

CENTRE WELLINGTON REAL ESTATE MARKET REPORT

MARCH 2020

R-CITY | R-TEAM | R-NUMBERS



CENTRE WELLINGTON OVERVIEW

BALANCED MARKET

LISTING ACTIVITY HAS PICKED UP TO EVEN OUT WITH THE CONTINUED INCREASE IN DEMAND.



YEAR-TO-DATE SALES VOLUME OF \$59,273,119

Up 47.63% from 2019's \$40,149,905. Unit Sales of 93 are up 22.37% from 2019's 76, with 166 new listings up 12.16%, and a 56.02% sales/listings ratio up 4.67%.



MARCH SALES VOLUME OF \$26,826,400

Up 22.98% from 2019's \$21,813,755. Unit sales of 44 are up 12.82% from last March's 39, with 81 new listings up 44.64%, and a 54.32% sales/listings ratio down 0.22%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$644,449

Up from \$516,633 one year ago. Median sale price \$575,000 up from \$497,450 one year ago. Average days-on-market of 31.33 is down 11.34 days from last year.



MARCH NUMBERS

MEDIAN SALE PRICE +7.06%

\$575,000

SALES VOLUME +22.98%

\$26,826,400

UNIT SALES +12.82%

44

NEW LISTINGS +44.64%

81

EXPIRED LISTINGS -10%

9

UNIT SALES/LISTINGS RATIO -0.22%

54.32%

Year over year comparison
(March 2019 to March 2020)

*Year-to-date (YTD): is a period starting from the beginning of the current calendar year and continuing up to the present day (March - 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 | \$39,225,400 | \$40,149,905 | \$59,273,119 | +47.63% |
| YTD Unit Sales | 74 | 76 | 93 | +22.37% |
| YTD New Listings | 117 | 148 | 166 | +12.16% |
| YTD Sales/Listings Ratio | 63.25% | 51.35% | 56.02% | +4.67% |
| YTD Expired Listings | 22 | 16 | 19 | +18.8% |
| March Volume Sales | \$17,012,100 | \$21,813,755 | \$26,826,400 | +22.98% |
| March Unit Sales | 29 | 39 | 44 | +12.82% |
| March New Listings | 46 | 56 | 81 | +44.64% |
| March Sales/Listings Ratio | 54.35% | 54.55% | 54.32% | -0.22% |
| March Expired Listings | 8 | 10 | 9 | -10% |
| YTD Sales: Under \$0-\$199K | 2 | 3 | 3 | No Change |
| YTD Sales: Under \$200K-\$349K | 7 | 8 | 4 | -50% |
| YTD Sales: Under \$350K-\$549K | 40 | 37 | 35 | -5.41% |
| YTD Sales: Under \$550K-\$749K | 15 | 20 | 29 | +45% |
| YTD Sales: Under \$750K-\$999K | 8 | 5 | 13 | +160% |
| YTD Sales: \$1M+ | 2 | 3 | 9 | +200% |
| YTD Average Days-On-Market | 32.33 | 42.67 | 31.33 | -26.56% |
| YTD Average Sale Price | \$521,683 | \$516,633 | \$644,449 | +24.74% |
| YTD Median Sale Price | \$476,000 | \$497,450 | \$575,000 | +15.59% |

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

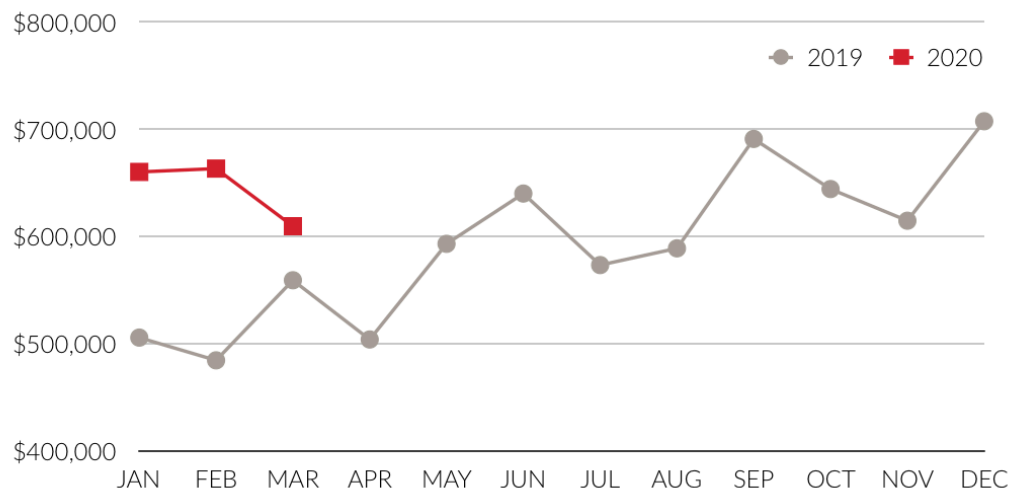
AVERAGE SALE PRICE

CENTRE WELLINGTON

YEAR OVER YEAR



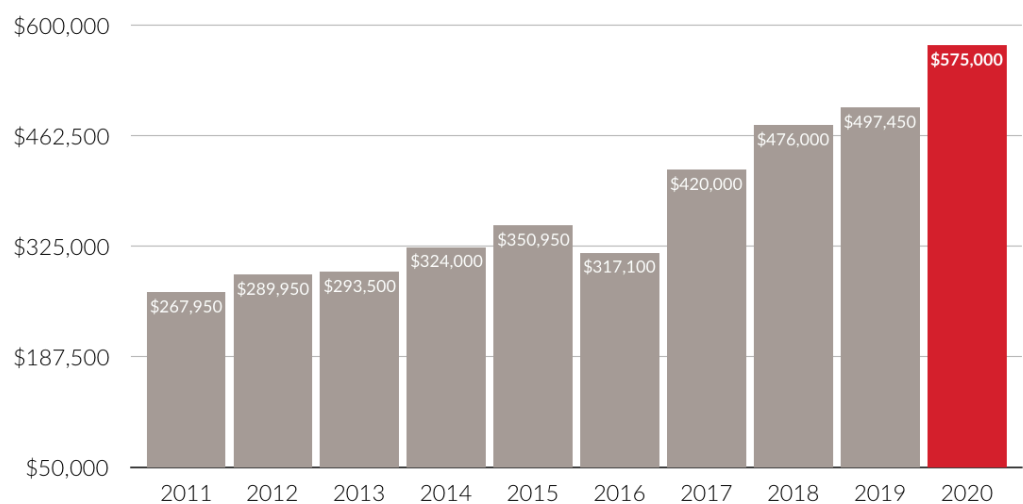
MONTH OVER MONTH 2019 VS. 2020



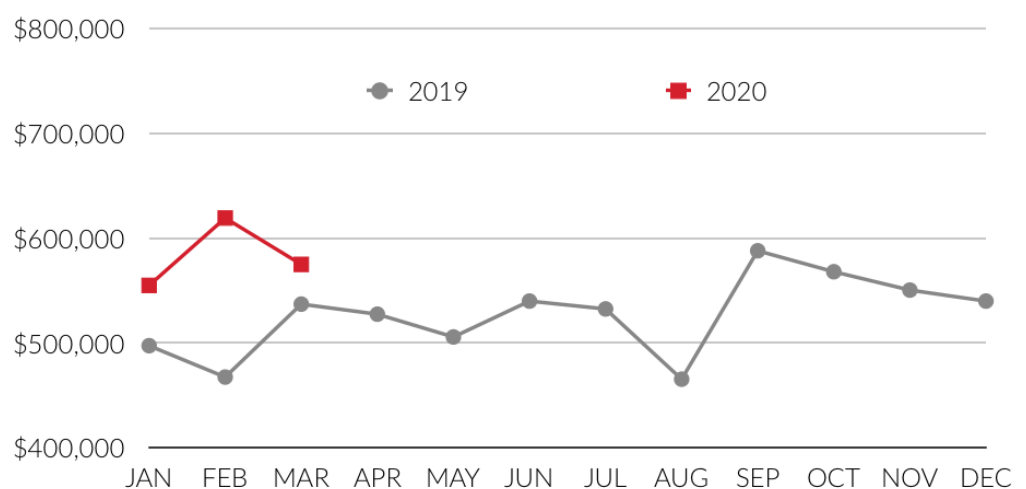
MEDIAN SALE PRICE

CENTRE WELLINGTON

YEAR OVER YEAR



MONTH OVER MONTH 2019 VS. 2020

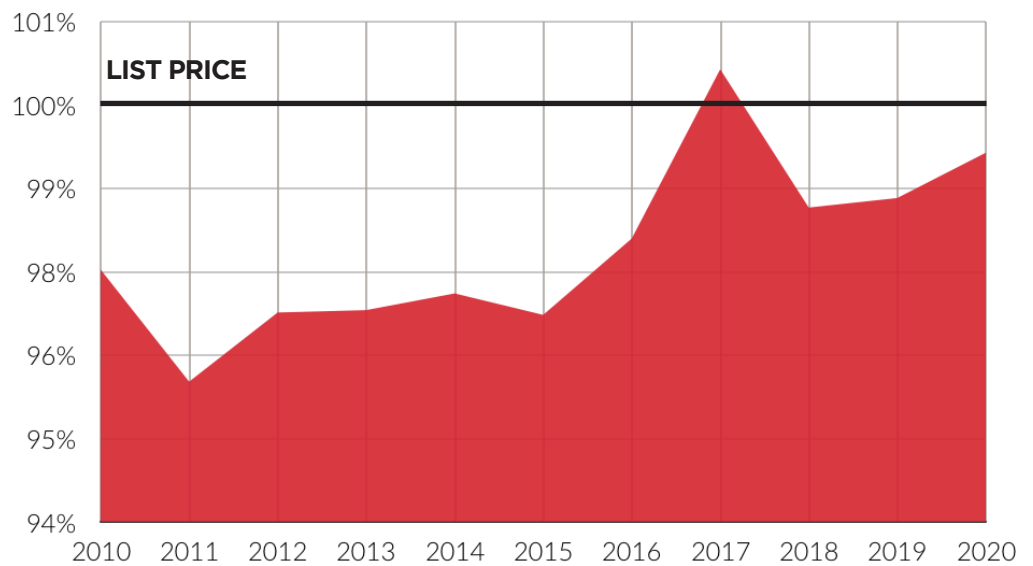


* Median sale price is based on residential sales (including freehold and condominiums).

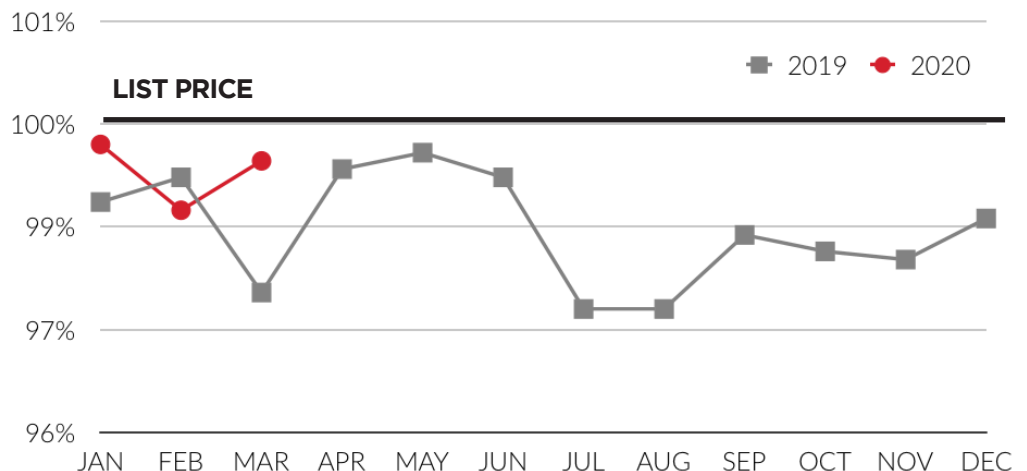
SALE PRICE vs. LIST PRICE RATIO

CENTRE WELLINGTON

YEAR OVER YEAR



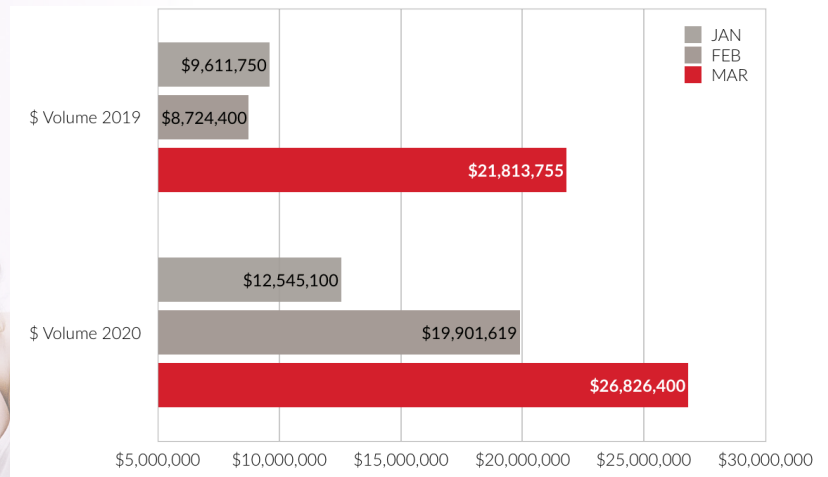
MONTH OVER MONTH 2019 VS. 2020



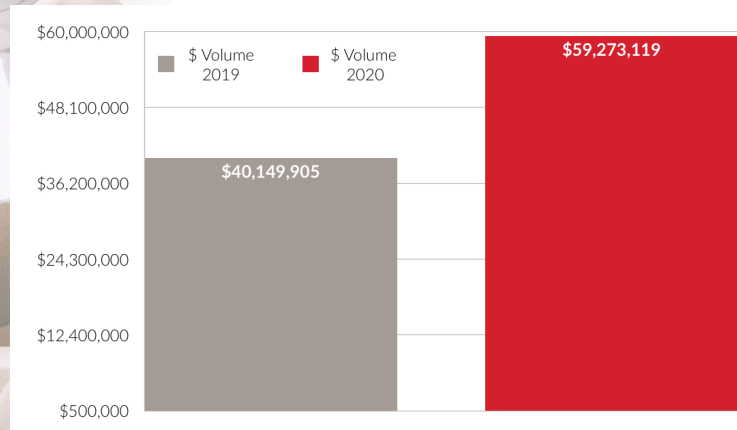
\$ VOLUME SALES

CENTRE WELLINGTON

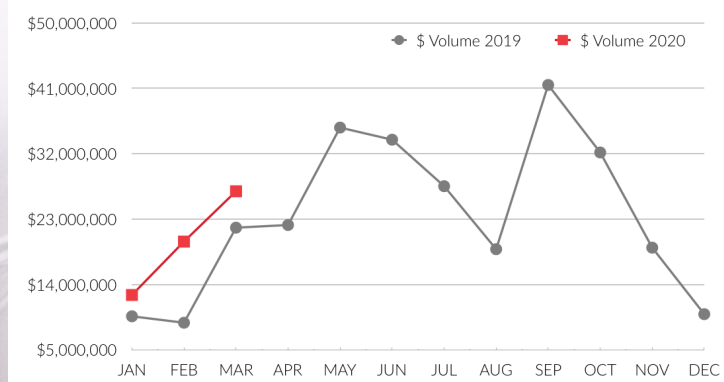
Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020



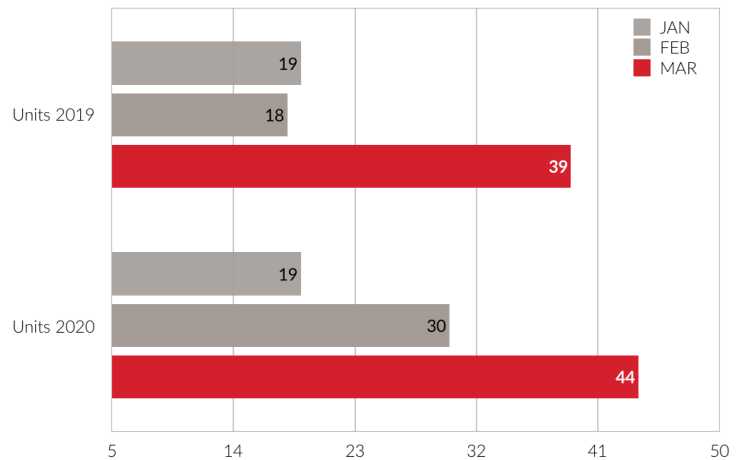
Month vs. Month 2019 vs. 2020



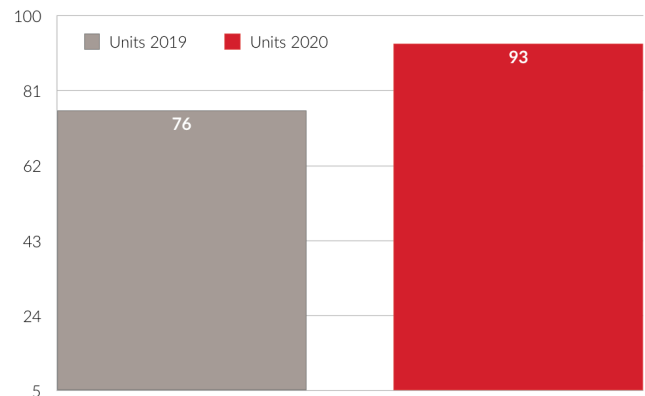
UNIT SALES

CENTRE WELLINGTON

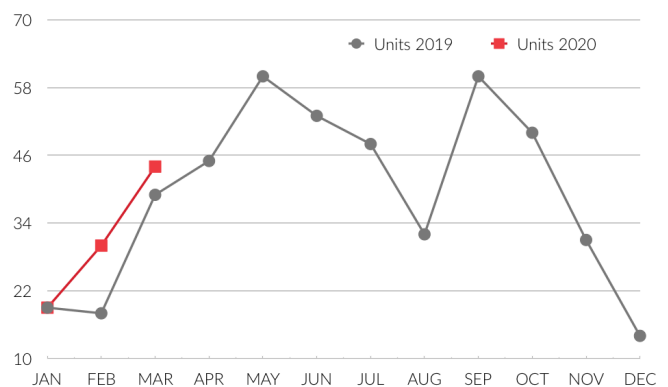
Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020

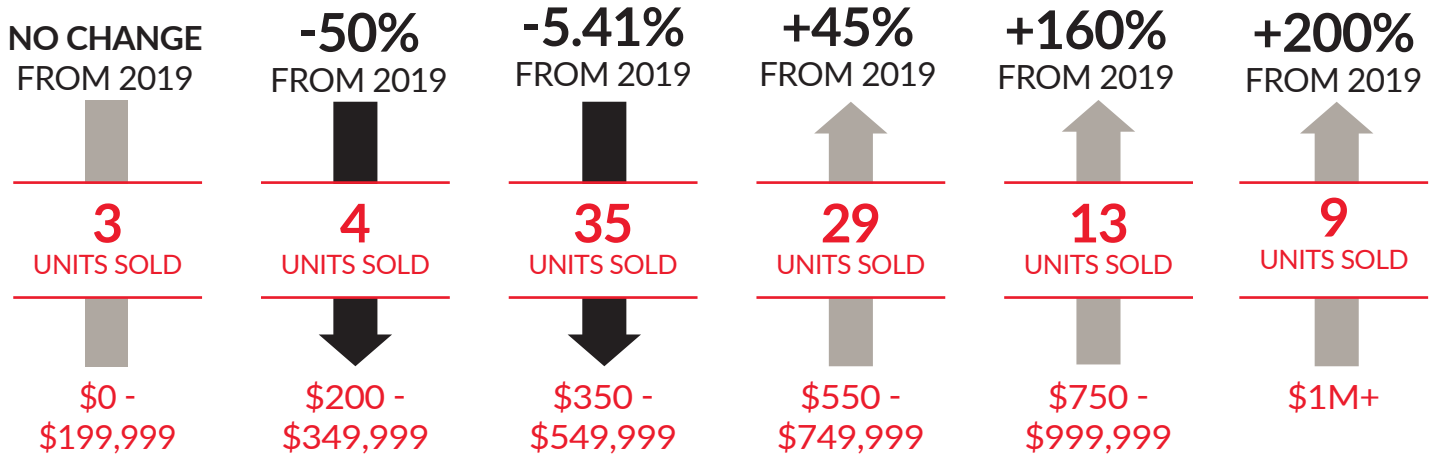


Month vs. Month 2019 vs. 2020



SALES BY PRICE BRACKET

CENTRE WELLINGTON



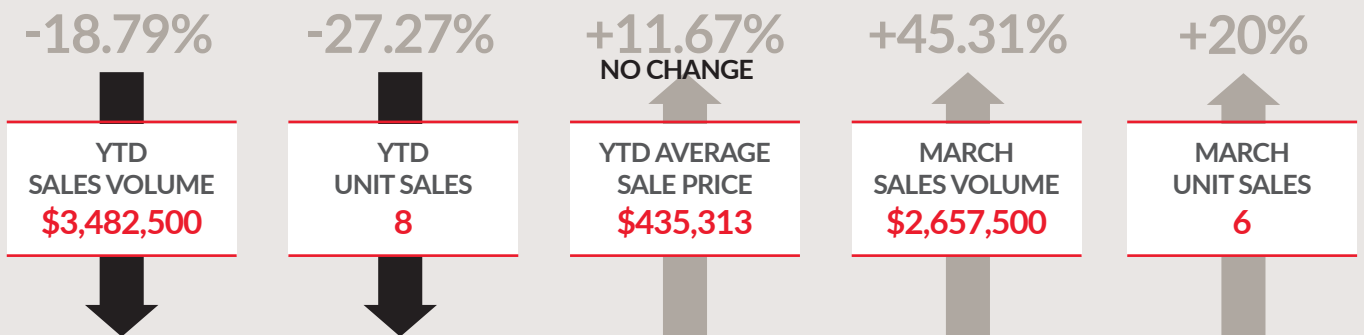
SALES BY TYPE

CENTRE WELLINGTON

FREEHOLD HOME SALES



CONDOMINIUM HOME SALES



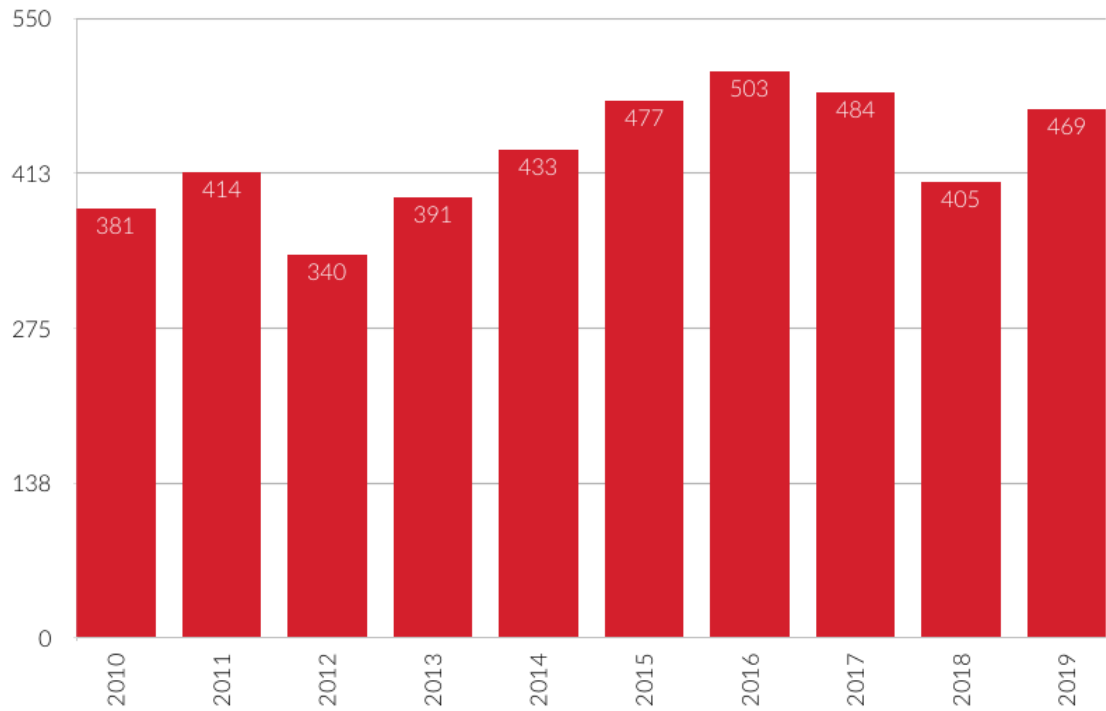
VACANT LAND SALES



Year over year comparison (March 2019 to March 2020)

10 YEAR MARKET ANALYSIS

UNITS SOLD

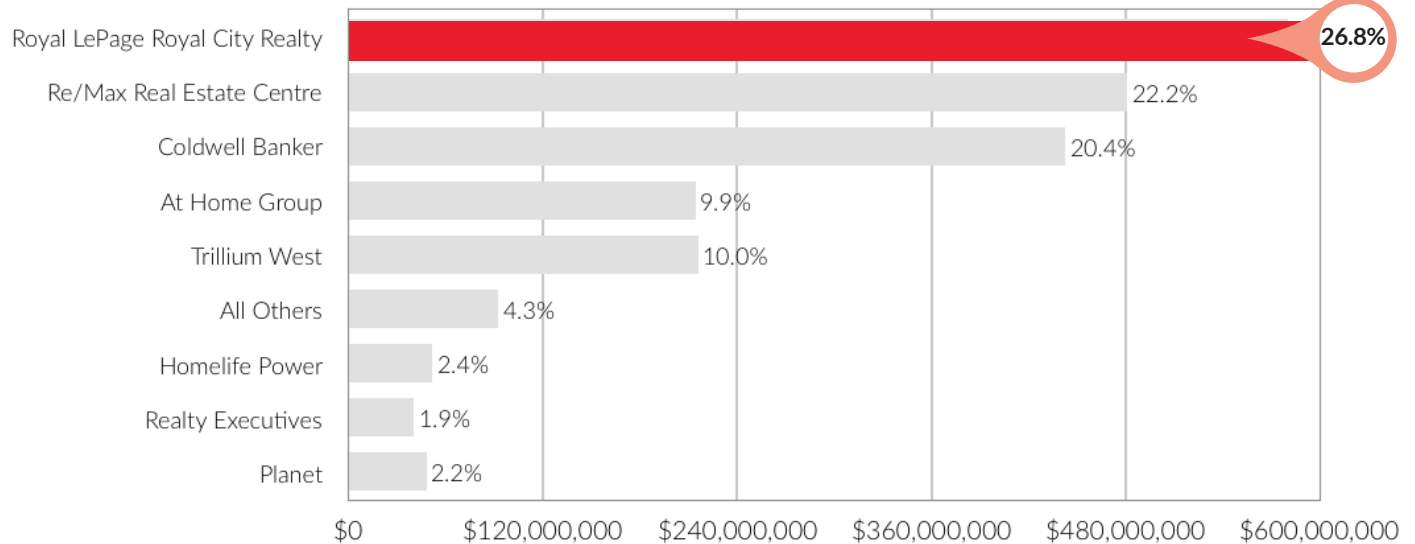


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

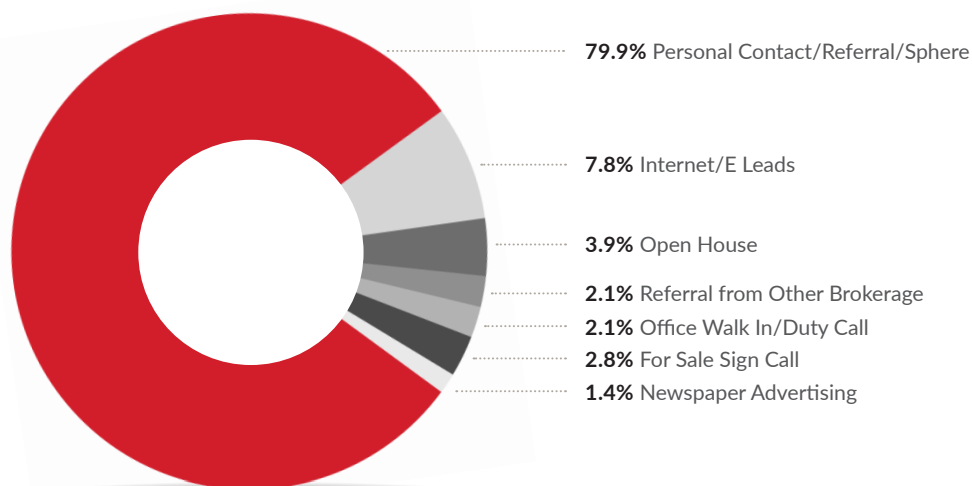
MARKET SHARE BY \$VOLUME

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

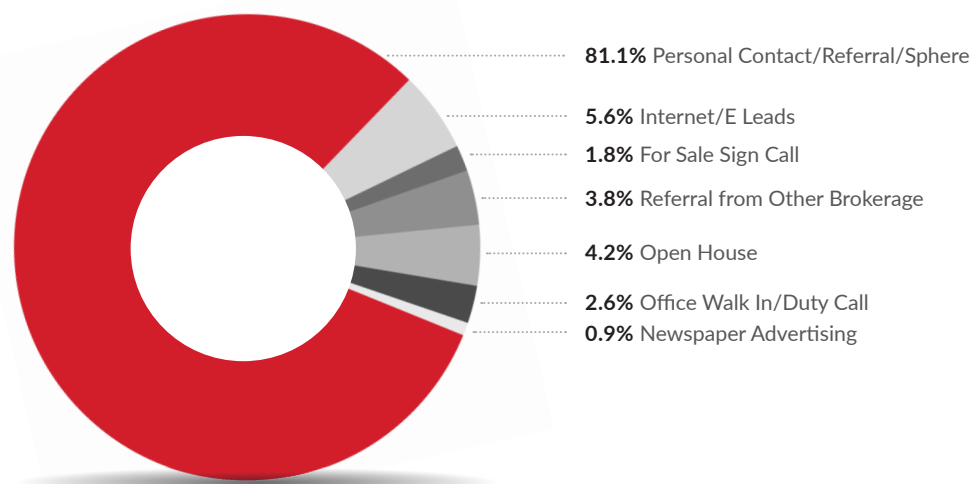


SOURCE OF BUSINESS

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