

CENTRE WELLINGTON REAL ESTATE MARKET REPORT APRIL 2020

R-CITY | R-TEAM | R-NUMBERS



CENTRE WELLINGTON OVERVIEW

BALANCED MARKET

PRICES CONTINUED TO INCREASE BUT CENTRE WELLINGTON'S STRONG START TO THE YEAR HAS BEEN AFFECTED BY COVID-19 AS LISTING AND SALES ACTIVITY DECLINED SIGNIFICANTLY.



YEAR-TO-DATE SALES VOLUME OF \$69,797,219

Up **11.98%** from 2019's **\$62,331,504**. Unit sales of **107** are down **11.57%** from 2019's **121**, with **195** new listings down **11.36%**, and a **54.87%** sales/listings ratio down **0.13%**.



APRIL SALES VOLUME OF \$10,524,100

Down **52.55%** from 2019's **\$22,181,599**. Unit sales of **14** are down **68.89%** from last April's **45**, with **30** new listings down **58.33%**, and a **46.67%** sales/listing ratio down **15.83%**.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$671,267

Up from **\$513,506** one year ago. Median sale price of **\$595,000** up from **\$512,475** one year ago. Average days-on-market of **32.5** is down **8.5** days from last year.



APRIL NUMBERS

MEDIAN SALE PRICE +16.59%

\$615,000

SALES VOLUME -52.55%

\$10,524,100

UNIT SALES -68.89%

14

NEW LISTINGS -58.33%

30

EXPIRED LISTINGS NO CHANGE

5

UNIT SALES/LISTINGS RATIO -15.83%

46.67%

Year over year comparison
(April 2019 to April 2020)

*Year-to-date (YTD): is a period starting from the beginning of the current calendar year and continuing up to the present day (April - 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

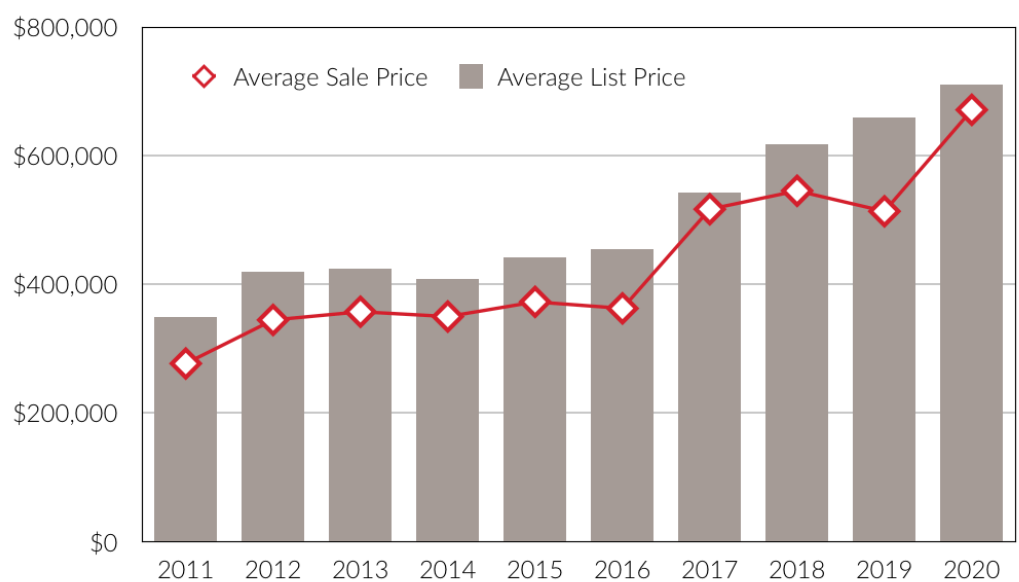
Year-Over-Year	2018	2019	2020	2019 -2020
Year-To-Date (YTD) Volume Sales	\$70,051,200	\$62,331,504	\$69,797,219	+11.98%
YTD Unit Sales	124	121	107	-11.57%
YTD New Listings	167	220	195	-11.36%
YTD Sales/Listings Ratio	74.25%	55%	54.87%	-0.13%
YTD Expired Listings	26	21	24	+14.3%
April Volume Sales	\$30,825,800	\$22,181,599	\$10,524,100	-52.55%
April Unit Sales	50	45	14	-68.89%
April New Listings	50	72	30	-58.33%
April Sales/Listings Ratio	100%	62.5%	46.67%	-15.83%
April Expired Listings	4	5	5	No Change
YTD Sales: Under \$0-\$199K	3	6	4	-33.33%
YTD Sales: Under \$200K-\$349K	13	10	5	-50%
YTD Sales: Under \$350K-\$549K	62	61	38	-37.7%
YTD Sales: Under \$550K-\$749K	24	34	33	-2.94%
YTD Sales: Under \$750K-\$999K	14	6	16	+166.67%
YTD Sales: \$1M+	8	4	11	+175%
YTD Average Days-On-Market	32	41	32.5	-20.73%
YTD Average Sale Price	\$545,391	\$513,506	\$671,267	+30.72%
YTD Median Sale Price	\$482,950	\$512,475	\$595,000	+16.10%

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

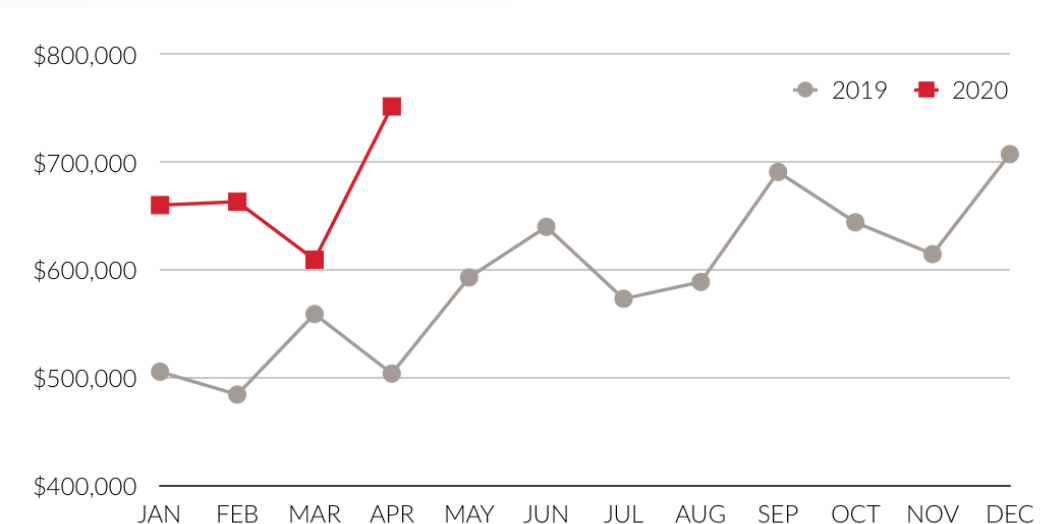
AVERAGE SALE PRICE

CENTRE WELLINGTON

YEAR OVER YEAR



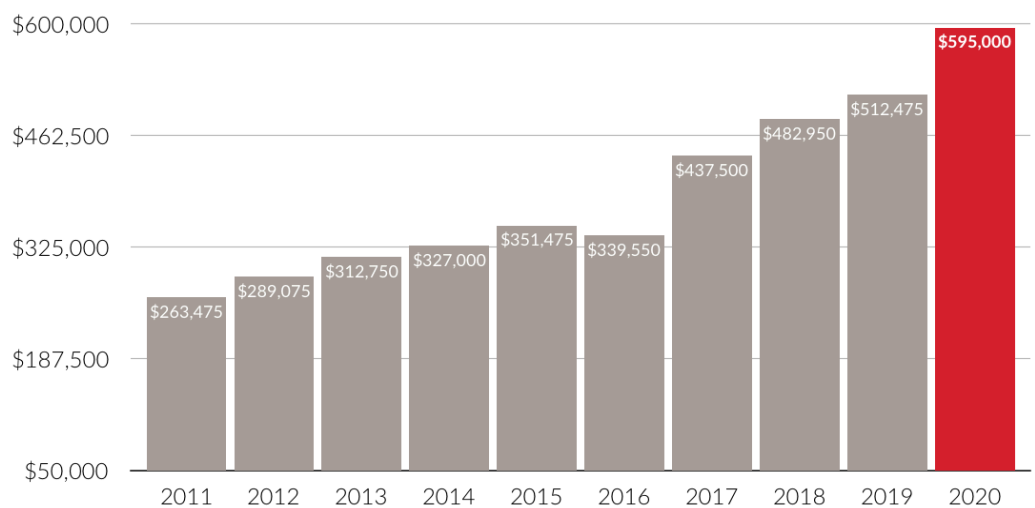
MONTH OVER MONTH 2019 VS. 2020



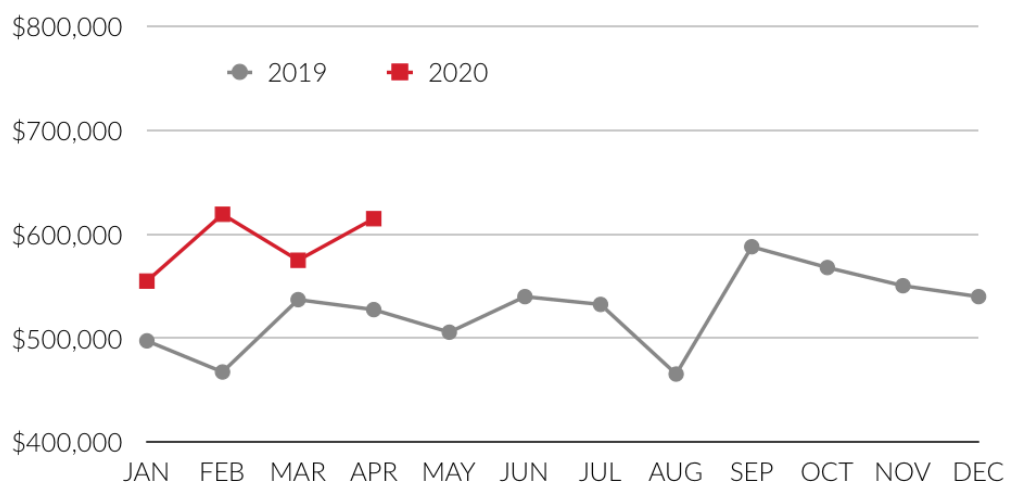
MEDIAN SALE PRICE

CENTRE WELLINGTON

YEAR OVER YEAR



MONTH OVER MONTH 2019 VS. 2020

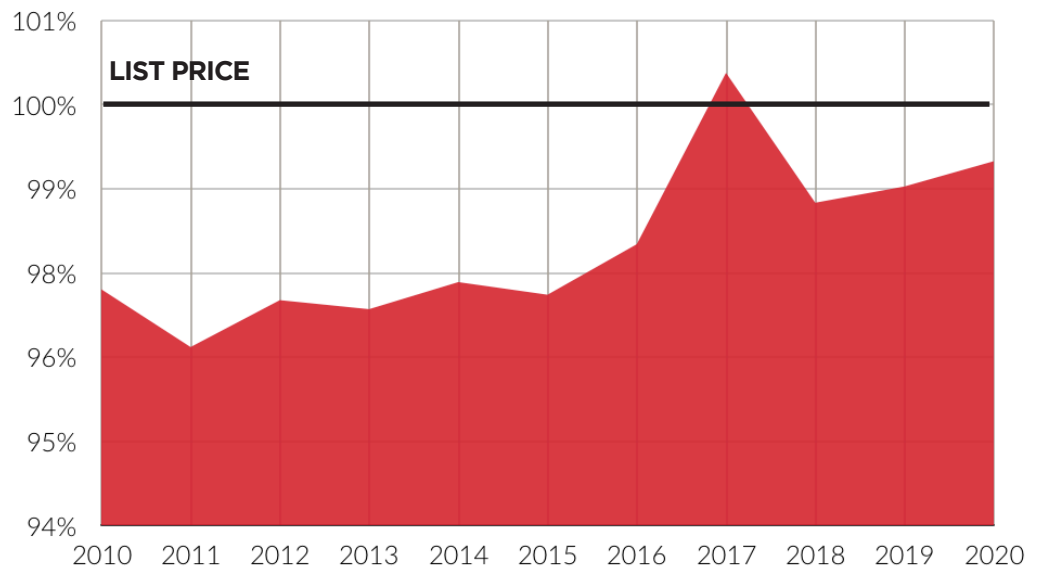


* Median sale price is based on residential sales (including freehold and condominiums).

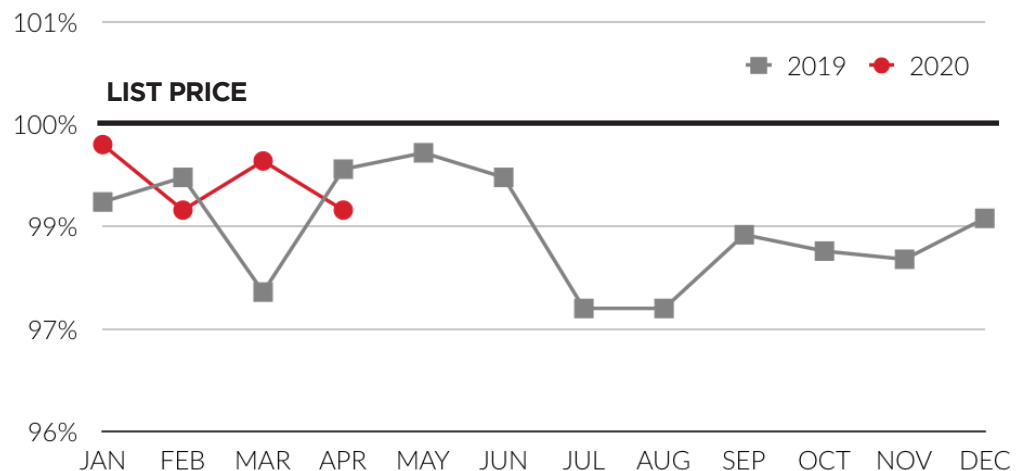
SALE PRICE vs. LIST PRICE RATIO

CENTRE WELLINGTON

YEAR OVER YEAR



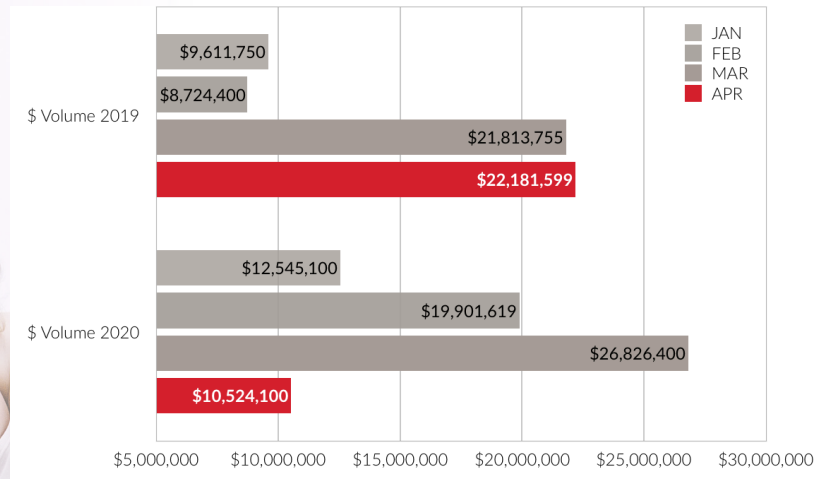
MONTH OVER MONTH 2019 VS. 2020



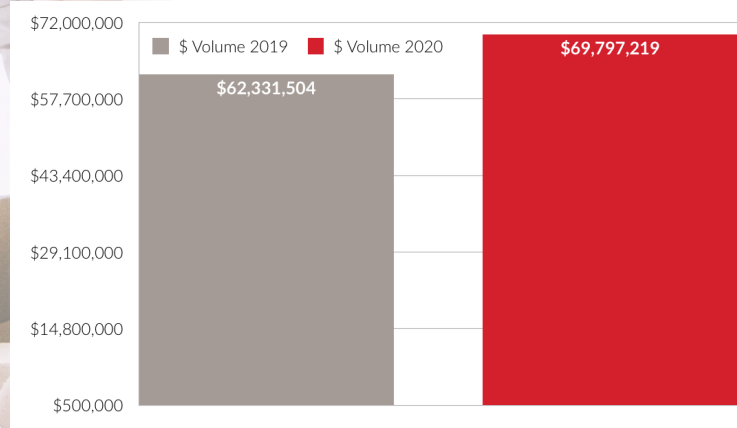
\$ VOLUME SALES

CENTRE WELLINGTON

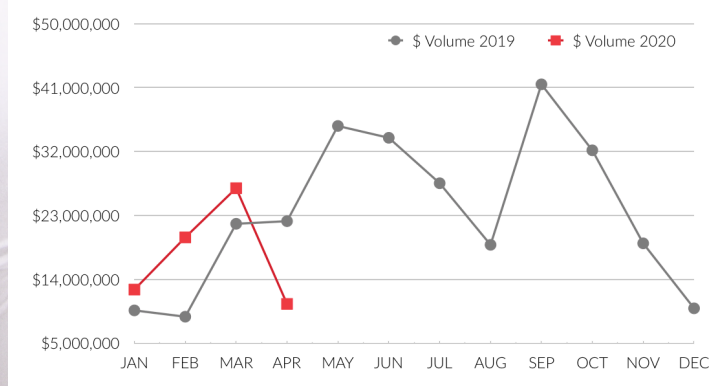
Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020



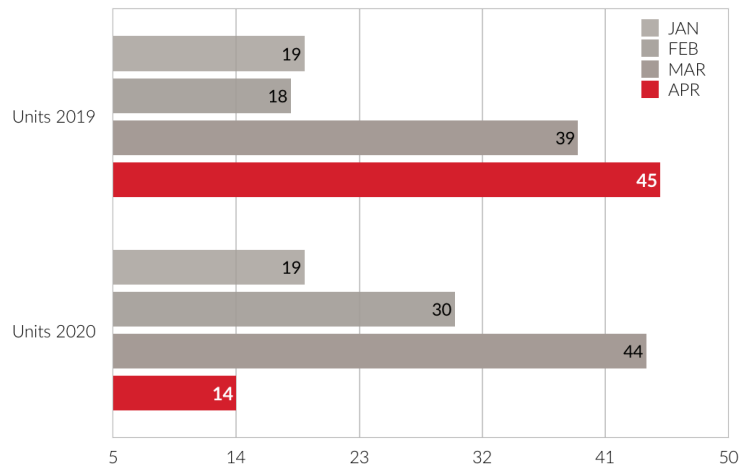
Month vs. Month 2019 vs. 2020



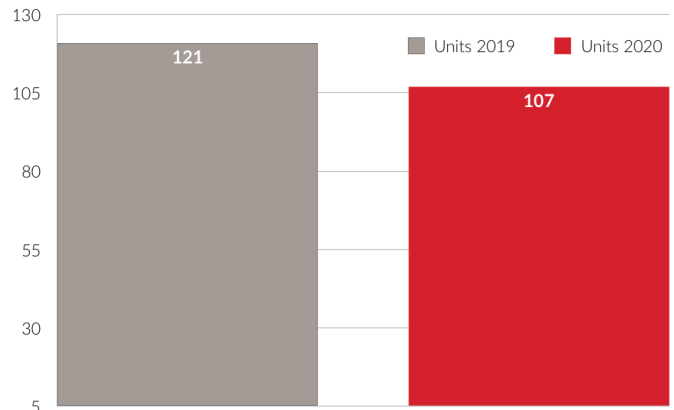
UNIT SALES

CENTRE WELLINGTON

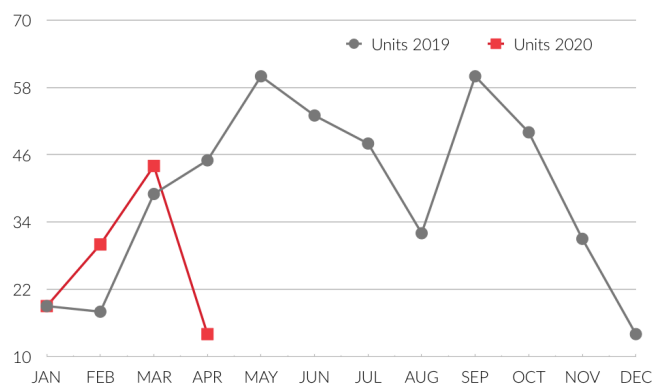
Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020

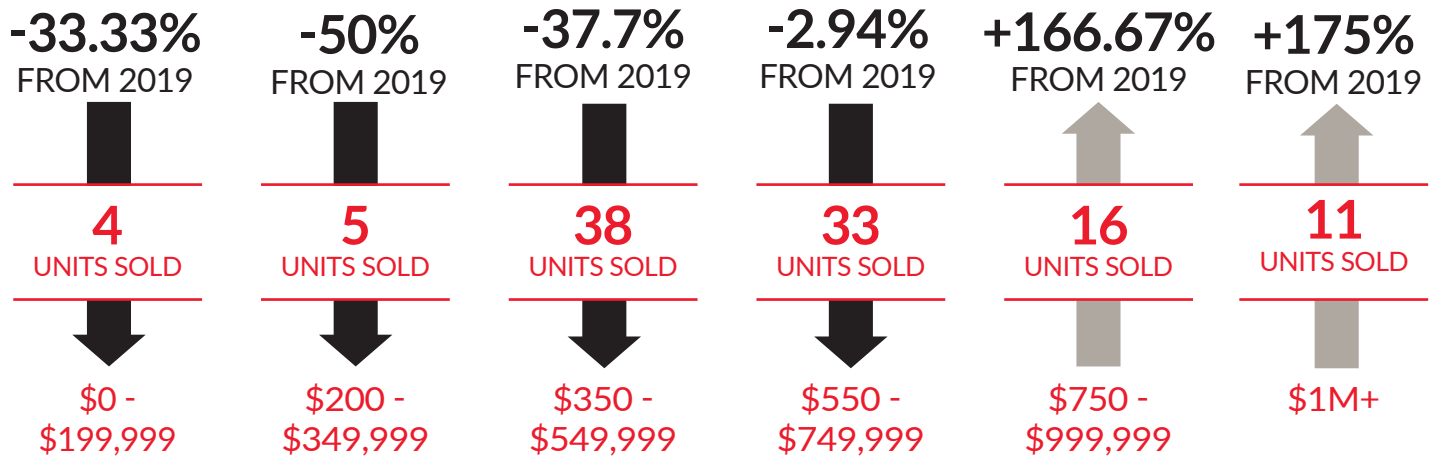


Month vs. Month 2019 vs. 2020



SALES BY PRICE BRACKET

CENTRE WELLINGTON



SALES BY TYPE

CENTRE WELLINGTON

FREEHOLD HOME SALES

+10.51%

YTD
SALES VOLUME
\$59,504,119

-12.87%

YTD
UNIT SALES
88

+26.83%

YTD AVERAGE
SALE PRICE
\$676,183

-63.64%

APRIL
SALES VOLUME
\$7,569,000

-75.6%

APRIL
UNIT SALES
10

CONDOMINIUM HOME SALES

-18.02%

YTD
SALES VOLUME
\$4,270,600

-23.08%

YTD
UNIT SALES
10

+6.58%

YTD AVERAGE
SALE PRICE
\$427,060

-14.43%

APRIL
SALES VOLUME
\$788,100

NO CHANGE

APRIL
UNIT SALES
2

VACANT LAND SALES

+46%

YTD
SALES VOLUME
\$1,088,000

+50%

YTD
UNIT SALES
3

-2.64%

YTD AVERAGE
SALE PRICE
\$362,667

DOWN FROM
\$375,000

APRIL
SALES VOLUME
\$0

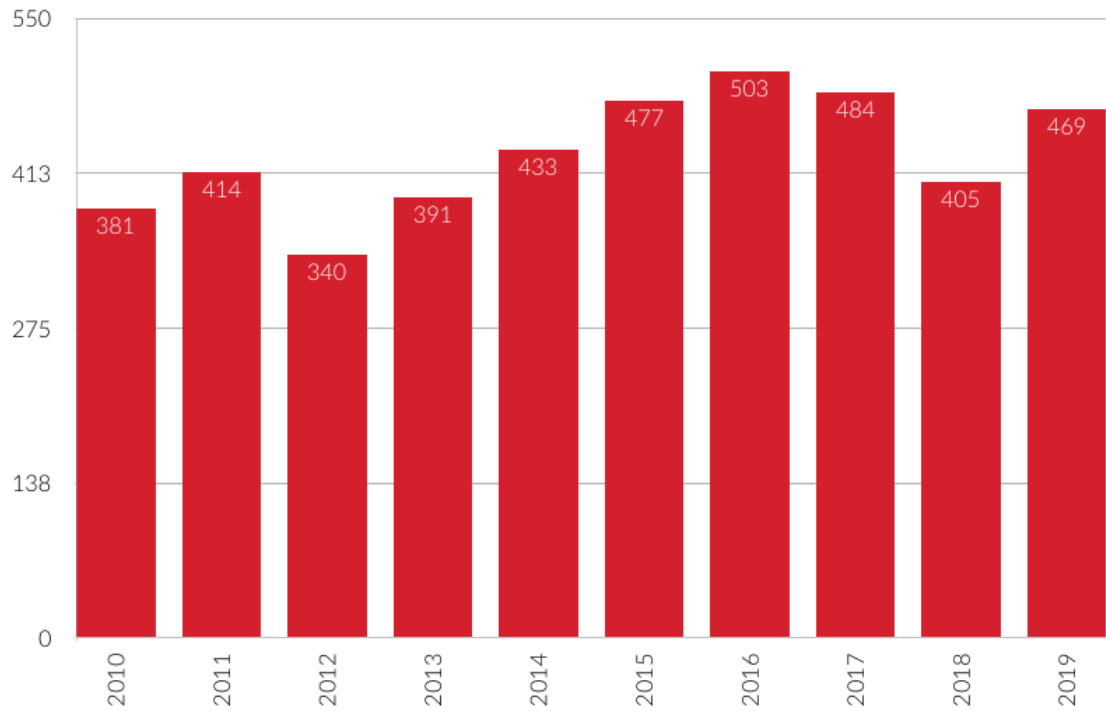
DOWN FROM 1

APRIL
UNIT SALES
0

Year over year comparison (April 2019 to April 2020)

10 YEAR MARKET ANALYSIS

UNITS SOLD

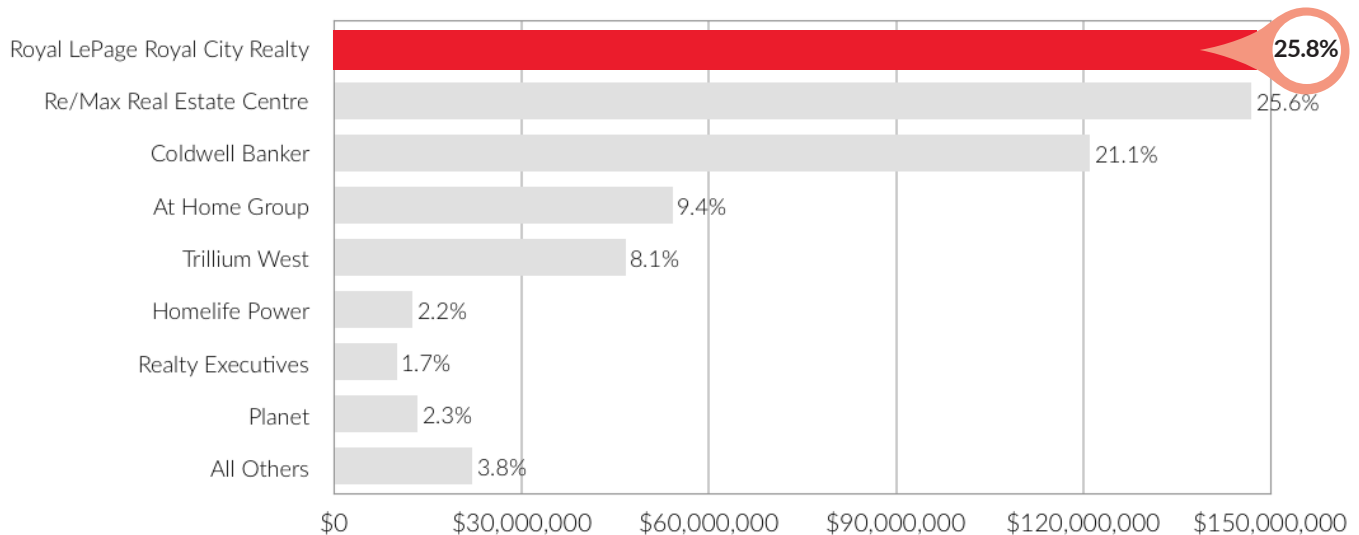


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

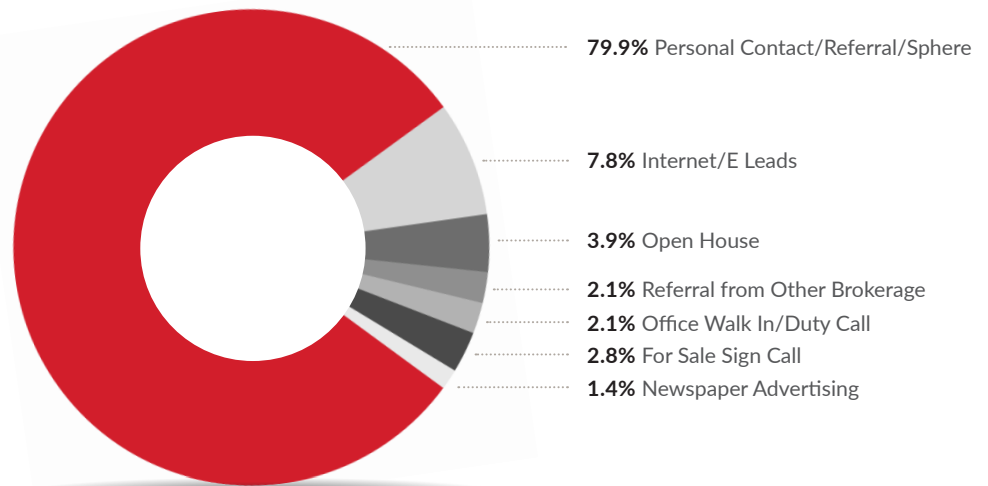
MARKET SHARE BY \$VOLUME

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

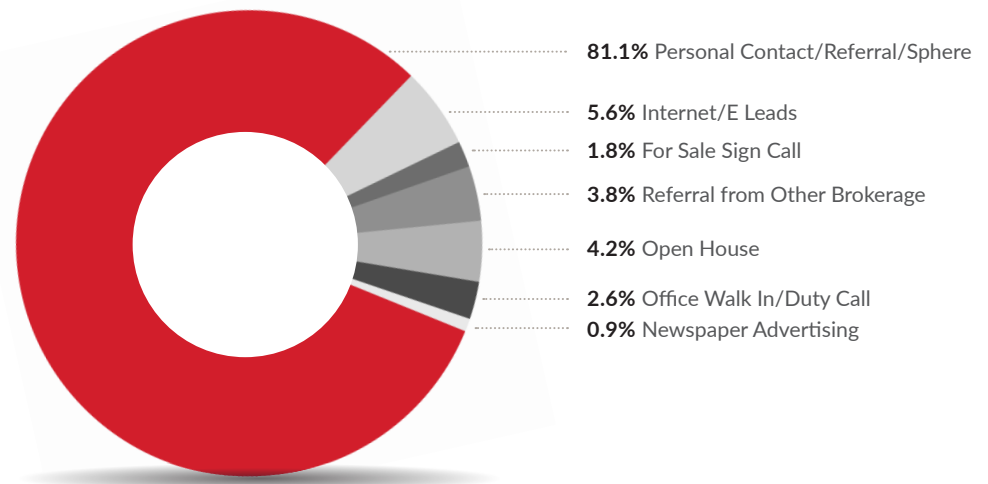


SOURCE OF BUSINESS

SOURCE OF BUYERS 2019 HOW WE'LL FIND YOUR BUYER



SOURCE OF LISTINGS 2019 WHERE OUR LISTINGS COME FROM



OUR LOCATIONS

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