

WELLINGTON COUNTY REAL ESTATE MARKET REPORT

APRIL 2020

R-CITY | R-TEAM | R-NUMBERS



WELLINGTON COUNTY OVERVIEW

BALANCED MARKET

WHILE LISTING AND SALES ACTIVITY SLOWED DOWN AS AN EFFECT OF COVID-19, THEY SLOWED DOWN MORE THAN DEMAND. AS A RESULT, SALE PRICES CONTINUED TO INCREASE AND LISTINGS REMAINED ON THE MARKET FOR SHORTER PERIODS OF TIME.



YEAR-TO-DATE SALES VOLUME OF \$571,730,479

Down 0.92% from 2019's \$577,041,354. Unit sales of 922 are down 10.83% from 2019's 1,034, with 1,414 new listings down 20.34%, and a 65.21% sales/listings ratio up 6.95%.



APRIL SALES VOLUME OF \$76,838,590

Down 60.95% from 2019's \$196,794,109. Unit sales of 114 are down 68.07% from last April's 357, with 229 new listings down 60.17%, and a 49.78% sales/listing ratio down 12.31%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$625,345

Up from \$557,276 one year ago. Median sale price of \$558,750 up from \$502,725 one year ago. Average days-on-market of 28.75 is down 5.25 days from last year.



APRIL NUMBERS

MEDIAN SALE PRICE +7.58%

\$546,500

SALES VOLUME -60.95%

\$76,838,590

UNIT SALES -68.07%

114

NEW LISTINGS -60.17%

229

EXPIRED LISTINGS -2.33%

42

UNIT SALES/LISTINGS RATIO -12.31%

49.78%

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

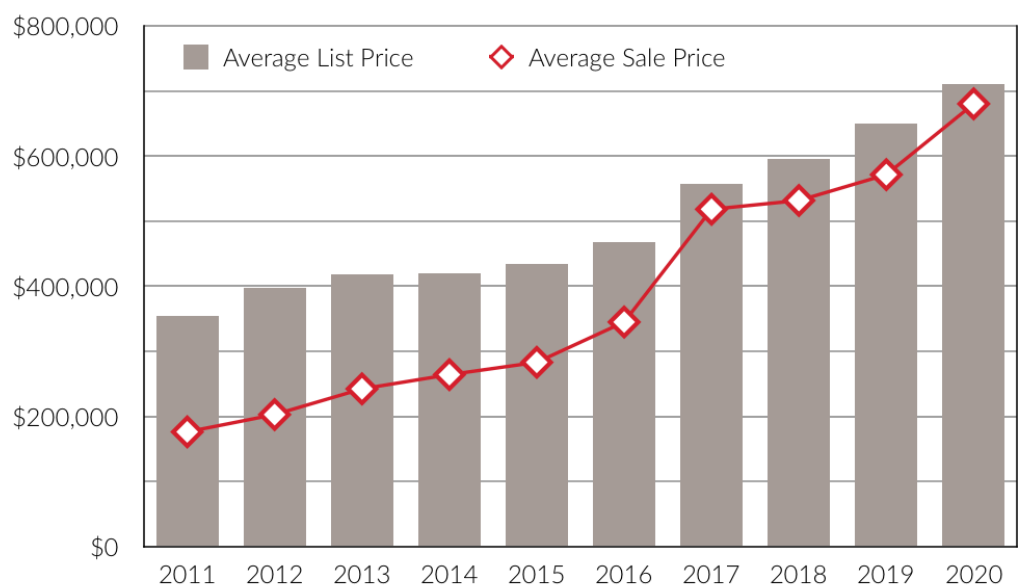
Table 1:
Wellington County MLS Sales and Listing Summary
2018 vs. 2019 vs. 2020

Year-Over-Year	2018	2019	2020	2019-2020
Year-To-Date (YTD) Volume Sales	\$518,709,048	\$577,041,354	\$571,730,479	-0.92%
YTD Unit Sales	965	1,034	922	-10.83%
YTD New Listings	1,527	1,775	1,414	-20.34%
YTD Sales/Listings Ratio	63.2%	58.25%	65.21%	+6.95%
YTD Expired Listings	121	166	150	-9.64%
April Volume Sales	\$178,088,441	\$196,794,109	\$76,838,590	-60.95%
April Unit Sales	328	357	114	-68.07%
April New Listings	456	575	229	-60.17%
April Sales/Listings Ratio	71.93%	62.09%	49.78%	-12.31%
April Expired Listings	30	43	42	-2.33%
YTD Sales: Under \$0-\$199K	18	21	11	-47.62
YTD Sales: Under \$200K-\$349K	175	130	61	-53.08%
YTD Sales: Under \$350K-\$549K	490	466	382	-18.03%
YTD Sales: Under \$550K-\$749K	180	274	298	+8.76%
YTD Sales: Under \$750K-\$999K	79	86	107	+24.42%
YTD Sales: \$1M+	51	57	63	+10.53%
YTD Average Days-On-Market	30.5	34	28.75	-15.44%
YTD Average Sale Price	\$532,466	\$557,276	\$625,345	+12.21%
YTD Median Sale Price	\$468,125	\$502,725	\$558,750	+11.14%

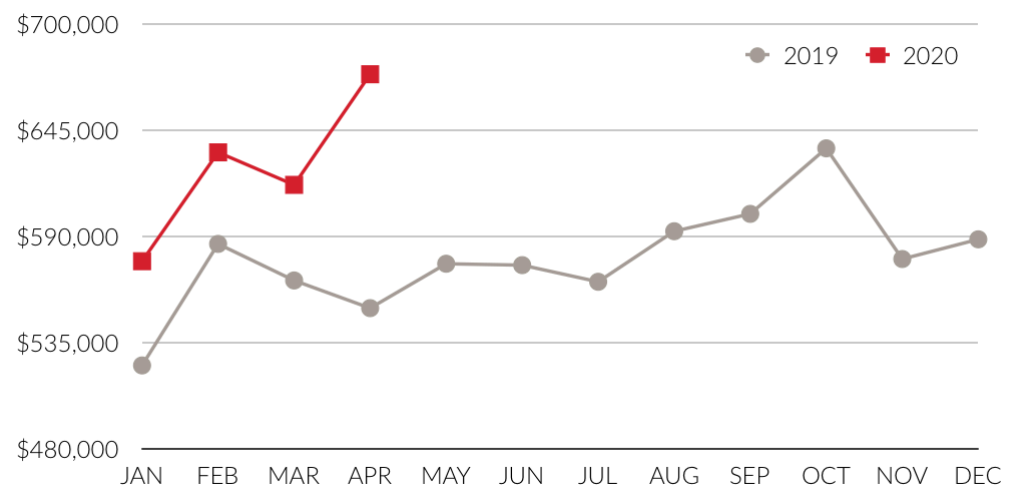
AVERAGE SALE PRICE

WELLINGTON COUNTY

YEAR OVER YEAR



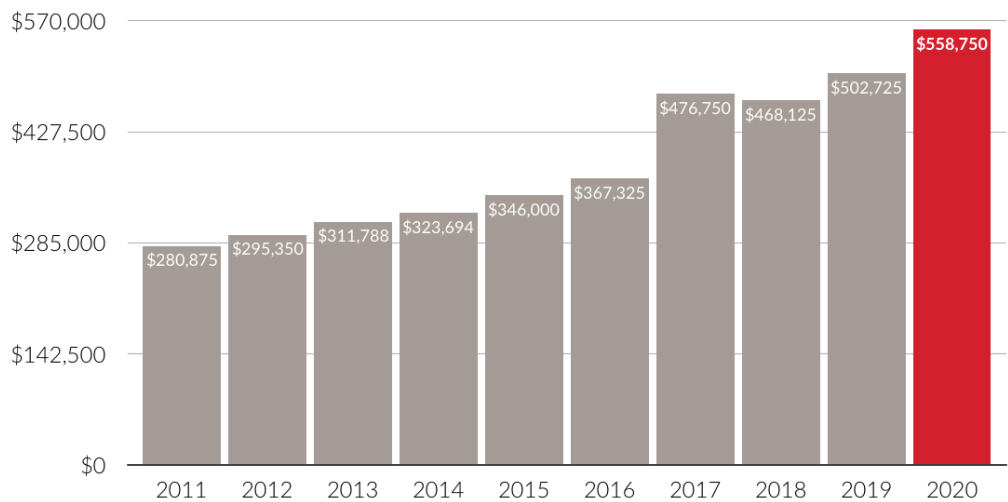
MONTH OVER MONTH 2019 VS. 2020



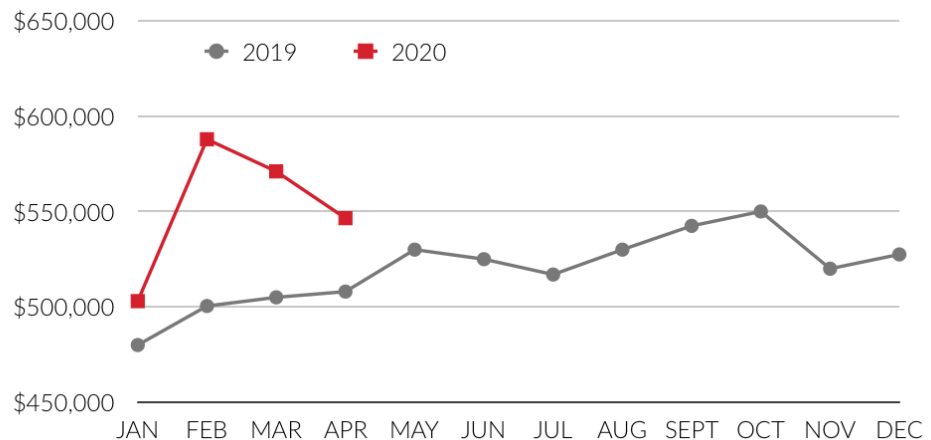
MEDIAN SALE PRICE

WELLINGTON COUNTY

YEAR OVER YEAR



MONTH OVER MONTH 2019 VS. 2020

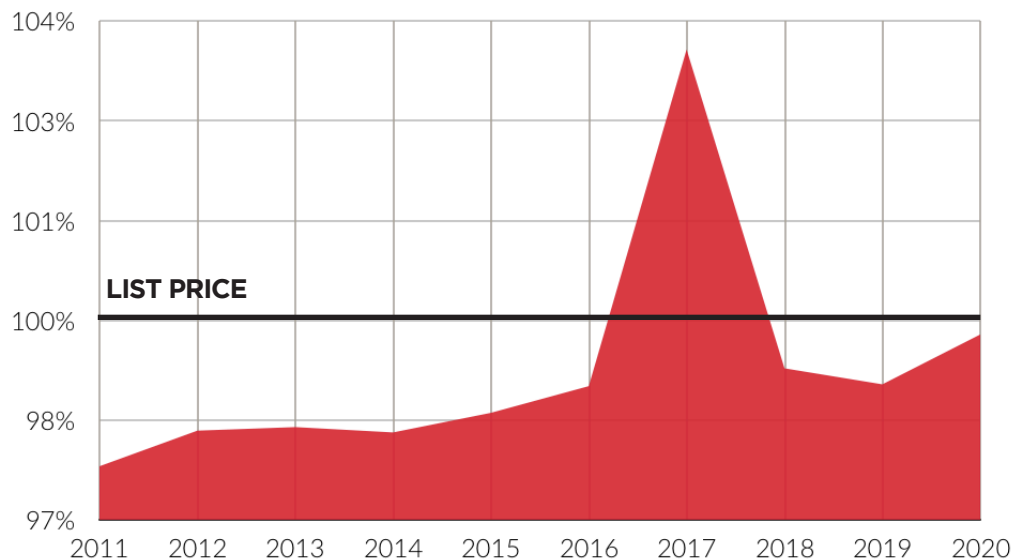


* Median sale price is based on residential sales (including freehold and condominiums).

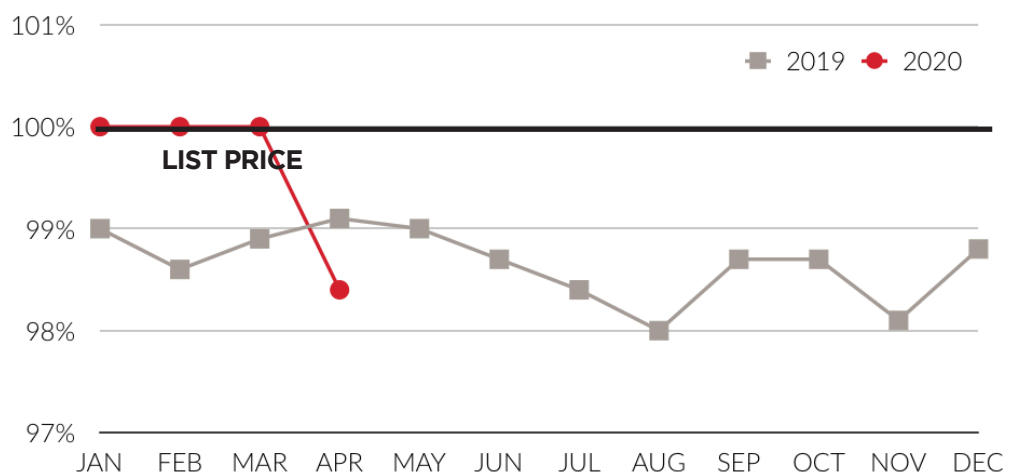
SALE PRICE vs. LIST PRICE RATIO

WELLINGTON COUNTY

YEAR OVER YEAR



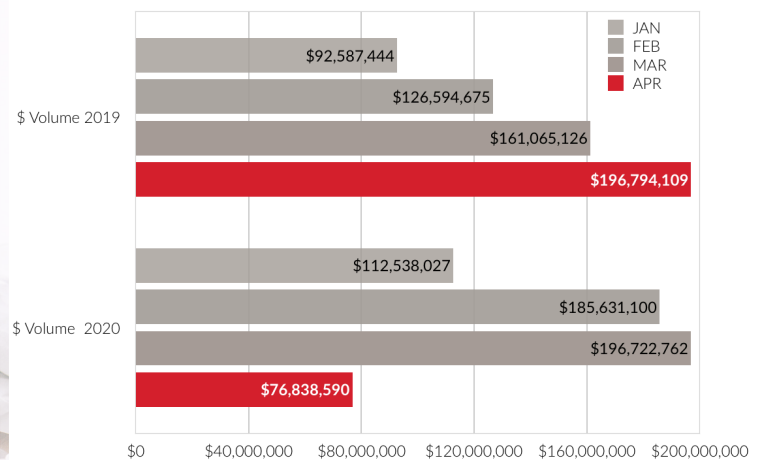
MONTH OVER MONTH 2019 VS. 2020



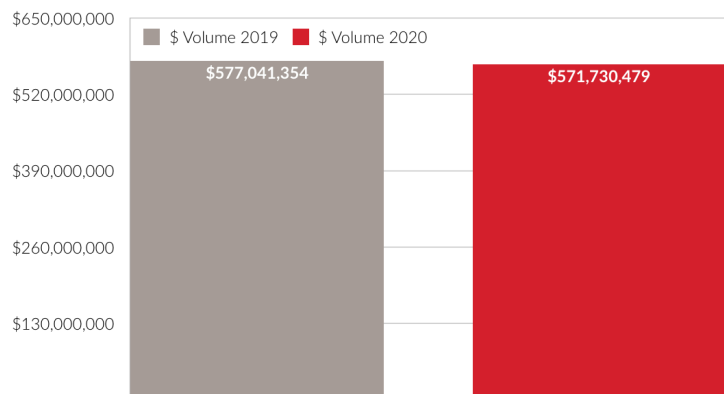
\$ VOLUME SALES

WELLINGTON COUNTY

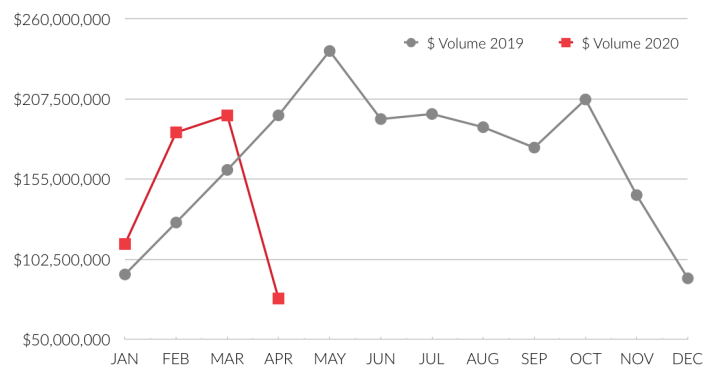
Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020



Month vs. Month 2019 vs. 2020

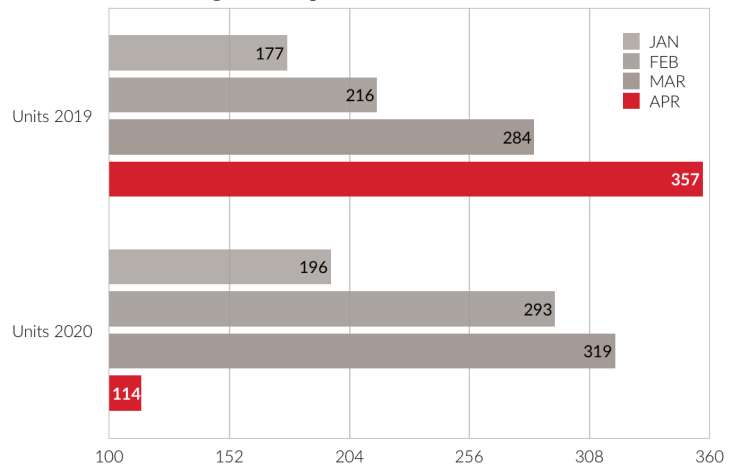




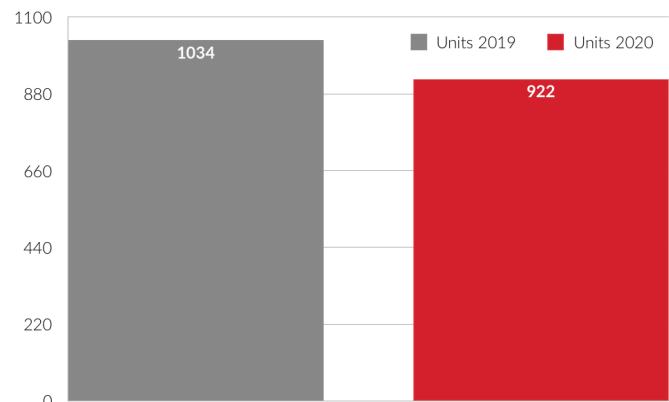
UNIT SALES

WELLINGTON COUNTY

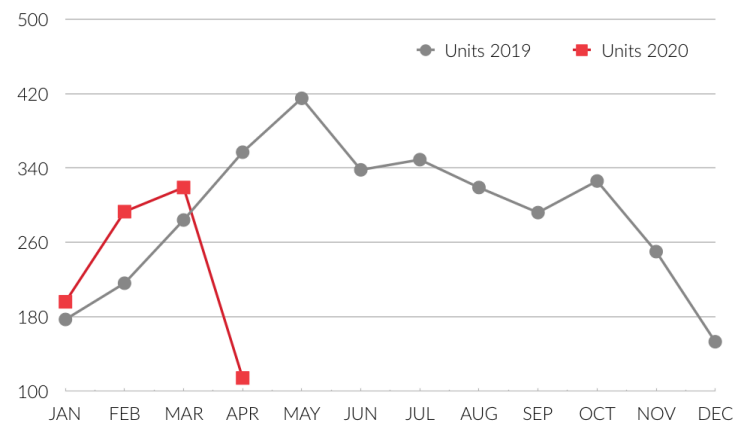
Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020

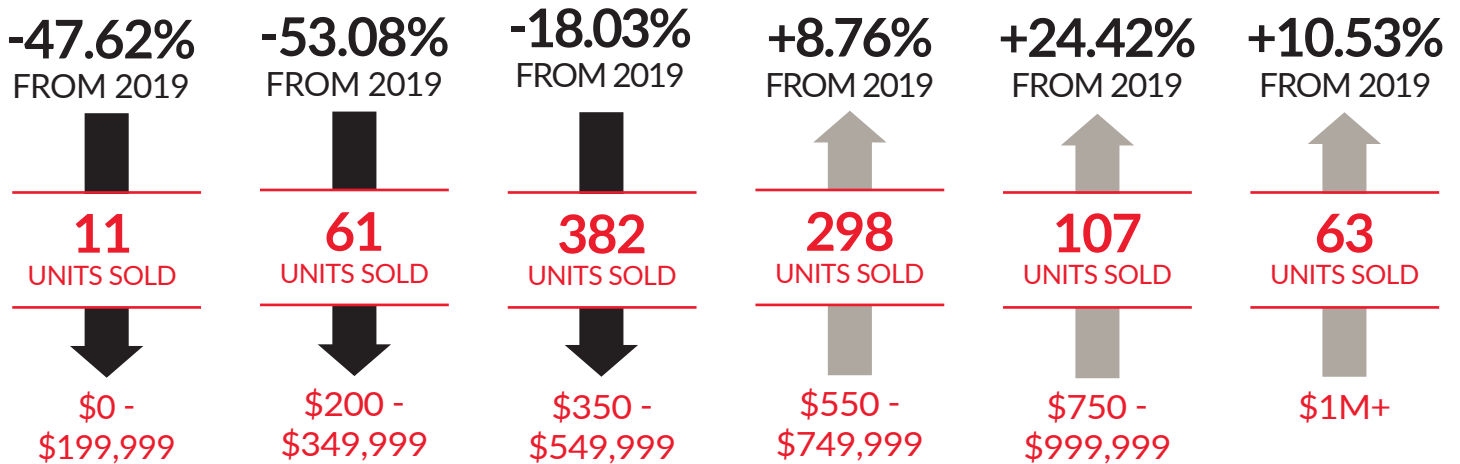


Month vs. Month 2019 vs. 2020



SALES BY PRICE BRACKET

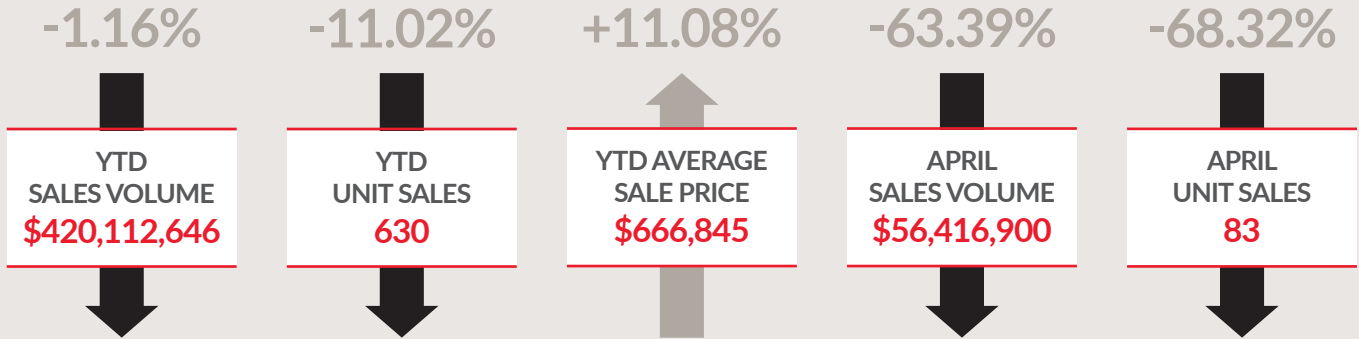
WELLINGTON COUNTY - YEAR TO DATE



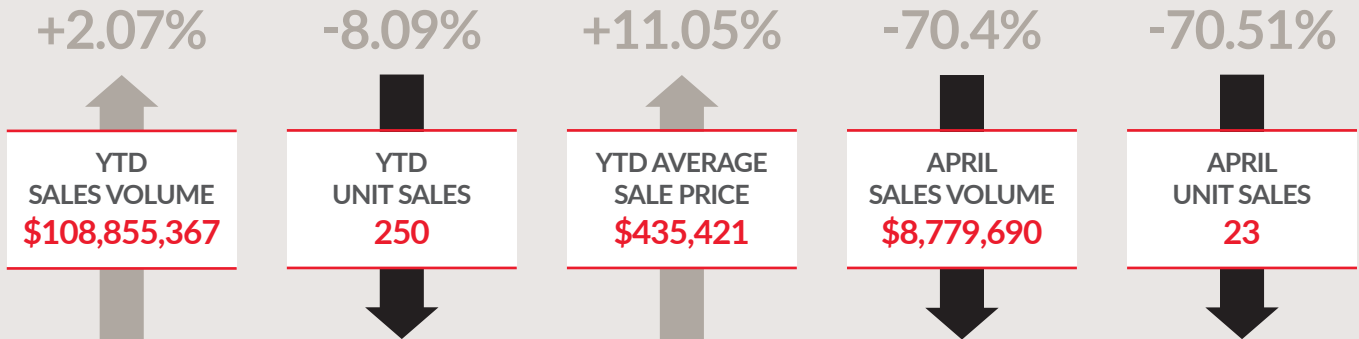
SALES BY TYPE

WELLINGTON COUNTY

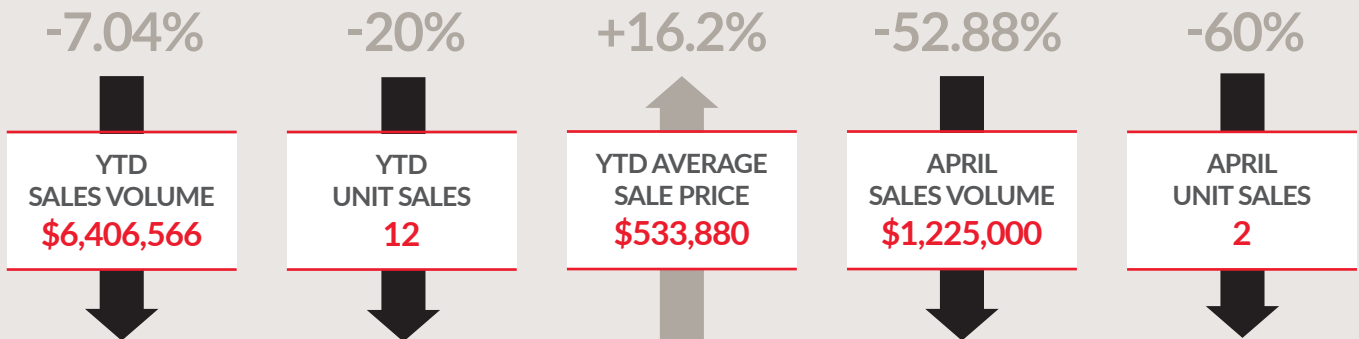
FREEHOLD HOME SALES



CONDOMINIUM HOME SALES



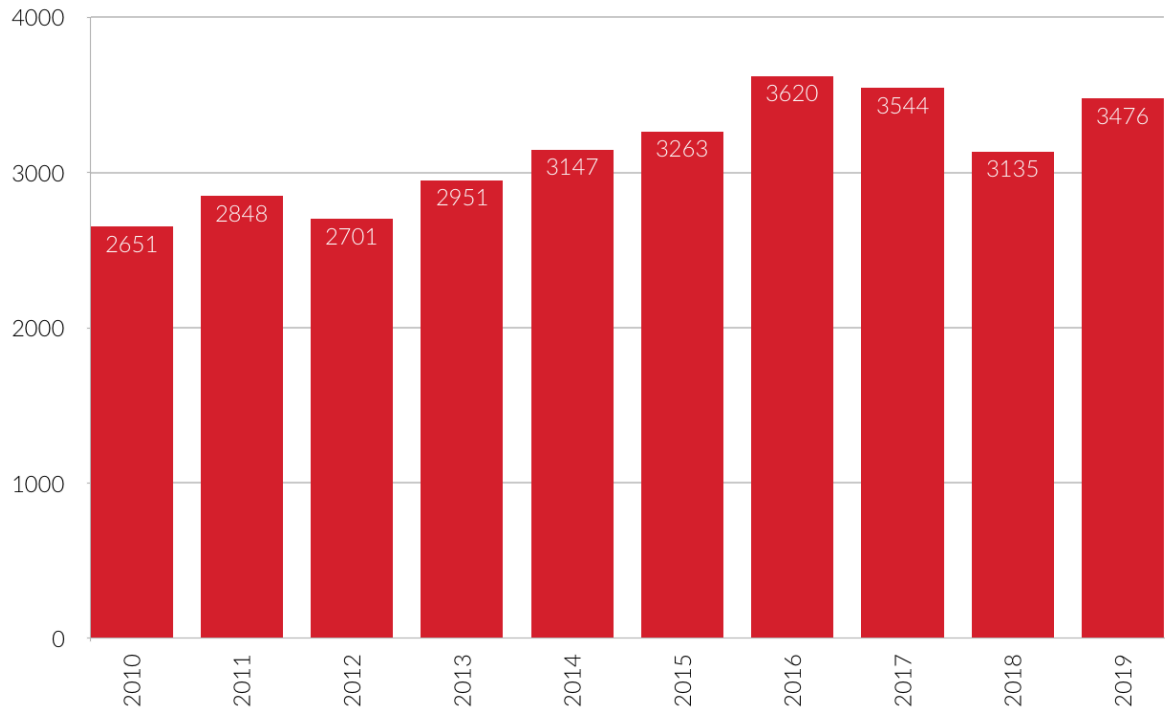
VACANT LAND SALES



Year over year comparison (April 2019 to April 2020)

10 YEAR MARKET ANALYSIS

UNITS SOLD

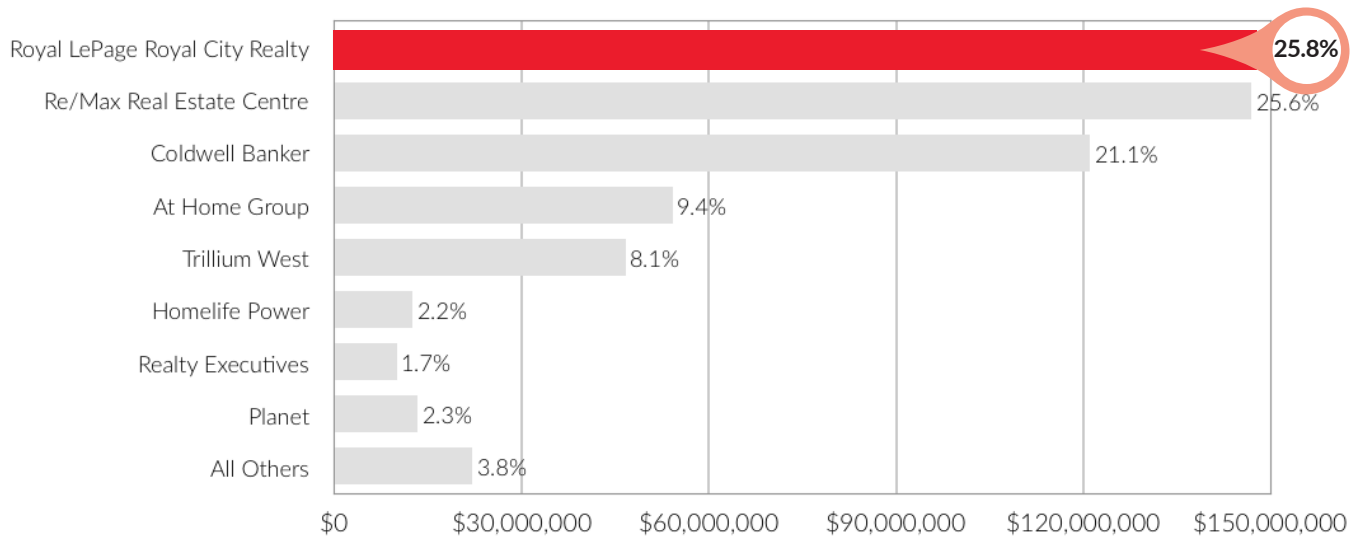


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

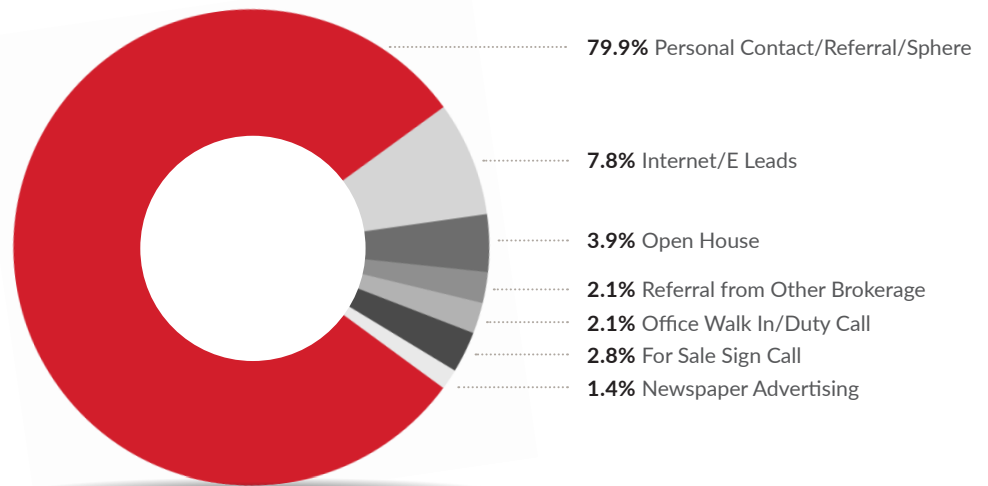
MARKET SHARE BY \$VOLUME

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

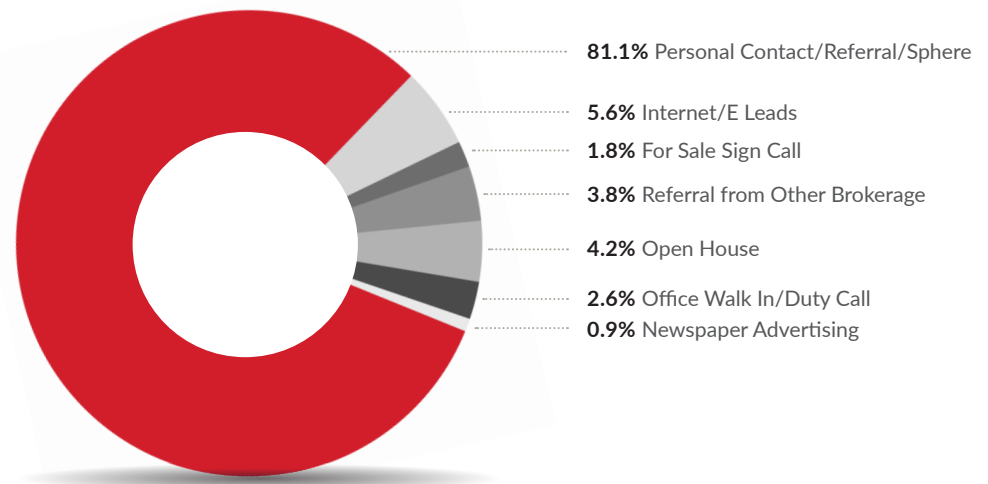


SOURCE OF BUSINESS

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