



2020 DECEMBER

WELLINGTON COUNTY Real Estate Market Report



OVERVIEW

BALANCED MARKET

The market in Wellington County remains extremely strong as we head into 2021. Unprecedented demand and low inventory continued throughout Q4, leading to increases in sales volume and sale prices. In spite the pandemic, the market should remain strong throughout 2021 with persistent demand.



December year-over-year sales volume of \$173,199,571

Up 92.37% from 2019's \$90,034,955 with unit sales of 224 up 46.41% from last December's 153. New listings of 154 are up 20.31% from a year ago, with the sales/listing ratio of 51.61% up 14.3%.



Year-to-date sales volume of \$2,562,235,917

Up 27.18% from 2019's \$2,014,618,372 with unit sales of 3,844 up 10.59% from 2019's 3,476. New listings of 4,764 are down 8.61% from a year ago, with the sales/listing ratio of 80.69% up 14.01%.



Year-to-date average sale price of \$663,981

Up from \$578,590 one year ago with median sale price of \$593,645 up from \$522,500 one year ago. Average days-on-market of 28.58 is down 5.84 days from last year.

DECEMBER NUMBERS

Median Sale Price

\$640,000

+21.33%

Sales Volume

\$173,199,571

+92.37%

Unit Sales

224

+46.41%

New Listings

154

+20.31%

Expired Listings

42

-65.57%

Unit Sales/Listings Ratio

51.61%

+14.3%

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

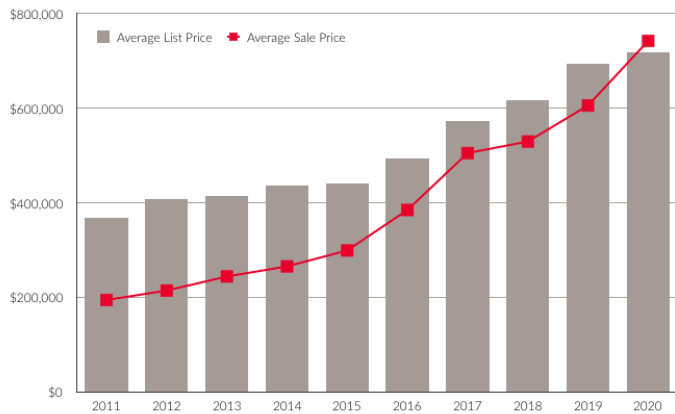


THE MARKET IN DETAIL

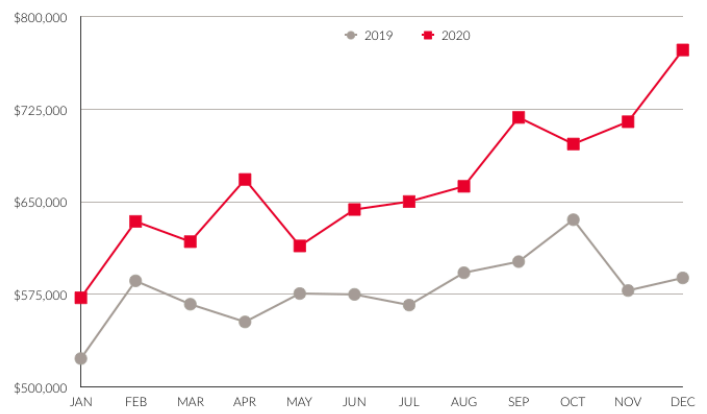
	2018	2019	2020	2019-2020
YTD Volume Sales	\$1,645,963,108	\$2,014,618,372	\$2,562,235,917	+27.18%
YTD Unit Sales	3054	3476	3844	+10.59%
YTD New Listings	4,835	5,213	4,764	-8.61%
YTD Sales/Listings Ratio	63.16%	66.68%	80.69%	+14.01%
YTD Expired Listings	647	746	442	-40.75%
December Volume Sales	\$69,339,030	\$90,034,955	\$173,199,571	+92.37%
December Unit Sales	129	153	224	+46.41%
December New Listings	111	128	154	+20.31%
December Sales/Listings Ratio	31.46%	37.32%	51.61%	+14.3%
December Expired Listings	104	122	42	-65.57%
YTD Sales: Under \$0-\$199K	64	56	79	+41.07%
YTD Sales: Under \$200K-\$349K	511	419	236	-43.68%
YTD Sales: Under \$350K-\$549K	1,481	1,465	1,241	-15.29%
YTD Sales: Under \$550K-\$749K	698	963	1390	+44.34%
YTD Sales: Under \$750K-\$999K	250	356	622	+74.72%
YTD Sales: \$1M+	131	217	374	+72.35%
YTD Average Days-On-Market	33.42	34.42	28.58	-16.95%
YTD Average Sale Price	\$531,026	\$578,590	\$663,981	+14.76%
YTD Median Sale Price	\$485,000	\$522,500	\$593,645	+13.62%

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

AVERAGE SALE PRICE

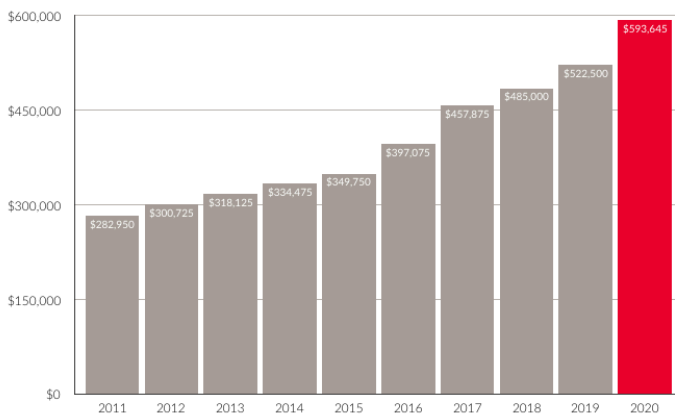


Year-Over-Year

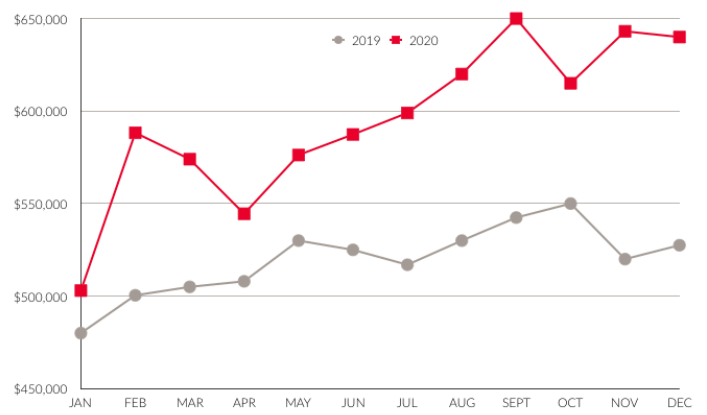


Month-Over-Month 2019 vs. 2020

MEDIAN SALE PRICE



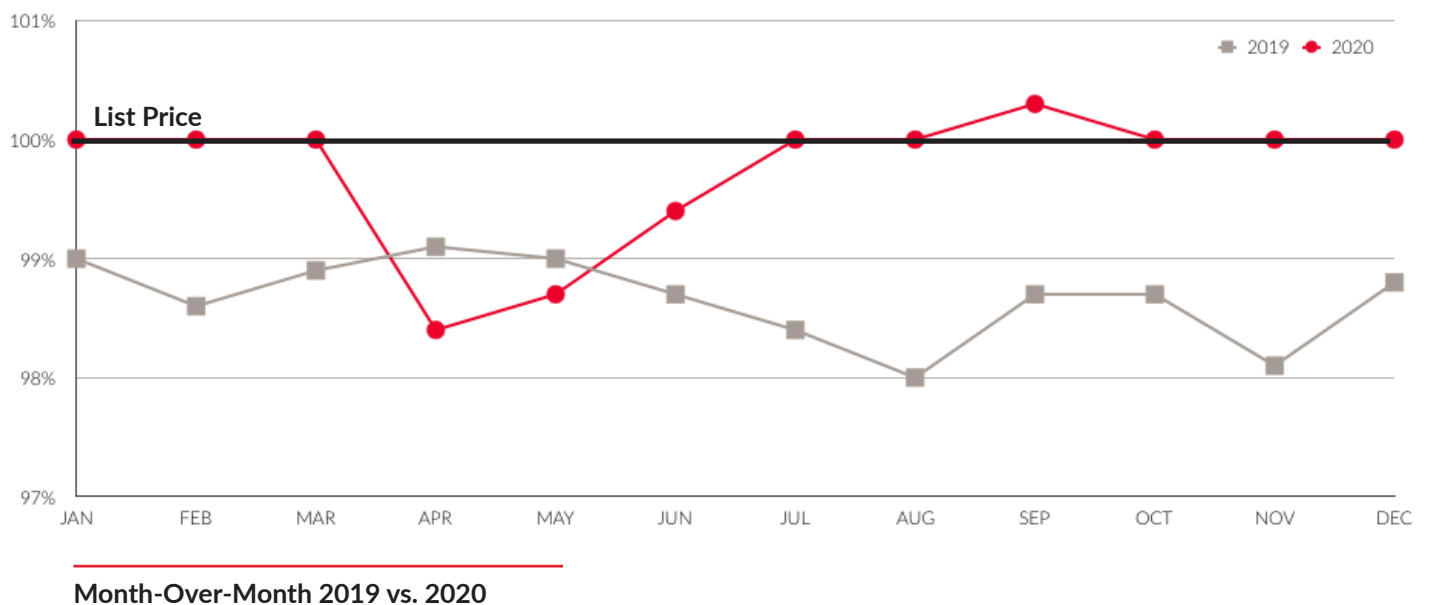
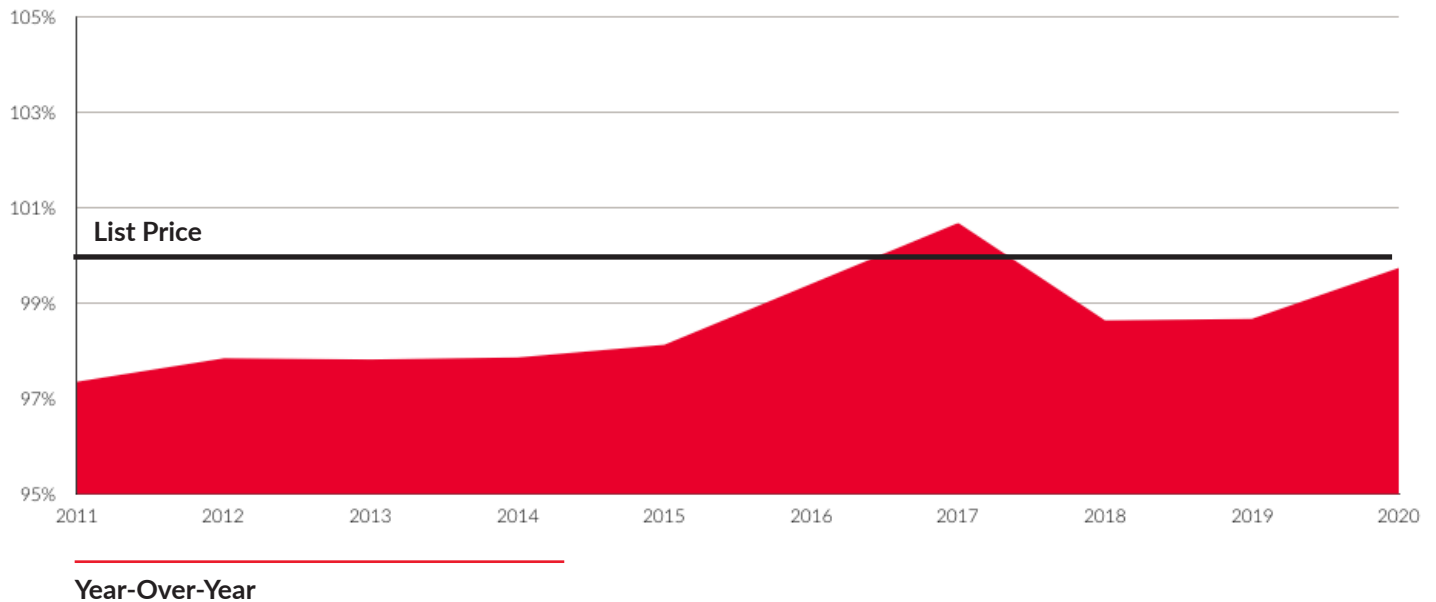
Year-Over-Year



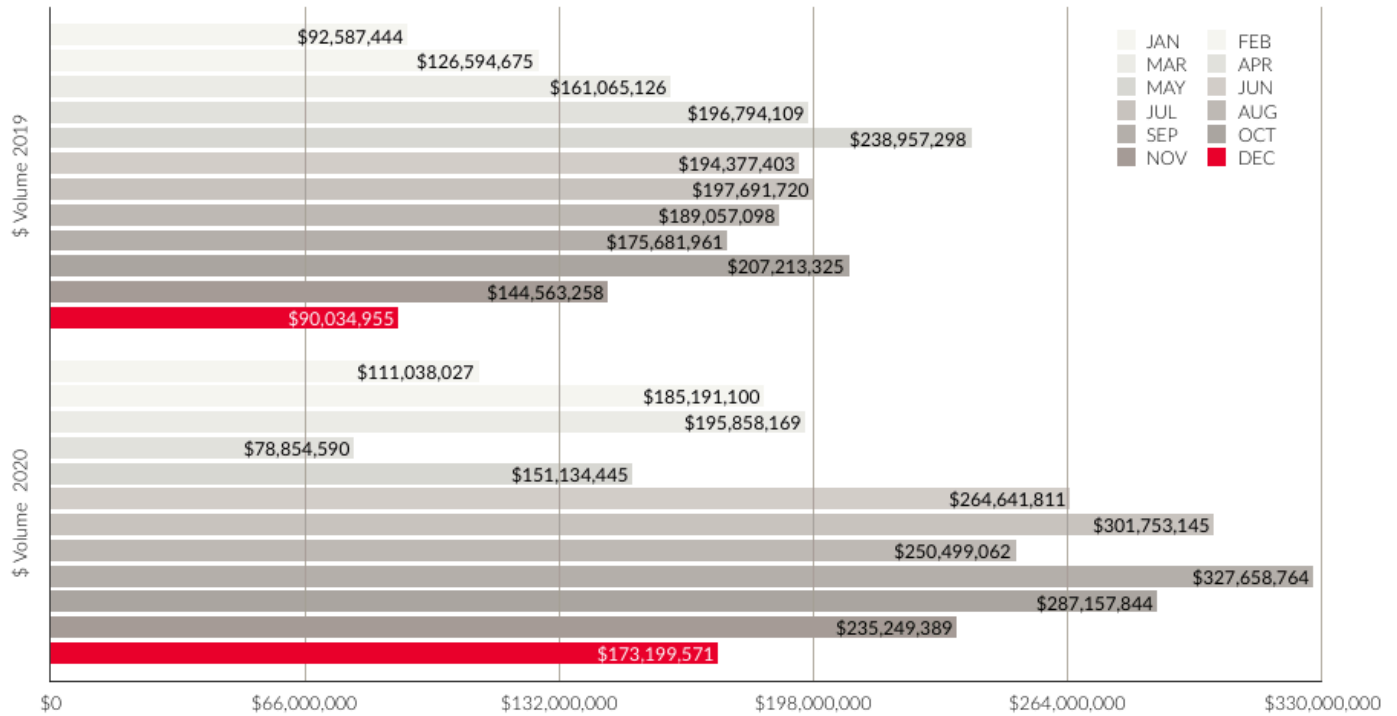
Month-Over-Month 2019 vs. 2020

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

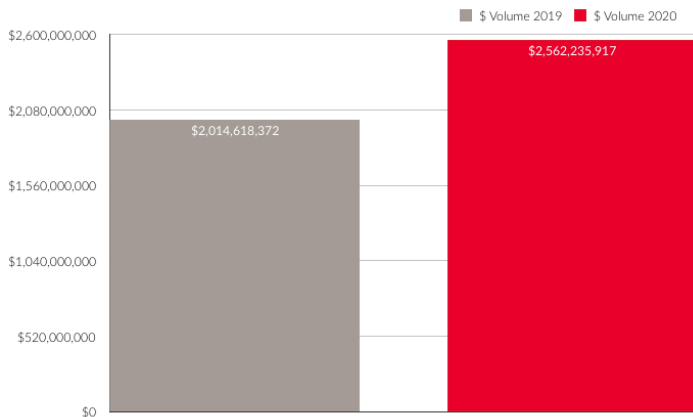
SALE PRICE VS. LIST PRICE RATIO



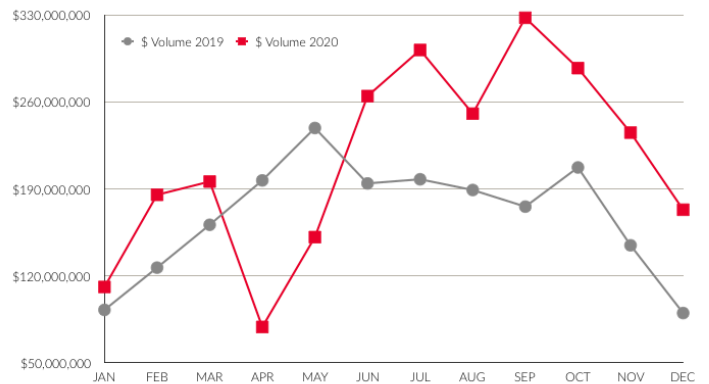
DOLLAR VOLUME SALES



Monthly Comparison 2019 vs. 2020

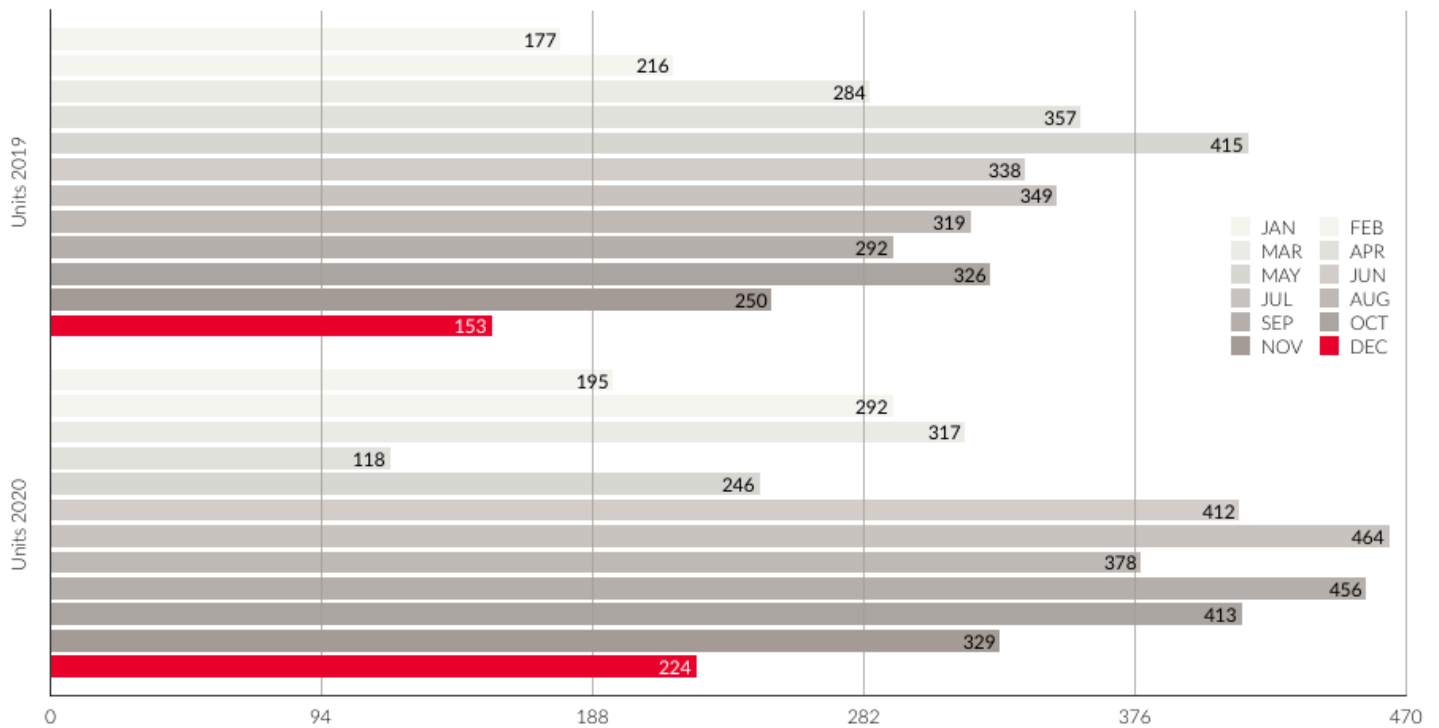


Yearly Totals 2019 vs. 2020

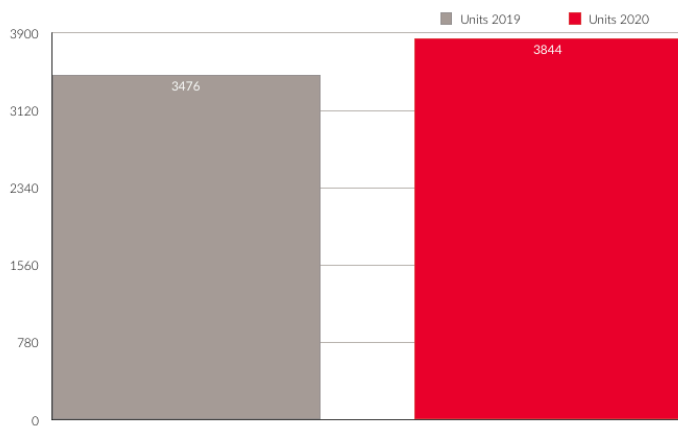


Month vs. Month 2019 vs. 2020

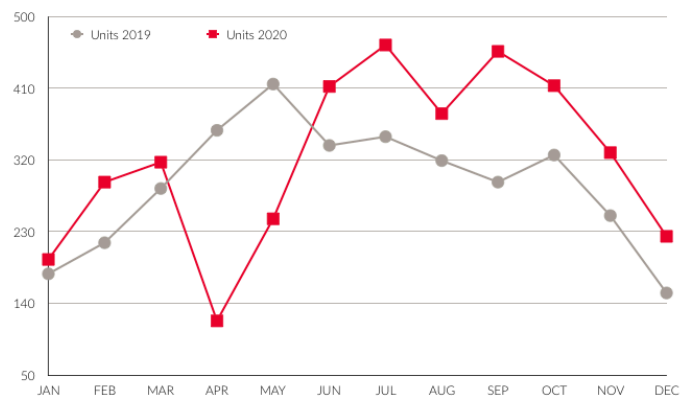
UNIT SALES



Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020



Month vs. Month 2019 vs. 2020

SALES BY TYPE


















FREEHOLD



CONDOMINIUM



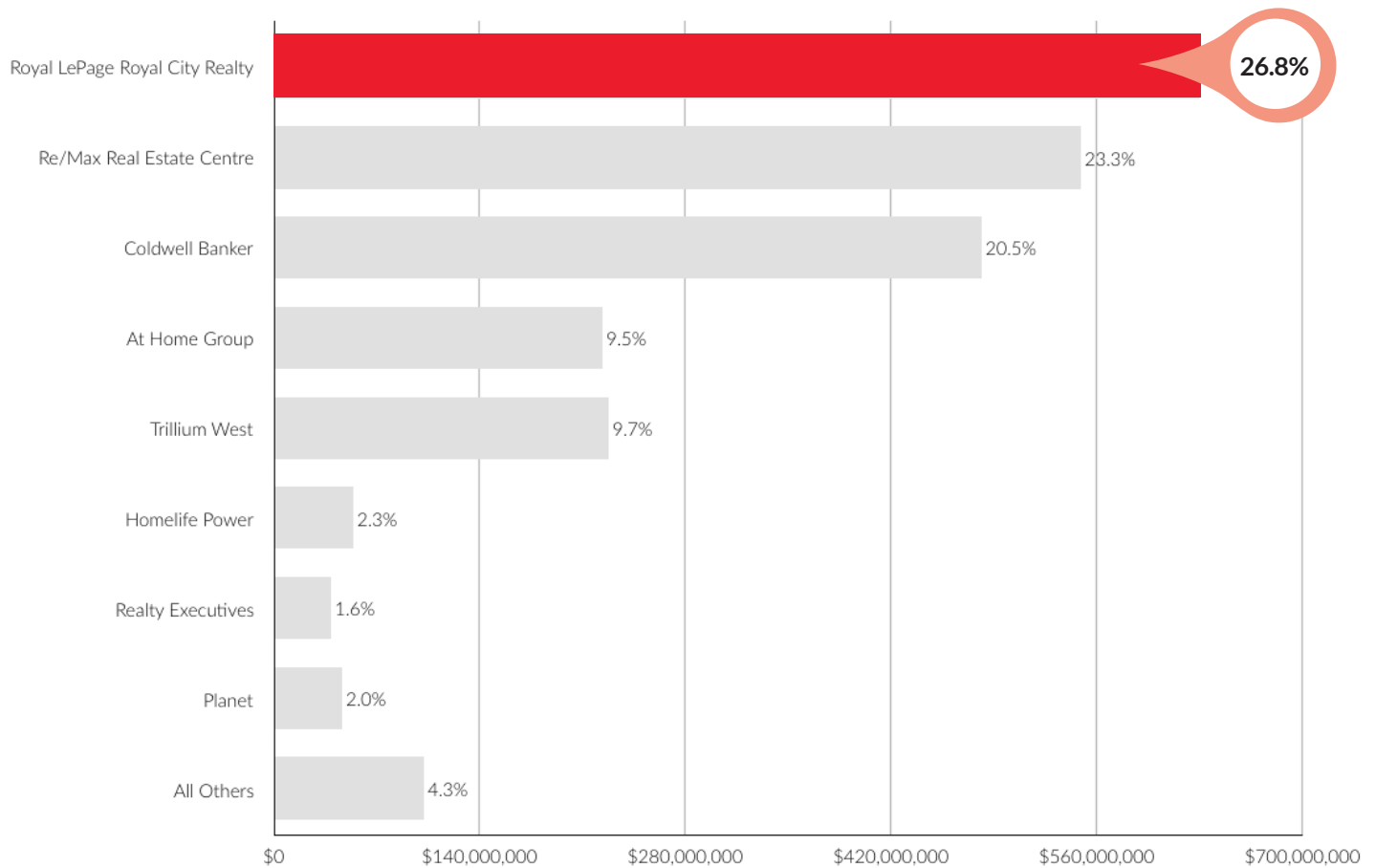
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$1,898,175,878 +24.67%	 \$435,536,823 +29.45%	 \$27,455,794 +32.62%
YTD Unit Sales	 2,640 +7.27%	 934 +12.12%	 57 +26.67%
YTD Average Sale Price	 \$719,006 +16.22%	 \$466,314 +15.45%	 \$481,680.60 +4.7%
December Sales Volume	 \$119,114,101 +86.11%	 \$27,492,670 +76.69%	 \$2,751,400 +108.91%
December Unit Sales	 142 +42%	 57 +54.05%	 6 +100%

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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