

CENTRE WELLINGTON REAL ESTATE MARKET REPORT

JULY 2019

R-CITY | R-TEAM | R-NUMBERS



CENTRE WELLINGTON OVERVIEW

SELLER'S MARKET

DEMAND FOR INVENTORY HAS BEEN GROWING IN CENTRE WELLINGTON AND SAW A BIG JUMP THIS MONTH.



YEAR-TO-DATE SALES VOLUME OF \$158,821,321

Up 19.76% from 2018's \$132,615,923. Unit Sales of 281 are up 17.08% from 2018's 240, with 451 new listings up 22.22%, and a 62.31% sales/listings ratio down 2.73%.



JULY SALES VOLUME OF \$27,527,245

Up 22.64% from 2018's \$22,446,400. Unit sales of 48 are up 41.18% from last July's 34, with 66 new listings up 8.2%, and a 72.73% sales/listings ratio up 16.99%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$551,777

Up from \$545,404 one year ago. Median sale price \$495,000 up from \$476,000 one year ago. Average days-on-market of 37.86 is up 5.43 days from last year.



JULY Numbers

MEDIAN SALE PRICE -4.07%

\$495,000

SALES VOLUME +22.64%

\$27,527,245

UNIT SALES +41.18%

48

NEW LISTINGS +8.2%

66

EXPIRED LISTINGS +20%

6

UNIT SALES/LISTINGS RATIO +16.99%

72.73%

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

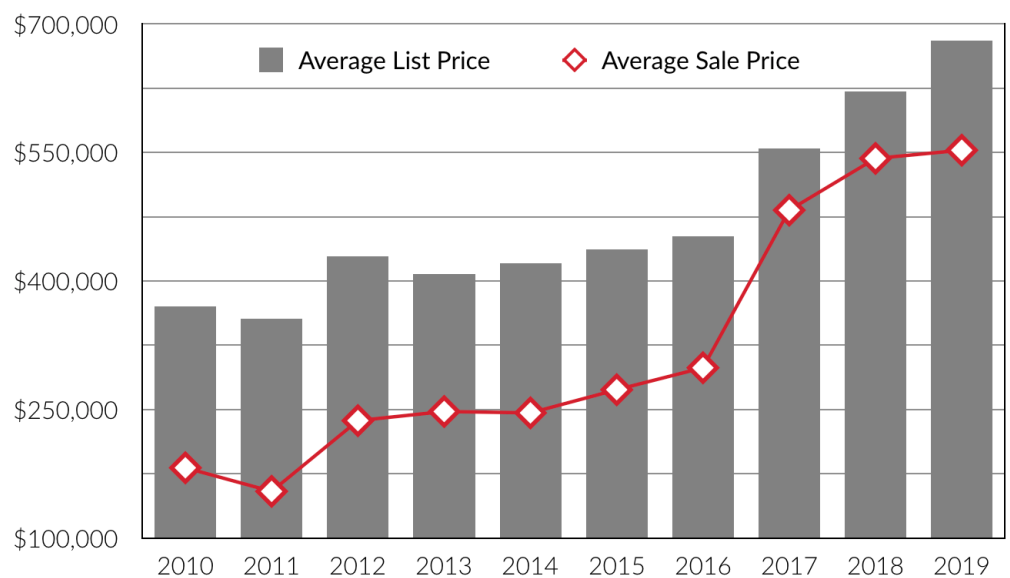
Year-Over-Year	2017	2018	2019	2018 -2019
Year-To-Date (YTD) Volume Sales	\$159,787,002	\$132,615,923	\$158,821,321	+19.76%
YTD Unit Sales	308	240	281	+17.08%
YTD New Listings	418	369	451	+22.22%
YTD Sales/Listings Ratio	73.68%	65.04%	62.31%	-2.73%
YTD Expired Listings	34	35	42	+20%
July Volume Sales	\$18,536,890	\$22,446,400	\$27,527,245	+22.64%
July Unit Sales	40	34	48	+41.18%
July New Listings	43	61	66	+8.2%
July Sales/Listings Ratio	93.02%	55.74%	72.73%	+16.99%
July Expired Listings	8	5	6	+20%
YTD Sales: Under \$0-\$199K	7	9	10	+11.11%
YTD Sales: Under \$200K-\$349K	46	24	25	+4.17%
YTD Sales: Under \$350K-\$549K	164	122	126	+3.28%
YTD Sales: Under \$550K-\$749K	56	48	78	+62.5%
YTD Sales: Under \$750K-\$999K	20	24	29	+20.83%
YTD Sales: \$1M+	15	13	13	No Change
YTD Average Days-On-Market	27.71	32.43	37.86	+16.74%
YTD Average Sale Price	\$505,120	\$545,404	\$551,777	+1.17%
YTD Median Sale Price	\$429,950	\$476,000	\$495,000	+3.99%

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

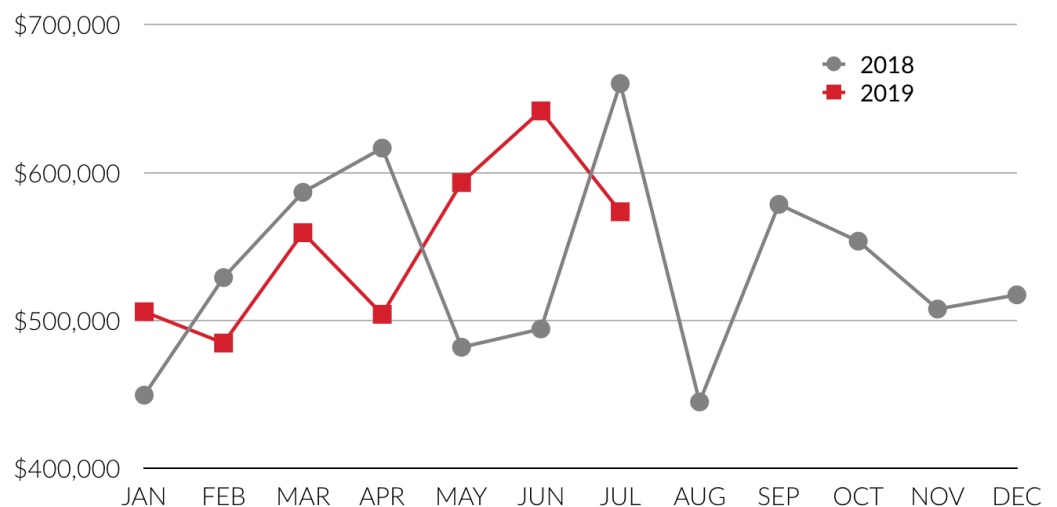
AVERAGE SALE PRICE

CENTRE WELLINGTON

YEAR OVER YEAR



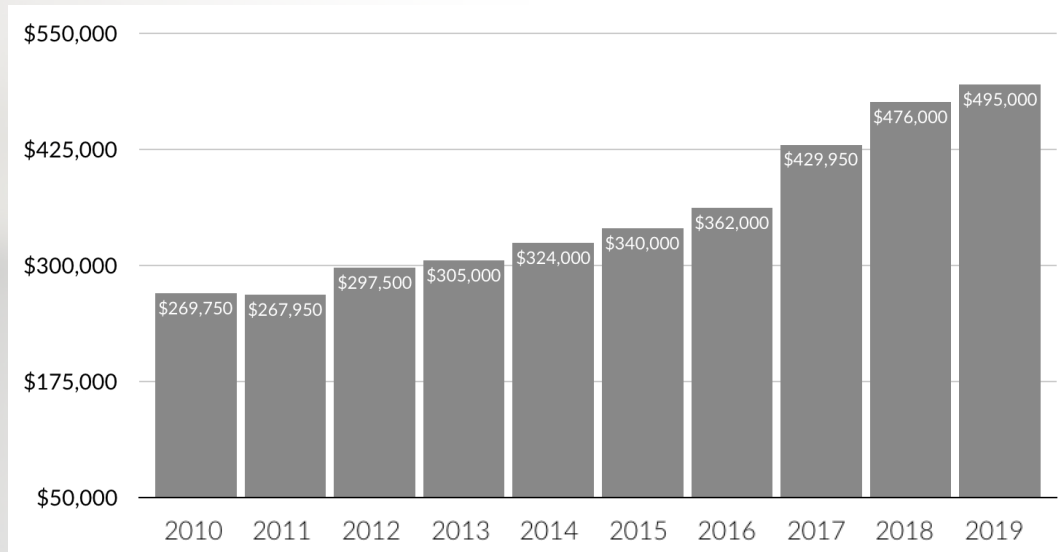
MONTH OVER MONTH 2018 VS. 2019



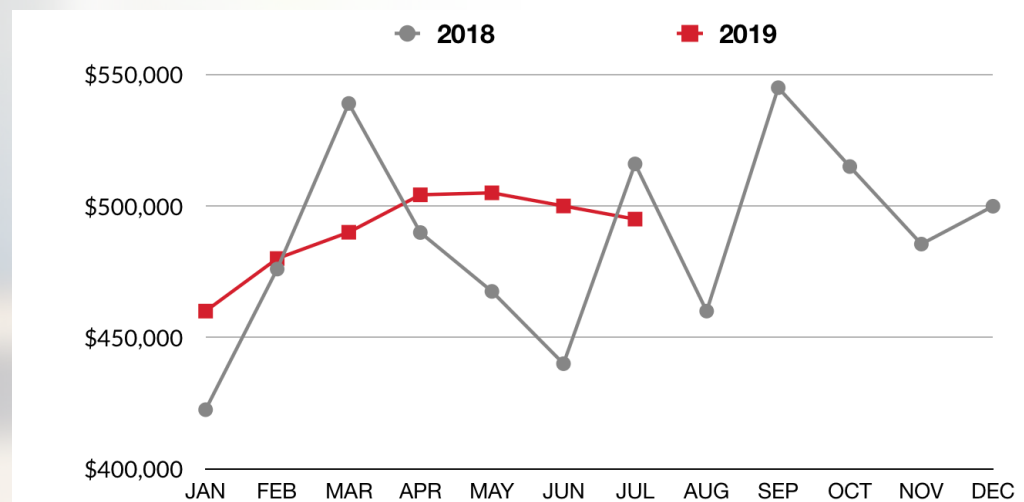
MEDIAN SALE PRICE

CENTRE WELLINGTON

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

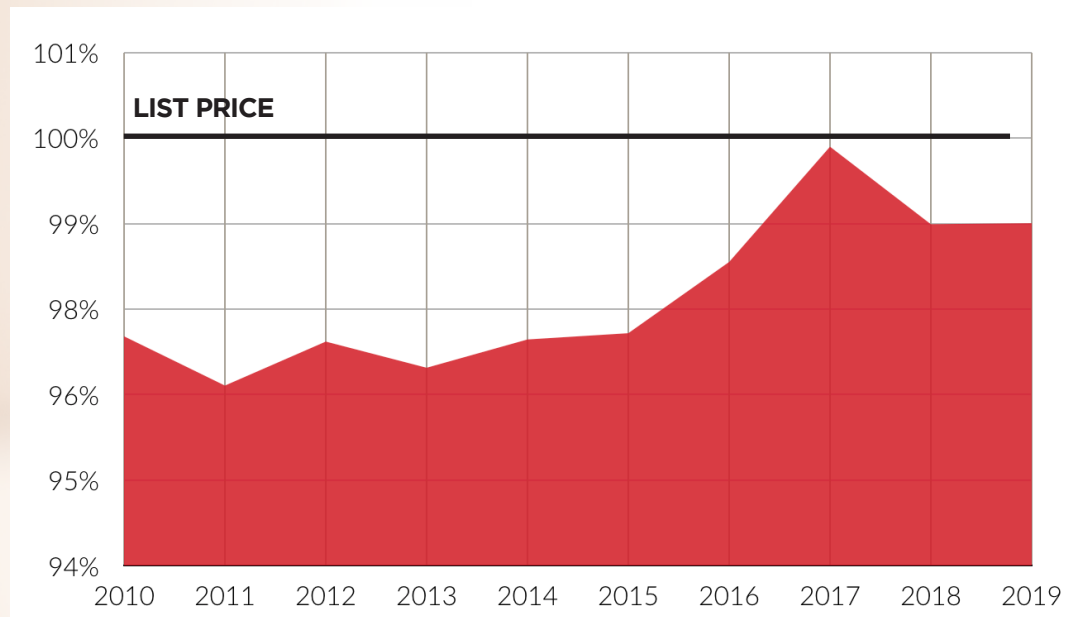


* Median sale price is based on residential sales (including freehold and condominiums).

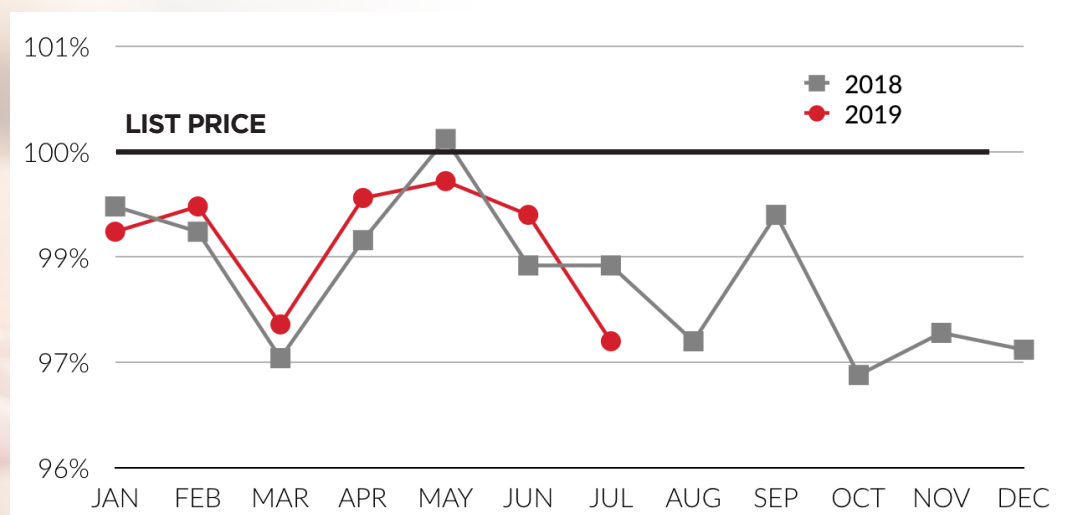
SALE PRICE vs. LIST PRICE RATIO

CENTRE WELLINGTON

YEAR OVER YEAR



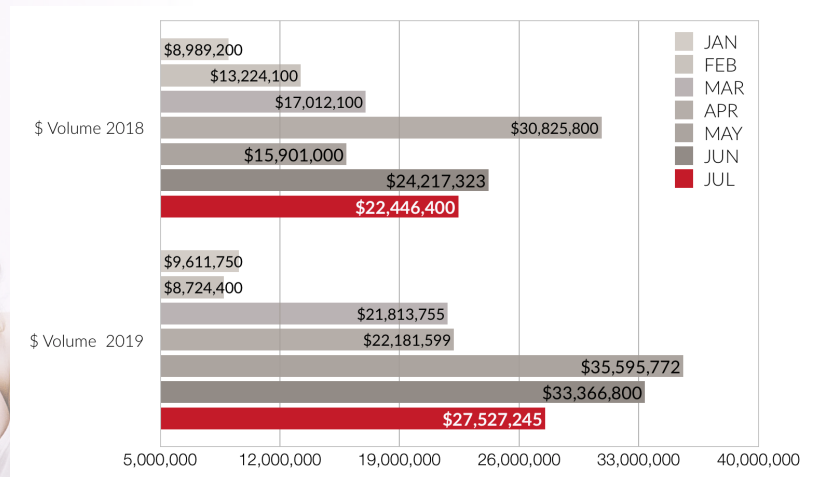
MONTH OVER MONTH 2018 VS. 2019



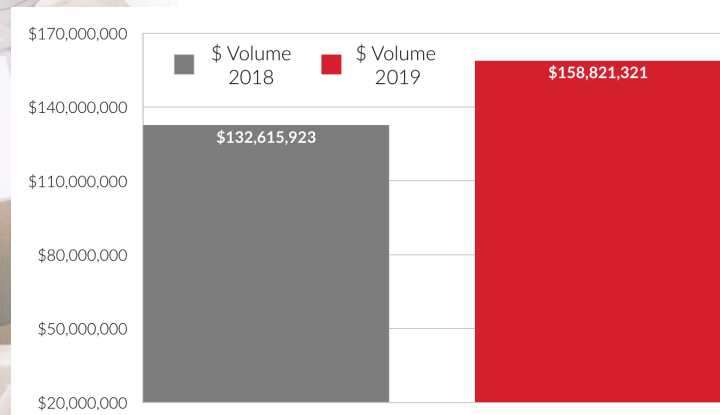
\$ VOLUME SALES

CENTRE WELLINGTON

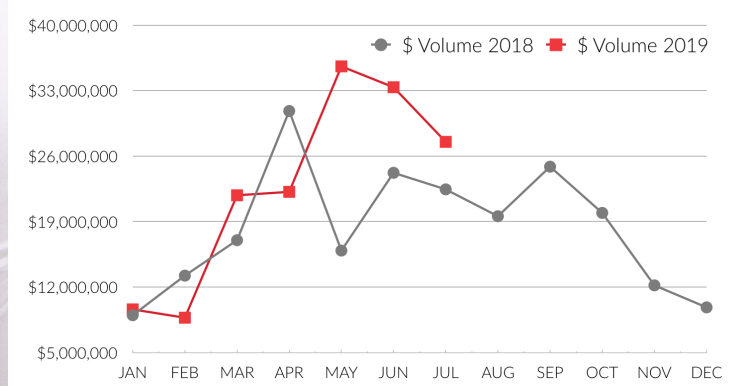
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



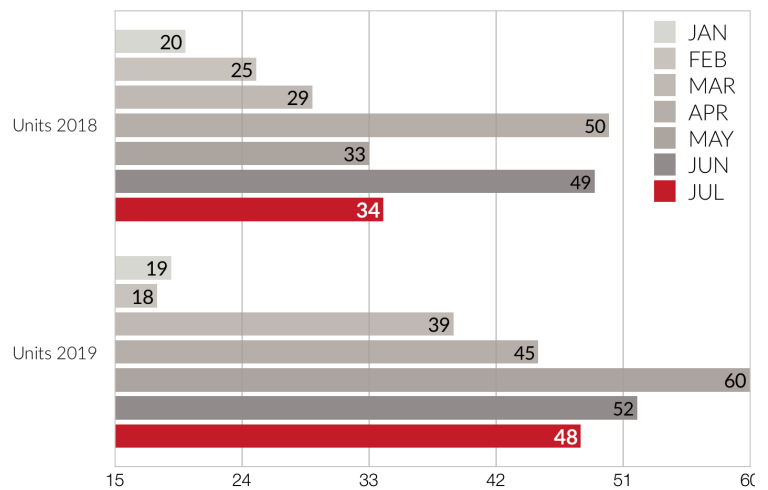
Month vs. Month 2018 vs. 2019



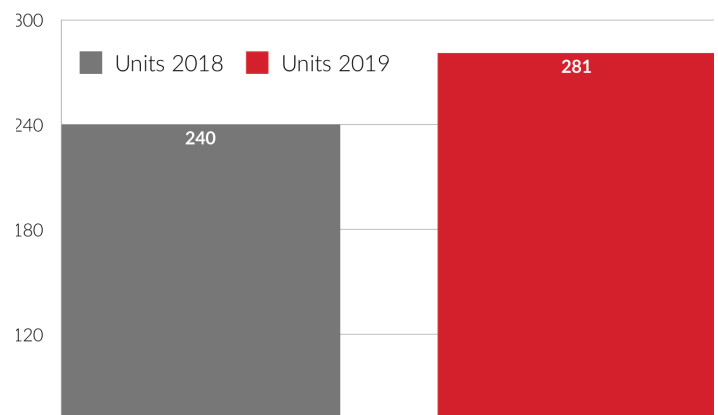
UNIT SALES

CENTRE WELLINGTON

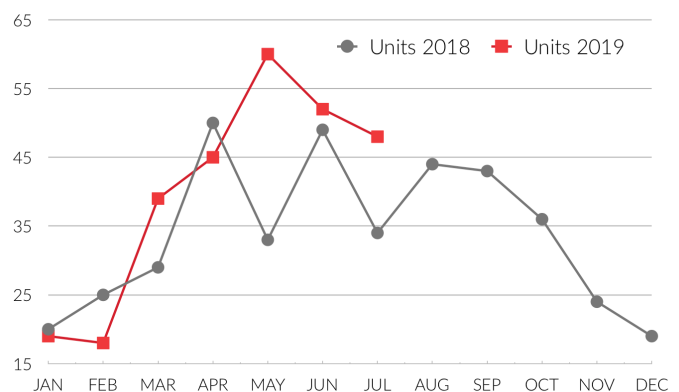
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

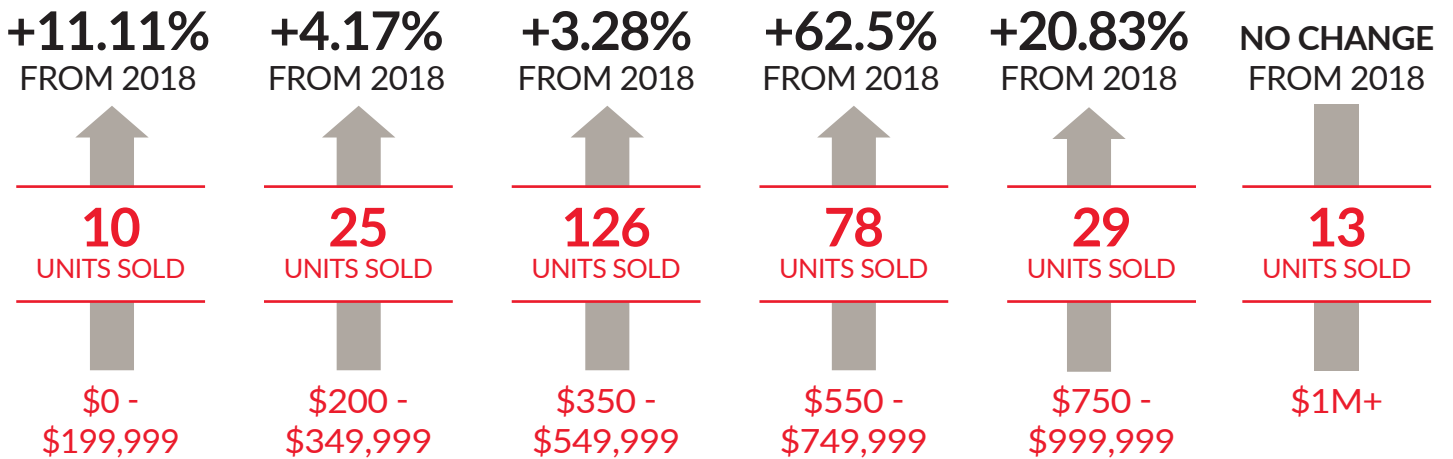


Month vs. Month 2018 vs. 2019



SALES BY PRICE BRACKET

CENTRE WELLINGTON



SALES BY TYPE

CENTRE WELLINGTON

FREEHOLD HOME SALES

+19.59%

↑
YTD
SALES VOLUME
\$132,955,121

+16.26%

↑
YTD
UNIT SALES
236

+2.87%

↑
YTD AVERAGE
SALE PRICE
\$563,369

+26.31%

↑
JULY
SALES VOLUME
\$22,188,445

+34.48%

↑
JULY
UNIT SALES
39

CONDOMINIUM HOME SALES

+42.9%

↑
YTD
SALES VOLUME
\$10,818,200

+27.3%

↑
YTD
UNIT SALES
28

+12.26%

↑
YTD AVERAGE
SALE PRICE
\$386,364

+99.1%

↑
JULY
SALES VOLUME
\$2,348,800

+100%

↑
JULY
UNIT SALES
6

VACANT LAND SALES

-5.17%

↓
YTD
SALES VOLUME
\$2,200,000

NO CHANGE

↓
YTD
UNIT SALES
3

-5.17%

↓
YTD AVERAGE
SALE PRICE
\$733,333

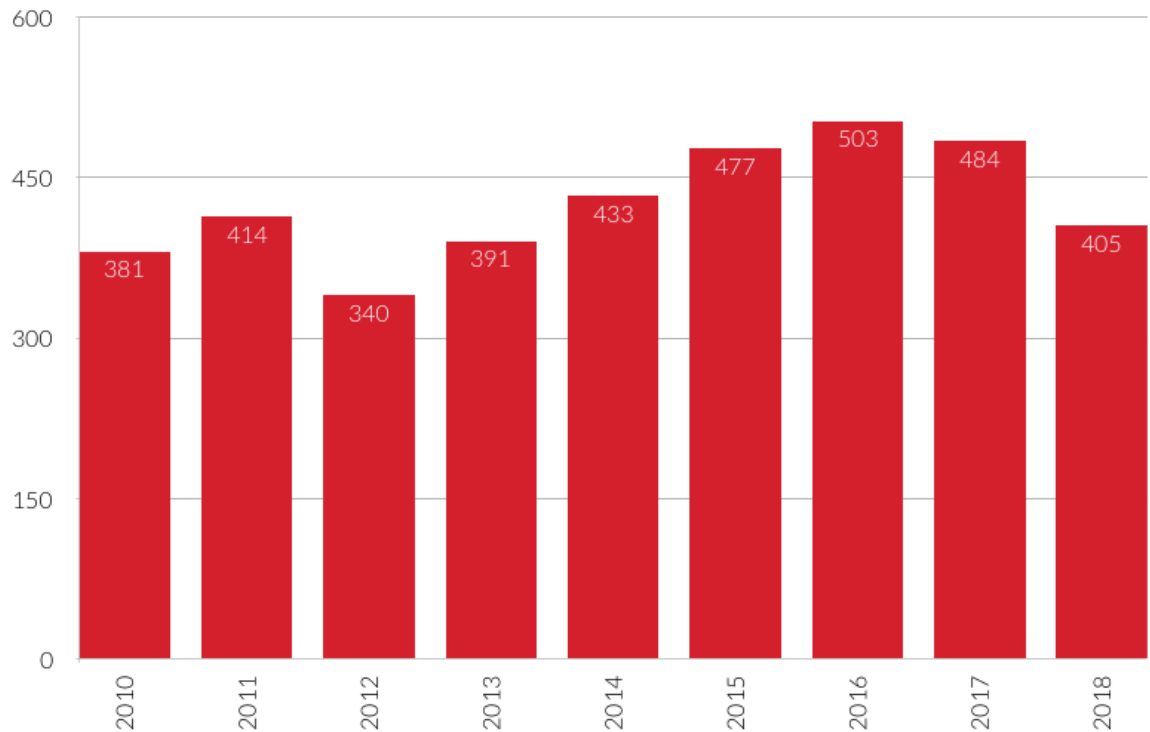
THERE WERE NO SALES IN
JULY 2018 TO COMPARE TO

↓
JULY
SALES VOLUME
0

↓
JULY
UNIT SALES
0

10 YEAR MARKET ANALYSIS

CENTRE WELLINGTON- UNITS SOLD

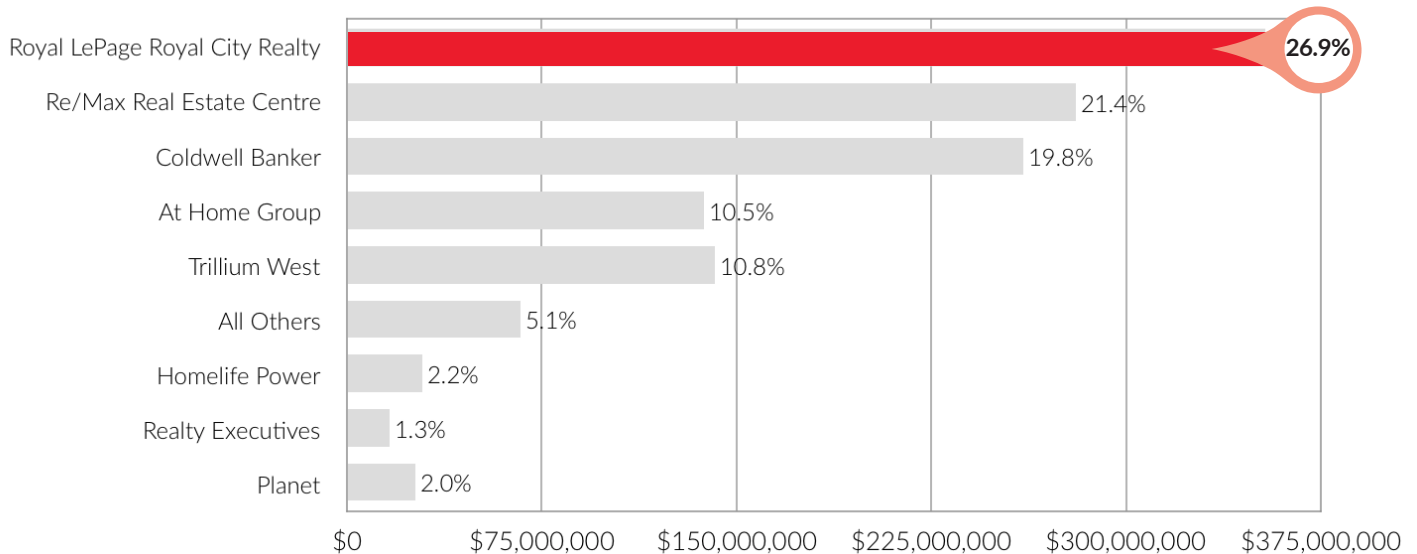


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

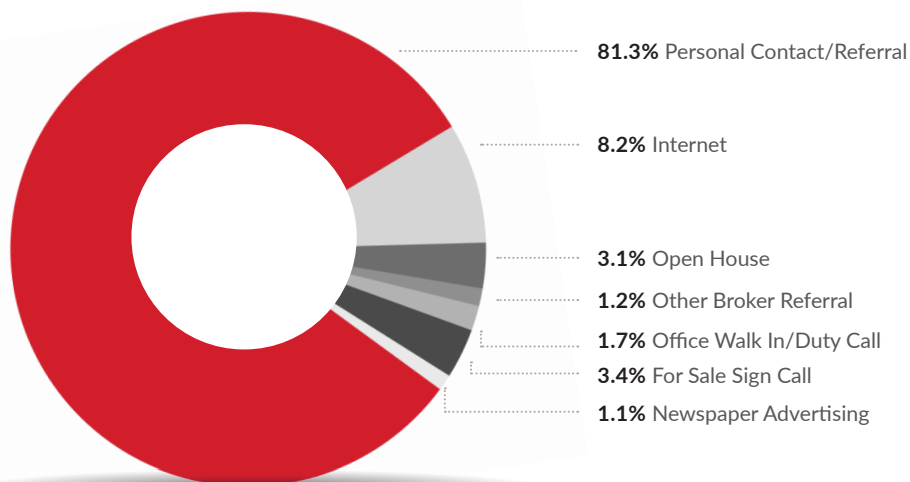
MARKET SHARE BY \$VOLUME

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

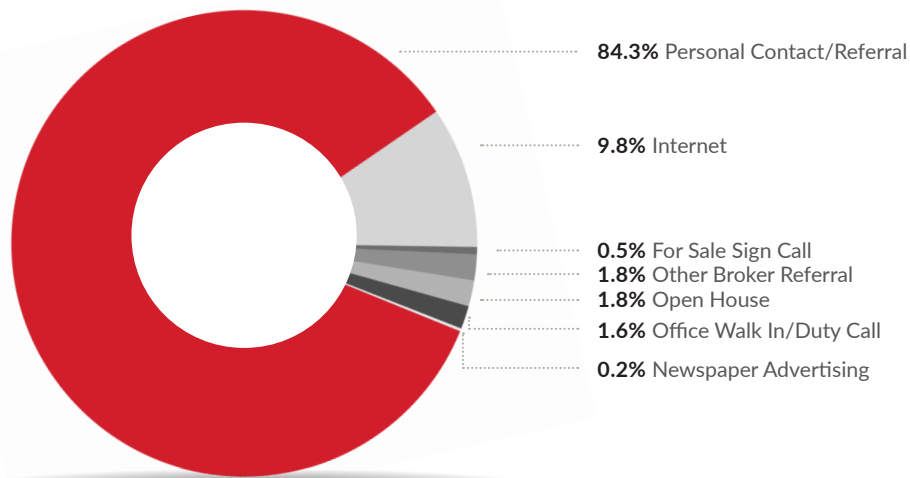


SOURCE OF BUSINESS

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