

WELLINGTON COUNTY REAL ESTATE MARKET REPORT

SEPTEMBER 2019

R-CITY | R-TEAM | R-NUMBERS



WELLINGTON COUNTY OVERVIEW

BALANCED MARKET

THE WELLINGTON COUNTY REAL ESTATE MARKET IS HEALTHY, HAS A SOLID FOUNDATION AND A GREAT OUTLOOK WITH INCREASING SALES ACTIVITY AS IT ENTERS Q4.



YEAR-TO-DATE SALES VOLUME OF \$1,572,164,084

Up 18.51 from 2018's \$1,326,610,752. Unit sales of 2,744 are up 12.41% from 2018's 2,4441, with 4,399 new listings up 9.32%, and a 62.38% sales/listings ratio up 1.72%.



SEPTEMBER SALES VOLUME OF \$175,039,211

Up 23.46% from 2018's \$141,778,706. Unit sales of 289 are up 27.31% from last September's 227, with 518 new listings up 0.58%, and a 55.79% sales/listing ratio down 17.96%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$571,640

Up from \$533,481 one year ago. Median sale price of \$495,000 up from \$477,500 one year ago. Average days-on-market of 33 is up 1.56 day from last year.



SEPTEMBER Numbers

MEDIAN SALE PRICE -0.59%

\$502,000

SALES VOLUME +23.46%

\$175,039,211

UNIT SALES +27.31%

289

NEW LISTINGS +0.58%

518

EXPIRED LISTINGS +25.35%

89

UNIT SALES/LISTINGS RATIO -17.96%

55.79%

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

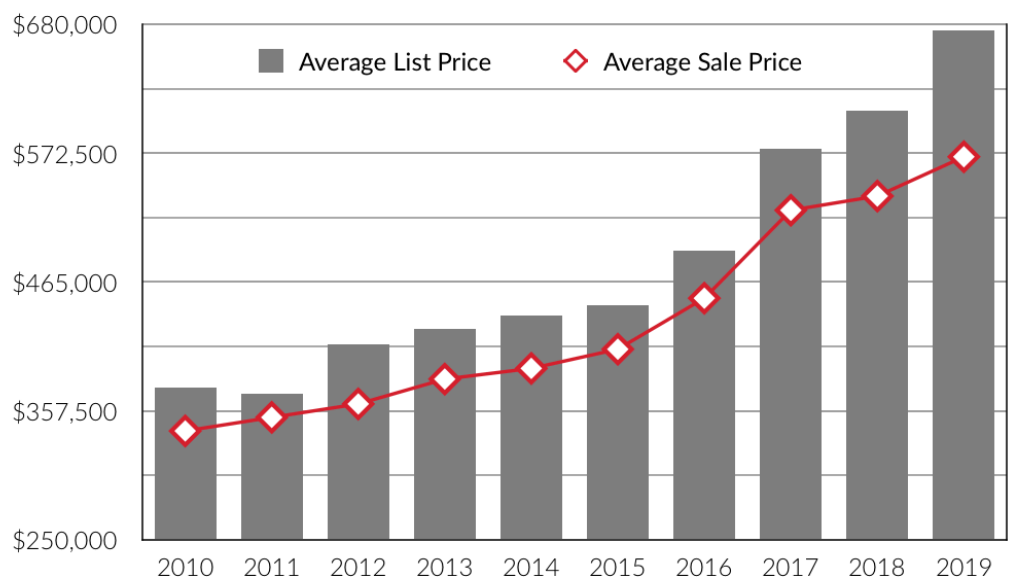
Table 1:
Wellington County MLS Sales and Listing Summary
2017 vs. 2018 vs. 2019

Year-Over-Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Volume Sales	\$1,464,556,765	\$1,326,610,752	\$1,572,164,084	+18.51%
YTD Unit Sales	2772	2441	2744	+12.41%
YTD New Listings	4,001	4,024	4,399	+9.32%
YTD Sales/Listings Ratio	69.28%	60.66%	62.38%	+1.72%
YTD Expired Listings	309	406	504	+24.14%
September Volume Sales	\$111,663,189	\$141,778,706	\$175,039,211	+23.46%
September Unit Sales	227	227	289	+27.31%
September New Listings	456	515	518	+0.58%
September Sales/Listings Ratio	80.72%	73.75%	55.79%	-17.96%
September Expired Listings	57	71	89	+25.35%
YTD Sales: Under \$0-\$199K	97	54	48	-44.33%
YTD Sales: Under \$200K-\$349K	484	408	339	-15.7%
YTD Sales: Under \$350K-\$549K	1279	1193	1161	-2.68%
YTD Sales: Under \$550K-\$749K	599	539	757	+40.45%
YTD Sales: Under \$750K-\$999K	242	216	278	+28.70%
YTD Sales: \$1M+	146	108	161	+49.07%
YTD Average Days-On-Market	25	31.44	33	+4.95%
YTD Average Sale Price	\$519,733	\$533,481	\$571,640	+7.15%
YTD Median Sale Price	\$456,000	\$477,500	\$495,000	+3.66%

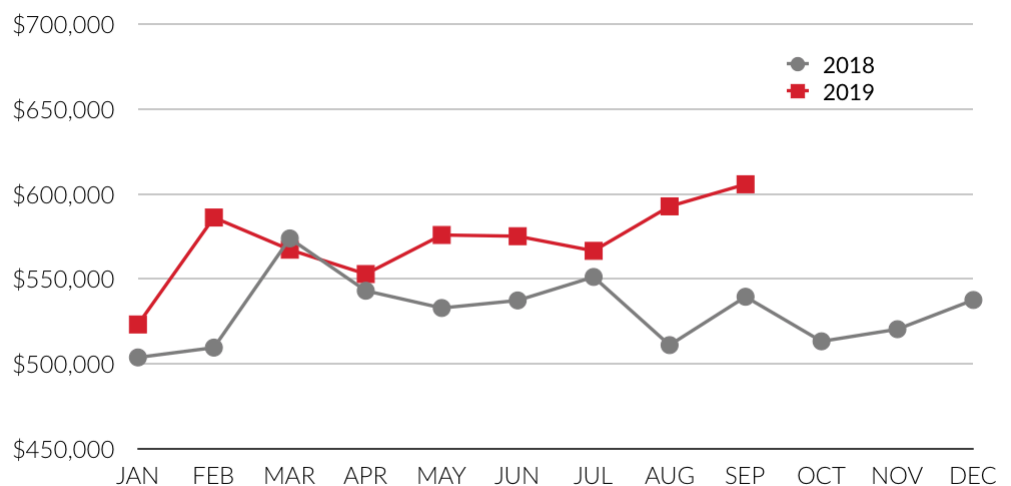
AVERAGE SALE PRICE

WELLINGTON COUNTY

YEAR OVER YEAR



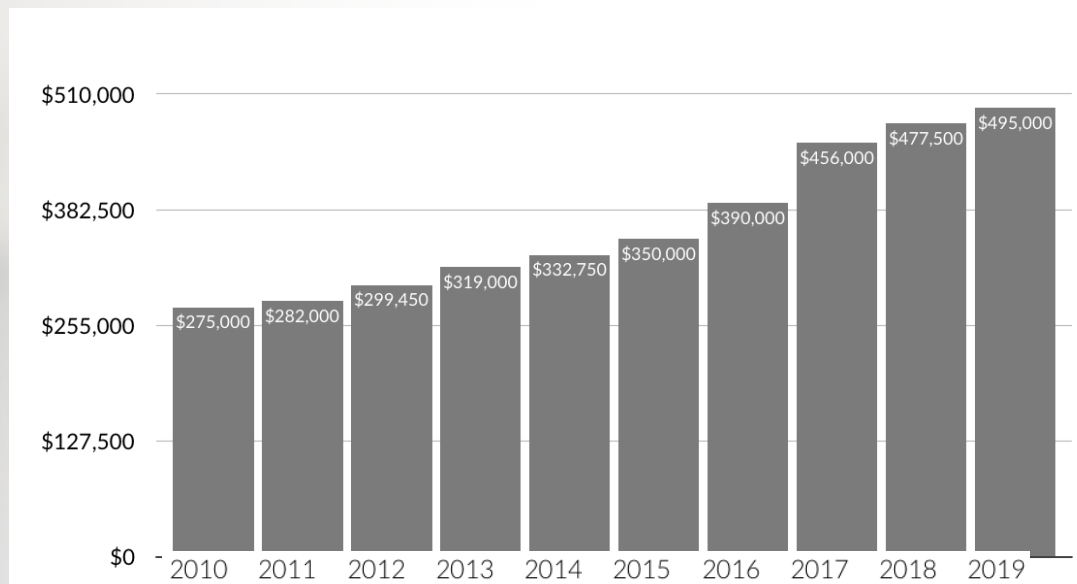
MONTH OVER MONTH 2018 VS. 2019



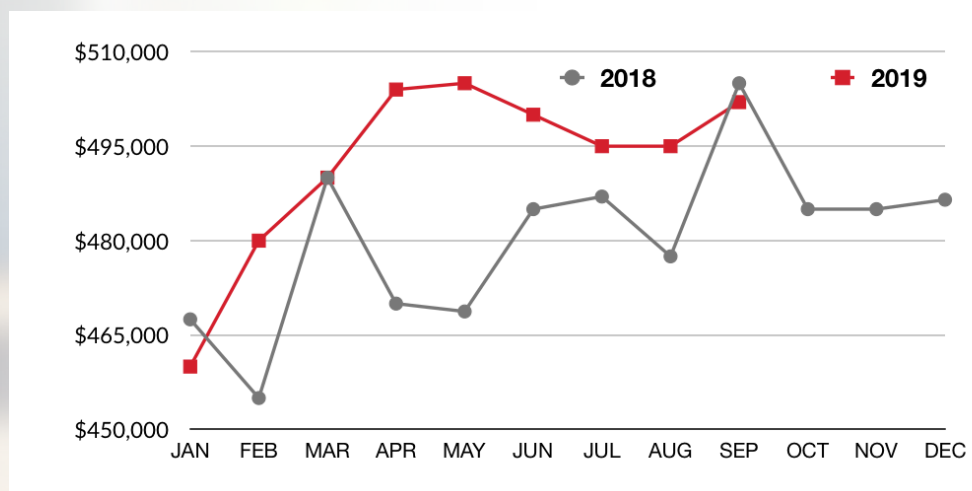
MEDIAN SALE PRICE

WELLINGTON COUNTY

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

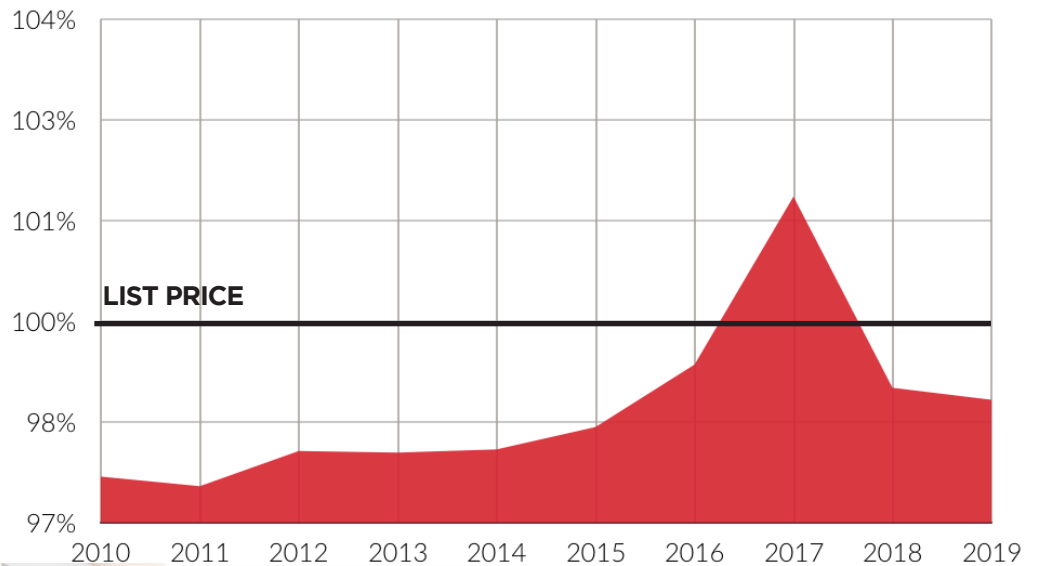


* Median sale price is based on residential sales (including freehold and condominiums).

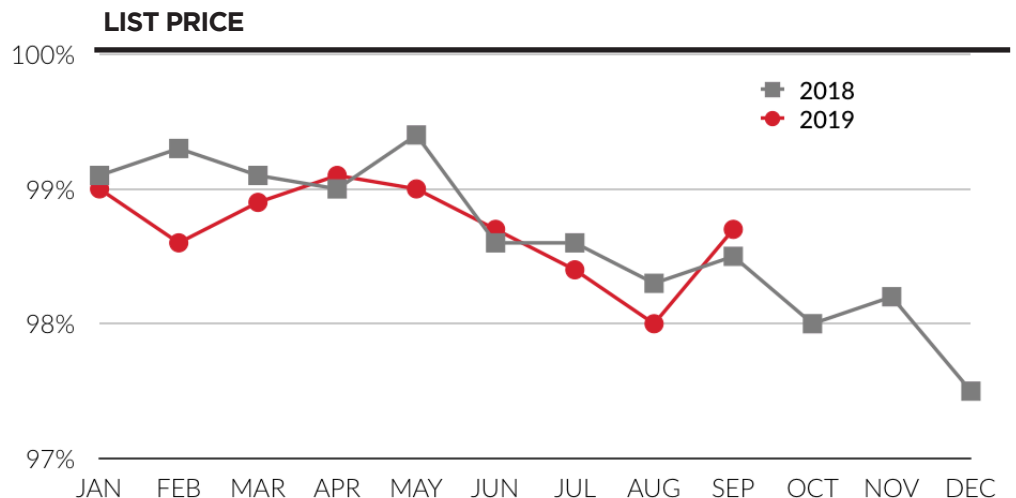
SALE PRICE vs. LIST PRICE RATIO

WELLINGTON COUNTY

YEAR OVER YEAR



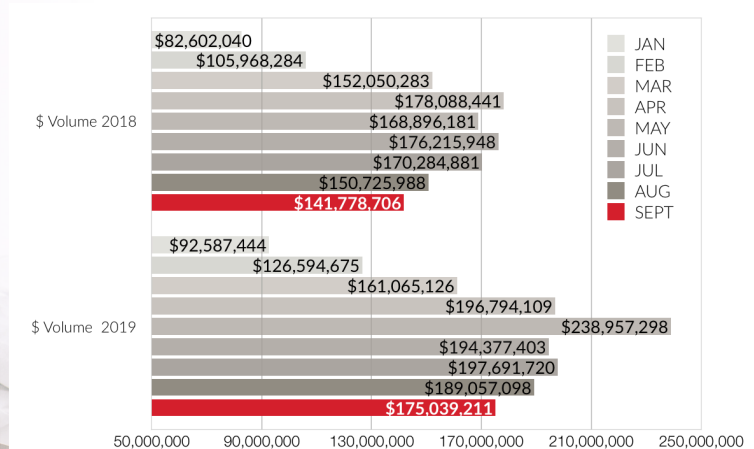
MONTH OVER MONTH 2018 VS. 2019



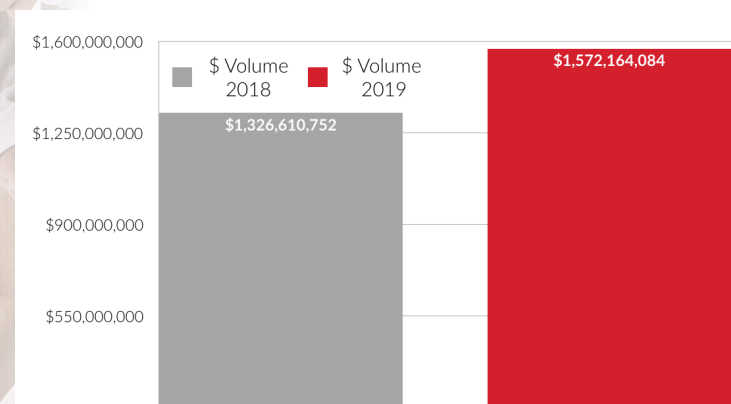
\$ VOLUME SALES

WELLINGTON COUNTY

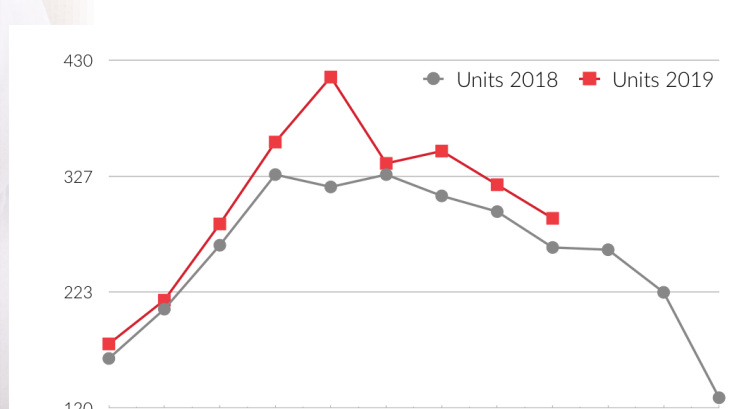
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



Month vs. Month 2018 vs. 2019

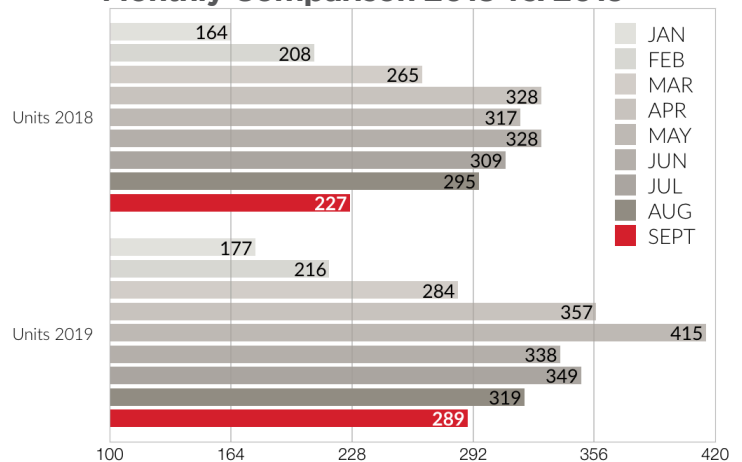




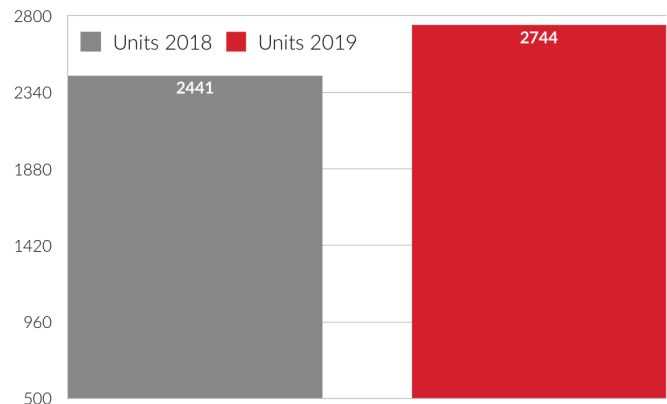
UNIT SALES

WELLINGTON COUNTY

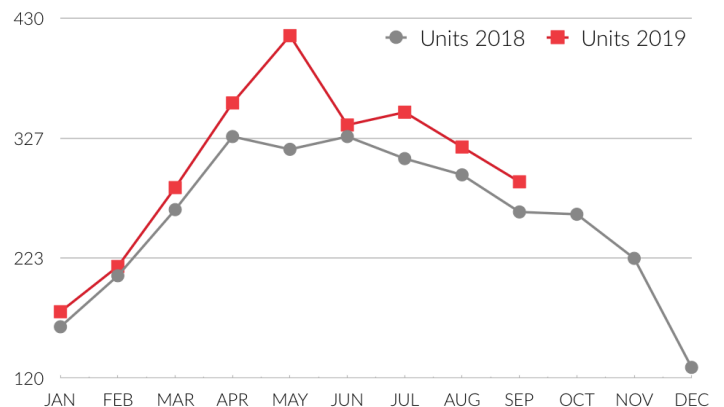
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

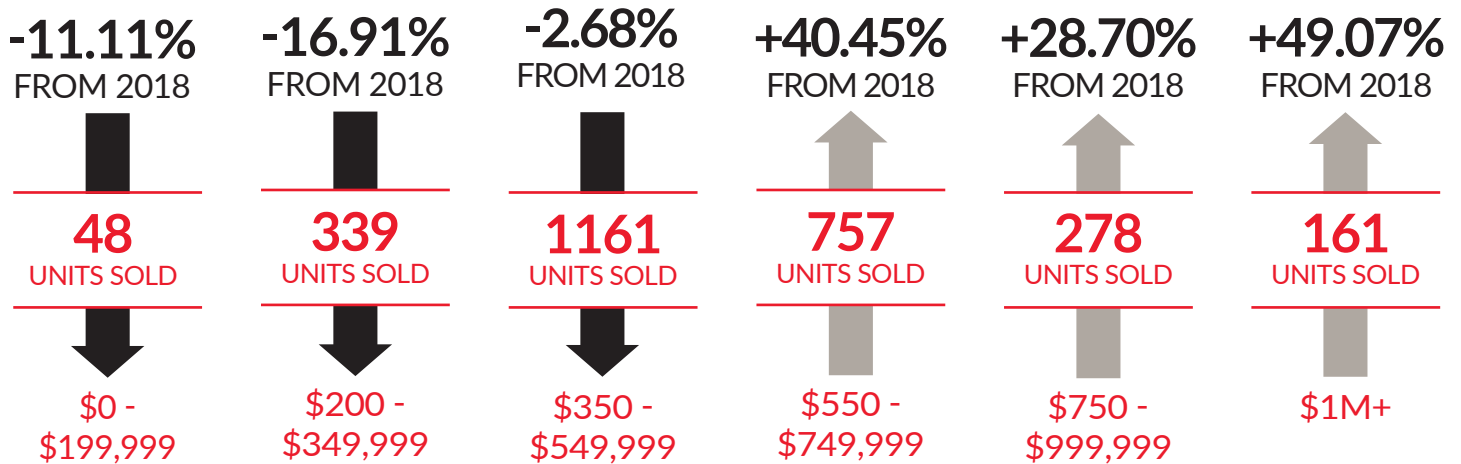


Month vs. Month 2018 vs. 2019



SALES BY PRICE BRACKET

WELLINGTON COUNTY - YEAR TO DATE



SALES BY TYPE

WELLINGTON COUNTY

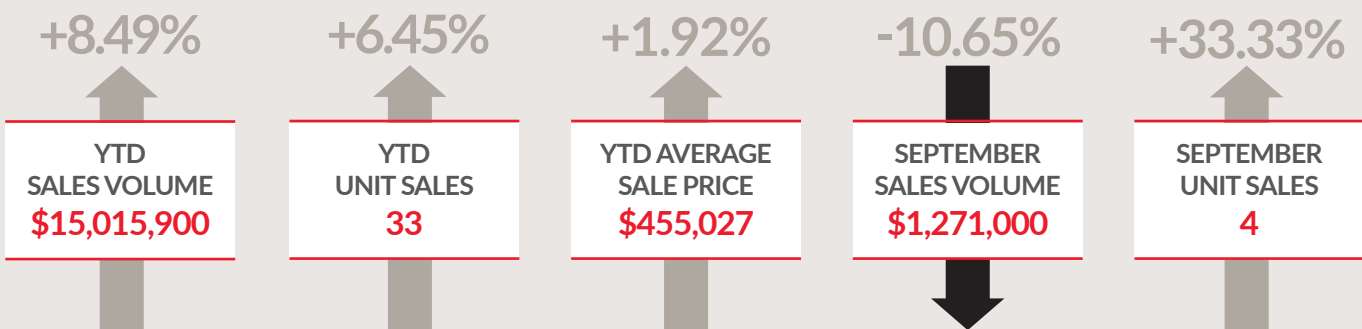
FREEHOLD HOME SALES



CONDOMINIUM HOME SALES

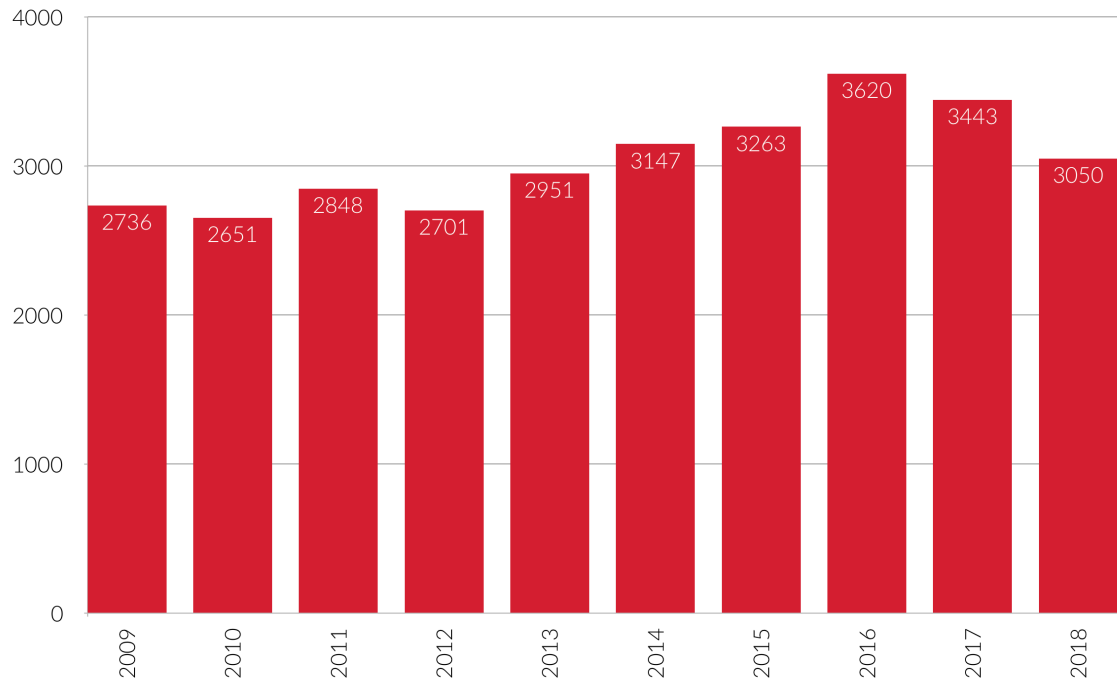


VACANT LAND SALES



10 YEAR MARKET ANALYSIS

UNITS SOLD

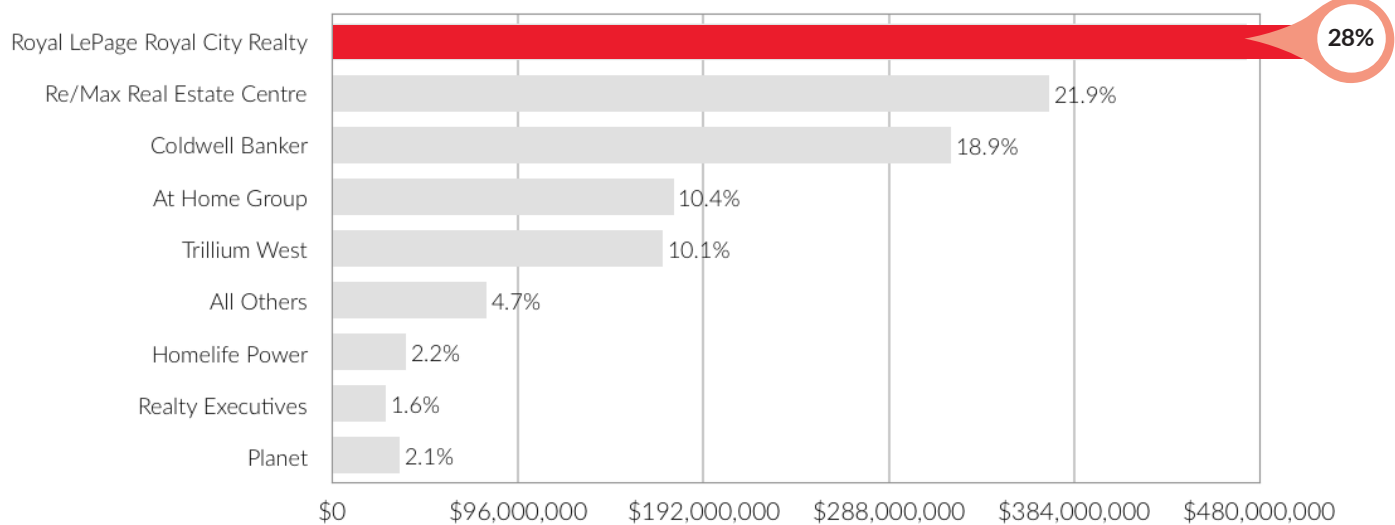


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

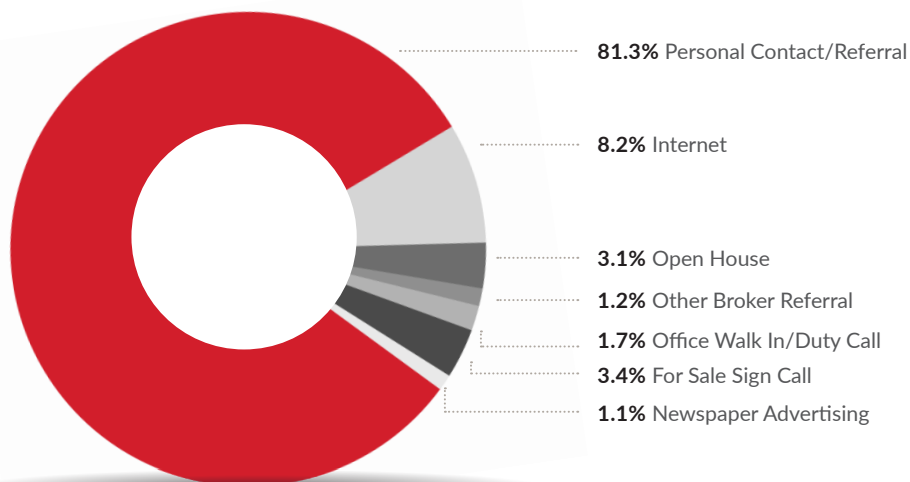
MARKET SHARE BY \$VOLUME

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

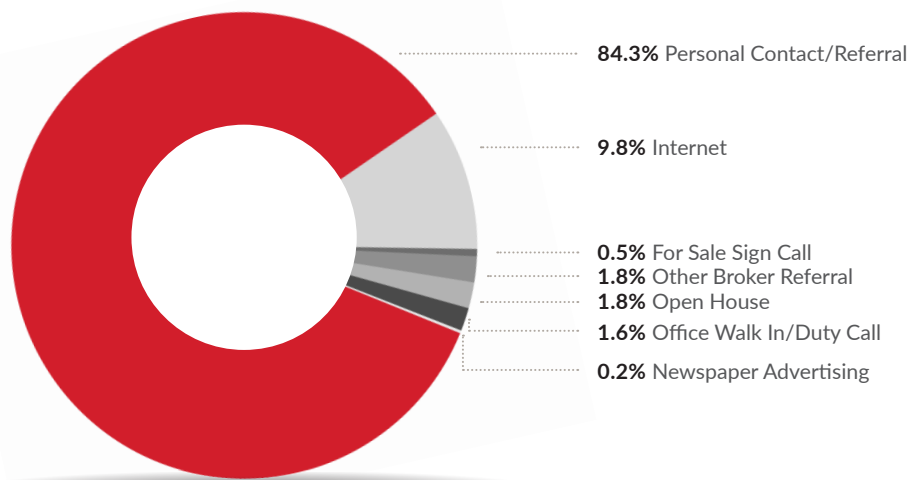


SOURCE OF BUSINESS

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