

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

JANUARY - JUNE 2018



ROYAL CITY REALTY
BROKERAGE

R-CITY | R-TEAM | R-NUMBERS



royalcity.com

OVERVIEW

SELLER'S MARKET

DEMAND IS KEEPING UP WITH SUPPLY PUSHING PRICES UP



YEAR-TO-DATE SALES VOLUME \$110,924,523

Down 21% from 2017's \$141,250,112. Unit Sales of 207 were down 22% from 2017's 268, with 307 new listings down 18%, and a 63% sales/listings ratio down 13%.



JUNE SALES VOLUME \$24,972,323

Up 57% from 2017's \$15,894,495. Unit sales of 50 were up 31% from last June's 38, with 66 listings up 11%, and a 76% sales/listing ratio up 11%.



YEAR-TO-DATE AVERAGE SALE PRICE \$527,143

Up from the \$512,070 one year ago. Average days-on-market up 4 days to 30 compared to last year.



JUNE Numbers

SALES VOLUME +57%

\$24,972,323

UNIT SALES +31%

50

NEW LISTINGS +11%

66

EXPIRED LISTINGS -60%

2

UNIT SALES/LISTINGS RATIO +11%

76%

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

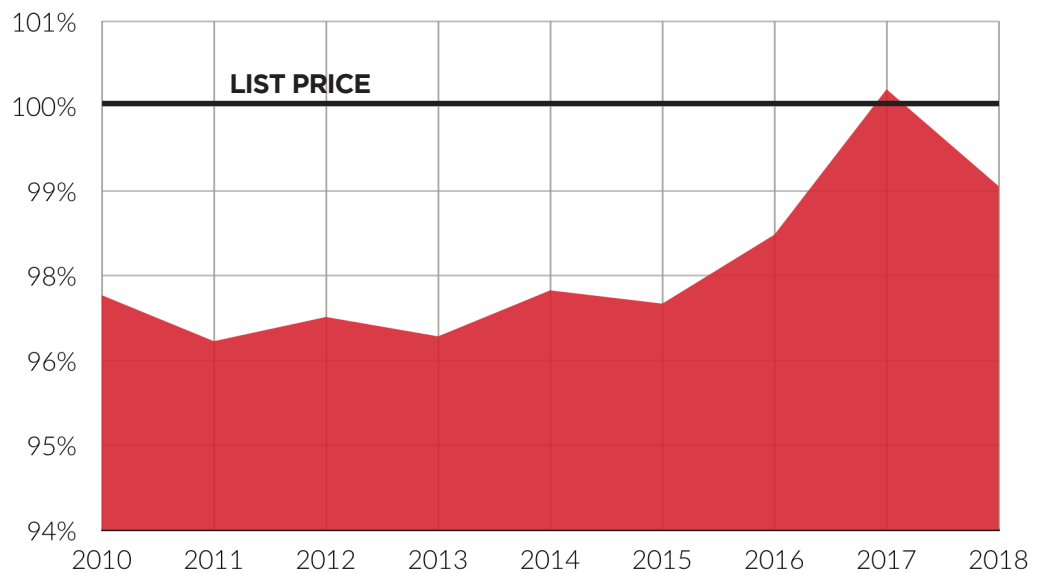
*Average Price: The average sale price can be volatile if one or more properties were sold at an extraordinarily high or low price, the average is skewed higher or lower as a result. This can be an unreliable stat, especially in smaller markets

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

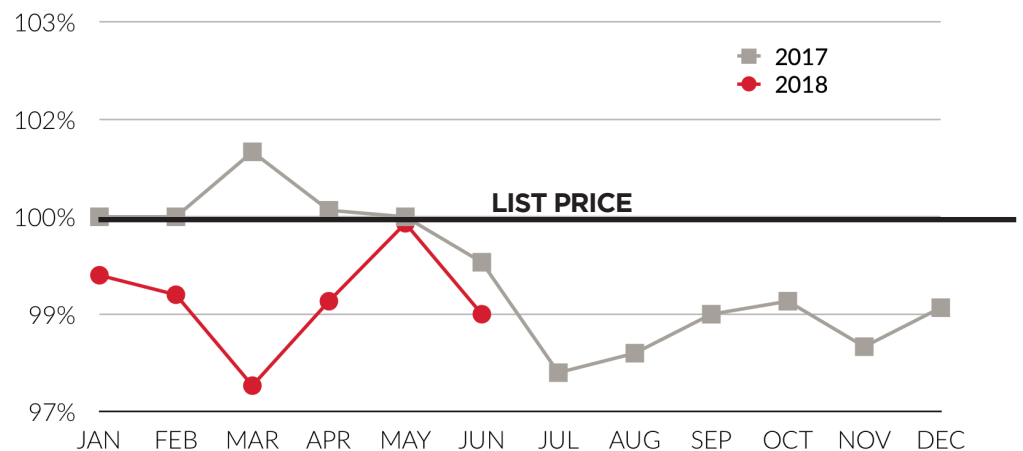
SALE PRICE vs. LIST PRICE RATIO

CENTRE WELLINGTON

YEAR OVER YEAR



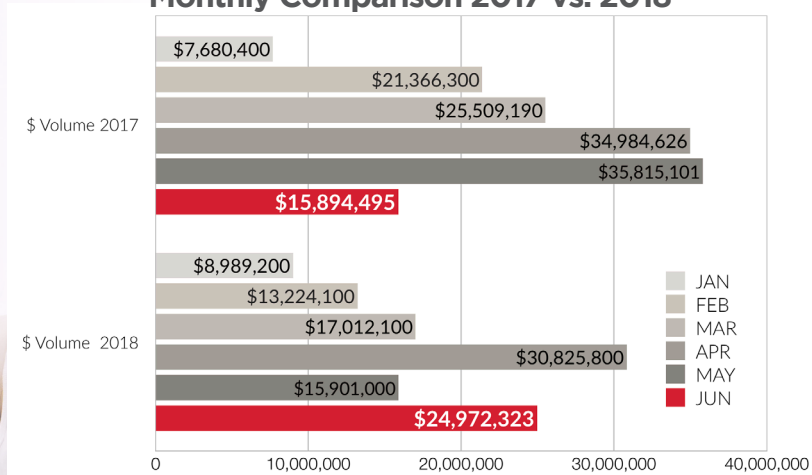
MONTH OVER MONTH 2017 VS. 2018



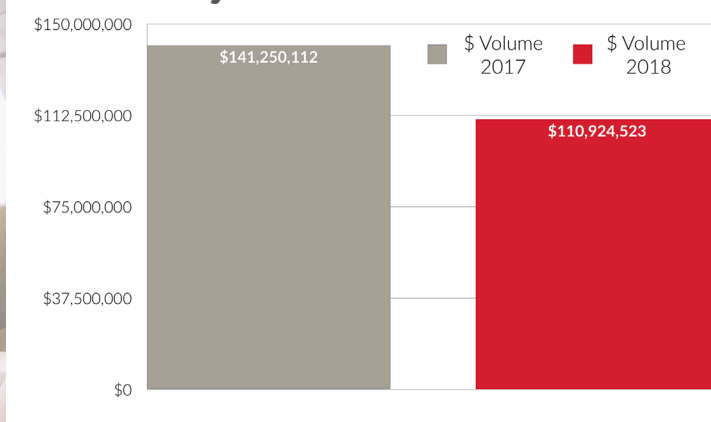
\$ VOLUME SALES

CENTRE WELLINGTON

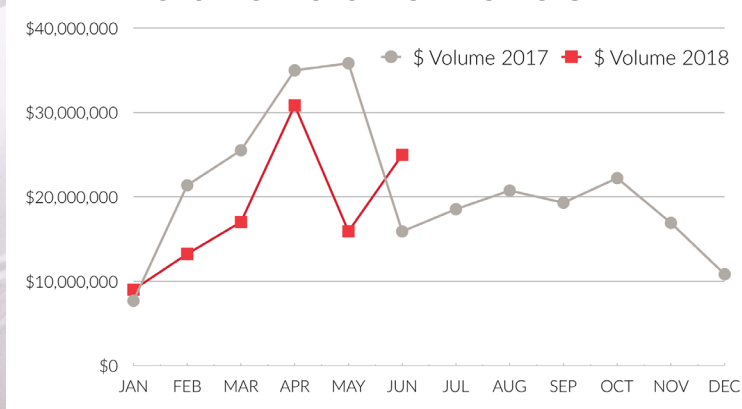
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018



Month vs. Month 2017 vs. 2018

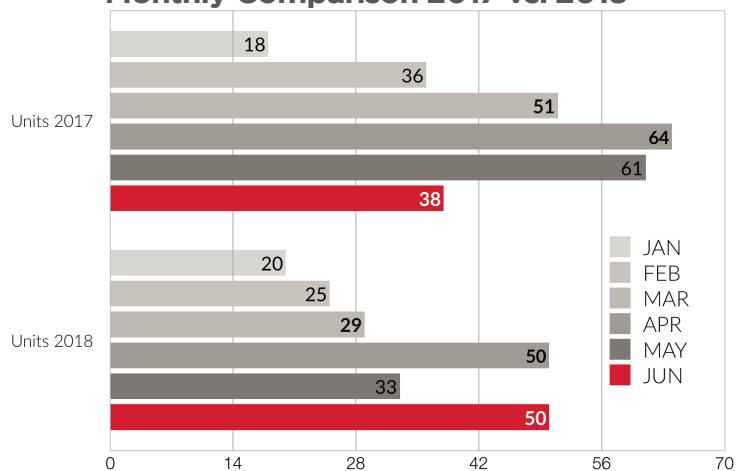




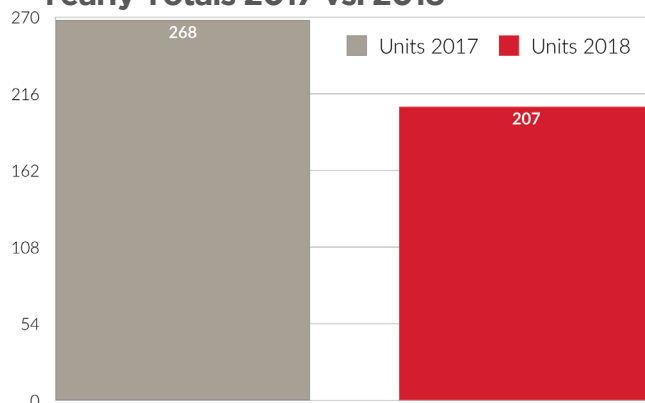
UNIT SALES

CENTRE WELLINGTON

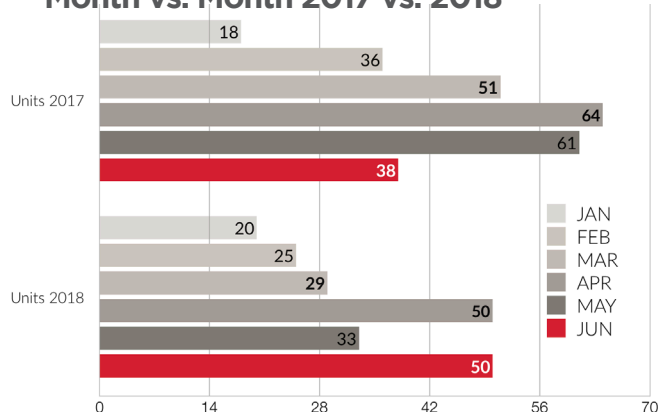
Monthly Comparison 2017 vs. 2018



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

- 21.5%

YTD
SALES VOLUME
\$94,361,623

- 25%

YTD
UNIT SALES
175

+ 4%

YTD AVERAGE
SALE PRICE
\$539,209

+ 62%

JUNE
SALES VOLUME
\$22,528,423

+ 37%

JUNE
UNIT SALES
44

CONDOMINIUM HOME SALES

+ 28%

YTD
SALES VOLUME
\$6,391,900

+19%

YTD
UNIT SALES
19

+7%

YTD AVERAGE
SALE PRICE
\$336,415

+19%

JUNE
SALES VOLUME
\$1,463,900

NO CHANGE

JUNE
UNIT SALES
4

VACANT LAND SALES

- 58%

YTD
SALES VOLUME
\$2,320,000

YTD
UNIT SALES
3

+ 27 %

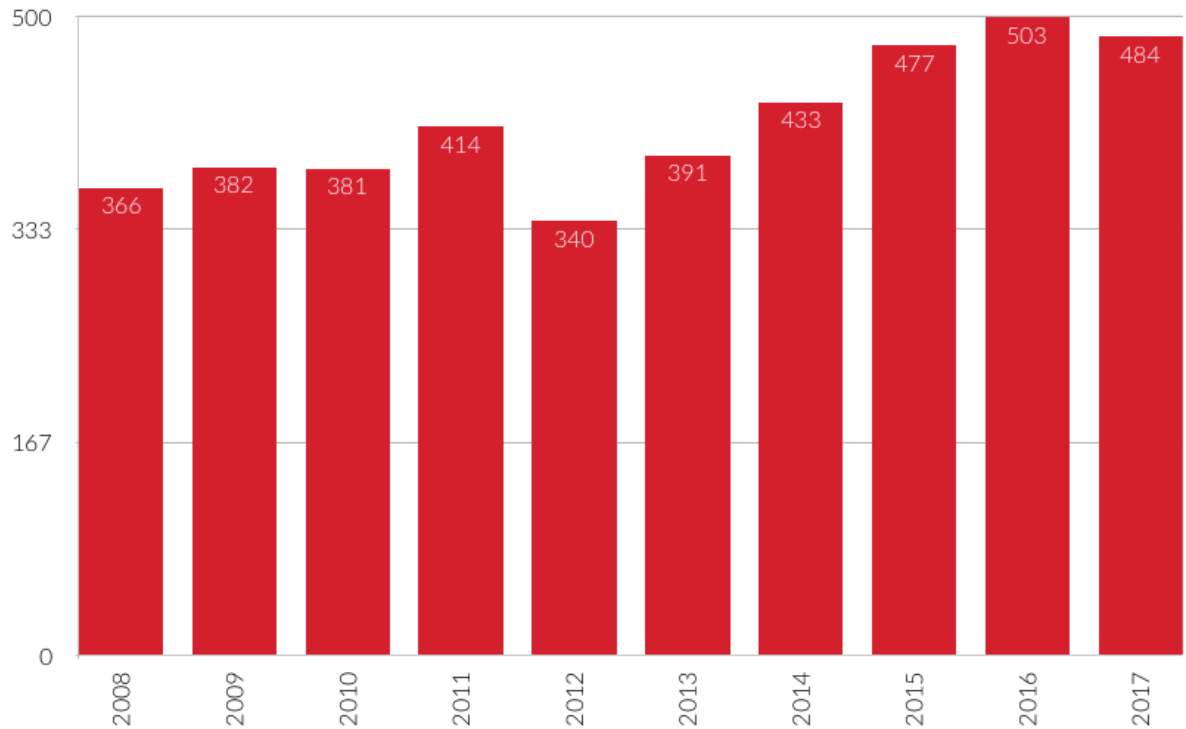
YTD AVERAGE
SALE PRICE
\$773,333

JUNE
SALES VOLUME
\$0

JUNE
UNIT SALES
0

10 YEAR MARKET ANALYSIS

CENTRE WELLINGTON- UNITS SOLD

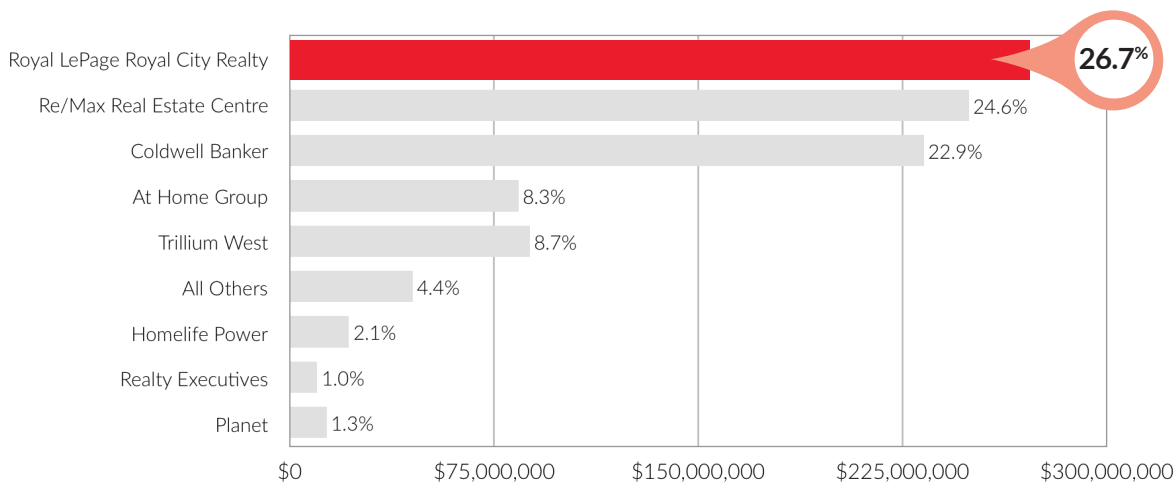


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

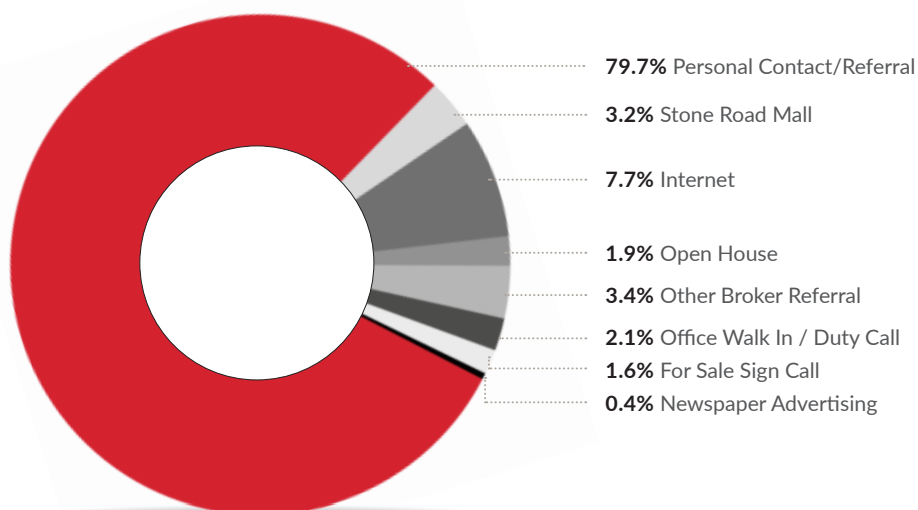
MARKET SHARE BY \$VOLUME

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

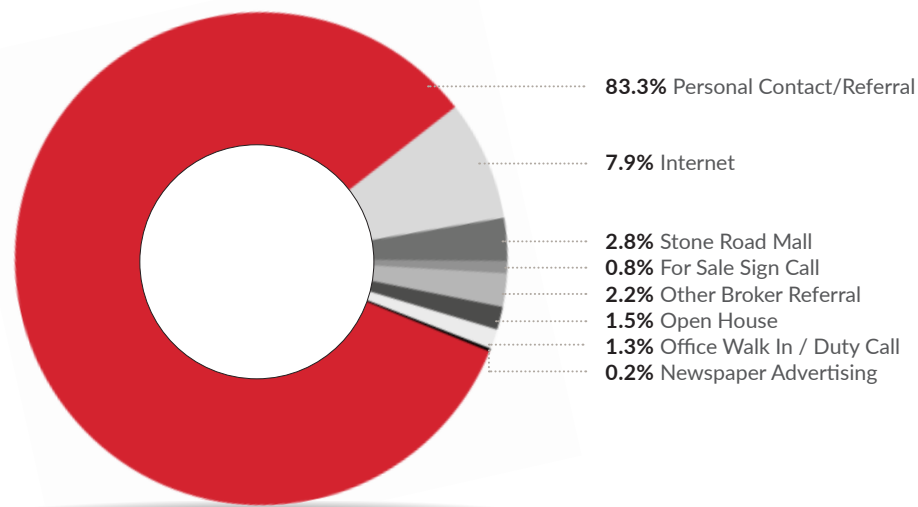


SOURCE OF BUSINESS

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



GORDON

Ph. 519.824.9050

848 Gordon St., Suite 101, Guelph



ROCKWOOD

Ph. 519.856.9922

118 Main Street S, Rockwood



SPEEDVALE

Ph. 519.821.6191

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