

CENTRE WELLINGTON REAL ESTATE MARKET REPORT

APRIL 2019

R-CITY | R-TEAM | R-NUMBERS



CENTRE WELLINGTON OVERVIEW

BALANCED MARKET

DEMAND AND INVENTORY IS BALANCING OUT IN CENTRE WELLINGTON WHILE SALES VOLUME DECREASES.



YEAR-TO-DATE SALES VOLUME OF \$62,801,404

Down 10.35% from 2018's \$70,051,200. Unit Sales of 122 are down 1.61% from 2018's 124, with 220 new listings up 31.74%, and a 55.45% sales/listings ratio down 18.8%.



APRIL SALES VOLUME OF \$22,651,499

Down 26.52% from 2018's \$30,825,800. Unit sales of 46 are down 8% from last April's 50, with 72 new listings up 44%, and a 63.89% sales/listings ratio up 0.85%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$513,316

Down from \$545,391 one year ago. Median sale price \$509,725 up from \$482,950 one year ago. Average days-on-market of 41 is up 9 days compared to last year.



APRIL Numbers

MEDIAN SALE PRICE +6.55%

\$522,000

SALES VOLUME -26.52%

\$22,651,499

UNIT SALES -8%

46

NEW LISTINGS +44%

72

EXPIRED LISTINGS +25%

5

UNIT SALES/LISTINGS RATIO +0.85%

63.89%

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

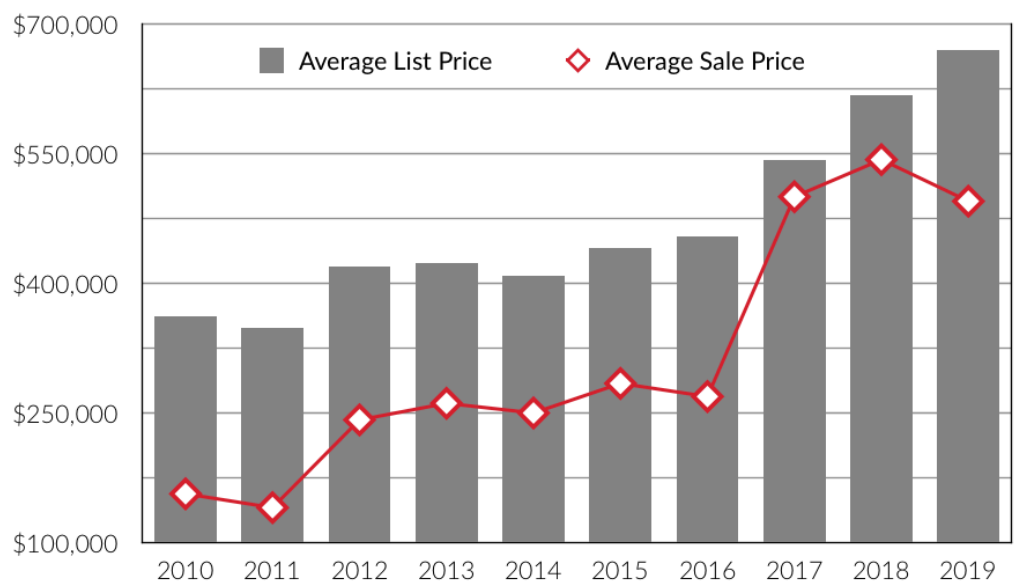
Year-Over-Year	2017	2018	2019	2018 -2019
Year-To-Date (YTD) Volume Sales	\$89,540,516	\$70,051,200	\$62,801,404	-10.35%
YTD Unit Sales	169	124	122	-1.61%
YTD New Listings	230	167	220	+31.74%
YTD Sales/Listings Ratio	73.48%	74.25%	55.45%	-18.80%
YTD Expired Listings	7	22	21	-4.55%
April Volume Sales	\$34,984,626	\$30,825,800	\$22,651,499	-26.52%
April Unit Sales	64	50	46	-8%
April New Listings	79	50	72	+44%
April Sales/Listings Ratio	68.00%	63.04%	63.89%	+0.85%
April Expired Listings	0	4	5	+25%
YTD Sales: Under \$0-\$199K	2	3	6	+100%
YTD Sales: Under \$200K-\$349K	22	13	10	-23.08%
YTD Sales: Under \$350K-\$549K	96	62	63	+1.61%
YTD Sales: Under \$550K-\$749K	29	24	31	+29.17%
YTD Sales: Under \$750K-\$999K	12	14	8	-42.86%
YTD Sales: \$1M+	8	8	4	-50%
YTD Average Days-On-Market	25.75	32	41	+9
YTD Average Sale Price	\$516,753	\$545,391	\$513,316.25	-5.88%
YTD Median Sale Price	\$437,500	\$482,950	\$509,725	+5.54%

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

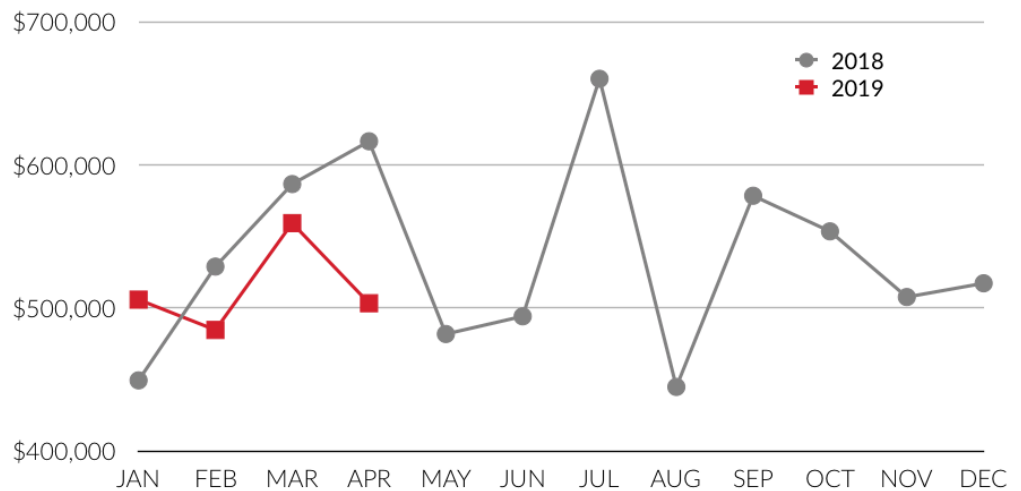
AVERAGE SALE PRICE

CENTRE WELLINGTON

YEAR OVER YEAR



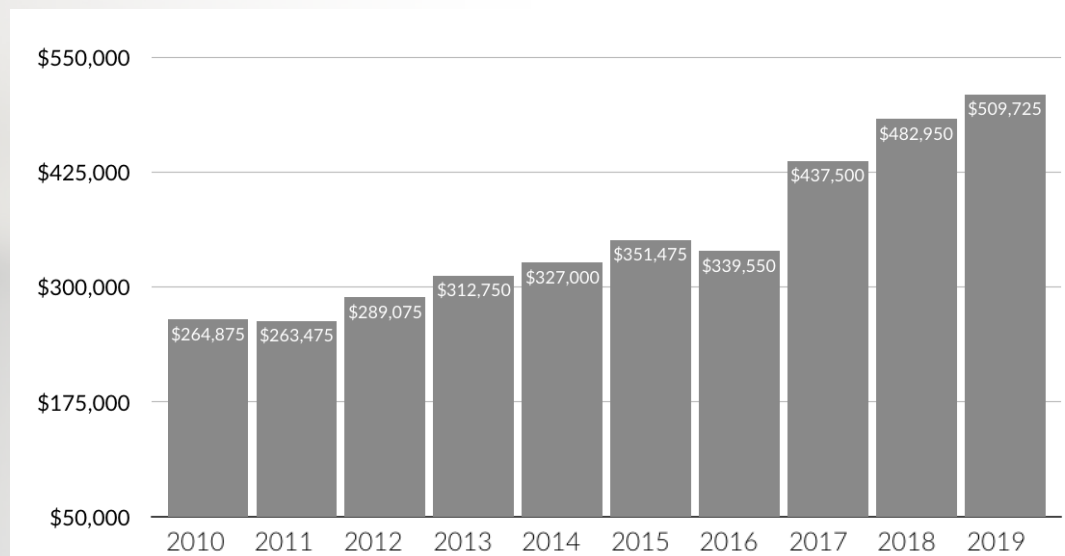
MONTH OVER MONTH 2018 VS. 2019



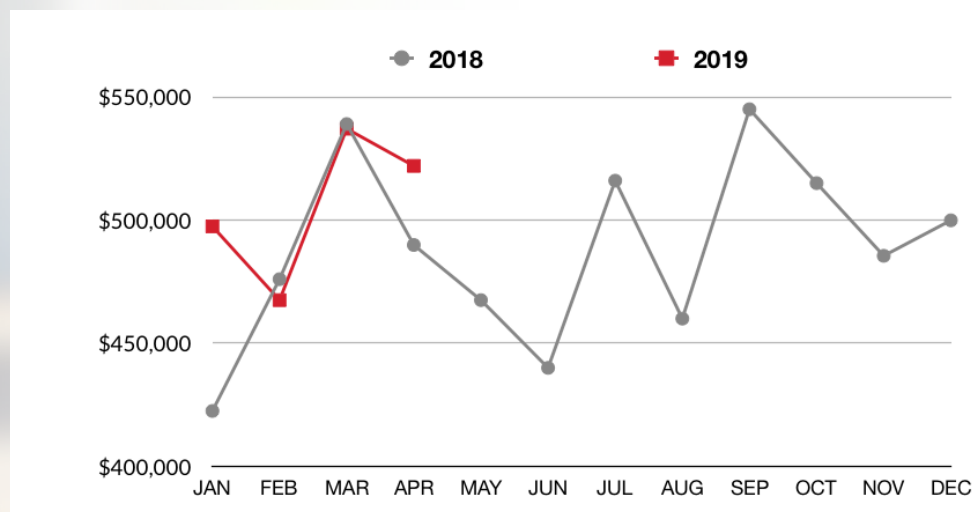
MEDIAN SALE PRICE

CENTRE WELLINGTON

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

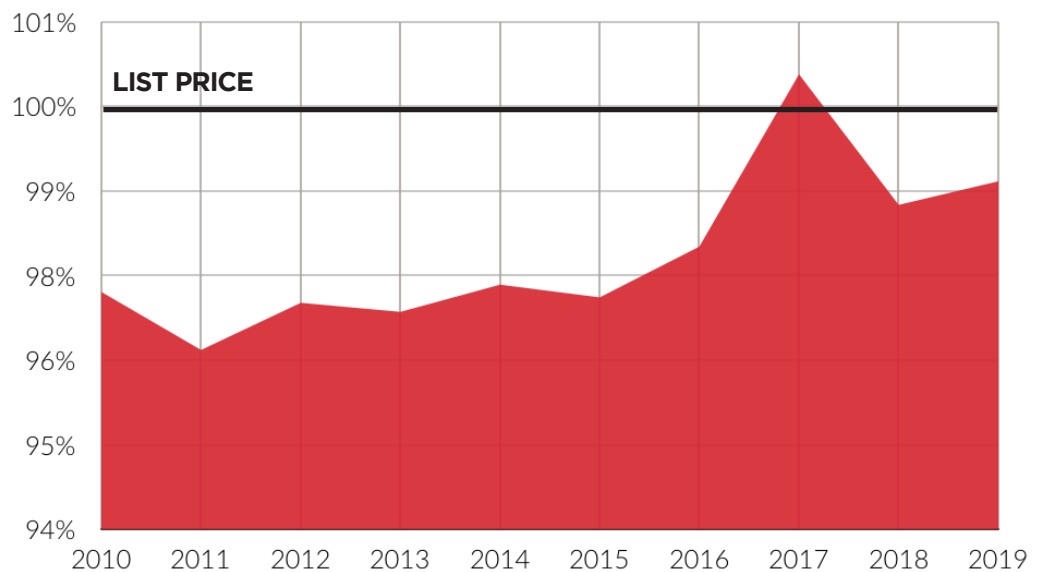


* Median sale price is based on residential sales (including freehold and condominiums).

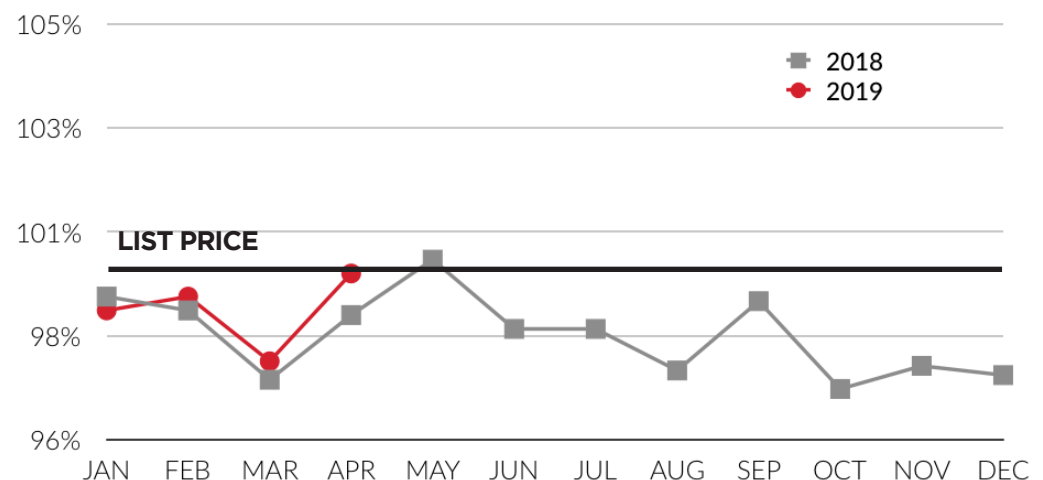
SALE PRICE vs. LIST PRICE RATIO

CENTRE WELLINGTON

YEAR OVER YEAR



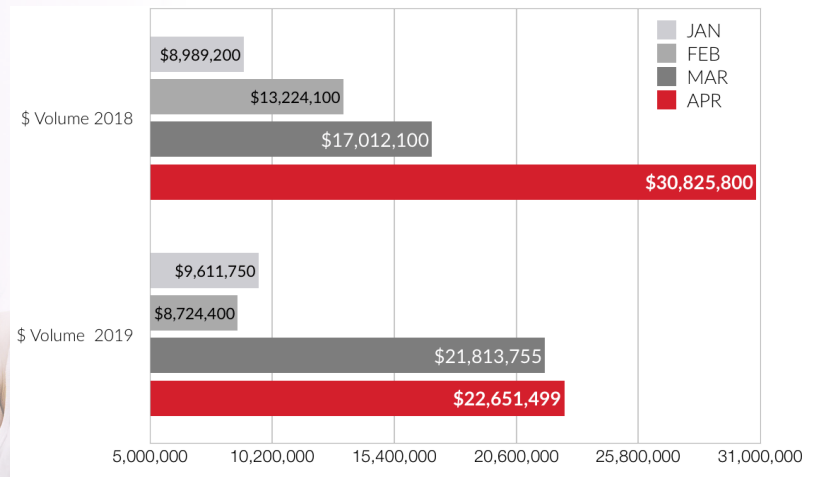
MONTH OVER MONTH 2018 VS. 2019



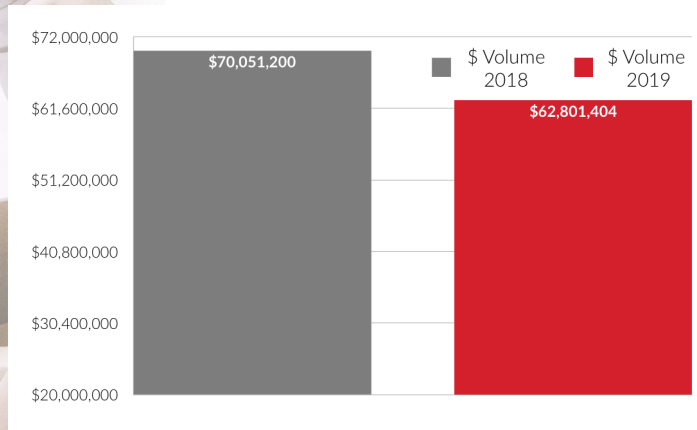
\$ VOLUME SALES

CENTRE WELLINGTON

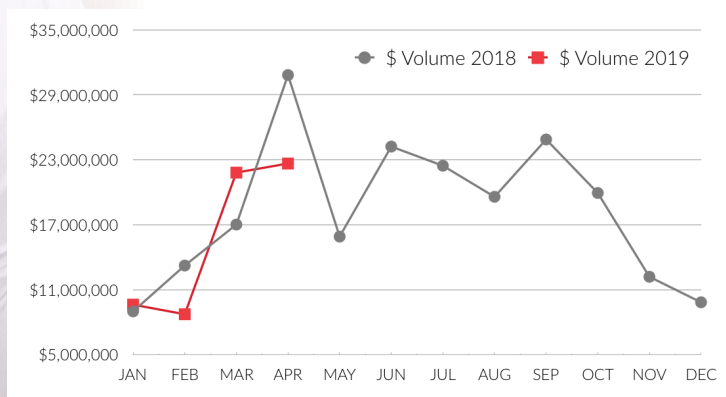
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



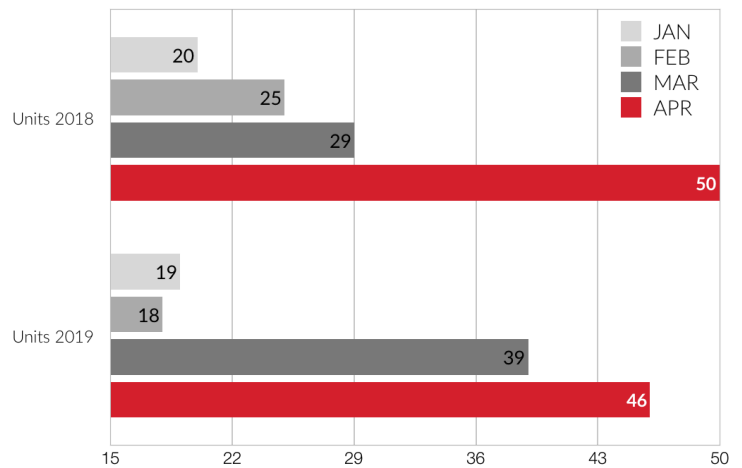
Month vs. Month 2018 vs. 2019



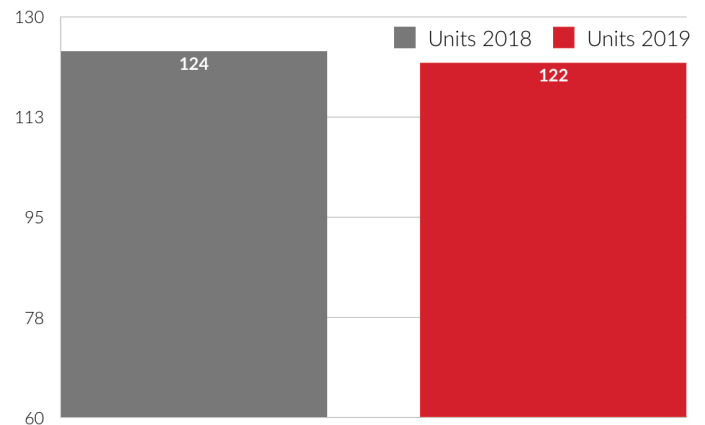
UNIT SALES

CENTRE WELLINGTON

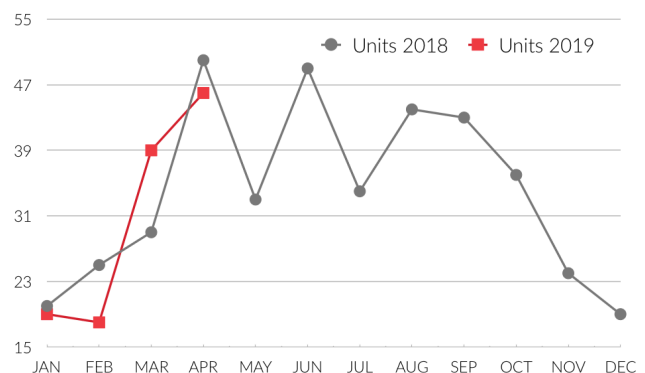
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

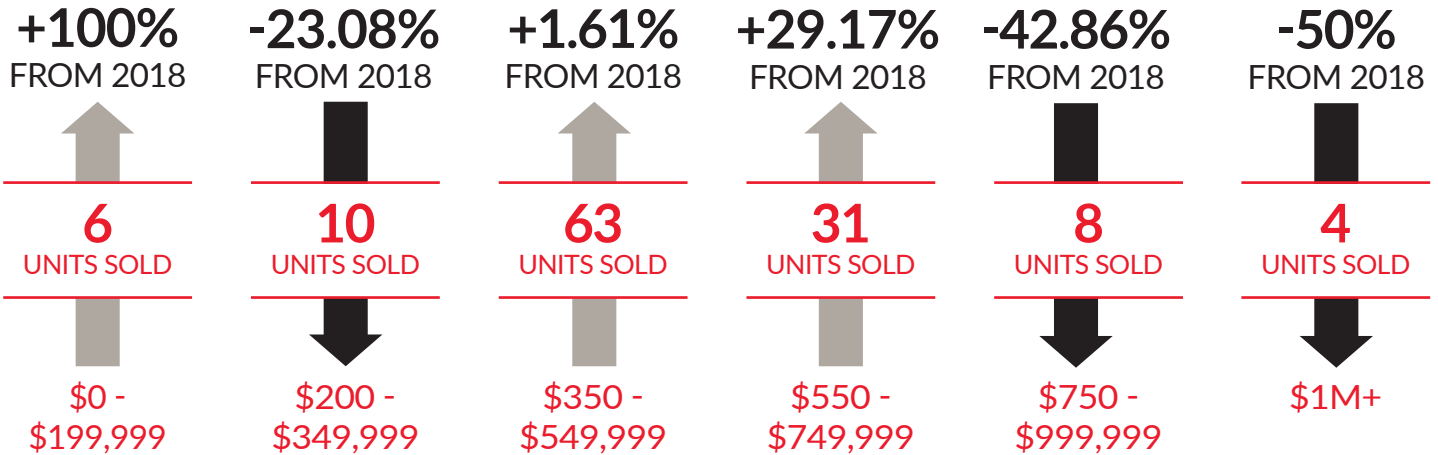


Month vs. Month 2018 vs. 2019



SALES BY PRICE BRACKET

CENTRE WELLINGTON - YEAR TO DATE



SALES BY TYPE

CENTRE WELLINGTON - YEAR TO DATE

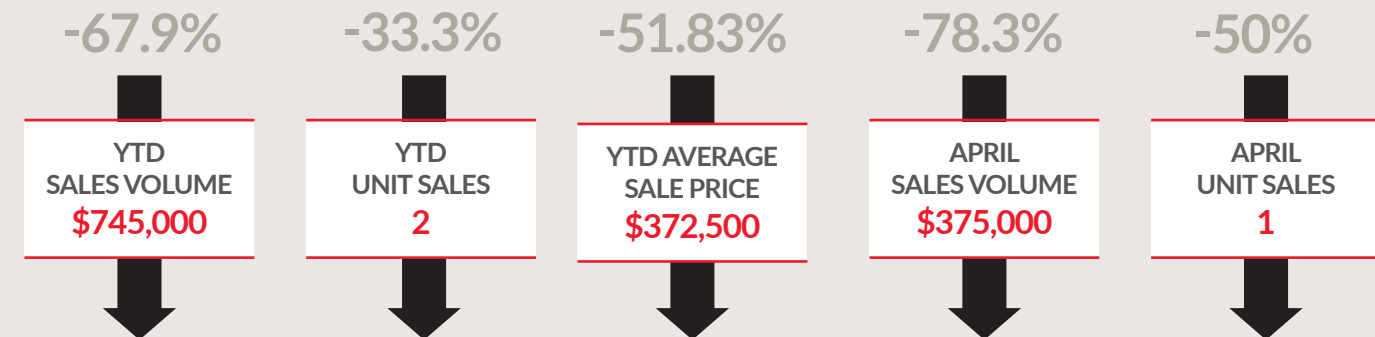
FREEHOLD HOME SALES



CONDOMINIUM HOME SALES

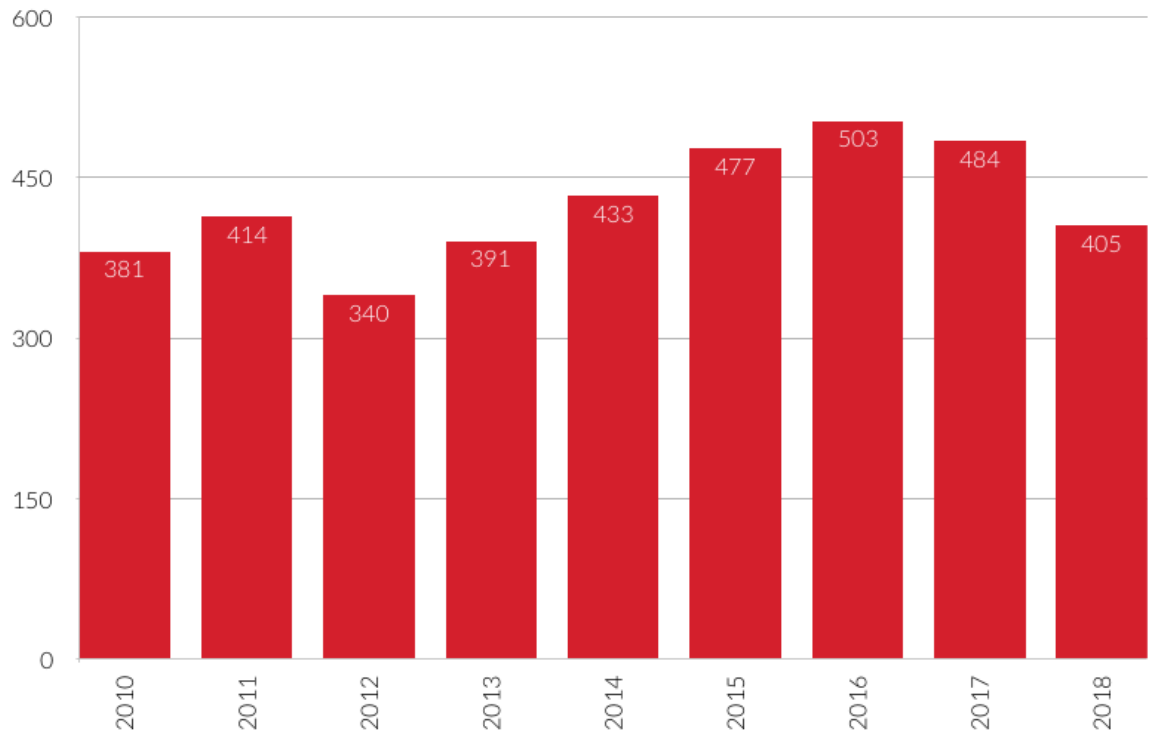


VACANT LAND SALES



10 YEAR MARKET ANALYSIS

CENTRE WELLINGTON- UNITS SOLD

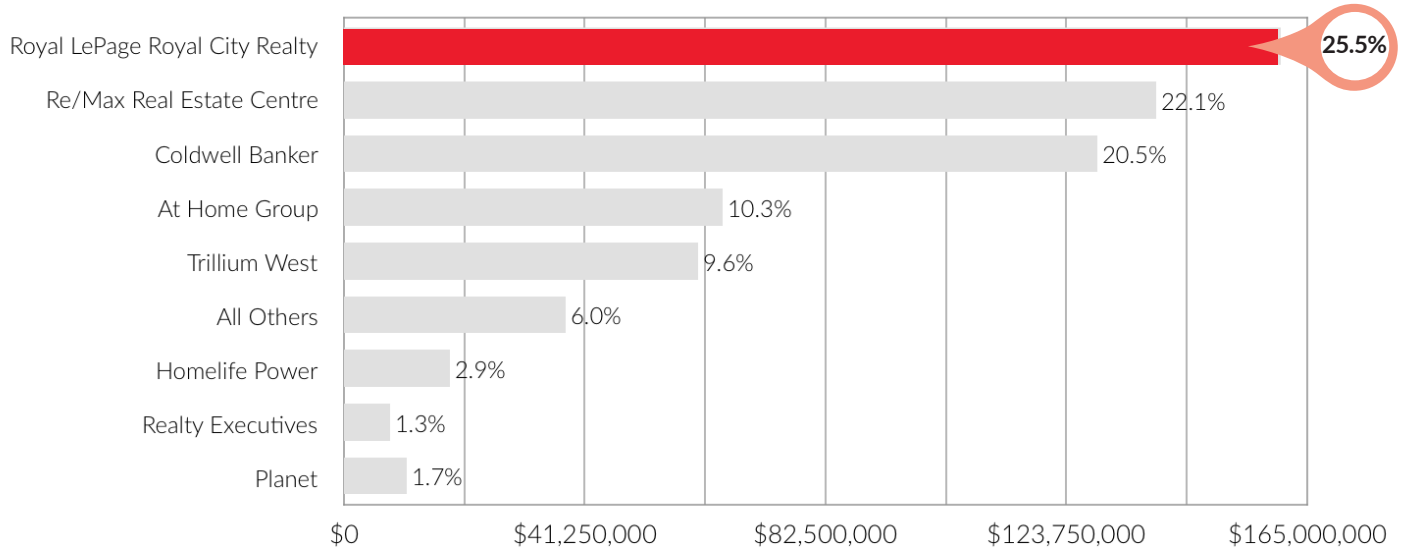


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

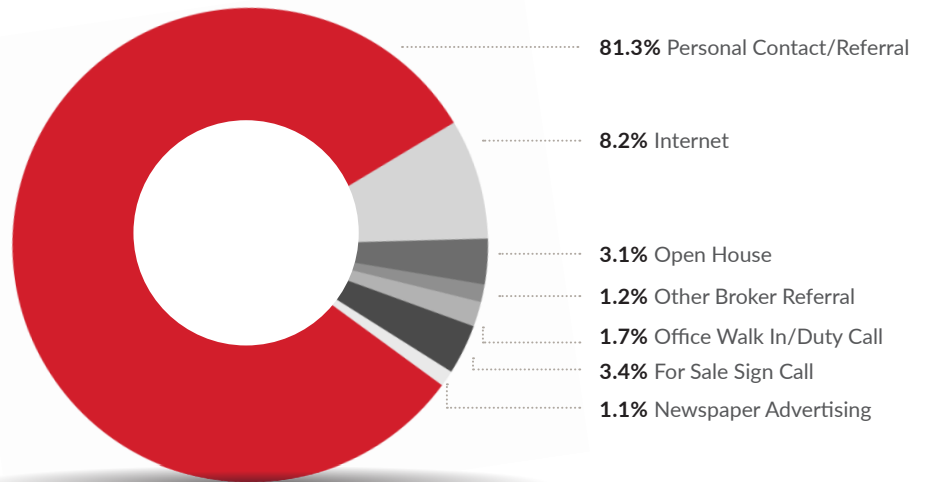
MARKET SHARE BY \$VOLUME

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

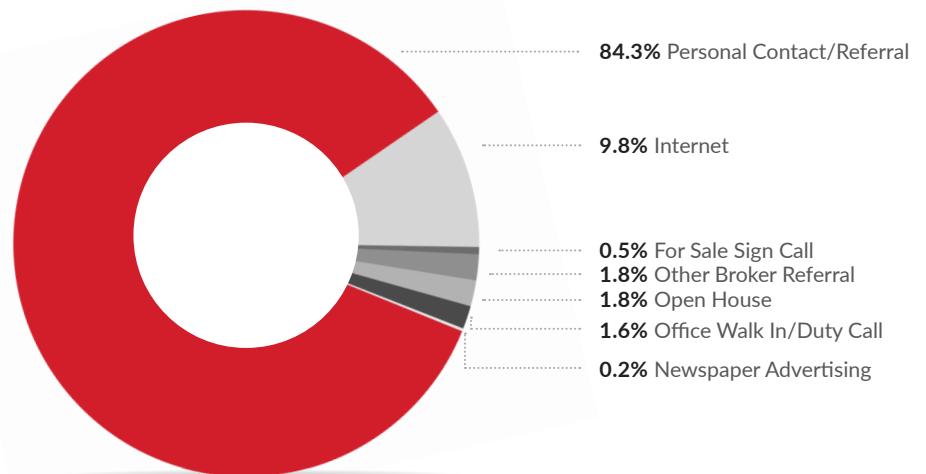


SOURCE OF BUSINESS

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