

CENTRE WELLINGTON REAL ESTATE MARKET REPORT

JANUARY 2019

R-CITY | R-TEAM | R-NUMBERS



CENTRE WELLINGTON OVERVIEW

BALANCED MARKET

CENTRE WELLINGTON IS STARTING THE YEAR IN A BALANCED MARKET BUT MOVING TOWARDS A BUYER'S MARKET AS AVERAGE DAYS ON MARKET REACHES ABOVE 2 MONTHS.



YEAR-TO-DATE SALES VOLUME OF \$9,611,750

Up 6.93% from 2018's \$8,989,200. Unit Sales of 19 are down 5% from 2019's 20, with 39 new listings up 2.63%, and a 48.72% sales/listings ratio down 3.91%.



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YEAR-TO-DATE AVERAGE SALE PRICE OF \$505,882

Up from \$449,460 one year ago. Median sale price \$495,000 up from \$422,500 one year ago. Average days-on-market up 47 days to 72 compared to last year.



JANUARY Numbers

MEDIAN SALE PRICE +17.16%

\$495,000

SALES VOLUME +6.93%

\$9,611,750

UNIT SALES -5%

19

NEW LISTINGS +2.63%

39

EXPIRED LISTINGS +70%

17

UNIT SALES/LISTINGS RATIO -3.91%

48.72%

* Year over year comparison
(January 2019 to January 2019)

*Year-to-date (YTD): is a period starting from the beginning of the current calendar year and continuing up to the present day (January - January 2019)

*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
2017 vs. 2018 vs. 2019

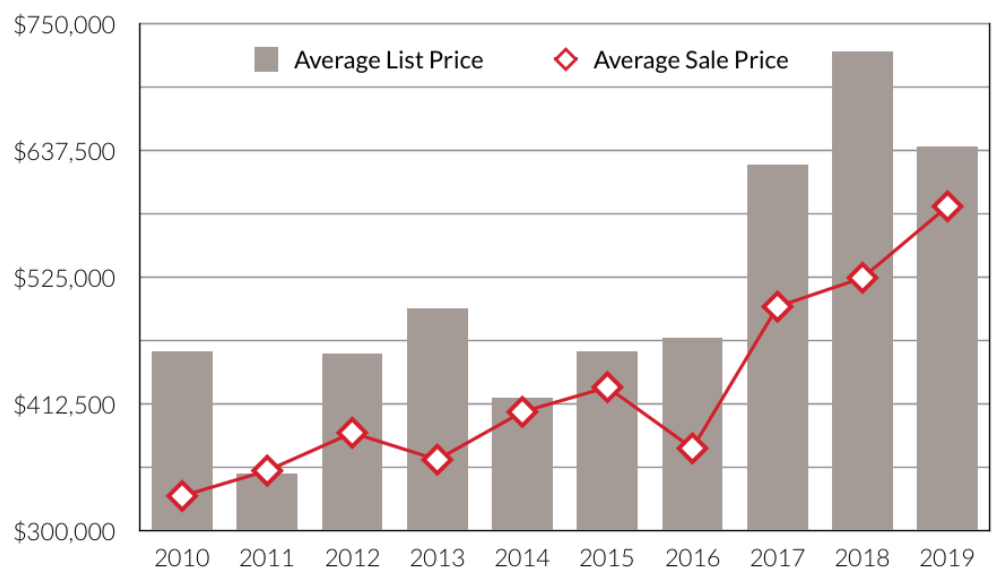
Year-Over-Year	2017	2018	2019	2018 -2019
Year-To-Date (YTD) Volume Sales	\$7,680,400	\$8,989,200	\$9,611,750	+6.93%
YTD Unit Sales	18	20	19	-5%
YTD New Listings	30	38	39	+2.63%
YTD Sales/Listings Ratio	60%	52.63%	48.72%	-3.91%
YTD Expired Listings	4	9	4	-55.56%
January Volume Sales	\$7,680,400	\$8,989,200	\$9,611,750	+6.93%
January Unit Sales	18	20	19	-5%
January New Listings	30	38	39	+2.63%
January Sales/Listings Ratio	60%	52.63%	48.72%	-3.91%
January Expired Listings	4	9	4	-55.56%
YTD Sales: Under \$0-\$199K	0	1	0	-100%
YTD Sales: Under \$200K-\$349K	4	3	3	No Change
YTD Sales: Under \$350K-\$549K	12	12	12	No Change
YTD Sales: Under \$550K-\$749K	1	3	2	-33.33%
YTD Sales: Under \$750K-\$999K	1	1	2	+100%
YTD Sales: \$1M+	0	0	0	No Change
YTD Average Days-On-Market	34	25	72	+47
YTD Average Sale Price	\$426,689	\$449,460	\$505,882	+12.55%
YTD Median Sale Price	\$420,000	\$422,500	\$495,000	+17.16%

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

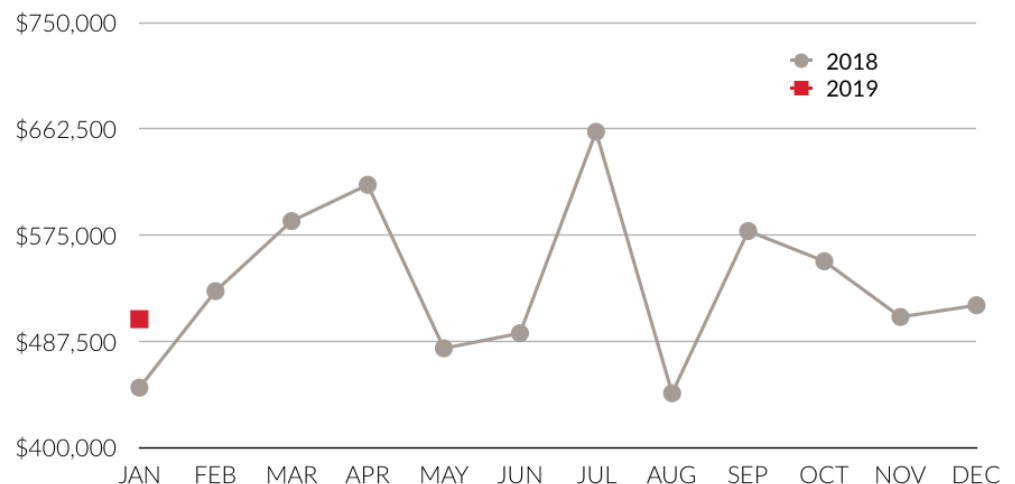
AVERAGE SALE PRICE

CENTRE WELLINGTON

YEAR OVER YEAR



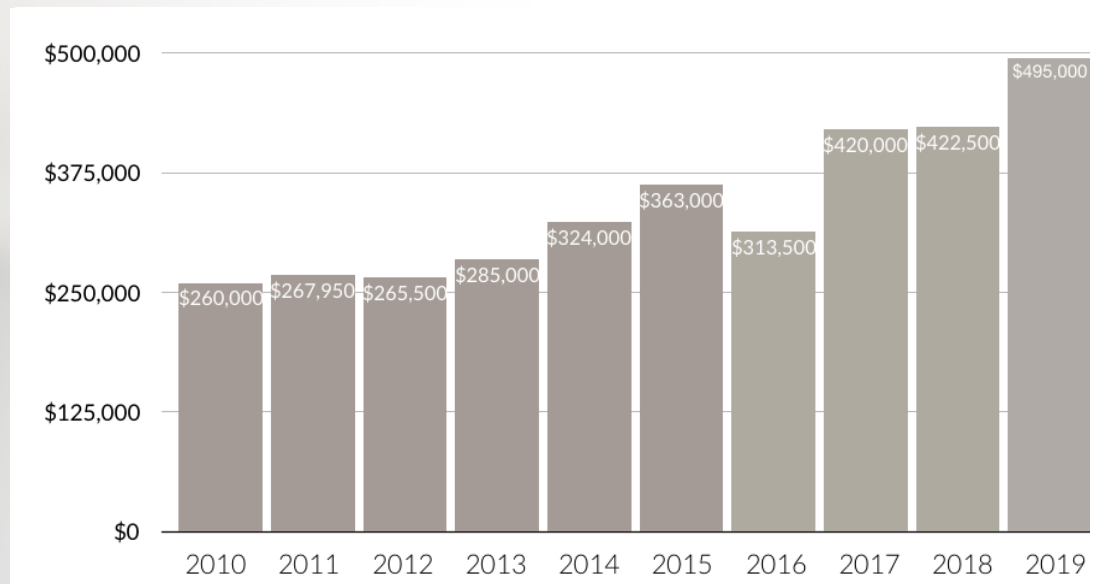
MONTH OVER MONTH 2018 VS. 2019



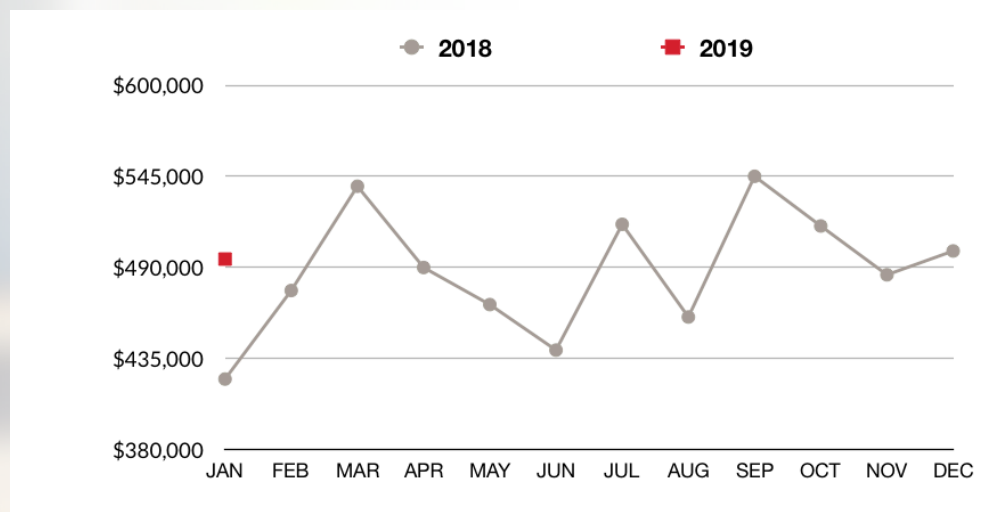
MEDIAN SALE PRICE

CENTRE WELLINGTON

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

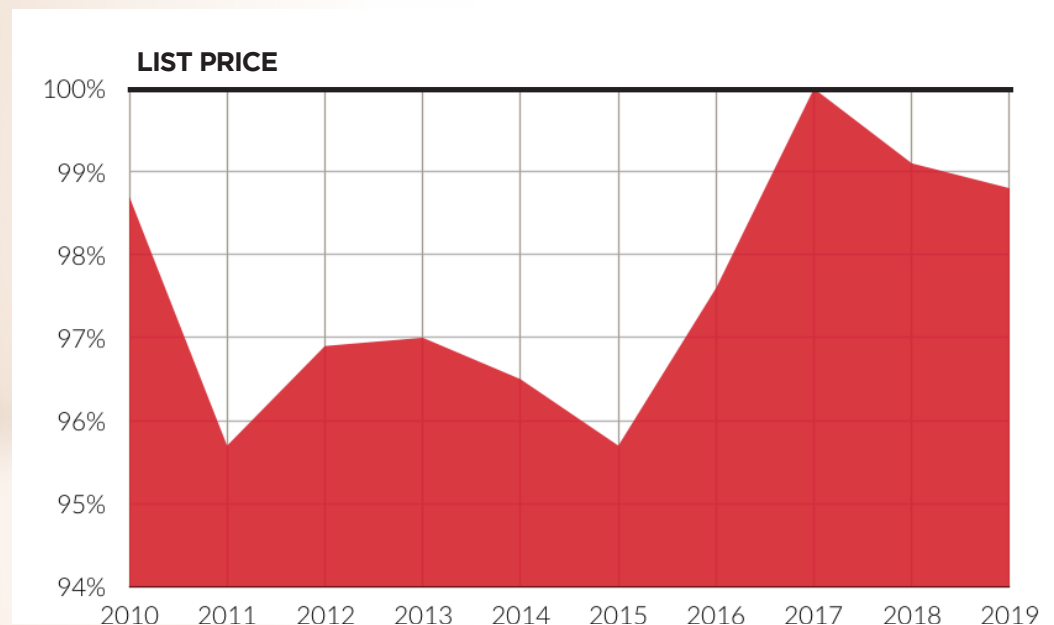


* Median sale price is based on residential sales (including freehold and condominiums).

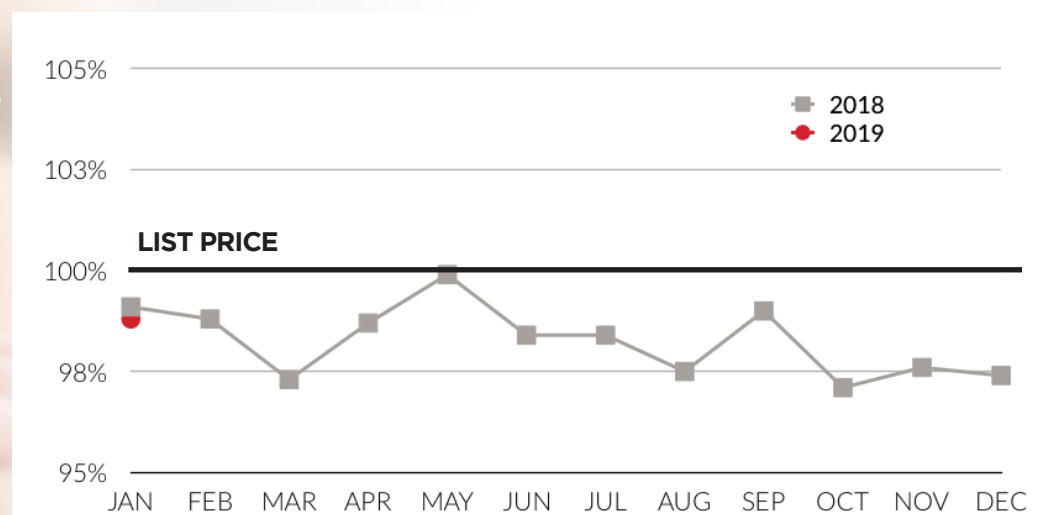
SALE PRICE vs. LIST PRICE RATIO

CENTRE WELLINGTON

YEAR OVER YEAR



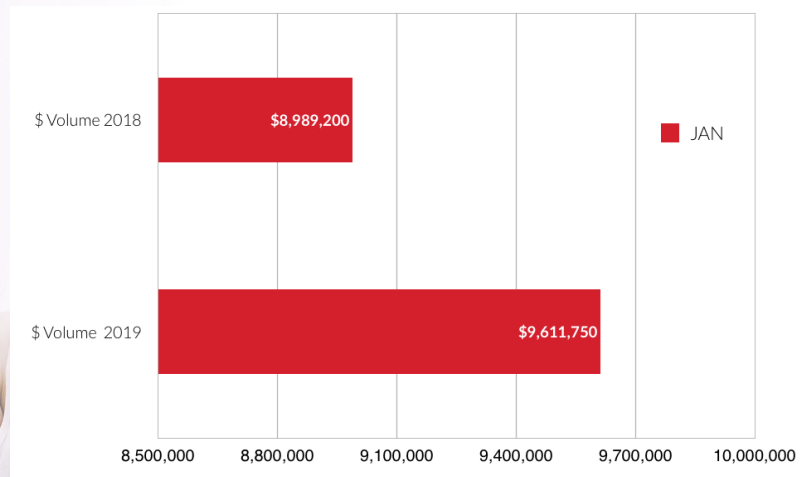
MONTH OVER MONTH 2018 VS. 2019



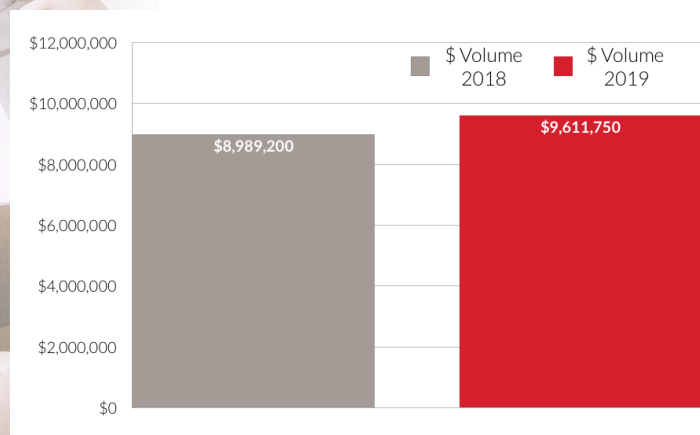
\$ VOLUME SALES

CENTRE WELLINGTON

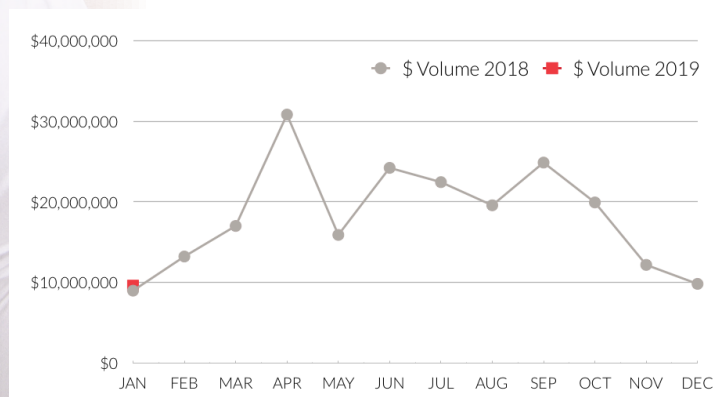
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



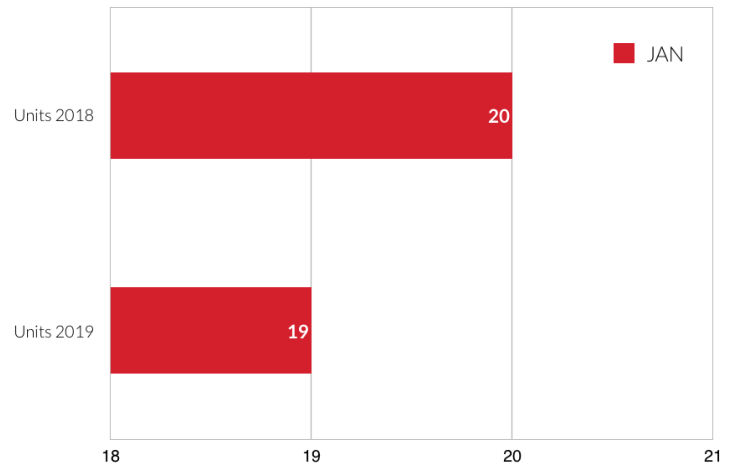
Month vs. Month 2018 vs. 2019



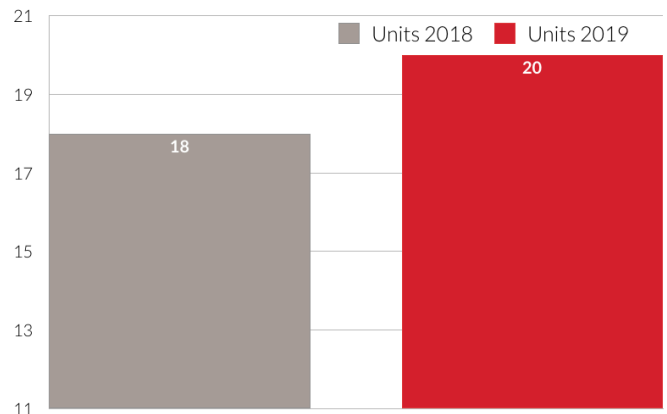
UNIT SALES

CENTRE WELLINGTON

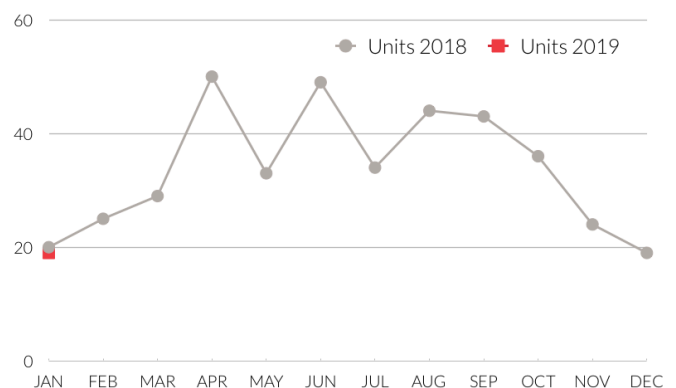
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

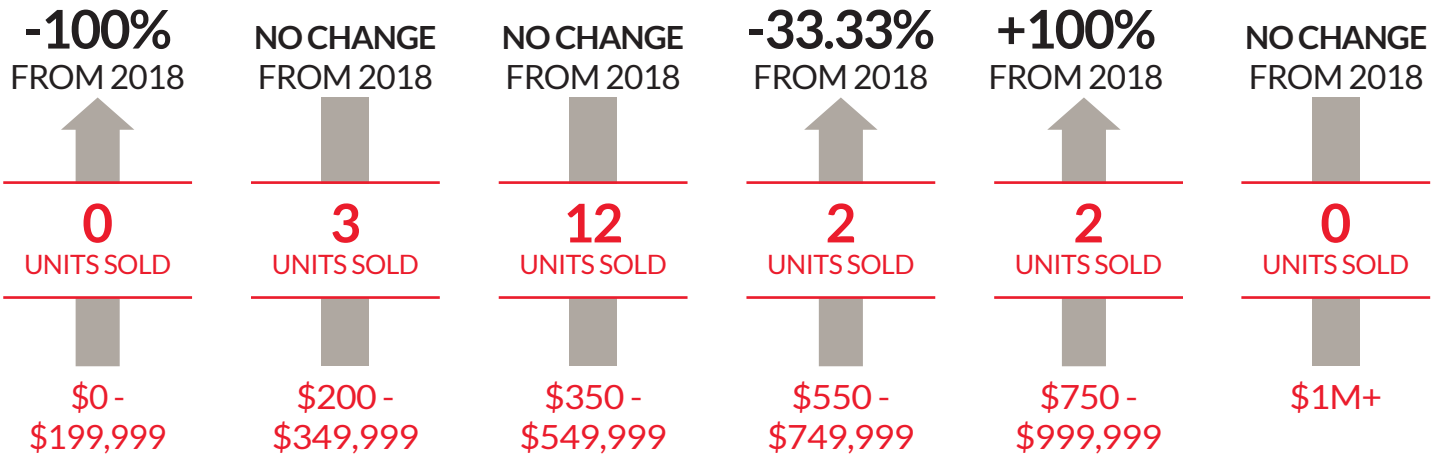


Month vs. Month 2018 vs. 2019



SALES BY PRICE BRACKET

CENTRE WELLINGTON - YEAR TO DATE



SALES BY TYPE

CENTRE WELLINGTON - YEAR TO DATE

FREEHOLD HOME SALES



CONDOMINIUM HOME SALES



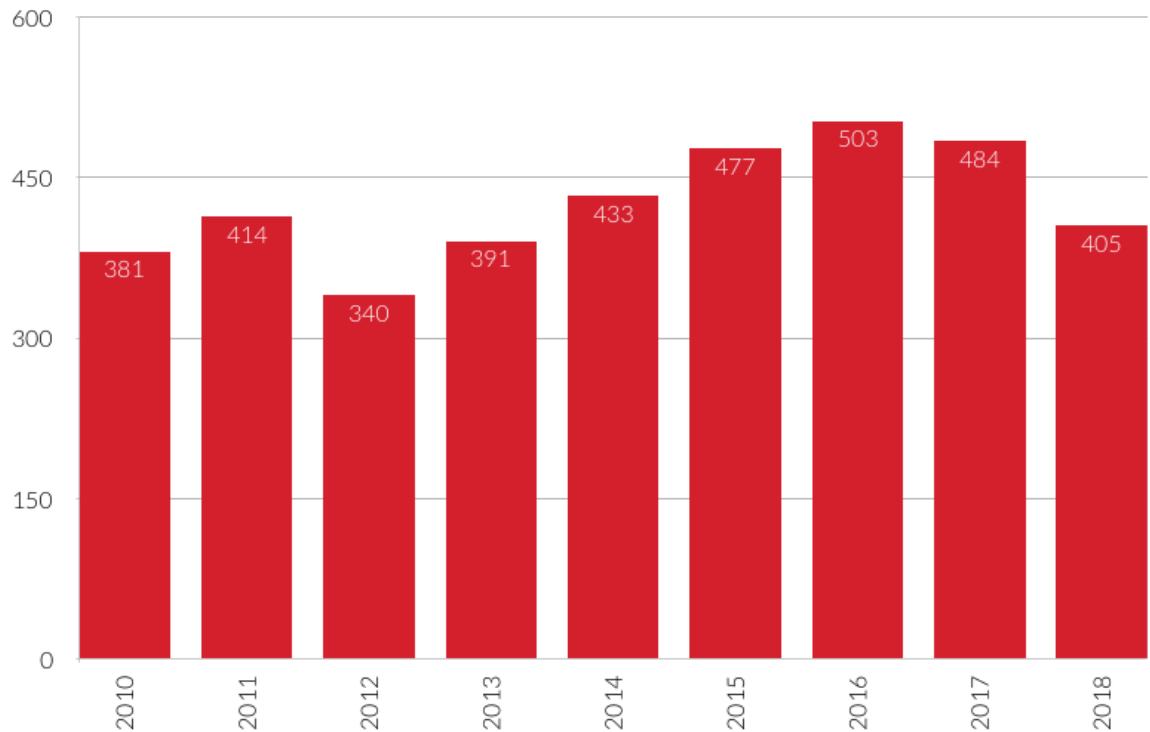
VACANT LAND SALES

*THERE WERE NO VACANT LAND SALES IN CENTRE WELLINGTON IN JANUARY 2018 TO COMPARE TO



10 YEAR MARKET ANALYSIS

CENTRE WELLINGTON- UNITS SOLD

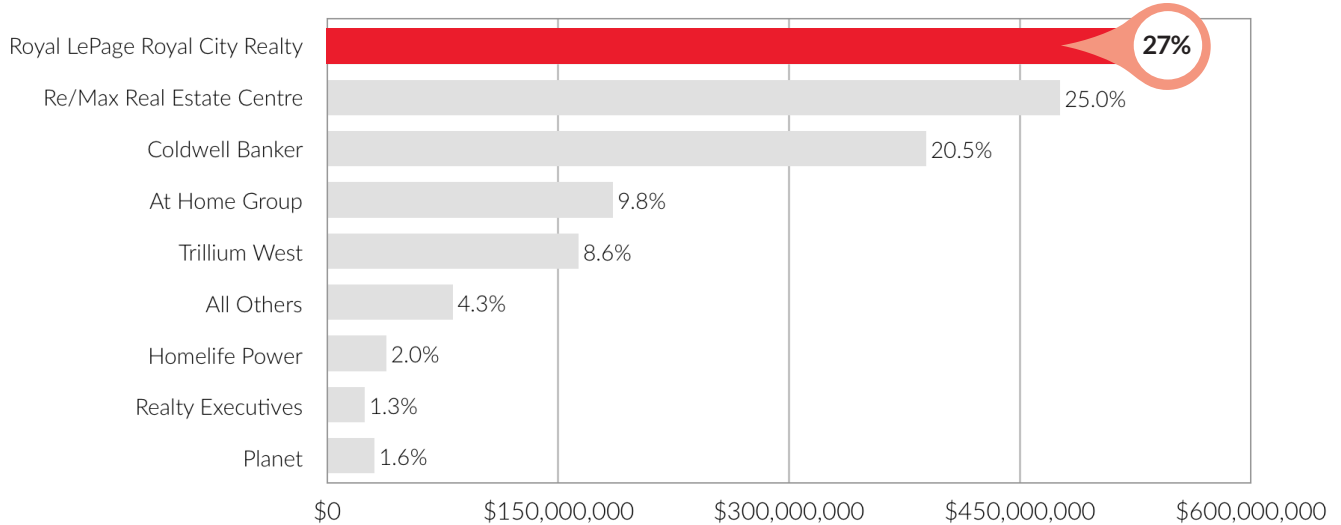


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

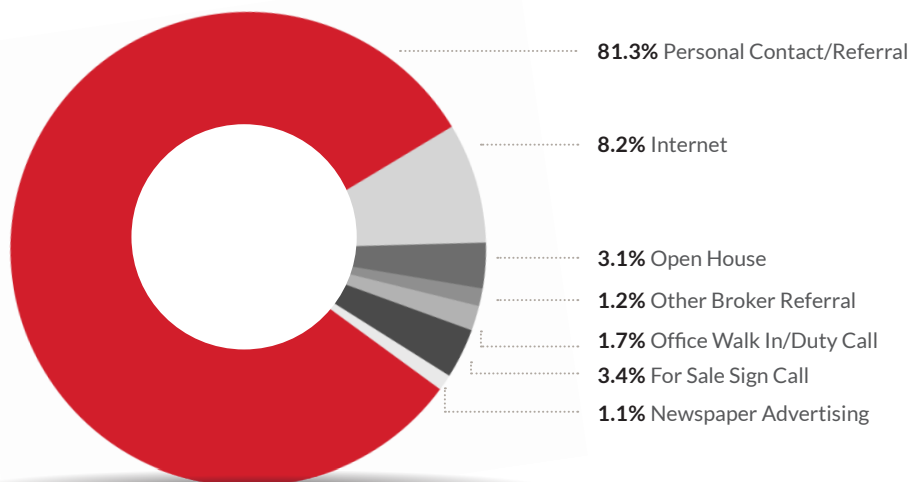
MARKET SHARE BY \$VOLUME

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

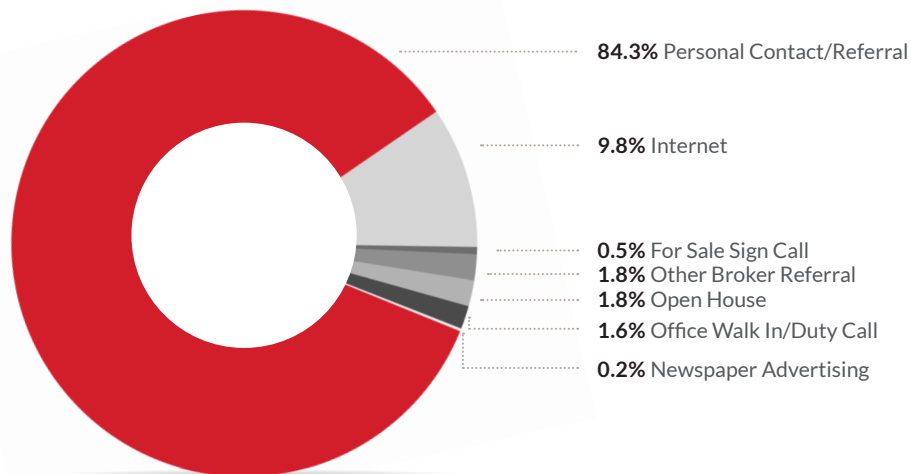


SOURCE OF BUSINESS

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