

WELLINGTON COUNTY REAL ESTATE MARKET REPORT

JULY 2018

R-CITY | R-TEAM | R-NUMBERS



OVERVIEW

SELLER'S MARKET

THE WELLINGTON COUNTY REAL ESTATE MARKET CONTINUES TO MAKE UP FOR LOST GROUND IN THE BEGINNING OF THE YEAR AS OUR MARKET IS MAKING GAINS OVER 2017 THROUGHOUT THE SUMMER.



YEAR-TO-DATE SALES VOLUME OF \$1,031,216,058

Down 16% from 2017's \$1,225,588,923. Unit sales of 1914 down 16% from 2017's 2277, with 3,094 new listings down 4%, and a 62% sales/listings ratio down 13%.



JULY SALES VOLUME OF \$167,077,881

Up 33% from 2017's \$125,352,346. Unit sales of 304 are up 24% from last July's 245, with 444 new listings up 15%, and a 68% sales/listing ratio up 8.2%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$535,780

Slight increase from \$529,840 one year ago. Median sale price \$471,000 up from \$470,000 one year ago. Average days-on-market up 6 days to 34 compared to last year.



JULY Numbers

MEDIAN SALE PRICE +3.9%

\$488,450

SALES VOLUME +33%

\$167,077,881

UNIT SALES +24%

304

NEW LISTINGS +15%

444

EXPIRED LISTINGS +15%

60

UNIT SALES/LISTINGS RATIO +8.2%

68%

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



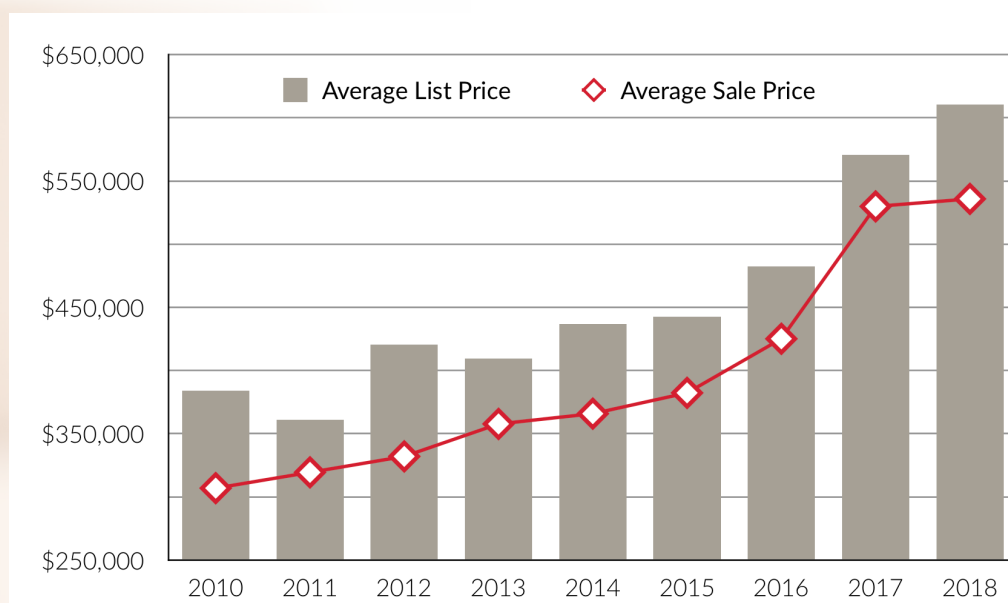
Table 1:
Wellington County MLS Sales and Listing Summary
 2016 vs. 2017 vs. 2018

	2016	2017	2018	2017-2018
Year-To-Date (YTD) Volume Sales	\$998,741,519	\$1,225,588,923	\$1,031,216,058	-15.9%
YTD Unit Sales	2,340	2,277	1,914	-15.9%
YTD New Listings	2,980	3,213	3,094	-3.7%
YTD Sales/Listings Ratio	79%	71%	62%	-12.7%
YTD Expired Listings	241	172	264	+53.5%
July Volume Sales	\$146,331,134	\$125,352,346	\$167,077,881	+33.3%
July Unit Sales	339	245	304	+24.1%
July New Listings	3633	387	444	+14.7%
July Sales/Listings Ratio	93%	63%	68%	+8.2%
July Expired Listings	36	52	60	+15.4%
YTD Sales: Under \$0-\$199K	144	71	40	-43.7%
YTD Sales: Under \$200K-\$349K	755	357	300	-16%
YTD Sales: Under \$350K-\$549K	1009	1024	929	-9.3%
YTD Sales: Under \$550K-\$749K	301	493	397	-19.5%
YTD Sales: Under \$750K-\$999K	80	212	167	-21.2%
YTD Sales: \$1M+	51	120	81	-32.5%
YTD Average Days-On-Market	33	23	31	+33%
YTD Average Sale Price	\$425,108	\$529,842	\$535,780	+1.1%
YTD Median Sale Price	\$387,600	\$470,000	\$471,000	+0.8%

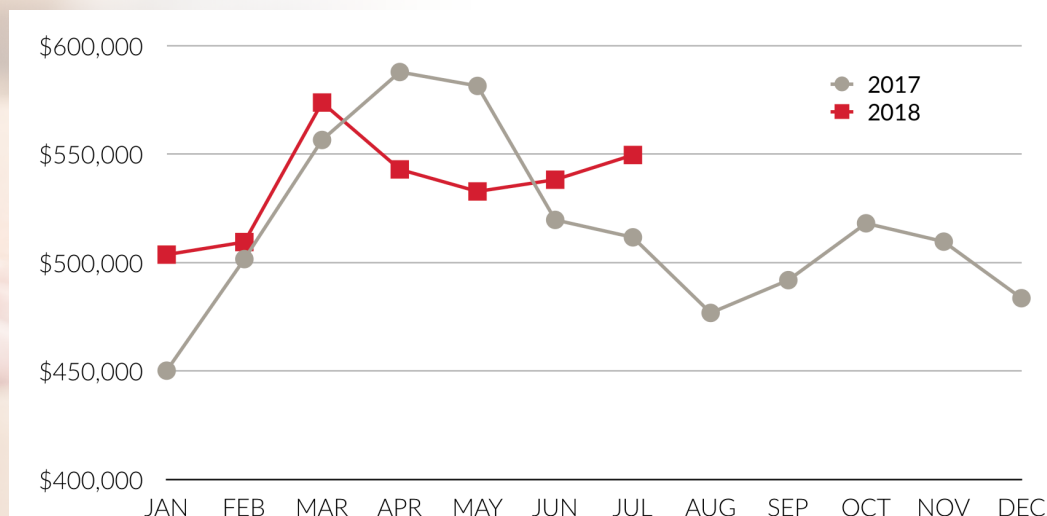
AVERAGE SALE PRICE

WELLINGTON COUNTY

YEAR OVER YEAR



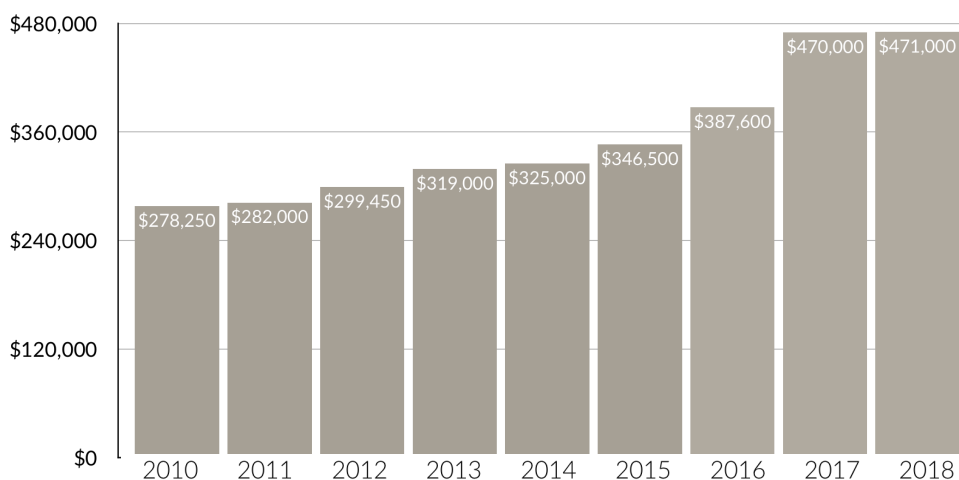
MONTH OVER MONTH 2017 VS. 2018



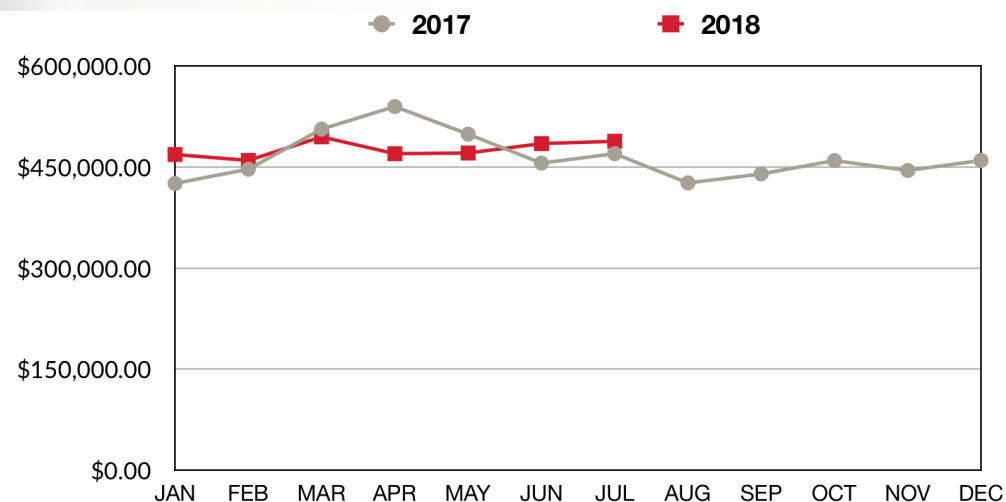
MEDIAN SALE PRICE

WELLINGTON COUNTY

YEAR OVER YEAR



MONTH OVER MONTH 2017 VS. 2018

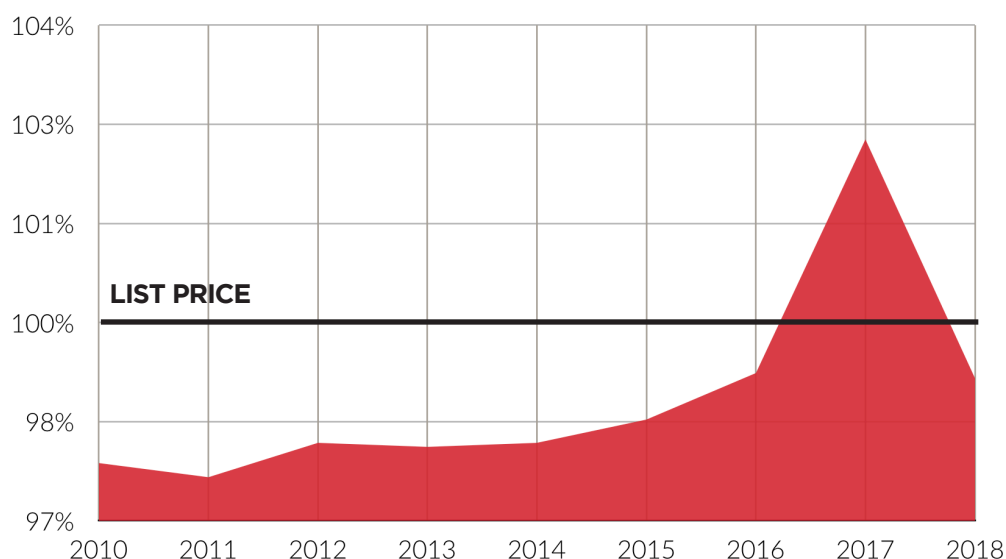


* Median sale price is based on residential sales (including freehold and condominiums).

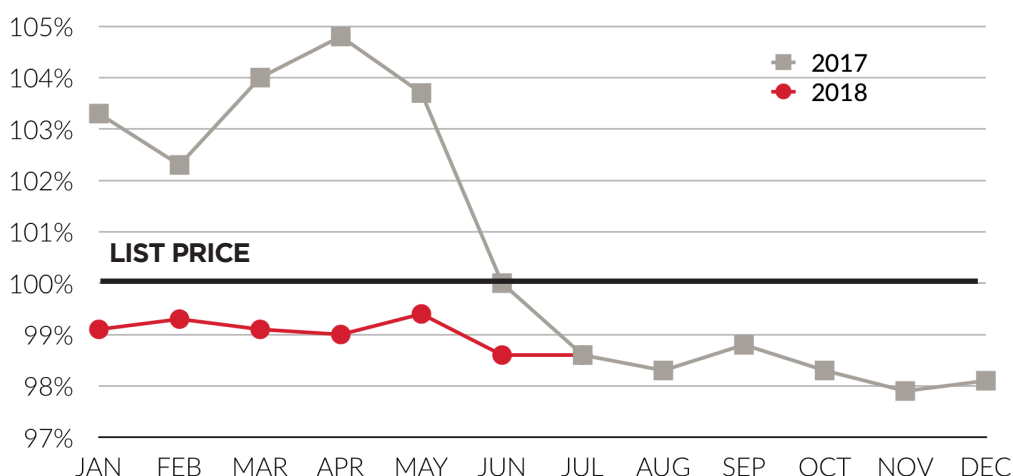
SALE PRICE vs. LIST PRICE RATIO

WELLINGTON COUNTY

YEAR OVER YEAR



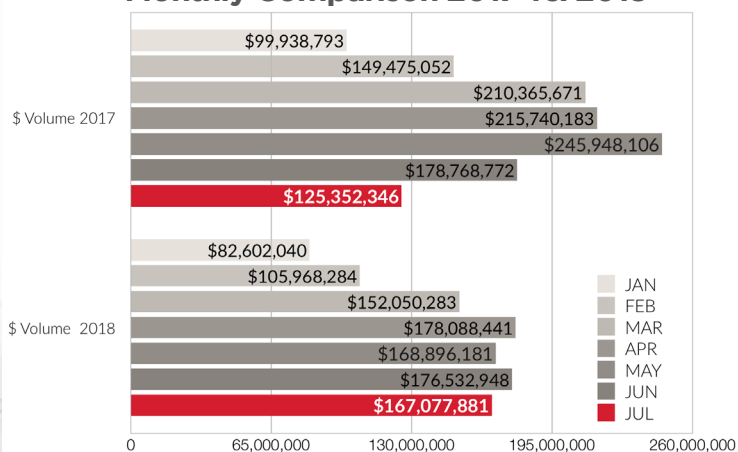
MONTH OVER MONTH 2017 VS. 2018



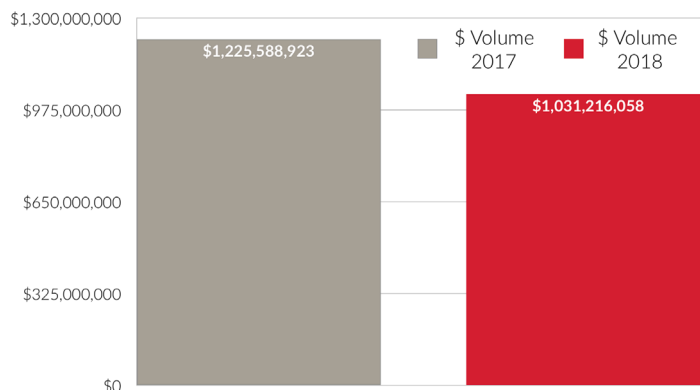
\$ VOLUME SALES

WELLINGTON COUNTY

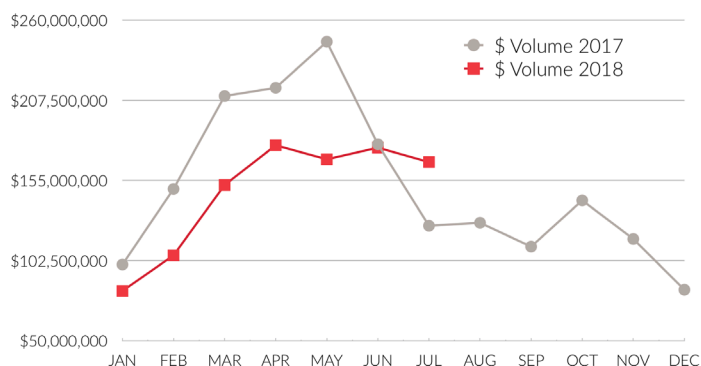
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018



Month vs. Month 2017 vs. 2018

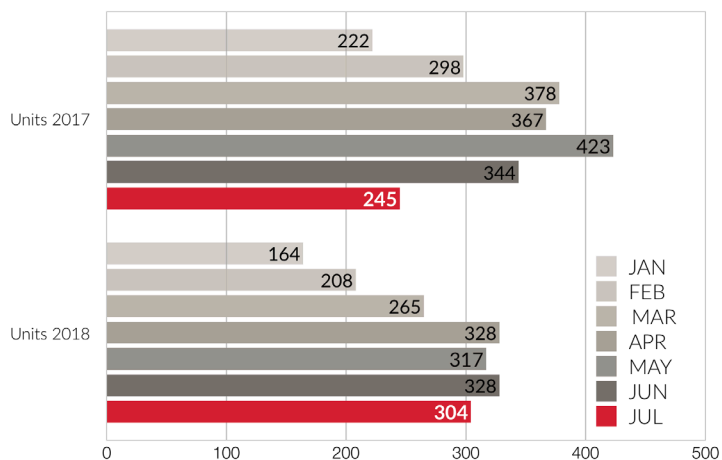




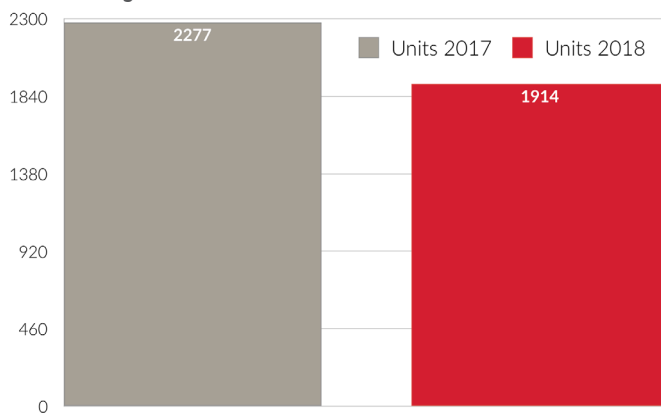
UNIT SALES

WELLINGTON COUNTY

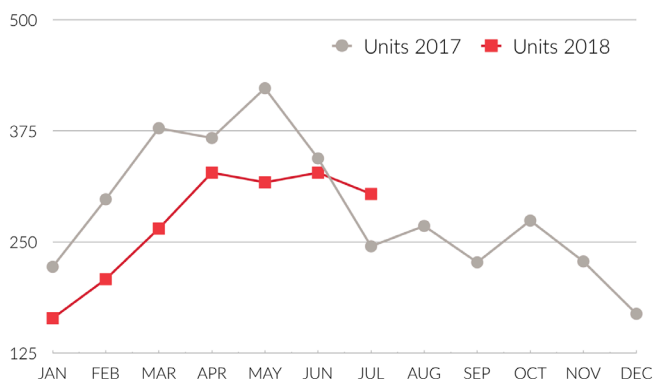
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018

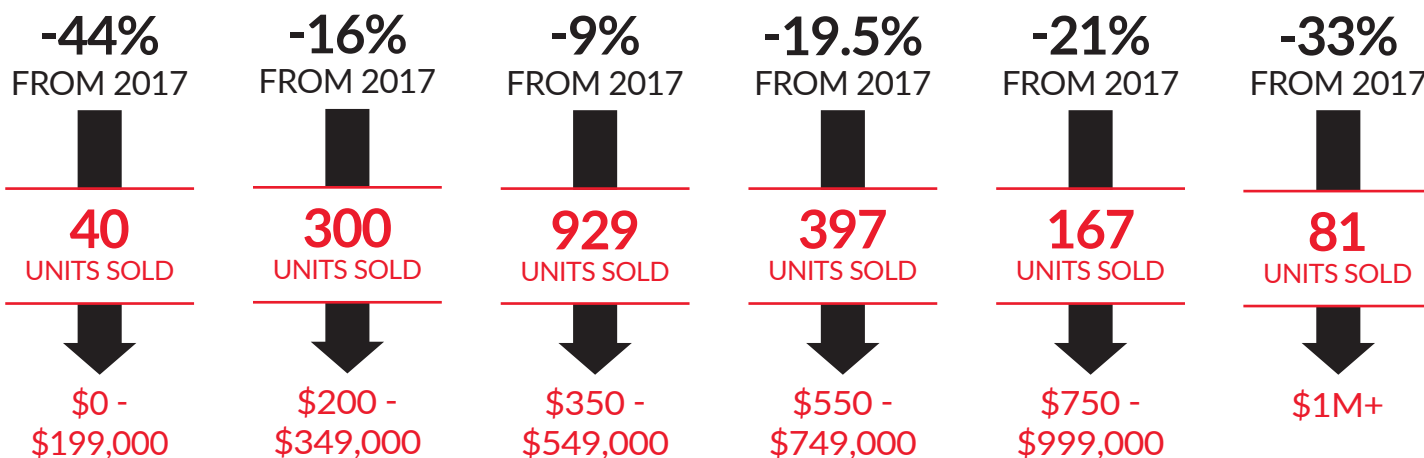


Month vs. Month 2017 vs. 2018



SALES BY PRICE BRACKET

WELLINGTON COUNTY - YEAR TO DATE



SALES BY TYPE

WELLINGTON COUNTY - YEAR TO DATE

FREEHOLD HOME SALES

- 21%

YTD
SALES VOLUME
\$763,235,280

- 20%

YTD
UNIT SALES
1340

-1%

YTD AVERAGE
SALE PRICE
\$569,579

+30%

JULY
SALES VOLUME
\$126,550,968

+25%

JULY
UNIT SALES
223

CONDOMINIUM HOME SALES

+8%

YTD
SALES VOLUME
\$187,225,513

+2%

YTD
UNIT SALES
488

+ 6%

YTD AVERAGE
SALE PRICE
\$383,659

+47%

JULY
SALES VOLUME
\$27,881,713

+36%

JULY
UNIT SALES
72

VACANT LAND SALES

- 60%

YTD
SALES VOLUME
\$9,388,700

- 51%

YTD
UNIT SALES
21

- 17%

YTD AVERAGE
SALE PRICE
\$447,080

- 75%

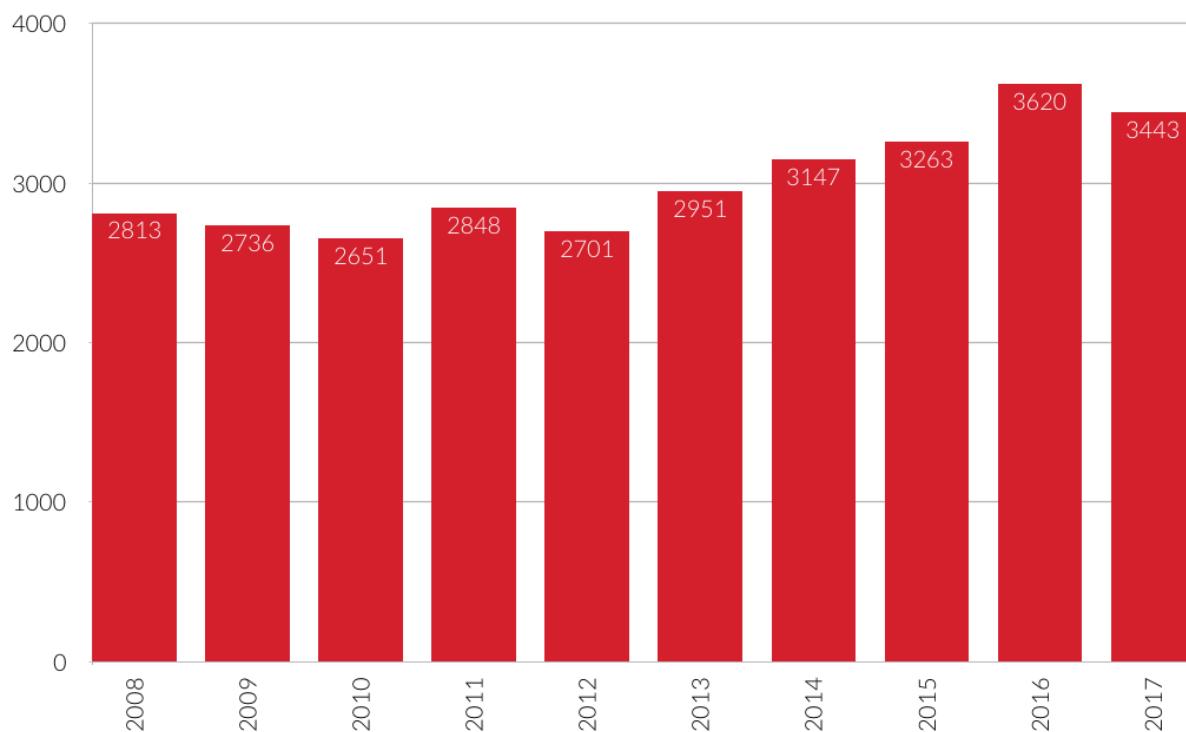
JULY
SALES VOLUME
\$595,200

-60%

JULY
UNIT SALES
2

10 YEAR MARKET ANALYSIS

UNITS SOLD

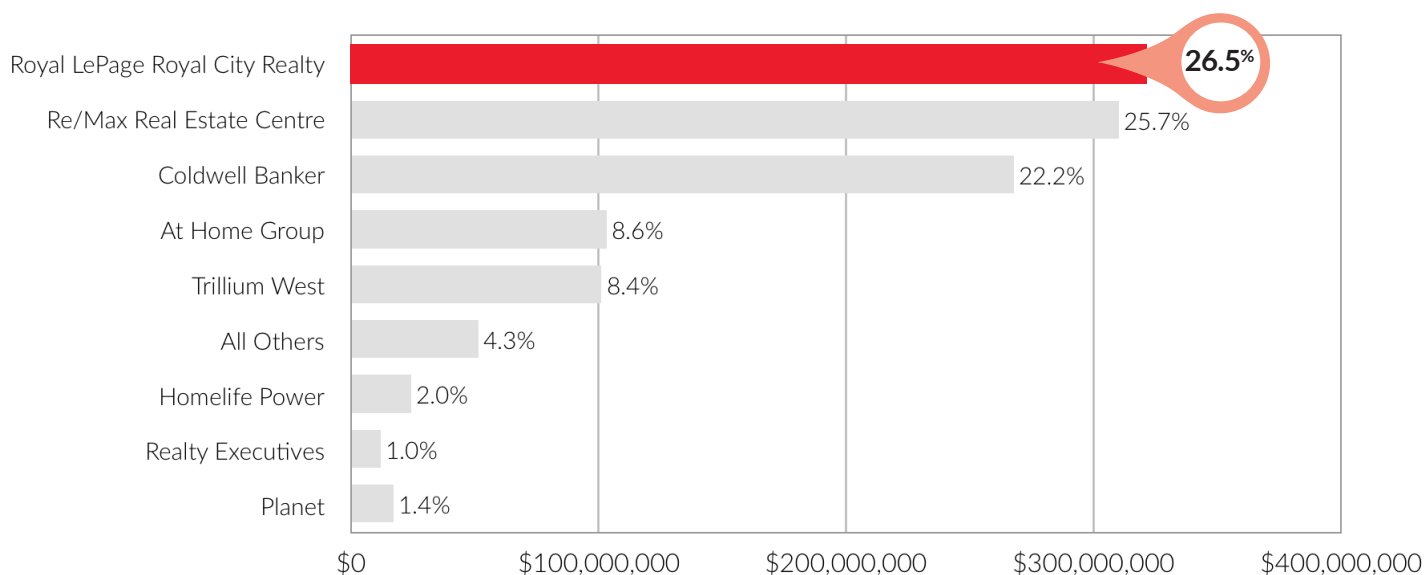


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

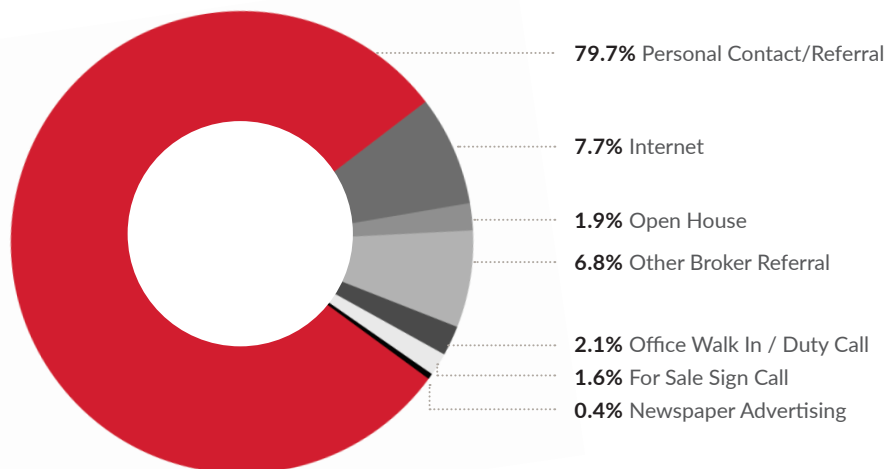
MARKET SHARE BY \$VOLUME

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

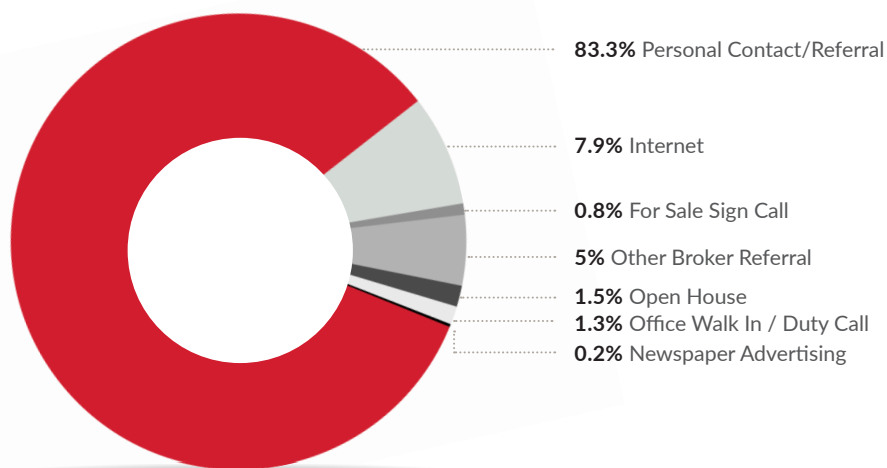


SOURCE OF BUSINESS

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