

# CENTRE WELLINGTON REAL ESTATE MARKET REPORT

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## DECEMBER 2019

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R-CITY | R-TEAM | R-NUMBERS





## CENTRE WELLINGTON OVERVIEW

# SELLER'S MARKET

DEMAND FOR HOMES CONTINUED THROUGHOUT DECEMBER WITH MORE UNITS SELLING THAN NEW LISTINGS ON THE MARKET AS SALE PRICES INCREASED, ROUNDING OUT A STRONG YEAR OF SALES.



### YEAR-TO-DATE SALES VOLUME OF \$280,824,590

Up 28.23% from 2018's \$219,006,711. Unit Sales of 469 are up 15.52% from 2018's 406, with 696 new listings up 18.37%, and a 67.39% sales/listings ratio down 1.66%.



### DECEMBER SALES VOLUME OF \$9,905,100

Up 0.78% from 2018's \$9,828,750. Unit sales of 14 are down 26.32% from last December's 19, with 13 new listings up 18.18%, and a 107.69% sales/listings ratio down 65.03%.



### YEAR-TO-DATE AVERAGE SALE PRICE OF \$592,303

Up from \$534,979 one year ago. Median sale price \$534,800 up from \$487,700 one year ago. Average days-on-market of 34.75 is up 4.92 days from last year.



## DECEMBER Numbers

MEDIAN SALE PRICE +8.02%

**\$540,000**

SALES VOLUME +0.78%

**\$9,905,100**

UNIT SALES -26.32%

**14**

NEW LISTINGS +18.18%

**13**

EXPIRED LISTINGS +23.5%

**21**

UNIT SALES/LISTINGS RATIO -65.03%

**107.69%**

Year over year comparison  
(December 2018 to December 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 - December 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

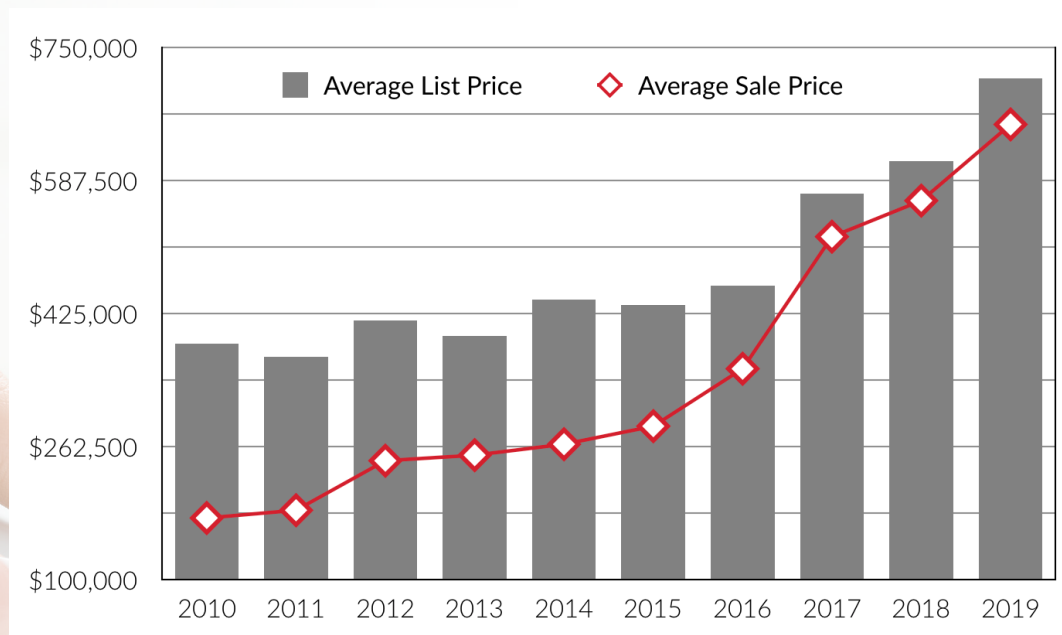
Year-Over-Year	2017	2018	2019	2018 -2019
Year-To-Date (YTD) Volume Sales	\$249,762,815	\$219,006,711	\$280,824,590	+28.23%
YTD Unit Sales	484	406	469	+15.52%
YTD New Listings	645	588	696	+18.37%
YTD Sales/Listings Ratio	75.04%	69.05%	67.39%	-1.66%
YTD Expired Listings	71	100	110	+10%
December Volume Sales	\$10,821,800	\$9,828,750	\$9,905,100	+0.78%
December Unit Sales	23	19	14	-26.32%
December New Listings	16	11	13	+18.18%
December Sales/Listings Ratio	143.75%	172.73%	107.69%	-65.03%
December Expired Listings	10	17	21	+23.5%
YTD Sales: Under \$0-\$199K	12	15	16	+6.67%
YTD Sales: Under \$200K-\$349K	65	38	37	-2.63%
YTD Sales: Under \$350K-\$549K	265	206	198	-3.88%
YTD Sales: Under \$550K-\$749K	89	94	135	+43.62%
YTD Sales: Under \$750K-\$999K	29	35	45	+28.57%
YTD Sales: \$1M+	24	17	38	+123.53%
YTD Average Days-On-Market	27.08	29.83	34.75	+16.48%
YTD Average Sale Price	\$507,886	\$534,979	\$592,303	+10.72%
YTD Median Sale Price	\$428,700	\$487,700	\$534,800	+9.66%

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

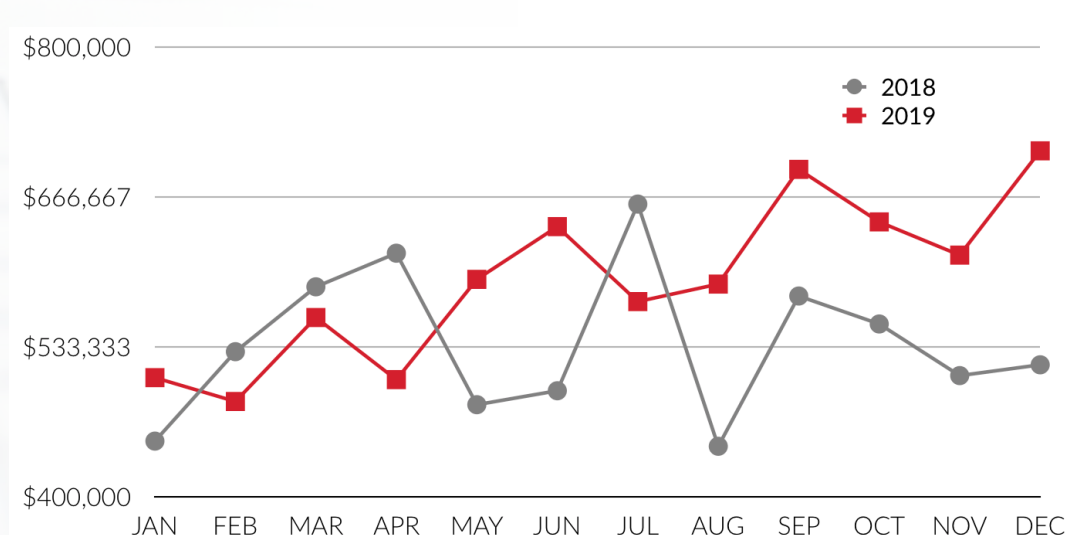
# AVERAGE SALE PRICE

## CENTRE WELLINGTON

### YEAR OVER YEAR



### MONTH OVER MONTH 2018 VS. 2019

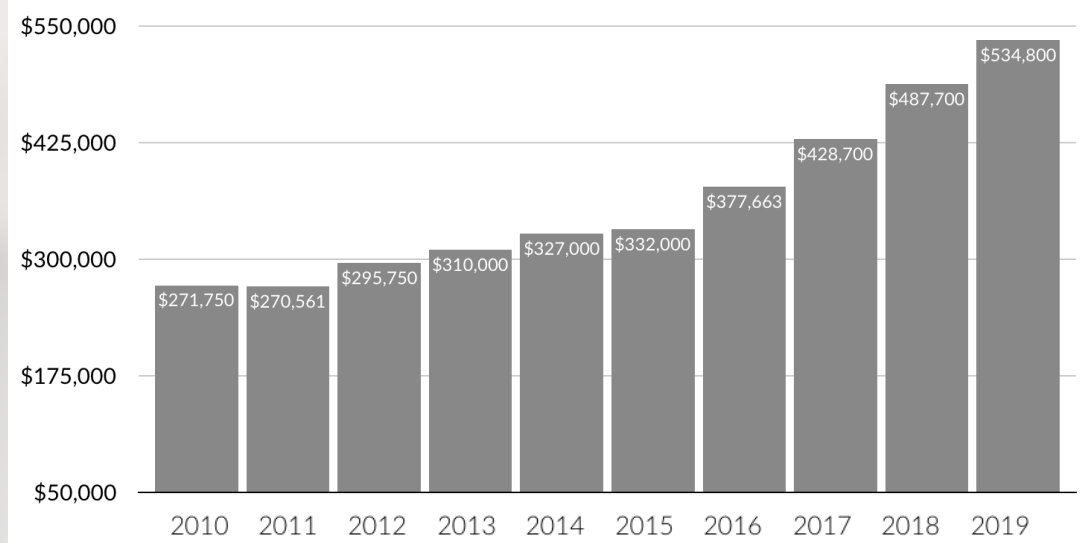




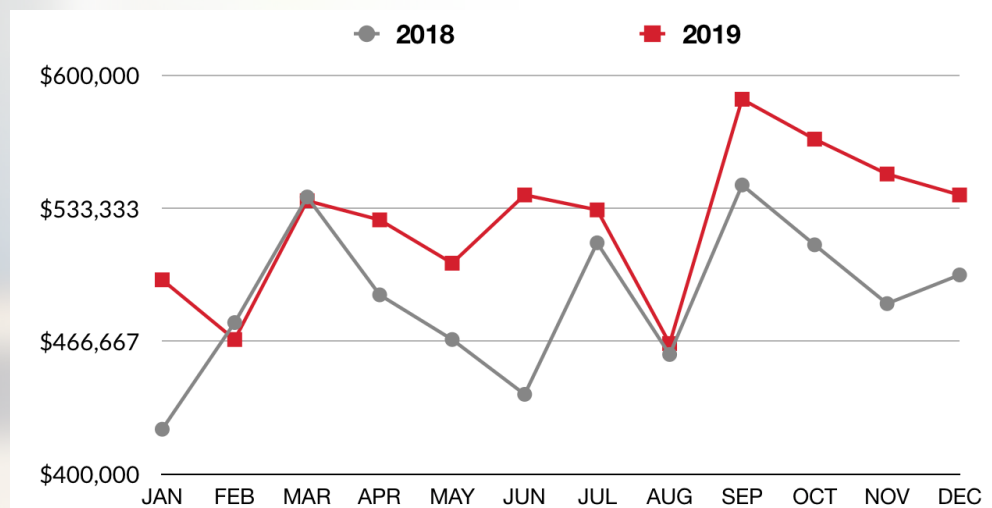
# MEDIAN SALE PRICE

## CENTRE WELLINGTON

### YEAR OVER YEAR



### MONTH OVER MONTH 2018 VS. 2019

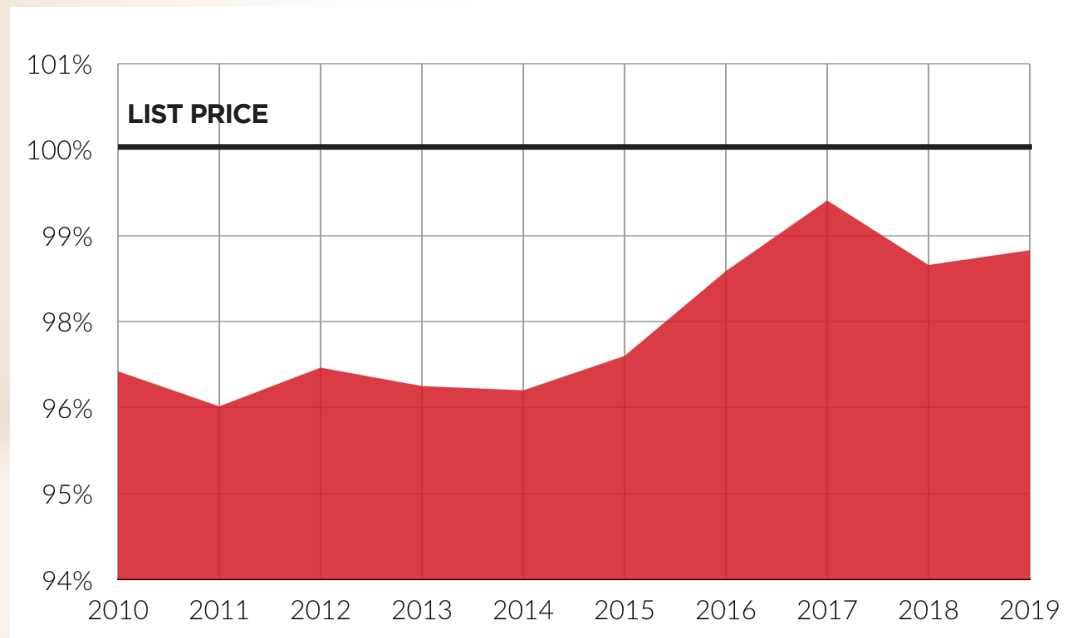


\* Median sale price is based on residential sales (including freehold and condominiums).

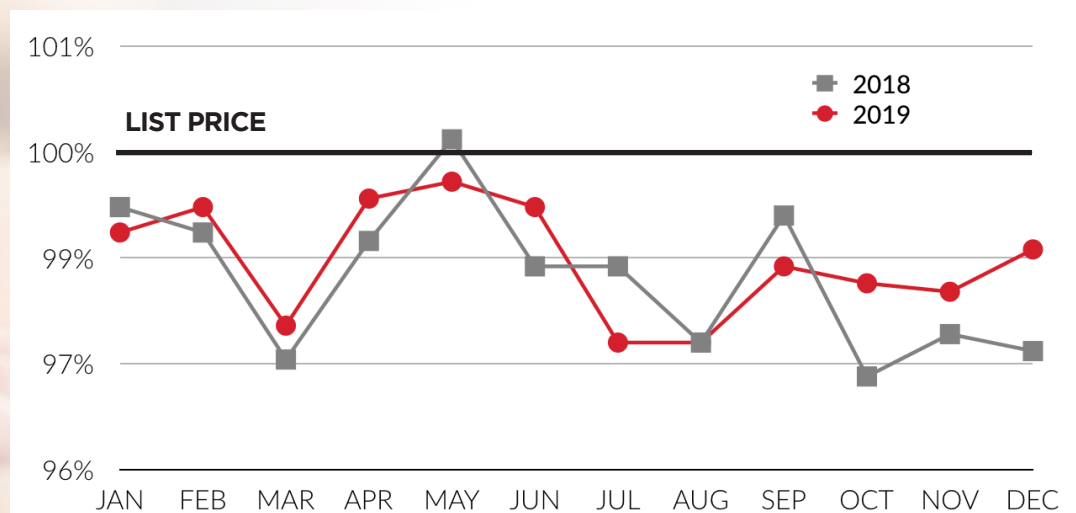
# SALE PRICE vs. LIST PRICE RATIO

## CENTRE WELLINGTON

### YEAR OVER YEAR



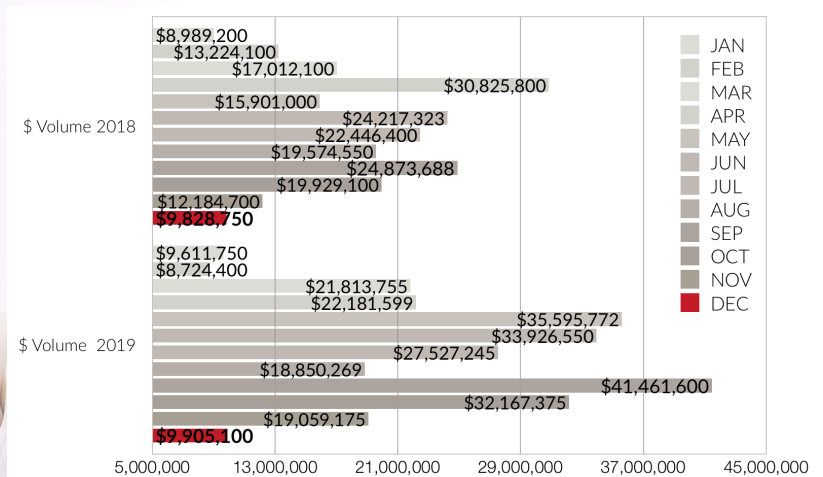
### MONTH OVER MONTH 2018 VS. 2019



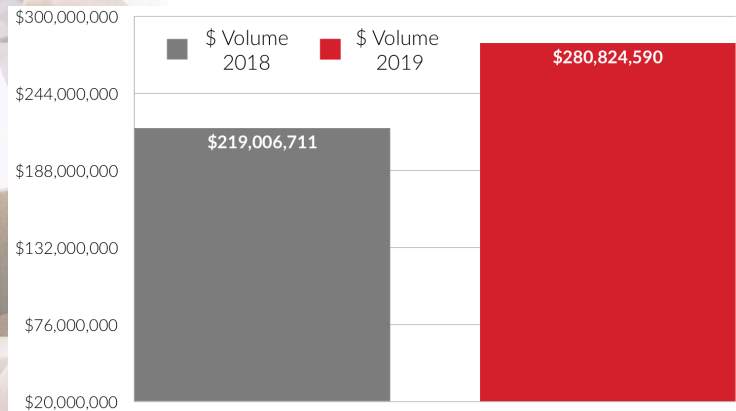
# \$ VOLUME SALES

## CENTRE WELLINGTON

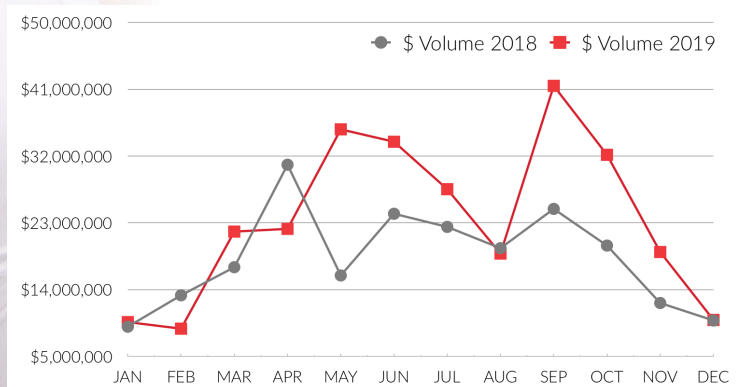
### Monthly Comparison 2018 vs. 2019



### Yearly Totals 2018 vs. 2019



### Month vs. Month 2018 vs. 2019

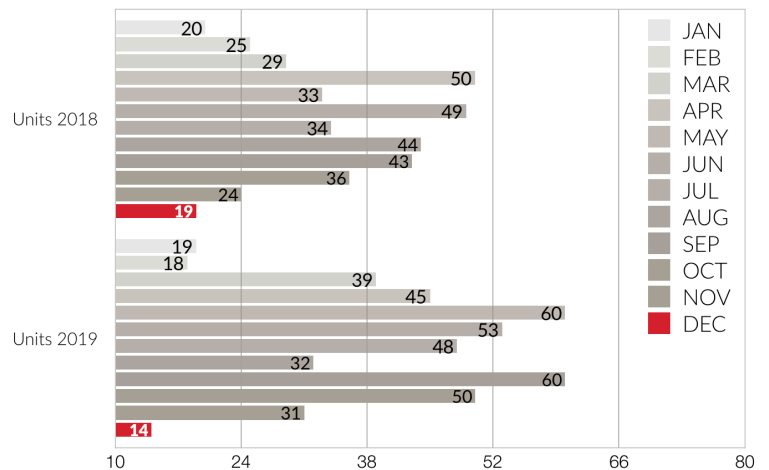




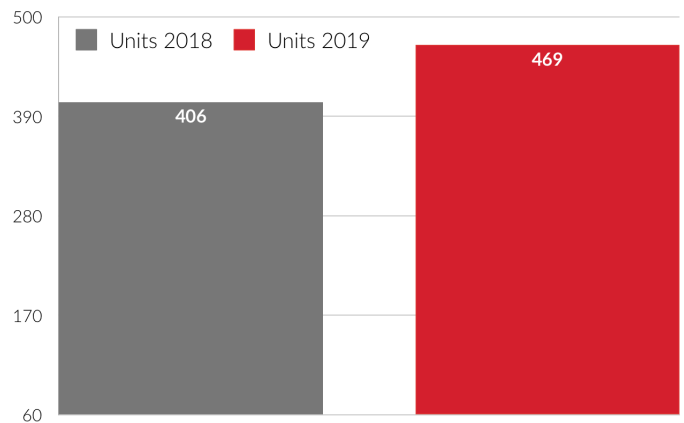
# UNIT SALES

## CENTRE WELLINGTON

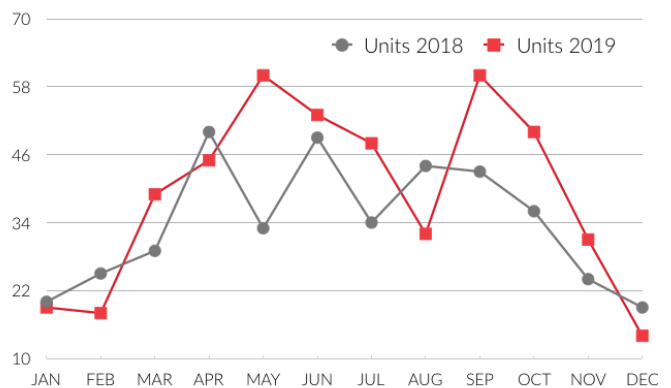
### Monthly Comparison 2018 vs. 2019



### Yearly Totals 2018 vs. 2019

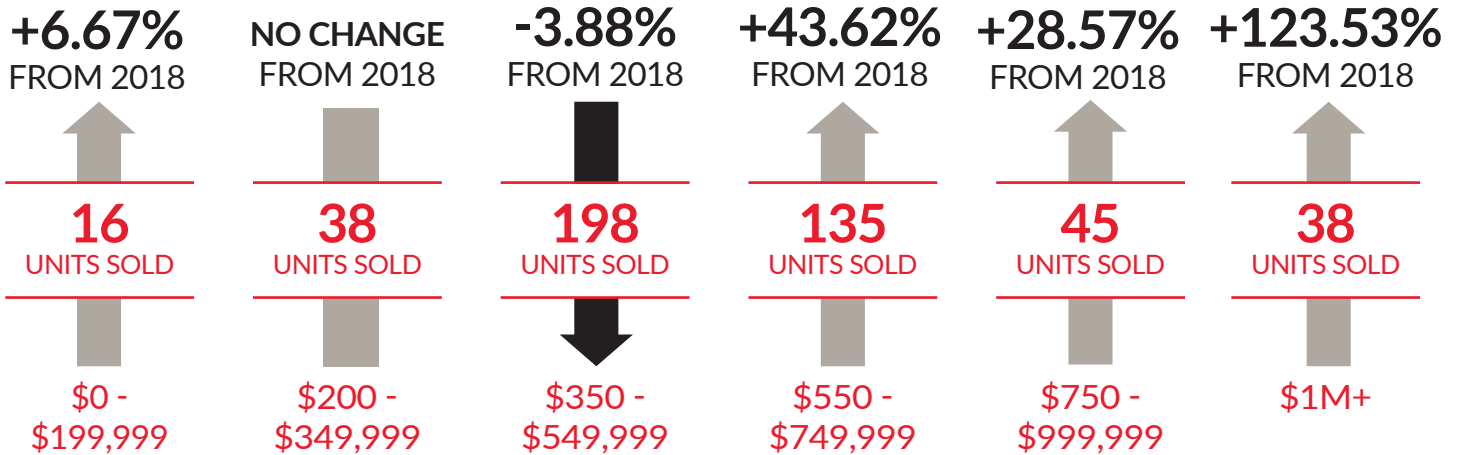


### Month vs. Month 2018 vs. 2019



# SALES BY PRICE BRACKET

## CENTRE WELLINGTON



# SALES BY TYPE

## CENTRE WELLINGTON

### FREEHOLD HOME SALES

+20.89%



YTD  
SALES VOLUME  
\$230,136,390

+10.57%



YTD  
UNIT SALES  
387

+9.33%



YTD AVERAGE  
SALE PRICE  
\$594,668

-58.21%



DECEMBER  
SALES VOLUME  
\$3,785,000

-82.35%



DECEMBER  
UNIT SALES  
3

### CONDOMINIUM HOME SALES

+36.2%



YTD  
SALES VOLUME  
\$17,460,200

+18.9%



YTD  
UNIT SALES  
44

+14.54%



YTD AVERAGE  
SALE PRICE  
\$396,823

DOWN FROM  
\$770,900



DECEMBER  
SALES VOLUME  
\$0

DOWN FROM 2



DECEMBER  
UNIT SALES  
0

### VACANT LAND SALES

+16.61%



YTD  
SALES VOLUME  
\$3,214,800

+20%



YTD  
UNIT SALES  
6

-2.83%



YTD AVERAGE  
SALE PRICE  
\$535,800

EQUAL TO DECEMBER 2018



DECEMBER  
SALES VOLUME  
\$0

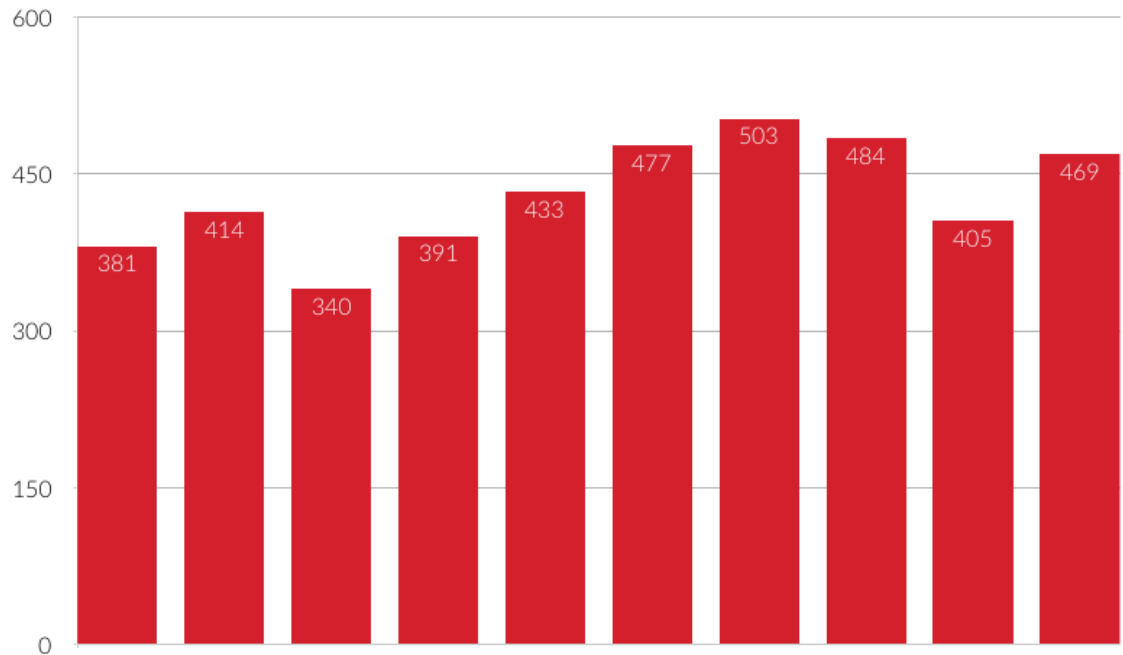


DECEMBER  
UNIT SALES  
0



# 10 YEAR MARKET ANALYSIS

## UNITS SOLD



2010 - 2019

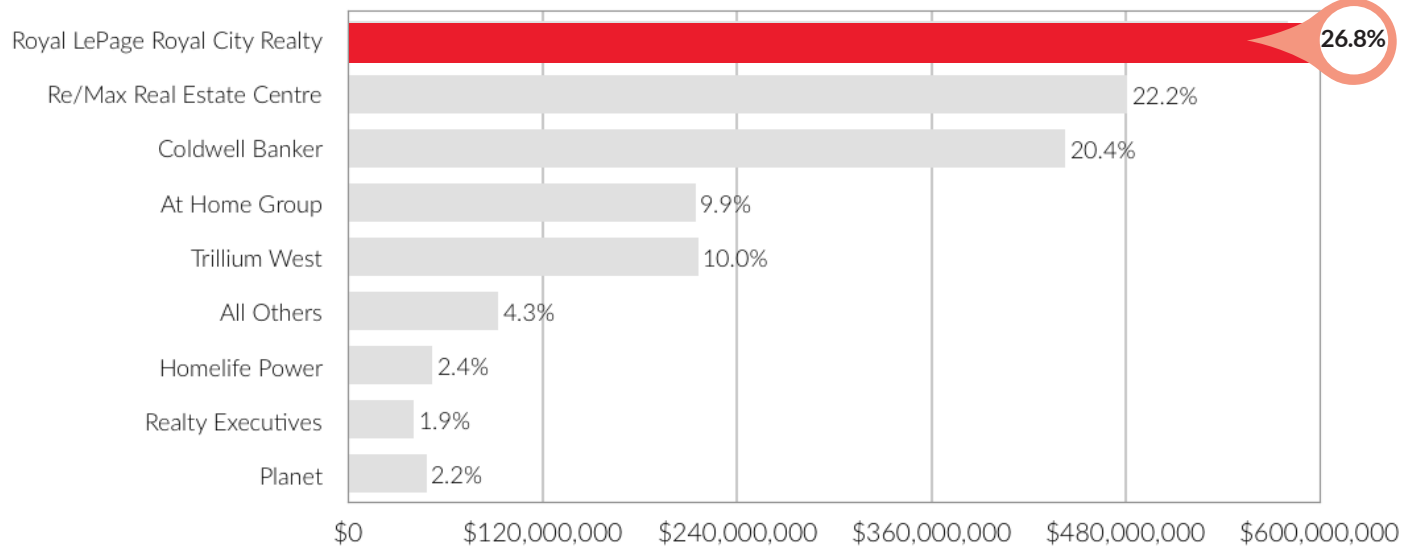


# MARKET DOMINANCE

## WELLINGTON COUNTY'S #1 BROKERAGE!

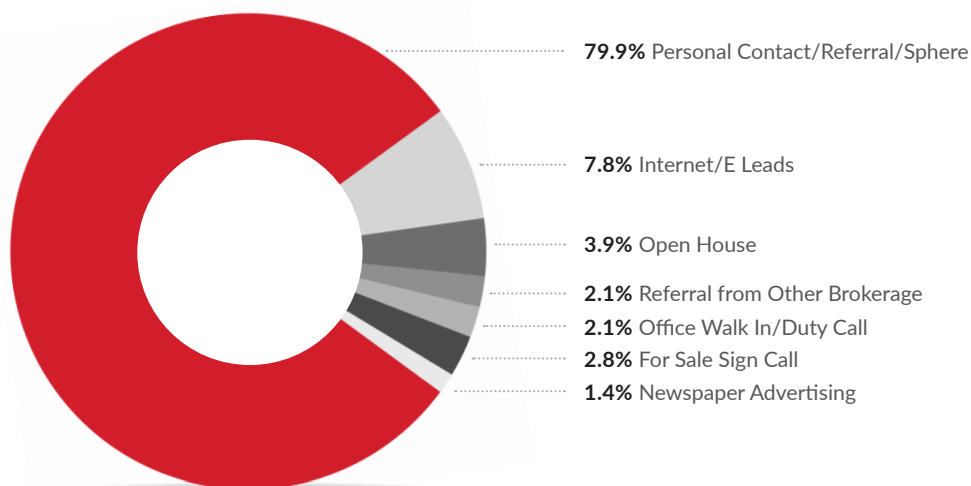
### MARKET SHARE BY \$VOLUME

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

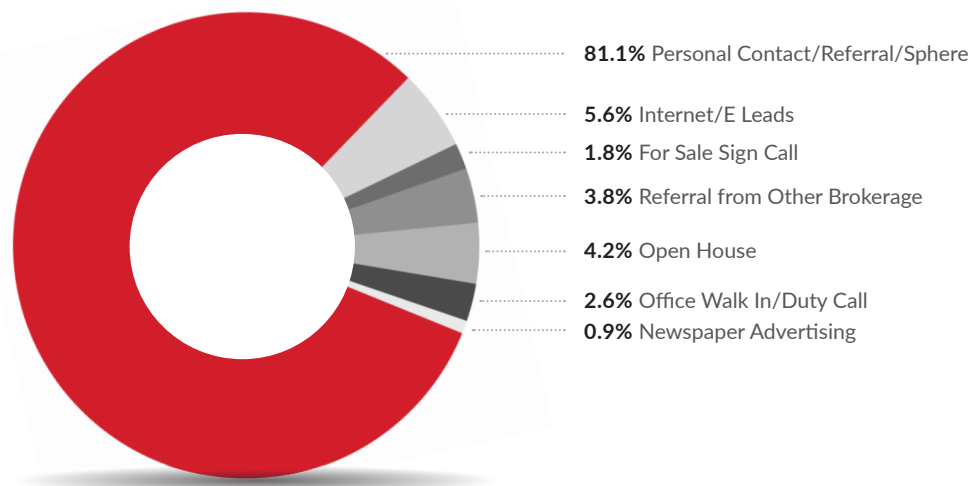


# SOURCE OF BUSINESS

## SOURCE OF BUYERS 2019 HOW WE'LL FIND YOUR BUYER



## SOURCE OF LISTINGS 2019 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