

# WELLINGTON COUNTY REAL ESTATE MARKET REPORT

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## APRIL 2019

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R-CITY | R-TEAM | R-NUMBERS





## WELLINGTON COUNTY OVERVIEW

# SELLER'S MARKET

THE WELLINGTON COUNTY REAL ESTATE MARKET REMAINS HEALTHY AS SALE PRICES, INVENTORY, AND UNIT SALES CONTINUE TO INCREASE.



### YEAR-TO-DATE SALES VOLUME OF \$576,651,354

Up 11.17% from 2018's \$518,709,048. Unit sales of 1,035 are up 7.25% from 2018's 965, with 1,773 new listings up 16.11%, and a 58.38% sales/listings ratio down 4.82%.



### APRIL SALES VOLUME OF \$196,295,109

Up 10.22% from 2018's \$178,088,441. Unit sales of 356 are up 8.54% from last April's 328, with 574 new listings up 25.88%, and a 62.02% sales/listing ratio down 3.9%.



### YEAR-TO-DATE AVERAGE SALE PRICE OF \$556,277

Up from \$532,465 one year ago. Median sale price of \$499,950 up from \$468,750 one year ago. Average days-on-market of 33.75 is up 3.25 days compared to last year.



## APRIL Numbers

MEDIAN SALE PRICE +7.98%

**\$507,500**

SALES VOLUME +10.22%

**\$196,295,109**

UNIT SALES +8.54%

**356**

NEW LISTINGS +25.88%

**574**

EXPIRED LISTINGS +43.33%

**43**

UNIT SALES/LISTINGS RATIO -3.9%

**62.02%**

\* 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



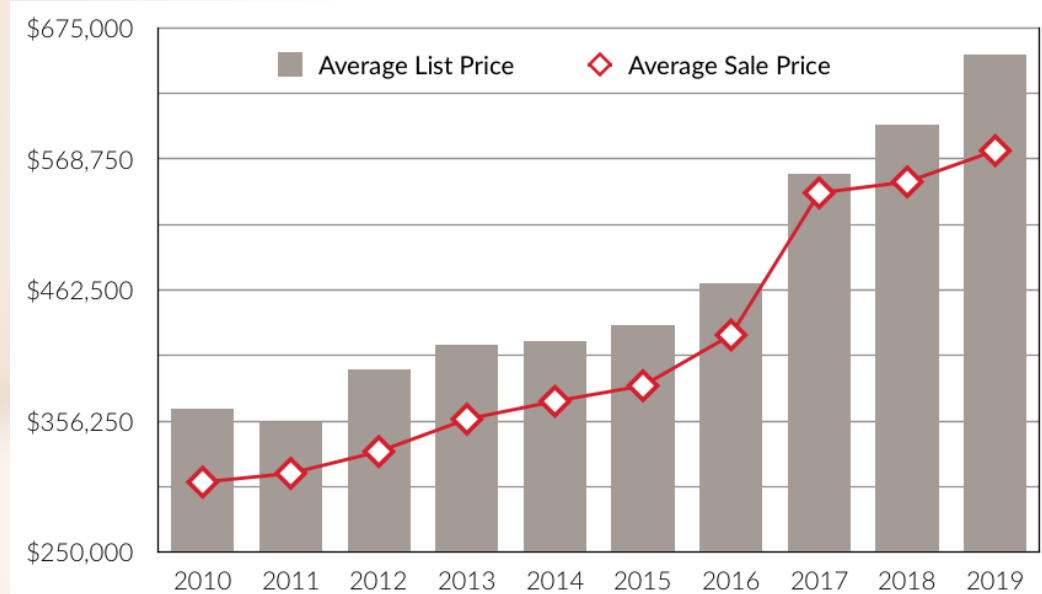
Table 1:  
Wellington County MLS Sales and Listing Summary  
2017 vs. 2018 vs. 2019

Year-Over-Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Volume Sales	\$675,519,699	\$518,709,048	\$576,651,354	+11.17%
YTD Unit Sales	1265	965	1035	+7.25%
YTD New Listings	1,617	1,527	1,773	+16.11%
YTD Sales/Listings Ratio	78.23%	63.20%	58.38%	-4.82%
YTD Expired Listings	62	91	166	+82.42%
April Volume Sales	\$215,740,183	\$178,088,441	\$196,295,109	+10.22%
April Unit Sales	367	328	356	+8.54%
April New Listings	451	456	574	+25.88%
April Sales/Listings Ratio	80.94%	65.92%	62.02%	-3.9%
April Expired Listings	10	30	43	+43.33%
YTD Sales: Under \$0-\$199K	48	18	20	+11%
YTD Sales: Under \$200K-\$349K	212	175	132	-24.57%
YTD Sales: Under \$350K-\$549K	561	490	475	-3.06%
YTD Sales: Under \$550K-\$749K	279	180	263	+46.11%
YTD Sales: Under \$750K-\$999K	128	79	91	+15.19%
YTD Sales: \$1M+	68	51	56	+9.8%
YTD Average Days-On-Market	23.75	30.50	33.75	+3.25
YTD Average Sale Price	\$524,035	\$532,465.50	\$556,276.75	+4.47%
YTD Median Sale Price	\$476,750	\$468,750	\$499,950	+6.66%

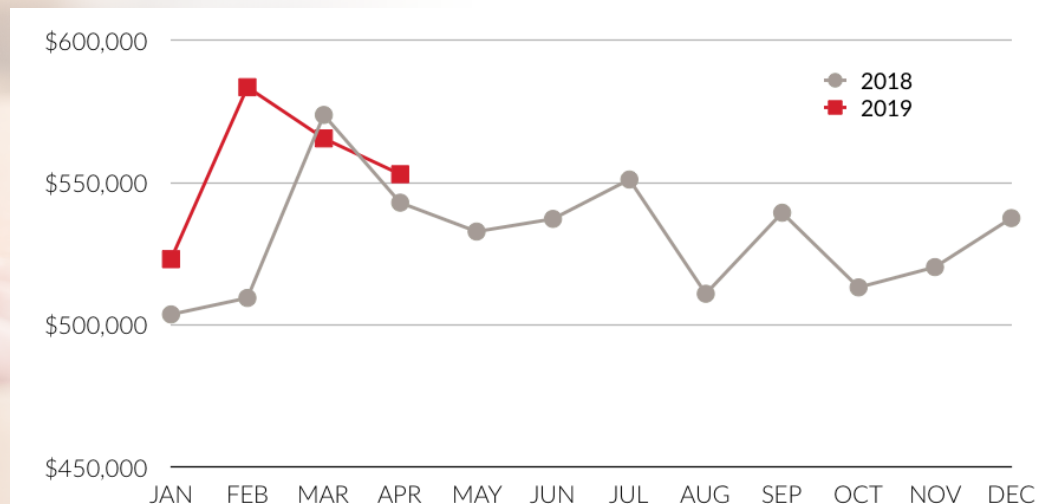
# AVERAGE SALE PRICE

## WELLINGTON COUNTY

### YEAR OVER YEAR



### MONTH OVER MONTH 2018 VS. 2019

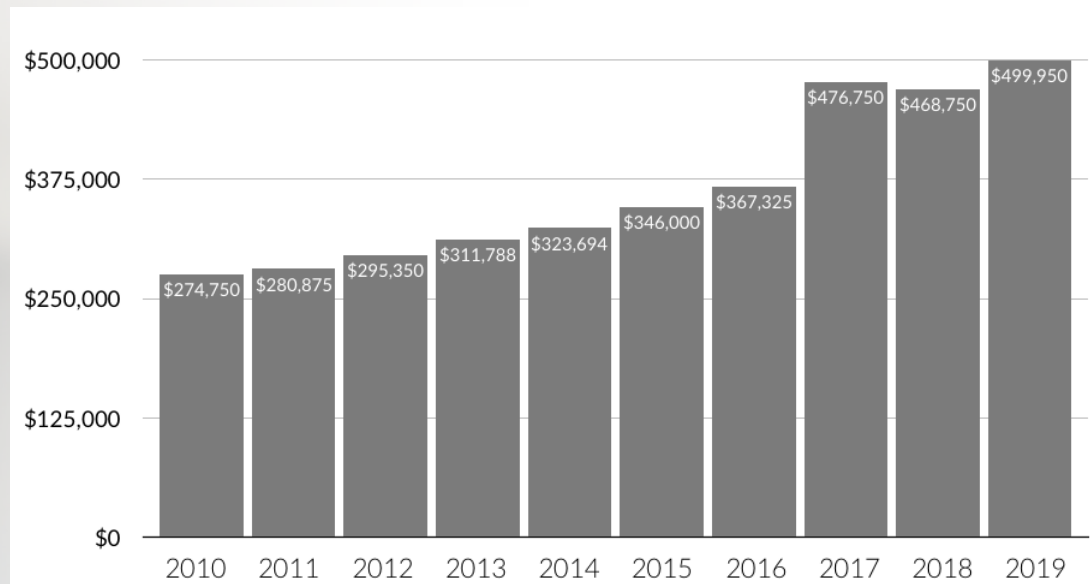




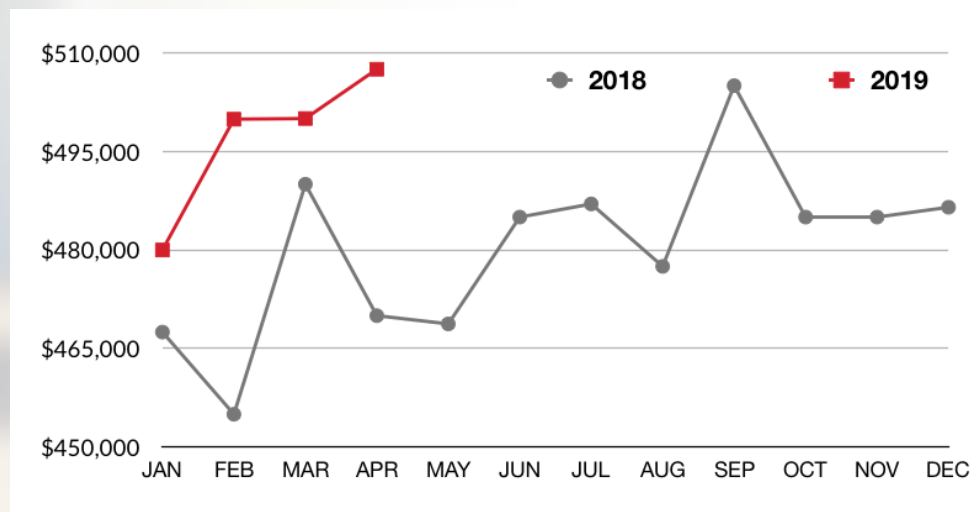
# MEDIAN SALE PRICE

## WELLINGTON COUNTY

### YEAR OVER YEAR



### MONTH OVER MONTH 2018 VS. 2019

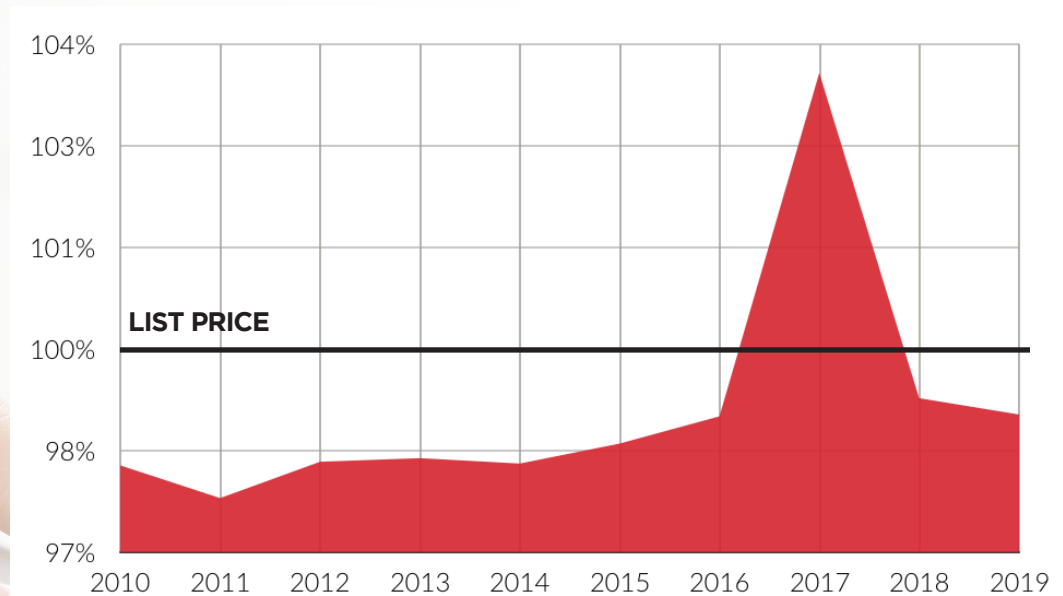


\* Median sale price is based on residential sales (including freehold and condominiums).

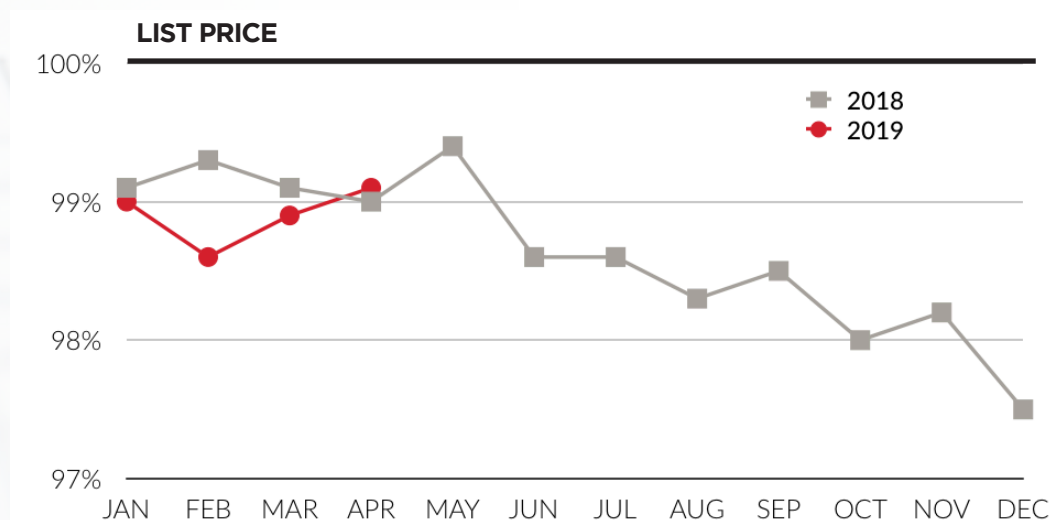
# SALE PRICE vs. LIST PRICE RATIO

## WELLINGTON COUNTY

### YEAR OVER YEAR



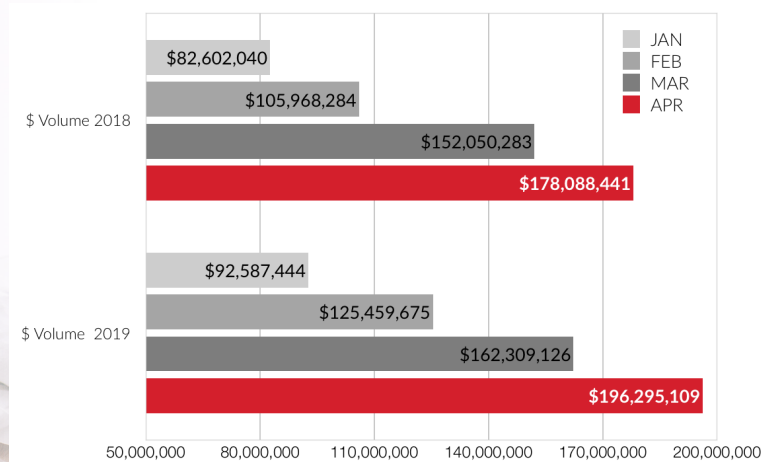
### MONTH OVER MONTH 2018 VS. 2019



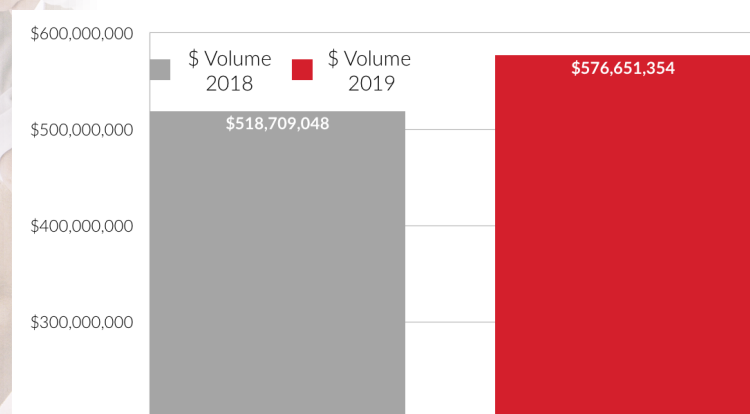
# \$ VOLUME SALES

## WELLINGTON COUNTY

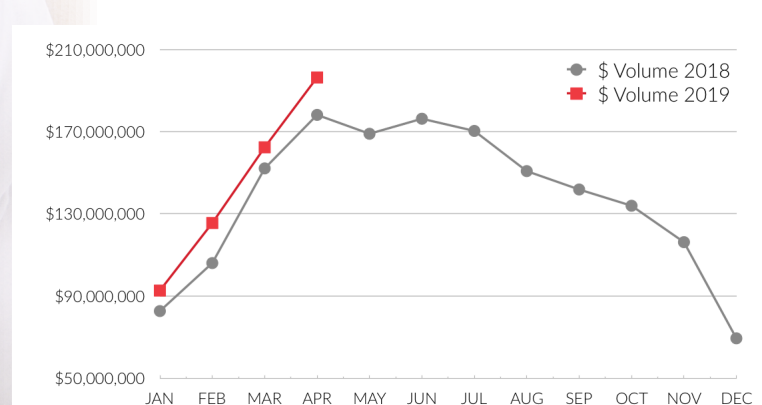
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



Month vs. Month 2018 vs. 2019



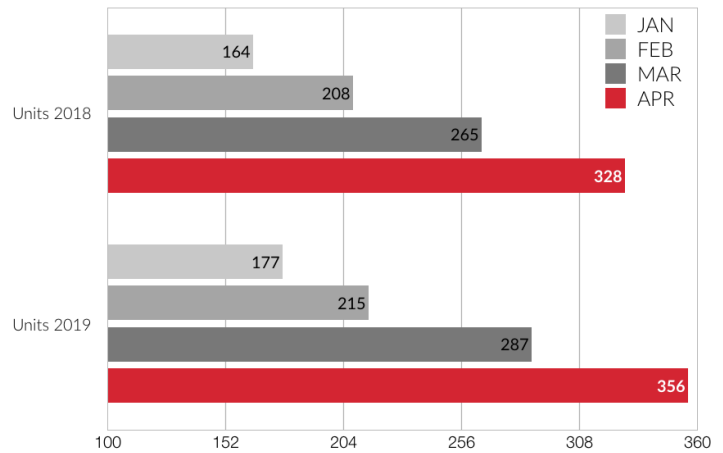




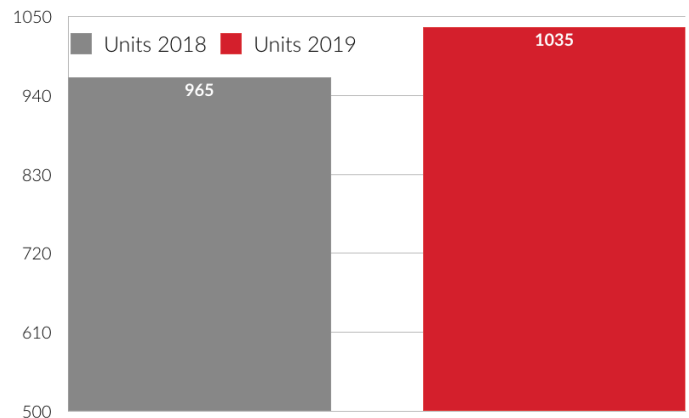
# UNIT SALES

## WELLINGTON COUNTY

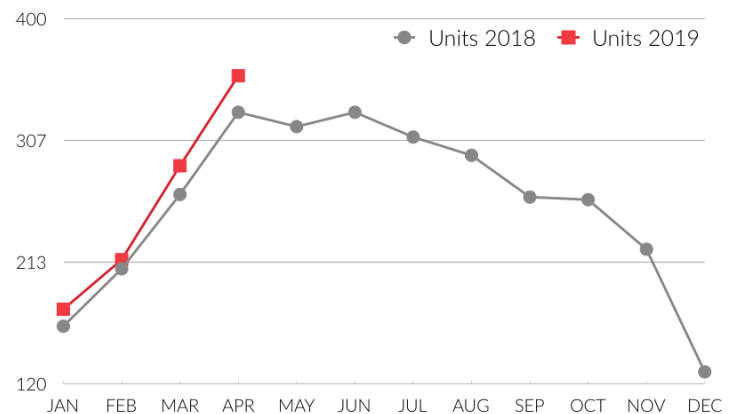
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

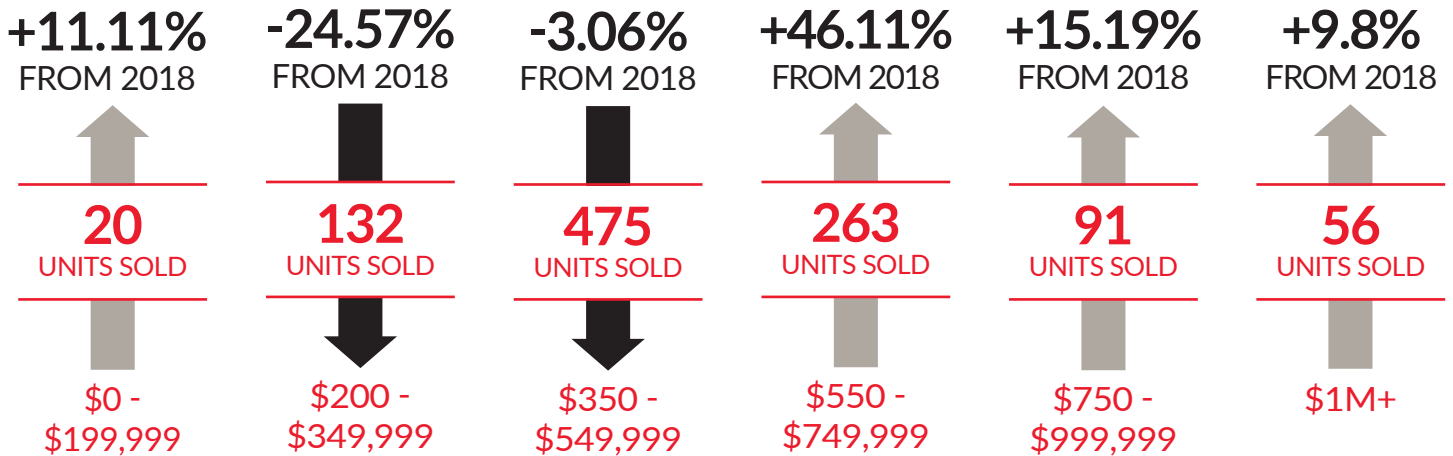


Month vs. Month 2018 vs. 2019



# SALES BY PRICE BRACKET

WELLINGTON COUNTY - YEAR TO DATE



# SALES BY TYPE

## WELLINGTON COUNTY - YEAR TO DATE

### FREEHOLD HOME SALES

+12.25%

YTD  
SALES VOLUME  
\$424,160,884

+7.44%

YTD  
UNIT SALES  
708

+4.48%

YTD AVERAGE  
SALE PRICE  
\$599,097

+17.64%

APRIL  
SALES VOLUME  
\$153,915,423

+15.93%

APRIL  
UNIT SALES  
262

### CONDOMINIUM HOME SALES

+10.75%

YTD  
SALES VOLUME  
\$106,702,470

+5.43%

YTD  
UNIT SALES  
272

+5.05%

YTD AVERAGE  
SALE PRICE  
\$392,288

-6.78%

APRIL  
SALES VOLUME  
\$29,339,686

-9.41%

APRIL  
UNIT SALES  
77

### VACANT LAND SALES

+32.76%

YTD  
SALES VOLUME  
\$6,892,000

+36.36%

YTD  
UNIT SALES  
15

-2.65%

YTD AVERAGE  
SALE PRICE  
\$459,466

-4.99%

APRIL  
SALES VOLUME  
\$2,600,000

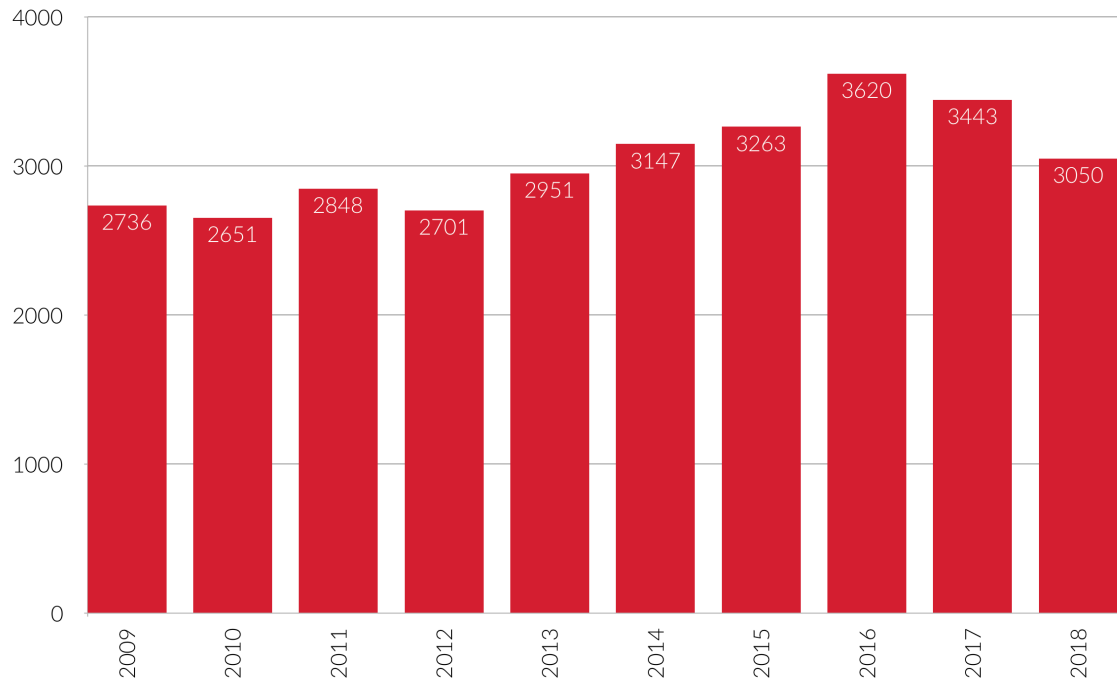
NO CHANGE

APRIL  
UNIT SALES  
5



# 10 YEAR MARKET ANALYSIS

## UNITS SOLD

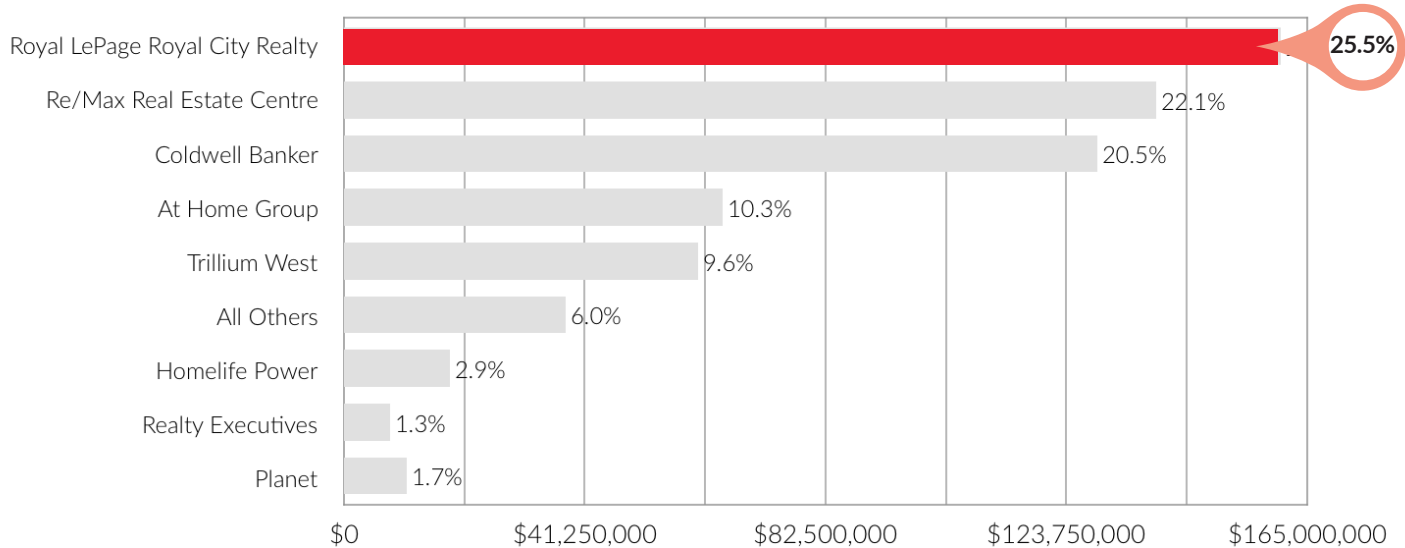


# MARKET DOMINANCE

## WELLINGTON COUNTY'S #1 BROKERAGE!

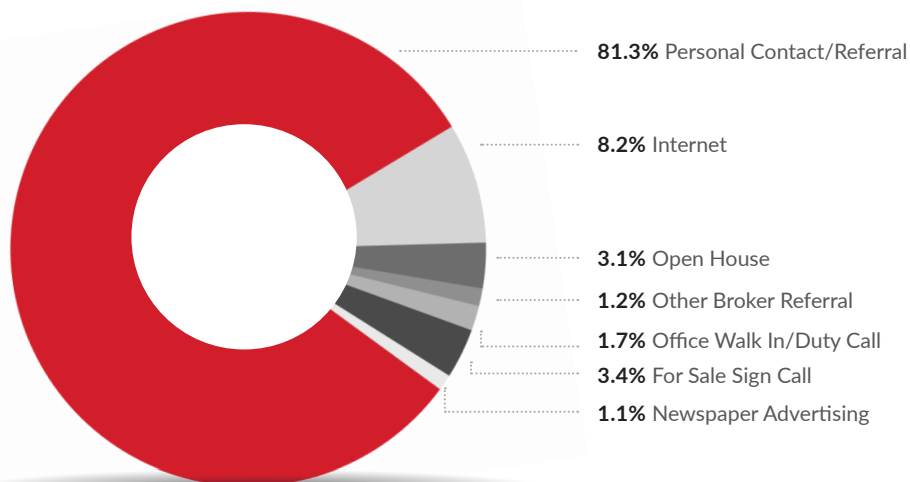
### MARKET SHARE BY \$VOLUME

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

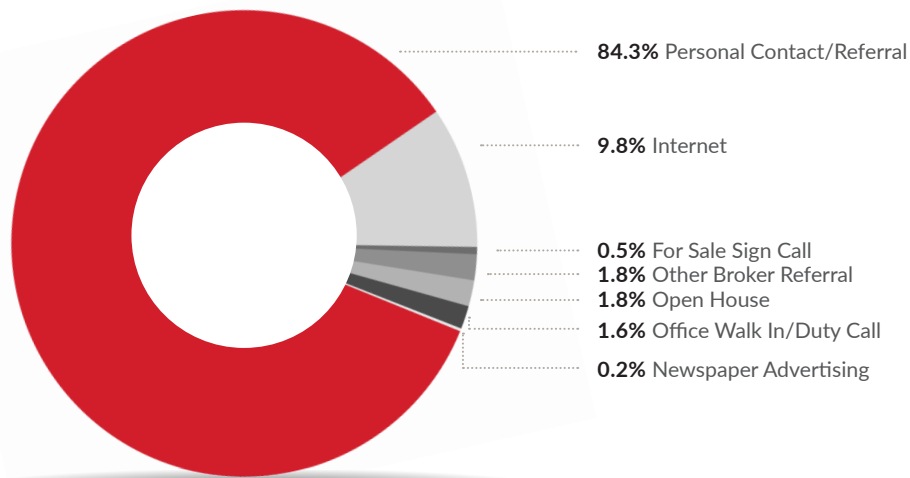


# SOURCE OF BUSINESS

## 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