

CENTRE WELLINGTON REAL ESTATE MARKET REPORT

SEPTEMBER 2019

R-CITY | R-TEAM | R-NUMBERS



CENTRE WELLINGTON OVERVIEW

SELLER'S MARKET

SALES ACTIVITY CONTINUES TO INCREASE AND DRIVE DEMAND FOR INVENTORY AS CENTRE WELLINGTON ENTERS Q4.



YEAR-TO-DATE SALES VOLUME OF \$219,692,940

Up **24.08%** from 2018's **\$177,064,161**. Unit Sales of **374** are up **14.37%** from 2018's **327**, with **596** new listings up **22.13%**, and a **62.75%** sales/listings ratio down **4.26%**.



SEPTEMBER SALES VOLUME OF \$41,461,600

Up **66.69%** from 2018's **\$24,873,688**. Unit sales of **60** are up **39.53%** from last September's **43**, with **85** new listings up **26.87%**, and a **70.59%** sales/listings ratio up **6.41%**.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$571,222

Up from **\$537,907** one year ago. Median sale price **\$495,000** up from **\$476,000** one year ago. Average days-on-market of **38.11** is up **5.89** days from last year.



SEPTEMBER Numbers

MEDIAN SALE PRICE -7.89%

\$502,000

SALES VOLUME +66.69%

\$41,461,600

UNIT SALES +39.53%

60

NEW LISTINGS +26.87%

85

EXPIRED LISTINGS No Change

16

UNIT SALES/LISTINGS RATIO +6.41%

70.59%

Year over year comparison
(September 2018 to September 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 - September 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

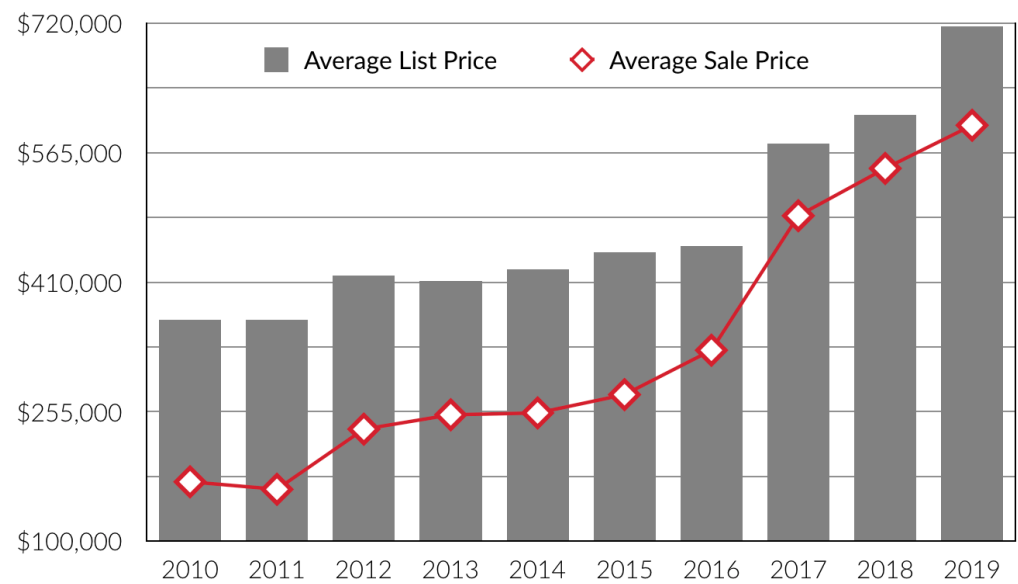
Year-Over-Year	2017	2018	2019	2018 -2019
Year-To-Date (YTD) Volume Sales	\$199,822,702	\$177,064,161	\$219,692,940	+24.08%
YTD Unit Sales	390	327	374	+14.37%
YTD New Listings	535	488	596	+22.13%
YTD Sales/Listings Ratio	72.90%	67.01%	62.75%	-4.26%
YTD Expired Listings	46	59	66	+11.86%
September Volume Sales	\$19,296,450	\$24,873,688	\$41,461,600	+66.69%
September Unit Sales	41	43	60	+39.53%
September New Listings	63	67	85	+26.87%
September Sales/Listings Ratio	65.08%	64.18%	70.59%	+6.41%
September Expired Listings	9	16	16	No Change
YTD Sales: Under \$0-\$199K	10	15	14	-6.67%
YTD Sales: Under \$200K-\$349K	56	32	32	No Change
YTD Sales: Under \$350K-\$549K	210	163	159	-2.45%
YTD Sales: Under \$550K-\$749K	72	72	108	+50%
YTD Sales: Under \$750K-\$999K	24	29	34	+17.24%
YTD Sales: \$1M+	18	16	27	+68.75%
YTD Average Days-On-Market	29.67	32.22	38.11	+18.28%
YTD Average Sale Price	\$501,369	\$537,907	\$571,222	+6.19%
YTD Median Sale Price	\$427,450	\$476,000	\$495,000	+3.99%

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

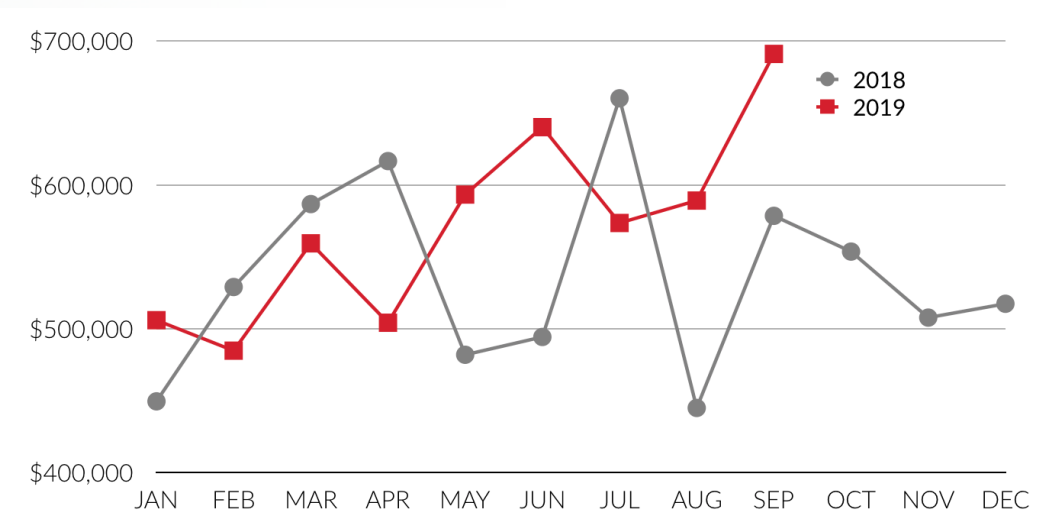
AVERAGE SALE PRICE

CENTRE WELLINGTON

YEAR OVER YEAR



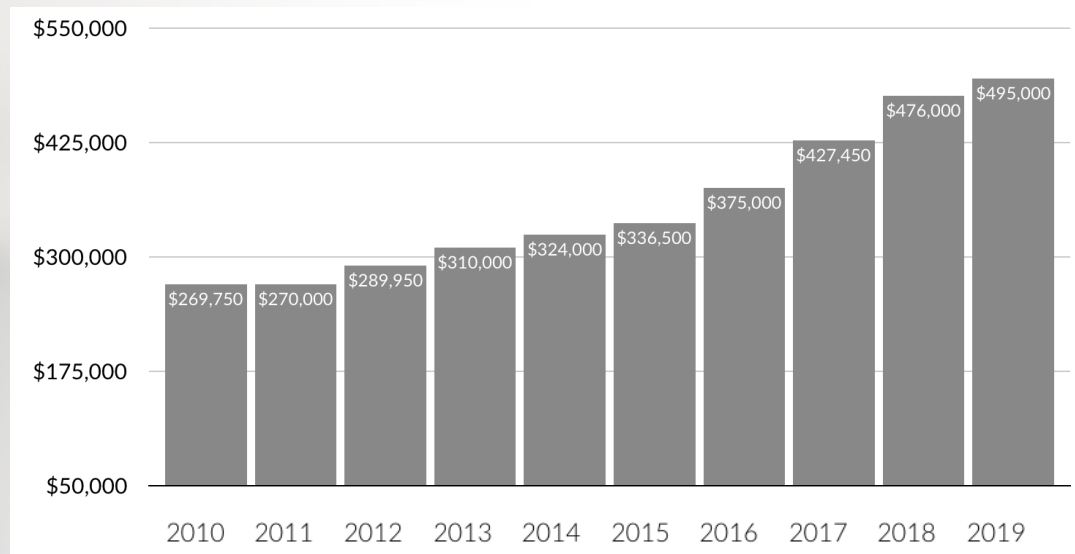
MONTH OVER MONTH 2018 VS. 2019



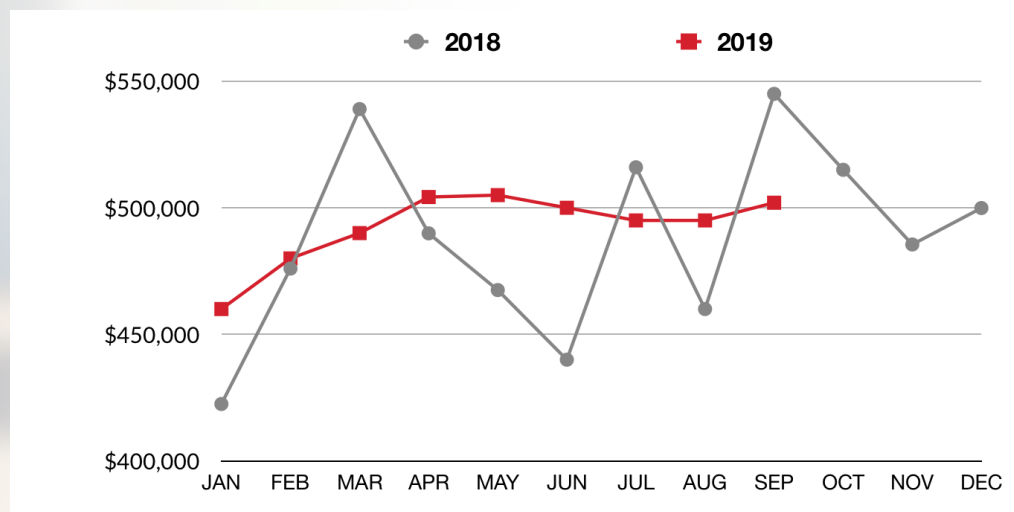
MEDIAN SALE PRICE

CENTRE WELLINGTON

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

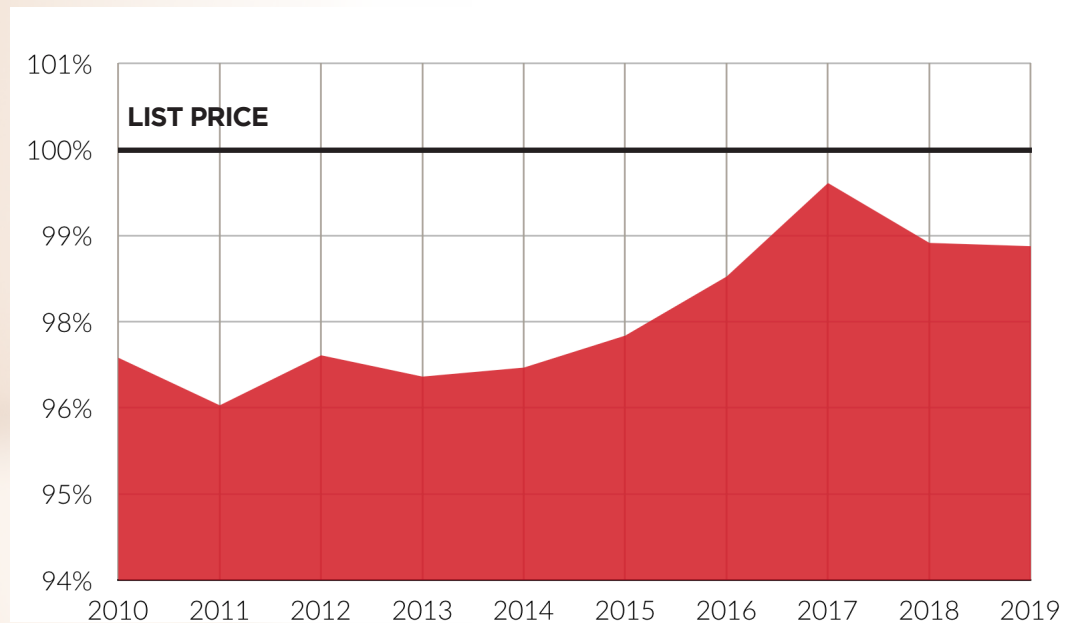


* Median sale price is based on residential sales (including freehold and condominiums).

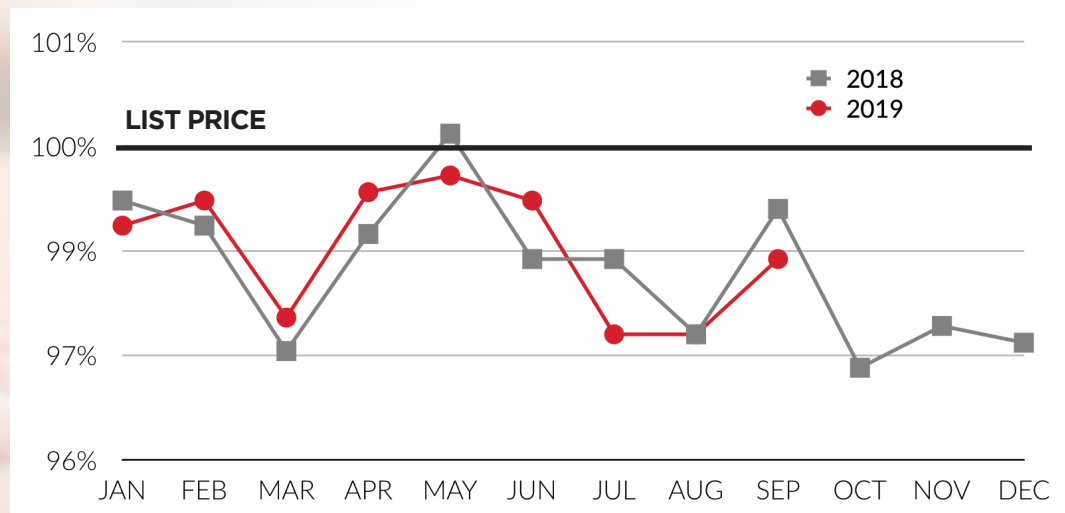
SALE PRICE vs. LIST PRICE RATIO

CENTRE WELLINGTON

YEAR OVER YEAR



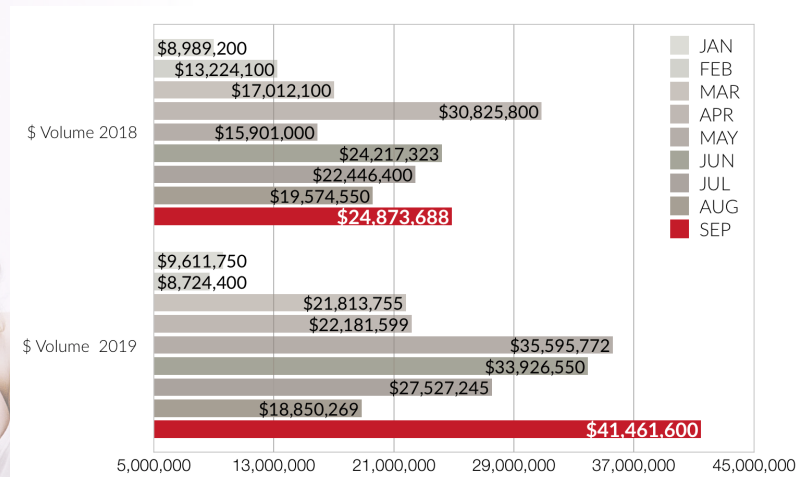
MONTH OVER MONTH 2018 VS. 2019



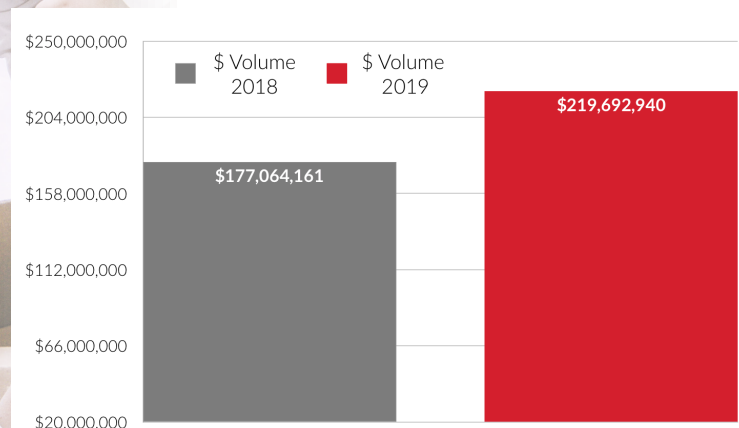
\$ VOLUME SALES

CENTRE WELLINGTON

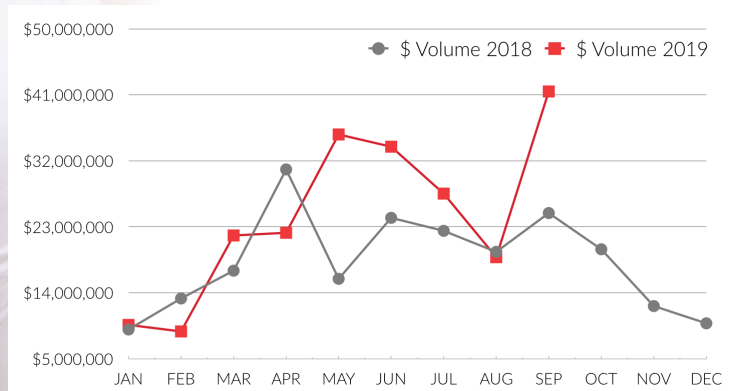
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



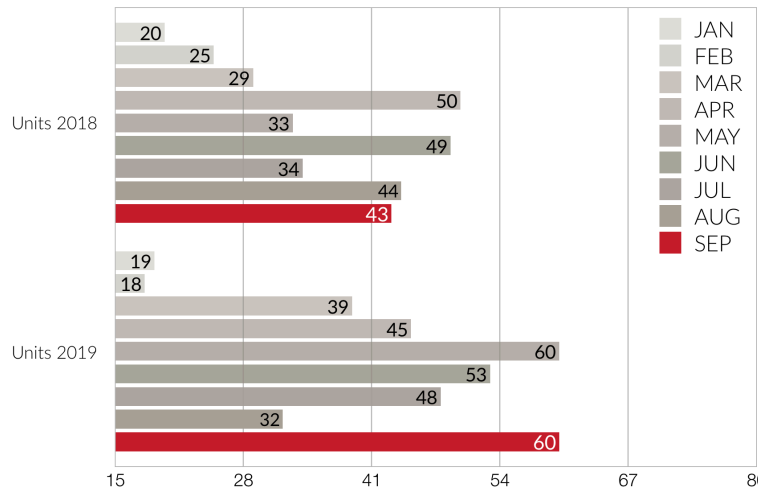
Month vs. Month 2018 vs. 2019



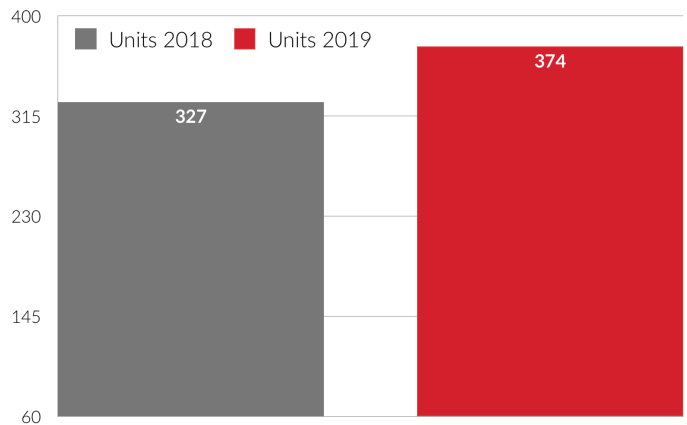
UNIT SALES

CENTRE WELLINGTON

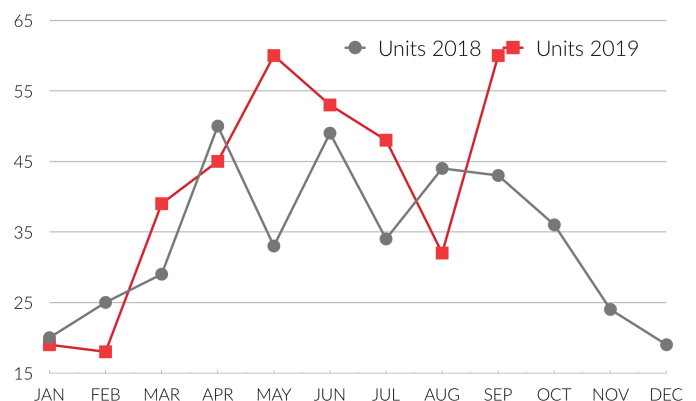
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

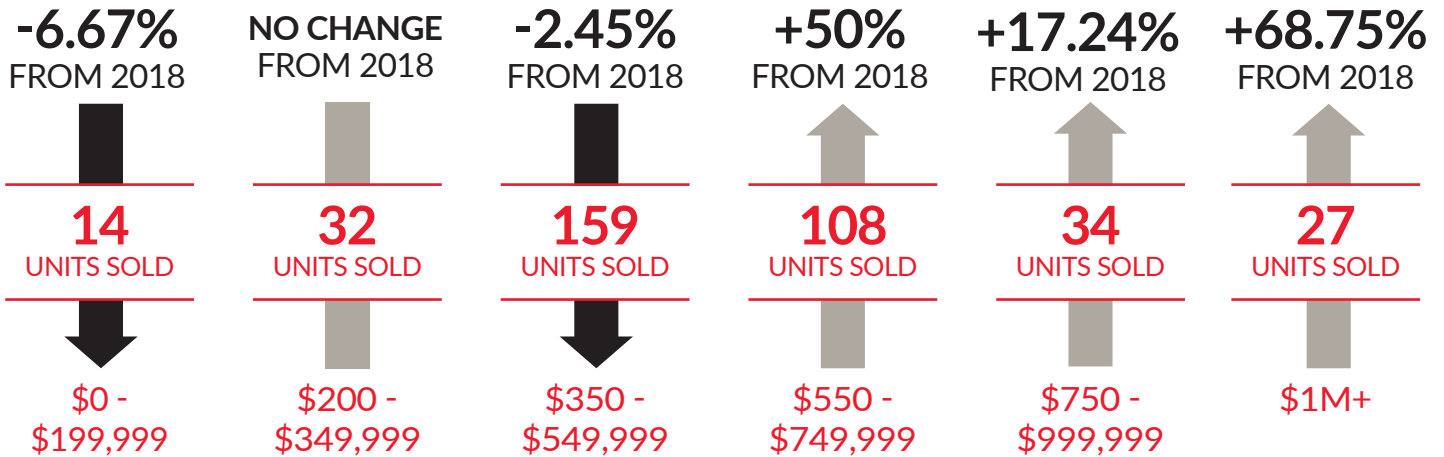


Month vs. Month 2018 vs. 2019



SALES BY PRICE BRACKET

CENTRE WELLINGTON



SALES BY TYPE

CENTRE WELLINGTON

FREEHOLD HOME SALES

+18.81%

YTD
SALES VOLUME
\$181,676,540

+11.39%

YTD
UNIT SALES
313

+106.66%

YTD AVERAGE
SALE PRICE
\$580,436

+39.51%

SEPTEMBER
SALES VOLUME
\$33,387,900

+25%

SEPTEMBER
UNIT SALES
50

CONDOMINIUM HOME SALES

+46.7%

YTD
SALES VOLUME
\$15,063,400

+26.7%

YTD
UNIT SALES
38

+15.82%

YTD AVERAGE
SALE PRICE
\$396,405

+135.5%

SEPTEMBER
SALES VOLUME
\$2,218,700

+66.7%

SEPTEMBER
UNIT SALES
5

VACANT LAND SALES

+13.36%

YTD
SALES VOLUME
\$2,630,000

+33.3%

YTD
UNIT SALES
4

-14.98%

YTD AVERAGE
SALE PRICE
\$657,500

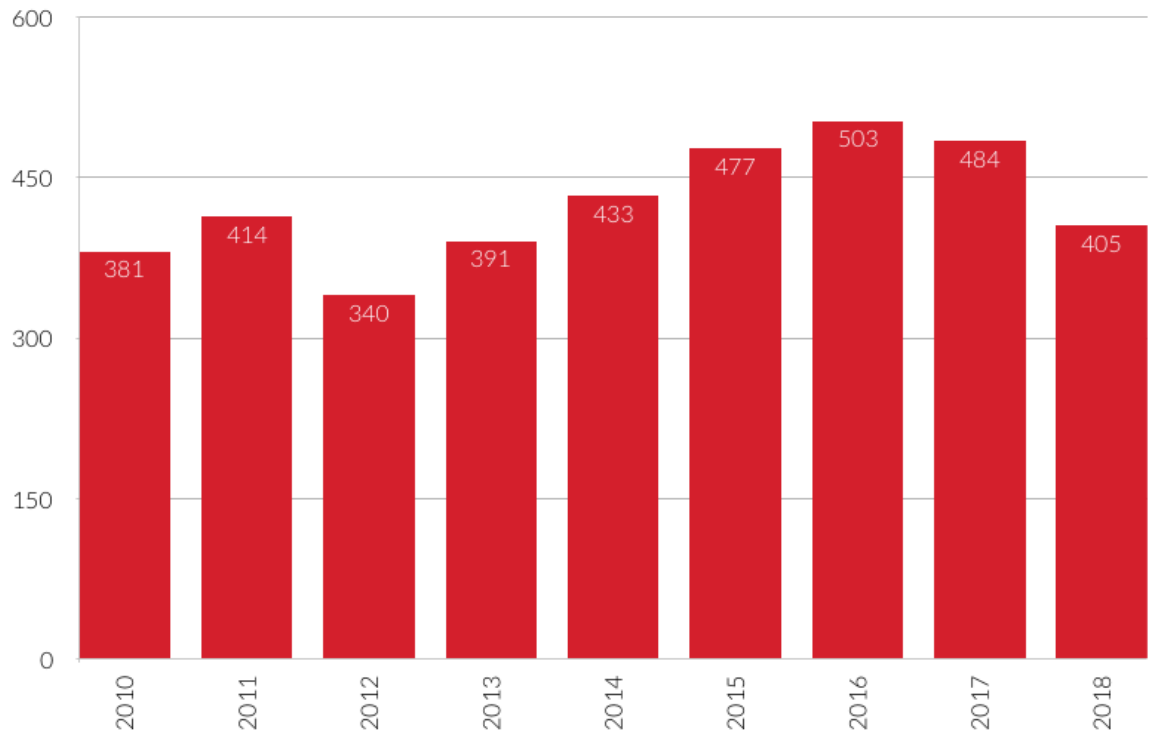
THERE WERE NO SALES IN
SEPTEMBER 2018 TO COMPARE TO

SEPTEMBER
SALES VOLUME
\$430,000

SEPTEMBER
UNIT SALES
1

10 YEAR MARKET ANALYSIS

CENTRE WELLINGTON- UNITS SOLD

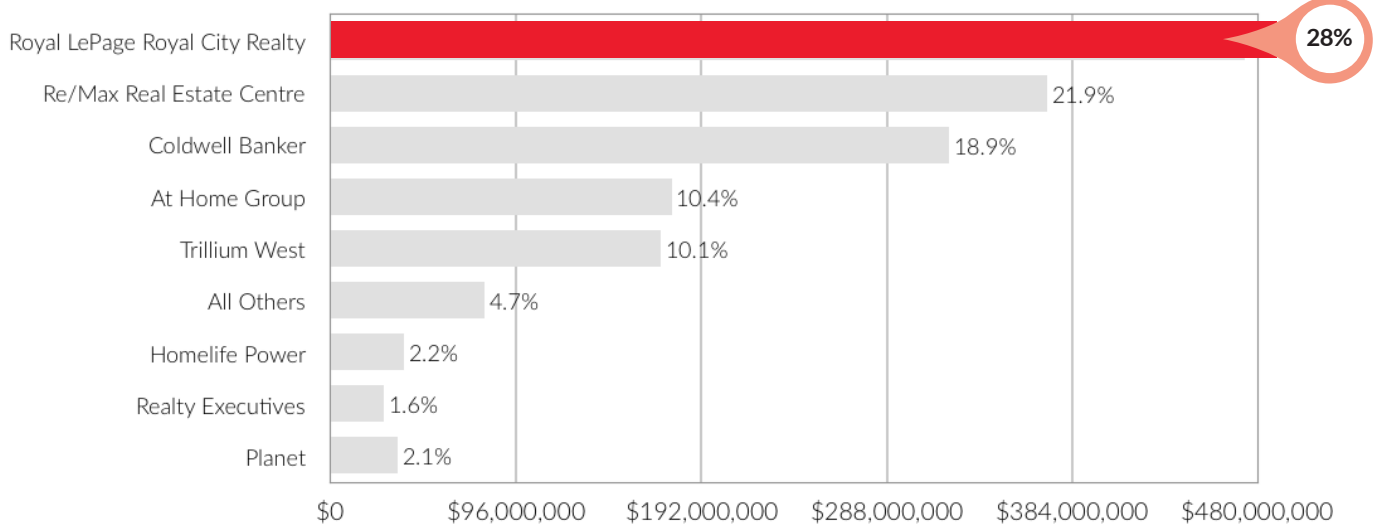


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

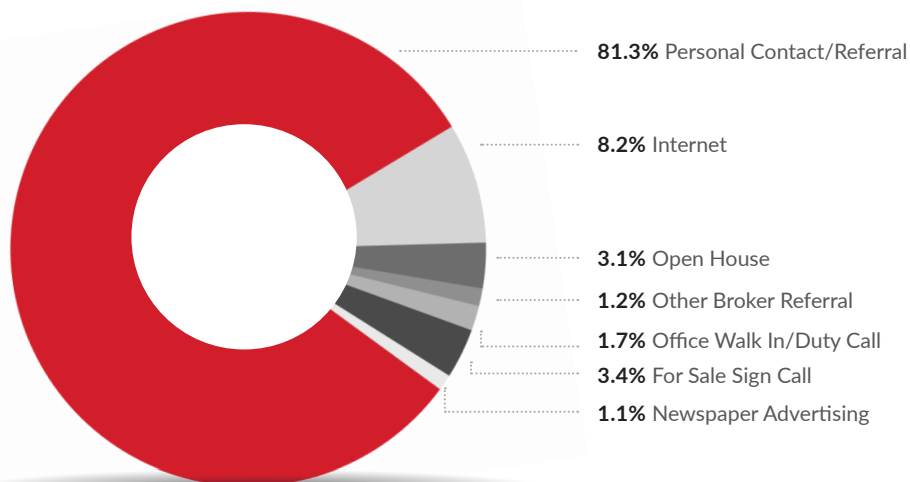
MARKET SHARE BY \$VOLUME

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

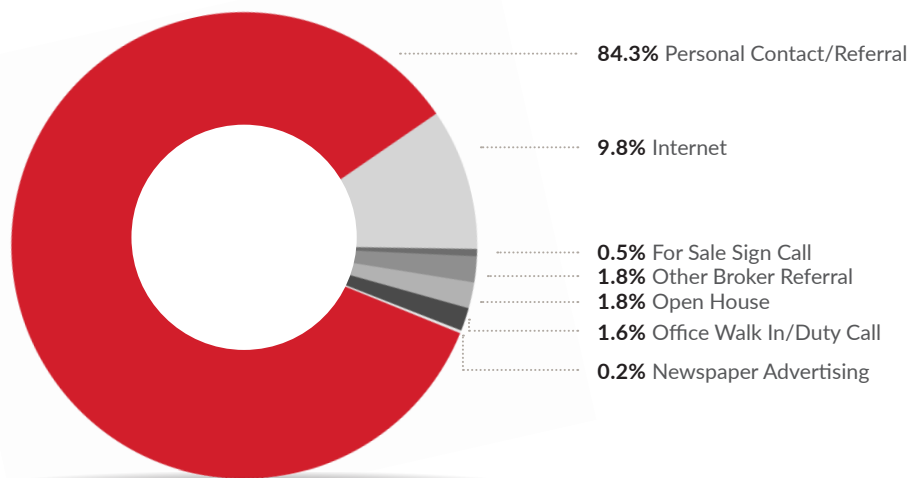


SOURCE OF BUSINESS

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