



2020 SEPTEMBER

WELLINGTON COUNTY Real Estate Market Report



OVERVIEW

SELLER'S MARKET

As Wellington County heads into Q4, listing activity has settled down but sales activity continues to soar. With less inventory for the strong demand prices continue to increase, expired listings are decreasing, and homes remain on the market for under a month.



September year-over-year sales volume of \$327,658,764

Up 86.51% from 2019's \$175,681,961 with unit sales of 456 up 56.16% from last September's 292. New listings of 545 are up 4.41% from a year ago, with the sales/listing ratio of 83.67% up 27.73%.



Year-to-date sales volume of \$1,866,629,113

Up 18.68% from 2019's \$1,572,806,834 with unit sales of 2,878 up 4.77% from 2019's 2,747. New listings of 3,875 are down 11.99% from a year ago, with the sales/listing ratio of 74.27% up 11.88%.



Year-to-date average sale price of \$642,503

Up from \$571,194 one year ago with median sale price of \$587,357 up from \$516,950 one year ago. Average days-on-market of 28.33 is down 4.67 days from last year.

SEPTEMBER NUMBERS

Median Sale Price

\$650,000

+19.83%

Sales Volume

\$327,658,764

+86.51%

Unit Sales

456

+56.16%

New Listings

545

+4.41%

Expired Listings

27

-69.66%

Unit Sales/Listings Ratio

83.67%

+27.73%

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

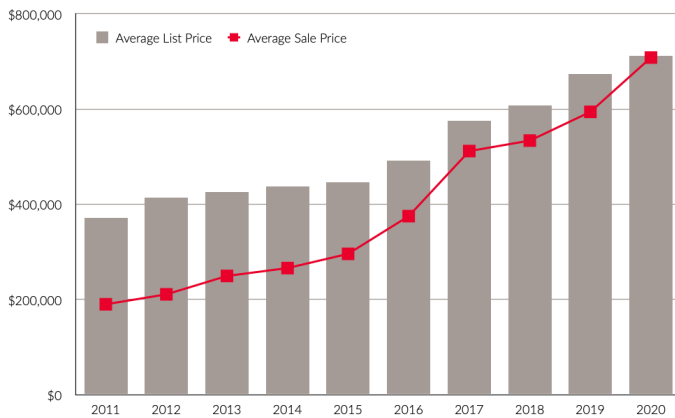


THE MARKET IN DETAIL

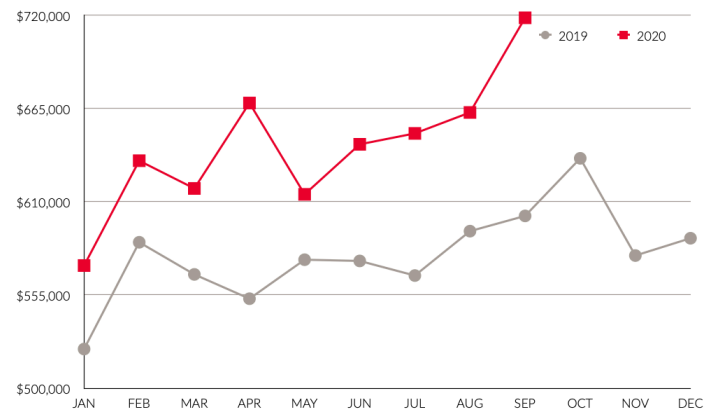
	2018	2019	2020	2019-2020
YTD Volume Sales	\$1,326,610,752	\$1,572,806,834	\$1,866,629,113	+18.68%
YTD Unit Sales	2,441	2,747	2,878	+4.77%
YTD New Listings	4,024	4,403	3,875	-11.99%
YTD Sales/Listings Ratio	60.66%	62.39%	74.27%	+11.88%
YTD Expired Listings	406	504	349	-30.75%
September Volume Sales	\$141,778,706	\$175,681,961	\$327,658,764	+86.51%
September Unit Sales	227	292	456	+56.16%
September New Listings	515	522	545	+4.41%
September Sales/Listings Ratio	44.08%	55.94%	83.67%	+27.73%
September Expired Listings	71	89	27	-69.66%
YTD Sales: Under \$0-\$199K	54	48	68	+41.67%
YTD Sales: Under \$200K-\$349K	408	336	202	-39.88%
YTD Sales: Under \$350K-\$549K	1,193	1,170	1,011	-13.59%
YTD Sales: Under \$550K-\$749K	539	760	1,015	+33.55%
YTD Sales: Under \$750K-\$999K	216	273	433	+58.61%
YTD Sales: \$1M+	108	160	246	+53.75%
YTD Average Days-On-Market	31.44	33	28.33	-14.14%
YTD Average Sale Price	\$533,481	\$571,194	\$642,503	+12.48%
YTD Median Sale Price	\$477,500	\$516,950	\$587,357	+13.62%

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

AVERAGE SALE PRICE

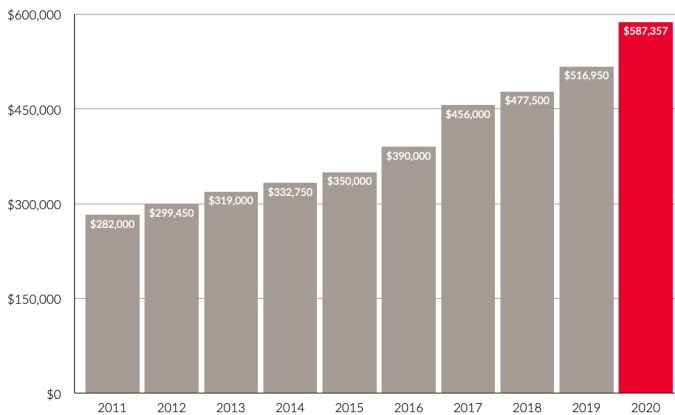


Year-Over-Year

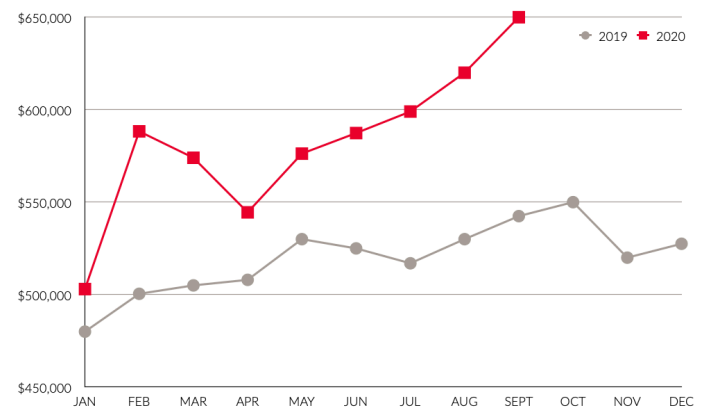


Month-Over-Month 2019 vs. 2020

MEDIAN SALE PRICE



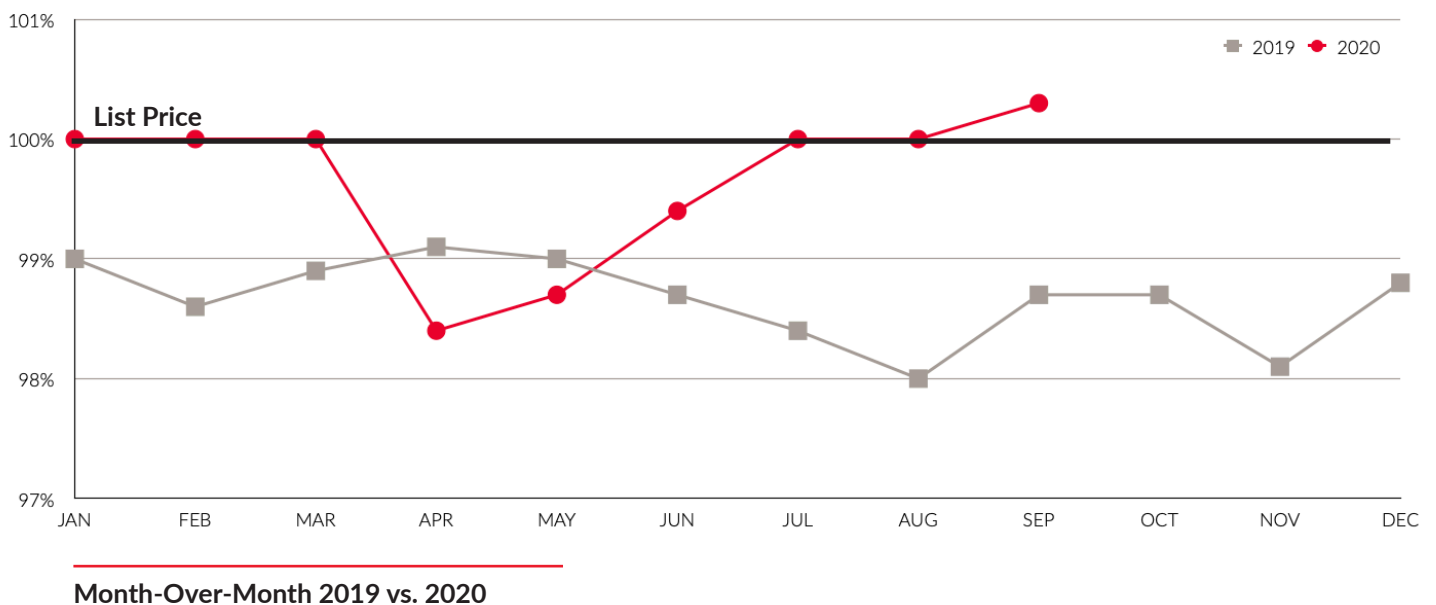
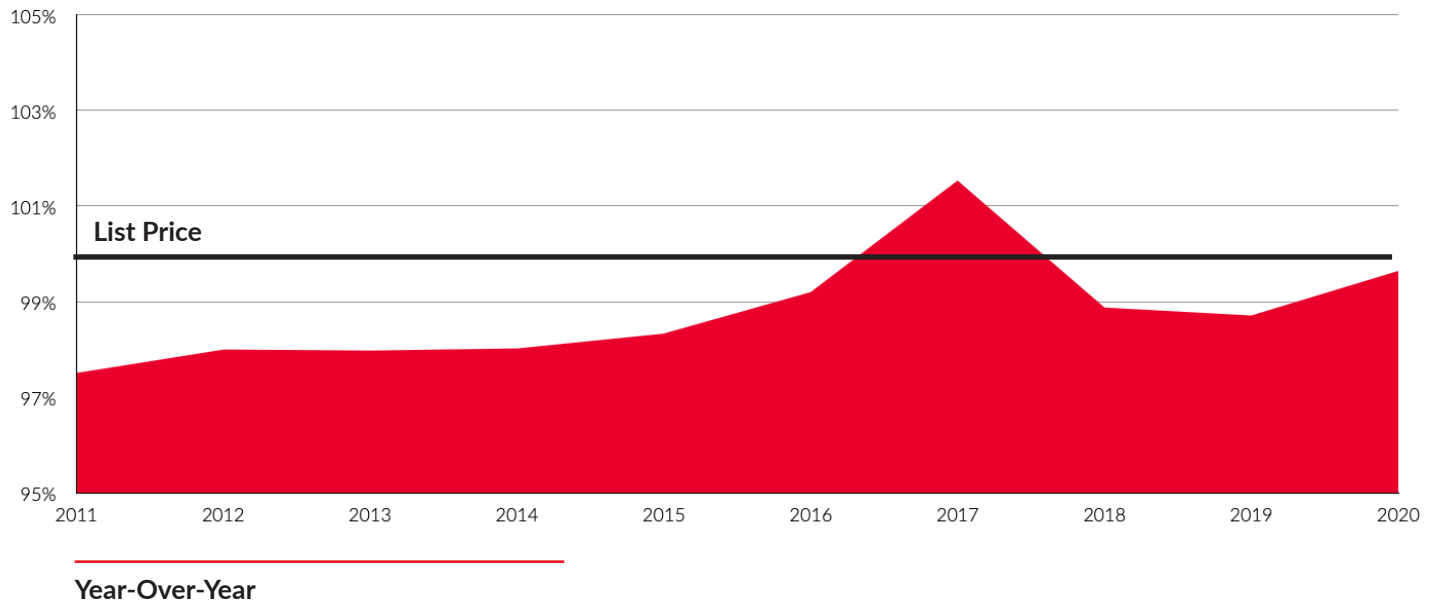
Year-Over-Year



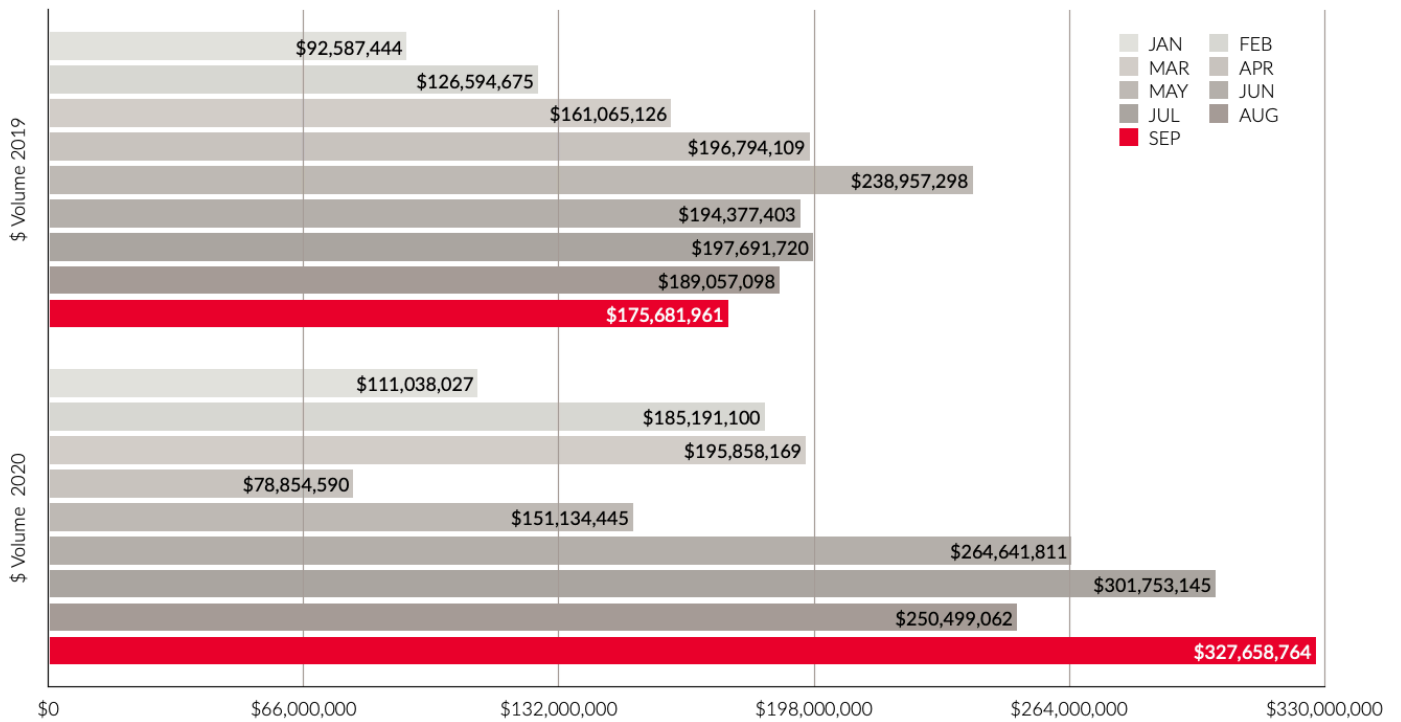
Month-Over-Month 2019 vs. 2020

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

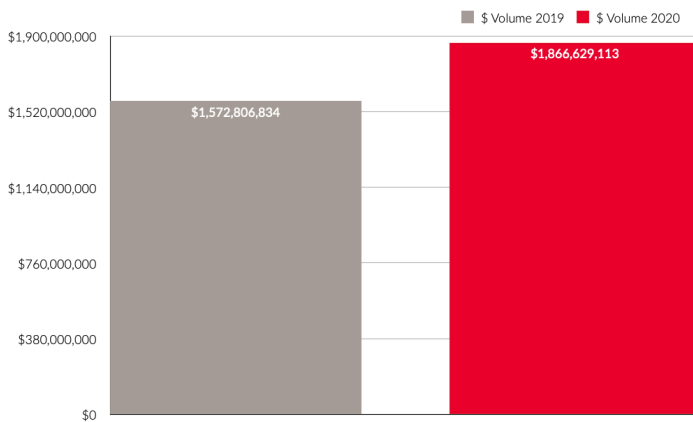
SALE PRICE VS. LIST PRICE RATIO



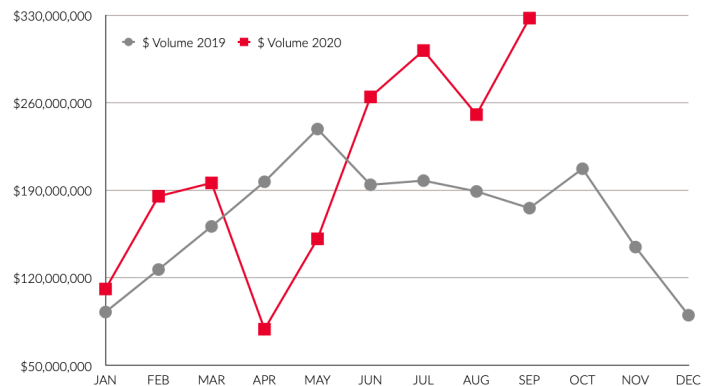
DOLLAR VOLUME SALES



Monthly Comparison 2019 vs. 2020

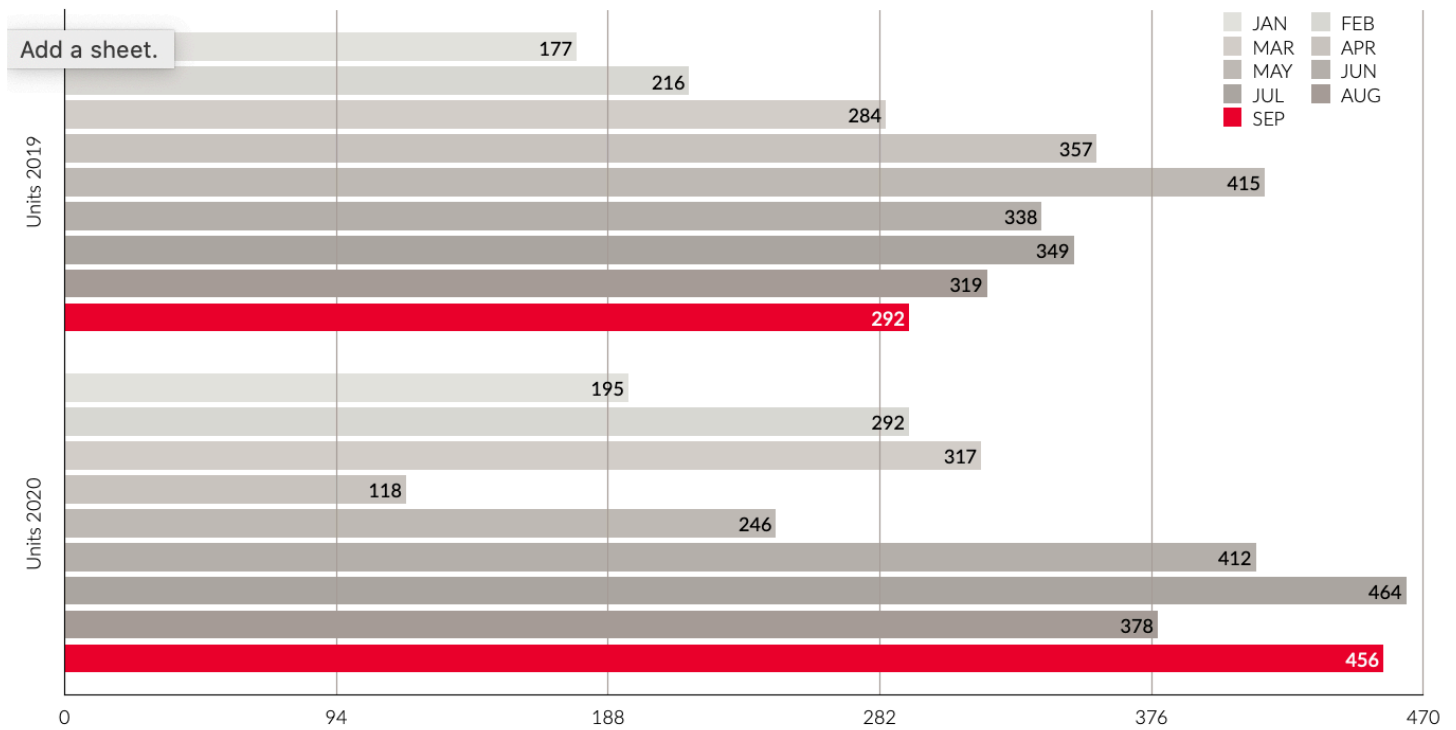


Yearly Totals 2019 vs. 2020

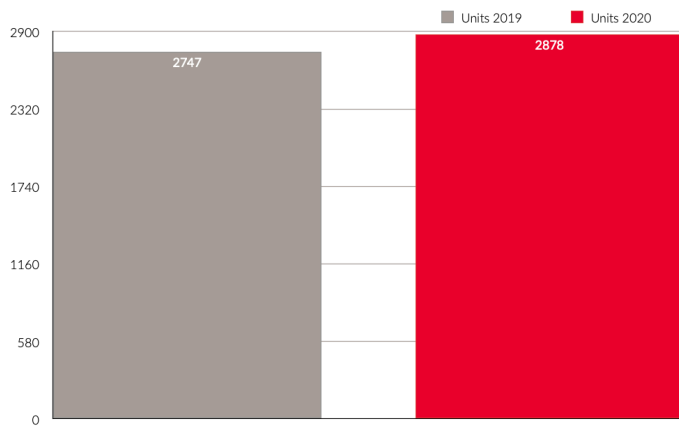


Month vs. Month 2019 vs. 2020

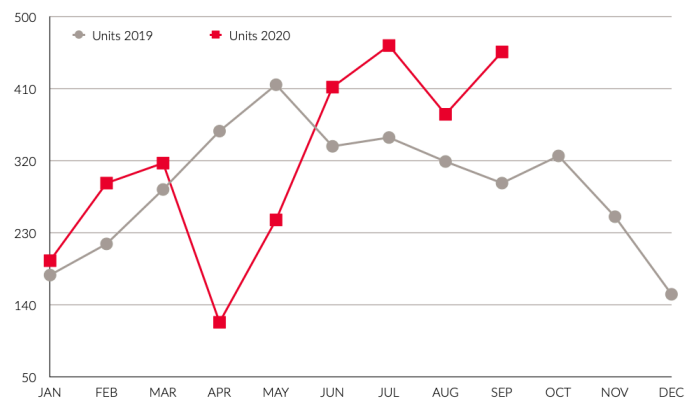
UNIT SALES



Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020



Month vs. Month 2019 vs. 2020

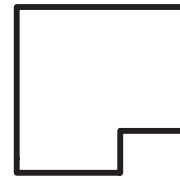
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



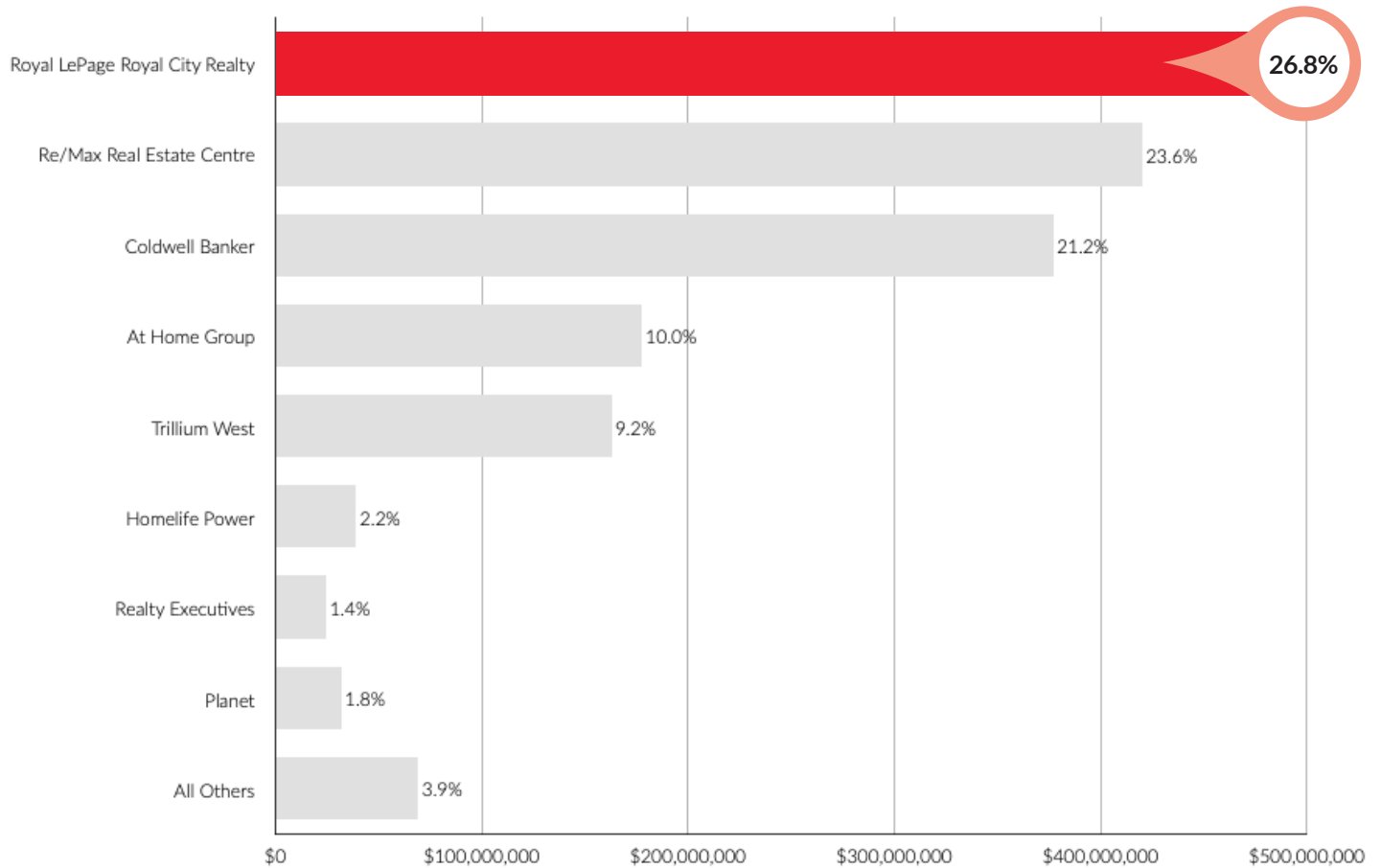
VACANT LAND

YTD Sales Volume	 \$1,401,469,116 +17.59%	 \$320,742,841 +20.96%	 \$19,125,394 +27.37%
YTD Unit Sales	 1,998 +2.72%	 698 +4.8%	 39 +18.18%
YTD Average Sale Price	 \$701,436 +14.47%	 \$459,517 +15.42%	 \$490,394 +7.77%
September Sales Volume	 \$236,222,740 +78.63%	 \$55,720,495 +103.58%	 \$1,358,500 +6.88%
September Unit Sales	 303 +47.8%	 110 +64.18%	 5 +25%

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



MARKET DOMINANCE

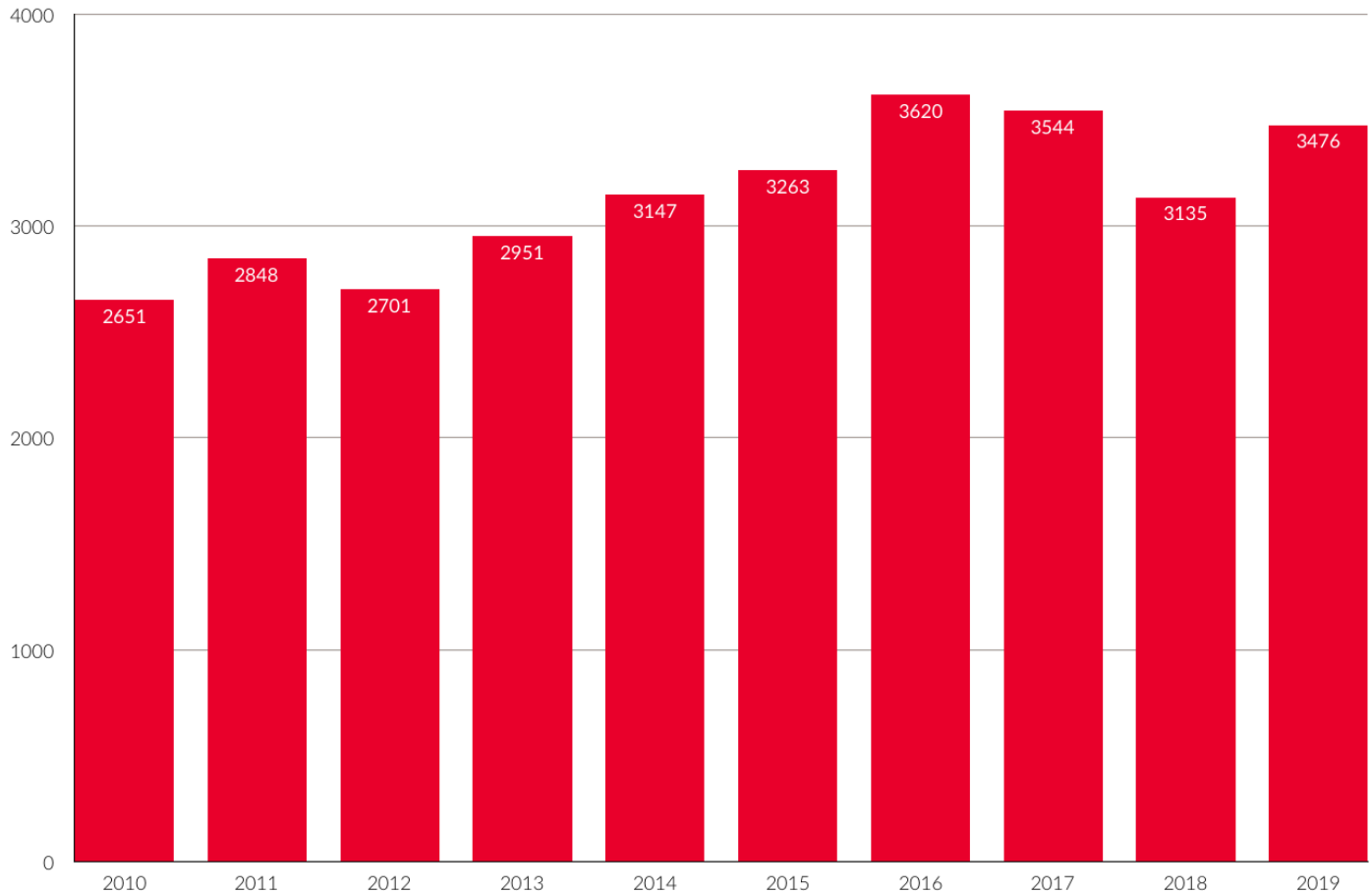


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
January - September 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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