



2020
MAY

WELLINGTON COUNTY
Real Estate Market Report



OVERVIEW

SELLER'S MARKET

Although sales and listing activity is down compared to last year as an effect of COVID-19, both are picking up. Sale prices continued to increase while listings were on the market for under a month.



May sales volume of \$149,064,445

Down 37.62% from 2019's \$238,957,298 with unit sales of 242 down 41.69% from last May's 415. New listings of 365 are down 42.79% from a year ago, with the sales/listing ratio of 66.3% up 1.25%.



Year-to-date sales volume of \$720,921,231

Down 11.65% from 2019's \$815,998,652 with unit sales of 1,166 down 19.53% from 2019's 1,449. New listings of 1,787 are down 25.94% from a year ago, with the sales/listing ratio of 65.25% up 5.2%.



Year-to-date average sale price of \$621,530

Up from \$560,981 one year ago with median sale price of \$571,000 up from \$505,000 one year ago. Average days-on-market of 29 is down 3.4 days from last year.

MAY NUMBERS

Median Sale Price

\$575,000

+8.49%

Sales Volume

\$149,064,445

-37.62%

Unit Sales

242

-41.69%

New Listings

365

-42.79%

Expired Listings

43

-2.27%

Unit Sales/Listings Ratio

66.3%

+1.25%

*Year over year comparison
(May 2019 to May 2020)*

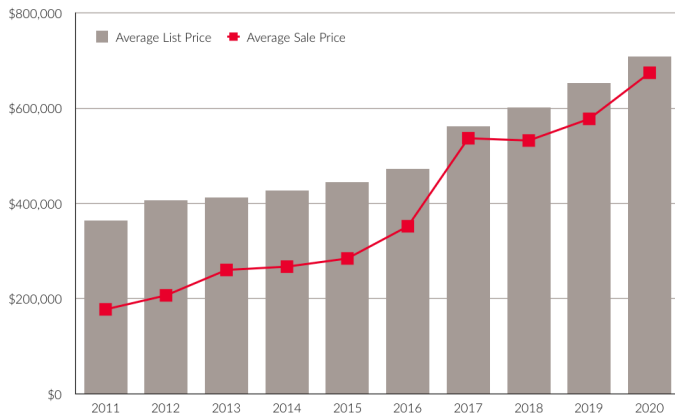


THE MARKET IN DETAIL

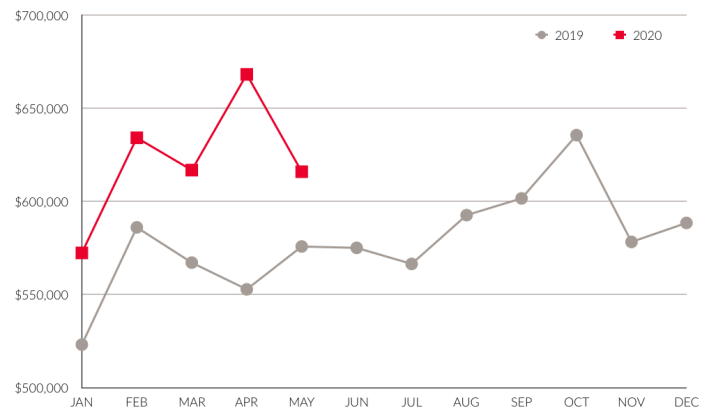
	2018	2019	2020	2019-2020
Year-To-Date (YTD) Volume Sales	\$687,605,229	\$815,998,652	\$720,921,231	-11.65%
YTD Unit Sales	1,282	1,449	1,166	-19.53%
YTD New Listings	2,144	2,413	1,787	-25.94%
YTD Sales/Listings Ratio	59.79%	60.05%	65.25%	+5.2%
YTD Expired Listings	157	210	193	-8.1%
May Volume Sales	\$168,896,181	\$238,957,298	\$149,064,445	-37.62%
May Unit Sales	317	415	242	-41.69%
May New Listings	617	638	365	-42.79%
May Sales/Listings Ratio	51.38%	65.05%	66.3%	+1.25%
May Expired Listings	36	44	43	-2.27%
YTD Sales: Under \$0-\$199K	25	27	15	-44.4%
YTD Sales: Under \$200K-\$349K	223	178	73	-58.99%
YTD Sales: Under \$350K-\$549K	641	647	463	-28.44%
YTD Sales: Under \$550K-\$749K	258	386	395	+2.33%
YTD Sales: Under \$750K-\$999K	106	132	137	+3.79%
YTD Sales: \$1M+	62	79	83	+5.06%
YTD Average Days-On-Market	29.8	32.4	29	-10.49%
YTD Average Sale Price	\$532,532	\$560,981	\$621,530	+10.79%
YTD Median Sale Price	\$470,000	\$505,000	\$571,000	+13.07%

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

AVERAGE SALE PRICE

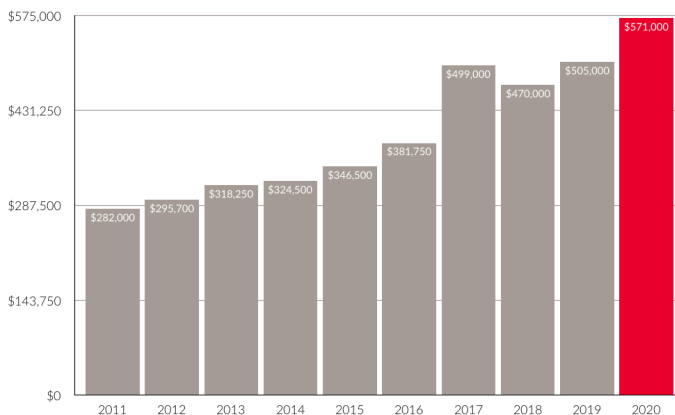


Year Over Year

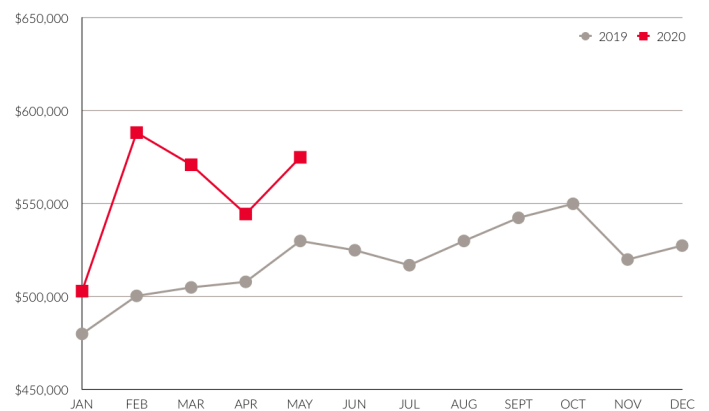


Month Over Month 2019 vs. 2020

MEDIAN SALE PRICE



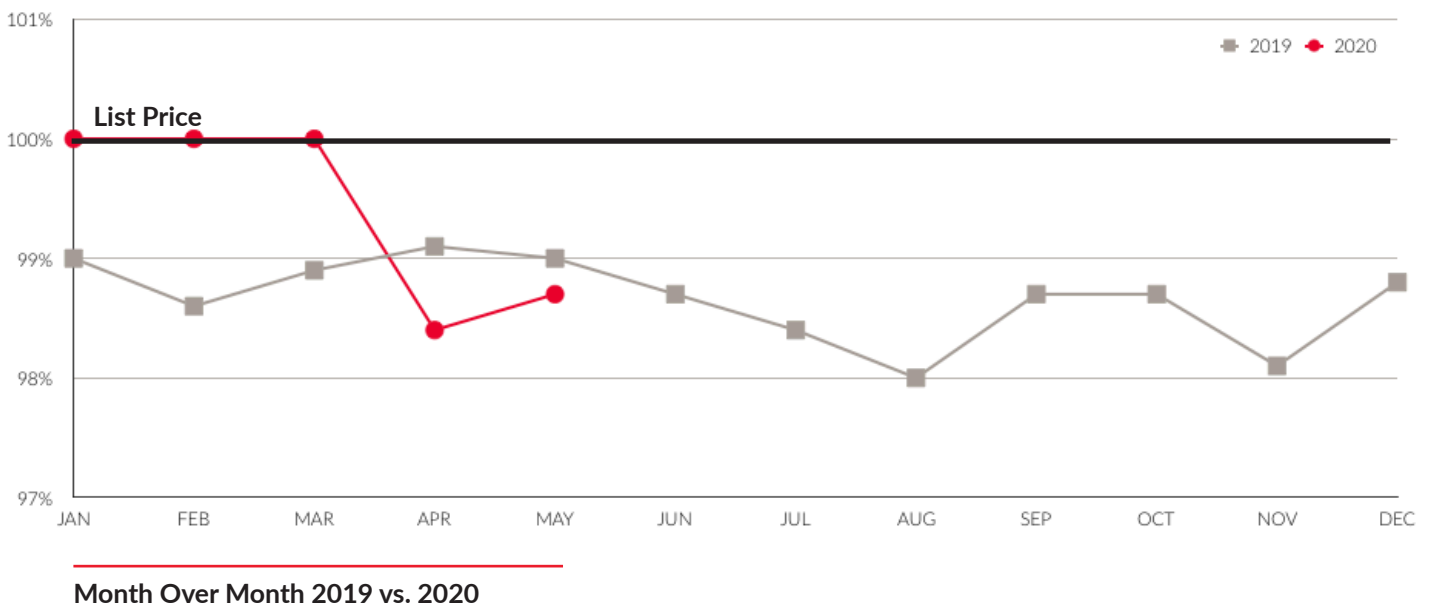
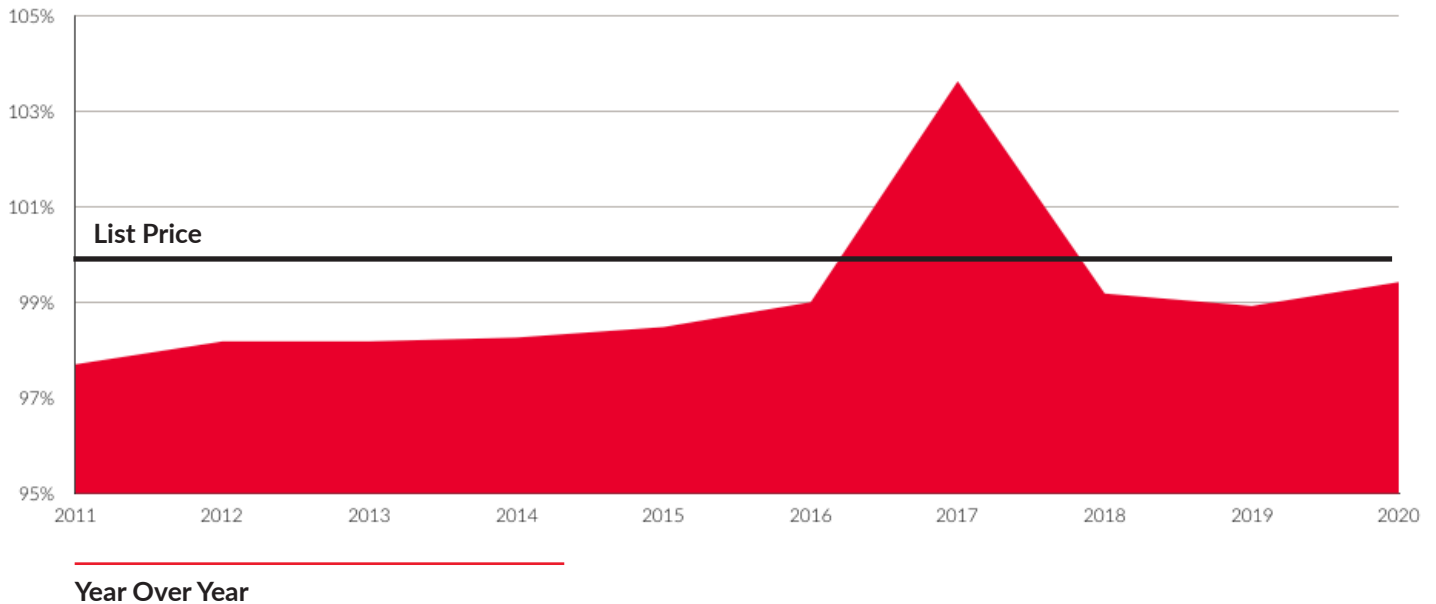
Year Over Year



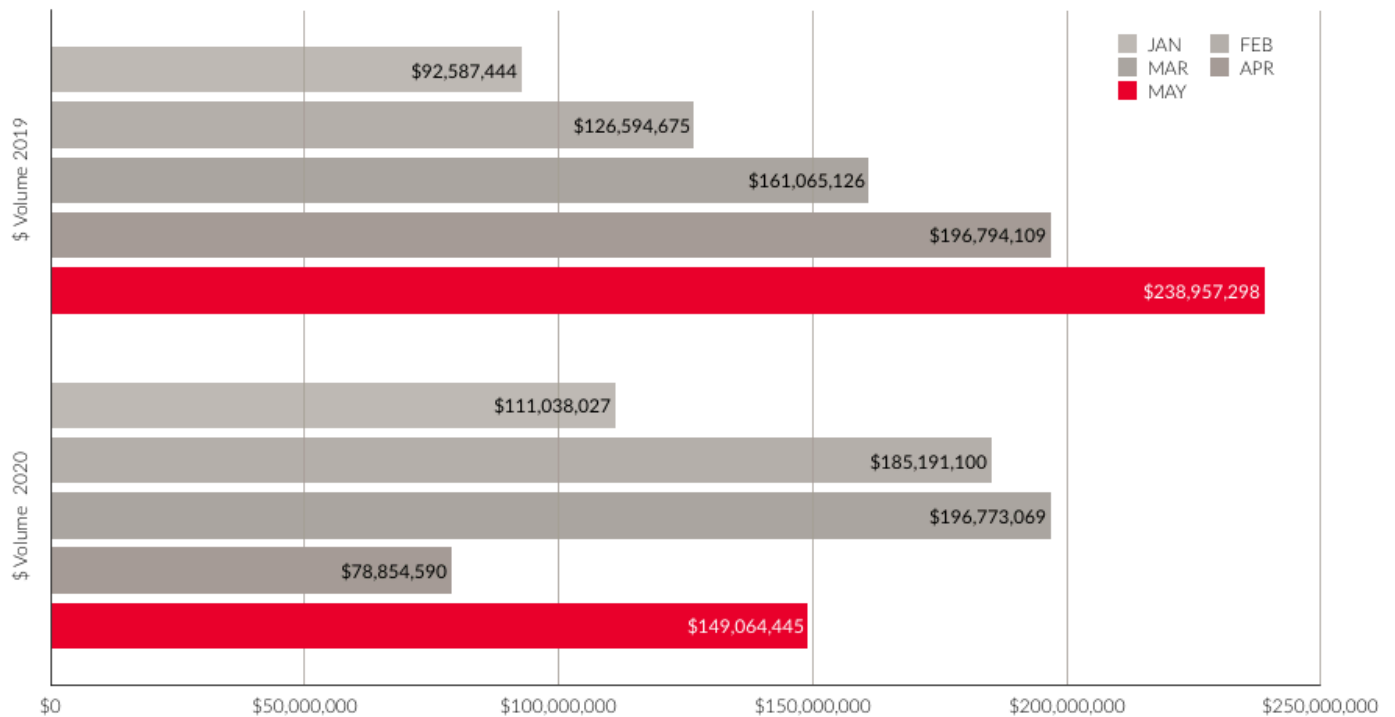
Month Over Month 2019 vs. 2020

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

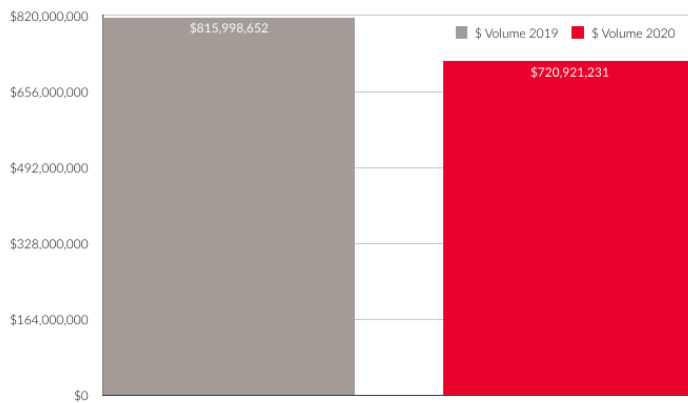
SALE PRICE VS. LIST PRICE RATIO



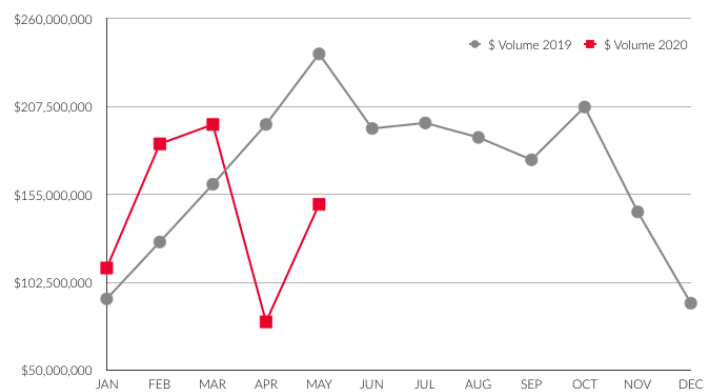
DOLLAR VOLUME SALES



Monthly Comparison 2019 vs. 2020

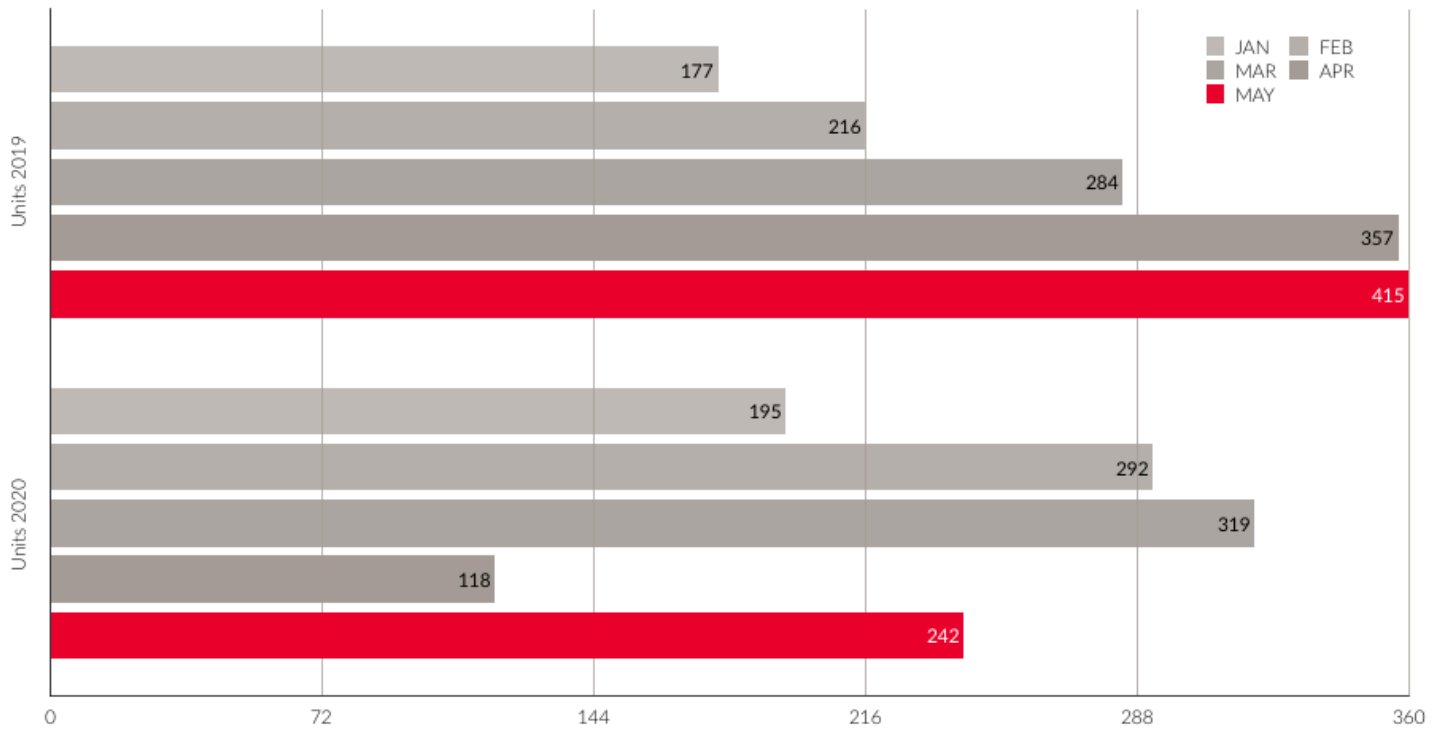


Yearly Totals 2019 vs. 2020

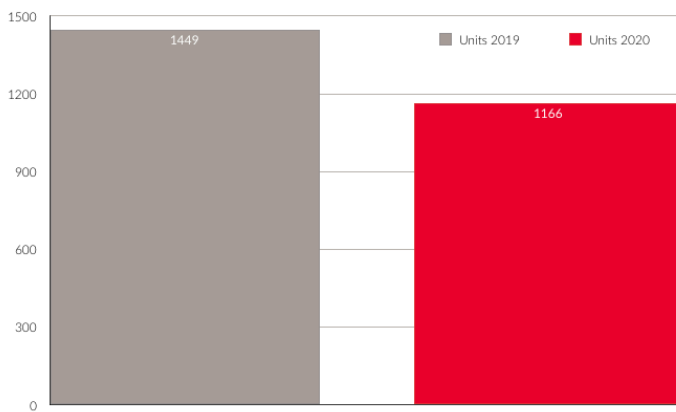


Month vs. Month 2019 vs. 2020

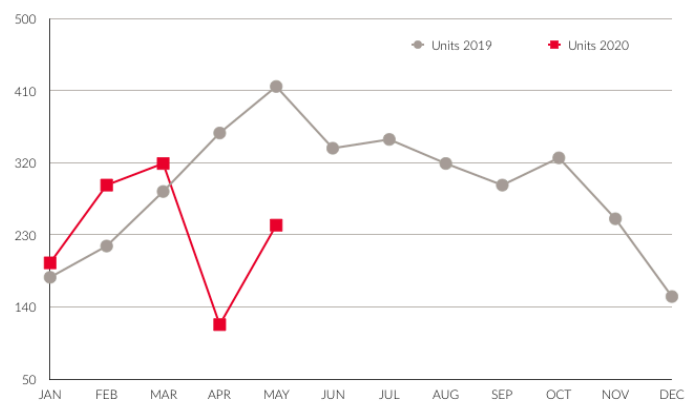
UNIT SALES



Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020



Month vs. Month 2019 vs. 2020

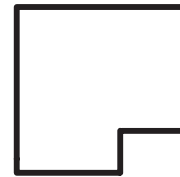
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



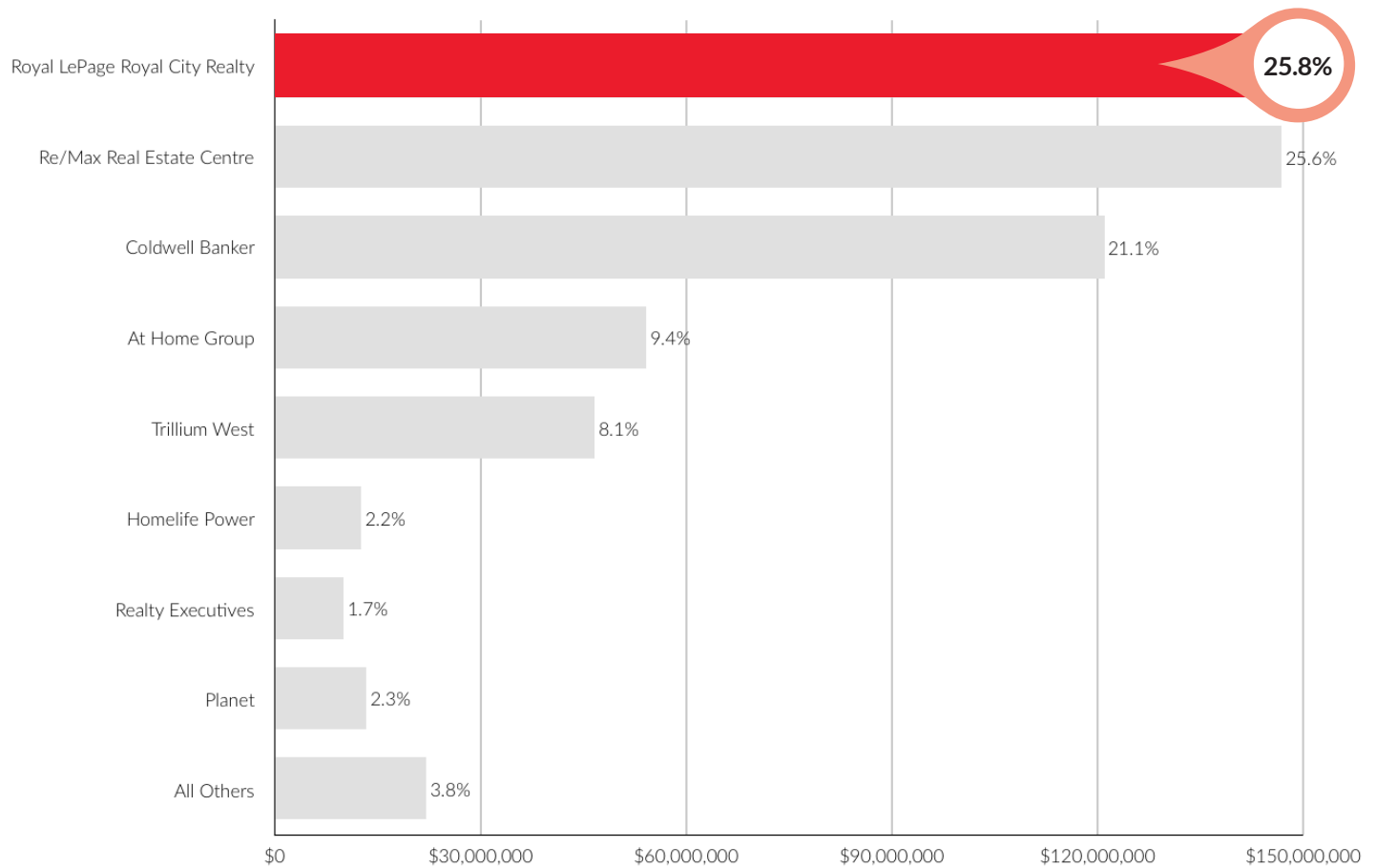
VACANT LAND

YTD Sales Volume	 \$547,356,556 -11.4%	 \$127,302,209 -10.45%	 \$7,359,066 -6.16%
YTD Unit Sales	 825 -18.88%	 293 -19.06%	 14 -17.65%
YTD Average Sale Price	 \$663,462 +9.22%	 \$434,479 +10.64%	 \$525,647.57 +13.95%
May Sales Volume	 \$127,147,910 -34.03%	 \$18,416,535 -48.13%	 \$952,500 +0.26%
May Unit Sales	 193 -37.54%	 43 -52.55%	 2 No Change

Year Over Year Comparison (May 2019 to May 2020)



MARKET DOMINANCE

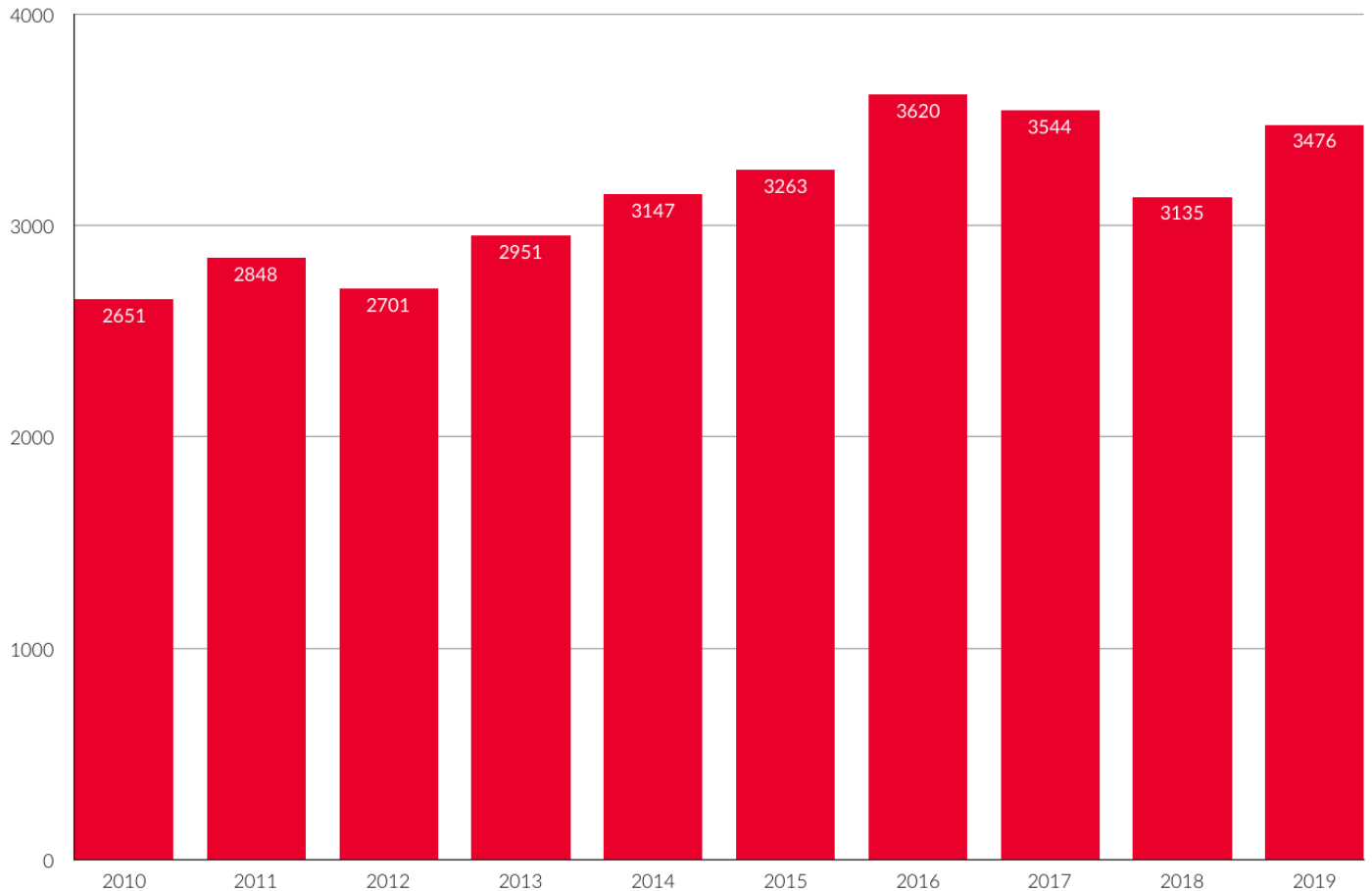


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
January - April 2020



10 YEAR MARKET ANALYSIS



Units Sold



SOURCE OF BUSINESS



SOURCE OF BUYERS 2019

How We'll Find Your Buyer

- 79.9% Personal Contact/Referral/Sphere
- 7.8% Internet/E Leads
- 3.9% Open House
- 2.1% Referral from Other Brokerage
- 2.1% Office Walk In/Duty Call
- 2.8% For Sale Sign Call
- 1.4% Newspaper Advertising



SOURCE OF LISTINGS 2019

Where Our Listings Come From

- 81.1% Personal Contact/Referral/Sphere
- 5.6% Internet/E Leads
- 1.8% For Sale Sign Call
- 3.8% Referral from Other Brokerage
- 4.2% Open House
- 2.6% Office Walk In/Duty Call
- 0.9% Newspaper Advertising

OUR LOCATIONS



FERGUS

519-843-1365
840 Tower Street S., Fergus



GUELPH

519-824-9050
848 Gordon Street Unit 101, Guelph



GUELPH

519-821-6191
214 Speedvale Ave W., Guelph



GUELPH (COMMERCIAL)

519-836-8060
1467 Gordon Street Unit L1, Guelph



ROCKWOOD

519-856-9922
118 Main Street S., Rockwood



/RoyalLePageRoyalCity



/RoyalCityRealty



/RLPRoyalCity

Helping You Is What We Do.

Find more Real Estate Market Reports for Wellington County at royalcity.com/market-update/