

CENTRE WELLINGTON REAL ESTATE MARKET REPORT

FEBRUARY 2020

R-CITY | R-TEAM | R-NUMBERS



CENTRE WELLINGTON OVERVIEW

SELLER'S MARKET

A LACK OF INVENTORY AND A SIGNIFICANT INCREASE IN SALES ACTIVITY CONTRIBUTED TO LARGE YEAR OVER YEAR PRICE GAINS THIS MONTH.



YEAR-TO-DATE SALES VOLUME OF \$31,869,219

Up **73.81%** from 2019's \$18,336,150. Unit Sales of **48** are up **29.73%** from 2019's **37**, with **85** new listings down **7.61%**, and a **56.47%** sales/listings ratio up **16.25%**.



FEBRUARY SALES VOLUME OF \$19,819,119

Up **127.17%** from 2019's \$8,724,400. Unit sales of **30** are up **66.67%** from last February's **18**, with **48** new listings down **9.43%**, and a **56.6%** sales/listings ratio up **2.06%**.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$647,819

Up from \$495,286 one year ago. Median sale price **\$584,130** up from \$482,475 one year ago. Average days-on-market of **34** is down **12** days from last year.



FEBRUARY NUMBERS

MEDIAN SALE PRICE +31.19%

\$613,130

SALES VOLUME +127.17%

\$19,819,119

UNIT SALES +66.67%

30

NEW LISTINGS -9.43%

48

EXPIRED LISTINGS +200%

6

UNIT SALES/LISTINGS RATIO +2.06%

56.6%

Year over year comparison
(February 2019 to February 2020)

*Year-to-date (YTD): is a period starting from the beginning of the current calendar year and continuing up to the present day (February - 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
2018 vs. 2019 vs. 2020

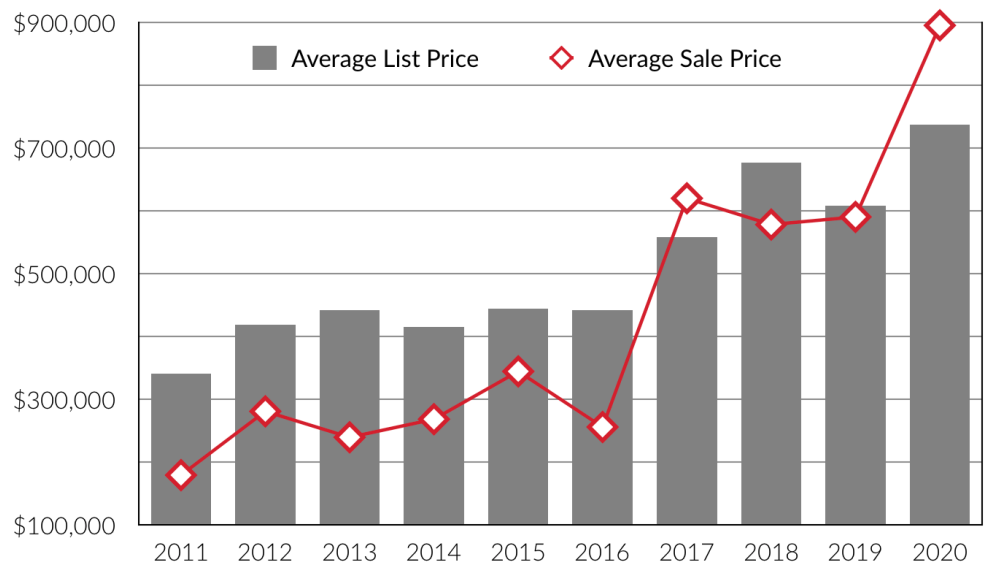
Year-Over-Year	2018	2019	2020	2019 -2020
Year-To-Date (YTD) Volume Sales	\$22,213,300	\$18,336,150	\$31,869,219	+73.81%
YTD Unit Sales	45	37	48	+29.73%
YTD New Listings	71	92	85	-7.61%
YTD Sales/Listings Ratio	63.38%	40.22%	56.47%	+16.25%
YTD Expired Listings	14	6	11	+83.33%
February Volume Sales	\$13,224,100	\$8,724,400	\$19,819,119	+127.17%
February Unit Sales	25	18	30	+66.67%
February New Listings	33	53	48	-9.43%
February Sales/Listings Ratio	54.35%	54.55%	56.60%	+2.06%
February Expired Listings	5	2	6	+200%
YTD Sales: Under \$0-\$199K	1	1	2	+100.00%
YTD Sales: Under \$200K-\$349K	6	5	1	-80%
YTD Sales: Under \$350K-\$549K	27	22	17	-22.73%
YTD Sales: Under \$550K-\$749K	7	5	15	+200%
YTD Sales: Under \$750K-\$999K	2	4	8	+100%
YTD Sales: \$1M+	2	0	6	Up from zero
YTD Average Days-On-Market	30.50	46	34	26.09%
YTD Average Sale Price	\$489,212	\$495,286	\$647,819	+30.80%
YTD Median Sale Price	\$449,250	\$482,475	\$584,130	+21.07%

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

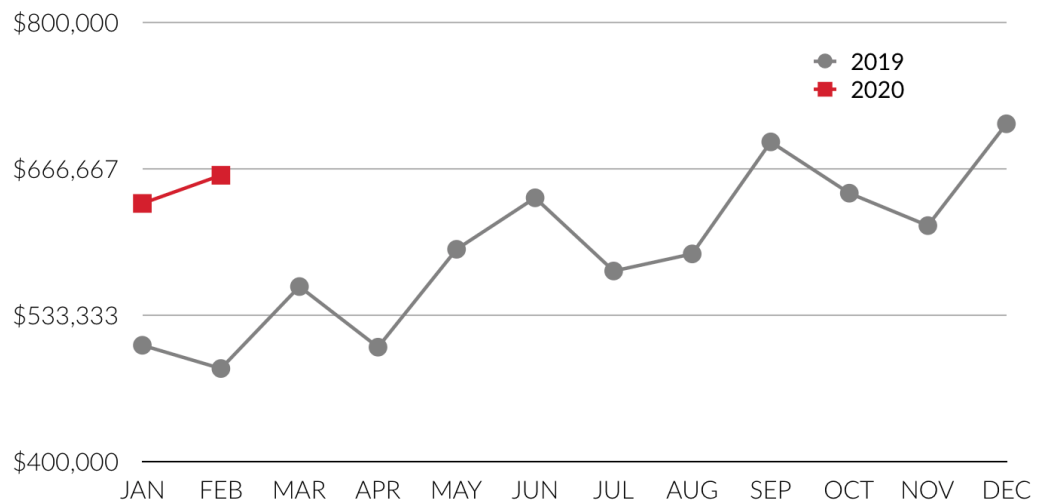
AVERAGE SALE PRICE

CENTRE WELLINGTON

YEAR OVER YEAR



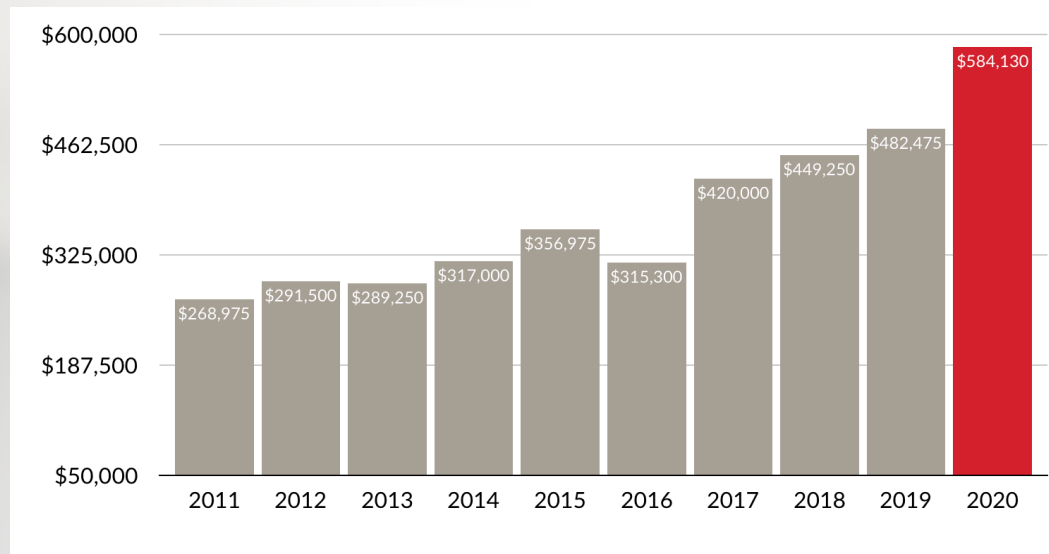
MONTH OVER MONTH 2019 VS. 2020



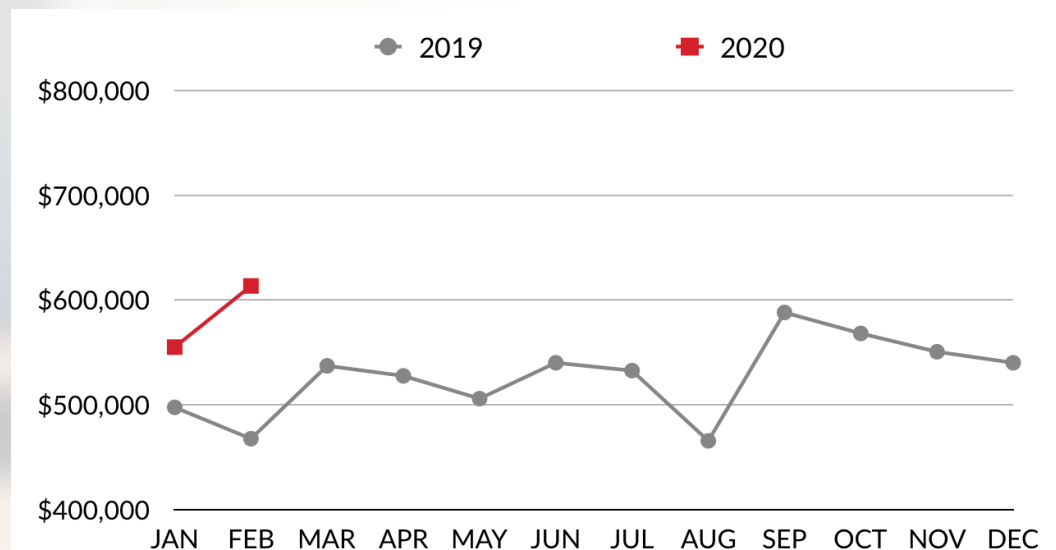
MEDIAN SALE PRICE

CENTRE WELLINGTON

YEAR OVER YEAR



MONTH OVER MONTH 2019 VS. 2020

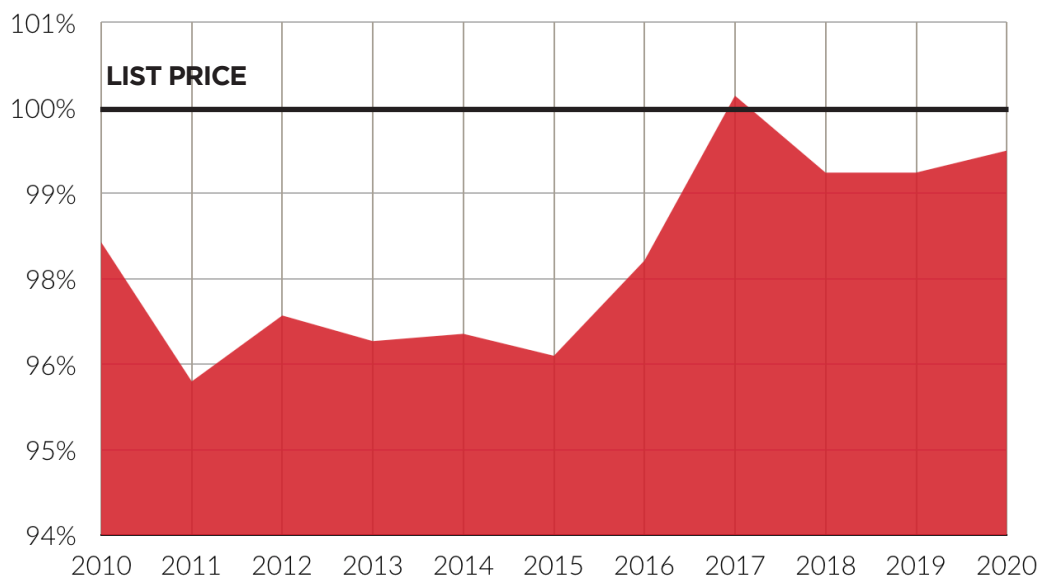


* Median sale price is based on residential sales (including freehold and condominiums).

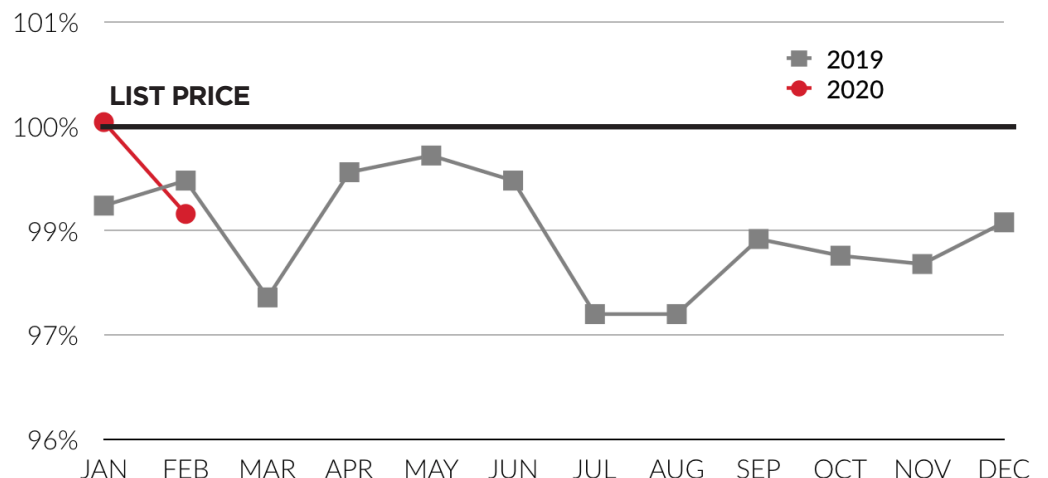
SALE PRICE vs. LIST PRICE RATIO

CENTRE WELLINGTON

YEAR OVER YEAR



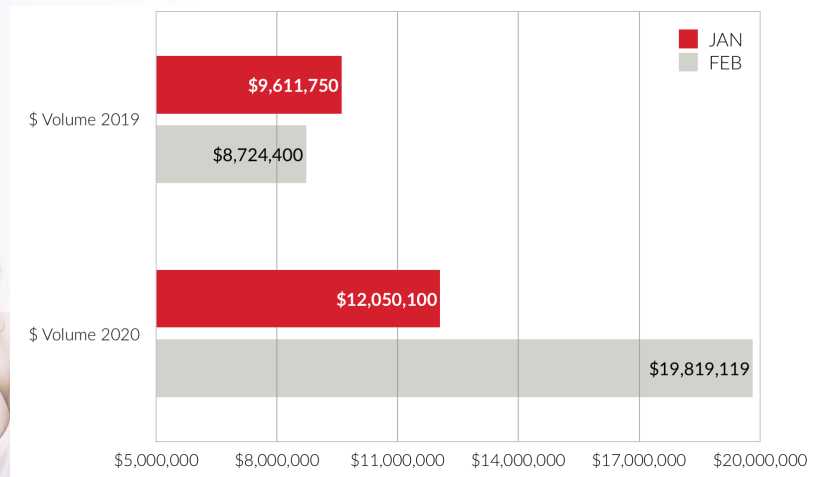
MONTH OVER MONTH 2019 VS. 2020



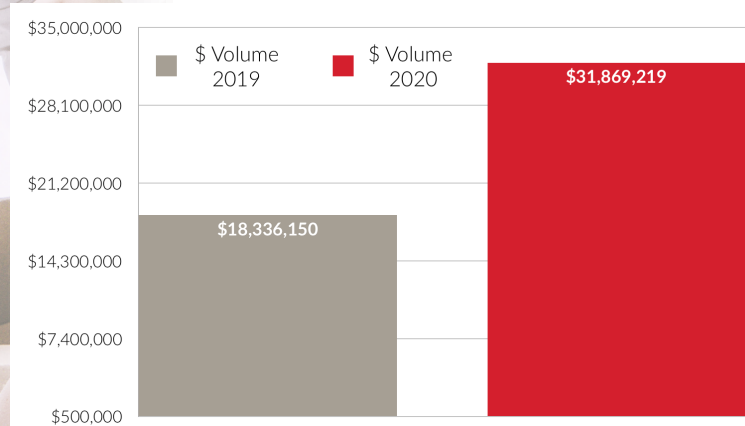
\$ VOLUME SALES

CENTRE WELLINGTON

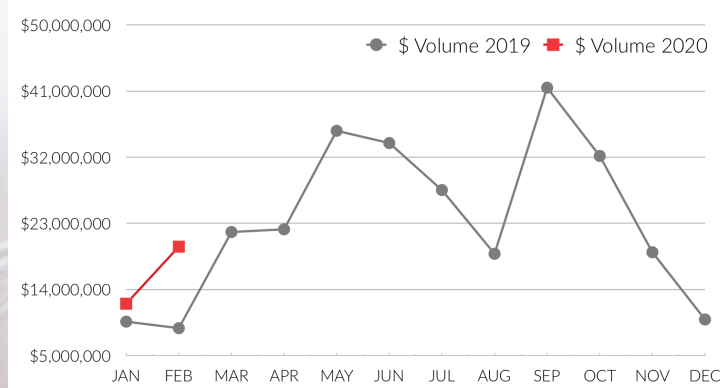
Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020



Month vs. Month 2019 vs. 2020

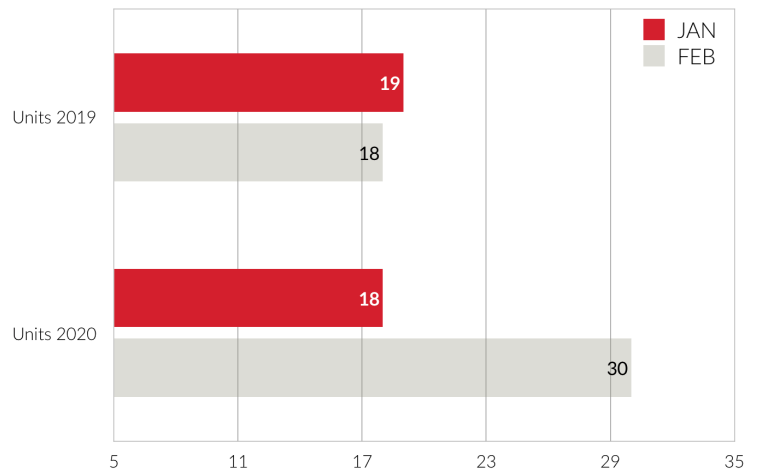




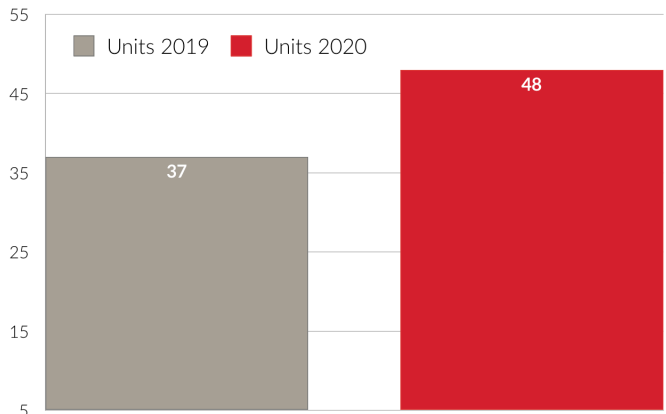
UNIT SALES

CENTRE WELLINGTON

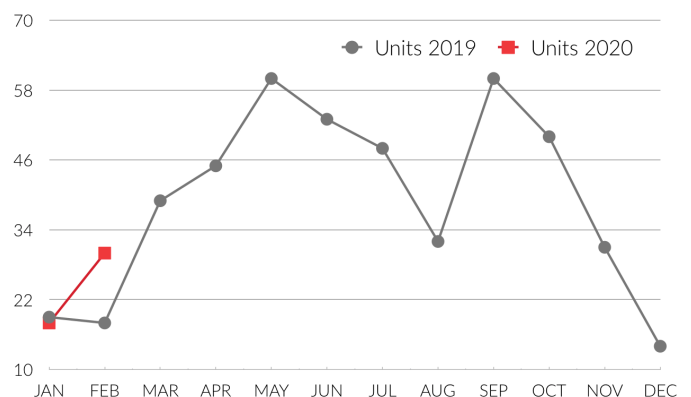
Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020

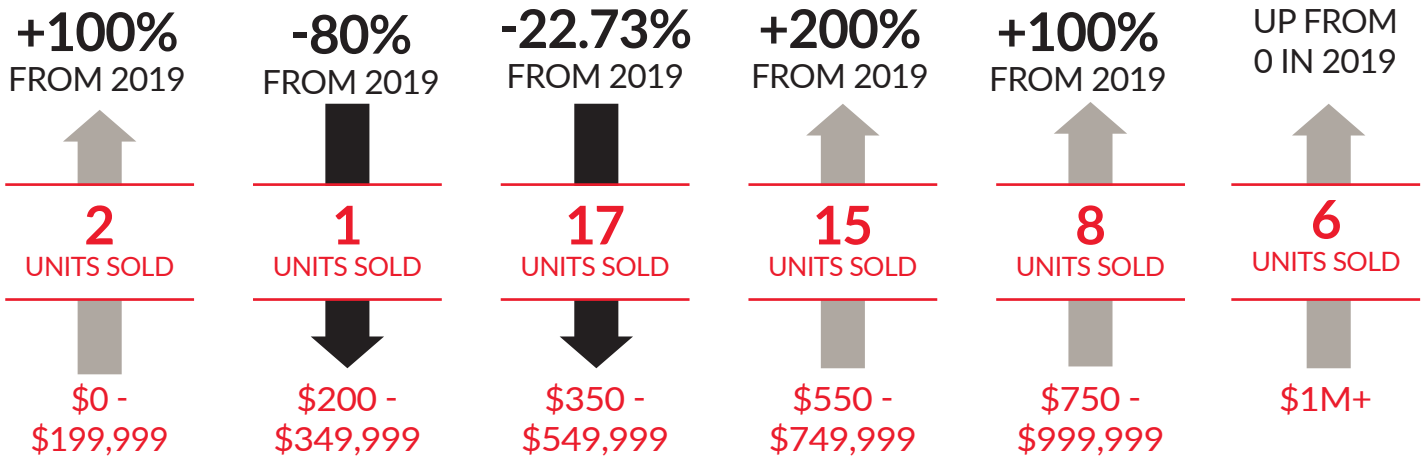


Month vs. Month 2019 vs. 2020



SALES BY PRICE BRACKET

CENTRE WELLINGTON



SALES BY TYPE

CENTRE WELLINGTON

FREEHOLD HOME SALES

+106.4%

YTD
SALES VOLUME
\$29,901,219

+57.14%

YTD
UNIT SALES
44

+31.35%

YTD AVERAGE
SALE PRICE
\$679,573

+154.91%

FEBRUARY
SALES VOLUME
\$19,106,119

+86.7%

FEBRUARY
UNIT SALES
28

CONDOMINIUM HOME SALES

+66.45%

YTD
SALES VOLUME
\$825,000

-66.67%

YTD
UNIT SALES
2

+0.64%

YTD AVERAGE
SALE PRICE
\$412,500

DOWN FROM
\$1,229,200 IN 2019

FEBRUARY
SALES VOLUME
\$0

DOWN FROM
3 IN 2019

FEBRUARY
UNIT SALES
0

VACANT LAND SALES

THERE WERE NO LAND SALES IN 2019 TO COMPARE TO.

YTD
SALES VOLUME
\$713,000

YTD
UNIT SALES
2

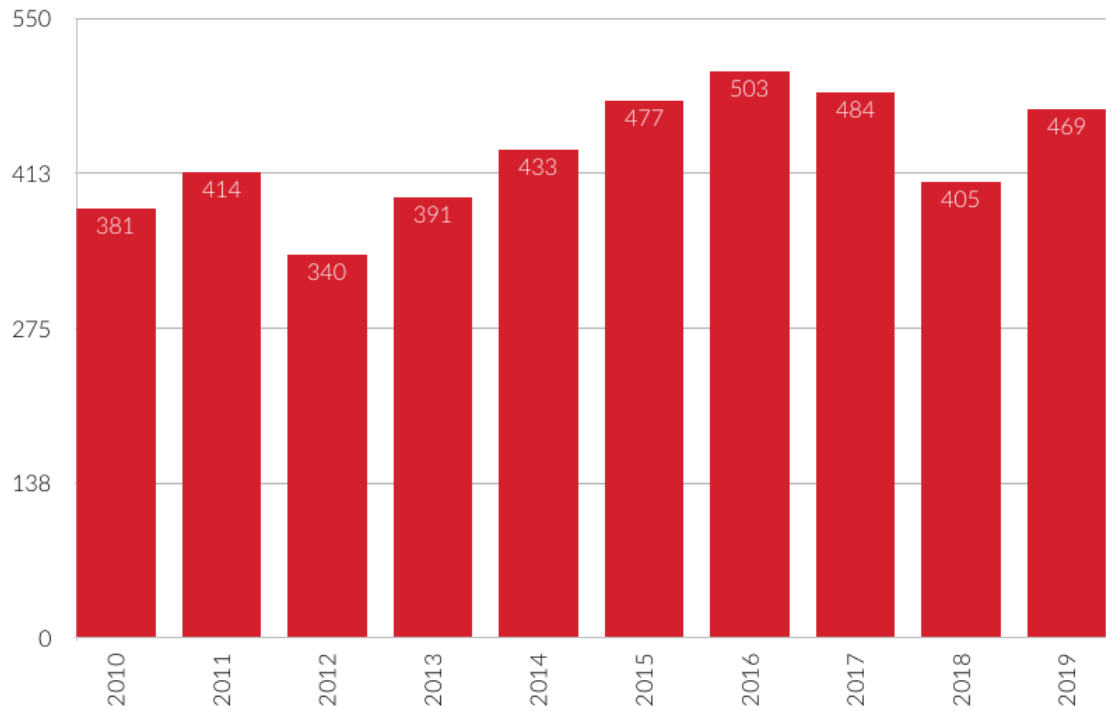
YTD AVERAGE
SALE PRICE
\$356,500

FEBRUARY
SALES VOLUME
\$713,000

FEBRUARY
UNIT SALES
2

10 YEAR MARKET ANALYSIS

UNITS SOLD

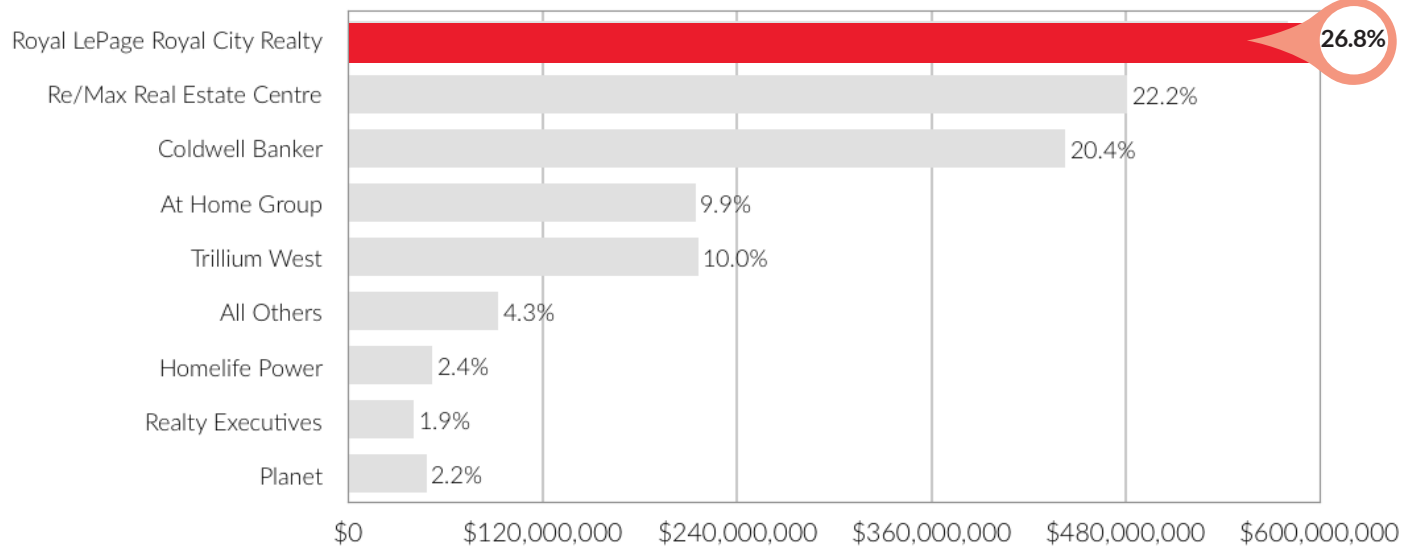


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

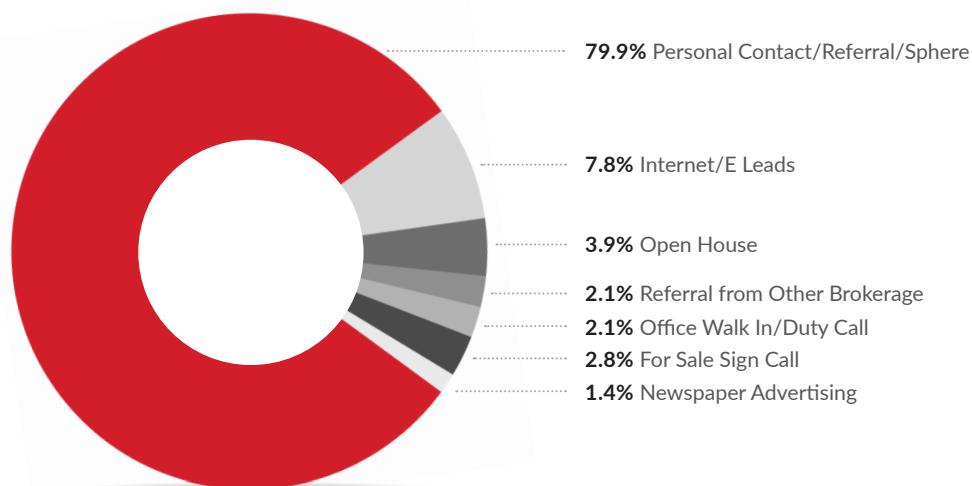
MARKET SHARE BY \$VOLUME

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

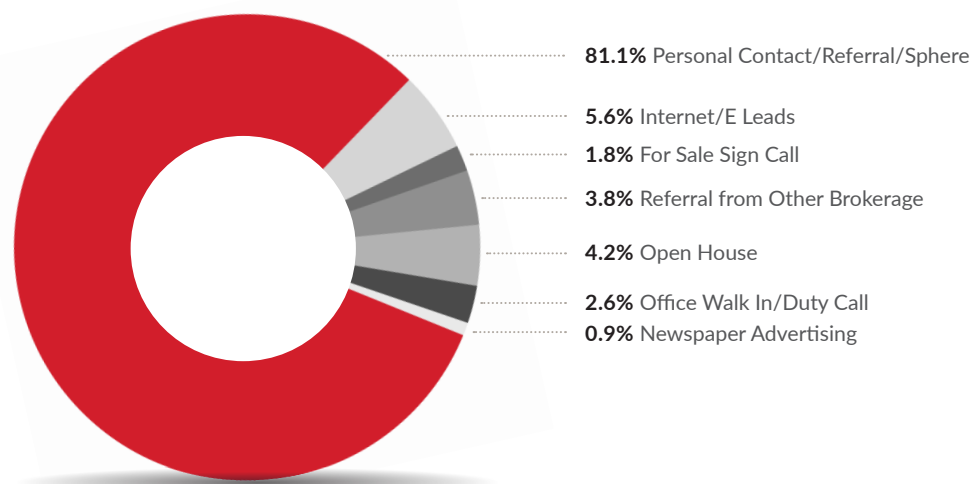


SOURCE OF BUSINESS

SOURCE OF BUYERS 2019 HOW WE'LL FIND YOUR BUYER



SOURCE OF LISTINGS 2019 WHERE OUR LISTINGS COME FROM



OUR LOCATIONS

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