CENTRE WELLINGTON REALESTATE MARKET REPORT

JANUARY - SEPTEMBER 2017





R-CITY | R-TEAM | R-NUMBERS





MARKET OVERVIEW CENTRE WELLINGTON

YTD SALES VOLUME \$200,090,702

+21%1

YTD AVERAGE DAYS ON MARKET

YTD SALES UNDER \$200K

YTD SALES \$200K-\$349K

2017 YEAR TO DATE

Unit Sales	391	- 4%
New Listings	536	- 19%
Expired Listings	46	- 13%
Unit Sales/Listing Ratio	73%	- 6%



YTD AVERAGE SALES PRICE \$500,833.11

+26% 1

YTD SALES \$350K-\$549K

YTD SALES \$550K-\$999K

ytd sales over \$1M

september Numbers

sales volume - 8% \$19,564,450

UNIT SALES - 4.5%

NEW LISTINGS + 28%

EXPIRED LISTINGS + 125%

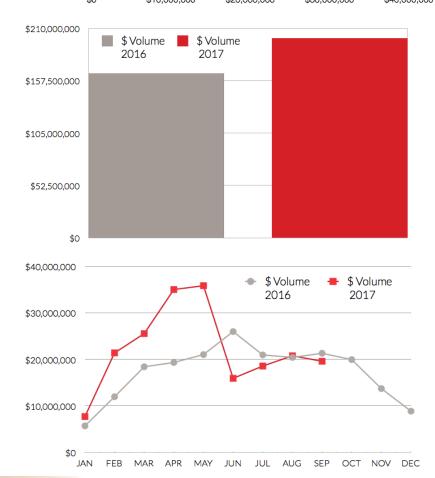
UNIT SALES/LISTINGS RATIO - 25%

YEAR TO DATE

ROYAL CITY REALTY

DOLLAR VOLUME CENTRE WELLINGTON SALES

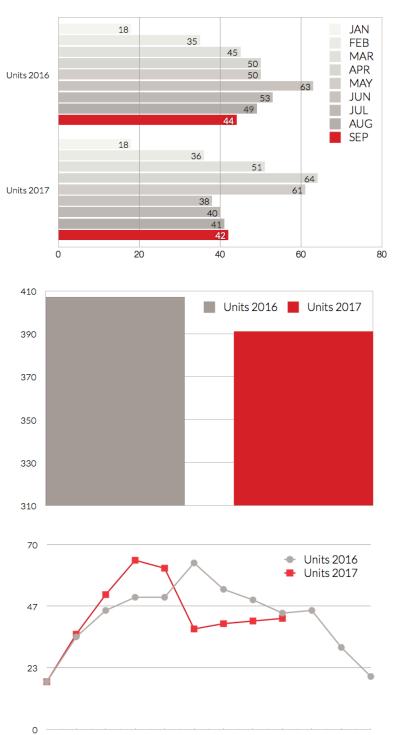
\$5,667,400 JAN \$11,936,400 FEB \$18,379,200 MAR \$19,299,855 APR \$ Volume 2016 \$21,005,510 MAY \$25,953,590 JUN \$20,928,300 \$20,393,725 JUL \$21,282,615 AUG SEP \$7.680.400 \$21,366,300 \$25,509,190 \$34,984,626 \$ Volume 2017 \$35,815,101 \$15,894,495 \$18 536 890 \$20,739,250 \$19,564,450 \$0 \$10,000,000 \$20,000,000 \$30,000,000 \$40,000,000



ROYAL CITY REALTY



UNIT SALES CENTRE WELLINGTON SALES YEAR TO DATE

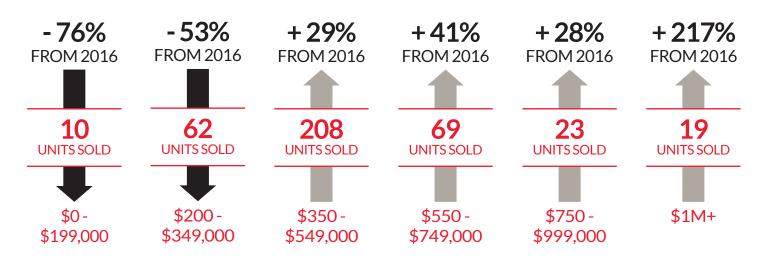


JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC



MARKET OVERVIEW

CENTRE WELLINGTON BY PRICE BRACKET - YEAR TO DATE









SALES

CENTRE WELLINGTON BY TYPE - YEAR TO DATE



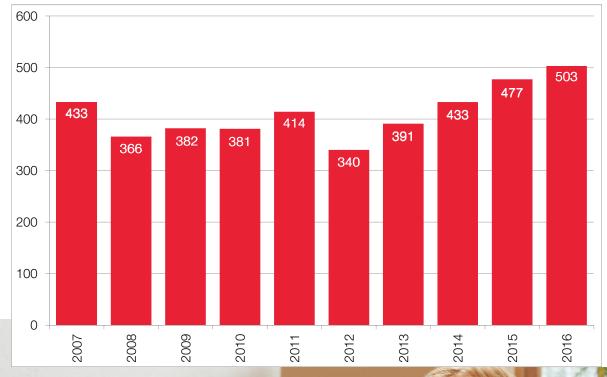
CONDOMINIUM HOME SALES





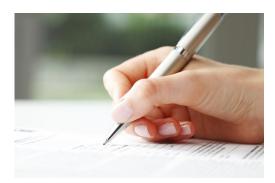


10 YEAR MARKET ANALYSIS CENTRE WELLINGTON UNITS SOLD





ROYAL CITY REALTY

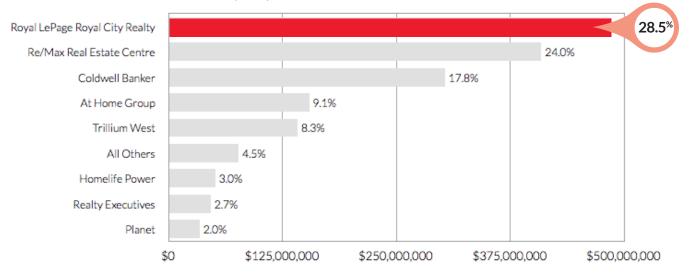


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

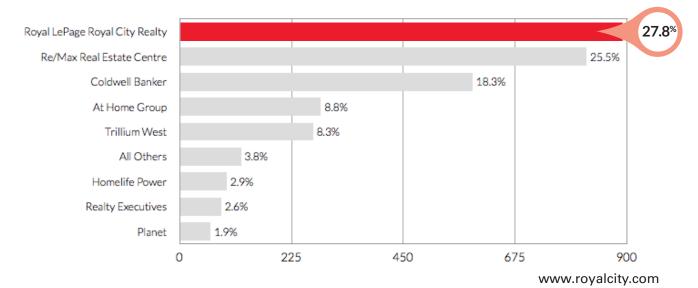
MARKET SHARE BY \$VOLUME

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



MARKET SHARE BY UNITS

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

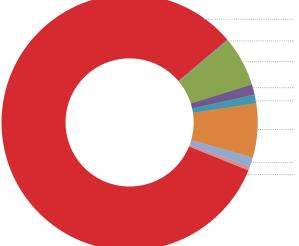


ROYAL CITY REALTY



SOURCE OF BUSINESS

SOURCE OF BUYERS 2016 HOW WE'LI FIND YOUR BUYER



77.6% Personal Contact/Referral

0.5% Newspaper

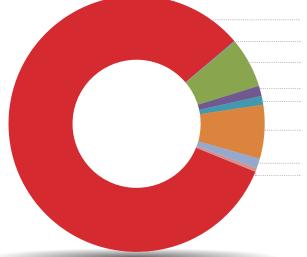
7.4% Stone Road Mall

1.1% For Sale Sign**2.5%** Open House

6.4% Internet

2.3% Other Broker Referral 2.2% Office Walk in/Duty Call

SOURCE OF LISTINGS 2016 WHERE OUR LISTINGS COME FROM



82.7% Personal Contact/Referral

0.1% Newspaper

6.3% Stone Road Mall

1.3% For Sale Sign**1.1%** Open House

6.8% Internet

1.2% Other Broker Referral **0.5%** Office Walk in/Duty Call



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