



2020 NOVEMBER

WELLINGTON COUNTY Real Estate Market Report



OVERVIEW

SELLER'S MARKET

The Wellington County market continued its torrid pace throughout November. Unprecedented demand and low inventory continued throughout the fall, leading to a substantial increase in sales volume and sale prices.



November year-over-year sales volume of \$235,249,389

Up 62.73% from 2019's \$144,563,258 with unit sales of 329 up 31.6% from last November's 250. New listings of 301 are up 10.66% from a year ago, with the sales/listing ratio of 75.81% up 14.83%.



Year-to-date sales volume of \$2,389,036,346

Up 24.13% from 2019's \$1,924,583,417 with unit sales of 3,620 up 8.94% from 2019's 3,323. New listings of 4,610 are down 9.34% from a year ago, with the sales/listing ratio of 78.52% up 13.18%.



Year-to-date average sale price of \$654,050

Up from \$577,693 one year ago with median sale price of \$588,289 up from \$520,000 one year ago. Average days-on-market of 28 is down 5.64 days from last year.

NOVEMBER NUMBERS

Median Sale Price

\$643,100

+23.67%

Sales Volume

\$235,249,389

+62.73%

Unit Sales

329

+31.6%

New Listings

301

+10.66%

Expired Listings

24

-46.67%

Unit Sales/Listings Ratio

75.81%

+14.83%

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

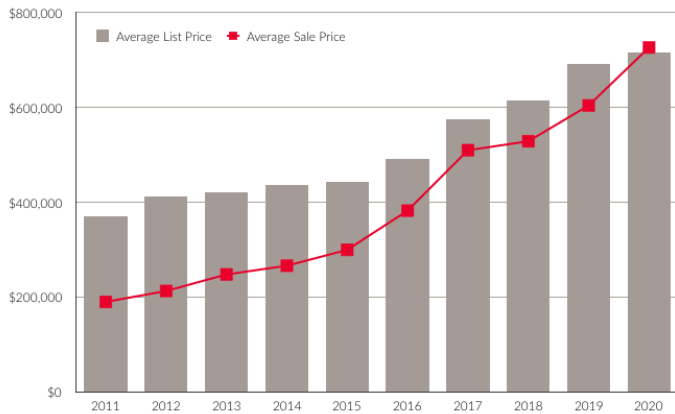


THE MARKET IN DETAIL

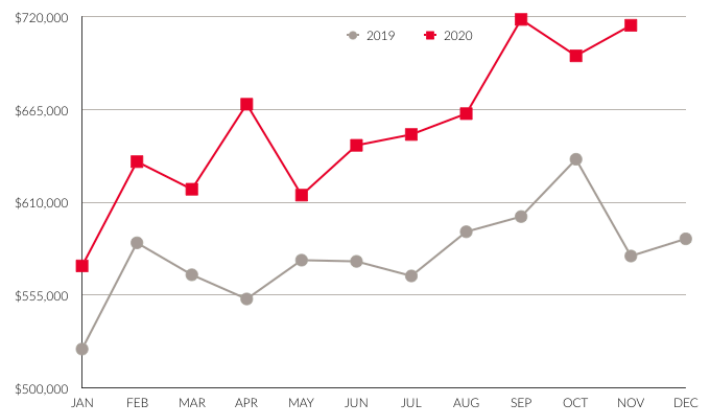
	2018	2019	2020	2019-2020
YTD Volume Sales	\$1,576,624,078	\$1,924,583,417	\$2,389,036,346	+24.13%
YTD Unit Sales	2925	3323	3620	+8.94%
YTD New Listings	4,724	5,085	4,610	-9.34%
YTD Sales/Listings Ratio	61.92%	65.35%	78.52%	+13.18%
YTD Expired Listings	543	624	400	-35.9%
November Volume Sales	\$116,145,016	\$144,563,258	\$235,249,389	+62.73%
November Unit Sales	223	250	329	+31.6%
November New Listings	290	272	301	+10.66%
November Sales/Listings Ratio	54.39%	60.98%	75.81%	+14.83%
November Expired Listings	65	45	24	-46.67%
YTD Sales: Under \$0-\$199K	62	56	77	+37.5%
YTD Sales: Under \$200K-\$349K	485	399	238	-40.35%
YTD Sales: Under \$350K-\$549K	1423	1400	1243	-11.21%
YTD Sales: Under \$550K-\$749K	663	924	1290	+39.61%
YTD Sales: Under \$750K-\$999K	245	340	549	+61.47%
YTD Sales: \$1M+	124	204	320	+56.86%
YTD Average Days-On-Market	32	33.64	28	-16.76%
YTD Average Sale Price	\$530,436	\$577,693	\$654,050	+13.22%
YTD Median Sale Price	\$485,000	\$520,000	\$588,289	+13.13%

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

AVERAGE SALE PRICE

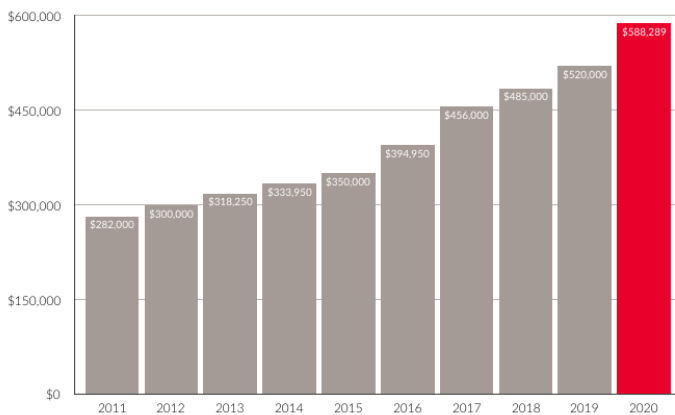


Year-Over-Year

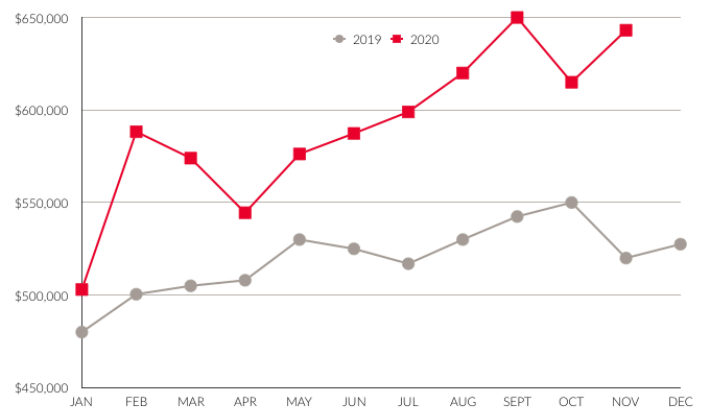


Month-Over-Month 2019 vs. 2020

MEDIAN SALE PRICE



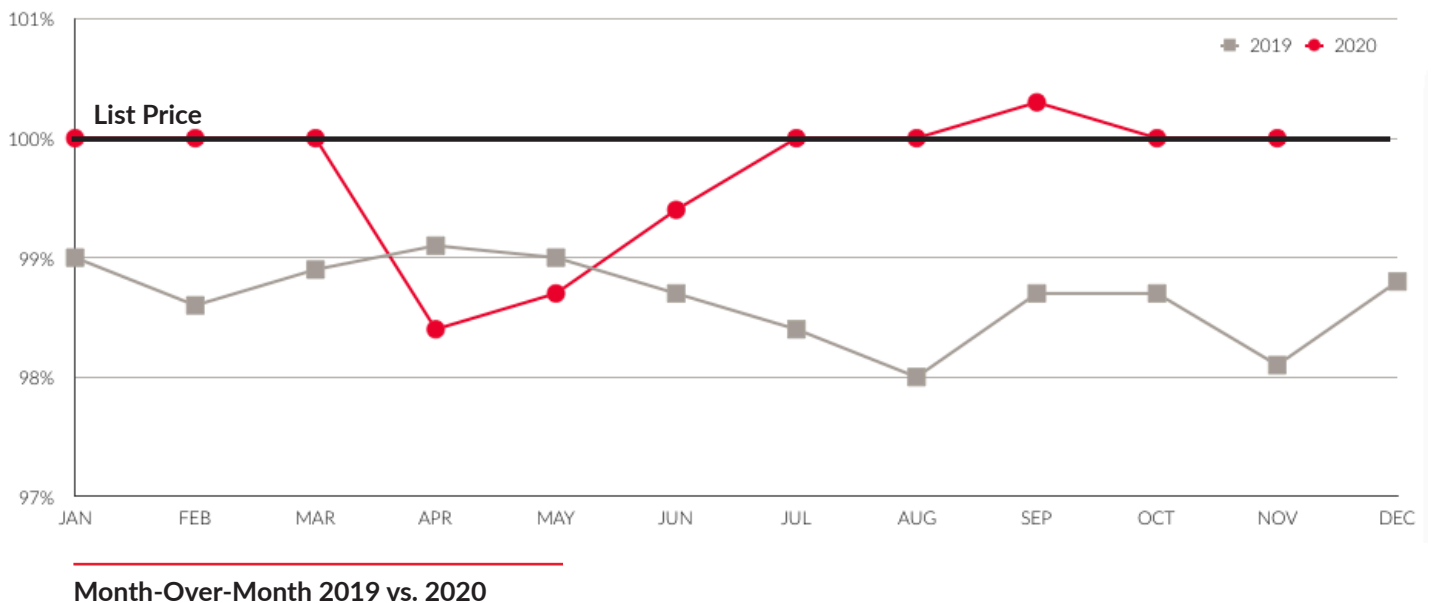
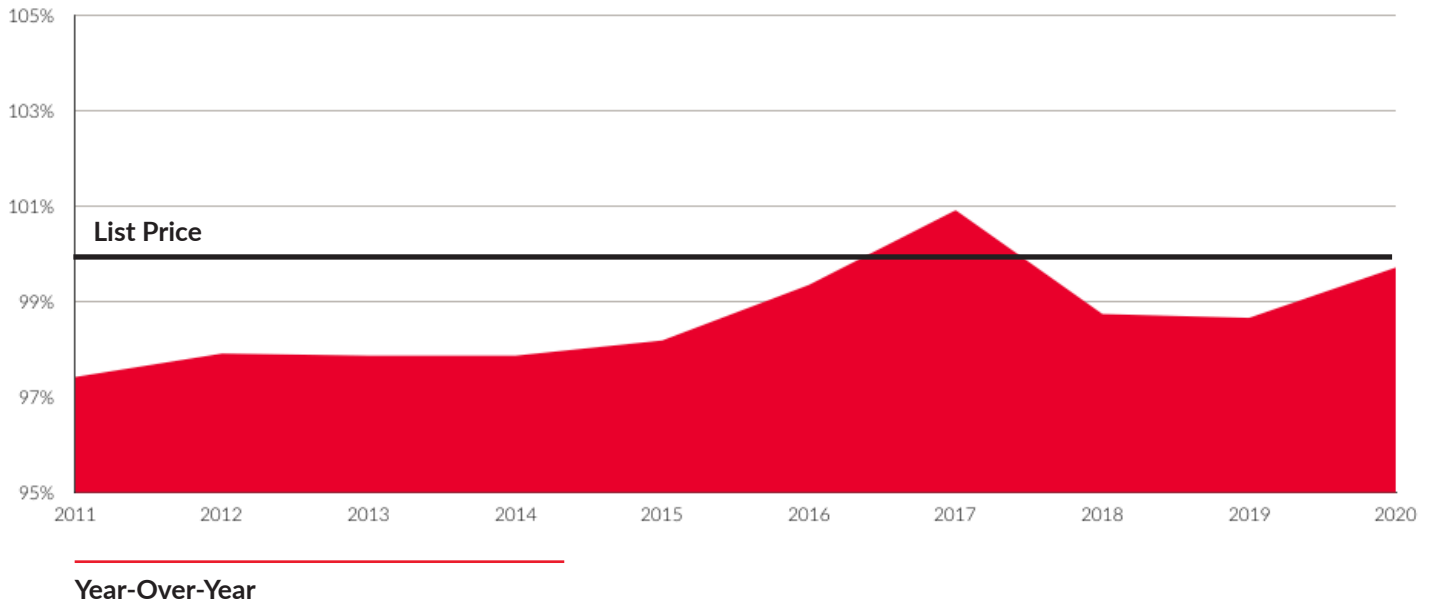
Year-Over-Year



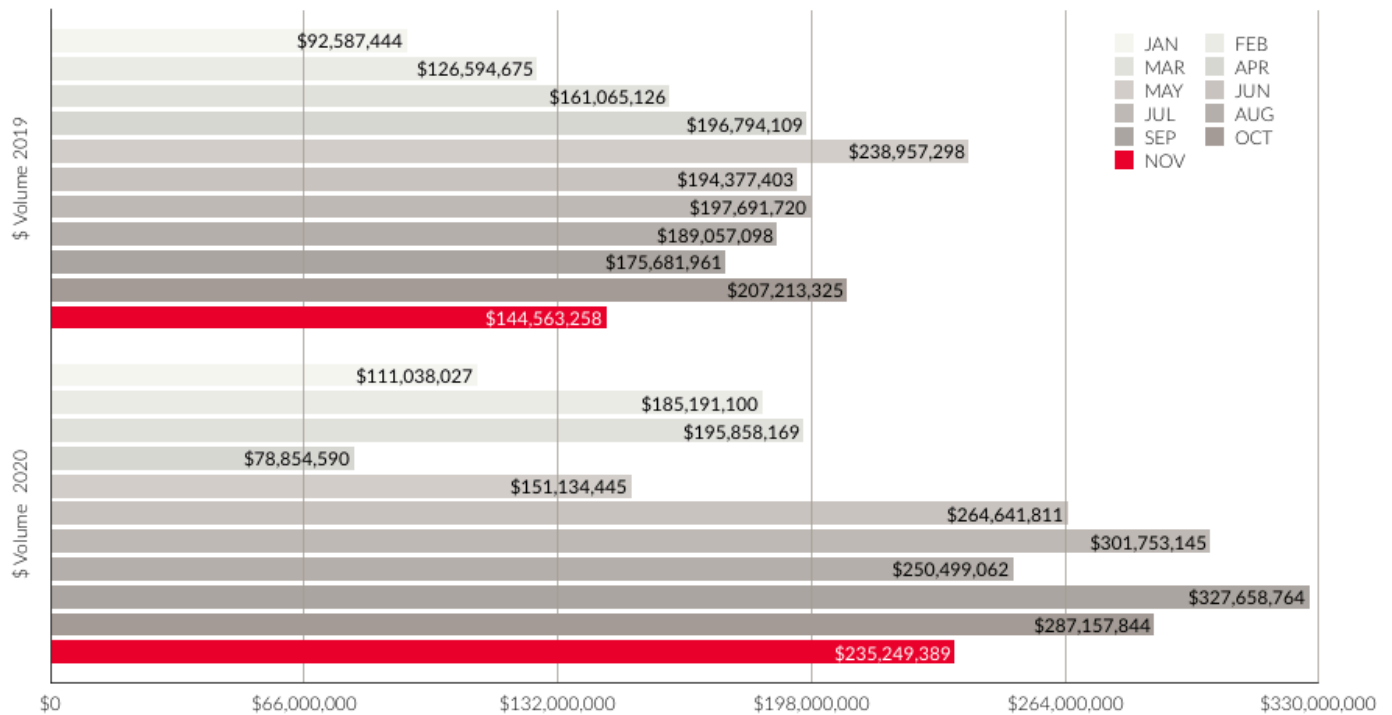
Month-Over-Month 2019 vs. 2020

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

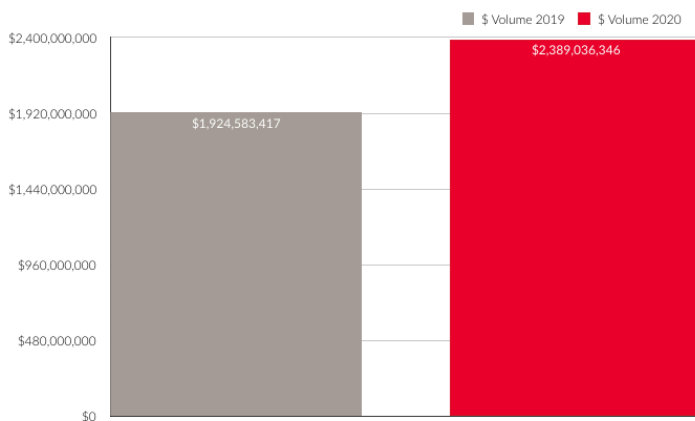
SALE PRICE VS. LIST PRICE RATIO



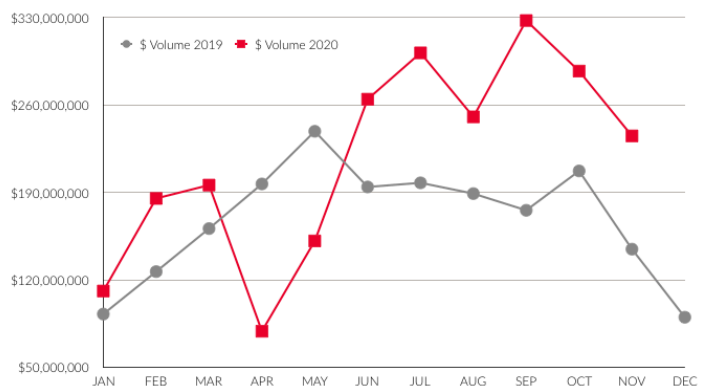
DOLLAR VOLUME SALES



Monthly Comparison 2019 vs. 2020

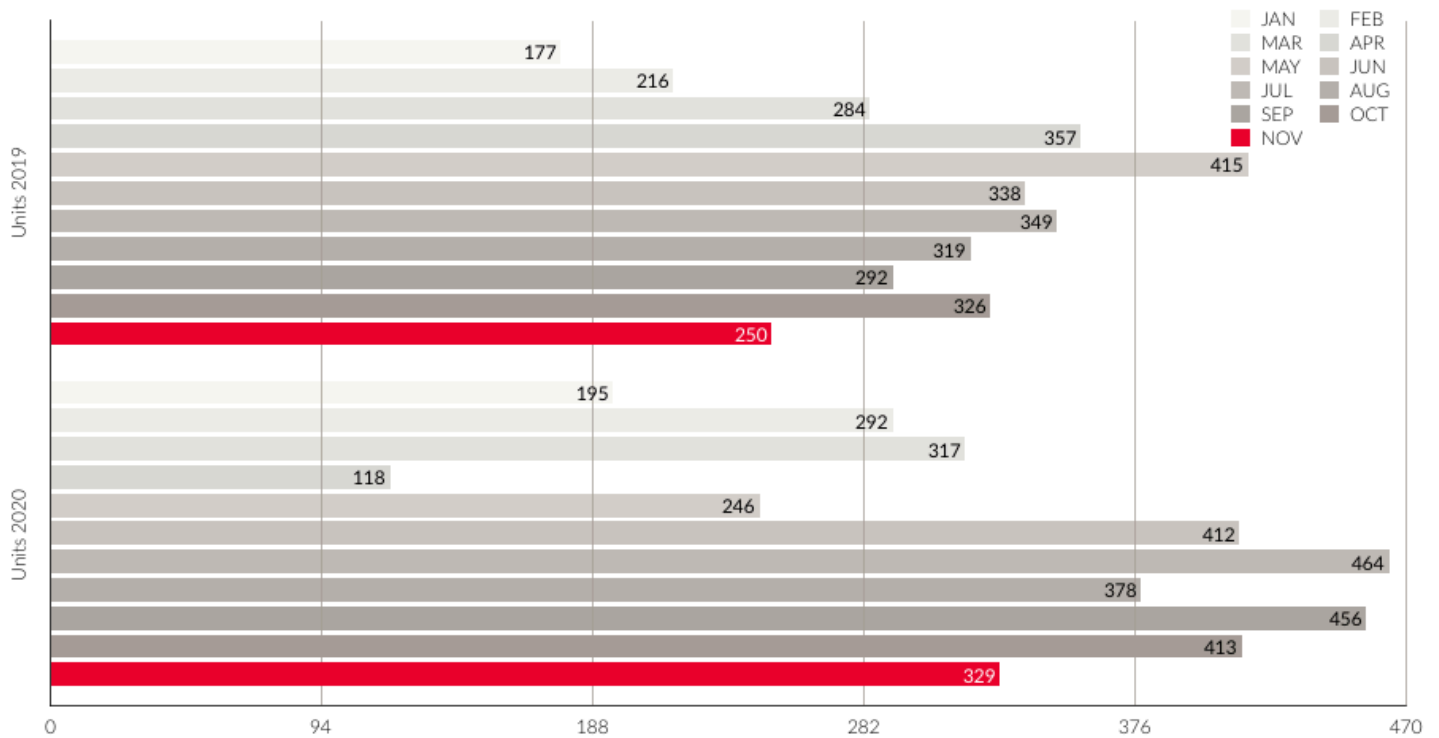


Yearly Totals 2019 vs. 2020

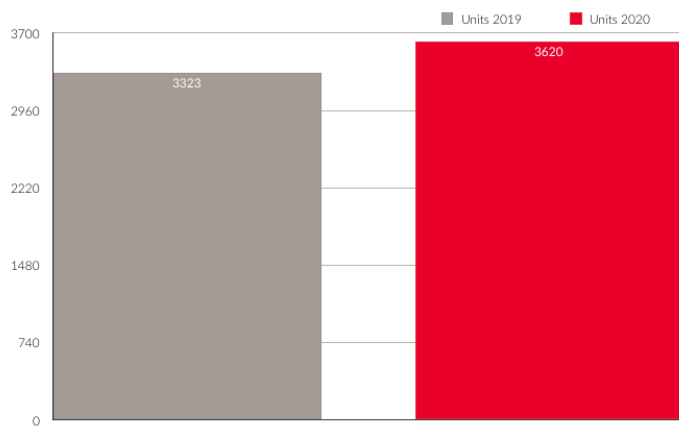


Month vs. Month 2019 vs. 2020

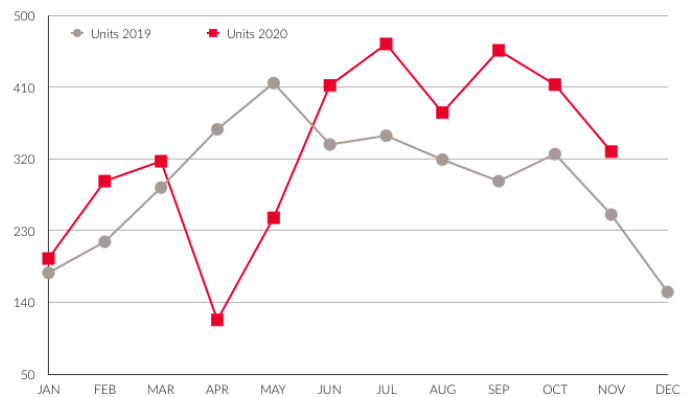
UNIT SALES



Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020



Month vs. Month 2019 vs. 2020

SALES BY TYPE


















FREEHOLD



CONDOMINIUM



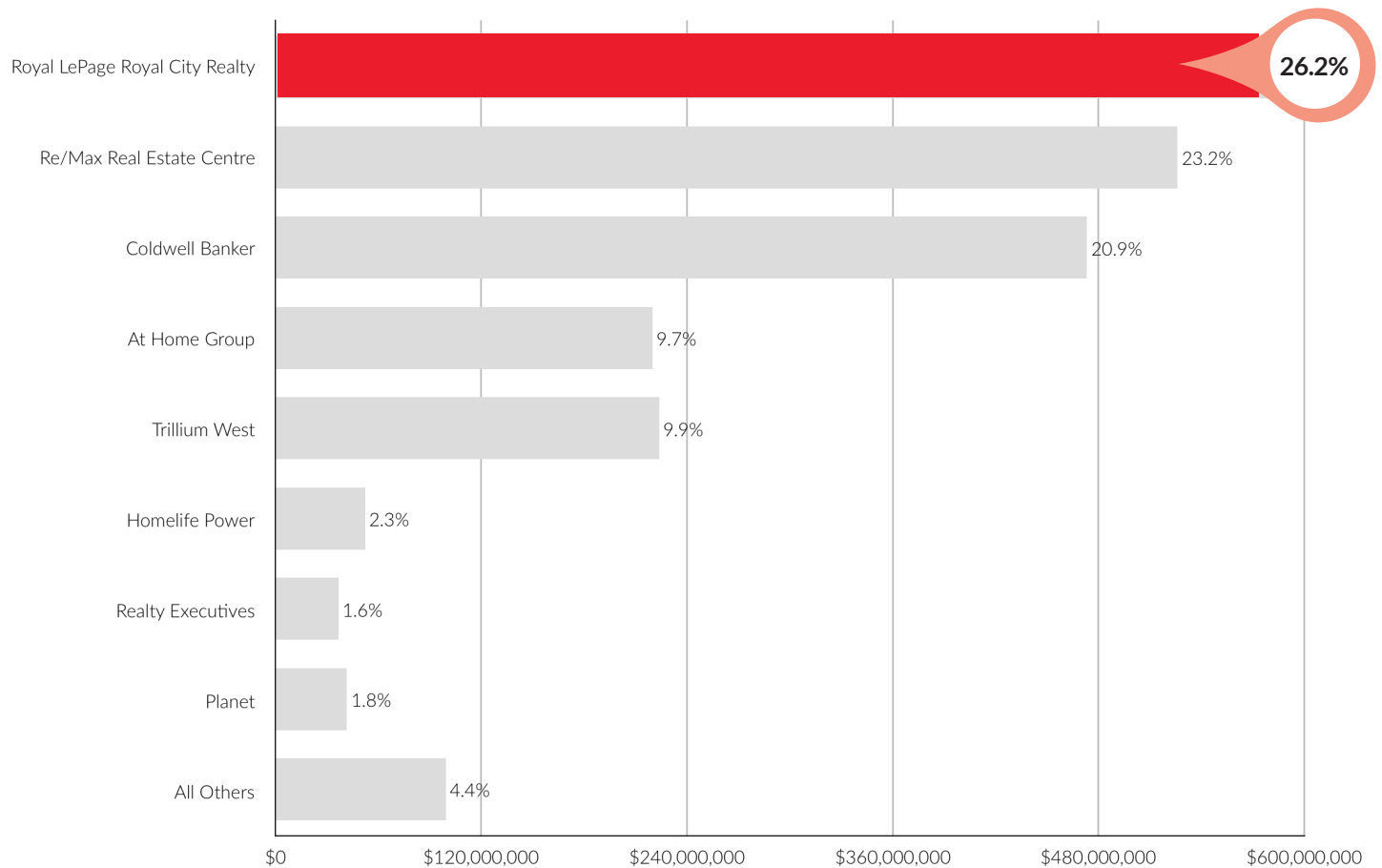
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$1,779,061,777 +21.97%	 \$408,044,153 +27.16%	 \$24,704,394 +27.44%
YTD Unit Sales	 2,498 +5.8%	 877 +10.18%	 51 +21.43%
YTD Average Sale Price	 \$712,194 +15.28%	 \$465,273 +15.41%	 \$484,399.88 +4.95%
November Sales Volume	 \$176,578,991 +68.12%	 \$35,147,498 +21.85%	 \$3,831,000 +120.59%
November Unit Sales	 223 +28.9%	 74 +12.12%	 8 +300%

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



MARKET DOMINANCE

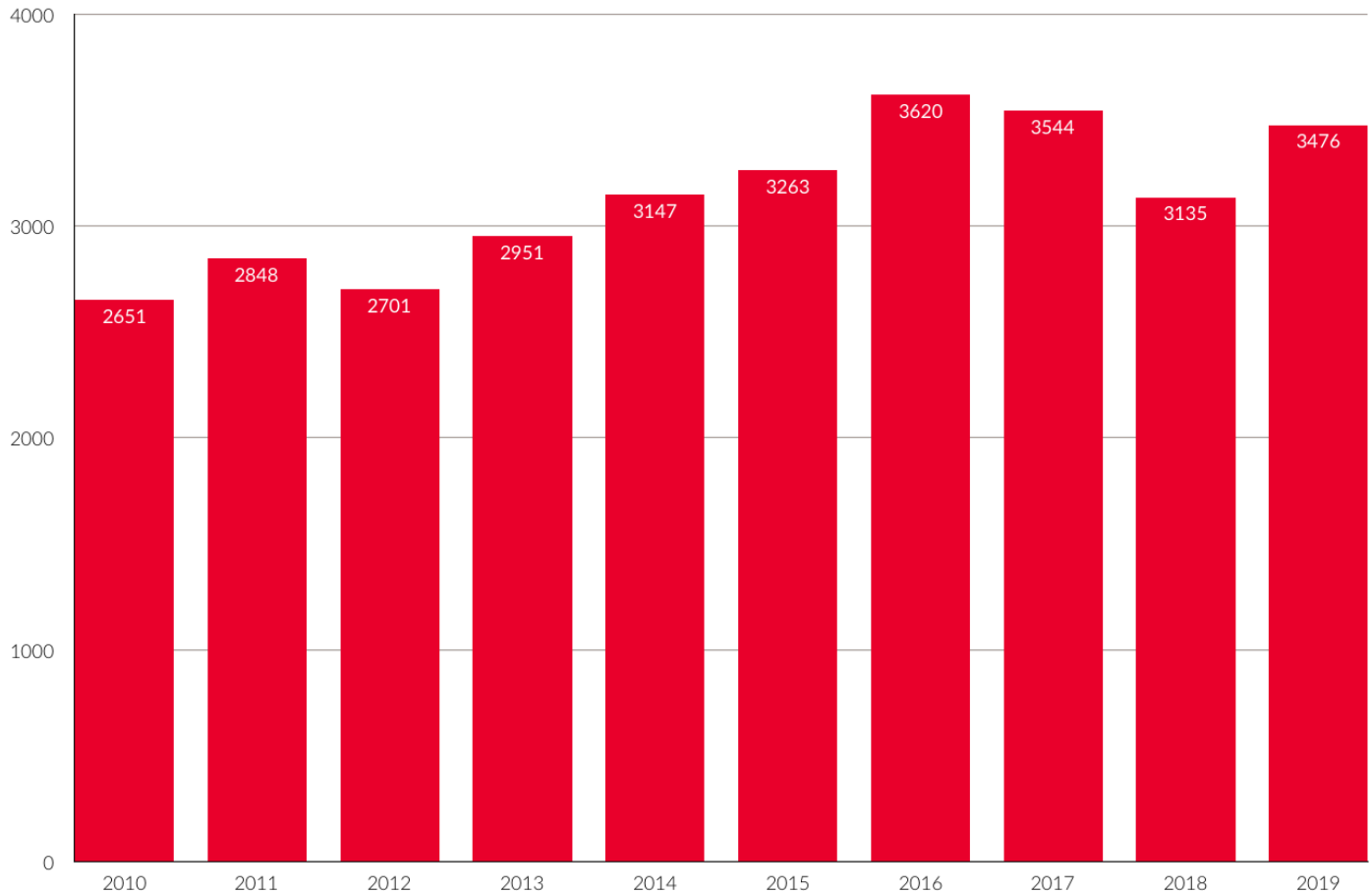


Market Share by Dollar Volume

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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