

# CENTRE WELLINGTON REAL ESTATE MARKET REPORT

## AUGUST 2019

R-CITY | R-TEAM | R-NUMBERS





## CENTRE WELLINGTON OVERVIEW

# BALANCED MARKET

**SALES HAVE SLOWED IN CENTRE WELLINGTON, CHANGING THE MARKET FROM SELLER'S TO BALANCED AS WE HEAD INTO THE END OF Q3.**



### YEAR-TO-DATE SALES VOLUME OF \$178,231,340

Up 17.11% from 2018's \$152,190,473. Unit Sales of 314 are up 10.56% from 2018's 284, with 511 new listings up 21.38%, and a 61.45% sales/listings ratio down 6.01%.



### AUGUST SALES VOLUME OF \$18,850,269

Down 3.7% from 2018's \$19,574,550. Unit sales of 32 are down 27.27% from last August's 44, with 60 new listings up 15.38%, and a 53.33% sales/listings ratio down 31.28%.



### YEAR-TO-DATE AVERAGE SALE PRICE OF \$556,246

Up from \$532,838 one year ago. Median sale price \$495,000 up from \$471,750 one year ago. Average days-on-market of 37.86 is up 5.43 days from last year.



## AUGUST Numbers

MEDIAN SALE PRICE +4.93%

**\$495,000**

SALES VOLUME -3.7%

**\$18,850,269**

UNIT SALES -27.27%

**32**

NEW LISTINGS +15.38%

**60**

EXPIRED LISTINGS No Change

**8**

UNIT SALES/LISTINGS RATIO -31.28%

**53.33%**

\* Year over year comparison  
(August 2018 to August 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 - August 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

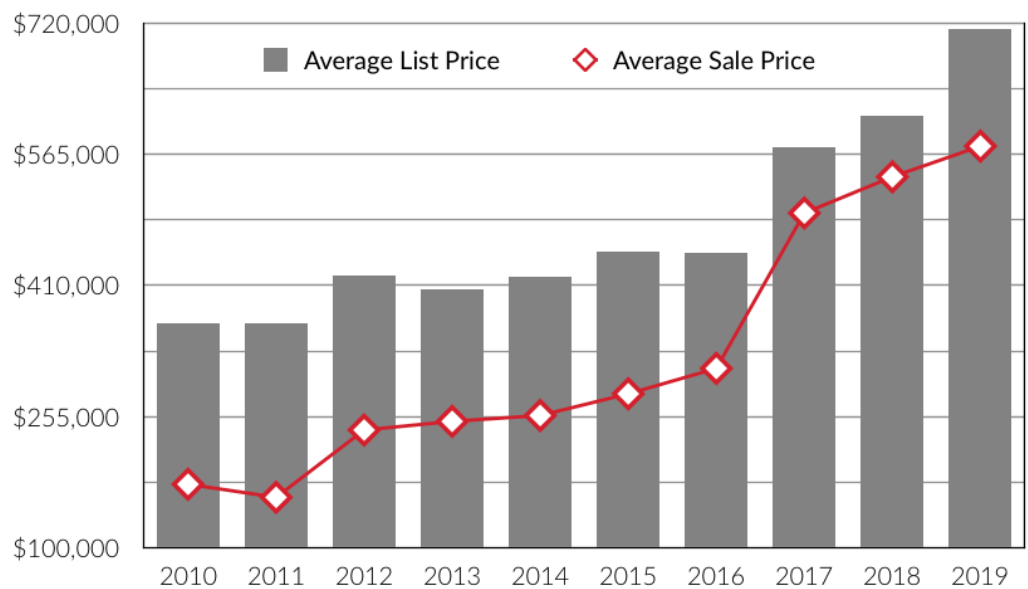
Year-Over-Year	2017	2018	2019	2018 -2019
Year-To-Date (YTD) Volume Sales	\$180,526,252	\$178,231,340	\$178,231,340	+17.11%
YTD Unit Sales	349	284	314	+10.56%
YTD New Listings	472	421	511	+21.38%
YTD Sales/Listings Ratio	73.94%	67.46%	61.45%	-6.01%
YTD Expired Listings	37	43	50	+16.28%
August Volume Sales	90.74%	84.62%	53.33%	-31.28%
August Unit Sales	349	284	314	+10.56%
August New Listings	54	52	60	+15.38%
August Sales/Listings Ratio	75.93%	84.62%	53.33%	-31.28%
August Expired Listings	13	8	8	NO CHANGE
YTD Sales: Under \$0-\$199K	10	15	13	-13.33%
YTD Sales: Under \$200K-\$349K	49	29	29	NO CHANGE
YTD Sales: Under \$350K-\$549K	187	144	143	-0.69%
YTD Sales: Under \$550K-\$749K	64	54	84	+55.56%
YTD Sales: Under \$750K-\$999K	21	28	28	NO CHANGE
YTD Sales: \$1M+	18	14	17	+21.43%
YTD Average Days-On-Market	30.38	32.88	32.88	+15.59%
YTD Average Sale Price	\$556,246	\$532,838	\$505,210	+4.39%
YTD Median Sale Price	\$428,700	\$471,750	\$495,000	+4.93%

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

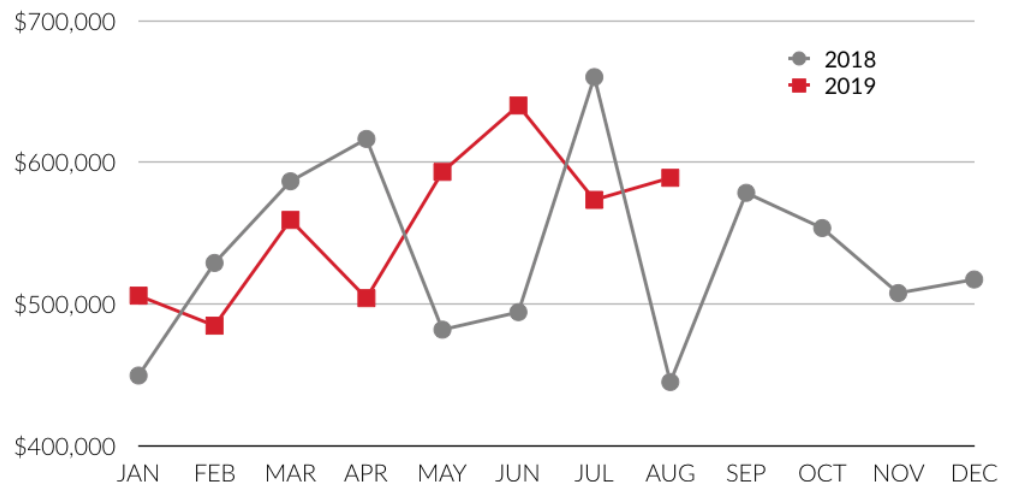
# AVERAGE SALE PRICE

## CENTRE WELLINGTON

### YEAR OVER YEAR



### MONTH OVER MONTH 2018 VS. 2019

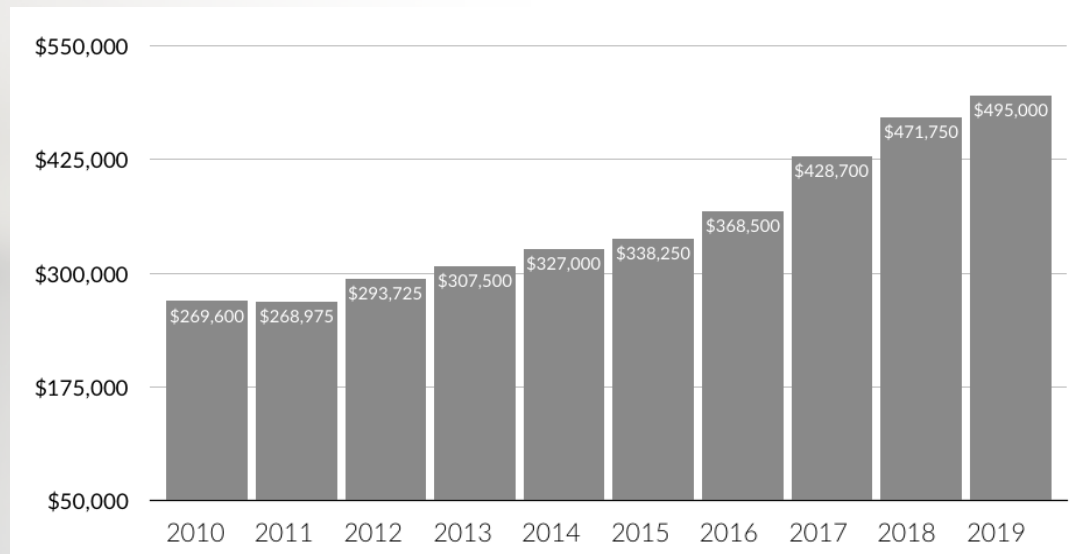




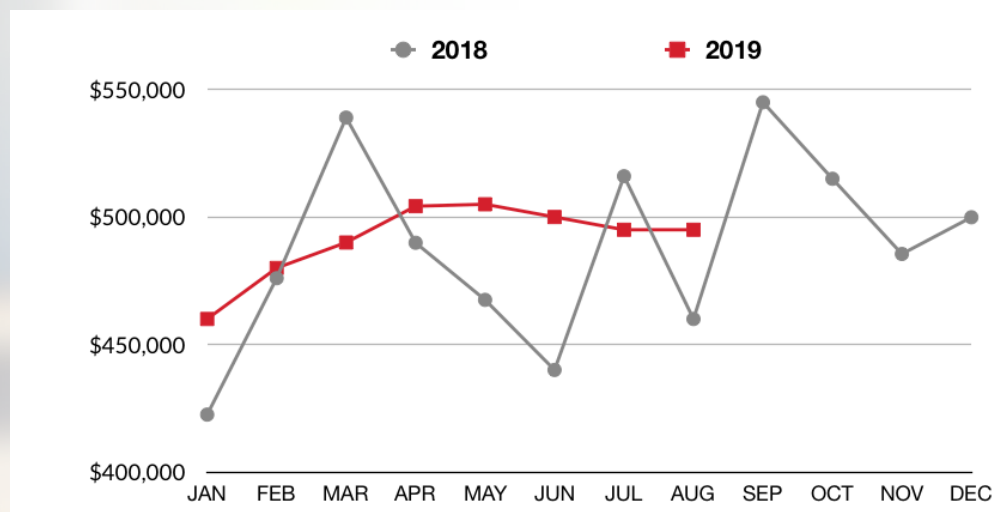
# MEDIAN SALE PRICE

## CENTRE WELLINGTON

### YEAR OVER YEAR



### MONTH OVER MONTH 2018 VS. 2019

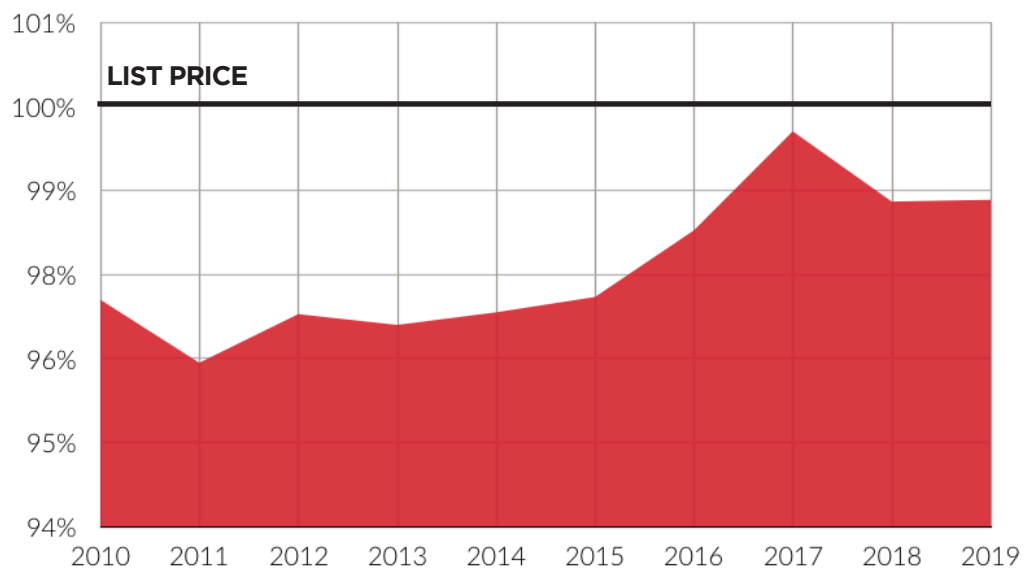


\* Median sale price is based on residential sales (including freehold and condominiums).

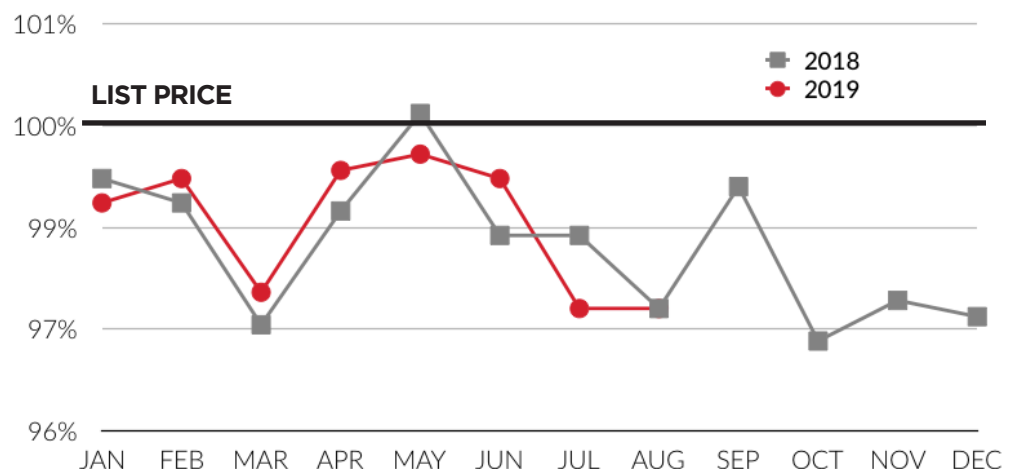
# SALE PRICE vs. LIST PRICE RATIO

## CENTRE WELLINGTON

### YEAR OVER YEAR



### MONTH OVER MONTH 2018 VS. 2019

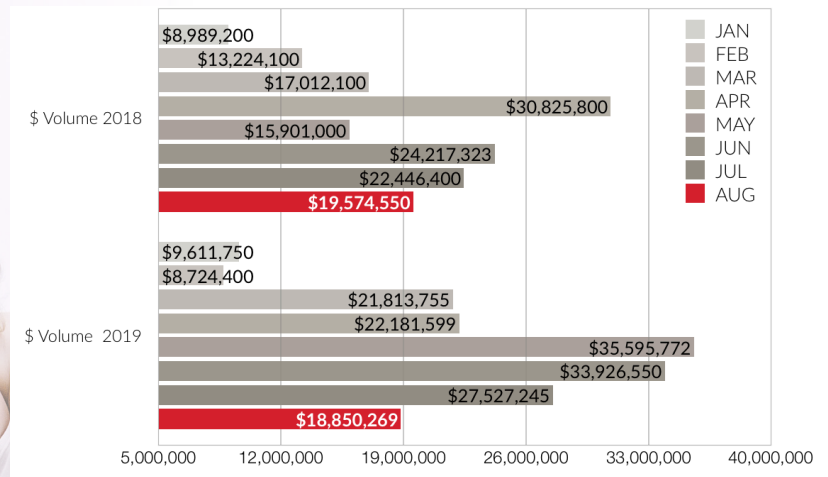




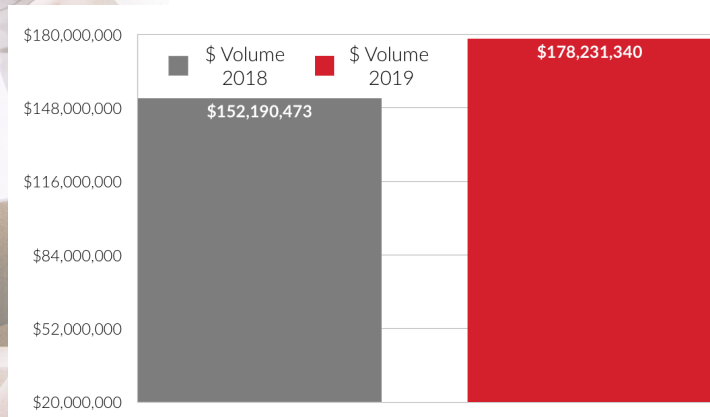
# \$ VOLUME SALES

## CENTRE WELLINGTON

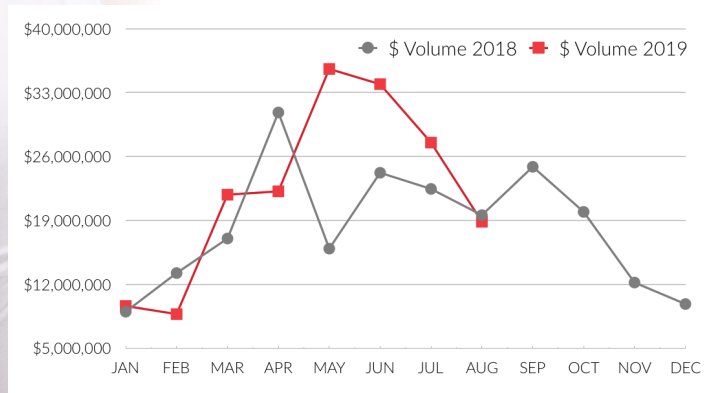
### Monthly Comparison 2018 vs. 2019



### Yearly Totals 2018 vs. 2019



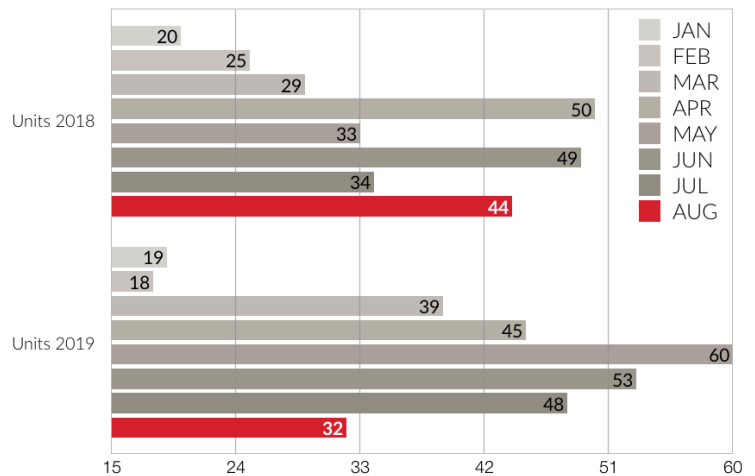
### Month vs. Month 2018 vs. 2019



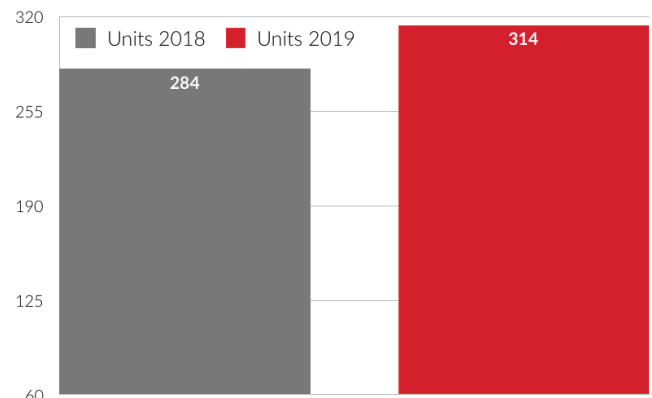
# UNIT SALES

## CENTRE WELLINGTON

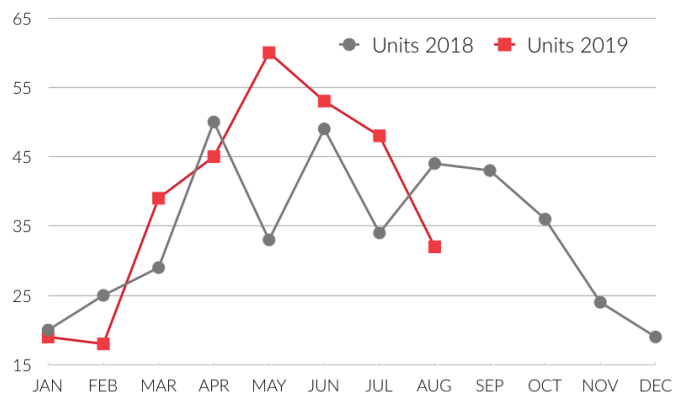
### Monthly Comparison 2018 vs. 2019



### Yearly Totals 2018 vs. 2019



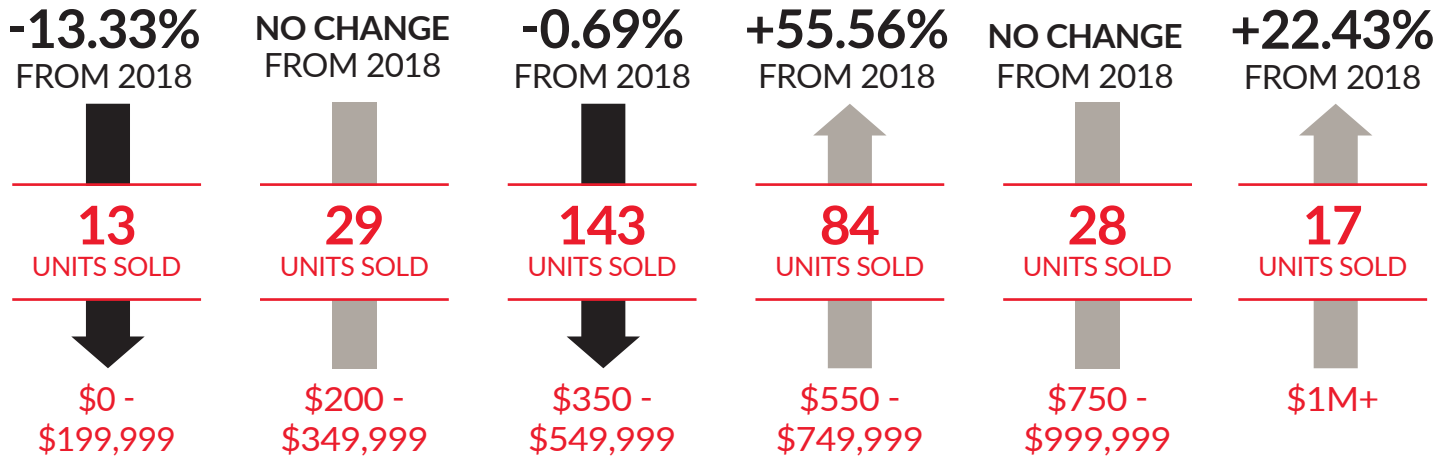
### Month vs. Month 2018 vs. 2019





# SALES BY PRICE BRACKET

## CENTRE WELLINGTON



# SALES BY TYPE

## CENTRE WELLINGTON

### FREEHOLD HOME SALES

+14.97%

YTD  
SALES VOLUME  
**\$148,288,640**

+9.13%

YTD  
UNIT SALES  
**263**

+5.35%

YTD AVERAGE  
SALE PRICE  
**\$563,835**

-17.06%

AUGUST  
SALES VOLUME  
**\$14,773,769**

-31.58%

AUGUST  
UNIT SALES  
**26**

### CONDOMINIUM HOME SALES

+37.7%

YTD  
SALES VOLUME  
**\$12,844,700**

+22.2%

YTD  
UNIT SALES  
**33**

+12.69%

YTD AVERAGE  
SALE PRICE  
**\$389,233**

+15.5%

AUGUST  
SALES VOLUME  
**\$2,026,500**

NO CHANGE

AUGUST  
UNIT SALES  
**5**

### 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  
AUGUST 2019 TO COMPARE TO

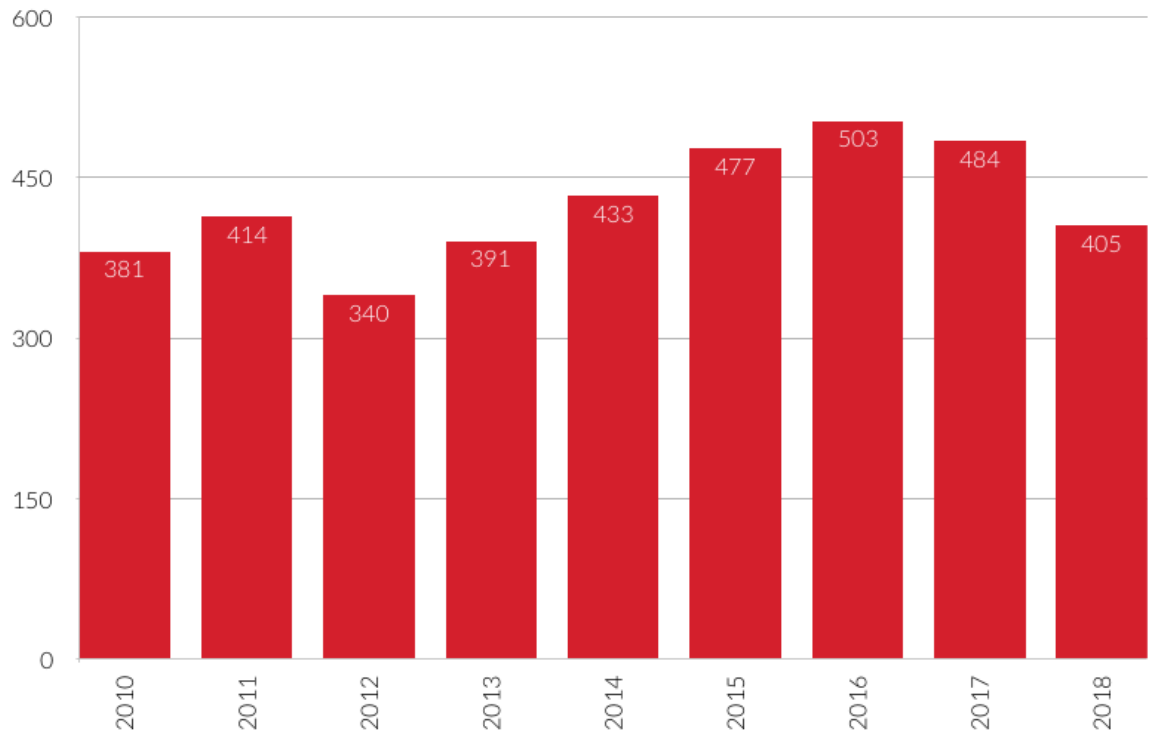
AUGUST  
SALES VOLUME  
**0**

AUGUST  
UNIT SALES  
**0**



# 10 YEAR MARKET ANALYSIS

## CENTRE WELLINGTON- UNITS SOLD

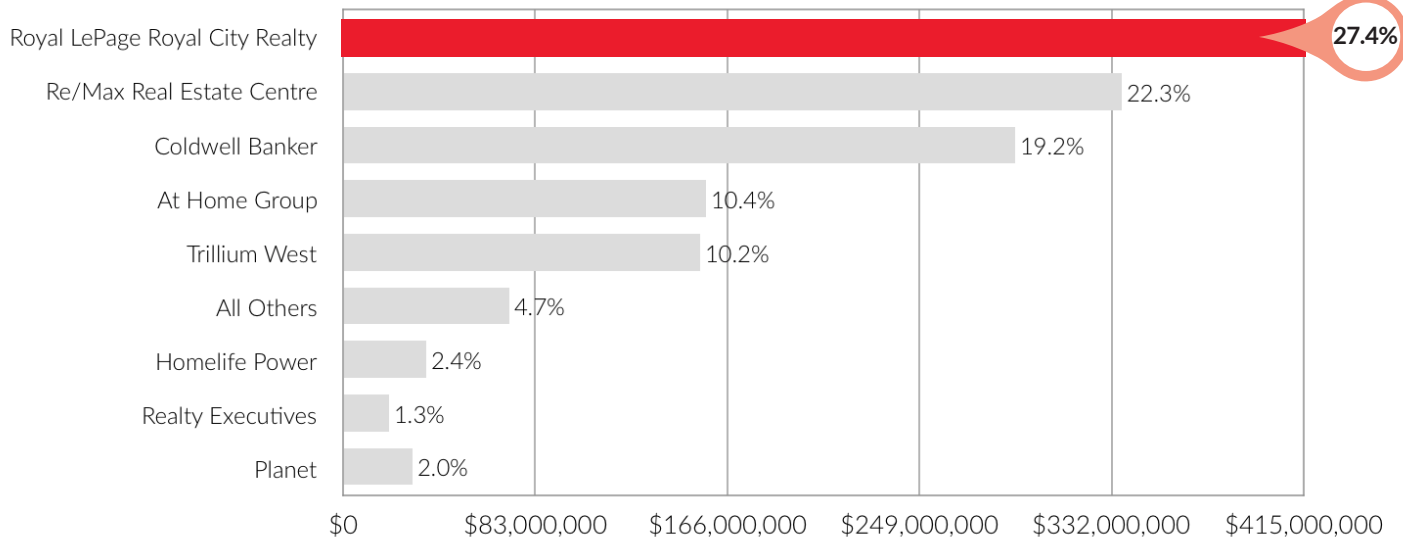


# MARKET DOMINANCE

## WELLINGTON COUNTY'S #1 BROKERAGE!

### MARKET SHARE BY \$VOLUME

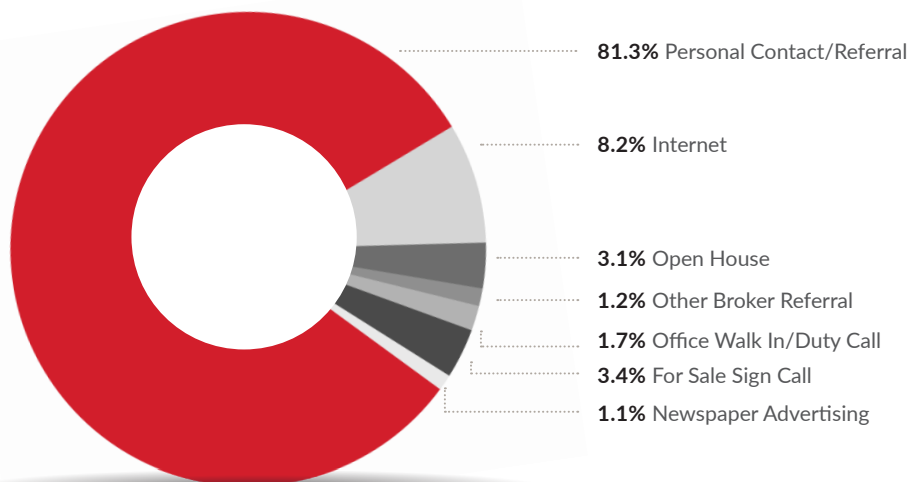
Listing Selling Ends Combined for GUELPH BASED COMPANIES  
January - August 2019



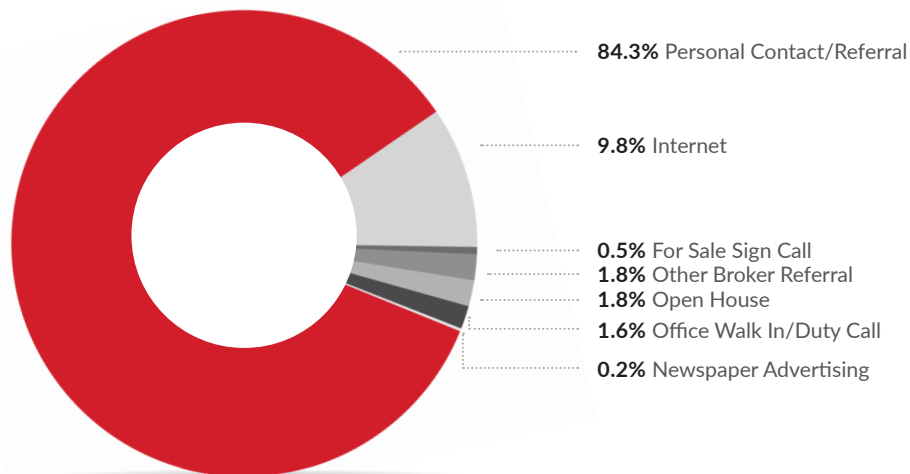


# SOURCE OF BUSINESS

## 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