



2020 JUNE

CENTRE WELLINGTON Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

SELLER'S MARKET

Centre Wellington's sales activity is on the rebound after a couple of slow months due to COVID-19. The number of listings and the time they remain on the market is lower than usual due to increased demand which has pushed prices higher.



June sales volume of \$40,505,680

Up 19.39% from 2019's \$33,926,550 with unit sales of 60 up 13.21% from last June's 53. New listings of 72 are down 8.86% from a year ago, with the sales/listing ratio of 83.33% up 16.24%.



Year-to-date sales volume of \$135,310,727

Up 2.62% from 2019's \$131,853,826 with unit sales of 205 down 12.39% from 2019's 234. New listings of 319 are down 17.14% from a year ago, with the sales/listing ratio of 64.26% up 3.48%.



Year-to-date average sale price of \$671,931

Up from \$547,902 one year ago with median sale price of \$595,000 up from \$516,636 one year ago. Average days-on-market of 31.5 is down 7.17 days from last year.

JUNE NUMBERS

Median Sale Price

\$619,750

+14.77%

Sales Volume

\$40,505,680

+19.39%

Unit Sales

60

+13.21%

New Listings

72

-8.86%

Expired Listings

5

-54.5%

Unit Sales/Listings Ratio

83.33%

+16.24%

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

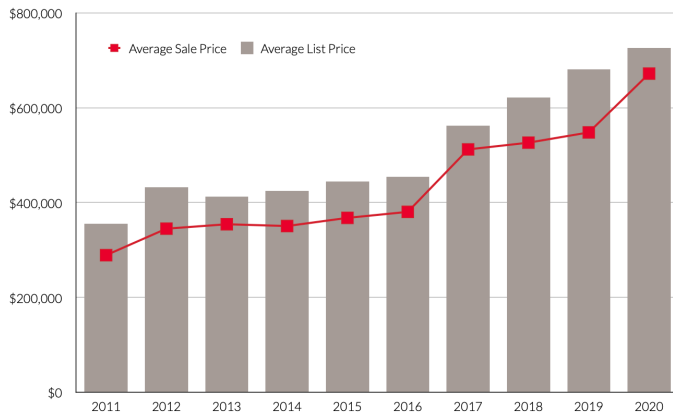


THE MARKET IN DETAIL

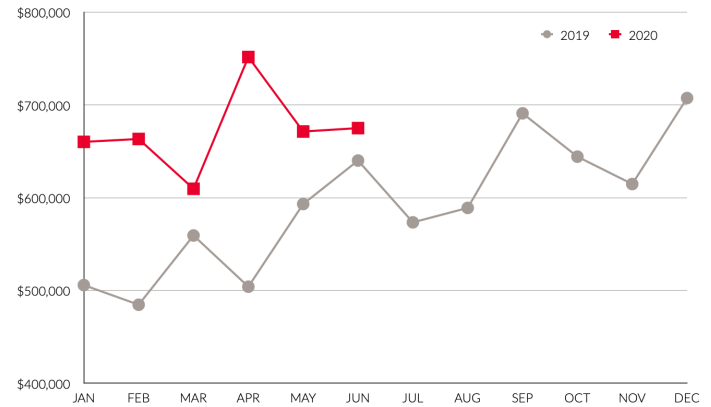
	2018	2019	2020	2019-2020
Year-To-Date (YTD) Volume Sales	\$110,169,523	\$131,853,826	\$135,310,727	+2.62%
YTD Unit Sales	206	234	205	-12.39%
YTD New Listings	308	385	319	-17.14%
YTD Sales/Listings Ratio	66.88%	60.78%	64.26%	+3.48%
YTD Expired Listings	30	36	34	-5.6%
June Volume Sales	\$24,217,323	\$33,926,550	\$40,505,680	+19.39%
June Unit Sales	49	53	60	+13.21%
June New Listings	67	79	72	-8.86%
June Sales/Listings Ratio	73.13%	67.09%	83.33%	+16.24%
June Expired Listings	2	11	5	-54.5%
YTD Sales: Under \$0-\$199K	8	7	6	-14.29%
YTD Sales: Under \$200K-\$349K	23	20	11	-45%
YTD Sales: Under \$350K-\$549K	107	112	65	-41.96%
YTD Sales: Under \$550K-\$749K	39	65	72	+10.77%
YTD Sales: Under \$750K-\$999K	19	18	26	+44.44%
YTD Sales: \$1M+	10	12	25	+108.33%
YTD Average Days-On-Market	30.33	38.67	31.5	-18.53%
YTD Average Sale Price	\$526,274	\$547,902	\$671,931	+22.64%
YTD Median Sale Price	\$471,750	\$516,636	\$595,000	+15.17%

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

AVERAGE SALE PRICE

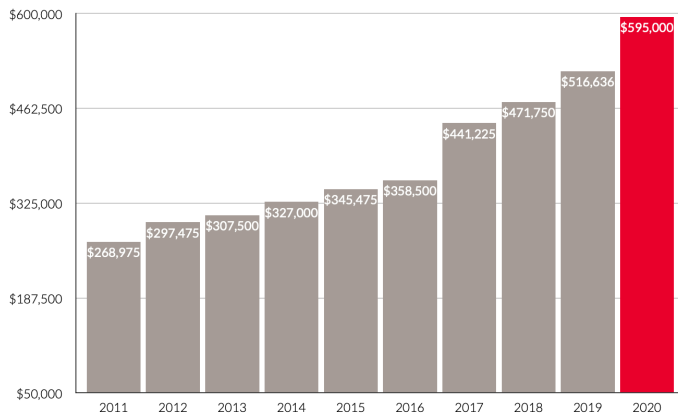


Year Over Year

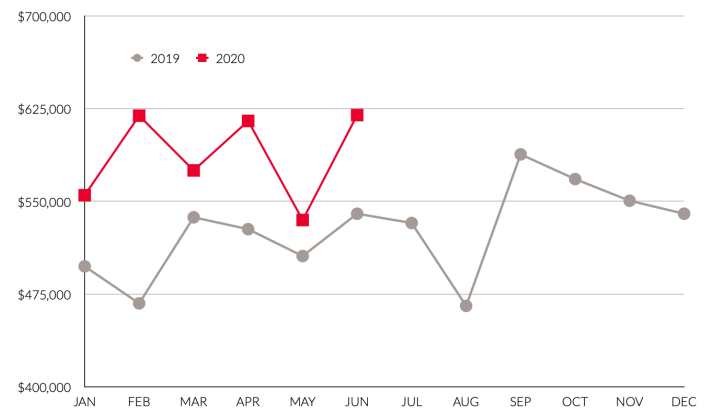


Month Over Month 2019 vs. 2020

MEDIAN SALE PRICE



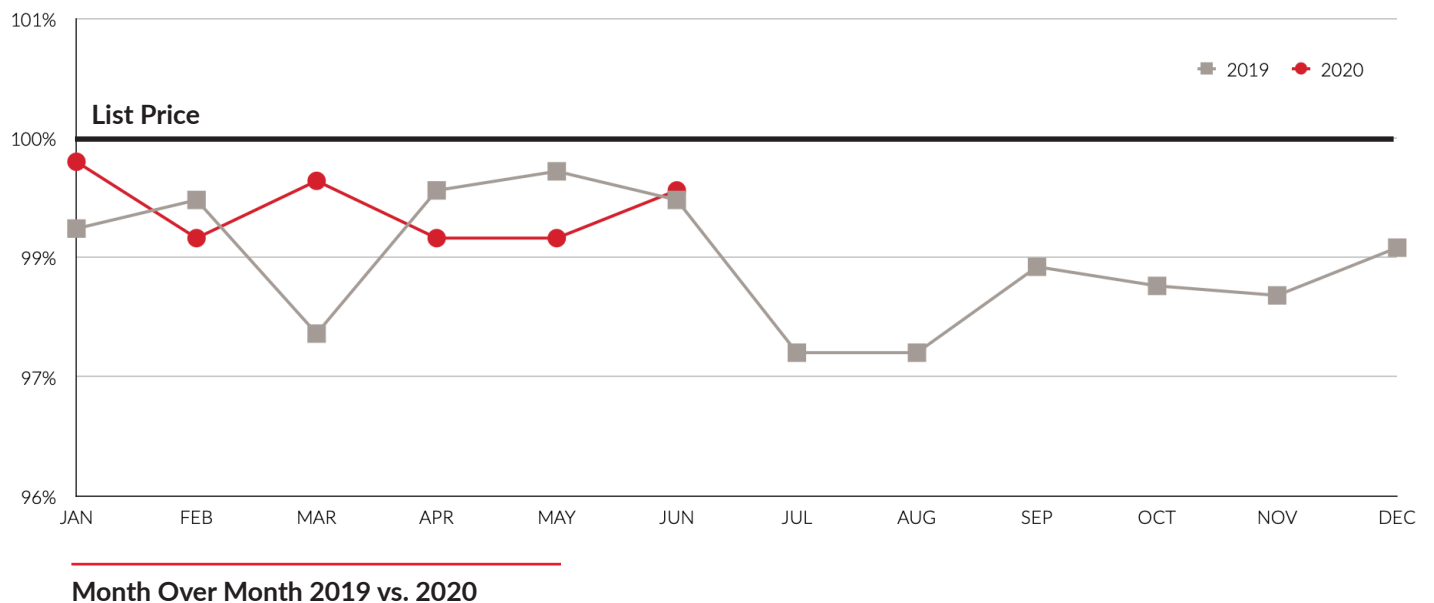
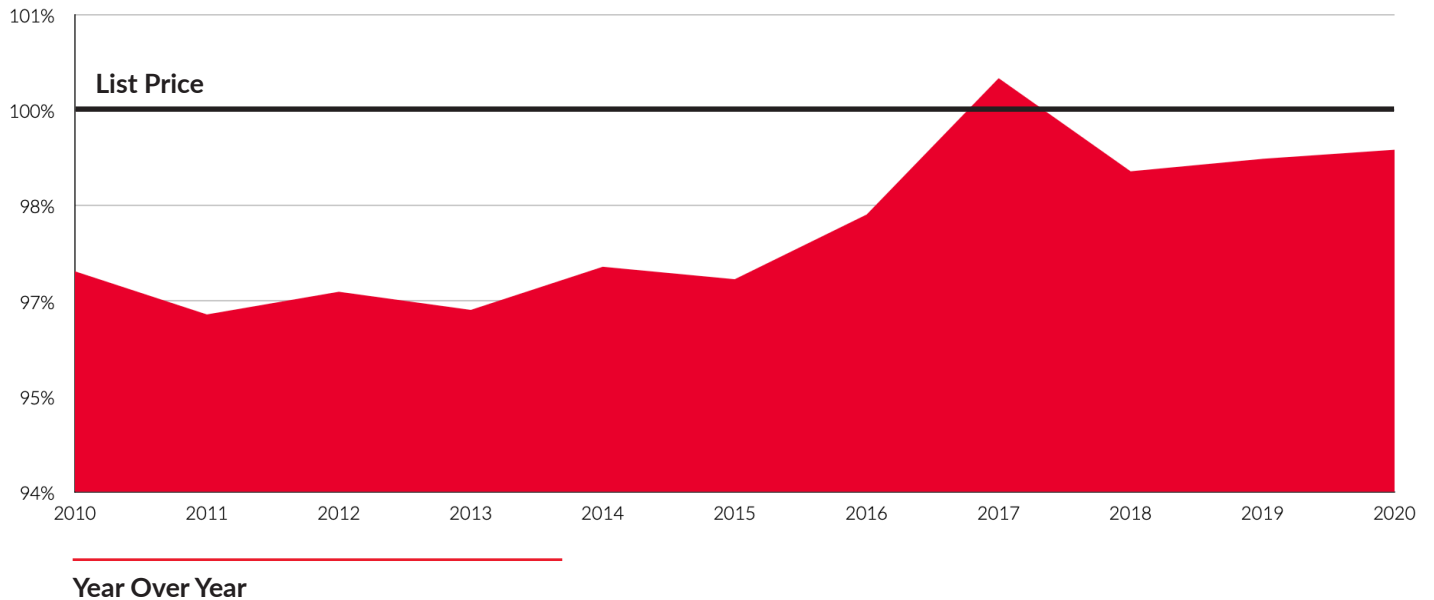
Year Over Year



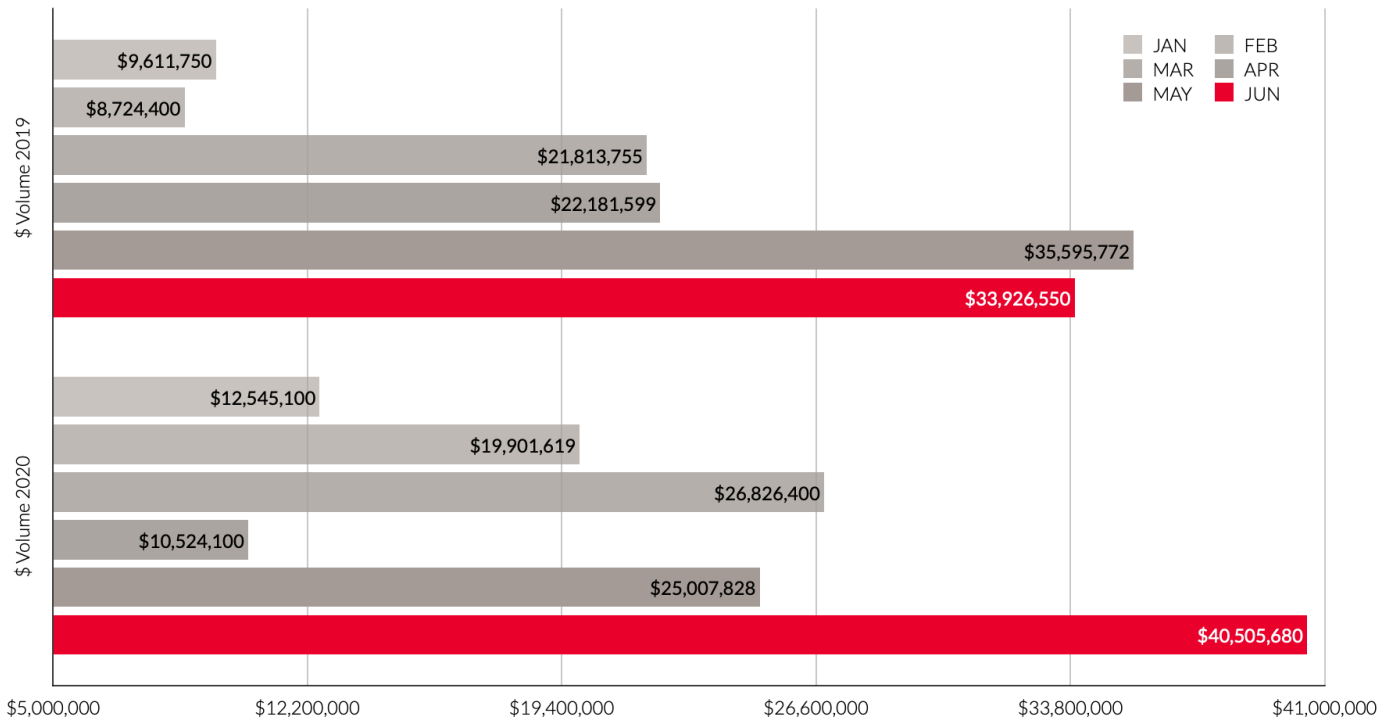
Month Over Month 2019 vs. 2020

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

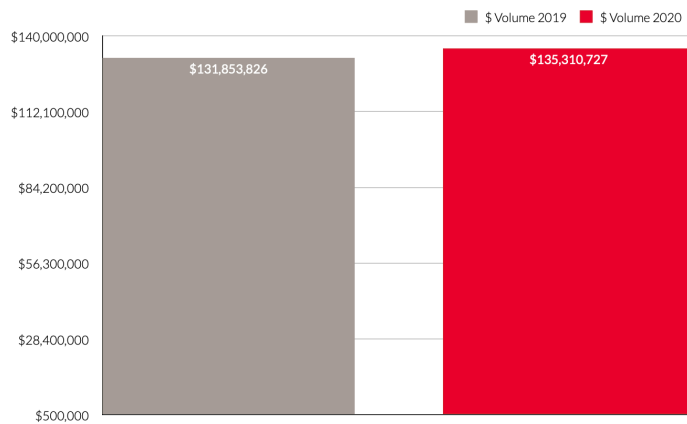
SALE PRICE VS. LIST PRICE RATIO



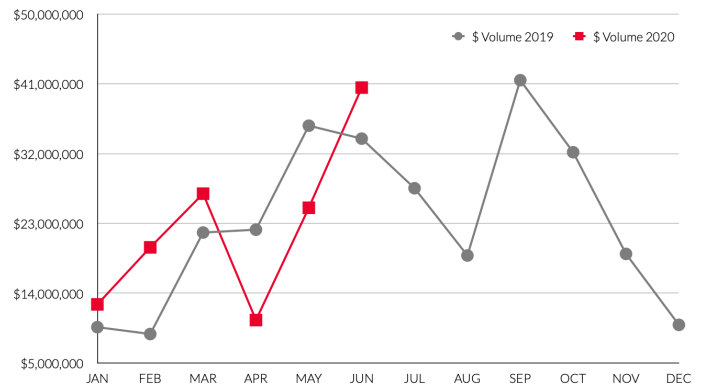
DOLLAR VOLUME SALES



Monthly Comparison 2019 vs. 2020

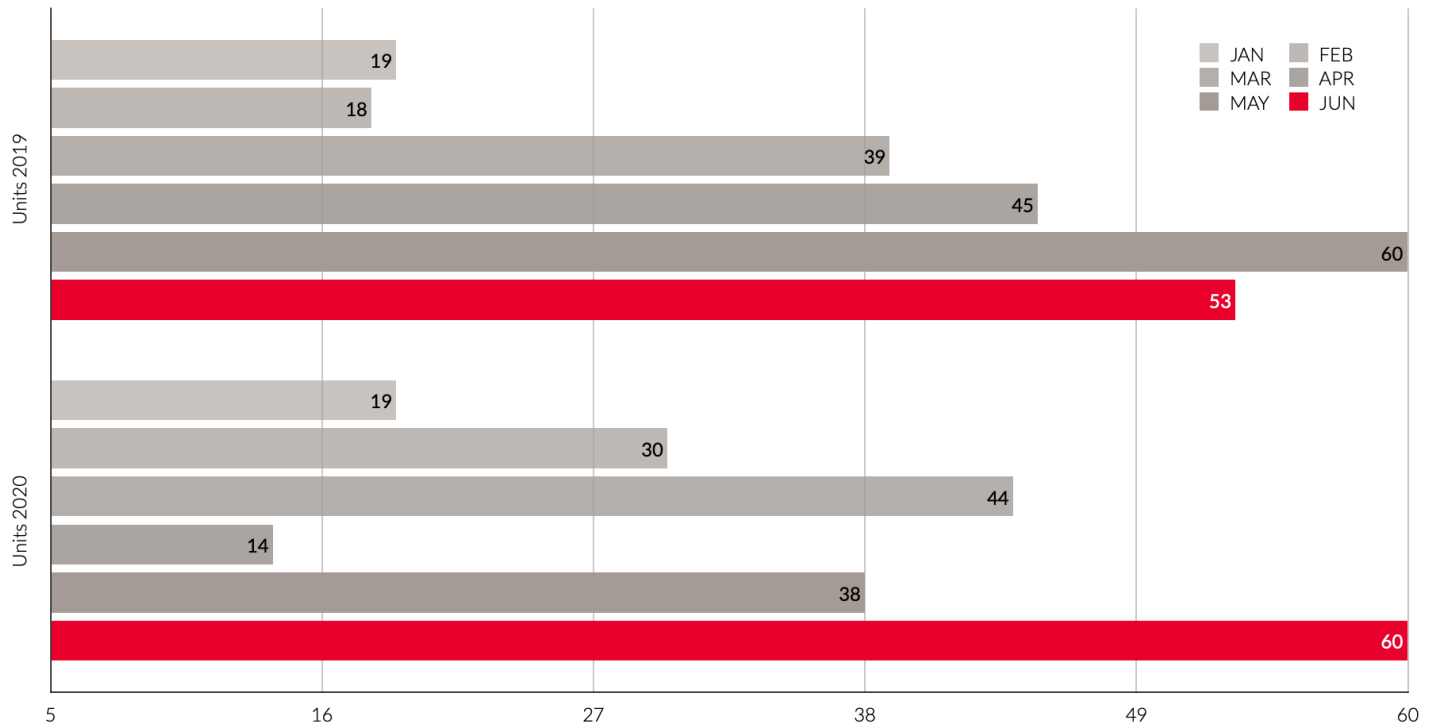


Yearly Totals 2019 vs. 2020

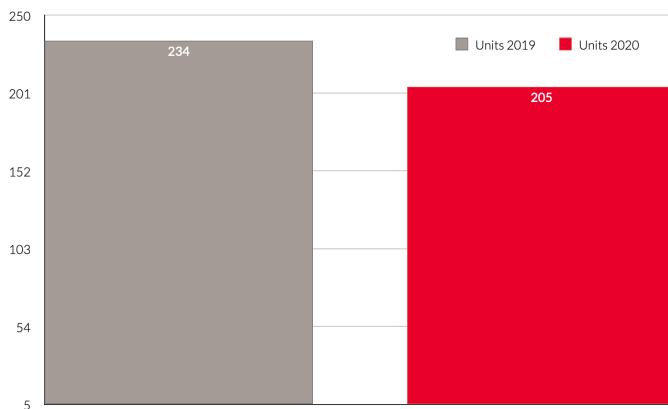


Month vs. Month 2019 vs. 2020

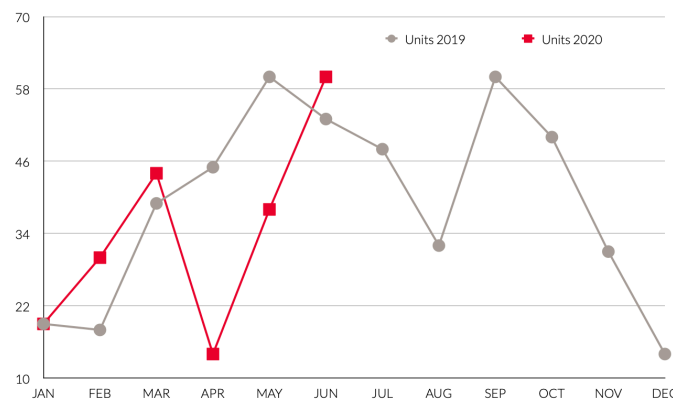
UNIT SALES



Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020



Month vs. Month 2019 vs. 2020

SALES BY TYPE


















FREEHOLD



CONDOMINIUM



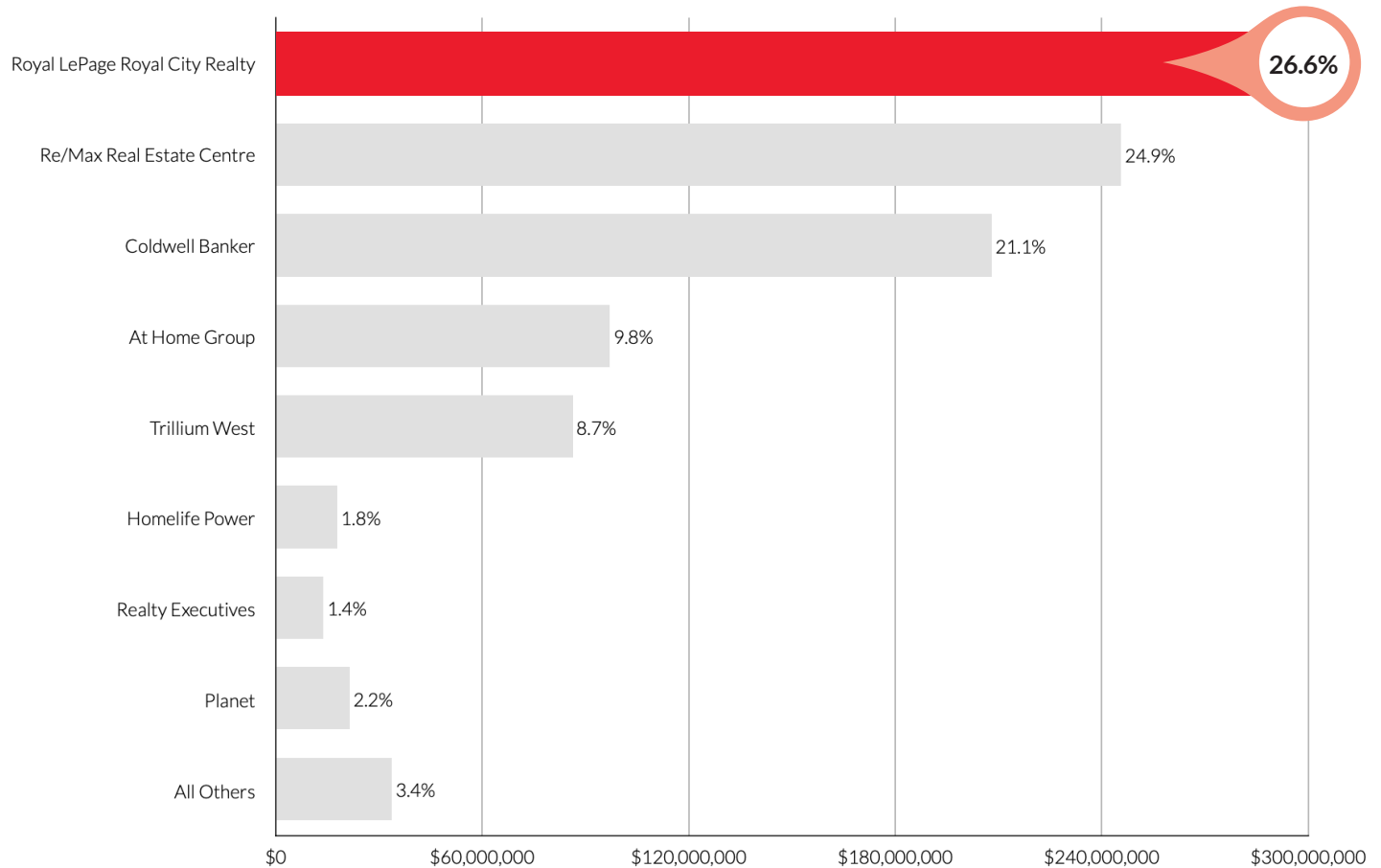
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$118,395,299 +6.35%	 \$6,317,600 -25.41%	 \$3,645,828 +65.7%
YTD Unit Sales	 176 -11.11%	 15 -31.82%	 6 +100%
YTD Average Sale Price	 \$672,701 +19.64%	 \$421,173 +9.4%	 \$607,638 -17.14%
June Sales Volume	 \$35,288,352 +33.87%	 \$1,372,000 +39.22%	 \$1,827,828 +25.6%
June Unit Sales	 53 +15.2%	 3 No Change	 2 +100%

Year Over Year Comparison (June 2019 to June 2020)



MARKET DOMINANCE

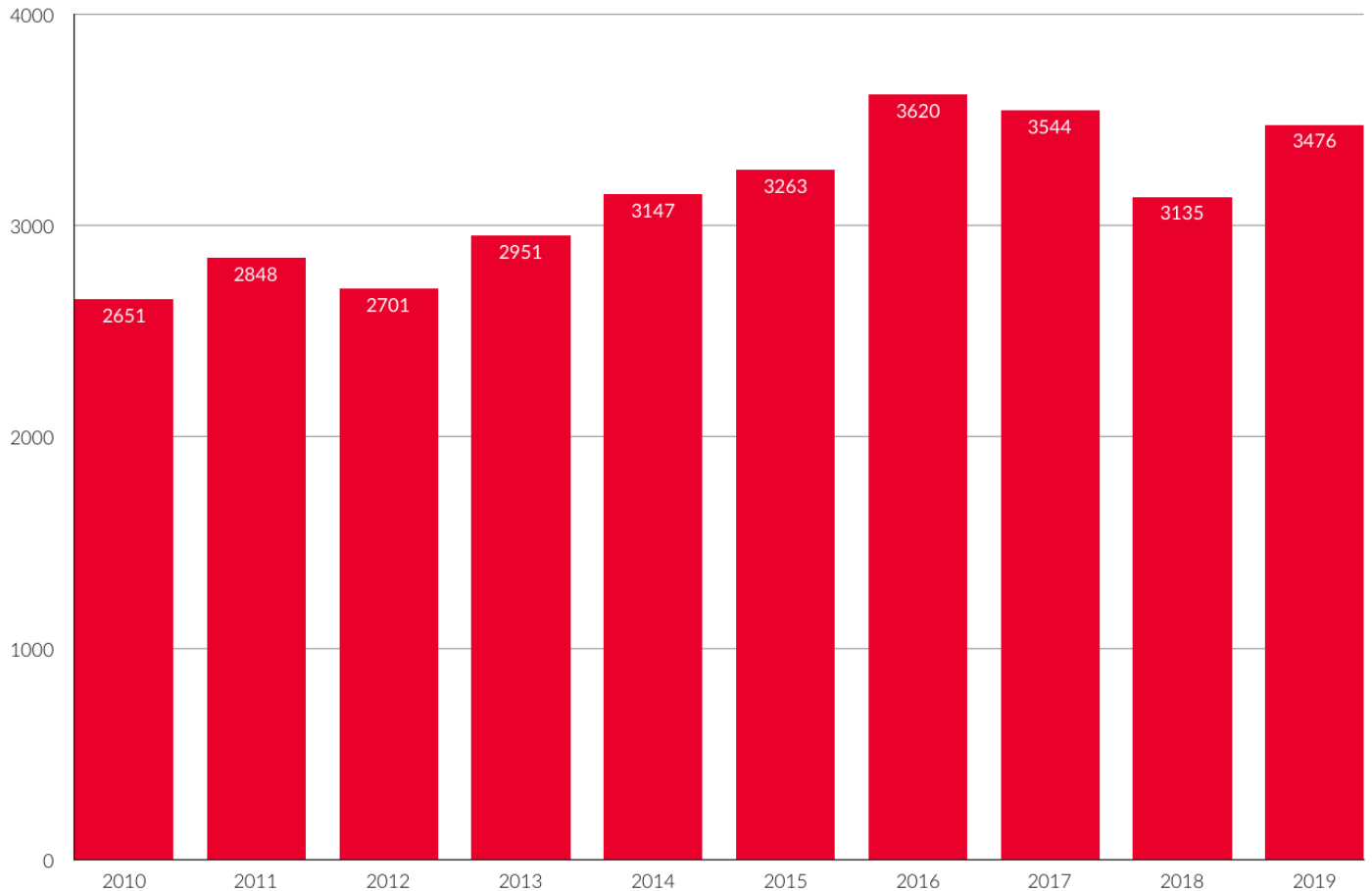


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
January - June 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



ELORA

519-846-1365
9 Mill Street East, Elora



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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