



# 2020 MAY

## **CENTRE WELLINGTON** Real Estate Market Report



**ROYAL CITY REALTY**  
BROKERAGE

# OVERVIEW

## SELLER'S MARKET

While COVID-19 continues to push down sales volume and listing activity, there is still enough demand to lead to moderate price growth and continued sales.



### May sales volume of \$24,171,328

Down 32.09% from 2019's \$35,595,772 with unit sales of 36 down 40% from last May's 60. New listings of 52 are down 39.53% from a year ago, with the sales/listing ratio of 69.23% down 0.54%.



### Year-to-date sales volume of \$93,968,547

Down 4.04% from 2019's \$97,927,276 with unit sales of 143 down 20.99% from 2019's 181. New listings of 247 are down 19.28% from a year ago, with the sales/listing ratio of 57.89% down 1.26%.



### Year-to-date average sale price of \$671,299

Up from \$529,458 one year ago with median sale price of \$575,000 up from \$505,772 one year ago. Average days-on-market of 32.6 is down 6 days from last year.

## MAY NUMBERS

Median Sale Price

**\$534,900**

+5.76%

Sales Volume

**\$24,171,328**

-32.09%

Unit Sales

**36**

-40%

New Listings

**52**

-39.53%

Expired Listings

**5**

+25%

Unit Sales/Listings Ratio

**69.23%**

-0.54%

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

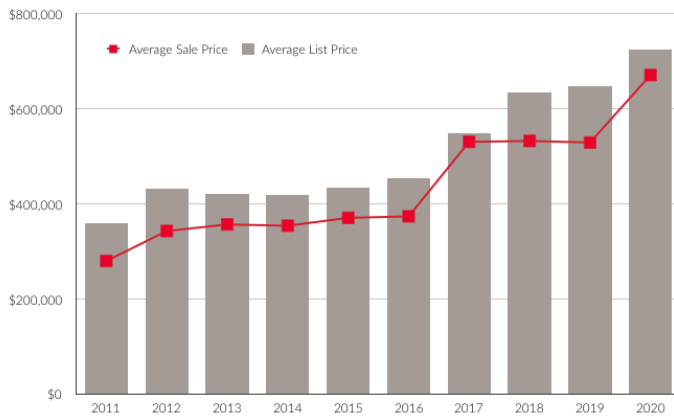


# THE MARKET IN DETAIL

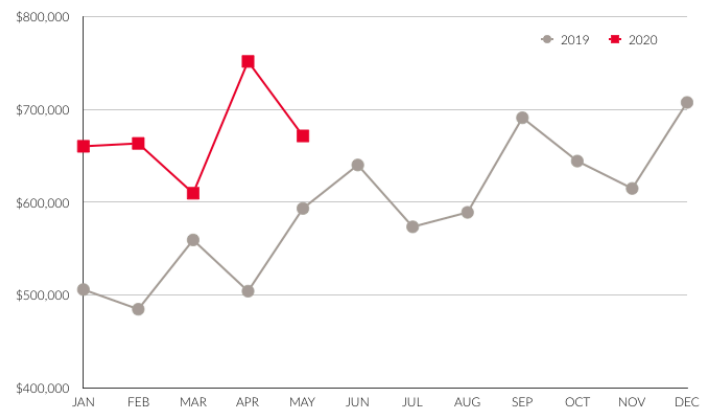
	2018	2019	2020	2019-2020
<b>Year-To-Date (YTD) Volume Sales</b>	\$85,952,200	\$97,927,276	\$93,968,547	-4.04%
<b>YTD Unit Sales</b>	157	181	143	-32.09%
<b>YTD New Listings</b>	241	306	247	-19.28%
<b>YTD Sales/Listings Ratio</b>	65.15%	59.15%	57.89%	-1.26%
<b>YTD Expired Listings</b>	28	25	29	+16%
<b>May Volume Sales</b>	\$15,901,000	\$35,595,772	\$24,171,328	-32.09%
<b>May Unit Sales</b>	33	60	36	-40%
<b>May New Listings</b>	74	86	52	-39.53%
<b>May Sales/Listings Ratio</b>	44.59%	69.77%	69.23%	-0.54%
<b>May Expired Listings</b>	2	4	5	+25%
<b>YTD Sales: Under \$0-\$199K</b>	5	7	4	-42.86%
<b>YTD Sales: Under \$200K-\$349K</b>	16	14	7	-50%
<b>YTD Sales: Under \$350K-\$549K</b>	81	91	52	-42.86%
<b>YTD Sales: Under \$550K-\$749K</b>	30	49	44	-10.2%
<b>YTD Sales: Under \$750K-\$999K</b>	17	12	19	+58.33%
<b>YTD Sales: \$1M+</b>	8	8	17	+112.5%
<b>YTD Average Days-On-Market</b>	30.4	38.6	32.6	-15.54%
<b>YTD Average Sale Price</b>	\$532,682	\$529,458	\$671,299	+26.79%
<b>YTD Median Sale Price</b>	\$476,000	\$505,772	\$575,000	+13.69%

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

# AVERAGE SALE PRICE

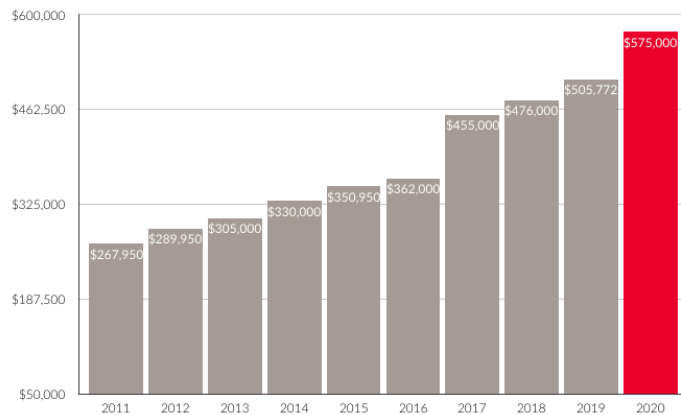


Year Over Year

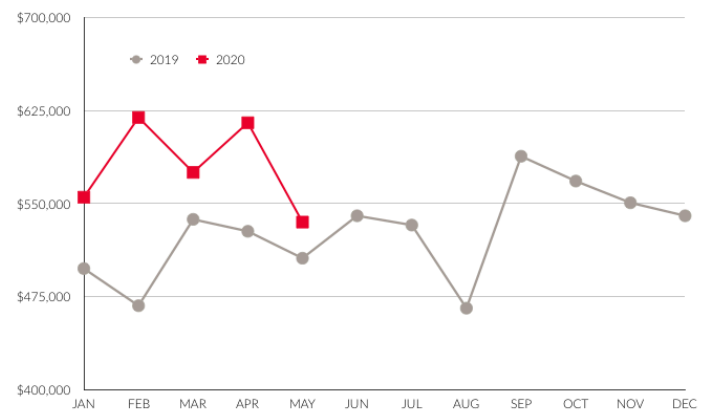


Month Over Month 2019 vs. 2020

# MEDIAN SALE PRICE



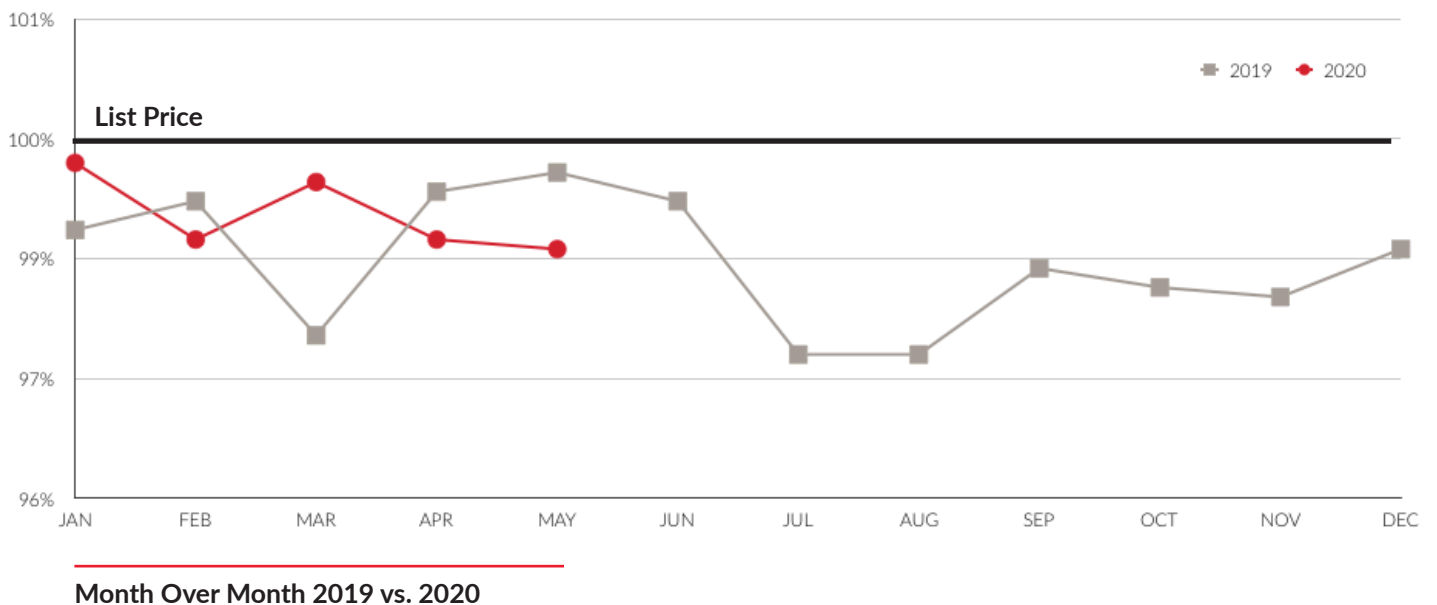
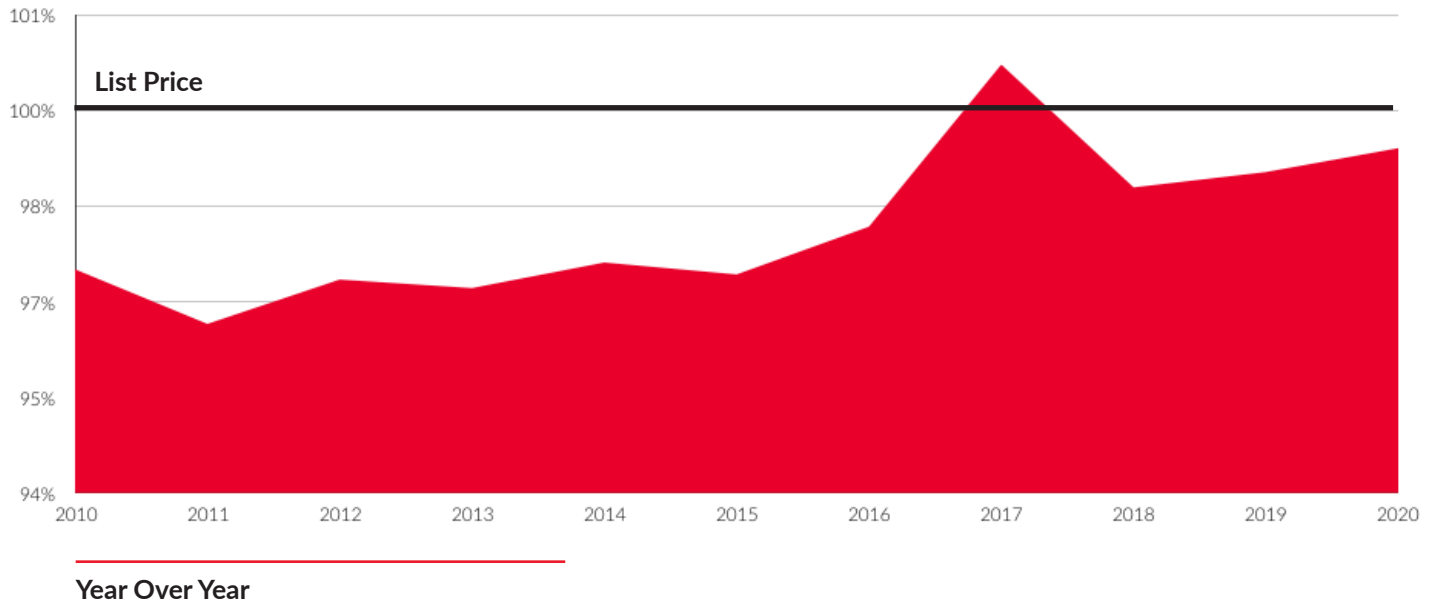
Year Over Year



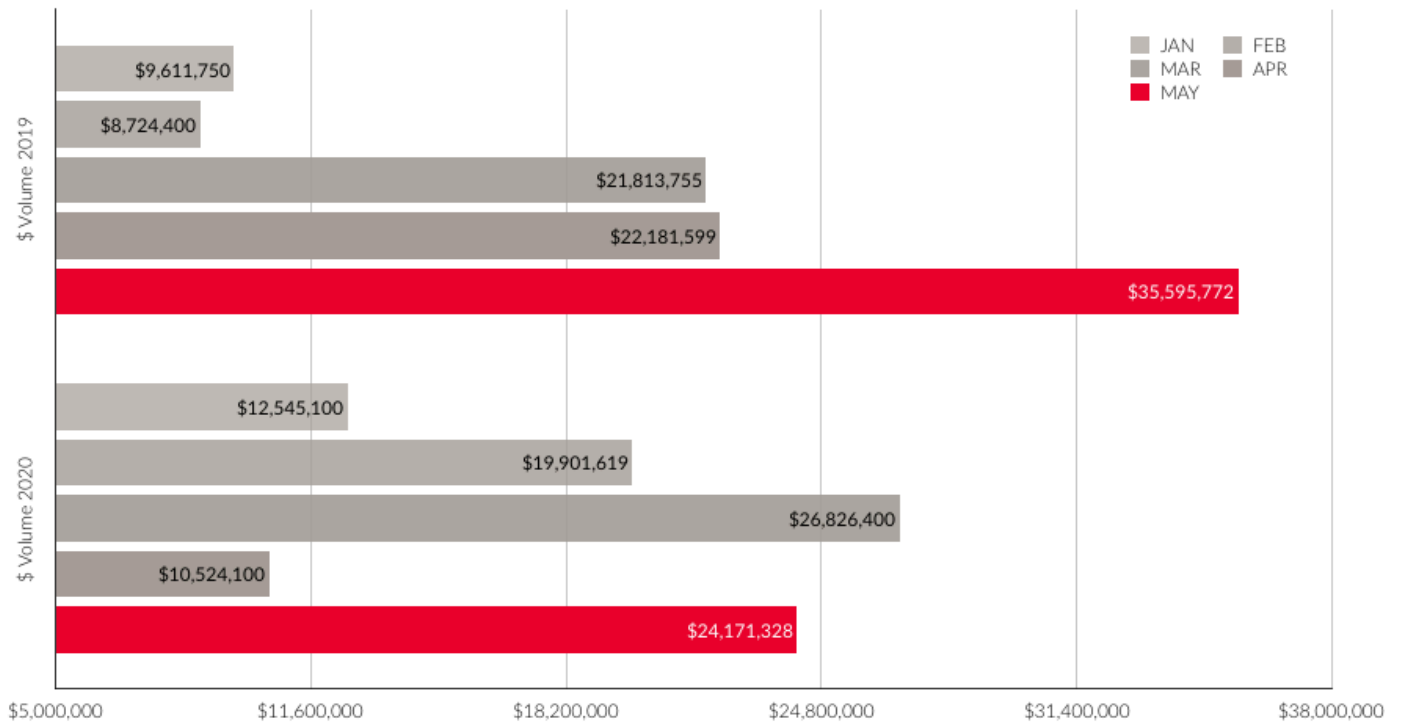
Month Over Month 2019 vs. 2020

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

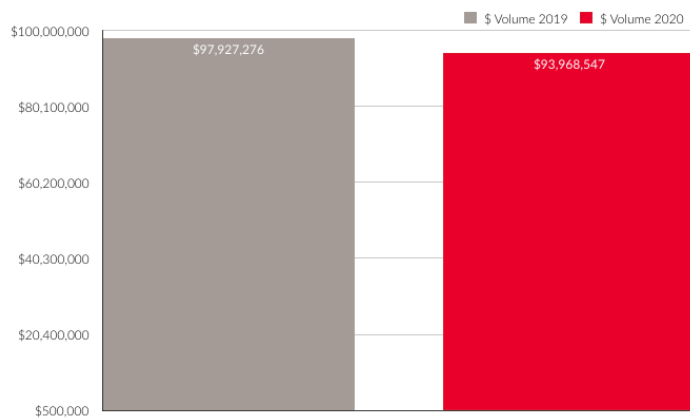
# SALE PRICE VS. LIST PRICE RATIO



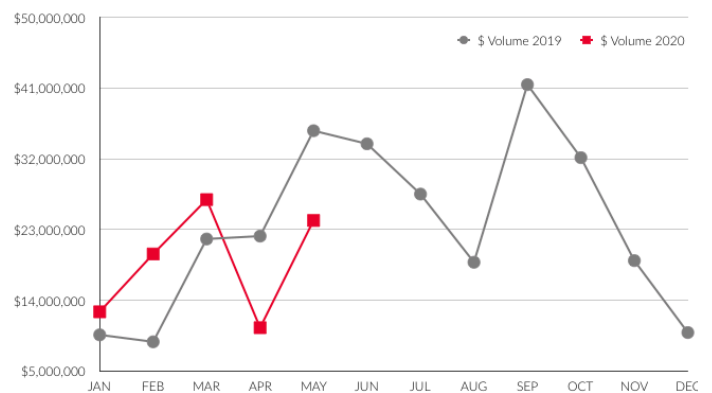
# DOLLAR VOLUME SALES



## Monthly Comparison 2019 vs. 2020



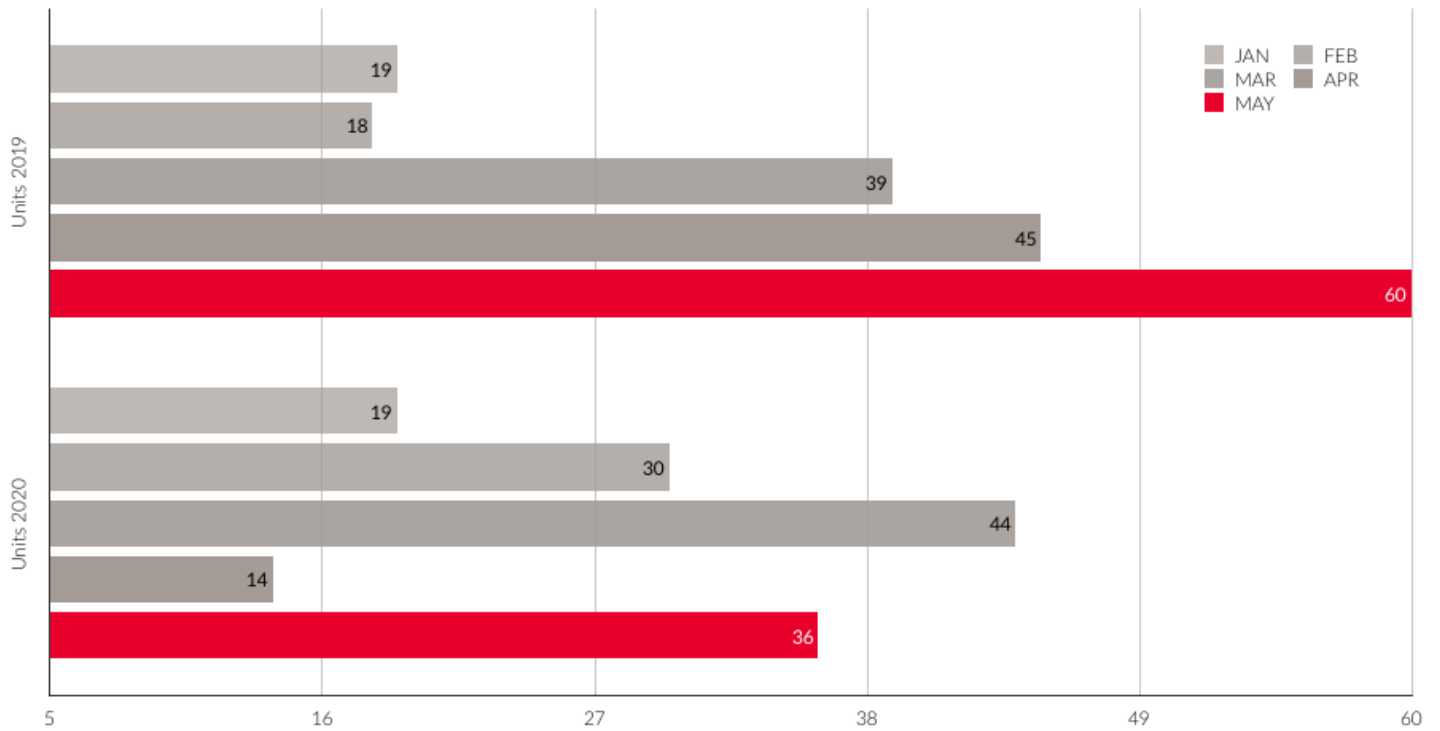
## Yearly Totals 2019 vs. 2020



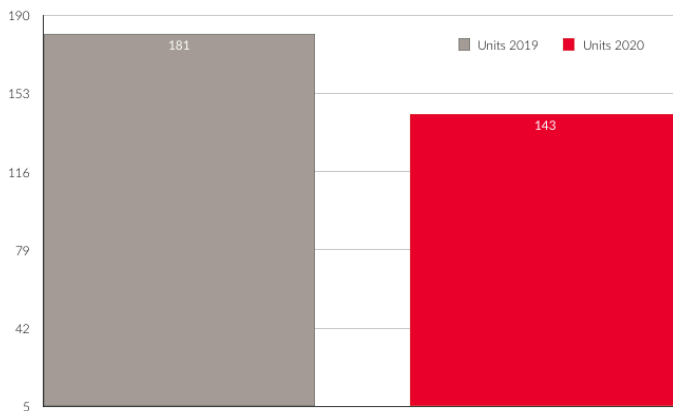
## Month vs. Month 2019 vs. 2020



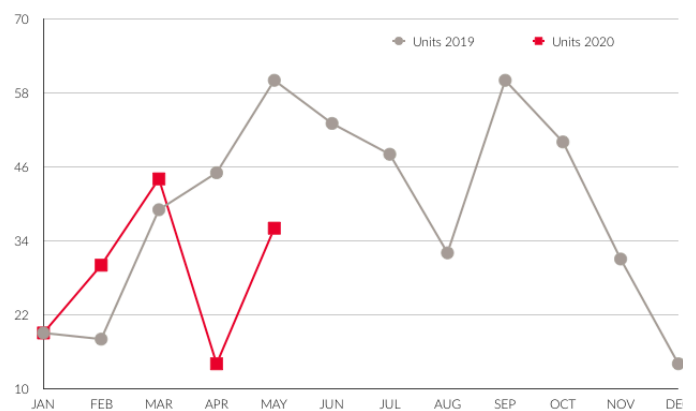
# UNIT SALES



Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020



Month vs. Month 2019 vs. 2020

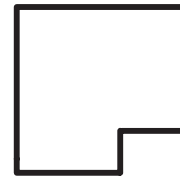
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

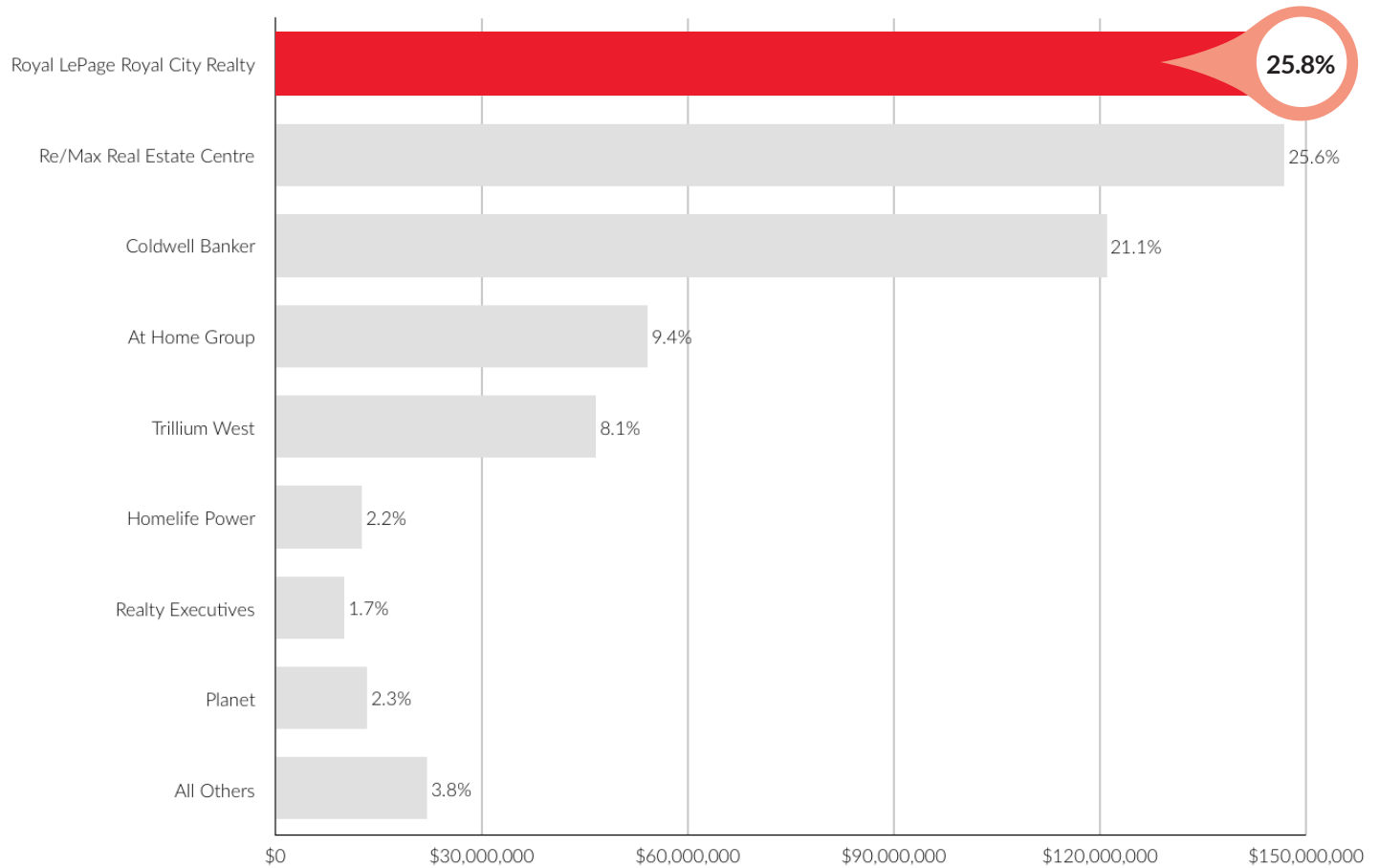
YTD Sales Volume	 <b>\$82,270,447</b> -3.17%	 <b>\$4,945,600</b> -33.92%	 <b>\$1,818,000</b> +144%
YTD Unit Sales	 <b>121</b> -20.39%	 <b>12</b> -36.84%	 <b>4</b> +100%
YTD Average Sale Price	 <b>\$679,921</b> +21.64%	 <b>\$412,133</b> +4.63%	 <b>\$454,500</b> +22.01%
May Sales Volume	 <b>\$22,766,328</b> -26.84%	 <b>\$675,000</b> -70.33%	 <b>\$730,000</b> Up from \$0
May Unit Sales	 <b>33</b> -35.3%	 <b>2</b> -66.67%	 <b>1</b> Up from 0

Year Over Year Comparison (May 2019 to May 2020)





# MARKET DOMINANCE

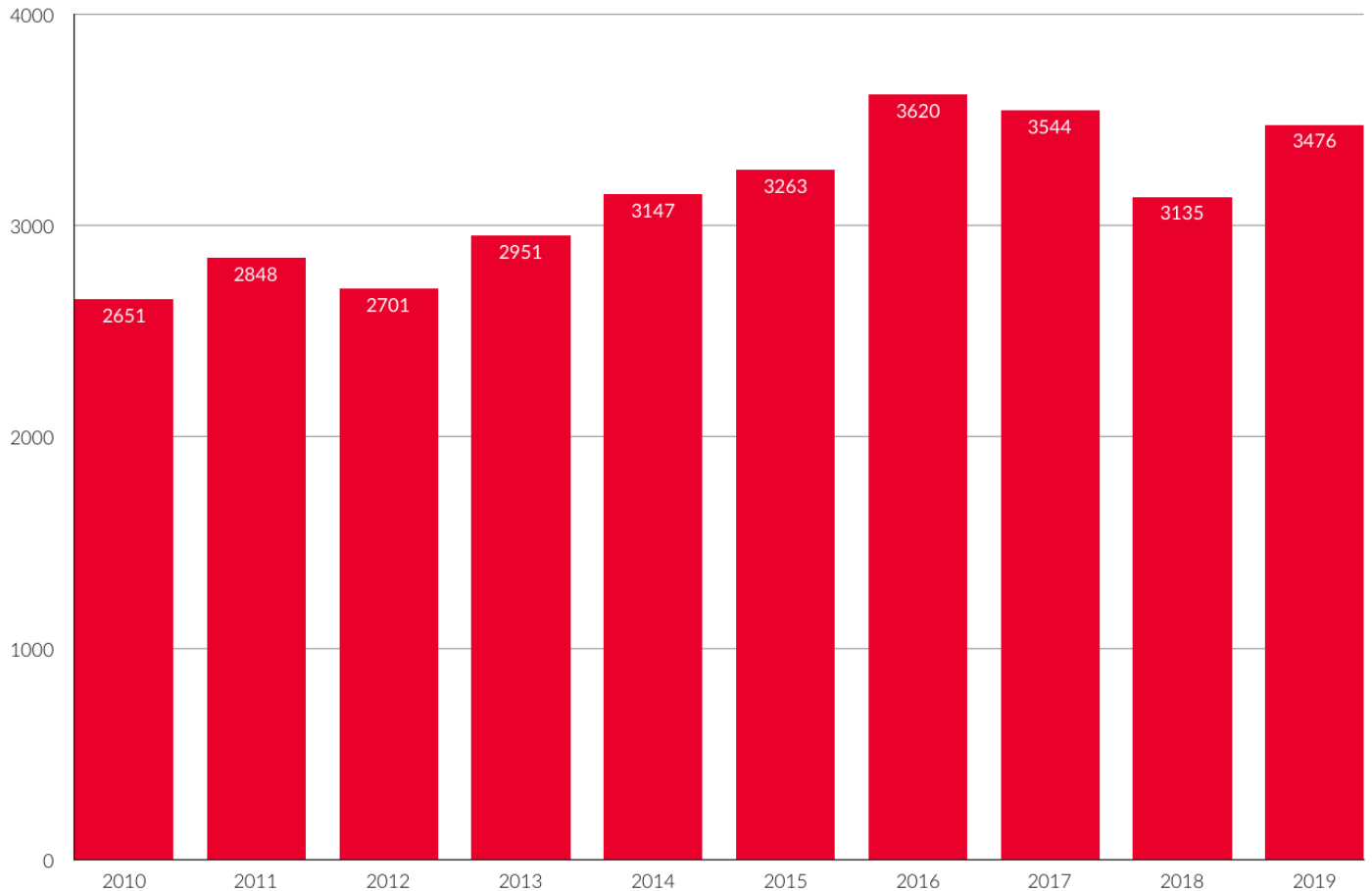


## Market Share by Dollar Volume

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



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