

WELLINGTON COUNTY REAL ESTATE MARKET REPORT

DECEMBER 2019

R-CITY | R-TEAM | R-NUMBERS



WELLINGTON COUNTY OVERVIEW

SELLER'S MARKET

THERE WAS STRONG DEMAND IN WELLINGTON COUNTY TO END OFF THE YEAR, WITH SALES ACTIVITY PASSING LISTING ACTIVITY AND SALE PRICES AND SALES VOLUME INCREASING, CONTINUING THE TREND OF INCREASING PRICE GROWTH.



YEAR-TO-DATE SALES VOLUME OF \$2,014,618,372

Up 22.4% from 2018's \$1,645,963,108. Unit sales of 3,476 are up 13.82% from 2018's 3,054, with 5,213 new listings up 7.82%, and a 66.68% sales/listings ratio up 3.52%.



DECEMBER SALES VOLUME OF \$90,034,955

Up 29.85% from 2018's \$69,339,030. Unit sales of 153 are up 18.6% from last December's 129, with 128 new listings up 15.32%, and a 119.53% sales/listing ratio up 45.78%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$578,590

Up from \$531,026 one year ago. Median sale price of \$502,000 up from \$485,000 one year ago. Average days-on-market of 34.42 is up 1 day from last year.



DECEMBER Numbers

MEDIAN SALE PRICE +4.81%

\$509,900

SALES VOLUME +29.85%

\$90,034,955

UNIT SALES +18.6%

153

NEW LISTINGS +15.32%

128

EXPIRED LISTINGS +17.31%

122

UNIT SALES/LISTINGS RATIO +45.78%

119.53%

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

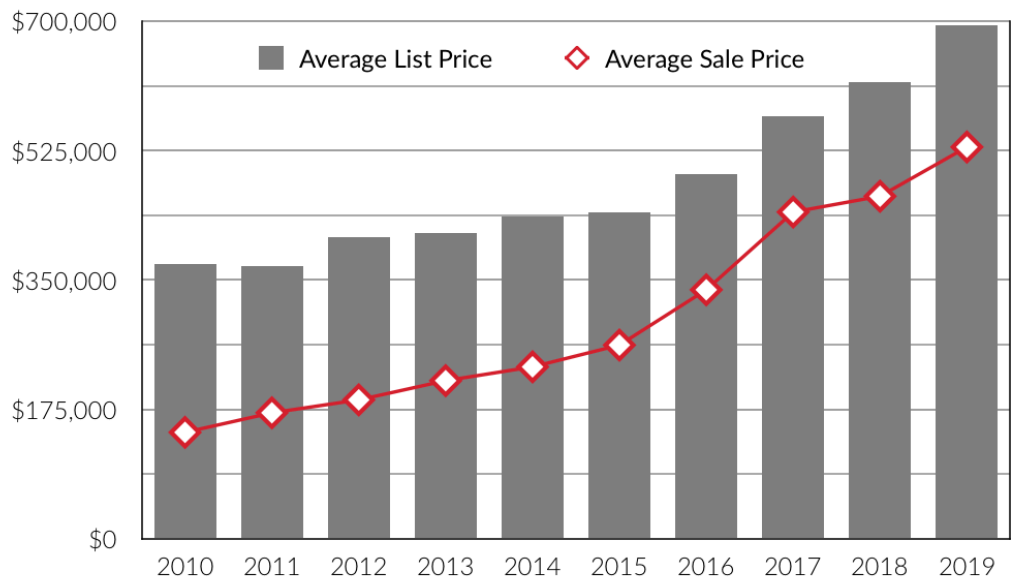
Table 1:
Wellington County MLS Sales and Listing Summary
2017 vs. 2018 vs. 2019

Year-Over-Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Volume Sales	\$1,806,636,892	\$1,645,963,108	\$2,014,618,372	+22.4%
YTD Unit Sales	3,443	3,054	3,476	+13.82%
YTD New Listings	4,777	4,835	5,213	+7.82%
YTD Sales/Listings Ratio	72.07%	63.16%	66.68%	+3.52%
YTD Expired Listings	514	647	746	+15.3%
December Volume Sales	\$83,415,414	\$69,339,030	\$90,034,955	+29.85%
December Unit Sales	169	129	153	+18.6%
December New Listings	127	111	128	+15.32%
December Sales/Listings Ratio	80.72%	73.75%	119.53%	+45.78%
December Expired Listings	84	104	122	+17.31%
YTD Sales: Under \$0-\$199K	114	64	56	-12.5%
YTD Sales: Under \$200K-\$349K	621	511	419	-18%
YTD Sales: Under \$350K-\$549K	1,603	1,481	1,465	-1.08%
YTD Sales: Under \$550K-\$749K	747	698	963	+37.97%
YTD Sales: Under \$750K-\$999K	286	250	356	+42.4%
YTD Sales: \$1M+	173	131	217	+65.65%
YTD Average Days-On-Market	27.33	33.42	34.42	+2.99%
YTD Average Sale Price	\$515,746	\$531,026	\$578,590	+8.96%
YTD Median Sale Price	\$457,875	\$485,000	\$502,000	+3.51%

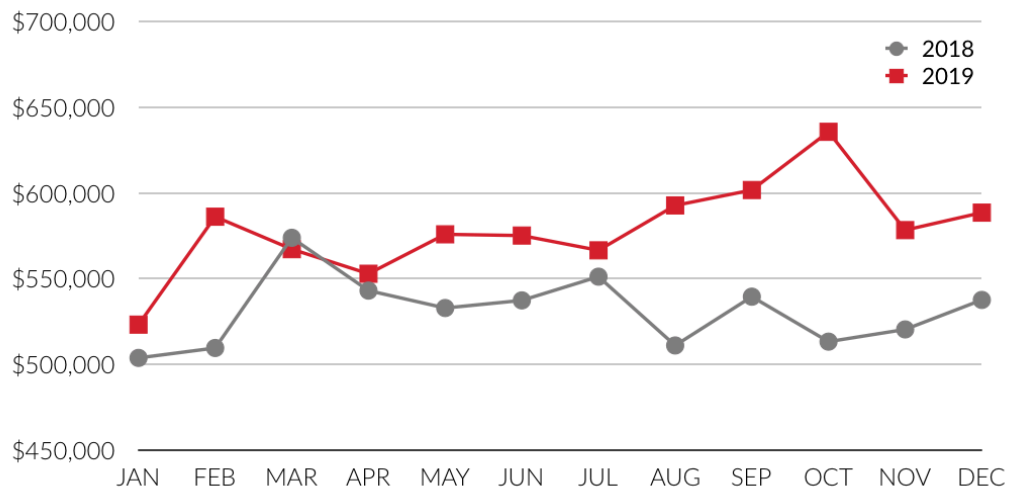
AVERAGE SALE PRICE

WELLINGTON COUNTY

YEAR OVER YEAR



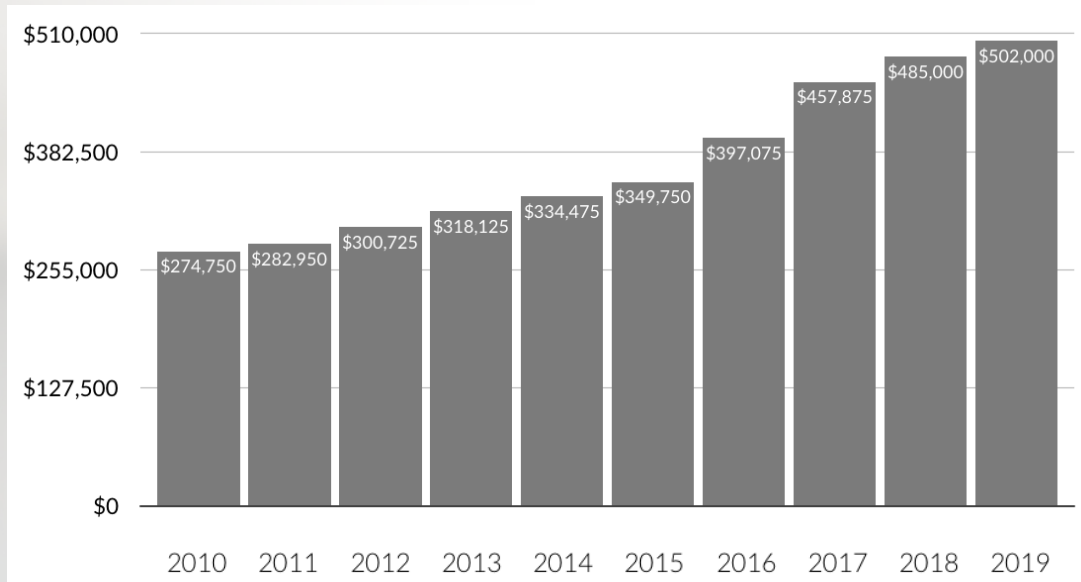
MONTH OVER MONTH 2018 VS. 2019



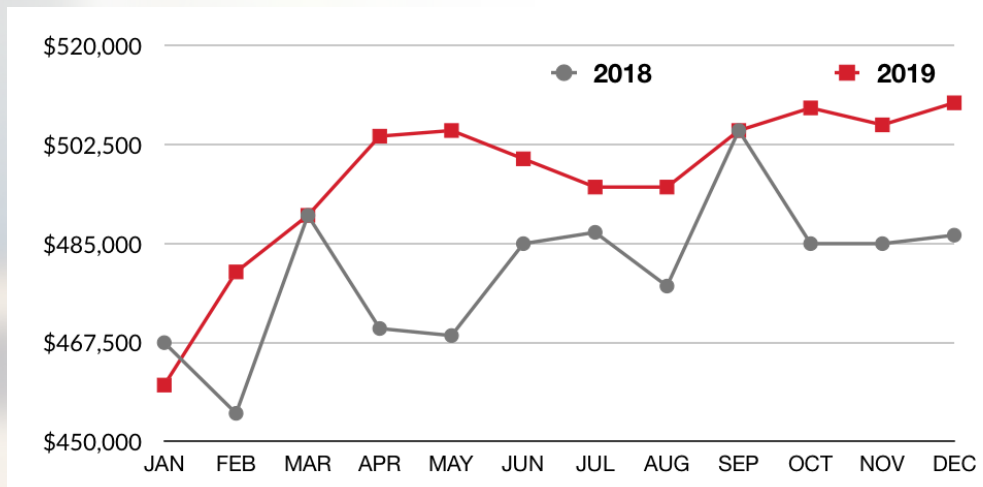
MEDIAN SALE PRICE

WELLINGTON COUNTY

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

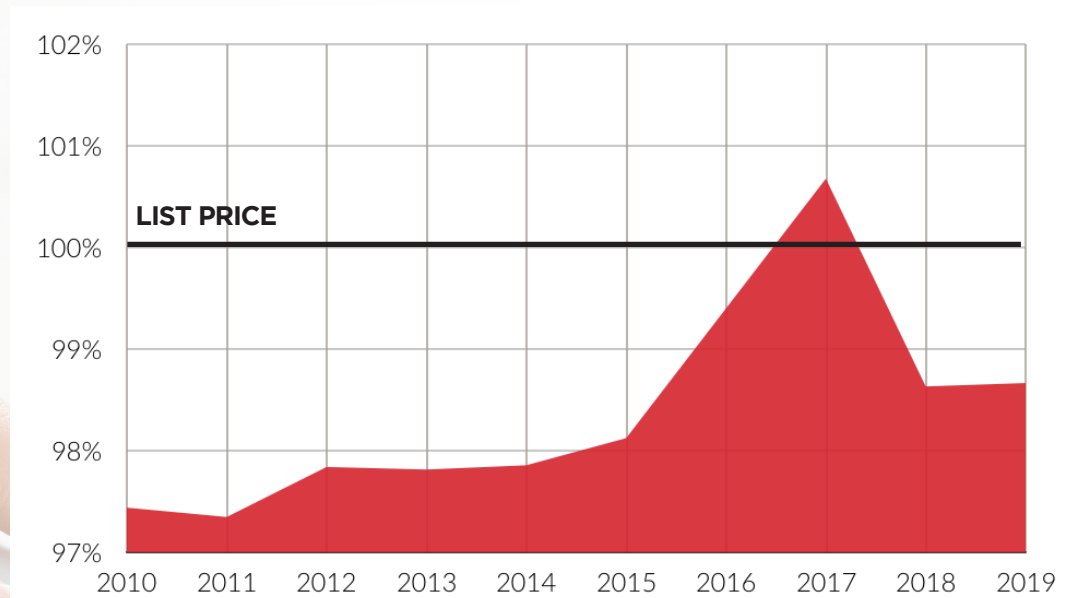


* Median sale price is based on residential sales (including freehold and condominiums).

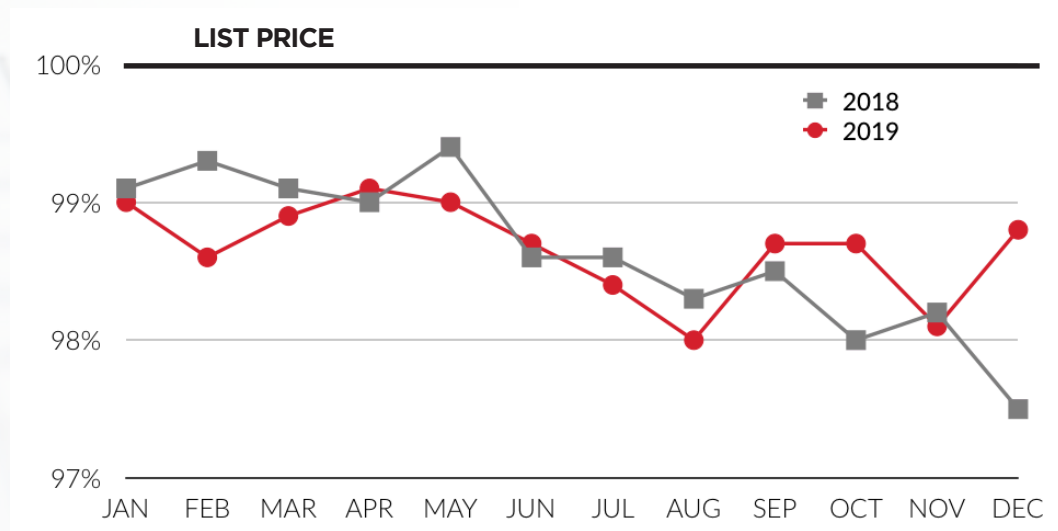
SALE PRICE vs. LIST PRICE RATIO

WELLINGTON COUNTY

YEAR OVER YEAR



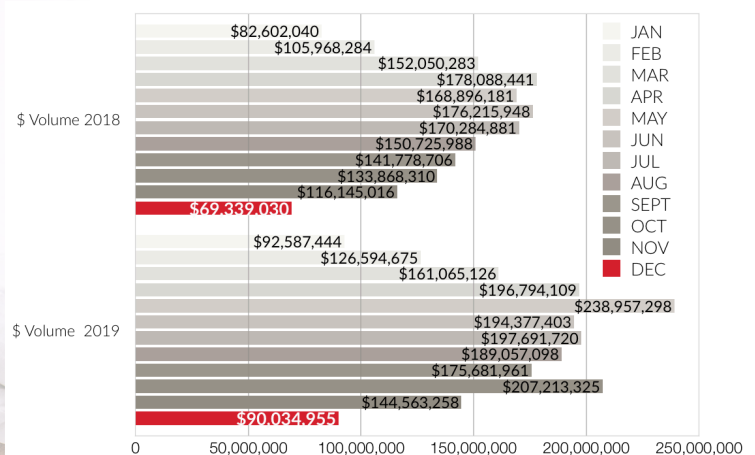
MONTH OVER MONTH 2018 VS. 2019



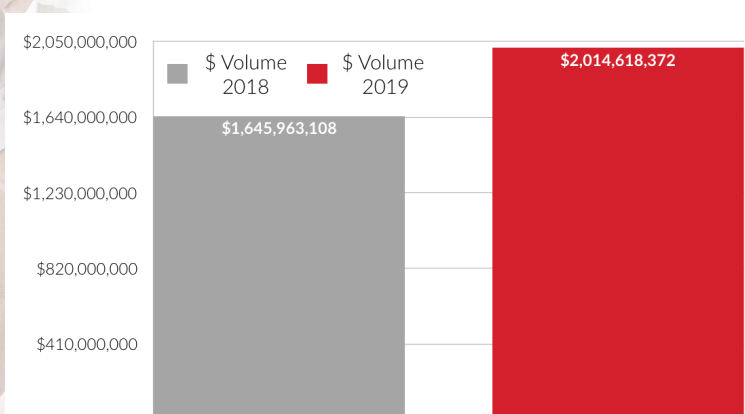
\$ VOLUME SALES

WELLINGTON COUNTY

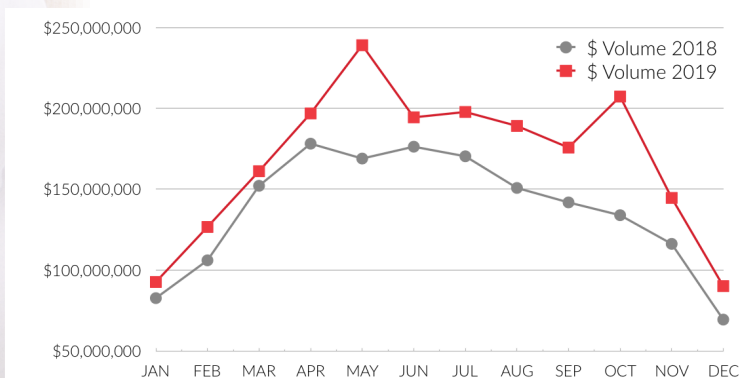
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



Month vs. Month 2018 vs. 2019

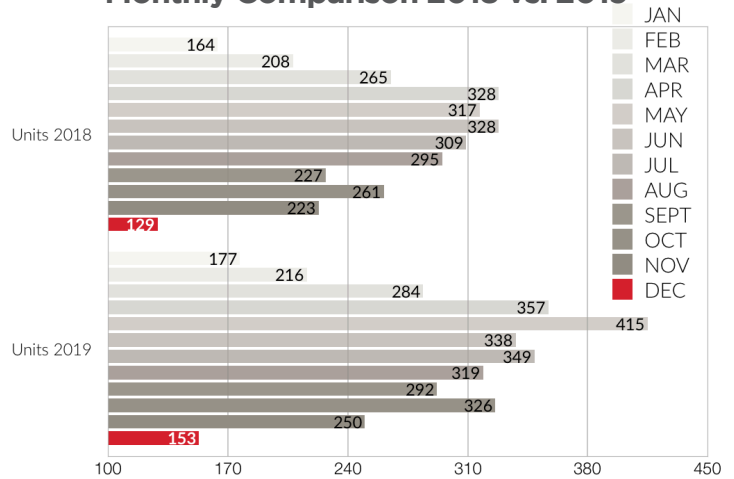




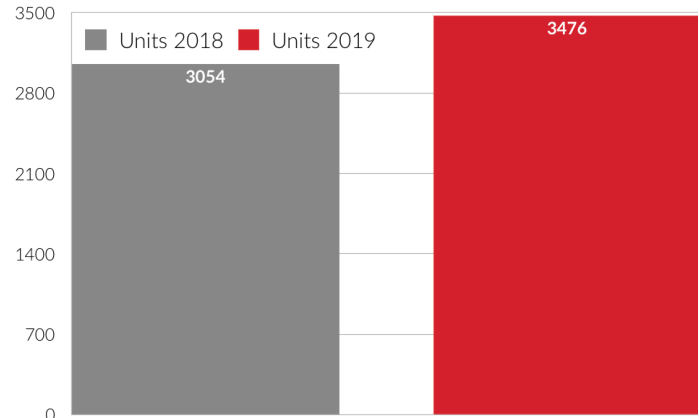
UNIT SALES

WELLINGTON COUNTY

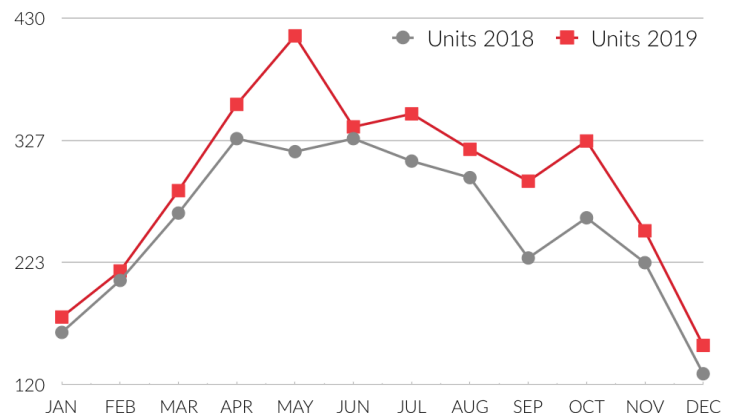
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

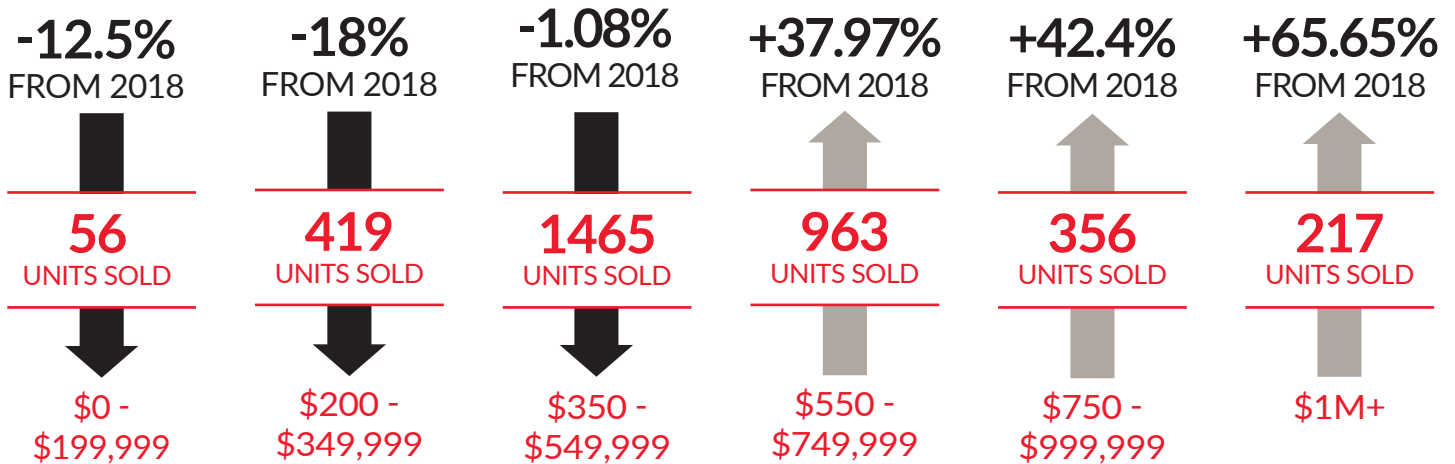


Month vs. Month 2018 vs. 2019



SALES BY PRICE BRACKET

WELLINGTON COUNTY - YEAR TO DATE



SALES BY TYPE

WELLINGTON COUNTY

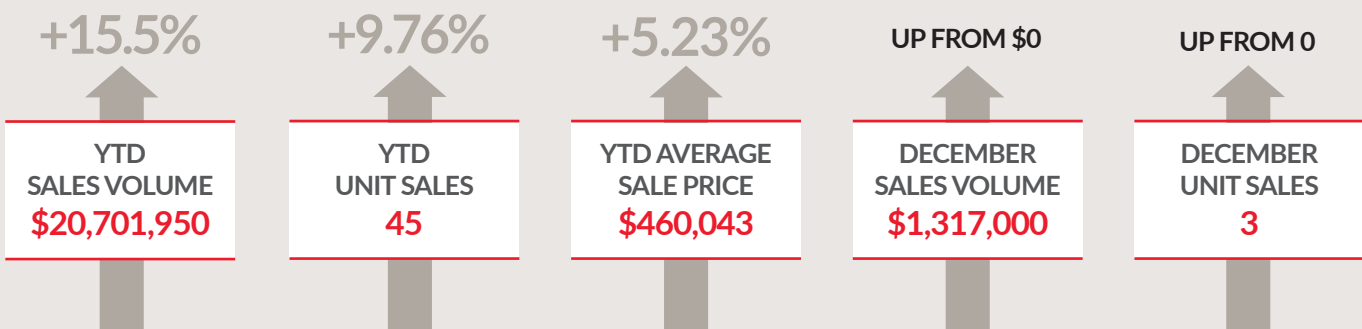
FREEHOLD HOME SALES



CONDOMINIUM HOME SALES

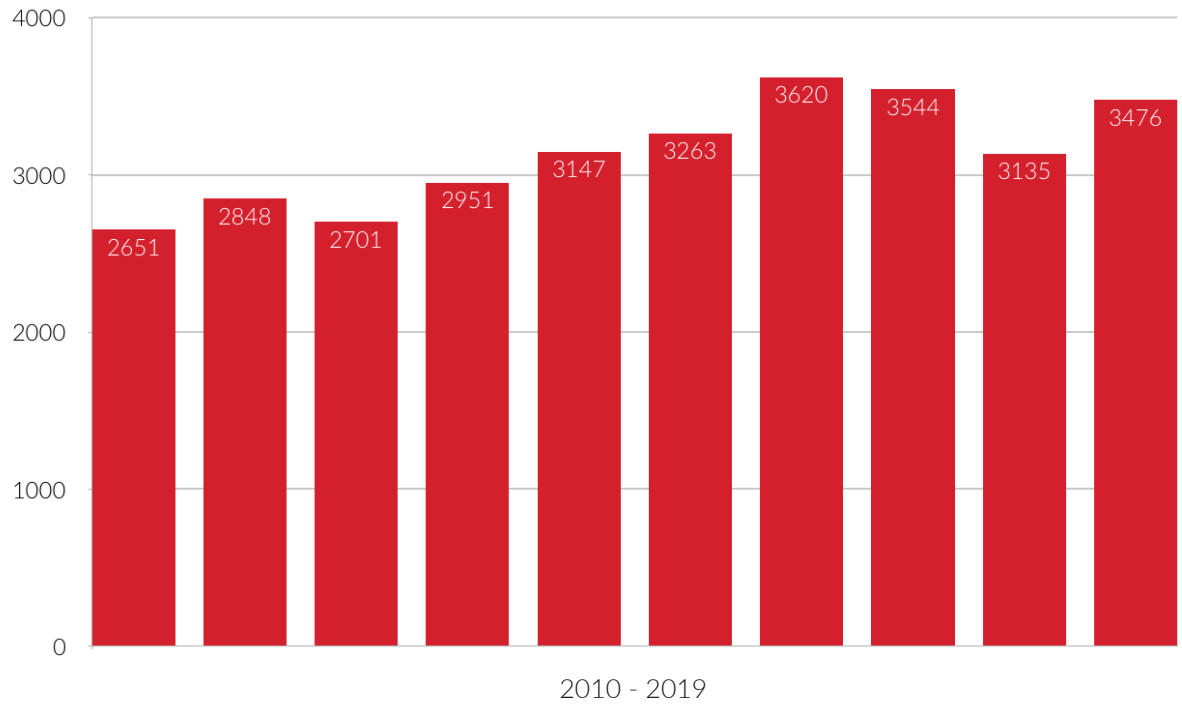


VACANT LAND SALES



10 YEAR MARKET ANALYSIS

UNITS SOLD

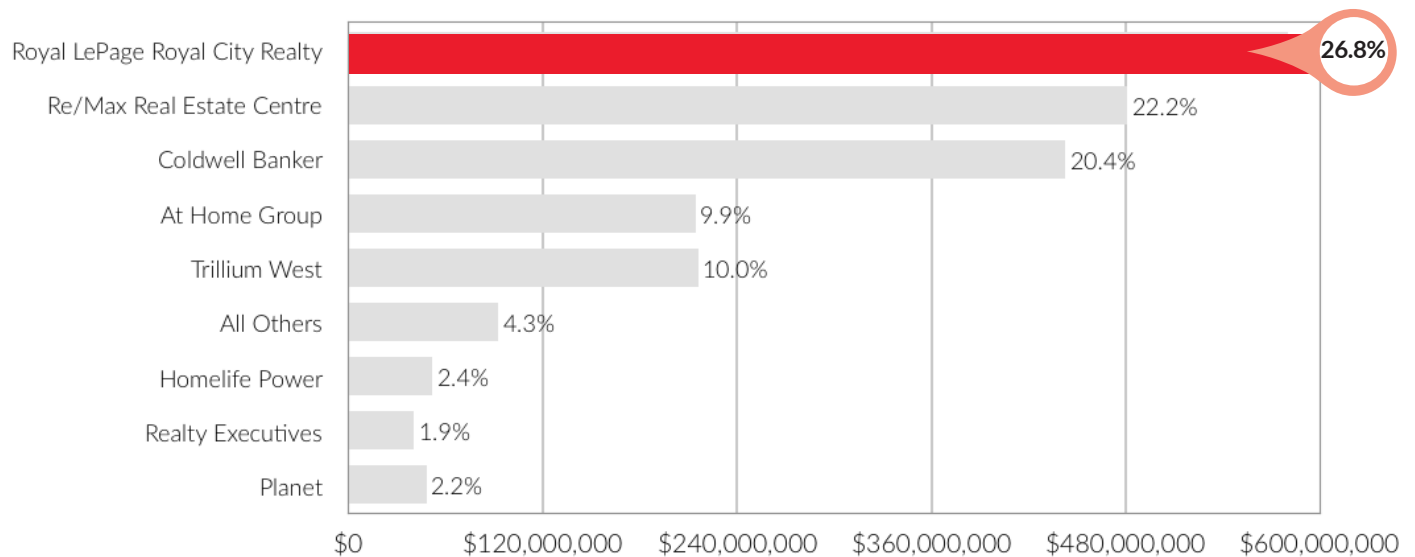


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

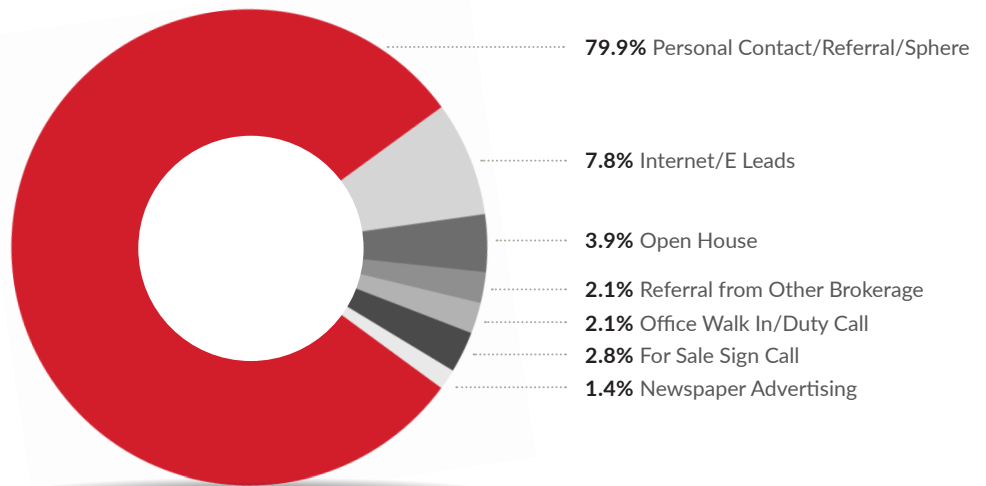
MARKET SHARE BY \$VOLUME

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

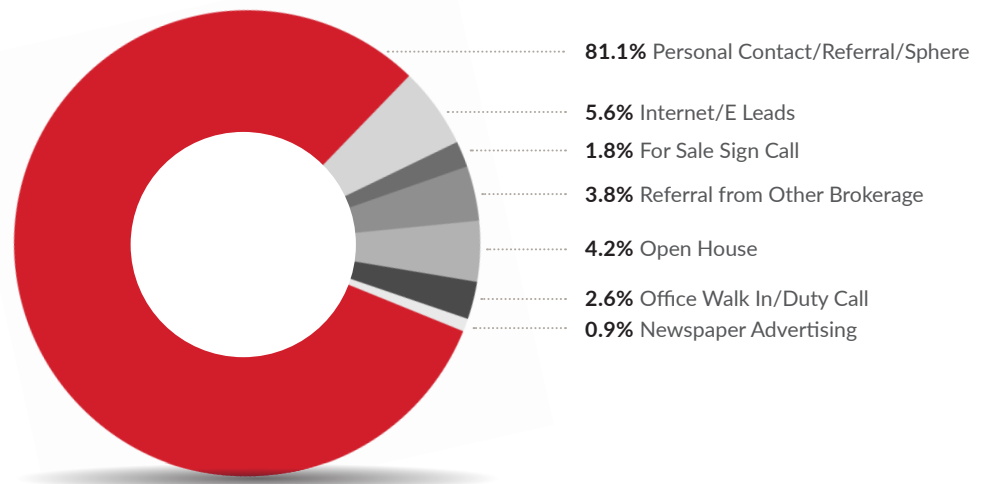


SOURCE OF BUSINESS

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