



2025 NOVEMBER

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

BUYER'S MARKET

Centre Wellington's real estate market shifted firmly into buyer's territory in November, with notable price adjustments and increased inventory creating advantageous conditions for purchasers. The median sale price fell 14.53% to \$735,000, while the average sale price declined 16.66% to \$780,907. Sales volume reached \$21.08M, down 35.71% alongside a 22.86% decrease in unit sales to 27 transactions. New listings climbed 36% to 68, and expired listings rose significantly by 150% to 15, contributing to a growing pool of available homes. With a unit sales-to-listings ratio of 39.71%, down 30.29% from last year and sitting just below the buyer's-market threshold, conditions currently favour buyers, offering increased choice and negotiation power.



November year-over-year sales volume of \$21,084,500

Down -35.71% from 2024's \$32,795,644 with unit sales of 27 down -22.86% from last November's 35. New listings of 68 are up +36% from a year ago, with the sales/listing ratio of 39.71% down -30.29%.



Year-to-date sales volume of \$364,483,656

Down -12.45% from 2024's \$416,297,409 with unit sales of 426 down by -8.19% from last year's 464. New listings of 1,087 are up +22.13% from a year ago, with the sales/listing ratio of 39.19% down -12.94%.



Year-to-date average sale price of \$850,039

Down from \$891,734 one year ago with a median sale price of \$800,034 down from \$807,500 one year ago. Average days-on-market of 46 is up 10 days from last year.

NOVEMBER NUMBERS

Median Sale Price

\$735,000

-14.53%

Average Sale Price

\$780,907

-16.66%

Sales Volume

\$21,084,500

-35.71%

Unit Sales

27

-22.86%

New Listings

68

+36%

Expired Listings

15

+150%

Unit Sales/Listings Ratio

39.71%

-30.29%

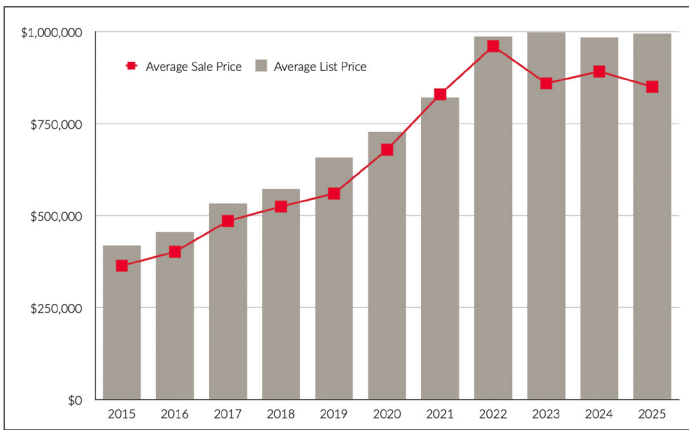
*Year-over-year comparison
(November 2024 vs. November 2025)*

THE MARKET IN DETAIL

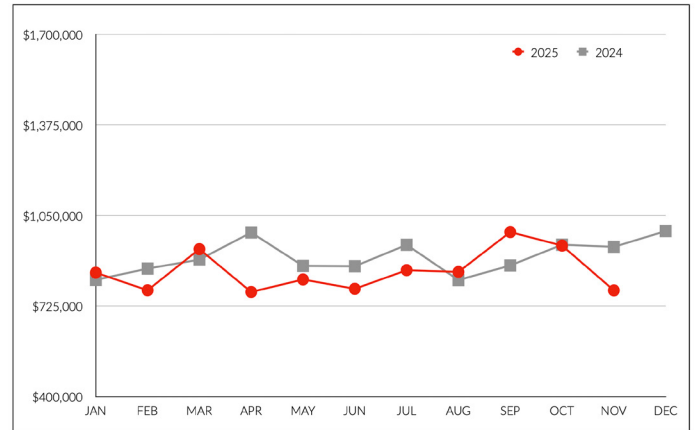
	2023	2024	2025	2024-2025
YTD Volume Sales	\$363,549,246	\$416,297,409	\$364,483,656	-12.45%
YTD Unit Sales	420	464	426	-8.19%
YTD New Listings	793	890	1,087	+22.13%
YTD Sales/Listings Ratio	52.96%	52.13%	39.19%	-12.94%
YTD Expired Listings	94	118	156	+32.2%
Monthly Volume Sales	\$19,850,900	\$32,795,644	\$21,084,500	-35.71%
Monthly Unit Sales	23	35	27	-22.86%
Monthly New Listings	67	50	68	+36%
Monthly Sales/Listings Ratio	34.33%	70.00%	39.71%	-30.29%
Monthly Expired Listings	20	6	15	+150%
YTD Sales: \$0-\$199K	7	7	4	-42.86%
YTD Sales: \$200k-349K	5	2	13	+550%
YTD Sales: \$350K-\$549K	29	39	36	-7.69%
YTD Sales: \$550K-\$749K	132	141	134	-4.96%
YTD Sales: \$750K-\$999K	153	146	146	No Change
YTD Sales: \$1M-\$2M	89	122	86	-29.51%
YTD Sales: \$2M+	7	10	9	-10%
YTD Average Days-On-Market	29.45	35.73	46.27	+29.52%
YTD Average Sale Price	\$859,409	\$891,734	\$850,039	-4.68%
YTD Median Sale Price	\$799,999	\$807,500	\$800,034	-0.92%

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

AVERAGE SALE PRICE

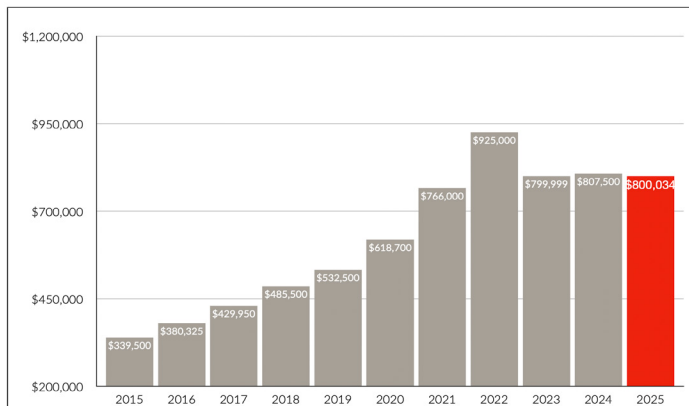


Year-Over-Year

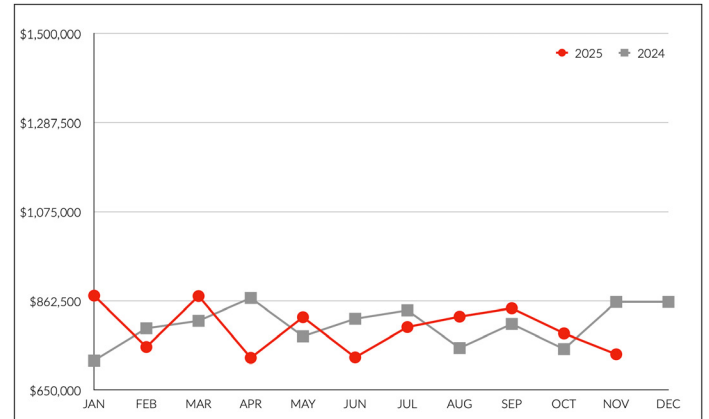


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



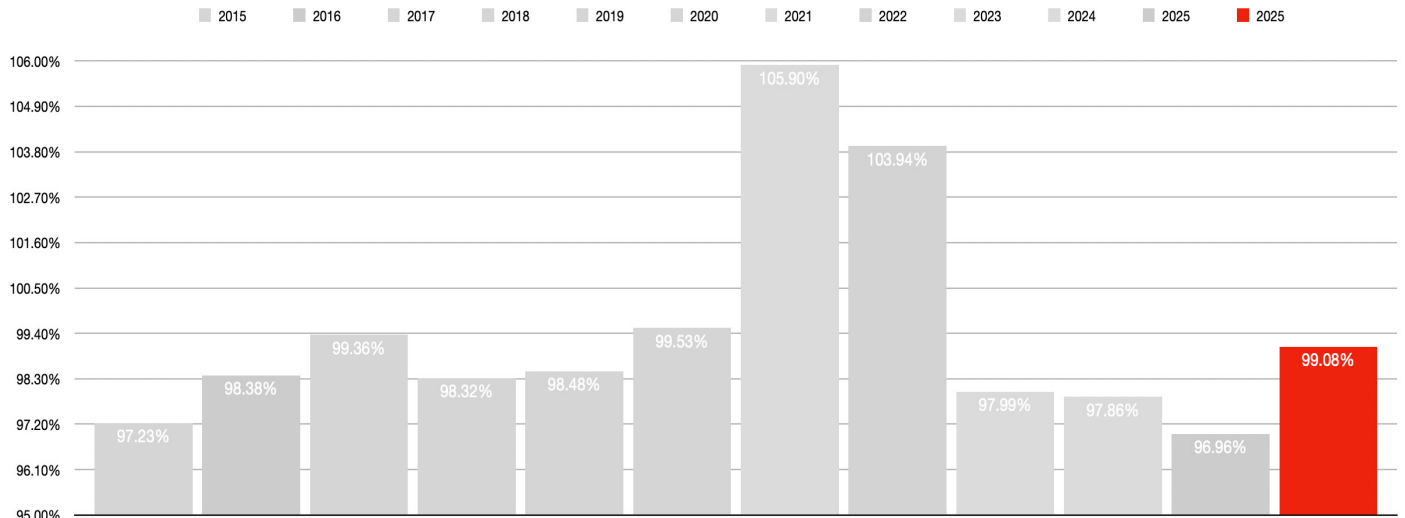
Year-Over-Year



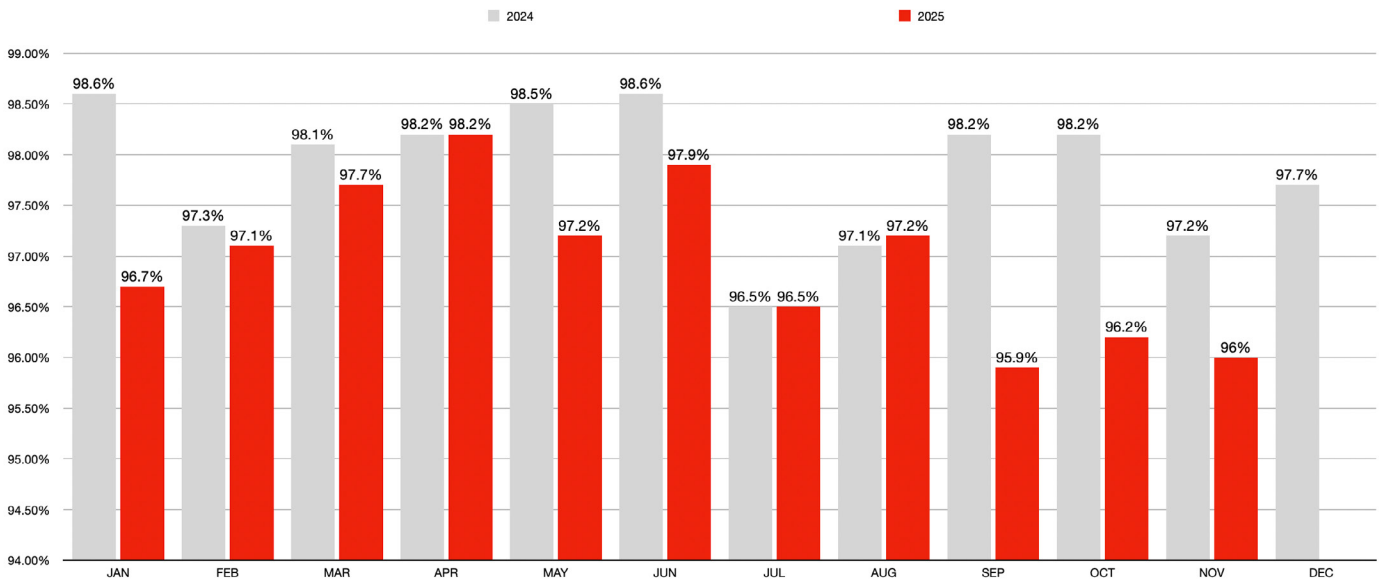
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

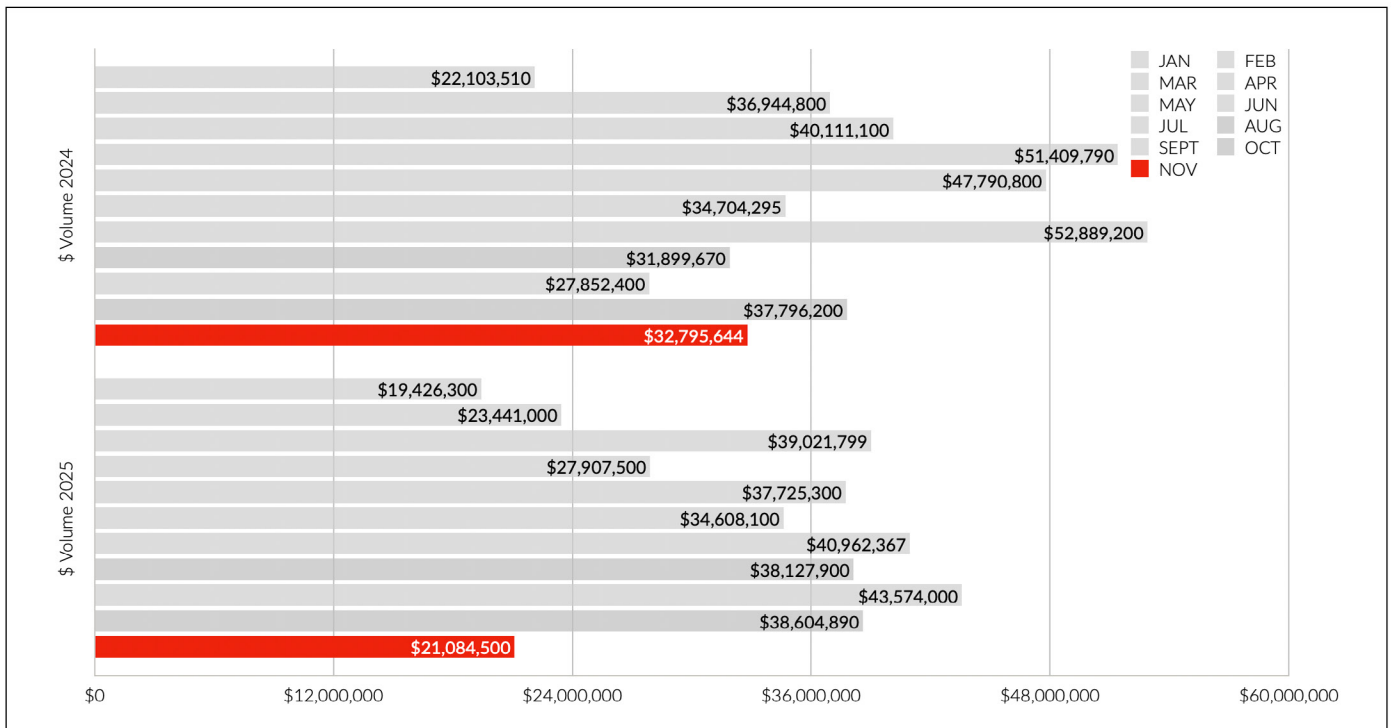


Year-Over-Year

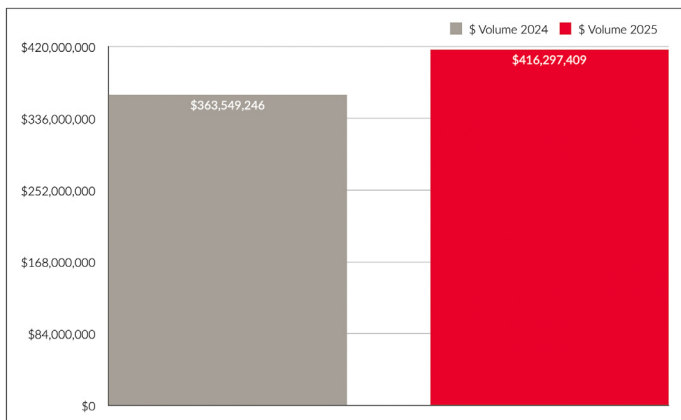


Month-Over-Month 2024 vs. 2025

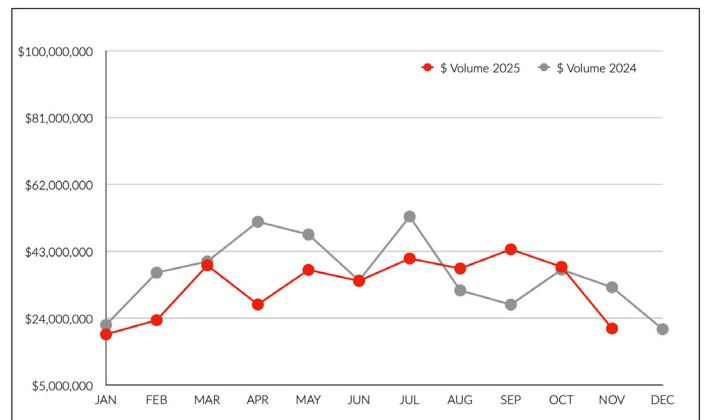
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

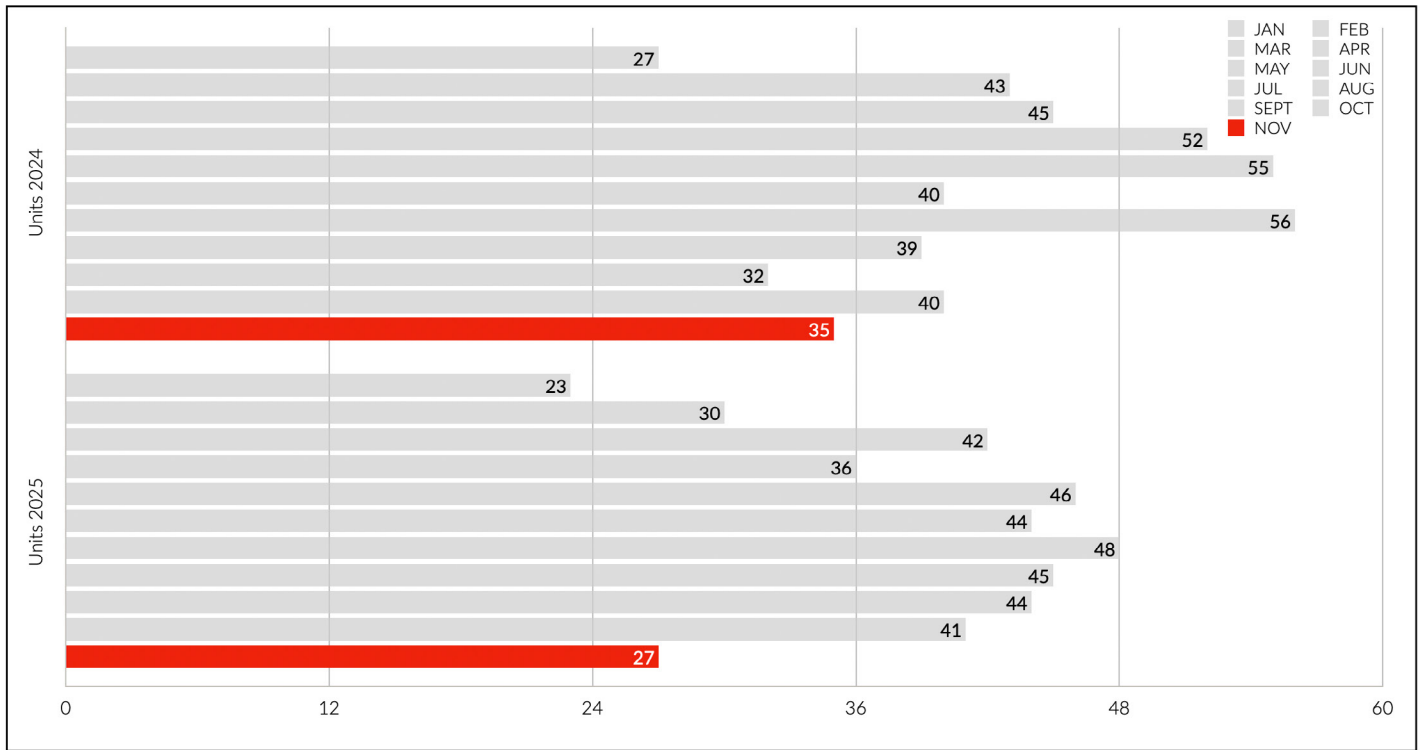


Yearly Totals 2024 vs. 2025

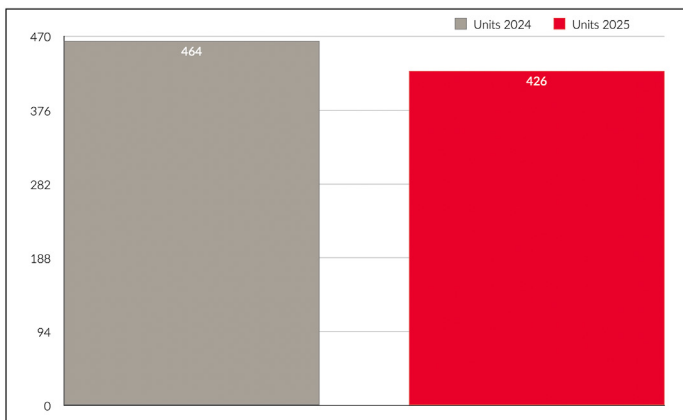


Month vs. Month 2024 vs. 2025

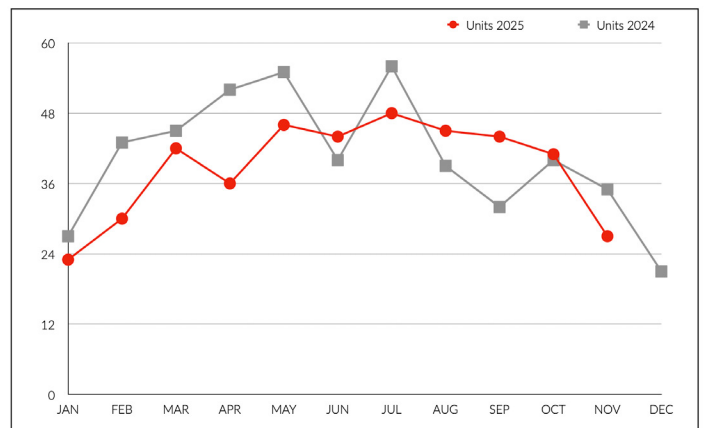
UNIT SALES



Monthly Comparison 2024 vs. 2025

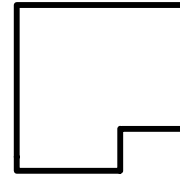

















Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



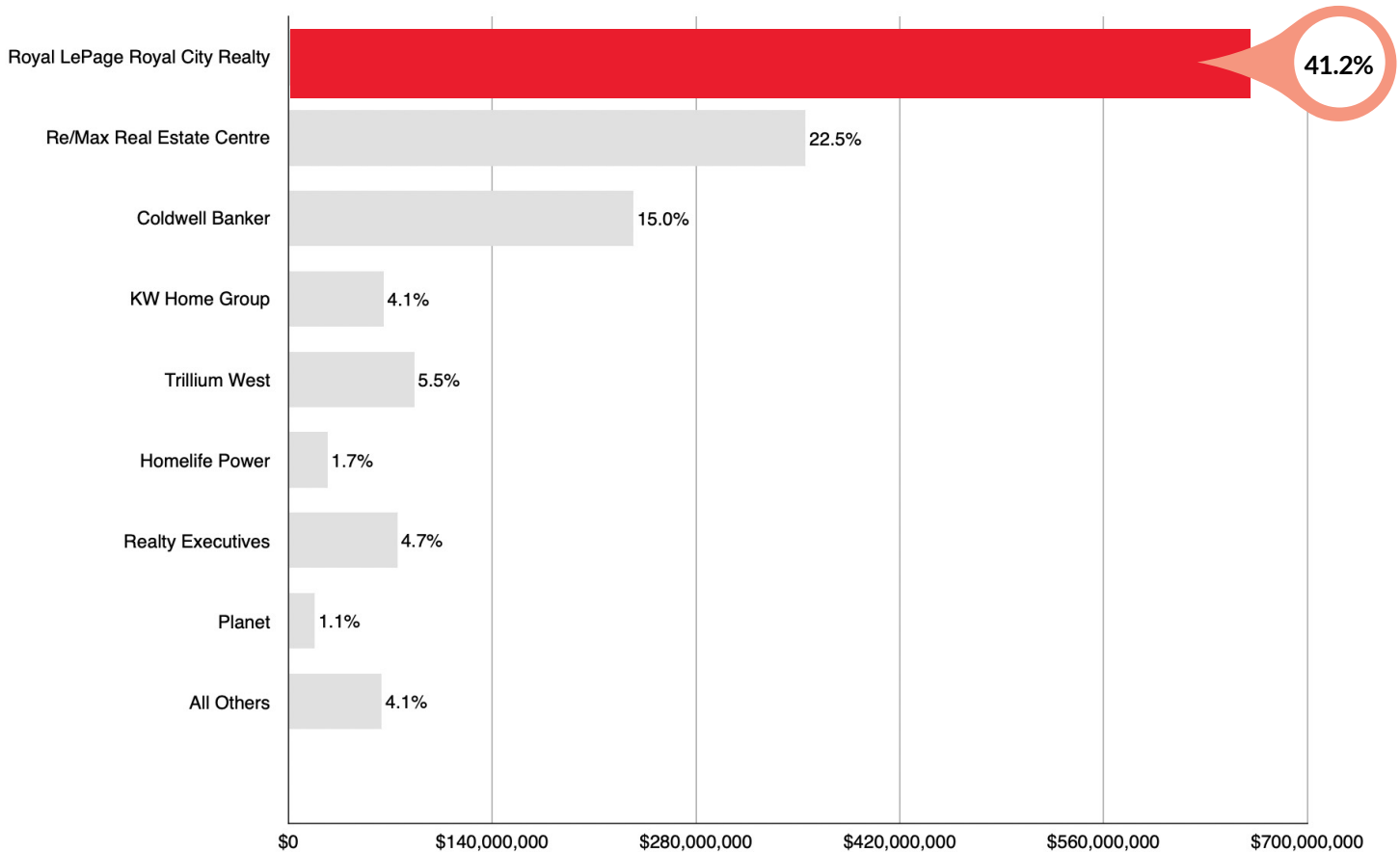
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$318,979,456 -13.22%	 \$45,504,200 +31.48%	 \$6,070,000 -51.13%
YTD Unit Sales	 356 -5.57%	 70 +22.81%	 6 -25%
YTD Average Sale Price	 \$896,010 -3.74%	 \$45,504,200 +31.48%	 \$1,011,667 +181%
November Sales Volume	 \$20,689,500 -35.18%	 \$395,000 -54.86%	 \$0 No Change
November Unit Sales	 26 -21.21%	 1 -50%	 0 No Change

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

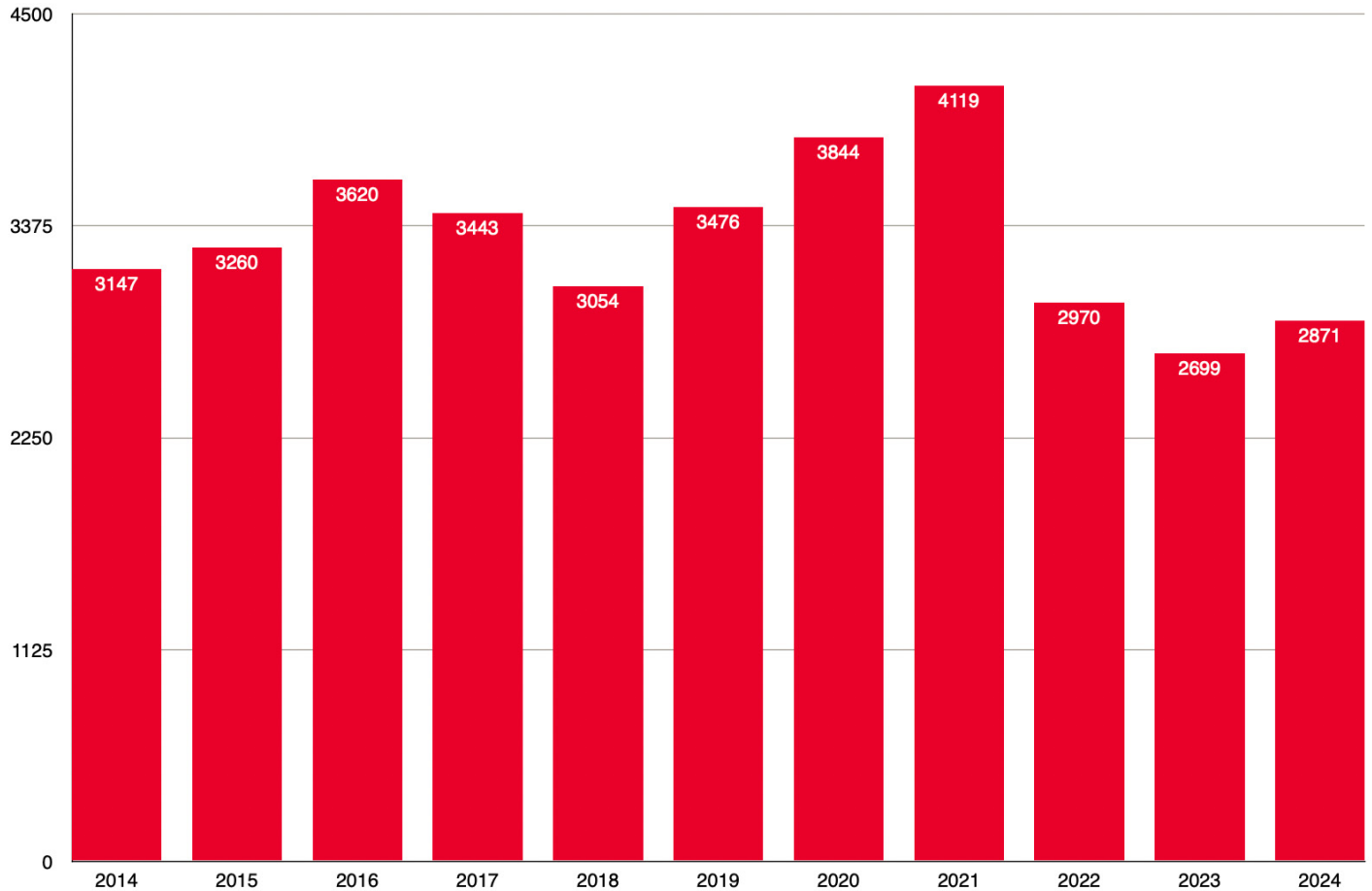
MARKET DOMINANCE



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



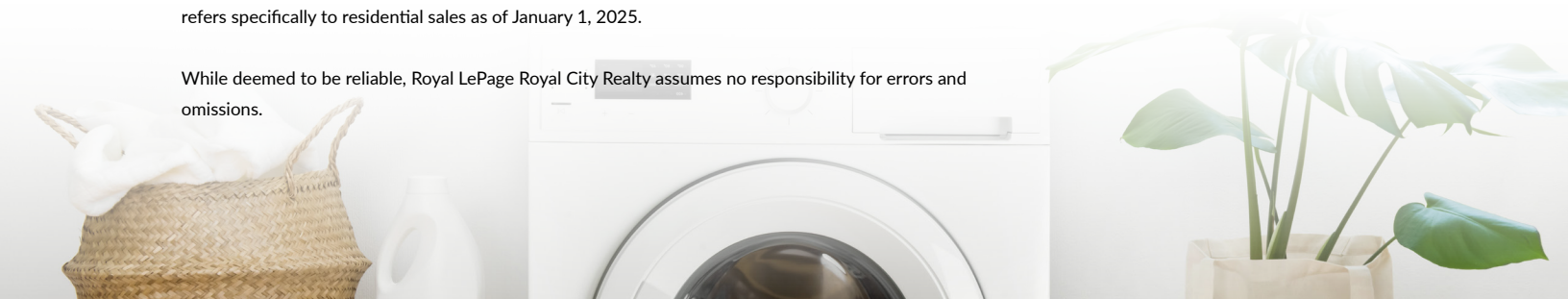
10 YEAR MARKET ANALYSIS



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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