



2026 JANUARY

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

BUYER'S MARKET

Centre Wellington's real estate market continued to favour buyers this period, as softer demand and shifting price trends shaped overall conditions. The median sale price declined 13.89% to \$753,500, while the average sale price rose 12.2% to \$947,640, reflecting continued activity at the higher end of the market. Sales volume increased 7.32% to \$20.85M despite a 4.35% dip in unit sales to 22 transactions. New listings fell 15.94% to 58, though expired listings rose 8.33% to 13, signalling ongoing seller hesitation. With a unit sales-to-listings ratio of 31.88%, down 3.50% year over year, market conditions remain firmly in buyer's market territory across Centre Wellington.

January year-over-year sales volume of \$20,848,089

Up +7.32% from 2024's \$19,426,300 with unit sales of 22 down -4.35% from last January's 23. New listings of 58 are down -15.94% from a year ago, with the sales/listing ratio of 31.88% down -3.50%.

Year-to-date sales volume of \$20,848,089

Up +7.32% from 2024's \$19,426,300 with unit sales of 22 down by -4.35% from last year's 23. New listings of 58 are down -15.94% from a year ago, with the sales/listing ratio of 37.93% up +4.60%.

Year-to-date average sale price of \$947,640

Up from \$844,622 one year ago with a median sale price of \$753,500 down from \$875,000 one year ago. Average days-on-market of 78 is up 26 days from last year.

JANUARY NUMBERS

Median Sale Price

\$753,500

-13.89%

Average Sale Price

\$947,640

+12.2%

Sales Volume

\$20,848,089

+7.32%

Unit Sales

22

-4.35%

New Listings

58

-15.94%

Expired Listings

13

+8.33%

Unit Sales/Listings Ratio

31.88%

-3.50%

Year-over-year comparison
(January 2025 vs. January 2026)

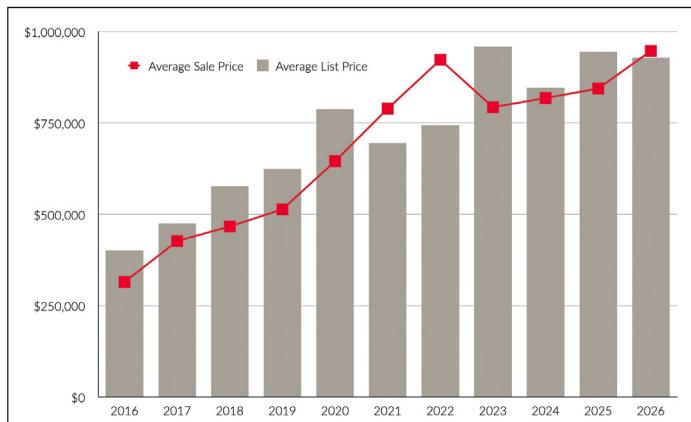


THE MARKET IN DETAIL

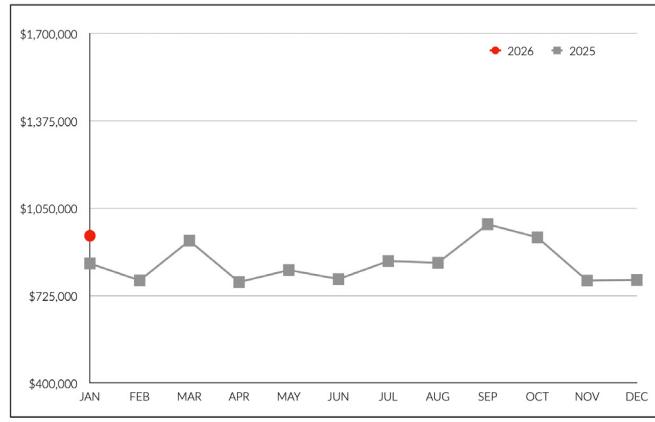
	2024	2025	2026	2025-2026
YTD Volume Sales	\$22,103,510	\$19,426,300	\$20,848,089	+7.32%
YTD Unit Sales	27	23	22	-4.35%
YTD New Listings	65	69	58	-15.94%
YTD Sales/Listings Ratio	41.54%	33.33%	37.93%	+13.79%
YTD Expired Listings	11	12	13	+8.33%
Monthly Volume Sales	\$22,103,510	\$19,426,300	\$20,848,089	+7.32%
Monthly Unit Sales	27	23	22	-4.35%
Monthly New Listings	65	69	58	-15.94%
Monthly Sales/Listings Ratio	60.00%	35.38%	31.88%	-9.89%
Monthly Expired Listings	11	12	13	+8.33%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	0	0	0	No Change
YTD Sales: \$350K-\$549K	2	1	1	No Change
YTD Sales: \$550K-\$749K	14	7	10	+42.86%
YTD Sales: \$750K-\$999K	8	11	5	-54.55%
YTD Sales: \$1M-\$2M	3	4	5	+25%
YTD Sales: \$2M+	1	0	2	+100%
YTD Average Days-On-Market	38.00	52.00	78.00	+50%
YTD Average Sale Price	\$818,649	\$844,622	\$947,640	+12.2%
YTD Median Sale Price	\$720,000	\$875,000	\$753,500	-13.89%

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

AVERAGE SALE PRICE

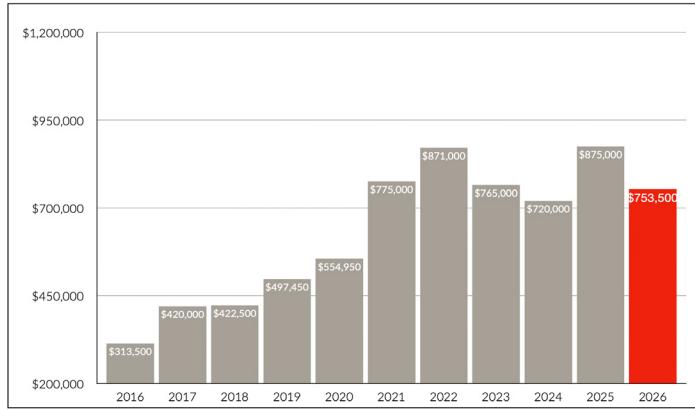


Year-Over-Year

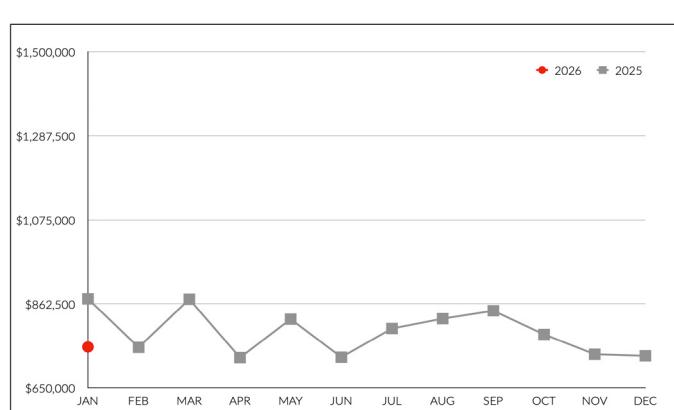


Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE



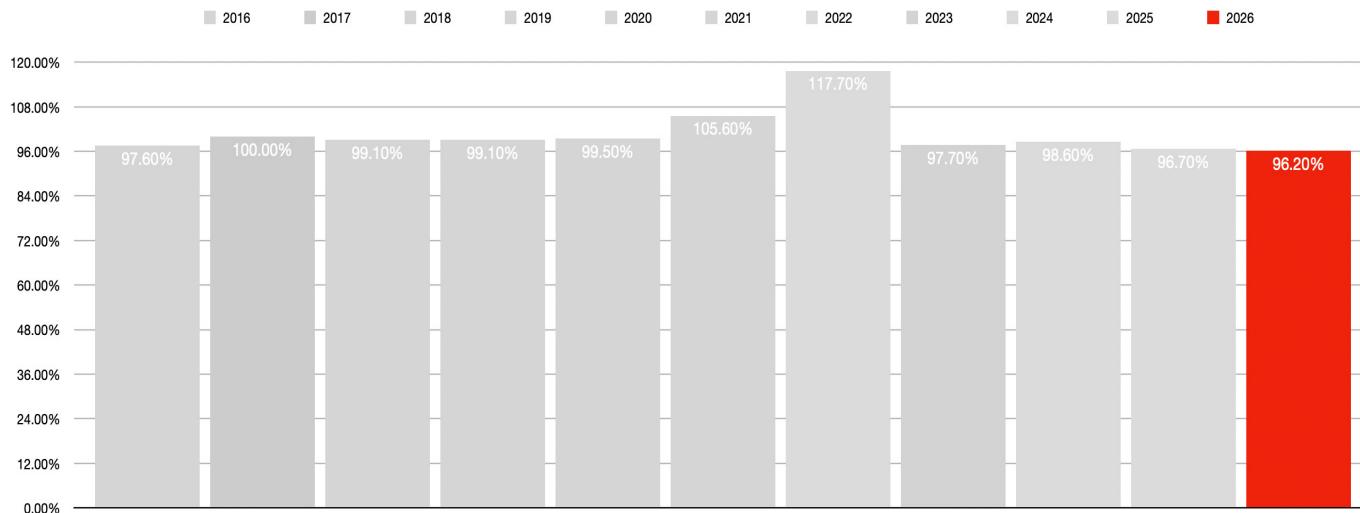
Year-Over-Year



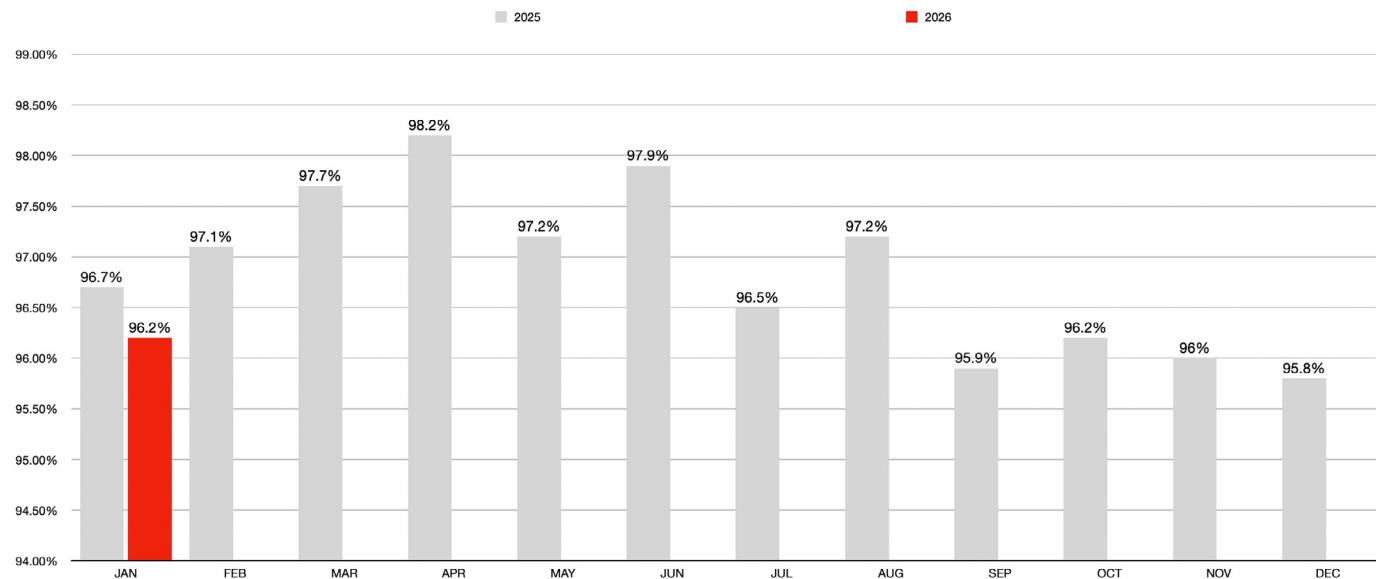
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. LIST PRICE RATIO

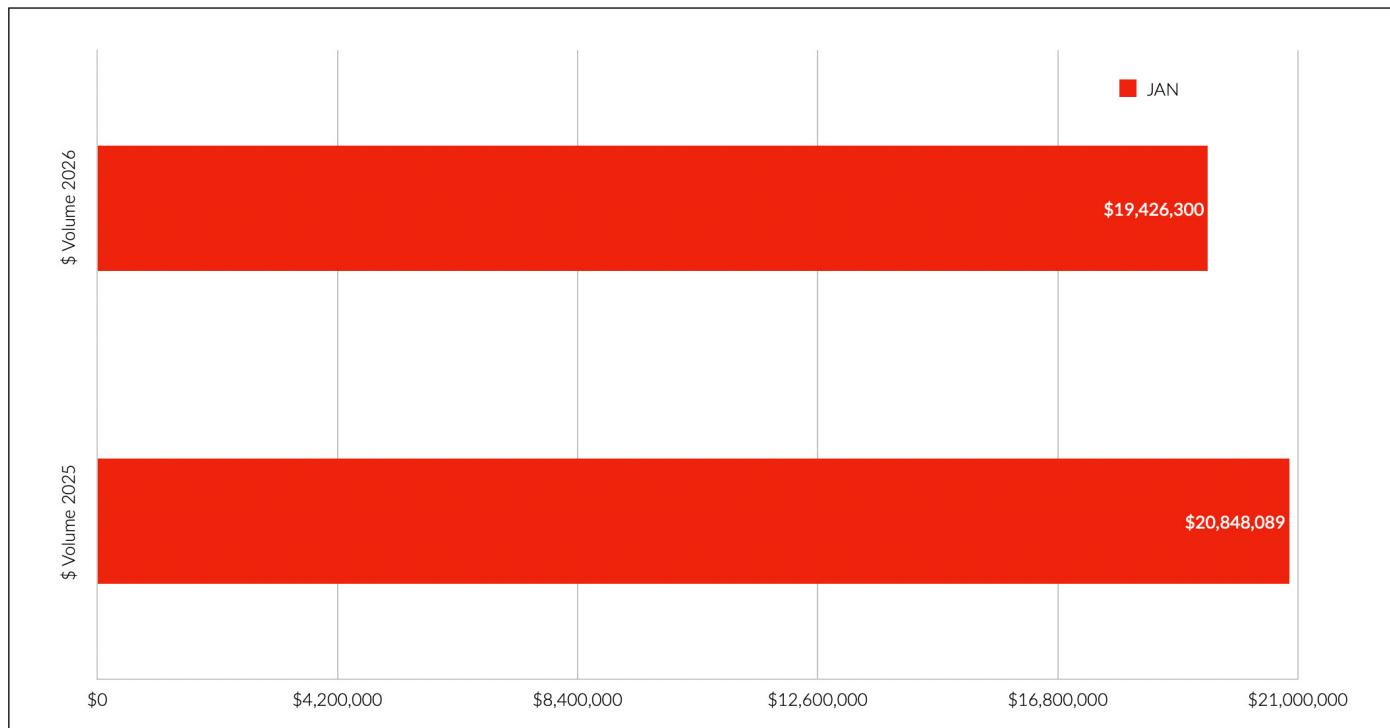


Year-Over-Year

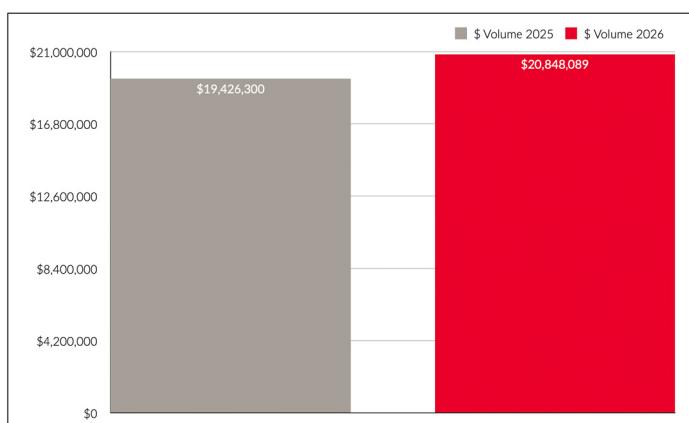


Month-Over-Month 2025 vs. 2026

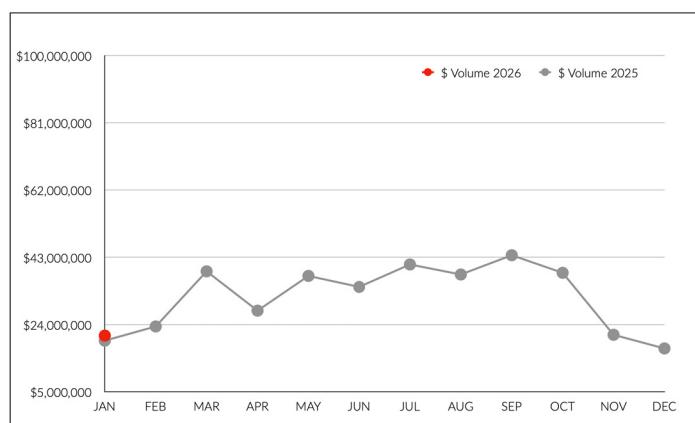
DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

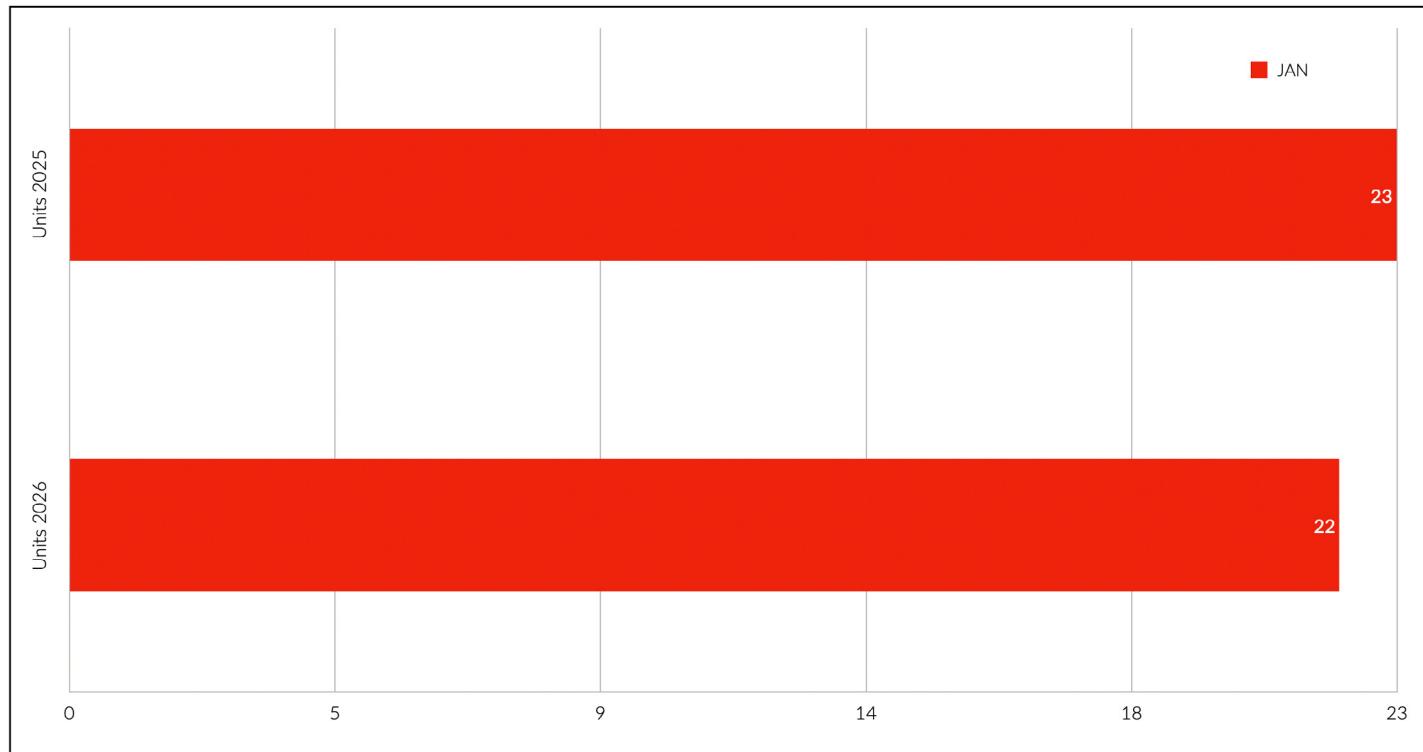


Yearly Totals 2025 vs. 2026

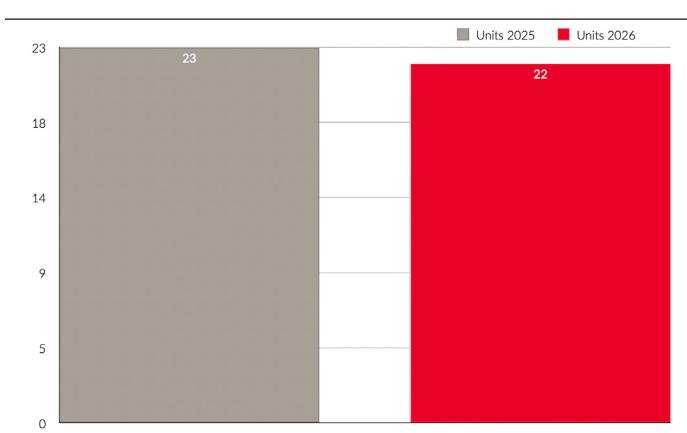


Month vs. Month 2025 vs. 2026

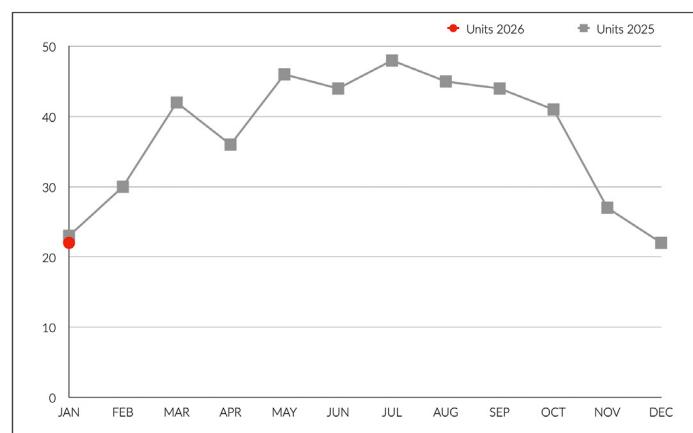
UNIT SALES



Monthly Comparison 2025 vs. 2026

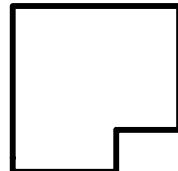


Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

SALES BY TYPE



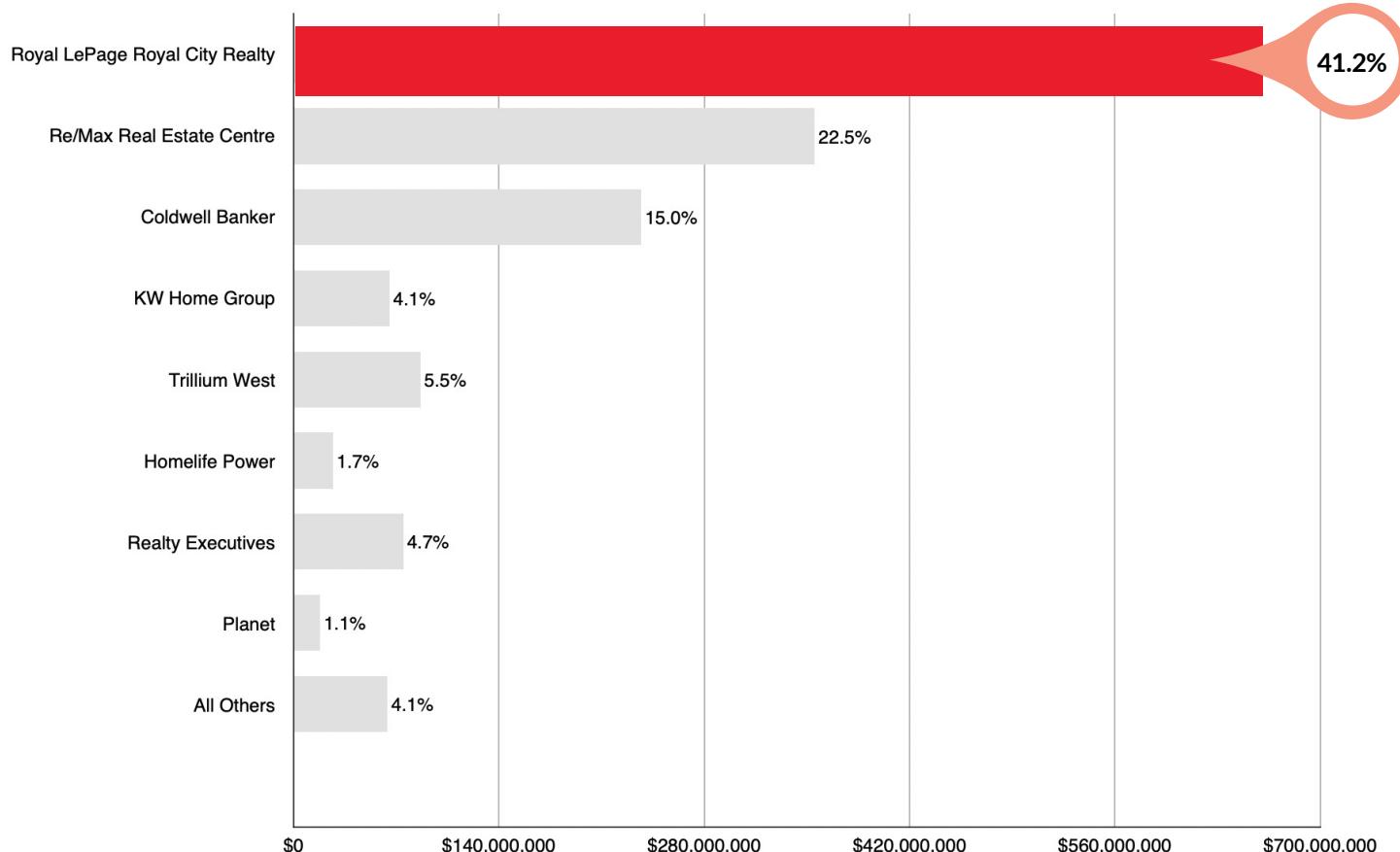
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	↓ \$17,561,089 -9.6%	↑ \$3,287,00 +100%	↓ \$0 -100%
YTD Unit Sales	↓ 17 -26.09%	↑ 5 +100%	↓ 0 -100%
YTD Average Sale Price	↑ \$1,033,005 +22.3%	↑ \$3,287,000 +100%	↓ \$0 -100%
January Sales Volume	↓ \$17,561,089 -9.6%	↑ \$3,287,000 +100%	↓ \$0 -100%
January Unit Sales	↓ 17 -26.09%	↑ 5 +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 January 1, 2026.

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

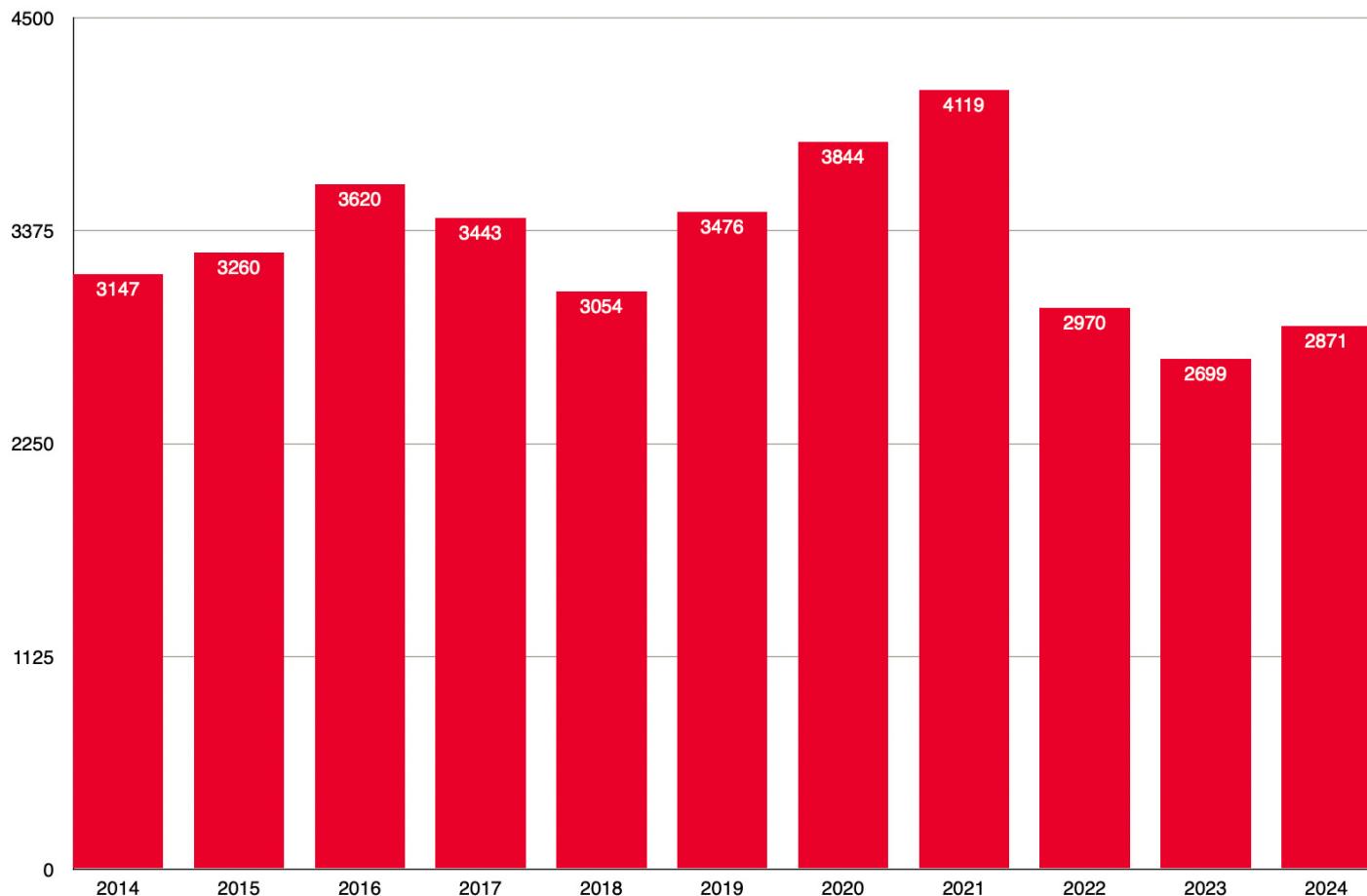
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MARKET DOMINANCE



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