



# 2025 DECEMBER

## 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 balanced this period, as lower pricing was met with steady sales activity. The median sale price declined 15% to \$731,000, while the average sale price fell 21.24% to \$782,855. Sales volume decreased 17.49% to \$17.22M, despite a 4.76% increase in unit sales to 22 transactions. New listings dropped 21.62% to 29, helping limit inventory growth, though expired listings rose 47.06% to 25. With a unit sales-to-listings ratio of 75.86%, up 19.11% year over year, conditions continue to reflect a balanced market, supporting both buyers and sellers who are well-positioned.

### December year-over-year sales volume of \$17,222,800

Down -17.49% from 2024's \$20,873,000 with unit sales of 22 up +4.76% from last December's 21. New listings of 29 are down -21.62% from a year ago, with the sales/listing ratio of 75.86% up +19.11%.

### Year-to-date sales volume of \$387,776,456

Down -14.02% from 2024's \$450,990,409 with unit sales of 448 down by -7.63% from last year's 485. New listings of 1,116 are up +20.39% from a year ago, with the sales/listing ratio of 40.14% down -12.18%.

### Year-to-date average sale price of \$844,440

Down from \$900,252 one year ago with a median sale price of \$792,517 down from \$811,250 one year ago. Average days-on-market of 49 is up 11 days from last year.

## DECEMBER NUMBERS

Median Sale Price

**\$731,000**

-15%

Average Sale Price

**\$782,855**

-21.24%

Sales Volume

**\$17,222,800**

-17.49%

Unit Sales

**22**

+4.76%

New Listings

**29**

-21.62%

Expired Listings

**25**

+47.06%

Unit Sales/Listings Ratio

**75.86%**

+19.11%

Year-over-year comparison  
(December 2024 vs. December 2025)

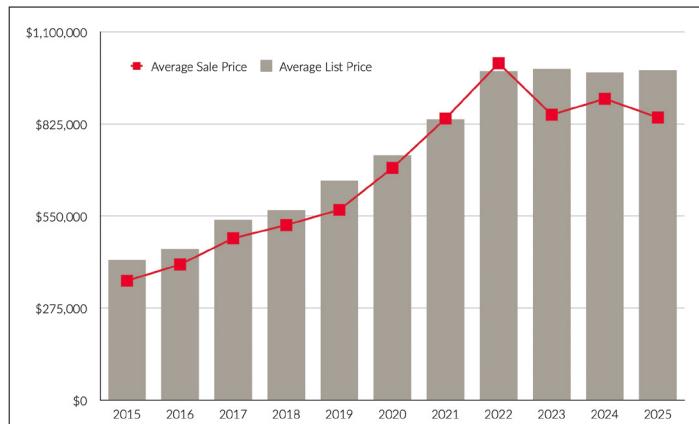


# THE MARKET IN DETAIL

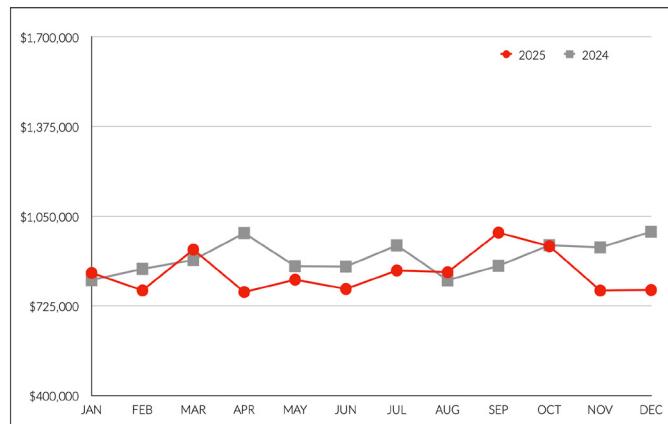
	2023	2024	2025	2024-2025
<b>YTD Volume Sales</b>	\$379,219,541	\$450,990,409	\$387,776,456	-14.02%
<b>YTD Unit Sales</b>	438	485	448	-7.63%
<b>YTD New Listings</b>	815	927	1,116	+20.39%
<b>YTD Sales/Listings Ratio</b>	53.74%	52.32%	40.14%	-12.18%
<b>YTD Expired Listings</b>	115	135	181	+34.07%
<b>Monthly Volume Sales</b>	\$14,012,795	\$20,873,000	\$17,222,800	-17.49%
<b>Monthly Unit Sales</b>	18	21	22	+4.76%
<b>Monthly New Listings</b>	22	37	29	-21.62%
<b>Monthly Sales/Listings Ratio</b>	81.82%	56.76%	75.86%	+19.11%
<b>Monthly Expired Listings</b>	21	17	25	+47.06%
<b>YTD Sales: \$0-\$199K</b>	7	7	4	-42.86%
<b>YTD Sales: \$200k-349K</b>	5	2	13	+550%
<b>YTD Sales: \$350K-\$549K</b>	32	40	38	-5%
<b>YTD Sales: \$550K-\$749K</b>	139	145	144	-0.69%
<b>YTD Sales: \$750K-\$999K</b>	158	156	153	-1.92%
<b>YTD Sales: \$1M-\$2M</b>	92	126	89	-29.37%
<b>YTD Sales: \$2M+</b>	7	12	9	-25%
<b>YTD Average Days-On-Market</b>	30.58	38.25	48.67	+27.23%
<b>YTD Average Sale Price</b>	\$852,666	\$900,252	\$844,440	-6.2%
<b>YTD Median Sale Price</b>	\$782,500	\$811,250	\$792,517	-2.31%

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

# AVERAGE SALE PRICE

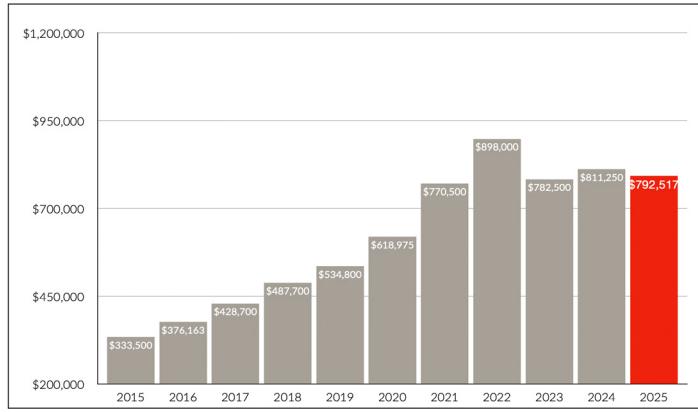


Year-Over-Year

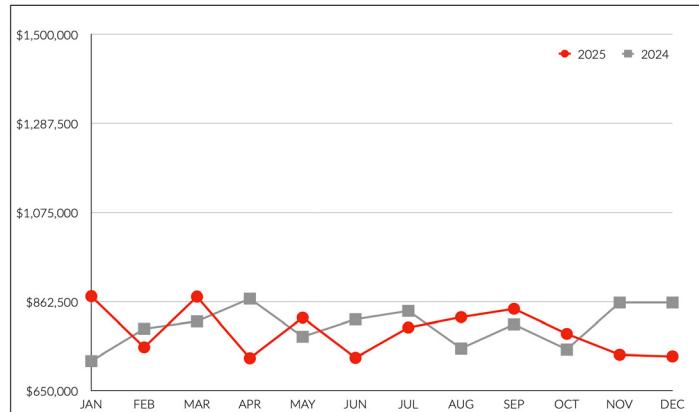


Month-Over-Month 2024 vs. 2025

# MEDIAN SALE PRICE



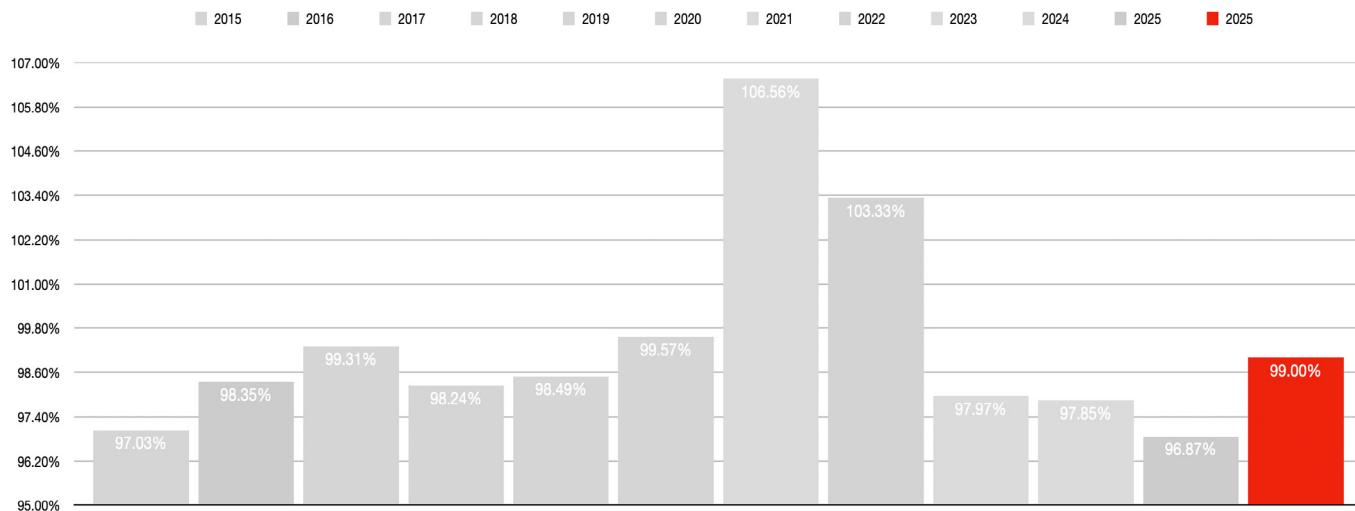
Year-Over-Year



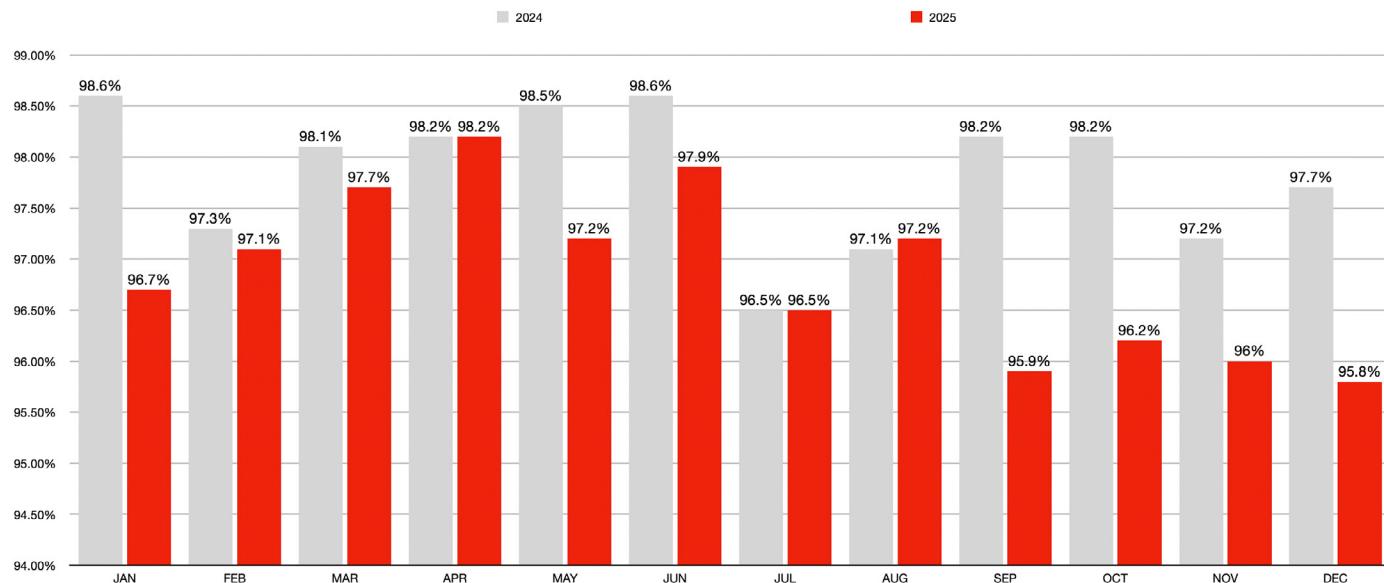
Month-Over-Month 2024 vs. 2025

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

# SALE PRICE VS. LIST PRICE RATIO

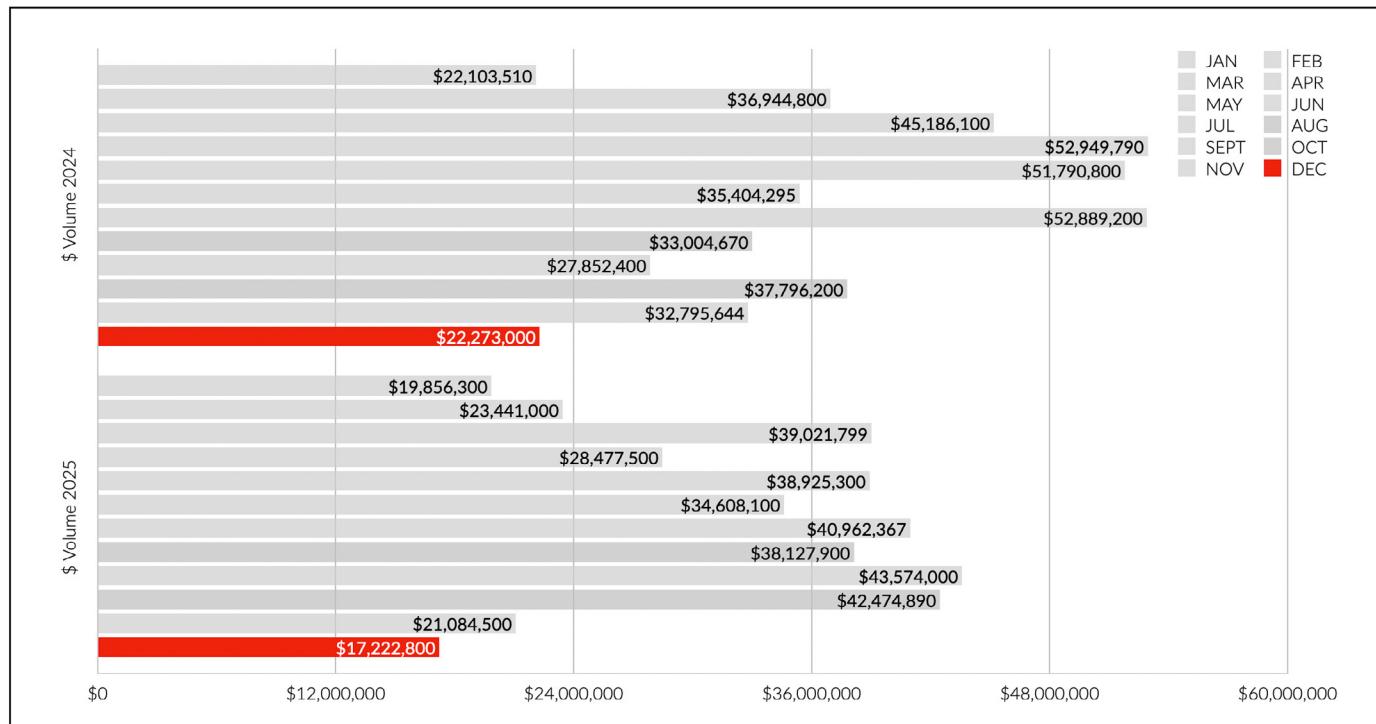


## Year-Over-Year

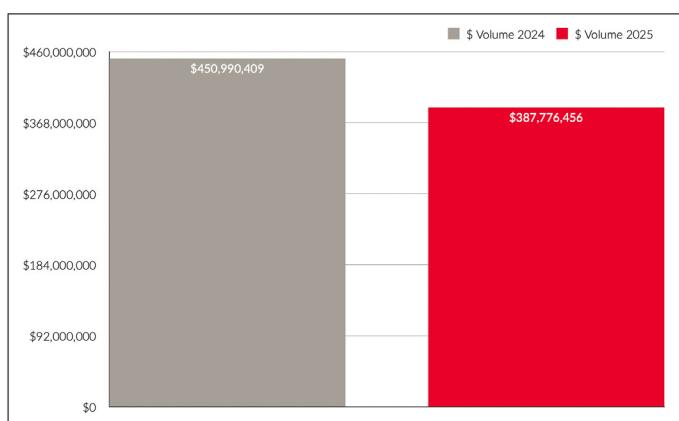


## Month-Over-Month 2024 vs. 2025

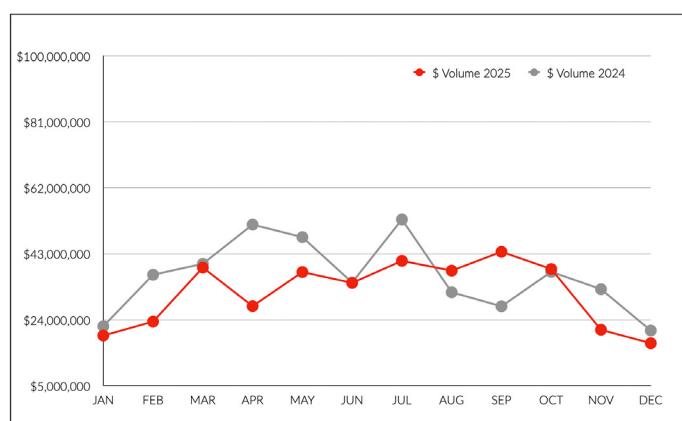
# DOLLAR VOLUME SALES



## Monthly Comparison 2024 vs. 2025

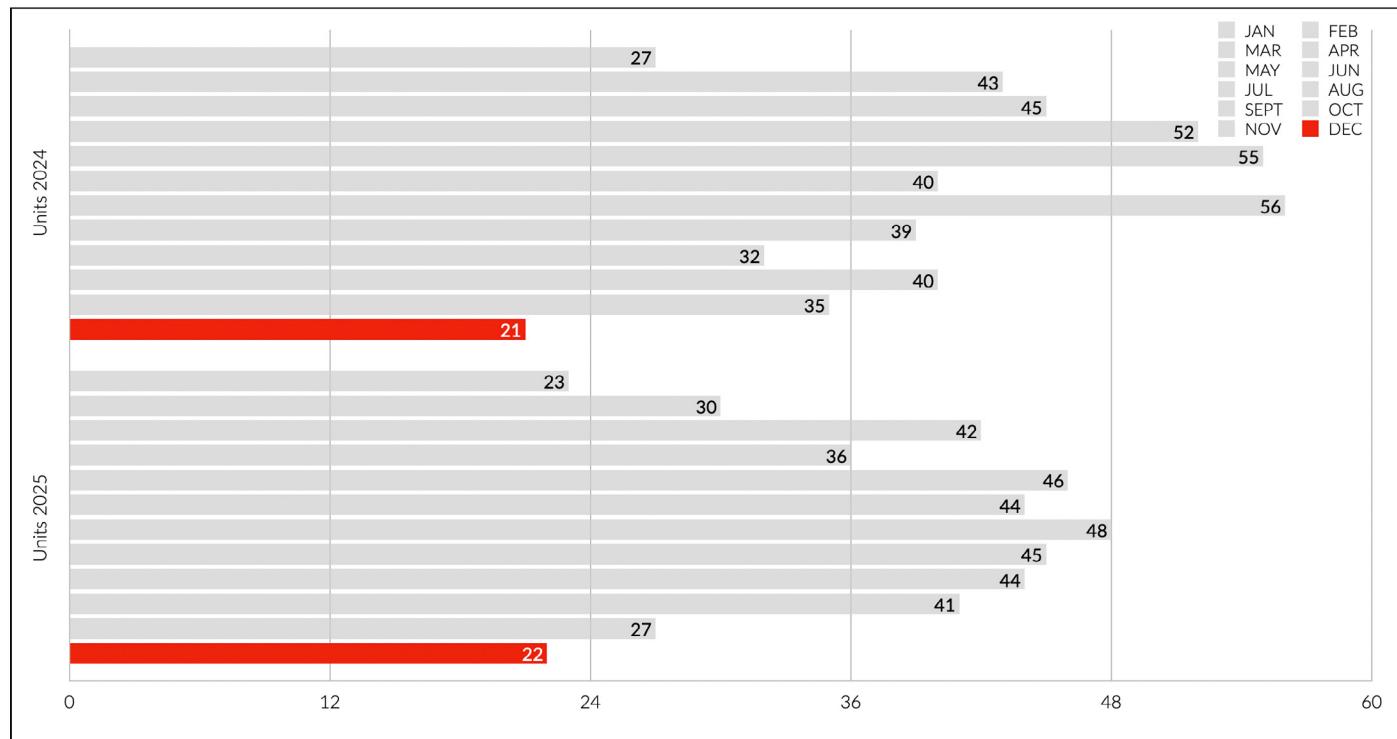


## Yearly Totals 2024 vs. 2025

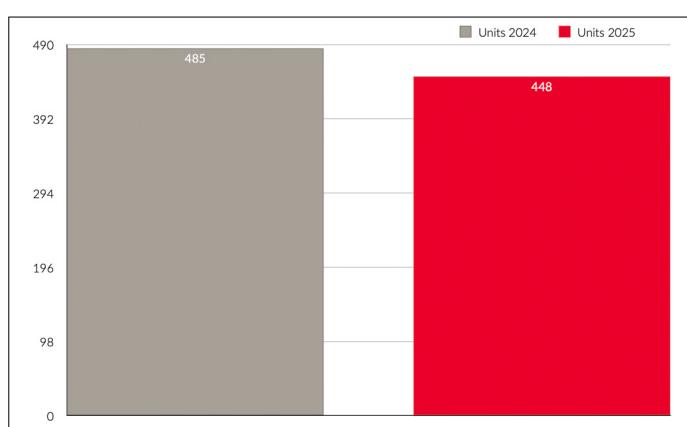


## Month vs. Month 2024 vs. 2025

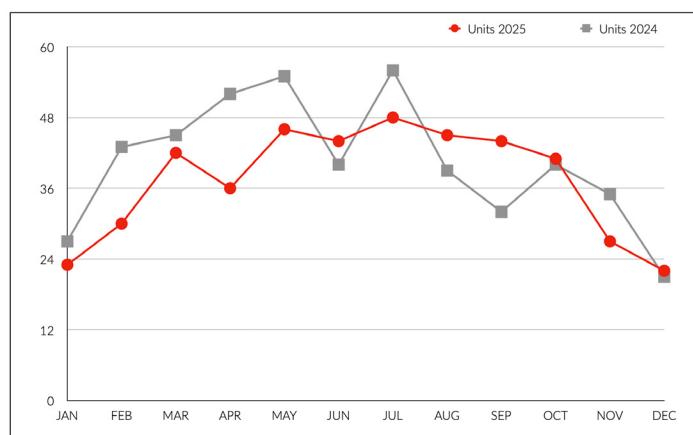
# UNIT SALES



Monthly Comparison 2024 vs. 2025

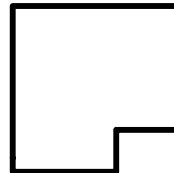


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

# SALES BY TYPE



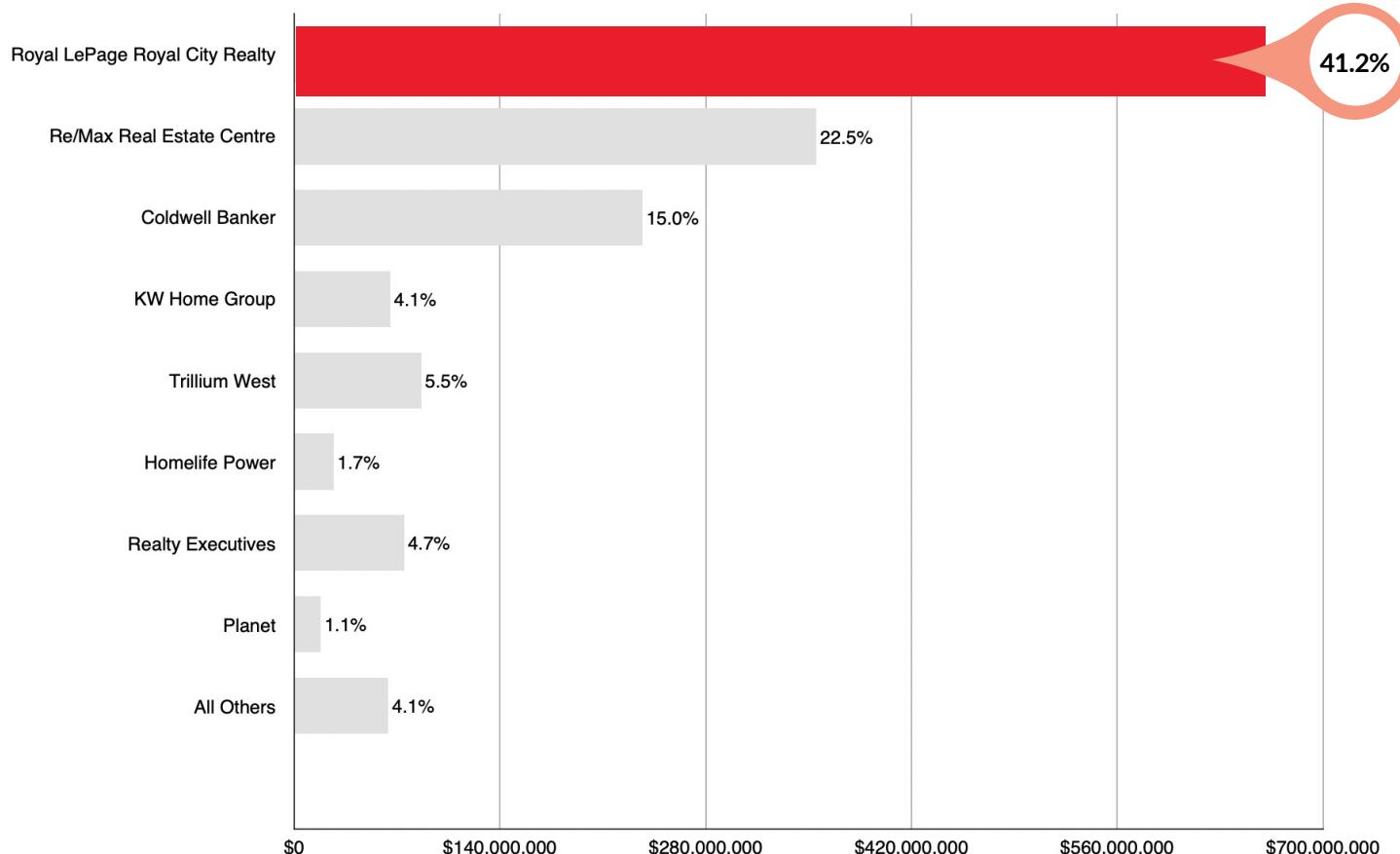
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	<span style="color: #C8512E;">↓</span> \$333,712,256 -13.84%	<span style="color: #8B4513;">↑</span> \$47,994,200 +34.22%	<span style="color: #C8512E;">↓</span> \$6,070,000 -56.08%
YTD Unit Sales	<span style="color: #C8512E;">↓</span> 374 -5.56%	<span style="color: #8B4513;">↑</span> 74 +25.42%	<span style="color: #C8512E;">↓</span> 6 -40%
YTD Average Sale Price	<span style="color: #C8512E;">↓</span> \$892,279 -2.67%	<span style="color: #8B4513;">↑</span> \$47,994,200 +34.22%	<span style="color: #8B4513;">↑</span> \$1,011,667 +150.14%
December Sales Volume	<span style="color: #C8512E;">↓</span> \$14,732,800 -25.31%	<span style="color: #8B4513;">↑</span> \$2,490,000 +116.71%	<span style="color: #C8512E;">↓</span> \$0 -100%
December Unit Sales	<span style="color: #C8512E;">↓</span> 18 -5.26%	<span style="color: #8B4513;">↑</span> 4 +100%	<span style="color: #C8512E;">↓</span> 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 December 1, 2025.

Year-Over-Year Comparison (2024 vs. 2025)

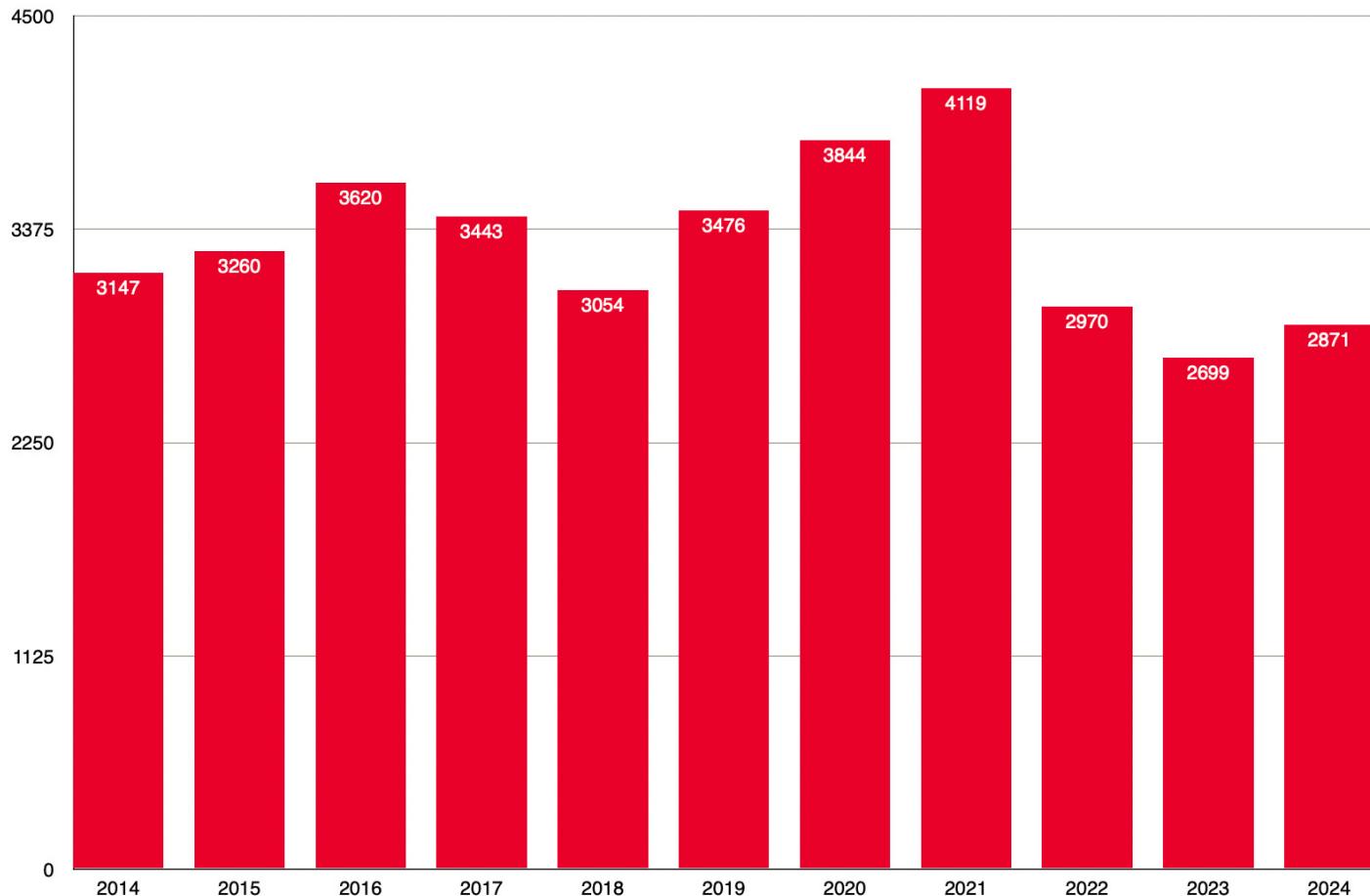
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# MARKET DOMINANCE



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