

WELLINGTON COUNTY REAL ESTATE MARKET REPORT

AUGUST 2018

R-CITY | R-TEAM | R-NUMBERS



WELLINGTON COUNTY OVERVIEW

SELLER'S MARKET

DESPITE THE TRADITIONAL SUMMER, WE CONTINUE TO MAKE UP GROUND ON 2017'S BLISTERING 1ST QUARTER WITH CONSISTENCY THROUGHOUT THIS YEAR.



YEAR-TO-DATE SALES VOLUME OF \$1,181,308,551

Down 13% from 2017's \$1,352,893,576. Unit sales of 2211 down 13% from 2017's 2545, with 3,505 new listings down 1%, and a 63% sales/listings ratio down 12%.



AUGUST SALES VOLUME OF \$150,092,493

Up 18% from 2017's \$127,304,653. Unit sales of 293 are up 9% from last August's 268, with 397 new listings up 20%, and a 74% sales/listing ratio up 9%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$528,180

Slight increase from \$523,211 one year ago. Median sale price \$474,450 up from \$463,000 one year ago. Average days-on-market up 6 days to 25 compared to last year.



AUGUST Numbers

MEDIAN SALE PRICE +2.5%

\$474,450

SALES VOLUME +18%

\$150,092,493

UNIT SALES +9%

293

NEW LISTINGS +20%

397

EXPIRED LISTINGS -11%

71

UNIT SALES/LISTINGS RATIO +9%

74%

* Year over year comparison (August 2017 to August 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-August 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



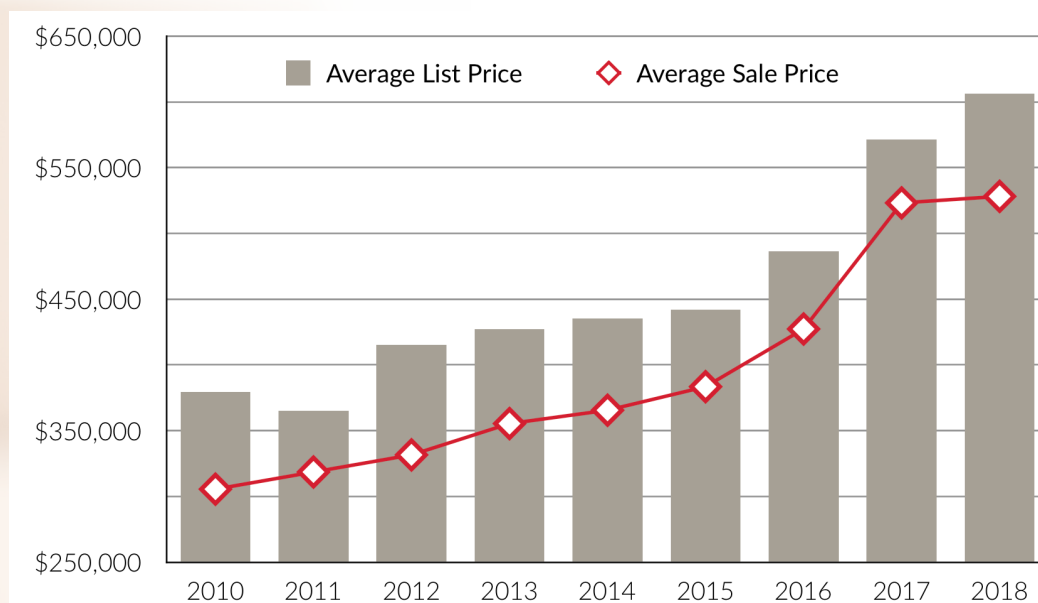
Table 1:
Wellington County MLS Sales and Listing Summary
 2016 vs. 2017 vs. 2018

	2016	2017	2018	2017-2018
Year-To-Date (YTD) Volume Sales	\$1,122,252,449	\$1,352,893,576	1,181,308,551	-12.7%
YTD Unit Sales	2,619	2,545	2,211	-13.1%
YTD New Listings	3,281	3,545	3,505	-1.1%
YTD Sales/Listings Ratio	80%	72%	63%	-12.1%
YTD Expired Listings	283	252	335	+32.9%
August Volume Sales	\$123,510,930	\$127,304,653	\$150,092,493	+17.9%
August Unit Sales	279	268	293	+9.3%
August New Listings	301	332	397	+19.6%
August Sales/Listings Ratio	93%	81%	74%	-8.6%
August Expired Listings	42	80	71	-11.2%
YTD Sales: Under \$0-\$199K	157	84	51	-39.3%
YTD Sales: Under \$200K-\$349K	828	416	340	-18.3%
YTD Sales: Under \$350K-\$549K	1146	1151	1068	-7.2%
YTD Sales: Under \$550K-\$749K	341	539	467	-13.4%
YTD Sales: Under \$750K-\$999K	91	226	191	-15.5%
YTD Sales: \$1M+	56	129	93	-27.9%
YTD Average Days-On-Market	33	25	31	+28%
YTD Average Sale Price	\$427,327	\$523,211	\$528,180	+0.9%
YTD Median Sale Price	\$388,800	\$463,000	\$474,450	+2.5%

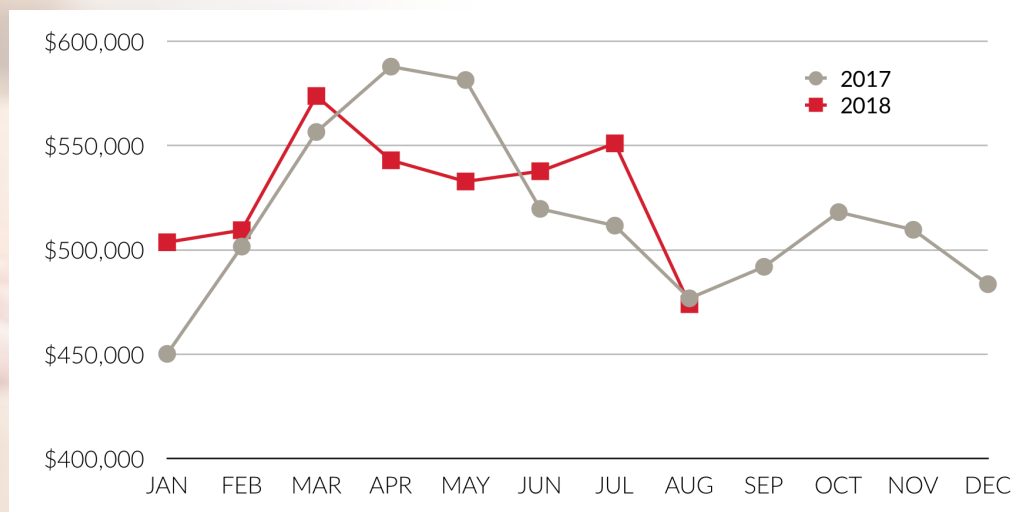
AVERAGE SALE PRICE

WELLINGTON COUNTY

YEAR OVER YEAR



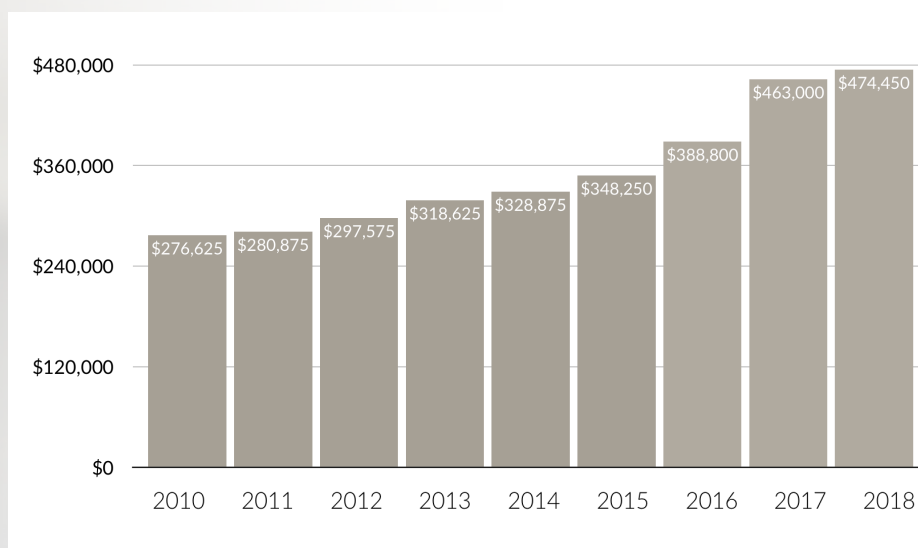
MONTH OVER MONTH 2017 VS. 2018



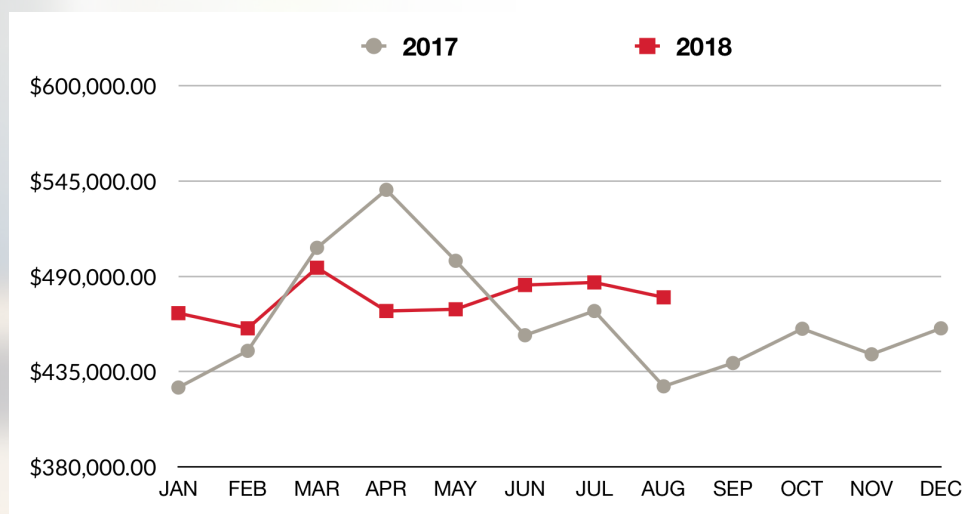
MEDIAN SALE PRICE

WELLINGTON COUNTY

YEAR OVER YEAR



MONTH OVER MONTH 2017 VS. 2018

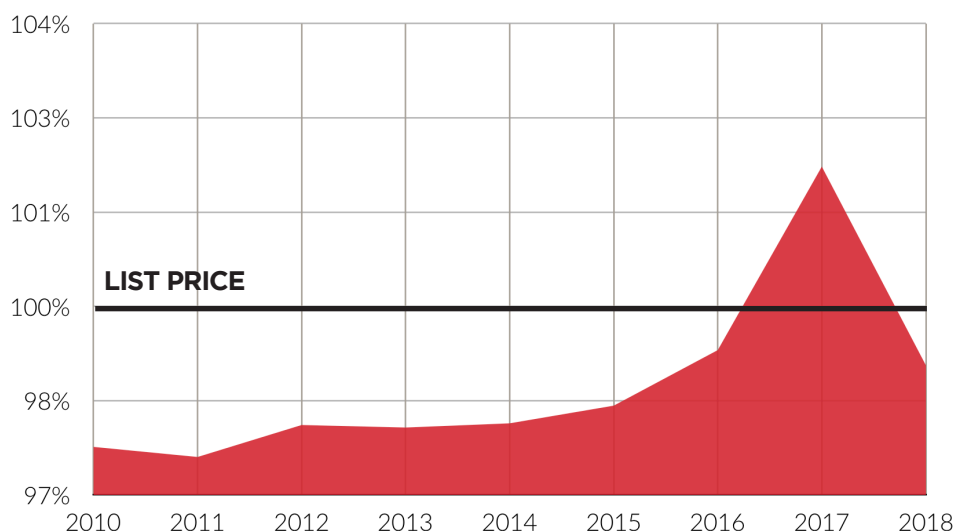


* Median sale price is based on residential sales (including freehold and condominiums).

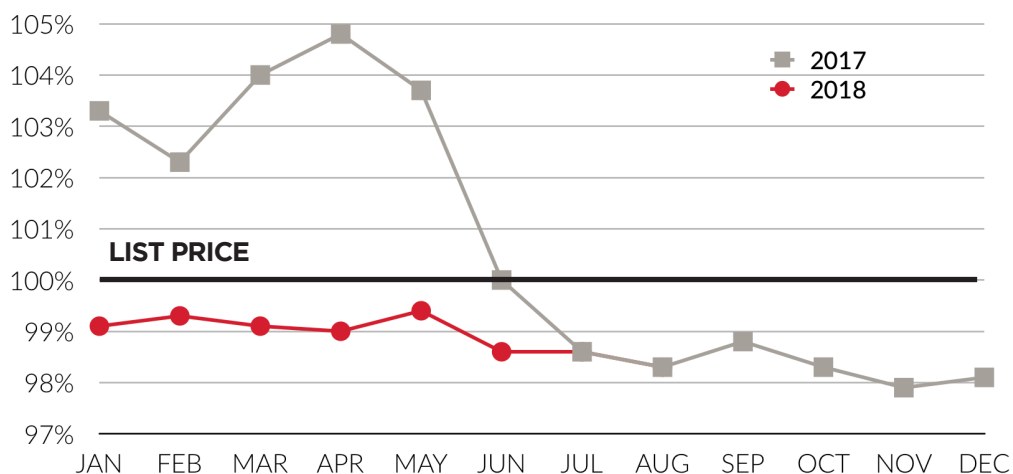
SALE PRICE vs. LIST PRICE RATIO

WELLINGTON COUNTY

YEAR OVER YEAR



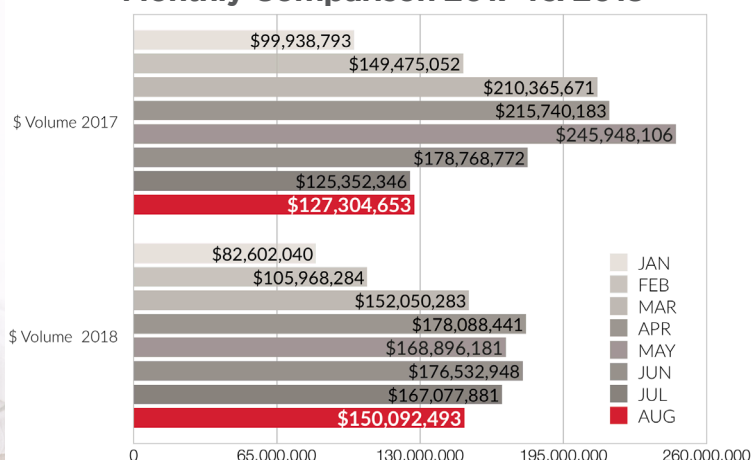
MONTH OVER MONTH 2017 VS. 2018



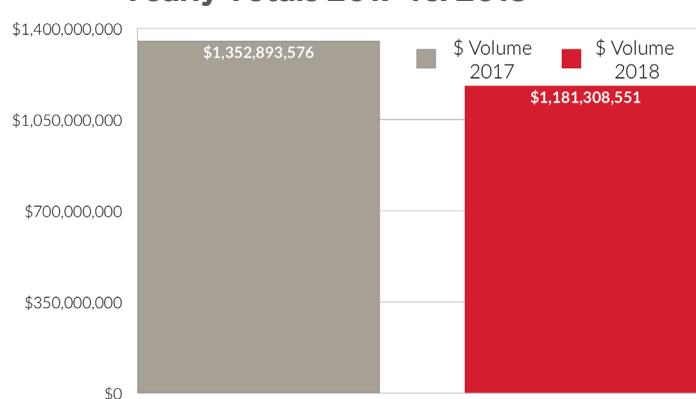
\$ VOLUME SALES

WELLINGTON COUNTY

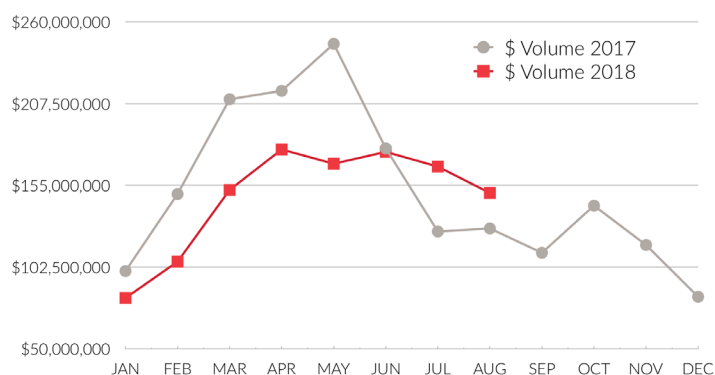
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018



Month vs. Month 2017 vs. 2018

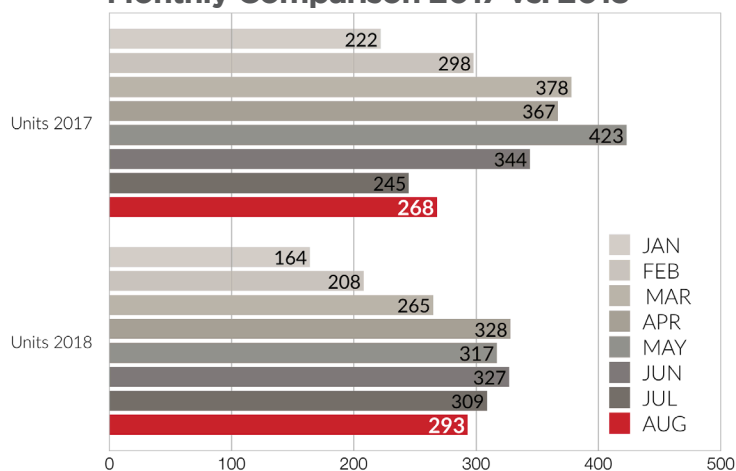




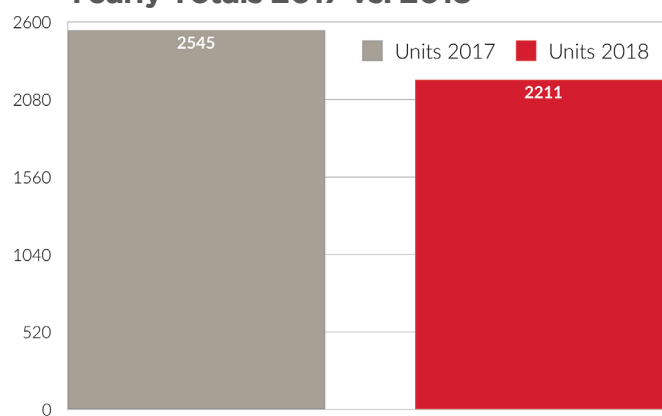
UNIT SALES

WELLINGTON COUNTY

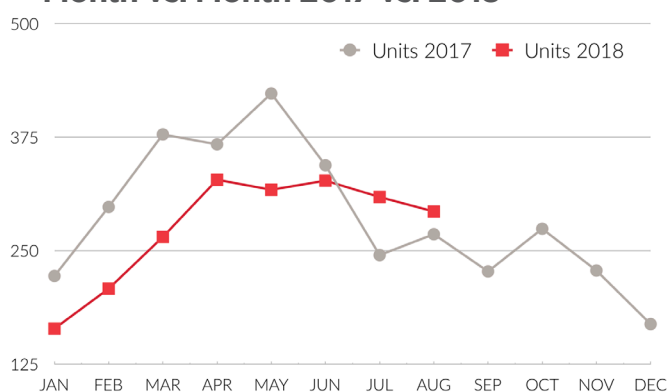
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018

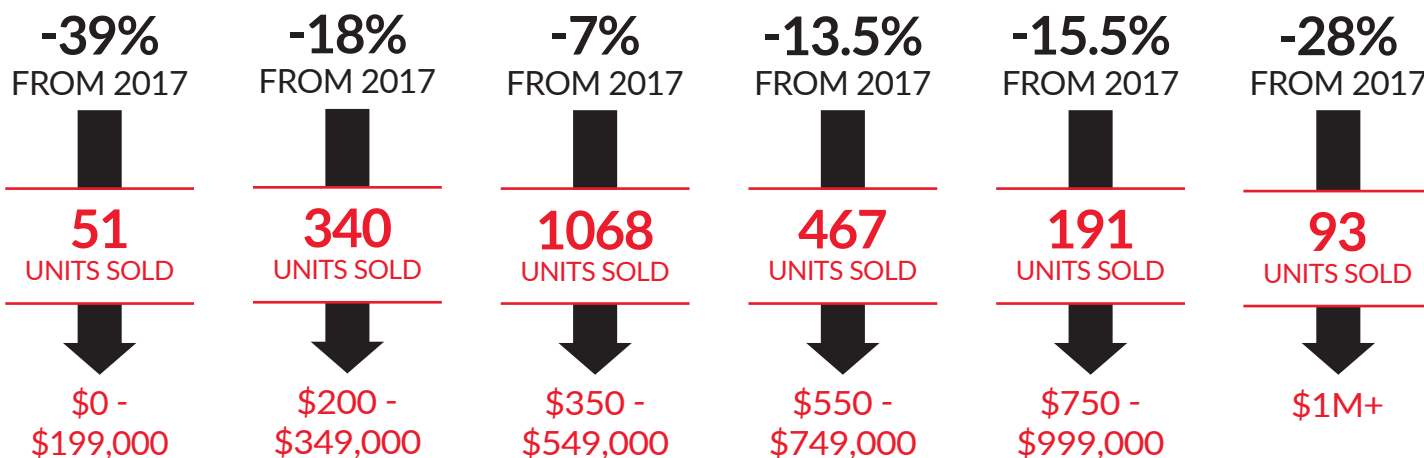


Month vs. Month 2017 vs. 2018



SALES BY PRICE BRACKET

WELLINGTON COUNTY - YEAR TO DATE



SALES BY TYPE

WELLINGTON COUNTY - YEAR TO DATE

FREEHOLD HOME SALES

- 18%

YTD
SALES VOLUME
\$877,496,280

- 17.5%

YTD
UNIT SALES
1545

-1%

YTD AVERAGE
SALE PRICE
\$567,959

+13.5%

AUGUST
SALES VOLUME
\$111,754

+6%

AUGUST
UNIT SALES
201

CONDOMINIUM HOME SALES

+9.5%

YTD
SALES VOLUME
\$216,857,506

+2.5%

YTD
UNIT SALES
564

+ 7%

YTD AVERAGE
SALE PRICE
\$384,499

+23%

AUGUST
SALES VOLUME
\$29,631,993

+7%

AUGUST
UNIT SALES
76

VACANT LAND SALES

- 53%

YTD
SALES VOLUME
\$12,418,200

- 39%

YTD
UNIT SALES
28

- 22%

YTD AVERAGE
SALE PRICE
\$443,507

+3.4%

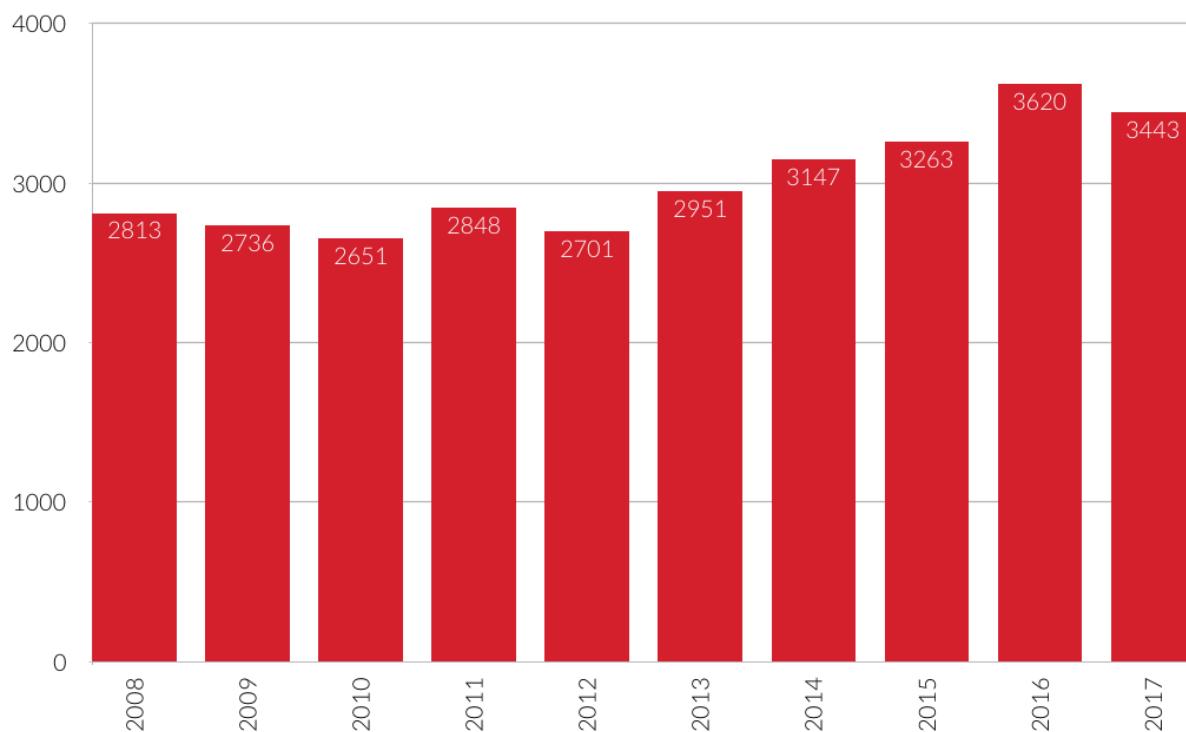
AUGUST
SALES VOLUME
\$3,029,500

+133%

AUGUST
UNIT SALES
7

10 YEAR MARKET ANALYSIS

UNITS SOLD

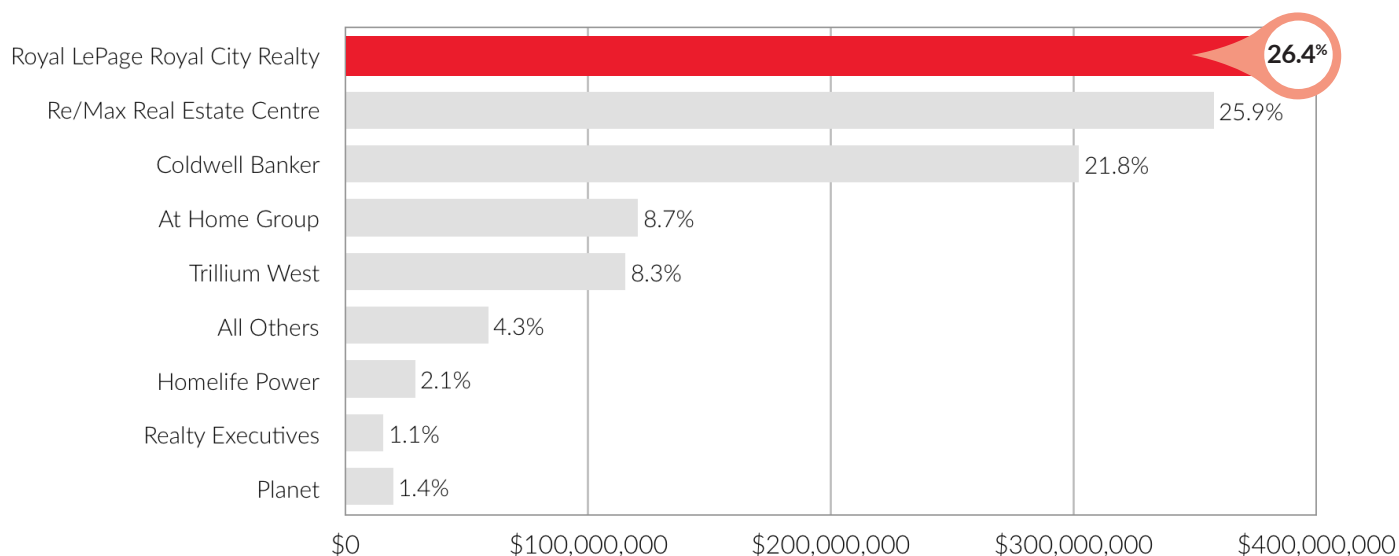


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

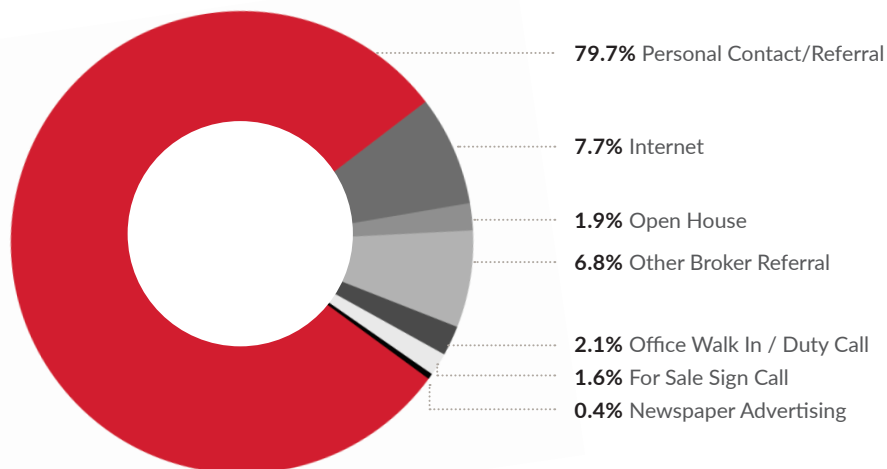
MARKET SHARE BY \$VOLUME

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

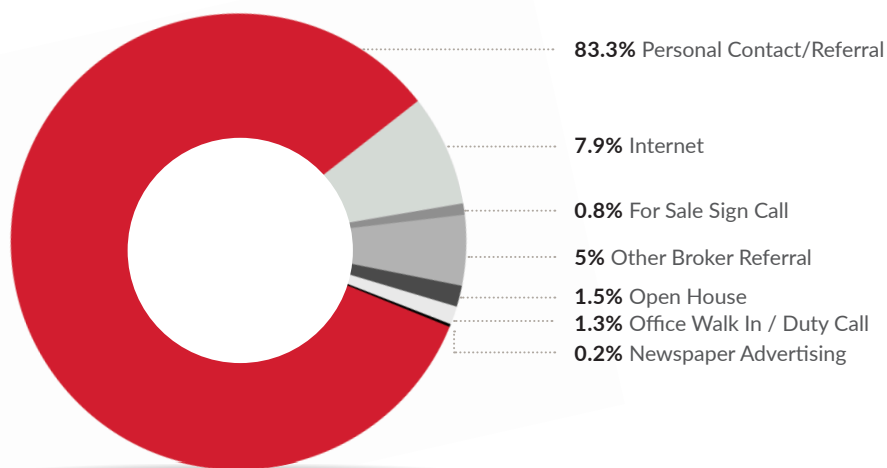


SOURCE OF BUSINESS

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

Ph. 519.821.6191

214 Speedvale Ave., W., Guelph