

CENTRE WELLINGTON REAL ESTATE MARKET REPORT

FEBRUARY 2019

R-CITY | R-TEAM | R-NUMBERS



CENTRE WELLINGTON OVERVIEW

BUYER'S MARKET

BUYER'S SEEMED TO HAVE STAYED HOME WITH THESE SNOW DAYS TOO, AS SALES DROPPED IN FEBRUARY BUT LISTING ACTIVITY INCREASED.



YEAR-TO-DATE SALES VOLUME OF \$18,336,150

Down 17.45% from 2018's \$22,213,300. Unit Sales of 37 are down 17.78% from 2018's 45, with 91 new listings up 28.17%, and a 40.66% sales/listings ratio down 22.72%.



FEBRUARY SALES VOLUME OF \$8,724,400

Down 34.03% from 2018's \$13,224,100. Unit sales of 18 are down 28% from last February's 25, with 52 new listings up 57.58%, and a 34.62% sales/listings ratio down 41.14%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$495,285

Up from \$489,212 one year ago. Median sale price \$481,250 up from \$449,250 one year ago. Average days-on-market up 15.5 days to 46 compared to last year.



FEBRUARY Numbers

MEDIAN SALE PRICE -1.79%

\$467,500

SALES VOLUME -34.03%

\$8,724,400

UNIT SALES -28%

18

NEW LISTINGS +57.58%

52

EXPIRED LISTINGS -60%

2

UNIT SALES/LISTINGS RATIO -41.14%

34.62%

* Year over year comparison
(February 2018 to February 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 - February 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

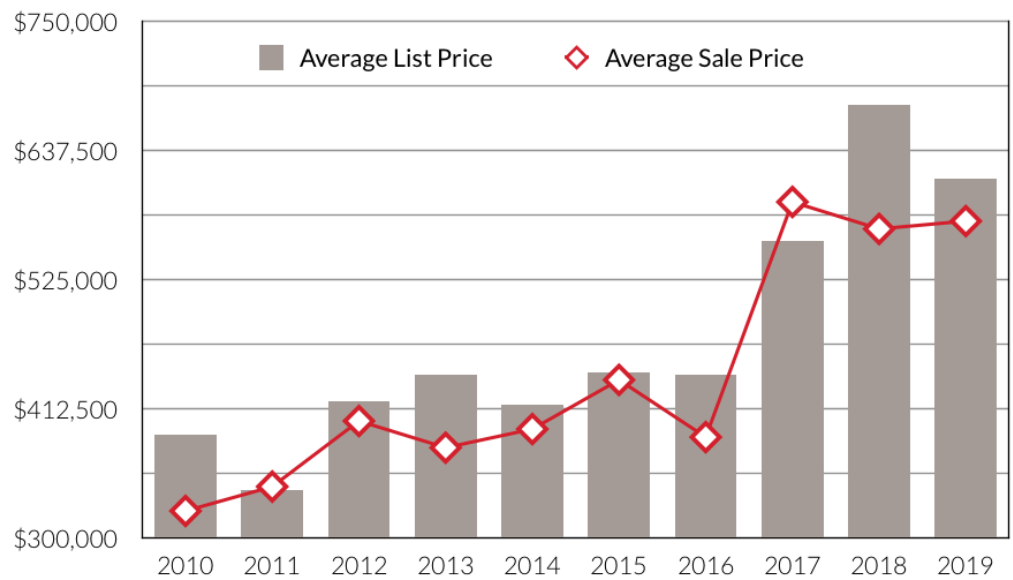
Year-Over-Year	2017	2018	2019	2018 -2019
Year-To-Date (YTD) Volume Sales	\$29,046,700	\$22,213,300	\$18,336,150	-17.45%
YTD Unit Sales	54	45	37	-17.78%
YTD New Listings	76	71	91	+28.17%
YTD Sales/Listings Ratio	71.05%	63.38%	40.66%	-22.72%
YTD Expired Listings	5	14	6	-57.14%
February Volume Sales	\$21,366,300	\$13,224,100	\$8,724,400	-34.03%
February Unit Sales	36	25	18	-28%
February New Listings	46	33	52	+57.58%
February Sales/Listings Ratio	78.26%	75.76%	34.62%	-41.14%
February Expired Listings	1	5	2	-60%
YTD Sales: Under \$0-\$199K	0	1	0	-100%
YTD Sales: Under \$200K-\$349K	8	6	5	-16.67%
YTD Sales: Under \$350K-\$549K	38	27	22	-18.52%
YTD Sales: Under \$550K-\$749K	4	7	6	-14.29%
YTD Sales: Under \$750K-\$999K	2	2	4	+100%
YTD Sales: \$1M+	2	2	0	-100%
YTD Average Days-On-Market	31.5	30.5	46	+15.5
YTD Average Sale Price	\$510,098	\$489,212	\$495,285	+1.24%
YTD Median Sale Price	\$420,000	\$449,250	\$481,250	+7.02%

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

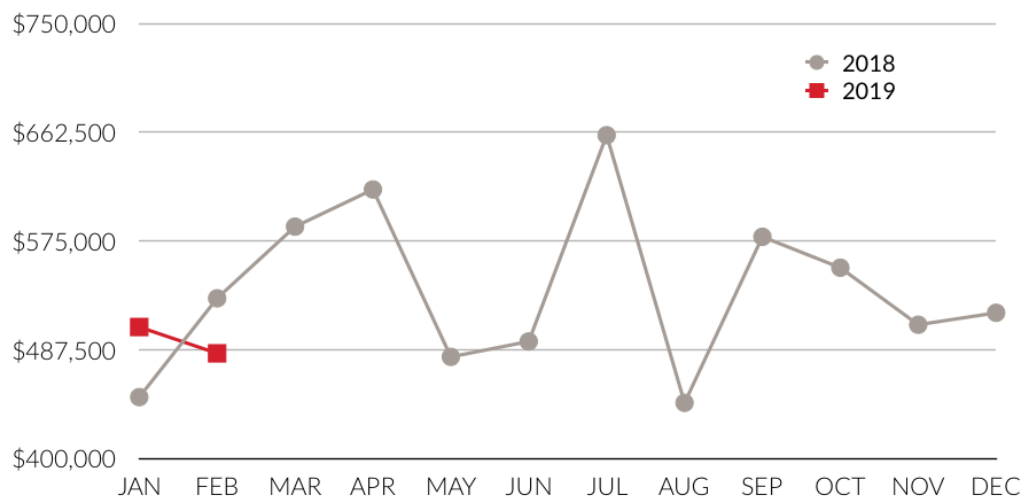
AVERAGE SALE PRICE

CENTRE WELLINGTON

YEAR OVER YEAR



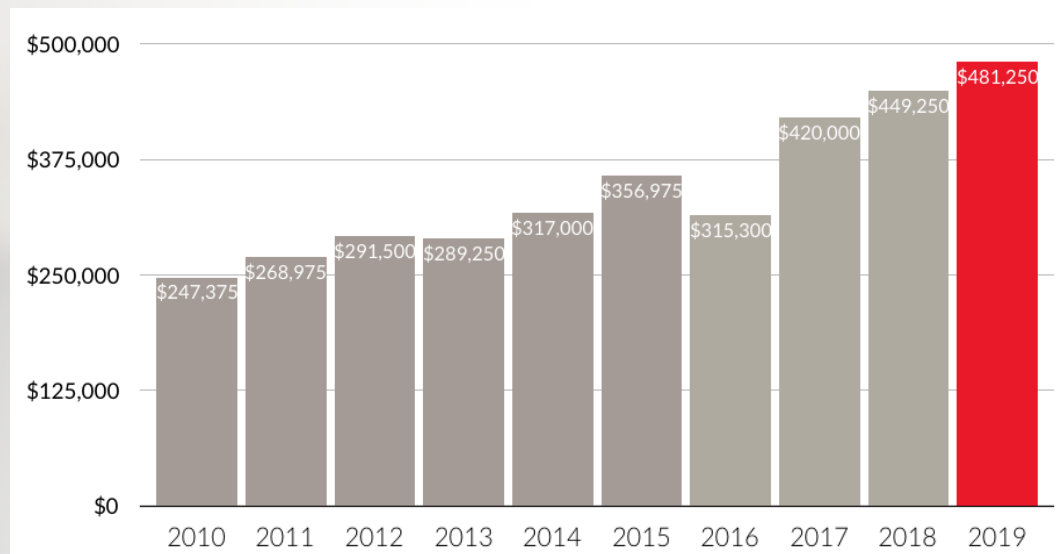
MONTH OVER MONTH 2018 VS. 2019



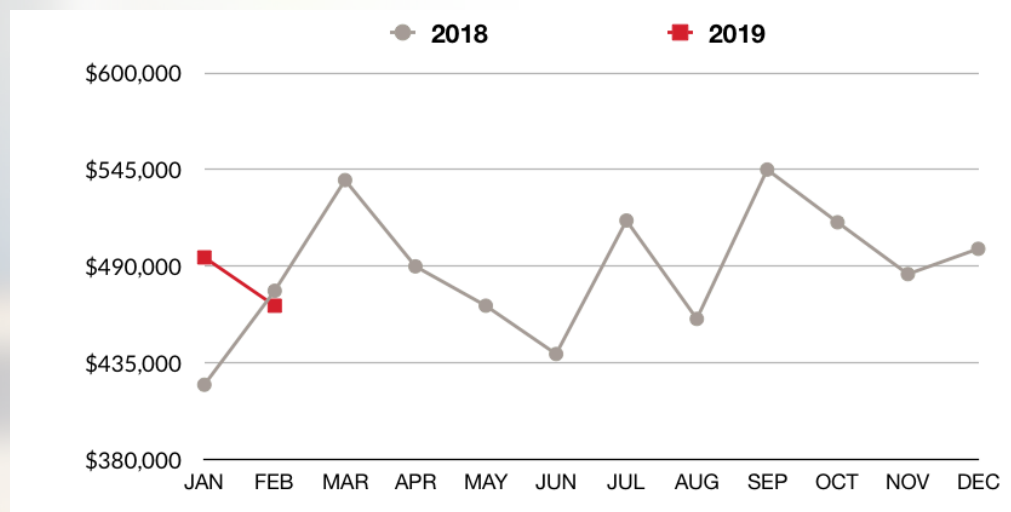
MEDIAN SALE PRICE

CENTRE WELLINGTON

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

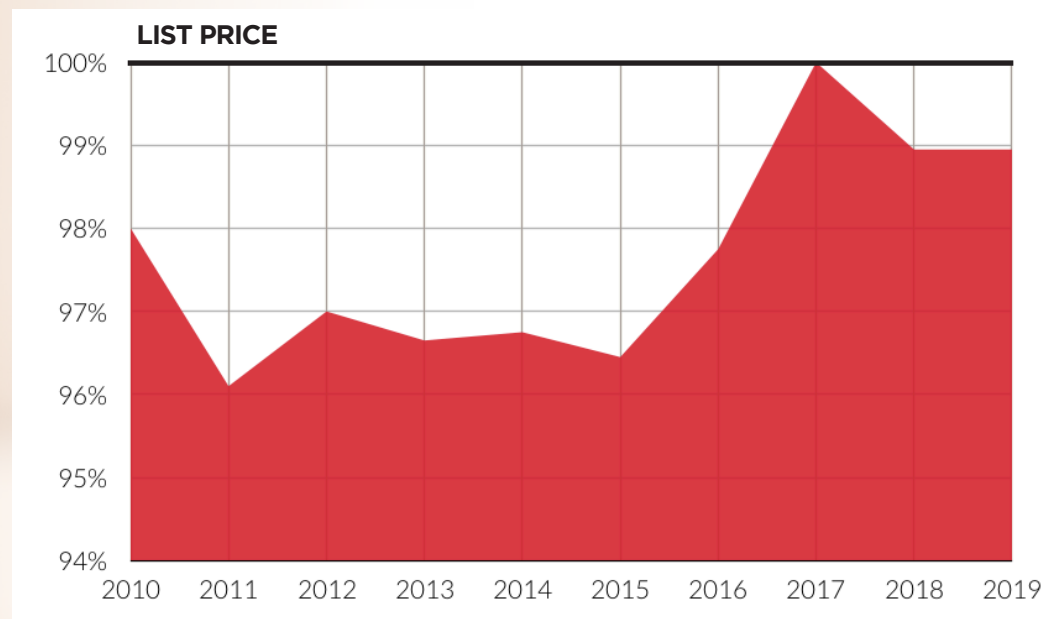


* Median sale price is based on residential sales (including freehold and condominiums).

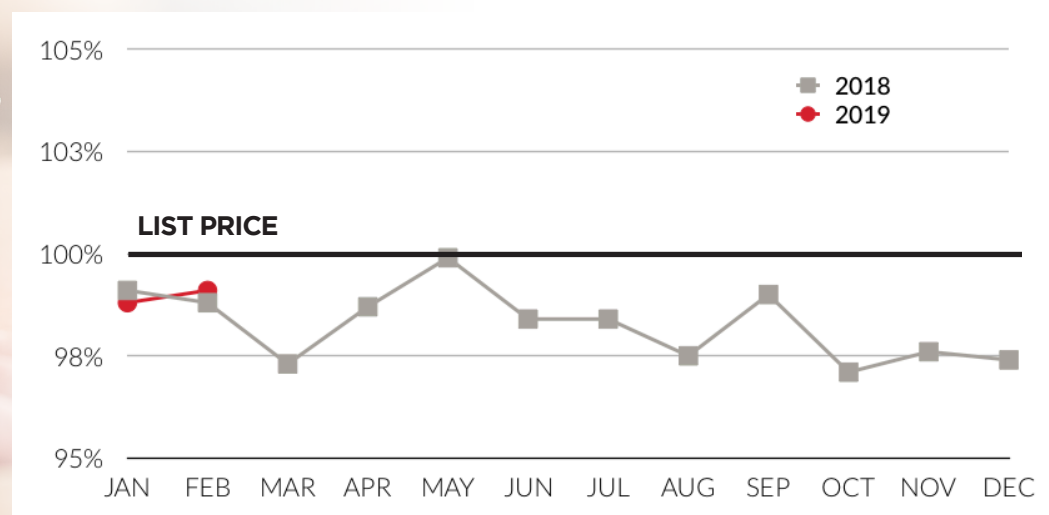
SALE PRICE vs. LIST PRICE RATIO

CENTRE WELLINGTON

YEAR OVER YEAR



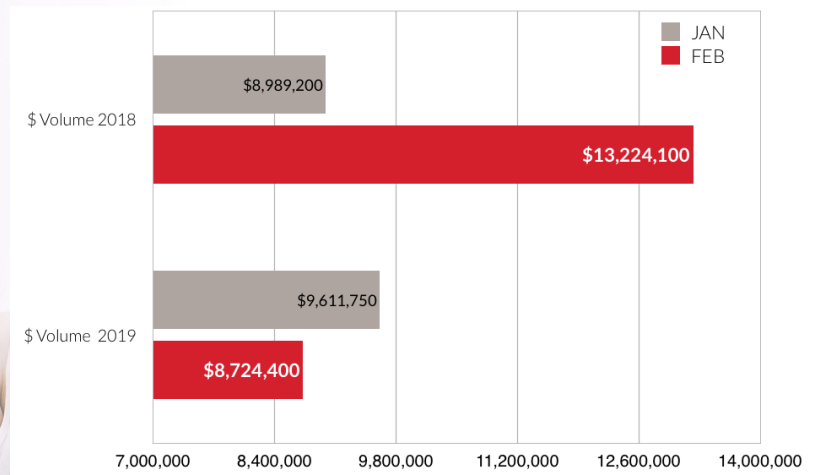
MONTH OVER MONTH 2018 VS. 2019



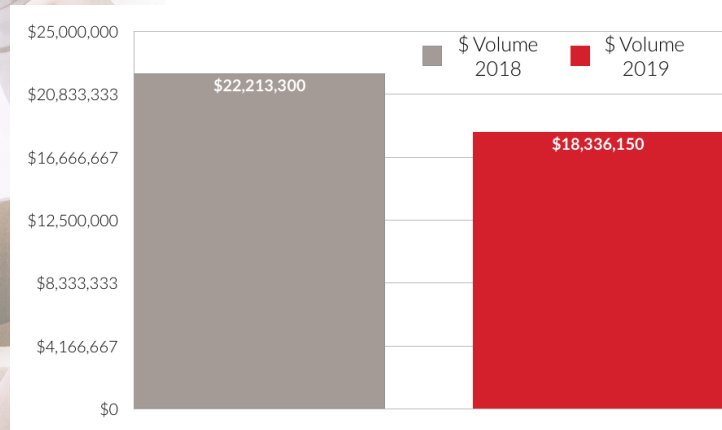
\$ VOLUME SALES

CENTRE WELLINGTON

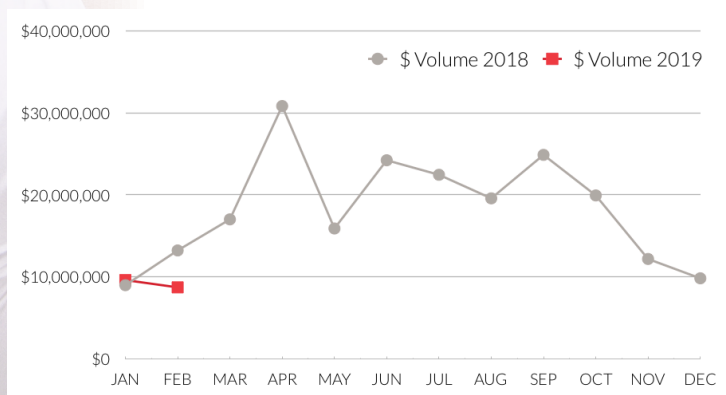
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



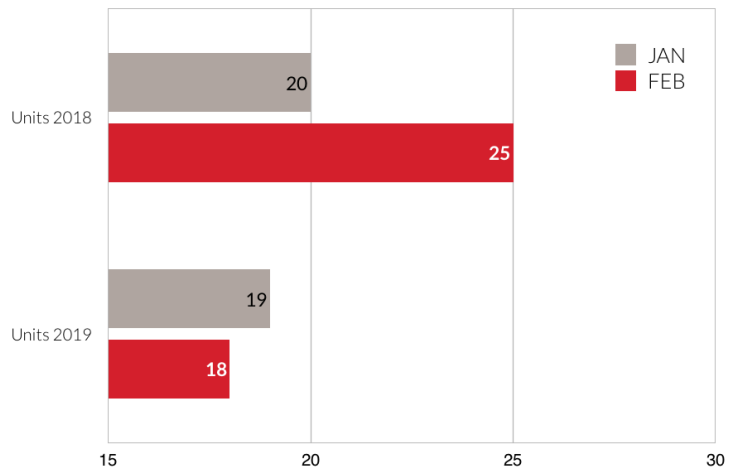
Month vs. Month 2018 vs. 2019



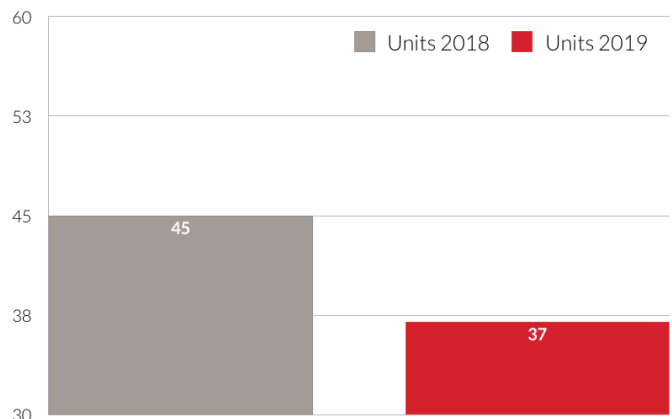
UNIT SALES

CENTRE WELLINGTON

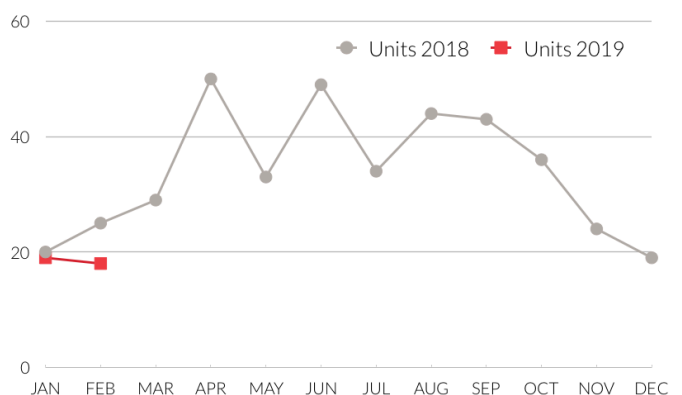
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

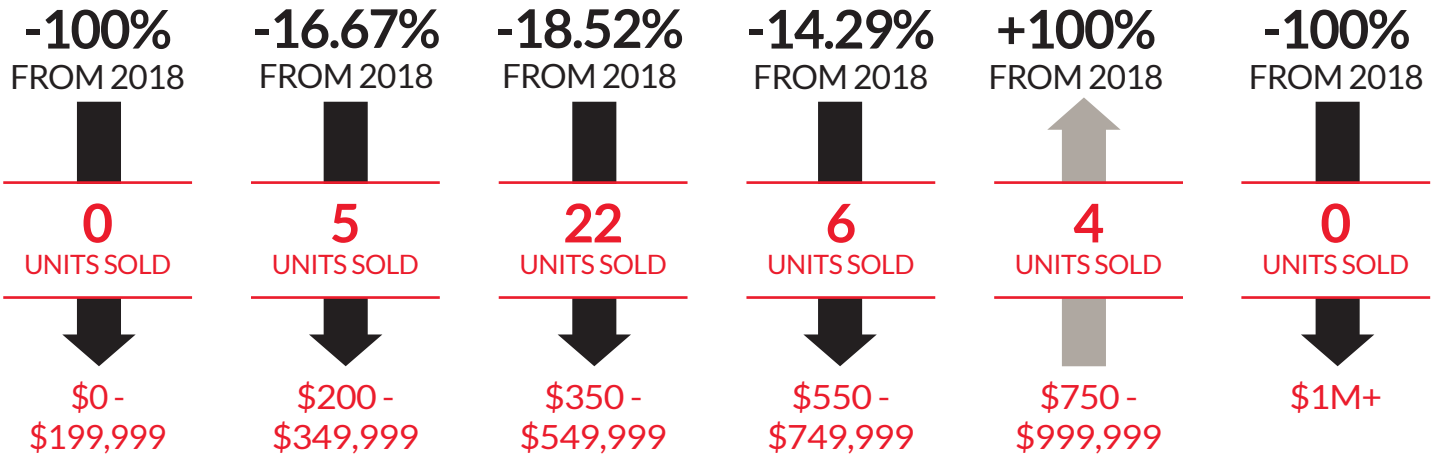


Month vs. Month 2018 vs. 2019



SALES BY PRICE BRACKET

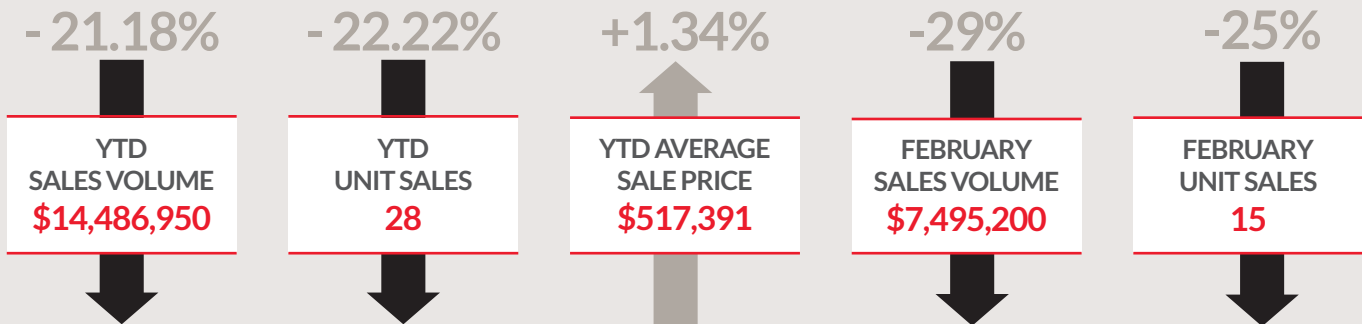
CENTRE WELLINGTON - YEAR TO DATE



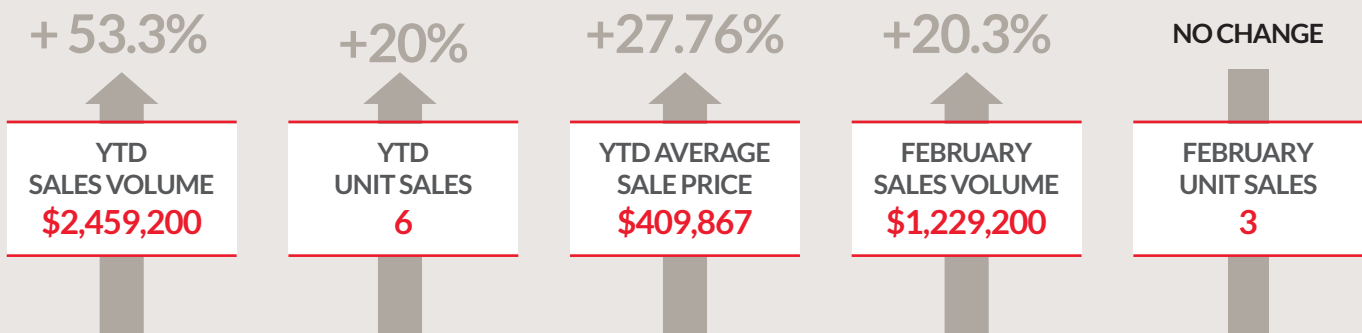
SALES BY TYPE

CENTRE WELLINGTON - YEAR TO DATE

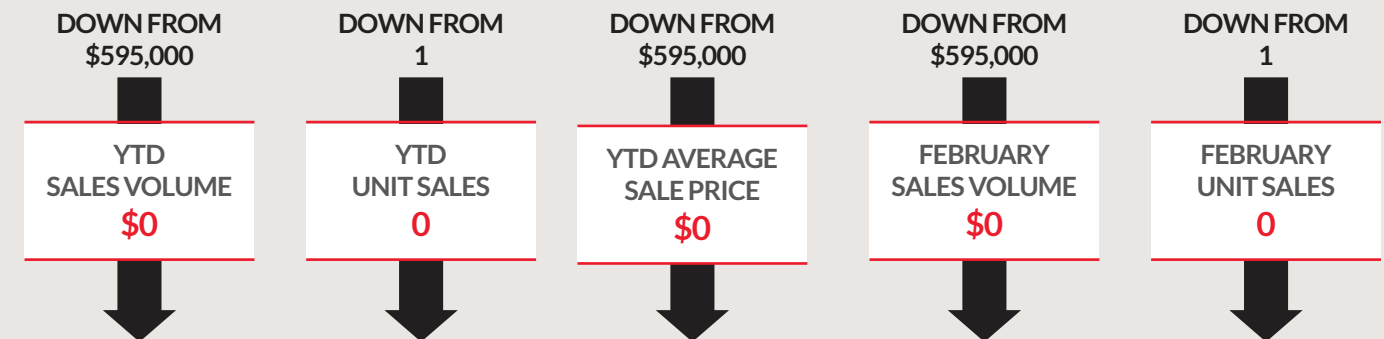
FREEHOLD HOME SALES



CONDOMINIUM HOME SALES



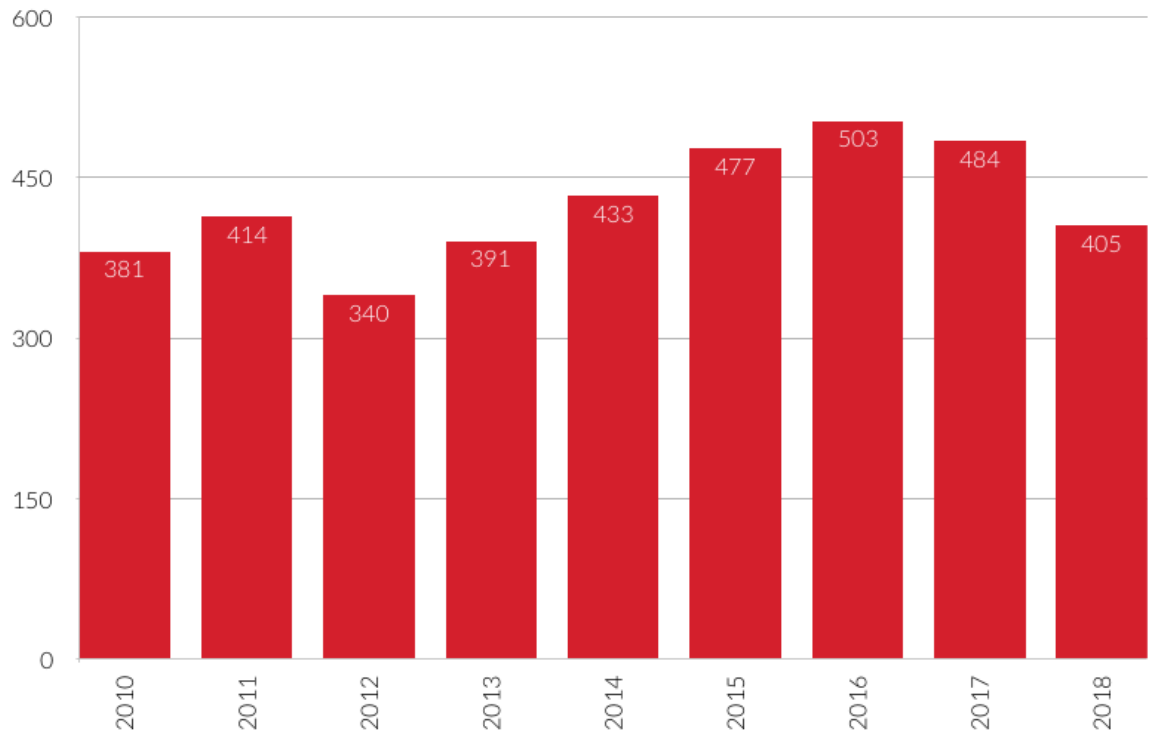
VACANT LAND SALES



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

10 YEAR MARKET ANALYSIS

CENTRE WELLINGTON- UNITS SOLD

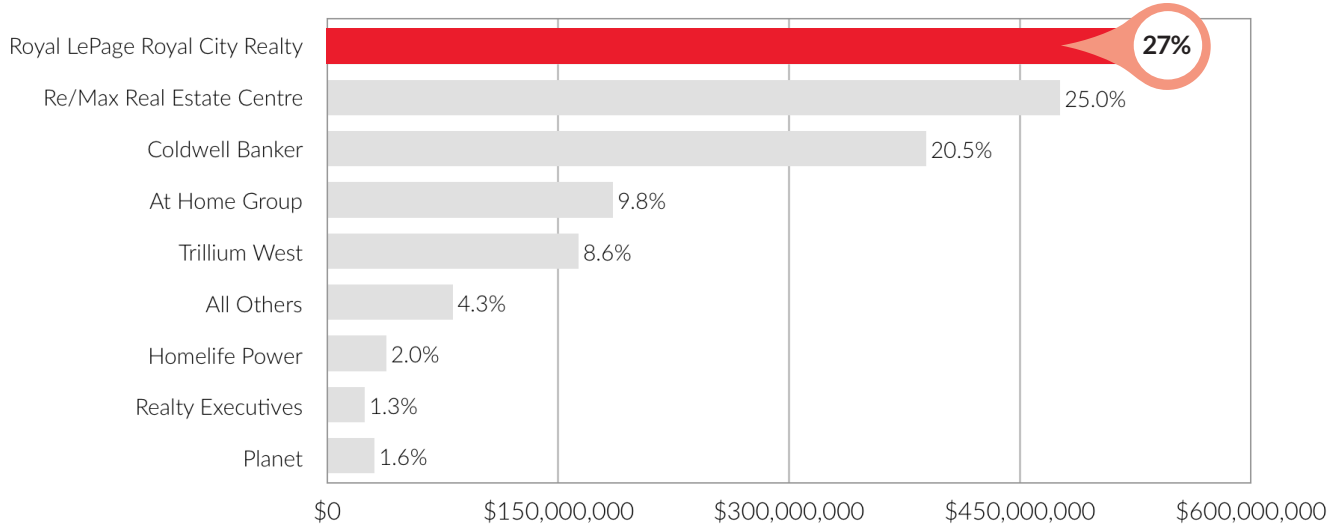


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

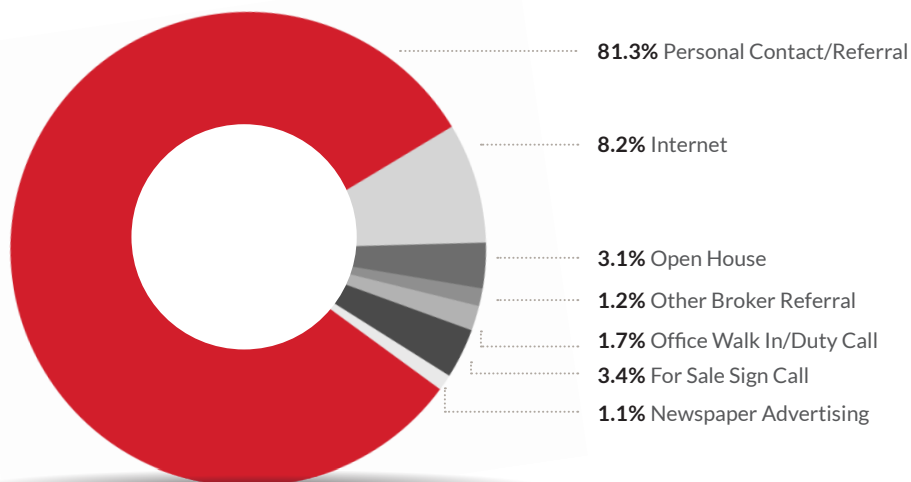
MARKET SHARE BY \$VOLUME

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

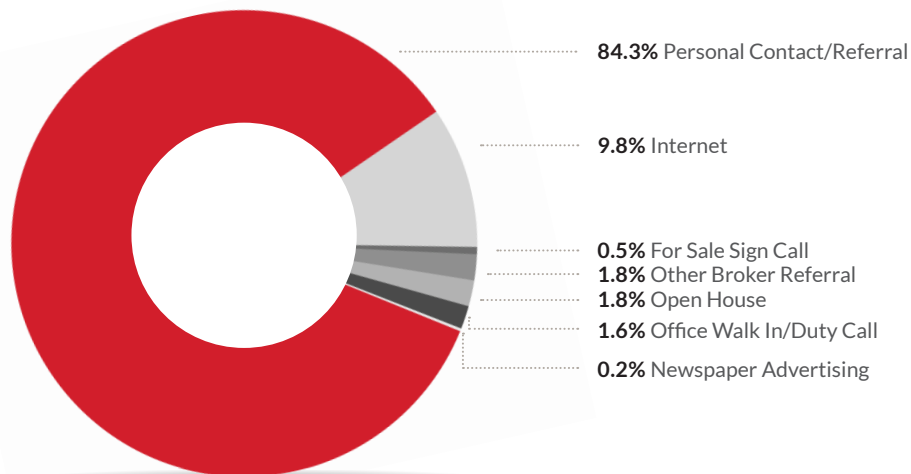


SOURCE OF BUSINESS

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