

WELLINGTON COUNTY REAL ESTATE MARKET REPORT

SEPTEMBER 2018

R-CITY | R-TEAM | R-NUMBERS



WELLINGTON COUNTY OVERVIEW

SELLER'S MARKET

WELLINGTON COUNTY'S REAL ESTATE MARKET IS HEALTHY AND SEEMS TO BE HEADED TOWARDS MORE BALANCED CONDITIONS ACROSS THE REGION.



YEAR-TO-DATE SALES VOLUME OF \$1,320,265,857

Down 10% from 2017's \$1,464,556,765. Unit sales of 2,469 down 11% from 2017's 2,772, with 4,017 new listings up 0.5%, and a 63% sales/listings ratio down 12%.



SEPTEMBER SALES VOLUME OF \$138,957,306

Up 25% from 2017's \$111,663,189. Unit sales of 258 are up 14% from last September's 227, with 509 new listings up 12%, and a 51% sales/listing ratio up 2%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$533,554

Up from \$519,733 one year ago. Median sale price of \$477,500 up from \$456,000 one year ago. Average days-on-market up 6 days to 31 compared to last year.



SEPTEMBER Numbers

MEDIAN SALE PRICE +12.5%

\$496,000

SALES VOLUME +25%

\$138,957,306

UNIT SALES +14%

258

NEW LISTINGS +12%

509

EXPIRED LISTINGS -11%

71

UNIT SALES/LISTINGS RATIO +2%

51%

* 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



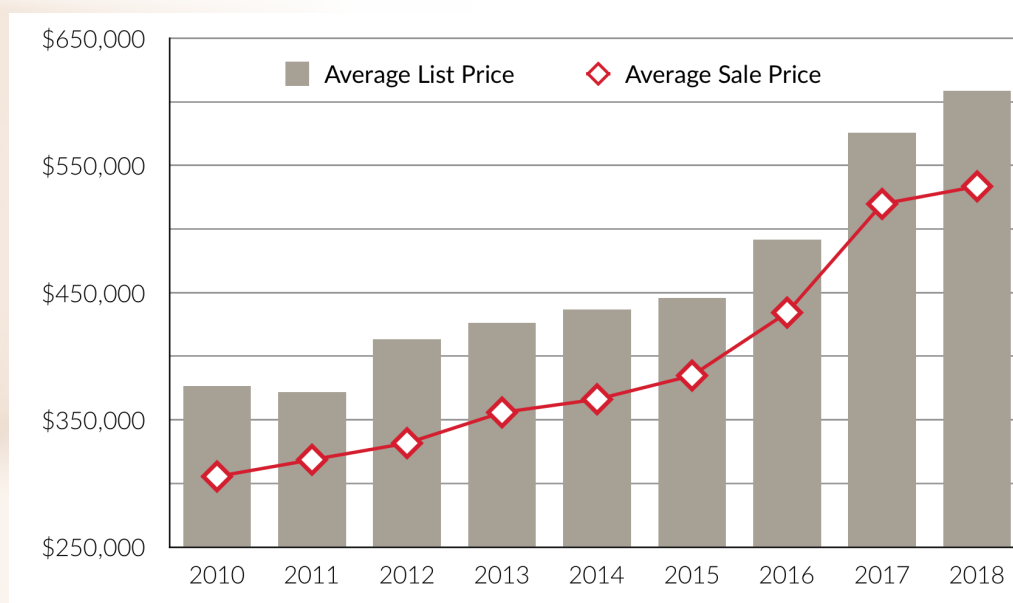
Table 1:
Wellington County MLS Sales and Listing Summary
 2016 vs. 2017 vs. 2018

| | 2016 | 2017 | 2018 | 2017-2018 |
|---------------------------------|-----------------|-----------------|---------------|-----------|
| Year-To-Date (YTD) Volume Sales | \$1,265,505,753 | \$1,464,556,753 | 1,320,265,857 | -9.9% |
| YTD Unit Sales | 2,911 | 2,772 | 2,469 | -10.9 |
| YTD New Listings | 3,634 | 4,001 | 4,017 | +0.4% |
| YTD Sales/Listings Ratio | 80% | 69% | 61% | -11.3% |
| YTD Expired Listings | 323 | 309 | 406 | +31.4% |
| September Volume Sales | \$143,253,304 | \$111,663,189 | \$138,957,306 | +24.4% |
| September Unit Sales | 292 | 227 | 258 | +13.7% |
| September New Listings | 353 | 456 | 509 | +11.6% |
| September Sales/Listings Ratio | 83% | 50% | 51% | +1.8% |
| September Expired Listings | 40 | 57 | 71 | +24.6% |
| YTD Sales: Under \$0-\$199K | 174 | 88 | 15 | -83% |
| YTD Sales: Under \$200K-\$349K | 898 | 464 | 385 | -17% |
| YTD Sales: Under \$350K-\$549K | 1,267 | 1,262 | 1,184 | -6.2% |
| YTD Sales: Under \$550K-\$749K | 393 | 586 | 536 | -8.5% |
| YTD Sales: Under \$750K-\$999K | 109 | 236 | 211 | -10.6% |
| YTD Sales: \$1M+ | 70 | 136 | 103 | -24.3% |
| YTD Average Days-On-Market | 33 | 25 | 31 | +25% |
| YTD Average Sale Price | \$434,307 | \$519,733 | \$533,554 | +2.7% |
| YTD Median Sale Price | \$390,000 | \$456,000 | \$477,500 | +4.7% |

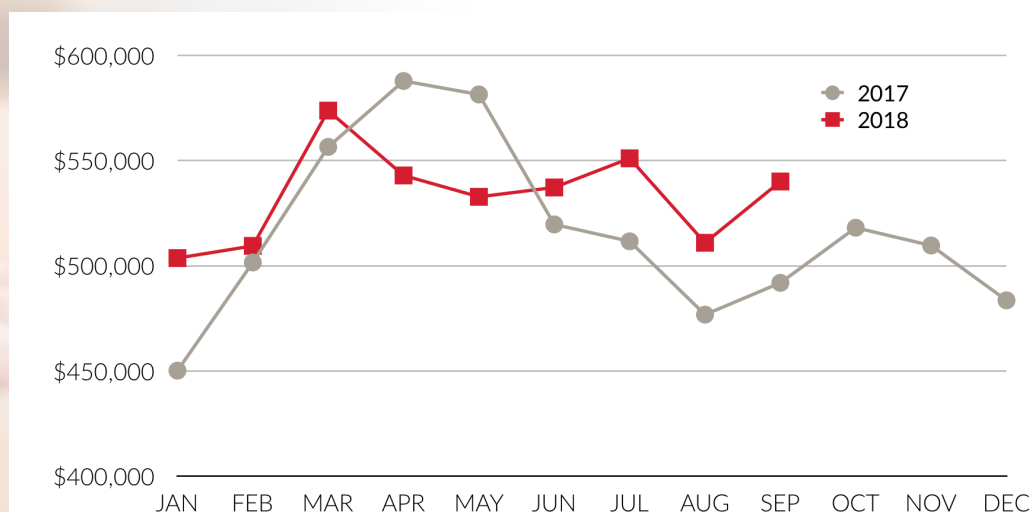
AVERAGE SALE PRICE

WELLINGTON COUNTY

YEAR OVER YEAR



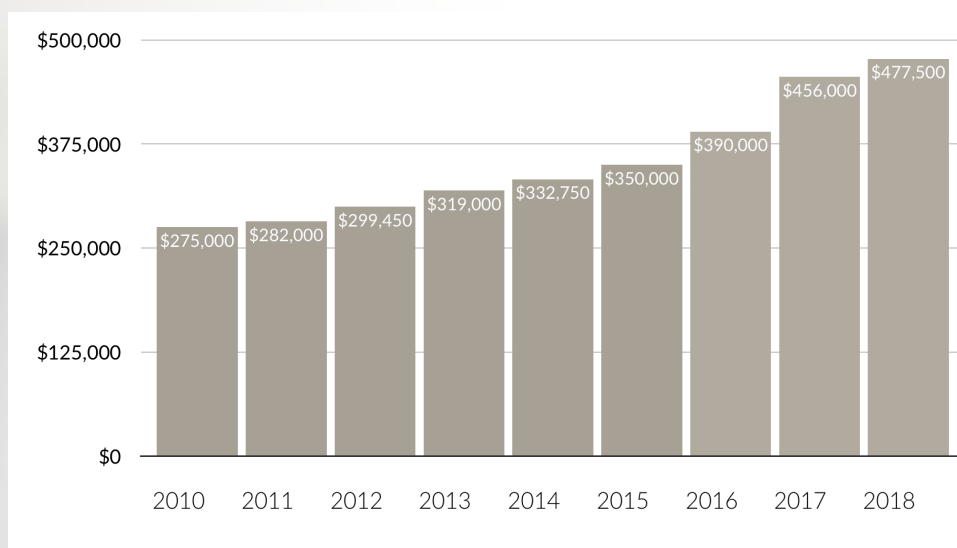
MONTH OVER MONTH 2017 VS. 2018



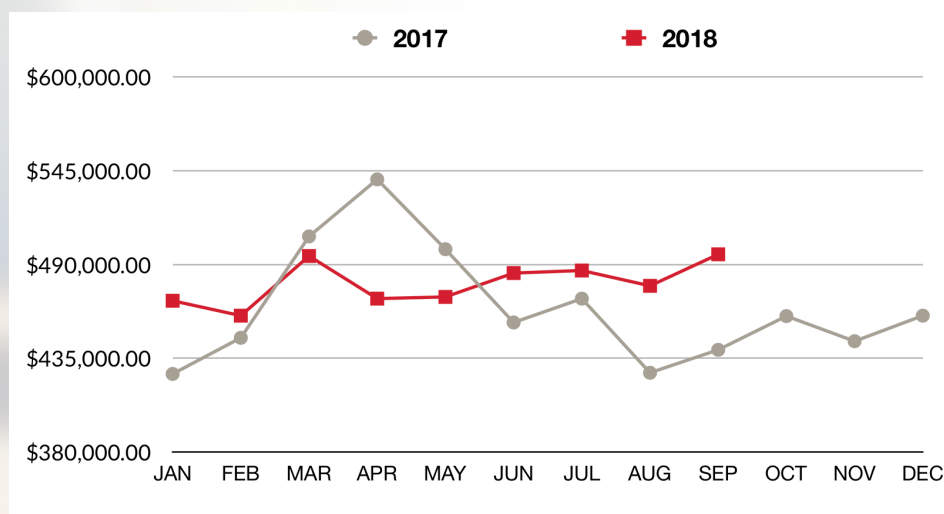
MEDIAN SALE PRICE

WELLINGTON COUNTY

YEAR OVER YEAR



MONTH OVER MONTH 2017 VS. 2018

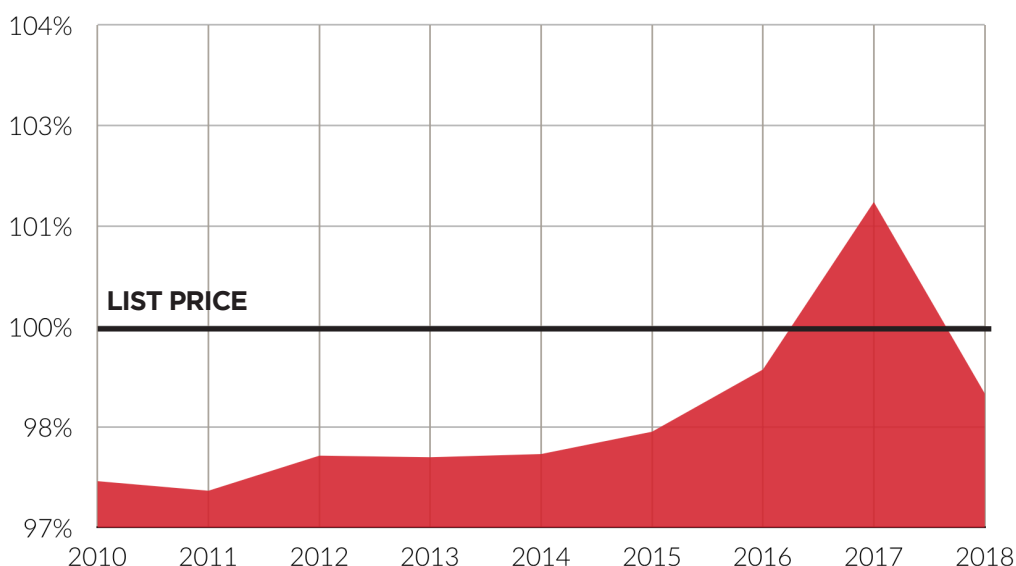


* Median sale price is based on residential sales (including freehold and condominiums).

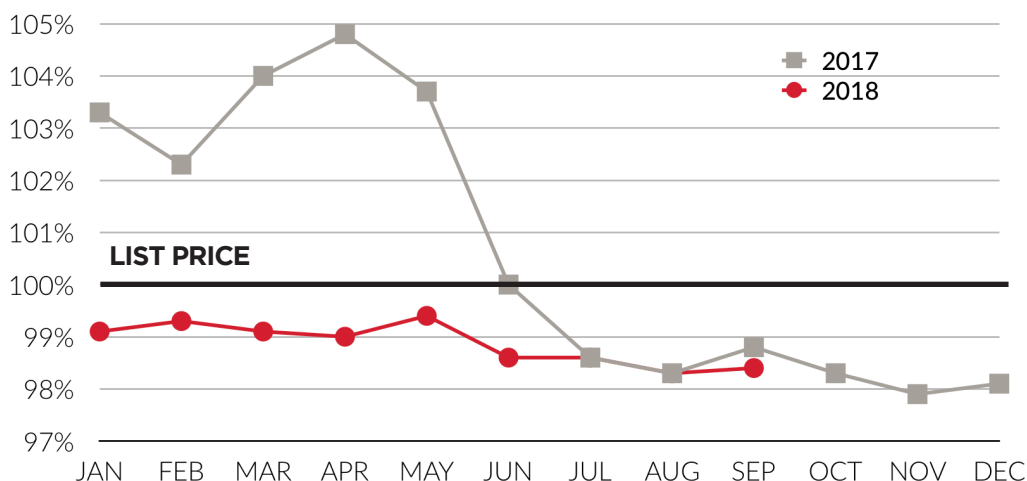
SALE PRICE vs. LIST PRICE RATIO

WELLINGTON COUNTY

YEAR OVER YEAR



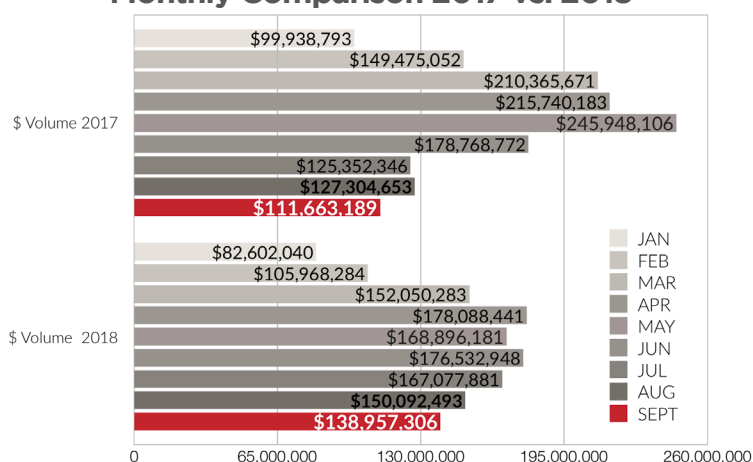
MONTH OVER MONTH 2017 VS. 2018



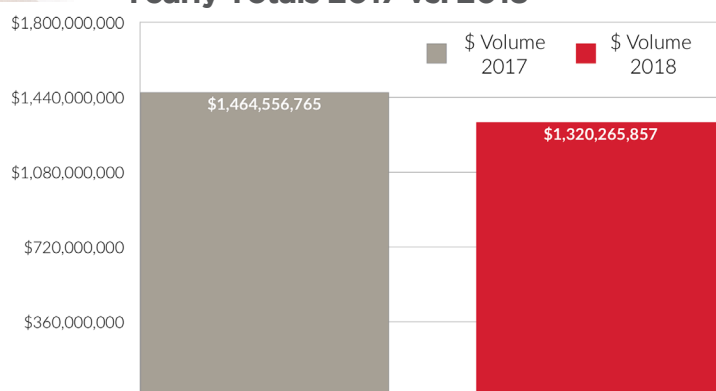
\$ VOLUME SALES

WELLINGTON COUNTY

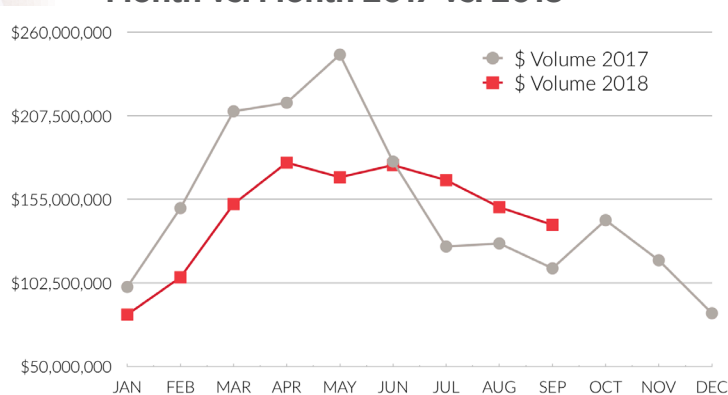
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018



Month vs. Month 2017 vs. 2018

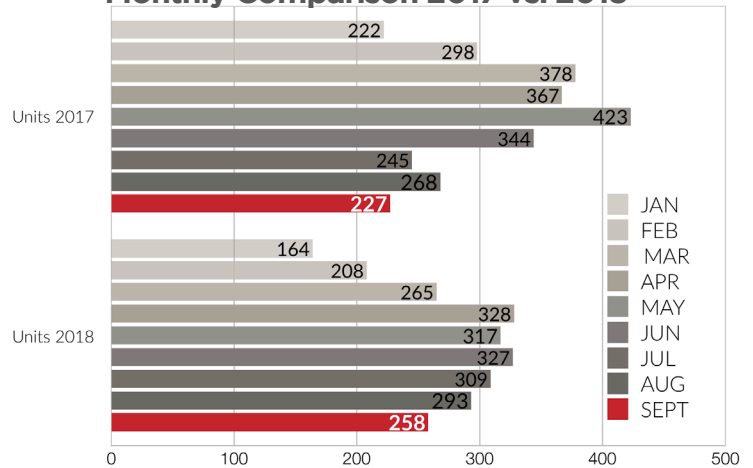




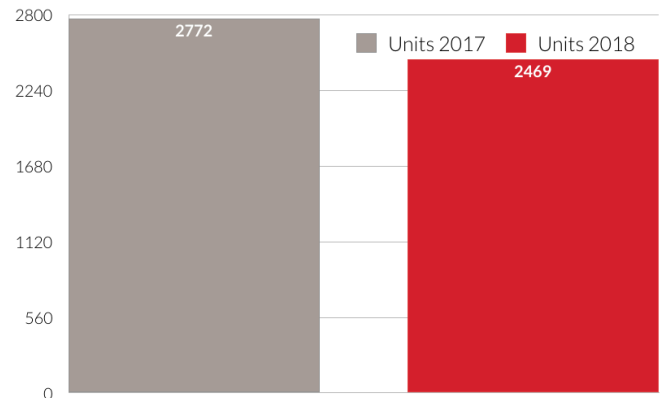
UNIT SALES

WELLINGTON COUNTY

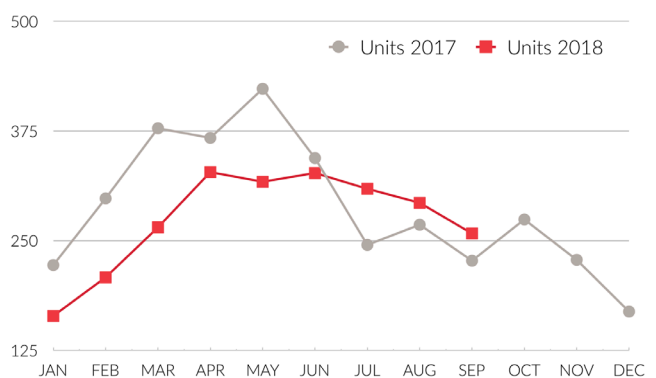
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018

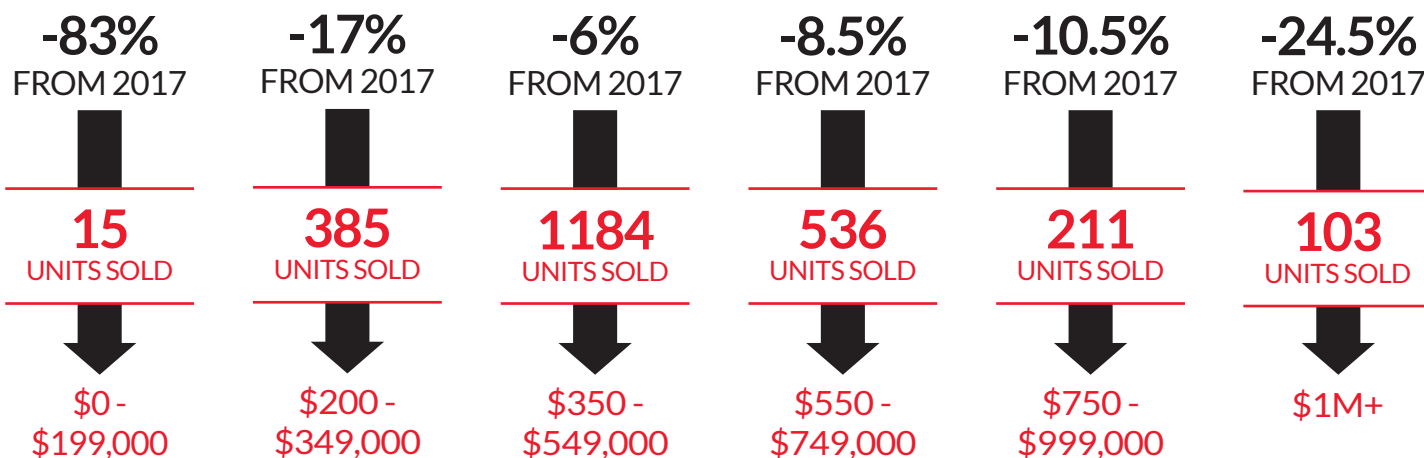


Month vs. Month 2017 vs. 2018



SALES BY PRICE BRACKET

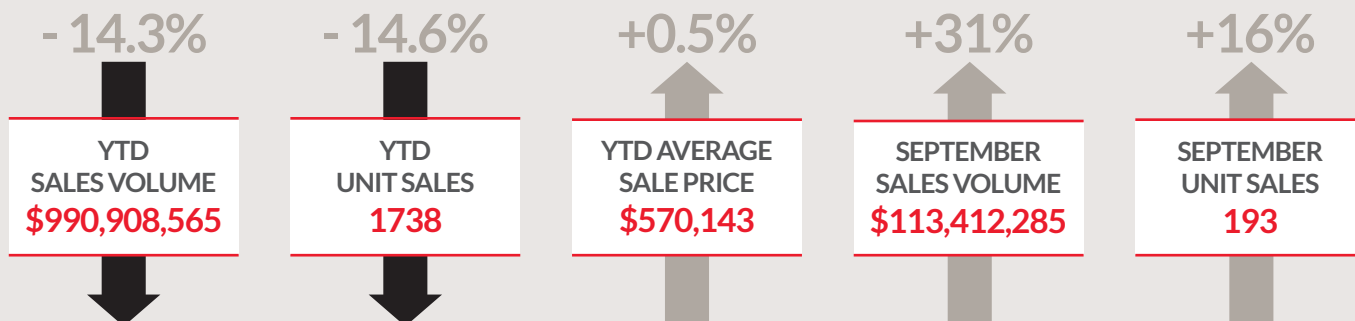
WELLINGTON COUNTY - YEAR TO DATE



SALES BY TYPE

WELLINGTON COUNTY - YEAR TO DATE

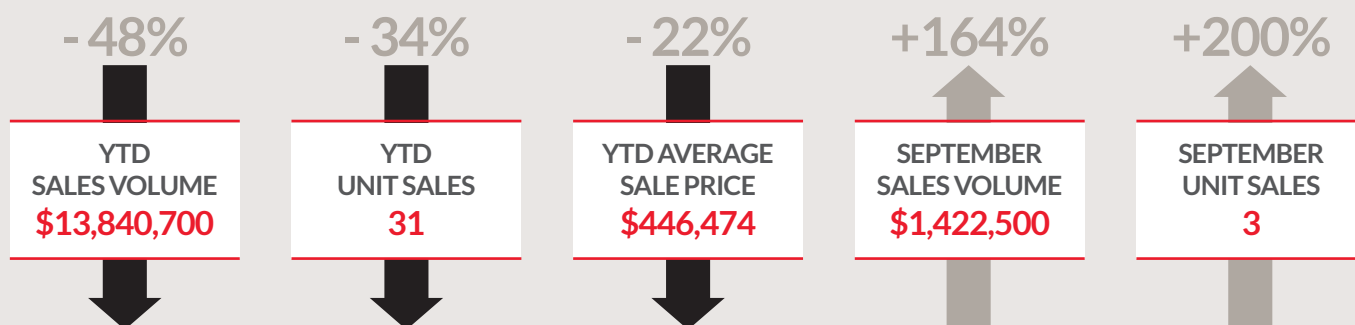
FREEHOLD HOME SALES



CONDOMINIUM HOME SALES

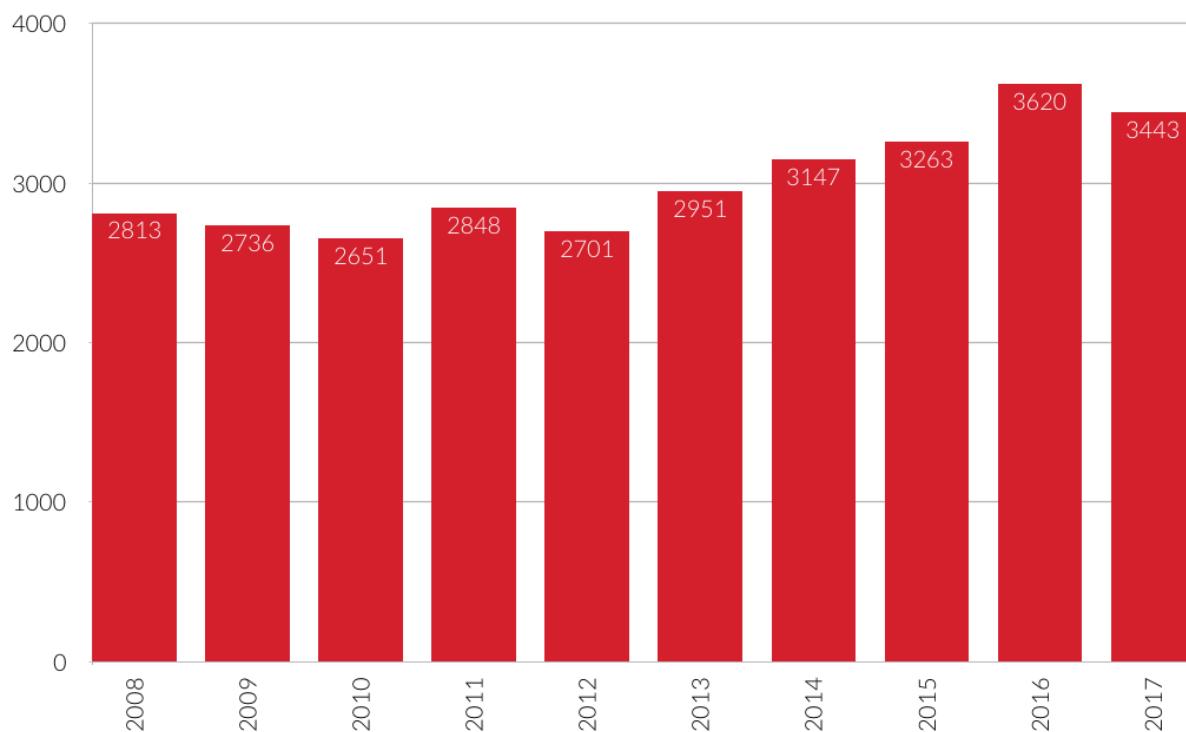


VACANT LAND SALES



10 YEAR MARKET ANALYSIS

UNITS SOLD

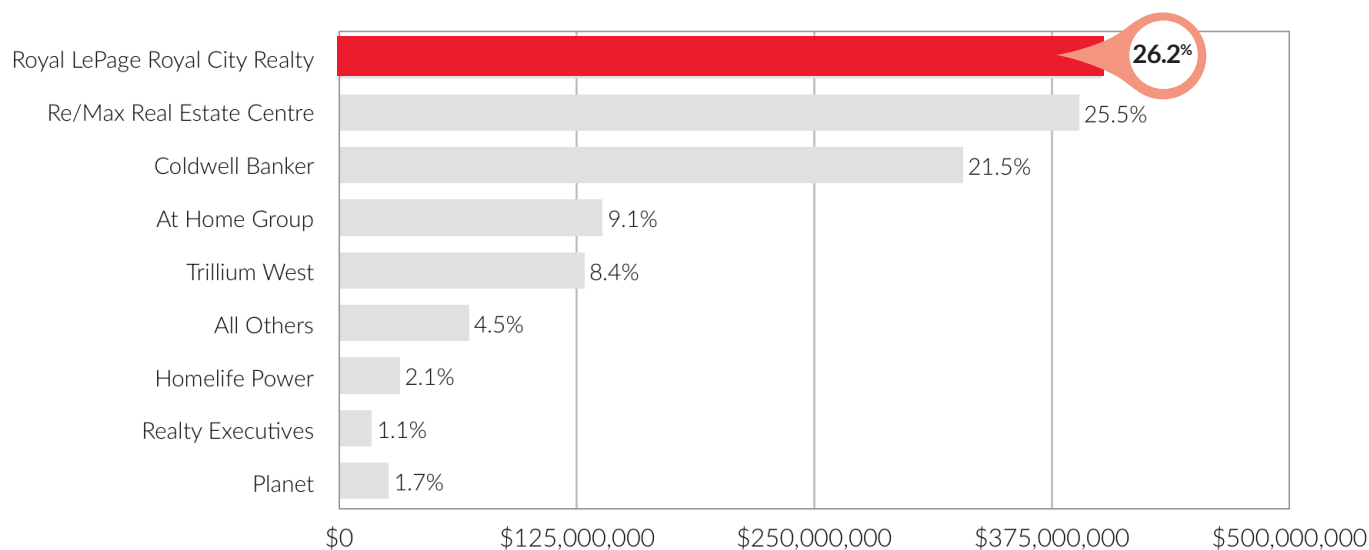


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

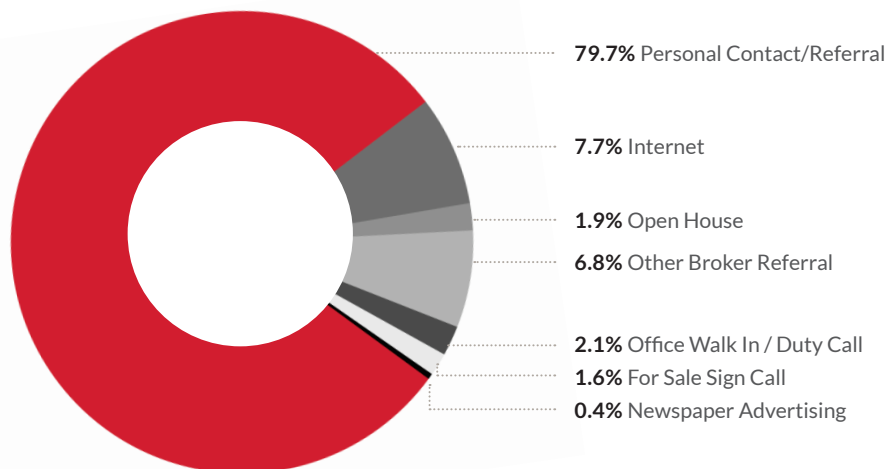
MARKET SHARE BY \$VOLUME

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

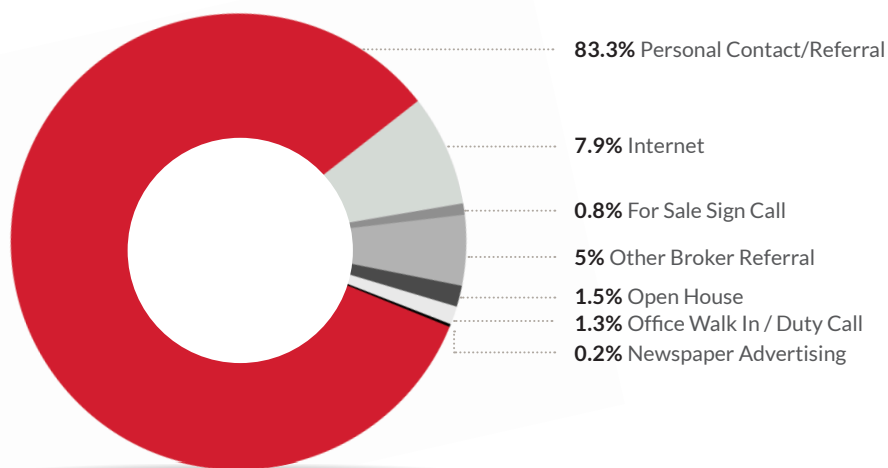


SOURCE OF BUSINESS

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

Ph. 519.821.6191

214 Speedvale Ave., W., Guelph