

WELLINGTON COUNTY **REAL ESTATE** **MARKET REPORT**

JANUARY - JUNE 2018



ROYAL CITY REALTY
BROKERAGE

R-CITY | R-TEAM | R-NUMBERS



royalcity.com

OVERVIEW

SELLER'S MARKET

WHILE THE MARKET IS SLOWING,
LOW INVENTORY IS PUSHING PRICES UP



YEAR-TO-DATE SALES VOLUME OF \$859,671,777

Down **21%** from 2017's record **\$1,100,236,577**. Unit sales of **1601** down **26%** from 2017's **2032**, with **2,633** new listings down **5.5%**, and a **64%** sales/listings ratio down **15%**.



JUNE SALES VOLUME OF \$171,806,548

Down **4%** from 2017's **\$178,768,772**. Unit sales of **318** are down **8%** from last June's **344**, with **500** listings down **5.5%**, and a **64%** sales/listing ratio down **2%**.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$533,678.50

Slight increase from the **\$532,875** one year ago. Average days-on-market up **8** days to **31** compared to last year.



JUNE Numbers

SALES VOLUME -4%

\$171,806,548

UNIT SALES -8%

318

NEW LISTINGS -5.5%

500

EXPIRED LISTINGS +62.1%

47

UNIT SALES/LISTINGS RATIO -2%

64%

*Year-to-date (YTD): is a period starting from the beginning of the current calendar year and continuing up to the present day (January - June 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: A listing expires 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

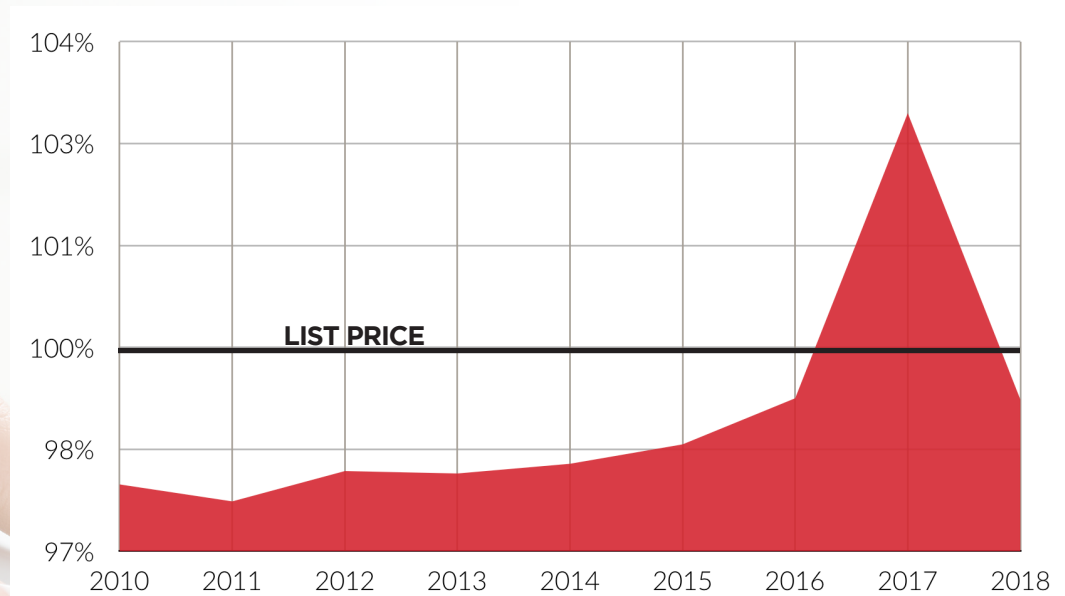
*Average Price: The average sale price can be volatile if one or more properties were sold at an extraordinarily high or low price, the average is skewed higher or lower as a result. This can be an unreliable stat, especially in smaller markets

* Year over year comparison (June 2017 to June 2018)

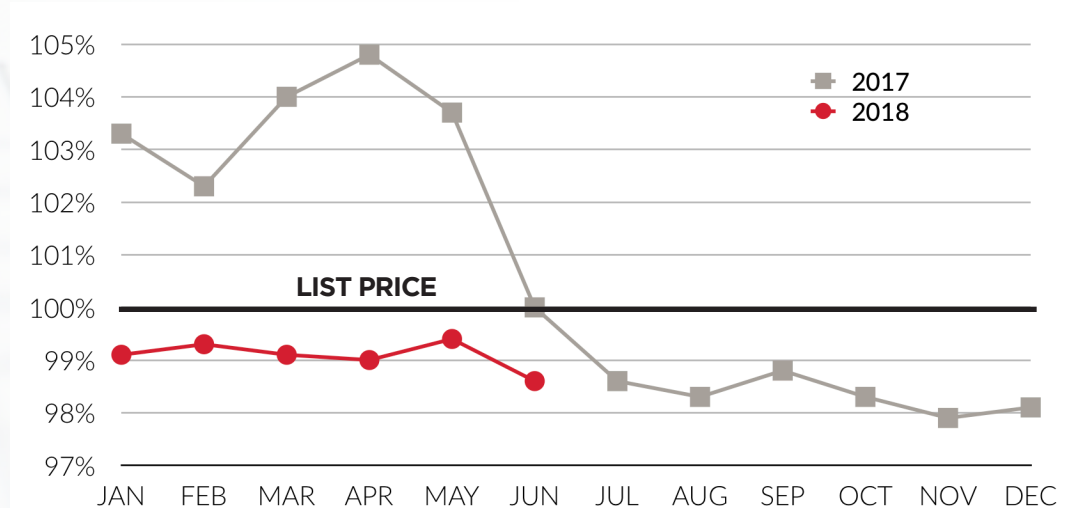
SALE PRICE vs. LIST PRICE RATIO

WELLINGTON COUNTY

YEAR OVER YEAR



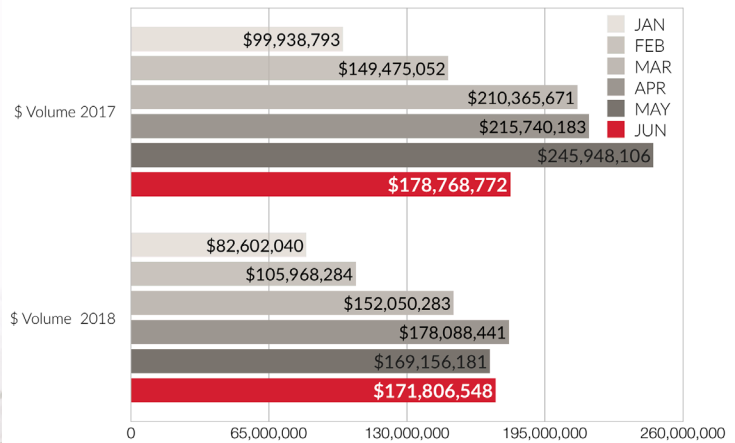
MONTH OVER MONTH 2017 VS. 2018



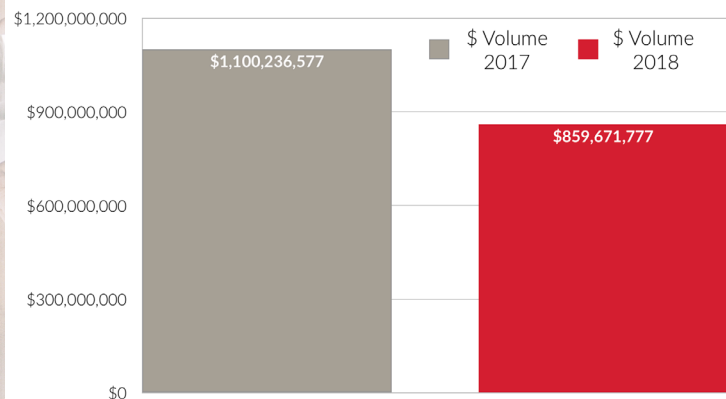
\$ VOLUME SALES

WELLINGTON COUNTY

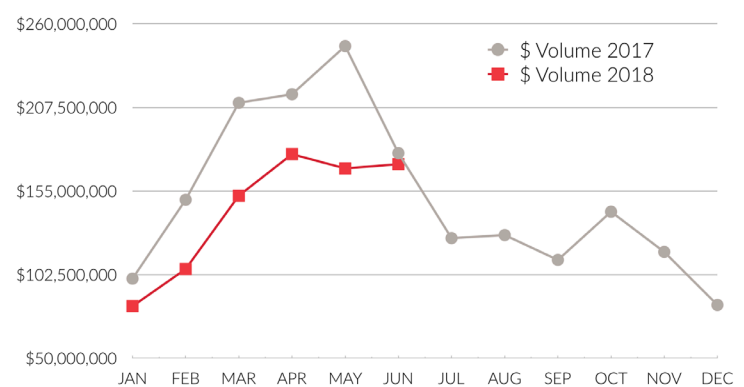
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018



Month vs. Month 2017 vs. 2018

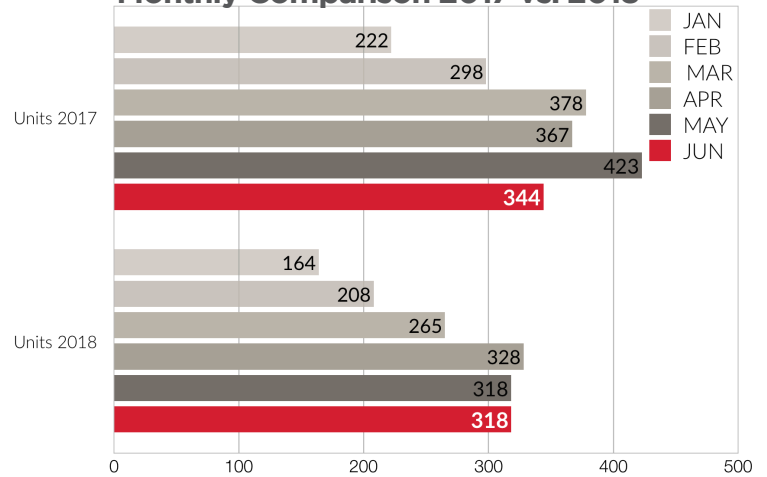




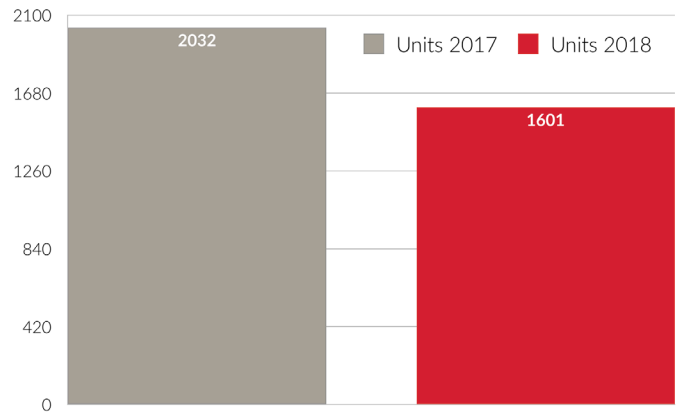
UNIT SALES

WELLINGTON COUNTY

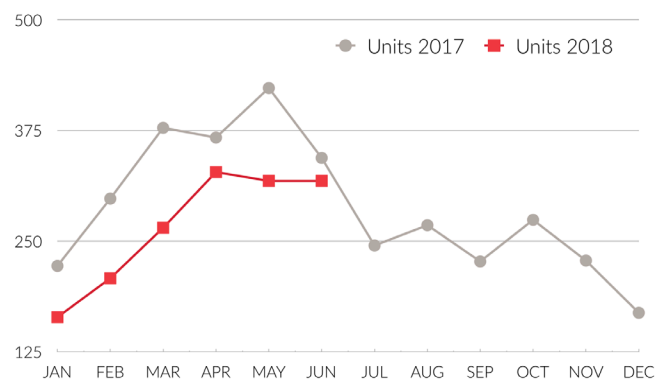
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018

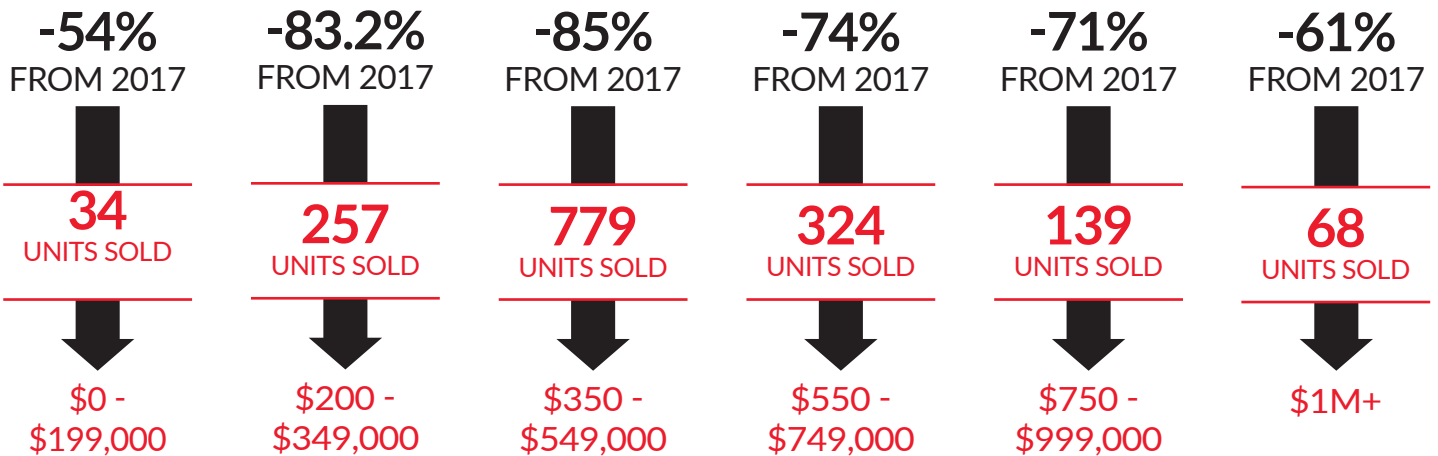


Month vs. Month 2017 vs. 2018



SALES BY PRICE BRACKET

WELLINGTON COUNTY - YEAR TO DATE



SALES BY TYPE

WELLINGTON COUNTY - YEAR TO DATE

FREEHOLD HOME SALES

- 27%

YTD
SALES VOLUME
\$634,817,119

- 26%

YTD
UNIT SALES
1112

-2%

YTD AVERAGE
SALE PRICE
\$570,879

-15%

JUNE
SALES VOLUME
\$121,855,198

-18%

JUNE
UNIT SALES
216

CONDOMINIUM HOME SALES

+2%

YTD
SALES VOLUME
\$158,599,800

- 3%

YTD
UNIT SALES
414

+ 5%

YTD AVERAGE
SALE PRICE
\$383,091

+64%

JUNE
SALES VOLUME
\$36,405,350

+36%

JUNE
UNIT SALES
86

VACANT LAND SALES

- 57.8%

YTD
SALES VOLUME
\$8,793,500

- 50%

YTD
UNIT SALES
19

- 16%

YTD AVERAGE
SALE PRICE
\$462,815

- 39%

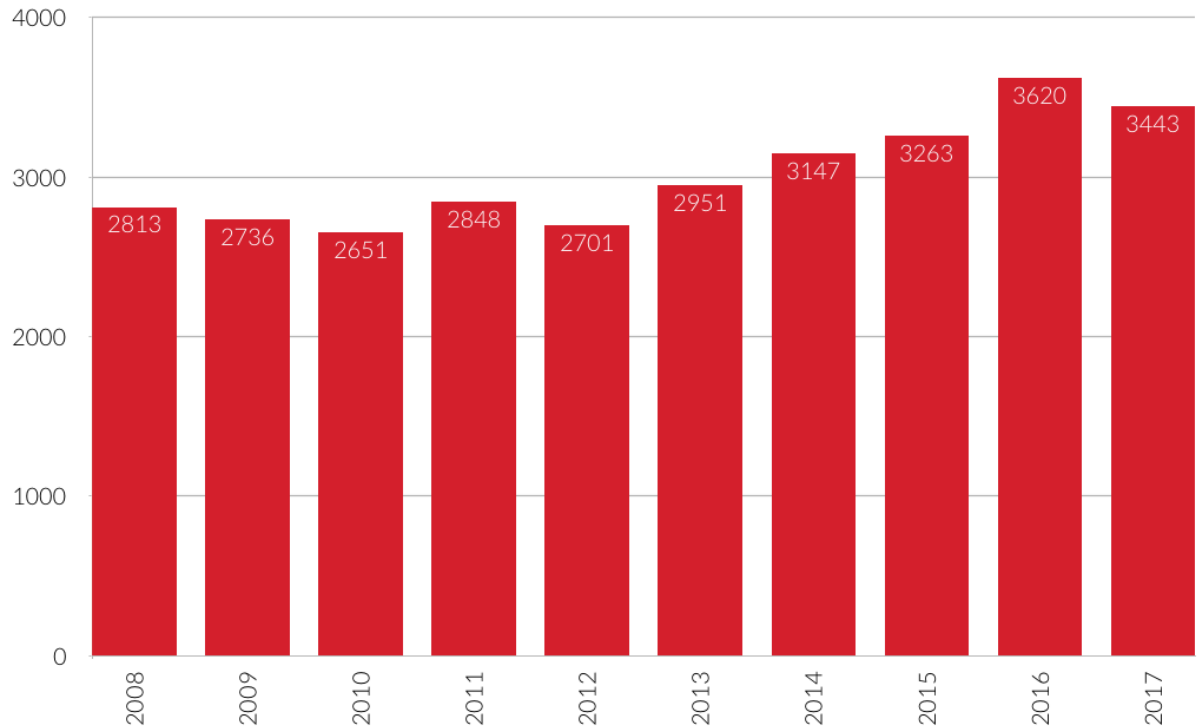
JUNE
SALES VOLUME
\$2,367,000

+20%

JUNE
UNIT SALES
6

10 YEAR MARKET ANALYSIS

UNITS SOLD

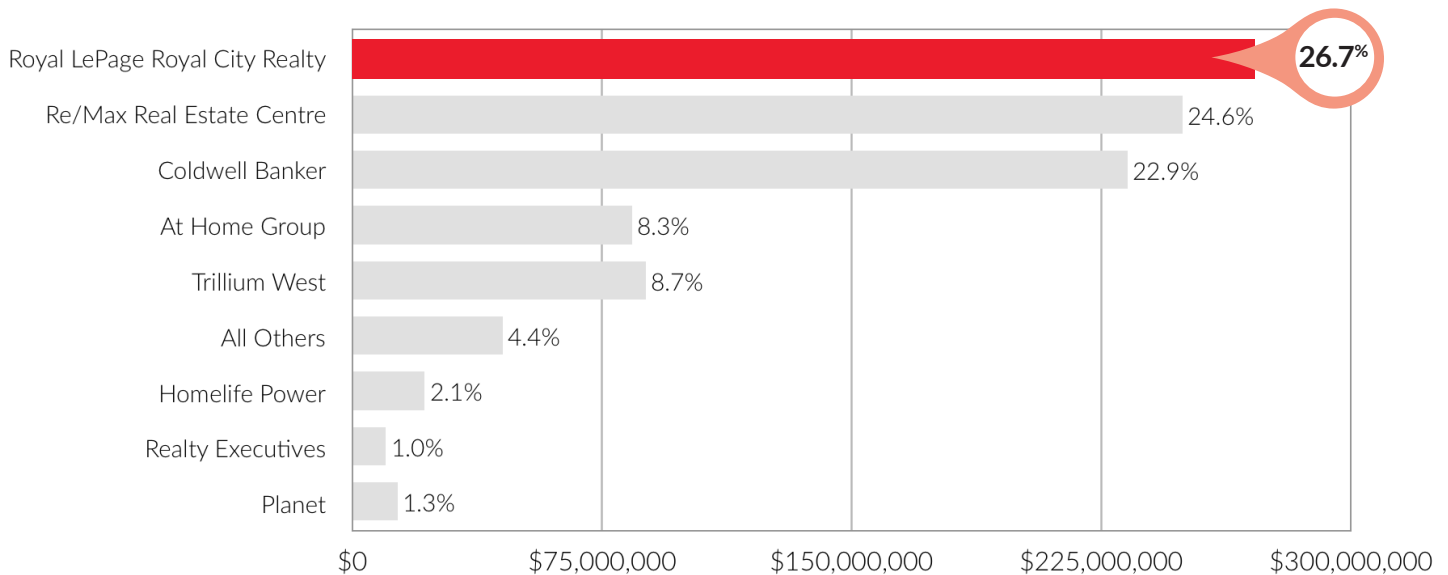


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

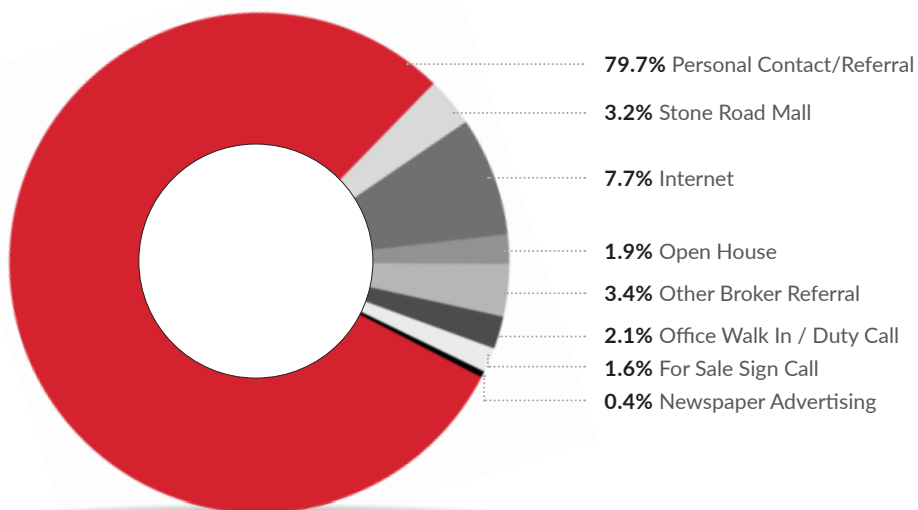
MARKET SHARE BY \$VOLUME

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

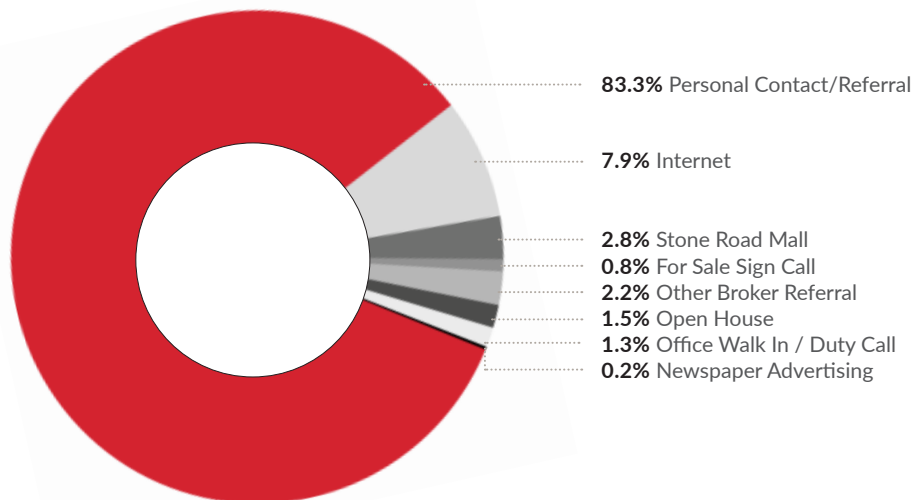


SOURCE OF BUSINESS

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

T. 519.843.1365

840 Tower Street S., Fergus



GORDON

T. 519.824.9050

848 Gordon St., Suite 101, Guelph



ROCKWOOD

T. 519.856.9922

118 Main Street S, Rockwood



SPEEDVALE

T. 519.821.6191

214 Speedvale Ave., W., Guelph