

WELLINGTON COUNTY REAL ESTATE MARKET REPORT

MARCH 2020

R-CITY | R-TEAM | R-NUMBERS



WELLINGTON COUNTY OVERVIEW

SELLER'S MARKET

MOMENTUM CONTINUES! LISTINGS ARE ON THE MARKET FOR A SHORTER AMOUNT OF TIME AS SALES ACTIVITY AND PRICES CONTINUE TO GO UP.



YEAR-TO-DATE SALES VOLUME OF \$492,217,089

Up **29.45%** from 2019's **\$380,247,245**. Unit sales of **804** are up **18.76%** from 2019's **677**, with **1,185** new listings down **1.25%**, and a **67.85%** sales/listings ratio up **11.43%**.



MARCH SALES VOLUME OF \$193,277,962

Up **20%** from 2019's **\$161,065,126**. Unit sales of **314** are up **10.56%** from last March's **284**, with **468** new listings up **1.52%**, and a **67.09%** sales/listing ratio up **3.19%**.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$608,890

Up from **\$558,770** one year ago. Median sale price of **\$569,000** up from **\$500,450** one year ago. Average days-on-market of **27.33** is down **8.34** days from last year.



MARCH NUMBERS

MEDIAN SALE PRICE +12.67%

\$569,000

SALES VOLUME +20%

\$193,277,962

UNIT SALES +10.56%

314

NEW LISTINGS +1.52%

468

EXPIRED LISTINGS -21.95%

32

UNIT SALES/LISTINGS RATIO +3.19%

67.09%

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

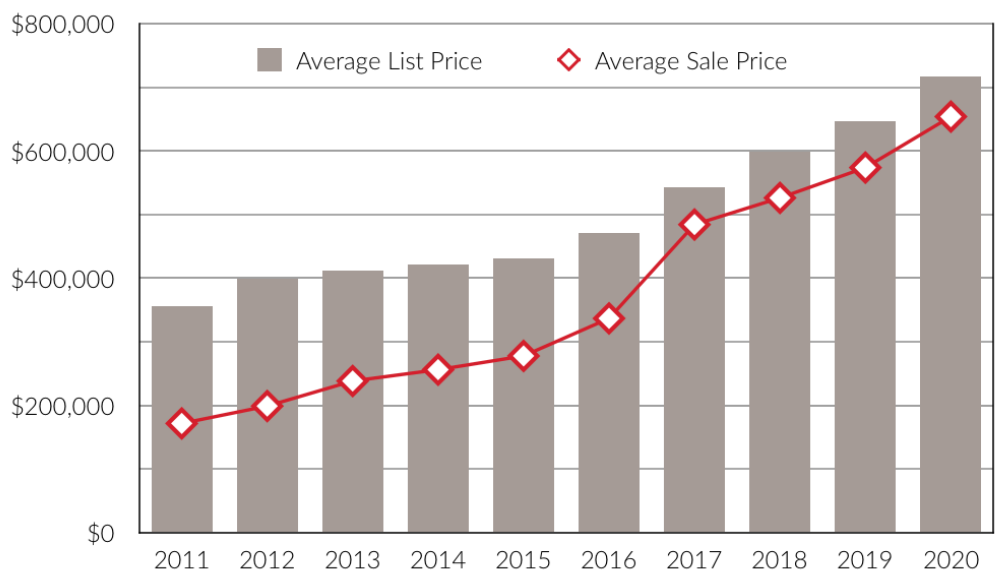
Table 1:
Wellington County MLS Sales and Listing Summary
2018 vs. 2019 vs. 2020

Year-Over-Year	2018	2019	2020	2019-2020
Year-To-Date (YTD) Volume Sales	\$340,620,607	\$380,247,245	\$492,217,089	+29.45%
YTD Unit Sales	637	677	804	+18.76%
YTD New Listings	1,071	1,200	1,185	-1.25%
YTD Sales/Listings Ratio	59.48%	56.42%	67.85%	+11.43%
YTD Expired Listings	91	123	108	-12.2%
March Volume Sales	\$152,050,283	\$161,065,126	\$193,277,962	+20%
March Unit Sales	265	284	314	+10.56%
March New Listings	402	461	468	+1.52%
March Sales/Listings Ratio	60.47%	63.91%	67.09%	+3.19%
March Expired Listings	25	41	32	-21.95%
YTD Sales: Under \$0-\$199K	13	11	9	-18.18%
YTD Sales: Under \$200K-\$349K	116	88	52	-40.91%
YTD Sales: Under \$350K-\$549K	329	307	342	+11.4%
YTD Sales: Under \$550K-\$749K	126	176	255	+44.89%
YTD Sales: Under \$750K-\$999K	45	58	95	+63.79%
YTD Sales: \$1M+	31	37	51	+37.84%
YTD Average Days-On-Market	31	35.67	27.33	-23.36%
YTD Average Sale Price	\$528,970	\$558,770	\$608,890	+8.97%
YTD Median Sale Price	\$466,250	\$500,450	\$569,000	+13.7%

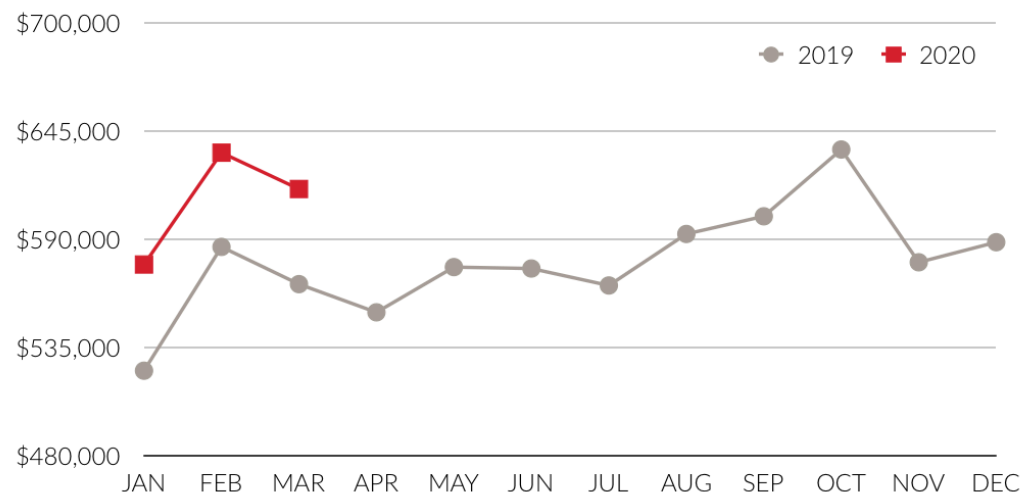
AVERAGE SALE PRICE

WELLINGTON COUNTY

YEAR OVER YEAR



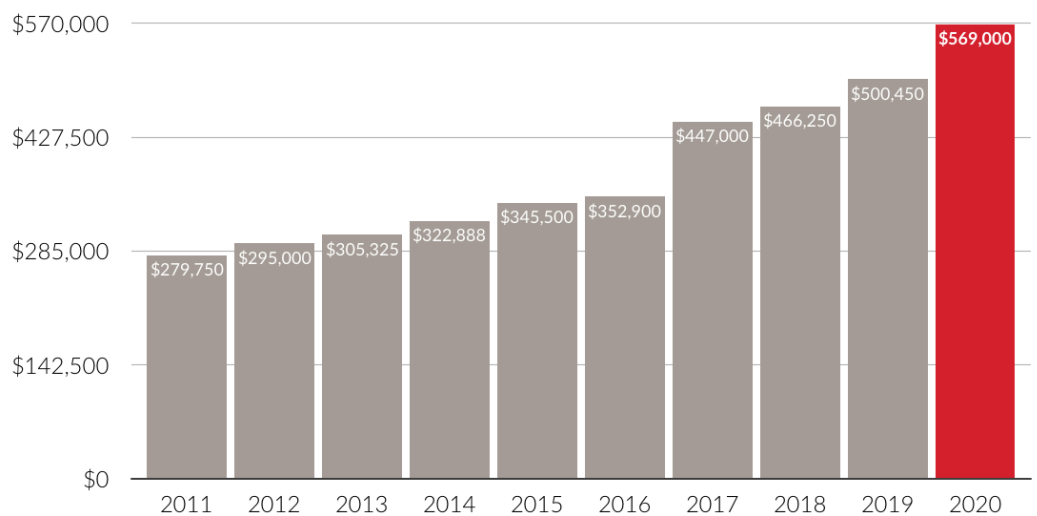
MONTH OVER MONTH 2019 VS. 2020



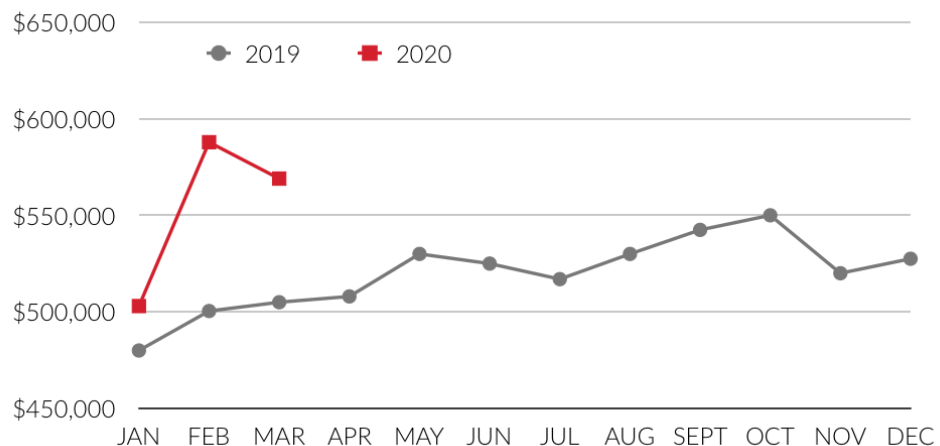
MEDIAN SALE PRICE

WELLINGTON COUNTY

YEAR OVER YEAR



MONTH OVER MONTH 2019 VS. 2020

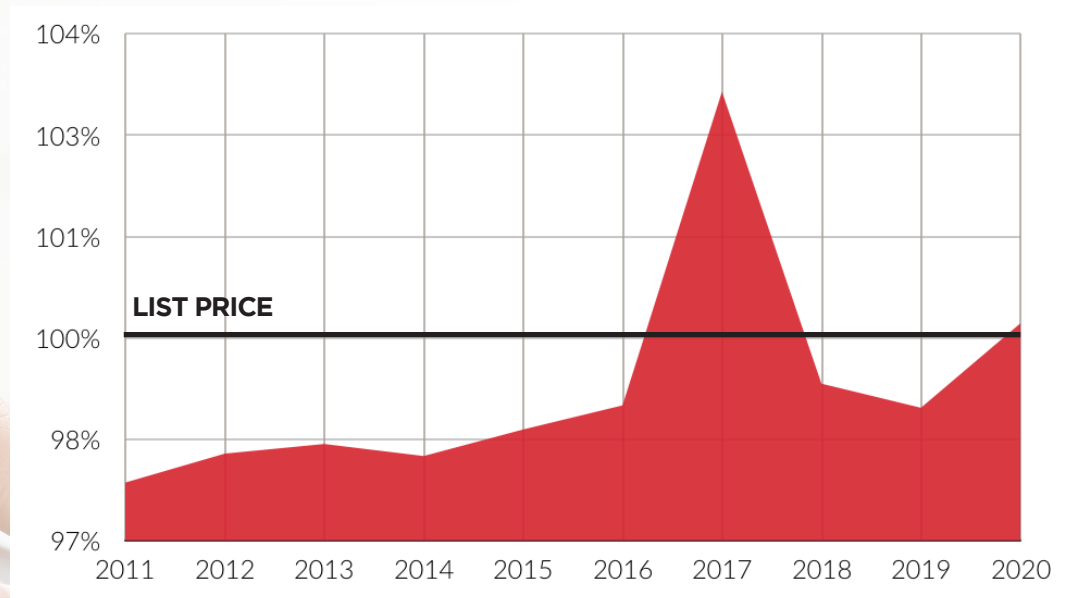


* Median sale price is based on residential sales (including freehold and condominiums).

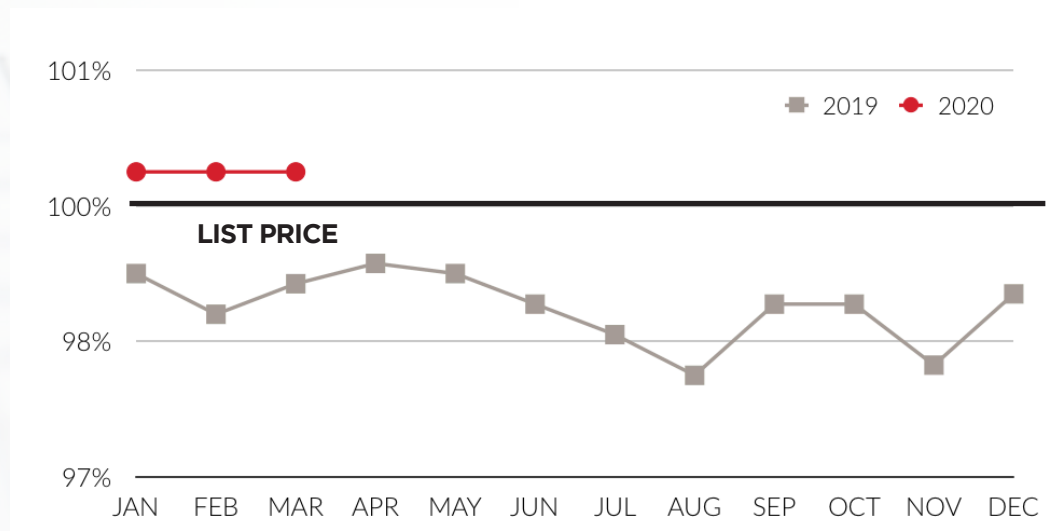
SALE PRICE vs. LIST PRICE RATIO

WELLINGTON COUNTY

YEAR OVER YEAR



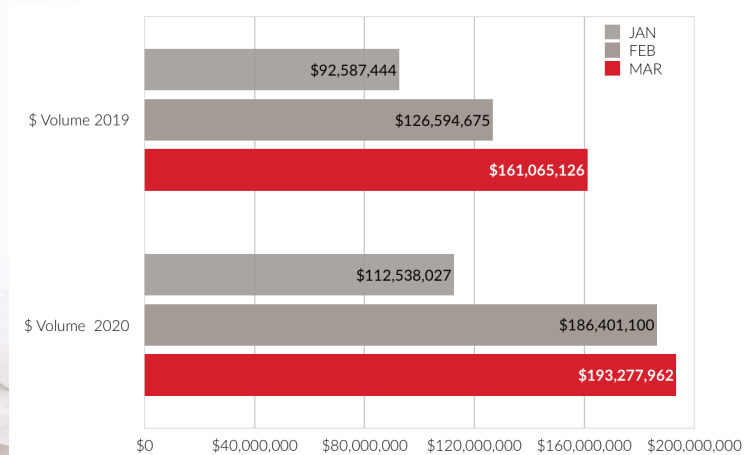
MONTH OVER MONTH 2019 VS. 2020



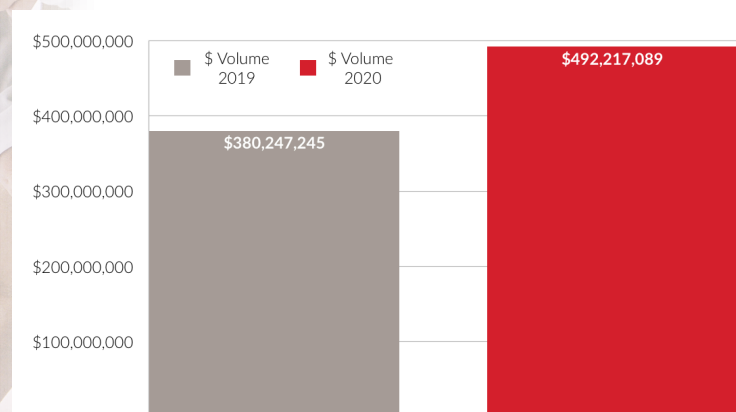
\$ VOLUME SALES

WELLINGTON COUNTY

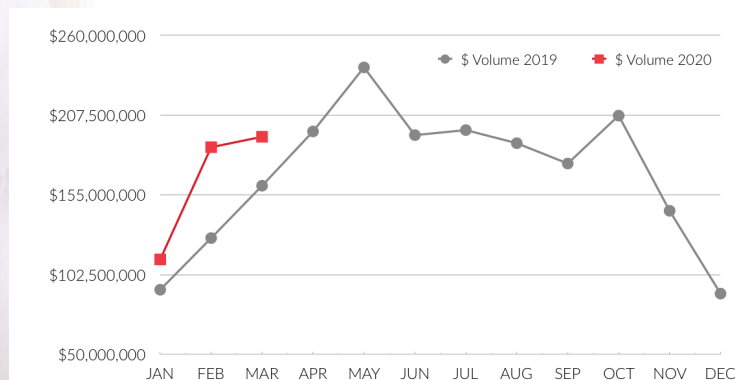
Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020



Month vs. Month 2019 vs. 2020

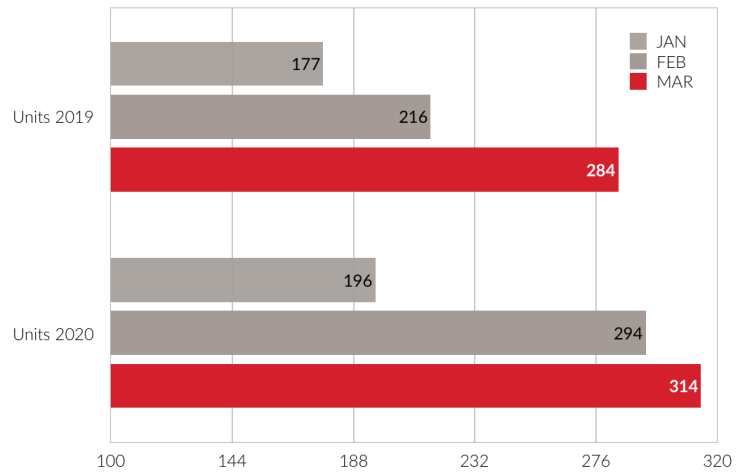




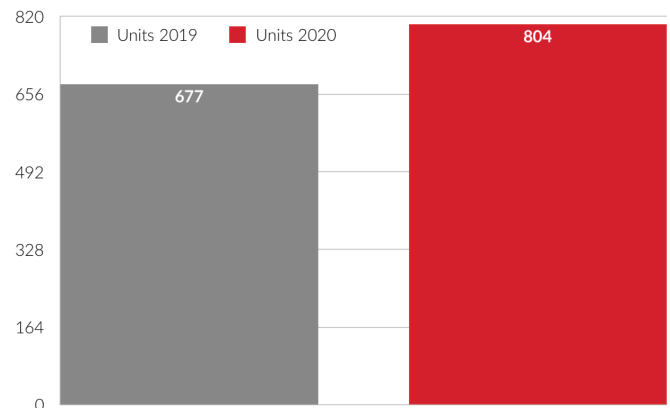
UNIT SALES

WELLINGTON COUNTY

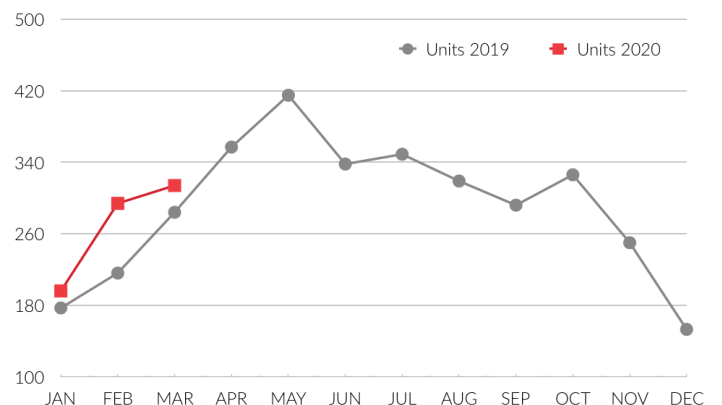
Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020

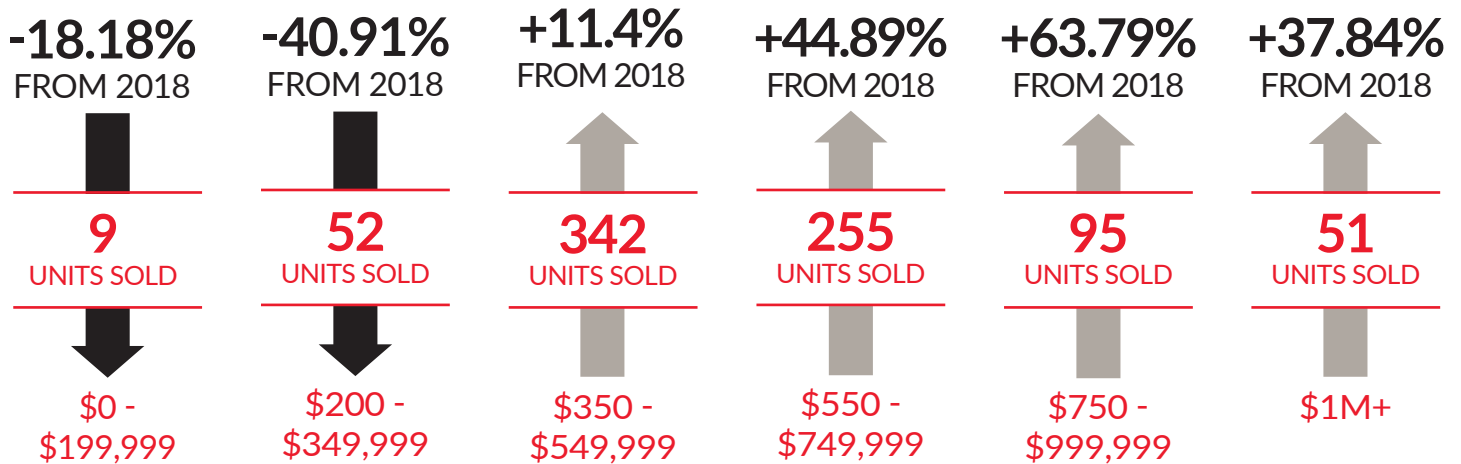


Month vs. Month 2019 vs. 2020



SALES BY PRICE BRACKET

WELLINGTON COUNTY - YEAR TO DATE



SALES BY TYPE

WELLINGTON COUNTY

FREEHOLD HOME SALES

+33.09%

↑
YTD
SALES VOLUME
\$360,600,846

+21.75%

↑
YTD
UNIT SALES
543

+9.32%

↑
YTD AVERAGE
SALE PRICE
\$664,090

+25.44%

↑
MARCH
SALES VOLUME
\$143,663,818

+14.81%

↑
MARCH
UNIT SALES
217

CONDOMINIUM HOME SALES

+29.53%

↑
YTD
SALES VOLUME
\$99,725,777

+16.49%

↑
YTD
UNIT SALES
226

+11.19%

↑
YTD AVERAGE
SALE PRICE
\$441,265

+10.72%

↑
MARCH
SALES VOLUME
\$35,324,744

+1.25%

↑
MARCH
UNIT SALES
81

VACANT LAND SALES

+20.73%

↑
YTD
SALES VOLUME
\$5,181,566

NO CHANGE

↑
YTD
UNIT SALES
10

+20.73%

↑
YTD AVERAGE
SALE PRICE
\$518,156

+92.24%

↑
MARCH
SALES VOLUME
\$2,528,000

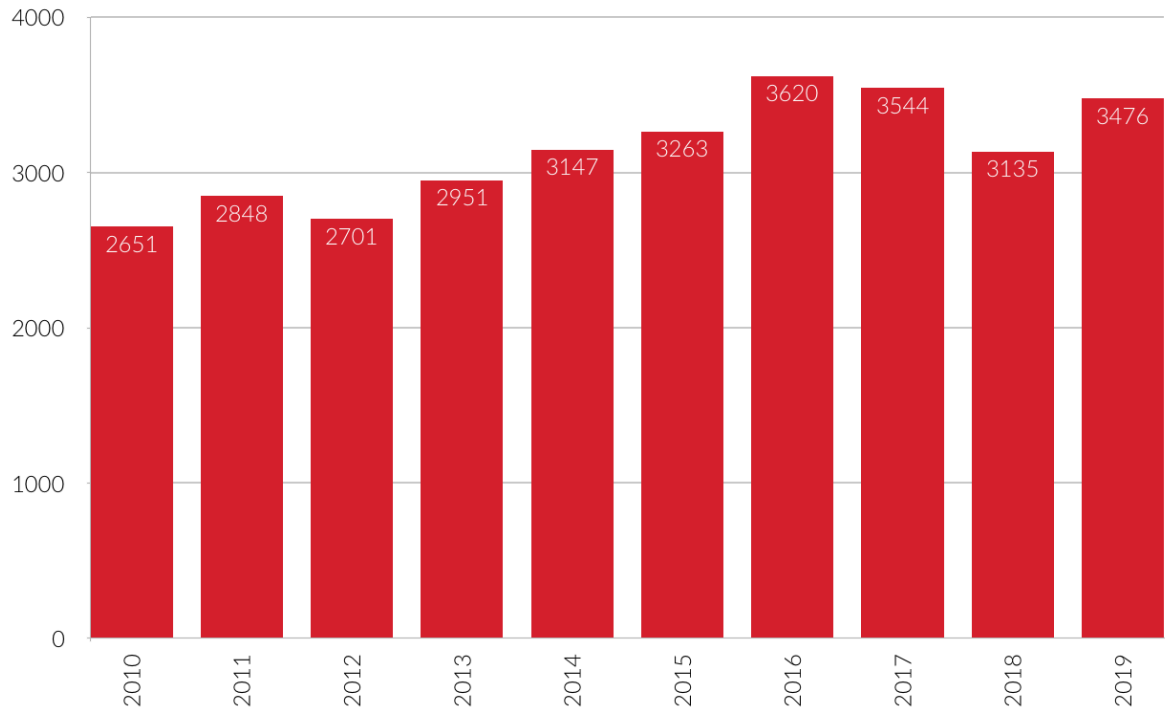
NO CHANGE

↑
MARCH
UNIT SALES
4

Year over year comparison (March 2019 to March 2020)

10 YEAR MARKET ANALYSIS

UNITS SOLD

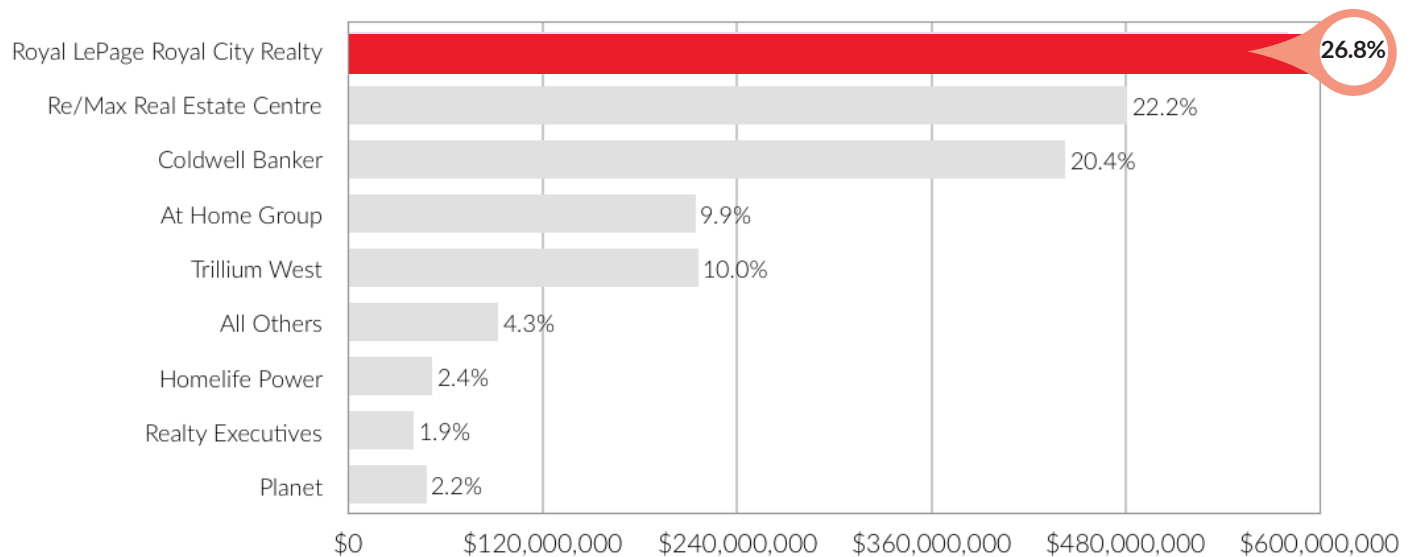


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

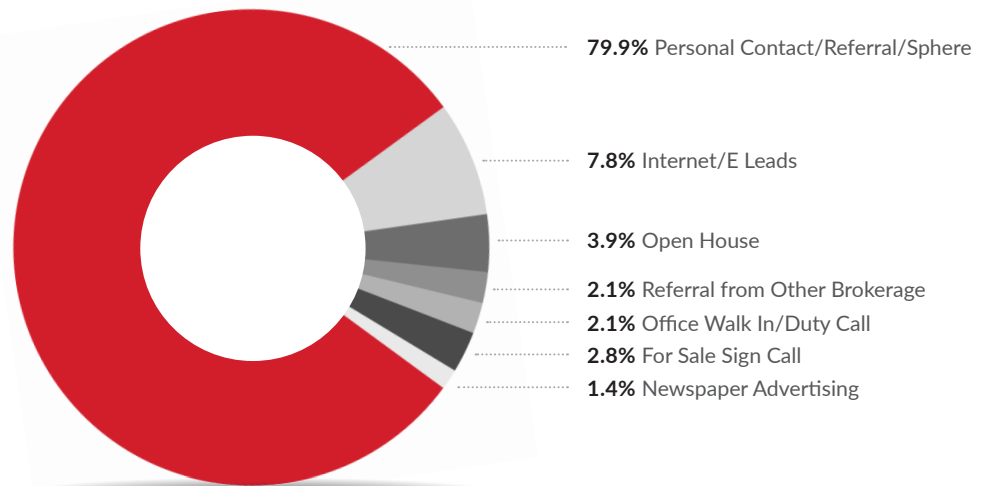
MARKET SHARE BY \$VOLUME

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

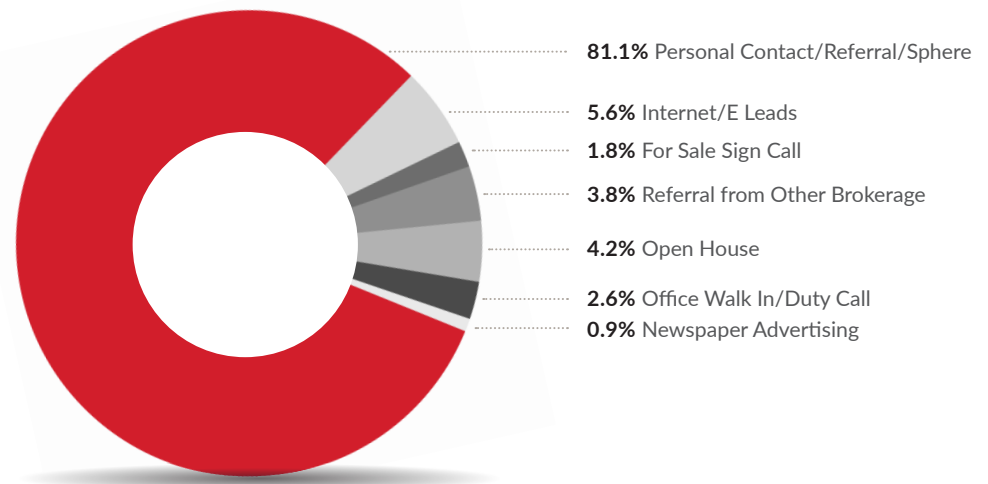


SOURCE OF BUSINESS

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