

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

JANUARY - MARCH 2018



ROYAL CITY REALTY
BROKERAGE

R-CITY | R-TEAM | R-NUMBERS



www.royalcity.com

MARKET OVERVIEW

“WHILE SALES AND INVENTORY REMAIN LOW, DEMAND CONTINUES TO PUSH PRICES UP. THE MARKET IS GAINING MOMENTUM WITH THIS SPRING WEATHER.”



THE MARKET IS A

SELLER'S MARKET

APR. '17 - MAR. '18 AVERAGE SALES PRICE

\$511,608.67

+ 17% ↑

YTD AVERAGE SALES PRICE

\$521,682.67

+ 3% ↑

YTD SALES VOLUME

\$39,225,400

- 28.1% ↓

YTD AVERAGE DAYS ON MARKET

32

MONTHS OF INVENTORY AVERAGE

3

YTD UNIT SALES / LISTINGS RATIO

63%

YTD CLOSED PRICE VS. LIST PRICE RATIO

98.4%

2018 YEAR TO DATE

Unit Sales	74	- 29%
New Listings	117	-22%
Expired Listings	22	+114%

MARCH Numbers

SALES VOLUME - 33%

\$17,012,100

UNIT SALES - 43%

29

NEW LISTINGS - 39%

46

EXPIRED LISTINGS + 300%

8

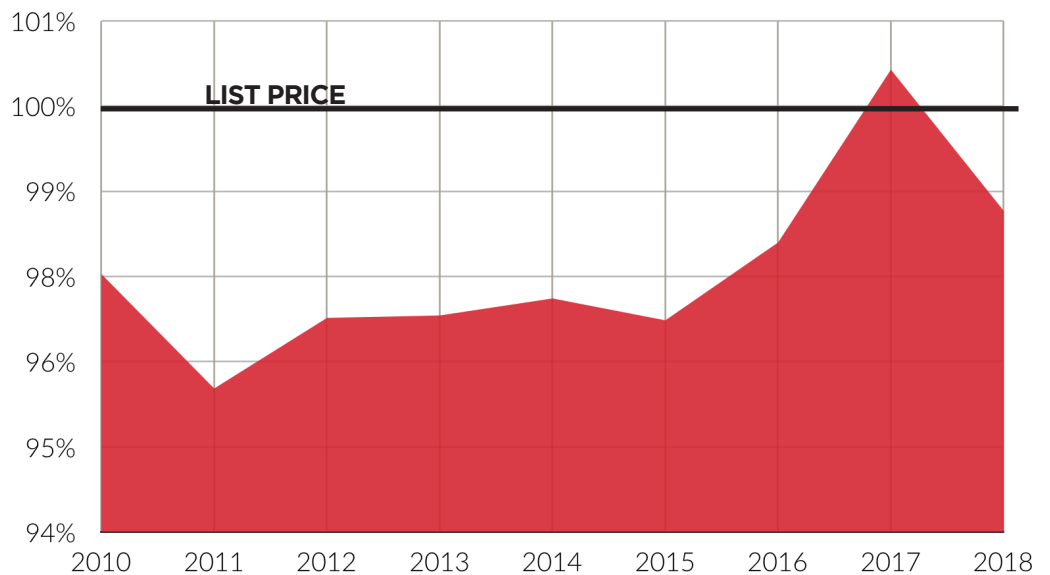
UNIT SALES/LISTINGS RATIO - 7%

63%

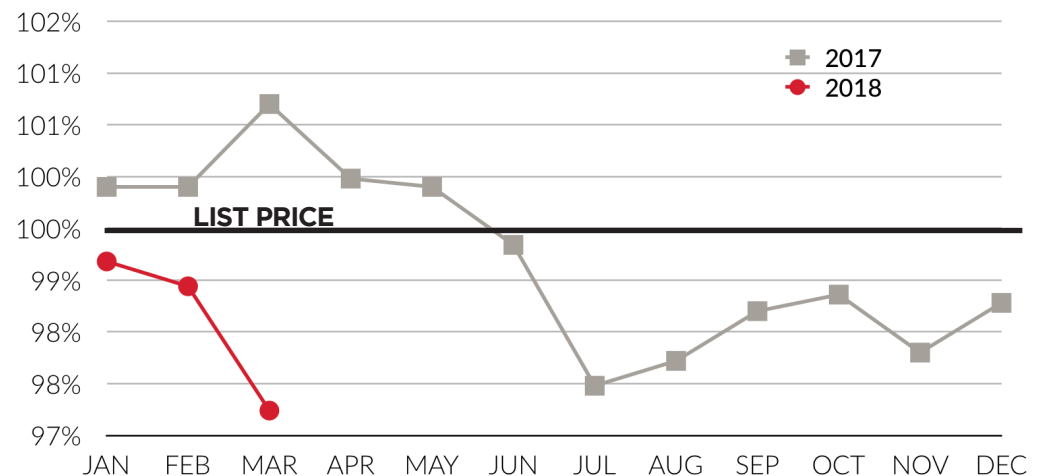
SALE PRICE vs. LIST PRICE RATIO

CENTRE WELLINGTON

YEAR OVER YEAR



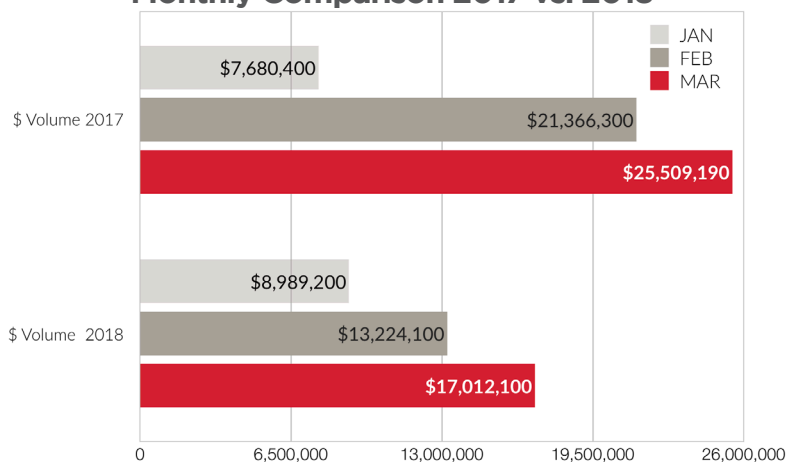
MONTH OVER MONTH 2017 VS. 2018



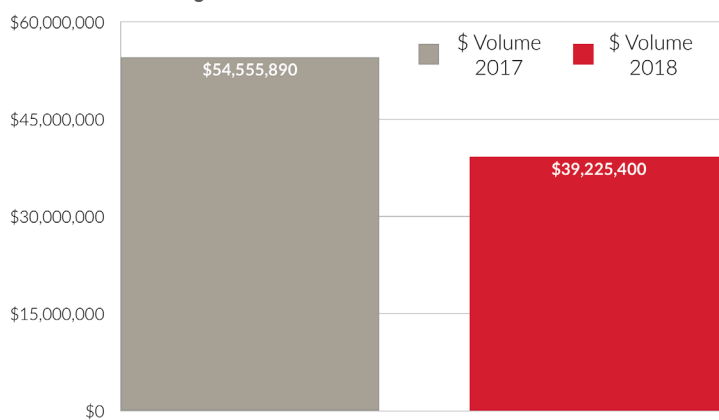
\$ VOLUME SALES

CENTRE WELLINGTON

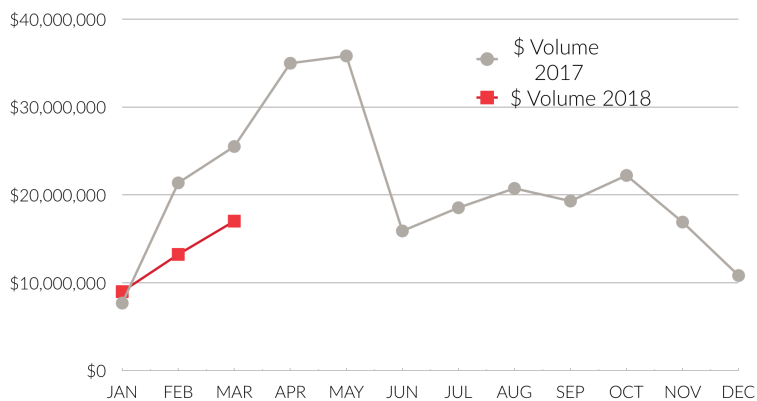
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018



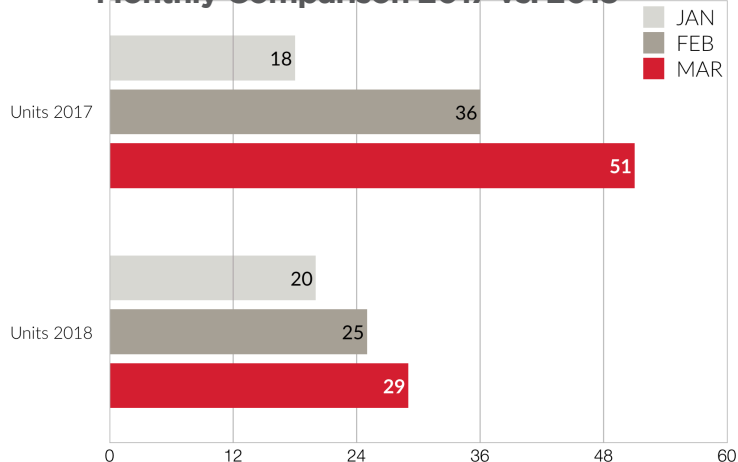
Month vs. Month 2017 vs. 2018



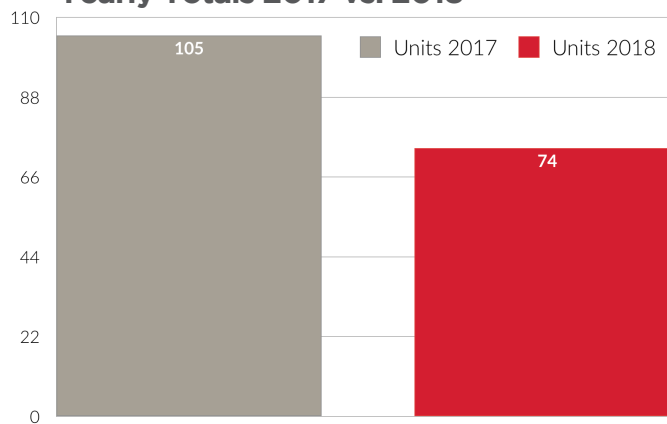
UNIT SALES

CENTRE WELLINGTON

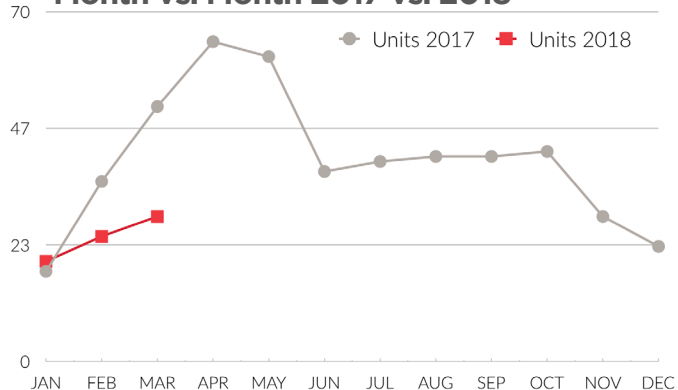
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018

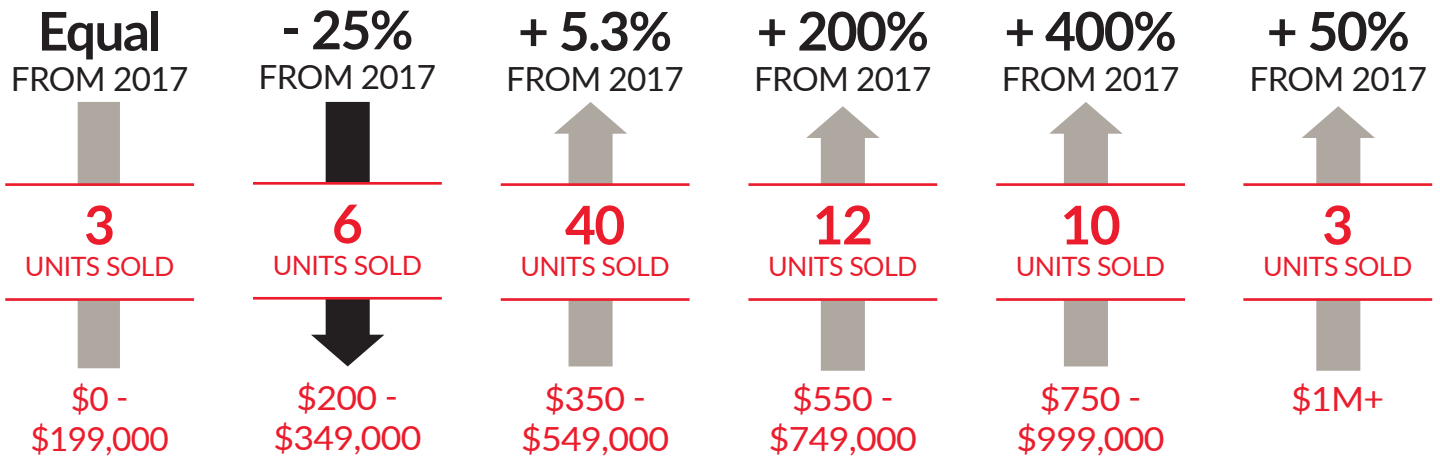


Month vs. Month 2017 vs. 2018



SALES BY PRICE BRACKET

CITY OF GUELPH - YEAR TO DATE



SALES BY TYPE

CENTRE WELLINGTON - YEAR TO DATE

FREEHOLD HOME SALES

- 21%

YTD
SALES VOLUME
\$34,332,400

- 28%

YTD
UNIT SALES
63

+11%

YTD AVERAGE
SALE PRICE
\$554,959

- 31%

MARCH
SALES VOLUME
\$15,952,100

- 40%

MARCH
UNIT SALES
27

CONDOMINIUM HOME SALES

+.5%

YTD
SALES VOLUME
\$1,924,000

- 14%

YTD
UNIT SALES
6

+17%

YTD AVERAGE
SALE PRICE
\$320,666

- 24%

MARCH
SALES VOLUME
\$320,000

- 75%

MARCH
UNIT SALES
1

VACANT LAND SALES

- 24%

YTD
SALES VOLUME
\$595,000

- 50%

YTD
UNIT SALES
1

- 24 %

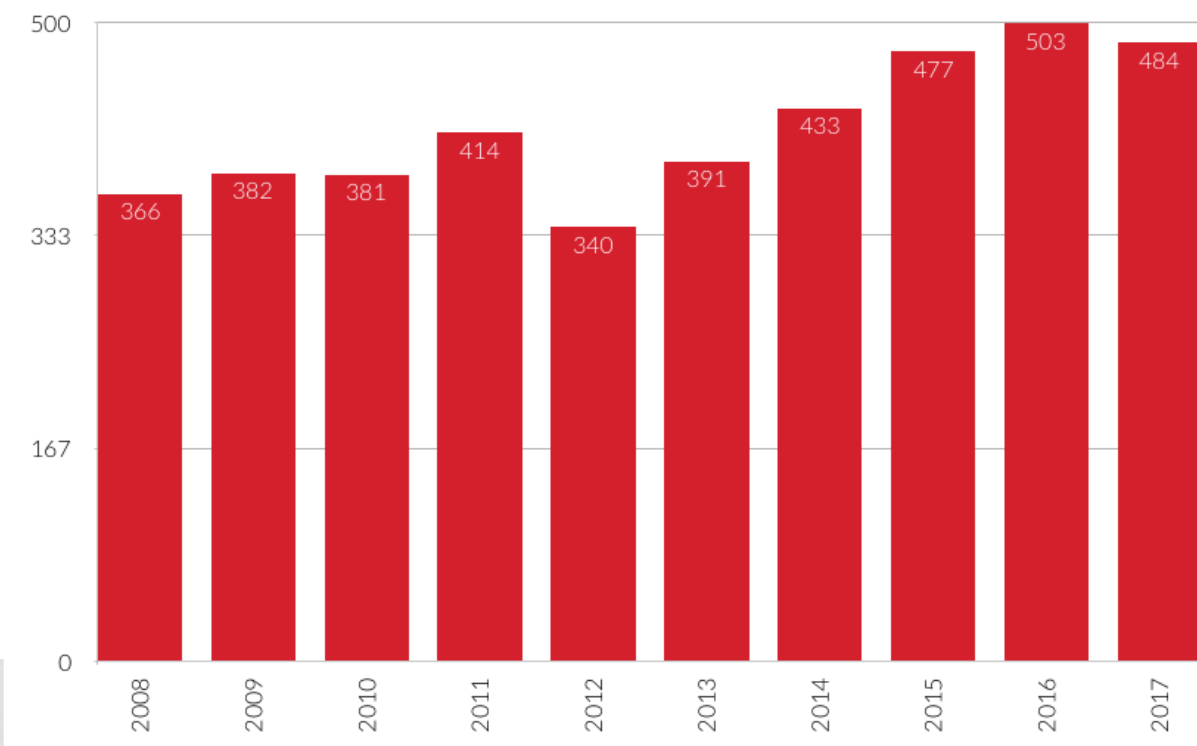
YTD AVERAGE
SALE PRICE
\$595,000

MARCH
SALES VOLUME
\$0

MARCH
UNIT SALES
0

10 YEAR MARKET ANALYSIS

CENTRE WELLINGTON- UNITS SOLD



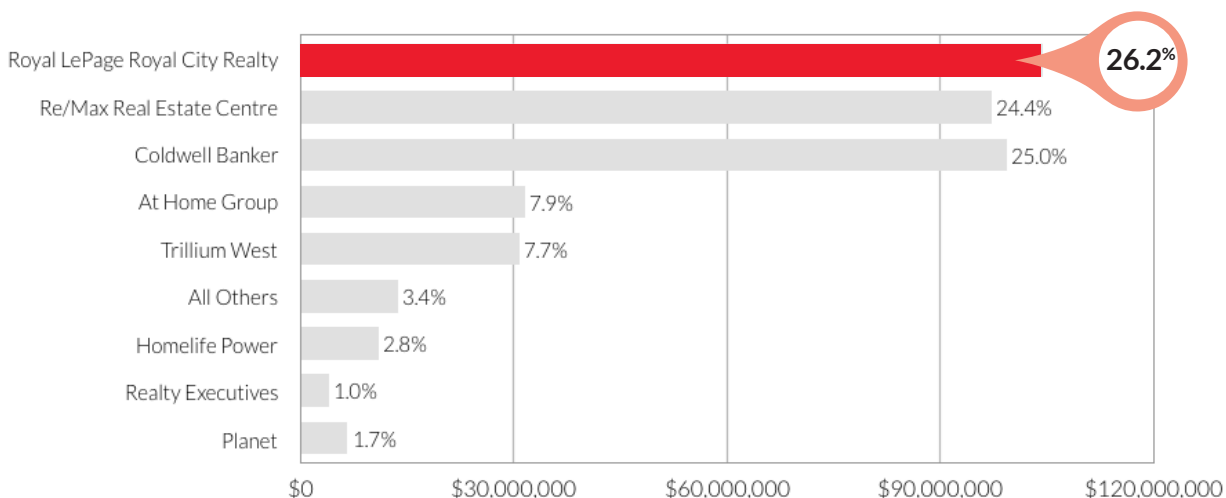


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

MARKET SHARE BY \$VOLUME

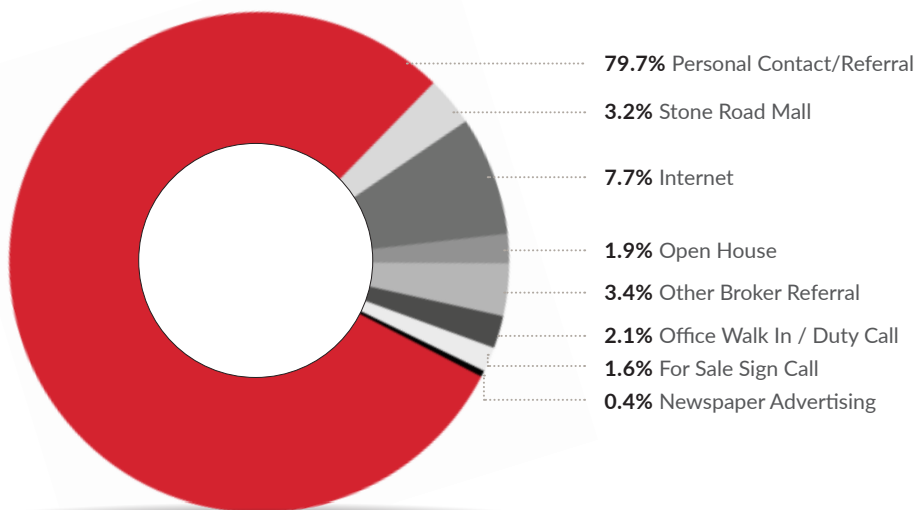
Listing Selling Ends Combined for GUELPH BASED COMPANIES
January - March 2018



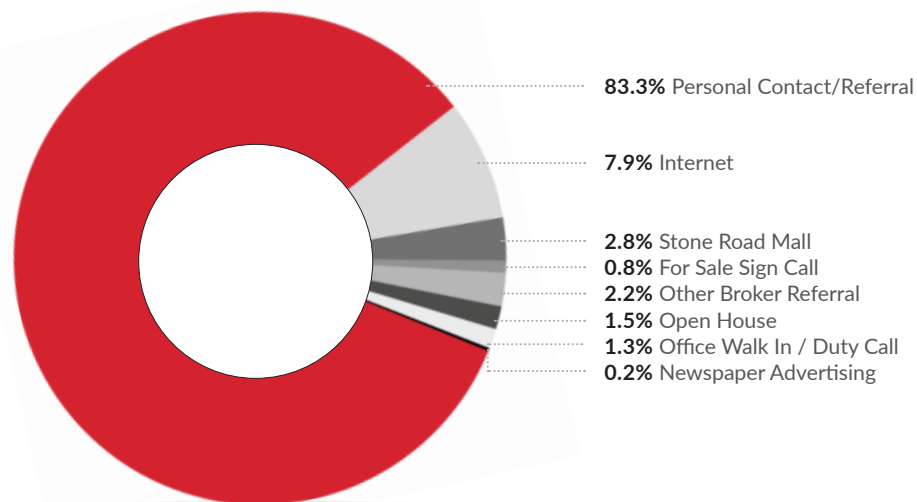


SOURCE OF BUSINESS

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

214 Speedvale Ave., W., Guelph