

CENTRE WELLINGTON REAL ESTATE MARKET REPORT

SEPTEMBER 2018

R-CITY | R-TEAM | R-NUMBERS



CENTRE WELLINGTON OVERVIEW

SELLER'S MARKET

DEMAND HAS REMAINED CONSISTENT THROUGHOUT THE YEAR.



YEAR-TO-DATE SALES VOLUME \$177,064,161

Down **11.5%** from 2017's \$199,822,702. Unit Sales of **327** were down **16%** from 2017's **390**, with **488** new listings down **8.5%**, and a **67%** sales/listings ratio down **8%**.



SEPTEMBER SALES VOLUME \$24,873,688

Up **29%** from 2017's \$19,296,450. Unit sales of **43** were up **5%** from last September's **41**, with **67** new listings up **6.5%**, and a **64%** sales/listing ratio down **1.5%**.



YEAR-TO-DATE AVERAGE SALE PRICE \$537,907

Up from \$501,369 one year ago. Median sale price \$476,000 up from \$427,450 one year ago. Average days-on-market up **2** days to **32** compared to last year.



SEPTEMBER Numbers

MEDIAN SALE PRICE +31.5%

\$545,000

SALES VOLUME +29%

\$24,873,688

UNIT SALES +5%

43

NEW LISTINGS +6.5%

67

EXPIRED LISTINGS +77.5%

16

UNIT SALES/LISTINGS RATIO -1.5%

64%

* Year over year comparison (September 2017 to September 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 - September 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: listings expire 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: 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

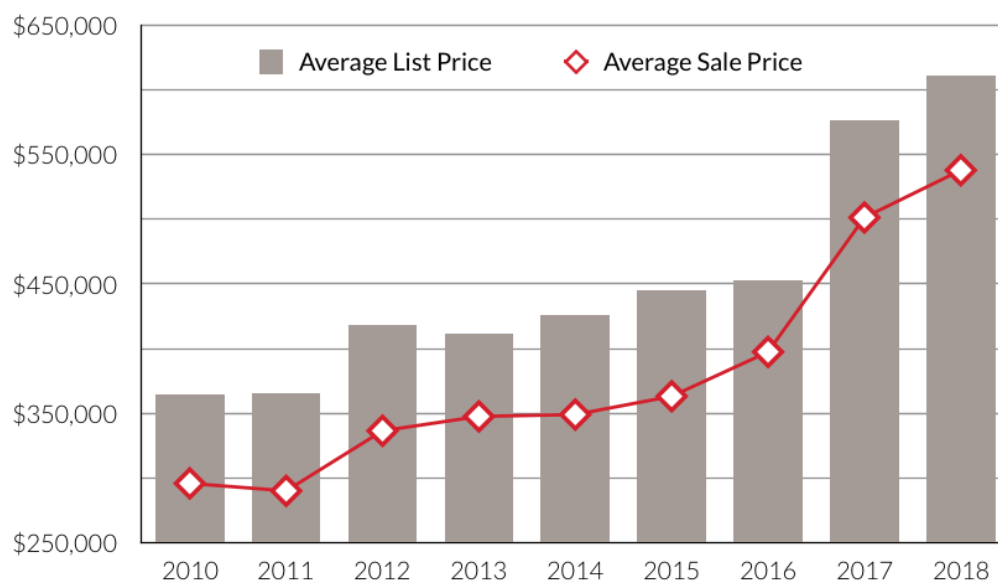
	2016	2017	2018	2017-2018
Year-To-Date (YTD) Volume Sales	\$164,846,595	\$199,822,702	\$177,064,161	-11.4%
YTD Unit Sales	407	390	327	-16.2%
YTD New Listings	526	535	488	-8.8%
YTD Sales/Listings Ratio	77%	73%	67%	-8.1%
YTD Expired Listings	53	46	59	+28.3%
September Volume Sales	\$21,282,615	\$19,296,450	\$24,873,688	+28.9%
September Unit Sales	44	41	43	+4.9%
September New Listings	50	63	67	+6.3%
September Sales/Listings Ratio	88%	65%	64%	-1.4%
September Expired Listings	4	9	16	+77.8%
YTD Sales: Under \$0-\$199K	42	10	15	+50%
YTD Sales: Under \$200K-\$349K	131	56	32	-42.9%
YTD Sales: Under \$350K-\$549K	161	210	165	-21.4%
YTD Sales: Under \$550K-\$749K	49	72	70	-2.8%
YTD Sales: Under \$750K-\$999K	18	24	29	+20.8%
YTD Sales: \$1M+	6	18	16	-11.1%
YTD Average Days-On-Market	41	30	32	+9%
YTD Average Sale Price	\$397,462	\$501,369	\$537,907	+7.3%
YTD Median Sale Price	\$375,000	\$427,450	\$476,000	+11.4%

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

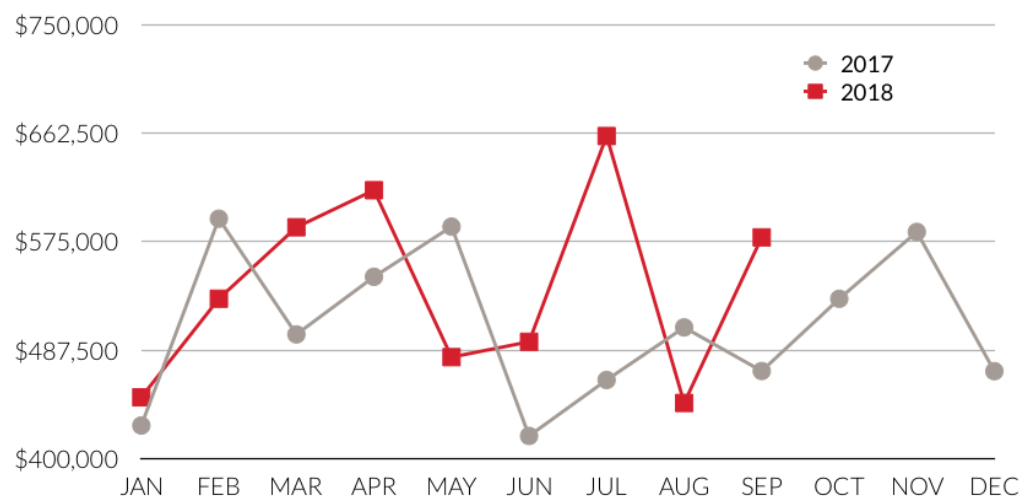
AVERAGE SALE PRICE

CENTRE WELLINGTON

YEAR OVER YEAR



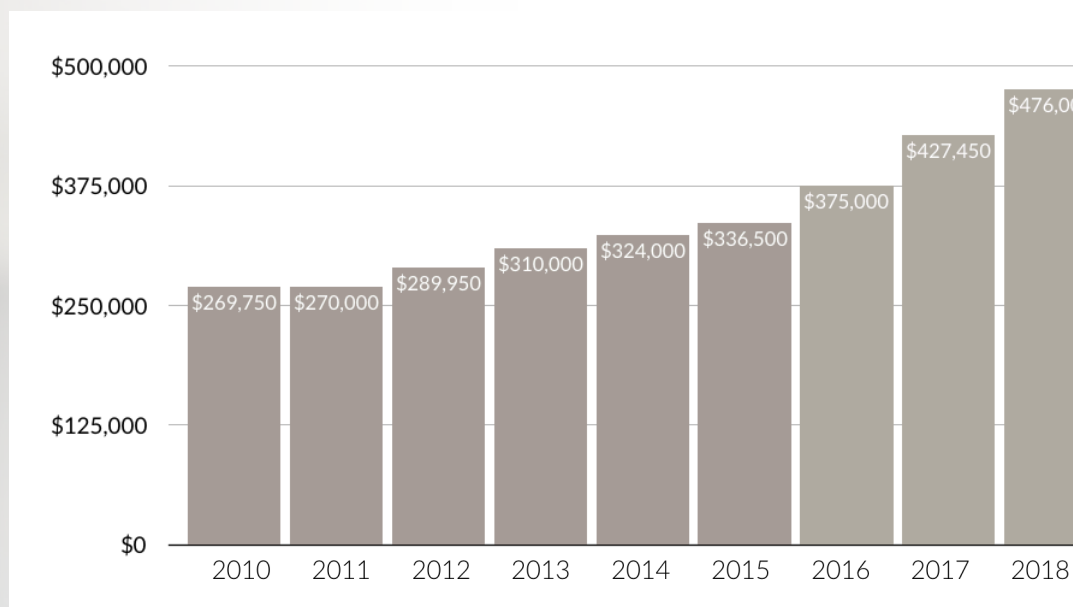
MONTH OVER MONTH 2017 VS. 2018



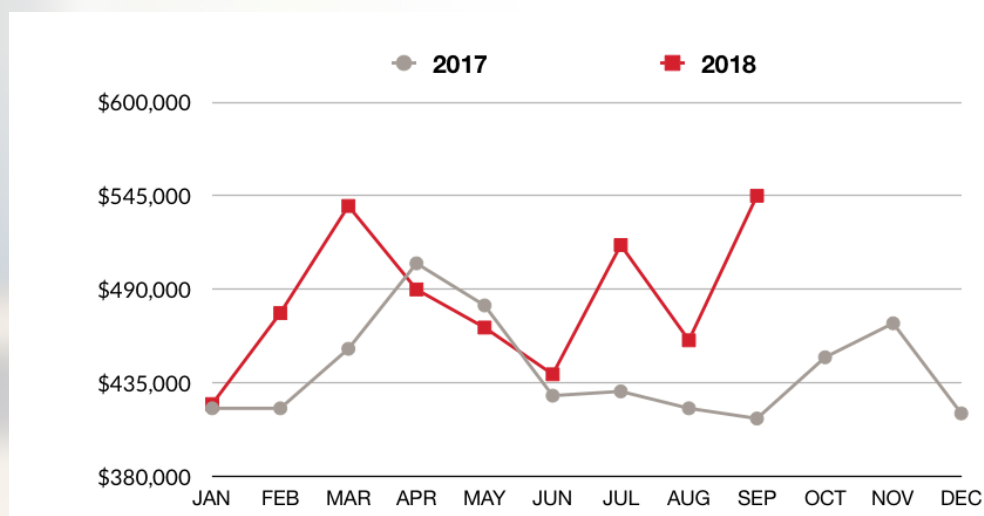
MEDIAN SALE PRICE

CENTRE WELLINGTON

YEAR OVER YEAR



MONTH OVER MONTH 2017 VS. 2018

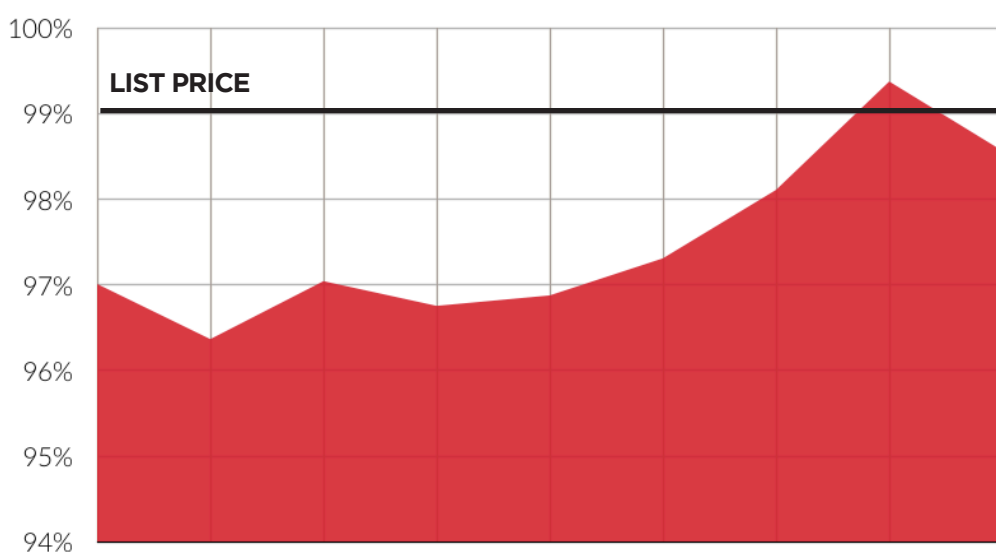


* Median sale price is based on residential sales (including freehold and condominiums).

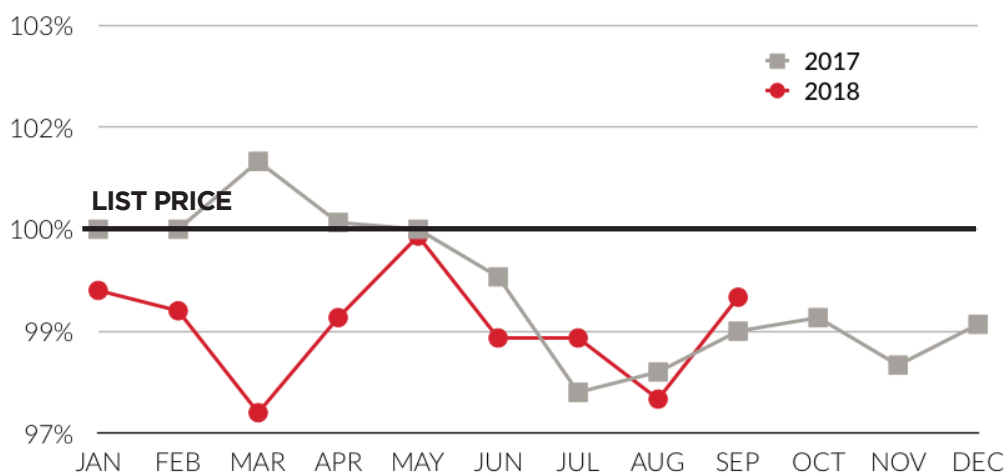
SALE PRICE vs. LIST PRICE RATIO

CENTRE WELLINGTON

YEAR OVER YEAR



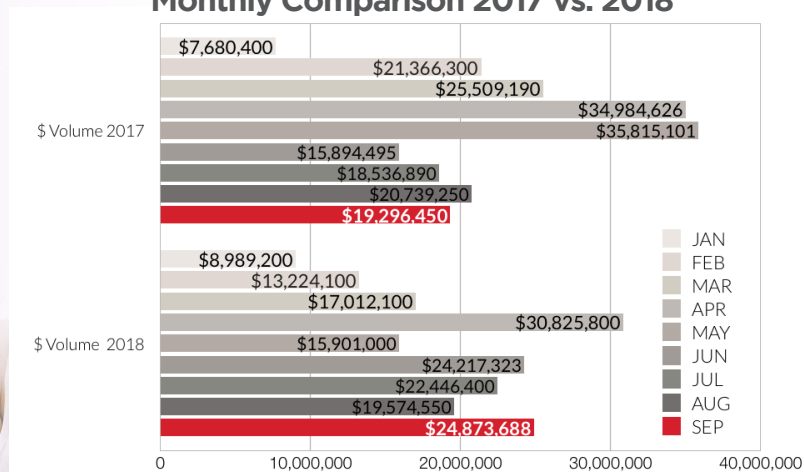
MONTH OVER MONTH 2017 VS. 2018



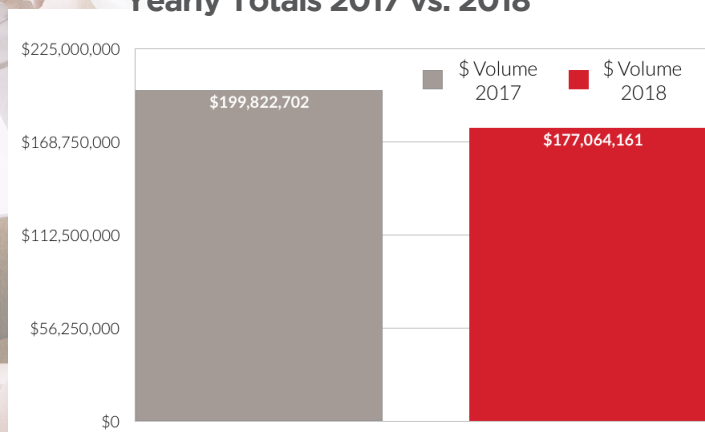
\$ VOLUME SALES

CENTRE WELLINGTON

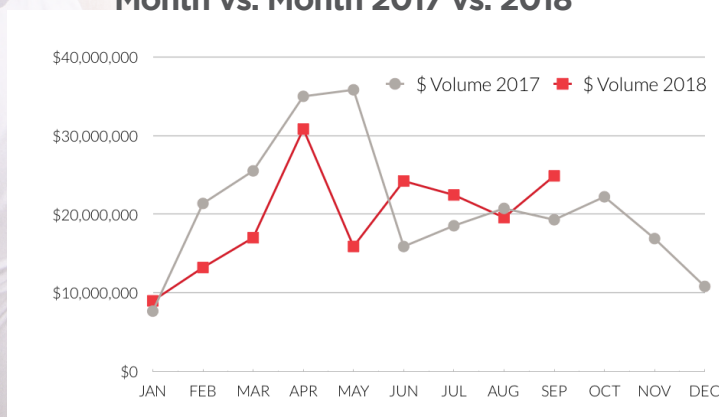
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018



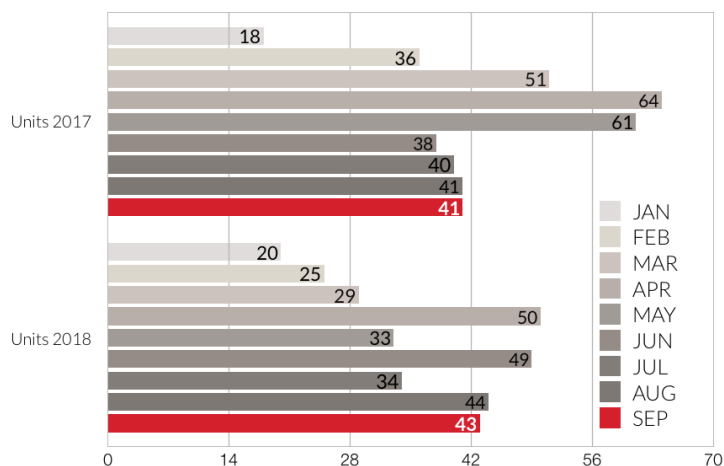
Month vs. Month 2017 vs. 2018



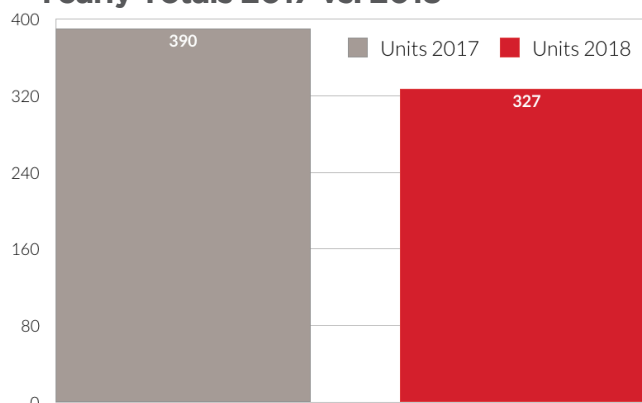
UNIT SALES

CENTRE WELLINGTON

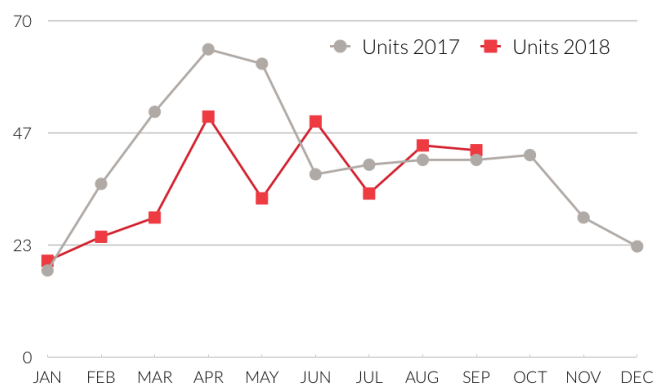
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018

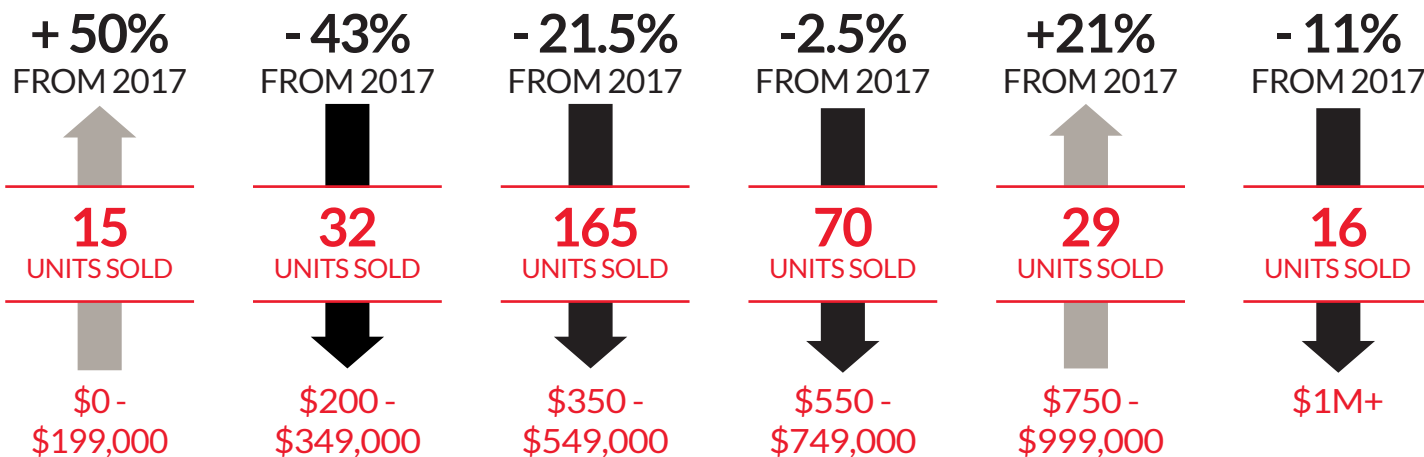


Month vs. Month 2017 vs. 2018



SALES BY PRICE BRACKET

CENTRE WELLINGTON - YEAR TO DATE



SALES BY TYPE

CENTRE WELLINGTON - YEAR TO DATE

FREEHOLD HOME SALES

- 9.5%

YTD
SALES VOLUME
\$152,917,361

- 16%

YTD
UNIT SALES
281

+ 8%

YTD AVERAGE
SALE PRICE
\$544,190

+ 47%

SEPTEMBER
SALES VOLUME
\$23,931,688

+ 14.5%

SEPTEMBER
UNIT SALES
40

CONDOMINIUM HOME SALES

+ 7%

YTD
SALES VOLUME
\$10,267,800

+ 3.5%

YTD
UNIT SALES
30

+ 3.5%

YTD AVERAGE
SALE PRICE
\$342,260

- 41%

SEPTEMBER
SALES VOLUME
\$942,000

- 25%

SEPTEMBER
UNIT SALES
3

VACANT LAND SALES

- 66%

YTD
SALES VOLUME
\$2,320,000

- 70%

YTD
UNIT SALES
3

+ 12%

YTD AVERAGE
SALE PRICE
\$773,333

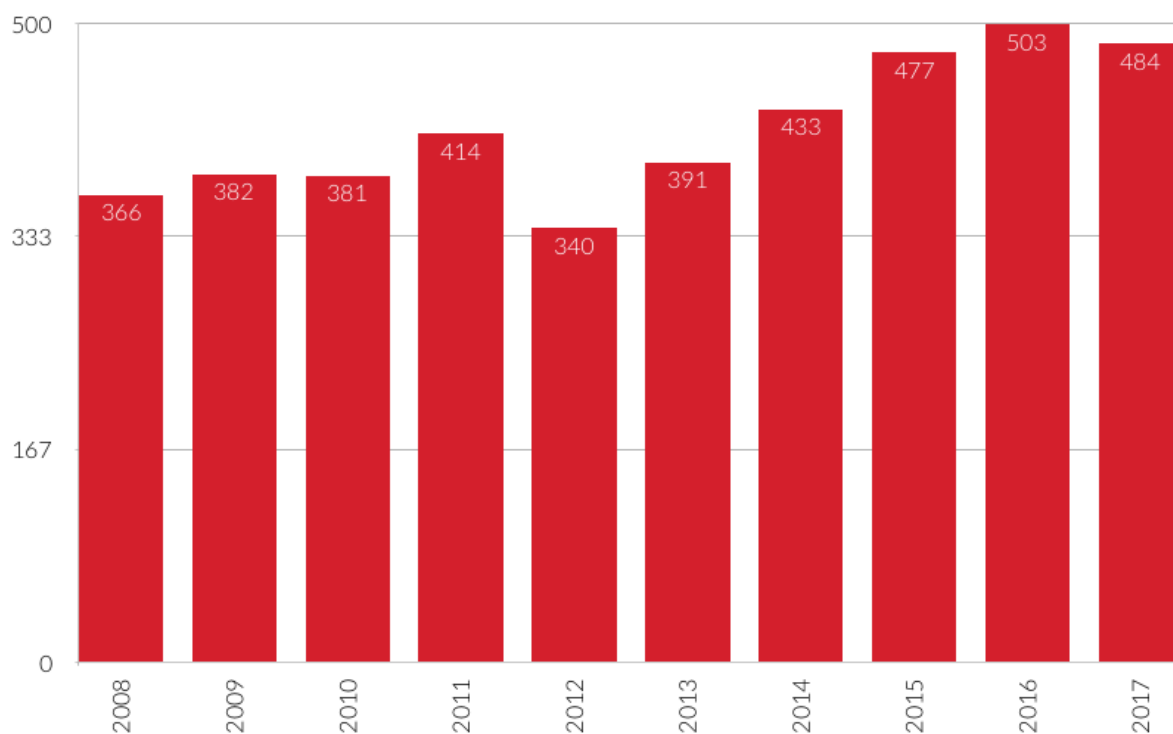
*THERE WERE NO VACANT LAND SALES IN CENTRE WELLINGTON IN SEPTEMBER 2017 TO COMPARE TO

SEPTEMBER
SALES VOLUME
\$0

SEPTEMBER
UNIT SALES
0

10 YEAR MARKET ANALYSIS

CENTRE WELLINGTON- UNITS SOLD

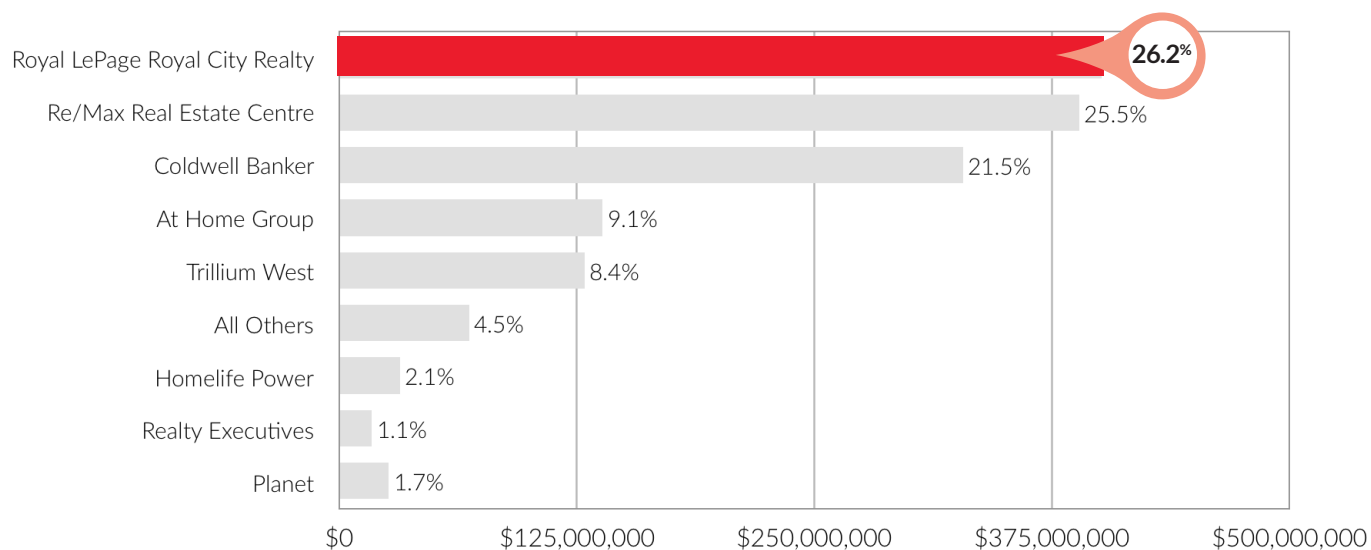


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

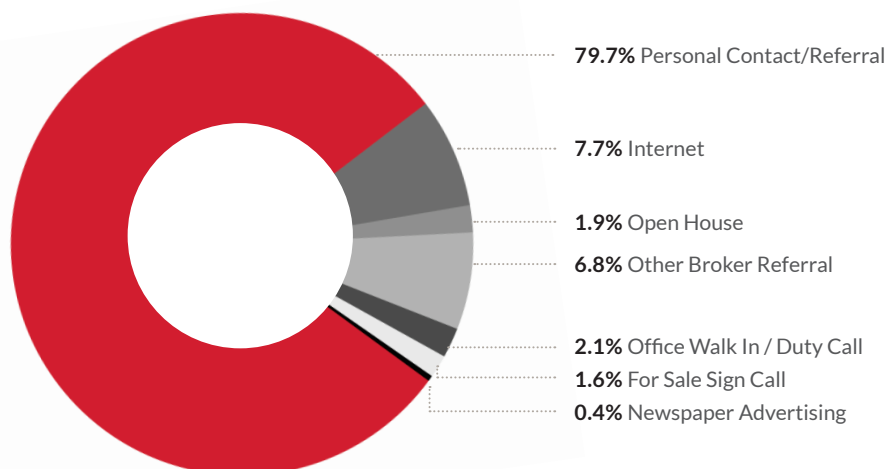
MARKET SHARE BY \$VOLUME

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

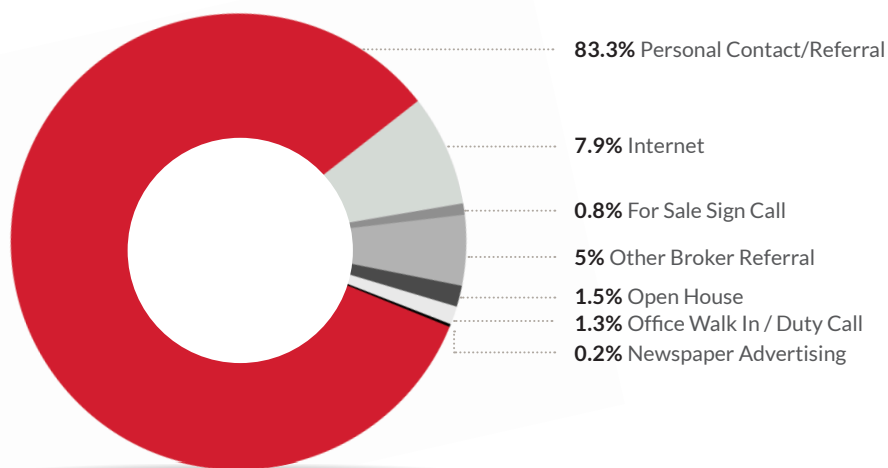


SOURCE OF BUSINESS

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