



2020 JUNE

WELLINGTON COUNTY

Real Estate Market Report



OVERVIEW

SELLER'S MARKET

Despite COVID-19, Wellington County heads into Q3 as a healthy and more normal market. Sales and listing activity picked up substantially this month and sales prices continued to increase bringing sales volume close to par with last year at this time.



June sales volume of \$266,627,711

Up 37.17% from 2019's \$194,377,403 with unit sales of 415 up 22.78% from last June's 338. New listings of 558 are down 0.18% from a year ago, with the sales/listing ratio of 74.37% up 13.91%.



Year-to-date sales volume of \$988,704,042

Down 2.14% from 2019's \$1,010,376,055 with unit sales of 1,583 down 11.42% from 2019's 1,787. New listings of 2,347 are down 21.03% from a year ago, with the sales/listing ratio of 67.45% up 7.32%.



Year-to-date average sale price of \$625,180

Up from \$563,331 one year ago with median sale price of \$575,125 up from \$506,500 one year ago. Average days-on-market of 29 is down 3.3 days from last year.

JUNE NUMBERS

Median Sale Price

\$590,000

+12.38%

Sales Volume

\$266,627,711

+37.17%

Unit Sales

415

+22.78%

New Listings

558

-0.18%

Expired Listings

44

-24.14%

Unit Sales/Listings Ratio

74.37%

+13.91%

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

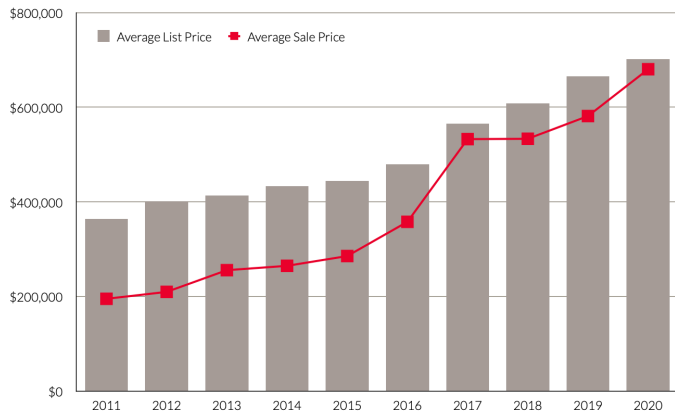


THE MARKET IN DETAIL

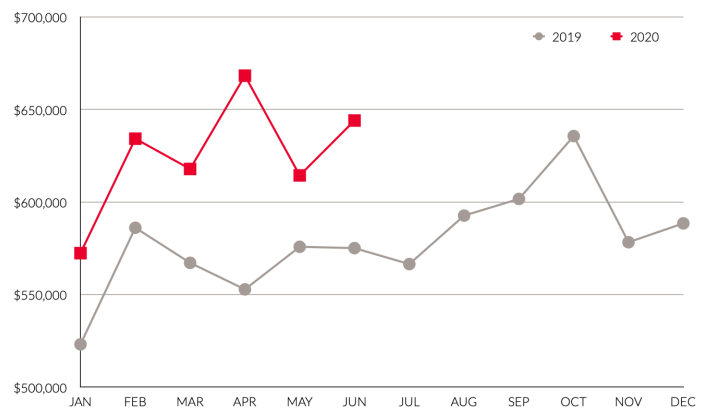
	2018	2019	2020	2019-2020
Year-To-Date (YTD) Volume Sales	\$863,821,177	\$1,010,376,055	\$988,704,042	-2.14%
YTD Unit Sales	1,610	1,787	1,583	-11.42%
YTD New Listings	2,658	2,972	2,347	-21.03%
YTD Sales/Listings Ratio	60.57%	60.13%	67.45%	+7.32%
YTD Expired Listings	204	268	237	-11.57%
June Volume Sales	\$176,215,948	\$194,377,403	\$266,627,711	+37.17%
June Unit Sales	328	338	415	+22.78%
June New Listings	514	559	558	-0.18%
June Sales/Listings Ratio	63.81%	60.47%	74.37%	+13.91%
June Expired Listings	47	58	44	-24.14%
YTD Sales: Under \$0-\$199K	36	29	27	-6.9%
YTD Sales: Under \$200K-\$349K	276	219	96	-56.16%
YTD Sales: Under \$350K-\$549K	790	794	603	-24.06%
YTD Sales: Under \$550K-\$749K	333	479	537	+12.11%
YTD Sales: Under \$750K-\$999K	141	171	201	+17.54%
YTD Sales: \$1M+	73	95	119	+25.26%
YTD Average Days-On-Market	30.83	32.33	29	-10.31%
YTD Average Sale Price	\$533,317	\$563,331	\$625,180	+10.98%
YTD Median Sale Price	\$470,000	\$506,500	\$575,125	+13.55%

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

AVERAGE SALE PRICE

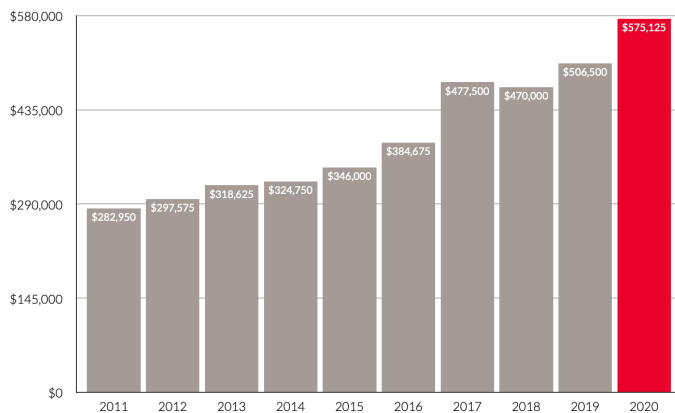


Year Over Year

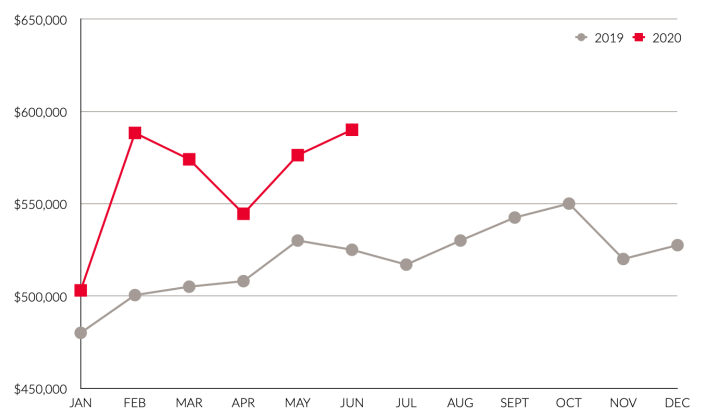


Month Over Month 2019 vs. 2020

MEDIAN SALE PRICE



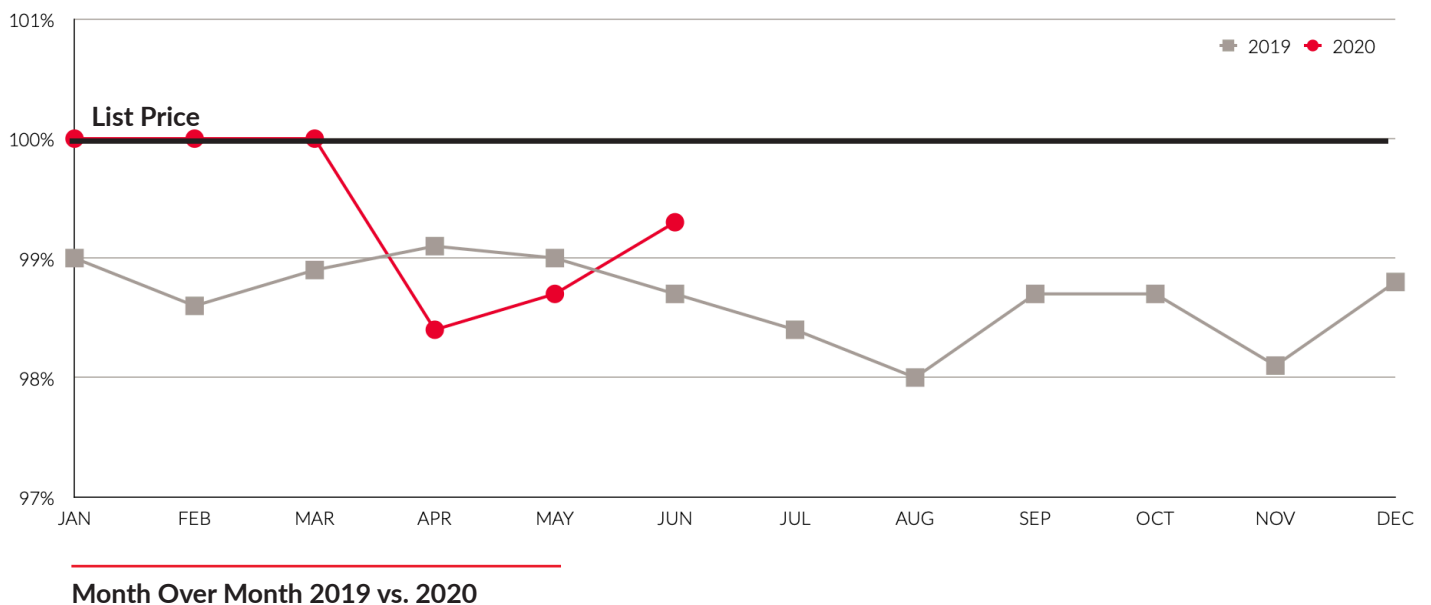
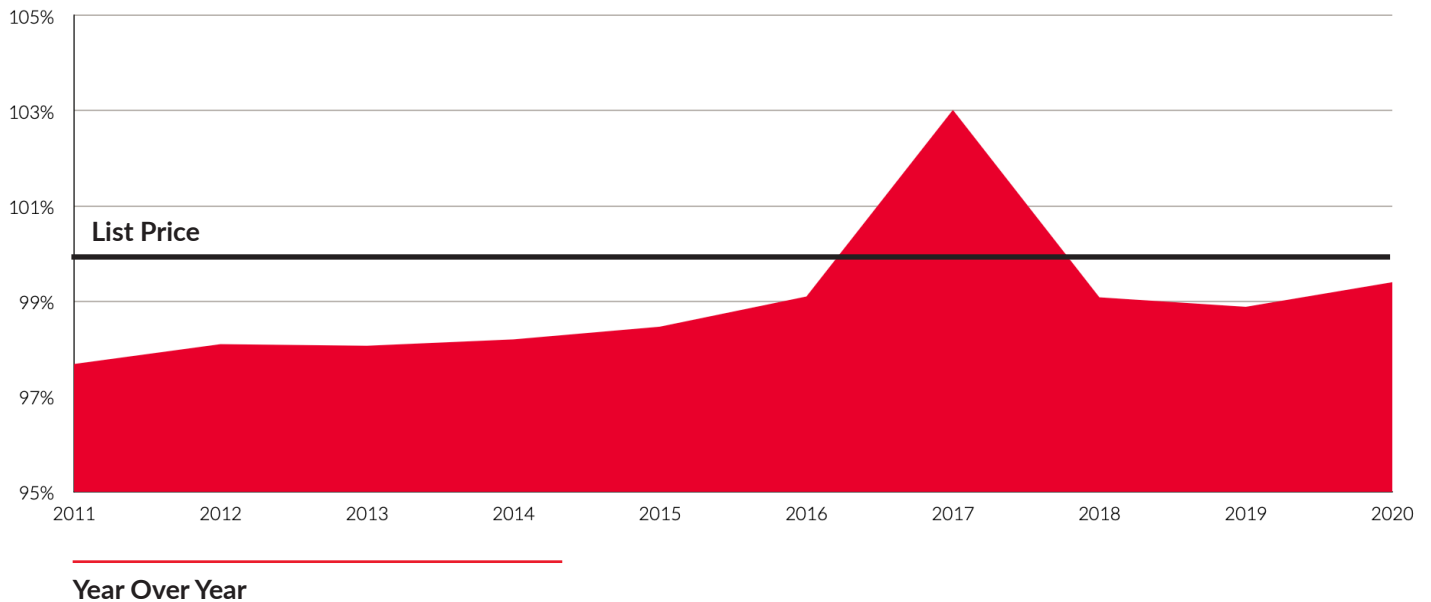
Year Over Year



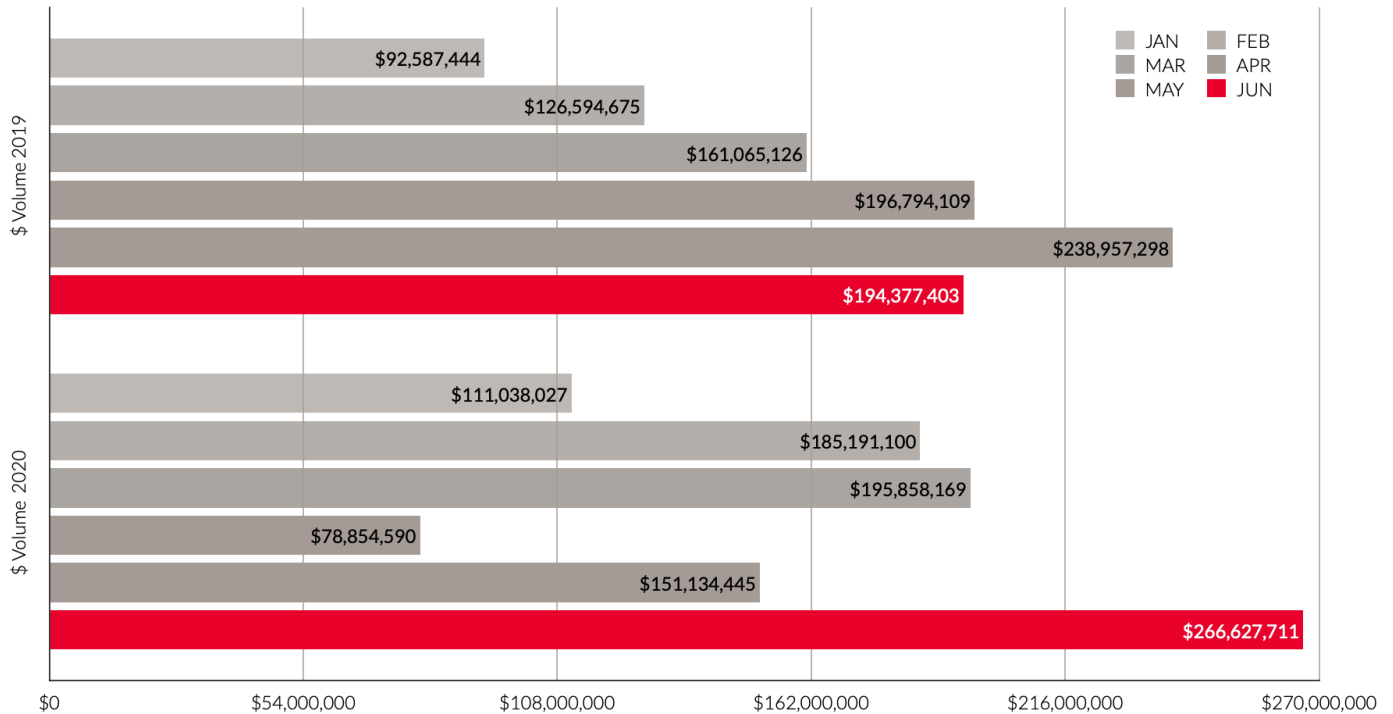
Month Over Month 2019 vs. 2020

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

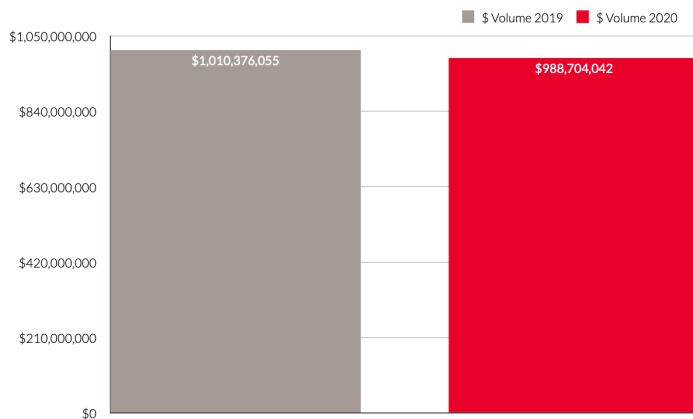
SALE PRICE VS. LIST PRICE RATIO



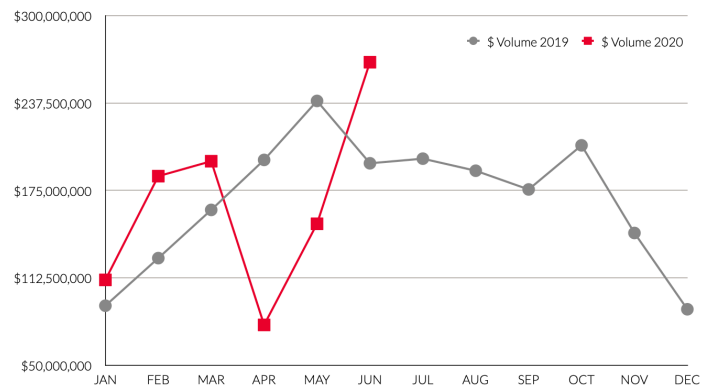
DOLLAR VOLUME SALES



Monthly Comparison 2019 vs. 2020

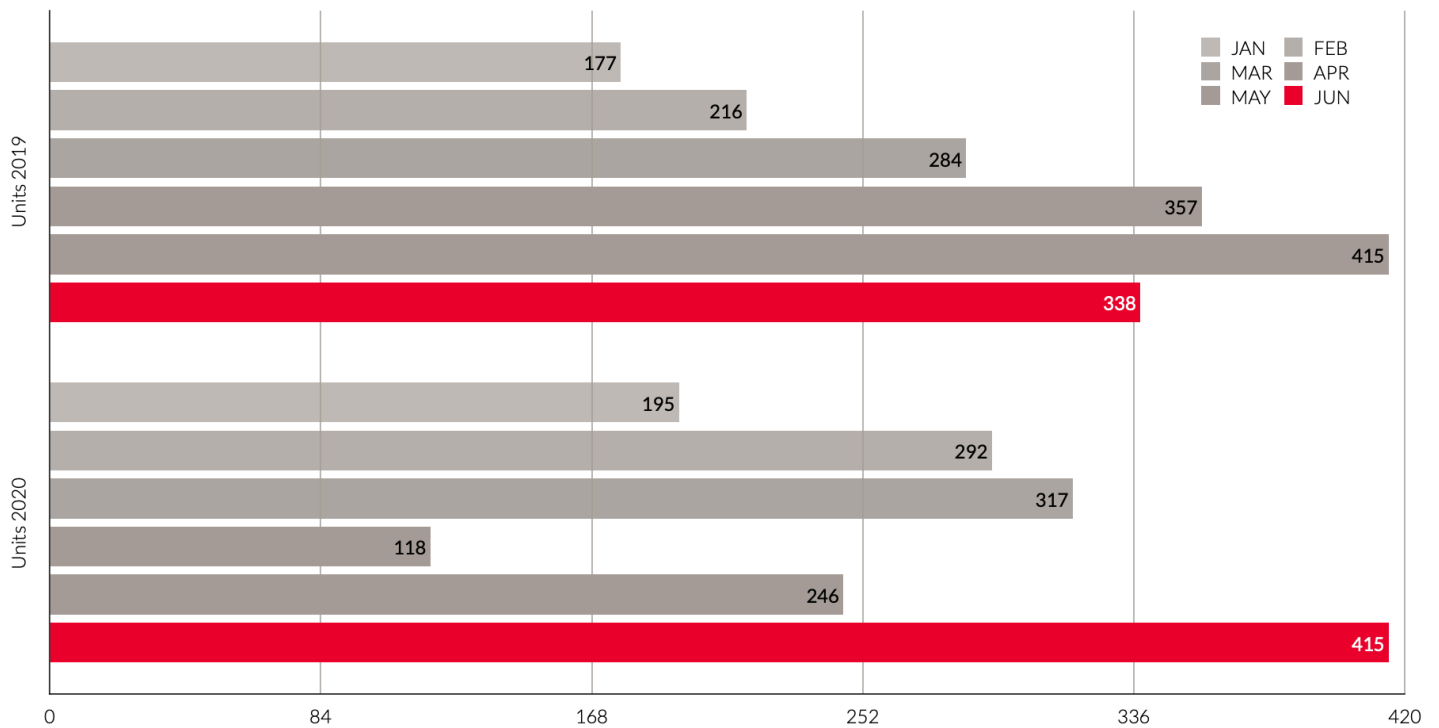


Yearly Totals 2019 vs. 2020

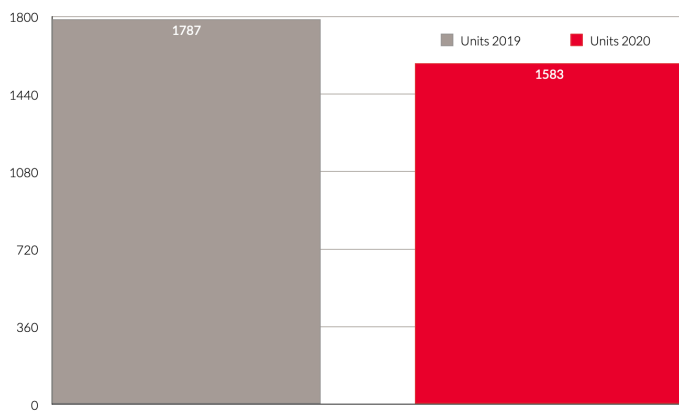


Month vs. Month 2019 vs. 2020

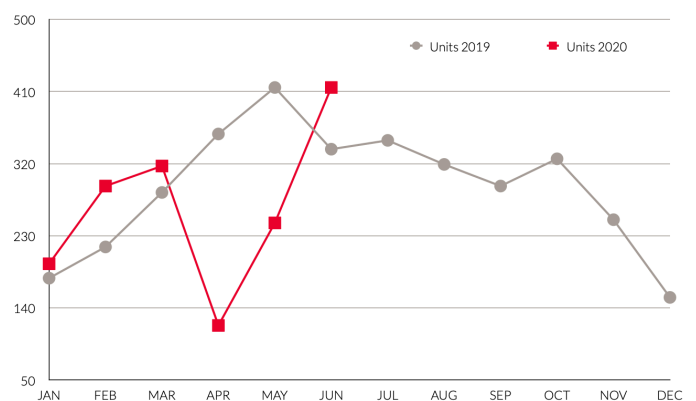
UNIT SALES



Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020



Month vs. Month 2019 vs. 2020

SALES BY TYPE


















FREEHOLD



CONDOMINIUM



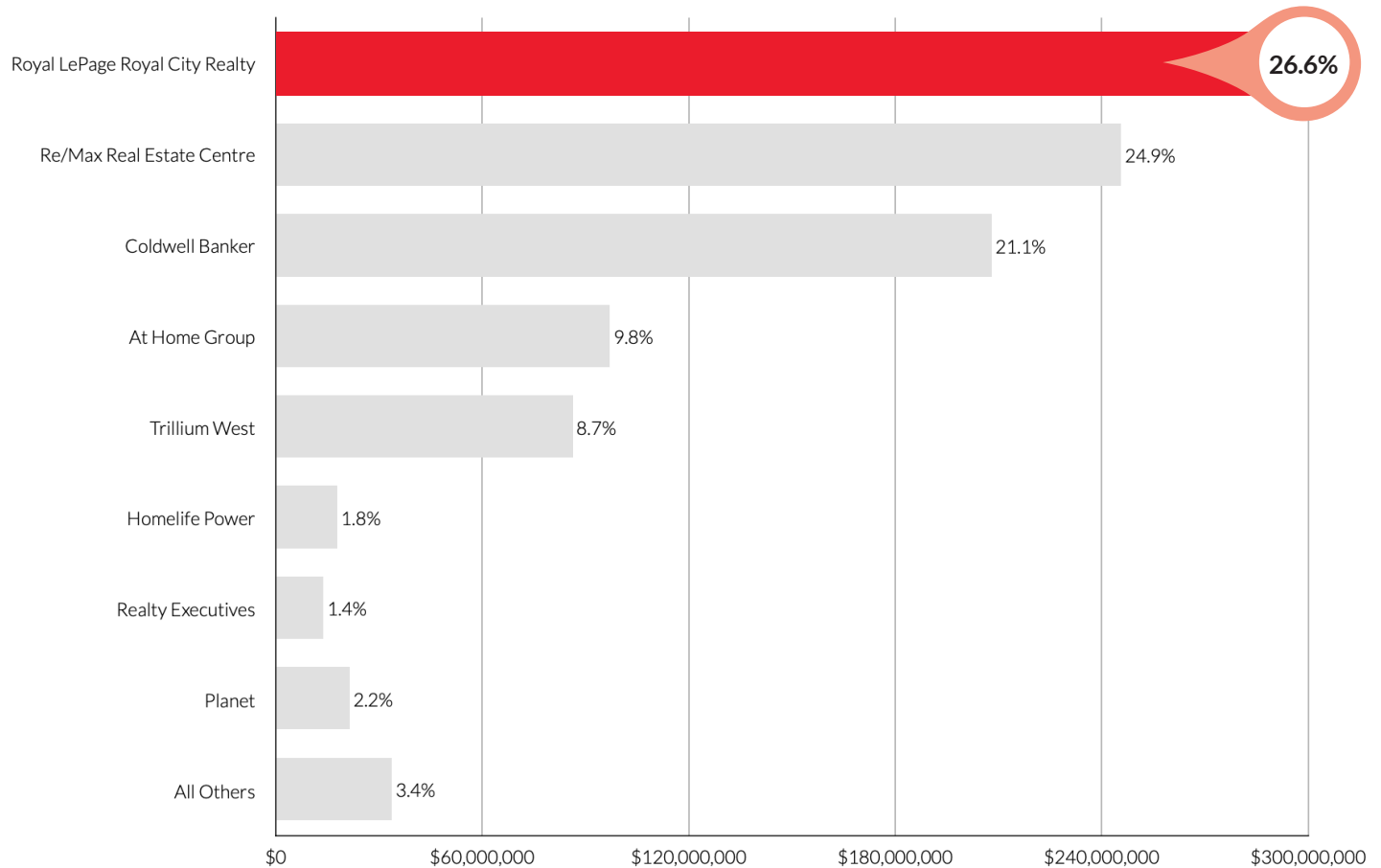
VACANT LAND

YTD Sales Volume	 \$756,566,082 -1.19%	 \$172,930,466 -0.31%	 \$10,079,894 -13.34%
YTD Unit Sales	 1127 -10.77%	 391 -10.93%	 19 -9.52%
YTD Average Sale Price	 \$671,310 +10.74%	 \$442,277 +11.92%	 \$530,520 -4.22%
June Sales Volume	 \$208,277,026 +40.84%	 \$45,405,657 +44.98%	 \$2,720,828 -28.21%
June Unit Sales	 300 +21.95%	 98 +27.27%	 5 +25%

Year Over Year Comparison (June 2019 to June 2020)



MARKET DOMINANCE

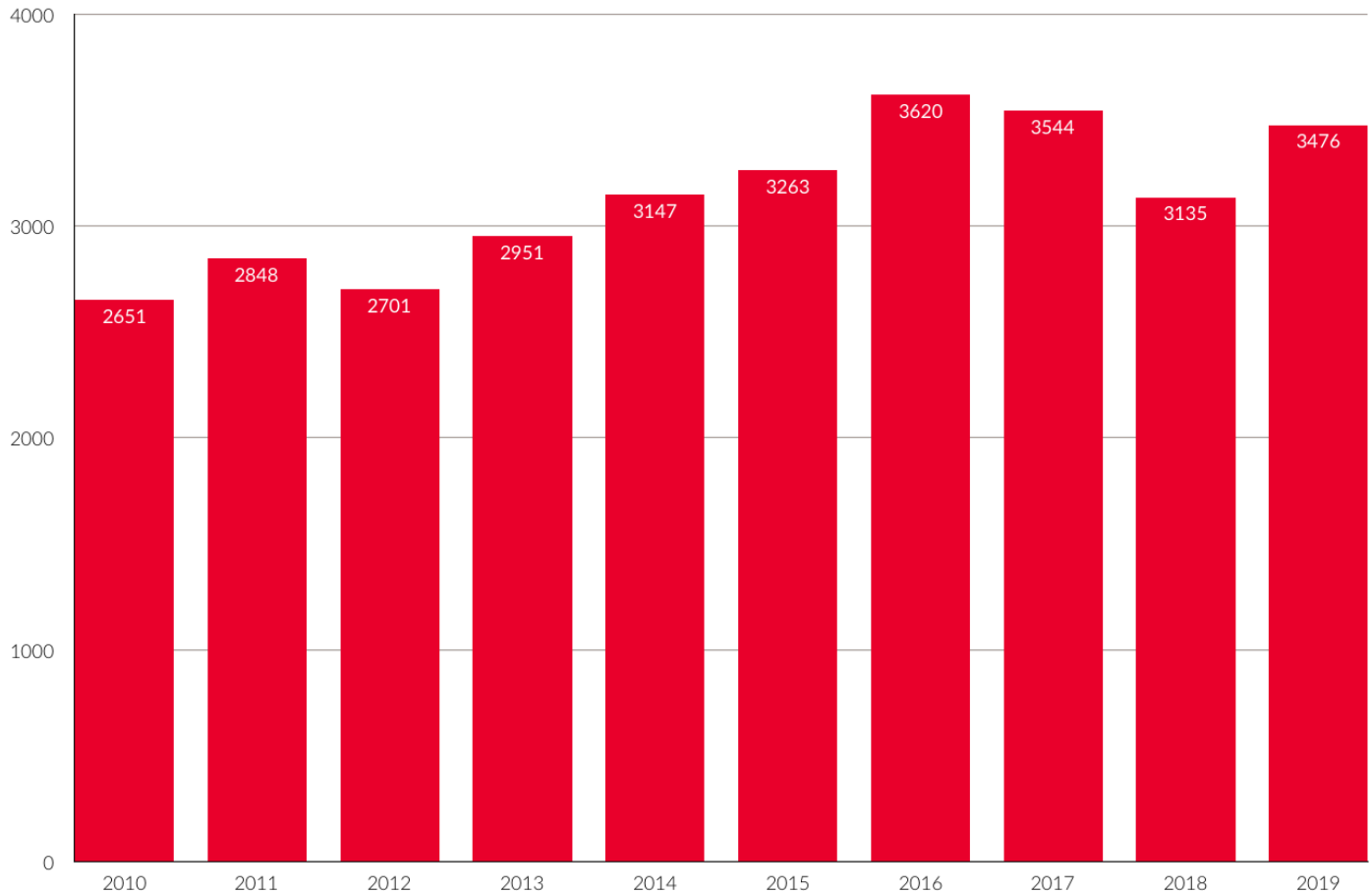


Market Share by Dollar Volume

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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