

CENTRE WELLINGTON REAL ESTATE MARKET REPORT

MAY 2019

R-CITY | R-TEAM | R-NUMBERS



CENTRE WELLINGTON OVERVIEW

SELLER'S MARKET

CENTRE WELLINGTON EXPERIENCED A JUMP IN UNIT SALES THIS MAY, CREATING A DEMAND FOR MORE INVENTORY.



YEAR-TO-DATE SALES VOLUME OF \$97,927,276

Up 13.93% from 2018's \$85,952,200. Unit Sales of 181 are up 15.29% from 2018's 157, with 306 new listings up 26.97%, and a 59.15% sales/listings ratio down 5.99%.



MAY SALES VOLUME OF \$35,595,772

Up 123.86% from 2018's \$15,901,000. Unit sales of 60 are up 81.82% from last May's 33, with 86 new listings up 16.22%, and a 69.77% sales/listings ratio up 25.17%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$529,458

Down from \$532,682 one year ago. Median sale price \$485,000 up from \$476,000 one year ago. Average days-on-market of 38.60 is up 8.2 days from last year.



MAY Numbers

MEDIAN SALE PRICE +6.31%

\$497,000

SALES VOLUME +123.86%

\$35,595,772

UNIT SALES +81.82%

60

NEW LISTINGS +16.22%

86

EXPIRED LISTINGS +100%

4

UNIT SALES/LISTINGS RATIO +25.17%

69.77%

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

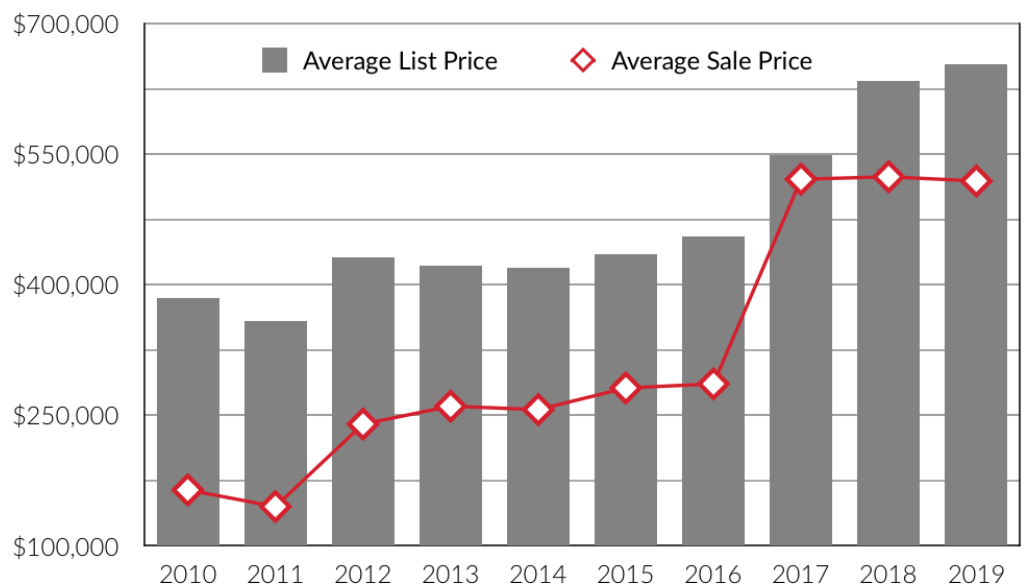
| Year-Over-Year | 2017 | 2018 | 2019 | 2018 -2019 |
|---------------------------------|---------------|--------------|--------------|------------|
| Year-To-Date (YTD) Volume Sales | \$125,355,617 | \$85,952,200 | \$97,927,276 | +13.93% |
| YTD Unit Sales | 230 | 157 | 181 | +15.29% |
| YTD New Listings | 316 | 241 | 306 | +26.97% |
| YTD Sales/Listings Ratio | 72.78% | 65.15% | 59.15% | -5.99% |
| YTD Expired Listings | 11 | 28 | 25 | -10.71% |
| May Volume Sales | \$35,815,101 | \$15,901,000 | \$35,595,772 | +123.86% |
| May Unit Sales | 61 | 33 | 60 | +81.82% |
| May New Listings | 86 | 74 | 86 | +16.22% |
| May Sales/Listings Ratio | 70.93% | 44.59% | 69.77% | +25.17% |
| May Expired Listings | 4 | 2 | 4 | +100% |
| YTD Sales: Under \$0-\$199K | 2 | 5 | 8 | +60% |
| YTD Sales: Under \$200K-\$349K | 25 | 16 | 14 | -12.5% |
| YTD Sales: Under \$350K-\$549K | 131 | 81 | 88 | +8.64% |
| YTD Sales: Under \$550K-\$749K | 43 | 30 | 49 | +63.33% |
| YTD Sales: Under \$750K-\$999K | 16 | 17 | 14 | -17.65% |
| YTD Sales: \$1M+ | 13 | 8 | 8 | No Change |
| YTD Average Days-On-Market | 26 | 30.4 | 38.6 | +8.2 |
| YTD Average Sale Price | \$530,829 | \$532,682 | \$529,458 | -0.61% |
| YTD Median Sale Price | \$455,000 | \$476,000 | \$485,000 | +1.89% |

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

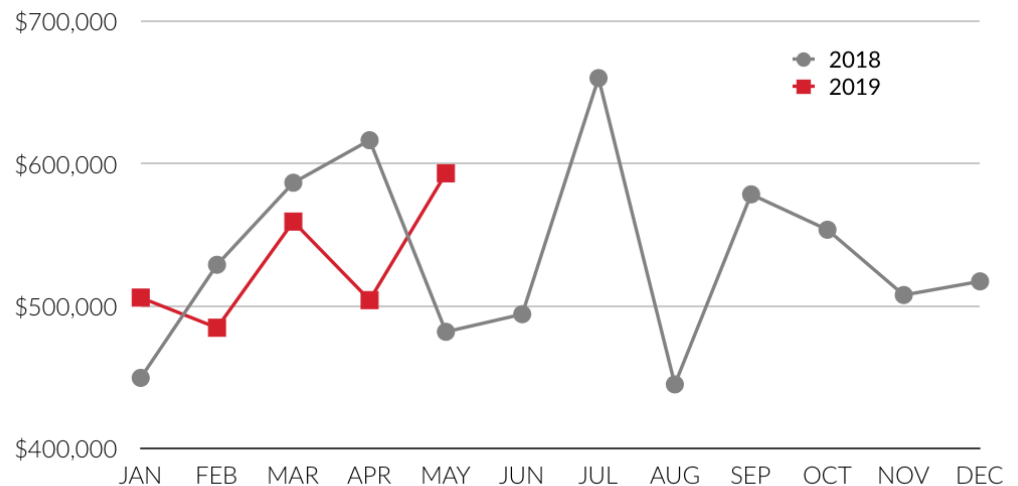
AVERAGE SALE PRICE

CENTRE WELLINGTON

YEAR OVER YEAR



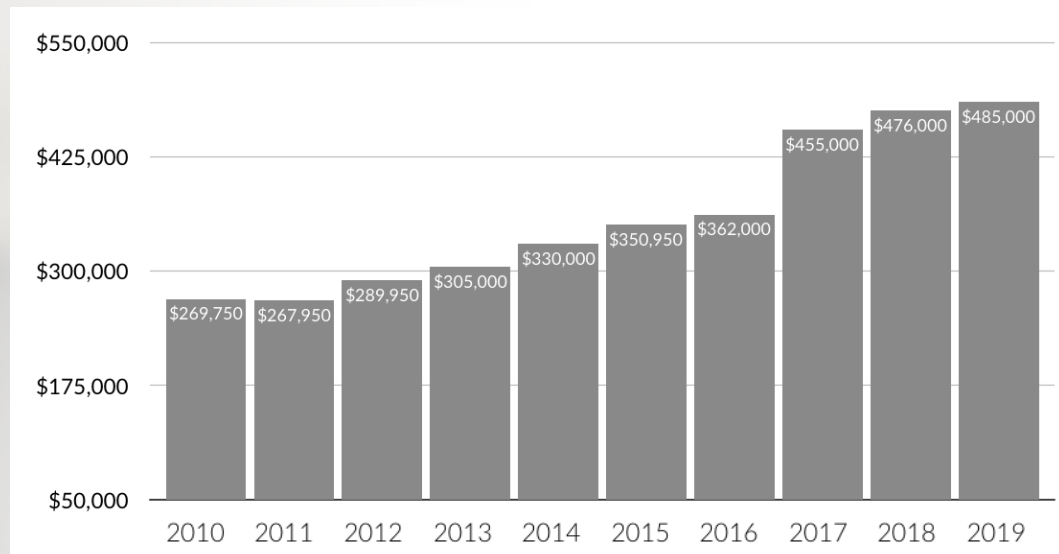
MONTH OVER MONTH 2018 VS. 2019



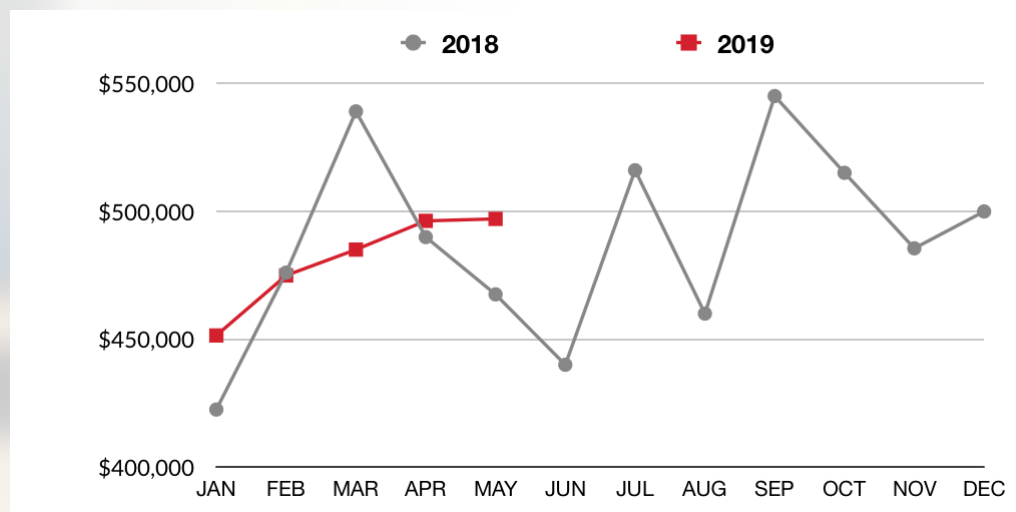
MEDIAN SALE PRICE

CENTRE WELLINGTON

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

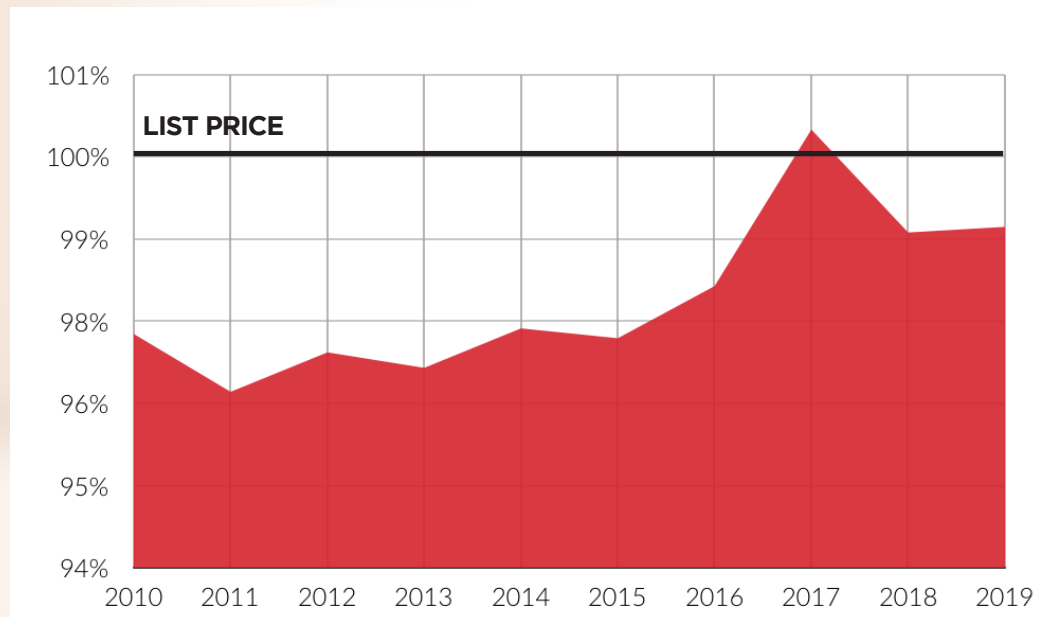


* Median sale price is based on residential sales (including freehold and condominiums).

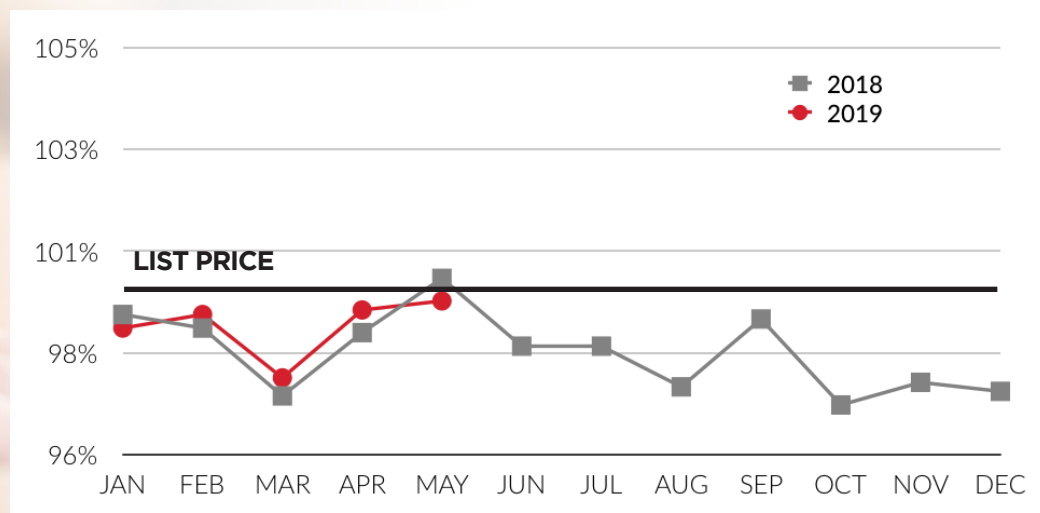
SALE PRICE vs. LIST PRICE RATIO

CENTRE WELLINGTON

YEAR OVER YEAR



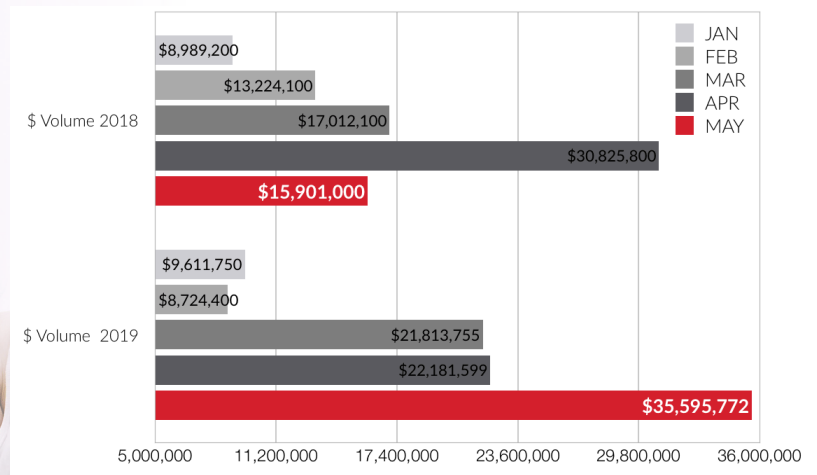
MONTH OVER MONTH 2018 VS. 2019



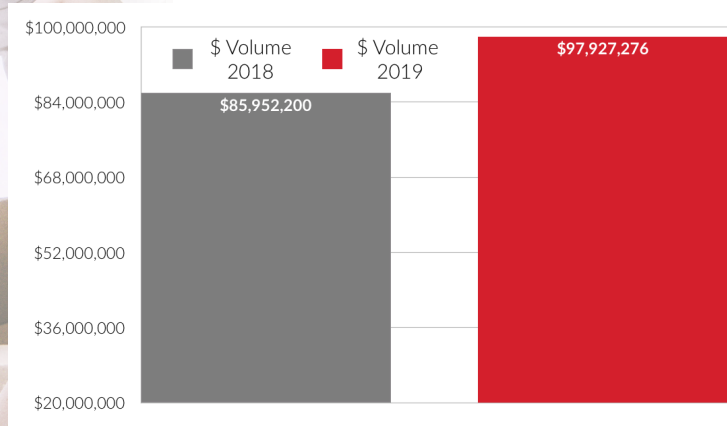
\$ VOLUME SALES

CENTRE WELLINGTON

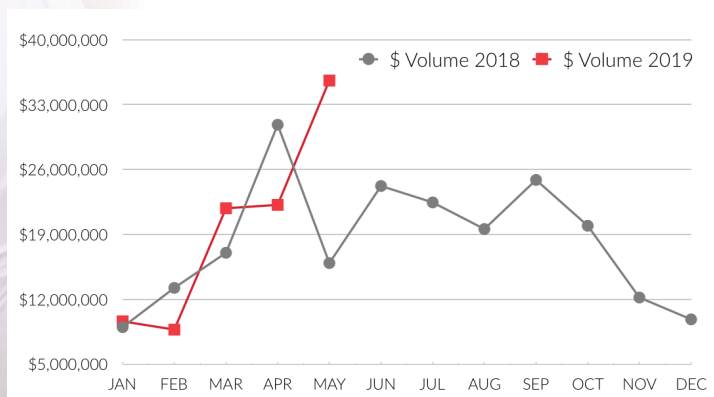
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



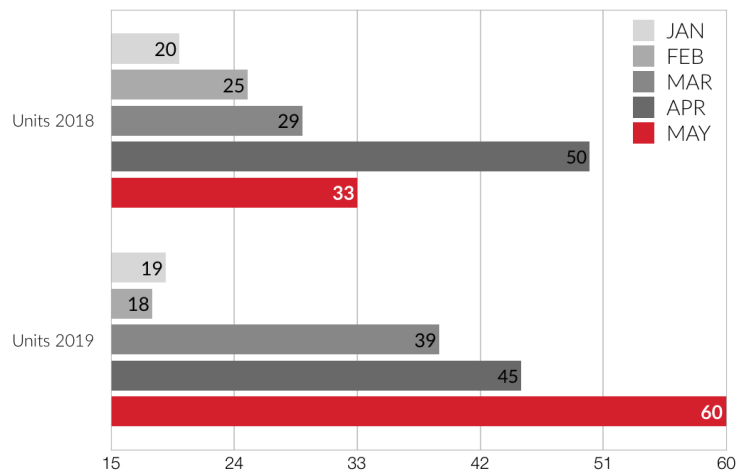
Month vs. Month 2018 vs. 2019



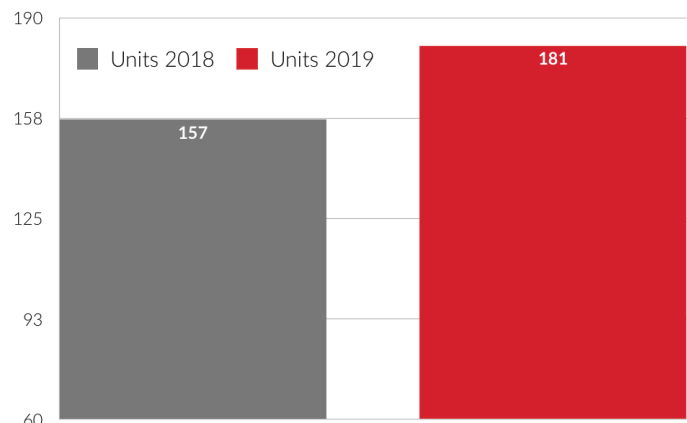
UNIT SALES

CENTRE WELLINGTON

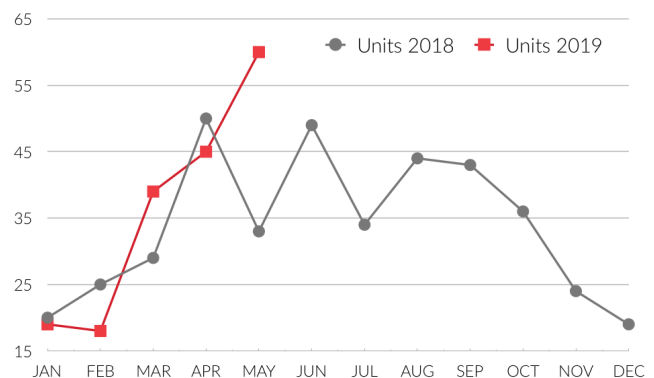
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

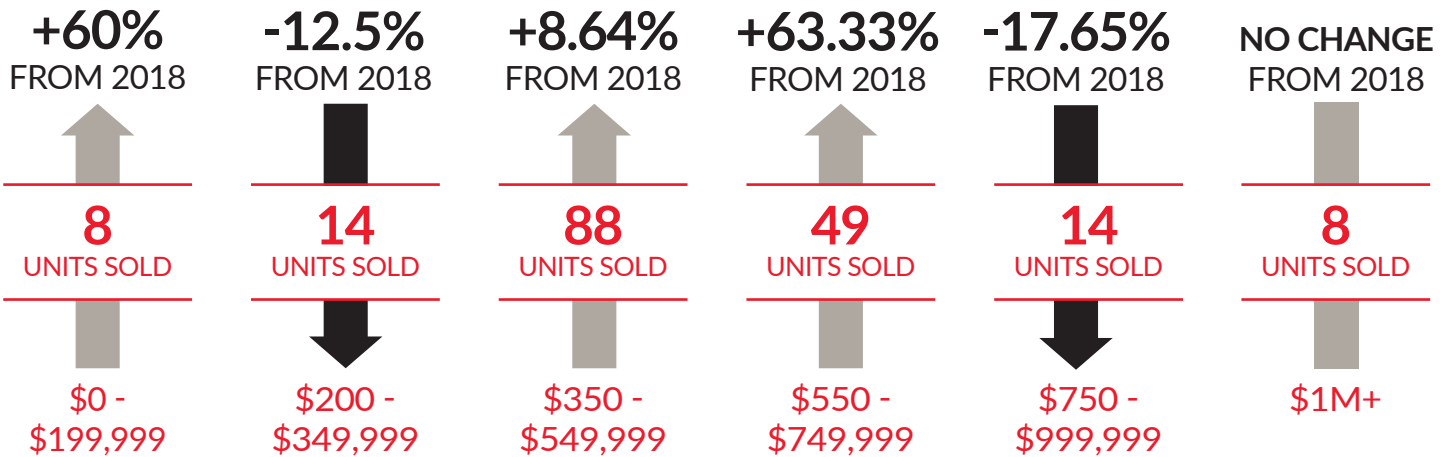


Month vs. Month 2018 vs. 2019



SALES BY PRICE BRACKET

CENTRE WELLINGTON



SALES BY TYPE

CENTRE WELLINGTON

FREEHOLD HOME SALES

+18.28%

YTD
SALES VOLUME
\$84,965,376

+16.03%

YTD
UNIT SALES
152

+1.94%

YTD AVERAGE
SALE PRICE
\$558,983

+109.94%

MAY
SALES VOLUME
\$31,119,972

+70%

MAY
UNIT SALES
51

CONDOMINIUM HOME SALES

+51.9%

YTD
SALES VOLUME
\$7,483,900

+26.7%

YTD
UNIT SALES
19

+19.89%

YTD AVERAGE
SALE PRICE
\$393,889

+111.1%

MAY
SALES VOLUME
\$2,274,800

+100%

MAY
UNIT SALES
6

VACANT LAND SALES

-67.9%

YTD
SALES VOLUME
\$745,000

-33.3%

YTD
UNIT SALES
2

-51.83%

YTD AVERAGE
SALE PRICE
\$372,500

NO CHANGE

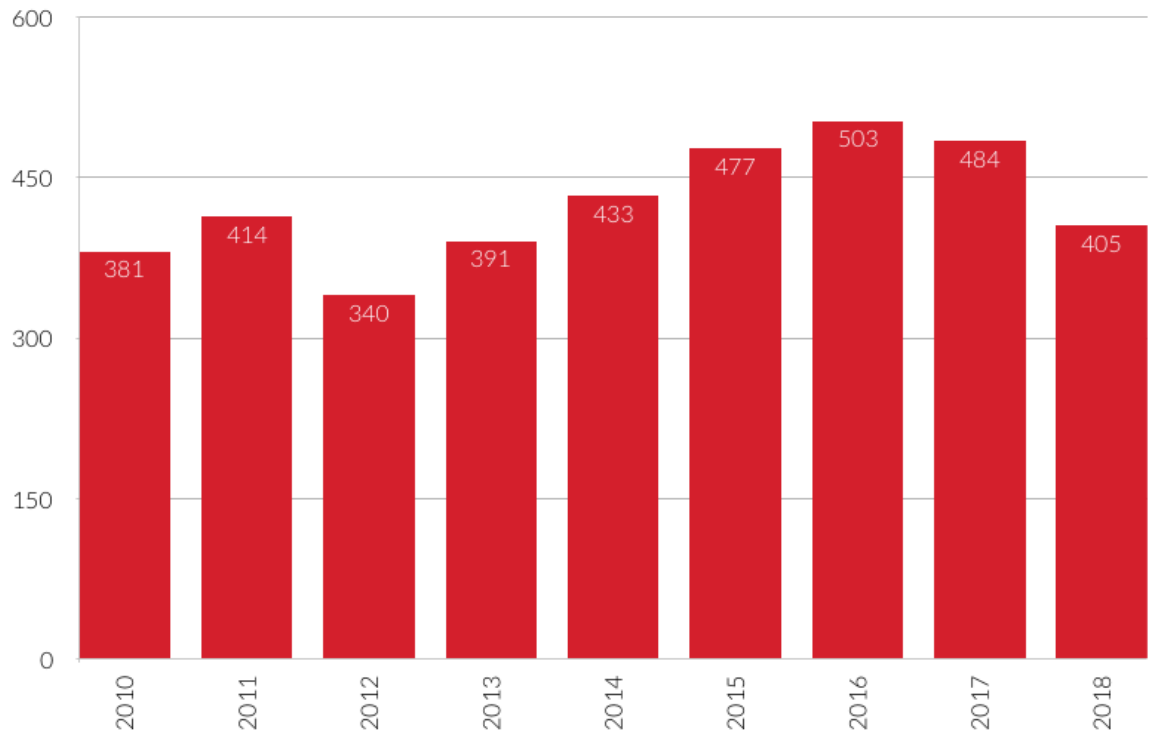
MAY
SALES VOLUME
\$0

NO CHANGE

MAY
UNIT SALES
0

10 YEAR MARKET ANALYSIS

CENTRE WELLINGTON- UNITS SOLD

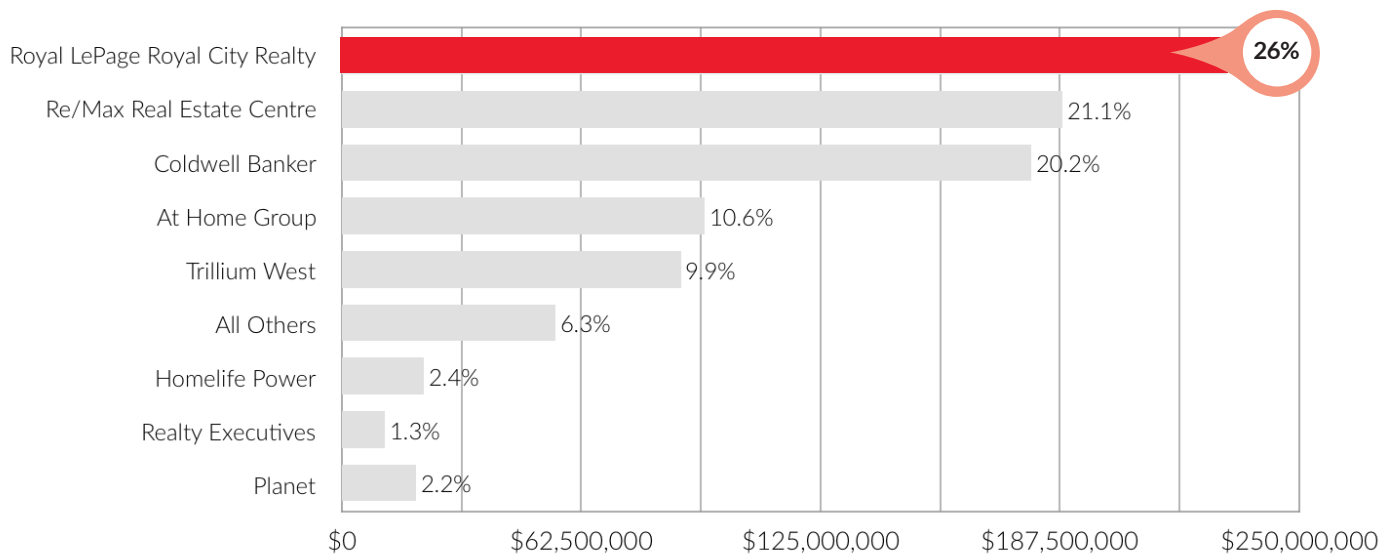


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

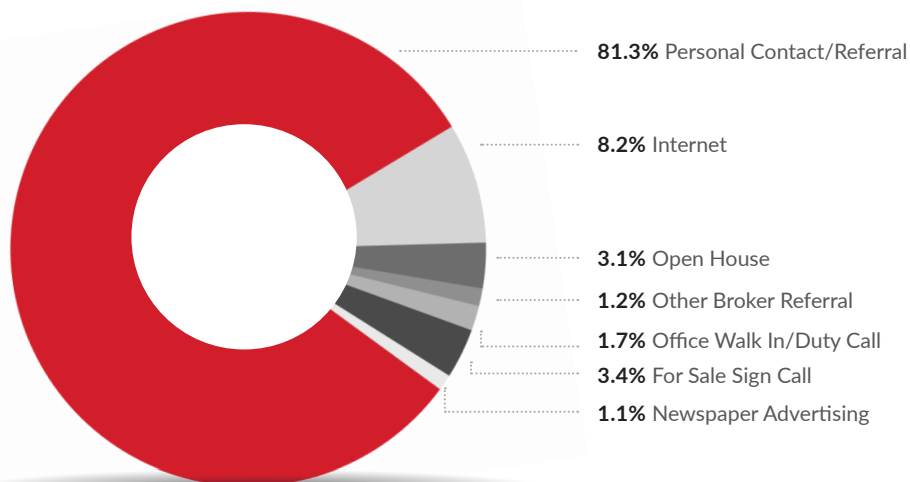
MARKET SHARE BY \$VOLUME

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

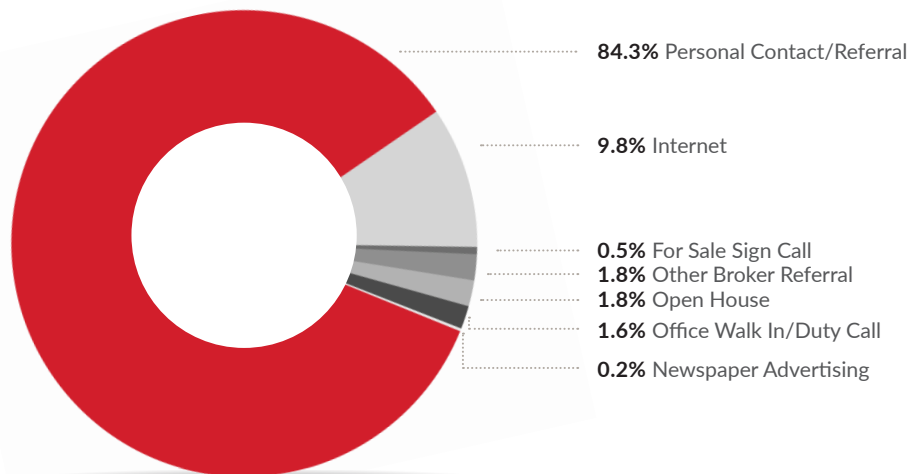


SOURCE OF BUSINESS

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