

# CENTRE WELLINGTON REAL ESTATE MARKET REPORT

## MARCH 2019

R-CITY | R-TEAM | R-NUMBERS





## CENTRE WELLINGTON OVERVIEW

# SELLER'S MARKET

ALTHOUGH SALE PRICES HAVE DECREASED, DEMAND IS DRIVING SALES IN CENTRE WELLINGTON AS WE HEAD INTO THE SPRING MARKET.



### YEAR-TO-DATE SALES VOLUME OF \$39,012,405

Down 0.54% from 2018's \$39,225,400. Unit Sales of 74 are equal to 2018's, with 146 new listings up 24.79%, and a 50.68% sales/listings ratio down -12.56%.



### MARCH SALES VOLUME OF \$20,676,255

Up 21.54% from 2018's \$17,012,100. Unit sales of 37 are up 27.59% from last March's 29, with 55 new listings up 19.57%, and a 67.27% sales/listings ratio up 4.23%.



### YEAR-TO-DATE AVERAGE SALE PRICE OF \$510,618

Down from \$521,682 one year ago. Median sale price \$495,000 up from \$476,000 one year ago. Average days-on-market up 10.34 days to 42.67 compared to last year.



## MARCH Numbers

MEDIAN SALE PRICE -0.35%

**\$537,100**

SALES VOLUME +21.54%

**\$20,676,255**

UNIT SALES +27.59%

**37**

NEW LISTINGS +19.57%

**55**

EXPIRED LISTINGS +50%

**12**

UNIT SALES/LISTINGS RATIO +4.23%

**67.27%**

\* Year over year comparison  
(March 2018 to March 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 - March 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

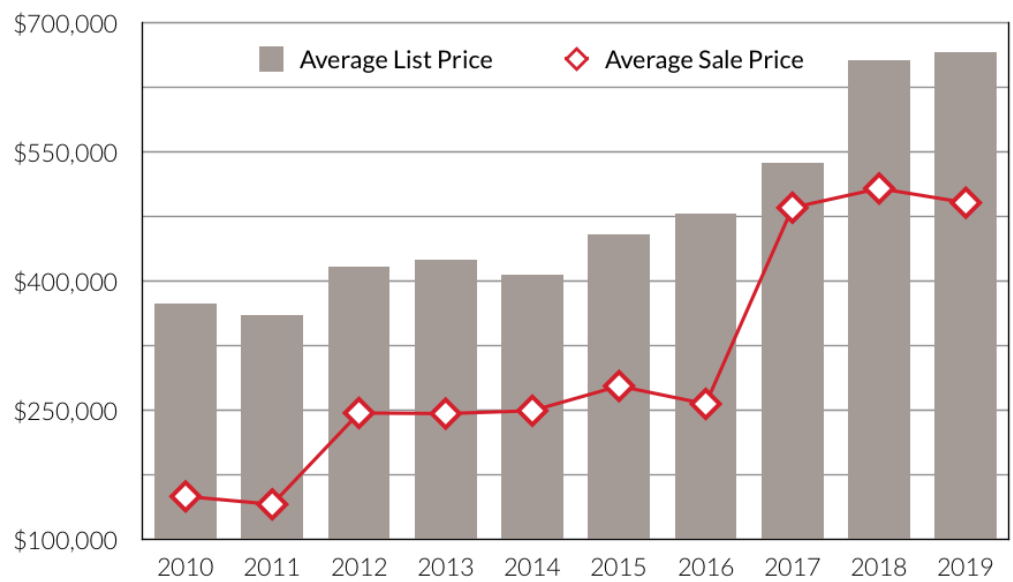
Year-Over-Year	2017	2018	2019	2018 -2019
Year-To-Date (YTD) Volume Sales	\$54,555,890	\$39,225,400	\$39,012,405	-0.54%
YTD Unit Sales	105	74	74	No Change
YTD New Listings	151	117	146	+24.79%
YTD Sales/Listings Ratio	69.54%	63.25%	50.68%	-12.56%
YTD Expired Listings	7	22	18	-18.18%
March Volume Sales	\$25,509,190	\$17,012,100	\$20,676,255	+21.54%
March Unit Sales	51	29	37	+27.59%
March New Listings	75	46	55	+19.57%
March Sales/Listings Ratio	68.00%	63.04%	67.27%	+4.23%
March Expired Listings	2	8	12	+50%
YTD Sales: Under \$0-\$199K	0	2	2	No Change
YTD Sales: Under \$200K-\$349K	16	7	7	No Change
YTD Sales: Under \$350K-\$549K	67	40	37	-7.5%
YTD Sales: Under \$550K-\$749K	13	15	18	+20%
YTD Sales: Under \$750K-\$999K	4	8	7	-12.5%
YTD Sales: \$1M+	5	2	3	+50%
YTD Average Days-On-Market	27.67	32.33	42.67	+31.96%
YTD Average Sale Price	\$506,792.33	\$521,682.67	\$510,618.67	-2.12%
YTD Median Sale Price	\$420,000	\$476,000	\$495,000	+3.99%

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

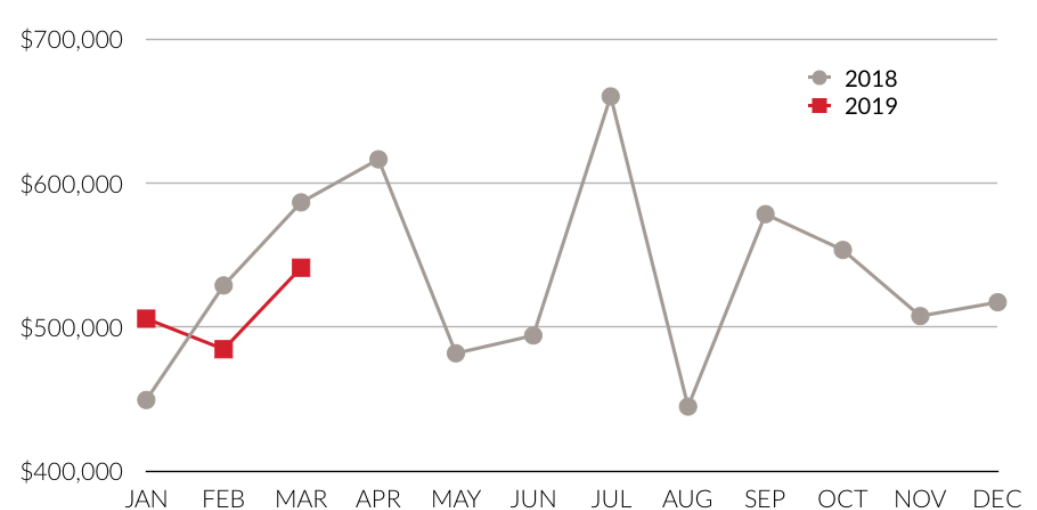
# AVERAGE SALE PRICE

## CENTRE WELLINGTON

### YEAR OVER YEAR



### MONTH OVER MONTH 2018 VS. 2019

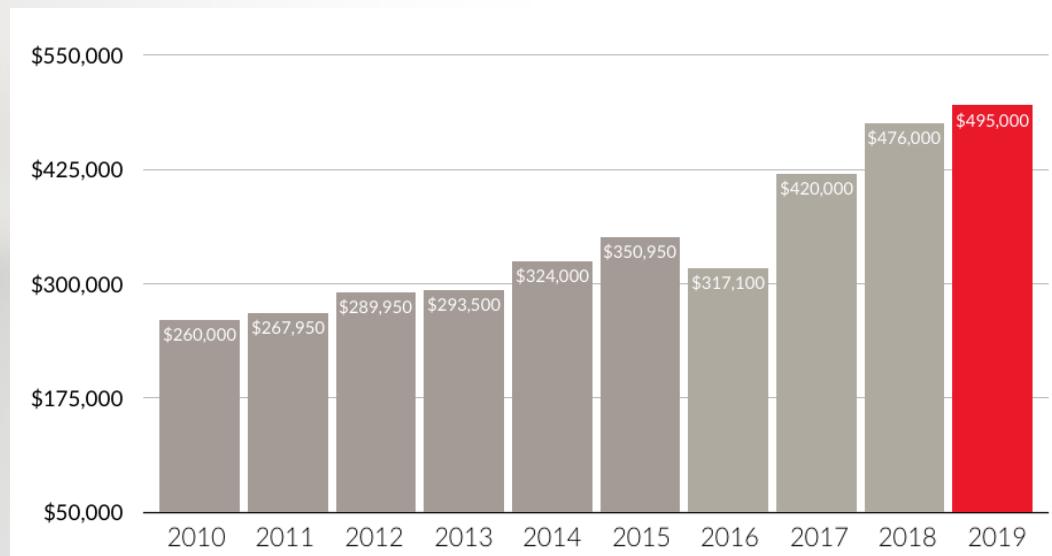




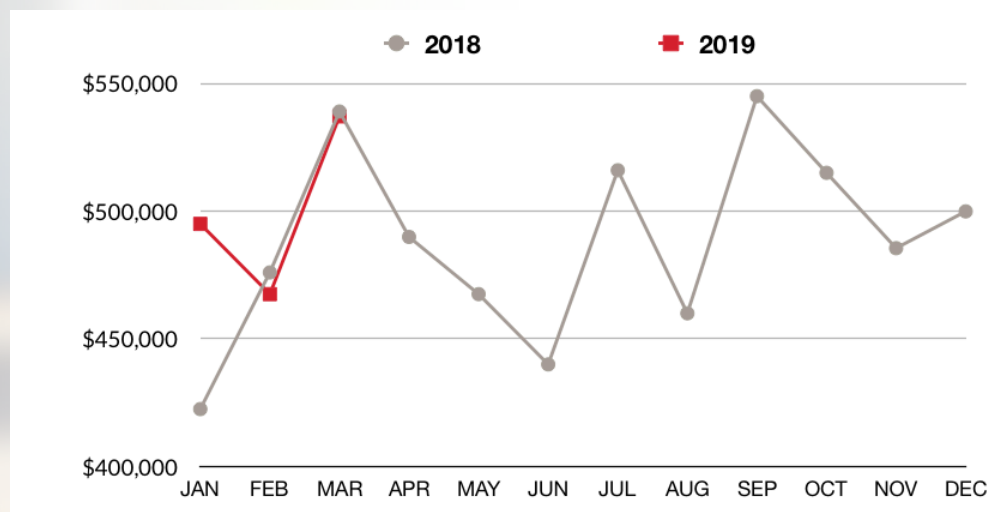
# MEDIAN SALE PRICE

## CENTRE WELLINGTON

### YEAR OVER YEAR



### MONTH OVER MONTH 2018 VS. 2019

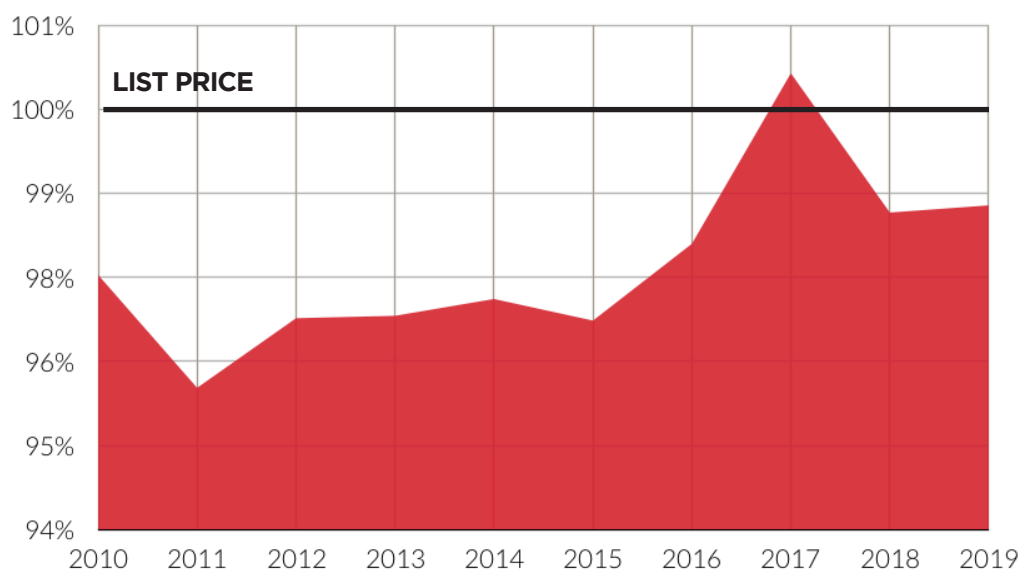


\* Median sale price is based on residential sales (including freehold and condominiums).

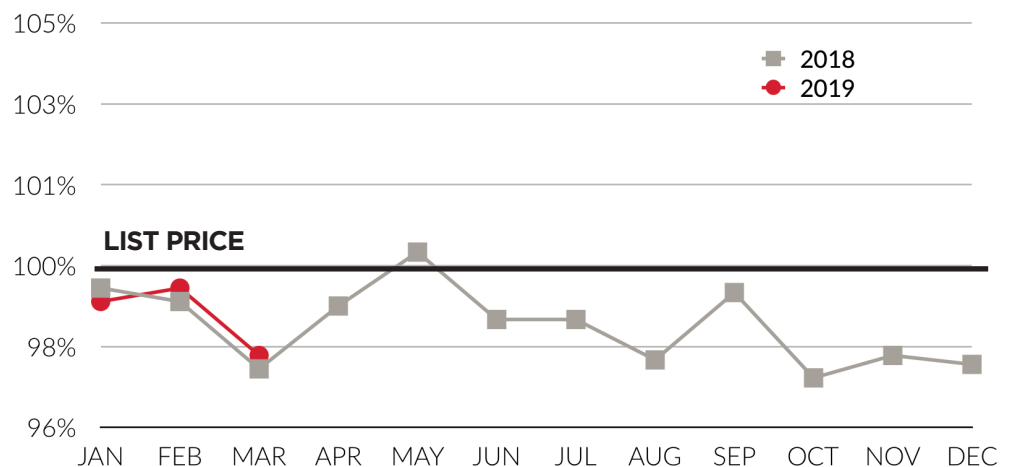
# SALE PRICE vs. LIST PRICE RATIO

## CENTRE WELLINGTON

### YEAR OVER YEAR



### MONTH OVER MONTH 2018 VS. 2019

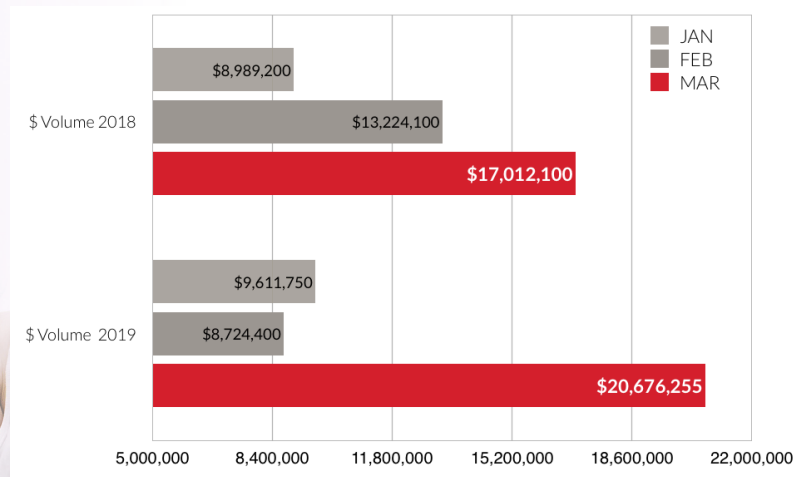




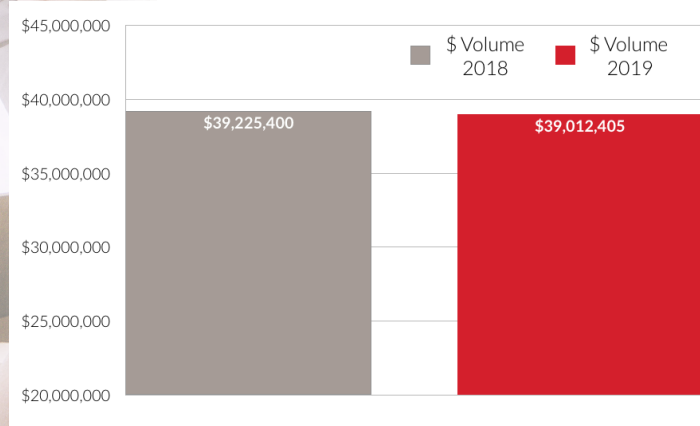
# \$ VOLUME SALES

## CENTRE WELLINGTON

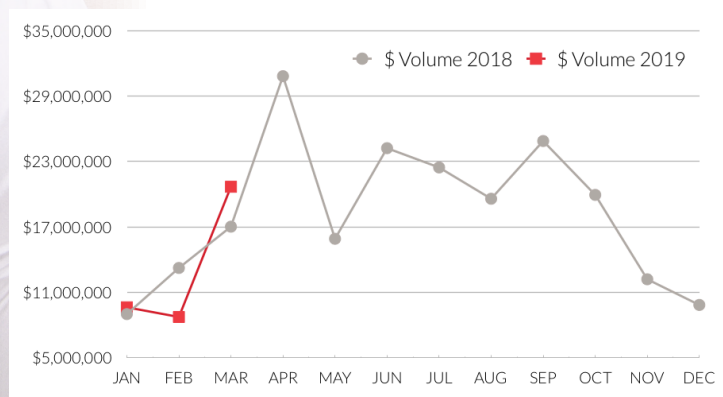
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



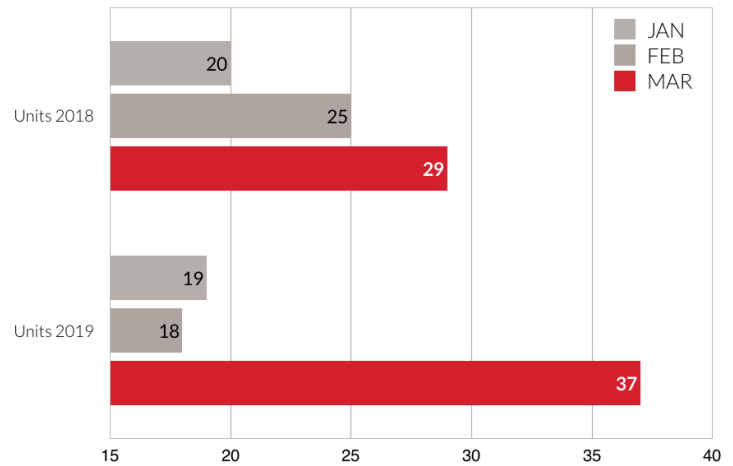
Month vs. Month 2018 vs. 2019



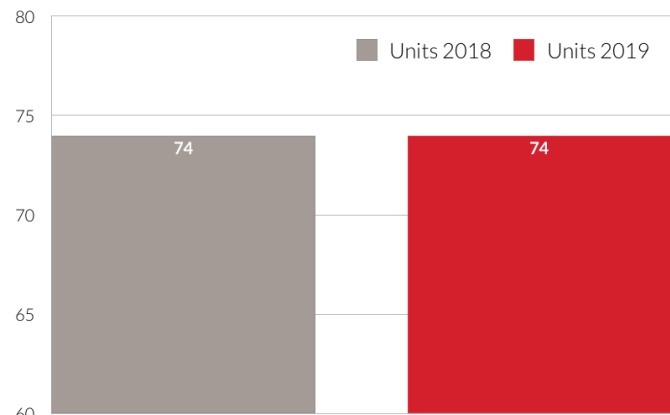
# UNIT SALES

## CENTRE WELLINGTON

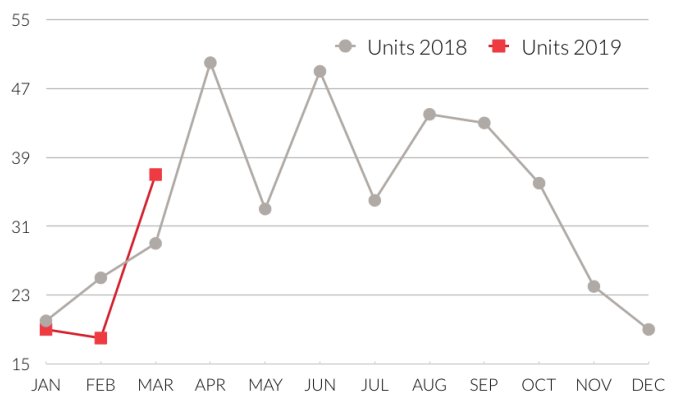
### Monthly Comparison 2018 vs. 2019



### Yearly Totals 2018 vs. 2019



### Month vs. Month 2018 vs. 2019





# SALES BY PRICE BRACKET

## CENTRE WELLINGTON - YEAR TO DATE

NO CHANGE  
FROM 2018



**2**

UNITS SOLD



\$0 -  
\$199,999

NO CHANGE  
FROM 2018



**7**

UNITS SOLD



\$200 -  
\$349,999

-7.5%  
FROM 2018



**37**

UNITS SOLD



\$350 -  
\$549,999

+20%  
FROM 2018



**18**

UNITS SOLD



\$550 -  
\$749,999

-12.5%  
FROM 2018



**7**

UNITS SOLD



\$750 -  
\$999,999

+50%  
FROM 2018



**3**

UNITS SOLD



\$1M+



# SALES BY TYPE

## CENTRE WELLINGTON - YEAR TO DATE

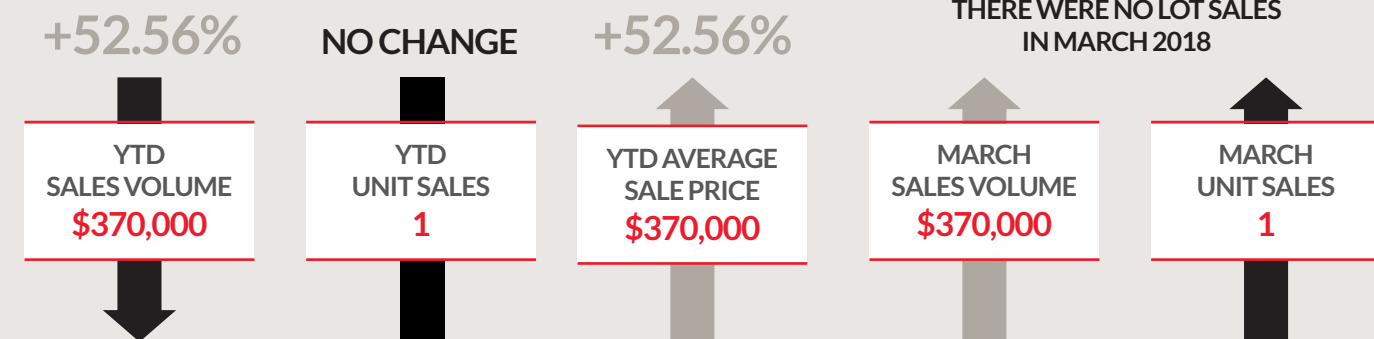
### FREEHOLD HOME SALES



### CONDOMINIUM HOME SALES



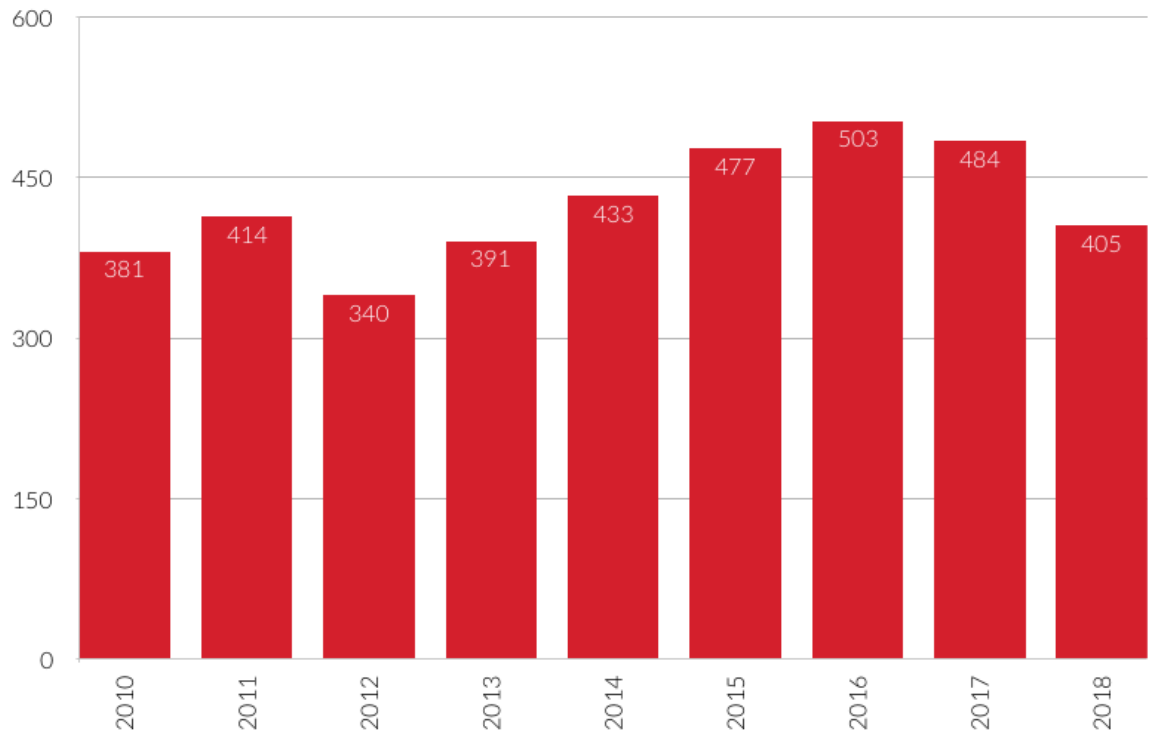
### VACANT LAND SALES





# 10 YEAR MARKET ANALYSIS

## CENTRE WELLINGTON- UNITS SOLD

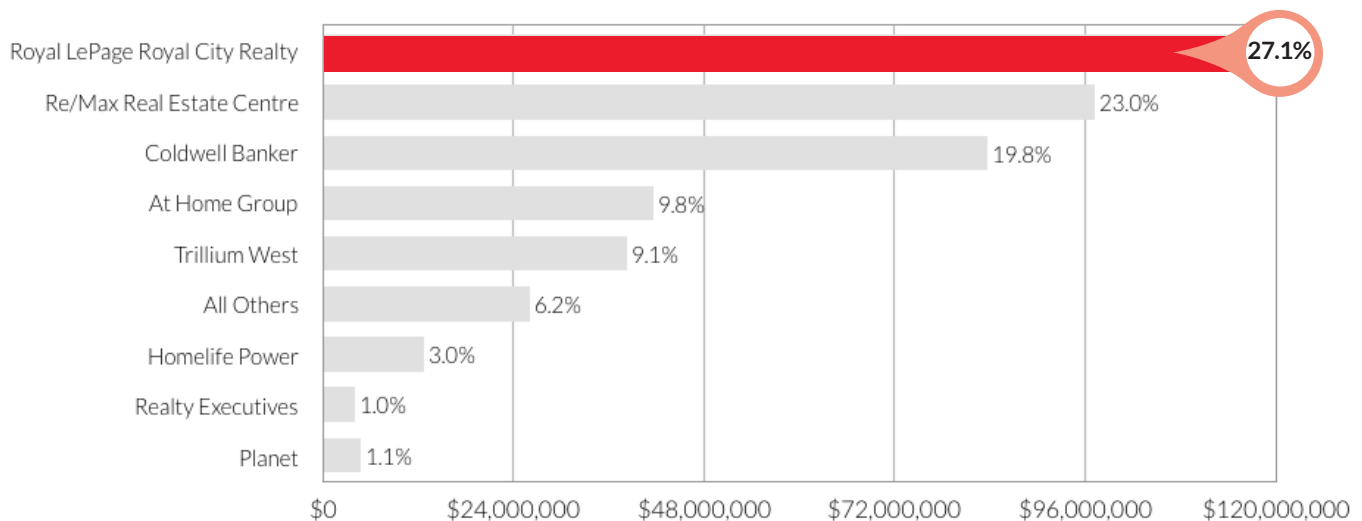


# MARKET DOMINANCE

## WELLINGTON COUNTY'S #1 BROKERAGE!

### MARKET SHARE BY \$VOLUME

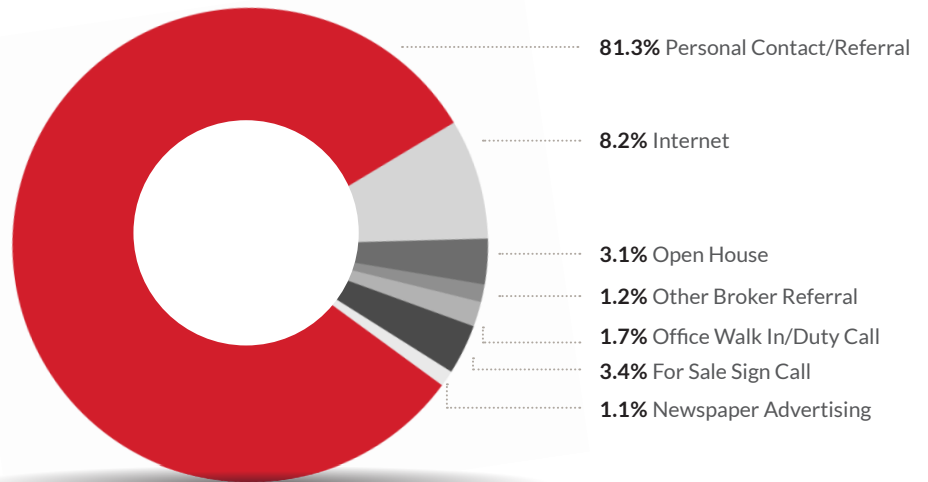
Listing Selling Ends Combined for GUELPH BASED COMPANIES  
January - March 2019



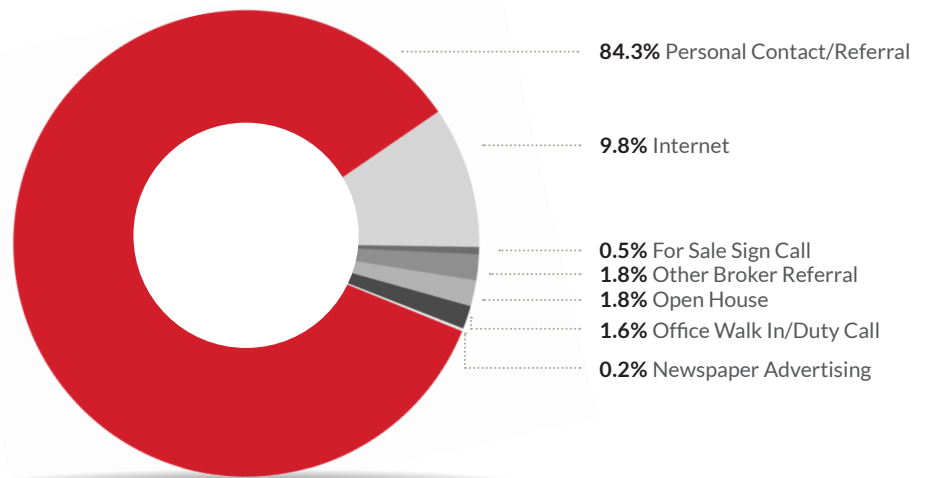


# SOURCE OF BUSINESS

## 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