

# CENTRE WELLINGTON REAL ESTATE MARKET REPORT

## JUNE 2019

R-CITY | R-TEAM | R-NUMBERS



## CENTRE WELLINGTON OVERVIEW

# SELLER'S MARKET

CENTRE WELLINGTON CONTINUES TO SEE DEMAND FOR INVENTORY AS WE HEAD INTO Q3.



### YEAR-TO-DATE SALES VOLUME OF \$131,294,076

Up 19.17% from 2018's \$110,169,523. Unit Sales of 233 are up 13.11% from 2018's 206, with 385 new listings up 25%, and a 60.52% sales/listings ratio down 6.36%.



### JUNE SALES VOLUME OF \$33,366,800

Up 37.78% from 2018's \$24,217,323. Unit sales of 52 are up 6.12% from last June's 49, with 79 new listings up 17.91%, and a 65.82% sales/listings ratio down 7.31%.



### YEAR-TO-DATE AVERAGE SALE PRICE OF \$548,160

Up from \$526,274 one year ago. Median sale price \$495,000 up from \$471,750 one year ago. Average days-on-market of 38.83 is up 8.5 days from last year.



## JUNE Numbers

MEDIAN SALE PRICE +13.64%

**\$500,000**

SALES VOLUME +37.78%

**\$33,366,800**

UNIT SALES +6.12%

**52**

NEW LISTINGS +17.91%

**79**

EXPIRED LISTINGS +450%

**11**

UNIT SALES/LISTINGS RATIO -7.31%

**65.82%**

\* Year over year comparison  
(June 2018 to June 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 - June 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	\$141,250,112	\$110,169,523	\$131,294,076	+19.17%
YTD Unit Sales	268	206	233	+13.11%
YTD New Listings	375	308	385	+25%
YTD Sales/Listings Ratio	71.47%	66.88%	60.52%	-6.36%
YTD Expired Listings	16	30	36	+20%
June Volume Sales	\$15,894,495	\$24,217,323	\$33,366,800	+37.78%
June Unit Sales	38	49	52	+6.12%
June New Listings	59	67	79	+17.91%
June Sales/Listings Ratio	64.41%	73.13%	65.82%	-7.31%
June Expired Listings	5	2	11	+450%
YTD Sales: Under \$0-\$199K	3	8	8	No Change
YTD Sales: Under \$200K-\$349K	34	23	20	-13.04%
YTD Sales: Under \$350K-\$549K	153	107	108	+0.93%
YTD Sales: Under \$550K-\$749K	49	39	65	+66.67%
YTD Sales: Under \$750K-\$999K	16	19	20	+5.26%
YTD Sales: \$1M+	13	10	12	+20%
YTD Average Days-On-Market	26.00	30.33	38.83	+8.5
YTD Average Sale Price	\$512,070	\$526,274	\$548,160	+4.16%
YTD Median Sale Price	\$441,225	\$471,750	\$495,000	+4.93

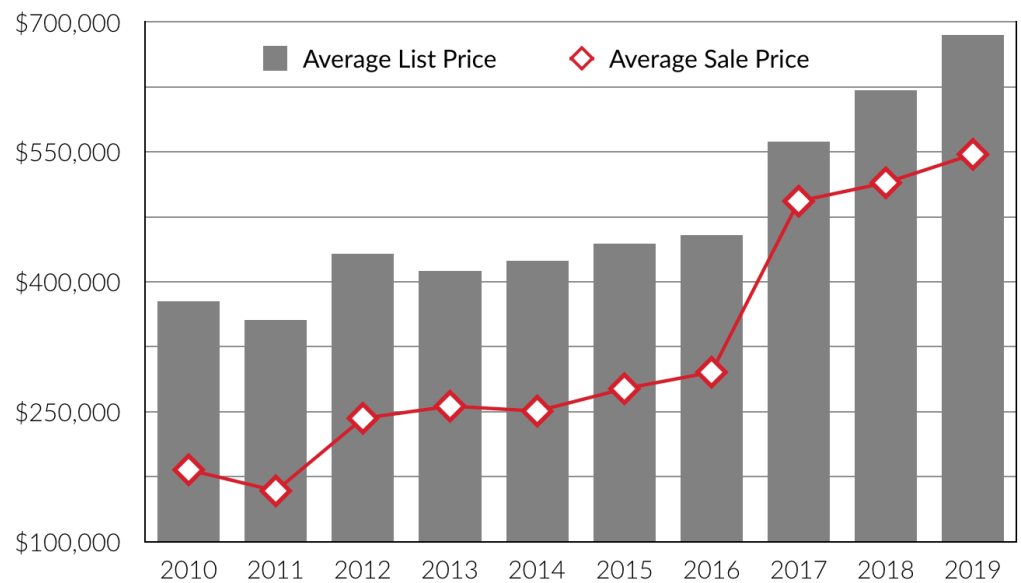
NOTE: All MLS® sales data in this report comes from the Guelph District Association of REALTORS®.



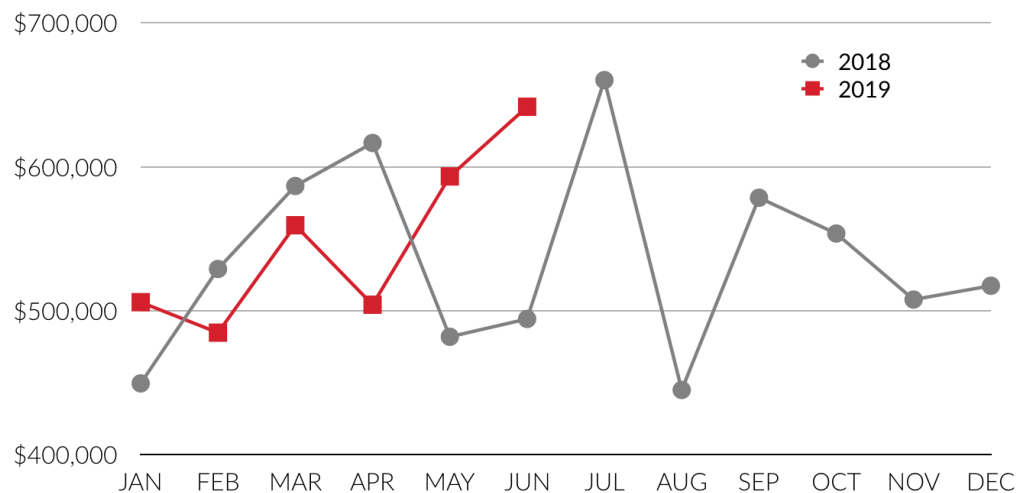
# AVERAGE SALE PRICE

## CENTRE WELLINGTON

### YEAR OVER YEAR



### MONTH OVER MONTH 2018 VS. 2019

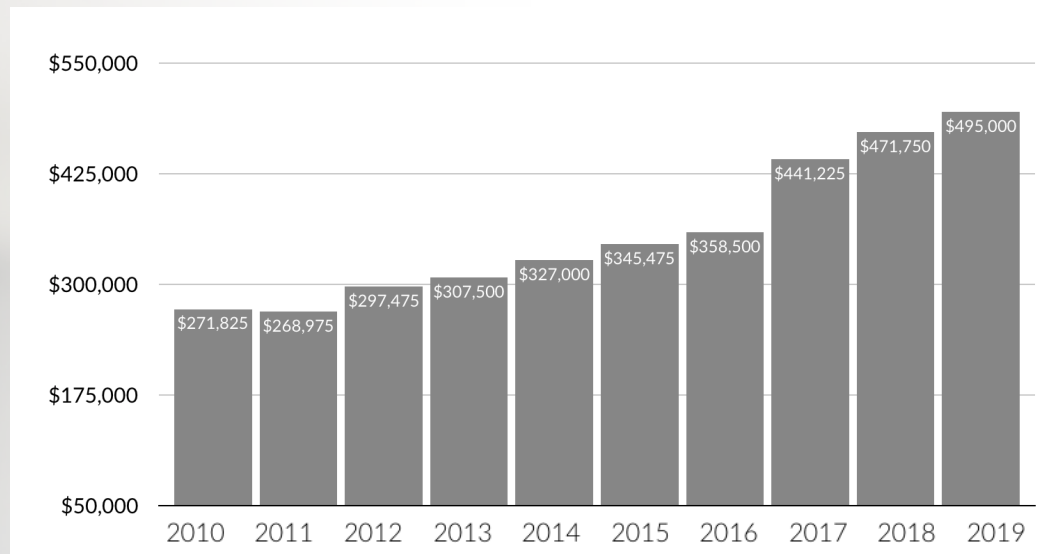




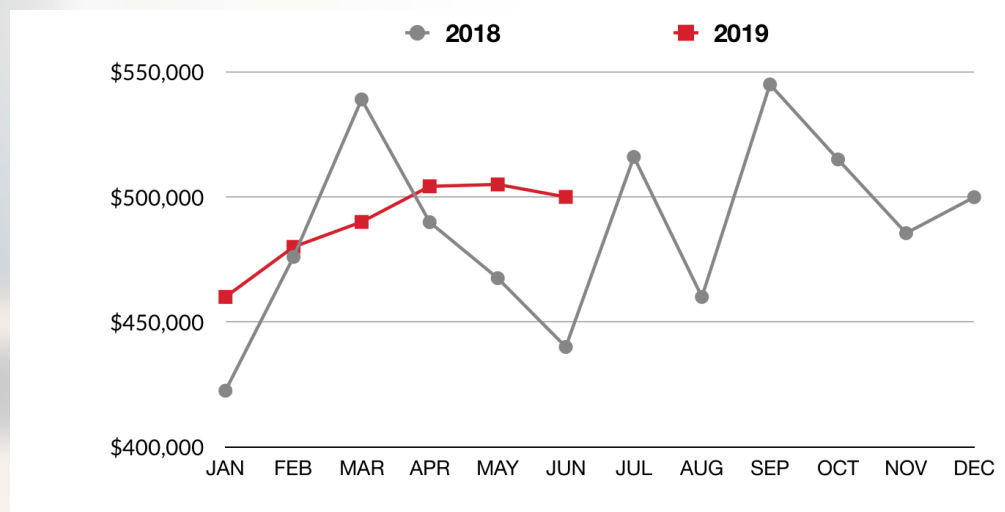
# MEDIAN SALE PRICE

## CENTRE WELLINGTON

### YEAR OVER YEAR



### MONTH OVER MONTH 2018 VS. 2019

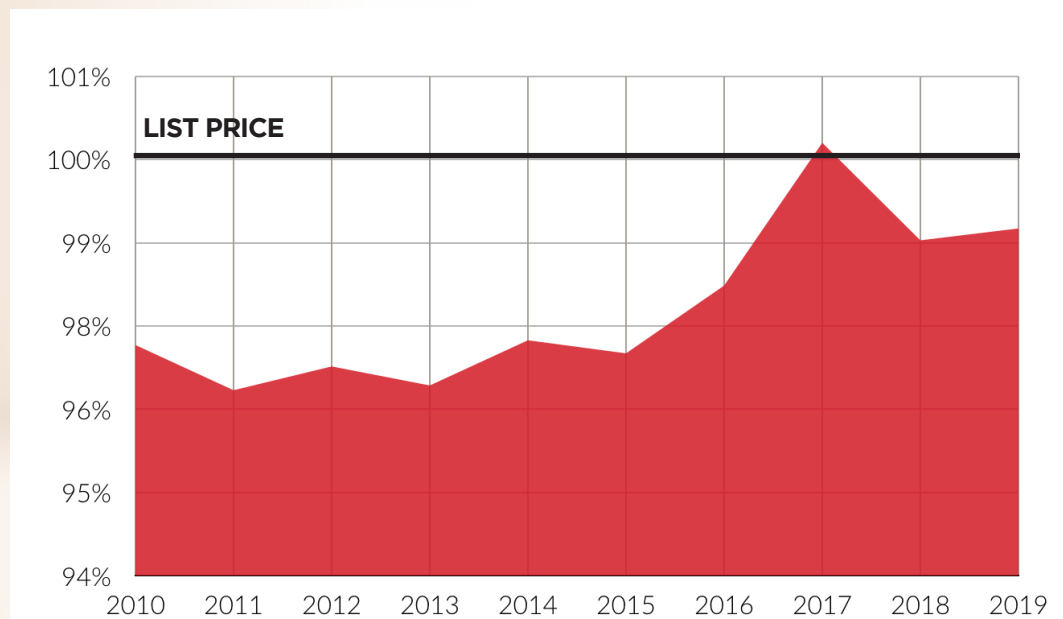


\* Median sale price is based on residential sales (including freehold and condominiums).

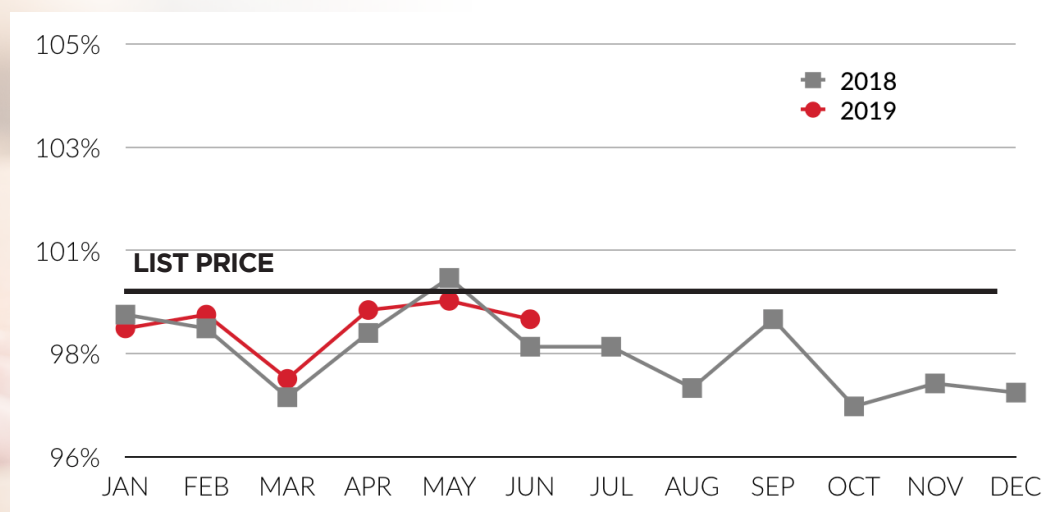
# SALE PRICE vs. LIST PRICE RATIO

## CENTRE WELLINGTON

### YEAR OVER YEAR



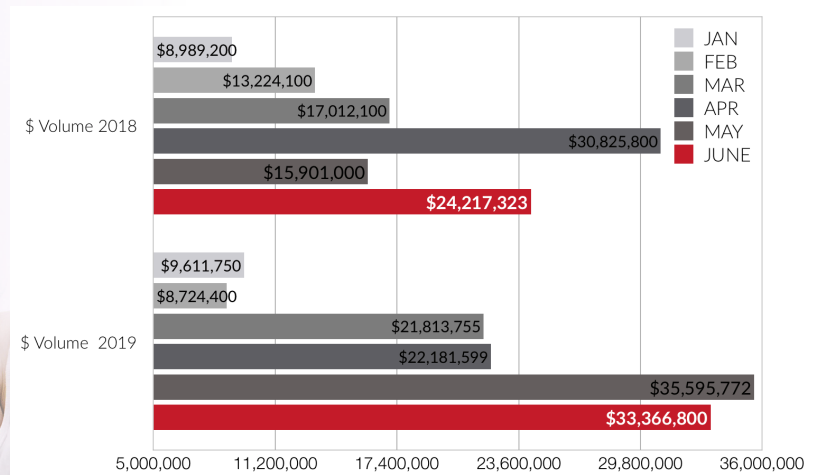
### MONTH OVER MONTH 2018 VS. 2019



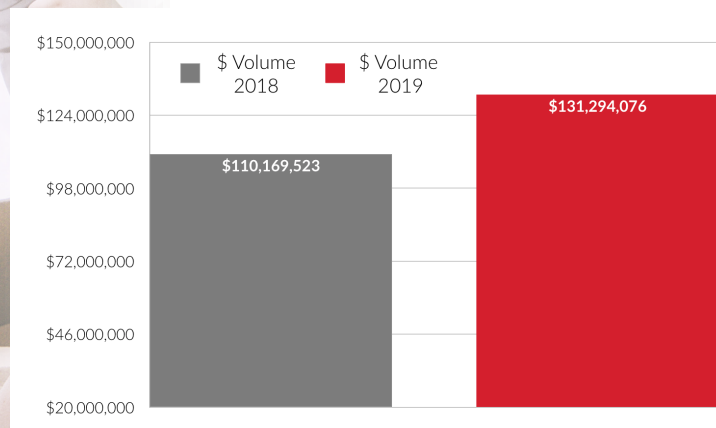
# \$ VOLUME SALES

## CENTRE WELLINGTON

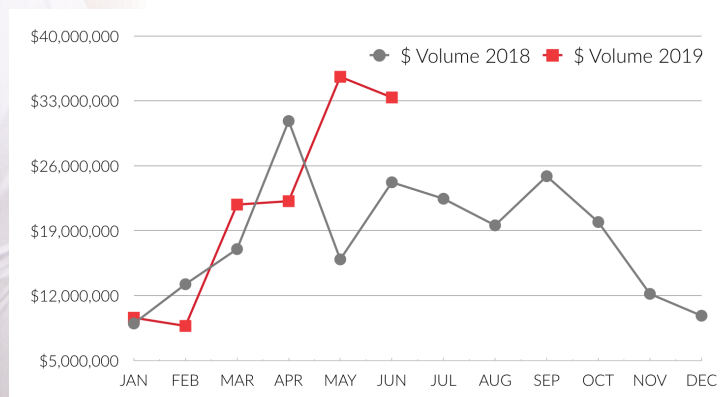
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



Month vs. Month 2018 vs. 2019

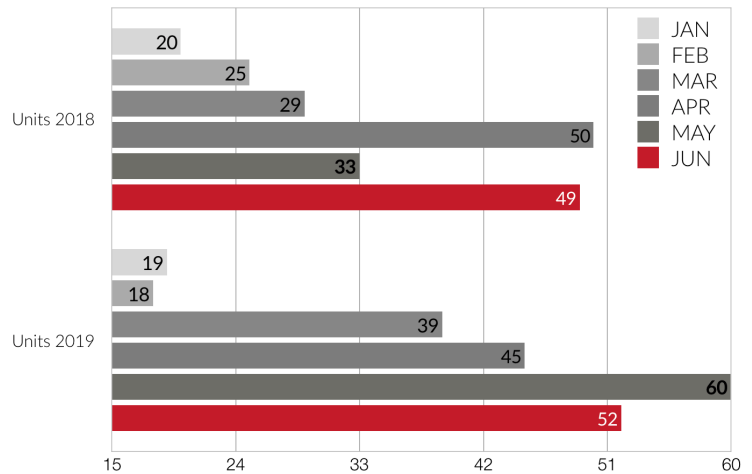




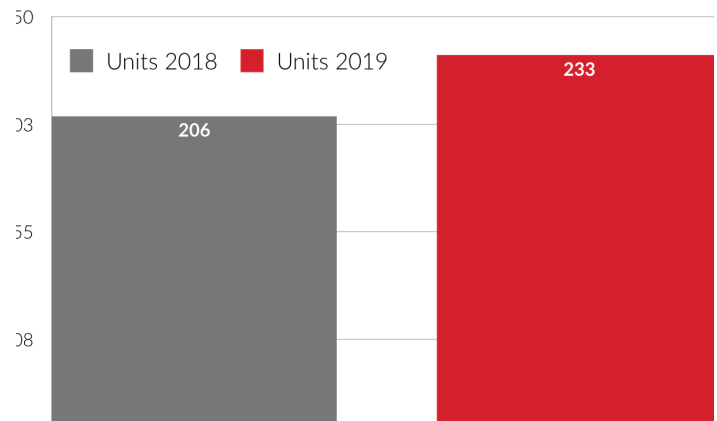
# UNIT SALES

## CENTRE WELLINGTON

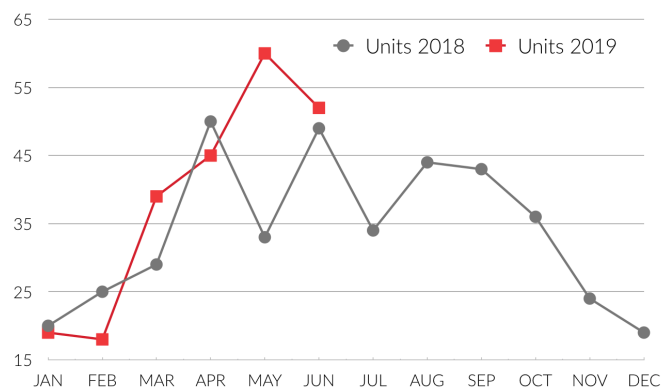
### Monthly Comparison 2018 vs. 2019



### Yearly Totals 2018 vs. 2019

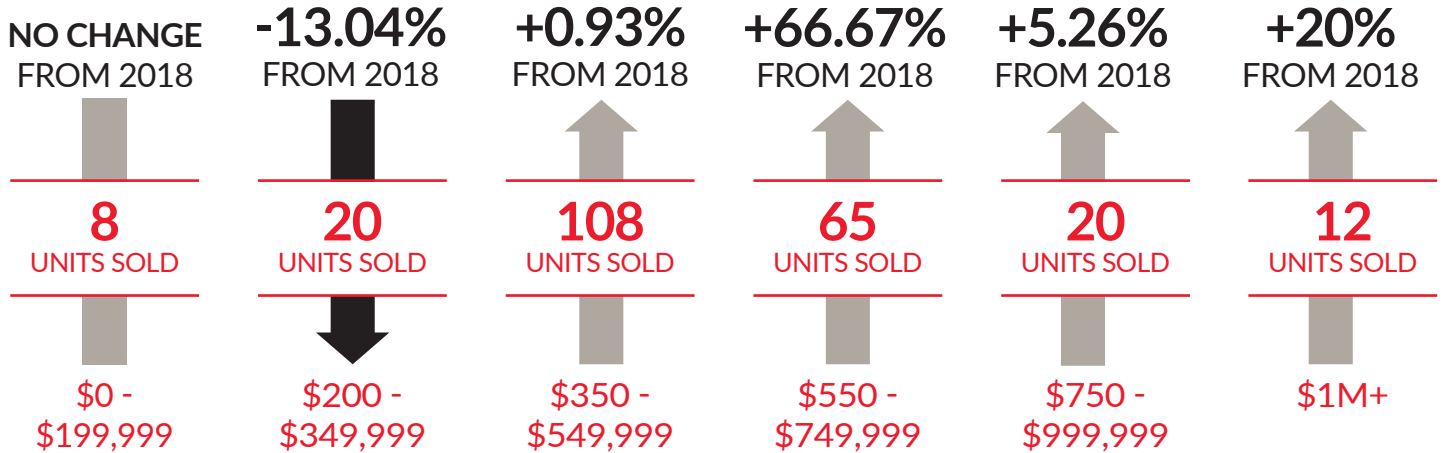


### Month vs. Month 2018 vs. 2019



# SALES BY PRICE BRACKET

## CENTRE WELLINGTON



# SALES BY TYPE

## CENTRE WELLINGTON

### FREEHOLD HOME SALES

+18.33%

YTD  
SALES VOLUME  
**\$110,766,676**

+13.22%

YTD  
UNIT SALES  
**197**

+4.52%

YTD AVERAGE  
SALE PRICE  
**\$562,267**

+18.50%

JUNE  
SALES VOLUME  
**\$25,801,300**

+4.65%

JUNE  
UNIT SALES  
**45**

### CONDOMINIUM HOME SALES

+32.5%

YTD  
SALES VOLUME  
**\$8,469,400**

+15.8%

YTD  
UNIT SALES  
**22**

+14.43%

YTD AVERAGE  
SALE PRICE  
**\$384,973**

-32.7%

JUNE  
SALES VOLUME  
**\$985,500**

-25%

JUNE  
UNIT SALES  
**3**

### VACANT LAND SALES

-5.2%

YTD  
SALES VOLUME  
**\$2,200,000**

NO CHANGE

YTD  
UNIT SALES  
**3**

-5.17%

YTD AVERAGE  
SALE PRICE  
**\$733,333**

THERE WERE NO SALES IN  
JUNE 2018 TO COMPARE TO

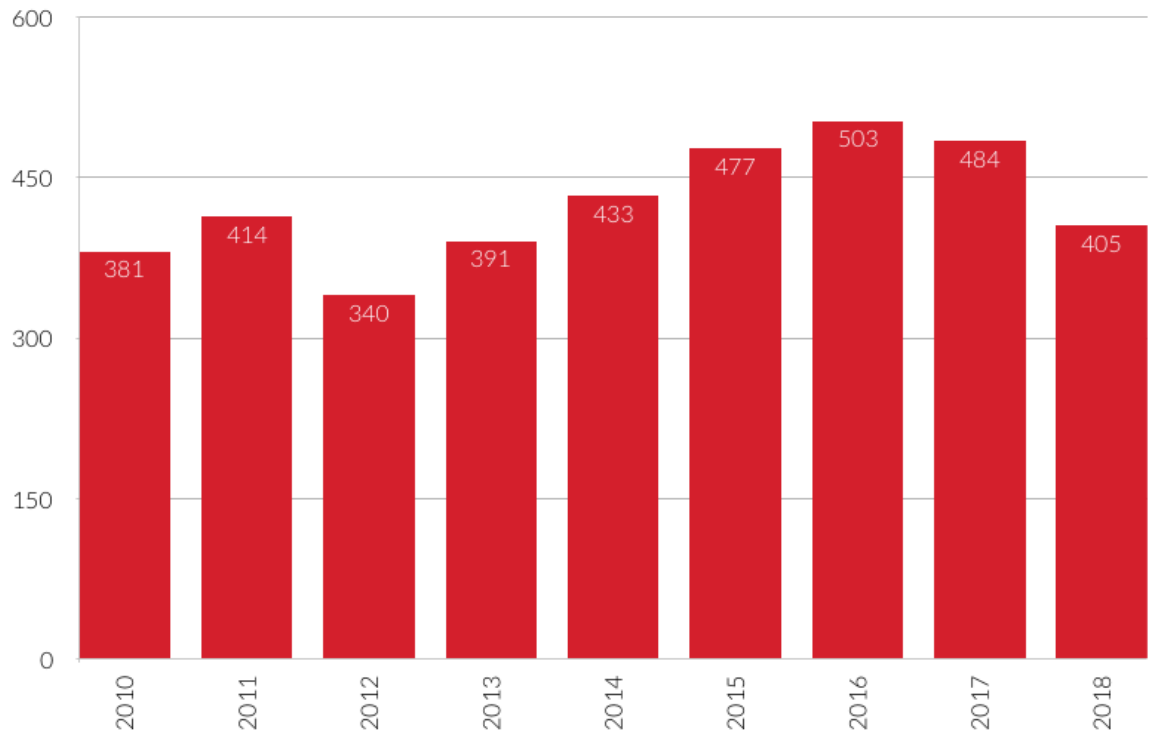
JUNE  
SALES VOLUME  
**\$1,455,000**

JUNE  
UNIT SALES  
**1**



# 10 YEAR MARKET ANALYSIS

## CENTRE WELLINGTON- UNITS SOLD

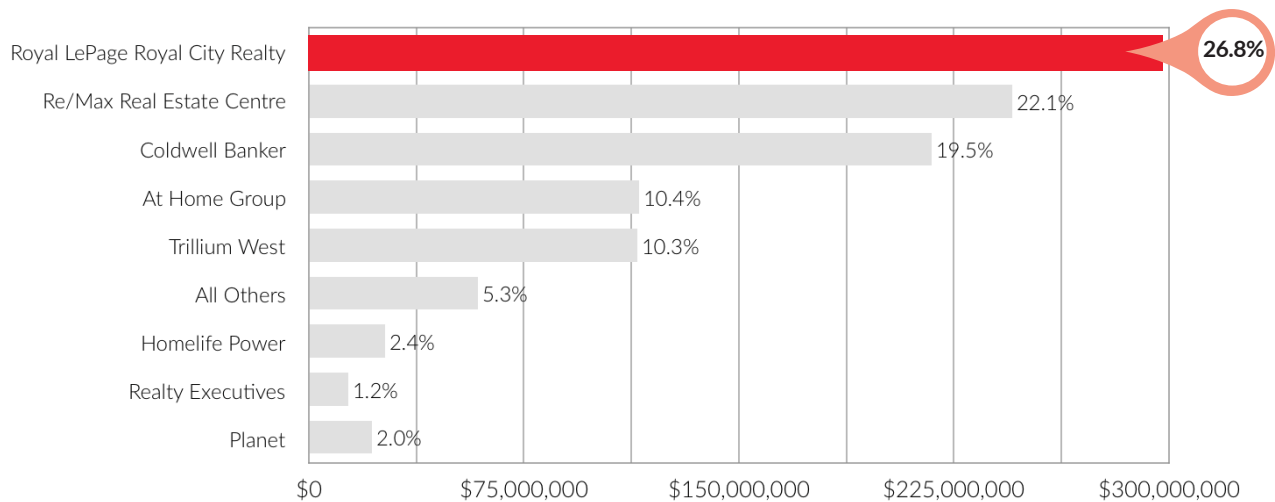


# MARKET DOMINANCE

## WELLINGTON COUNTY'S #1 BROKERAGE!

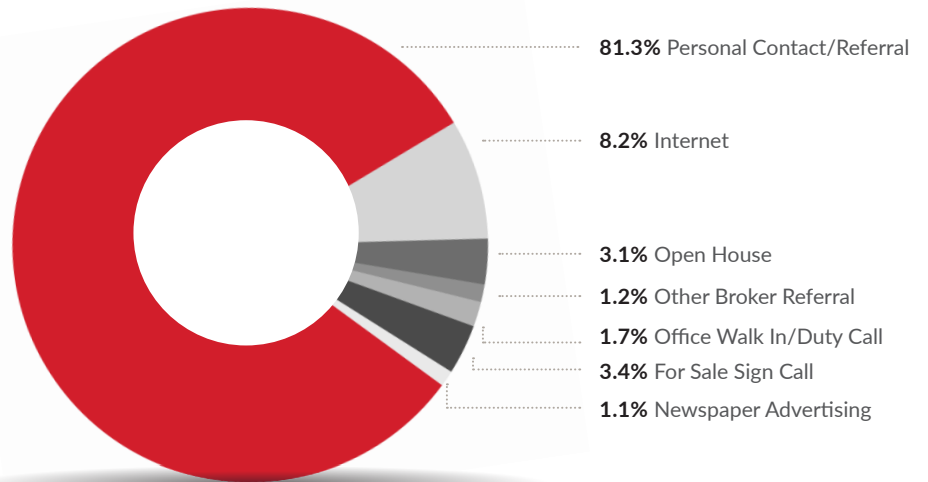
### MARKET SHARE BY \$VOLUME

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

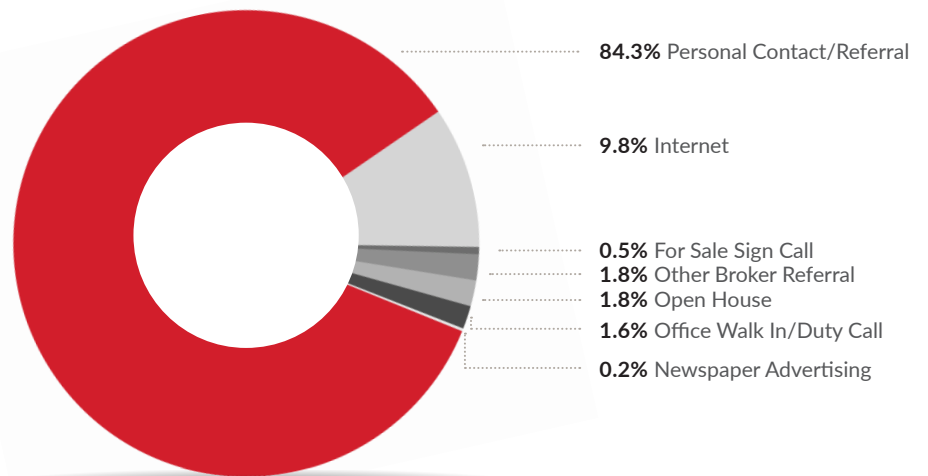


# SOURCE OF BUSINESS

## 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