



2025 SEPTEMBER

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 September be occasional discrepancies or errors in the data.

OVERVIEW

BALANCED MARKET

Centre Wellington's real estate market held balanced conditions in September, marked by notable gains in both pricing and sales activity. The median sale price rose 4.64% to \$845,000, while the average sale price jumped 13.78% to \$990,318. Sales volume surged 56.45% to \$43.57M, supported by a 37.5% increase in unit sales to 44 transactions. New listings grew 10.31% to 107, while expired listings also edged up 15.79% to 22. With a unit sales-to-listings ratio of 41.12%, up 8.13% from last year, the market continues to reflect balanced conditions, offering opportunities for both buyers and sellers.



September year-over-year sales volume of \$43,574,000

Up +56.45% from 2024's \$27,852,400 with unit sales of 44 up +37.5% from last September's 32. New listings of 107 are up +10.31% from a year ago, with the sales/listing ratio of 41.12% down 8.13%.



Year-to-date sales volume of \$304,794,266

Down -11.83% from 2024's \$345,705,565 with unit sales of 358 down by -7.97% from last year's 389. New listings of 911 are up +17.1% from a year ago, with the sales/listing ratio of 39.30% down -10.70%.



Year-to-date average sale price of \$847,549

Down from \$880,794 one year ago with median sale price of \$823,750 up from \$807,500 one year ago. Average days-on-market of 46 is up 11 days from last year.

SEPTEMBER NUMBERS

Median Sale Price

\$845,000

+4.64%

Average Sale Price

\$990,318

+13.78%

Sales Volume

\$43,574,000

+56.45%

Unit Sales

44

+37.5%

New Listings

107

+10.31%

Expired Listings

22

+15.79%

Unit Sales/Listings Ratio

41.12%

+8.13%

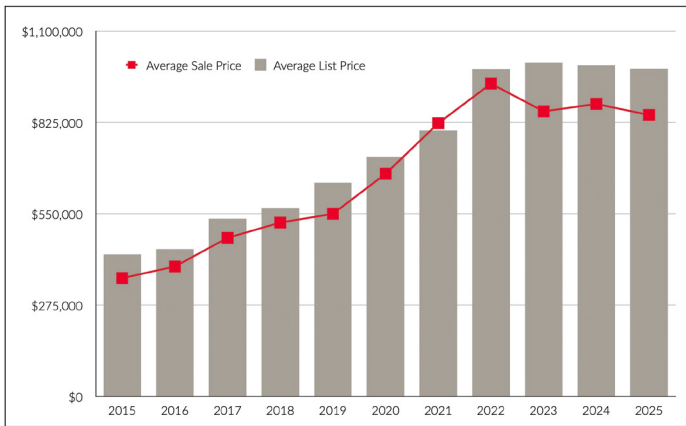
*Year-over-year comparison
(September 2024 vs. September 2025)*

THE MARKET IN DETAIL

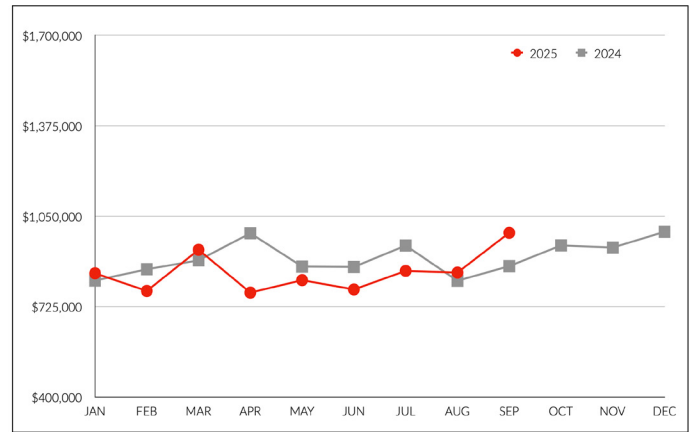
	2023	2024	2025	2024-2025
YTD Volume Sales	\$319,481,646	\$345,705,565	\$304,794,266	-11.83%
YTD Unit Sales	369	389	358	-7.97%
YTD New Listings	663	778	911	+17.1%
YTD Sales/Listings Ratio	55.66%	50.00%	39.30%	-10.7%
YTD Expired Listings	61	98	114	+16.33%
Monthly Volume Sales	\$38,768,299	\$27,852,400	\$43,574,000	+56.45%
Monthly Unit Sales	39	32	44	+37.5%
Monthly New Listings	115	97	107	+10.31%
Monthly Sales/Listings Ratio	33.91%	32.99%	41.12%	+8.13%
Monthly Expired Listings	11	19	22	+15.79%
YTD Sales: \$0-\$199K	7	6	4	-33.33%
YTD Sales: \$200k-349K	4	2	10	+400%
YTD Sales: \$350K-\$549K	25	34	31	-8.82%
YTD Sales: \$550K-\$749K	115	116	111	-4.31%
YTD Sales: \$750K-\$999K	137	124	121	-2.42%
YTD Sales: \$1M-\$2M	77	103	76	-26.21%
YTD Sales: \$2M+	5	7	6	-14.29%
YTD Average Days-On-Market	29.00	35.22	45.67	+29.65%
YTD Average Sale Price	\$858,393	\$880,794	\$847,549	-3.77%
YTD Median Sale Price	\$799,999	\$807,500	\$823,750	+2.01%

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

AVERAGE SALE PRICE

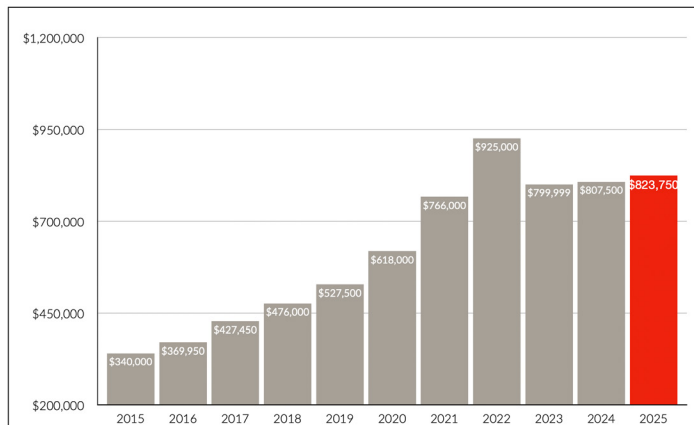


Year-Over-Year

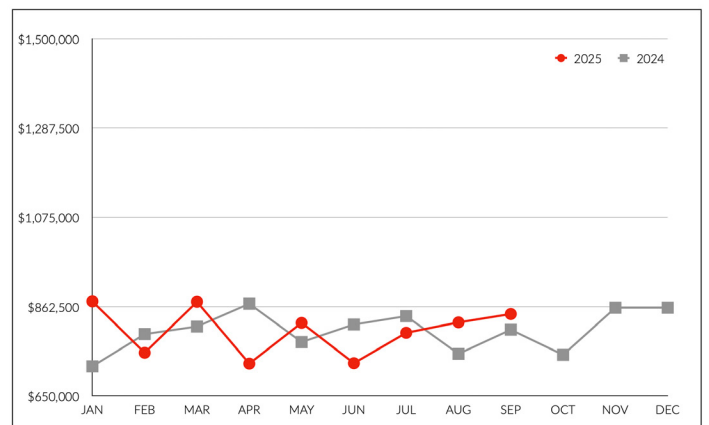


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



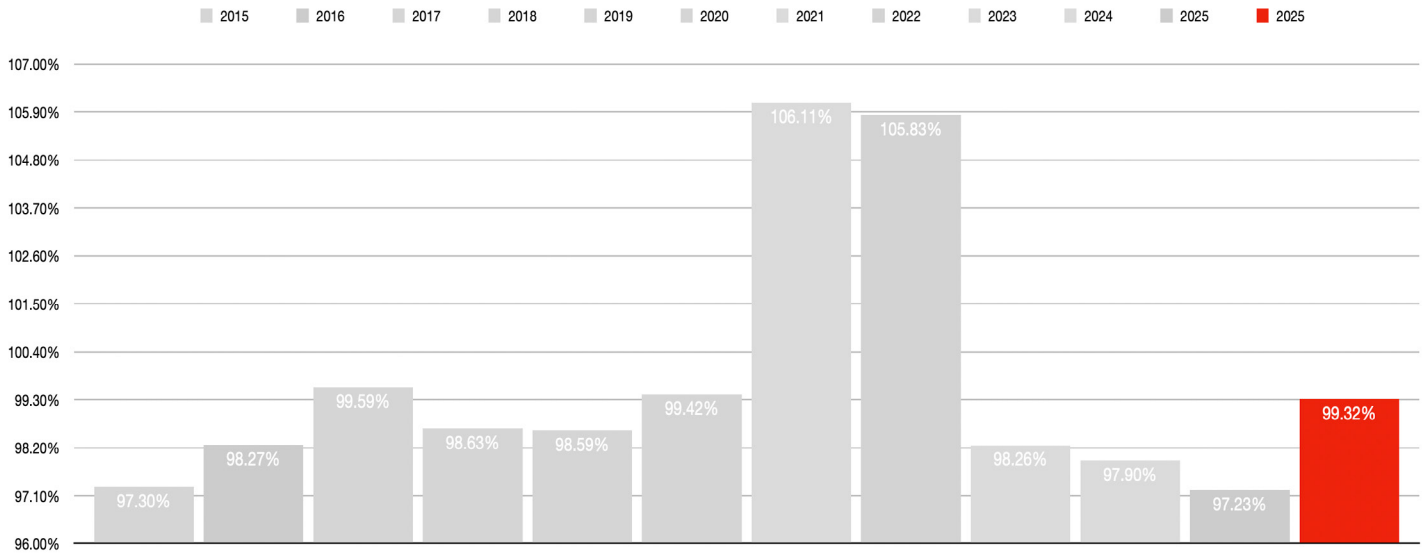
Year-Over-Year



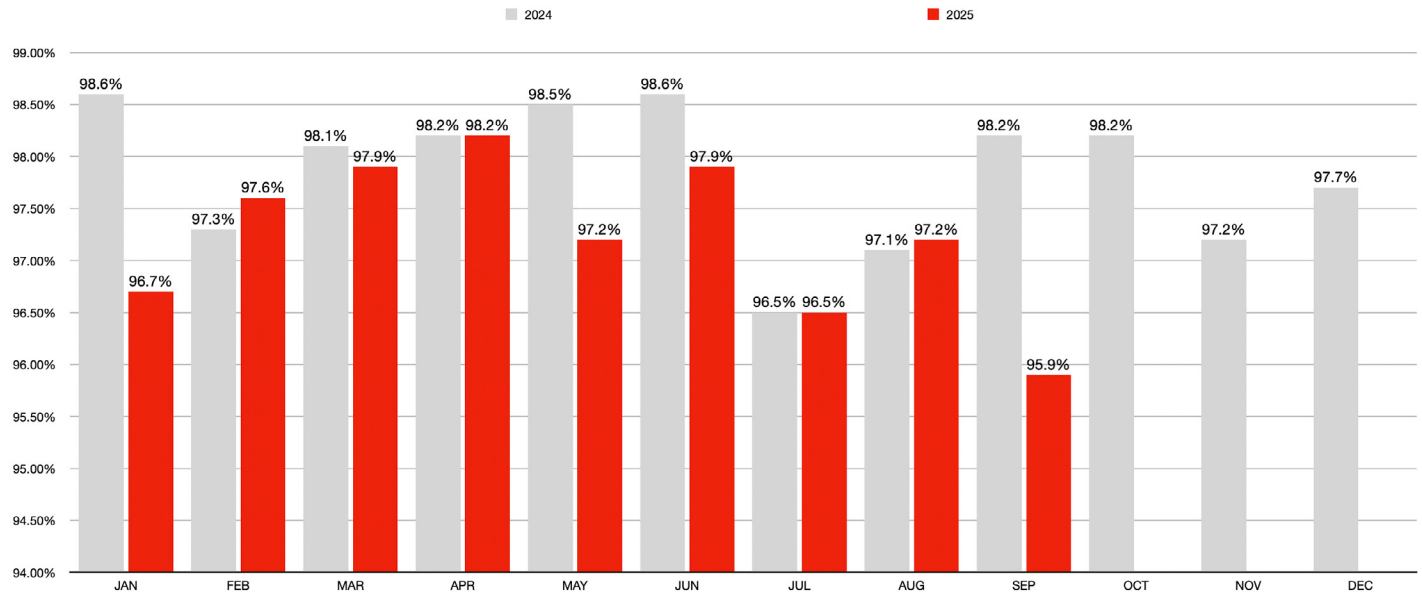
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

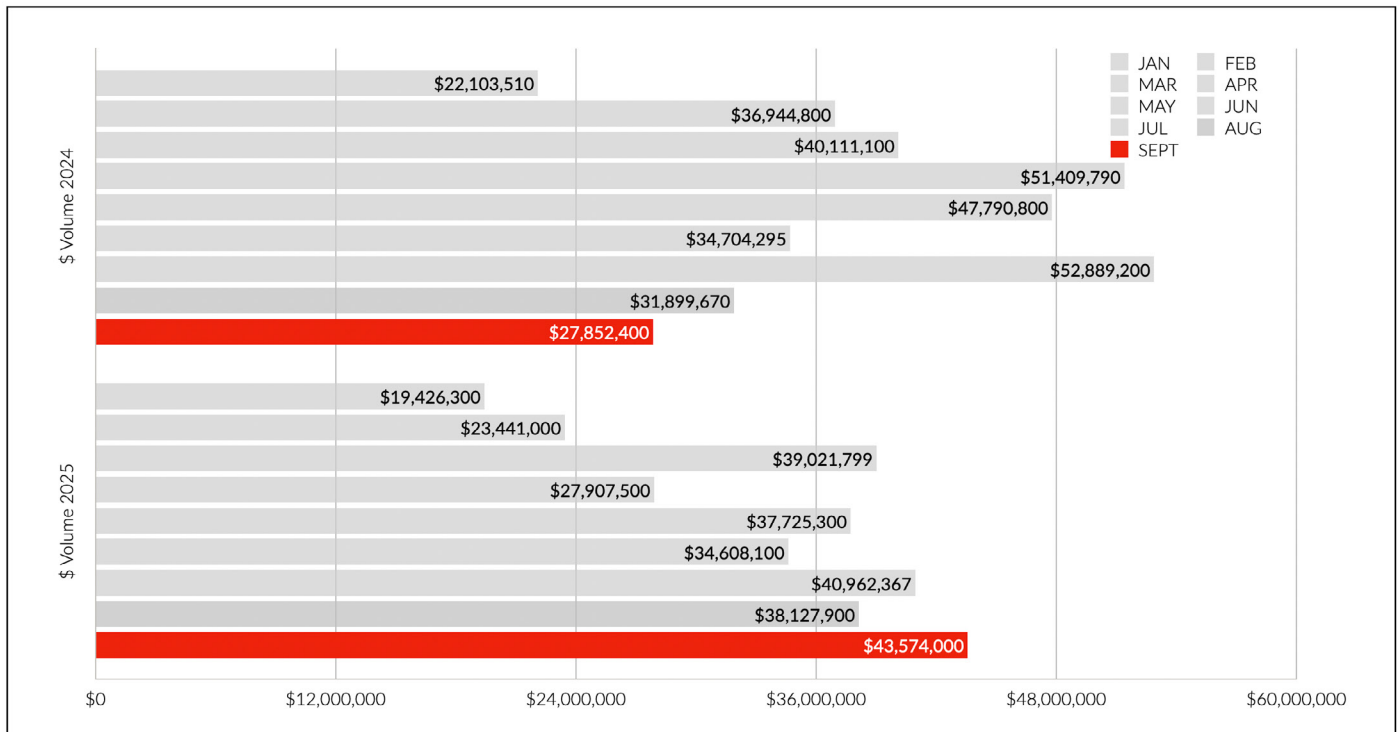


Year-Over-Year

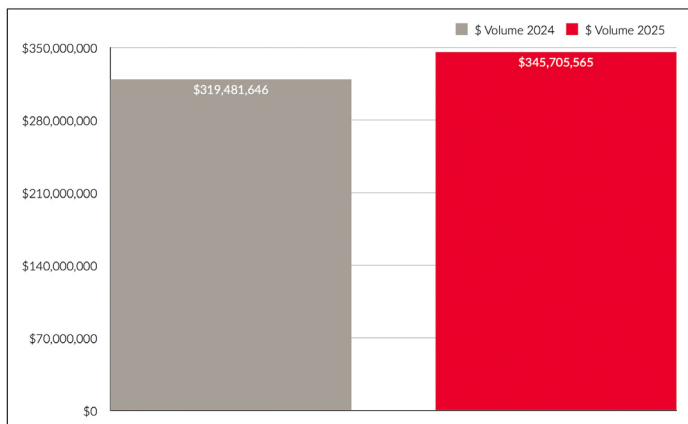


Month-Over-Month 2024 vs. 2025

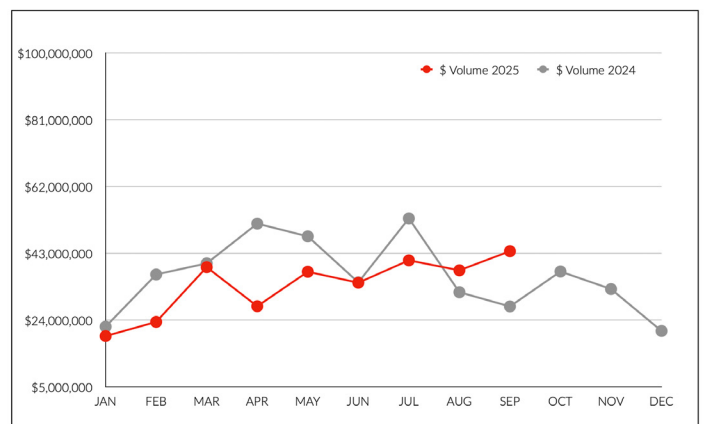
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

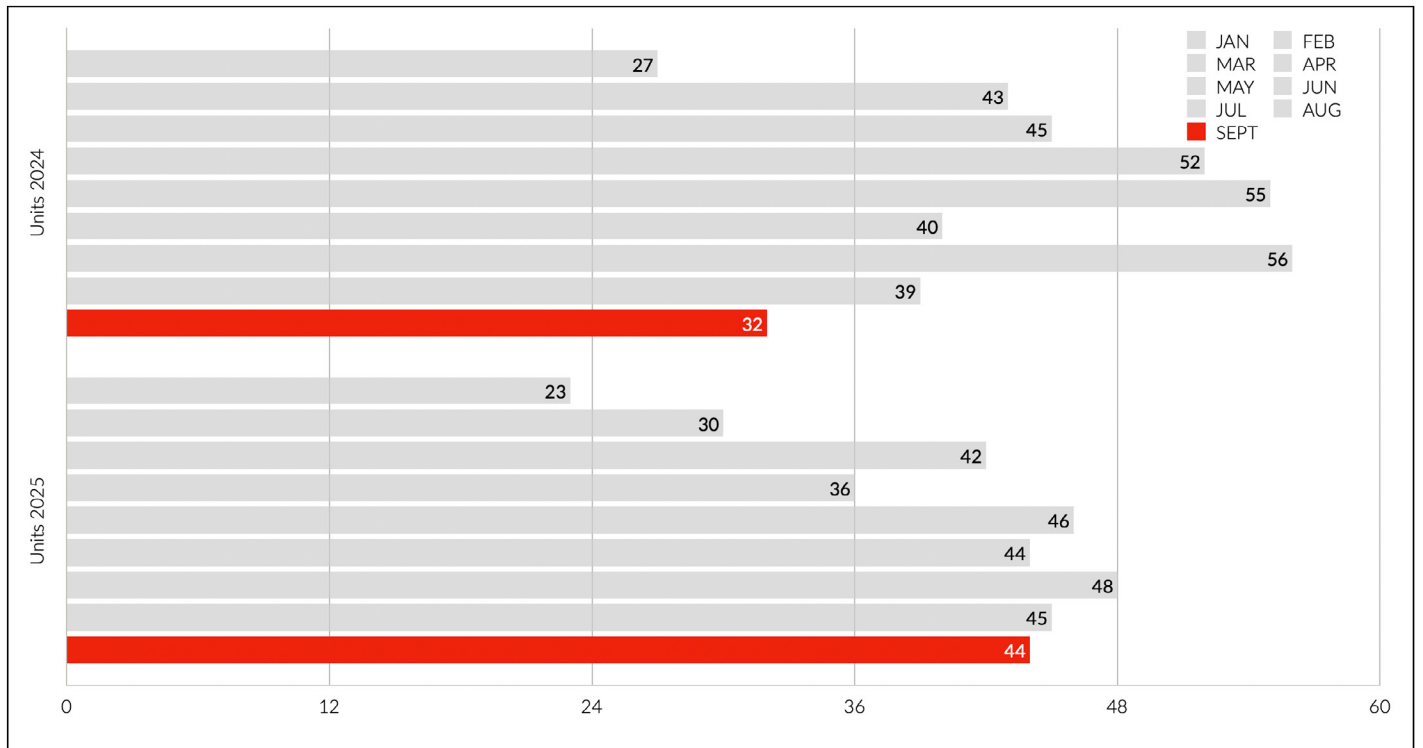


Yearly Totals 2024 vs. 2025

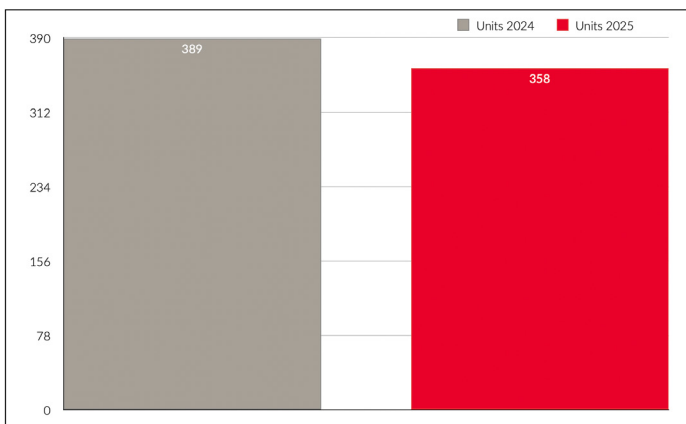


Month vs. Month 2024 vs. 2025

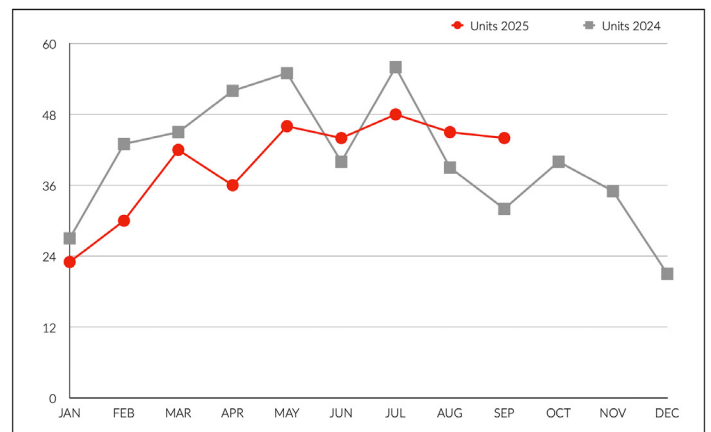
UNIT SALES



Monthly Comparison 2024 vs. 2025

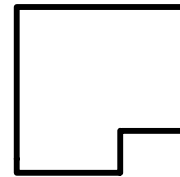

















Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



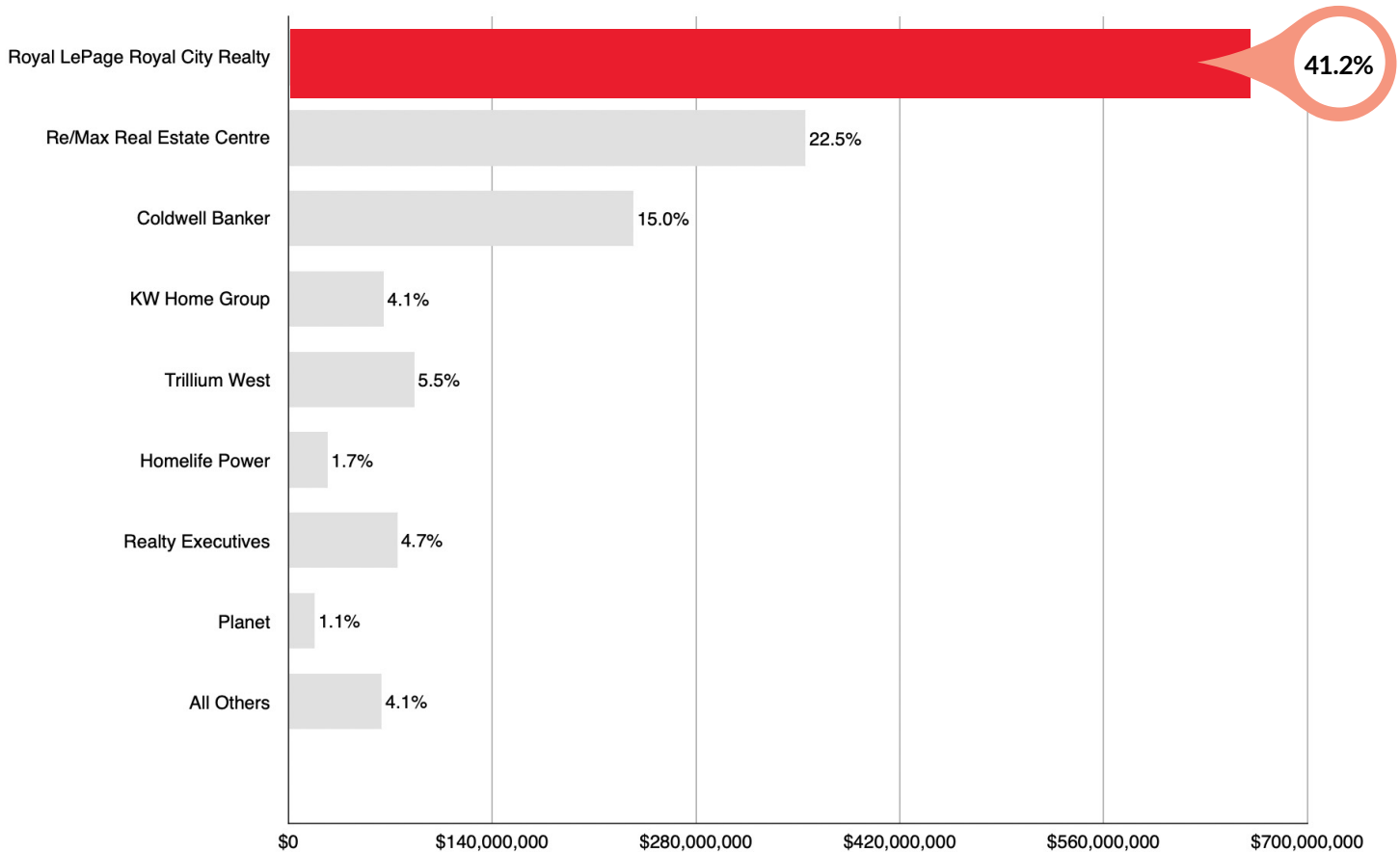
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$264,769,066 -12.48%	 \$40,025,200 +37.26%	 \$2,200,000 -82.29%
YTD Unit Sales	 296 -5.43%	 62 +31.91%	 4 -50%
YTD Average Sale Price	 \$894,490 -6.29%	 \$40,025,200 +37.26%	 \$550,000 +181%
September Sales Volume	 \$38,168,000 +63.58%	 \$5,406,000 +97.3%	 \$0 No Change
September Unit Sales	 35 +40%	 9 +125%	 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 September 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.

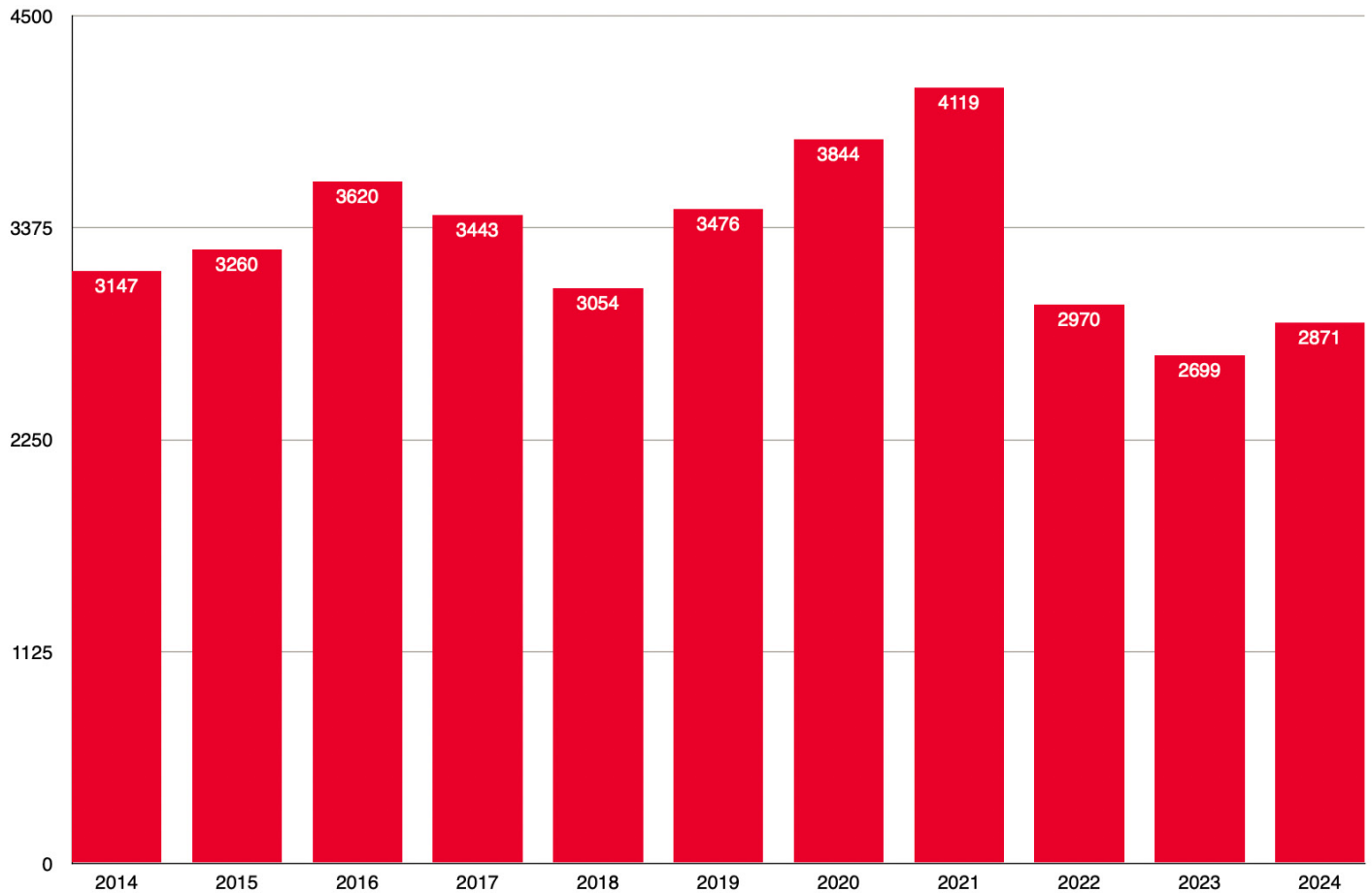
MARKET DOMINANCE



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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