



2020 NOVEMBER

CENTRE WELLINGTON Real Estate Market Report



OVERVIEW

SELLER'S MARKET

Sales activity is up this month, with unit sales more than doubling when compared to this time last year. This is driving demand for inventory and competitive sale prices.



November year-over-year sales volume of \$35,792,049

Up 87.79% from 2019's \$19,059,175 with unit sales of 47 up 51.61% from last November's 31. New listings of 41 are up 20.59% from a year ago, with the sales/listing ratio of 79.66% up 21.17%.



Year-to-date sales volume of \$329,906,612

Up 21.77% from 2019's \$270,919,490 with unit sales of 479 up 5.27% from 2019's 455. New listings of 643 are down 5.86% from a year ago, with the sales/listing ratio of 74.49% up 7.88%.



Year-to-date average sale price of \$687,842

Up from \$581,830 one year ago with median sale price of \$620,000 up from \$532,500 one year ago. Average days-on-market of 28.27 is down 9.64 days from last year.

NOVEMBER NUMBERS

Median Sale Price

\$671,500

+21.98%

Sales Volume

\$35,792,049

+87.79%

Unit Sales

47

+51.61%

New Listings

41

+20.59%

Expired Listings

6

+20%

Unit Sales/Listings Ratio

79.66%

+21.17%

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

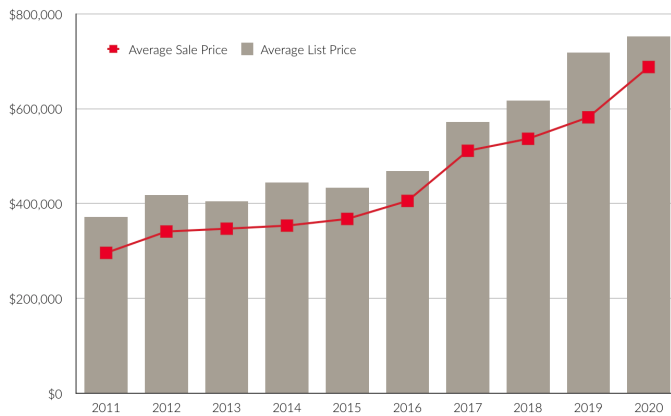


THE MARKET IN DETAIL

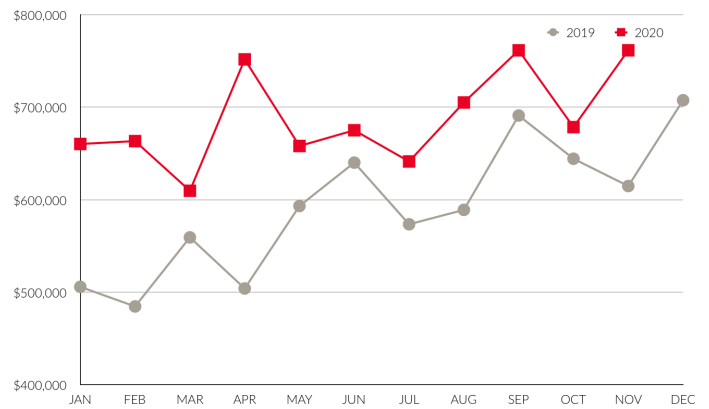
	2018	2019	2020	2019-2020
YTD Volume Sales	\$209,177,961	\$270,919,490	\$329,906,612	+21.77%
YTD Unit Sales	387	455	479	+5.27%
YTD New Listings	577	683	643	-5.86%
YTD Sales/Listings Ratio	67.07%	66.62%	74.49%	+7.88%
YTD Expired Listings	83	89	83	-6.7%
November Volume Sales	\$12,184,700	\$19,059,175	\$35,792,049	+87.79%
November Unit Sales	24	31	47	+51.61%
November New Listings	33	34	41	+20.59%
November Sales/Listings Ratio	42.86%	58.49%	79.66%	+21.17%
November Expired Listings	11	5	6	+20%
YTD Sales: Under \$0-\$199K	15	16	10	-37.5%
YTD Sales: Under \$200K-\$349K	37	37	20	-45.95%
YTD Sales: Under \$350K-\$549K	196	190	120	-36.84%
YTD Sales: Under \$550K-\$749K	88	133	193	+45.11%
YTD Sales: Under \$750K-\$999K	33	43	82	+90.70%
YTD Sales: \$1M+	17	36	54	+50%
YTD Average Days-On-Market	32.55	37.91	28.27	-25.42%
YTD Average Sale Price	\$536,586	\$581,830	\$687,842	+18.22%
YTD Median Sale Price	\$485,500	\$532,500	\$620,000	+16.43%

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

AVERAGE SALE PRICE

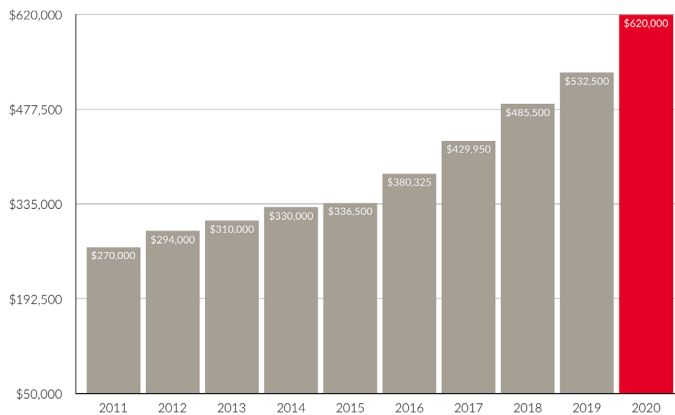


Year-Over-Year

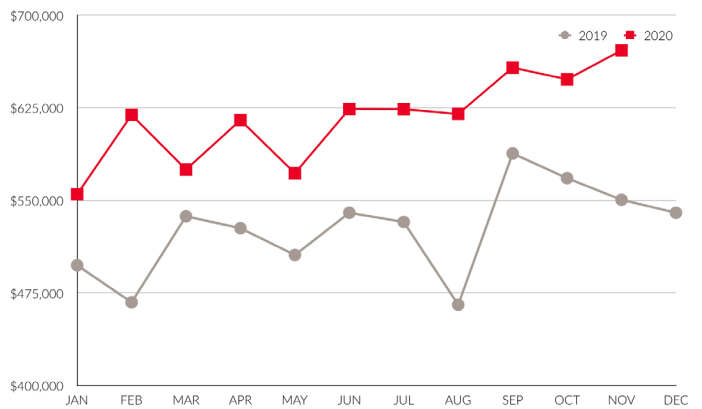


Month-Over-Month 2019 vs. 2020

MEDIAN SALE PRICE



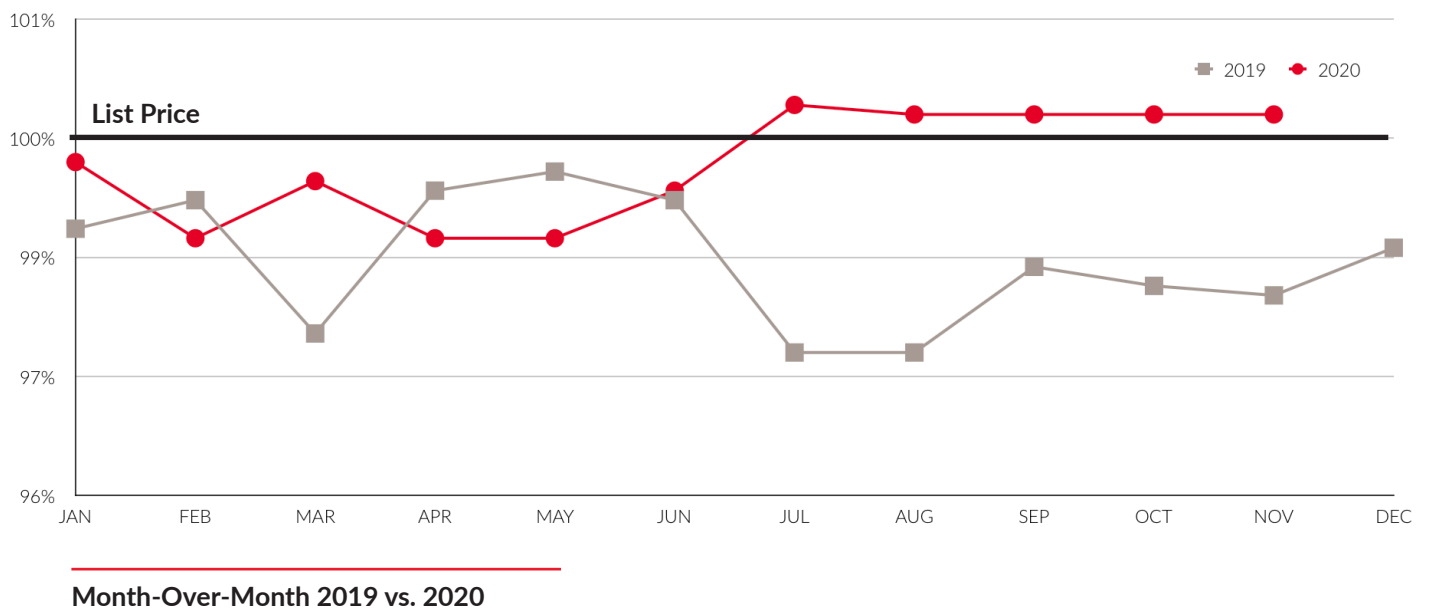
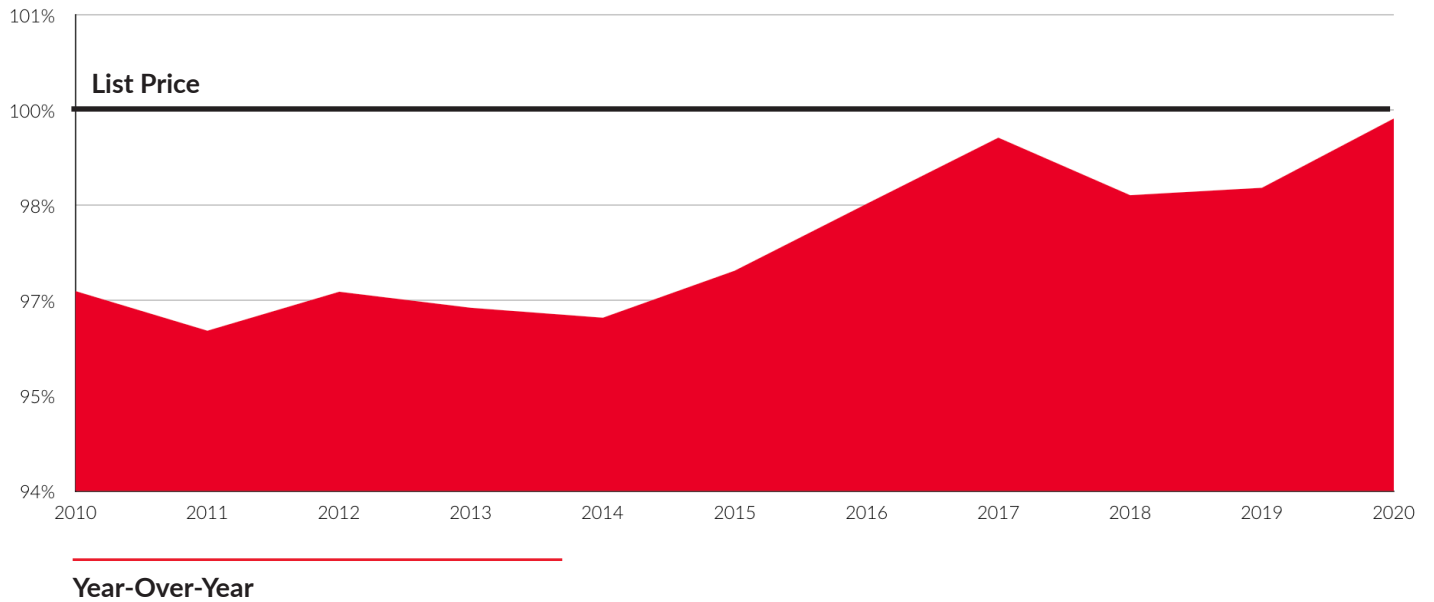
Year-Over-Year



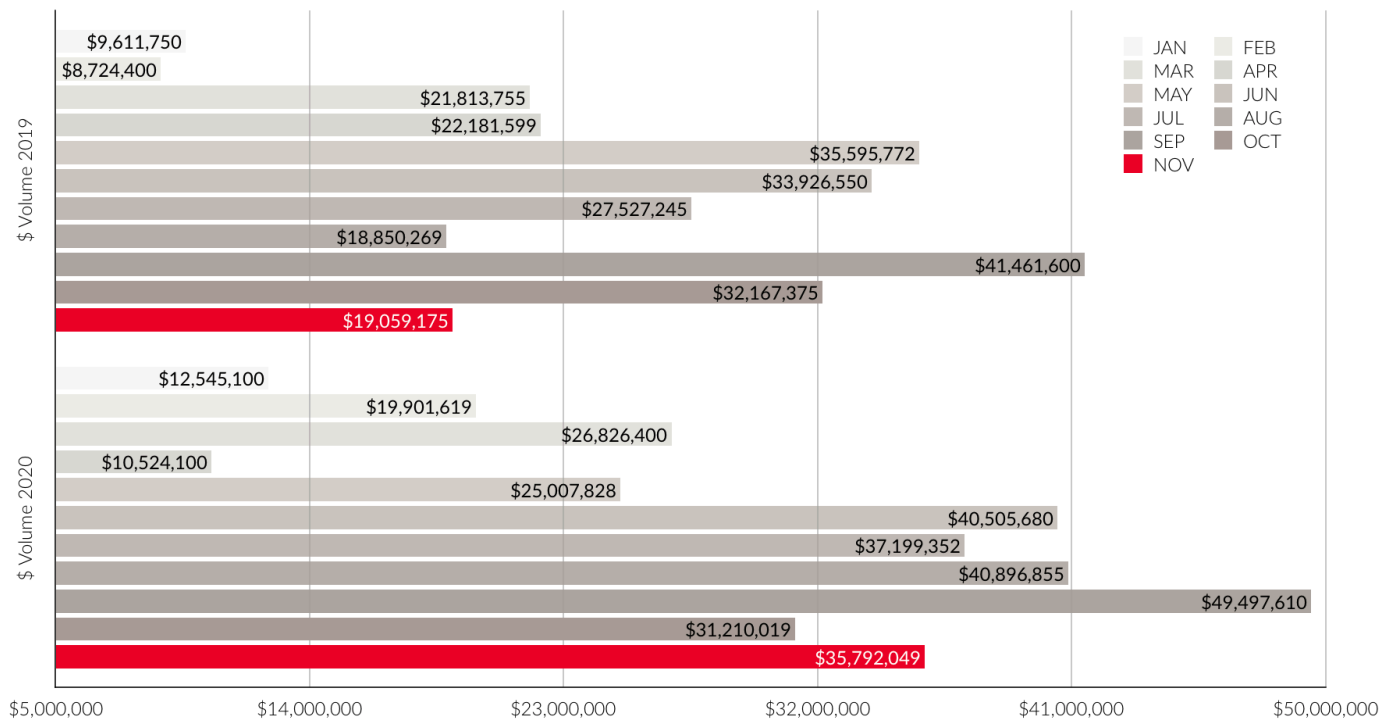
Month-Over-Month 2019 vs. 2020

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

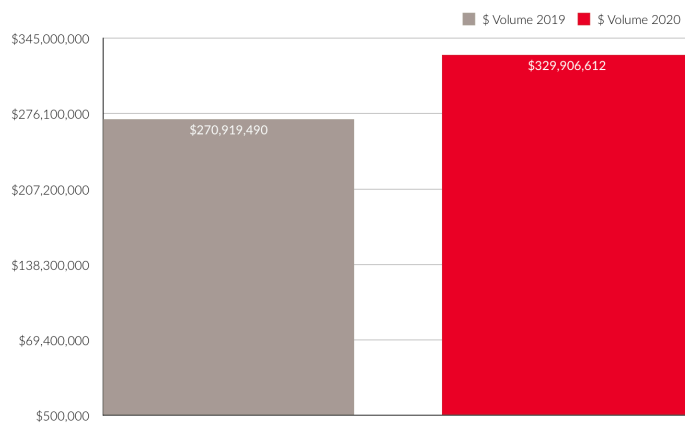
SALE PRICE VS. LIST PRICE RATIO



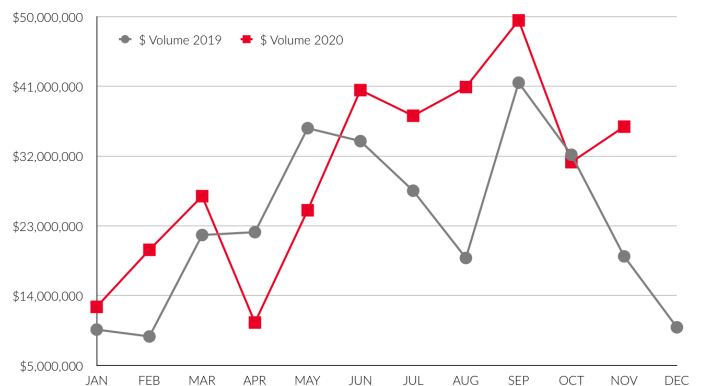
DOLLAR VOLUME SALES



Monthly Comparison 2019 vs. 2020

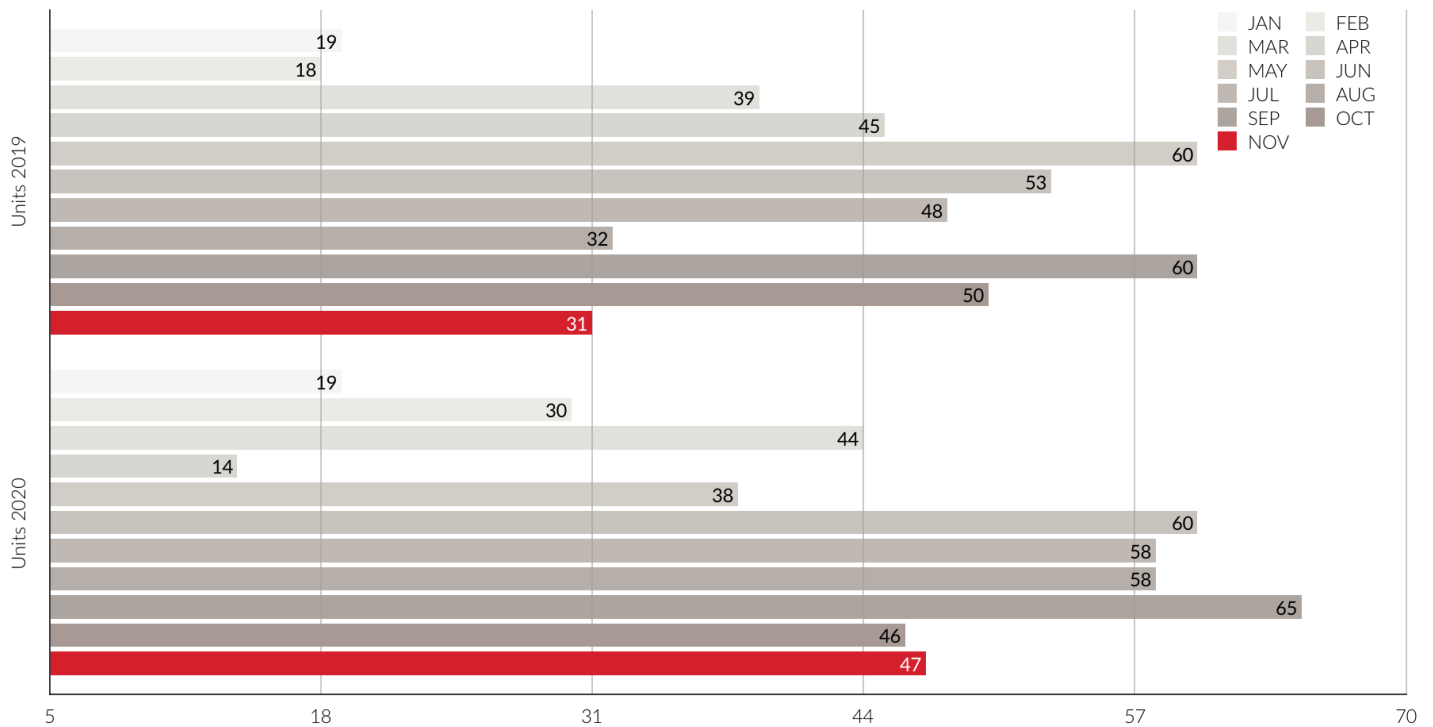


Yearly Totals 2019 vs. 2020

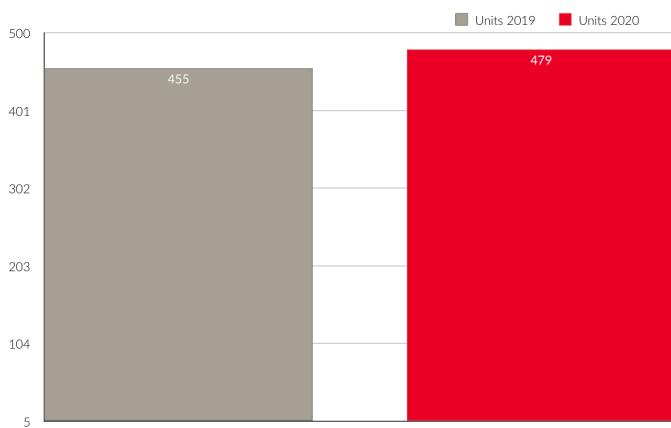


Month vs. Month 2019 vs. 2020

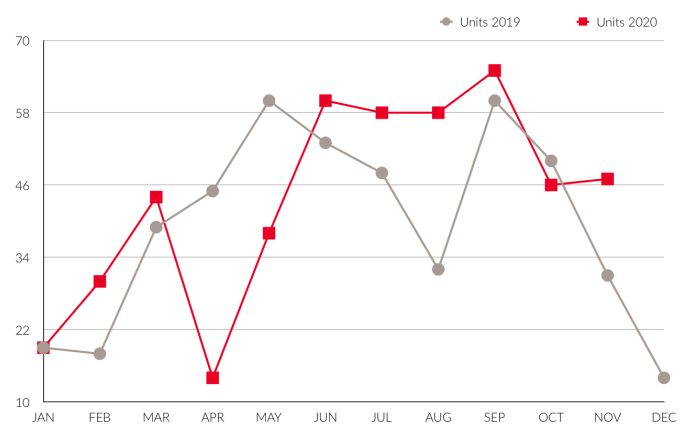
UNIT SALES



Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020



Month vs. Month 2019 vs. 2020

SALES BY TYPE


















FREEHOLD



CONDOMINIUM

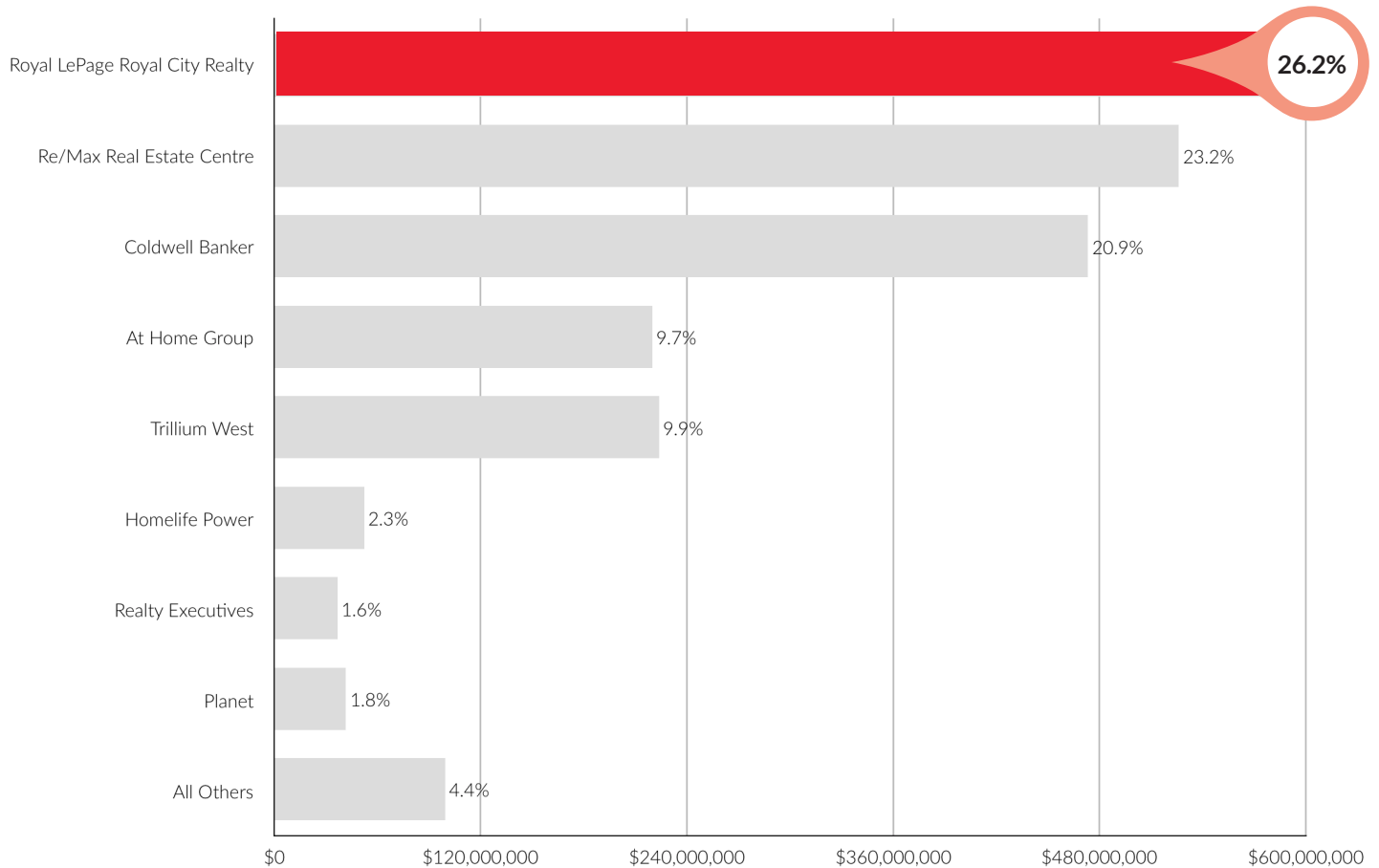


VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$278,106,384 +22.86%	 \$24,691,700 +41.42%	 \$4,595,828 +43%
YTD Unit Sales	 38 +35.7%	 51 +15.91%	 8 +33.3%
YTD Average Sale Price	 \$718,621 +21.91%	 \$484,151 +22.01%	 \$574,479 +7.22%
November Sales Volume	 \$30,028,749 +80.69%	 \$1,633,400 +136.76%	 \$265,000 Up from \$0
November Unit Sales	 38 +35.7%	 4 +100%	 1 Up from 0

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

MARKET DOMINANCE

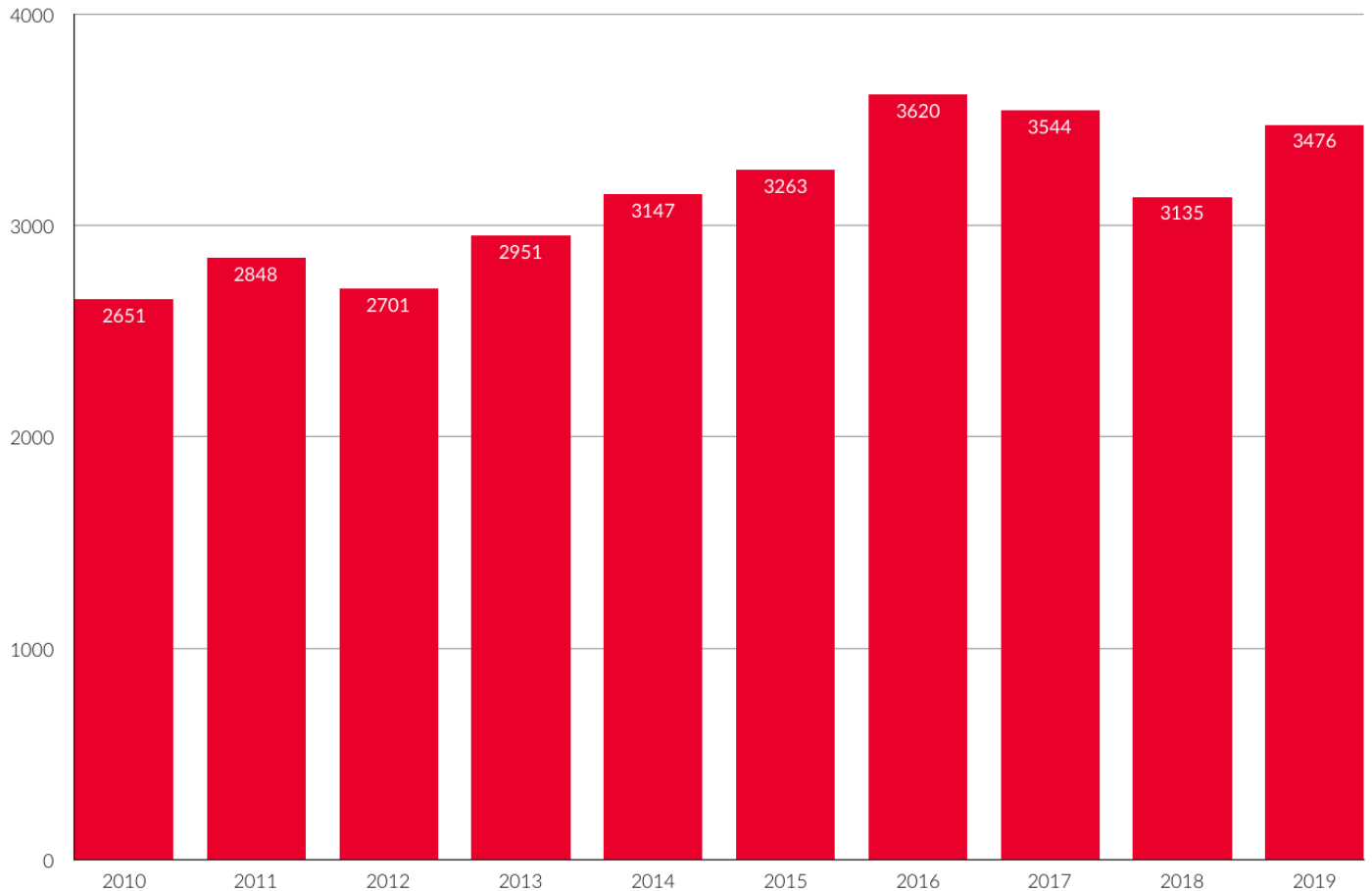


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
January - November 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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