

# WELLINGTON COUNTY REAL ESTATE MARKET REPORT

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## MAY 2019

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R-CITY | R-TEAM | R-NUMBERS



## WELLINGTON COUNTY OVERVIEW

# SELLER'S MARKET

THE REAL ESTATE MARKET HAS REBOUNDED SUBSTANTIALLY FROM A SLUGGISH START WITH SALE PRICES, INVENTORY, AND UNIT SALES CONTINUING TO INCREASE IN WELLINGTON COUNTY.



### YEAR-TO-DATE SALES VOLUME OF \$814,148,652

Up 18.4% from 2018's \$687,605,229. Unit sales of 1,447 are up 12.87% from 2018's 1,282, with 2,407 new listings up 12.27%, and a 60.12% sales/listings ratio up 0.32%.



### MAY SALES VOLUME OF \$238,242,298

Up 41.06% from 2018's \$168,896,181. Unit sales of 414 are up 30.6% from last May's 317, with 633 new listings up 2.59%, and a 65.4% sales/listing ratio down 0.52%.



### YEAR-TO-DATE AVERAGE SALE PRICE OF \$560,402

Up from \$532,531 one year ago. Median sale price of \$490,000 up from \$468,750 one year ago. Average days-on-market of 32.20 is up 2.4 days from last year.



## MAY Numbers

MEDIAN SALE PRICE +7.73%

**\$505,000**

SALES VOLUME +41.06%

**\$238,242,298**

UNIT SALES +30.6%

**414**

NEW LISTINGS +2.59%

**633**

EXPIRED LISTINGS +22.22%

**44**

UNIT SALES/LISTINGS RATIO -0.52%

**65.4%**

\* 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



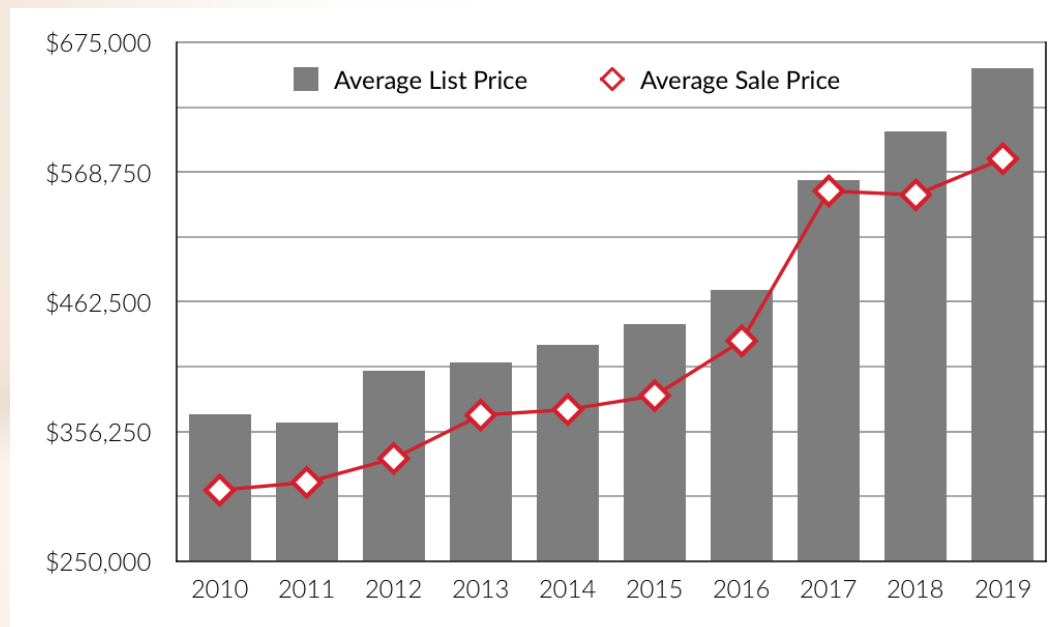
Table 1:  
Wellington County MLS Sales and Listing Summary  
2017 vs. 2018 vs. 2019

Year-Over-Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Volume Sales	\$921,467,805	\$687,605,229	\$814,148,652	+18.40%
YTD Unit Sales	1,688	1,282	1,447	+12.87%
YTD New Listings	2,297	2,144	2,407	+12.27%
YTD Sales/Listings Ratio	73.49%	59.79%	60.12%	+0.32%
YTD Expired Listings	91	157	210	+33.76%
May Volume Sales	\$245,948,106	\$168,896,181	\$238,242,298	+41.06%
May Unit Sales	423	317	414	+30.60%
May New Listings	680	617	633	+2.59%
May Sales/Listings Ratio	80.94%	65.92%	65.40%	-0.52%
May Expired Listings	19	36	44	+22.22%
YTD Sales: Under \$0-\$199K	54	25	26	+4%
YTD Sales: Under \$200K-\$349K	261	223	184	-17.49%
YTD Sales: Under \$350K-\$549K	761	641	647	+0.94%
YTD Sales: Under \$550K-\$749K	374	258	376	+45.74%
YTD Sales: Under \$750K-\$999K	176	106	135	+27.36%
YTD Sales: \$1M+	104	62	79	+27.42%
YTD Average Days-On-Market	22.40	29.80	32.20	+2.4
YTD Average Sale Price	\$535,516	\$532,532	\$560,403	+5.23%
YTD Median Sale Price	\$499,000	\$468,750	\$490,000	+4.53%

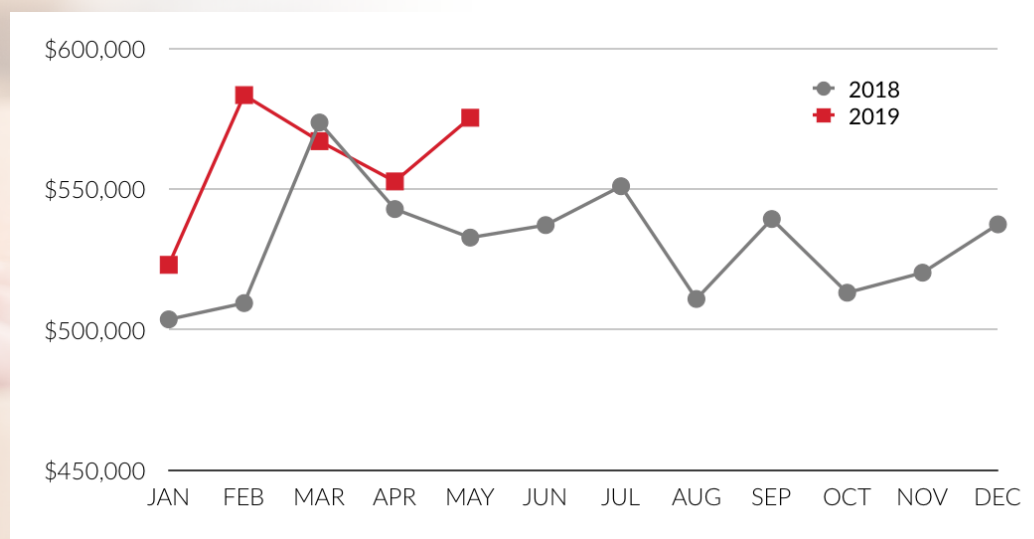
# AVERAGE SALE PRICE

## WELLINGTON COUNTY

### YEAR OVER YEAR



### MONTH OVER MONTH 2018 VS. 2019

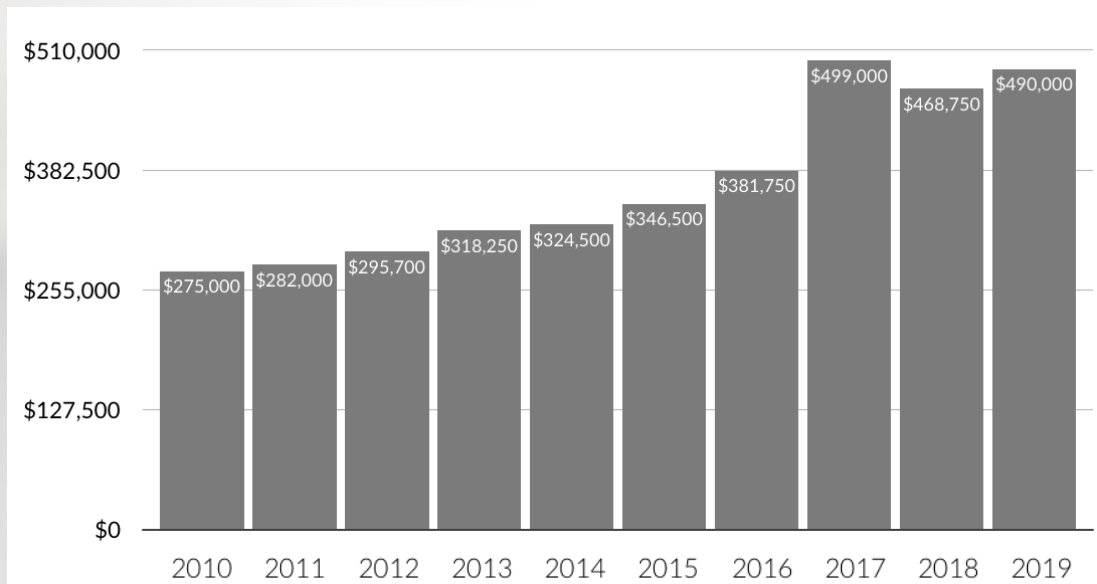




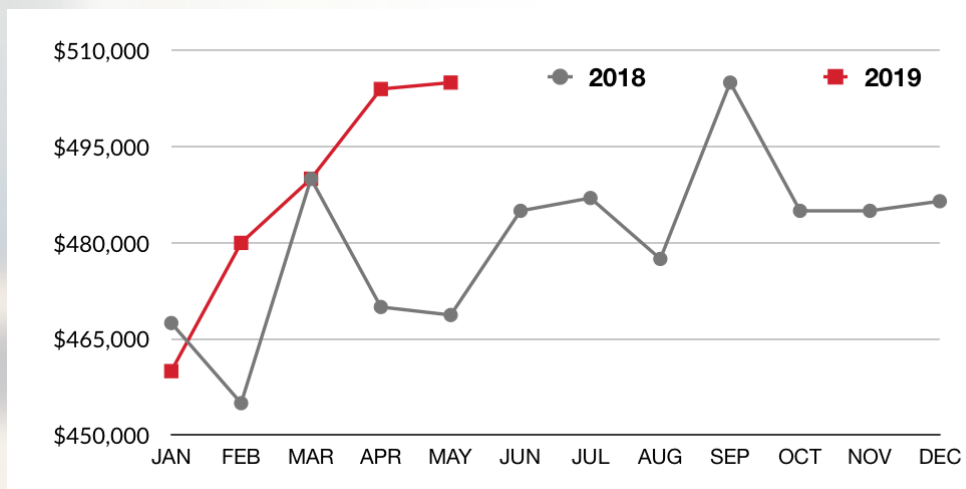
# MEDIAN SALE PRICE

## WELLINGTON COUNTY

### YEAR OVER YEAR



### MONTH OVER MONTH 2018 VS. 2019

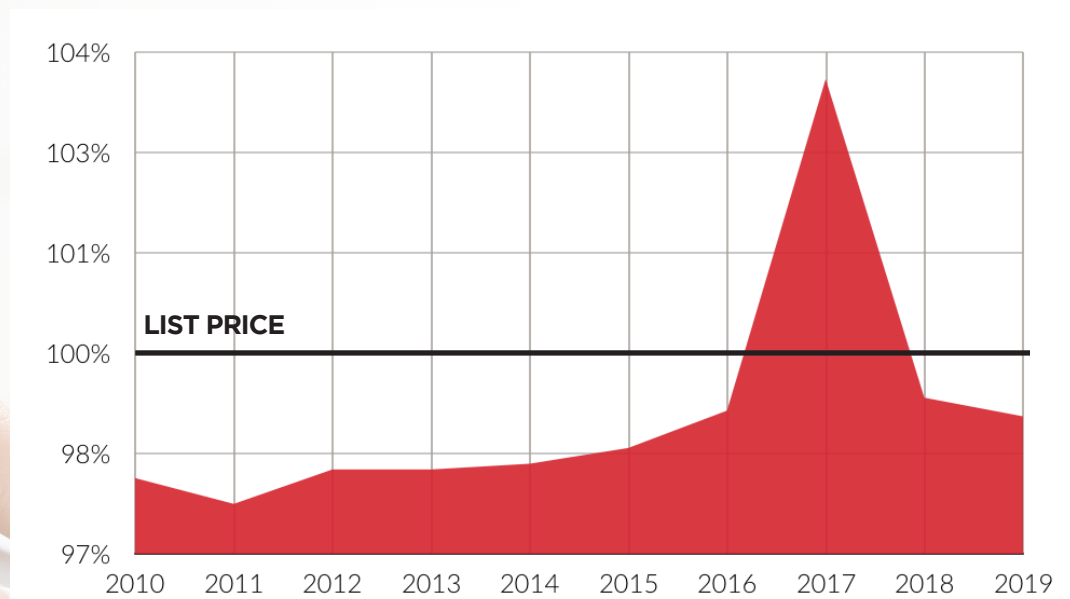


\* Median sale price is based on residential sales (including freehold and condominiums).

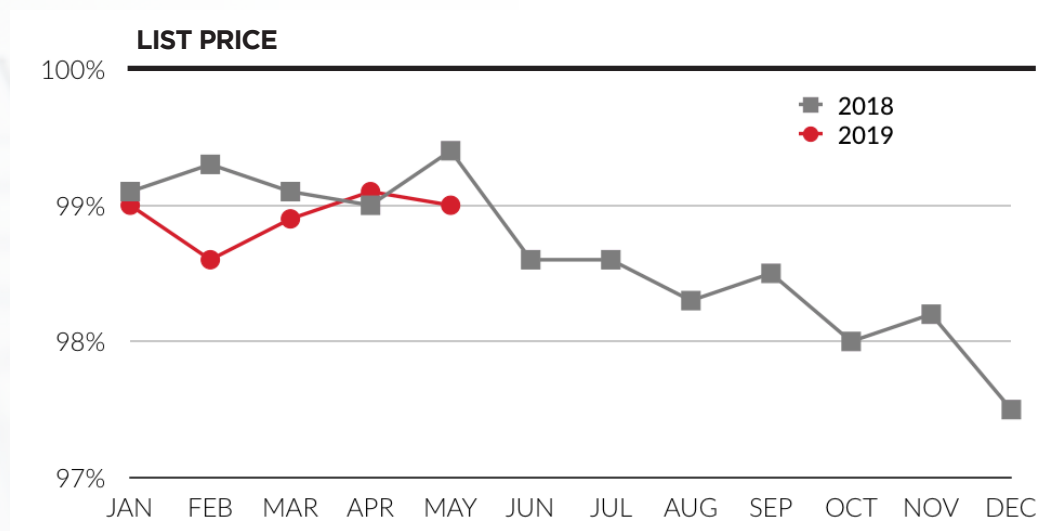
# SALE PRICE vs. LIST PRICE RATIO

## WELLINGTON COUNTY

### YEAR OVER YEAR



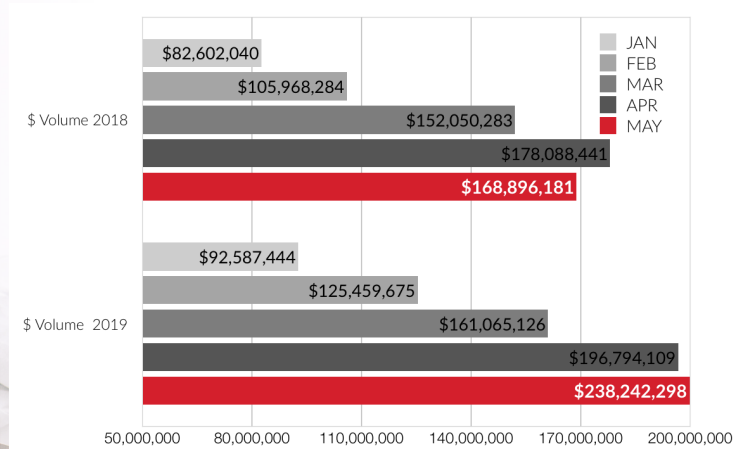
### MONTH OVER MONTH 2018 VS. 2019



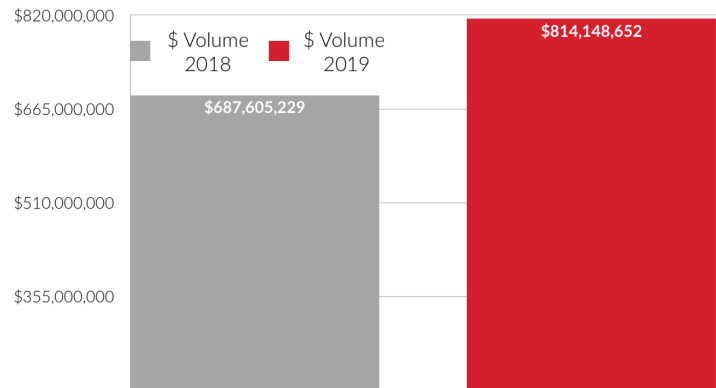
# \$ VOLUME SALES

## WELLINGTON COUNTY

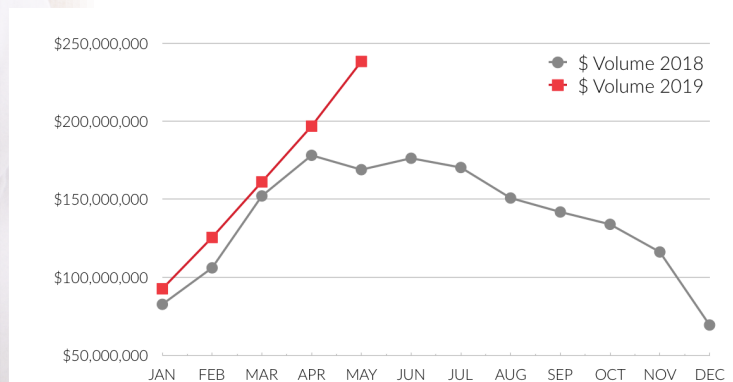
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



Month vs. Month 2018 vs. 2019



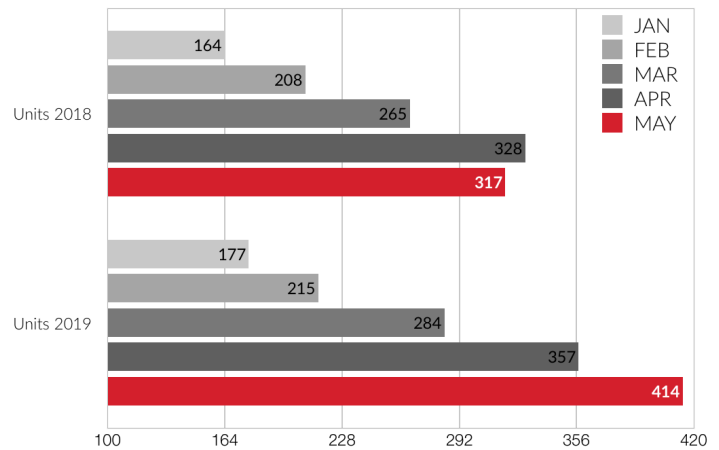




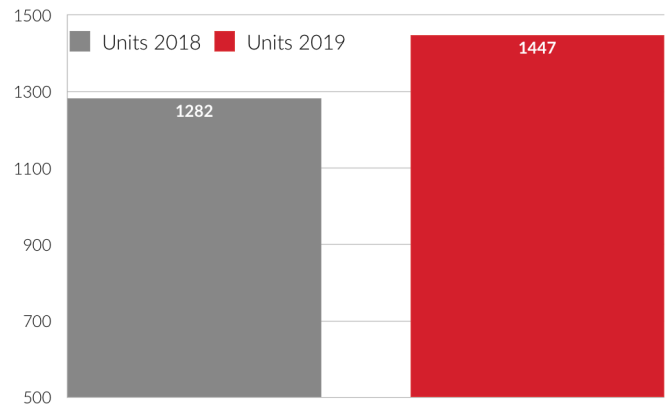
# UNIT SALES

## WELLINGTON COUNTY

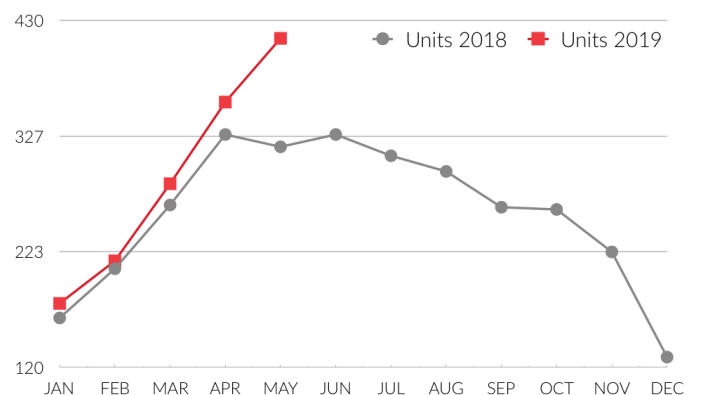
### Monthly Comparison 2018 vs. 2019



### Yearly Totals 2018 vs. 2019

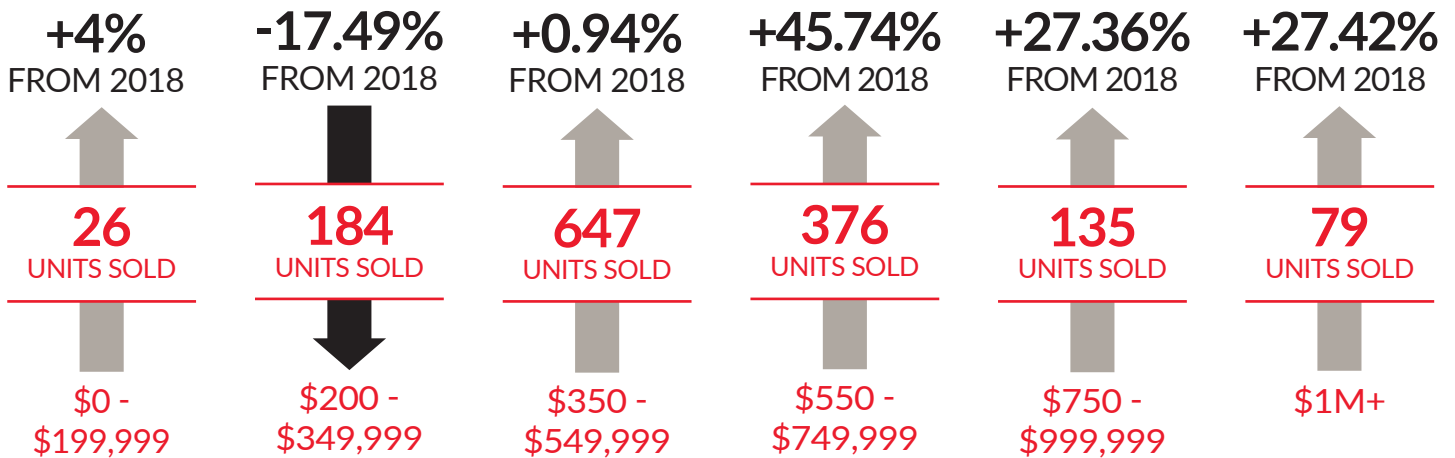


### Month vs. Month 2018 vs. 2019



# SALES BY PRICE BRACKET

## WELLINGTON COUNTY - YEAR TO DATE



# SALES BY TYPE

## WELLINGTON COUNTY

### FREEHOLD HOME SALES

+20.48%



YTD  
SALES VOLUME  
**\$616,392,256**

+13.52%



YTD  
UNIT SALES  
**1,016**

+6.13%



YTD AVERAGE  
SALE PRICE  
**\$606,685**

+43.93%



MAY  
SALES VOLUME  
**\$192,491,272**

+30.93%



MAY  
UNIT SALES  
**309**

### CONDOMINIUM HOME SALES

+15.96%



YTD  
SALES VOLUME  
**\$141,692,449**

+10.06%



YTD  
UNIT SALES  
**361**

+5.36%



YTD AVERAGE  
SALE PRICE  
**\$392,500**

+35.57%



MAY  
SALES VOLUME  
**\$35,040,079**

+27.14%



MAY  
UNIT SALES  
**89**

### VACANT LAND SALES

+22.03%



YTD  
SALES VOLUME  
**\$7,842,000**

+30.77%



YTD  
UNIT SALES  
**17**

-6.69%



YTD AVERAGE  
SALE PRICE  
**\$461,294**

-23.08%



MAY  
SALES VOLUME  
**\$950,000**

NO CHANGE

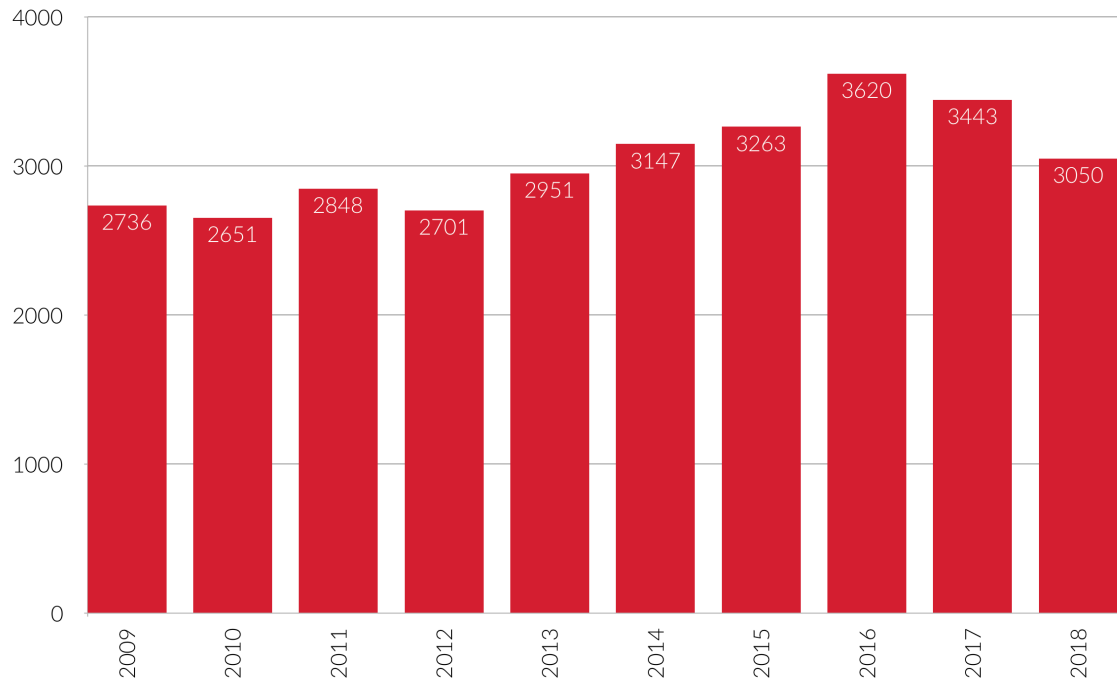


MAY  
UNIT SALES  
**2**



# 10 YEAR MARKET ANALYSIS

## UNITS SOLD

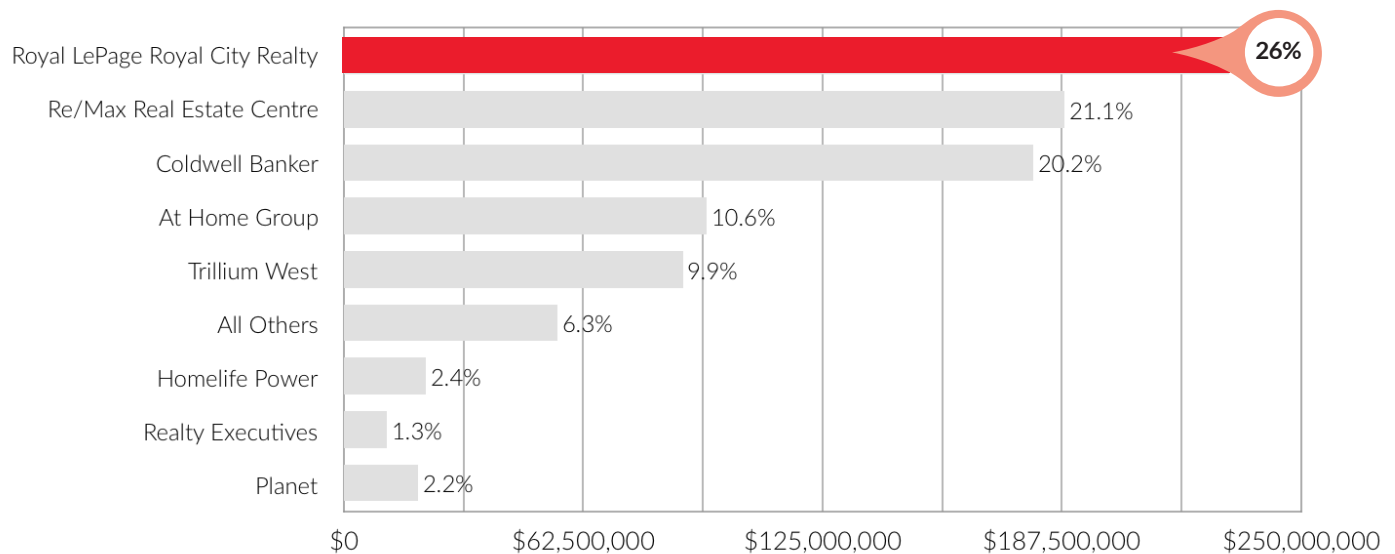


# MARKET DOMINANCE

## WELLINGTON COUNTY'S #1 BROKERAGE!

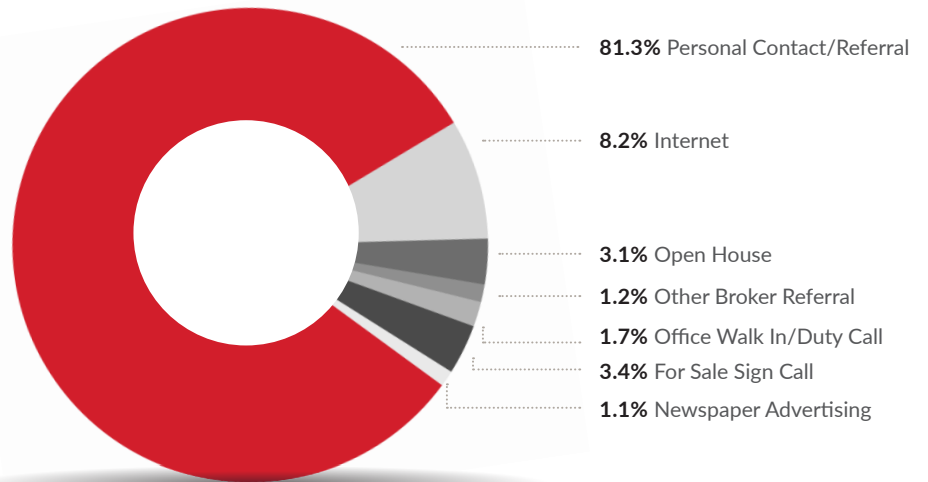
### MARKET SHARE BY \$VOLUME

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

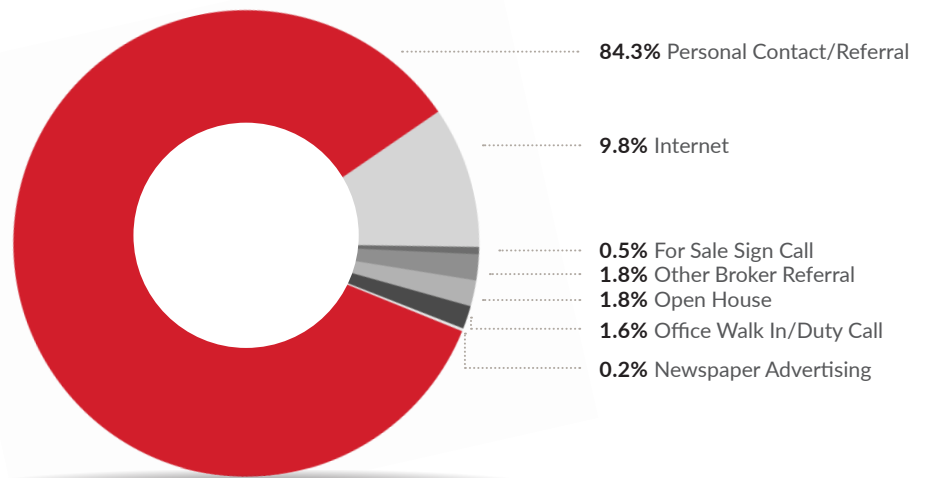


# SOURCE OF BUSINESS

## 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