



2025 OCTOBER

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 leaned further into buyer-friendly conditions in October, as inventory expanded faster than sales. The median sale price rose 5.02% to \$785,000, while the average sale price held steady at \$941,583. Sales volume increased 2.14% to \$38.60M, supported by a 2.5% rise in unit sales to 41 transactions. New listings surged 67.74% to 104, while expired listings jumped 92.86% to 27, reflecting greater choice for buyers and increased competition for sellers. With a unit sales-to-listings ratio of 39.42%, the market continues to favour buyers, offering more selection and negotiating room.



October year-over-year sales volume of \$38,604,890

Up +2.14% from 2024's \$37,796,200 with unit sales of 41 up +2.5% from last October's 40. New listings of 104 are up +67.74% from a year ago, with the sales/listing ratio of 39.42% down -25.09%.



Year-to-date sales volume of \$343,399,156

Down -10.46% from 2024's \$383,501,765 with unit sales of 399 down by -6.99% from last year's 429. New listings of 1,019 are up +21.31% from a year ago, with the sales/listing ratio of 39.16% down -11.92%.



Year-to-date average sale price of \$856,952

Down from \$887,205 one year ago with median sale price of \$811,892 up from \$802,250 one year ago. Average days-on-market of 47 is up 12 days from last year.

OCTOBER NUMBERS

Median Sale Price

\$785,000

+5.02%

Average Sale Price

\$941,583

-0.35%

Sales Volume

\$38,604,890

+2.14%

Unit Sales

41

+2.5%

New Listings

104

+67.74%

Expired Listings

27

+92.86%

Unit Sales/Listings Ratio

39.42%

-25.09%

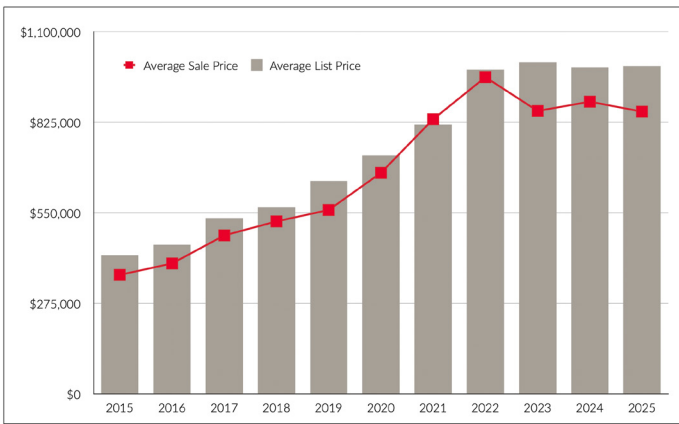
*Year-over-year comparison
(October 2024 vs. October 2025)*

THE MARKET IN DETAIL

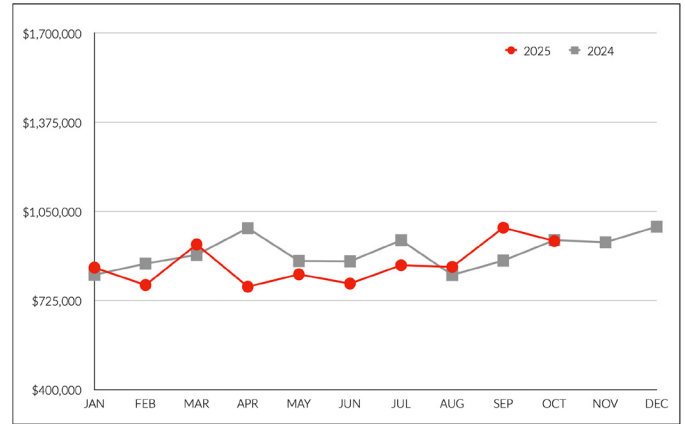
	2023	2024	2025	2024-2025
YTD Volume Sales	\$343,698,346	\$383,501,765	\$343,399,156	-10.46%
YTD Unit Sales	397	429	399	-6.99%
YTD New Listings	726	840	1,019	+21.31%
YTD Sales/Listings Ratio	54.68%	51.07%	39.16%	-11.92%
YTD Expired Listings	74	112	141	+25.89%
Monthly Volume Sales	\$24,216,700	\$37,796,200	\$38,604,890	+2.14%
Monthly Unit Sales	28	40	41	+2.5%
Monthly New Listings	63	62	104	+67.74%
Monthly Sales/Listings Ratio	44.44%	64.52%	39.42%	-25.09%
Monthly Expired Listings	13	14	27	+92.86%
YTD Sales: \$0-\$199K	7	7	4	-42.86%
YTD Sales: \$200k-349K	5	2	12	+500%
YTD Sales: \$350K-\$549K	28	36	34	-5.56%
YTD Sales: \$550K-\$749K	120	133	121	-9.02%
YTD Sales: \$750K-\$999K	150	135	137	+1.48%
YTD Sales: \$1M-\$2M	82	110	83	-24.55%
YTD Sales: \$2M+	6	9	9	No Change
YTD Average Days-On-Market	29.40	35.20	46.70	+32.67%
YTD Average Sale Price	\$859,042	\$887,205	\$856,952	-3.41%
YTD Median Sale Price	\$800,000	\$802,250	\$811,892	+1.2%

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

AVERAGE SALE PRICE

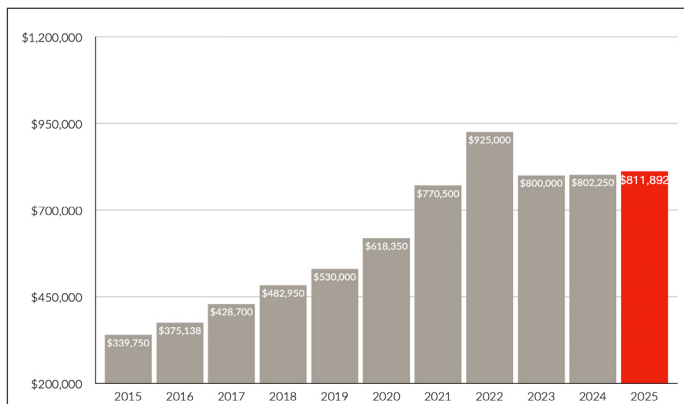


Year-Over-Year

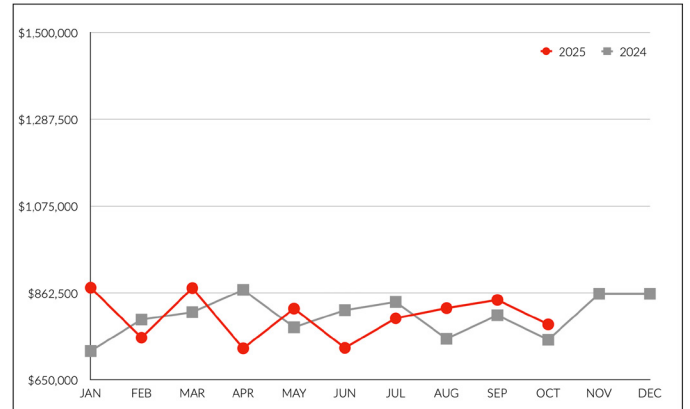


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



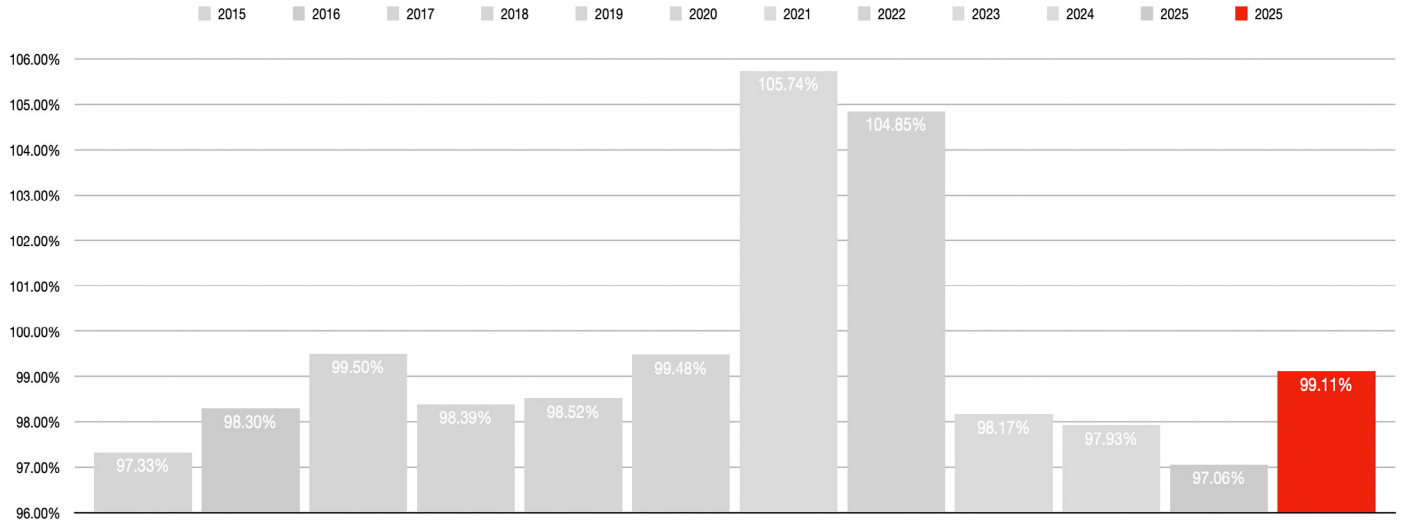
Year-Over-Year



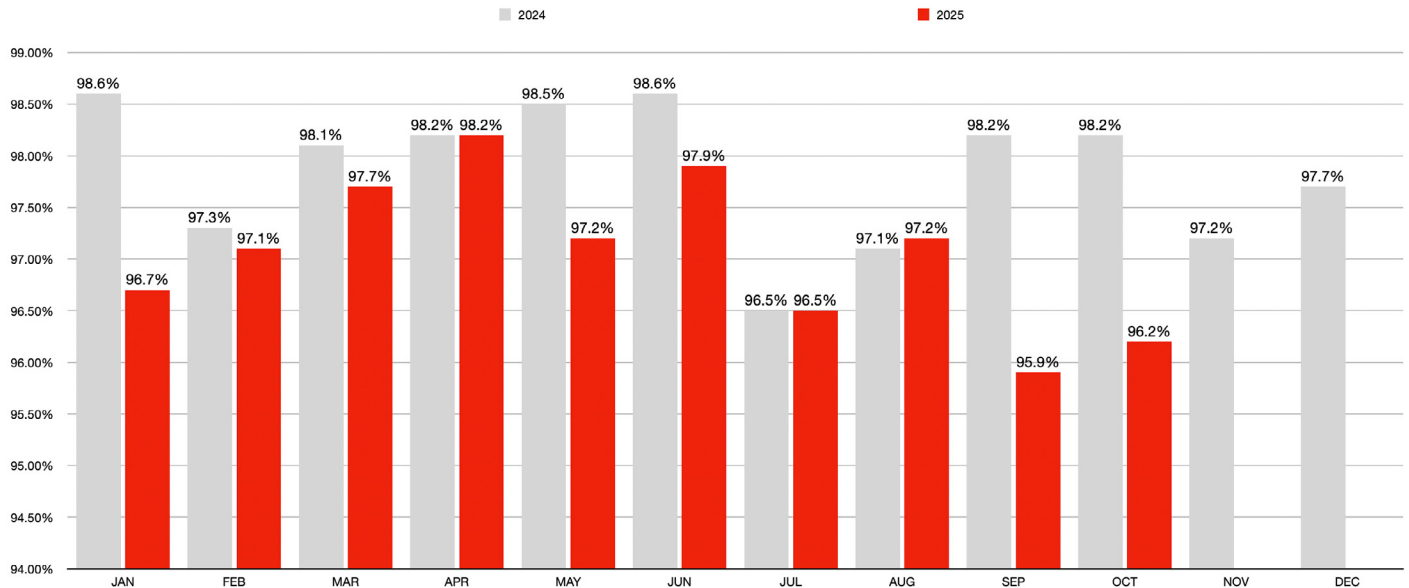
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

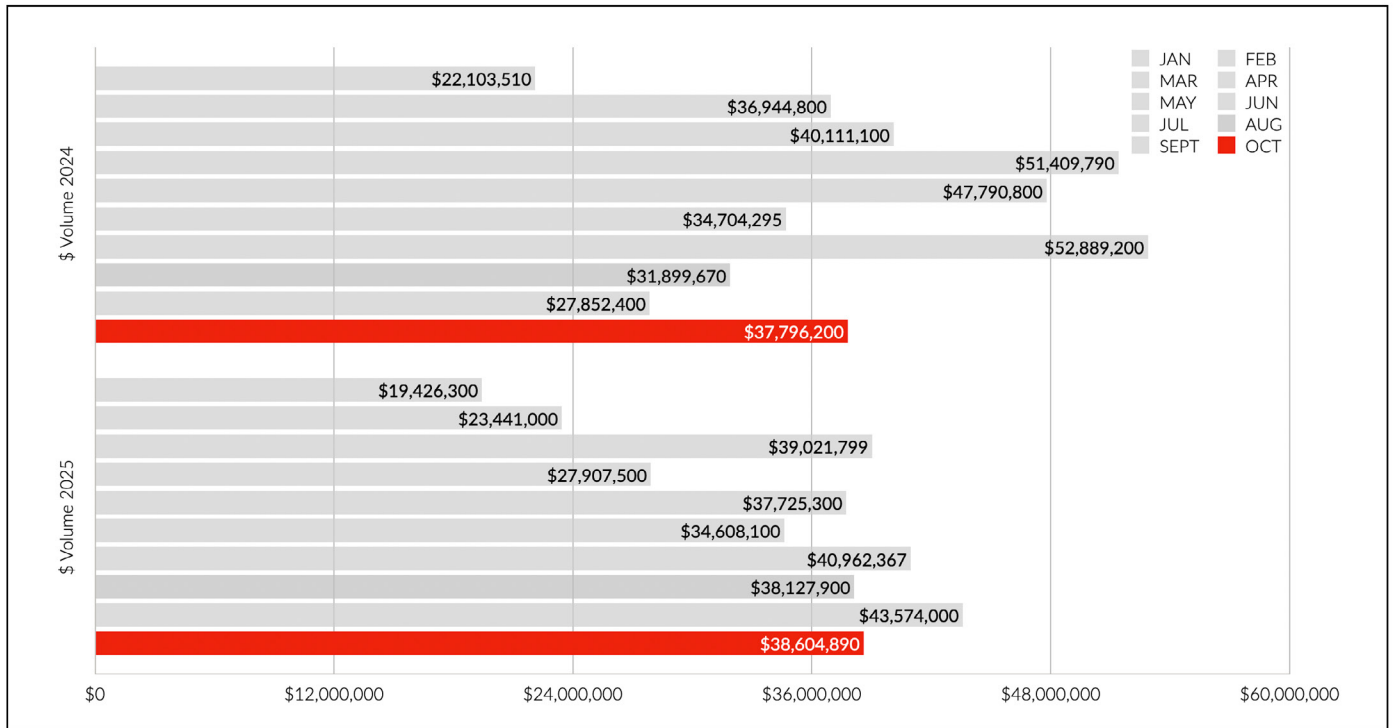


Year-Over-Year

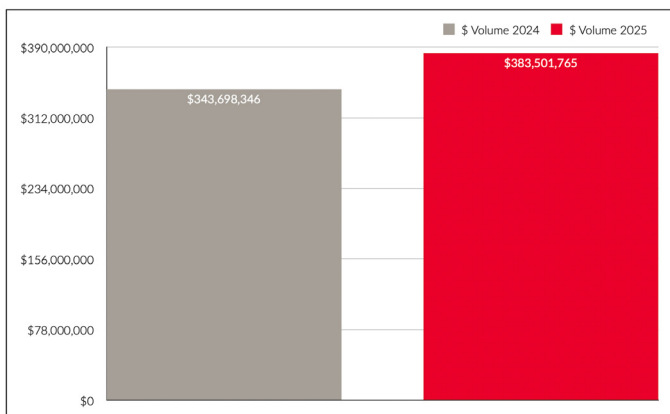


Month-Over-Month 2024 vs. 2025

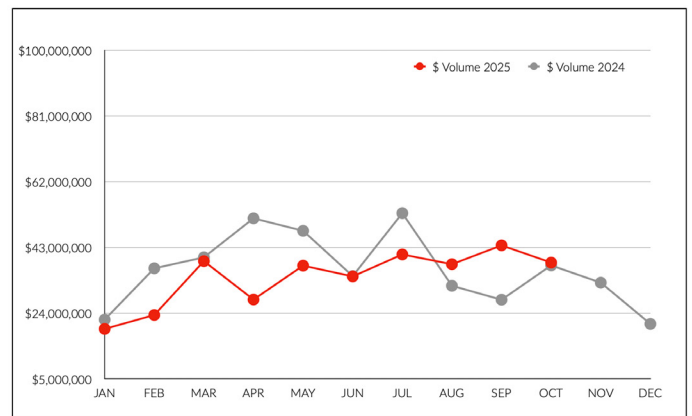
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

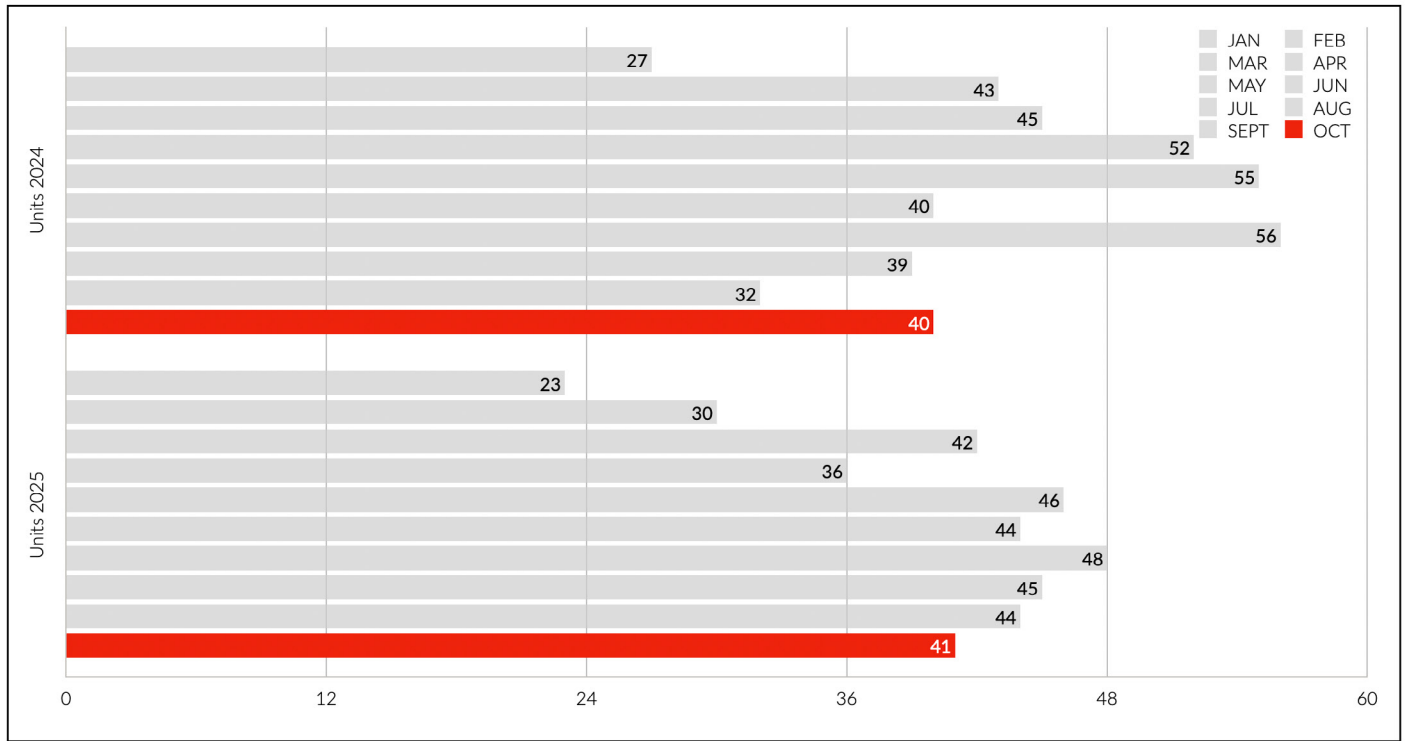


Yearly Totals 2024 vs. 2025

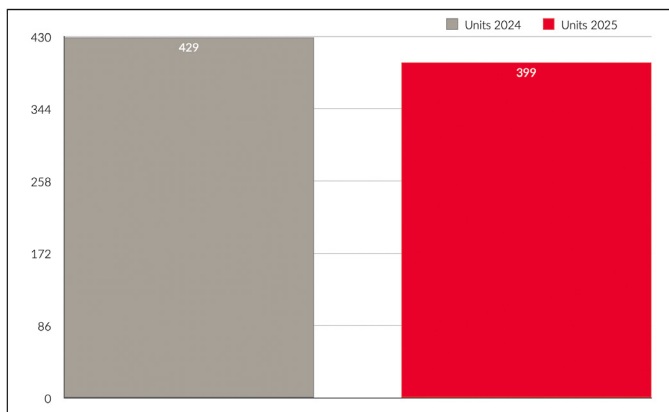


Month vs. Month 2024 vs. 2025

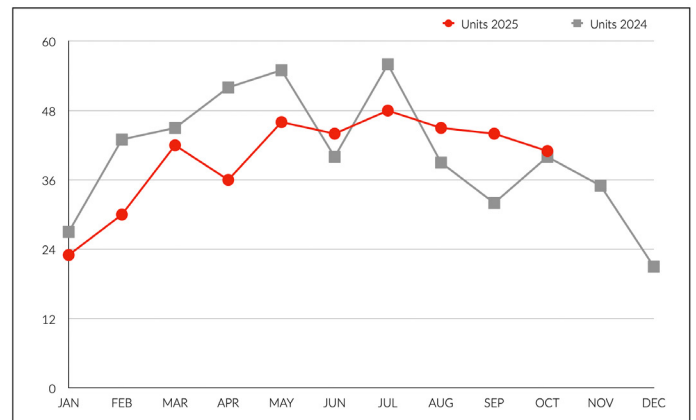
UNIT SALES



Monthly Comparison 2024 vs. 2025

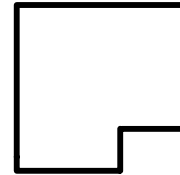


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



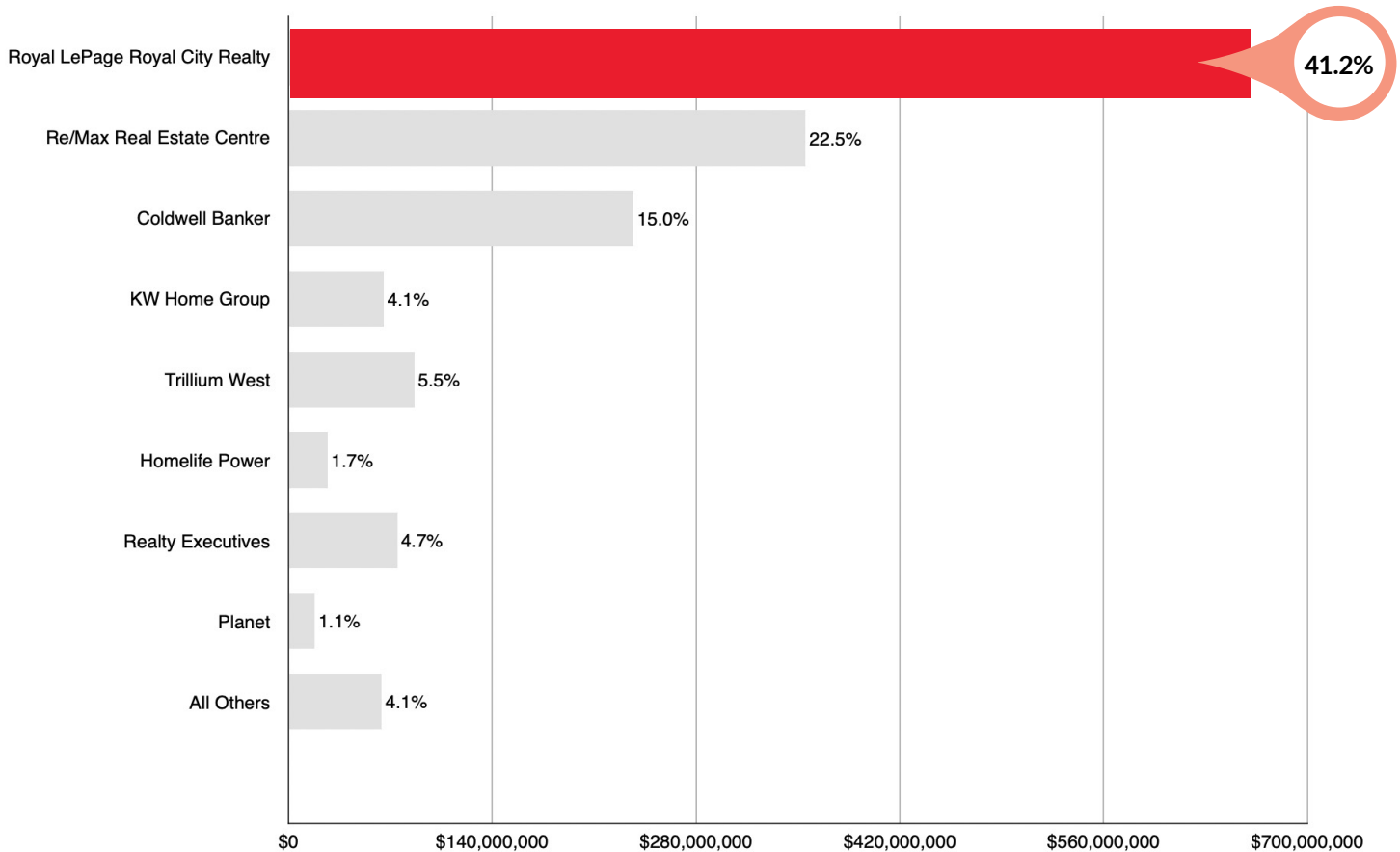
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$298,289,956 -11.13%	 \$45,109,200 +33.72%	 \$6,070,000 -51.13%
YTD Unit Sales	 330 -4.07%	 69 +25.45%	 6 -25%
YTD Average Sale Price	 \$903,909 -4.78%	 \$45,109,200 +33.72%	 \$1,011,667 +181%
October Sales Volume	 \$33,520,890 +1.19%	 \$5,084,000 +11.15%	 \$3,870,000 +100%
October Unit Sales	 34 +9.68%	 7 -12.5%	 2 +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 October 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.

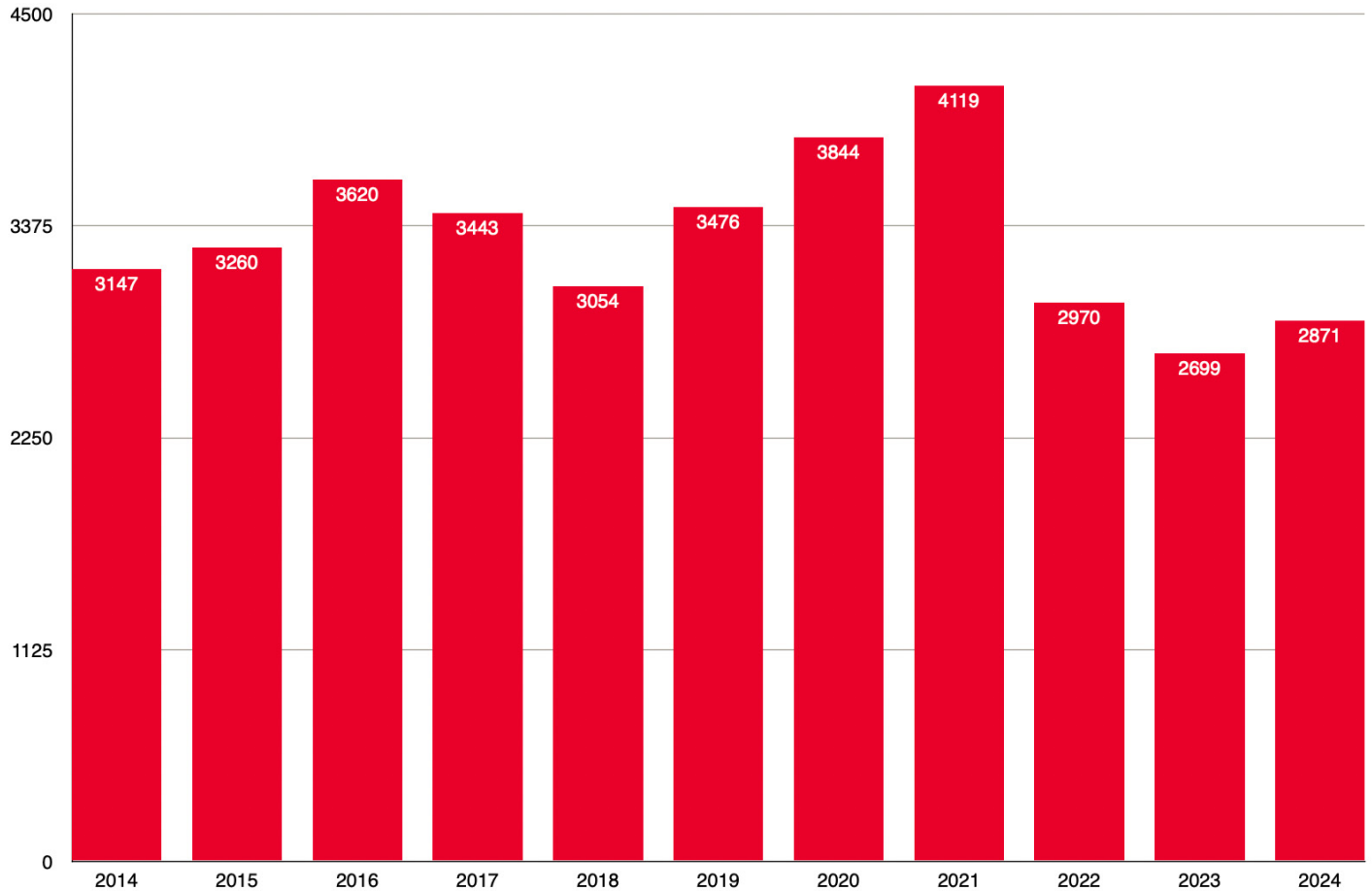
MARKET DOMINANCE



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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