

CENTRE WELLINGTON REAL ESTATE MARKET REPORT

JANUARY 2020

R-CITY | R-TEAM | R-NUMBERS



CENTRE WELLINGTON OVERVIEW

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YEAR-TO-DATE SALES VOLUME OF \$12,050,100

Up 25.37% from 2018's \$9,611,750. Unit Sales of 18 are down 5.26% from 2018's 19, with 36 new listings down 7.69%, and a 46.15% sales/listings ratio down 3.85%.



JANUARY SALES VOLUME OF \$12,050,100

Up 25.37% from 2018's \$9,611,750. Unit sales of 18 are down 5.26% from last January's 19, with 36 new listings down 7.69%, and a 50% sales/listings ratio up 1.28%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$635,000

Up from \$505,882 one year ago. Median sale price \$554,950 up from \$497,450 one year ago. Average days-on-market of 43.00 is down 29 days from last year.



JANUARY NUMBERS

MEDIAN SALE PRICE +11.56%

\$554,950

SALES VOLUME +25.37%

\$12,050,100

UNIT SALES -5.26%

18

NEW LISTINGS +7.69%

36

EXPIRED LISTINGS +25%

5

UNIT SALES/LISTINGS RATIO +1.28%

50%

Year over year comparison
(January 2019 to January 2020)

*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 2020)

*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

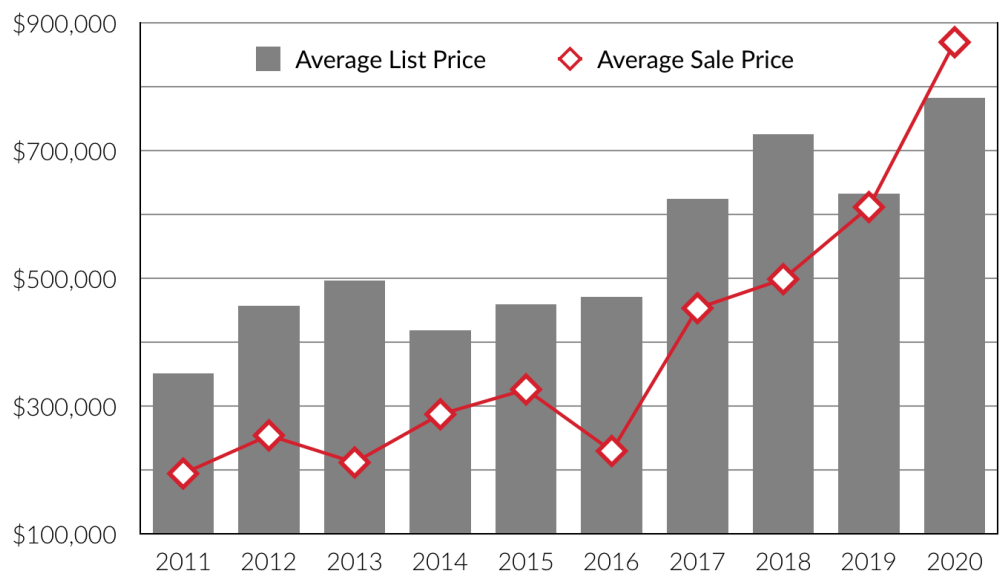
Year-Over-Year	2018	2019	2020	2019 -2020
Year-To-Date (YTD) Volume Sales	\$8,989,200	\$9,611,750	\$12,050,100	25.37%
YTD Unit Sales	20	19	18	-5.26%
YTD New Listings	38	39	36	-7.69%
YTD Sales/Listings Ratio	66.67%	50.00%	46.15%	-3.85%
YTD Expired Listings	9	4	5	-55.55%
January Volume Sales	\$8,989,200	\$9,611,750	\$12,050,100	+25.37%
January Unit Sales	20	19	18	-5.26%
January New Listings	38	39	36	+7.69%
January Sales/Listings Ratio	52.63%	48.72%	50.00%	+1.28%
January Expired Listings	9	4	5	+25%
YTD Sales: Under \$0-\$199K	1	0	0	NO CHANGE
YTD Sales: Under \$200K-\$349K	3	3	0	-100%
YTD Sales: Under \$350K-\$549K	12	12	8	-33.33%
YTD Sales: Under \$550K-\$749K	3	2	5	+150%
YTD Sales: Under \$750K-\$999K	1	2	3	+50%
YTD Sales: \$1M+	0	0	2	+200%
YTD Average Days-On-Market	25.00	72.00	43.00	-40.28
YTD Average Sale Price	\$449,460	\$505,882	\$635,000	+25.52%
YTD Median Sale Price	\$554,950	\$497,450	\$422,500	+11.56%

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

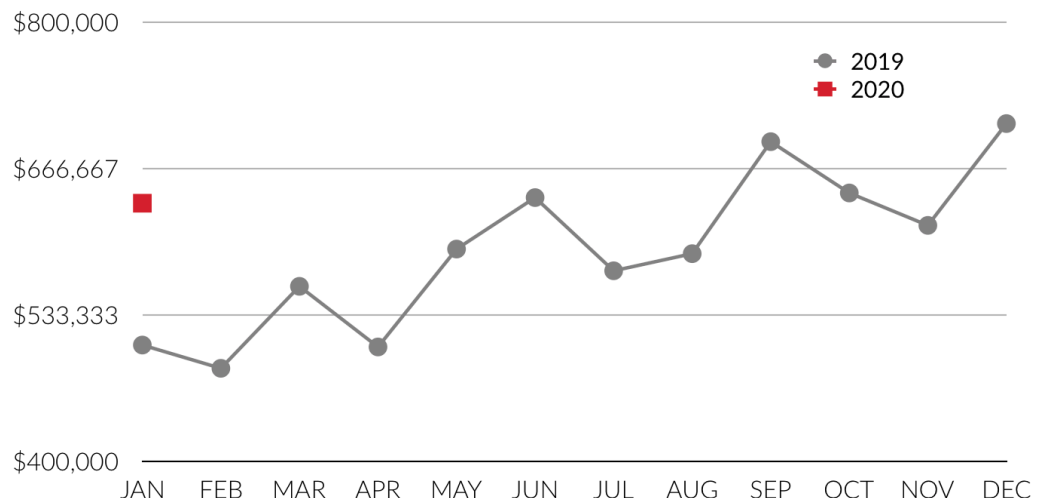
AVERAGE SALE PRICE

CENTRE WELLINGTON

YEAR OVER YEAR



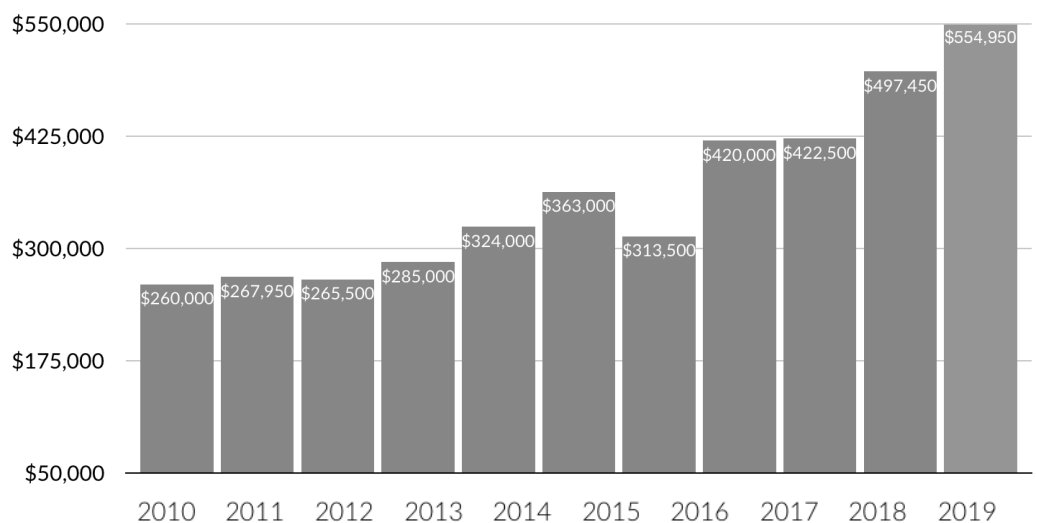
MONTH OVER MONTH 2018 VS. 2019



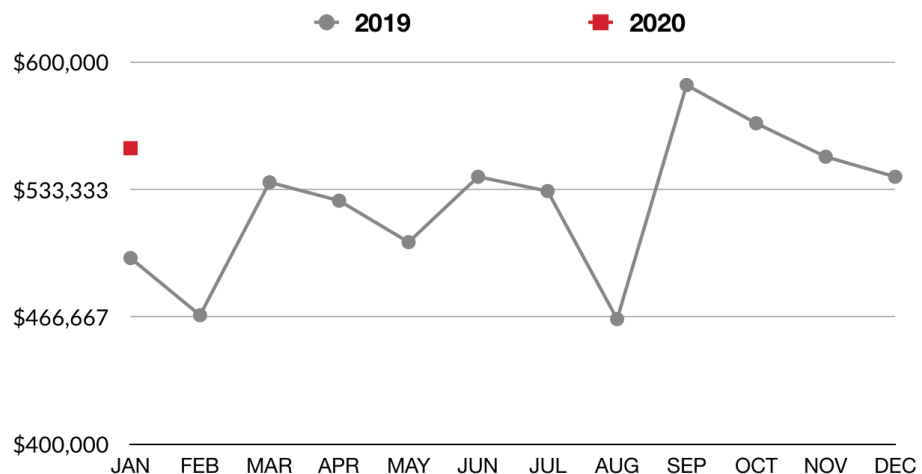
MEDIAN SALE PRICE

CENTRE WELLINGTON

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

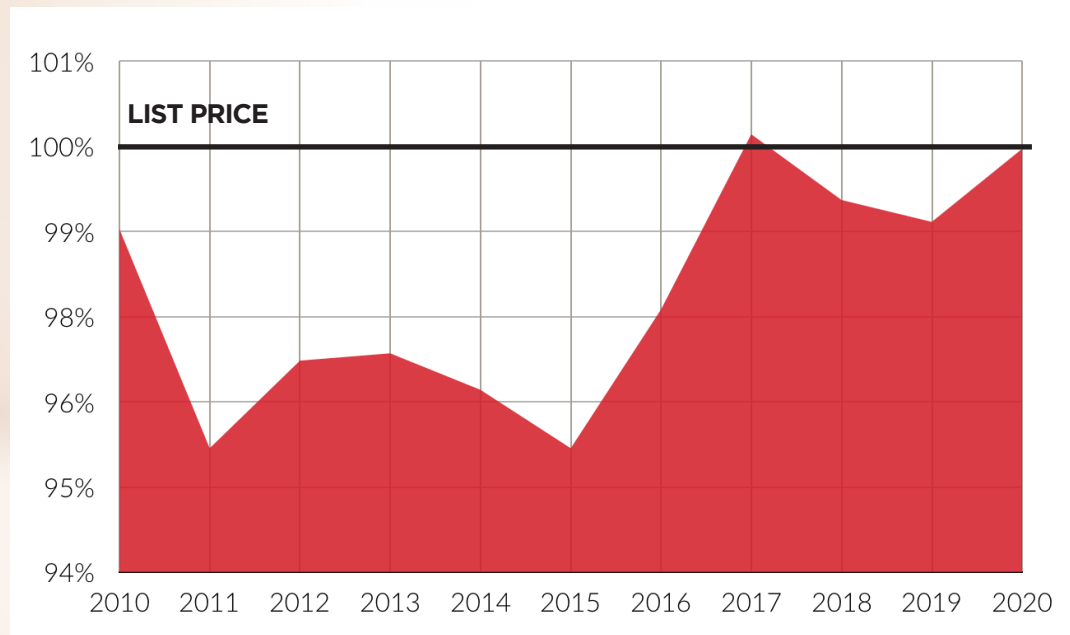


* Median sale price is based on residential sales (including freehold and condominiums).

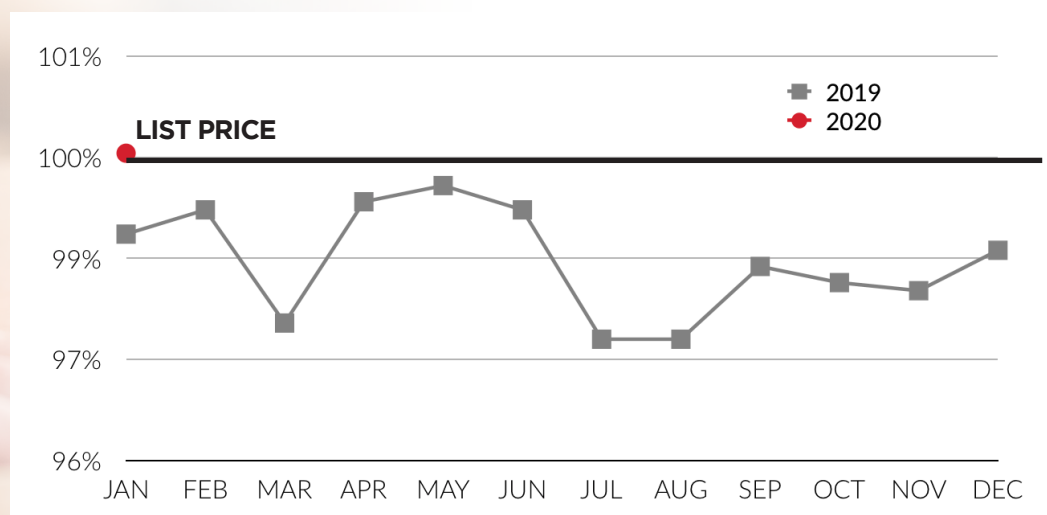
SALE PRICE vs. LIST PRICE RATIO

CENTRE WELLINGTON

YEAR OVER YEAR



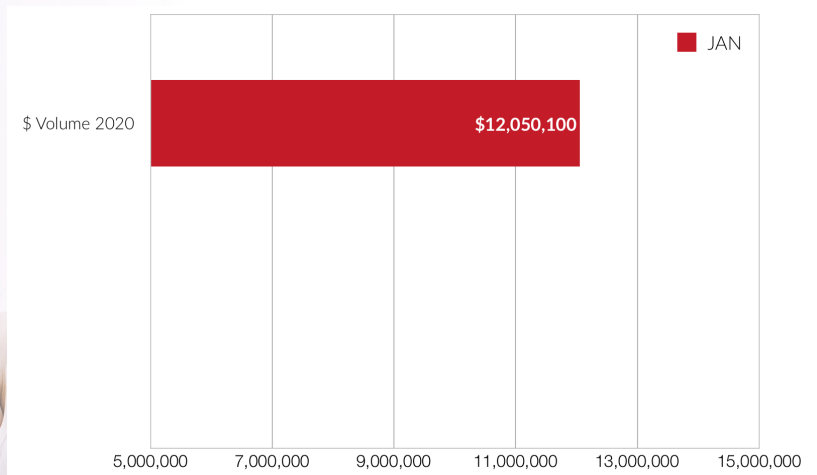
MONTH OVER MONTH 2019 VS. 2020



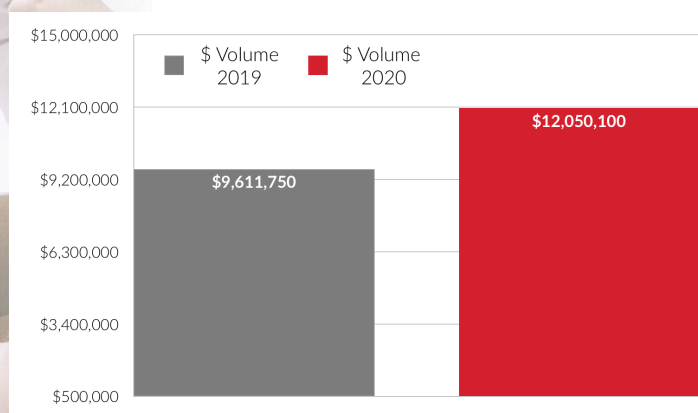
\$ VOLUME SALES

CENTRE WELLINGTON

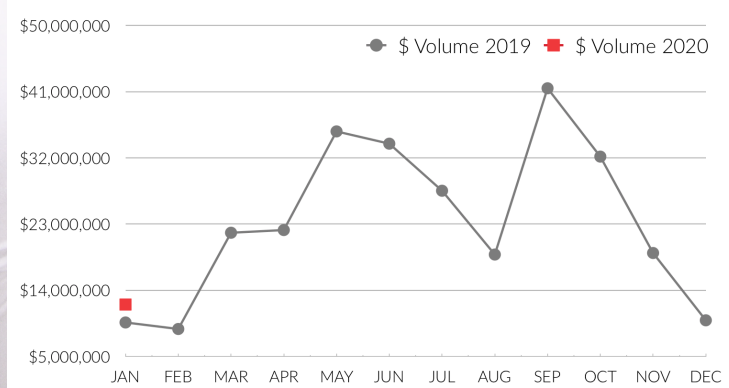
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



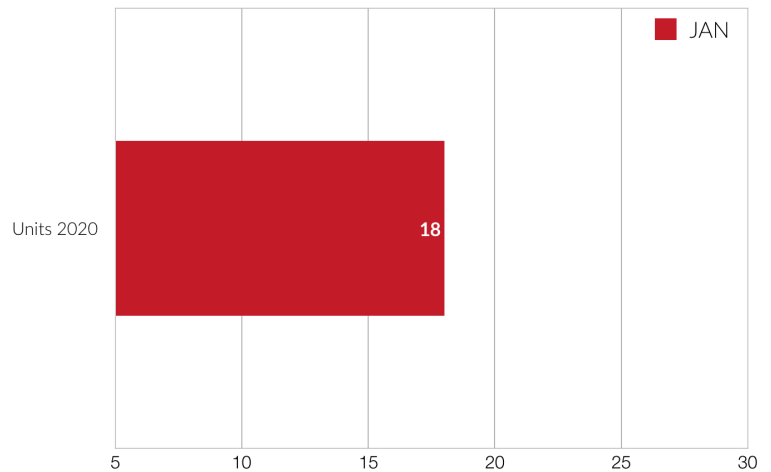
Month vs. Month 2018 vs. 2019



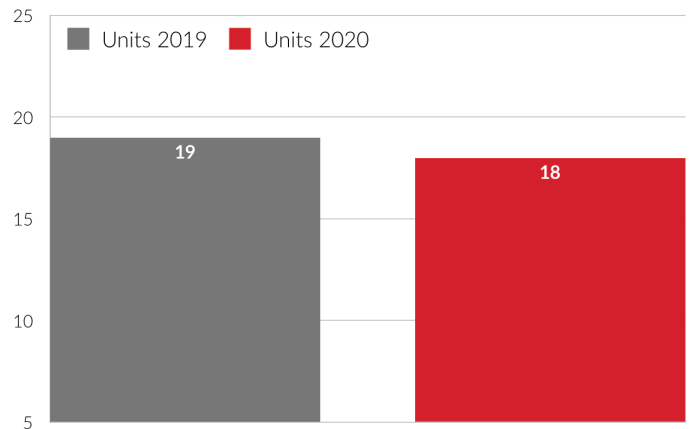
UNIT SALES

CENTRE WELLINGTON

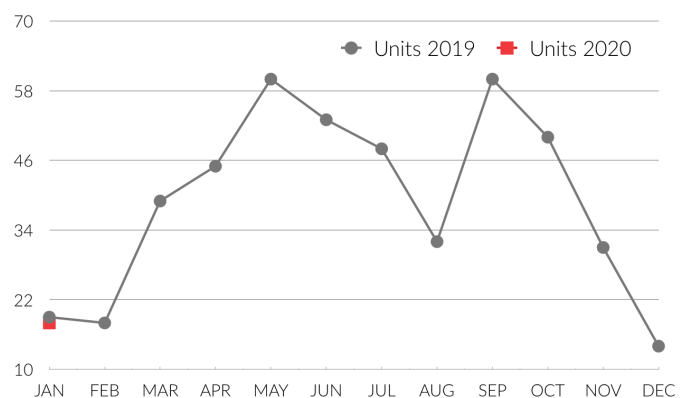
Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020

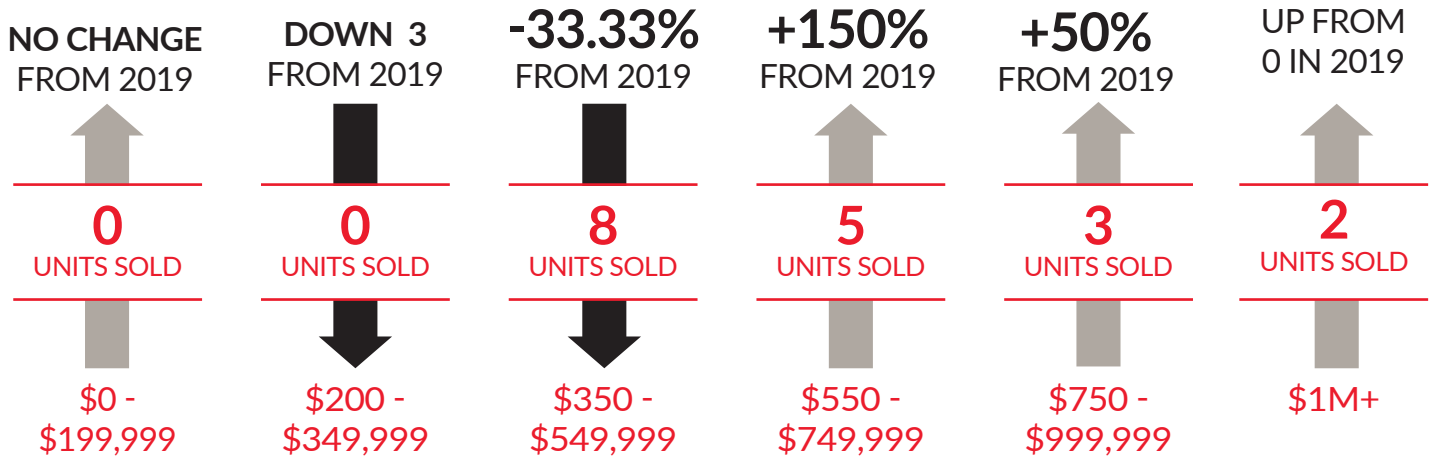


Month vs. Month 2019 vs. 2020



SALES BY PRICE BRACKET

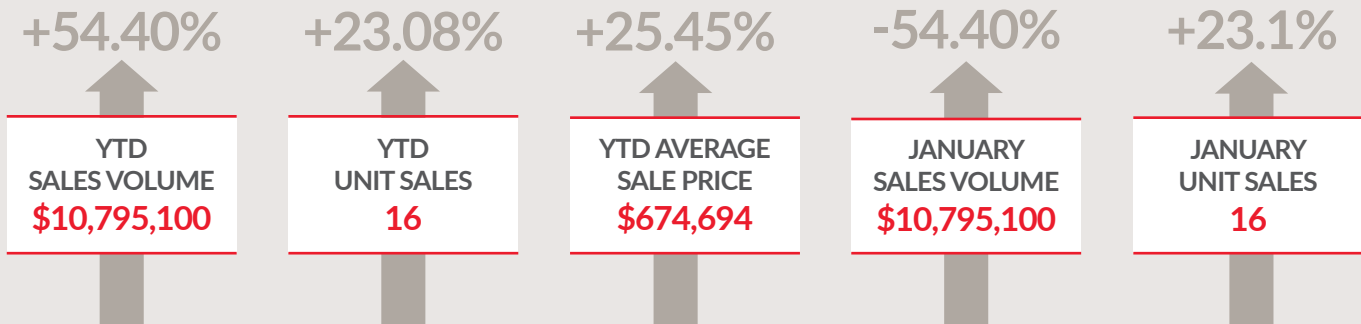
CENTRE WELLINGTON



SALES BY TYPE

CENTRE WELLINGTON

FREEHOLD HOME SALES



CONDOMINIUM HOME SALES

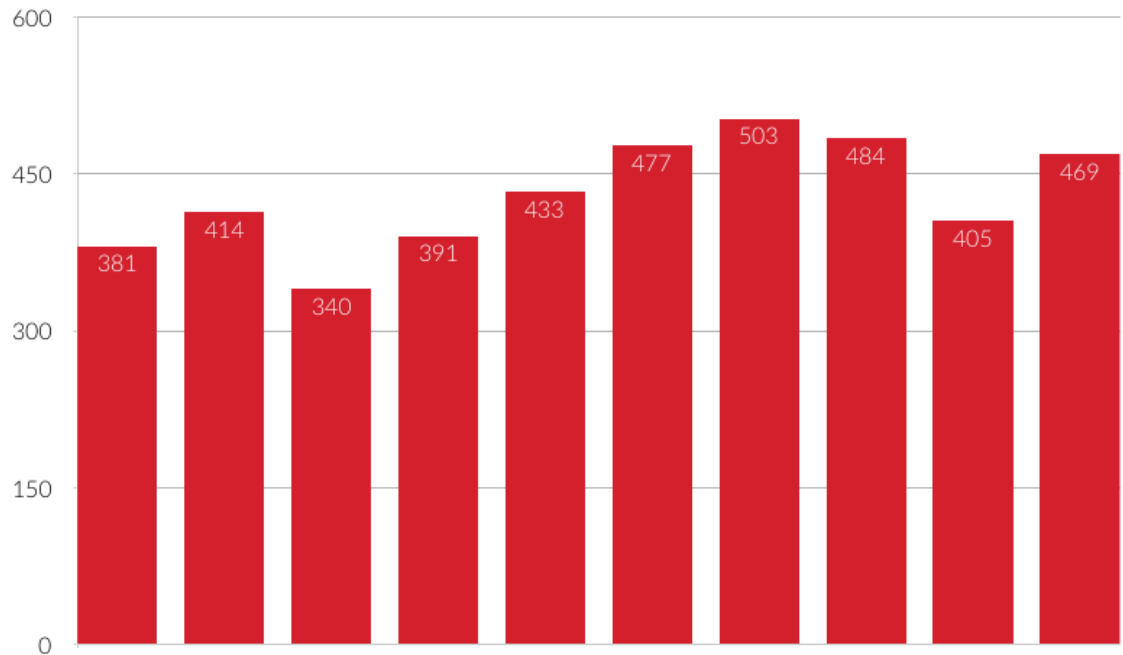


VACANT LAND SALES



10 YEAR MARKET ANALYSIS

UNITS SOLD



2010 - 2019

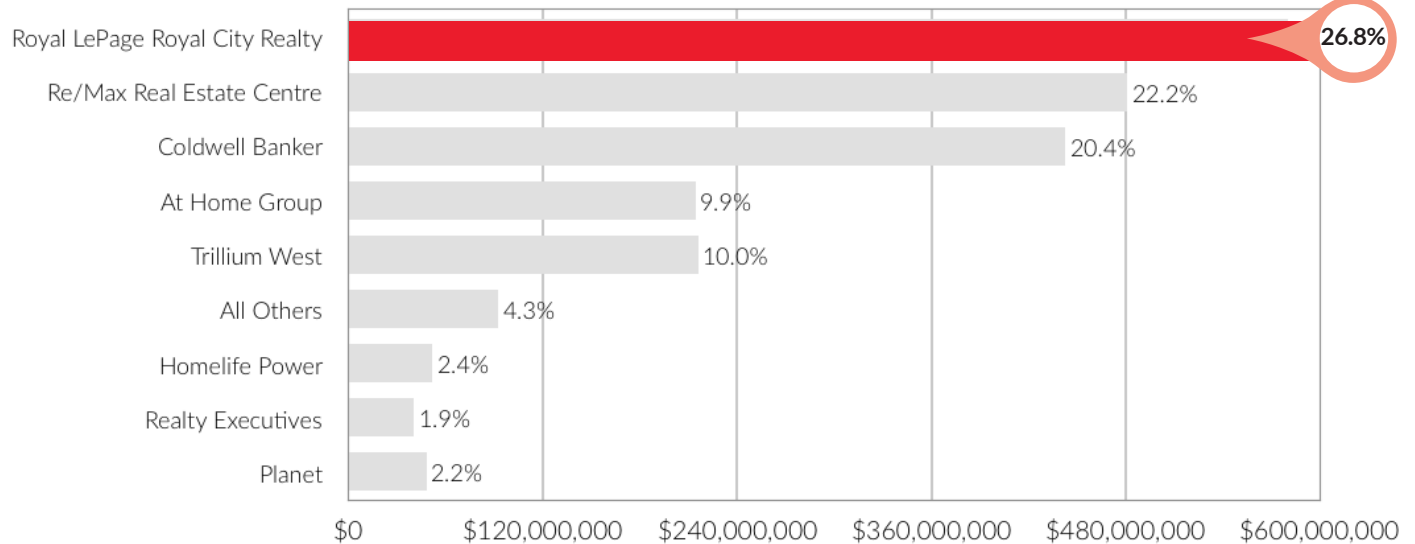


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

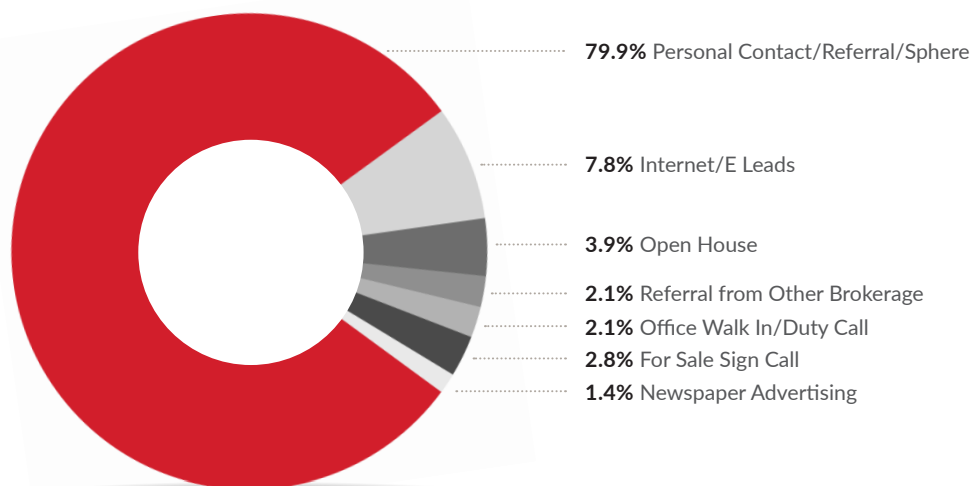
MARKET SHARE BY \$VOLUME

Listing Selling Ends Combined for GUELPH BASED COMPANIES
January - January 2020

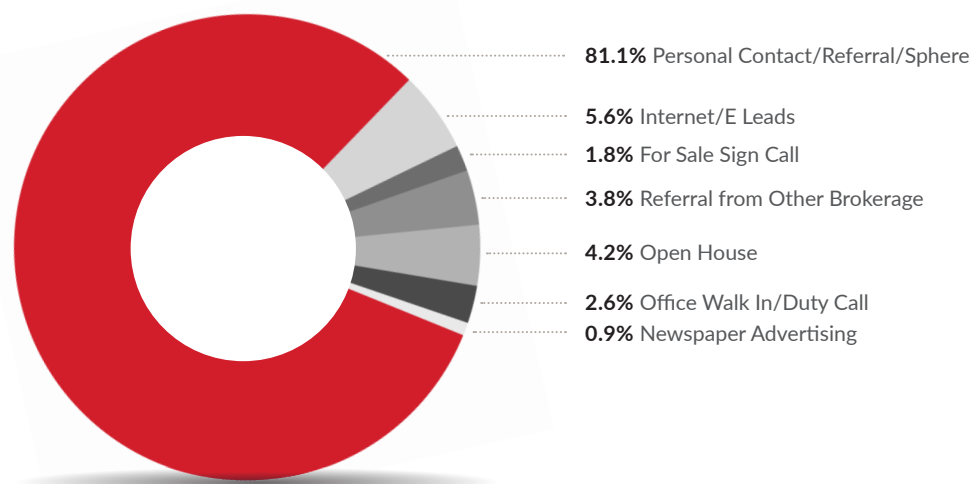


SOURCE OF BUSINESS

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