +1.04%	 \$8,595,400 +699.57%	 \$0 -100%
August Unit Sales	 31 -8.82%	 14 +600%	 0 -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 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.

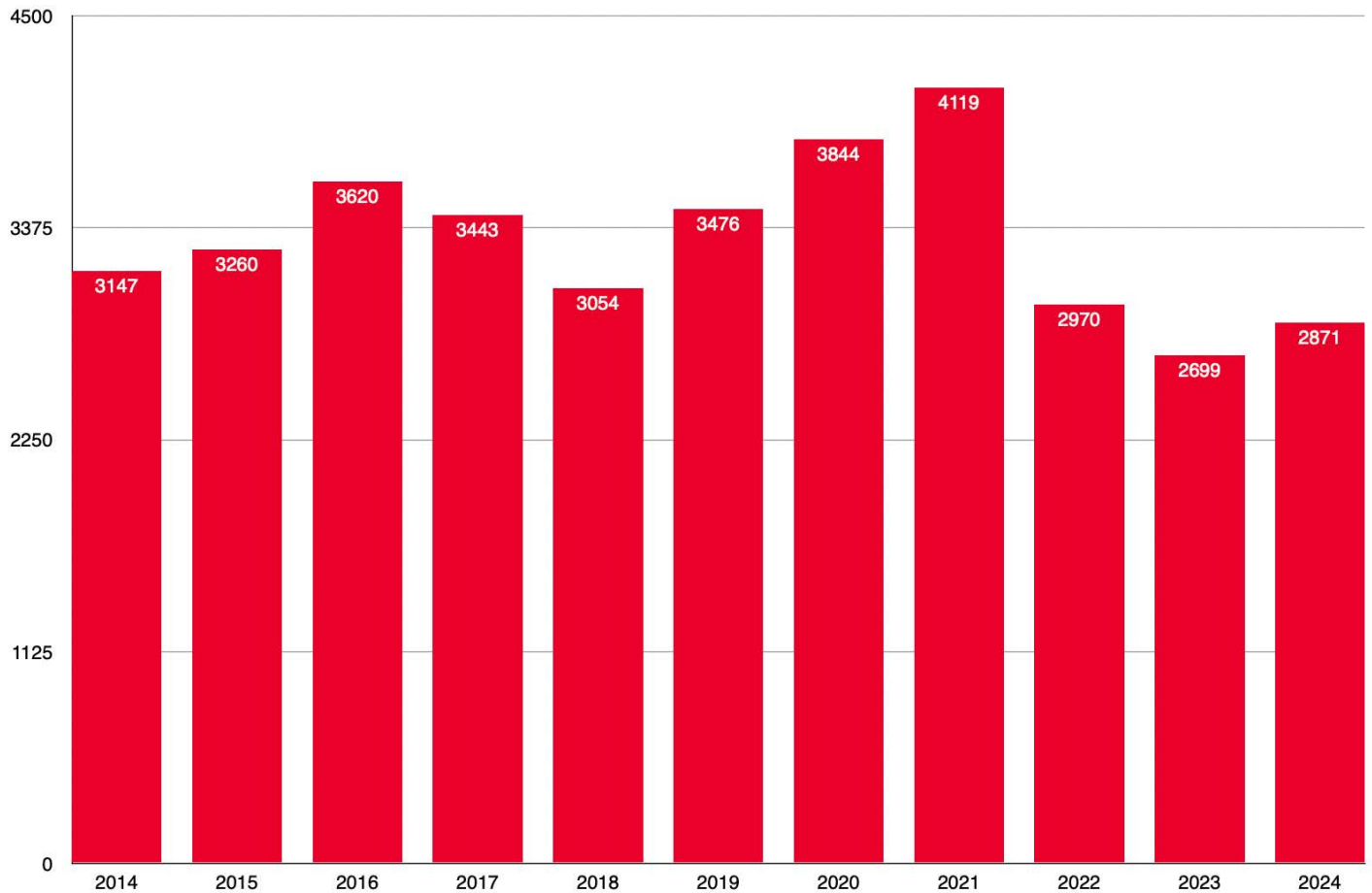
MARKET DOMINANCE



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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