

CENTRE WELLINGTON REAL ESTATE MARKET REPORT

AUGUST 2018

R-CITY | R-TEAM | R-NUMBERS



CENTRE WELLINGTON OVERVIEW SELLER'S MARKET

DESPITE THE TRADITIONAL SUMMER, WE CONTINUE TO MAKE UP GROUND ON 2017'S BLISTERING 1ST QUARTER WITH CONSISTENCY THROUGHOUT THIS YEAR.



YEAR-TO-DATE SALES VOLUME \$153,455,473

Down 15% from 2017's \$180,526,252. Unit Sales of 285 were down 18% from 2017's 349, with 420 new listings down 11%, and a 68% sales/listings ratio down 8%.



AUGUST SALES VOLUME \$19,574,550

Down 5.5% from 2017's \$20,739,250. Unit sales of 44 were up 7% from last August's 41, with 51 new listings down 6%, and a 86% sales/listing ratio up 13.5%.



YEAR-TO-DATE AVERAGE SALE PRICE \$532,838

Up from \$505,209 one year ago. Median sale price \$471,750 up from \$428,700 one year ago. Average days-on-market up 3 days to 33 compared to last year.



AUGUST Numbers

MEDIAN SALE PRICE +10%

\$471,750

SALES VOLUME -5.5%

\$19,574,550

UNIT SALES +7%

44

NEW LISTINGS -6%

51

EXPIRED LISTINGS -38.5%

8

UNIT SALES/LISTINGS RATIO +13.5%

86%

* Year over year comparison (August 2017 to August 2018)

*Year-to-date (YTD): is a period starting from the beginning of the current calendar year and continuing up to the present day (January - August 2018)

*Sales Volume: is the dollar volume of homes sold within a reporting period

*Unit Sales: represent the total number of sales in a given reporting period

*New Listings: Units that have recently gone public and are for sale

*Expired Listings: A listing expires when the listing contract expiration date has passed without the property being sold

*Unit Sales/ Listings Ratio: Number of units sold compared to the number of units listed

*Average Price: The average sale price can be volatile if one or more properties were sold at an extraordinarily high or low price, the average is skewed higher or lower as a result. This can be an unreliable stat, especially in smaller markets

*Median Sale Price: Exactly half of homes listed are above this price and exactly half are below.

THE MARKET IN DETAIL



Table 1:
Centre Wellington MLS Sales and Listing Summary
 2016 vs. 2017 vs. 2018

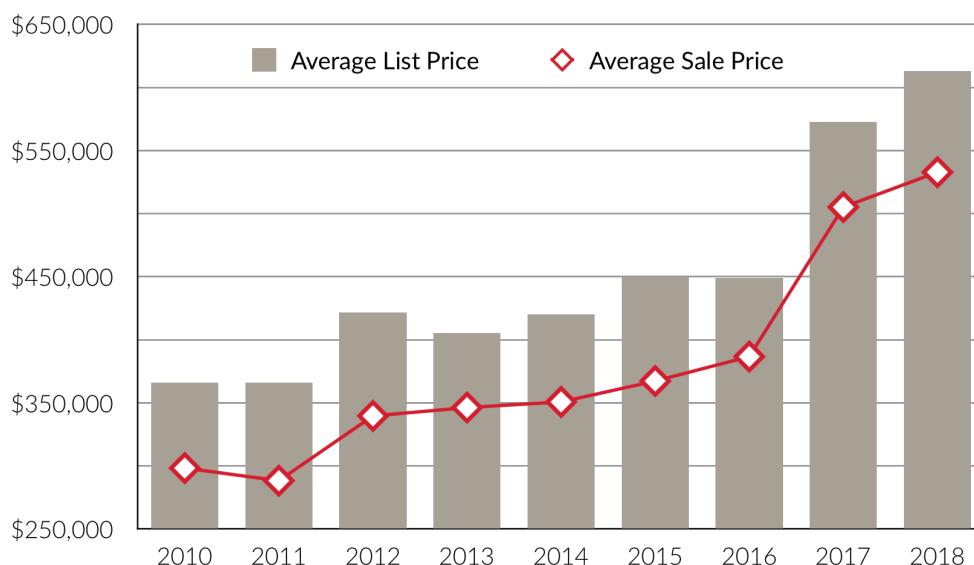
	2016	2017	2018	2017-2018
Year-To-Date (YTD) Volume Sales	\$143,563,980	\$180,526,252	\$153,455,473	-15%
YTD Unit Sales	363	349	285	-18.3%
YTD New Listings	476	472	420	-11%
YTD Sales/Listings Ratio	76%	74%	68%	-8.2%
YTD Expired Listings	49	37	43	+16.2%
August Volume Sales	\$20,393,725	\$20,739,725	\$19,574,550	-5.6%
August Unit Sales	49	41	44	+7.3%
August New Listings	54	54	51	-5.6%
August Sales/Listings Ratio	91%	76%	86%	+13.6%
August Expired Listings	7	13	8	-38.5%
YTD Sales: Under \$0-\$199K	36	10	15	+50%
YTD Sales: Under \$200K-\$349K	126	49	31	-36.7%
YTD Sales: Under \$350K-\$549K	142	187	142	-24.1%
YTD Sales: Under \$550K-\$749K	42	64	56	-12.5%
YTD Sales: Under \$750K-\$999K	12	21	27	+28.6%
YTD Sales: \$1M+	5	18	14	-22.2%
YTD Average Days-On-Market	42	30	33	+8%
YTD Average Sale Price	\$386,683	\$505,209	\$532,838	+5.5%
YTD Median Sale Price	\$368,500	\$428,700	\$471,750	+10%

NOTE: All MLS® sales data in this report comes from the Guelph District Association of REALTORS®.

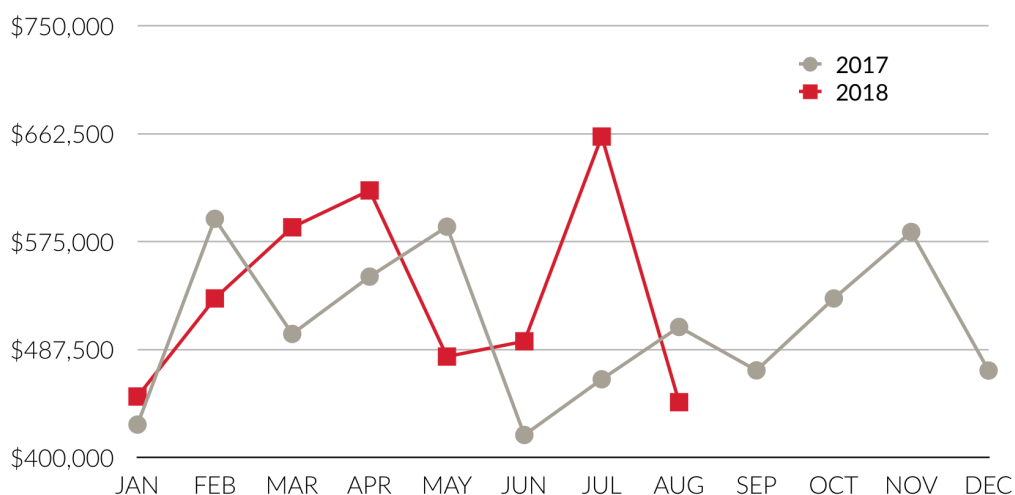
AVERAGE SALE PRICE

CENTRE WELLINGTON

YEAR OVER YEAR



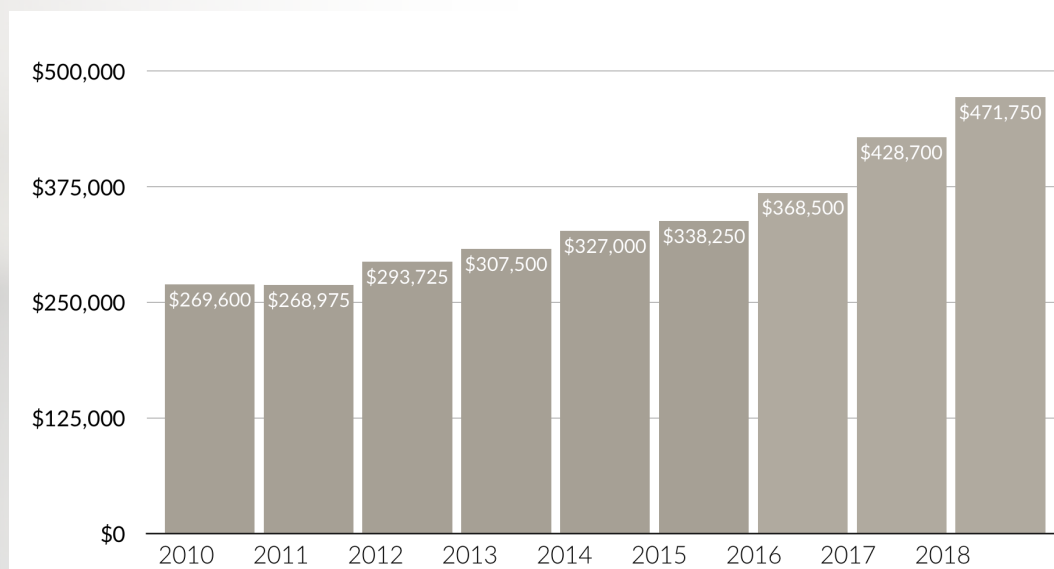
MONTH OVER MONTH 2017 VS. 2018



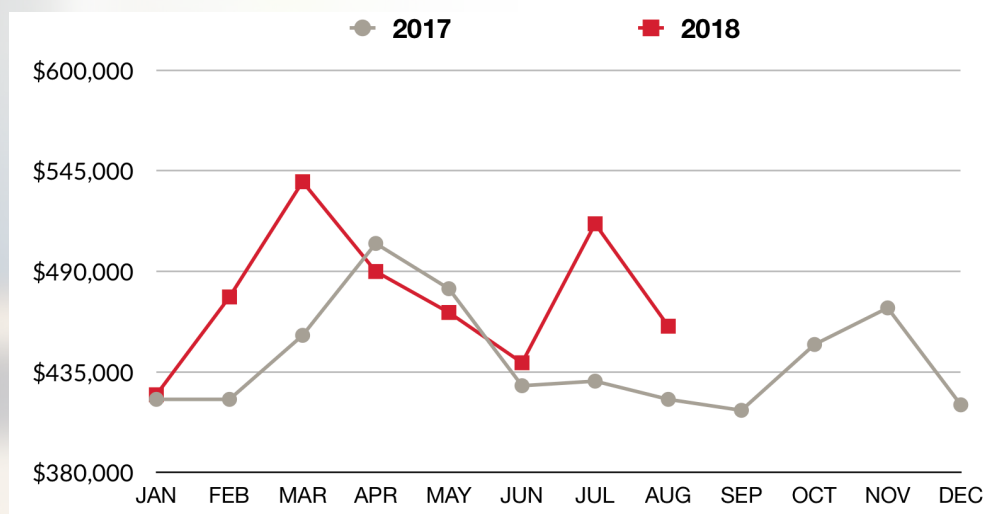
MEDIAN SALE PRICE

CENTRE WELLINGTON

YEAR OVER YEAR



MONTH OVER MONTH 2017 VS. 2018

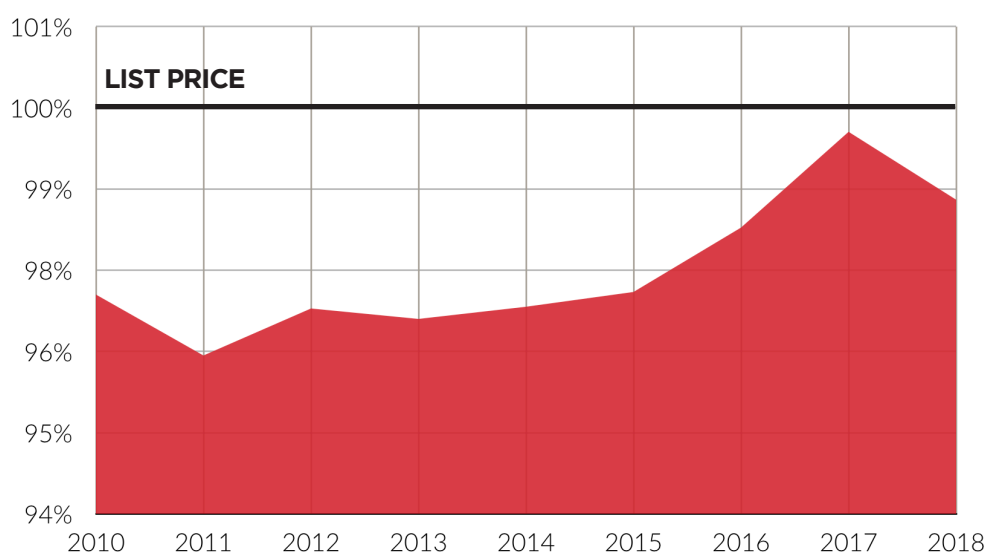


* Median sale price is based on residential sales (including freehold and condominiums).

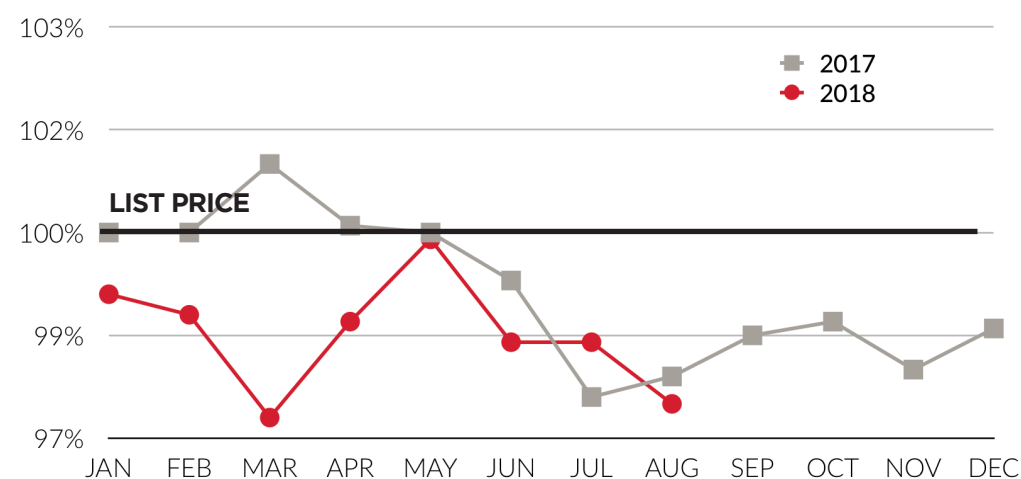
SALE PRICE vs. LIST PRICE RATIO

CENTRE WELLINGTON

YEAR OVER YEAR



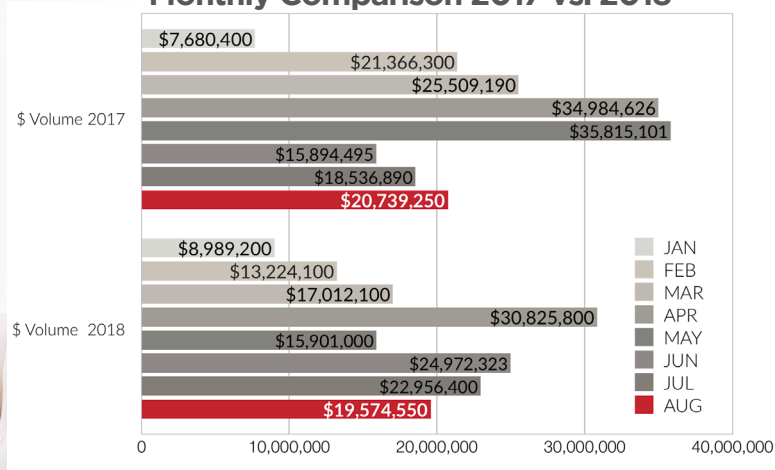
MONTH OVER MONTH 2017 VS. 2018



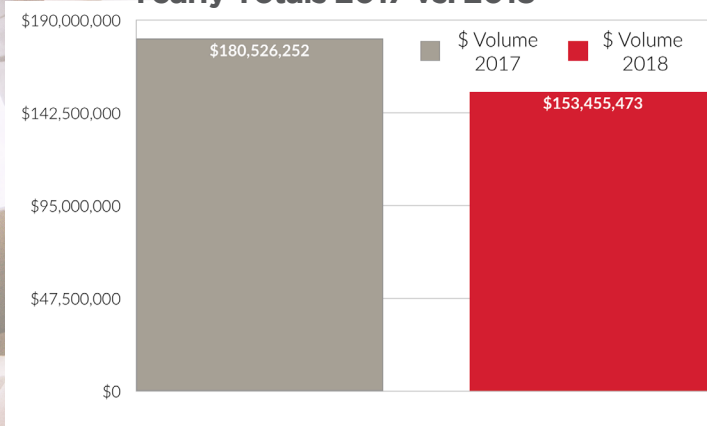
\$ VOLUME SALES

CENTRE WELLINGTON

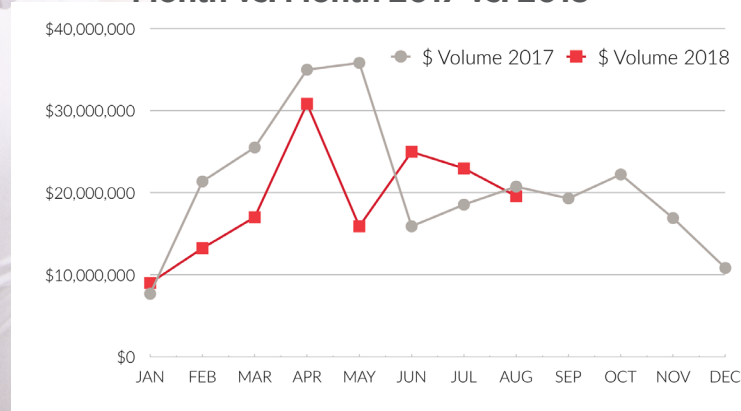
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018



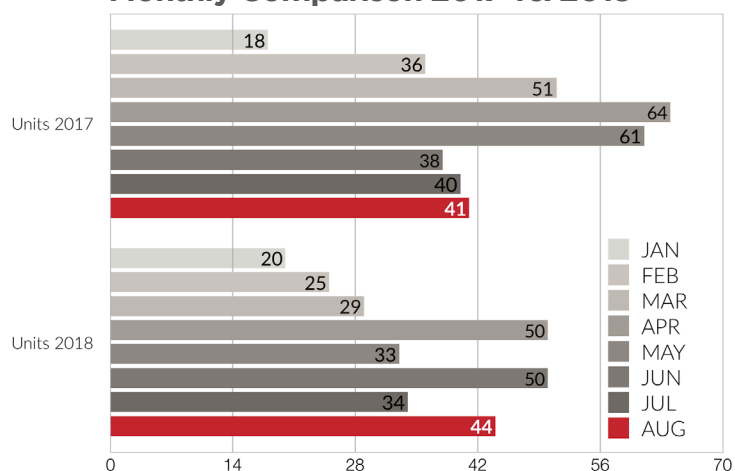
Month vs. Month 2017 vs. 2018



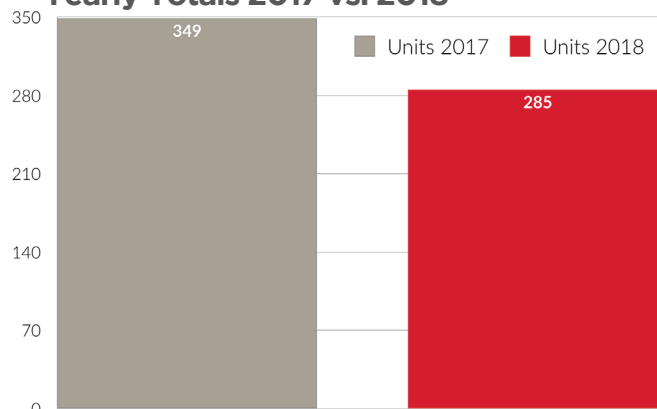
UNIT SALES

CENTRE WELLINGTON

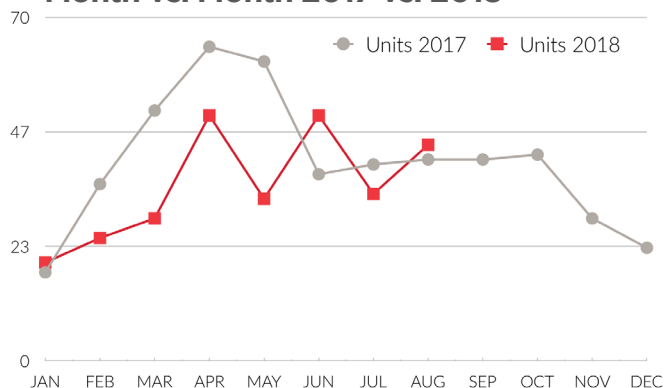
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018

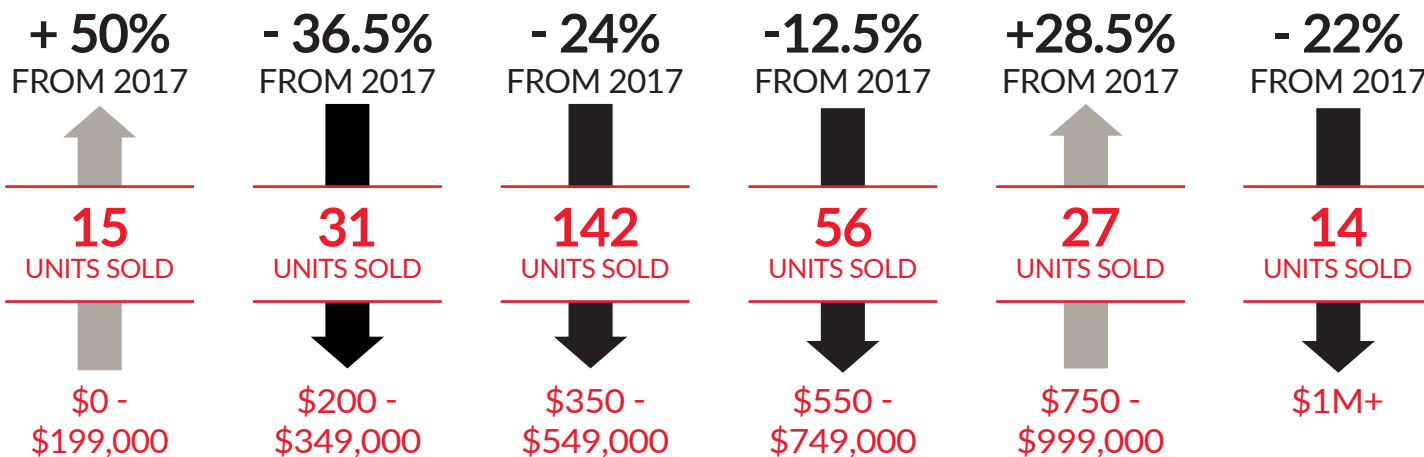


Month vs. Month 2017 vs. 2018



SALES BY PRICE BRACKET

CENTRE WELLINGTON - YEAR TO DATE



SALES BY TYPE

CENTRE WELLINGTON - YEAR TO DATE

FREEHOLD HOME SALES

- 15%

YTD
SALES VOLUME
\$129,740,673

- 19%

YTD
UNIT SALES
242

+ 5.5%

YTD AVERAGE
SALE PRICE
\$536,118

MINIMAL CHANGE

AUGUST
SALES VOLUME
\$17,812,550

+ 2.5%

AUGUST
UNIT SALES
38

CONDOMINIUM HOME SALES

+ 16.5%

YTD
SALES VOLUME
\$9,325,800

+ 8%

YTD
UNIT SALES
27

+8%

YTD AVERAGE
SALE PRICE
\$345,400

+64.8%

AUGUST
SALES VOLUME
\$1,754,000

+66.5%

AUGUST
UNIT SALES
5

VACANT LAND SALES

- 66%

YTD
SALES VOLUME
\$2,320,000

- 70%

YTD
UNIT SALES
3

+ 12 %

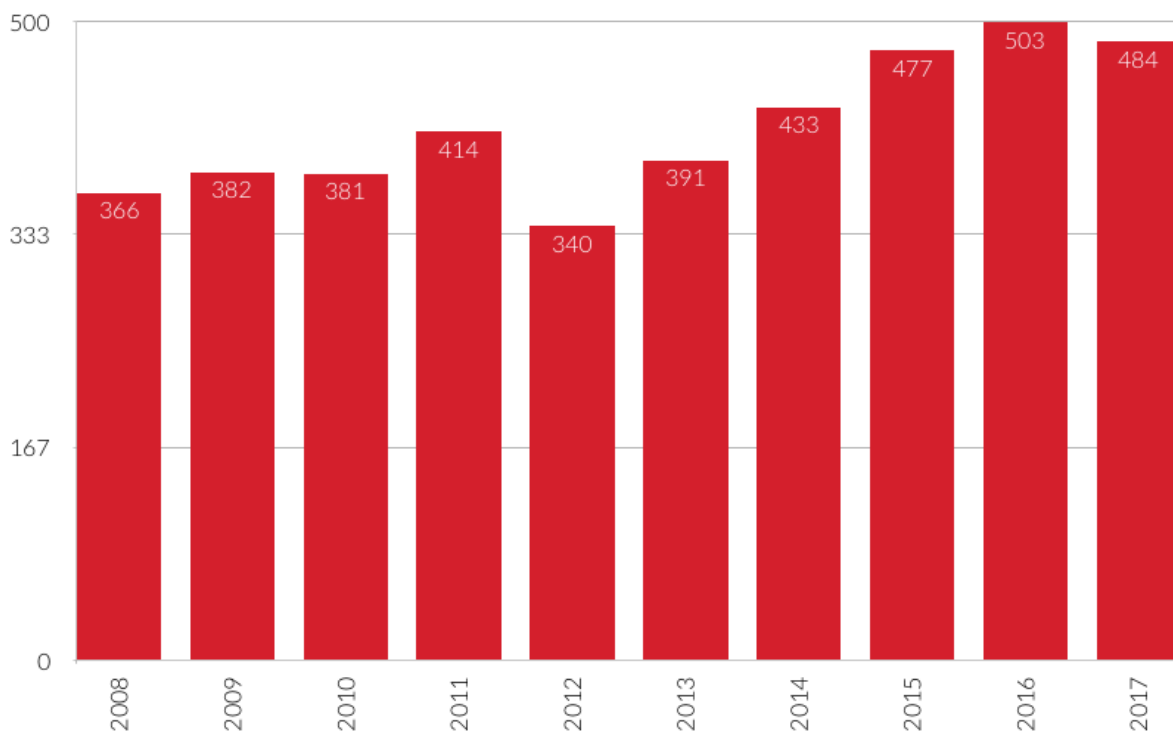
YTD AVERAGE
SALE PRICE
\$773,333

AUGUST
SALES VOLUME
\$0

AUGUST
UNIT SALES
0

10 YEAR MARKET ANALYSIS

CENTRE WELLINGTON- UNITS SOLD

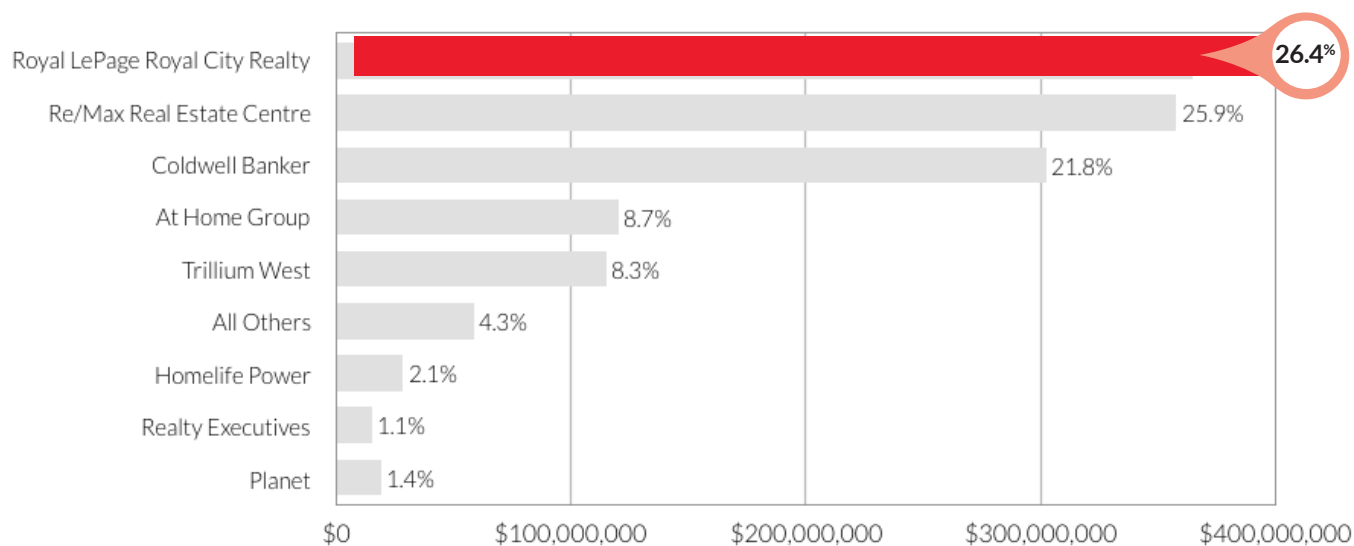


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

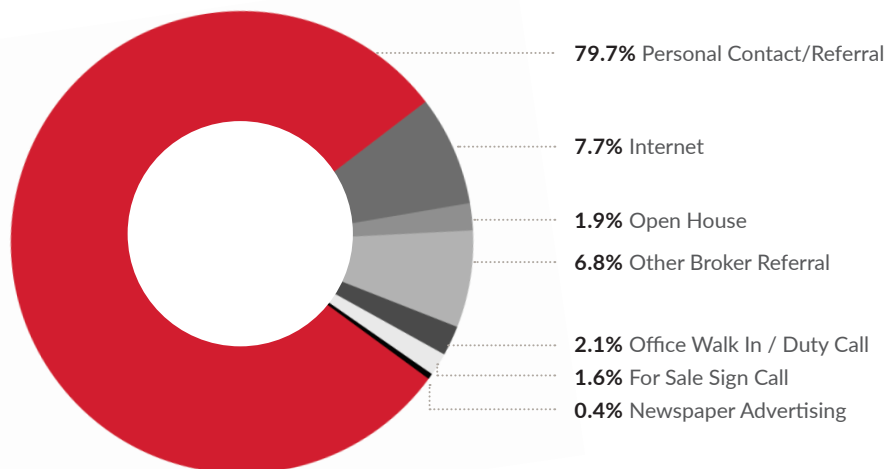
MARKET SHARE BY \$VOLUME

Listing Selling Ends Combined for GUELPH BASED COMPANIES
January - August 2018

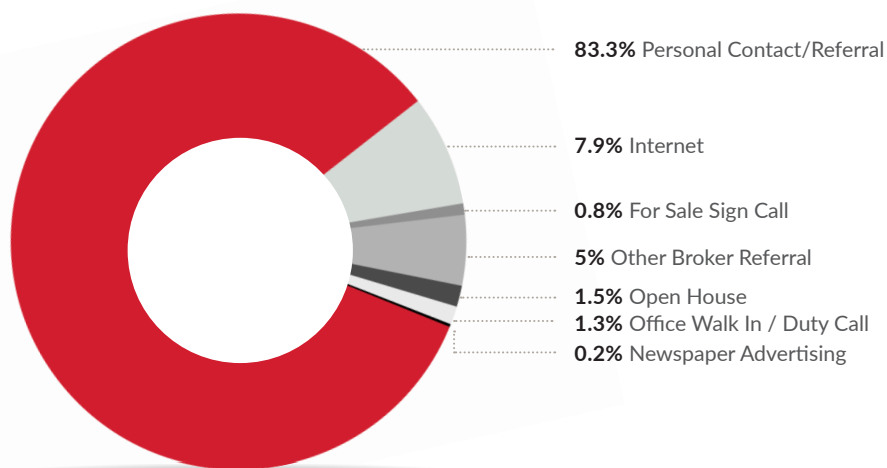


SOURCE OF BUSINESS

SOURCE OF BUYERS 2017 HOW WE'LL FIND YOUR BUYER



SOURCE OF LISTINGS 2017 WHERE OUR LISTINGS COME FROM



OUR LOCATIONS

FOUR CONVENIENT LOCATIONS TO SERVE YOU



FERGUS

Ph. 519.843.1365

840 Tower Street S., Fergus



GUELPH

Ph. 519.824.9050

848 Gordon St., Suite 101, Guelph



ROCKWOOD

Ph. 519.856.9922

118 Main Street S, Rockwood



GUELPH

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214 Speedvale Ave., W., Guelph