

CENTRE WELLINGTON REAL ESTATE MARKET REPORT

OCTOBER 2018

R-CITY | R-TEAM | R-NUMBERS



CENTRE WELLINGTON OVERVIEW

BALANCED MARKET

AS WE HEAD TOWARDS MORE BALANCED SALES CONDITIONS, WE ARE SEEING MORE INVENTORY HERE, BUT SALES AND NEW LISTINGS ARE DOWN.



YEAR-TO-DATE SALES VOLUME \$196,993,261

Down **11.3%** from 2017's **\$222,038,102**. Unit Sales of **363** are down **16%** from 2017's **432**, with **544** new listings down **8%**, and a **67%** sales/listings ratio down **9%**.



OCTOBER SALES VOLUME \$19,929,100

Down **10.5%** from 2017's **\$22,215,400**. Unit sales of **36** are down **14.5%** from last October's **42**, with **56** new listings up **2%**, and a **64%** sales/listing ratio down **1%**.



YEAR-TO-DATE AVERAGE SALE PRICE \$539,475

Up from **\$504,126** one year ago. Median sale price **\$482,950** up from **\$428,700** one year ago. Average days-on-market up **4** days to **33** compared to last year.



OCTOBER Numbers

MEDIAN SALE PRICE +14.5%

\$515,000

SALES VOLUME -10.5%

\$19,929,100

UNIT SALES -14.5%

36

NEW LISTINGS +2%

56

EXPIRED LISTINGS +44.5%

13

UNIT SALES/LISTINGS RATIO -1%

64%

* Year over year comparison (October 2017 to October 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 - October 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:
Centre Wellington MLS Sales and Listing Summary
 2016 vs. 2017 vs. 2018

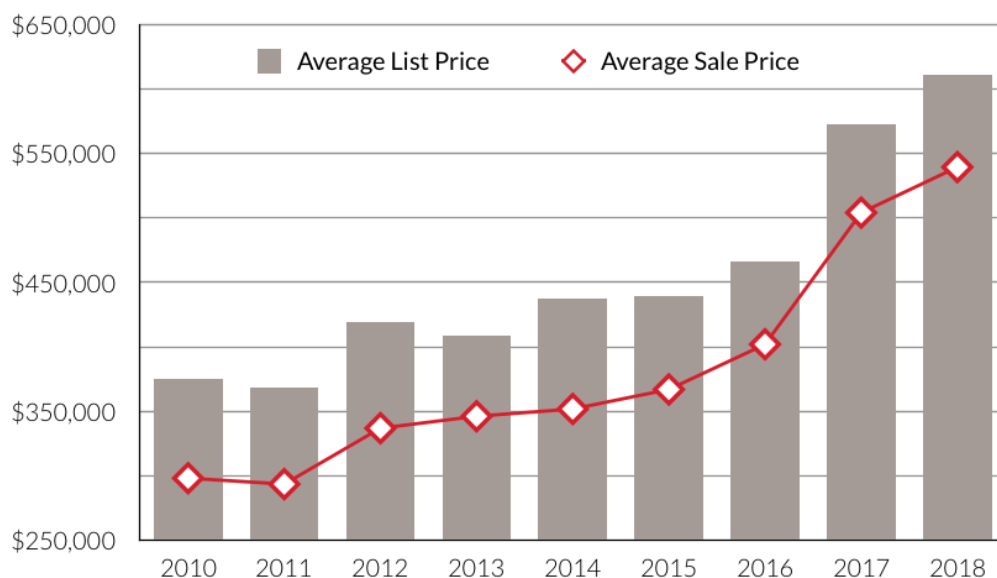
	2016	2017	2018	2017-2018
Year-To-Date (YTD) Volume Sales	\$184,763,535	\$222,038,102	\$196,993,261	-11.1%
YTD Unit Sales	452	432	363	-16%
YTD New Listings	571	590	544	-7.8%
YTD Sales/Listings Ratio	79%	73%	67%	-8.9%
YTD Expired Listings	53	46	72	+56.5%
October Volume Sales	\$19,916,940	\$22,215,400	\$19,929,100	-10.3%
October Unit Sales	45	42	36	-14.3%
October New Listings	45	55	56	+1.8%
October Sales/Listings Ratio	88%	65%	64%	-1.2%
October Expired Listings	17	9	13	+44.4%
YTD Sales: Under \$0-\$199K	44	12	15	+25%
YTD Sales: Under \$200K-\$349K	141	60	34	-43.3%
YTD Sales: Under \$350K-\$549K	183	233	182	-21.9%
YTD Sales: Under \$550K-\$749K	59	80	85	+6.3%
YTD Sales: Under \$750K-\$999K	19	26	30	+15.4%
YTD Sales: \$1M+	6	21	17	-19%
YTD Average Days-On-Market	40	29	33	+12%
YTD Average Sale Price	\$401,975	\$504,126	\$539,475.10	+7%
YTD Median Sale Price	\$377,662.50	\$428,700.00	\$482,950.00	+12.7%

NOTE: All MLS® sales data in this report comes from the Guelph District Association of REALTORS®.

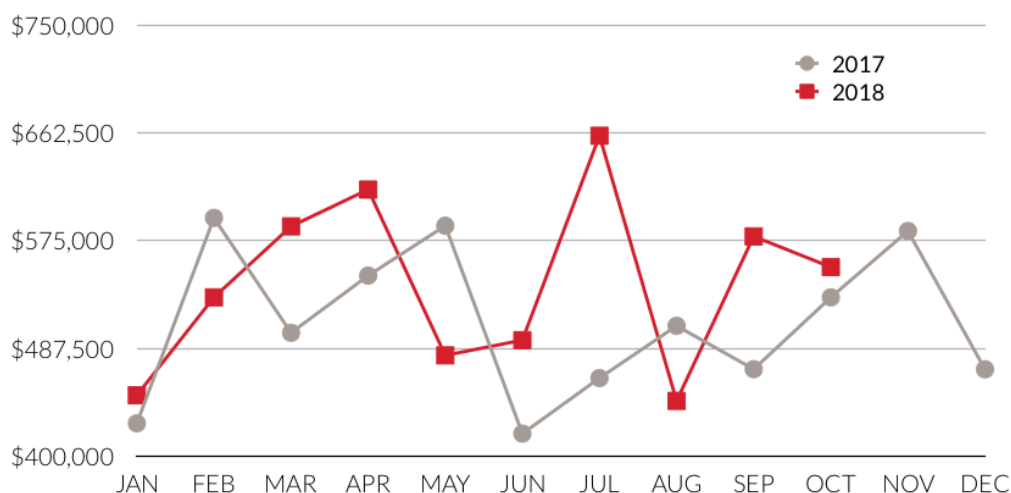
AVERAGE SALE PRICE

CENTRE WELLINGTON

YEAR OVER YEAR



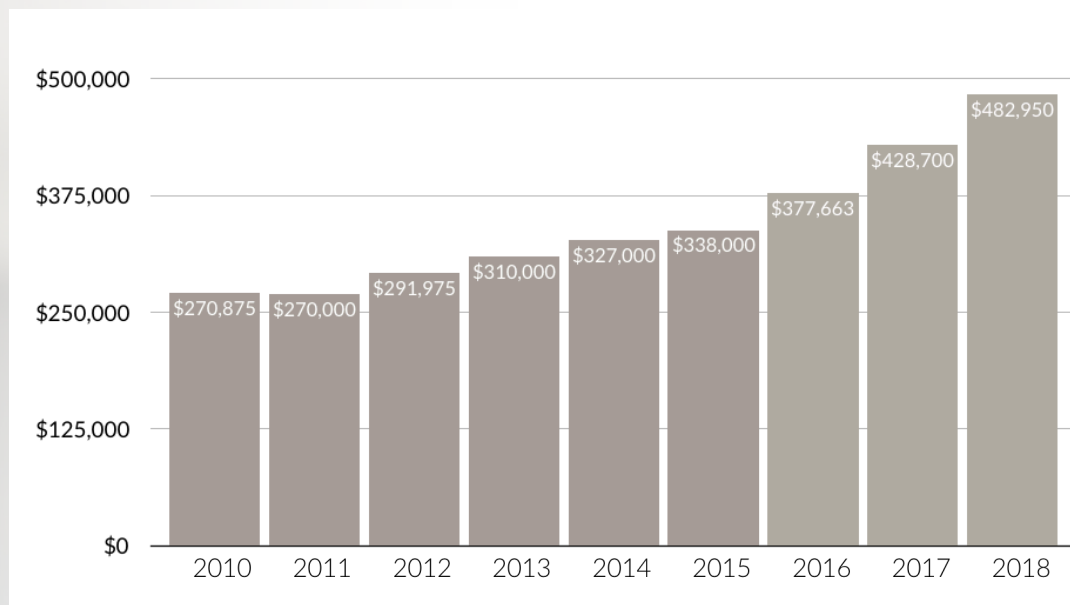
MONTH OVER MONTH 2017 VS. 2018



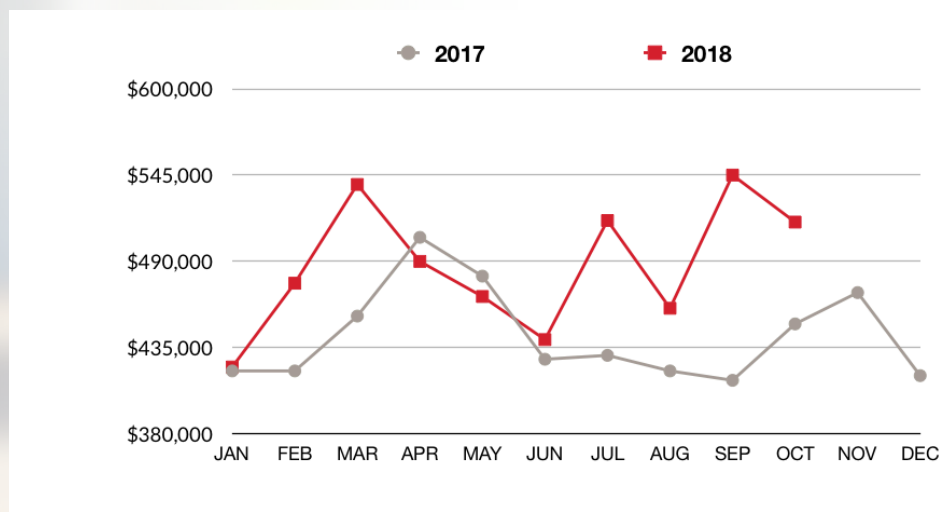
MEDIAN SALE PRICE

CENTRE WELLINGTON

YEAR OVER YEAR



MONTH OVER MONTH 2017 VS. 2018

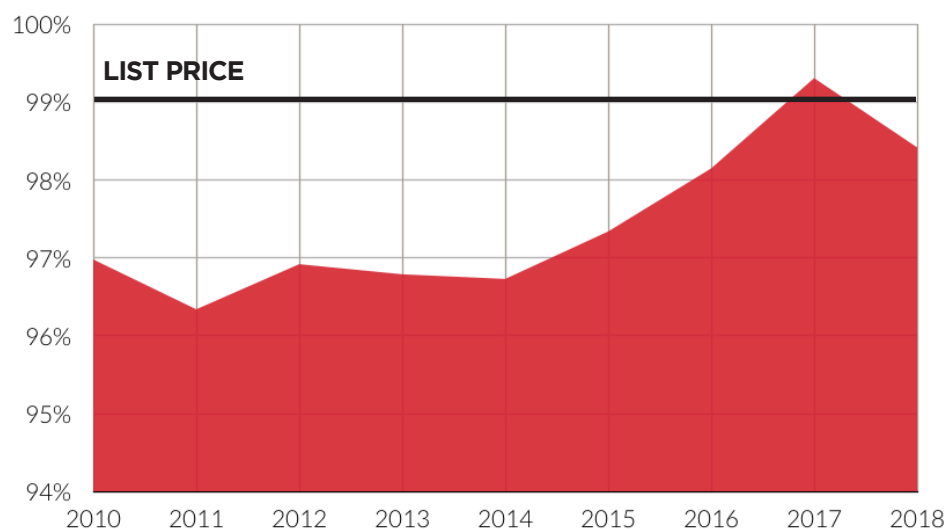


* Median sale price is based on residential sales (including freehold and condominiums).

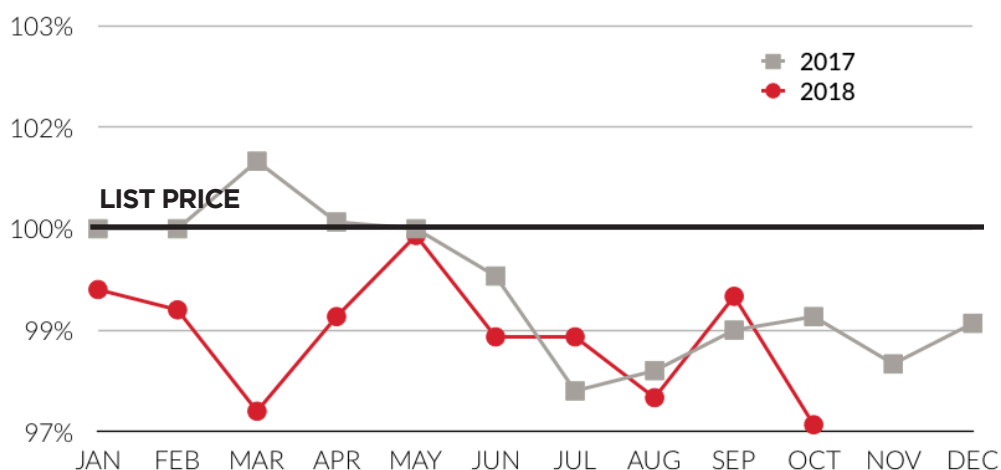
SALE PRICE vs. LIST PRICE RATIO

CENTRE WELLINGTON

YEAR OVER YEAR



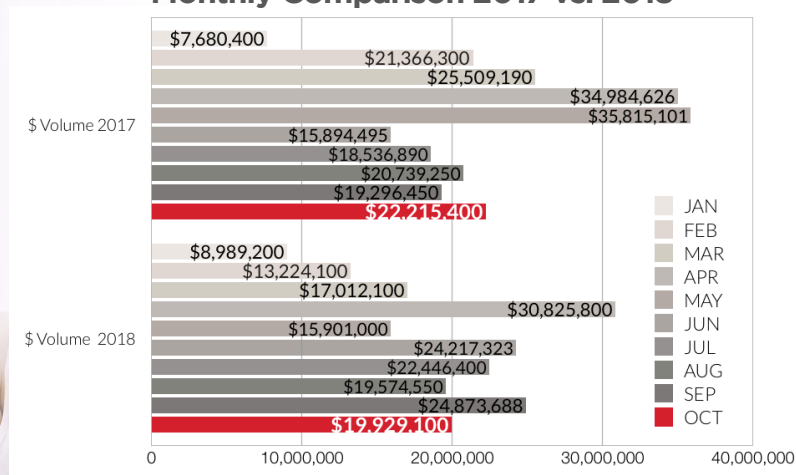
MONTH OVER MONTH 2017 VS. 2018



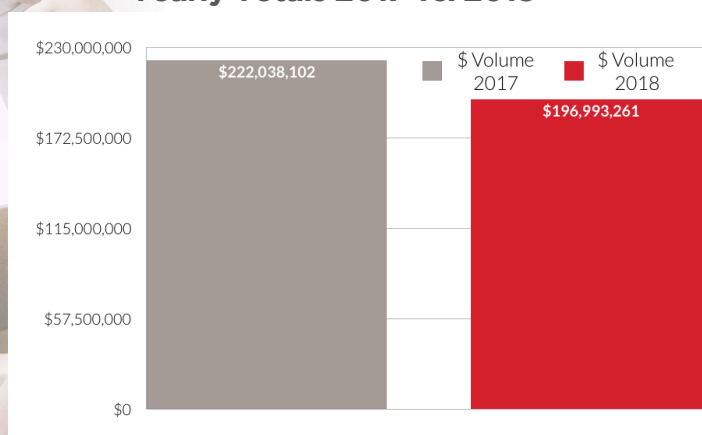
\$ VOLUME SALES

CENTRE WELLINGTON

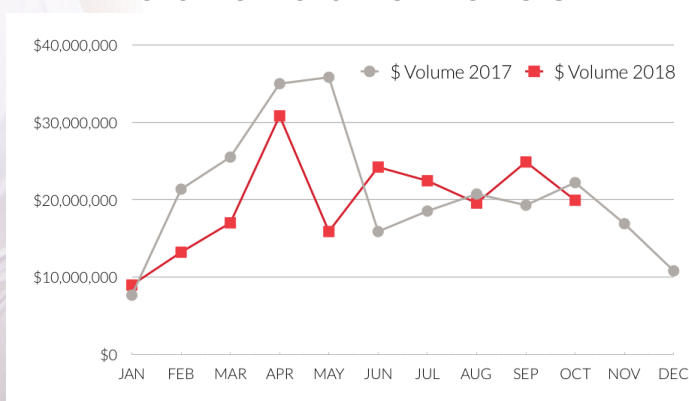
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018



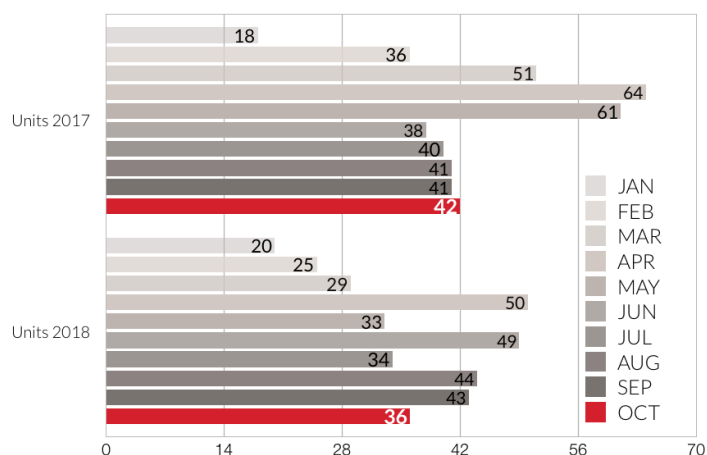
Month vs. Month 2017 vs. 2018



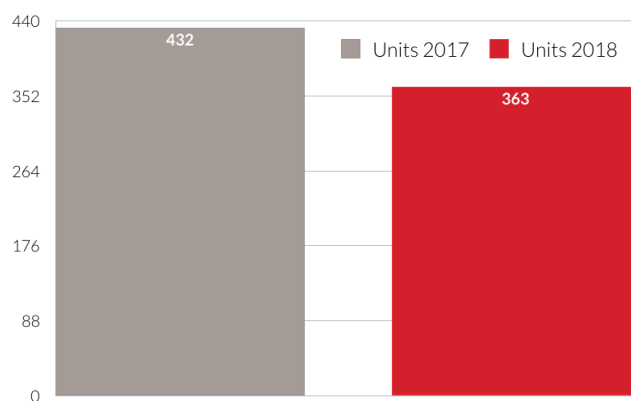
UNIT SALES

CENTRE WELLINGTON

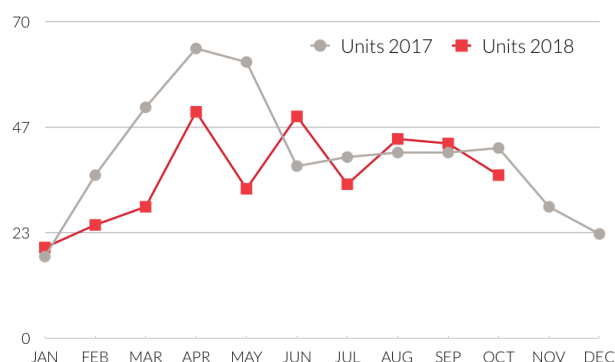
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018

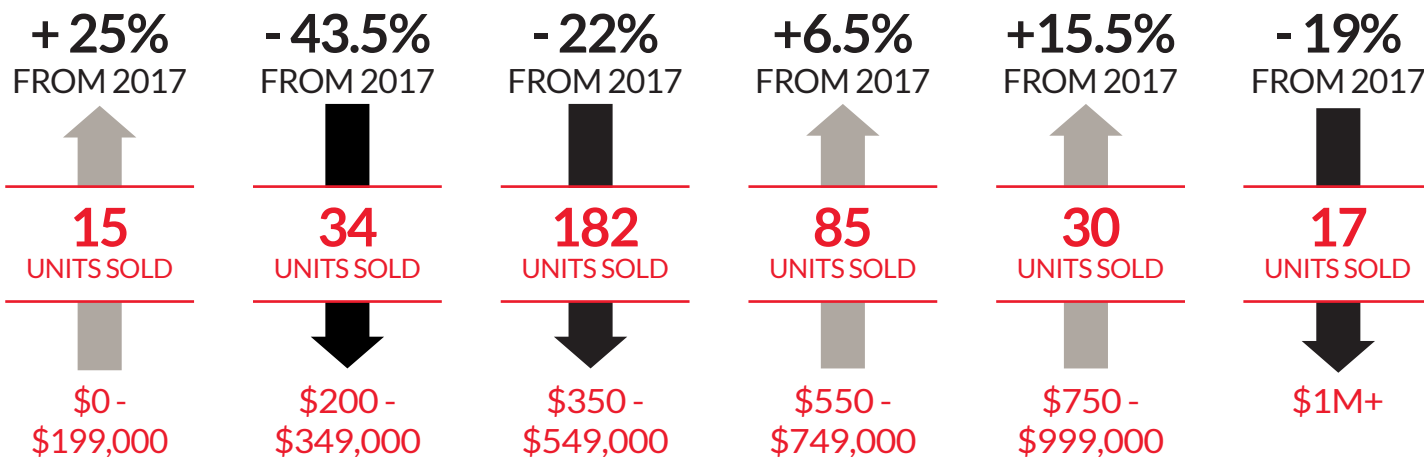


Month vs. Month 2017 vs. 2018



SALES BY PRICE BRACKET

CENTRE WELLINGTON - YEAR TO DATE



SALES BY TYPE

CENTRE WELLINGTON - YEAR TO DATE

FREEHOLD HOME SALES

- 10%

YTD
SALES VOLUME
\$170,266,661

- 16%

YTD
UNIT SALES
313

+ 7.5%

YTD AVERAGE
SALE PRICE
\$543,983

-14.2%

OCTOBER
SALES VOLUME
\$17,349,300

-16%

OCTOBER
UNIT SALES
32

CONDOMINIUM HOME SALES

+ 9.5%

YTD
SALES VOLUME
\$11,347,600

+ 3%

YTD
UNIT SALES
33

+6.5%

YTD AVERAGE
SALE PRICE
\$343,866

+42%

OCTOBER
SALES VOLUME
\$1,079,800

NO CHANGE

OCTOBER
UNIT SALES
3

VACANT LAND SALES

- 66%

YTD
SALES VOLUME
\$2,320,000

- 70%

YTD
UNIT SALES
3

+ 12%

YTD AVERAGE
SALE PRICE
\$773,333

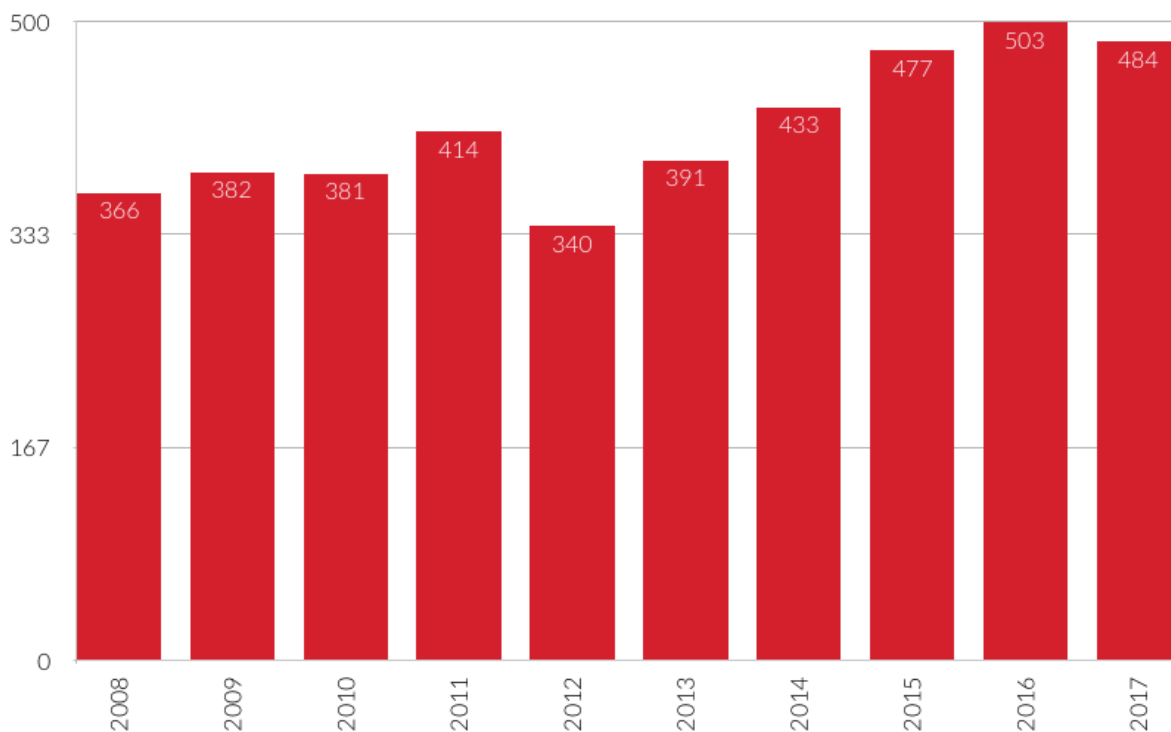
*THERE WERE NO VACANT LAND SALES IN CENTRE WELLINGTON IN OCTOBER 2017 TO COMPARE TO

OCTOBER
SALES VOLUME
\$0

OCTOBER
UNIT SALES
0

10 YEAR MARKET ANALYSIS

CENTRE WELLINGTON- UNITS SOLD

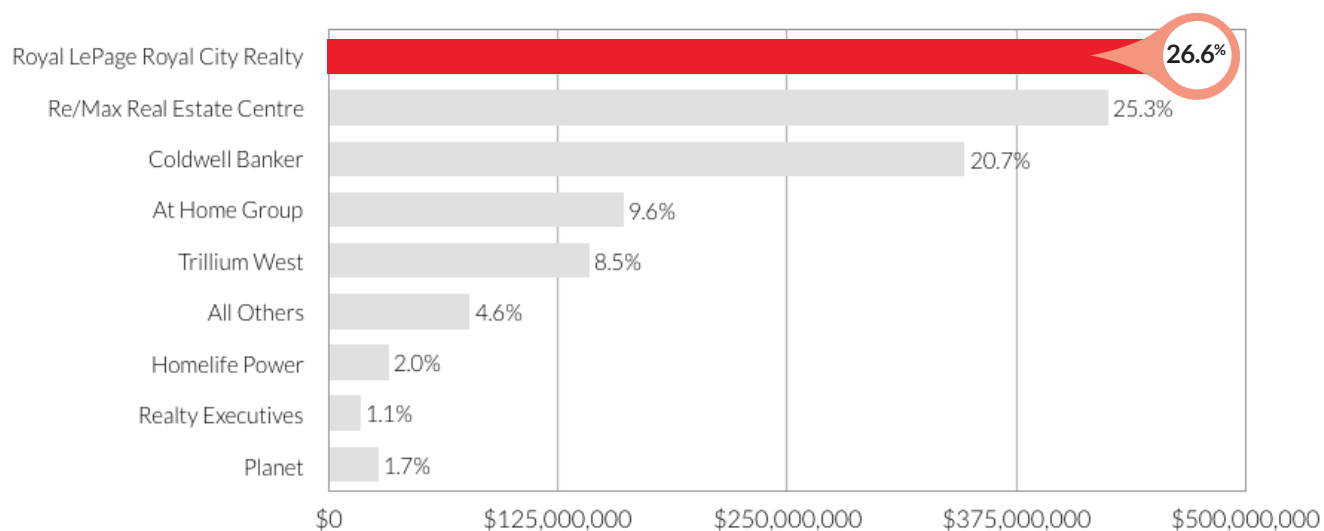


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

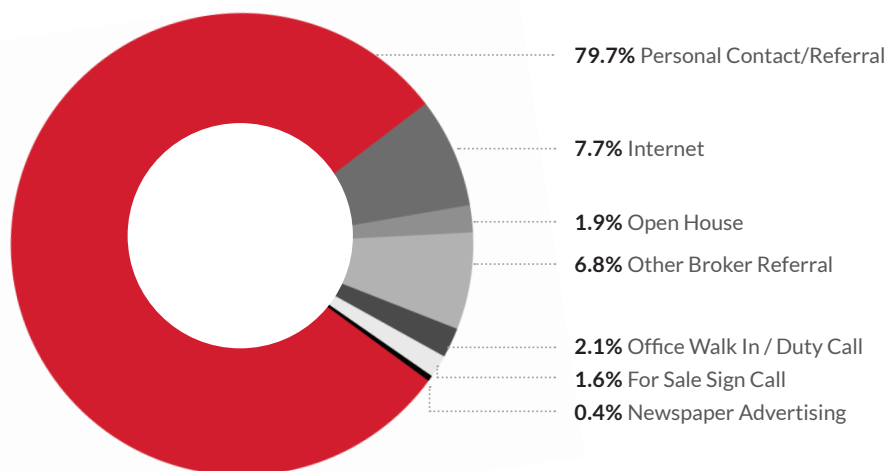
MARKET SHARE BY \$VOLUME

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

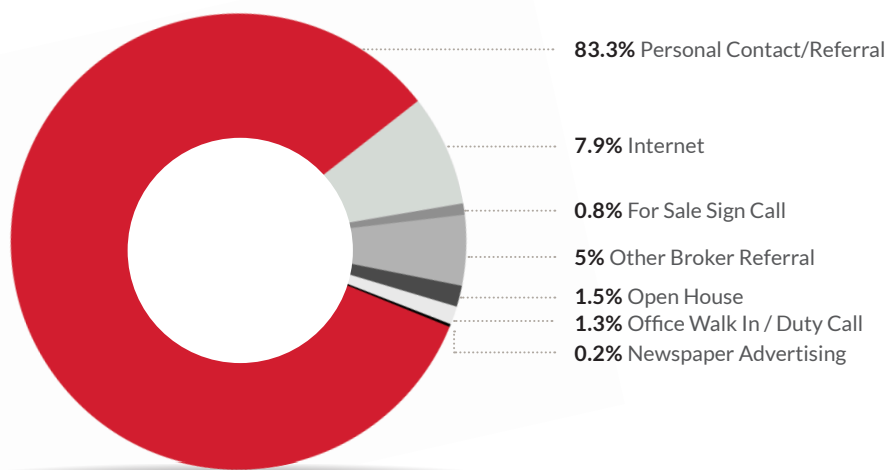


SOURCE OF BUSINESS

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



GUELPH

T. 519.824.9050

848 Gordon St., Suite 101, Guelph



ROCKWOOD

T. 519.856.9922

118 Main Street S, Rockwood



GUELPH

T. 519.821.6191

214 Speedvale Ave., W., Guelph