

WELLINGTON COUNTY REAL ESTATE MARKET REPORT

MARCH 2019

R-CITY | R-TEAM | R-NUMBERS



WELLINGTON COUNTY OVERVIEW

BALANCED MARKET

THE WELLINGTON COUNTY REAL ESTATE MARKET REMAINS HEALTHY AS WE ENTER THE SPRING MARKET, WITH UNIT SALES AND INVENTORY CONTINUING TO INCREASE, WHILE UNEMPLOYMENT IS LOW.



YEAR-TO-DATE SALES VOLUME OF \$374,988,728

Up 10.09% from 2018's \$340,620,607. Unit sales of 669 are up 5.02% from 2018's 637, with 1,188 new listings up 10.92%, and a 56.31% sales/listings ratio down 3.16%.



MARCH SALES VOLUME OF \$158,939,326

Up 4.53% from 2018's \$152,050,283. Unit sales of 281 are up 6.04% from last March's 265, with 458 new listings up 13.93%, and a 61.35% sales/listing ratio down 4.57%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$557,953

Up from from \$528,969 one year ago. Median sale price of \$500,000 up from \$467,500 one year ago. Average days-on-market up 6 days to 37 compared to last year.



MARCH Numbers

MEDIAN SALE PRICE +2.04%

\$500,000

SALES VOLUME +4.53%

\$158,939,326

UNIT SALES +6.04%

281

NEW LISTINGS +13.93%

458

EXPIRED LISTINGS +72%

43

UNIT SALES/LISTINGS RATIO -4.57%

61.35%

* 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



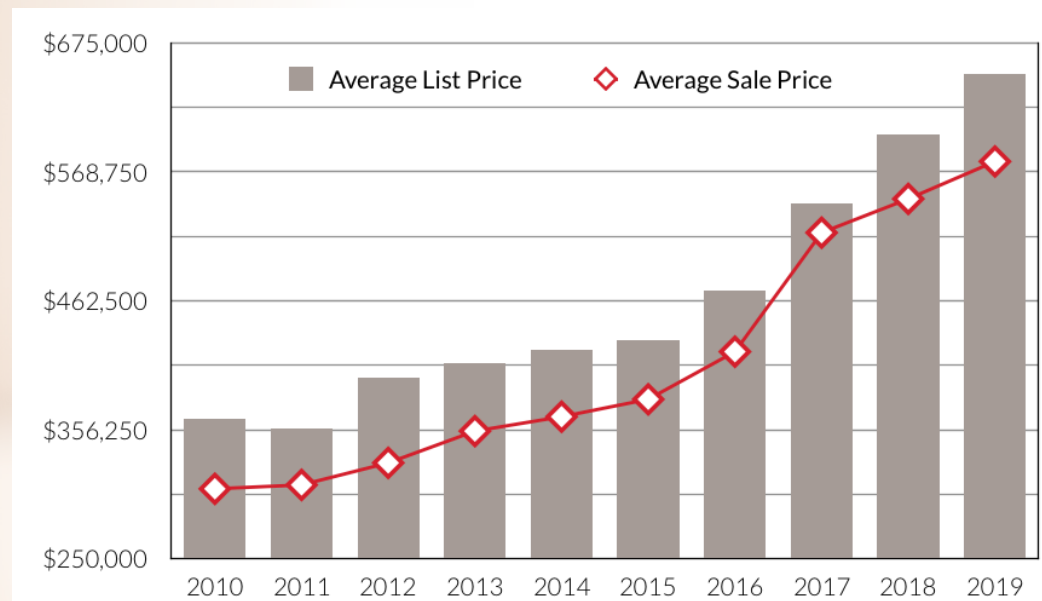
Table 1:
Wellington County MLS Sales and Listing Summary
2017 vs. 2018 vs. 2019

Year-Over-Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Volume Sales	\$459,779,516	\$340,620,607	\$374,988,728	+10.09%
YTD Unit Sales	898	637	669	+5.02%
YTD New Listings	1,166	1,071	1,188	+10.92%
YTD Sales/Listings Ratio	77.02%	59.48%	56.31%	-3.16%
YTD Expired Listings	62	91	125	+37.36%
March Volume Sales	\$210,365,671	\$152,050,283	\$158,939,326	+4.53%
March Unit Sales	378	265	281	+6.04%
March New Listings	467	402	458	+13.93%
March Sales/Listings Ratio	80.94%	65.92%	61.35%	-4.57%
March Expired Listings	12	25	43	+72%
YTD Sales: Under \$0-\$199K	35	2	10	+400%
YTD Sales: Under \$200K-\$349K	156	103	83	-19.42%
YTD Sales: Under \$350K-\$549K	420	326	308	-5.52%
YTD Sales: Under \$550K-\$749K	170	122	163	+33.61%
YTD Sales: Under \$750K-\$999K	81	44	63	+43.18%
YTD Sales: \$1M+	36	30	37	+23.33%
YTD Average Days-On-Market	22.67	31	37	+6
YTD Average Sale Price	\$502,764	\$528,969.67	\$557,953.33	+5.48%
YTD Median Sale Price	\$447,000	\$467,500	\$500,000	+6.95%

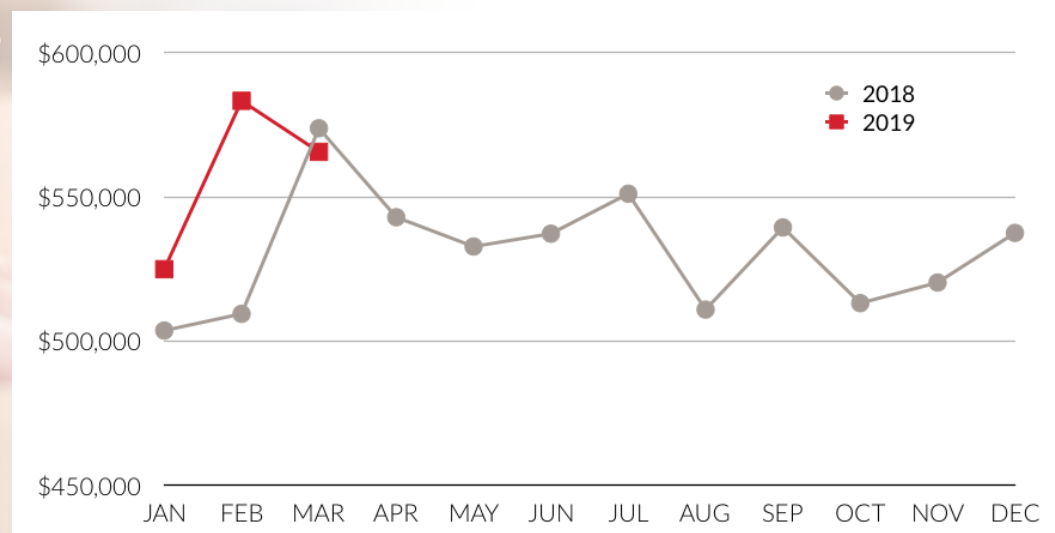
AVERAGE SALE PRICE

WELLINGTON COUNTY

YEAR OVER YEAR



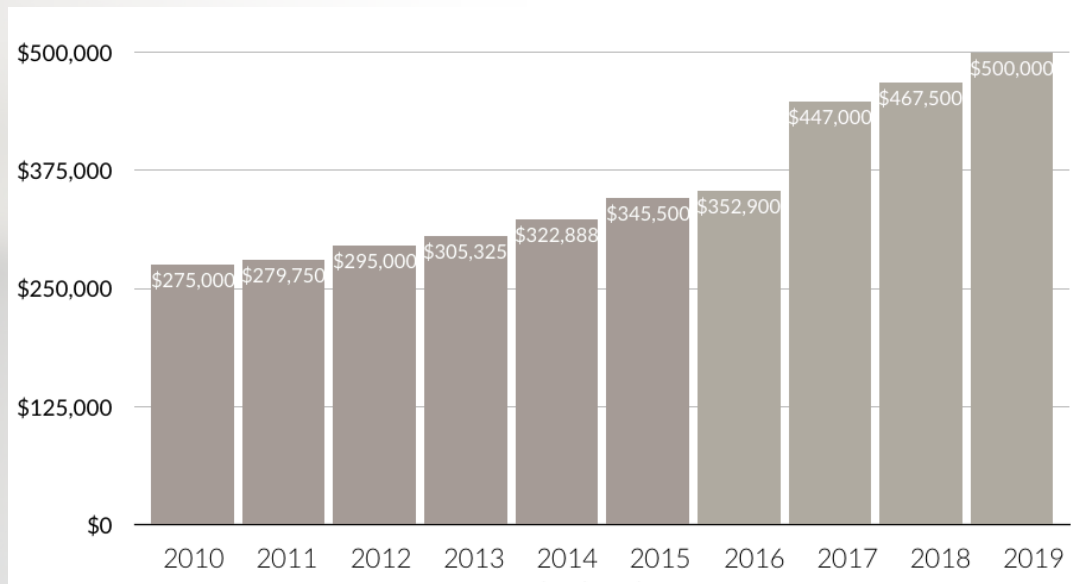
MONTH OVER MONTH 2018 VS. 2019



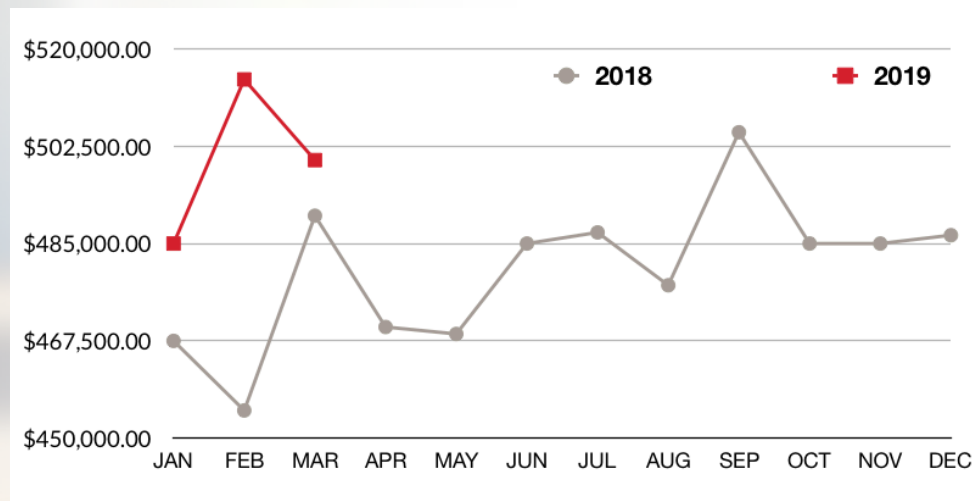
MEDIAN SALE PRICE

WELLINGTON COUNTY

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

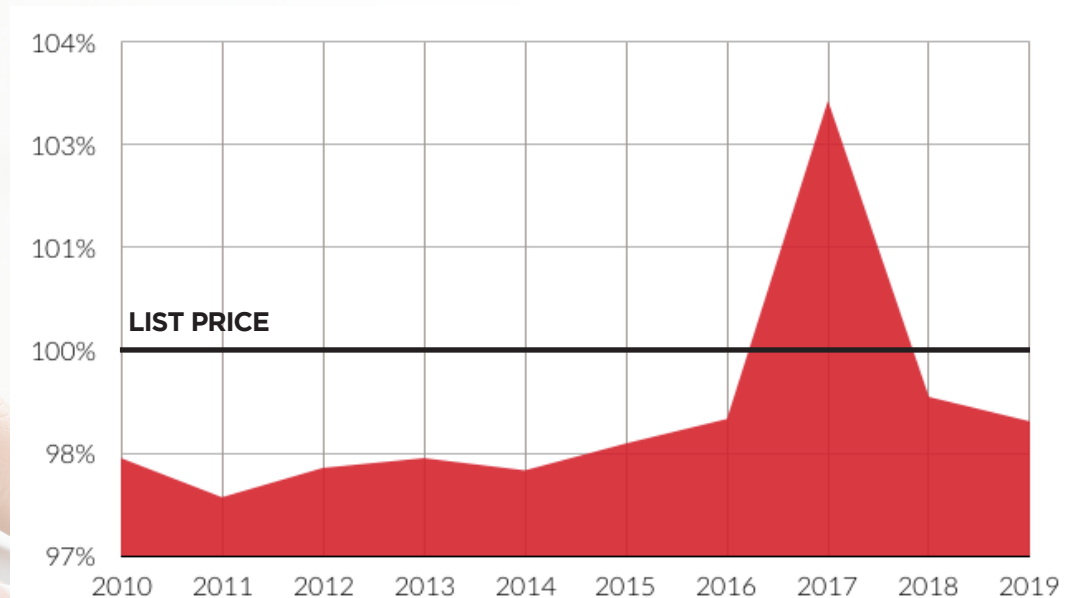


* Median sale price is based on residential sales (including freehold and condominiums).

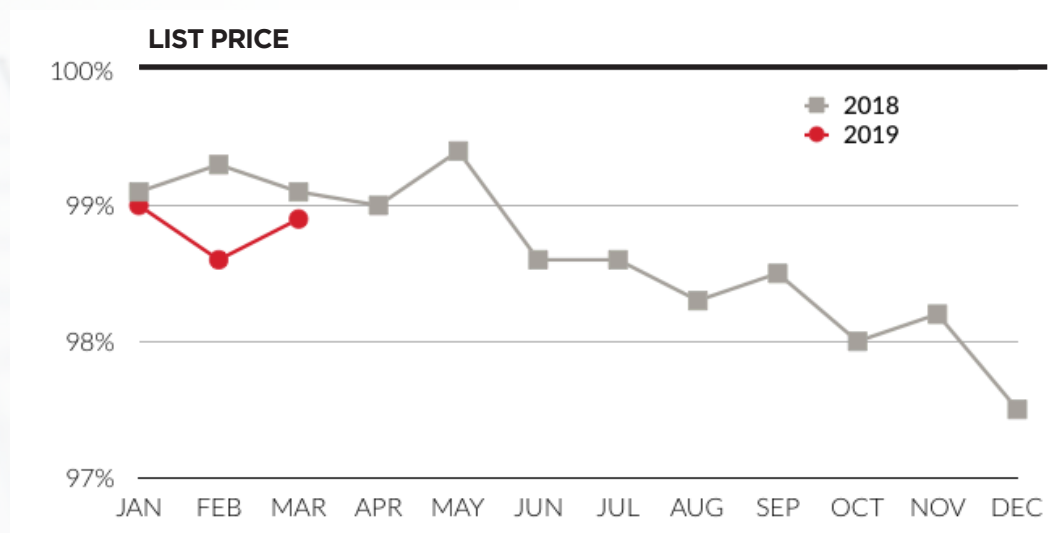
SALE PRICE vs. LIST PRICE RATIO

WELLINGTON COUNTY

YEAR OVER YEAR



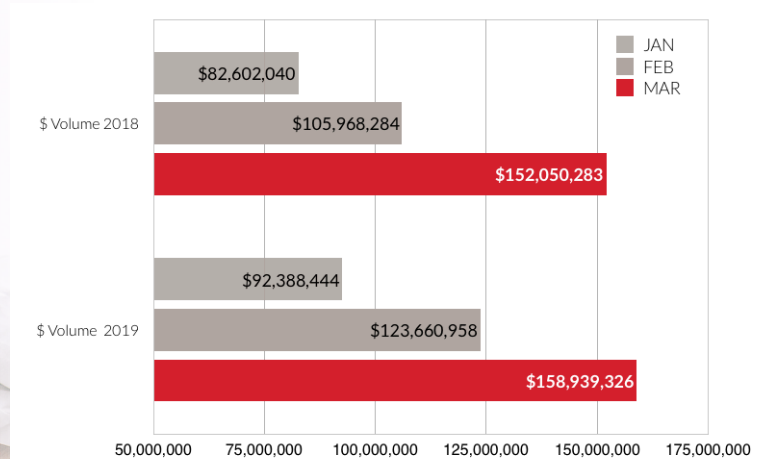
MONTH OVER MONTH 2018 VS. 2019



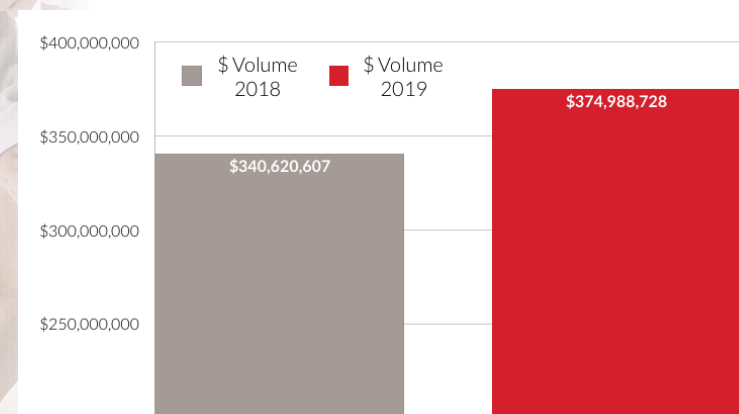
\$ VOLUME SALES

WELLINGTON COUNTY

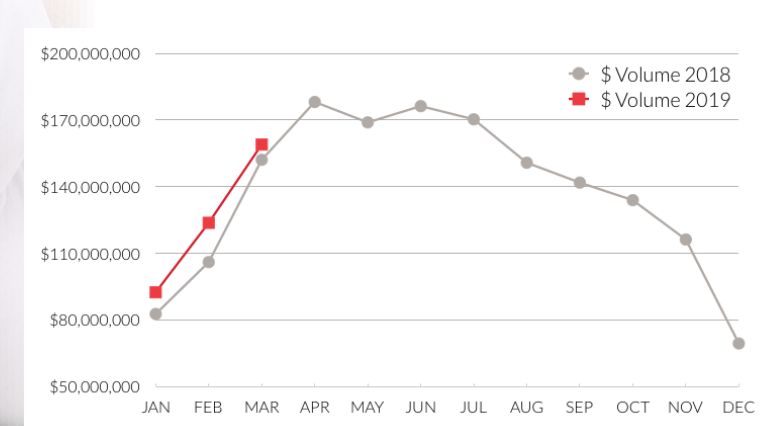
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



Month vs. Month 2018 vs. 2019

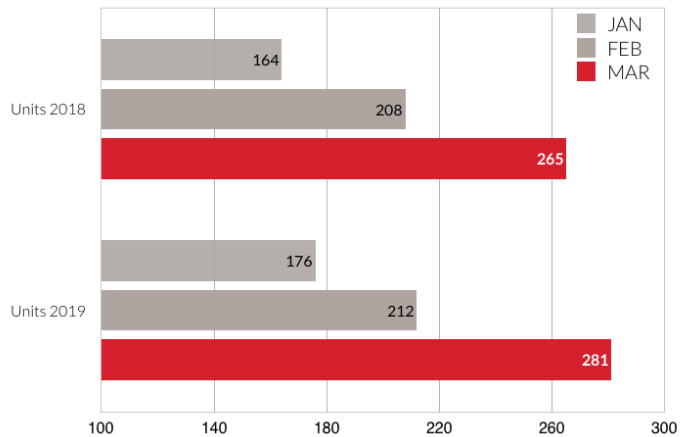




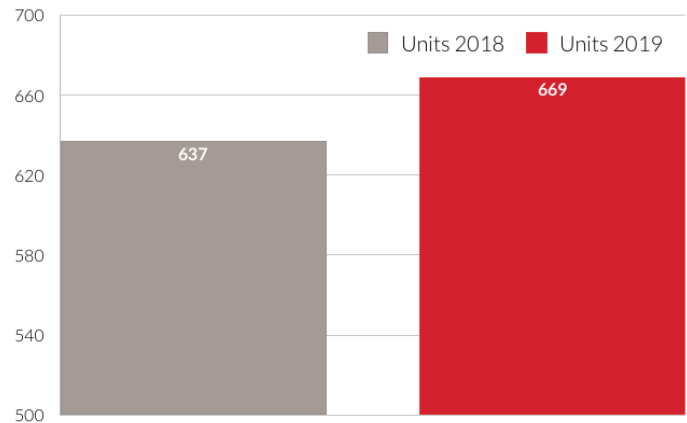
UNIT SALES

WELLINGTON COUNTY

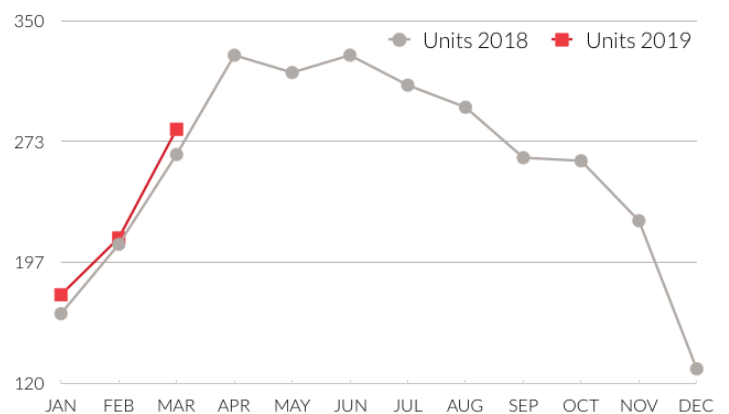
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

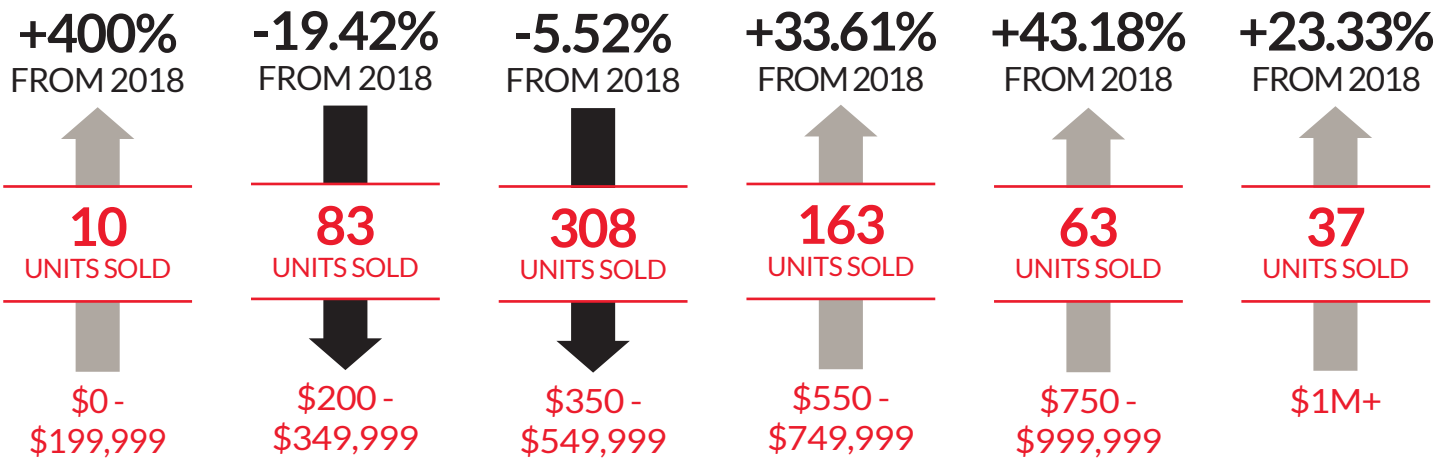


Month vs. Month 2018 vs. 2019



SALES BY PRICE BRACKET

WELLINGTON COUNTY - YEAR TO DATE



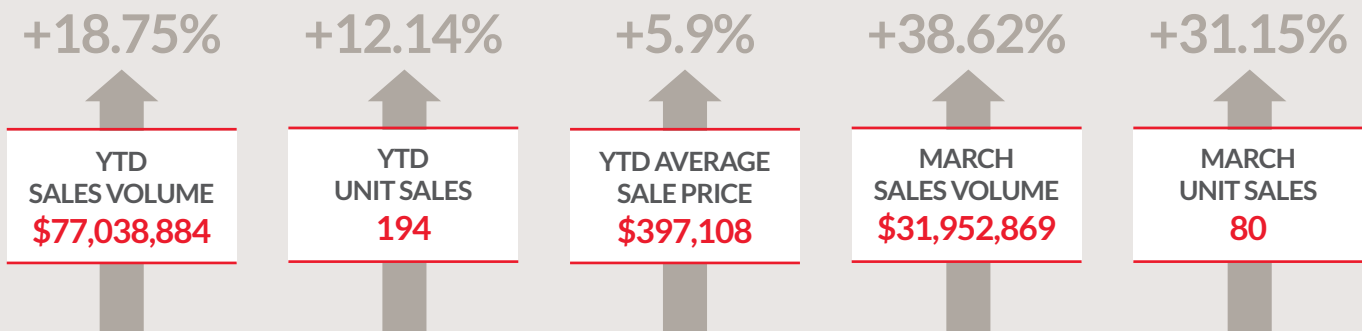
SALES BY TYPE

WELLINGTON COUNTY - YEAR TO DATE

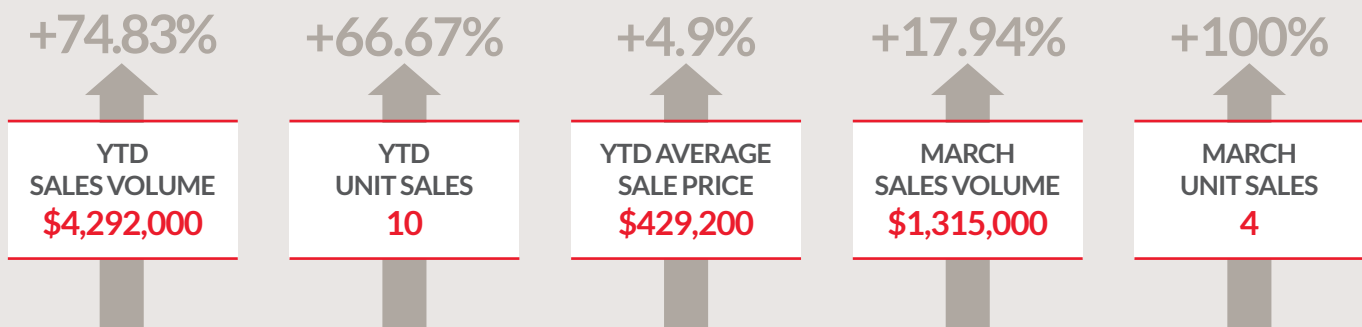
FREEHOLD HOME SALES



CONDOMINIUM HOME SALES

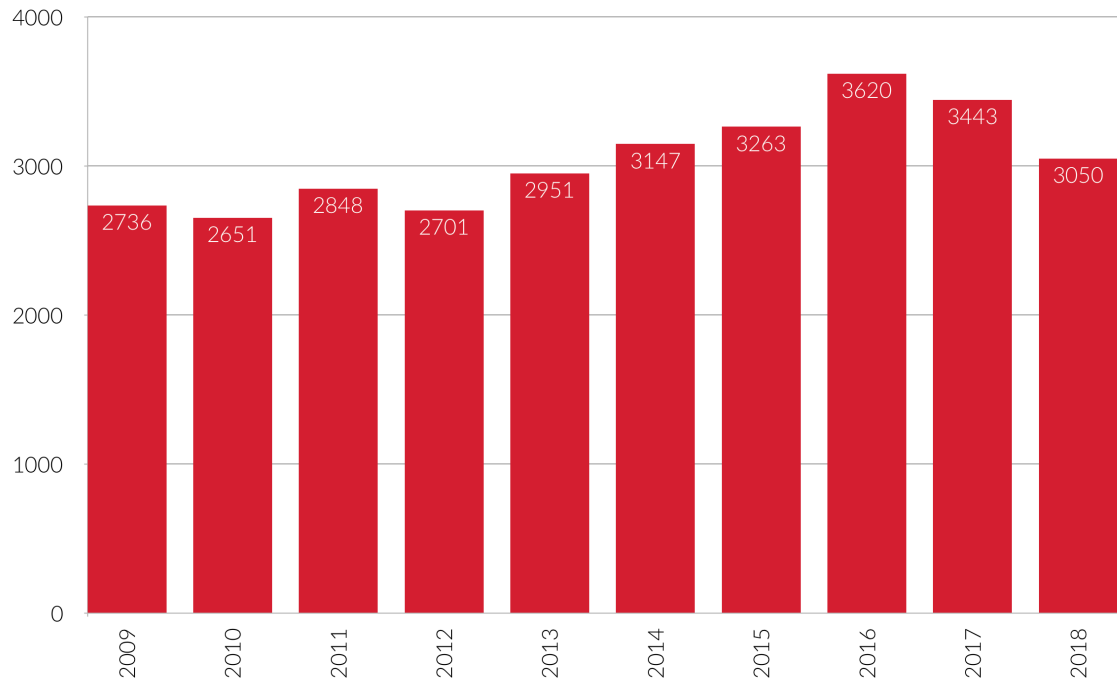


VACANT LAND SALES



10 YEAR MARKET ANALYSIS

UNITS SOLD

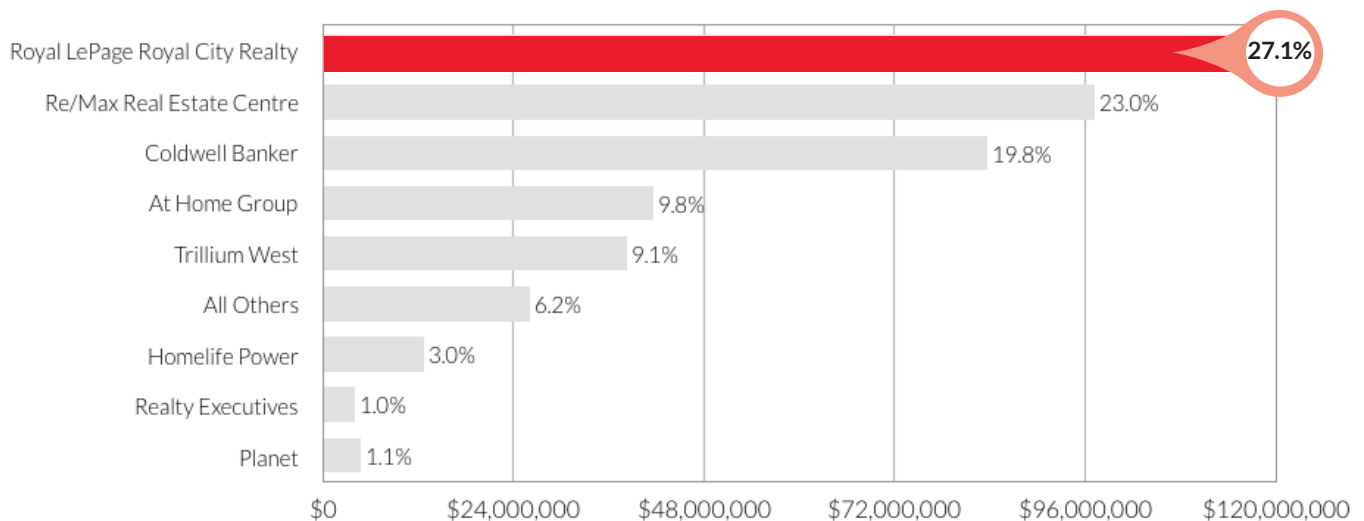


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

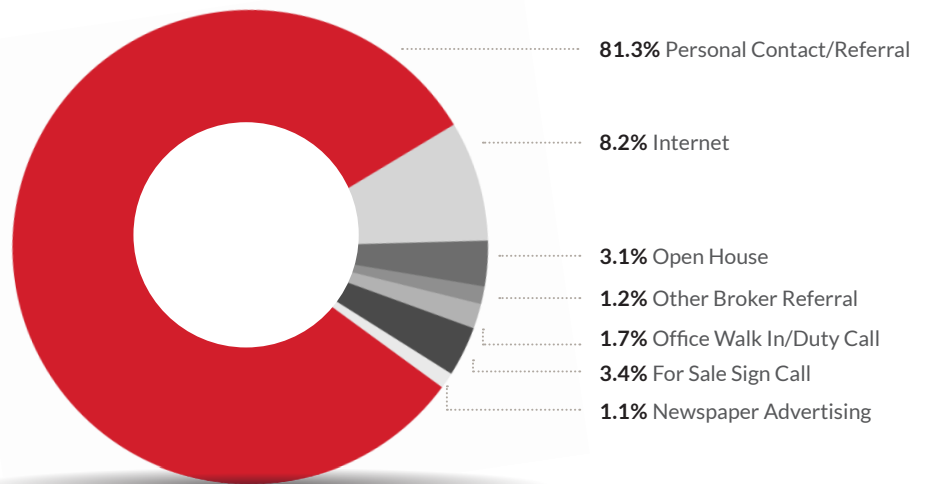
MARKET SHARE BY \$VOLUME

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

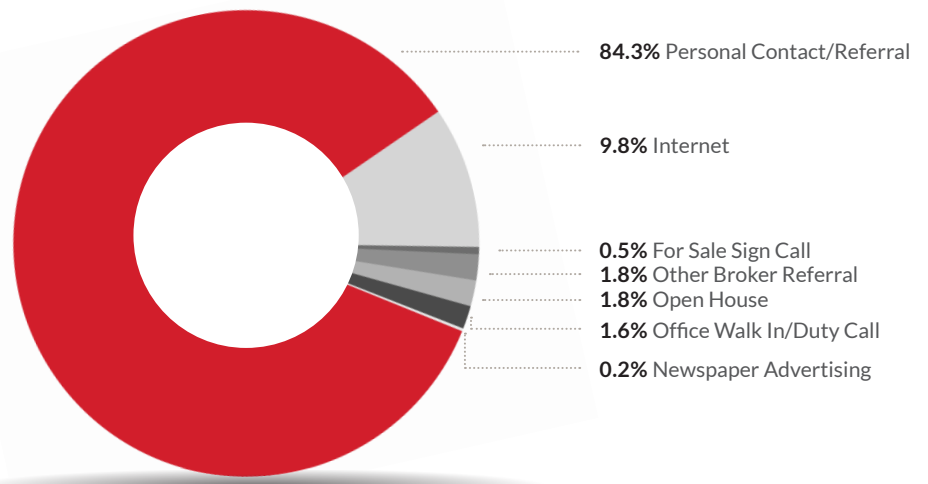


SOURCE OF BUSINESS

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