

CENTRE WELLINGTON REAL ESTATE MARKET REPORT NOVEMBER 2019

R-CITY | R-TEAM | R-NUMBERS



CENTRE WELLINGTON OVERVIEW

SELLER'S MARKET

IT WAS A BUSY NOVEMBER WITH A JUMP IN UNIT SALES AND SALES VOLUME, CONTINUING TO DRIVE THE DEMAND FOR HOMES IN CENTRE WELLINGTON.



YEAR-TO-DATE SALES VOLUME OF \$270,919,490

Up 29.52% from 2018's \$209,177,961. Unit Sales of 455 are up 17.57% from 2018's 387, with 683 new listings up 18.37%, and a 66.62% sales/listings ratio down 0.45%.



NOVEMBER SALES VOLUME OF \$19,059,175

Up 56.42% from 2018's \$12,184,700. Unit sales of 31 are up 29.17% from last November's 24, with 34 new listings up 3.03%, and a 91.18% sales/listings ratio up +18.45%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$581,830

Up from \$536,586 one year ago. Median sale price \$500,000 up from \$485,500 one year ago. Average days-on-market of 37.91 is up 5.36 days from last year.



NOVEMBER Numbers

MEDIAN SALE PRICE +4.43%

\$507,000

SALES VOLUME +56.42%

\$19,059,175

UNIT SALES +29.17%

31

NEW LISTINGS +3.03%

34

EXPIRED LISTINGS -54.5%

5

UNIT SALES/LISTINGS RATIO +18.45%

91.18%

Year over year comparison
(November 2018 to November 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 - November 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

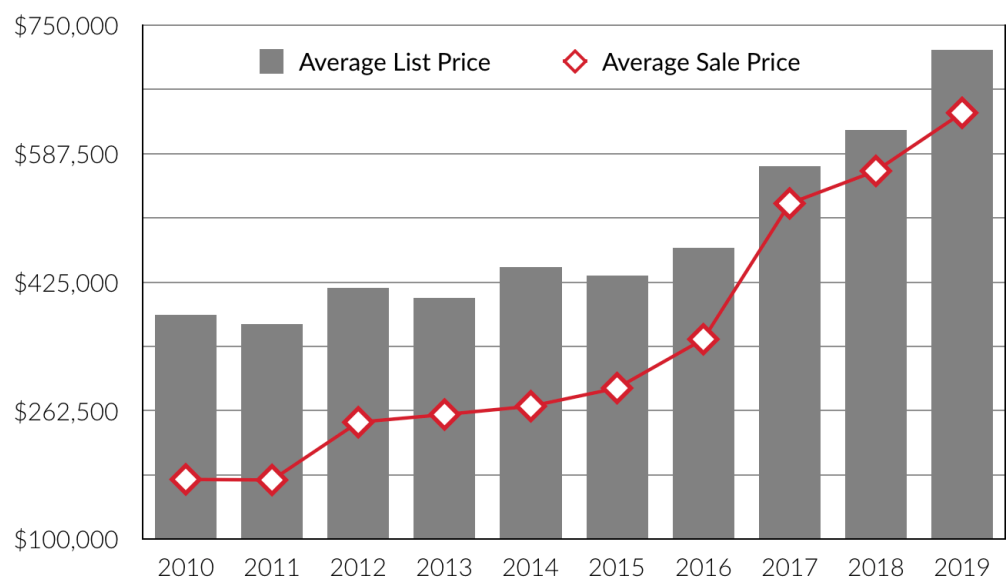
Year-Over-Year	2017	2018	2019	2018 -2019
Year-To-Date (YTD) Volume Sales	\$238,941,015	\$209,177,961	\$270,919,490	+29.52%
YTD Unit Sales	461	387	455	+17.57%
YTD New Listings	629	577	683	+18.37%
YTD Sales/Listings Ratio	73.29%	67.07%	66.62%	-0.45%
YTD Expired Listings	61	83	89	+7.23%
November Volume Sales	\$16,902,913	\$12,184,700	\$19,059,175	+56.42%
November Unit Sales	29	24	31	+29.17%
November New Listings	39	33	34	+3.03%
November Sales/Listings Ratio	74.36%	72.73%	91.18%	+18.45%
November Expired Listings	6	11	5	-54.5%
YTD Sales: Under \$0-\$199K	12	15	16	+6.67%
YTD Sales: Under \$200K-\$349K	64	34	38	+11.76%
YTD Sales: Under \$350K-\$549K	248	181	188	+3.87%
YTD Sales: Under \$550K-\$749K	85	85	134	+57.65%
YTD Sales: Under \$750K-\$999K	28	30	43	+43.33%
YTD Sales: \$1M+	24	17	36	+111.76%
YTD Average Days-On-Market	29.55	32.55	37.91	+16.48%
YTD Average Sale Price	\$511,284	\$536,586	\$581,830	+8.43%
YTD Median Sale Price	\$429,950	\$485,500	\$500,000	+2.99%

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

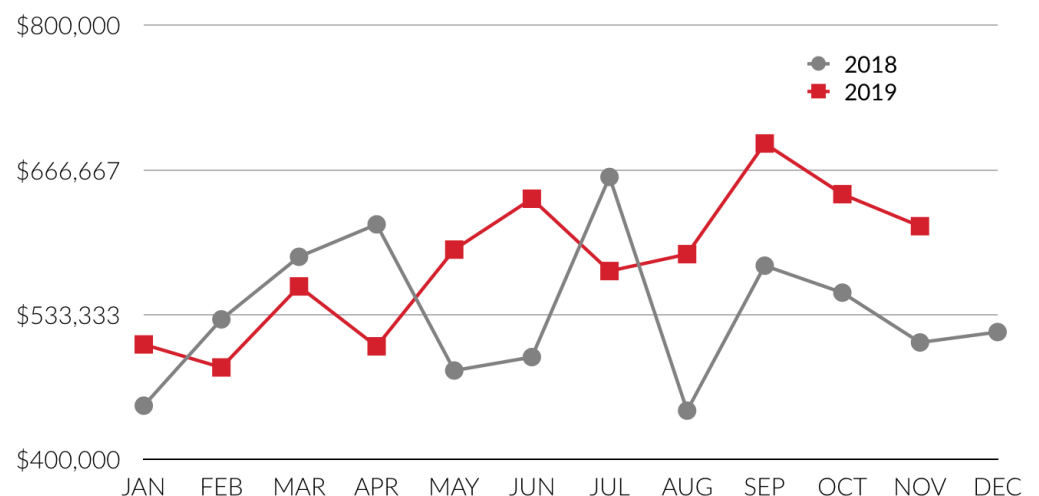
AVERAGE SALE PRICE

CENTRE WELLINGTON

YEAR OVER YEAR



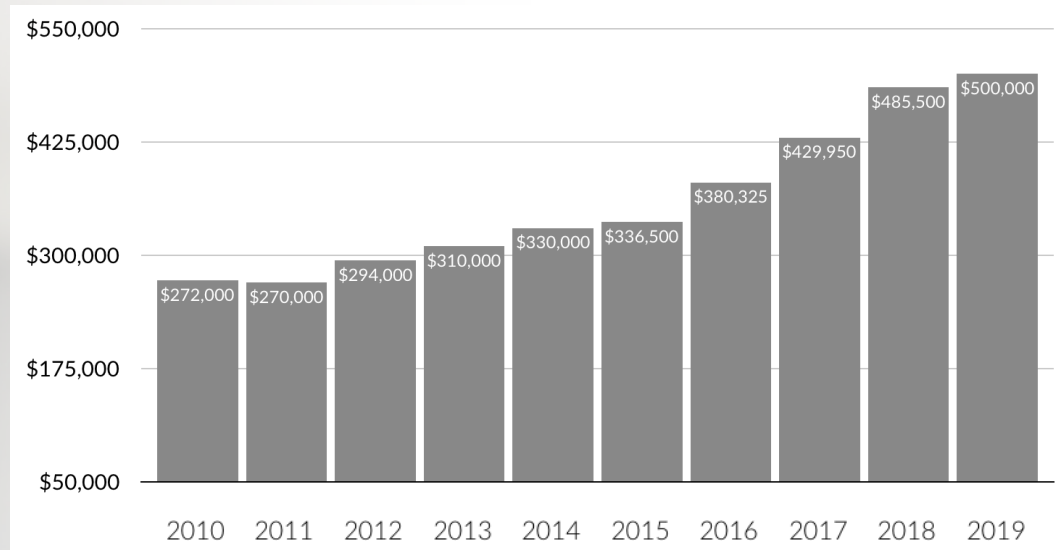
MONTH OVER MONTH 2018 VS. 2019



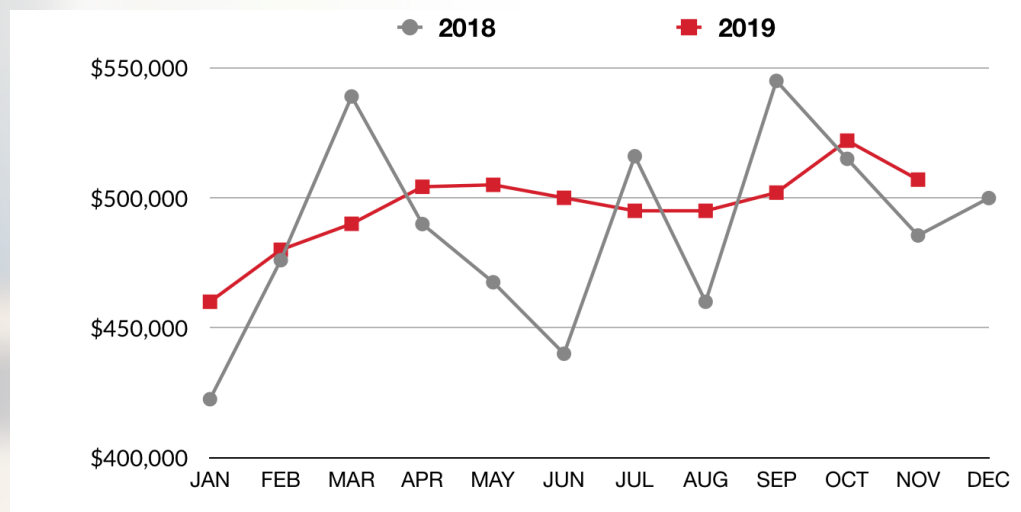
MEDIAN SALE PRICE

CENTRE WELLINGTON

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

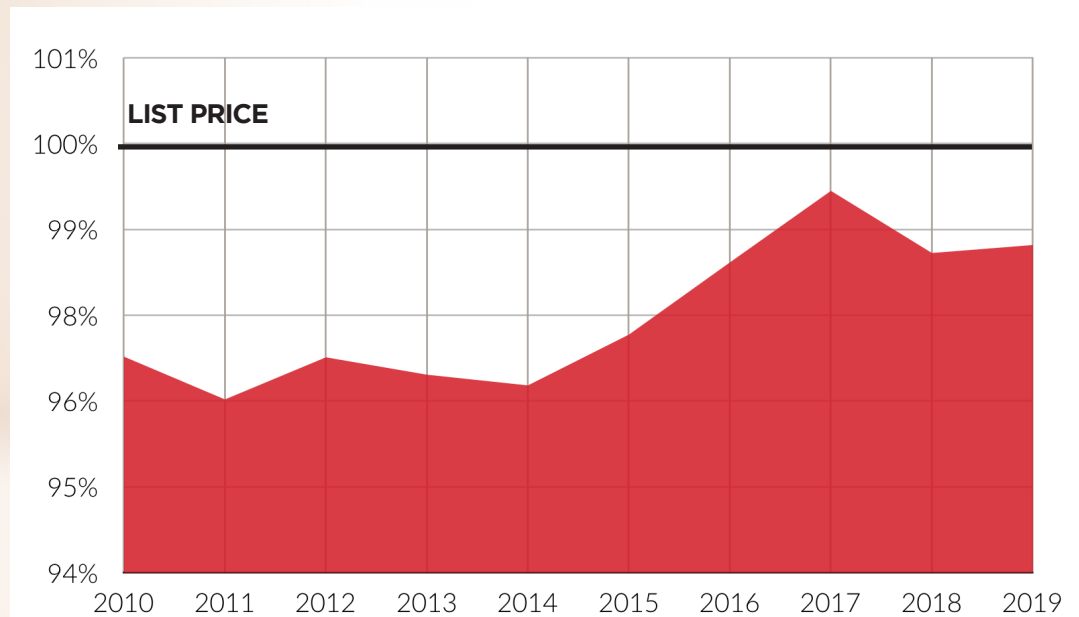


* Median sale price is based on residential sales (including freehold and condominiums).

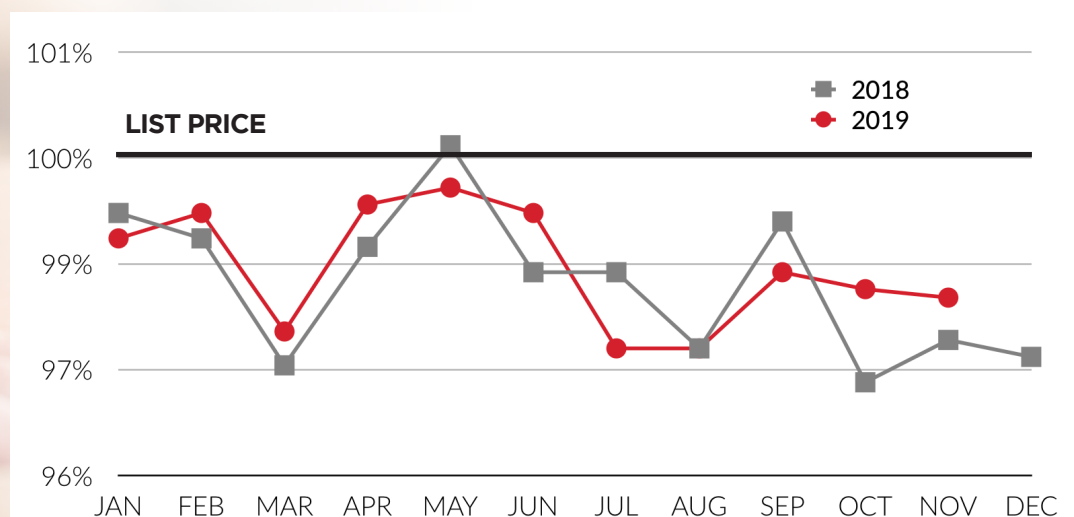
SALE PRICE vs. LIST PRICE RATIO

CENTRE WELLINGTON

YEAR OVER YEAR



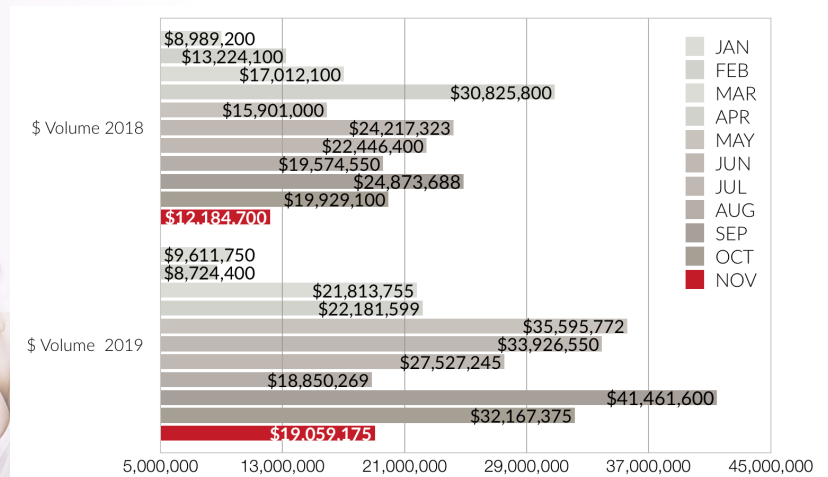
MONTH OVER MONTH 2018 VS. 2019



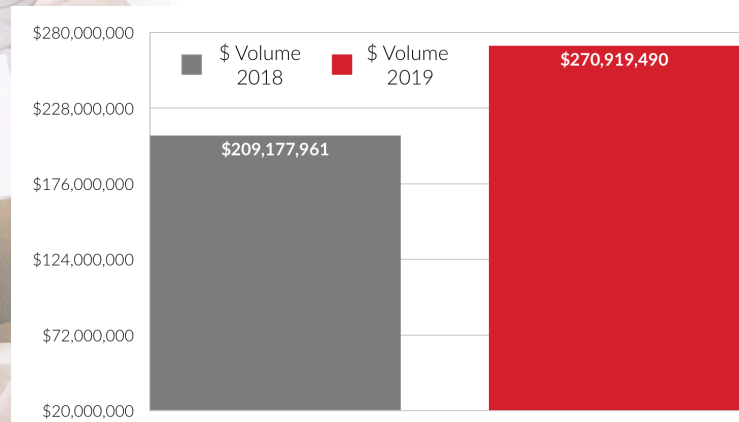
\$ VOLUME SALES

CENTRE WELLINGTON

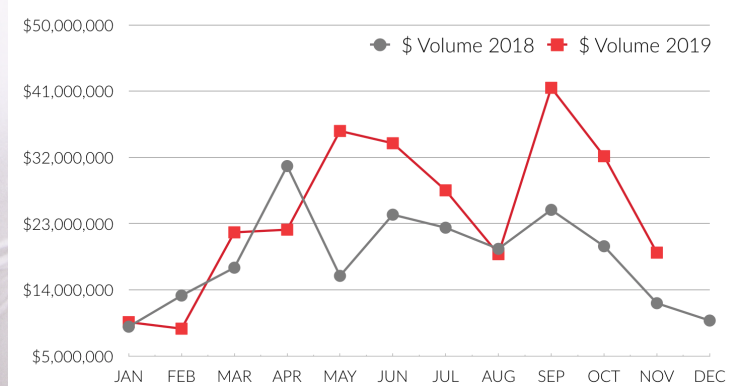
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



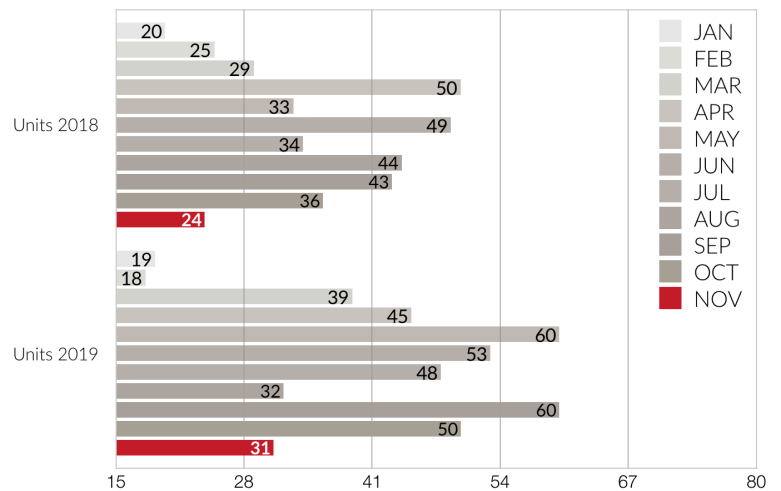
Month vs. Month 2018 vs. 2019



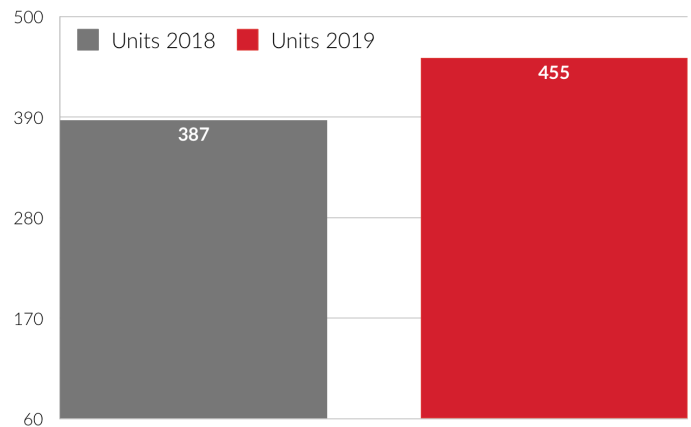
UNIT SALES

CENTRE WELLINGTON

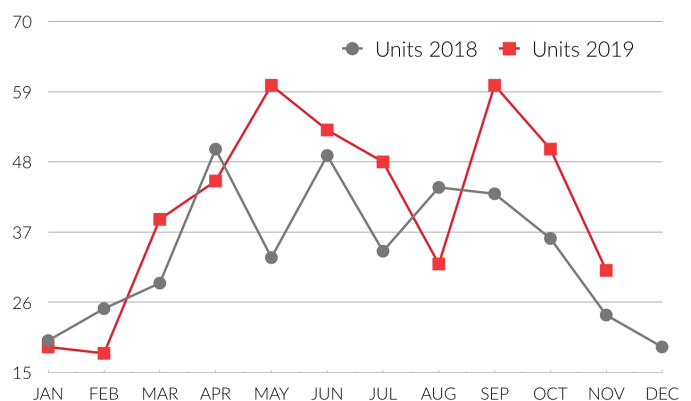
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

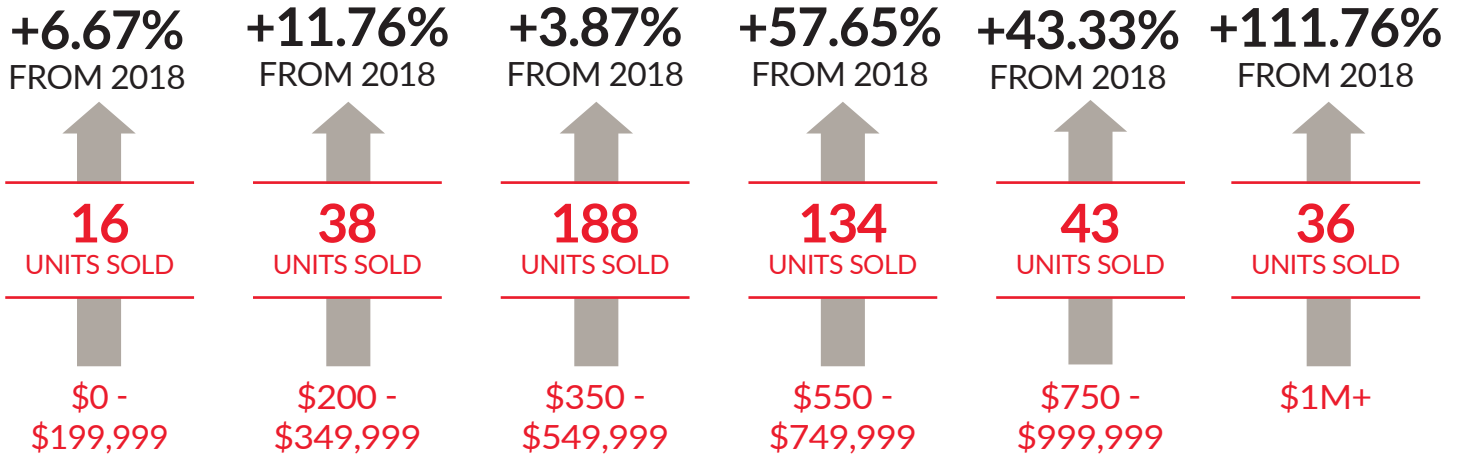


Month vs. Month 2018 vs. 2019



SALES BY PRICE BRACKET

CENTRE WELLINGTON



SALES BY TYPE

CENTRE WELLINGTON

FREEHOLD HOME SALES

+24.84%

YTD
SALES VOLUME
\$226,351,390

+13.74%

YTD
UNIT SALES
356

+9.76%

YTD AVERAGE
SALE PRICE
\$635,819

+50.43%

NOVEMBER
SALES VOLUME
\$16,619,275

+40%

NOVEMBER
UNIT SALES
28

CONDOMINIUM HOME SALES

+44.9%

YTD
SALES VOLUME
\$17,460,200

+25.7%

YTD
UNIT SALES
44

+15.28%

YTD AVERAGE
SALE PRICE
\$396,823

-1.4%

NOVEMBER
SALES VOLUME
\$689,900

NO CHANGE

NOVEMBER
UNIT SALES
2

VACANT LAND SALES

+16.61%

YTD
SALES VOLUME
\$3,214,800

+20%

YTD
UNIT SALES
6

-2.83%

YTD AVERAGE
SALE PRICE
\$535,800

DOWN FROM
\$437,000

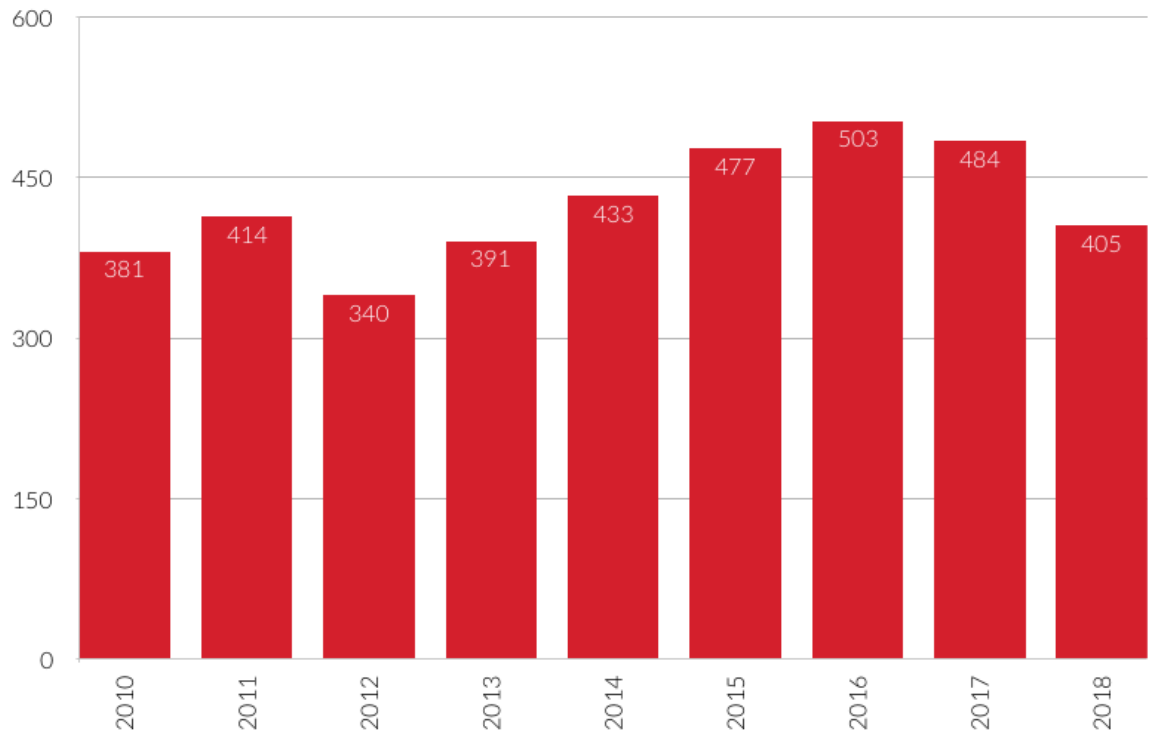
NOVEMBER
SALES VOLUME
\$0

DOWN FROM
2

NOVEMBER
UNIT SALES
0

10 YEAR MARKET ANALYSIS

CENTRE WELLINGTON- UNITS SOLD

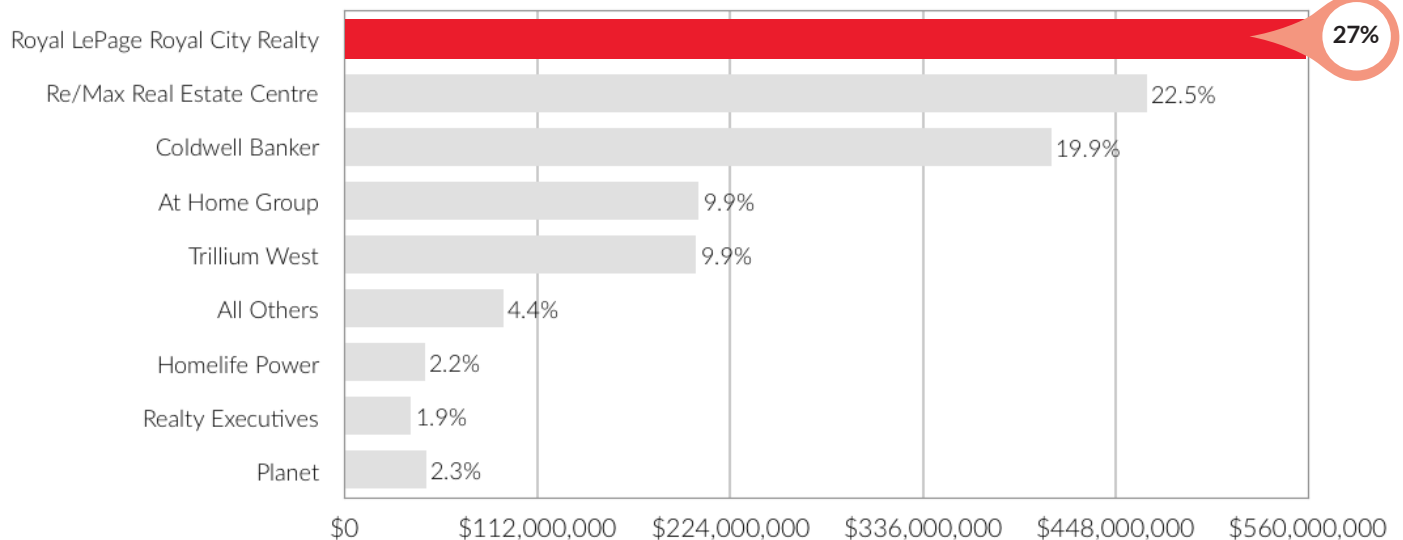


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

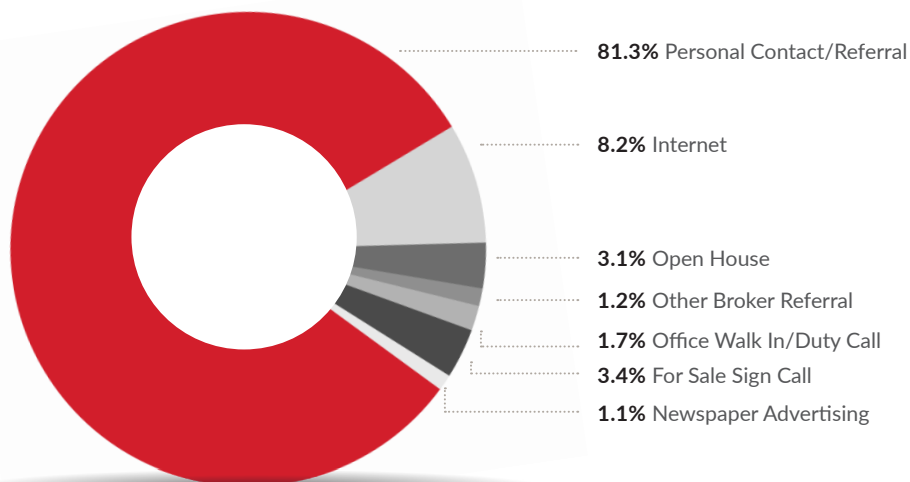
MARKET SHARE BY \$VOLUME

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

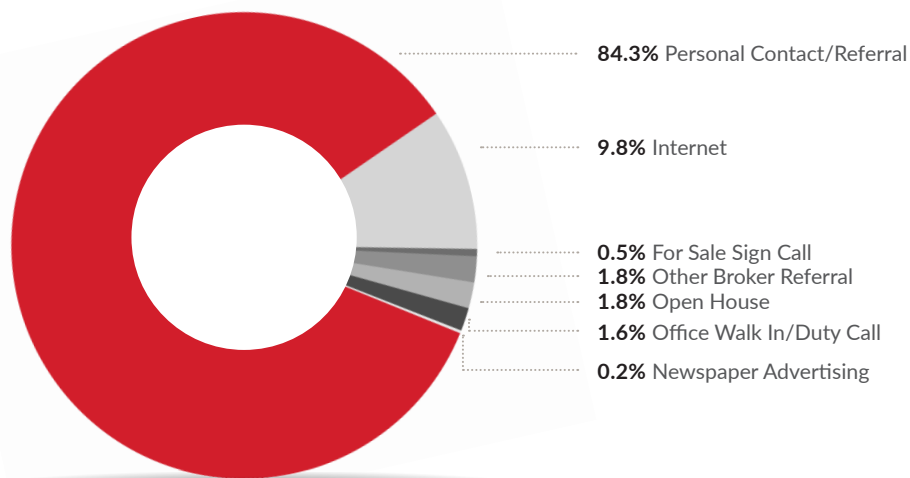


SOURCE OF BUSINESS

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