

CENTRE WELLINGTON REAL ESTATE MARKET REPORT

DECEMBER 2018

R-CITY | R-TEAM | R-NUMBERS



CENTRE WELLINGTON OVERVIEW SELLER'S MARKET

CENTRE WELLINGTON IS HEDGING TOWARDS A BALANCED MARKET EVEN THOUGH THE AVERAGE SALE PRICE IS UP 5.33 %



YEAR-TO-DATE SALES VOLUME \$219,006,711

Down 12.31% from 2017's \$249,762,815. Unit Sales of 406 are down 16.12% from 2017's 484, with 588 new listings down 8.84%, and a 69.05% sales/listings ratio down 5.99%.



DECEMBER SALES VOLUME \$9,828,750

Down 9.18% from 2017's \$10,821,800. Unit sales of 19 are down 17.39% from last December's 23, with 11 new listings down 31.25%, and a 72.73% sales/listing ratio up 28.98%.



YEAR-TO-DATE AVERAGE SALE PRICE \$534,979

Up from \$507,886 one year ago. Median sale price \$487,700 up from \$428,700 one year ago. Average days-on-market up 3.58 days to 34.08 compared to last year.



DECEMBER Numbers

MEDIAN SALE PRICE +19.9%

\$499,900

SALES VOLUME -9.18%

\$9,828,750

UNIT SALES -17.39%

19

NEW LISTINGS -31.25%

11

EXPIRED LISTINGS +70%

17

UNIT SALES/LISTINGS RATIO +28.98%

72.73%

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

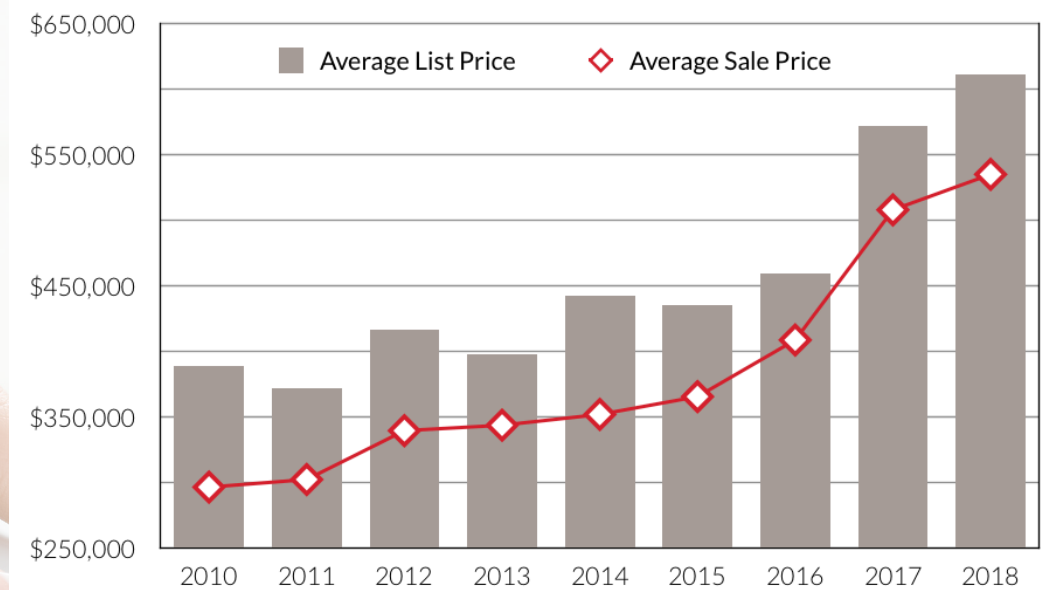
Year-Over-Year	2016	2017	2018	2017-2018
Year-To-Date (YTD) Volume Sales	\$207,289,435	\$249,762,815	\$219,006,711	-12.31%
YTD Unit Sales	503	484	406	-16.12%
YTD New Listings	606	645	588	-8.84%
YTD Sales/Listings Ratio	83.00%	75.04%	69.05%	-5.99%
YTD Expired Listings	86	71	100	+40.85%
December Volume Sales	\$8,834,200	\$10,821,800	\$9,828,750	-9.18%
December Unit Sales	20	23	19	-17.39%
December New Listings	6	16	11	-31.25%
December Sales/Listings Ratio	333.33%	143.75%	172.73%	+28.98%
December Expired Listings	7	10	17	+70%
YTD Sales: Under \$0-\$199K	47	12	15	+25%
YTD Sales: Under \$200K-\$349K	156	65	38	-41.54%
YTD Sales: Under \$350K-\$549K	204	265	206	-22.26%
YTD Sales: Under \$550K-\$749K	66	89	94	+5.62%
YTD Sales: Under \$750K-\$999K	23	29	35	+20.69%
YTD Sales: \$1M+	7	24	17	-29.17%
YTD Average Days-On-Market	41.67	30.50	34.08	+3.58
YTD Average Sale Price	\$408,594.75	\$507,886.08	\$534,979.17	+5.33%
YTD Median Sale Price	\$377,663	\$428,700	\$487,700	+13.76%

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

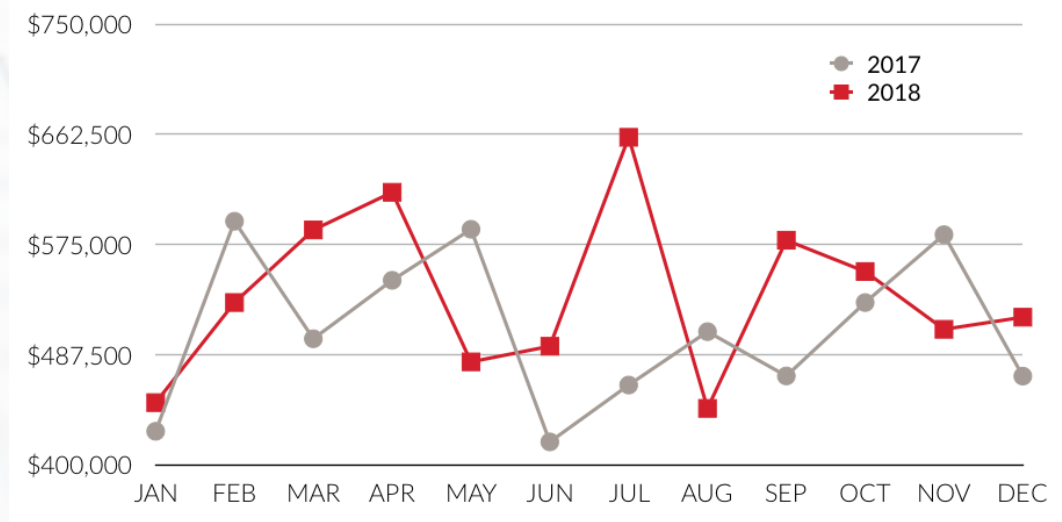
AVERAGE SALE PRICE

CENTRE WELLINGTON

YEAR OVER YEAR



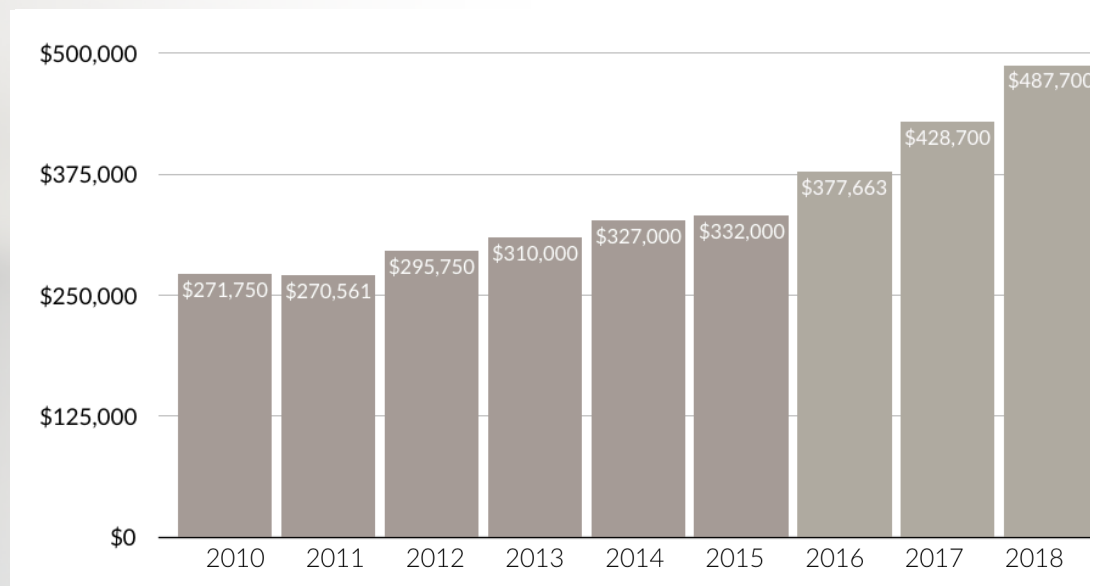
MONTH OVER MONTH 2017 VS. 2018



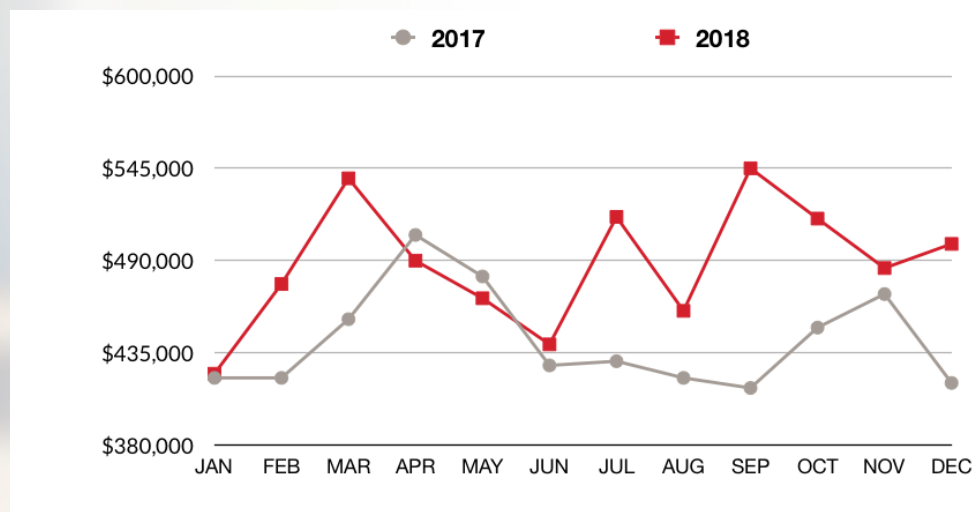
MEDIAN SALE PRICE

CENTRE WELLINGTON

YEAR OVER YEAR



MONTH OVER MONTH 2017 VS. 2018

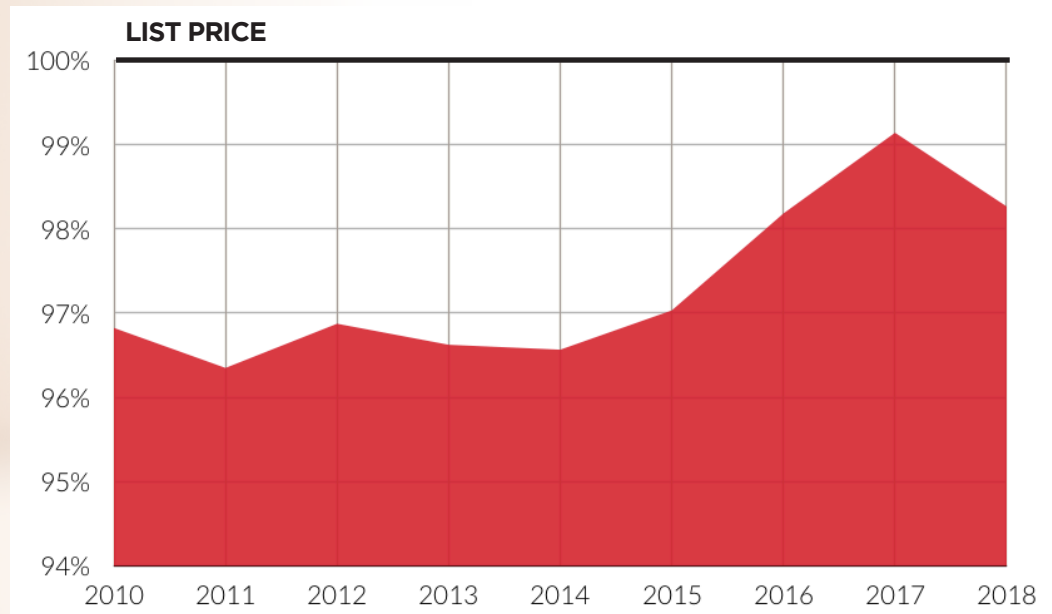


* Median sale price is based on residential sales (including freehold and condominiums).

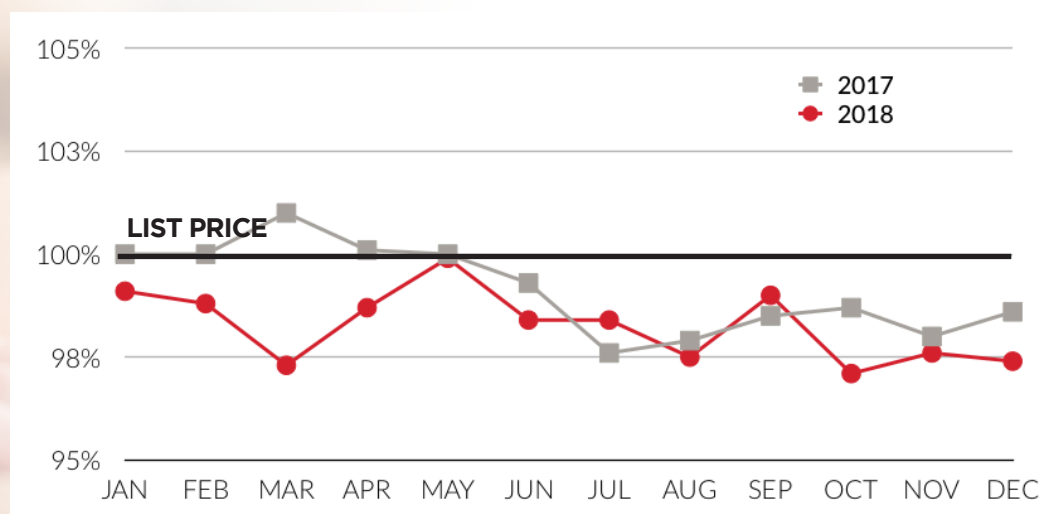
SALE PRICE vs. LIST PRICE RATIO

CENTRE WELLINGTON

YEAR OVER YEAR



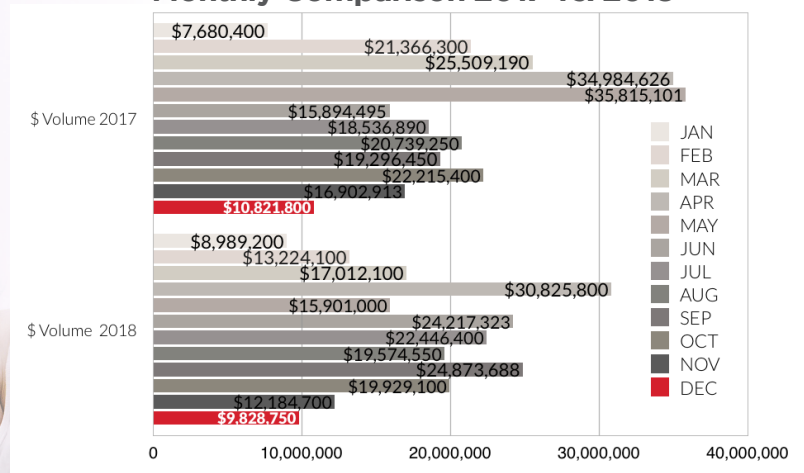
MONTH OVER MONTH 2017 VS. 2018



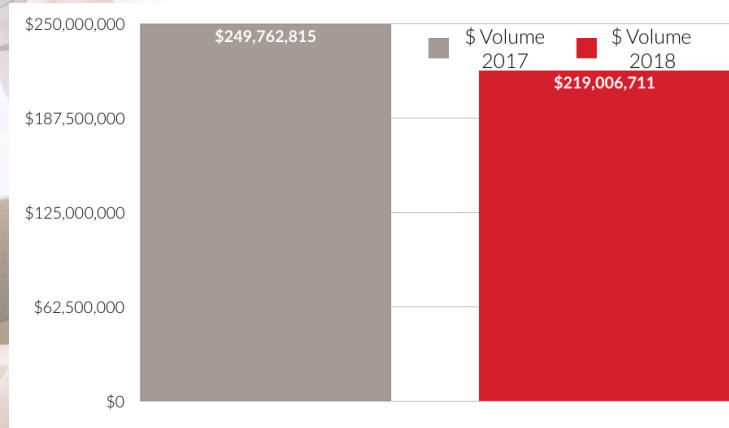
\$ VOLUME SALES

CENTRE WELLINGTON

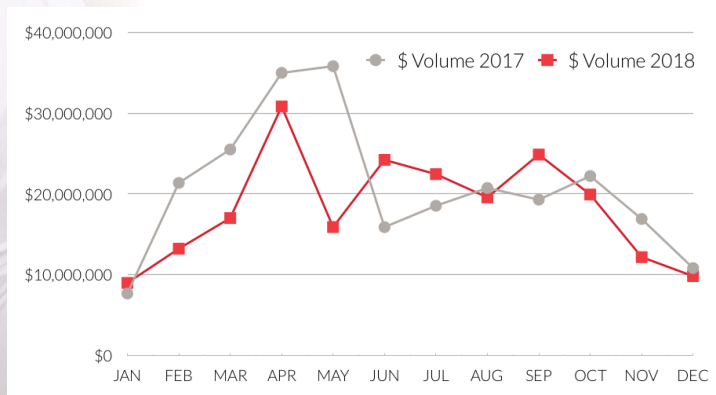
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018



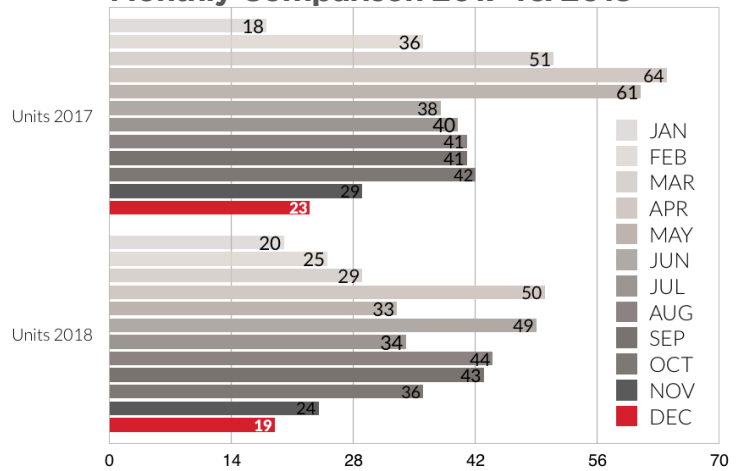
Month vs. Month 2017 vs. 2018



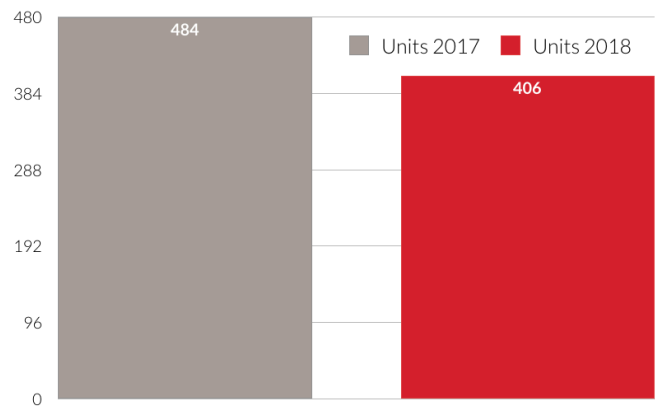
UNIT SALES

CENTRE WELLINGTON

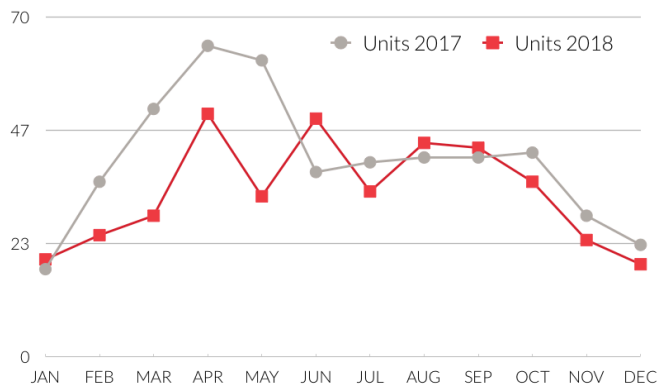
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018

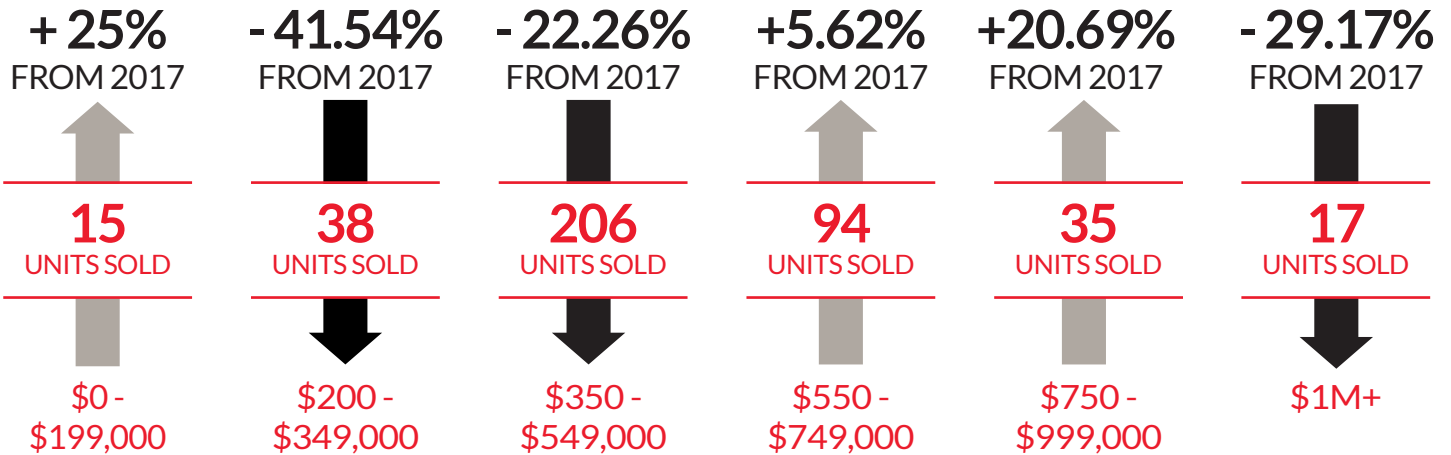


Month vs. Month 2017 vs. 2018



SALES BY PRICE BRACKET

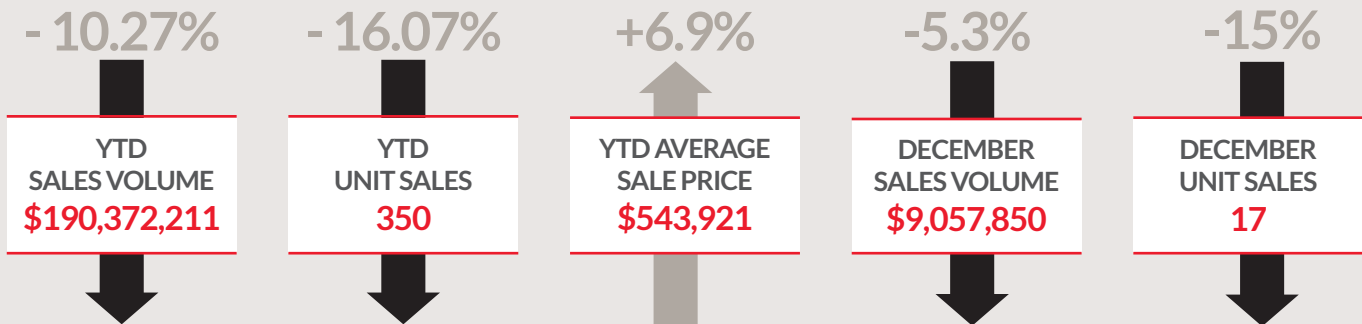
CENTRE WELLINGTON - YEAR TO DATE



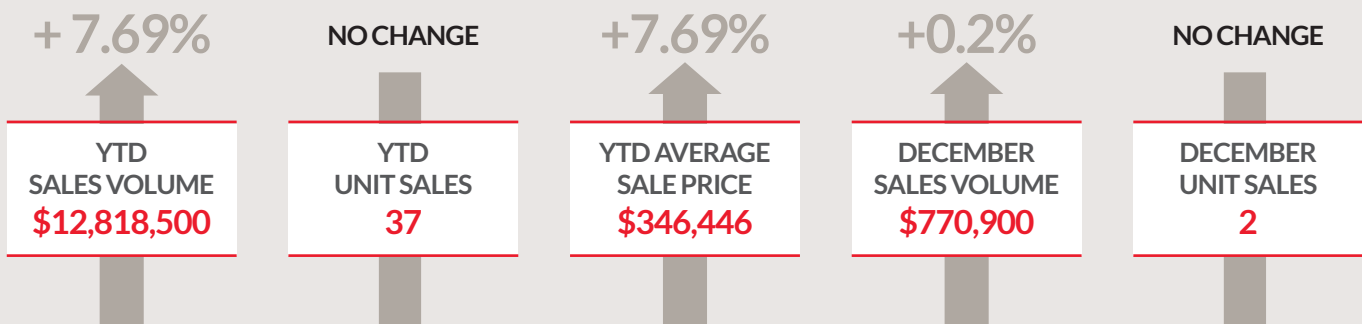
SALES BY TYPE

CENTRE WELLINGTON - YEAR TO DATE

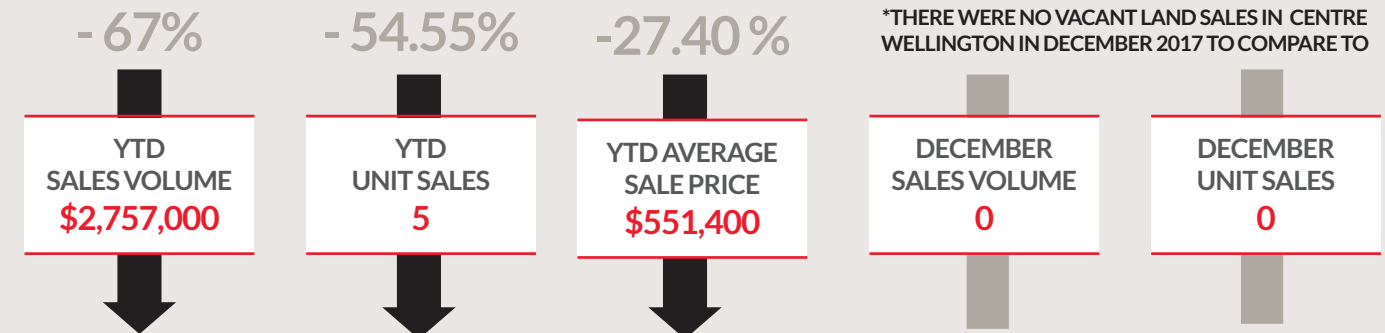
FREEHOLD HOME SALES



CONDOMINIUM HOME SALES

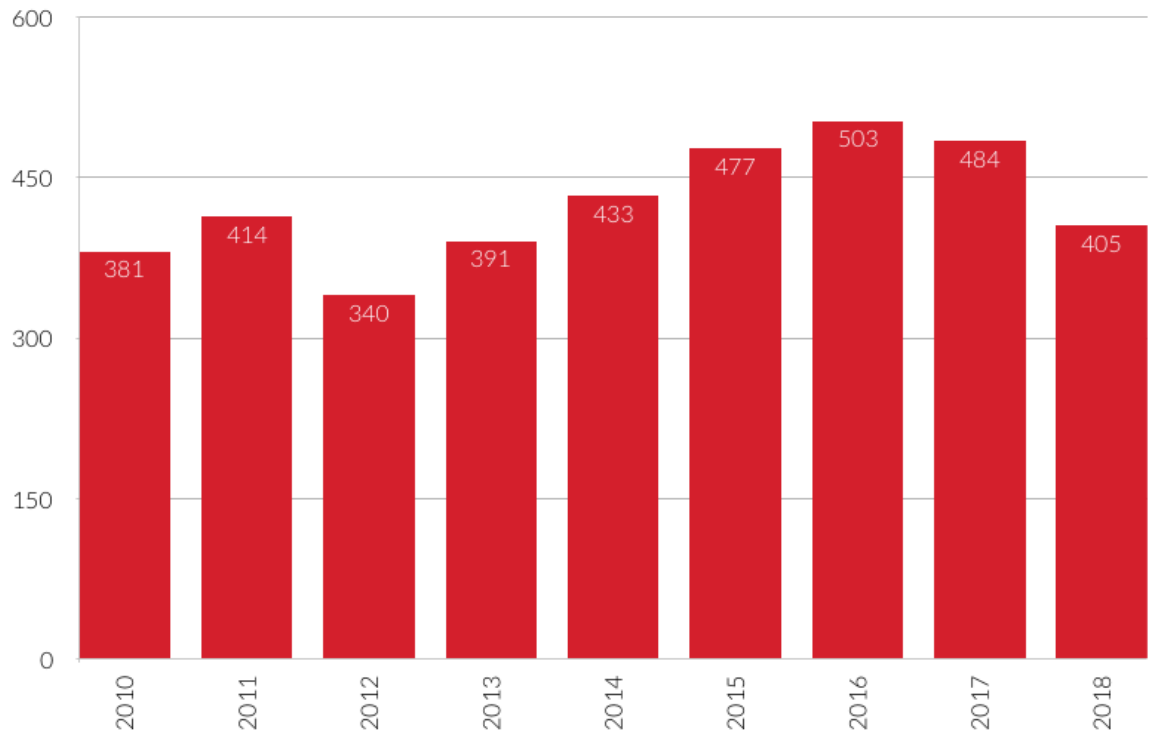


VACANT LAND SALES



10 YEAR MARKET ANALYSIS

CENTRE WELLINGTON- UNITS SOLD

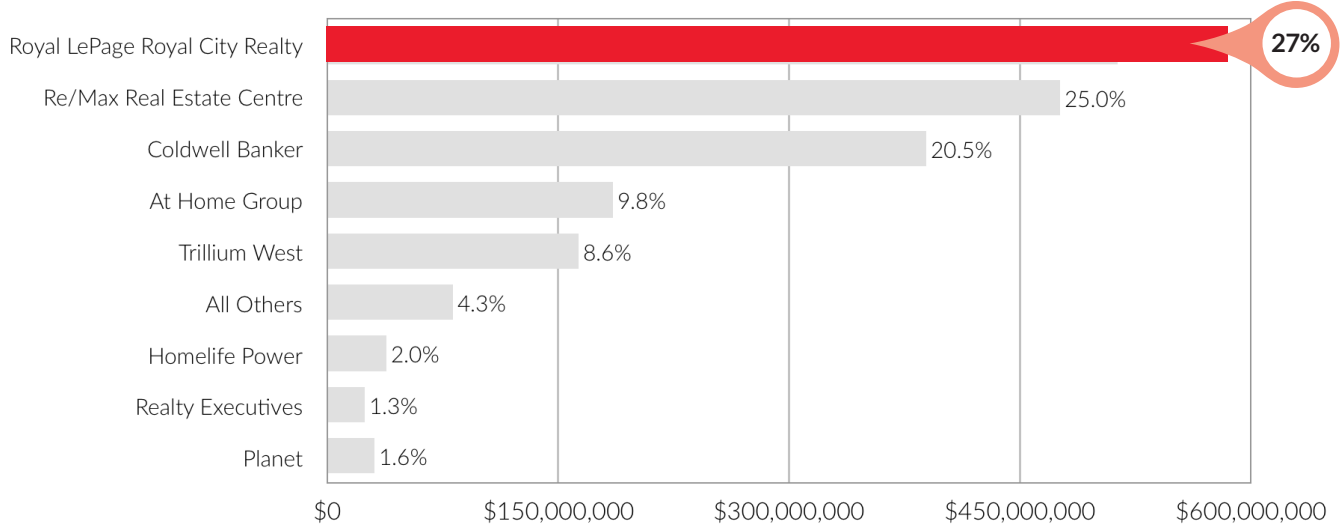


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

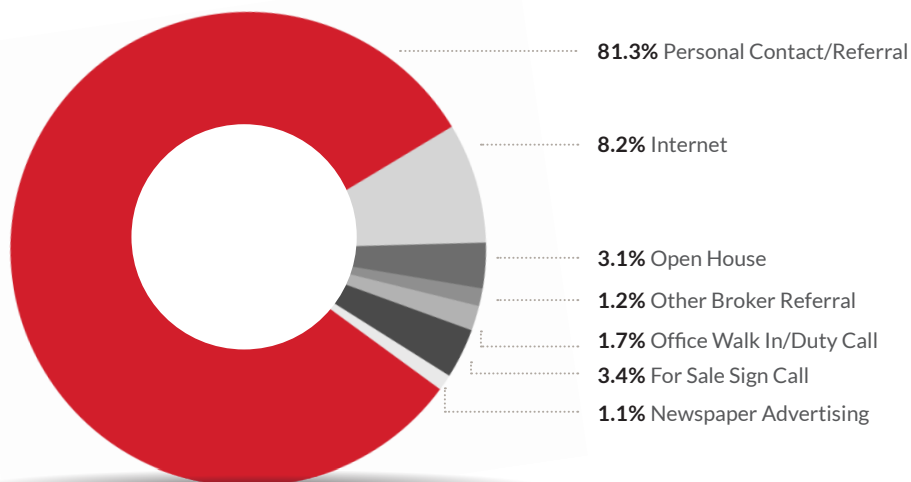
MARKET SHARE BY \$VOLUME

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

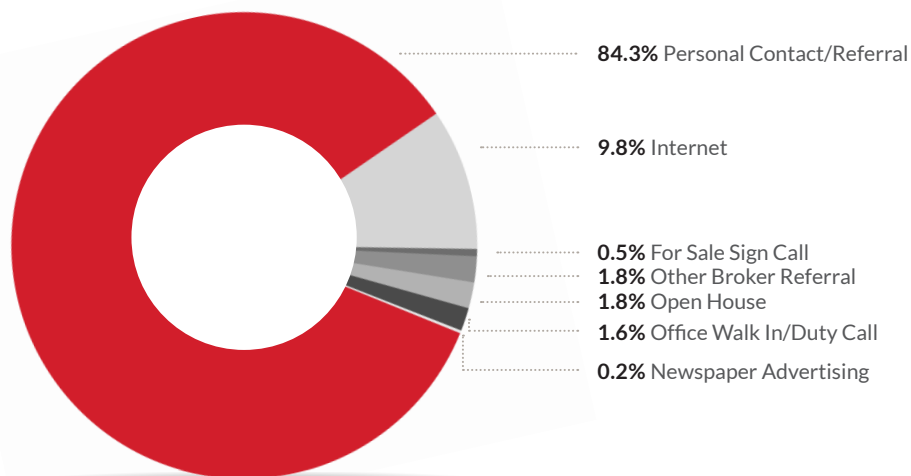


SOURCE OF BUSINESS

SOURCE OF BUYERS 2018 HOW WE'LL FIND YOUR BUYER



SOURCE OF LISTINGS 2018 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