

WELLINGTON COUNTY REAL ESTATE MARKET REPORT

JANUARY 2020

R-CITY | R-TEAM | R-NUMBERS



WELLINGTON COUNTY OVERVIEW

BALANCED MARKET



YEAR-TO-DATE SALES VOLUME OF \$111,324,044

Up 20.24% from 2019's \$92,587,444. Unit sales of 194 are up 9.6% from 2019's 177, with 340 new listings down 15.21%, and a 57.06% sales/listings ratio up 12.92%.



JANUARY SALES VOLUME OF \$111,324,044

Up 20.24% from 2018's \$92,587,444. Unit sales of 194 are up 9.6% from last January's 177, with 340 new listings down 15.21%, and a 57.06% sales/listing ratio up 12.92%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$576,809

Up from \$523,093 one year ago. Median sale price of \$503,000 up from \$480,000 one year ago. Average days-on-market of 31 is down 11 days from last year.



JANUARY NUMBERS

MEDIAN SALE PRICE +4.79%

\$503,000

SALES VOLUME +20.24%

\$111,324,044

UNIT SALES +9.6%

194

NEW LISTINGS -15.32%

340

EXPIRED LISTINGS -18%

41

UNIT SALES/LISTINGS RATIO +12.92%

57.06%

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

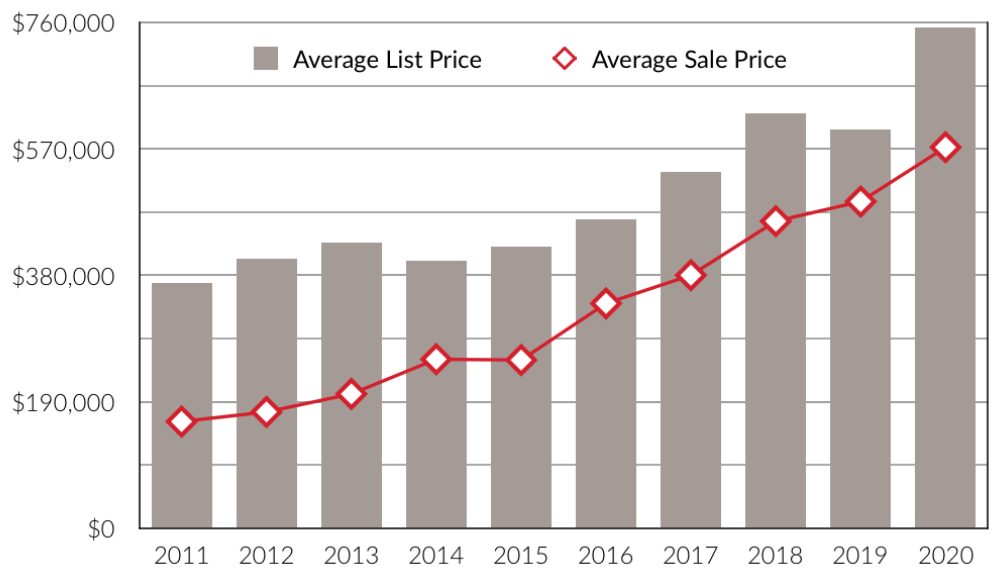
Table 1:
Wellington County MLS Sales and Listing Summary
2017 vs. 2018 vs. 2019

Year-Over-Year	2018	2019	2020	2019-2020
Year-To-Date (YTD) Volume Sales	\$82,602,040	\$92,587,444	\$111,324,044	+20.24%
YTD Unit Sales	164	177	194	+9.6%
YTD New Listings	325	401	340	-15.2%
YTD Sales/Listings Ratio	50.46%	44.14%	57.06%	+12.92%
YTD Expired Listings	40	50	41	-18%
January Volume Sales	\$82,602,040	\$92,587,444	\$111,324,044	+20.24%
January Unit Sales	164	177	194	+9.6%
January New Listings	325	401	340	-15.2%
January Sales/Listings Ratio	50.46%	44.14%	57.06%	+12.92%
January Expired Listings	40	50	41	-18%
YTD Sales: Under \$0-\$199K	1	2	1	-50%
YTD Sales: Under \$200K-\$349K	35	23	17	-26.09%
YTD Sales: Under \$350K-\$549K	94	96	106	+10.42%
YTD Sales: Under \$550K-\$749K	29	37	42	+13.51%
YTD Sales: Under \$750K-\$999K	8	14	15	+7.14%
YTD Sales: \$1M+	3	5	13	+160%
YTD Average Days-On-Market	35	42	31	-26.19%
YTD Average Sale Price	\$503,671	\$523,093	\$576,809	+10.27%
YTD Median Sale Price	\$466,250	\$480,000	\$503,000	+4.79%

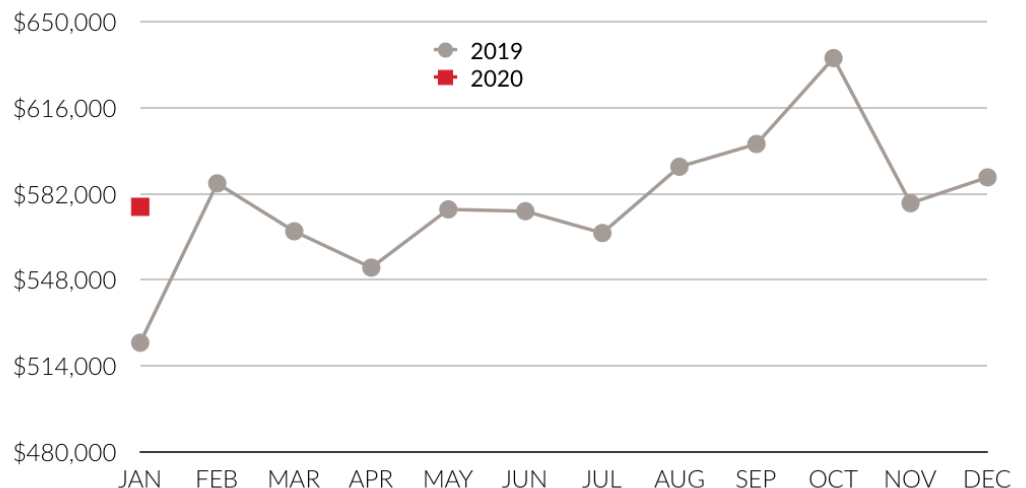
AVERAGE SALE PRICE

WELLINGTON COUNTY

YEAR OVER YEAR



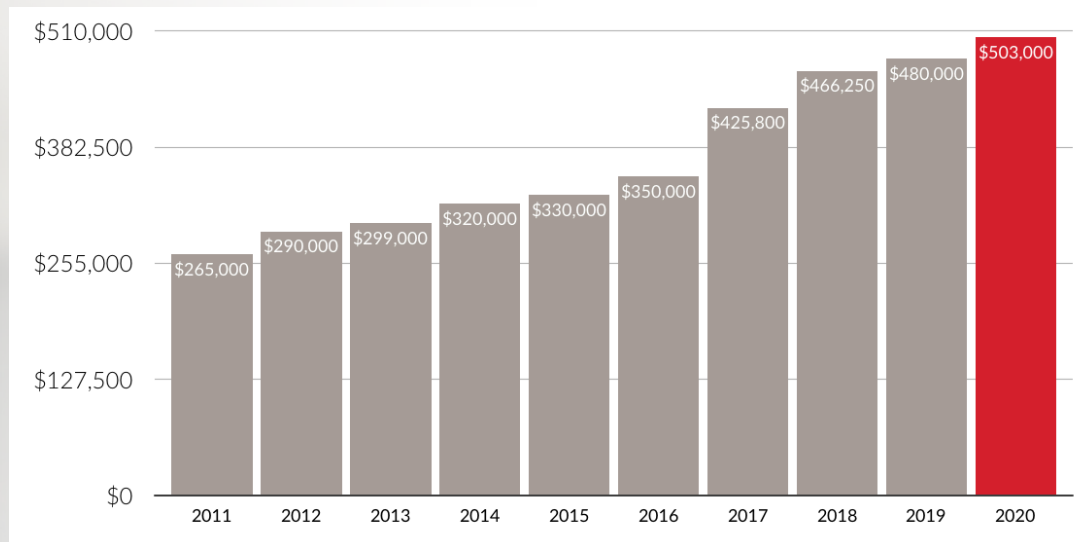
MONTH OVER MONTH 2018 VS. 2019



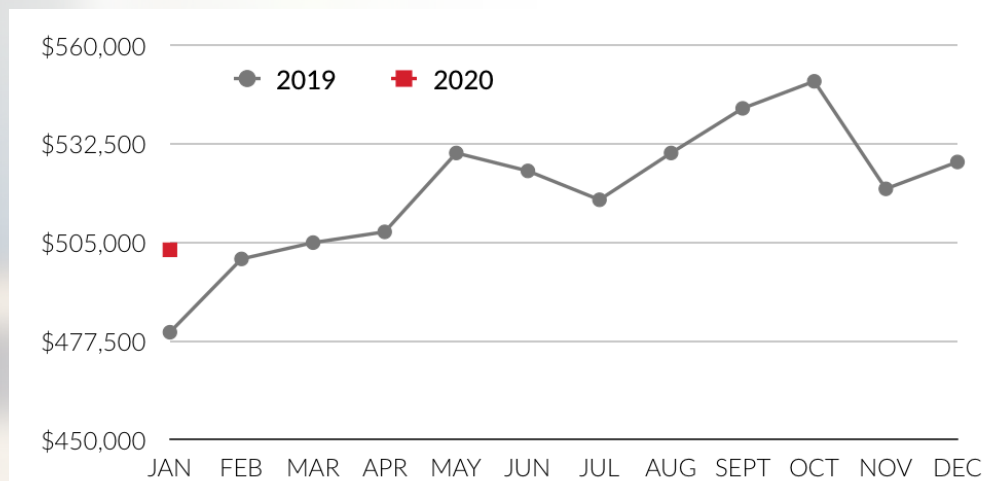
MEDIAN SALE PRICE

WELLINGTON COUNTY

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

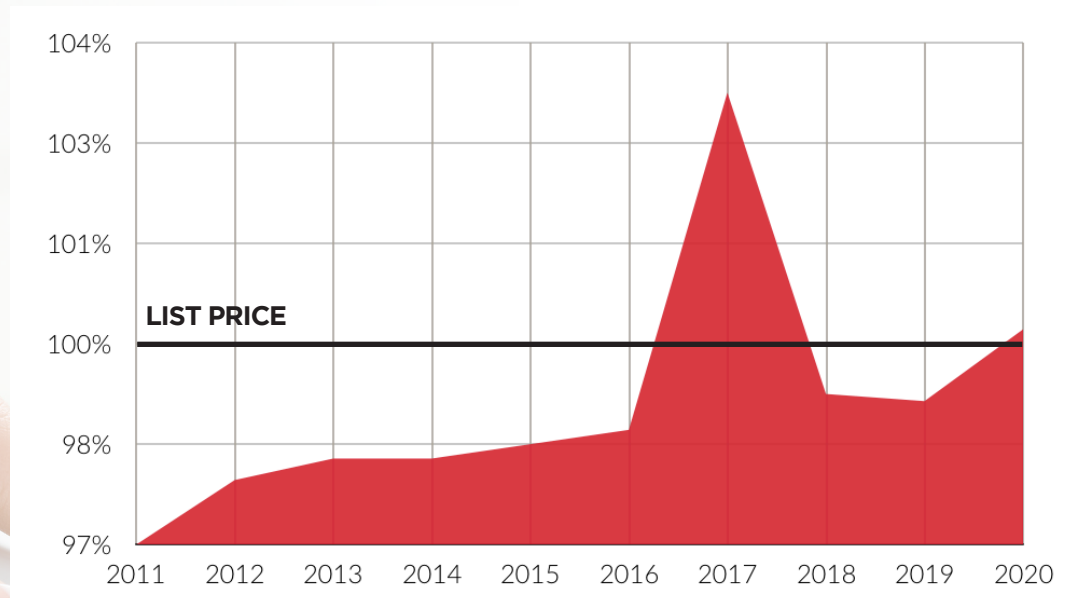


* Median sale price is based on residential sales (including freehold and condominiums).

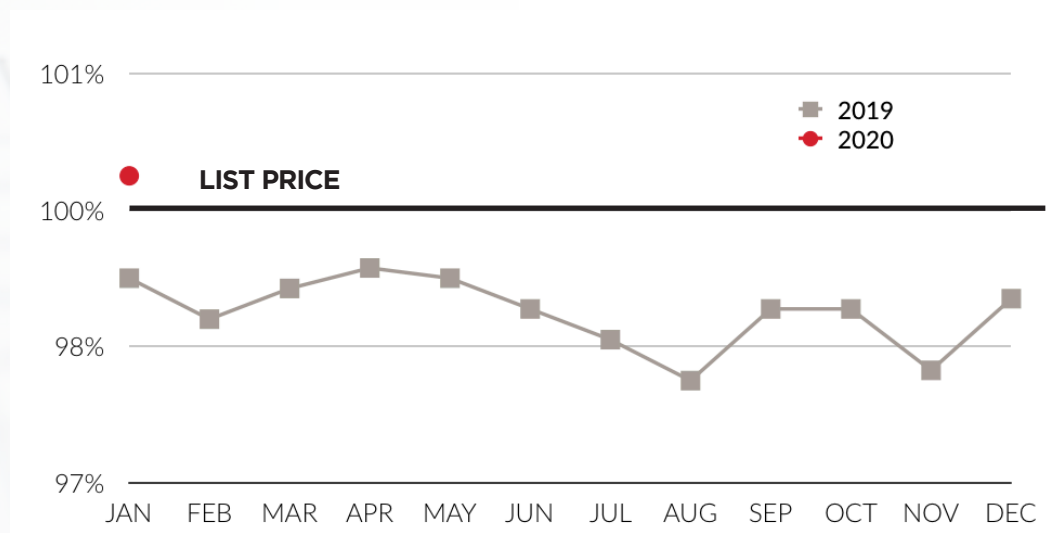
SALE PRICE vs. LIST PRICE RATIO

WELLINGTON COUNTY

YEAR OVER YEAR



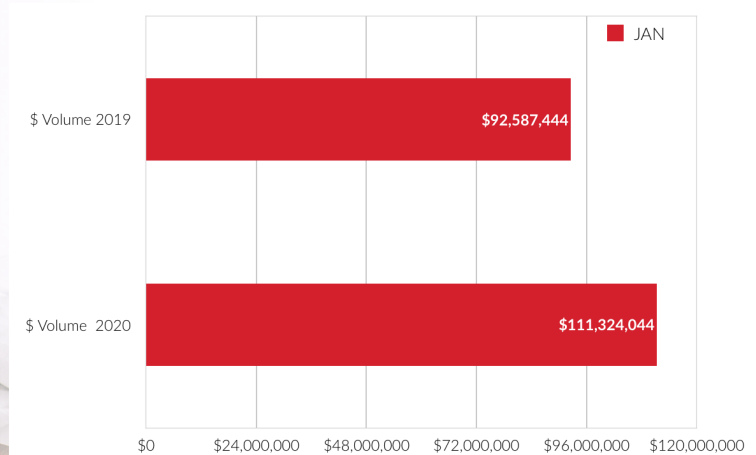
MONTH OVER MONTH 2019 VS. 2020



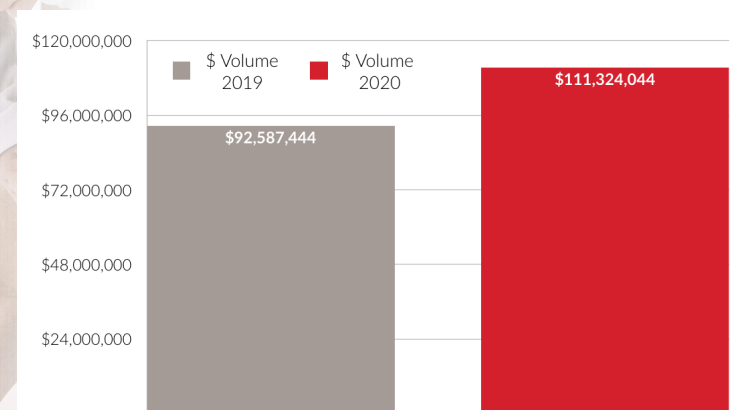
\$ VOLUME SALES

WELLINGTON COUNTY

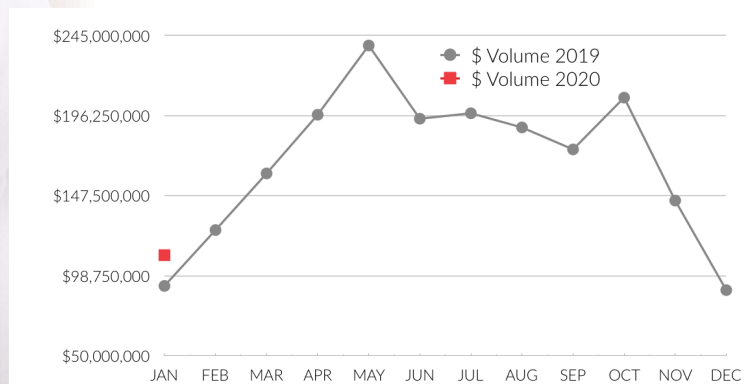
Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020



Month vs. Month 2019 vs. 2020

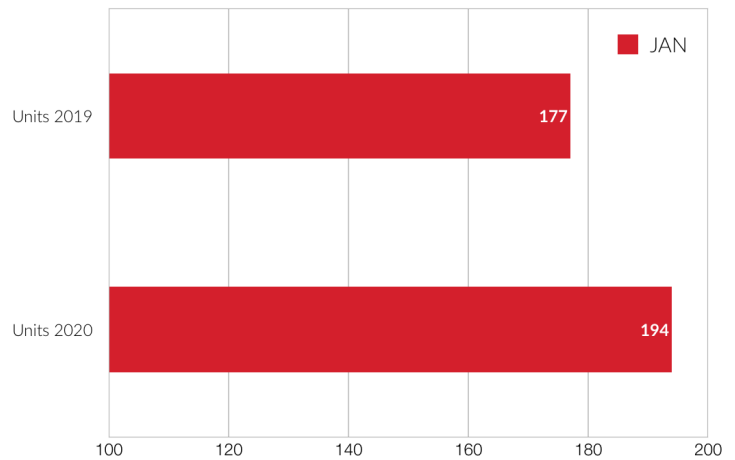




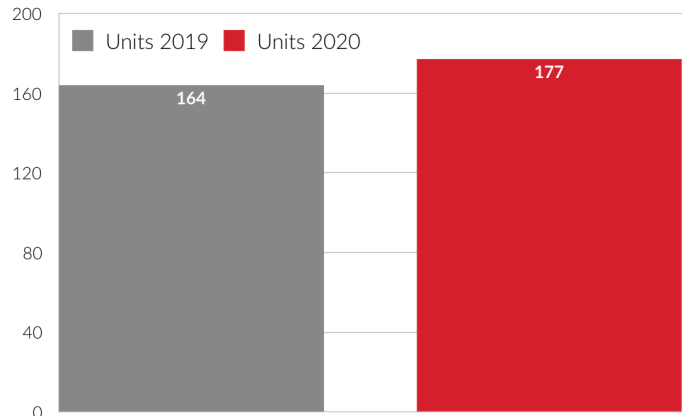
UNIT SALES

WELLINGTON COUNTY

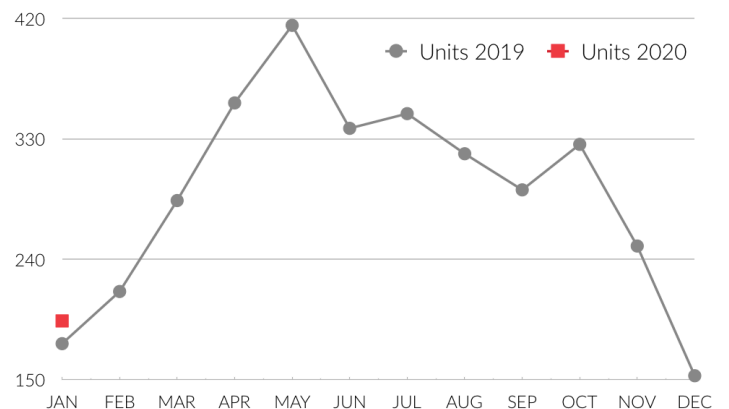
Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020

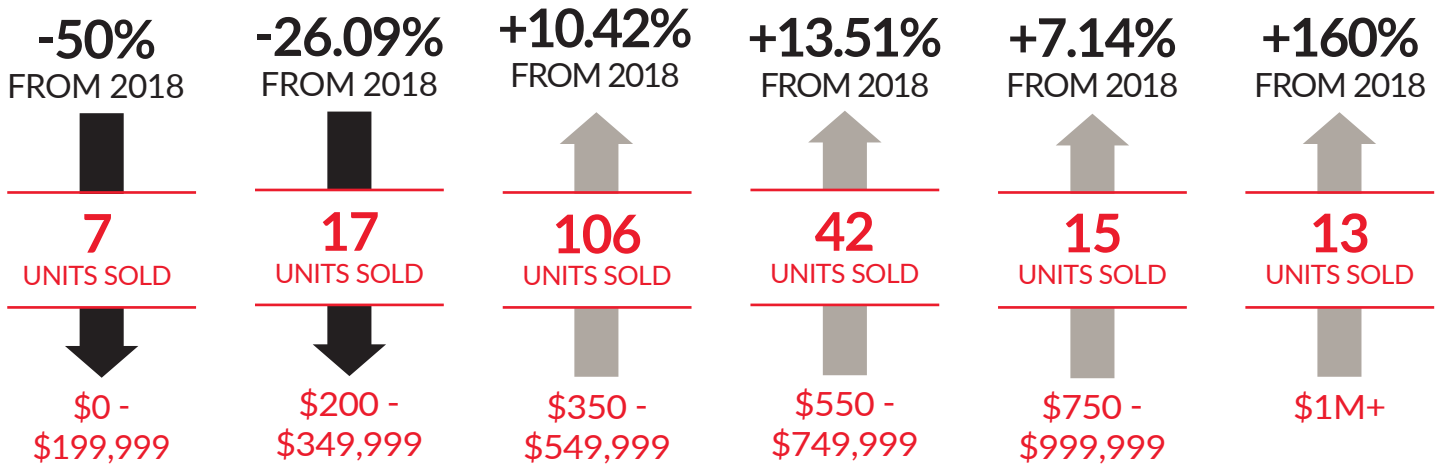


Month vs. Month 2019 vs. 2020



SALES BY PRICE BRACKET

WELLINGTON COUNTY - YEAR TO DATE



SALES BY TYPE

WELLINGTON COUNTY

FREEHOLD HOME SALES

+14.25%

+1.77%

+12.26%

+14.25%

+1.77%

YTD
SALES VOLUME
\$72,079,469

YTD
UNIT SALES
115

YTD AVERAGE
SALE PRICE
\$626,778

JANUARY
SALES VOLUME
\$72,079,469

JANUARY
UNIT SALES
115

CONDOMINIUM HOME SALES

+51.62%

+38.46%

+9.51%

+51.62%

+38.46%

YTD
SALES VOLUME
\$31,172,075

YTD
UNIT SALES
72

YTD AVERAGE
SALE PRICE
\$432,945

JANUARY
SALES VOLUME
\$31,172,075

JANUARY
UNIT SALES
72

VACANT LAND SALES

DOWN FROM
\$830,000

DOWN FROM 0

DOWN FROM
\$415,000

DOWN FROM
\$830,000

DOWN FROM 0

YTD
SALES VOLUME
\$0

YTD
UNIT SALES
0

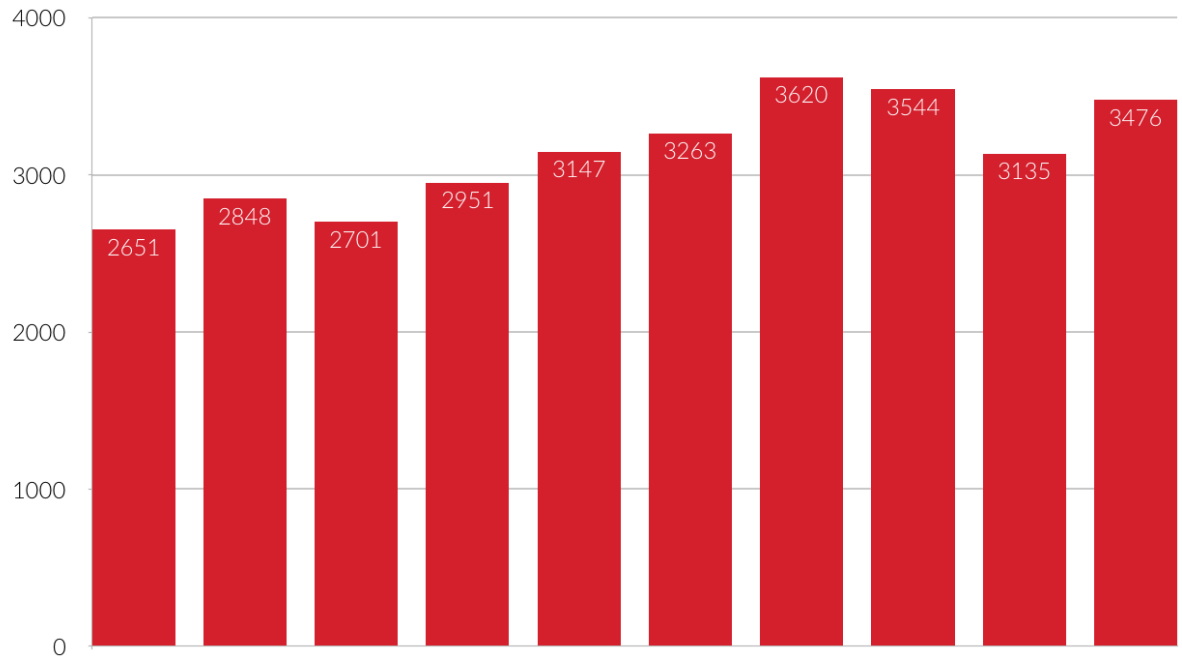
YTD AVERAGE
SALE PRICE
\$0

JANUARY
SALES VOLUME
\$0

JANUARY
UNIT SALES
0

10 YEAR MARKET ANALYSIS

UNITS SOLD



2010 - 2019

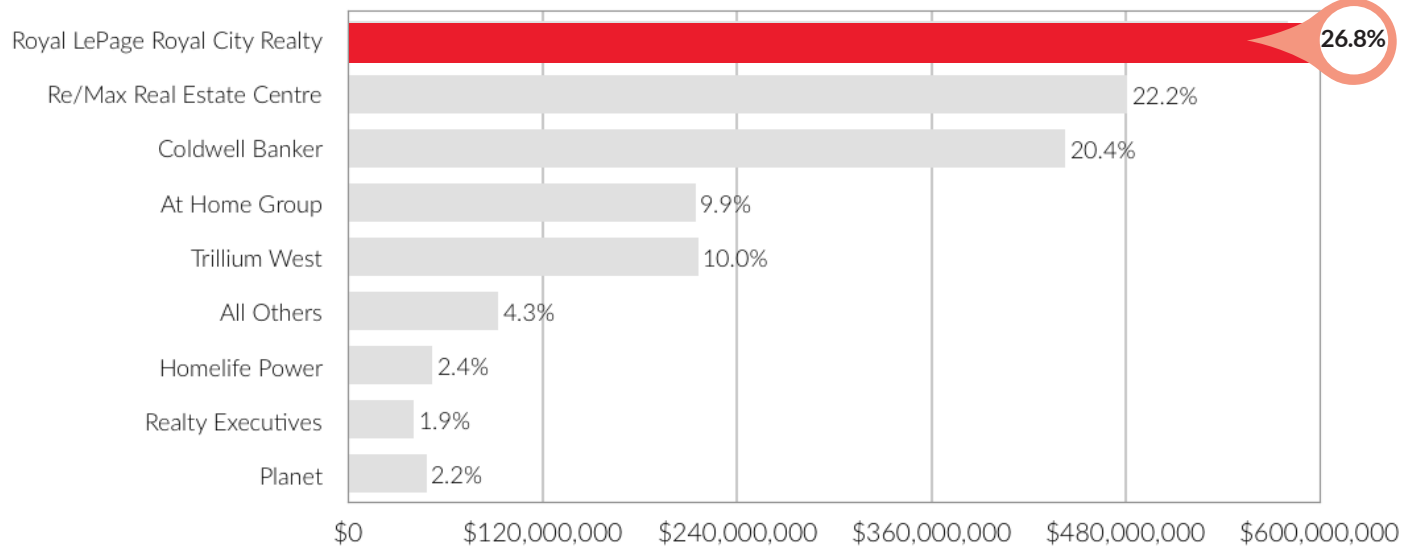


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

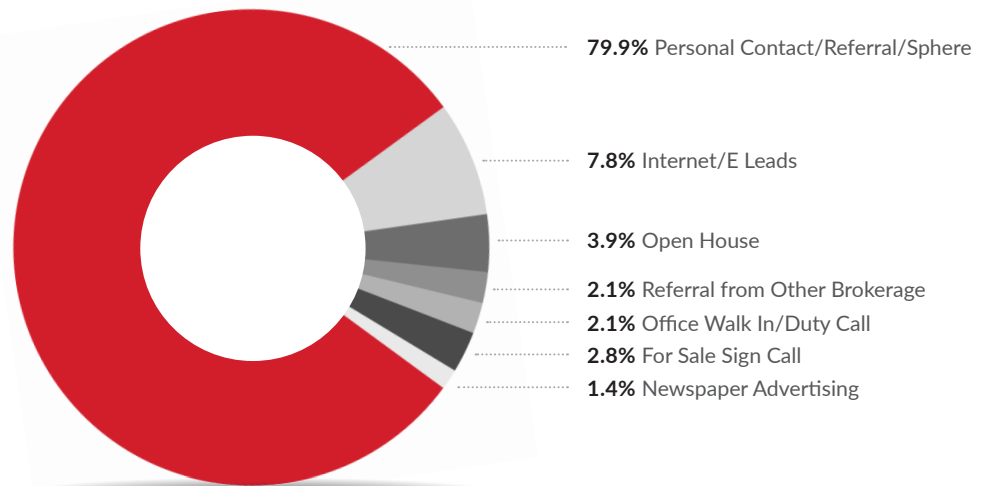
MARKET SHARE BY \$VOLUME

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

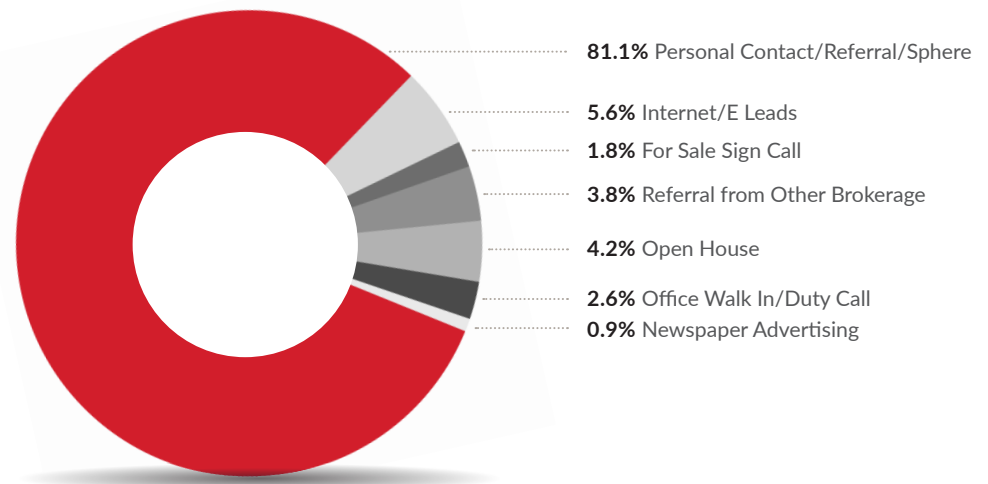


SOURCE OF BUSINESS

SOURCE OF BUYERS 2019 HOW WE'LL FIND YOUR BUYER



SOURCE OF LISTINGS 2019 WHERE OUR LISTINGS COME FROM



OUR LOCATIONS

FIVE CONVENIENT LOCATIONS TO SERVE YOU



FERGUS

T. 519.843.1365

840 Tower Street S., Fergus



GUELPH

T. 519.824.9050

848 Gordon Street, Suite 101, Guelph



ROCKWOOD

T. 519.856.9922

118 Main Street S., Rockwood



GUELPH

T. 519.821.6191

214 Speedvale Ave W., Guelph



GUELPH (COMMERCIAL)

T. 519.821.6191

1467 Gordon Street Unit L1, Guelph