

CENTRE WELLINGTON **REAL ESTATE** **MARKET REPORT**

JANUARY - DECEMBER 2017



ROYAL CITY REALTY
BROKERAGE

R-CITY | R-TEAM | R-NUMBERS



www.royalcity.com

MARKET OVERVIEW

**“CENTRE WELLINGTON
EXPERIENCED UNPRECEDENTED
PRICE GROWTH AND MARKET
ACTIVITY FOR 2017.”**



YTD SALES VOLUME
\$249,762,815

+ 21% ↑

YTD AVERAGE DAYS ON MARKET

31

YTD SALES UNDER \$200K

12

YTD SALES \$200K-\$349K

65

YTD AVERAGE SALES PRICE
\$507,886.08

+ 24% ↑

YTD SALES \$350K-\$549K

265

YTD SALES \$550K-\$999K

118

YTD SALES OVER \$1M

24

2017 YEAR TO DATE

Unit Sales	484	- 4%
New Listings	645	- 18%
Expired Listings	71	- 17%
Unit Sales/Listing Ratio	75%	- 10%

DECEMBER Numbers

SALES VOLUME + 23%

\$10,821,800

UNIT SALES + 15%

23

NEW LISTINGS + 167%

16

EXPIRED LISTINGS + 43%

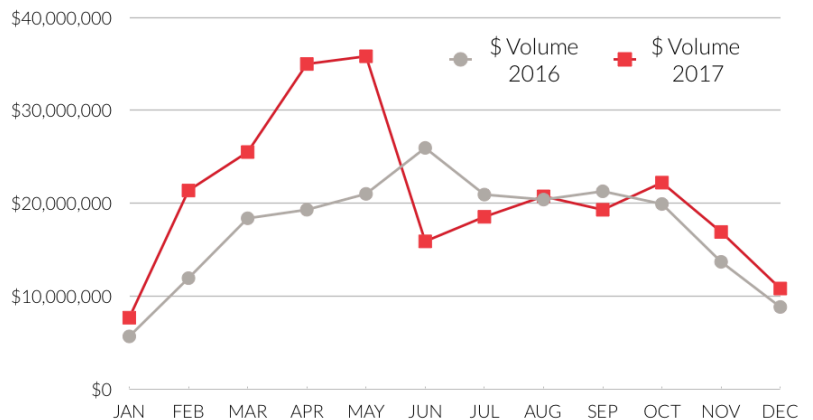
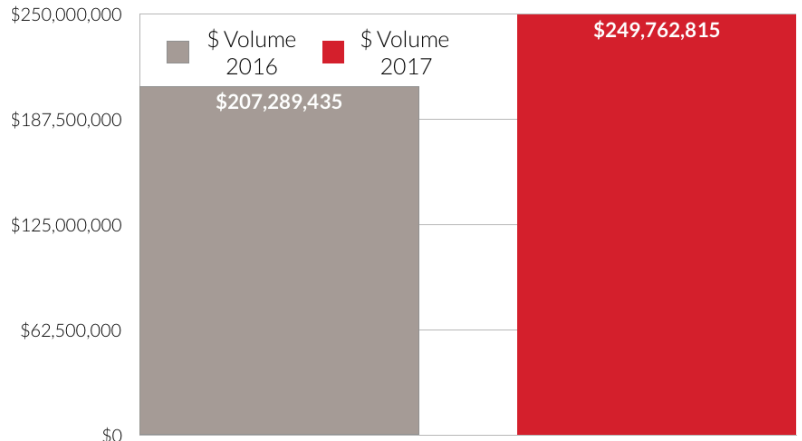
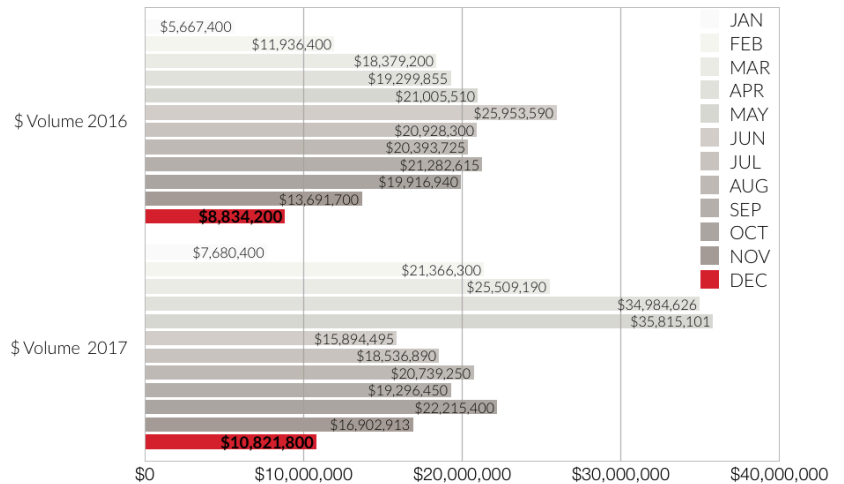
10

UNIT SALES/LISTINGS RATIO - 57%

144%

DOLLAR VOLUME

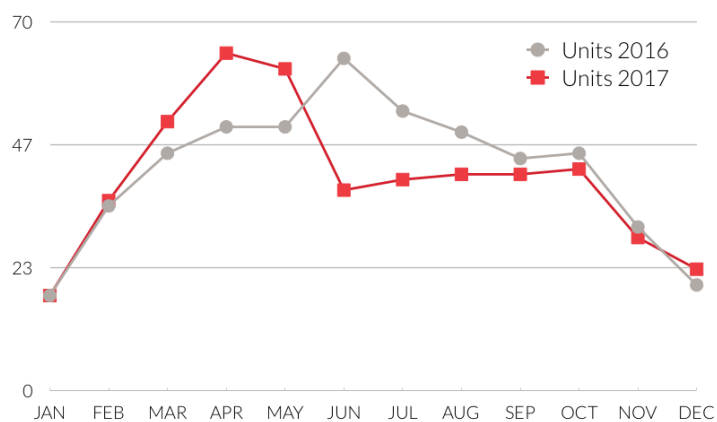
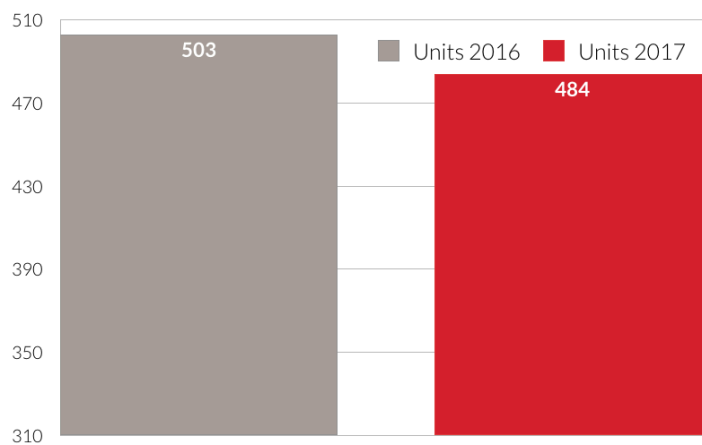
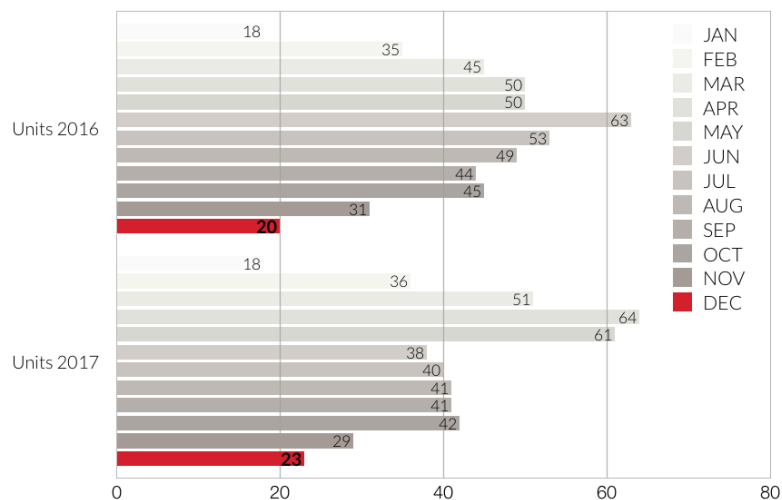
CENTRE WELLINGTON SALES YEAR TO DATE





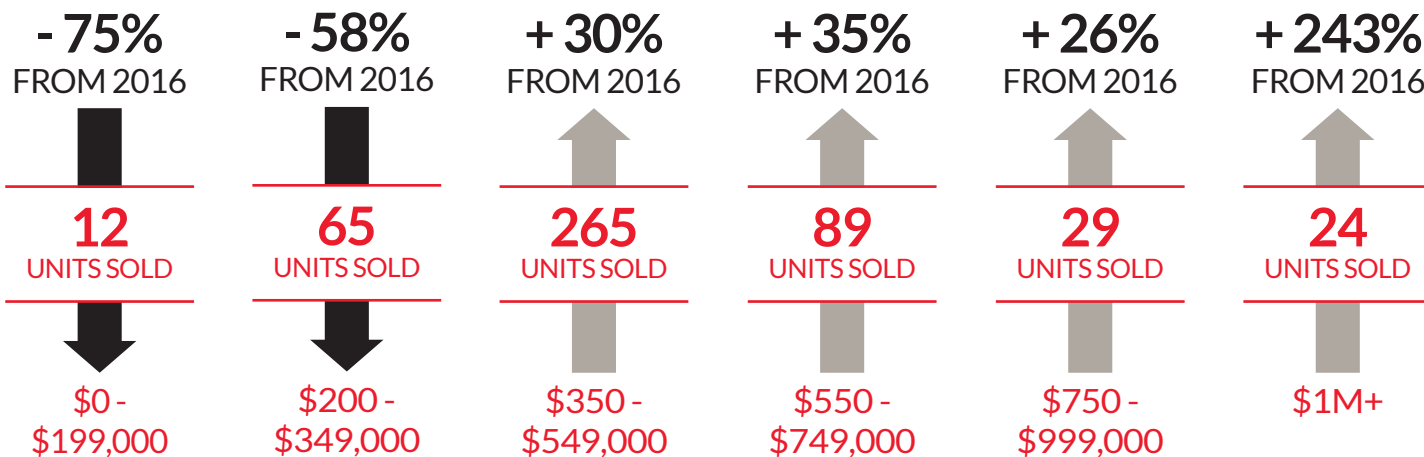
UNIT SALES

CENTRE WELLINGTON SALES YEAR TO DATE



MARKET OVERVIEW

CENTRE WELLINGTON BY PRICE BRACKET - YEAR TO DATE



SALES

CENTRE WELLINGTON BY TYPE - YEAR TO DATE

FREEHOLD HOME SALES

+ 20%

YTD
SALES VOLUME
\$212,170,704

- 1%

YTD
UNIT SALES
417

+ 21%

YTD AVERAGE
SALE PRICE
\$508,803

+ 31%

DECEMBER
SALES VOLUME
\$9,562,800

+ 25%

DECEMBER
UNIT SALES
20

CONDOMINIUM HOME SALES

- 2%

YTD
SALES VOLUME
\$11,902,611

- 18%

YTD
UNIT SALES
37

+ 19%

YTD AVERAGE
SALE PRICE
\$321,692

+ 191%

DECEMBER
SALES VOLUME
\$769,000

+ 100%

DECEMBER
UNIT SALES
2

VACANT LAND SALES

+ 41%

YTD
SALES VOLUME
\$8,354,000

- 31%

YTD
UNIT SALES
11

+ 105%

YTD AVERAGE
SALE PRICE
\$759,455

- 100%

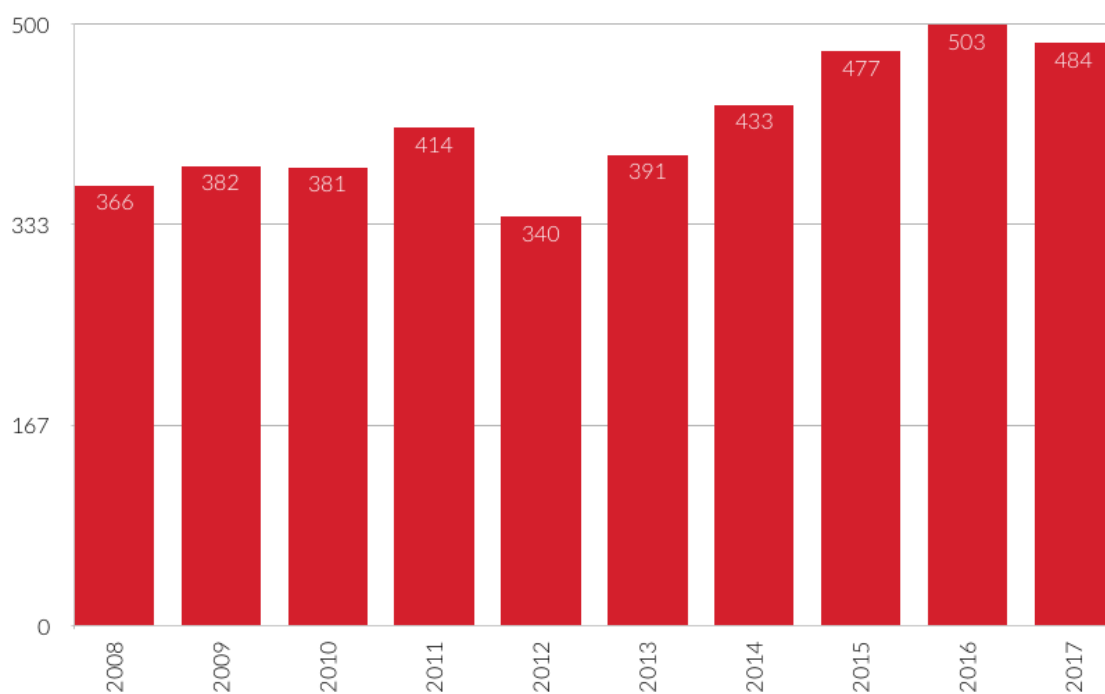
DECEMBER
SALES VOLUME
\$0

- 100%

DECEMBER
UNIT SALES
0

10 YEAR MARKET ANALYSIS

CENTRE WELLINGTON UNITS SOLD



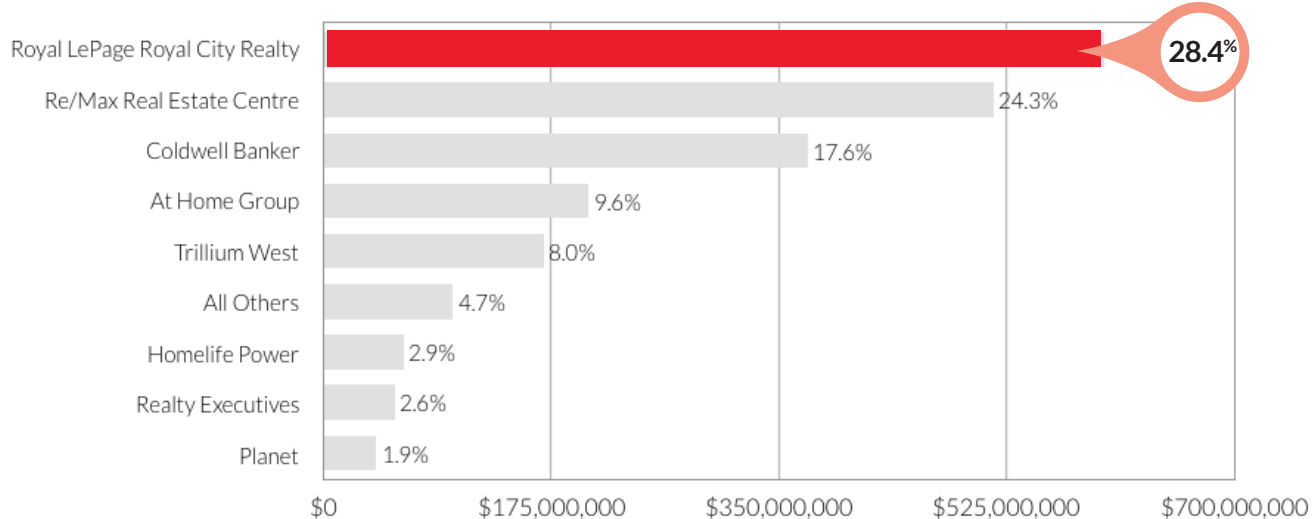


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

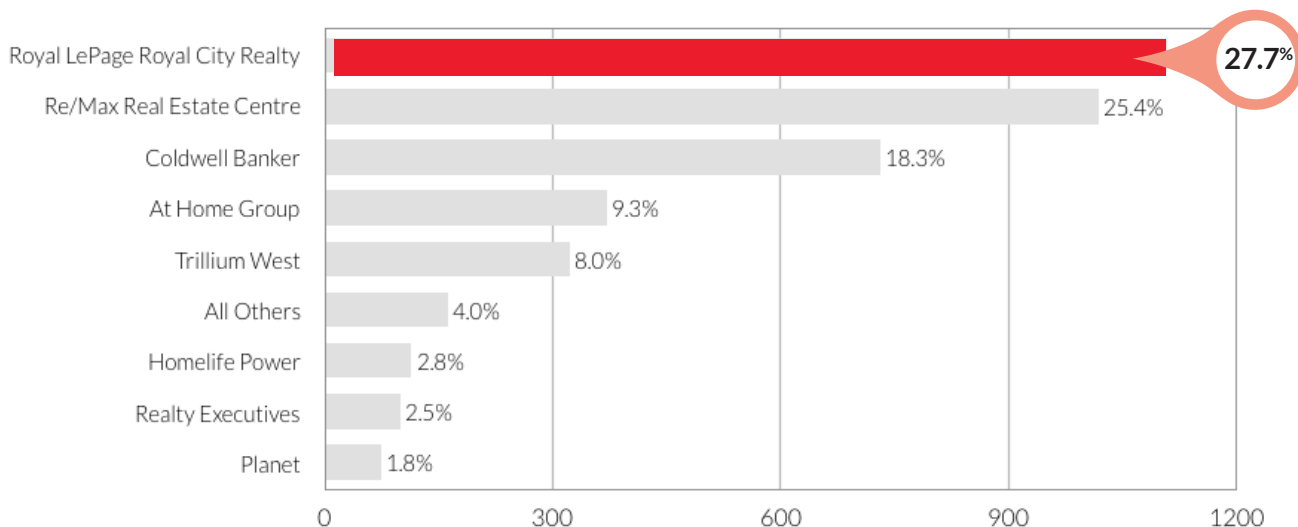
MARKET SHARE BY \$VOLUME

Listing Selling Ends Combined for GUELPH BASED COMPANIES
January - December 2017



MARKET SHARE BY UNITS

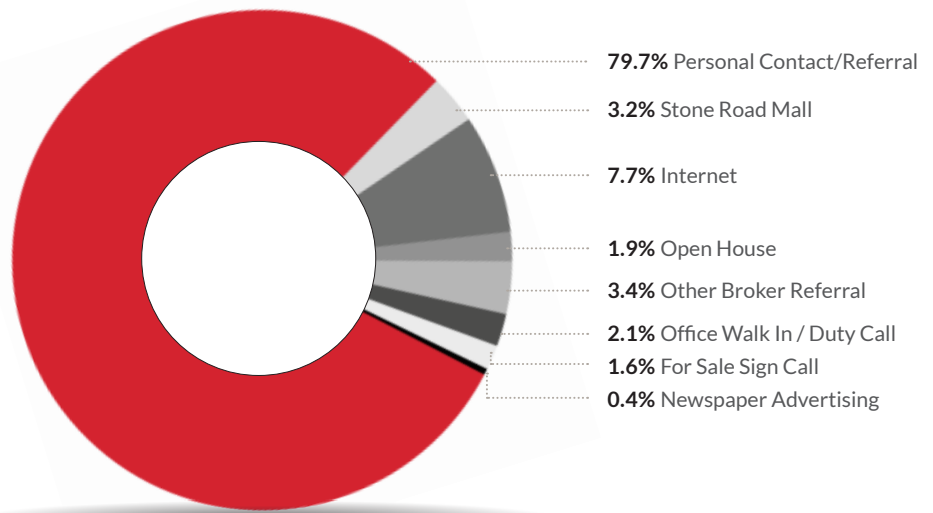
Listing Selling Ends Combined for GUELPH BASED COMPANIES
January - December 2017



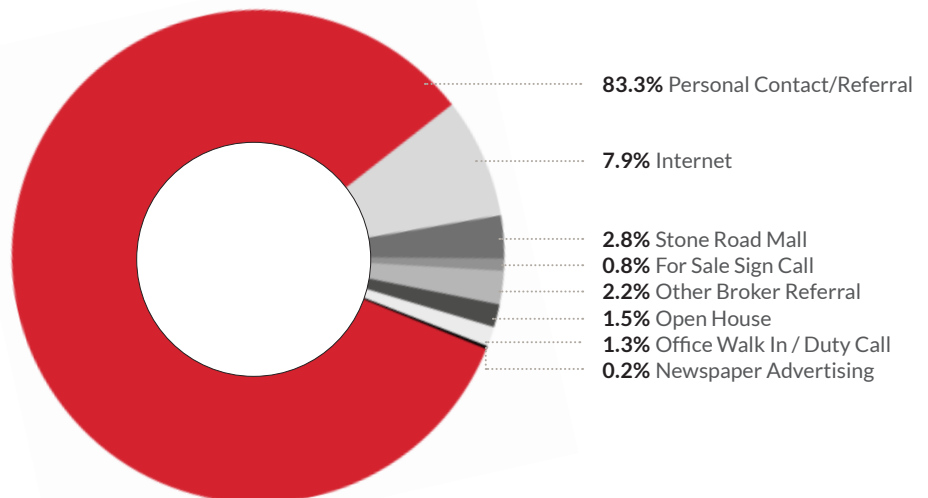


SOURCE OF BUSINESS

SOURCE OF BUYERS 2017 HOW WE'LL FIND YOUR BUYER



SOURCE OF LISTINGS 2017 WHERE OUR LISTINGS COME FROM



OUR LOCATIONS

FIVE CONVENIENT LOCATIONS TO SERVE YOU



FERGUS

Ph. 519.843.1365

840 Tower Street S., Fergus



GORDON

Ph. 519.824.9050

848 Gordon St., Suite 101, Guelph



ROCKWOOD

Ph. 519.856.9922

295 Alma St., Unit 1, Rockwood



SPEEDVALE

Ph. 519.821.6191

214 Speedvale Ave., W., Guelph



STONE ROAD MALL

Ph. 519.821.6191

35 Stone Rd., W., Guelph