

WELLINGTON COUNTY REAL ESTATE MARKET REPORT

DECEMBER 2018

R-CITY | R-TEAM | R-NUMBERS



WELLINGTON COUNTY OVERVIEW

BALANCED MARKET

OVERALL THE REAL ESTATE MARKET IS EVEN WITH PRICES MODERATING AND SALES ACTIVITY LEVELLING OUT.



YEAR-TO-DATE SALES VOLUME OF \$1,645,963,108

Down 8.89% from 2017's \$1,806,636,892. Unit sales of 3,090 down 10.25% from 2017's 3,443, with 4,835 new listings up 1.21%, and a 63.91% sales/listings ratio down 8.16%.



DECEMBER SALES VOLUME OF \$69,339,030

Down 16.88% from 2017's \$83,415,414. Unit sales of 129 are down 23.67% from last December's 169, with 111 new listings down 12.6%, and a 116.22% sales/listing ratio down 16.85%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$531,026

Up from from \$515,745 one year ago. Median sale price of \$485,000 up from \$456,000 one year ago. Average days-on-market up 6.09 days to 33.42 compared to last year.



DECEMBER Numbers

MEDIAN SALE PRICE +5.76%

\$486,500

SALES VOLUME -16.88%

\$69,339,030

UNIT SALES -23.67%

129

NEW LISTINGS -12.6%

111

EXPIRED LISTINGS +23.81%

104

UNIT SALES/LISTINGS RATIO -16.85%

116.22%

* 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



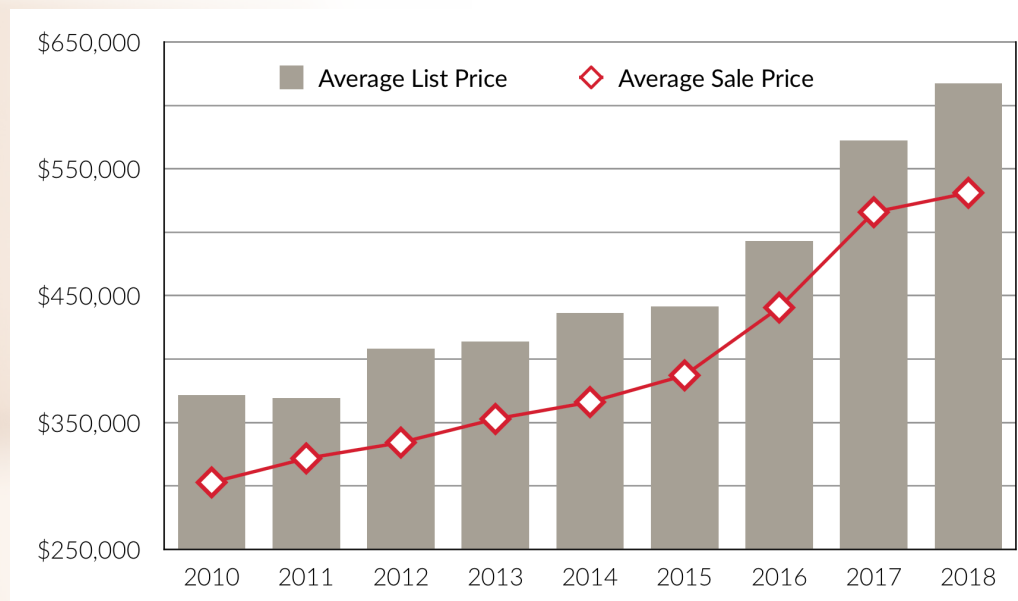
Table 1:
Wellington County MLS Sales and Listing Summary
2016 vs. 2017 vs. 2018

Year-Over-Year	2016	2017	2018	2017-2018
Year-To-Date (YTD) Volume Sales	\$1,591,387,551	\$1,806,636,892	\$1,645,963,108	-8.89%
YTD Unit Sales	3,620	3,443	3,090	-10.25%
YTD New Listings	4,336	4,777	4,835	+1.21%
YTD Sales/Listings Ratio	83.49%	72.07%	63.91%	-8.16%
YTD Expired Listings	471	514	647	+25.88%
December Volume Sales	\$76,814,488	\$83,415,414	\$69,339,030	-16.88%
December Unit Sales	168	169	129	-23.67%
December New Listings	111	127	111	-12.6%
December Sales/Listings Ratio	151.35%	133.07%	116.22%	-16.85%
December Expired Listings	49	84	104	+23.81%
YTD Sales: Under \$0-\$199K	216	100	15	-85%
YTD Sales: Under \$200K-\$349K	1,087	593	489	-17.54%
YTD Sales: Under \$350K-\$549K	1,575	1,577	1,482	-6.02%
YTD Sales: Under \$550K-\$749K	509	732	689	-5.87%
YTD Sales: Under \$750K-\$999K	143	280	250	-10.71%
YTD Sales: \$1M+	90	161	125	-22.36%
YTD Average Days-On-Market	33.58	27.33	33.42	+6.09
YTD Average Sale Price	\$440,559.50	\$515,745.75	\$531,026.08	+2.96%
YTD Median Sale Price	\$394,950	\$456,000	\$485,000	+6.36%

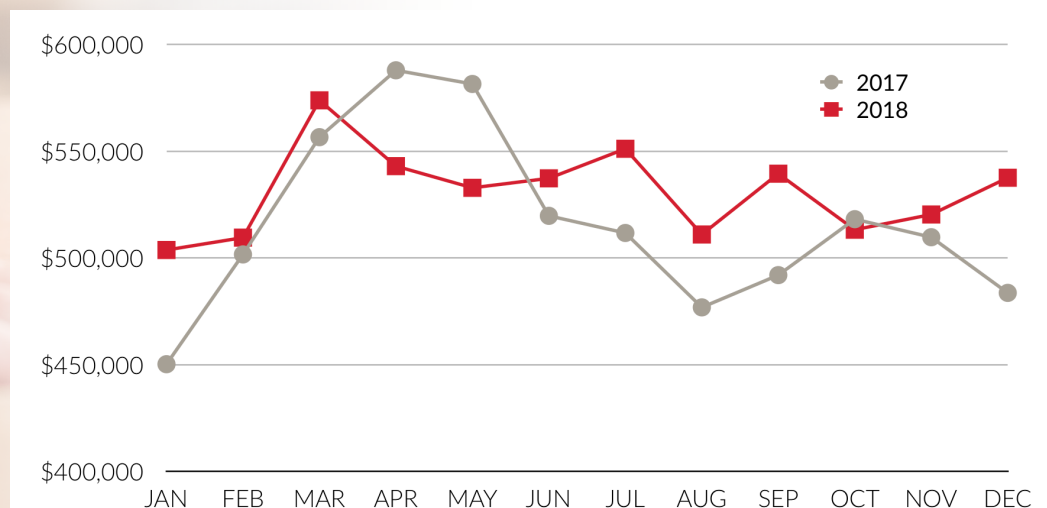
AVERAGE SALE PRICE

WELLINGTON COUNTY

YEAR OVER YEAR



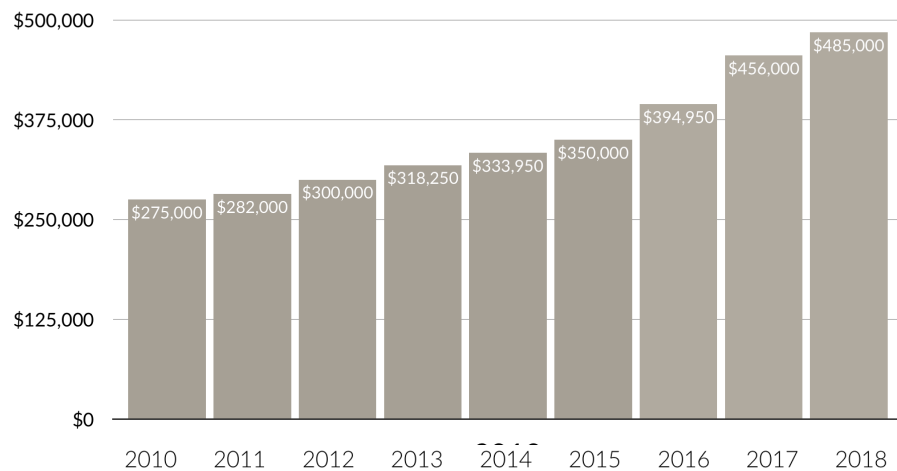
MONTH OVER MONTH 2017 VS. 2018



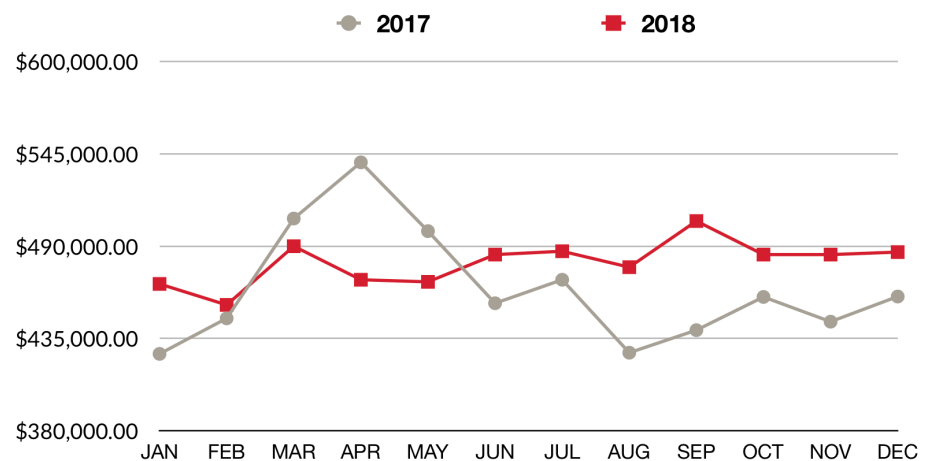
MEDIAN SALE PRICE

WELLINGTON COUNTY

YEAR OVER YEAR



MONTH OVER MONTH 2017 VS. 2018

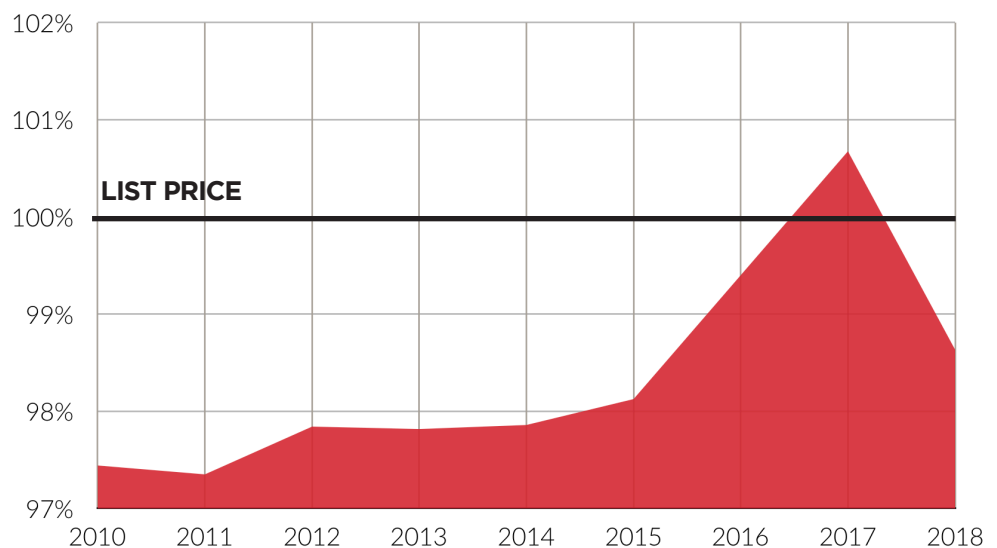


* Median sale price is based on residential sales (including freehold and condominiums).

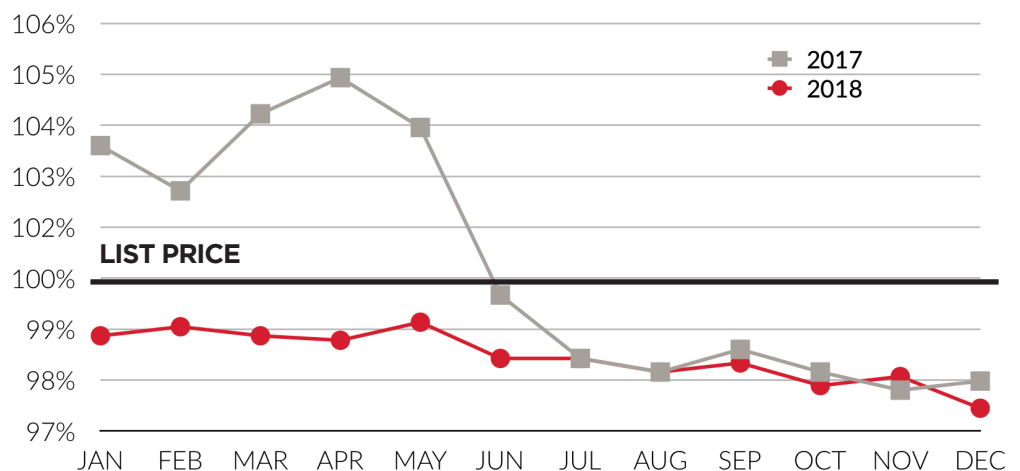
SALE PRICE vs. LIST PRICE RATIO

WELLINGTON COUNTY

YEAR OVER YEAR



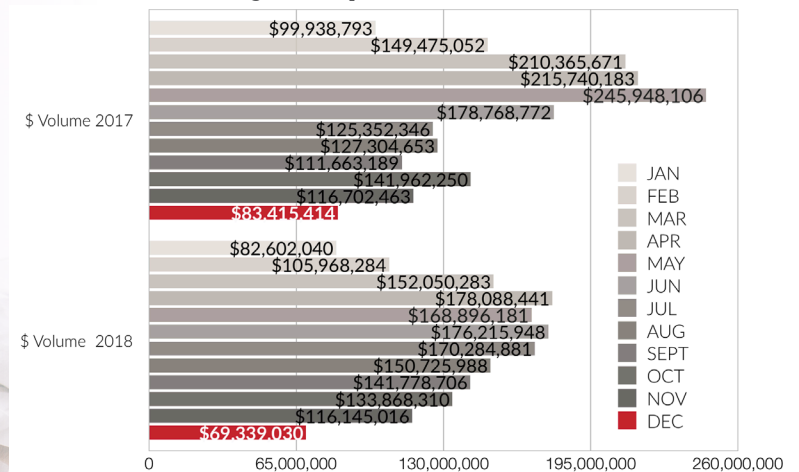
MONTH OVER MONTH 2017 VS. 2018



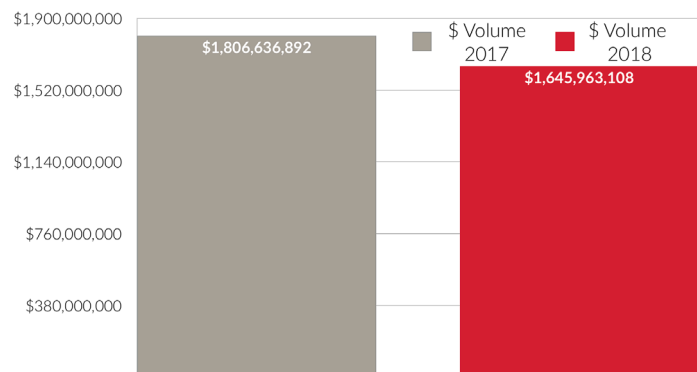
\$ VOLUME SALES

WELLINGTON COUNTY

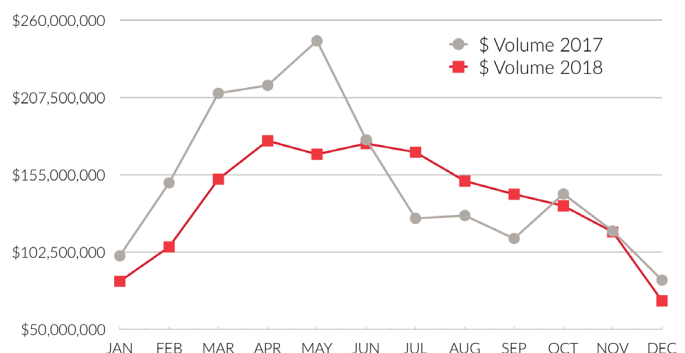
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018



Month vs. Month 2017 vs. 2018

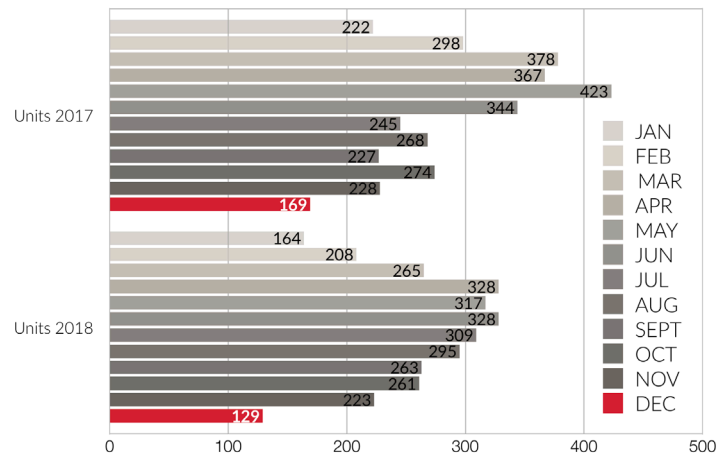




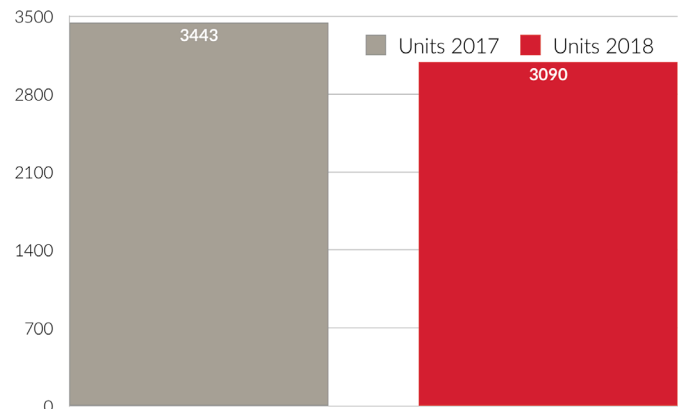
UNIT SALES

WELLINGTON COUNTY

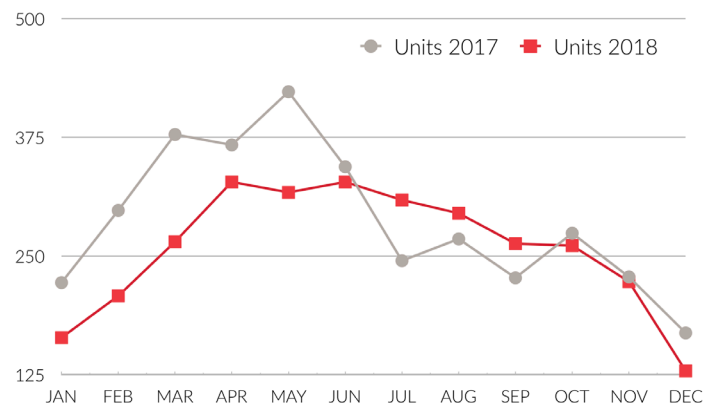
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018

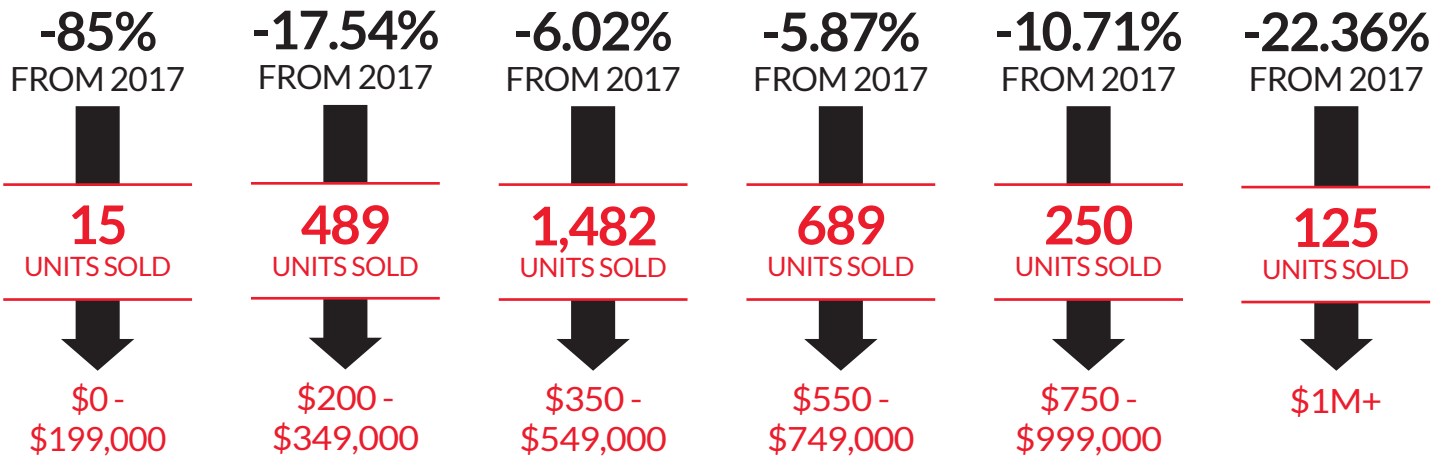


Month vs. Month 2017 vs. 2018



SALES BY PRICE BRACKET

WELLINGTON COUNTY - YEAR TO DATE



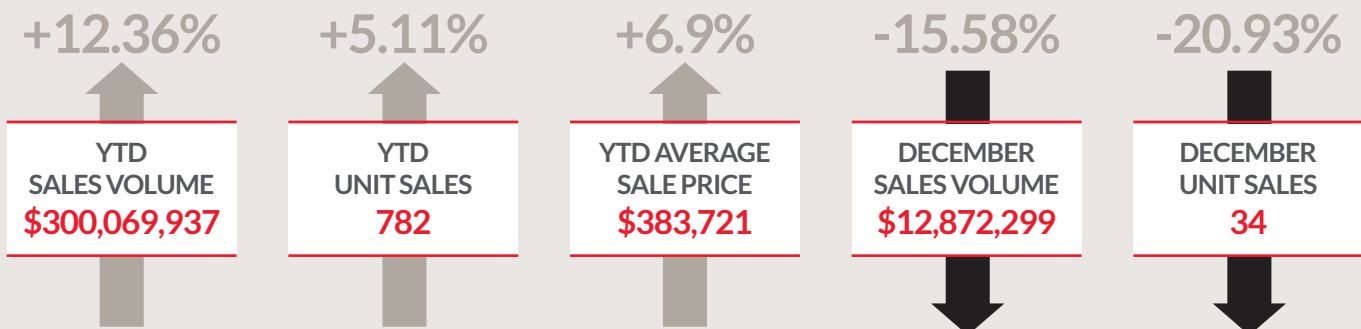
SALES BY TYPE

WELLINGTON COUNTY - YEAR TO DATE

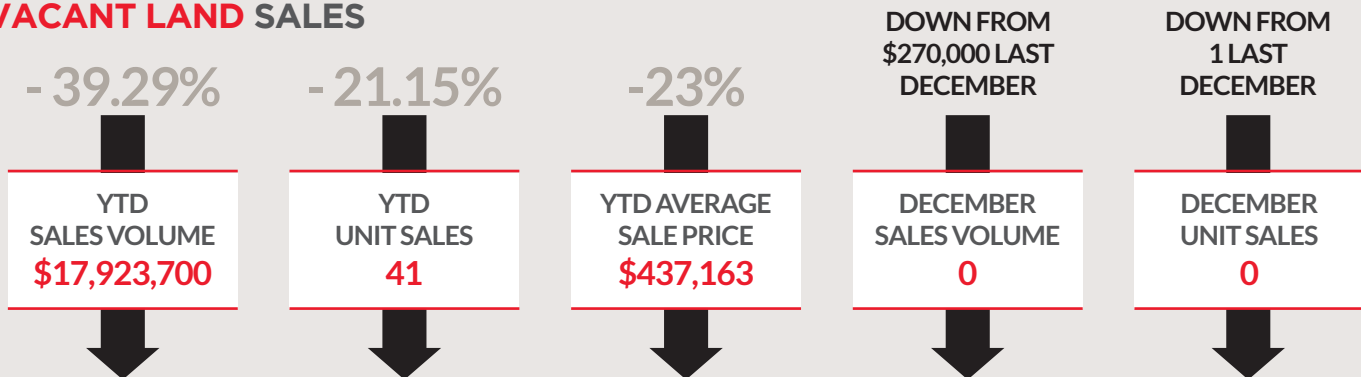
FREEHOLD HOME SALES



CONDOMINIUM HOME SALES

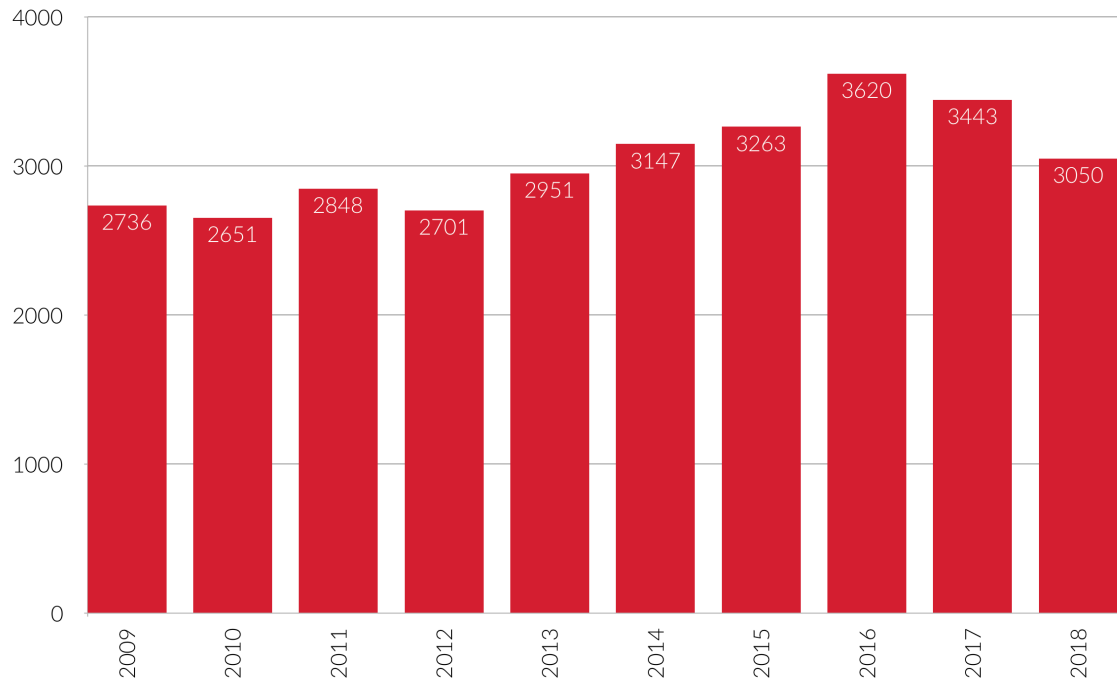


VACANT LAND SALES



10 YEAR MARKET ANALYSIS

UNITS SOLD

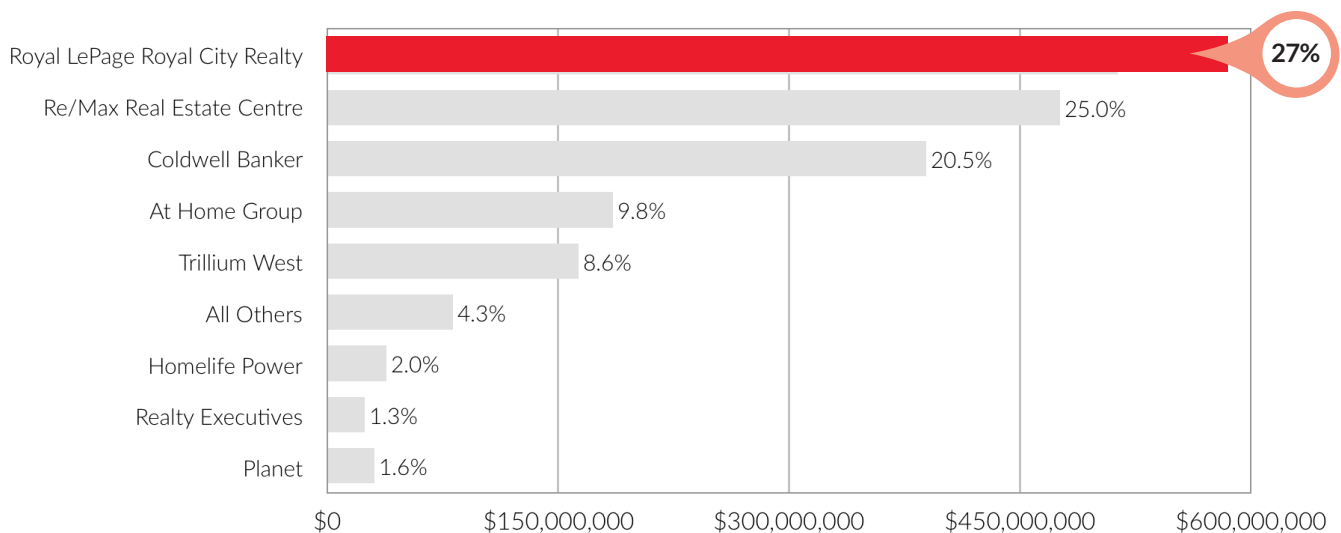


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

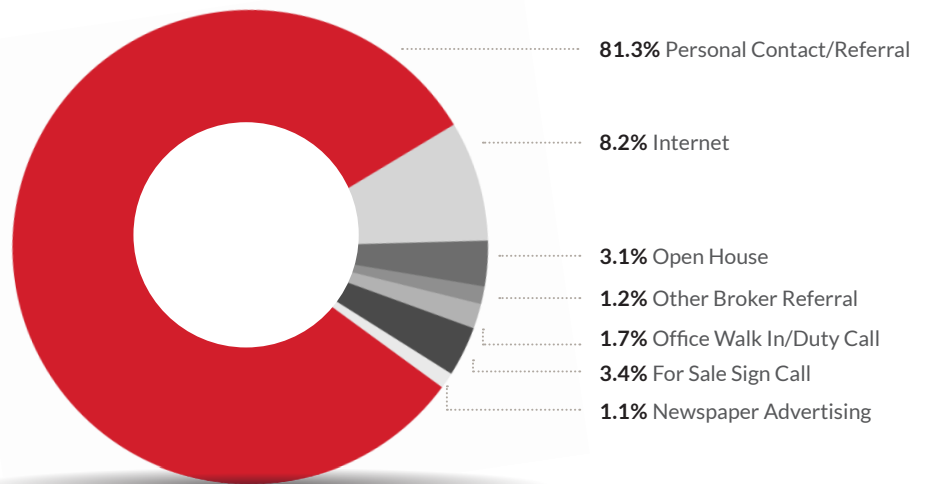
MARKET SHARE BY \$VOLUME

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

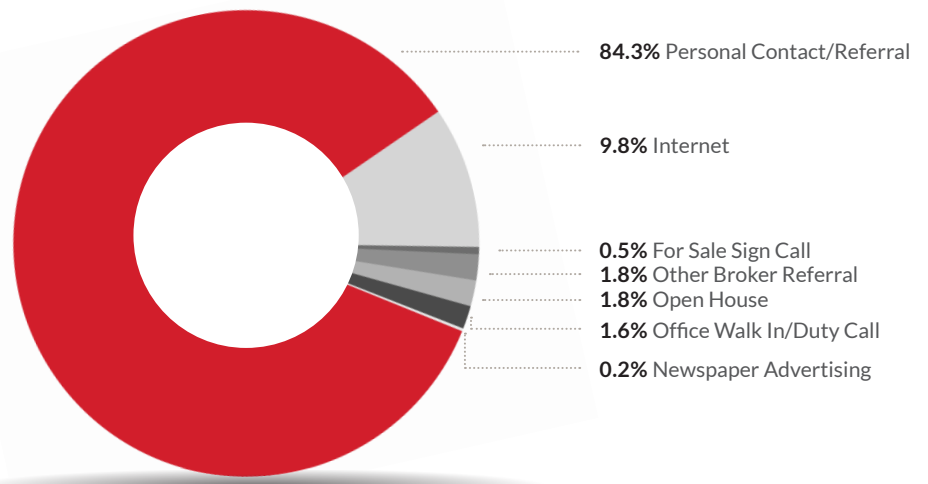


SOURCE OF BUSINESS

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