

CENTRE WELLINGTON REAL ESTATE MARKET REPORT

OCTOBER 2019

R-CITY | R-TEAM | R-NUMBERS



CENTRE WELLINGTON OVERVIEW

SELLER'S MARKET

THERE IS SUBSTANTIAL DEMAND FOR HOMES IN CENTRE WELLINGTON AS LISTING ACTIVITY HAS SLOWED DOWN AND SALES ACTIVITY CONTINUES TO INCREASE.



YEAR-TO-DATE SALES VOLUME OF \$251,860,315

Up 27.85% from 2018's \$196,993,261. Unit Sales of 424 are up 16.8% from 2018's 363, with 649 new listings up 19.3%, and a 65.33% sales/listings ratio down 1.4%.



OCTOBER SALES VOLUME OF \$32,167,375

Up 61.41% from 2018's \$19,929,100. Unit sales of 50 are up 38.89% from last October's 36, with 53 new listings down 5.36%, and a 94.34% sales/listings ratio up 30.05%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$578,532

Up from \$539,475 one year ago. Median sale price \$497,500 up from \$482,950 one year ago. Average days-on-market of 38.4 is up 5.3 days from last year.



OCTOBER Numbers

MEDIAN SALE PRICE +1.36%

\$522,000

SALES VOLUME +61.41%

\$32,167,375

UNIT SALES +38.89%

50

NEW LISTINGS -5.36%

53

EXPIRED LISTINGS +38.5%

18

UNIT SALES/LISTINGS RATIO +30.05%

94.34%

Year over year comparison
(October 2018 to October 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 - October 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

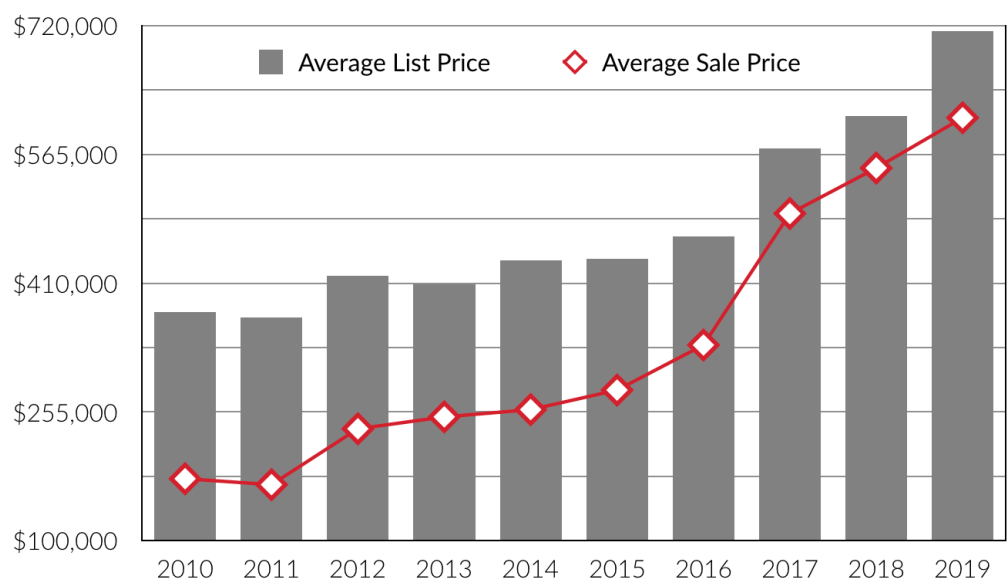
| Year-Over-Year | 2017 | 2018 | 2019 | 2018 -2019 |
|---------------------------------|---------------|---------------|---------------|------------|
| Year-To-Date (YTD) Volume Sales | \$222,038,102 | \$196,993,261 | \$251,860,315 | +27.85% |
| YTD Unit Sales | 432 | 363 | 424 | +16.8% |
| YTD New Listings | 590 | 544 | 649 | +19.3% |
| YTD Sales/Listings Ratio | 73.22% | 66.73% | 65.33% | -1.4% |
| YTD Expired Listings | 55 | 72 | 84 | +16.67% |
| October Volume Sales | \$22,215,400 | \$19,929,100 | \$32,167,375 | +61.41% |
| October Unit Sales | 42 | 36 | 50 | +38.89% |
| October New Listings | 55 | 56 | 53 | -5.36% |
| October Sales/Listings Ratio | 76.36% | 64.29% | 94.34% | +30.05% |
| October Expired Listings | 9 | 13 | 18 | +38.5% |
| YTD Sales: Under \$0-\$199K | 12 | 15 | 15 | No Change |
| YTD Sales: Under \$200K-\$349K | 60 | 34 | 35 | +2.94% |
| YTD Sales: Under \$350K-\$549K | 233 | 181 | 177 | -2.21% |
| YTD Sales: Under \$550K-\$749K | 80 | 85 | 122 | +43.53% |
| YTD Sales: Under \$750K-\$999K | 26 | 30 | 42 | +40% |
| YTD Sales: \$1M+ | 21 | 17 | 33 | +94.12% |
| YTD Average Days-On-Market | 29.4 | 33.1 | 38.4 | +16.01% |
| YTD Average Sale Price | \$504,126 | \$539,475 | \$578,532 | +7.24% |
| YTD Median Sale Price | \$428,700 | \$482,950 | \$497,500 | +3.01% |

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

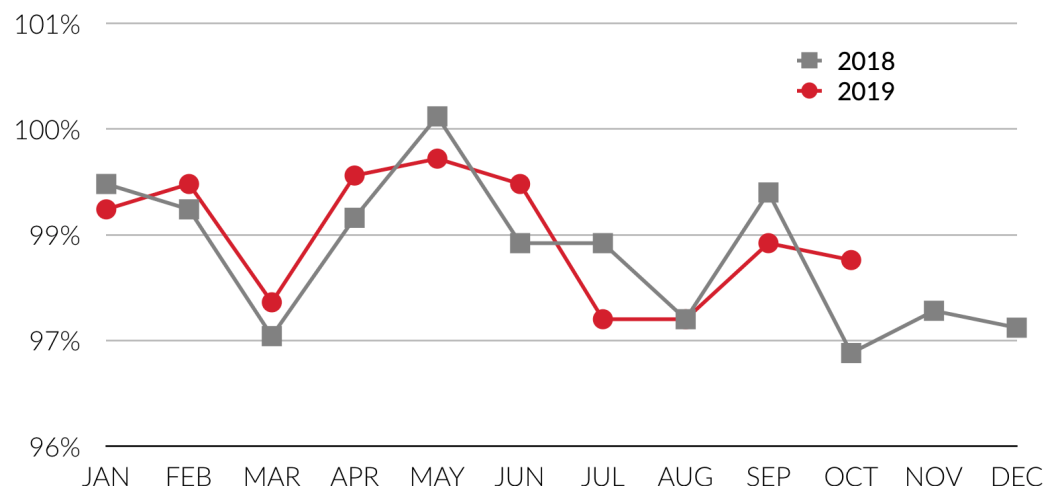
AVERAGE SALE PRICE

CENTRE WELLINGTON

YEAR OVER YEAR



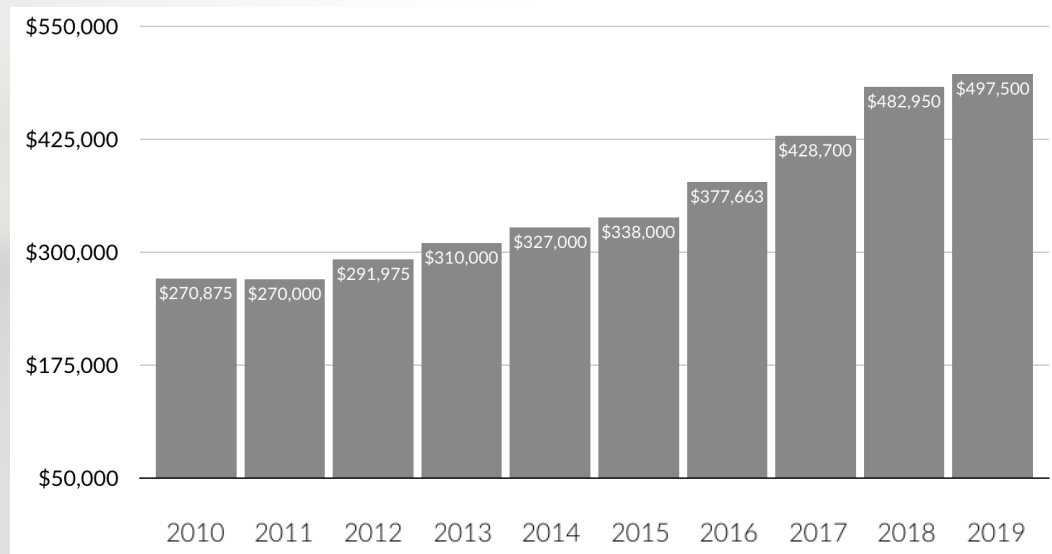
MONTH OVER MONTH 2018 VS. 2019



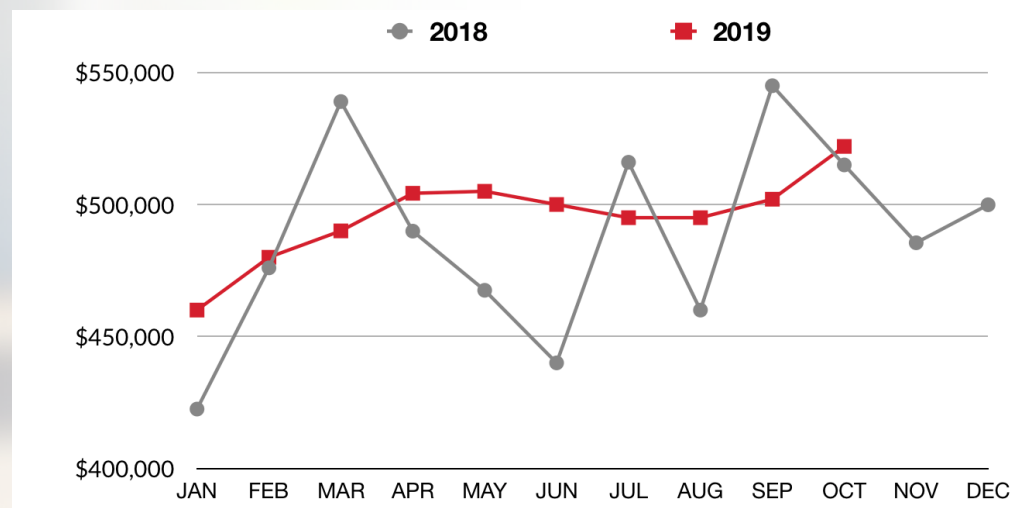
MEDIAN SALE PRICE

CENTRE WELLINGTON

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

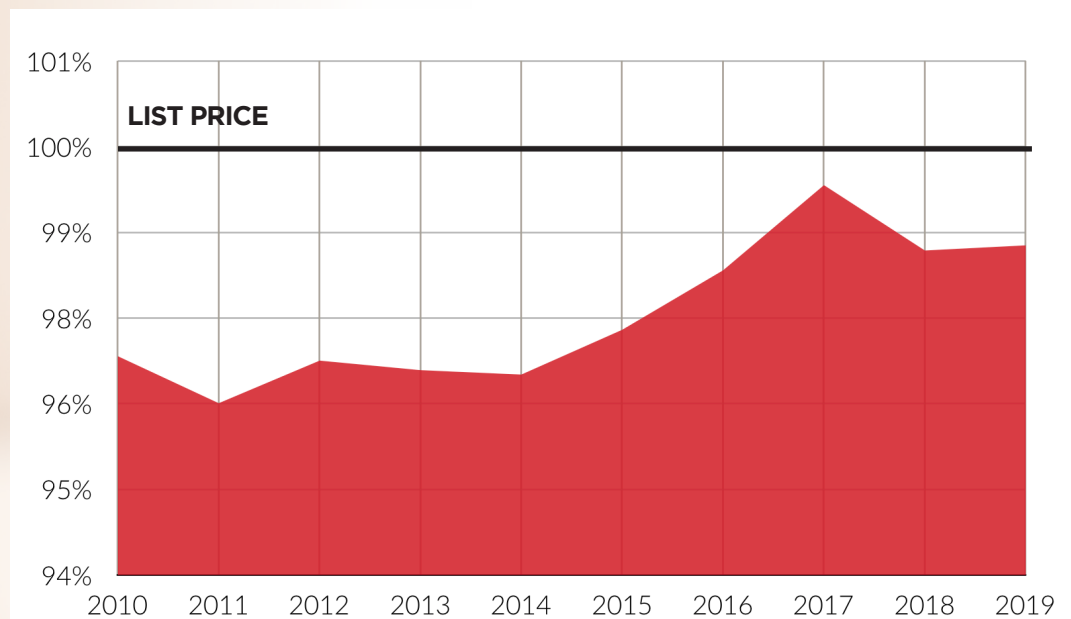


* Median sale price is based on residential sales (including freehold and condominiums).

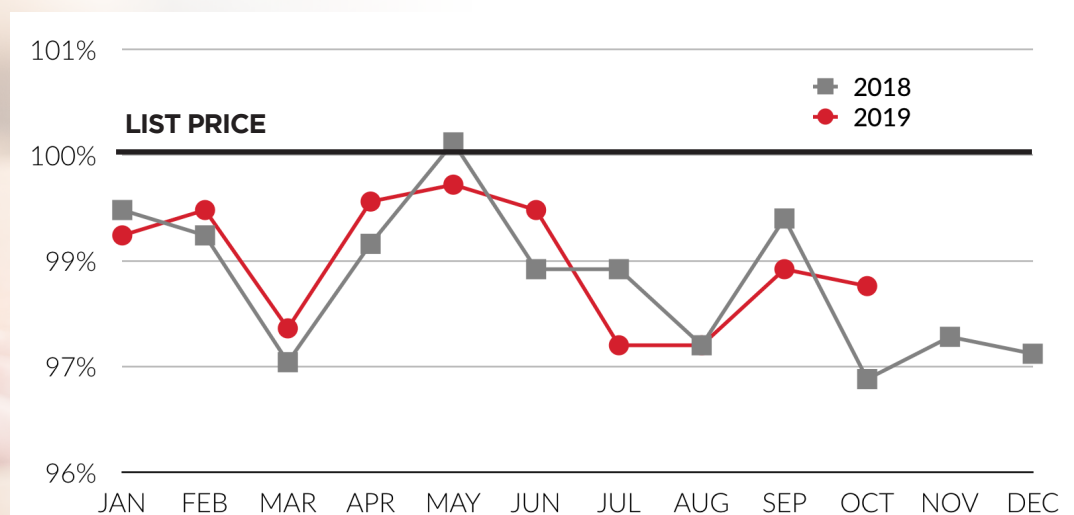
SALE PRICE vs. LIST PRICE RATIO

CENTRE WELLINGTON

YEAR OVER YEAR



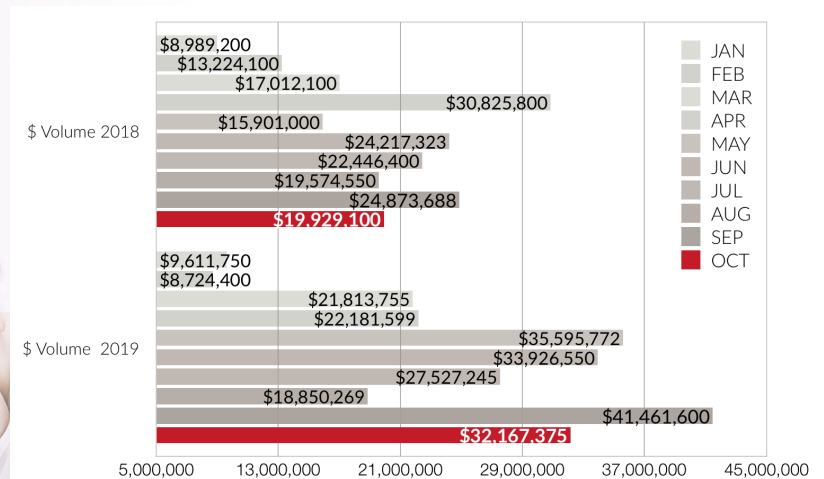
MONTH OVER MONTH 2018 VS. 2019



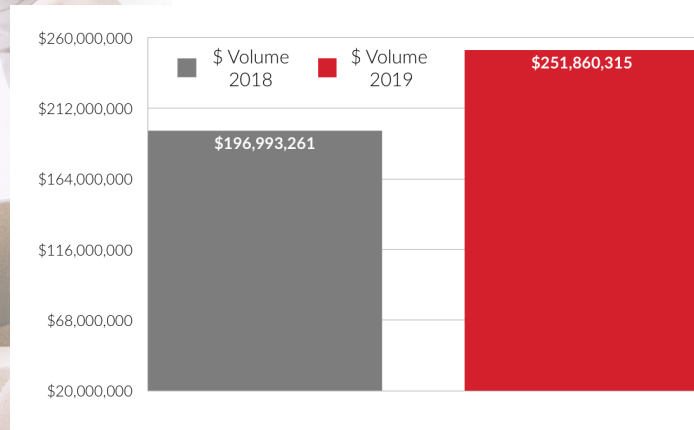
\$ VOLUME SALES

CENTRE WELLINGTON

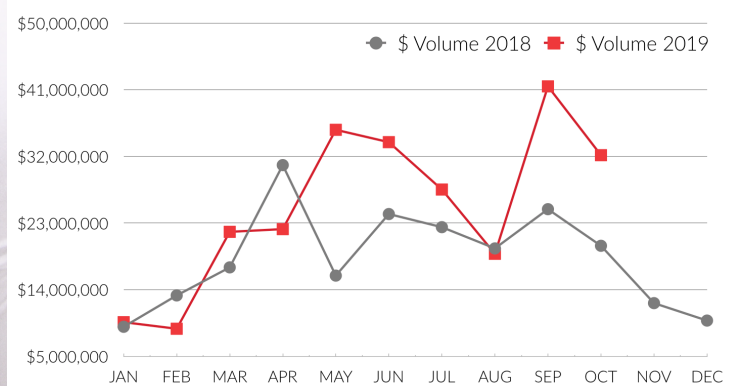
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



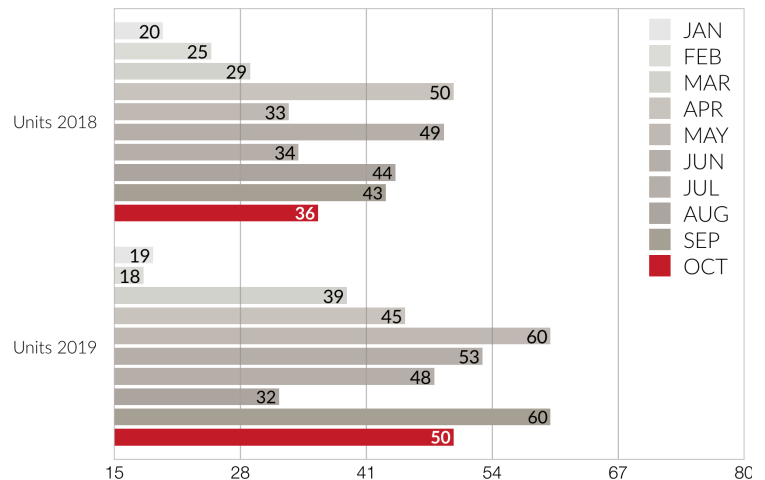
Month vs. Month 2018 vs. 2019



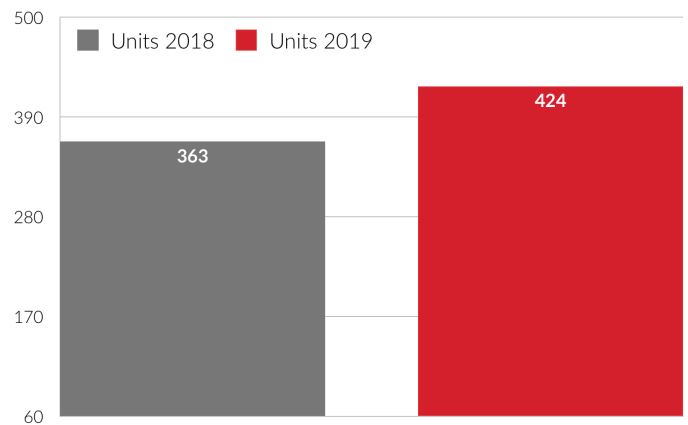
UNIT SALES

CENTRE WELLINGTON

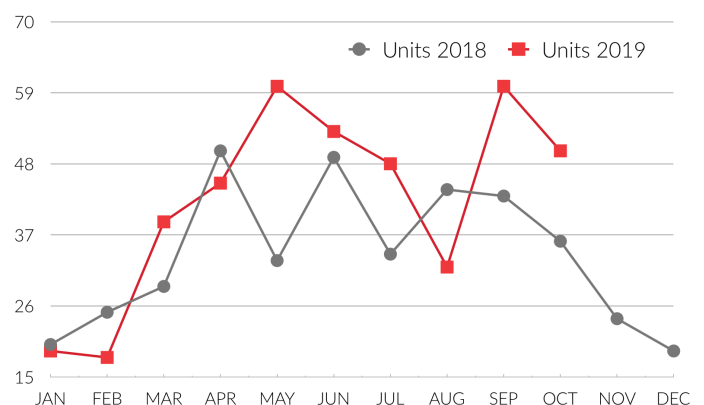
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

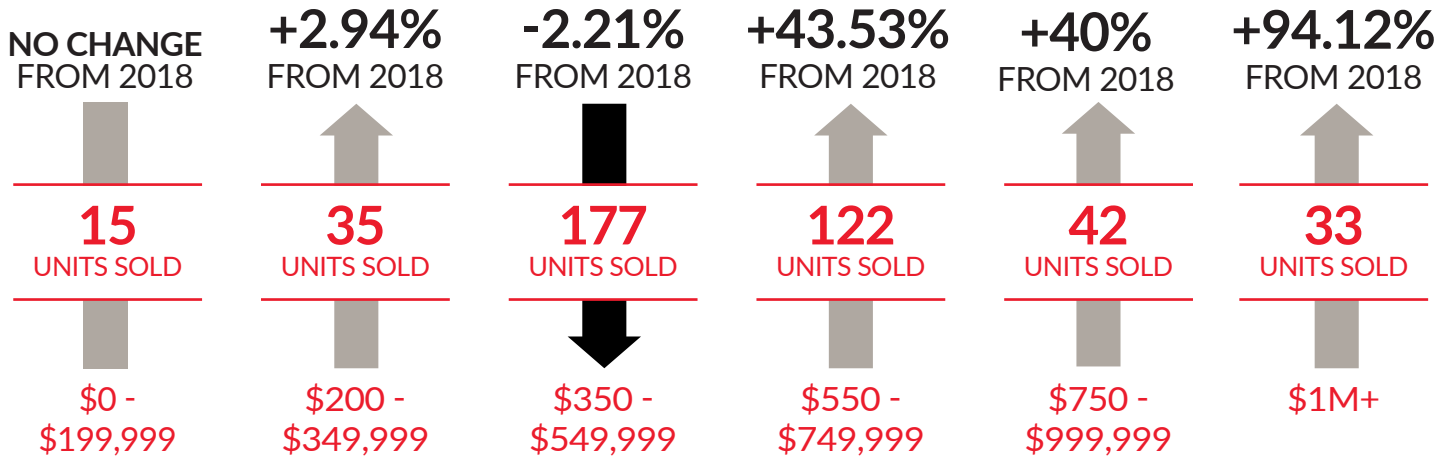


Month vs. Month 2018 vs. 2019



SALES BY PRICE BRACKET

CENTRE WELLINGTON



SALES BY TYPE

CENTRE WELLINGTON

FREEHOLD HOME SALES

+23.18%

YTD
SALES VOLUME
\$209,732,115

+13.74%

YTD
UNIT SALES
356

+8.3%

YTD AVERAGE
SALE PRICE
\$589,135

+61.71%

OCTOBER
SALES VOLUME
\$28,055,575

+34.38%

OCTOBER
UNIT SALES
43

CONDOMINIUM HOME SALES

+47.8%

YTD
SALES VOLUME
\$16,770,300

+27.3%

YTD
UNIT SALES
42

+16.12%

YTD AVERAGE
SALE PRICE
\$399,293

+58.1%

OCTOBER
SALES VOLUME
\$1,706,900

+33.3%

OCTOBER
UNIT SALES
4

VACANT LAND SALES

+38.57%

YTD
SALES VOLUME
\$3,214,800

+100%

YTD
UNIT SALES
6

-30.72%

YTD AVERAGE
SALE PRICE
\$535,800

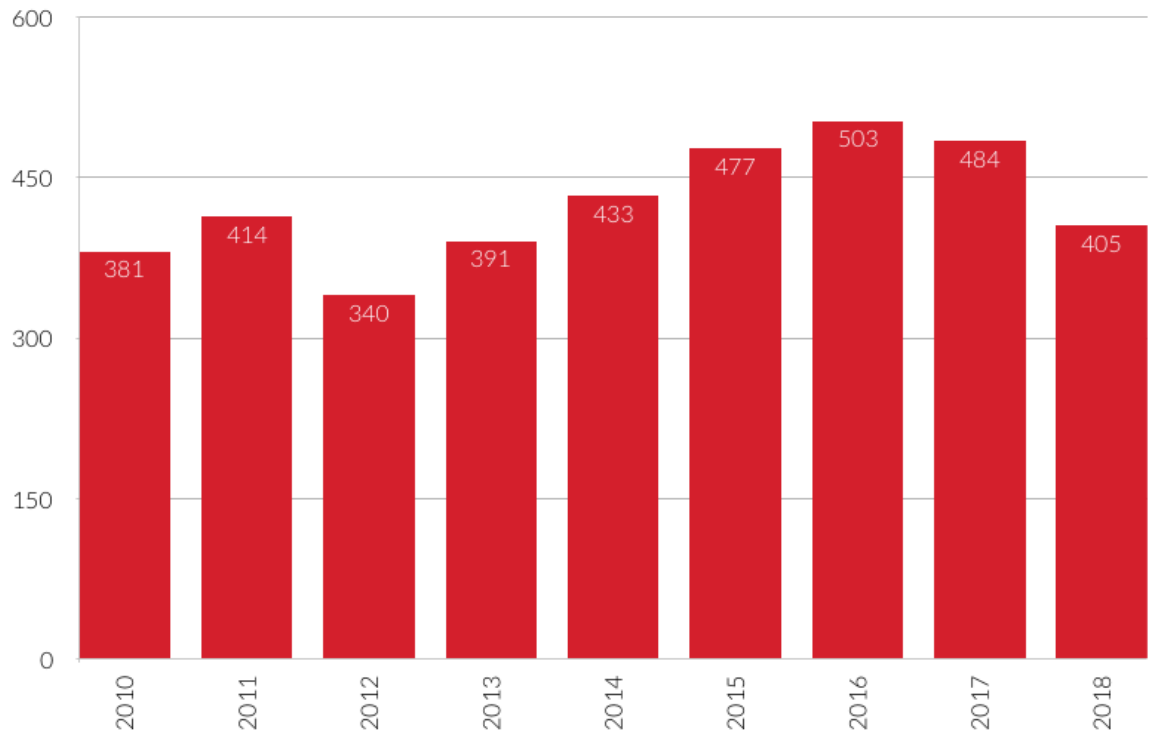
THERE WERE NO SALES IN
OCTOBER 2018 TO COMPARE TO

OCTOBER
SALES VOLUME
\$584,800

OCTOBER
UNIT SALES
2

10 YEAR MARKET ANALYSIS

CENTRE WELLINGTON- UNITS SOLD

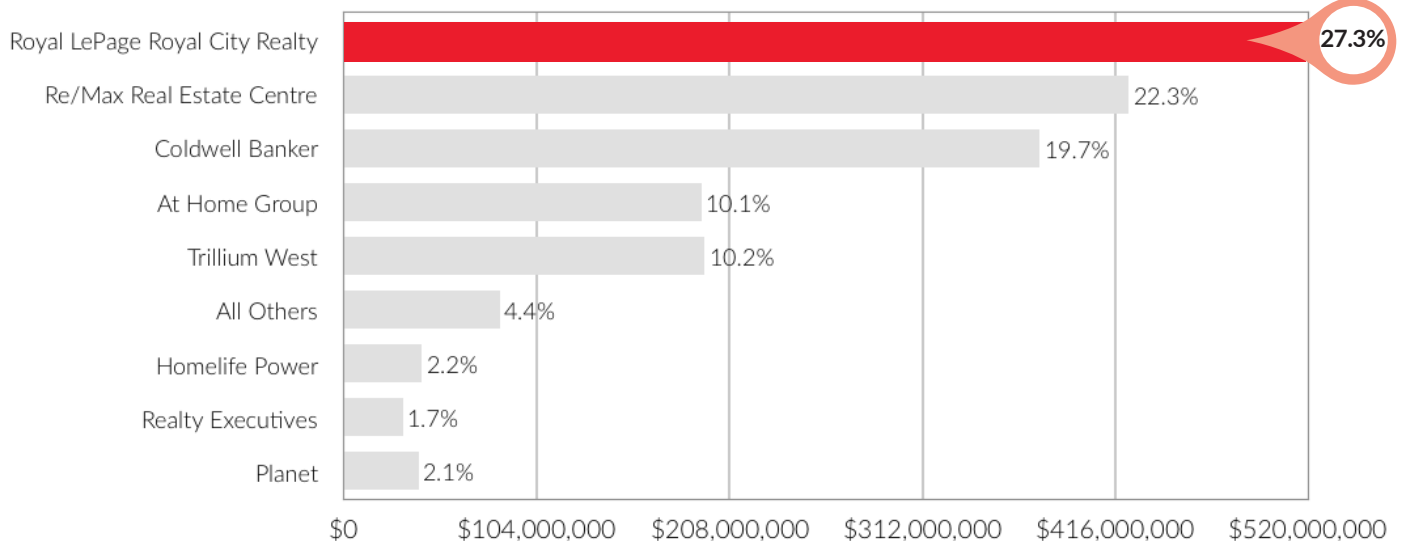


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

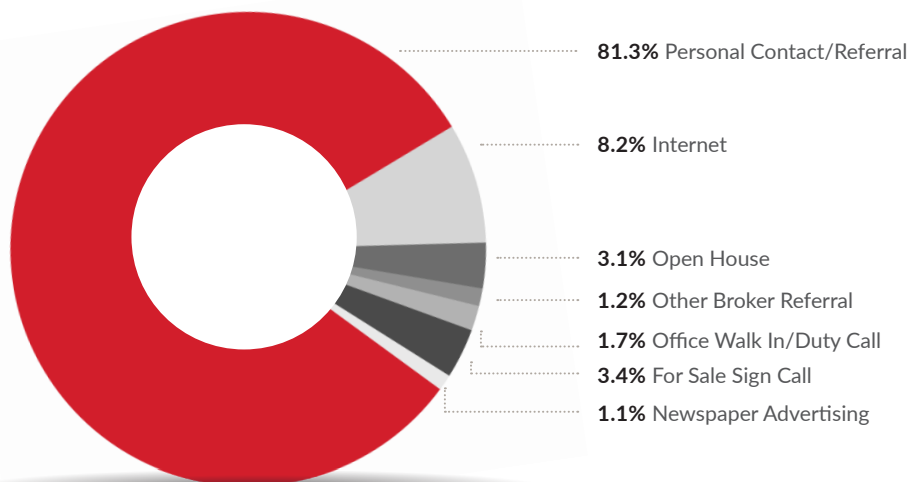
MARKET SHARE BY \$VOLUME

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

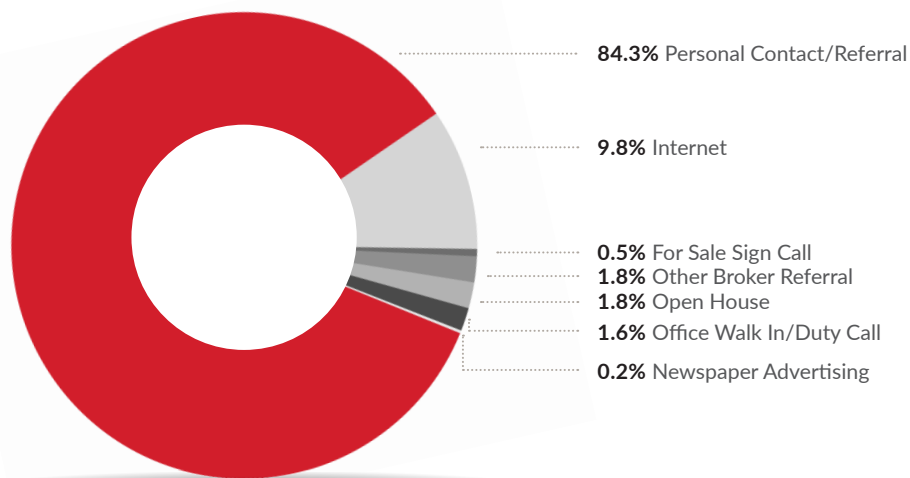


SOURCE OF BUSINESS

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