



2020 DECEMBER

CENTRE WELLINGTON Real Estate Market Report



OVERVIEW

BALANCED MARKET

Overall, Centre Wellington shows an increase in listing and sales activity. Sales have more than doubled and new listings matched the increase in demand. With an increase in sales activity and the median sale price, sales volume has also seen a significant increase. These fundamentals and a Seller's market are expected to persist throughout 2021.



December year-over-year sales volume of \$27,428,850

Up 176.92% from 2019's \$9,905,100 with unit sales of 30 up 114.29% from last December's 14. New listings of 25 are up 92.31% from a year ago, with the sales/listing ratio of 50.85% up 24.43%.



Year-to-date sales volume of \$357,335,462

Up 27.25% from 2019's \$280,824,590 with unit sales of 509 up 8.53% from 2019's 469. New listings of 668 are down 4.02% from a year ago, with the sales/listing ratio of 76.20% up 8.81%.



Year-to-date average sale price of \$706,713

Up from \$592,303 one year ago with median sale price of \$621,925 up from \$534,800 one year ago. Average days-on-market of 32.08 is down 5.25 days from last year.

DECEMBER NUMBERS

Median Sale Price

\$740,000

+37.04%

Sales Volume

\$27,428,850

+176.92%

Unit Sales

30

+114.29%

New Listings

25

+92.31%

Expired Listings

8

-61.9%

Unit Sales/Listings Ratio

50.85%

+24.43%

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

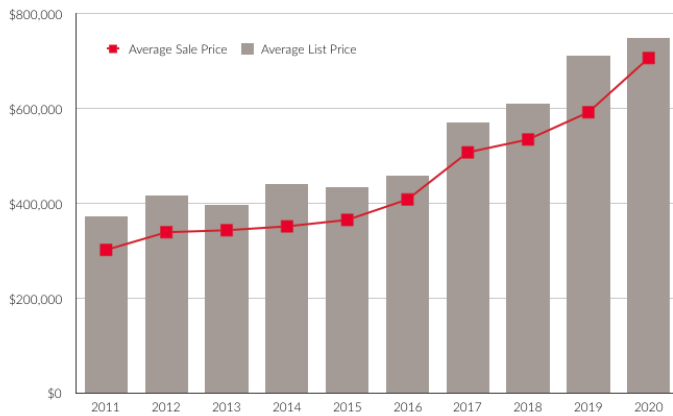


THE MARKET IN DETAIL

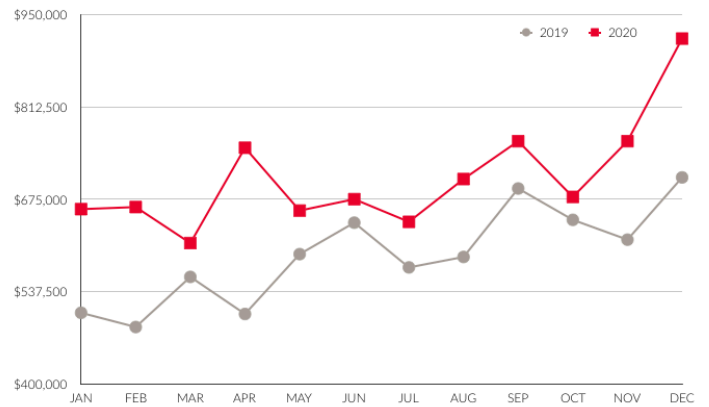
	2018	2019	2020	2019-2020
YTD Volume Sales	\$219,006,711	\$280,824,590	\$357,335,462	+27.25%
YTD Unit Sales	406	469	509	+8.53%
YTD New Listings	588	696	668	-4.02%
YTD Sales/Listings Ratio	69.05%	67.39%	76.20%	+8.81%
YTD Expired Listings	100	110	91	-17.3%
December Volume Sales	\$9,828,750	\$9,905,100	\$27,428,850	+176.92%
December Unit Sales	19	14	30	+114.29%
December New Listings	11	13	25	+92.31%
December Sales/Listings Ratio	33.93%	26.42%	50.85%	+24.43%
December Expired Listings	17	21	8	-61.9%
YTD Sales: Under \$0-\$199K	15	16	10	-37.5%
YTD Sales: Under \$200K-\$349K	38	37	21	-43.24%
YTD Sales: Under \$350K-\$549K	206	198	121	-38.89%
YTD Sales: Under \$550K-\$749K	94	135	206	+52.59%
YTD Sales: Under \$750K-\$999K	35	45	89	+97.78%
YTD Sales: \$1M+	17	38	65	+71.05%
YTD Average Days-On-Market	34.08	37.33	32.08	-14.06%
YTD Average Sale Price	\$534,979	\$592,303	\$706,713	+19.32%
YTD Median Sale Price	\$487,700	\$534,800	\$621,925	+16.29%

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

AVERAGE SALE PRICE

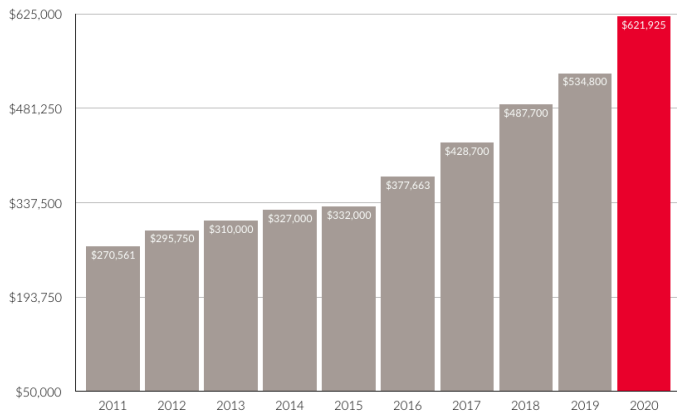


Year-Over-Year

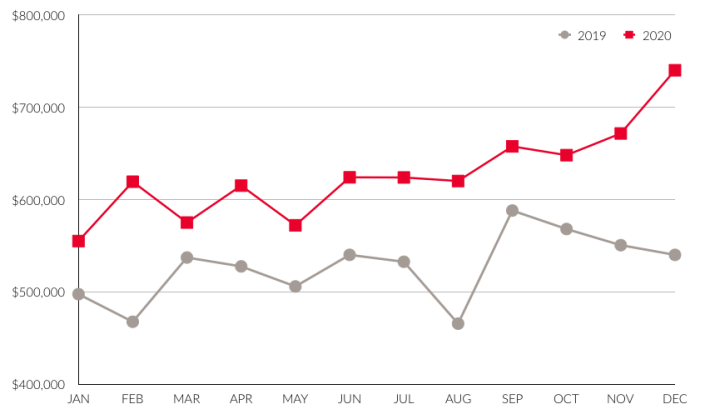


Month-Over-Month 2019 vs. 2020

MEDIAN SALE PRICE



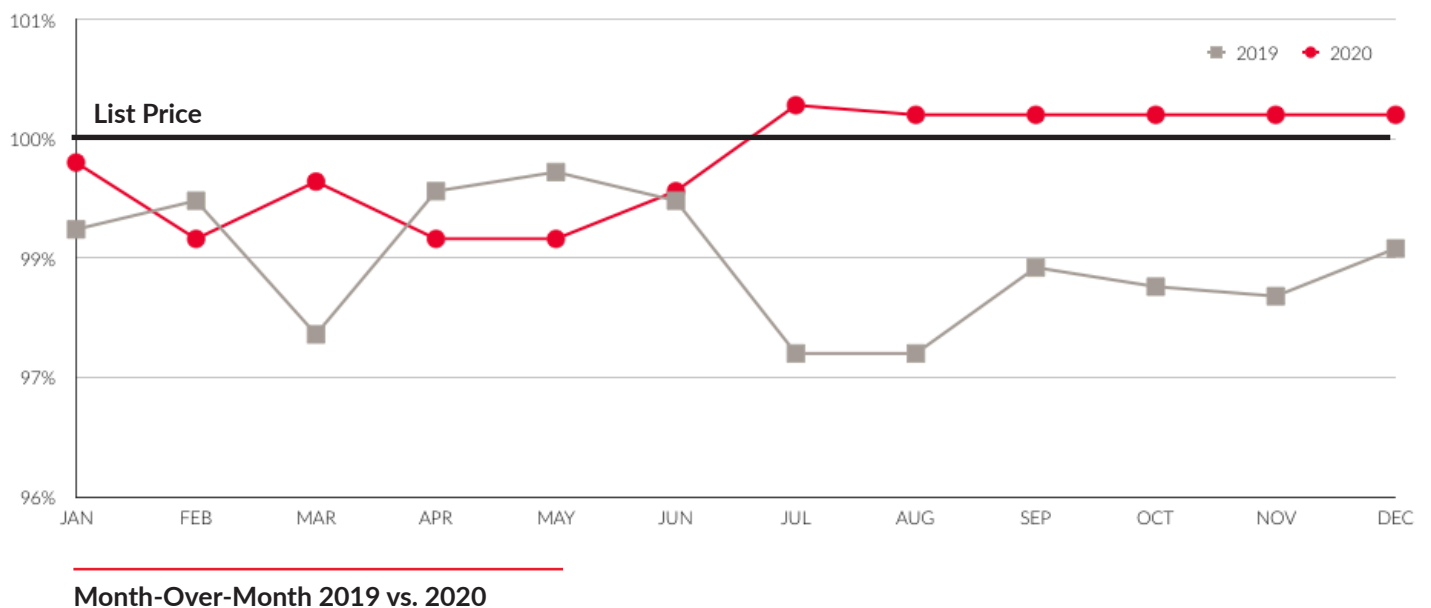
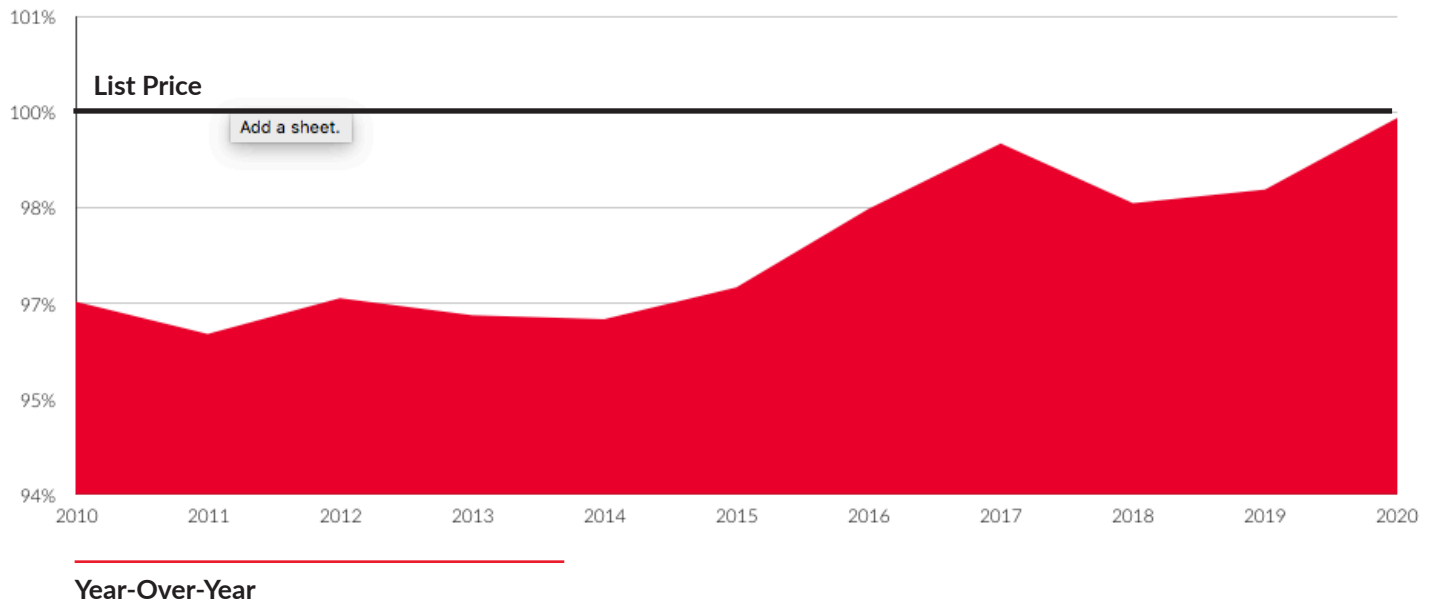
Year-Over-Year



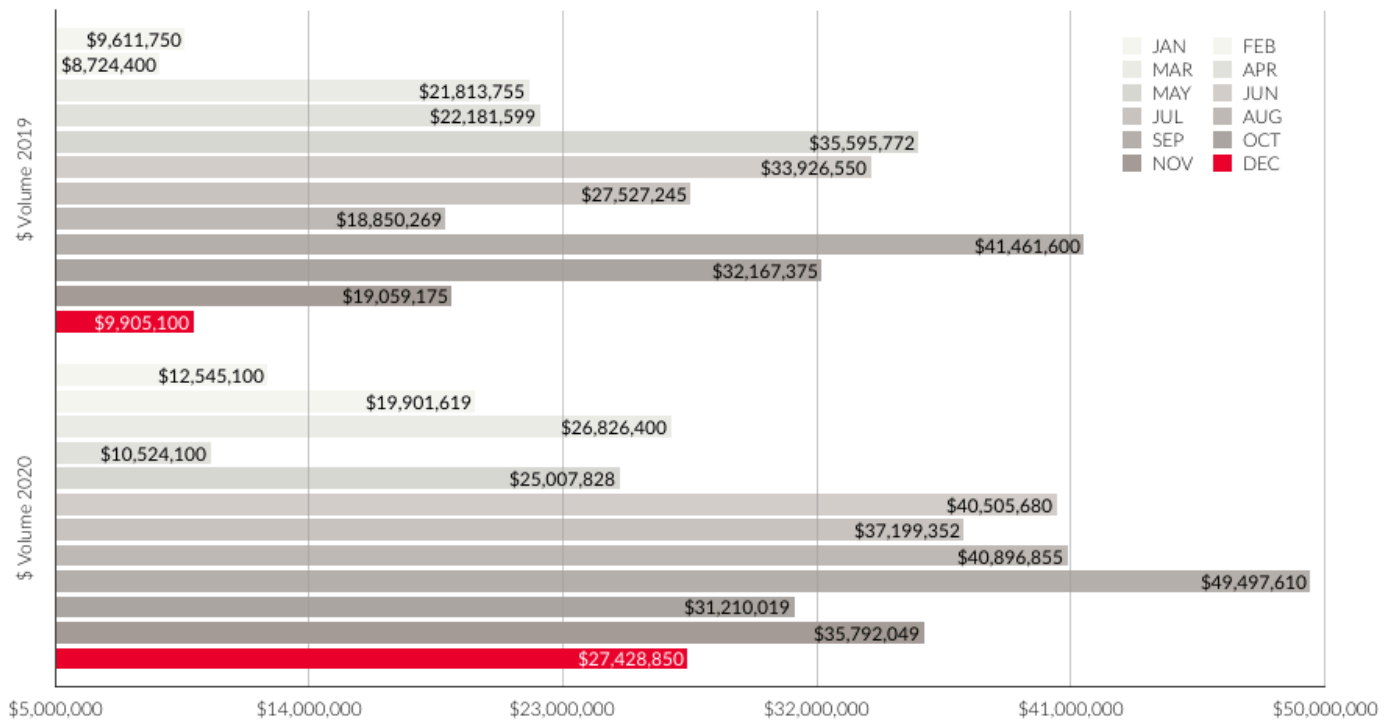
Month-Over-Month 2019 vs. 2020

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

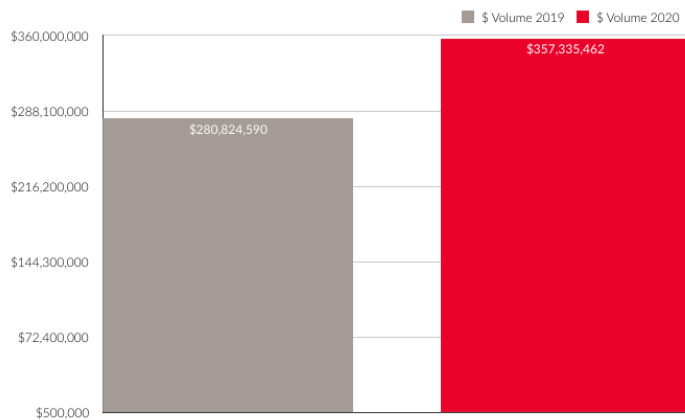
SALE PRICE VS. LIST PRICE RATIO



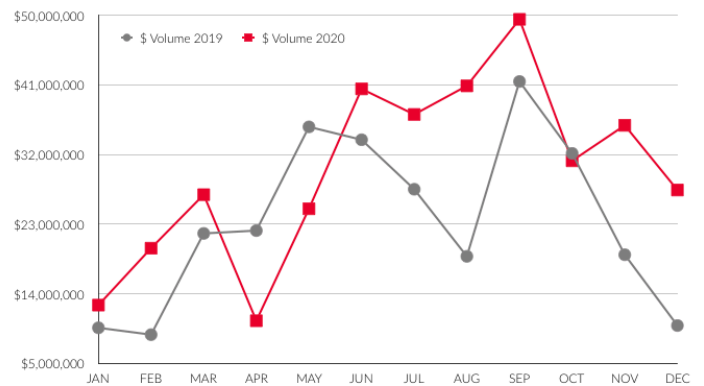
DOLLAR VOLUME SALES



Monthly Comparison 2019 vs. 2020

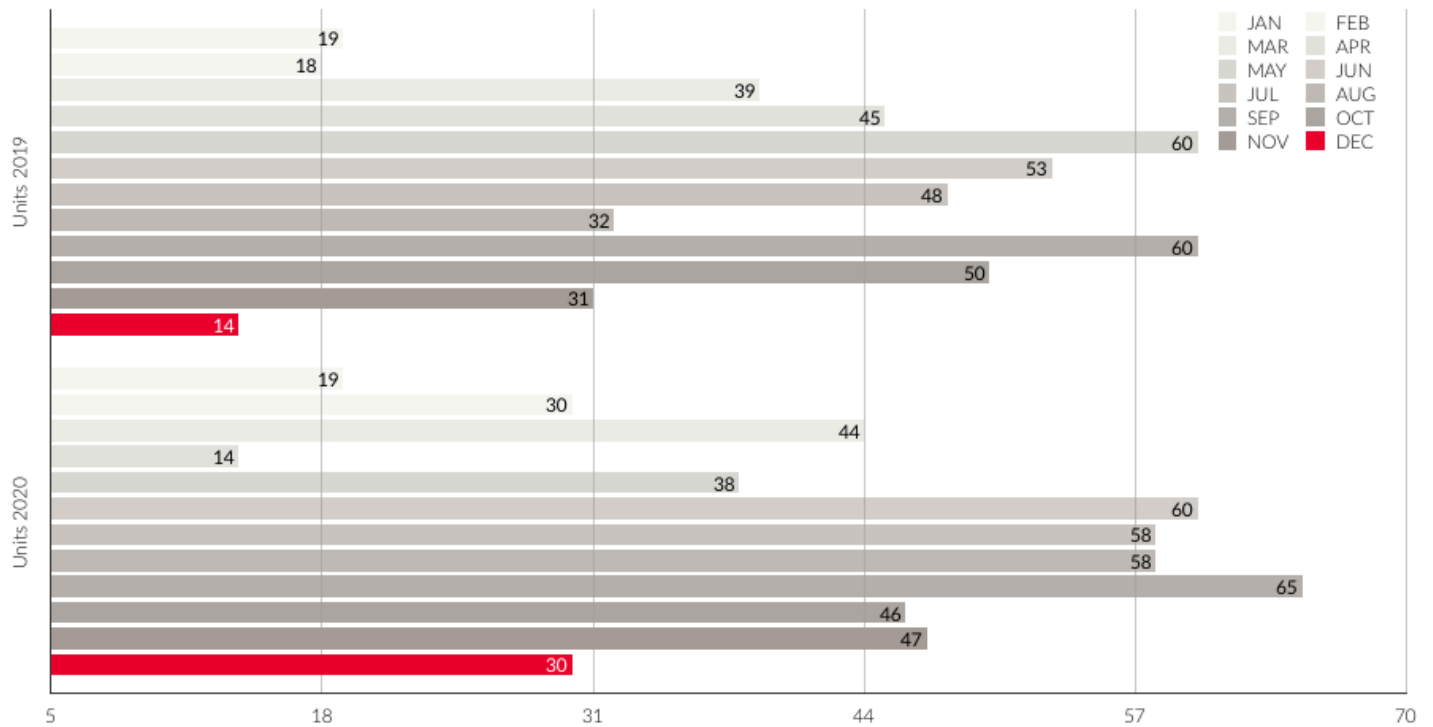


Yearly Totals 2019 vs. 2020

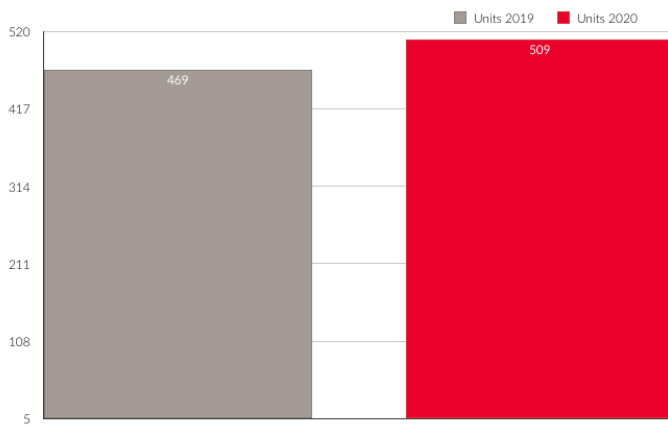


Month vs. Month 2019 vs. 2020

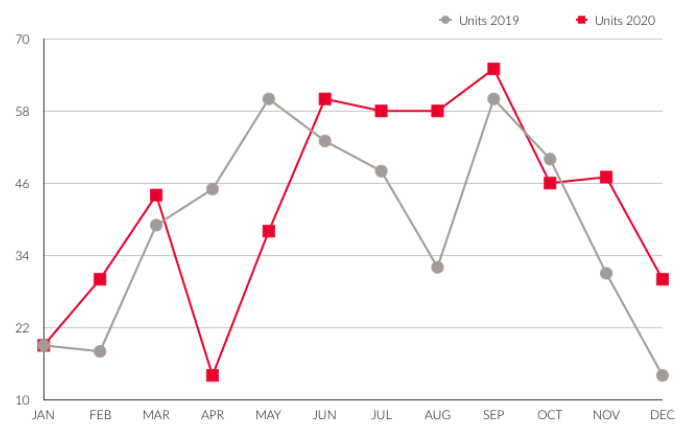
UNIT SALES



Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020



Month vs. Month 2019 vs. 2020

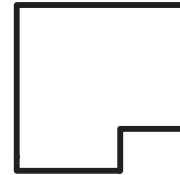
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



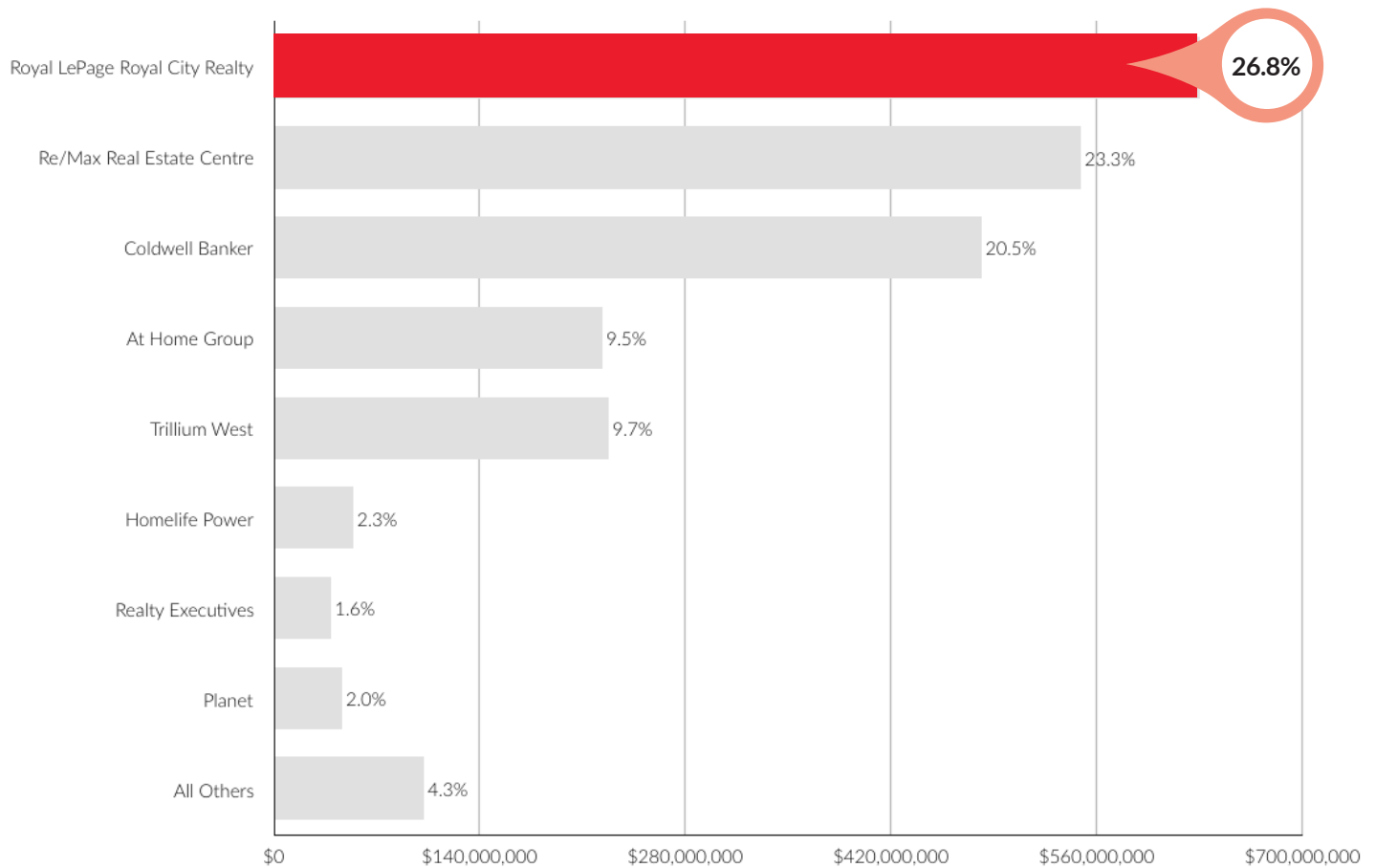
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$295,298,484 +28.31%	 \$27,093,550 +55.17%	 \$5,245,728 +63.2%
YTD Unit Sales	 406 +4.91%	 55 +25%	 10 +66.7%
YTD Average Sale Price	 \$727,336 +22.31%	 \$492,610 +24.14%	 \$524,573 -2.1%
December Sales Volume	 \$17,192,100 +354.22%	 \$2,401,850 Up from 0	 \$649,900 Up from \$0
December Unit Sales	 19 +533.3%	 4 Up from 0	 2 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 - December 2020



10 YEAR MARKET ANALYSIS



Units Sold



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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