



# 2025 DECEMBER

## **CENTRE WELLINGTON** Real Estate Market Report



**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)*

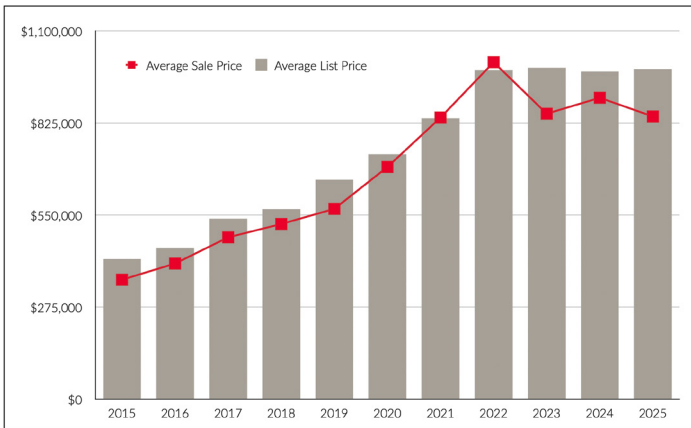


# THE MARKET IN DETAIL

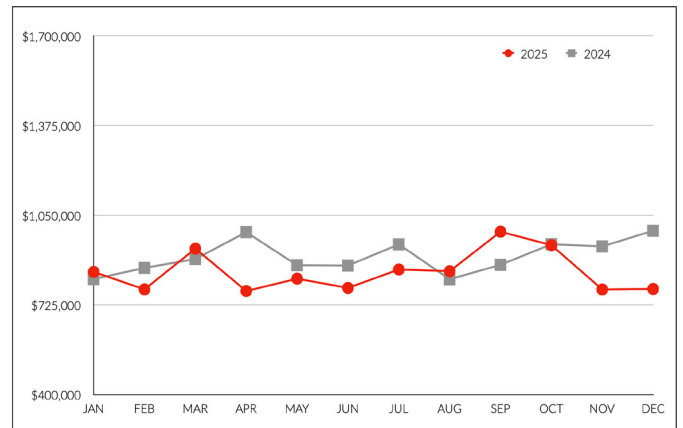
	2023	2024	2025	2024-2025
YTD Volume Sales	\$379,219,541	\$450,990,409	\$387,776,456	-14.02%
YTD Unit Sales	438	485	448	-7.63%
YTD New Listings	815	927	1,116	+20.39%
YTD Sales/Listings Ratio	53.74%	52.32%	40.14%	-12.18%
YTD Expired Listings	115	135	181	+34.07%
Monthly Volume Sales	\$14,012,795	\$20,873,000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

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

# AVERAGE SALE PRICE

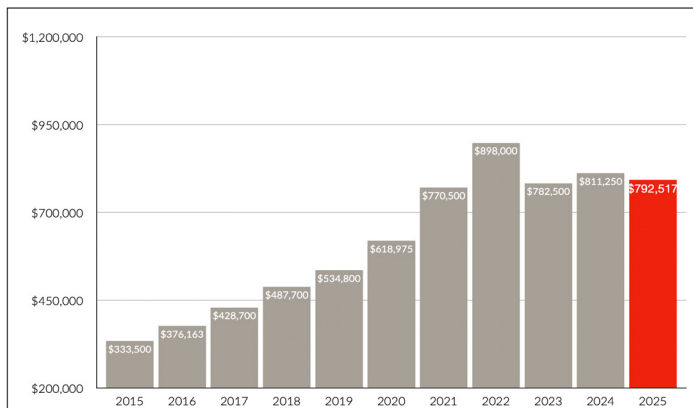


Year-Over-Year

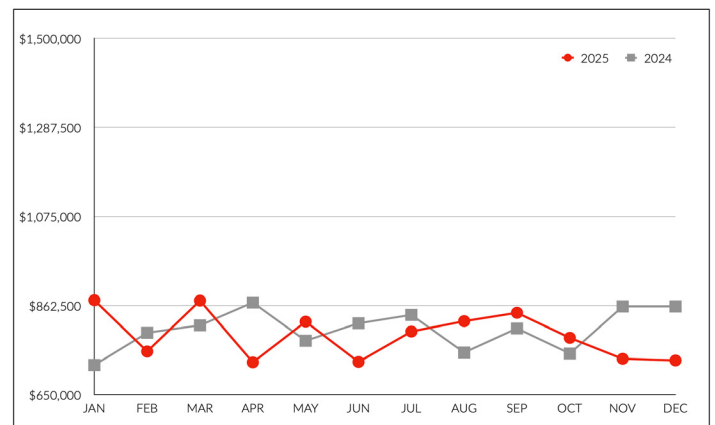


Month-Over-Month 2024 vs. 2025

# MEDIAN SALE PRICE



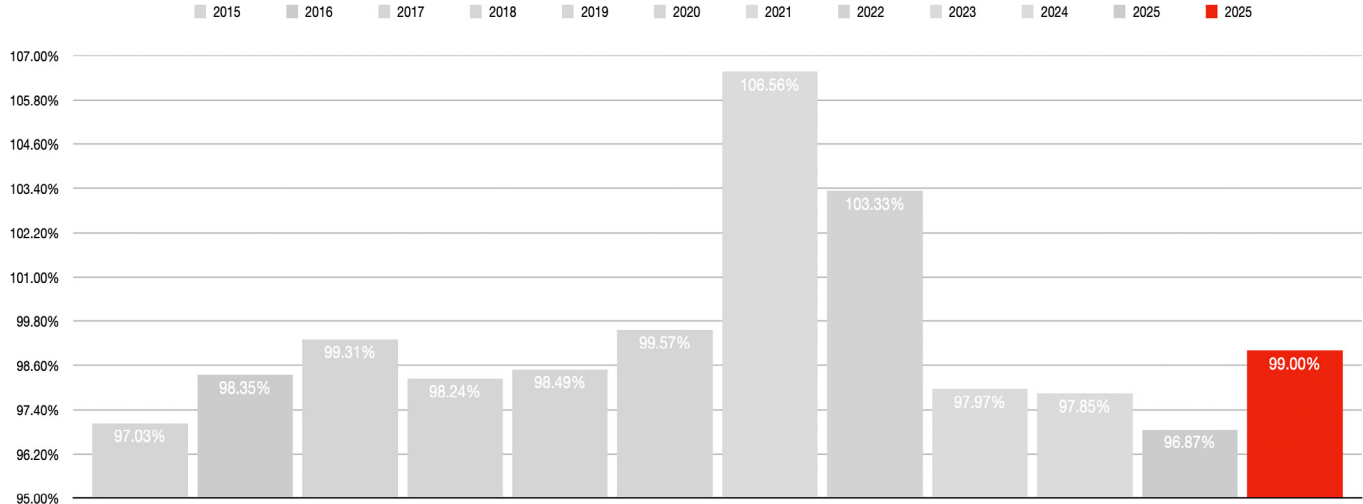
Year-Over-Year



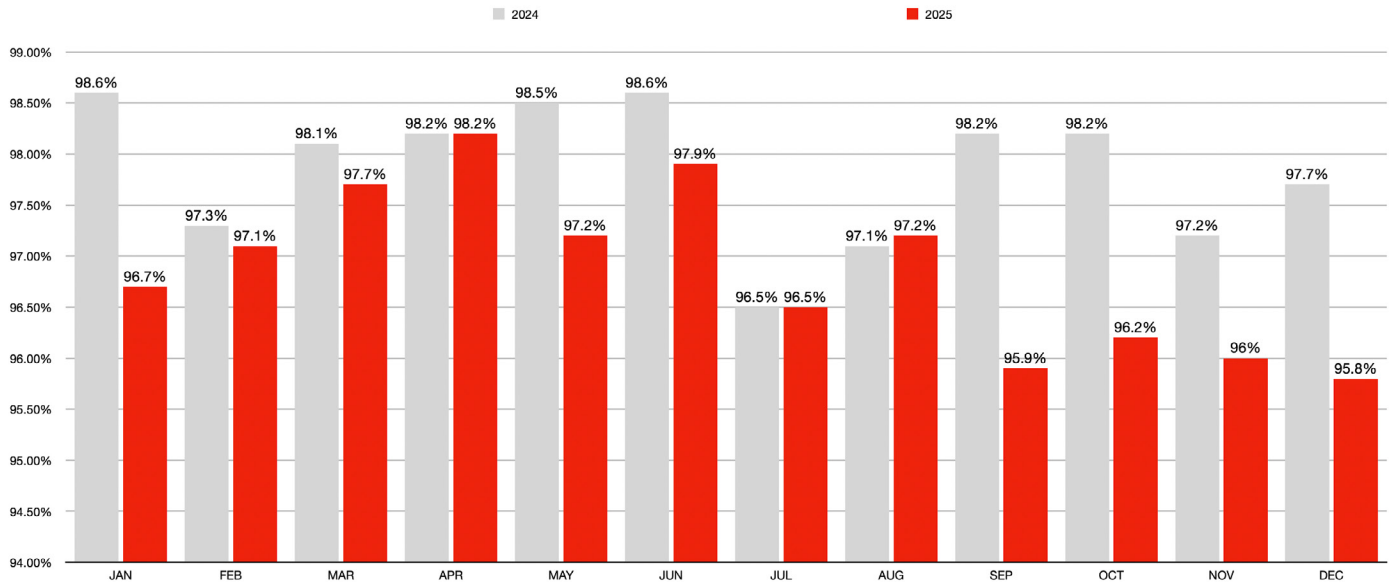
Month-Over-Month 2024 vs. 2025

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

# SALE PRICE VS. LIST PRICE RATIO

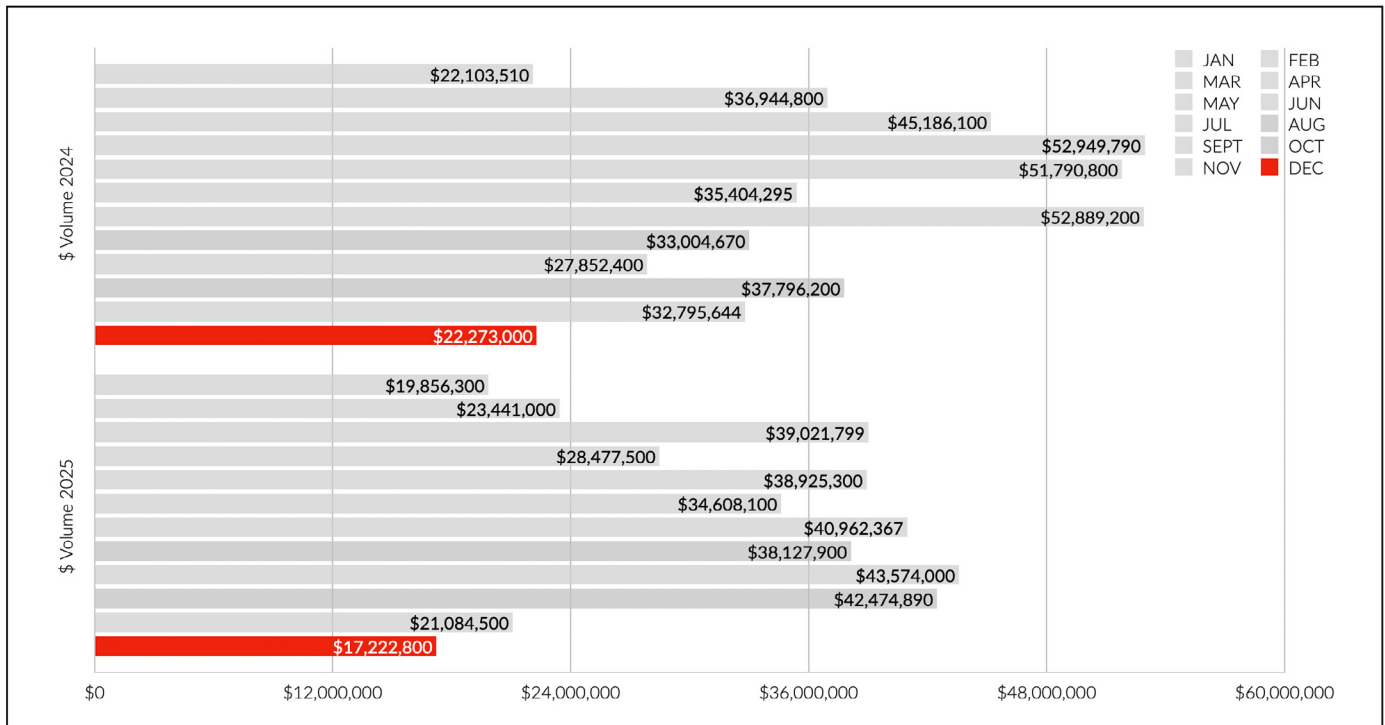


## Year-Over-Year

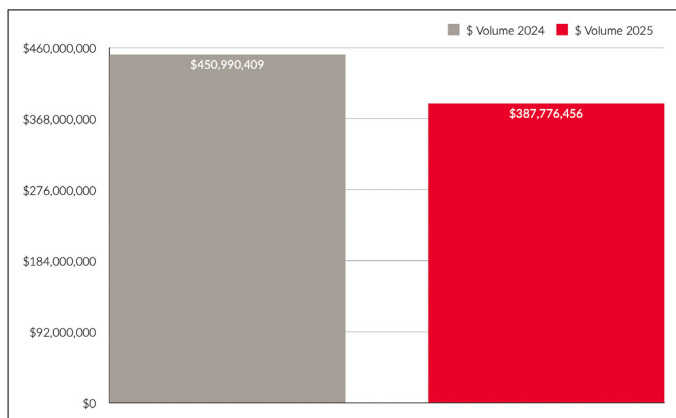


## Month-Over-Month 2024 vs. 2025

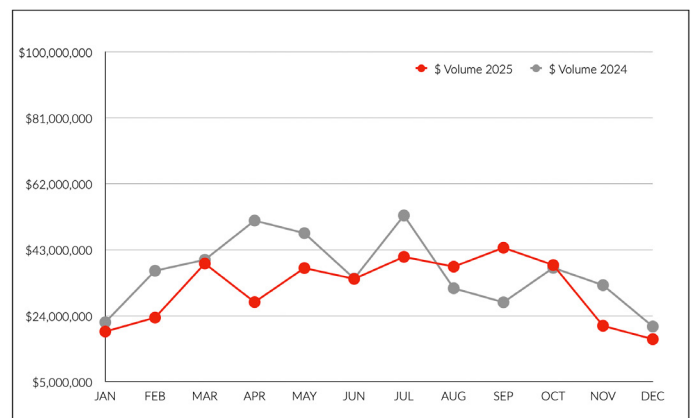
# DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

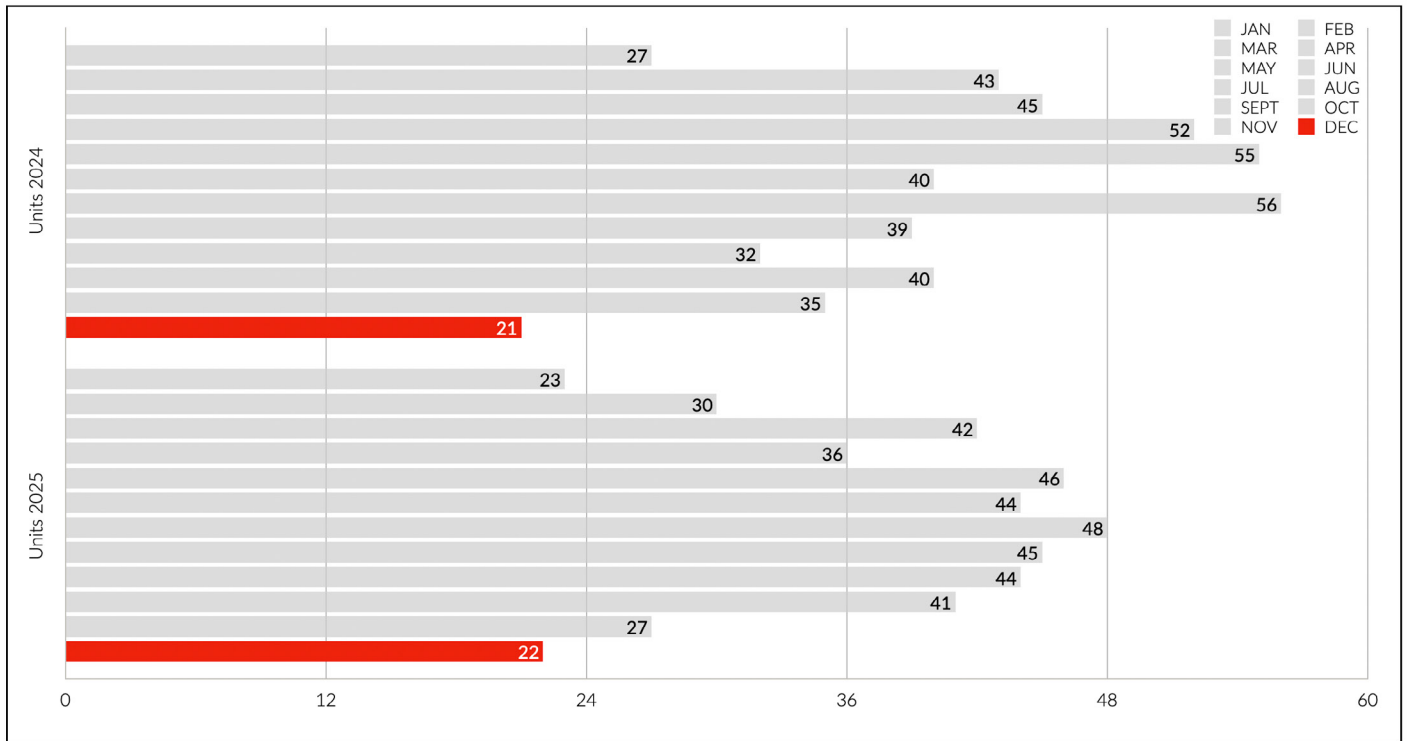


Yearly Totals 2024 vs. 2025

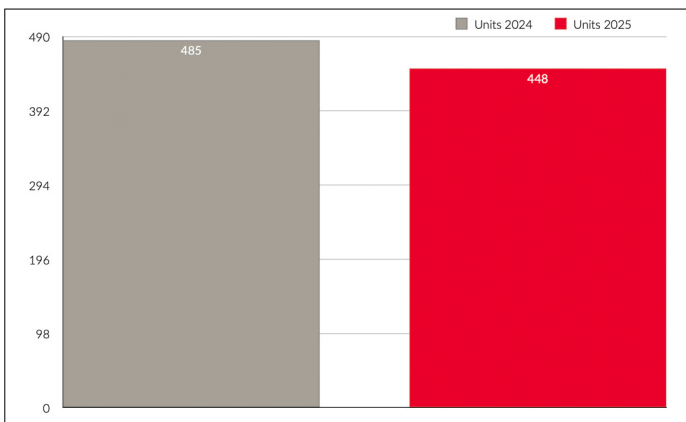


Month vs. Month 2024 vs. 2025

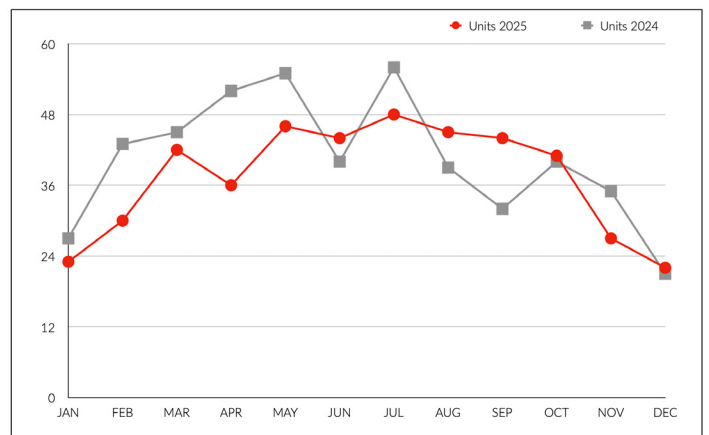
# UNIT SALES



Monthly Comparison 2024 vs. 2025

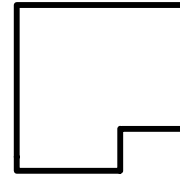

















Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

# SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$333,712,256 -13.84%	 \$47,994,200 +34.22%	 \$6,070,000 -56.08%
YTD Unit Sales	 374 -5.56%	 74 +25.42%	 6 -40%
YTD Average Sale Price	 \$892,279 -2.67%	 \$47,994,200 +34.22%	 \$1,011,667 +150.14%
December Sales Volume	 \$14,732,800 -25.31%	 \$2,490,000 +116.71%	 \$0 -100%
December Unit Sales	 18 -5.26%	 4 +100%	 0 -100%

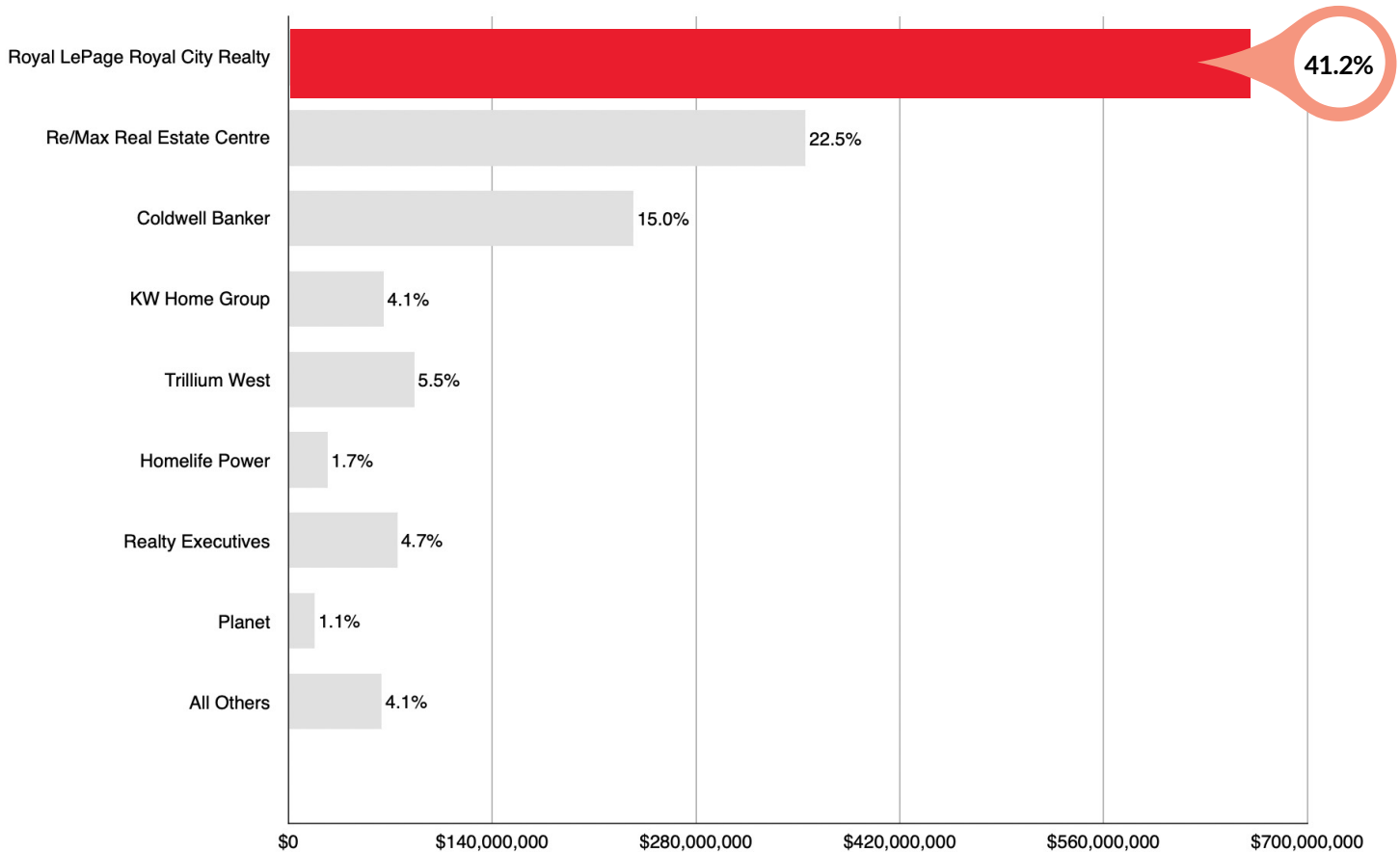
NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of December 1, 2025.

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

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



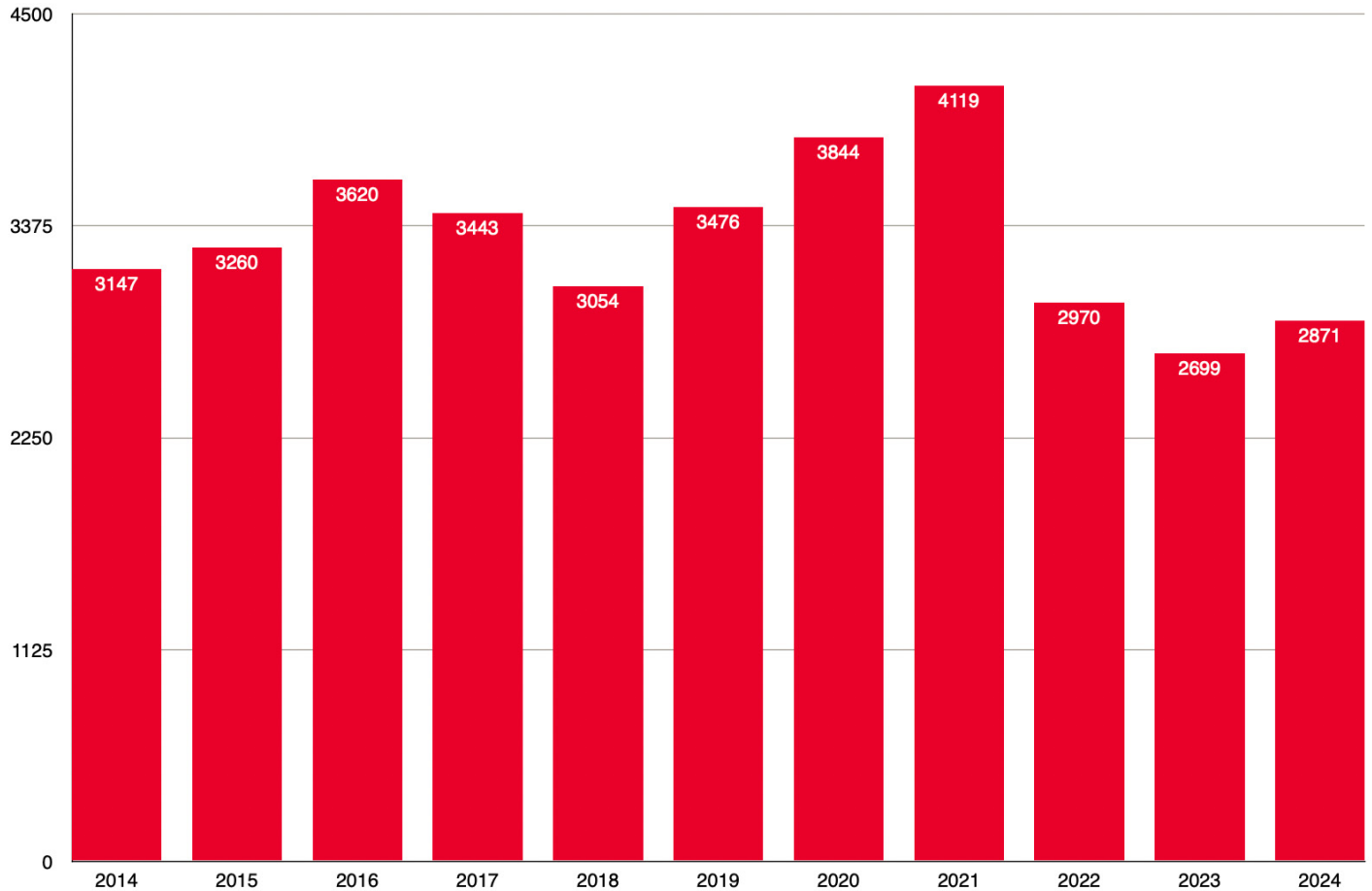
# MARKET DOMINANCE



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