

# WELLINGTON COUNTY REAL ESTATE MARKET REPORT

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## AUGUST 2019

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R-CITY | R-TEAM | R-NUMBERS





## WELLINGTON COUNTY OVERVIEW

# BALANCED MARKET

AS WELLINGTON COUNTY HEADS INTO THE END OF Q3, SALES ACTIVITY HAS SLOWED DOWN WHILE PRICES ARE INCREASING.



**YEAR-TO-DATE SALES VOLUME OF \$1,349,768,264**

Up 13.92% from 2018's \$1,184,832,046. Unit sales of 2,362 are up 6.68% from 2018's 2,214, with 3,869 new listings up 10.26%, and a 61.05% sales/listings ratio down 2.05%.



**AUGUST SALES VOLUME OF \$143,599,499**

Down 4.73% from 2018's \$150,725,988. Unit sales of 229 are down 22.37% from last August's 295, with 399 new listings down 0.25%, and a 57.39% sales/listing ratio down 16.36%.



**YEAR-TO-DATE AVERAGE SALE PRICE OF \$567,657**

Up from \$532,740 one year ago. Median sale price of \$495,000 up from \$473,750 one year ago. Average days-on-market of 32.5 is up 1 day from last year.



## AUGUST Numbers

MEDIAN SALE PRICE +3.66%

**\$495,000**

SALES VOLUME -4.73%

**\$143,599,499**

UNIT SALES -22.37%

**229**

NEW LISTINGS -0.25%

**399**

EXPIRED LISTINGS +5.63%

**75**

UNIT SALES/LISTINGS RATIO -16.36%

**57.39%**

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



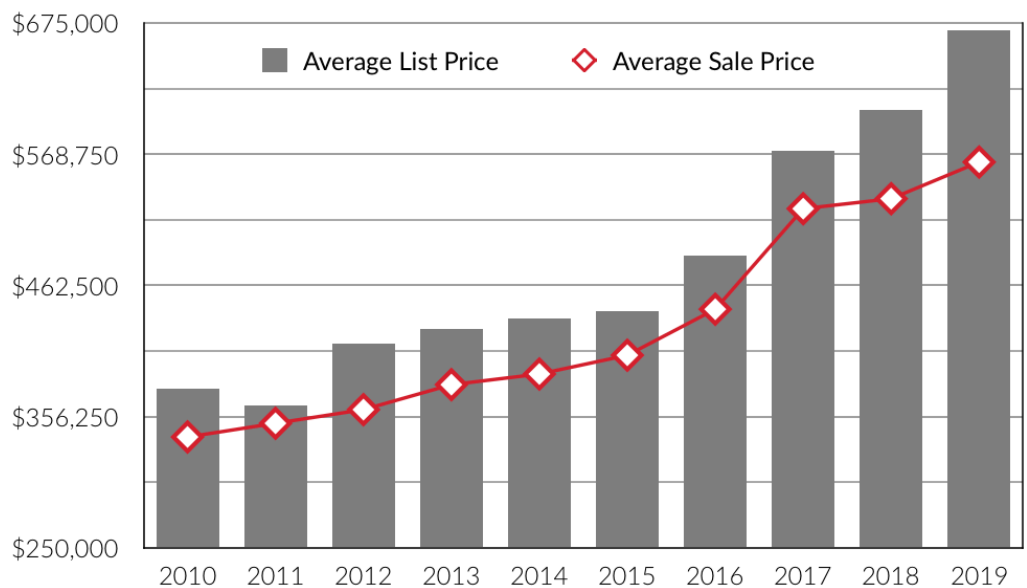
Table 1:  
Wellington County MLS Sales and Listing Summary  
2017 vs. 2018 vs. 2019

Year-Over-Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Volume Sales	\$1,352,893,576	\$1,184,832,046	\$1,349,768,264	+13.92%
YTD Unit Sales	2,545	2,214	2,362	+6.68%
YTD New Listings	3,545	3,509	3,869	+10.26%
YTD Sales/Listings Ratio	71.79%	63.09%	61.05%	-2.05%
YTD Expired Listings	252	335	415	+23.88%
August Volume Sales	\$127,304,653	\$150,725,988	\$143,599,499	-4.73%
August Unit Sales	268	295	229	-22.37%
August New Listings	332	400	399	-0.25%
August Sales/Listings Ratio	80.72%	73.75%	57.39%	-16.36%
August Expired Listings	80	71	75	+5.63%
YTD Sales: Under \$0-\$199K	91	52	44	-15.38%
YTD Sales: Under \$200K-\$349K	436	361	313	-13.3%
YTD Sales: Under \$350K-\$549K	1166	1076	1050	-2.42%
YTD Sales: Under \$550K-\$749K	549	471	669	+42.04%
YTD Sales: Under \$750K-\$999K	231	197	238	+20.81%
YTD Sales: \$1M+	139	97	140	+44.33%
YTD Average Days-On-Market	24.5	31.5	32.5	+3.17%
YTD Average Sale Price	\$523,212	\$532,740	\$567,657	+6.55%
YTD Median Sale Price	\$463,000	\$473,750	\$495,000	+4.49%

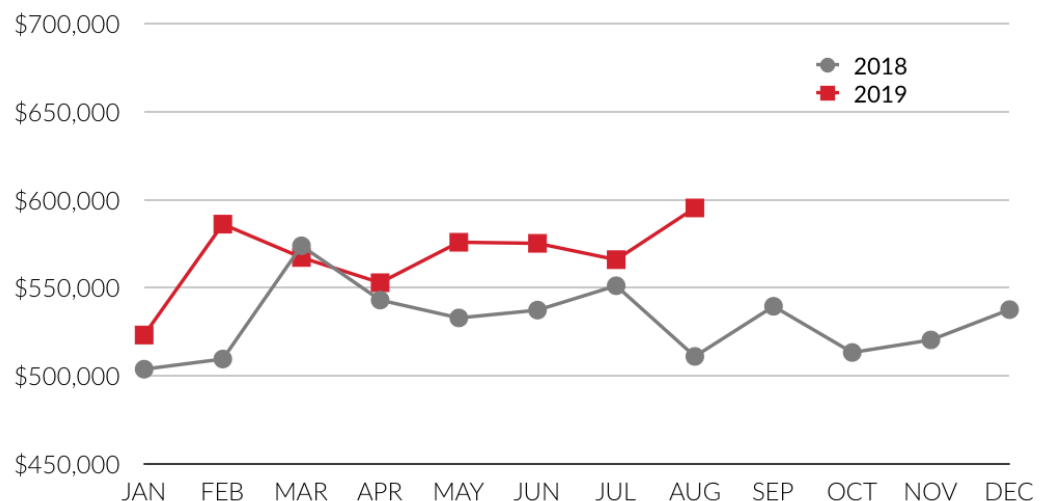
# AVERAGE SALE PRICE

## WELLINGTON COUNTY

### YEAR OVER YEAR



### MONTH OVER MONTH 2018 VS. 2019

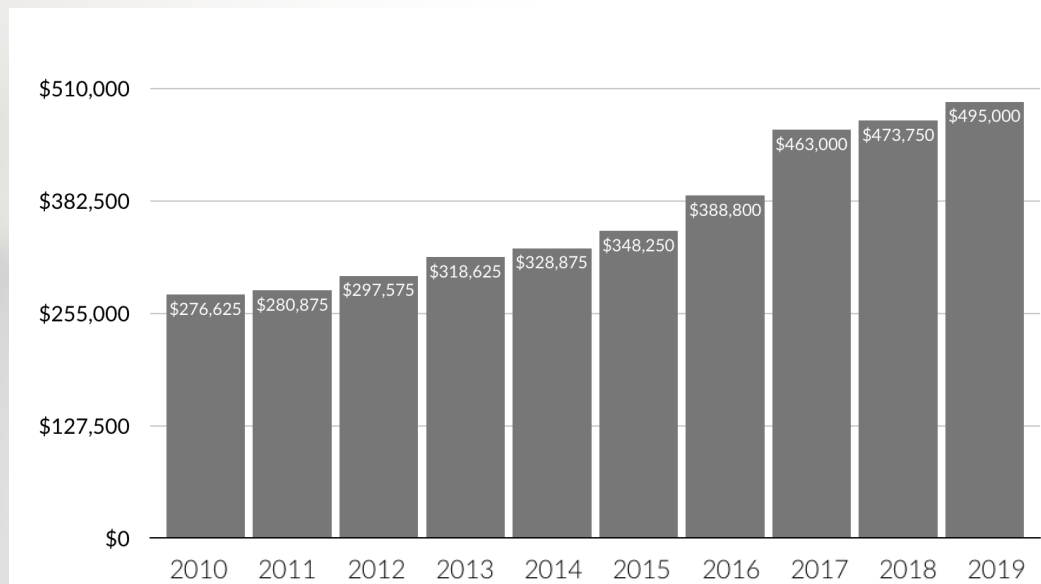




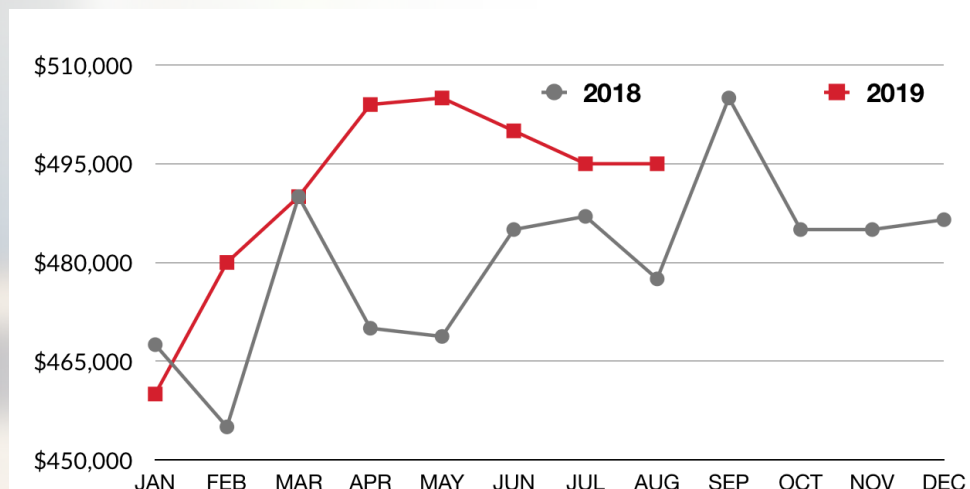
# MEDIAN SALE PRICE

## WELLINGTON COUNTY

### YEAR OVER YEAR



### MONTH OVER MONTH 2018 VS. 2019

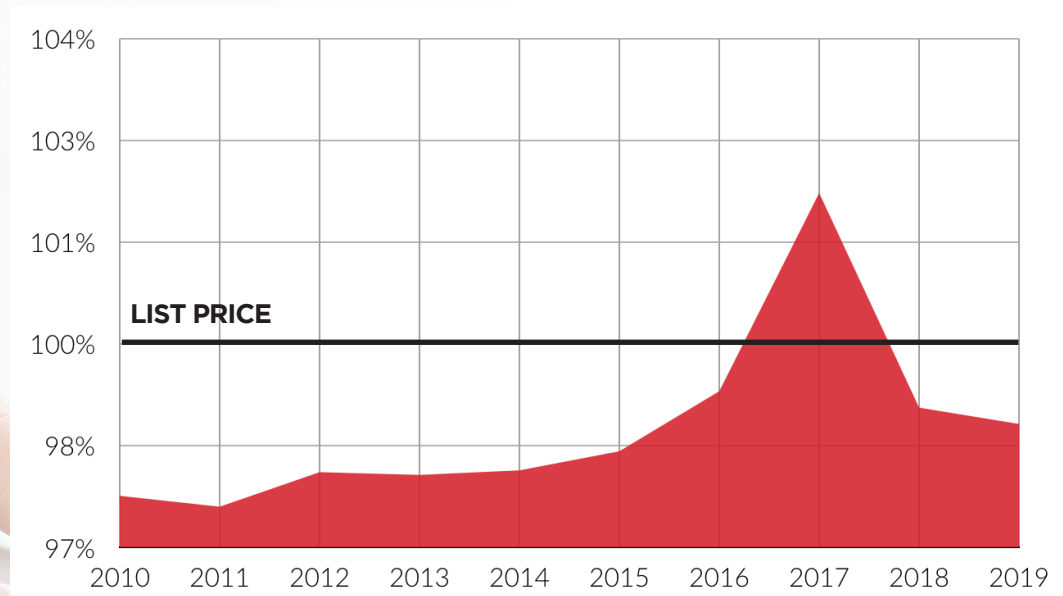


\* Median sale price is based on residential sales (including freehold and condominiums).

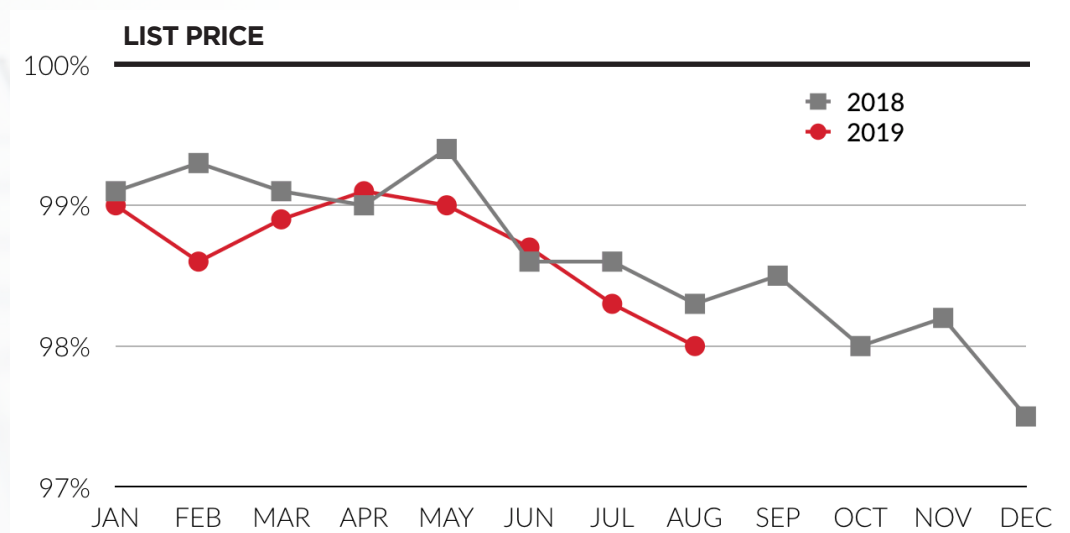
# SALE PRICE vs. LIST PRICE RATIO

## WELLINGTON COUNTY

### YEAR OVER YEAR



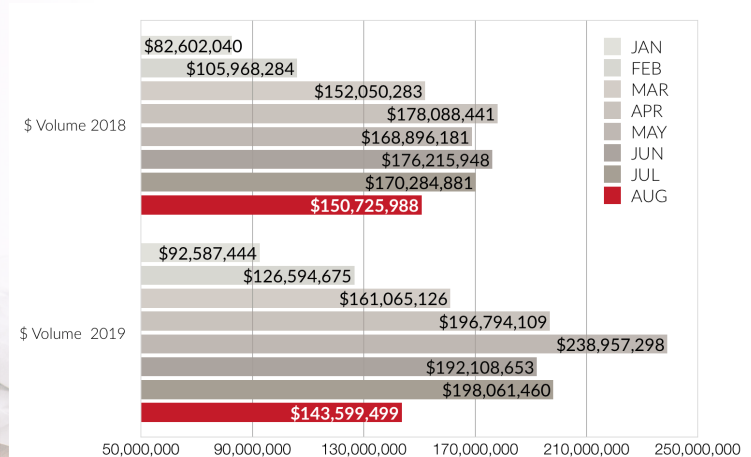
### MONTH OVER MONTH 2018 VS. 2019



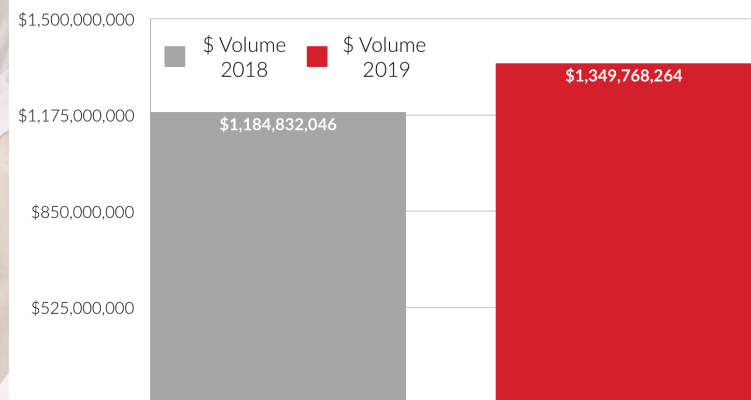
# \$ VOLUME SALES

## WELLINGTON COUNTY

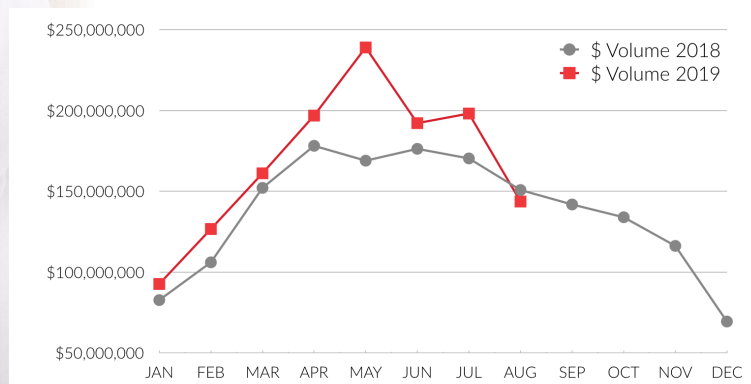
### Monthly Comparison 2018 vs. 2019



### Yearly Totals 2018 vs. 2019



### Month vs. Month 2018 vs. 2019



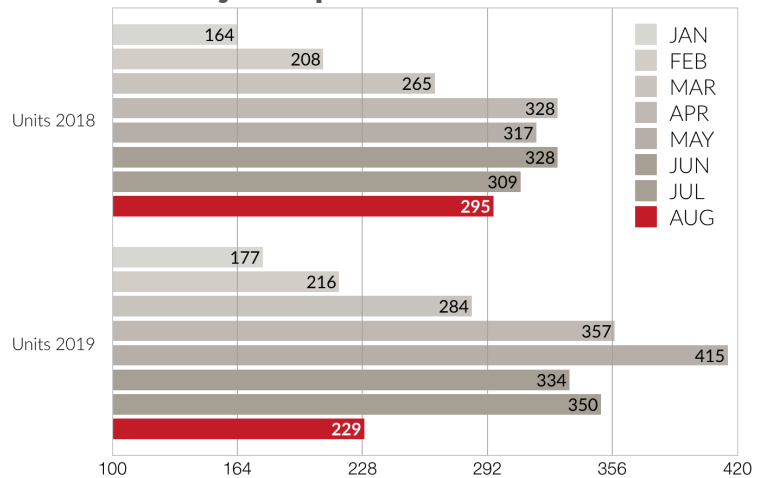




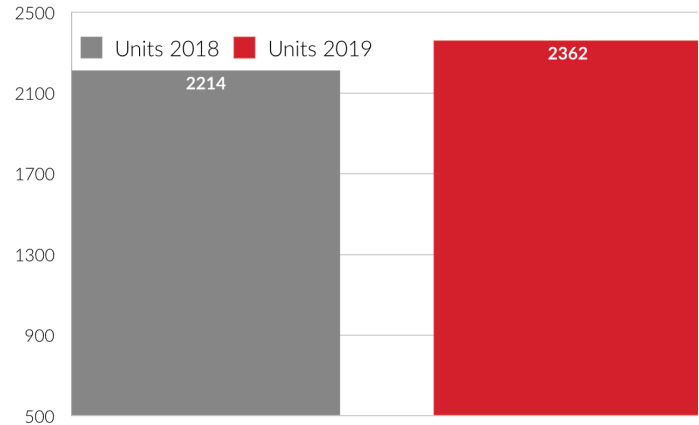
# UNIT SALES

## WELLINGTON COUNTY

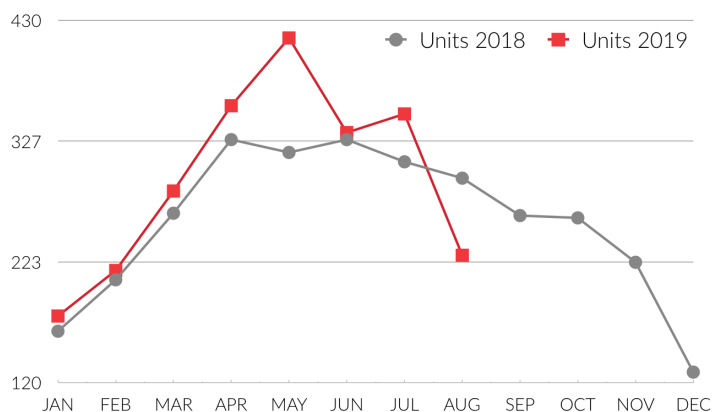
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

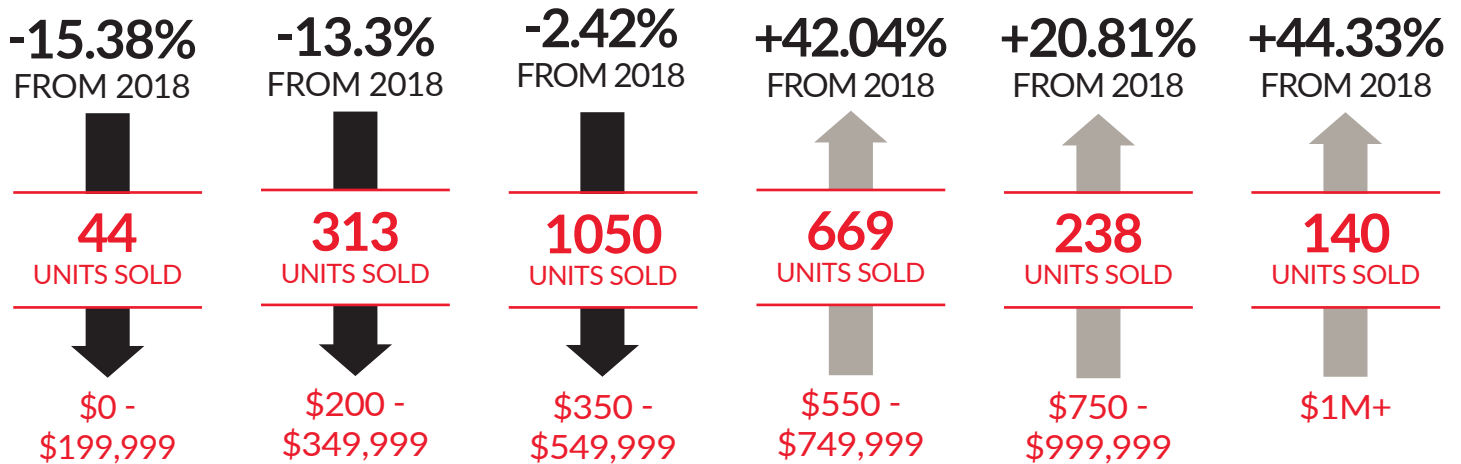


Month vs. Month 2018 vs. 2019



# SALES BY PRICE BRACKET

WELLINGTON COUNTY - YEAR TO DATE



# SALES BY TYPE

## WELLINGTON COUNTY

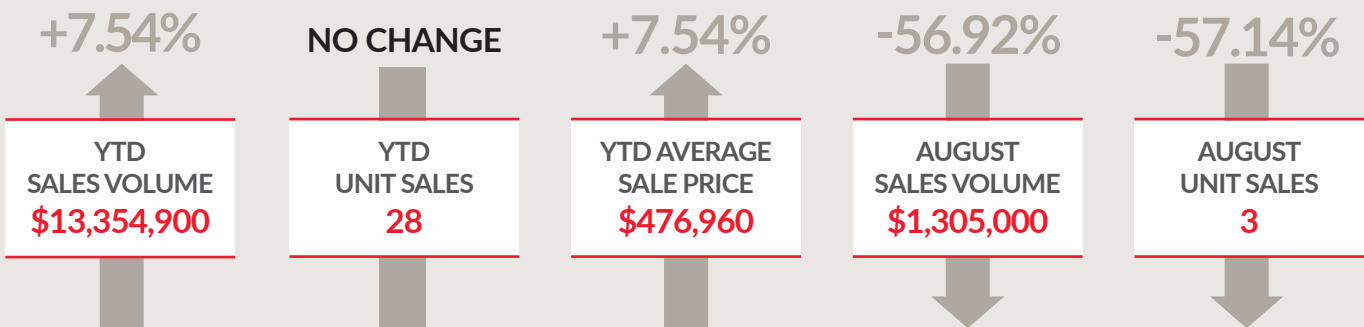
### FREEHOLD HOME SALES



### CONDOMINIUM HOME SALES



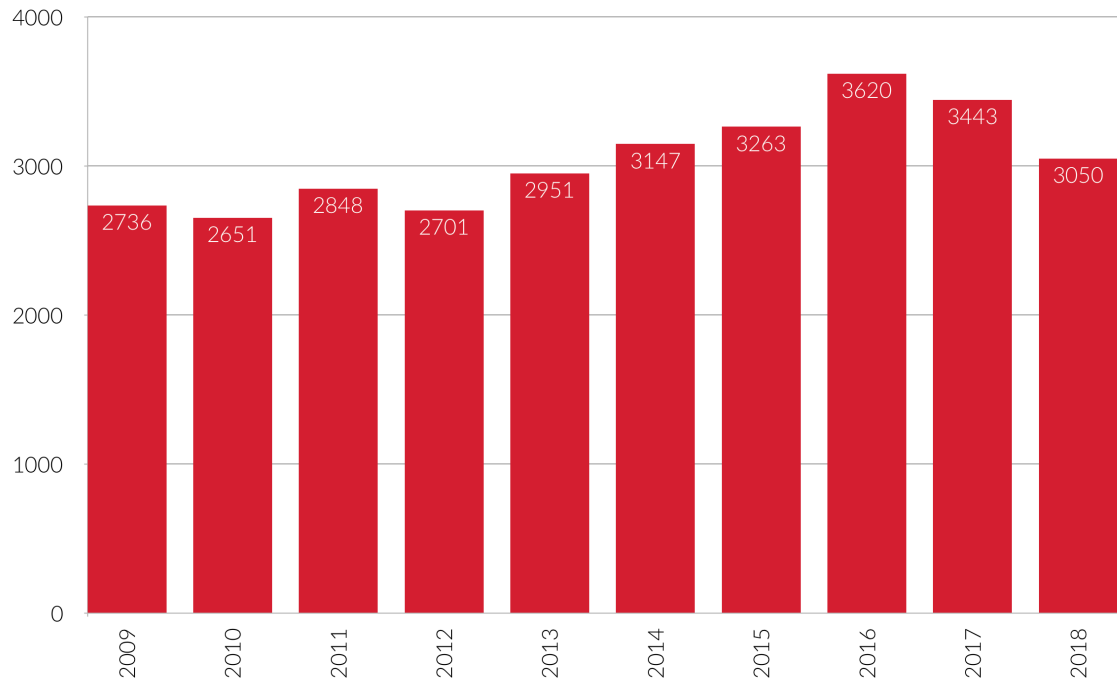
### VACANT LAND SALES





# 10 YEAR MARKET ANALYSIS

## UNITS SOLD

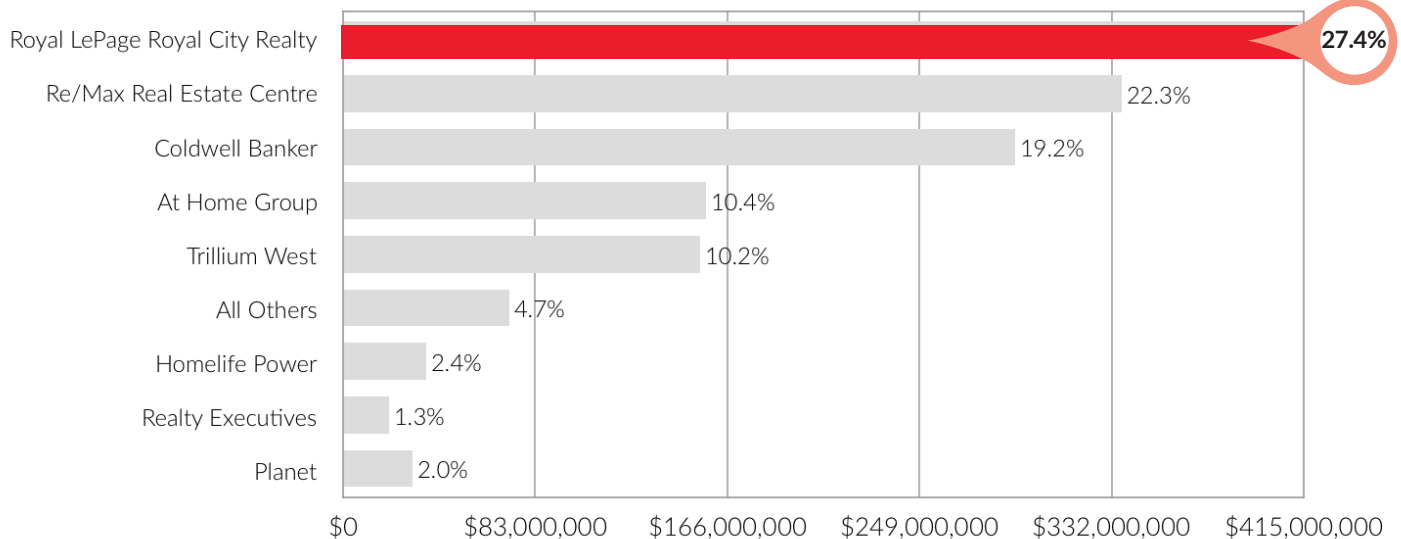


# MARKET DOMINANCE

## WELLINGTON COUNTY'S #1 BROKERAGE!

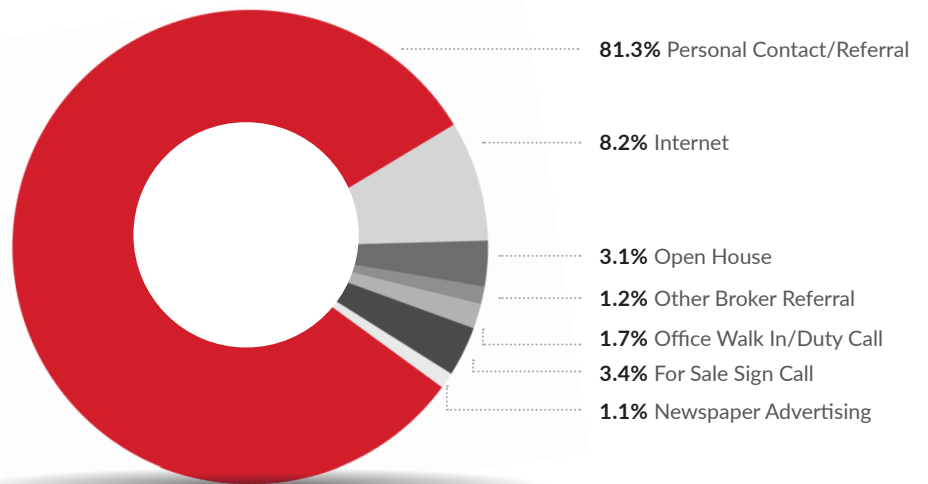
### MARKET SHARE BY \$VOLUME

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

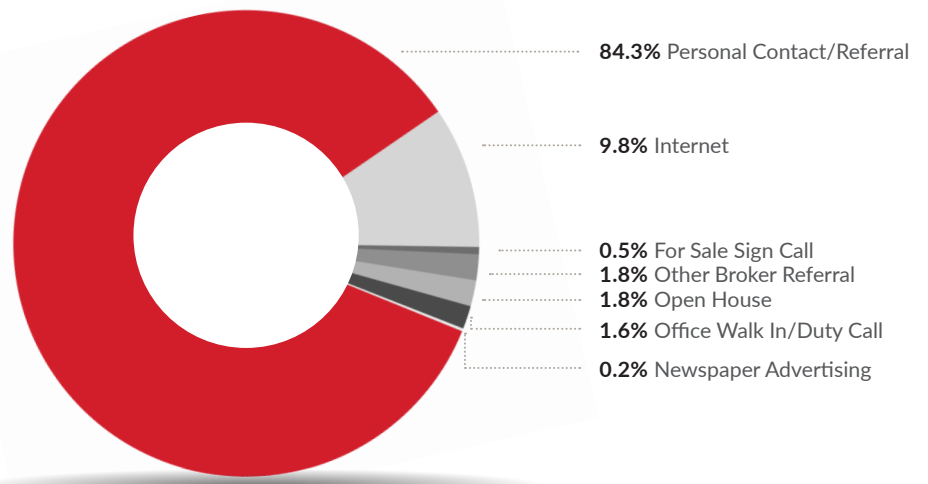


# SOURCE OF BUSINESS

## 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