

WELLINGTON COUNTY REAL ESTATE MARKET REPORT

NOVEMBER 2019

R-CITY | R-TEAM | R-NUMBERS



WELLINGTON COUNTY OVERVIEW

SELLER'S MARKET

AFTER A BUSY FIRST HALF TO THE YEAR, SALES ACTIVITY CONTINUED TO INCREASE WITH UNIT SALES ALMOST MATCHING INVENTORY IN WELLINGTON COUNTY.



YEAR-TO-DATE SALES VOLUME OF \$1,923,563,417

Up 22.01% from 2018's \$1,576,624,078. Unit sales of 3,322 are up 13.57% from 2018's 2,925, with 5,084 new listings up 7.62%, and a 65.34% sales/listings ratio up 3.42%.



NOVEMBER SALES VOLUME OF \$143,533,258

Up 23.58% from 2018's \$116,145,016. Unit sales of 249 are up 11.66% from last November's 223, with 272 new listings down 6.21%, and a 91.54% sales/listing ratio up 17.79%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$577,531

Up from \$530,436 one year ago. Median sale price of \$500,000 up from \$485,000 one year ago. Average days-on-market of 33.64 is up 1.64 days from last year.



NOVEMBER Numbers

MEDIAN SALE PRICE +4.43%

\$506,488

SALES VOLUME +23.58%

\$143,533,258

UNIT SALES +11.66%

249

NEW LISTINGS -6.21%

272

EXPIRED LISTINGS -30.77%

45

UNIT SALES/LISTINGS RATIO +17.79%

91.54%

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

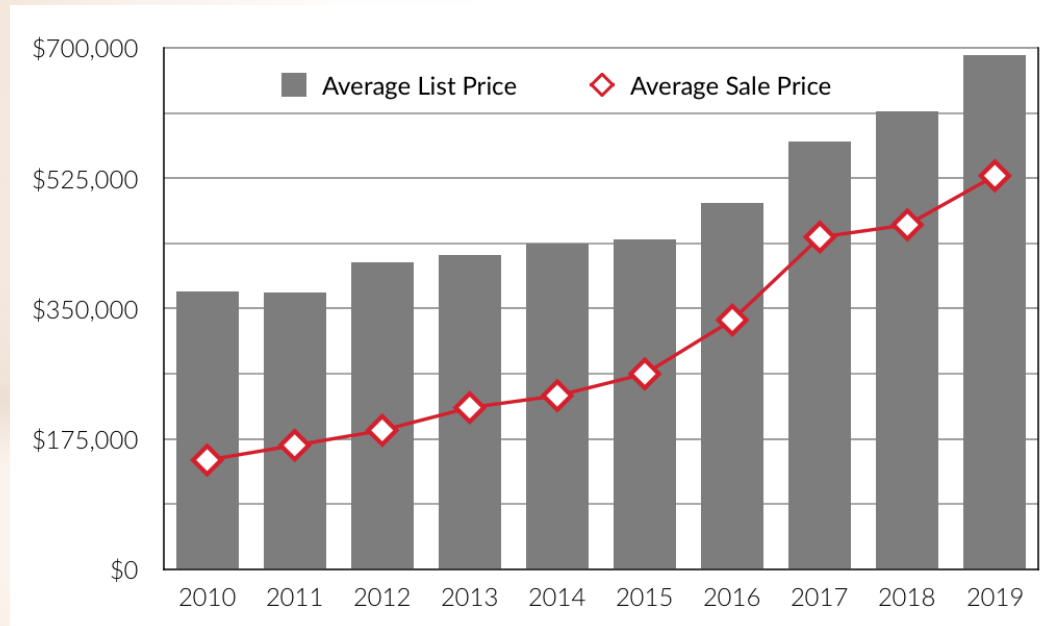
Table 1:
Wellington County MLS Sales and Listing Summary
2017 vs. 2018 vs. 2019

| Year-Over-Year | 2017 | 2018 | 2019 | 2018-2019 |
|---------------------------------|-----------------|-----------------|-----------------|-----------|
| Year-To-Date (YTD) Volume Sales | \$1,723,221,478 | \$1,576,624,078 | \$1,923,563,417 | +22.01% |
| YTD Unit Sales | 3,274 | 2,925 | 3,322 | +13.57% |
| YTD New Listings | 4,650 | 4,724 | 5,084 | +7.62% |
| YTD Sales/Listings Ratio | 70.41% | 61.92% | 65.34% | +3.42% |
| YTD Expired Listings | 430 | 543 | 624 | +14.92% |
| November Volume Sales | \$116,702,463 | \$116,145,016 | \$143,533,258 | +23.58% |
| November Unit Sales | 228 | 223 | 249 | +11.66% |
| November New Listings | 276 | 290 | 272 | -6.21% |
| November Sales/Listings Ratio | 80.72% | 73.75% | 91.54% | +17.79% |
| November Expired Listings | 55 | 65 | 45 | -30.77% |
| YTD Sales: Under \$0-\$199K | 111 | 62 | 56 | -9.68% |
| YTD Sales: Under \$200K-\$349K | 584 | 485 | 399 | -17.73% |
| YTD Sales: Under \$350K-\$549K | 1,517 | 1,423 | 1,398 | -1.76% |
| YTD Sales: Under \$550K-\$749K | 716 | 663 | 928 | +39.97% |
| YTD Sales: Under \$750K-\$999K | 274 | 245 | 337 | +37.55% |
| YTD Sales: \$1M+ | 167 | 124 | 204 | +64.52% |
| YTD Average Days-On-Market | 26.27 | 32 | 33.64 | +5.11% |
| YTD Average Sale Price | \$518,670 | \$530,436 | \$577,531 | +8.88% |
| YTD Median Sale Price | \$456,000 | \$485,000 | \$500,000 | +3.09% |

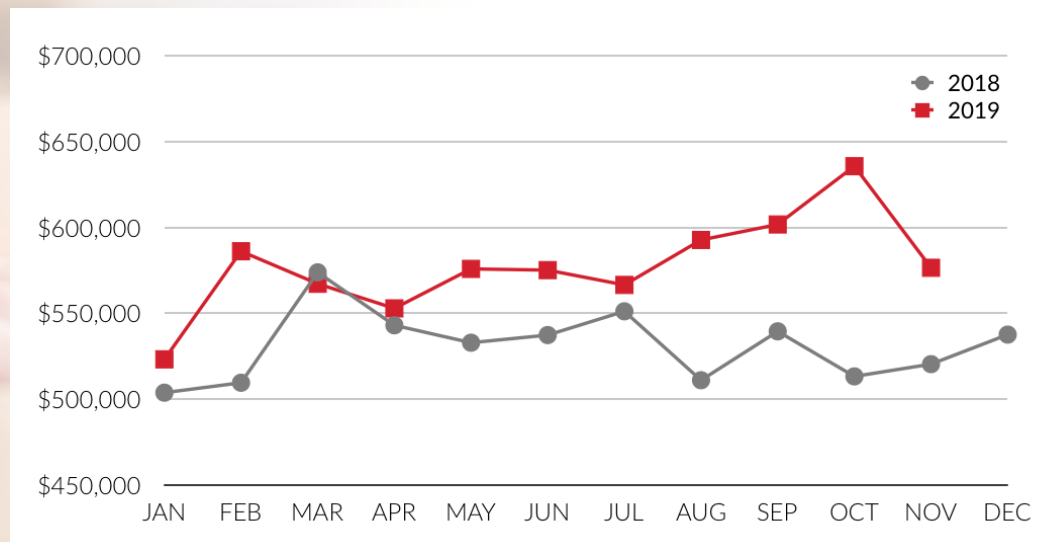
AVERAGE SALE PRICE

WELLINGTON COUNTY

YEAR OVER YEAR



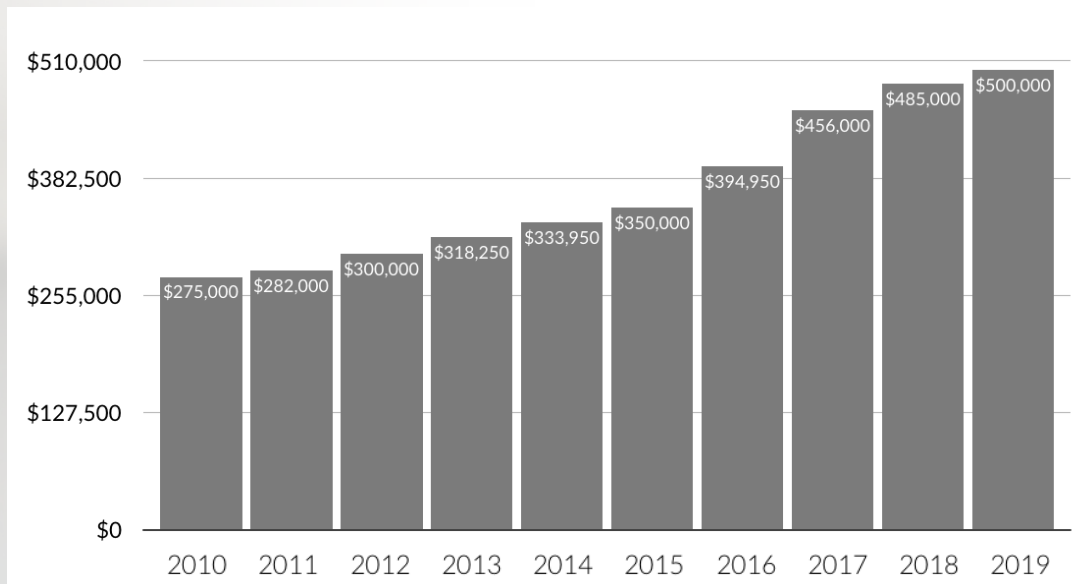
MONTH OVER MONTH 2018 VS. 2019



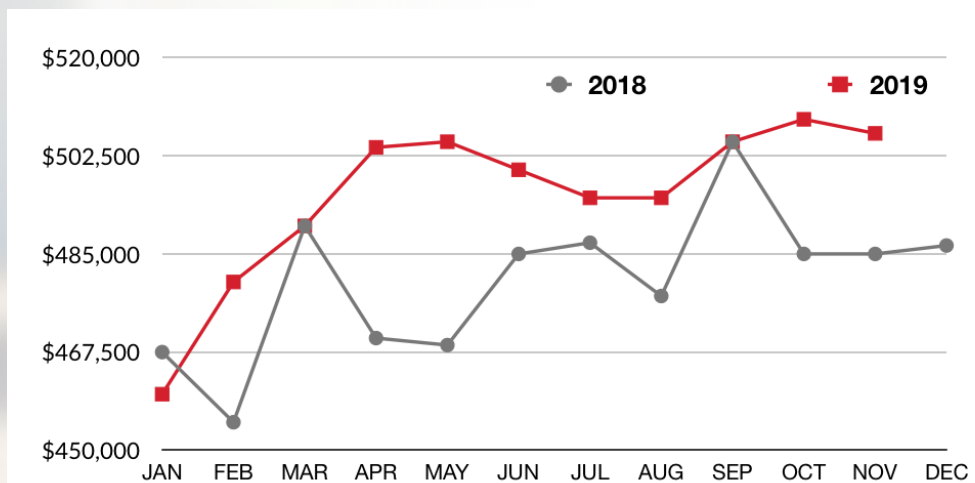
MEDIAN SALE PRICE

WELLINGTON COUNTY

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

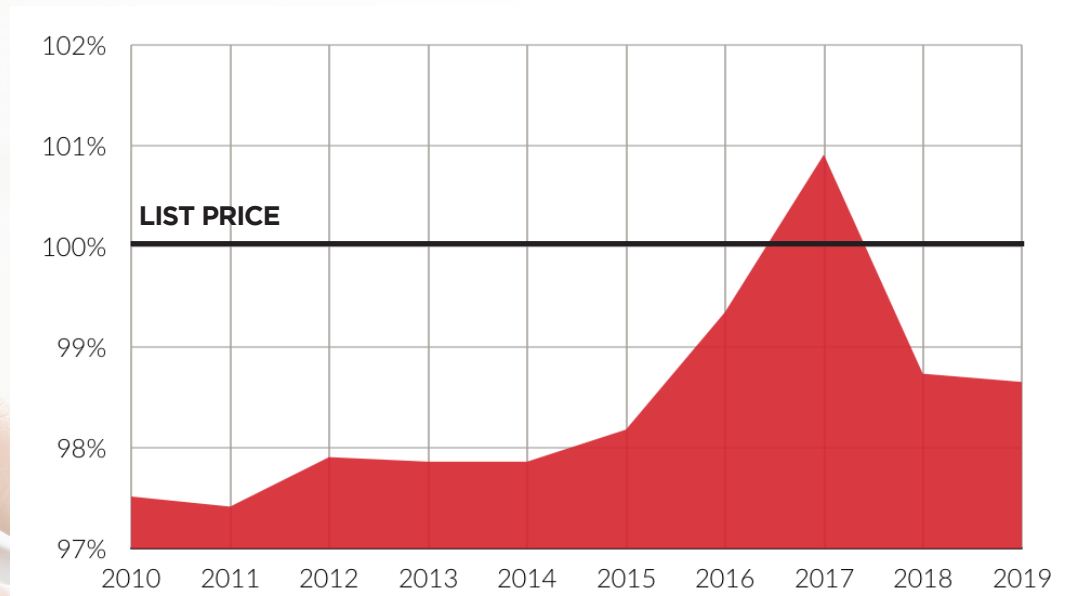


* Median sale price is based on residential sales (including freehold and condominiums).

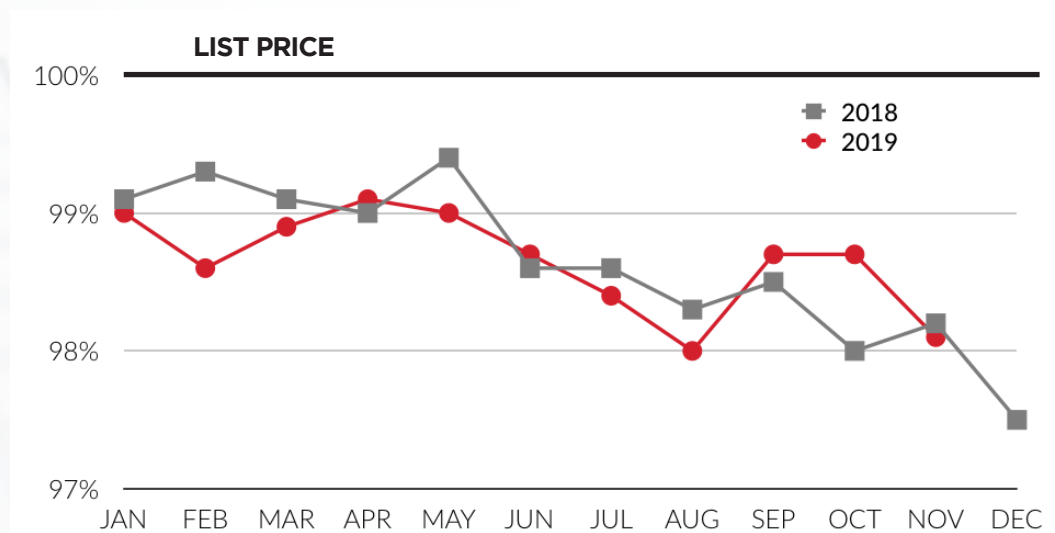
SALE PRICE vs. LIST PRICE RATIO

WELLINGTON COUNTY

YEAR OVER YEAR



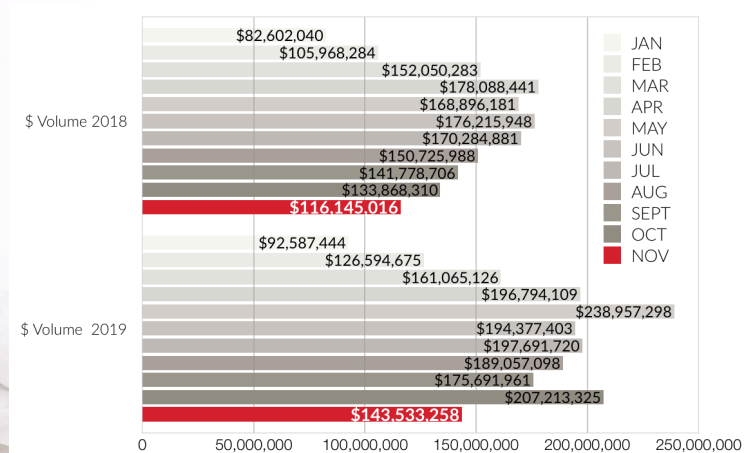
MONTH OVER MONTH 2018 VS. 2019



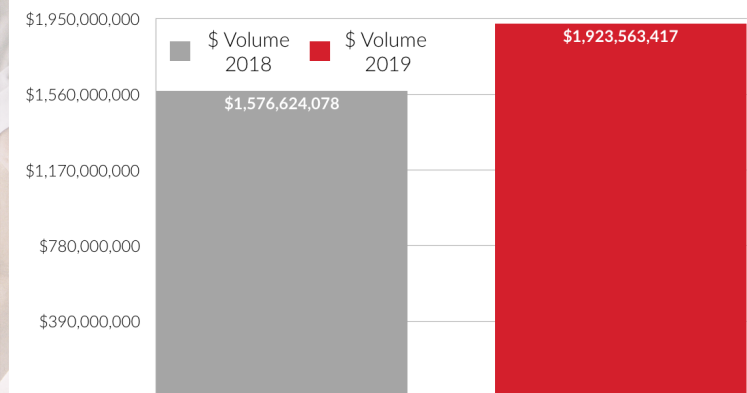
\$ VOLUME SALES

WELLINGTON COUNTY

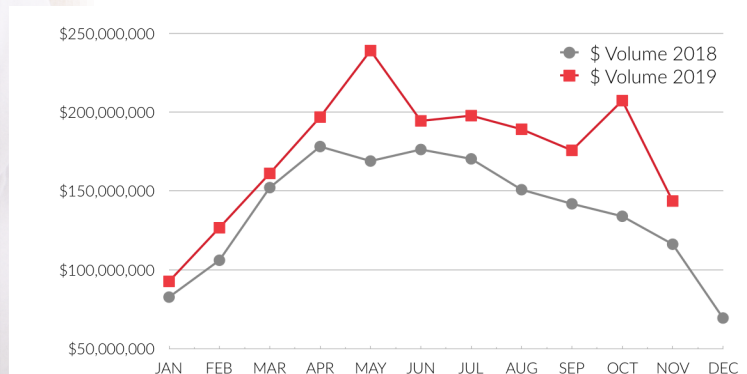
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



Month vs. Month 2018 vs. 2019

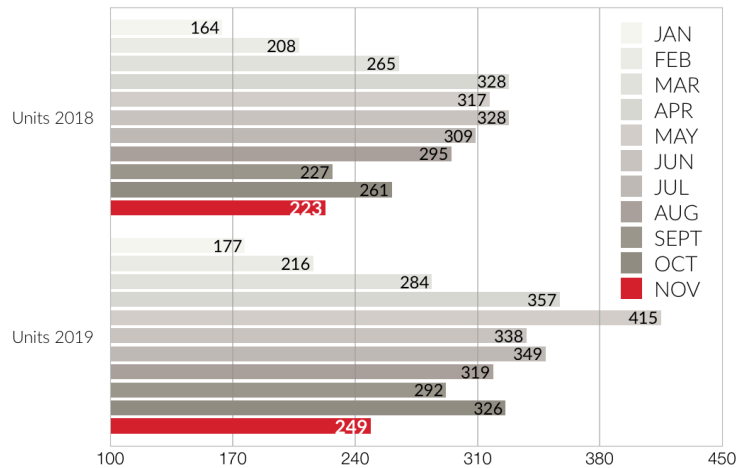




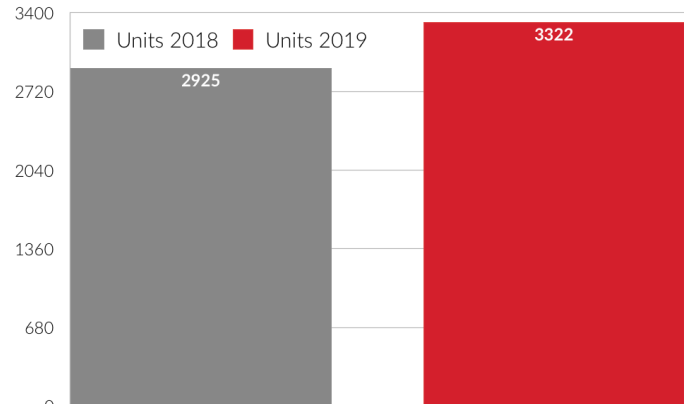
UNIT SALES

WELLINGTON COUNTY

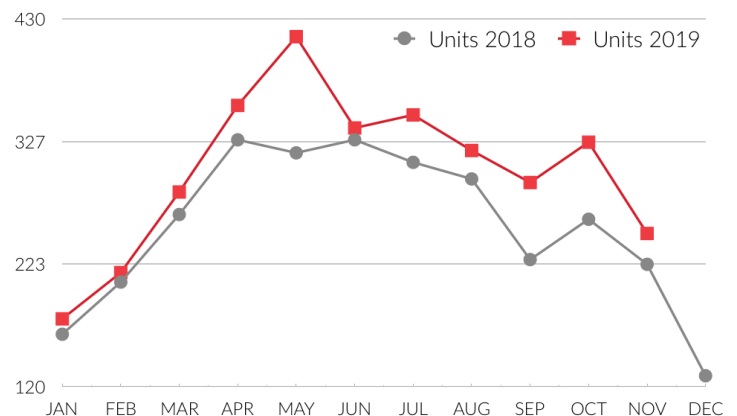
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

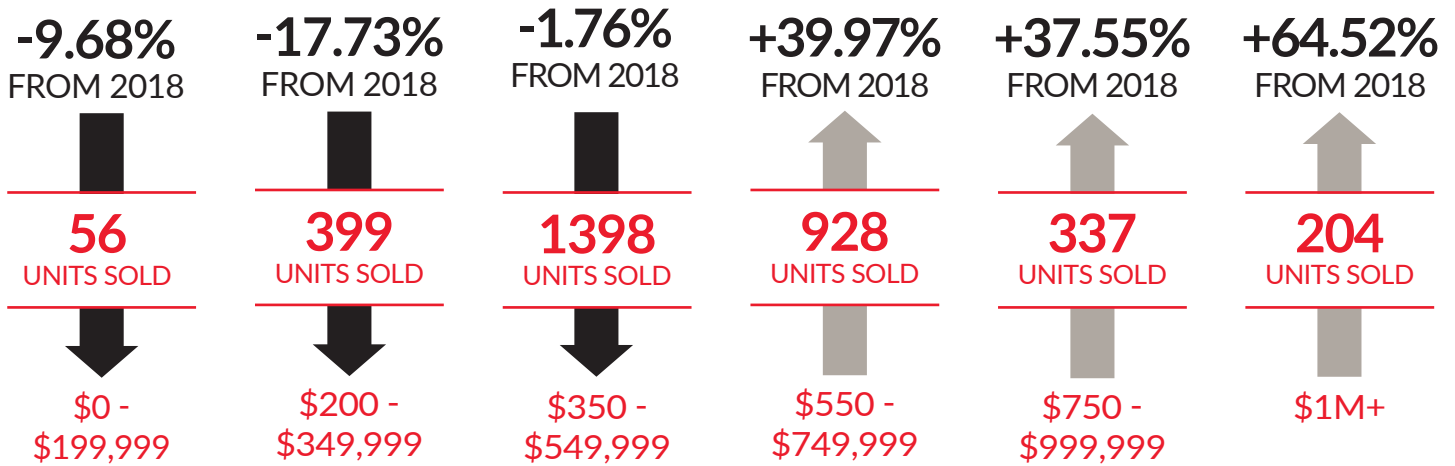


Month vs. Month 2018 vs. 2019



SALES BY PRICE BRACKET

WELLINGTON COUNTY - YEAR TO DATE



SALES BY TYPE

WELLINGTON COUNTY

FREEHOLD HOME SALES



CONDOMINIUM HOME SALES

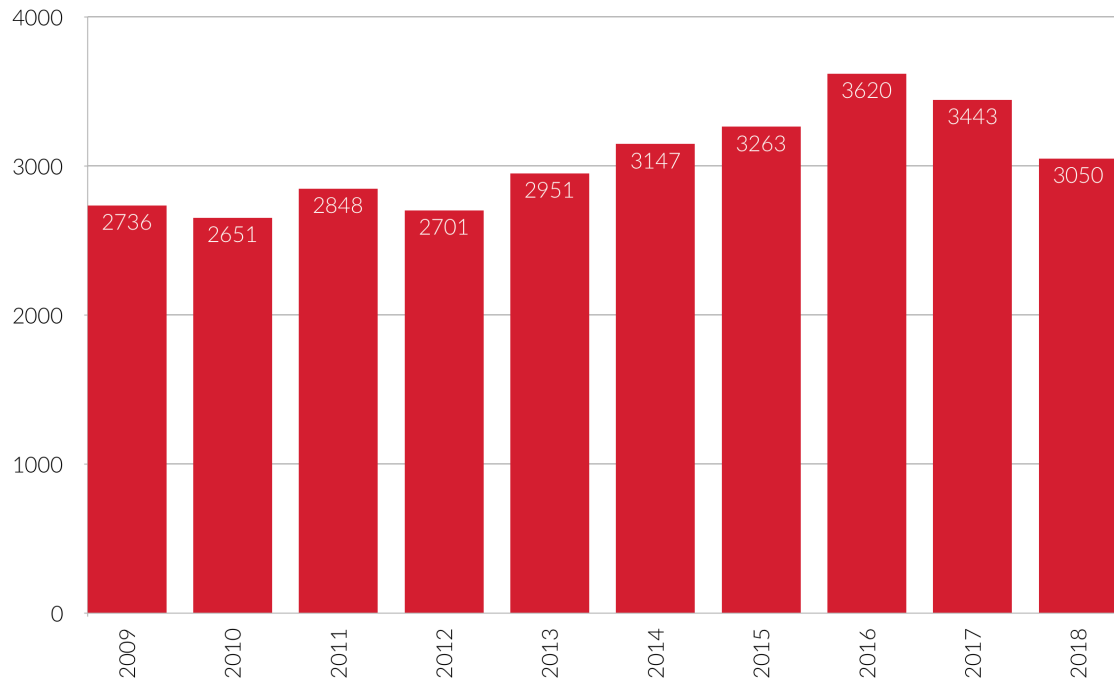


VACANT LAND SALES



10 YEAR MARKET ANALYSIS

UNITS SOLD

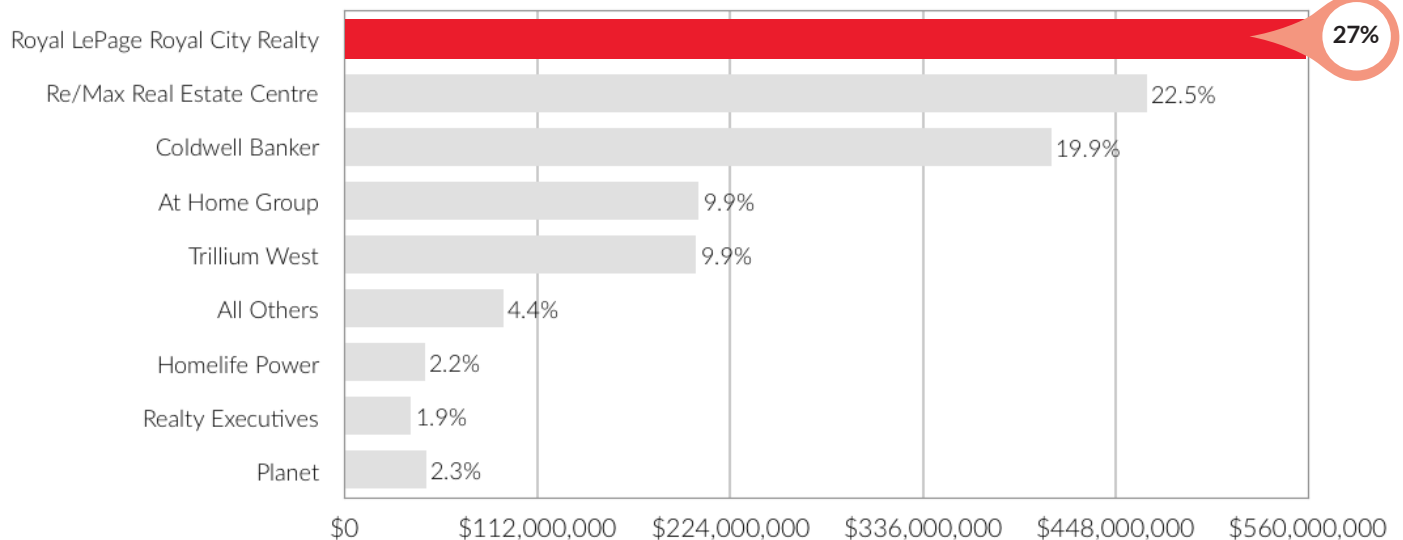


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

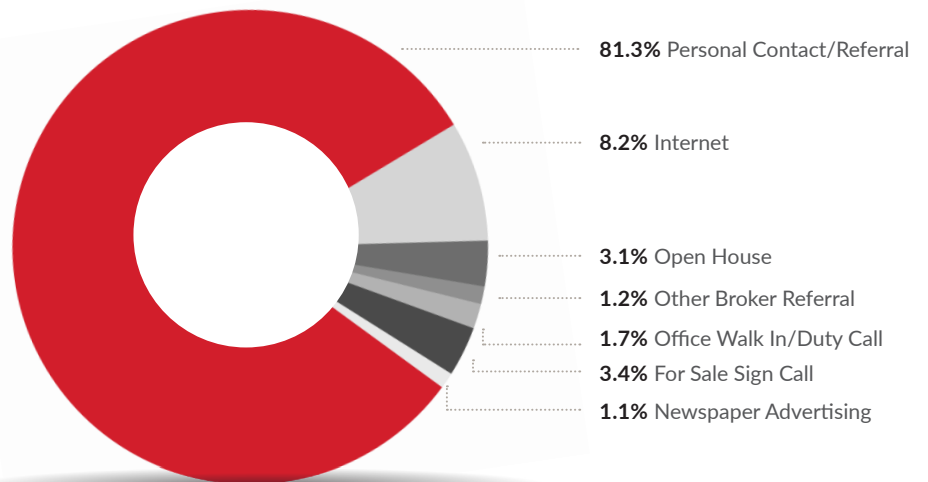
MARKET SHARE BY \$VOLUME

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

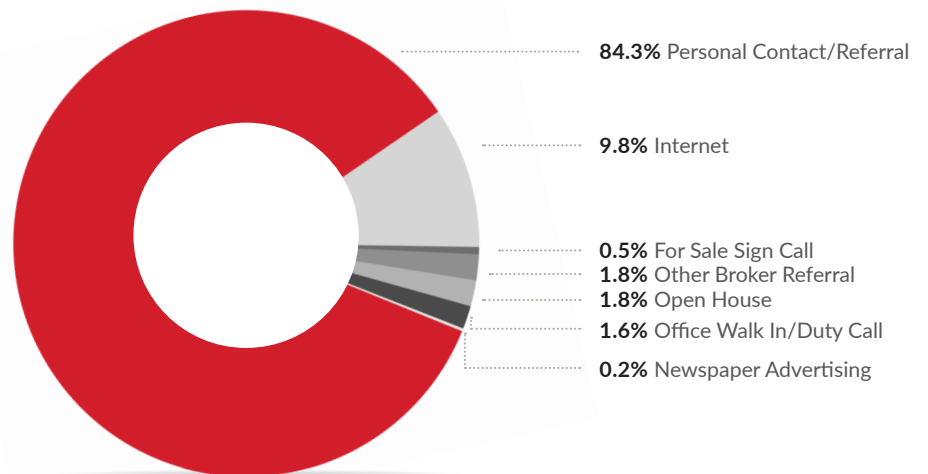


SOURCE OF BUSINESS

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