

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

JANUARY - MARCH 2018



**ROYAL CITY REALTY**  
BROKERAGE

R-CITY | R-TEAM | R-NUMBERS



[www.royalcity.com](http://www.royalcity.com)

# MARKET OVERVIEW

**"IN SPITE OF SLUGGISH MARKET ACTIVITY TO DATE, PRICES CONTINUE TO CLIMB DUE TO LOW INVENTORY. WE ARE NOW SEEING MORE ACTIVITY IN WELLINGTON COUNTY AS WE HEAD INTO SPRING"**



THE MARKET IS A

## SELLER'S MARKET

APR. '17 - MAR. '18 AVERAGE SALES PRICE

\$523,346

**+ 13%** ↑

YTD AVERAGE SALES PRICE

\$533,166

**+ 6%** ↑

YTD SALES VOLUME

\$344,257,512

**- 25%** ↓

YTD AVERAGE DAYS ON MARKET

**31**

MONTHS OF INVENTORY AVERAGE

**3**

YTD UNIT SALES / LISTINGS RATIO

**60%**

YTD CLOSED PRICE VS. LIST PRICE RATIO

**99.2%**

2018 YEAR TO DATE

Unit Sales	639	- 29%
New Listings	1,063	- 8.8%
Expired Listings	91	+ 47%

## MARCH Numbers

SALES VOLUME - 28%

**\$152,262,188**

UNIT SALES - 30%

**266**

NEW LISTINGS - 15%

**396**

EXPIRED LISTINGS + 108%

**25**

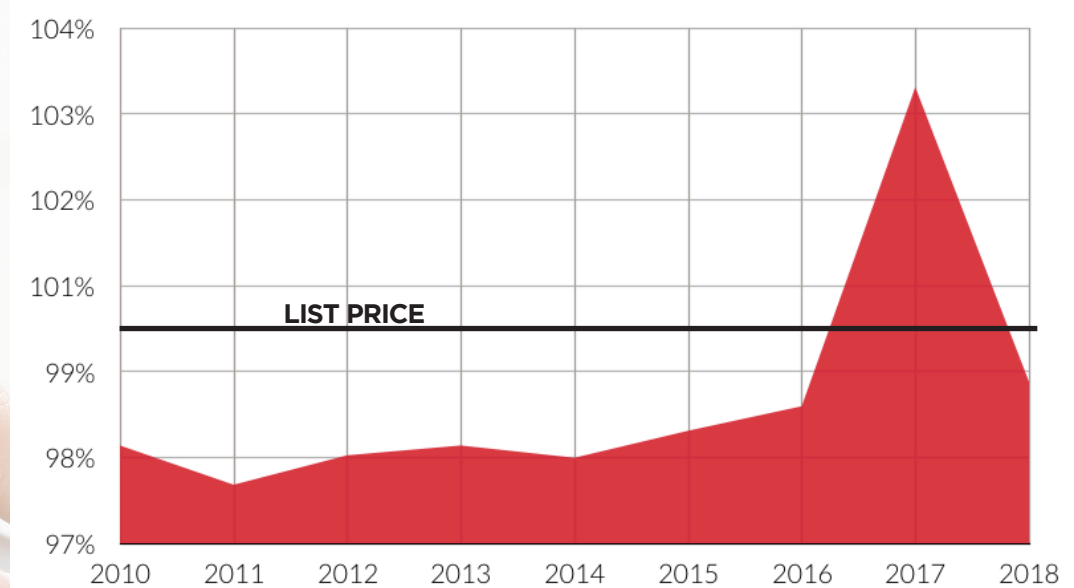
UNIT SALES/LISTINGS RATIO - 17%

**67%**

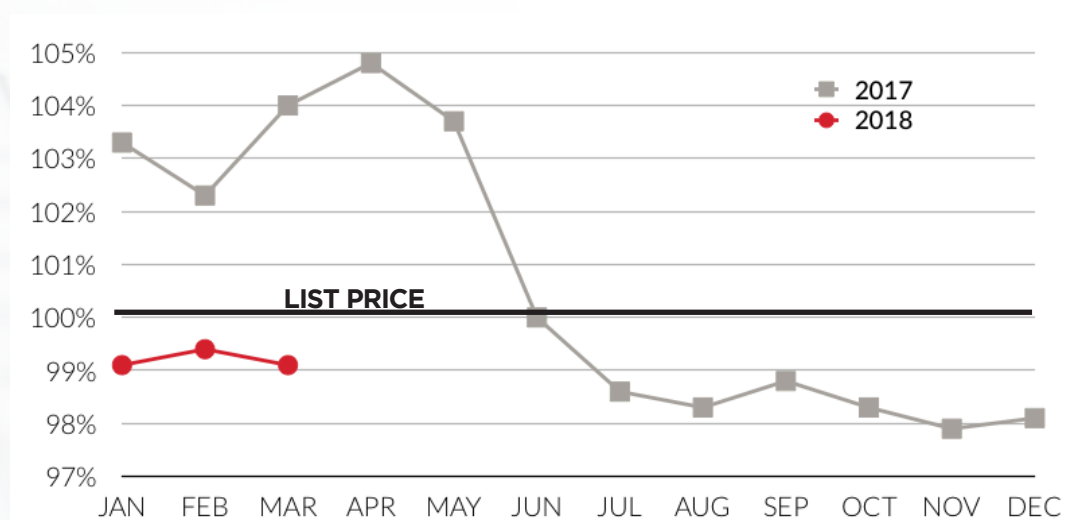
# SALE PRICE vs. LIST PRICE RATIO

## WELLINGTON COUNTY

### YEAR OVER YEAR



### MONTH OVER MONTH 2017 VS. 2018

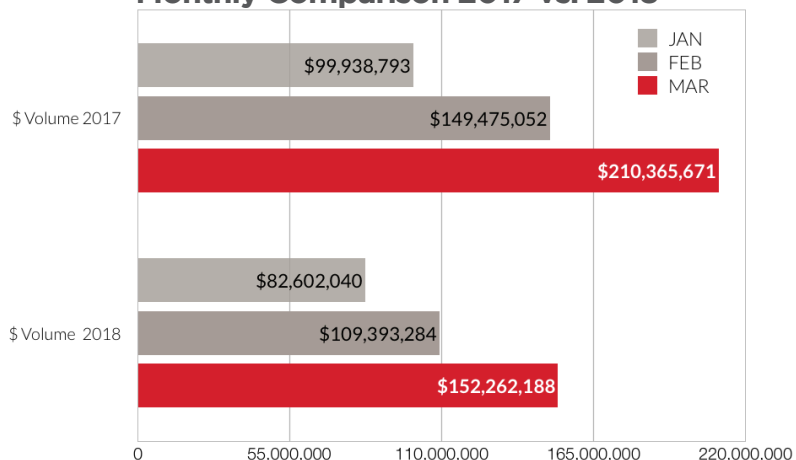




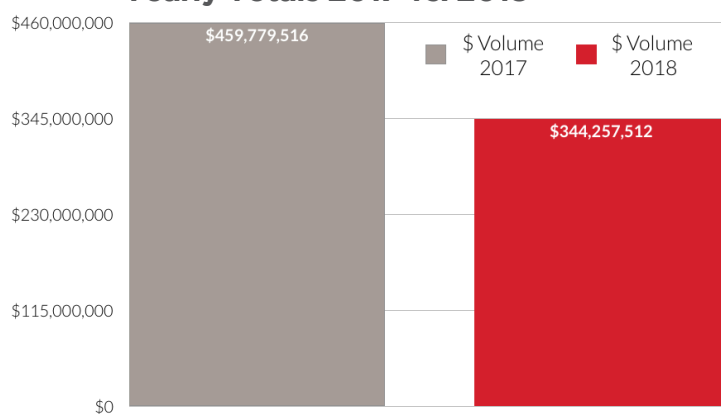
# \$ VOLUME SALES

## WELLINGTON COUNTY

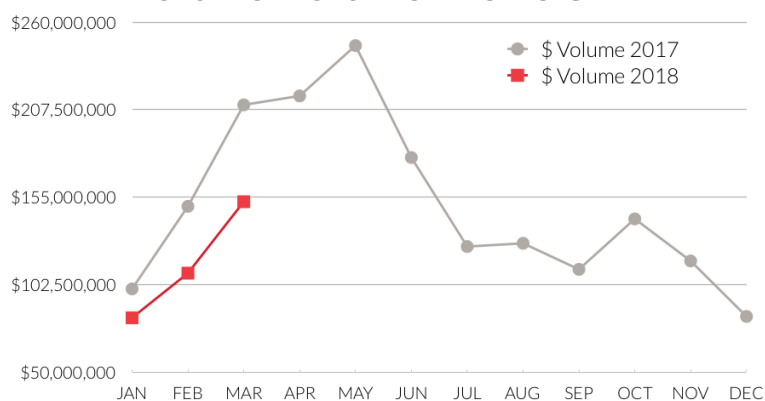
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018



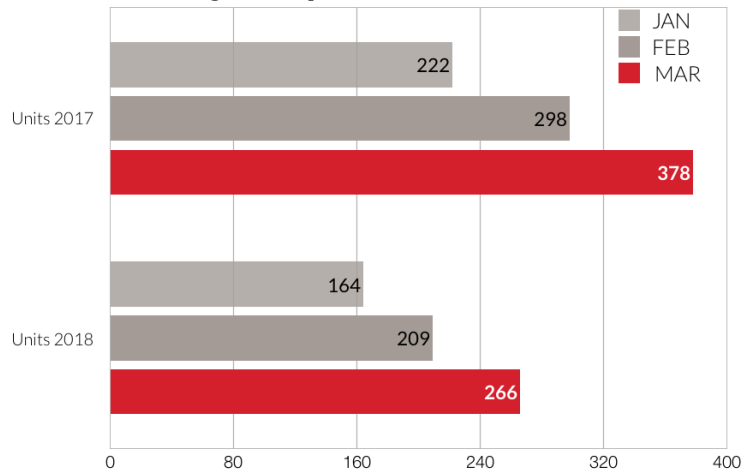
Month vs. Month 2017 vs. 2018



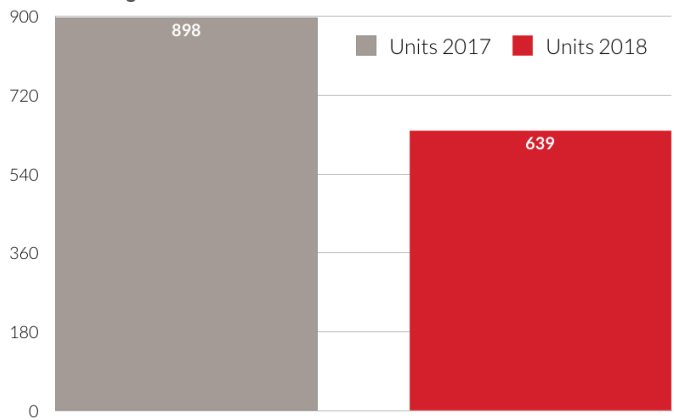
# UNIT SALES

## WELLINGTON COUNTY

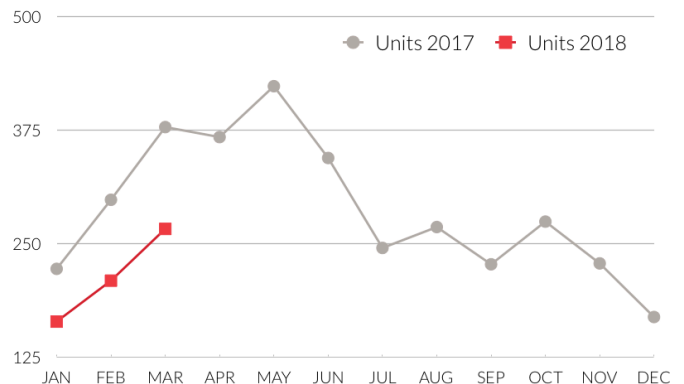
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018

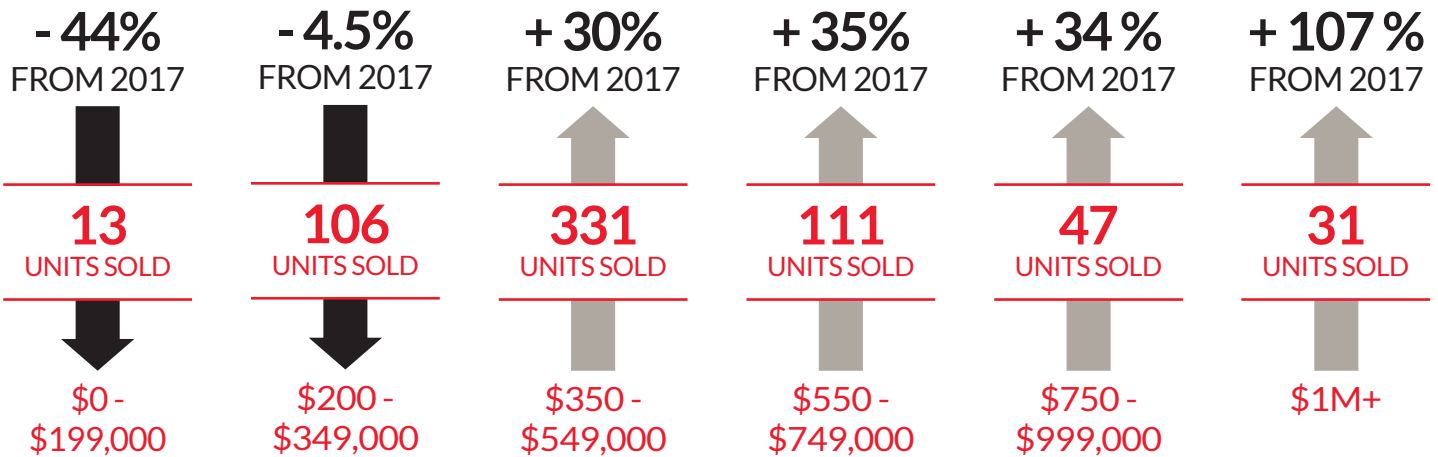


Month vs. Month 2017 vs. 2018



# SALES BY PRICE BRACKET

WELLINGTON COUNTY - YEAR TO DATE



# SALES BY TYPE

## WELLINGTON COUNTY - YEAR TO DATE

### FREEHOLD HOME SALES

- 31%

YTD  
SALES VOLUME  
**\$246,787,007**

- 32%

YTD  
UNIT SALES  
**433**

+ 2%

YTD AVERAGE  
SALE PRICE  
**\$569,947**

- 34%

MARCH  
SALES VOLUME  
**\$113,954,833**

- 34%

MARCH  
UNIT SALES  
**190**

### CONDOMINIUM HOME SALES

- 23%

YTD  
SALES VOLUME  
**\$65,333,105**

- 19%

YTD  
UNIT SALES  
**174**

+ 5%

YTD AVERAGE  
SALE PRICE  
**\$375,477**

- 23%

MARCH  
SALES VOLUME  
**\$23,509,855**

- 18%

MARCH  
UNIT SALES  
**62**

### VACANT LAND SALES

- 11%

YTD  
SALES VOLUME  
**\$2,455,000**

- 57%

YTD  
UNIT SALES  
**6**

+ 1%

YTD AVERAGE  
SALE PRICE  
**\$409,166**

- 11%

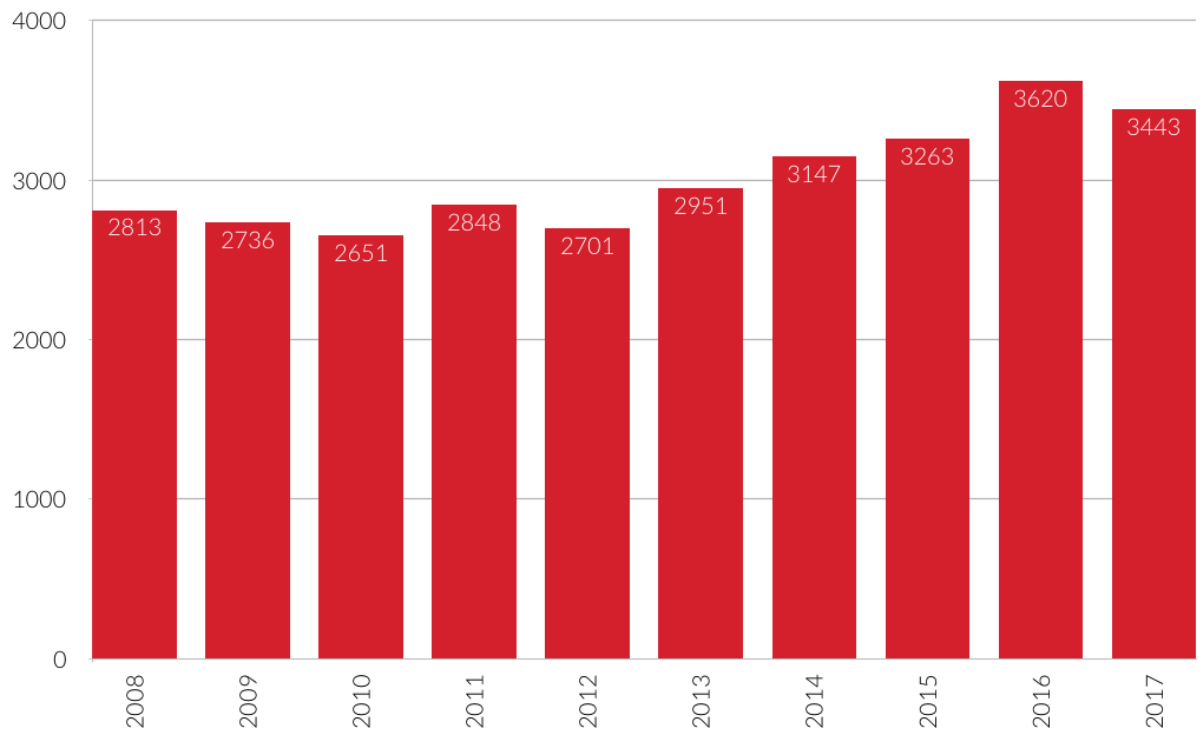
MARCH  
SALES VOLUME  
**\$1,115,000**

- 60%

MARCH  
UNIT SALES  
**2**

# 10 YEAR MARKET ANALYSIS

## UNITS SOLD



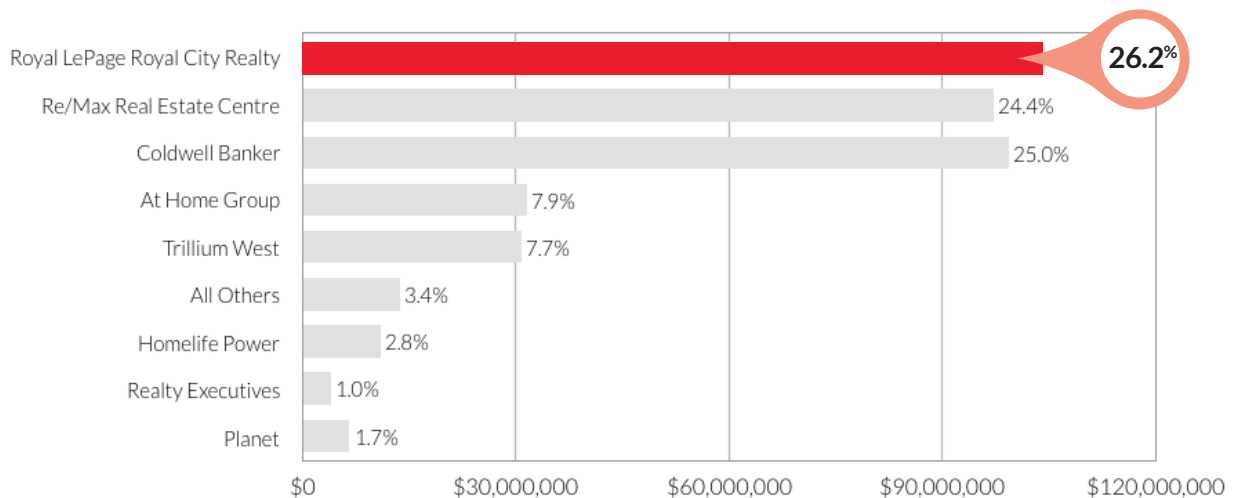


# MARKET DOMINANCE

## WELLINGTON COUNTY'S #1 BROKERAGE!

### MARKET SHARE BY \$VOLUME

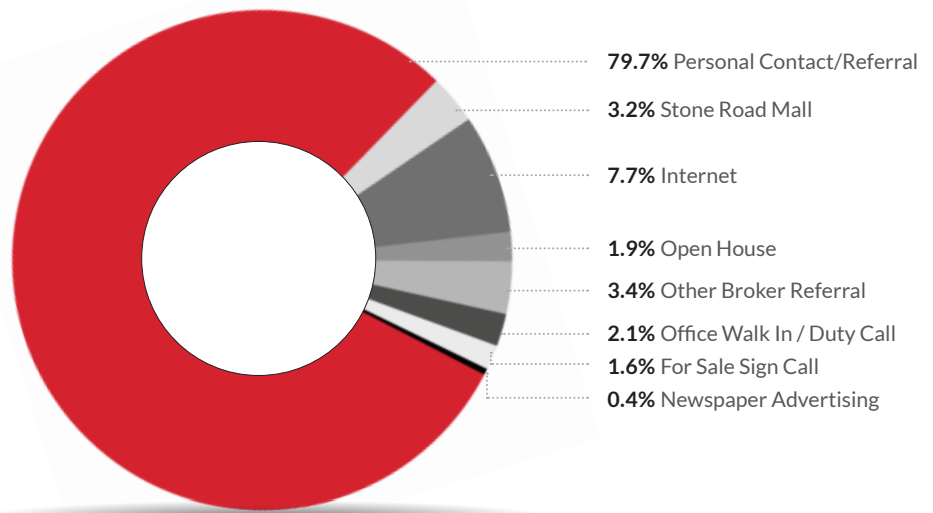
Listing Selling Ends Combined for GUELPH BASED COMPANIES  
January - March 2018



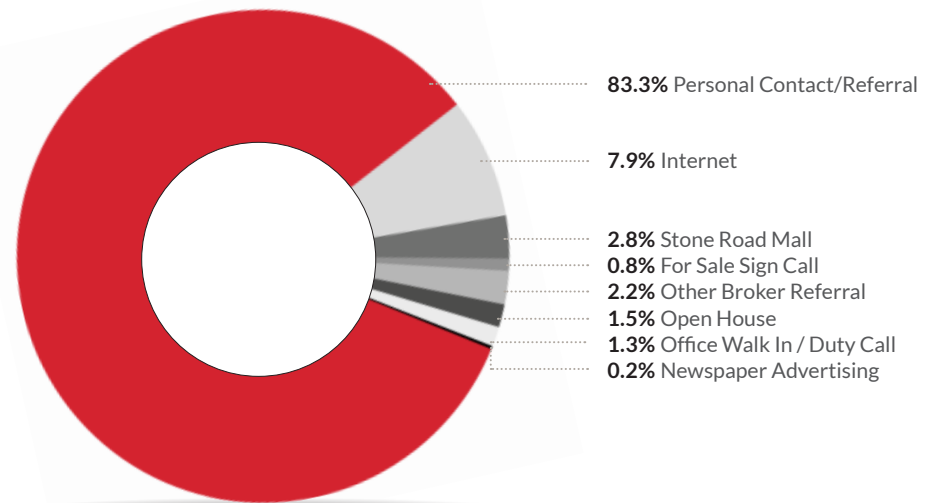


# SOURCE OF BUSINESS

## 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



## **GORDON**

Ph. 519.824.9050

848 Gordon St., Suite 101, Guelph



## **ROCKWOOD**

Ph. 519.856.9922

118 Main Street S, Rockwood



## **SPEEDVALE**

Ph. 519.821.6191

214 Speedvale Ave., W., Guelph