



2020 AUGUST

CENTRE WELLINGTON

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

SELLER'S MARKET

Listing activity, sales activity, and sale prices increased a considerable amount this month but even more notable is Centre Wellington's sales volume which more than doubled last year at this time.



August year-over-year sales volume of \$40,896,855

Up 116.96% from 2019's \$18,850,269 with unit sales of 58 up 81.25% from last August's 32. New listings of 86 are up 43.33% from a year ago, with the sales/listing ratio of 67.44% up 14.11%.



Year-to-date sales volume of \$213,406,934

Up 19.74% from 2019's \$178,231,340 with unit sales of 321 up 2.23% from 2019's 314. New listings of 483 are down 5.48% from a year ago, with the sales/listing ratio of 66.46% up 5.01%.



Year-to-date average sale price of \$670,594

Up from \$556,246 one year ago with median sale price of \$617,125 up from \$516,636 one year ago. Average days-on-market of 29.5 is down 8.5 days from last year.

AUGUST NUMBERS

Median Sale Price

\$620,000

+33.19%

Sales Volume

\$40,896,855

+116.96%

Unit Sales

58

+81.25%

New Listings

86

+43.33%

Expired Listings

15

+87.5%

Unit Sales/Listings Ratio

67.44%

+14.11%

*Year-over-year comparison
(August 2020 vs. August 2019)*

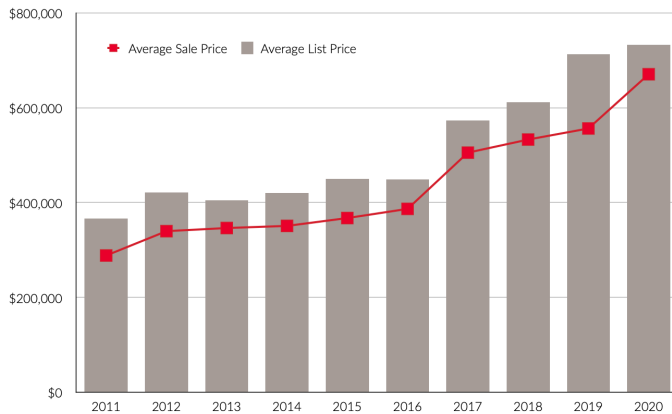


THE MARKET IN DETAIL

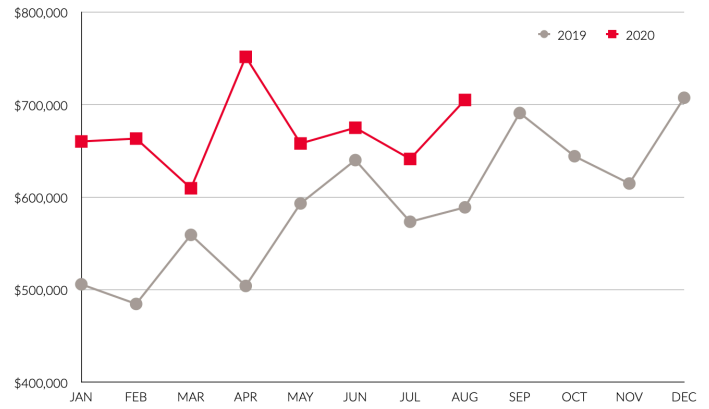
	2018	2019	2020	2019-2020
YTD Volume Sales	\$152,190,473	\$178,231,340	\$213,406,934	+19.74%
YTD Unit Sales	284	314	321	+2.23%
YTD New Listings	421	511	483	-5.48%
YTD Sales/Listings Ratio	67.46%	61.45%	66.46%	+5.01%
YTD Expired Listings	43	50	70	+40%
August Volume Sales	\$19,574,550	\$18,850,269	\$40,896,855	+116.96%
August Unit Sales	44	32	58	+81.25%
August New Listings	52	60	86	+43.33%
August Sales/Listings Ratio	84.62%	53.33%	67.44%	+14.11%
August Expired Listings	8	8	15	+87.5%
YTD Sales: Under \$0-\$199K	15	13	7	-46.15%
YTD Sales: Under \$200K-\$349K	29	29	15	-48.28%
YTD Sales: Under \$350K-\$549K	144	144	93	-35.42%
YTD Sales: Under \$550K-\$749K	54	84	121	+44.05%
YTD Sales: Under \$750K-\$999K	28	28	52	+85.71%
YTD Sales: \$1M+	14	17	33	+94.12%
YTD Average Days-On-Market	32.88	38	29.5	-22.37%
YTD Average Sale Price	\$532,838	\$556,246	\$670,594	+20.56%
YTD Median Sale Price	\$471,750	\$516,636	\$617,125	+19.45%

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

AVERAGE SALE PRICE

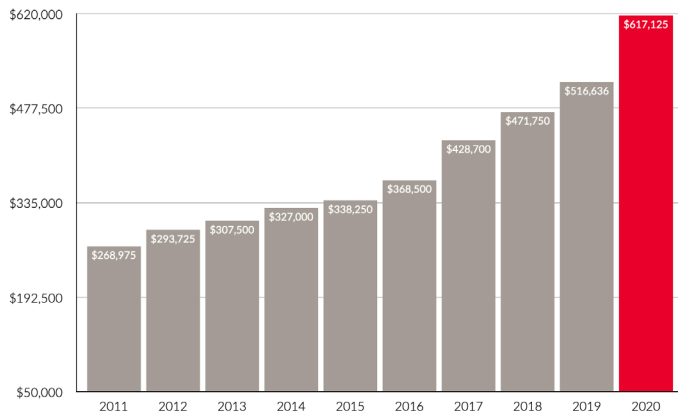


Year-Over-Year

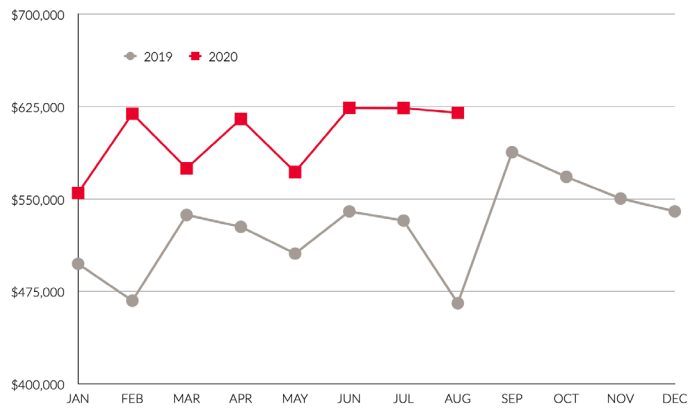


Month-Over-Month 2019 vs. 2020

MEDIAN SALE PRICE



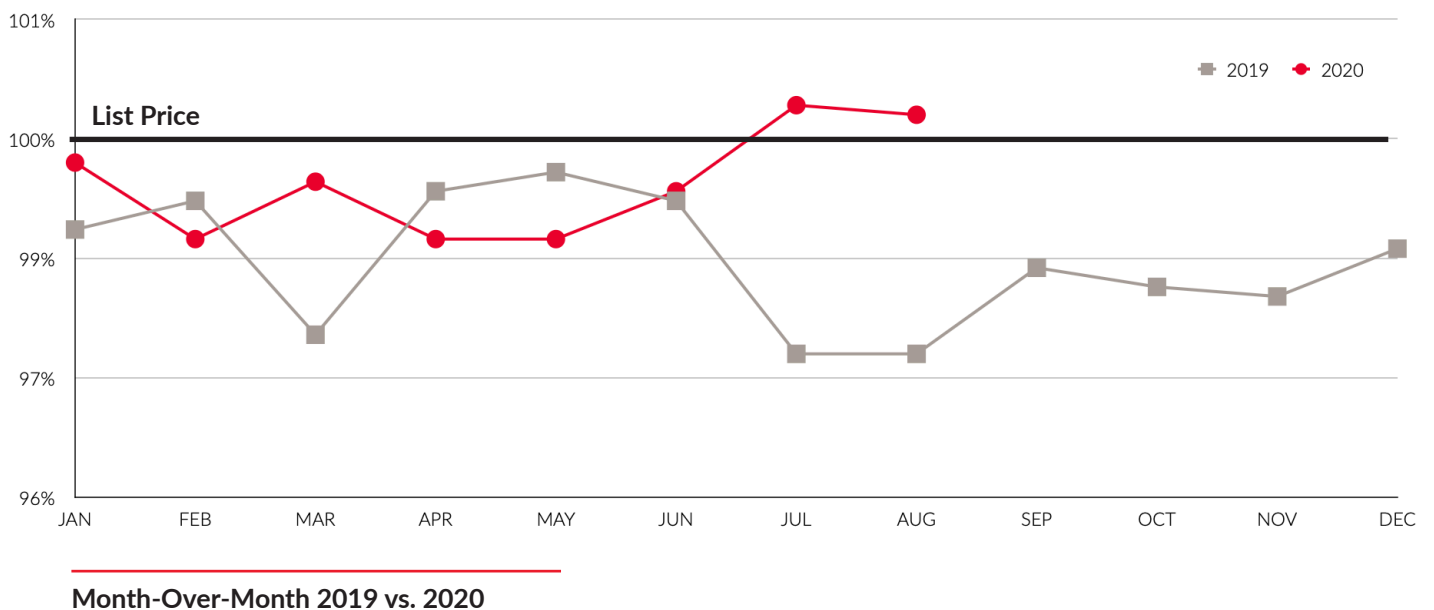
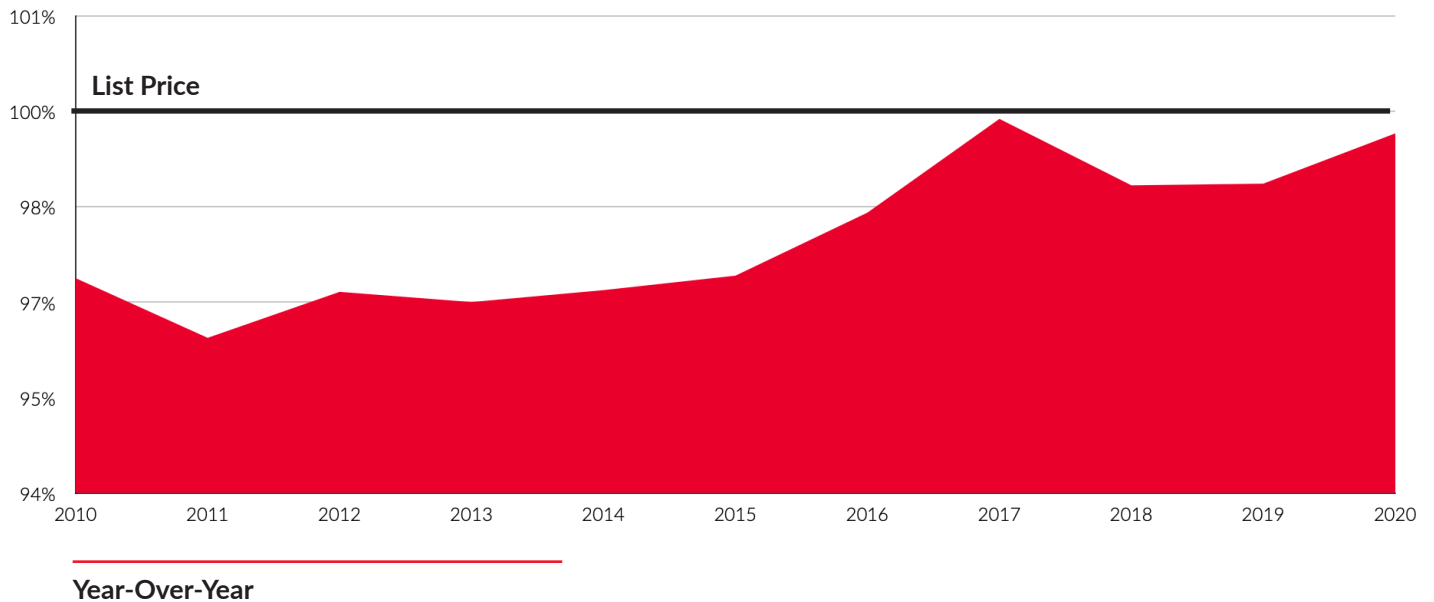
Year-Over-Year



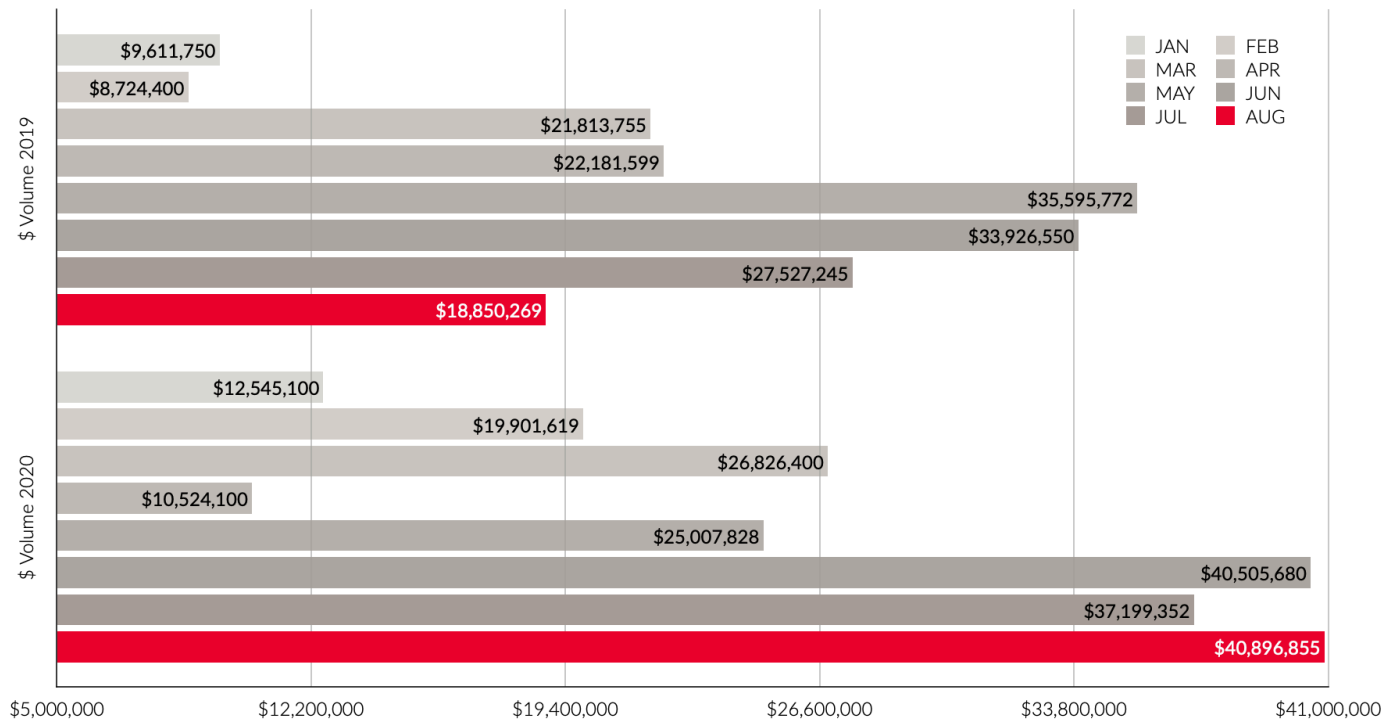
Month-Over-Month 2019 vs. 2020

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

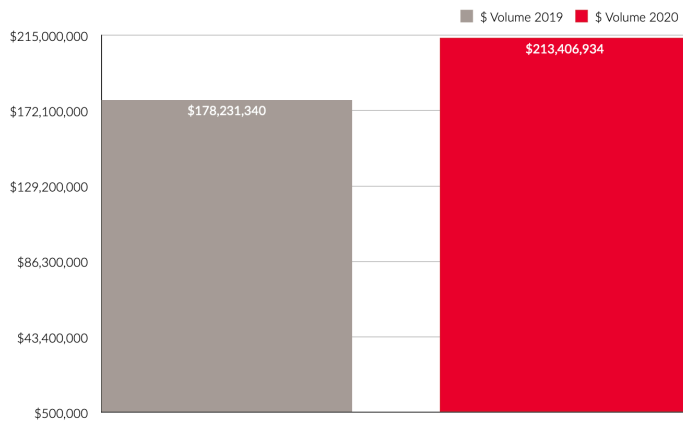
SALE PRICE VS. LIST PRICE RATIO



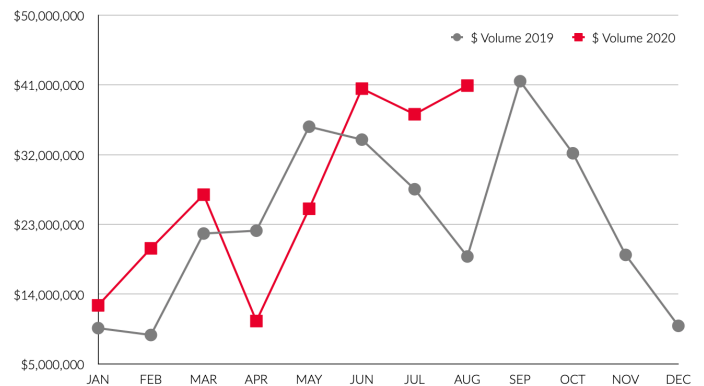
DOLLAR VOLUME SALES



Monthly Comparison 2019 vs. 2020

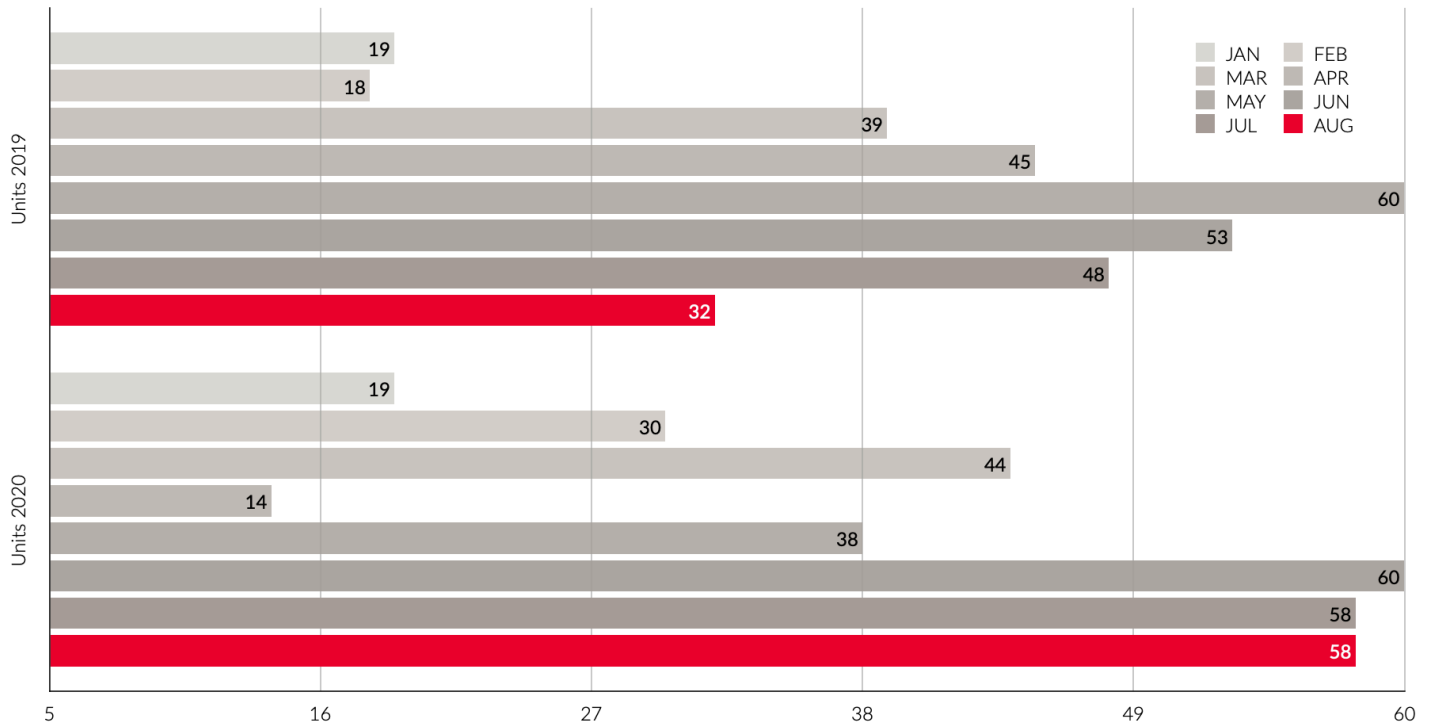


Yearly Totals 2019 vs. 2020

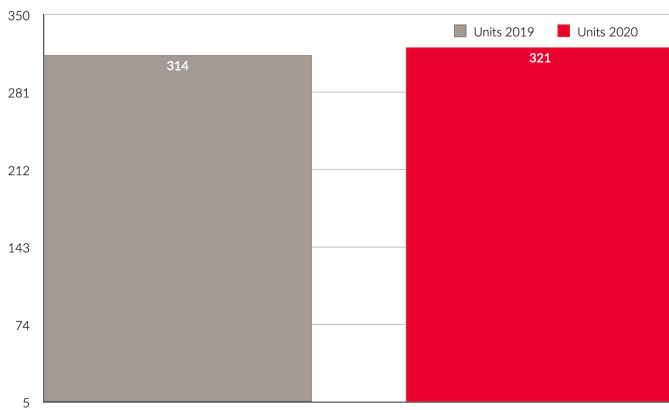


Month vs. Month 2019 vs. 2020

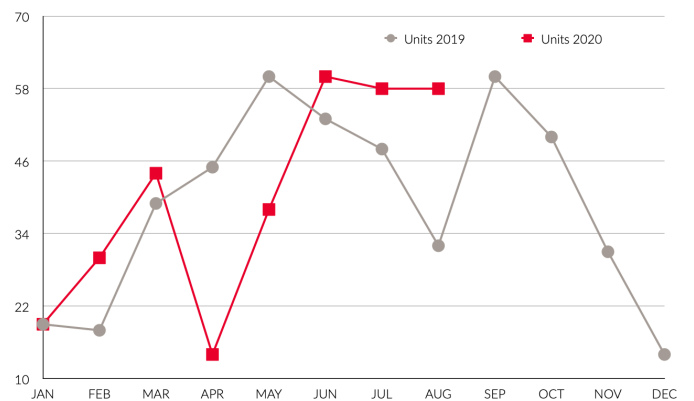
UNIT SALES



Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020



Month vs. Month 2019 vs. 2020

SALES BY TYPE


















FREEHOLD



CONDOMINIUM



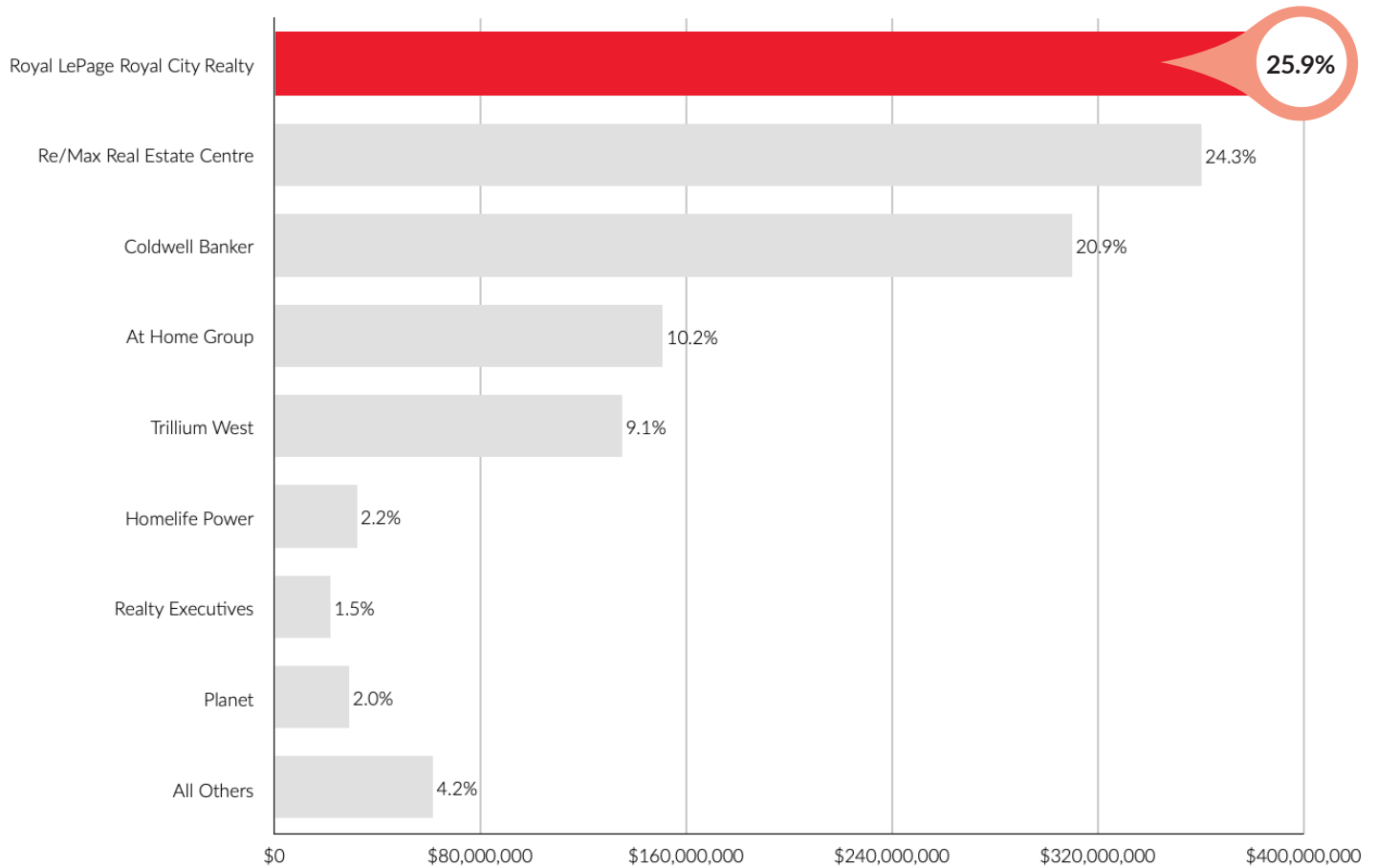
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$181,054,106 +22.1%	 \$13,283,600 +3.42%	 \$4,330,828 +96.9%
YTD Unit Sales	 264 +0.38%	 29 -12.12%	 7 +133.3%
YTD Average Sale Price	 \$685,811 +21.63%	 \$458,055 +17.68%	 \$618,690 -15.63%
August Sales Volume	 \$31,605,555 +113.93%	 \$5,010,300 +147.24%	 \$685,000 Up from \$0
August Unit Sales	 43 +65.4%	 10 +100%	 1 Up from 0

Year-Over-Year Comparison (2020 vs. 2019)



MARKET DOMINANCE

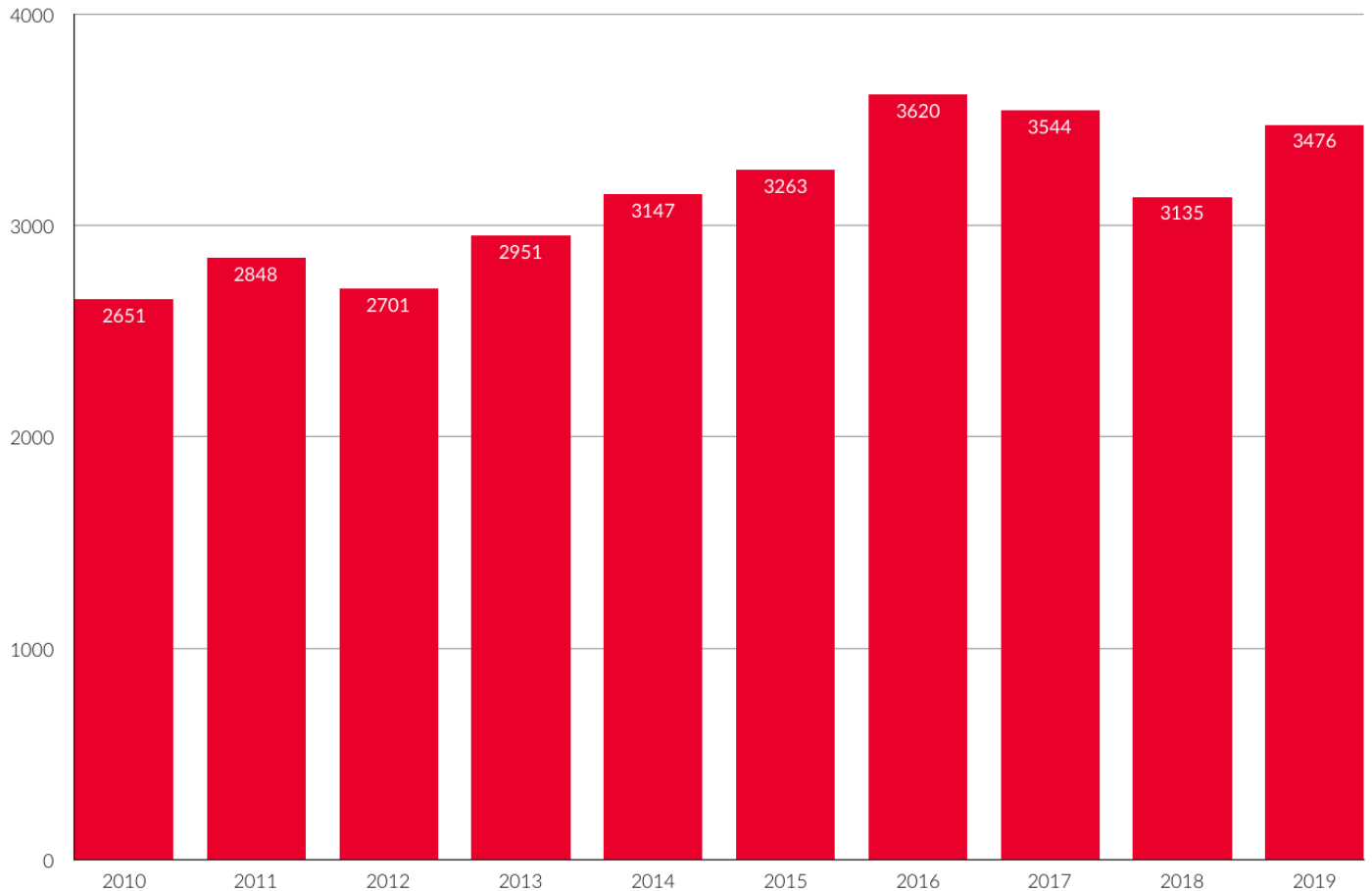


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
January - August 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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