

WELLINGTON COUNTY REAL ESTATE MARKET REPORT

JULY 2019

R-CITY | R-TEAM | R-NUMBERS



WELLINGTON COUNTY OVERVIEW

SELLER'S MARKET

UNIT SALES ARE DRIVING INVENTORY AND SALE PRICES ARE INCREASING AT THE BEGINNING OF Q3 IN WELLINGTON COUNTY.



YEAR-TO-DATE SALES VOLUME OF \$1,206,168,765

Up 16.64% from 2018's \$1,034,106,058. Unit sales of 2,133 are up 11.15% from 2018's 1,919, with 3,470 new listings up 11.61%, and a 61.47% sales/listings ratio down 0.25%.



JULY SALES VOLUME OF \$198,061,460

Up 16.31% from 2018's \$170,284,881. Unit sales of 350 are up 13.27% from last July's 309, with 504 new listings up 11.75%, and a 69.44% sales/listing ratio up 0.93%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$563,710

Up from \$535,855 one year ago. Median sale price of \$495,000 up from \$470,000 one year ago. Average days-on-market of 32 is up 0.71 days from last year.



JULY Numbers

MEDIAN SALE PRICE +1.64%

\$495,000

SALES VOLUME +16.31%

\$198,061,460

UNIT SALES +13.27%

350

NEW LISTINGS +11.75%

504

EXPIRED LISTINGS +20%

72

UNIT SALES/LISTINGS RATIO +0.93%

69.44%

* 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



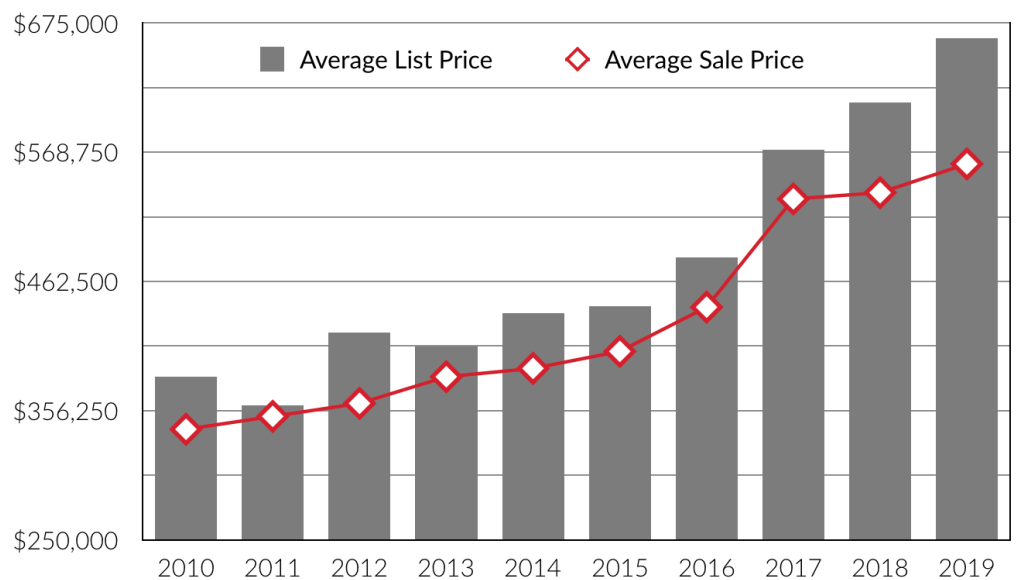
Table 1:
Wellington County MLS Sales and Listing Summary
2017 vs. 2018 vs. 2019

Year-Over-Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Volume Sales	\$1,225,588,923	\$1,034,106,058	\$1,206,168,765	+16.64%
YTD Unit Sales	2,277	1,919	2,133	+11.15%
YTD New Listings	3,213	3,109	3,470	+11.61%
YTD Sales/Listings Ratio	70.87%	61.72%	61.47%	-0.25%
YTD Expired Listings	172	264	340	+28.79%
July Volume Sales	\$125,352,346	\$170,284,881	\$198,061,460	+16.31%
July Unit Sales	245	309	350	+13.27%
July New Listings	387	451	504	+11.75%
July Sales/Listings Ratio	63.31%	68.51%	69.44%	+0.93%
July Expired Listings	52	60	72	+20%
YTD Sales: Under \$0-\$199K	78	43	37	-13.95%
YTD Sales: Under \$200K-\$349K	372	317	270	-14.83%
YTD Sales: Under \$350K-\$549K	1,037	933	932	-0.11%
YTD Sales: Under \$550K-\$749K	502	408	575	+40.93%
YTD Sales: Under \$750K-\$999K	217	172	207	+20.35%
YTD Sales: \$1M+	128	86	114	+32.56%
YTD Average Days-On-Market	23.43	31.29	32	+2.28%
YTD Average Sale Price	\$529,842	\$535,855	\$563,710	+5.2%
YTD Median Sale Price	\$470,000	\$470,000	\$495,000	+5.32%

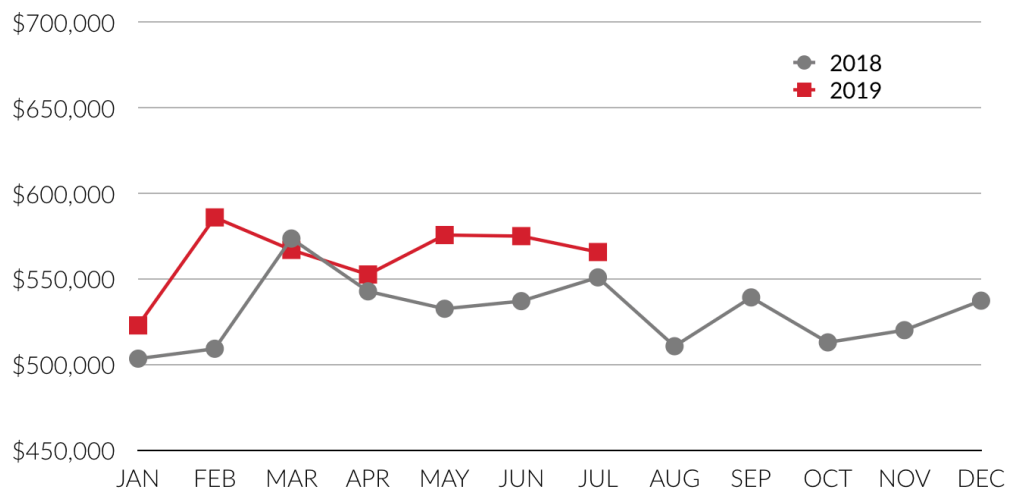
AVERAGE SALE PRICE

WELLINGTON COUNTY

YEAR OVER YEAR



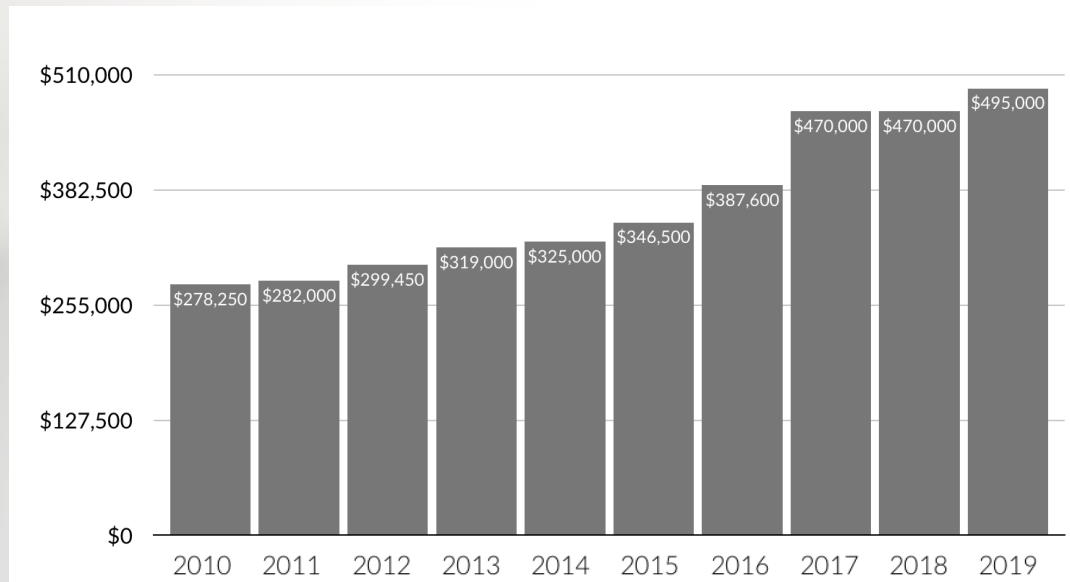
MONTH OVER MONTH 2018 VS. 2019



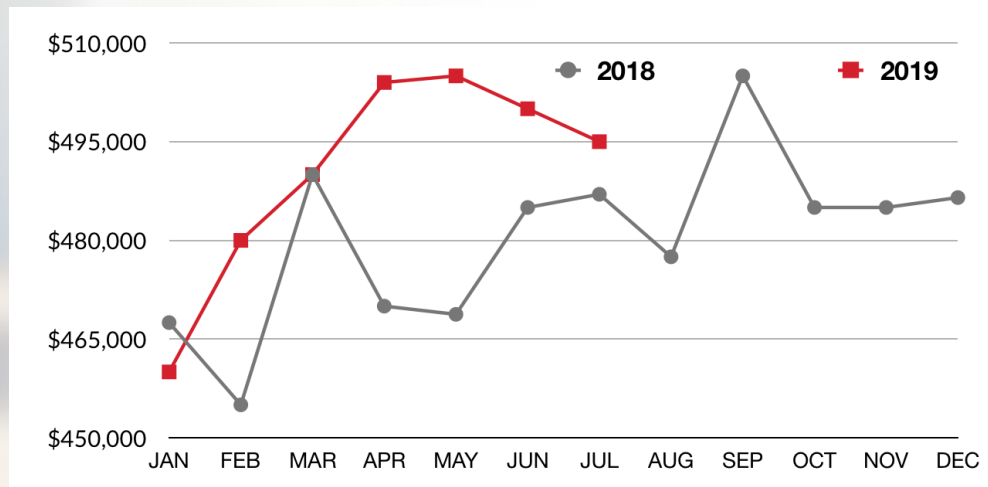
MEDIAN SALE PRICE

WELLINGTON COUNTY

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

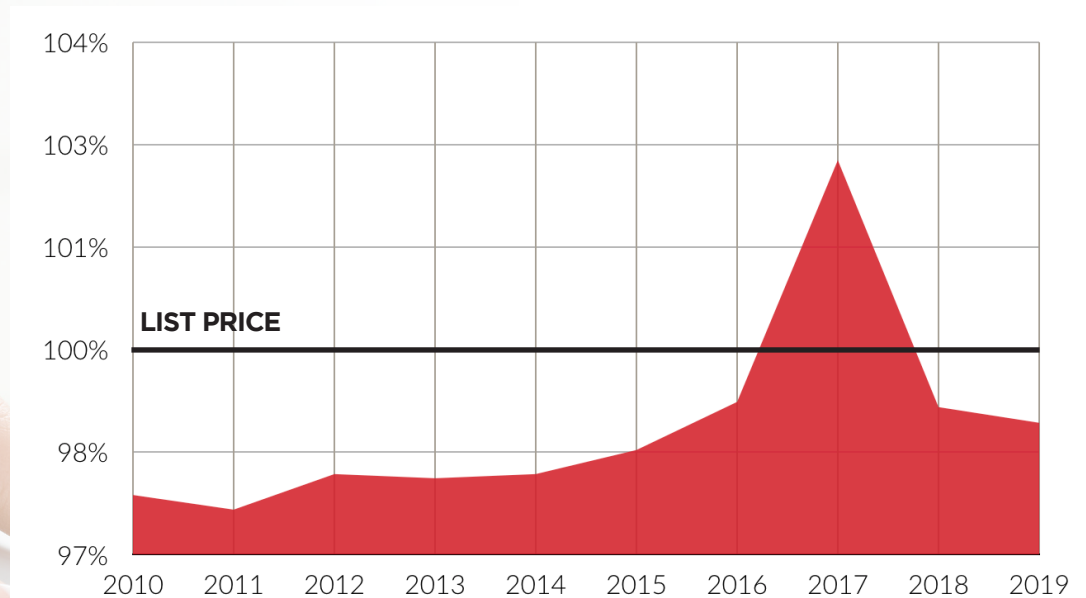


* Median sale price is based on residential sales (including freehold and condominiums).

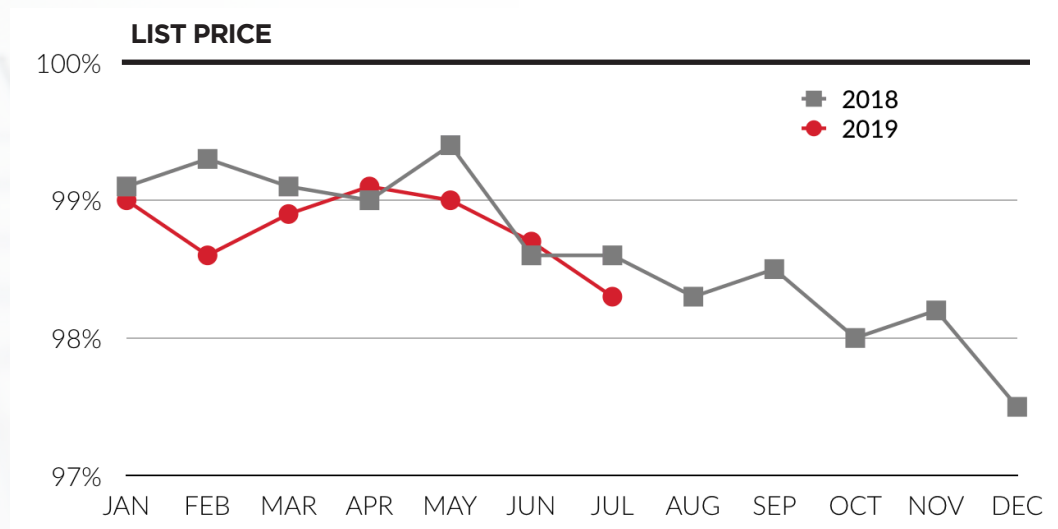
SALE PRICE vs. LIST PRICE RATIO

WELLINGTON COUNTY

YEAR OVER YEAR



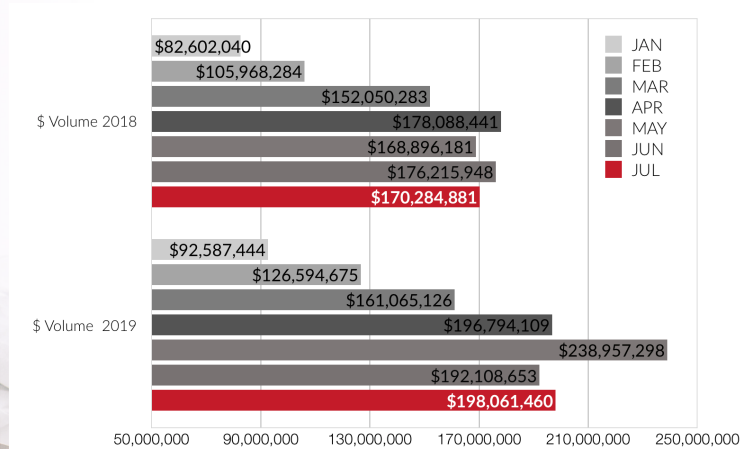
MONTH OVER MONTH 2018 VS. 2019



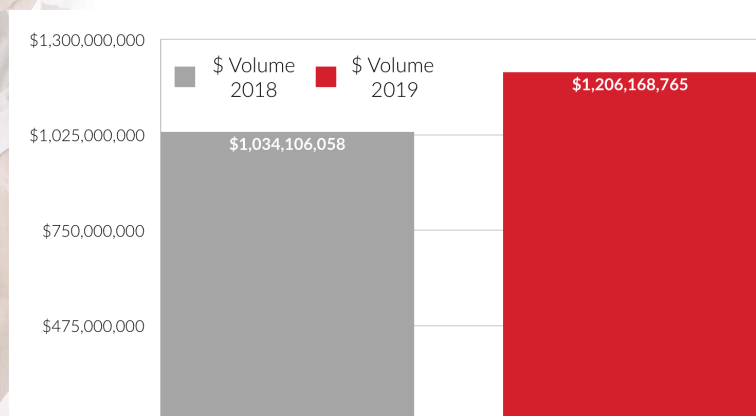
\$ VOLUME SALES

WELLINGTON COUNTY

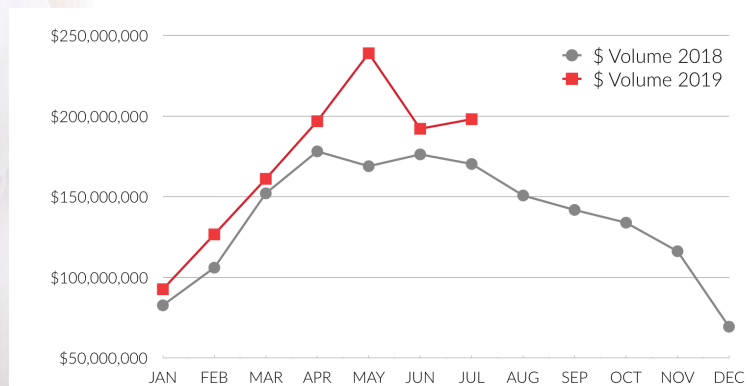
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



Month vs. Month 2018 vs. 2019

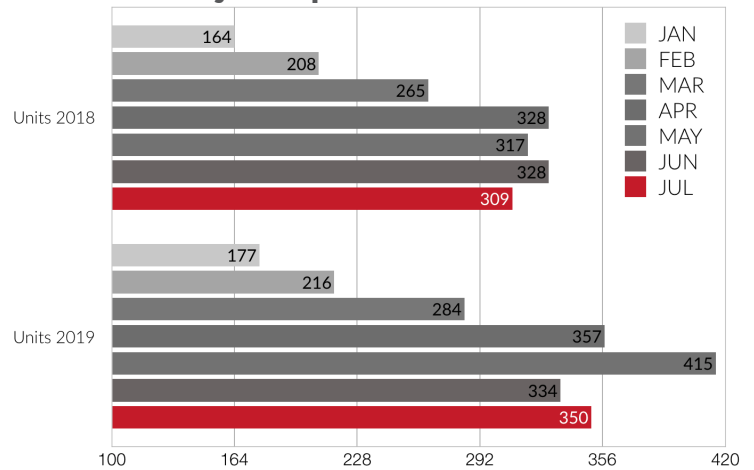




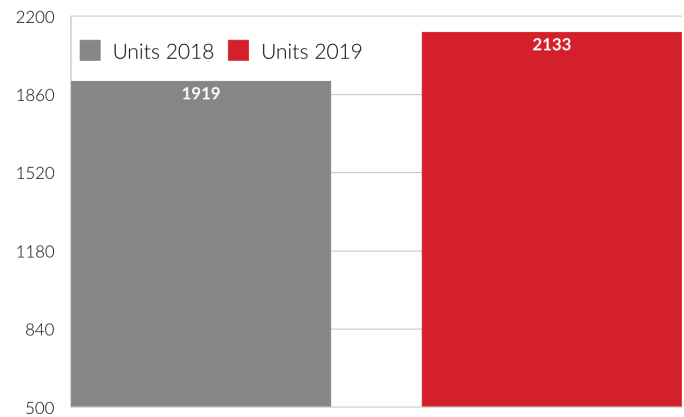
UNIT SALES

WELLINGTON COUNTY

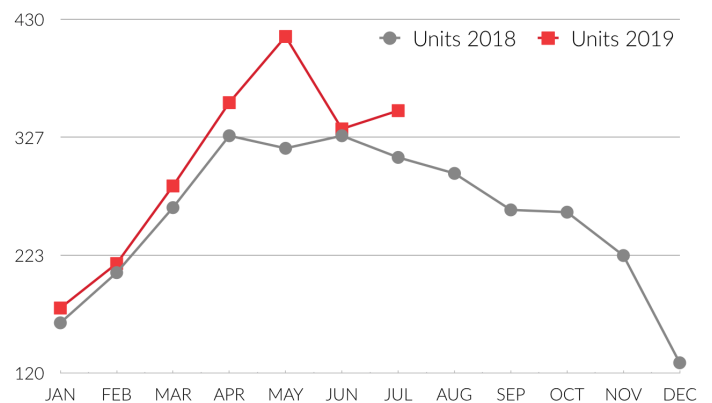
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

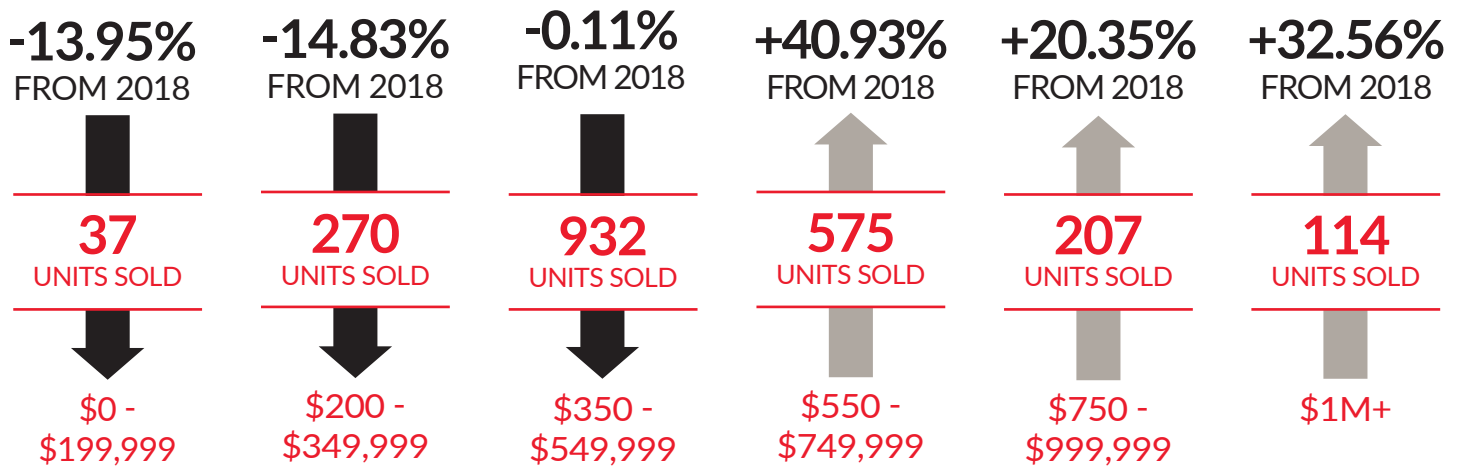


Month vs. Month 2018 vs. 2019



SALES BY PRICE BRACKET

WELLINGTON COUNTY - YEAR TO DATE



SALES BY TYPE

WELLINGTON COUNTY

FREEHOLD HOME SALES

+19.52%

YTD
SALES VOLUME
\$915,686,179

+12.19%

YTD
UNIT SALES
1,509

+6.53%

YTD AVERAGE
SALE PRICE
\$606,817

+16.55%

JULY
SALES VOLUME
\$151,227,258

+8.77%

JULY
UNIT SALES
248

CONDOMINIUM HOME SALES

+11.29%

YTD
SALES VOLUME
\$208,371,739

+7.99%

YTD
UNIT SALES
527

+3.06%

YTD AVERAGE
SALE PRICE
\$395,392

+25.16%

JULY
SALES VOLUME
\$34,896,302

+22.22%

JULY
UNIT SALES
88

VACANT LAND SALES

+28.34%

YTD
SALES VOLUME
\$12,049,900

+19.05%

YTD
UNIT SALES
25

+7.81%

YTD AVERAGE
SALE PRICE
\$481,996

+35.74%

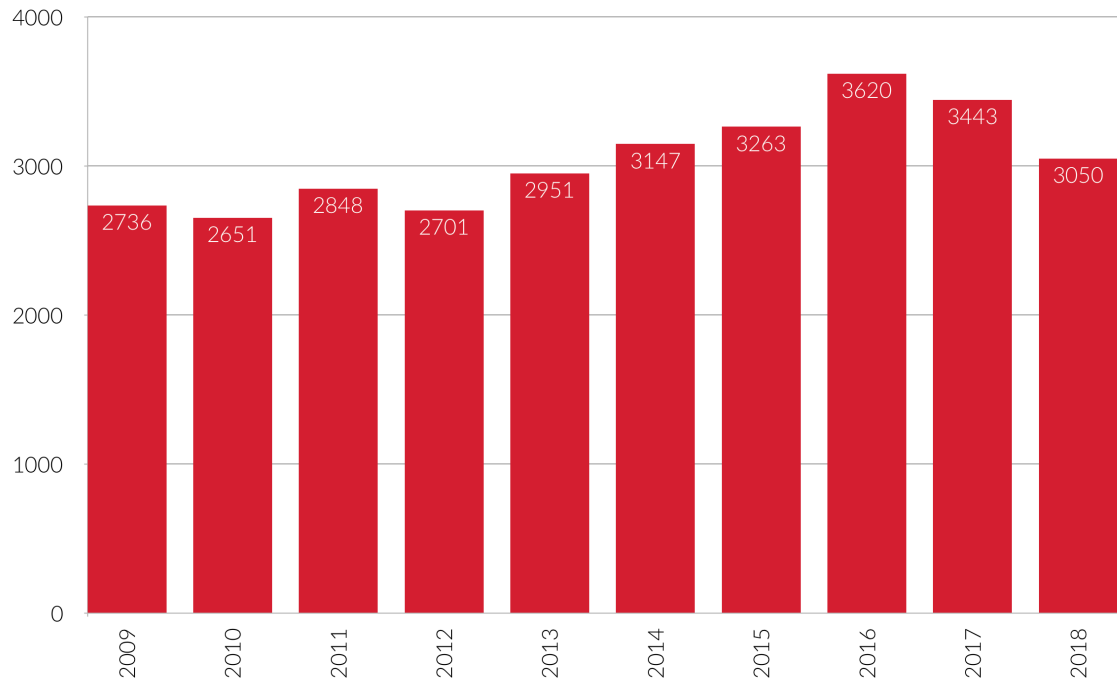
JULY
SALES VOLUME
\$807,900

+150%

JULY
UNIT SALES
5

10 YEAR MARKET ANALYSIS

UNITS SOLD

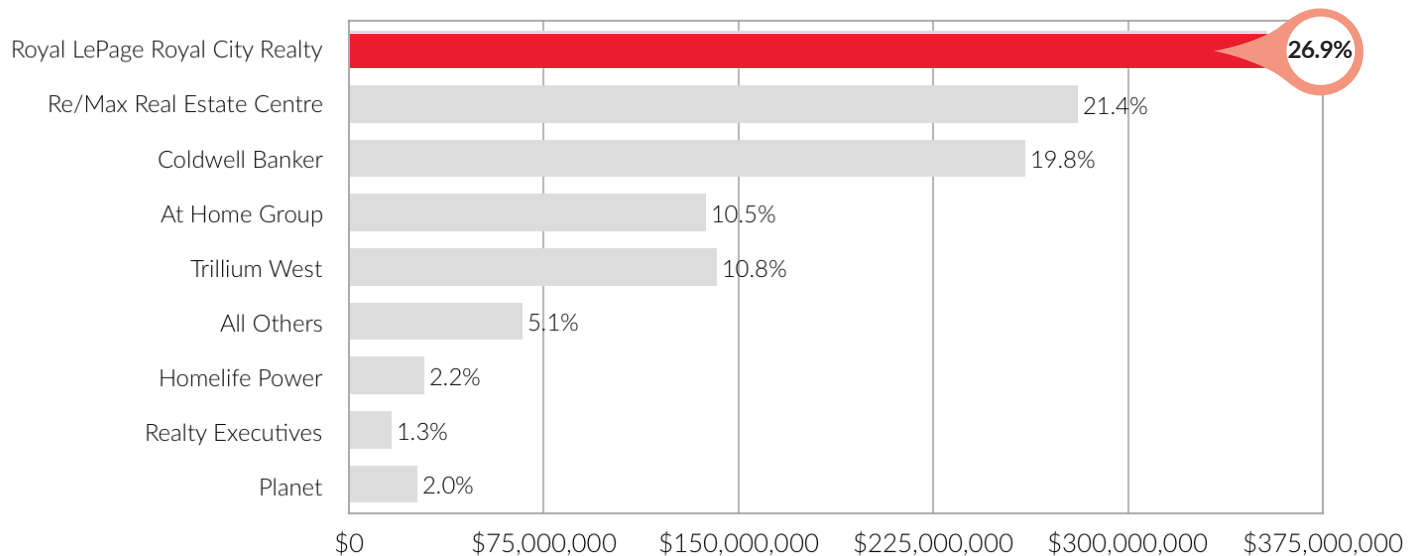


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

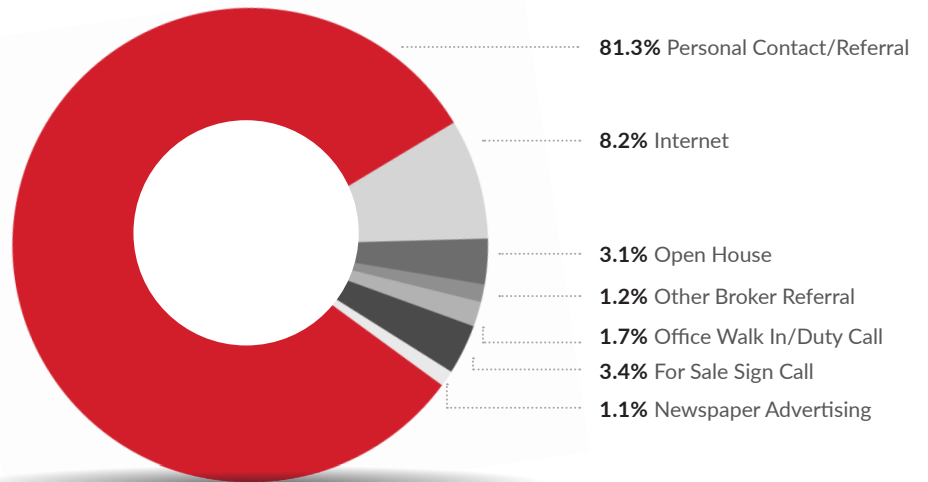
MARKET SHARE BY \$VOLUME

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

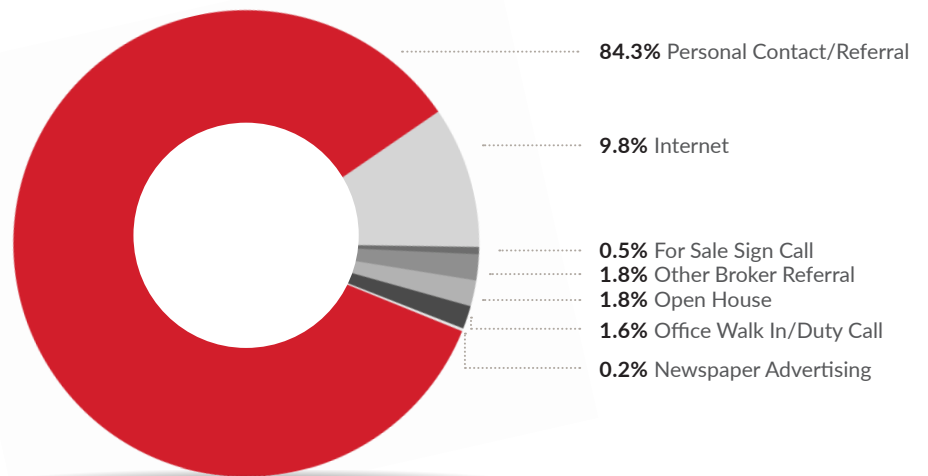


SOURCE OF BUSINESS

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