

WELLINGTON COUNTY REAL ESTATE MARKET REPORT

JUNE 2019

R-CITY | R-TEAM | R-NUMBERS



WELLINGTON COUNTY OVERVIEW

SELLER'S MARKET

SALES ACTIVITY AND PRICES CONTINUE TO INCREASE IN WELLINGTON COUNTY AS WE HEAD INTO Q3.



YEAR-TO-DATE SALES VOLUME OF \$1,008,107,305

Up 16.7% from 2018's \$863,821,177. Unit sales of 1,783 are up 10.75% from 2018's 1,610, with 2,966 new listings up 11.59%, and a 60.11% sales/listings ratio down 0.46%.



JUNE SALES VOLUME OF \$192,108,653

Up 9.02% from 2018's \$176,215,948. Unit sales of 334 are up 1.83% from last June's 328, with 555 new listings up 7.98%, and a 60.18% sales/listing ratio down 3.63%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$563,347

Up from \$533,317 one year ago. Median sale price of \$495,000 up from \$469,375 one year ago. Average days-on-market of 32.33 is up 1.5 days from last year.



JUNE Numbers

MEDIAN SALE PRICE +3.09%

\$500,000

SALES VOLUME +9.02%

\$192,108,653

UNIT SALES +1.83%

334

NEW LISTINGS +7.98%

555

EXPIRED LISTINGS +23.4%

58

UNIT SALES/LISTINGS RATIO -3.63%

60.18%

* 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



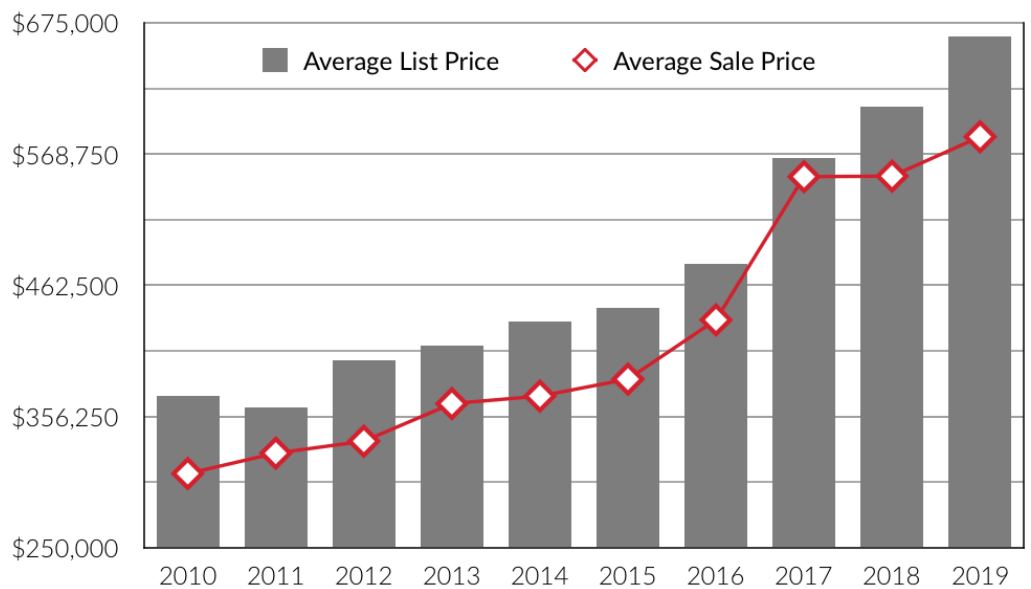
Table 1:
Wellington County MLS Sales and Listing Summary
2017 vs. 2018 vs. 2019

Year-Over-Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Volume Sales	\$1,100,236,577	\$863,821,177	\$1,008,107,305	+16.7%
YTD Unit Sales	2,032	1,610	1,783	+10.75%
YTD New Listings	2,826	2,658	2,966	+11.59%
YTD Sales/Listings Ratio	71.90%	60.57%	60.11%	-0.46%
YTD Expired Listings	120	204	268	+31.37%
June Volume Sales	\$178,768,772	\$176,215,948	\$192,108,653	+9.02%
June Unit Sales	344	328	334	+1.83%
June New Listings	529	514	555	+7.98%
June Sales/Listings Ratio	65.03%	63.81%	60.18%	-3.63%
June Expired Listings	29	47	58	+23.4%
YTD Sales: Under \$0-\$199K	70	36	30	-16.67%
YTD Sales: Under \$200K-\$349K	322	276	221	-19.93%
YTD Sales: Under \$350K-\$549K	927	790	790	No Change
YTD Sales: Under \$550K-\$749K	447	333	475	+42.64%
YTD Sales: Under \$750K-\$999K	200	141	170	+20.57%
YTD Sales: \$1M+	118	73	97	+32.88%
YTD Average Days-On-Market	22.67	30.83	32.33	+1.5
YTD Average Sale Price	\$532,876	\$533,317	\$563,347	+5.63%
YTD Median Sale Price	\$477,500	\$469,375	\$495,000	+5.46%

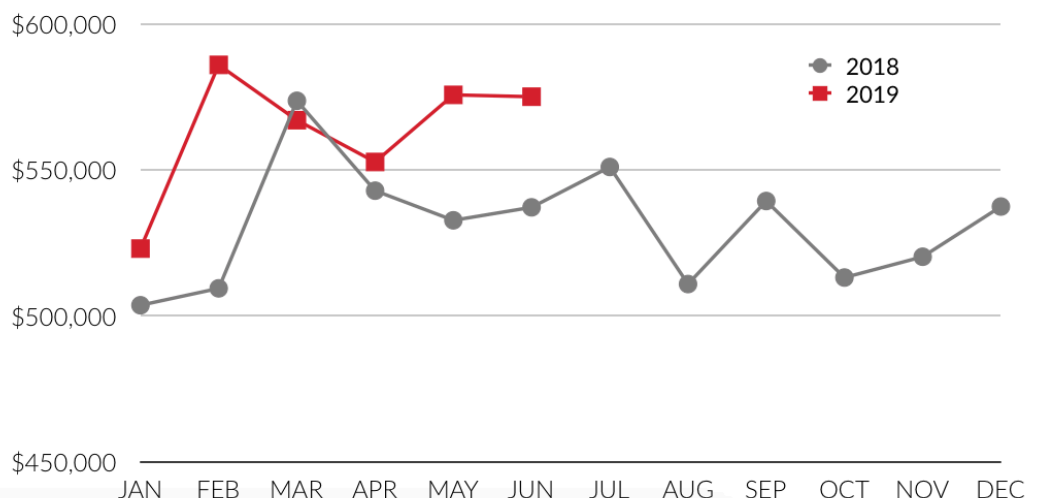
AVERAGE SALE PRICE

WELLINGTON COUNTY

YEAR OVER YEAR



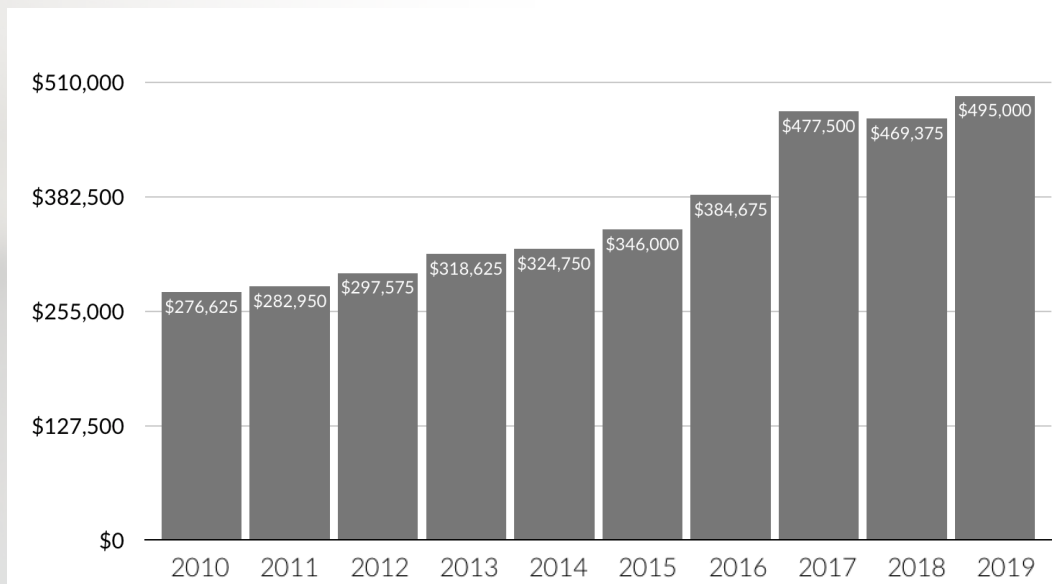
MONTH OVER MONTH 2018 VS. 2019



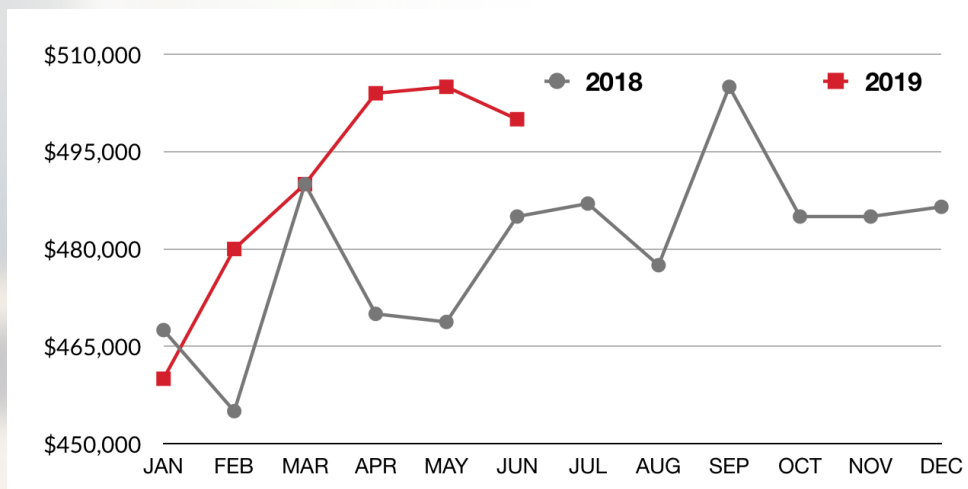
MEDIAN SALE PRICE

WELLINGTON COUNTY

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

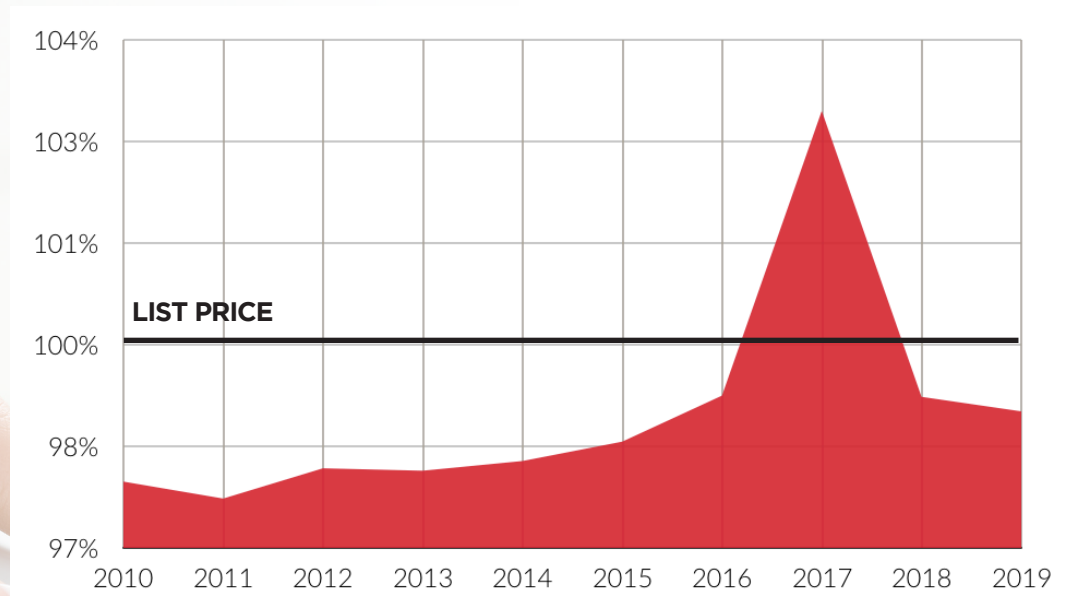


* Median sale price is based on residential sales (including freehold and condominiums).

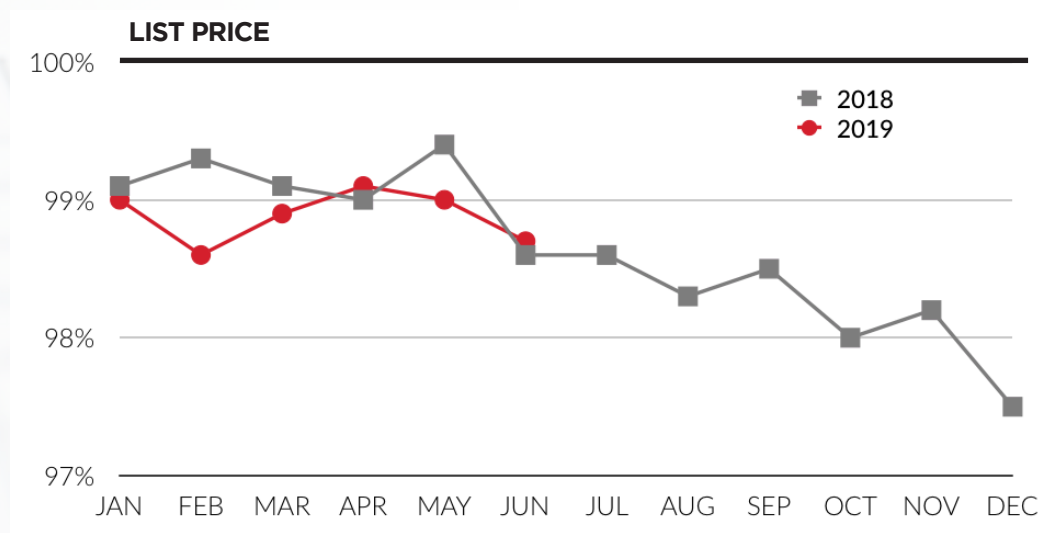
SALE PRICE vs. LIST PRICE RATIO

WELLINGTON COUNTY

YEAR OVER YEAR



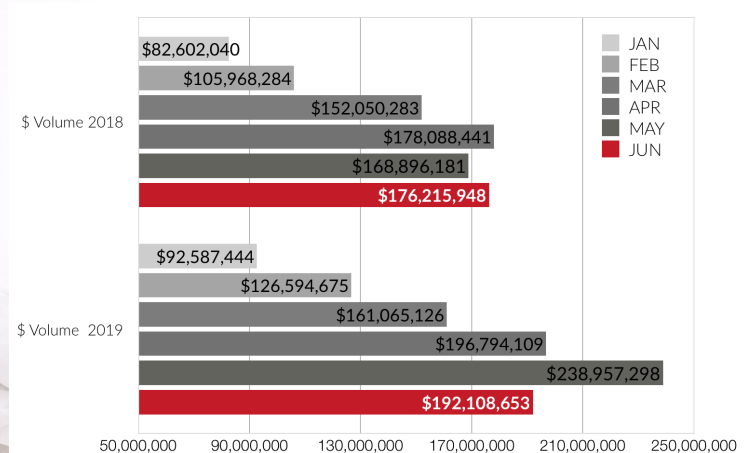
MONTH OVER MONTH 2018 VS. 2019



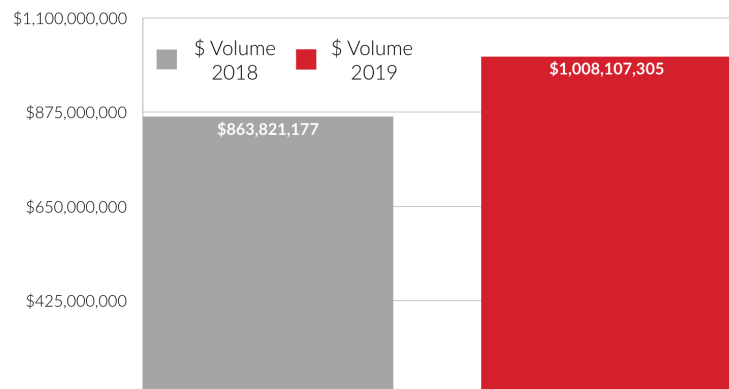
\$ VOLUME SALES

WELLINGTON COUNTY

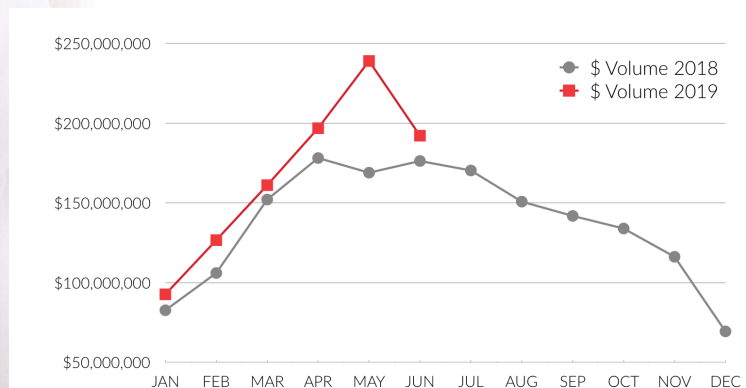
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



Month vs. Month 2018 vs. 2019

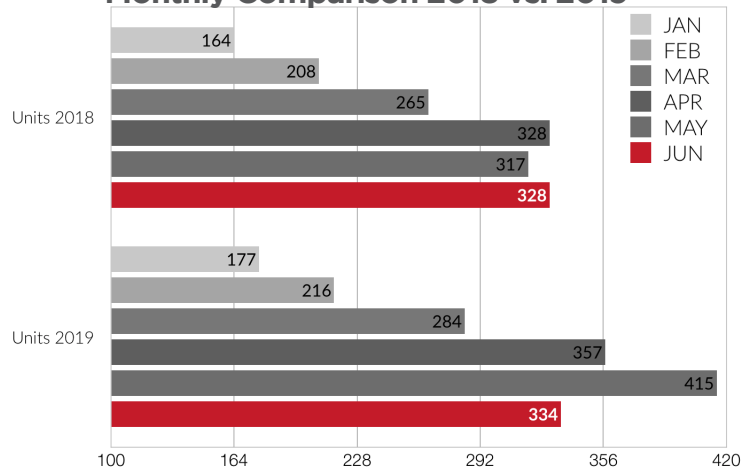




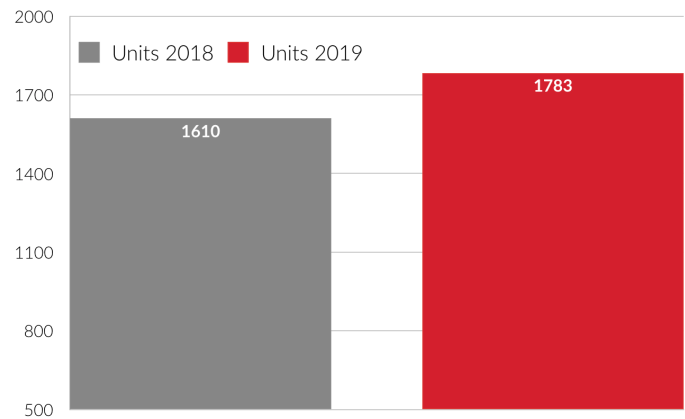
UNIT SALES

WELLINGTON COUNTY

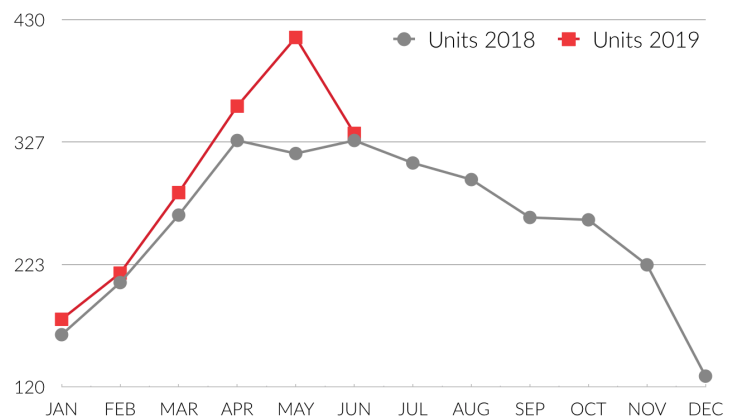
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

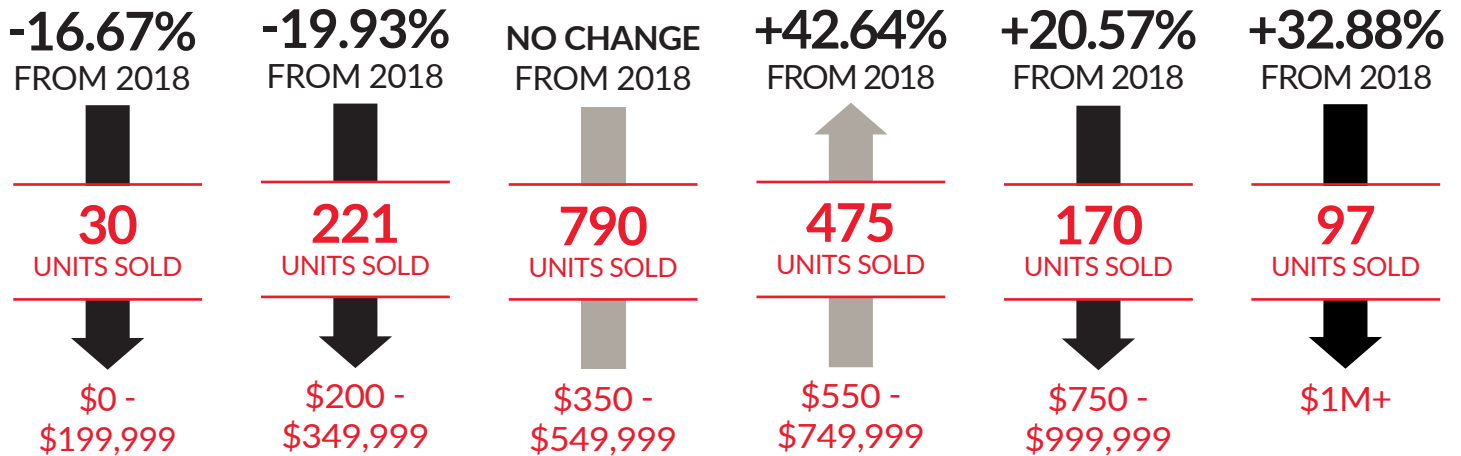


Month vs. Month 2018 vs. 2019



SALES BY PRICE BRACKET

WELLINGTON COUNTY - YEAR TO DATE



SALES BY TYPE

WELLINGTON COUNTY

FREEHOLD HOME SALES

+20.13%



YTD
SALES VOLUME
\$764,458,921

+12.89%



YTD
UNIT SALES
1,261

+6.41%



YTD AVERAGE
SALE PRICE
\$606,232

+17.58%



JUNE
SALES VOLUME
\$146,681,665

+9.91%



JUNE
UNIT SALES
244

CONDOMINIUM HOME SALES

+8.87%



YTD
SALES VOLUME
\$173,475,437

+5.53%



YTD
UNIT SALES
439

+3.16%



YTD AVERAGE
SALE PRICE
\$395,160

-15.7%



JUNE
SALES VOLUME
\$31,317,988

-12.5%



JUNE
UNIT SALES
77

VACANT LAND SALES

+27.84%



YTD
SALES VOLUME
\$11,242,000

+5.26%



YTD
UNIT SALES
20

+21.45%



YTD AVERAGE
SALE PRICE
\$562,100

+43.64%



JUNE
SALES VOLUME
\$3,400,000

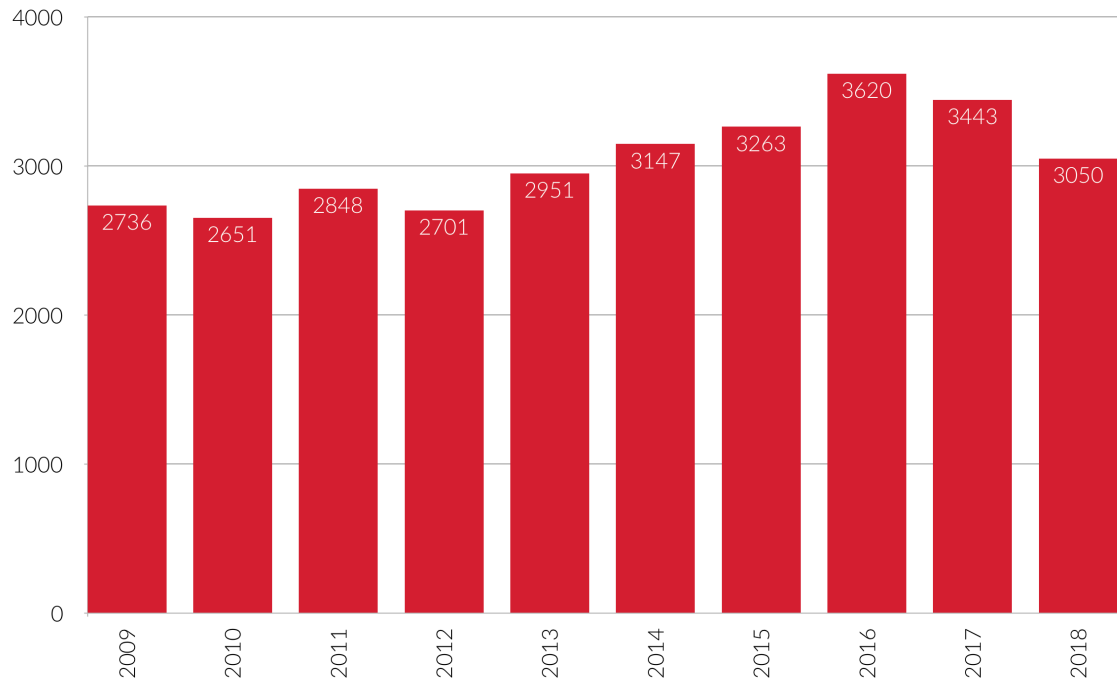
-50%



JUNE
UNIT SALES
3

10 YEAR MARKET ANALYSIS

UNITS SOLD

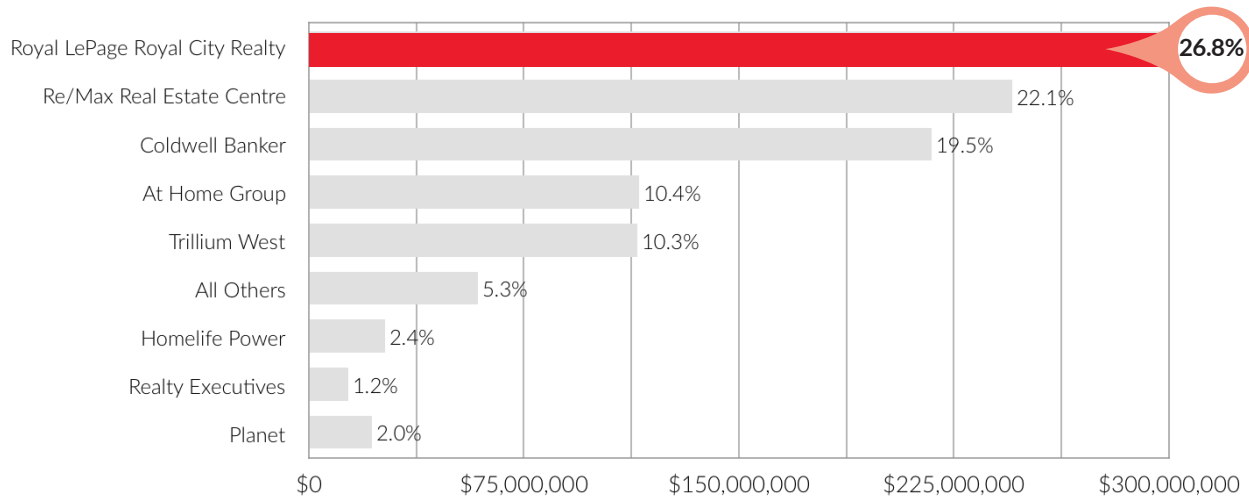


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

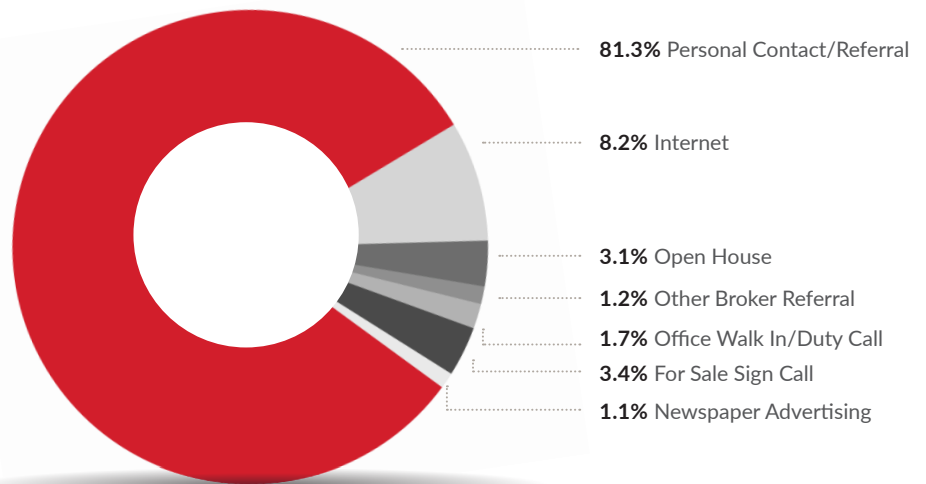
MARKET SHARE BY \$VOLUME

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

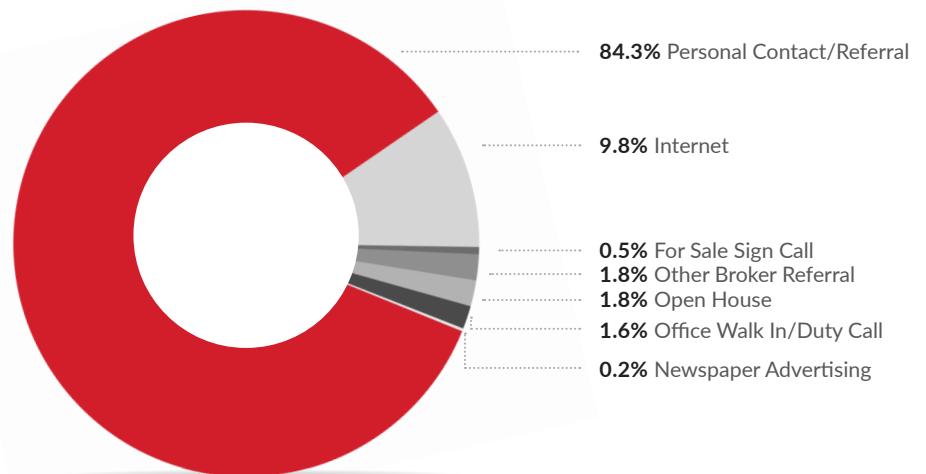


SOURCE OF BUSINESS

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