



2021 JANUARY

CENTRE WELLINGTON Real Estate Market Report



OVERVIEW

SELLERS MARKET

Centre Wellington has gotten off to a roaring start to 2021 with huge gains to the median sale price and the average sale price compared to January 2020. Sales activity has also increased with unit sales up by half. Increasing prices and sales have pushed sales volume way up by 81%. Meanwhile, new listing activity has dropped 13.5% putting enormous pressure on the market.



January year-over-year sales volume of \$22,726,750

Up 81.16% from 2020's \$12,545,100 with unit sales of 29 up 52.63% from last January's 19. New listings of 32 are down 13.51% from a year ago, with the sales/listing ratio of 90.63% up 39.27%.



Year-to-date sales volume of \$22,726,750

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Year-to-date average sale price of \$783,681

Up from \$660,268 one year ago with median sale price of \$775,000 up from \$554,950 one year ago. Average days-on-market of 29 is down 13 days from last year.

JANUARY NUMBERS

Median Sale Price

\$775,000

+39.65%

Sales Volume

\$22,726,750

+81.16%

Unit Sales

29

+52.63%

New Listings

32

-13.51%

Expired Listings

4

-20%

Unit Sales/Listings Ratio

90.63%

+39.27%

*Year-over-year comparison
(January 2021 vs. January 2020)*

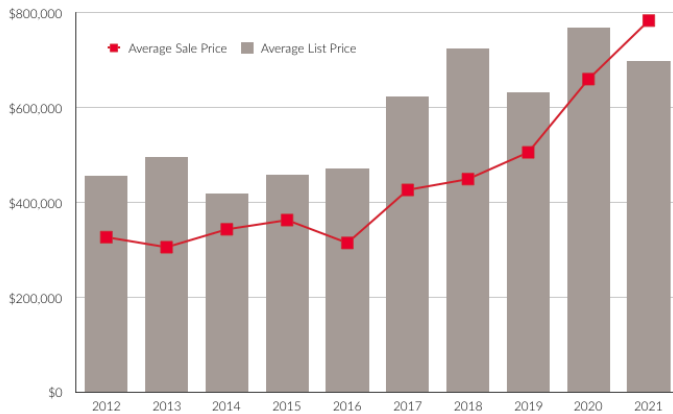


THE MARKET IN DETAIL

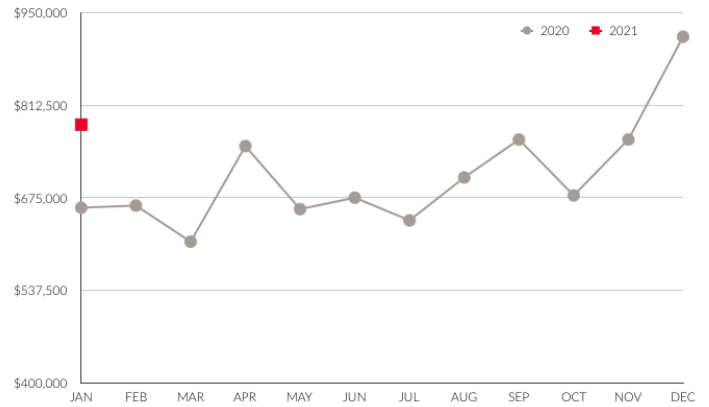
	2019	2020	2021	2020-2021
YTD Volume Sales	\$9,611,750	\$12,545,100	\$22,726,750	+81.16%
YTD Unit Sales	19	19	29	+52.63%
YTD New Listings	39	37	32	-13.51%
YTD Sales/Listings Ratio	48.72%	51.35%	90.63%	+39.27%
YTD Expired Listings	4	5	4	-20%
January Volume Sales	\$9,611,750	\$12,545,100	\$22,726,750	+81.16%
January Unit Sales	19	19	29	+52.63%
January New Listings	39	37	32	-13.51%
January Sales/Listings Ratio	48.72%	51.35%	90.63%	+39.27%
January Expired Listings	4	5	4	-20%
YTD Sales: Under \$0-\$199K	0	0	0	No change
YTD Sales: Under \$200K-\$349K	3	0	0	No change
YTD Sales: Under \$350K-\$549K	12	9	5	-44.44%
YTD Sales: Under \$550K-\$749K	2	5	8	+60%
YTD Sales: Under \$750K-\$999K	2	3	9	+200%
YTD Sales: \$1M+	0	2	7	+250%
YTD Average Days-On-Market	72	42	29	-30.95%
YTD Average Sale Price	\$505,882	\$660,268	\$783,681	+18.7%
YTD Median Sale Price	\$497,450	\$554,950	\$775,000	+39.65%

Wellington County MLS Sales and Listing Summary
2019 vs. 2020 vs. 2021

AVERAGE SALE PRICE

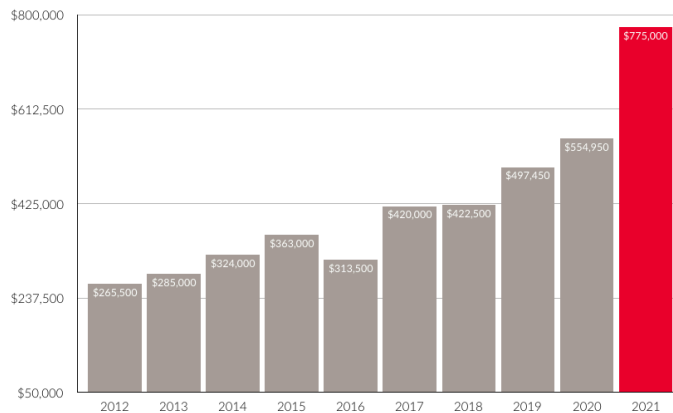


Year-Over-Year

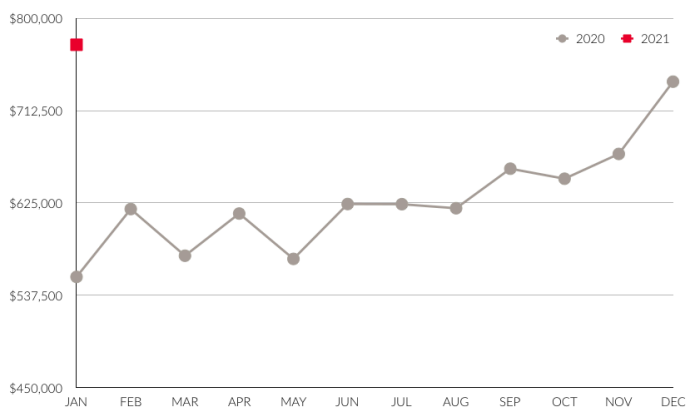


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



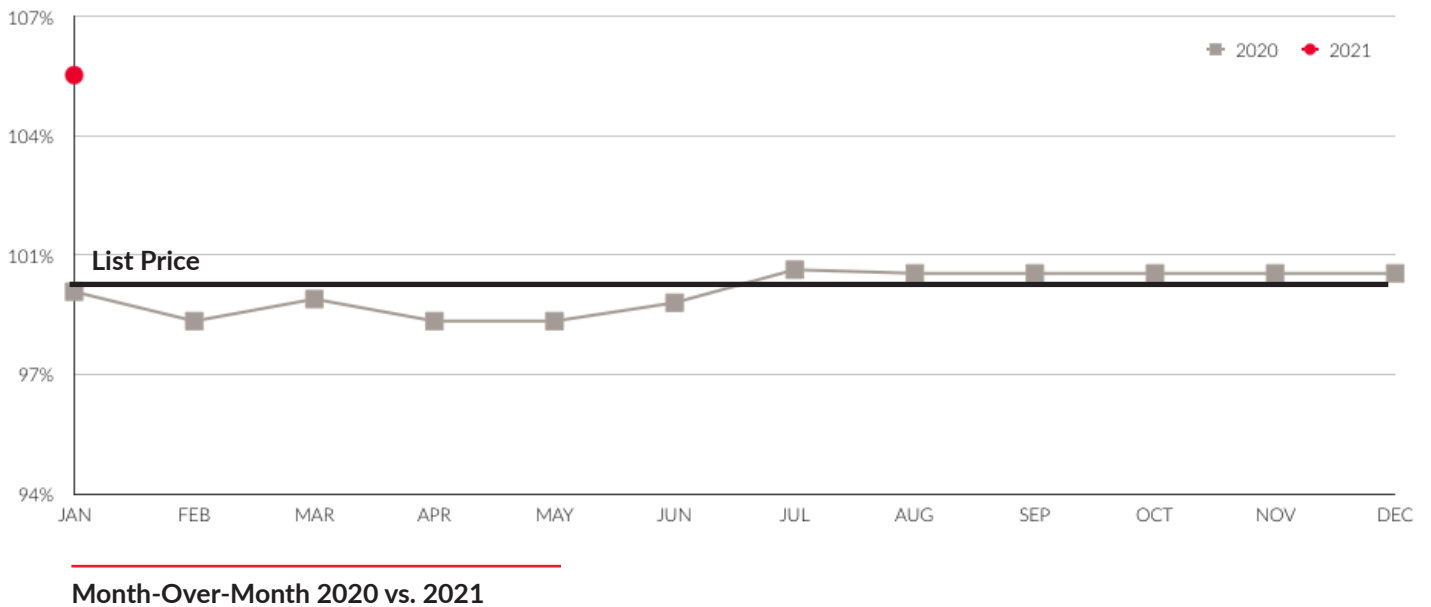
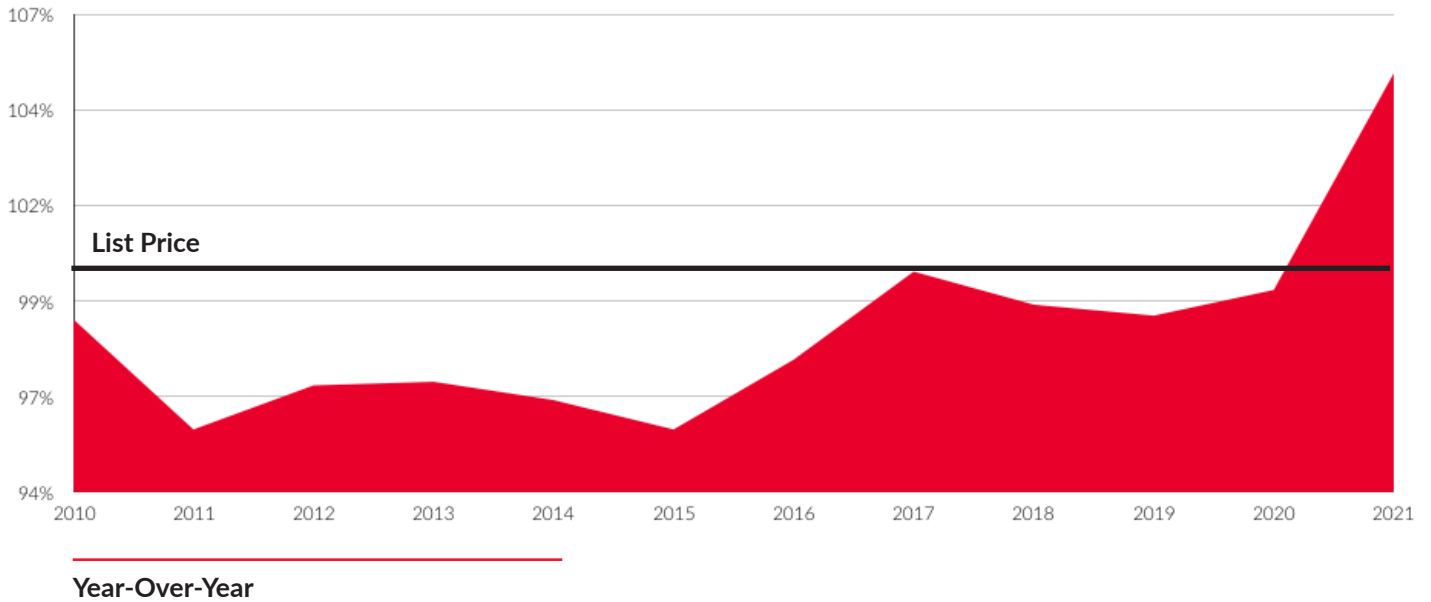
Year-Over-Year



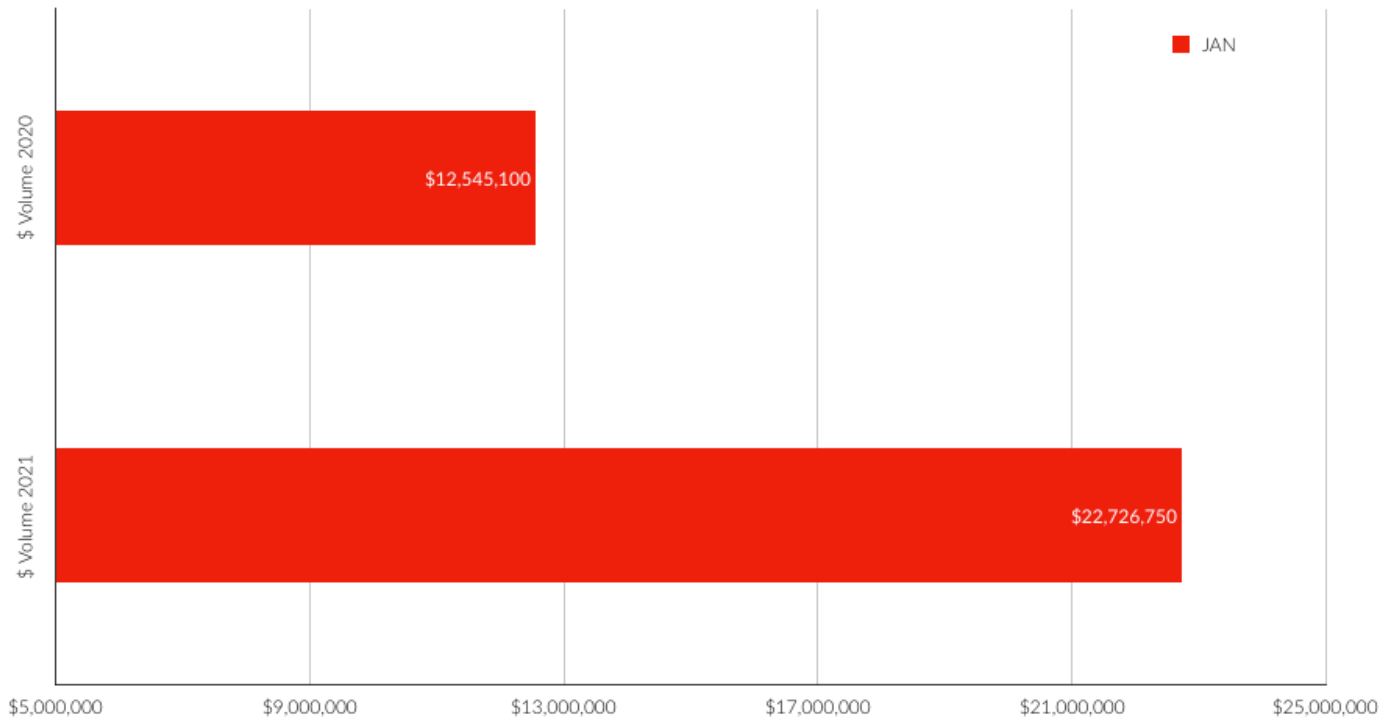
Month-Over-Month 2020 vs. 2021

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

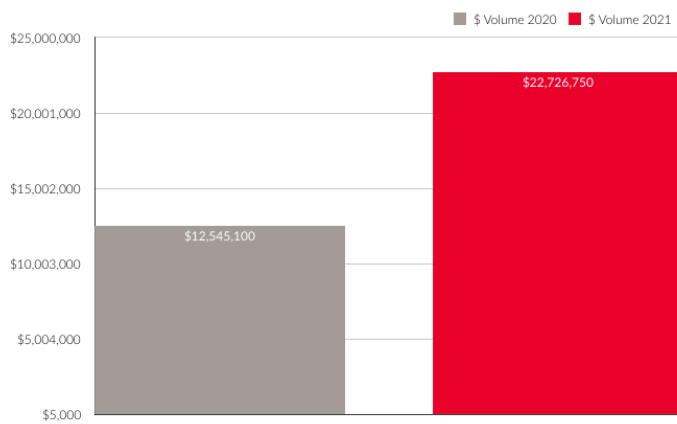
SALE PRICE VS. LIST PRICE RATIO



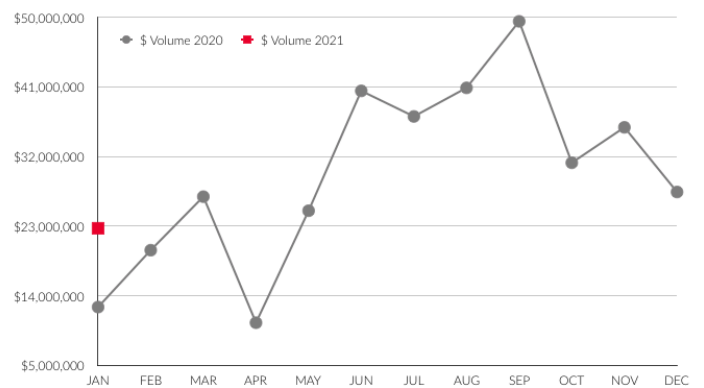
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

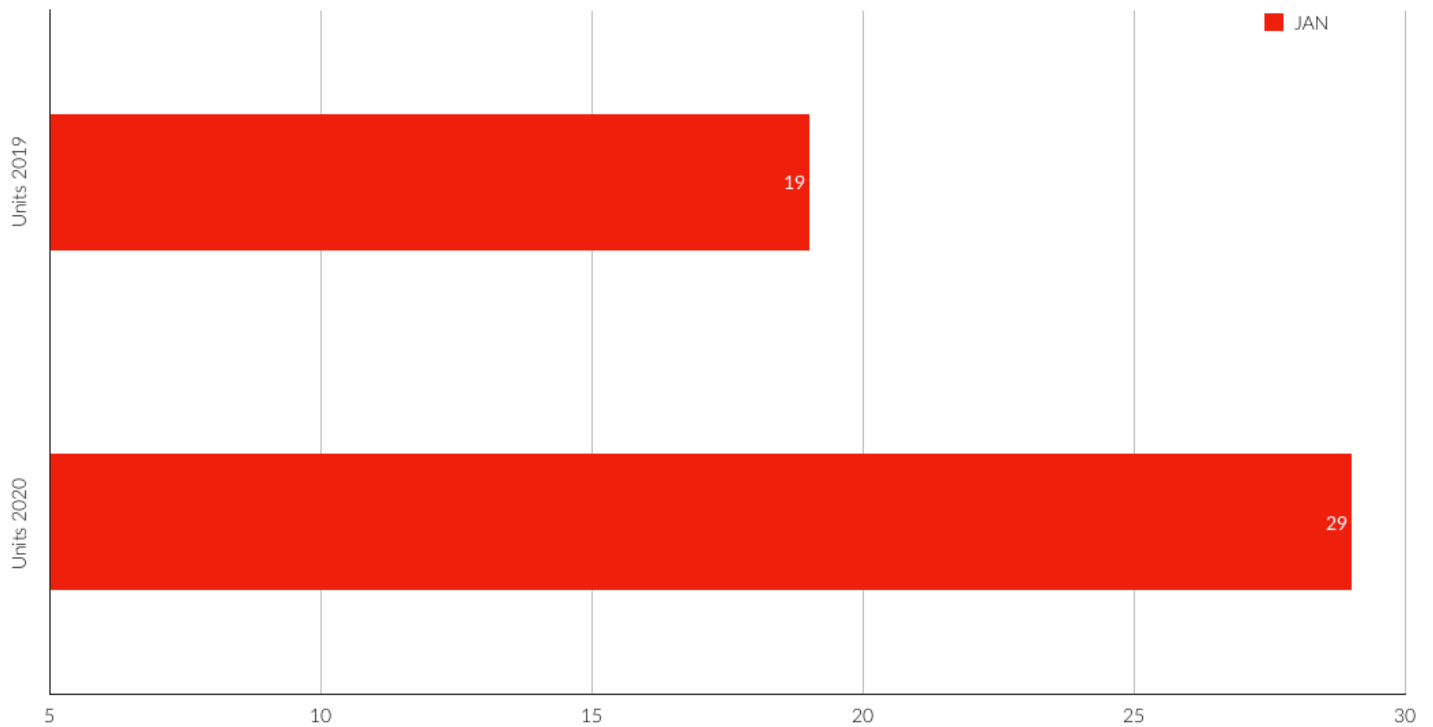


Yearly Totals 2020 vs. 2021

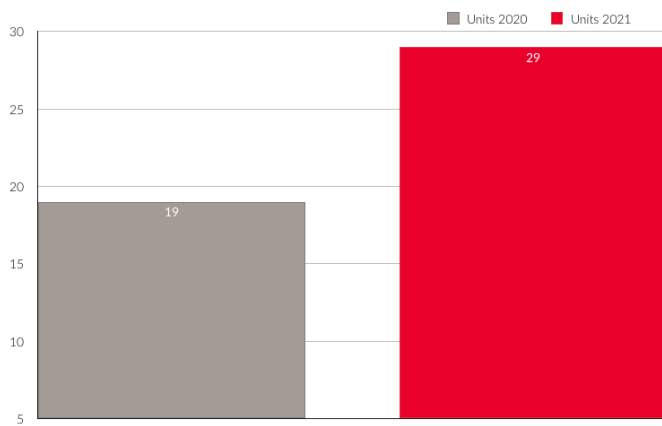


Month vs. Month 2020 vs. 2021

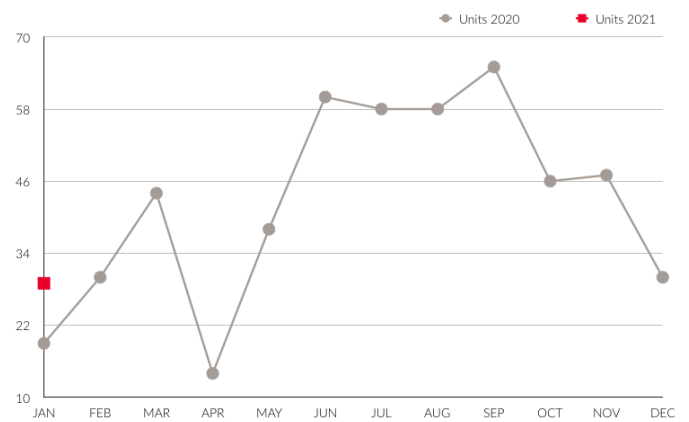
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

SALES BY TYPE


















FREEHOLD



CONDOMINIUM



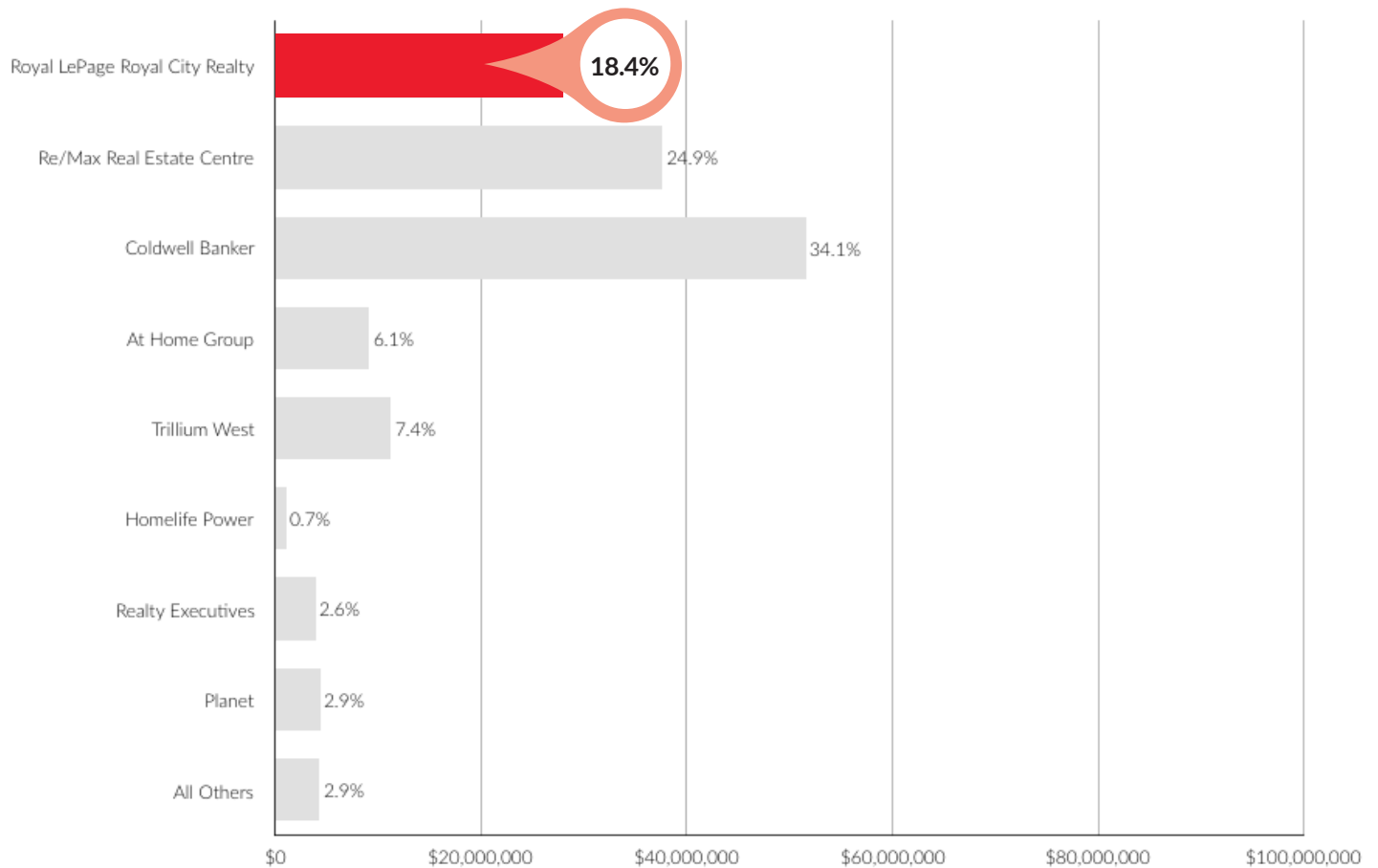
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$20,366,750 +88.67%	 \$950,000 +15.15%	 \$630,000 Up from \$0
YTD Unit Sales	 25 +56.25%	 2 No change	 1 Up from 0
YTD Average Sale Price	 \$814,670 +20.75%	 \$475,000 +15.15%	 \$630,000 Up from \$0
January Sales Volume	 \$20,366,750 +88.67%	 \$950,000 +15.15%	 \$630,000 Up from \$0
January Unit Sales	 25 +56.25%	 2 No change	 1 Up from 0

Year-Over-Year Comparison (2021 vs. 2020)



MARKET DOMINANCE



Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
January 2021



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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