



# 2021 FEBRUARY

## **CENTRE WELLINGTON** Real Estate Market Report



**ROYAL CITY REALTY**  
BROKERAGE

# OVERVIEW

## SELLERS MARKET

Centre Wellington continues it's strong start to the year with significant dollar volume increases as unit sales have almost doubled since this time last year. Due to the increase in sales activity and high demand, median and average sales prices have increased significantly. Sales activity is still outpacing inventory but with new listing activity, we should see more sales.



**February year-over-year sales volume of \$47,549,245**

Up 138.92% from 2020's \$19,901,619 with unit sales of 57 up 90% from last February's 30. New listings of 60 are up 25% from a year ago, with the sales/listing ratio of 95% up 32.5%.



**Year-to-date sales volume of \$70,275,995**

Up 116.59% from 2020's \$32,446,719 with unit sales of 86 up 75.51% from last February's 49. New listings of 92 are up 8.24% from a year ago, with the sales/listing ratio of 93.48% up 35.83%.



**Year-to-date average sale price of \$808,939**

Up from \$661,828 one year ago with median sale price of \$762,504 up from \$587,100 one year ago. Average days-on-market of 27.5 is down 7 days from last year.

## FEBRUARY NUMBERS

Median Sale Price

**\$750,007**

+21.12%

Sales Volume

**\$47,549,245**

+138.92%

Unit Sales

**57**

+90%

New Listings

**60**

+25%

Expired Listings

**4**

-20%

Unit Sales/Listings Ratio

**95%**

+32.5%

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



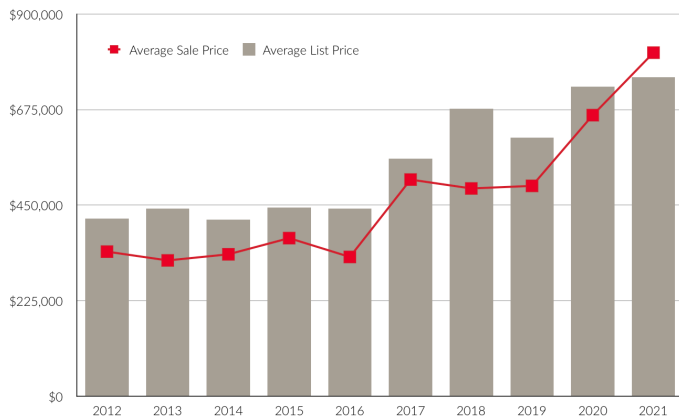


# THE MARKET IN DETAIL

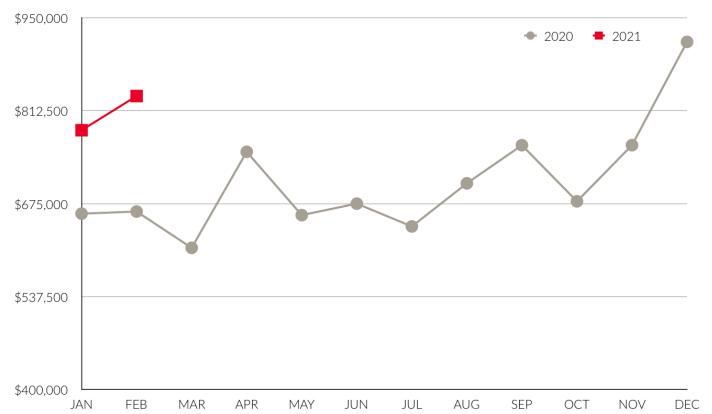
	2019	2020	2021	2020-2021
<b>YTD Volume Sales</b>	\$18,336,150	\$32,446,719	\$70,275,995	+116.59%
<b>YTD Unit Sales</b>	37	49	86	+75.51%
<b>YTD New Listings</b>	92	85	92	+8.24%
<b>YTD Sales/Listings Ratio</b>	40.22%	57.65%	93.48%	+35.83%
<b>YTD Expired Listings</b>	6	10	8	-20%
<b>February Volume Sales</b>	\$8,724,400	\$19,901,619	\$47,549,245	+138.92%
<b>February Unit Sales</b>	18	30	57	+90%
<b>February New Listings</b>	53	48	60	+25%
<b>February Sales/Listings Ratio</b>	33.96%	62.5%	95%	+32.5%
<b>February Expired Listings</b>	2	5	4	-20%
<b>YTD Sales: Under \$0-\$199K</b>	1	2	1	-50%
<b>YTD Sales: Under \$200K-\$349K</b>	5	1	0	Down from 1
<b>YTD Sales: Under \$350K-\$549K</b>	22	16	6	-62.5%
<b>YTD Sales: Under \$550K-\$749K</b>	5	15	27	+80%
<b>YTD Sales: Under \$750K-\$999K</b>	4	9	31	+244.44%
<b>YTD Sales: \$1M+</b>	0	6	14	+133.33%
<b>YTD Average Days-On-Market</b>	46	34.5	27.5	-20.29%
<b>YTD Average Sale Price</b>	\$495,286	\$661,828	\$808,939	+22.2%
<b>YTD Median Sale Price</b>	\$482,475	\$587,100	\$762,504	+29.88%

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

# AVERAGE SALE PRICE

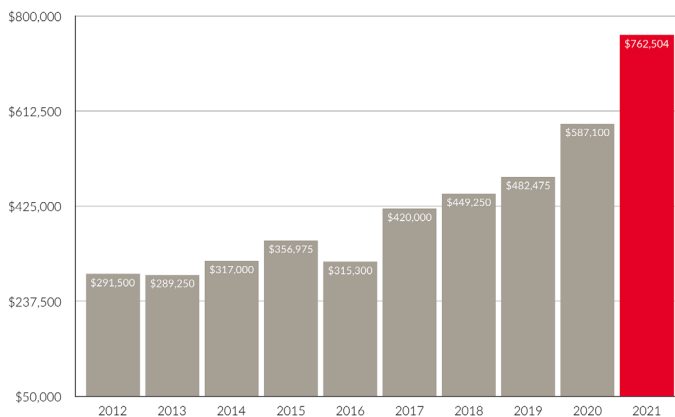


Year-Over-Year

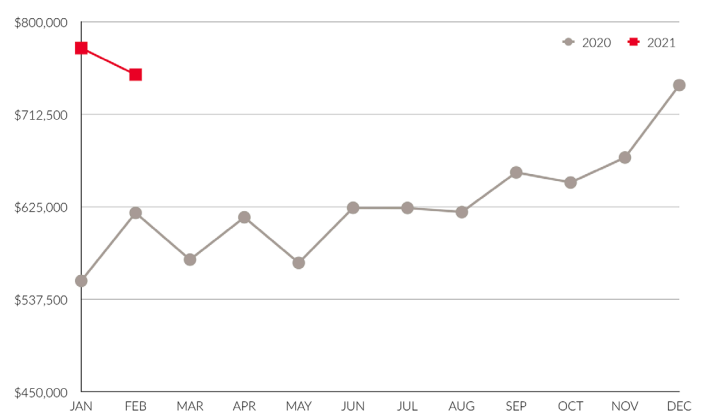


Month-Over-Month 2020 vs. 2021

# MEDIAN SALE PRICE



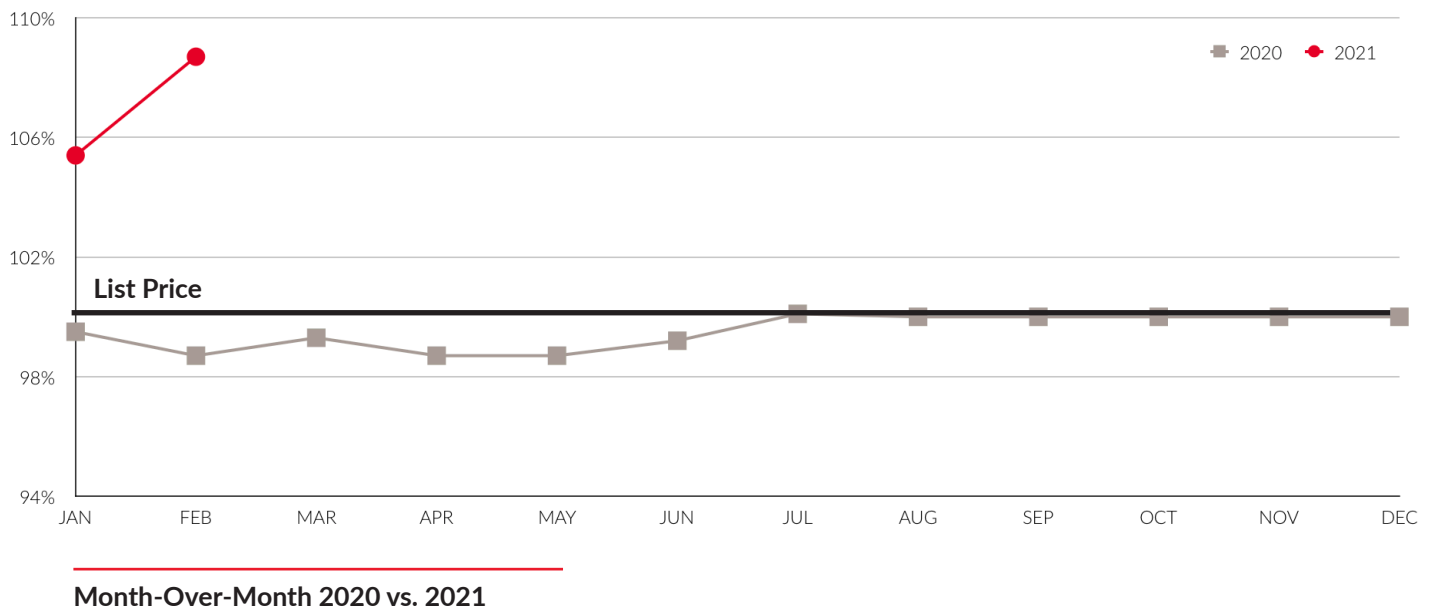
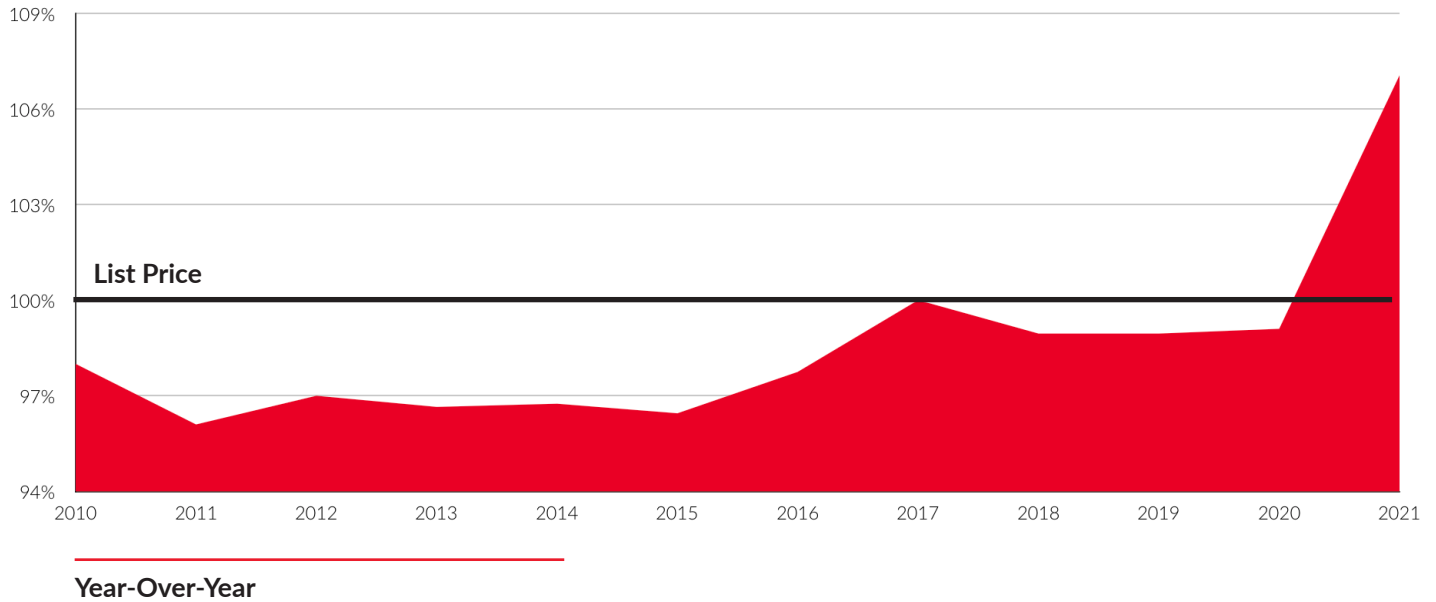
Year-Over-Year



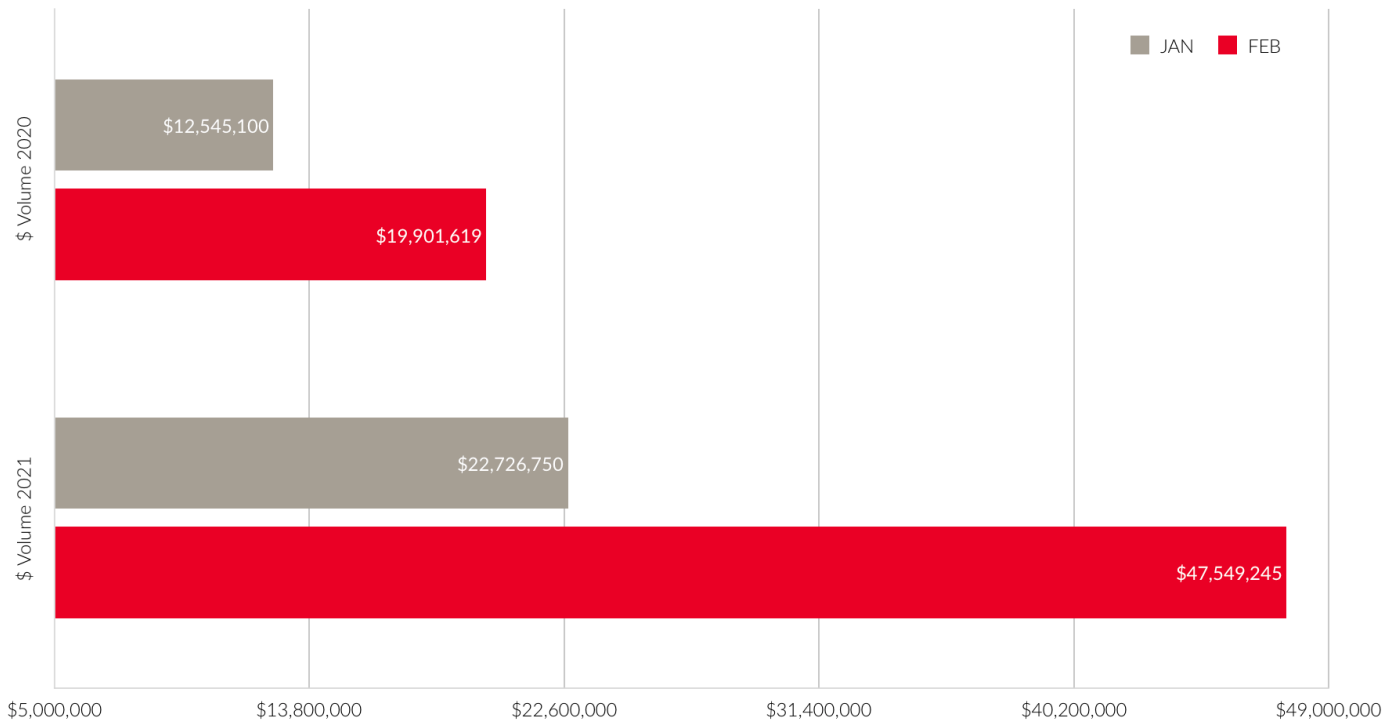
Month-Over-Month 2020 vs. 2021

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

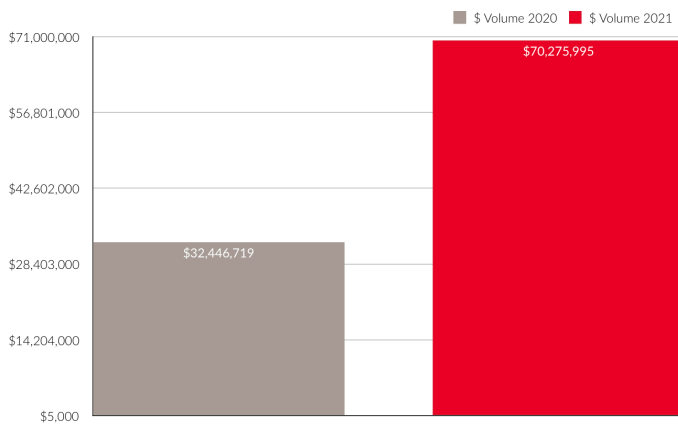
# SALE PRICE VS. LIST PRICE RATIO



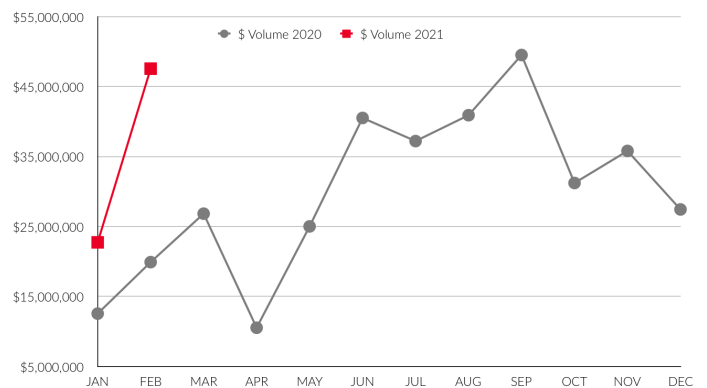
# DOLLAR VOLUME SALES



## Monthly Comparison 2020 vs. 2021

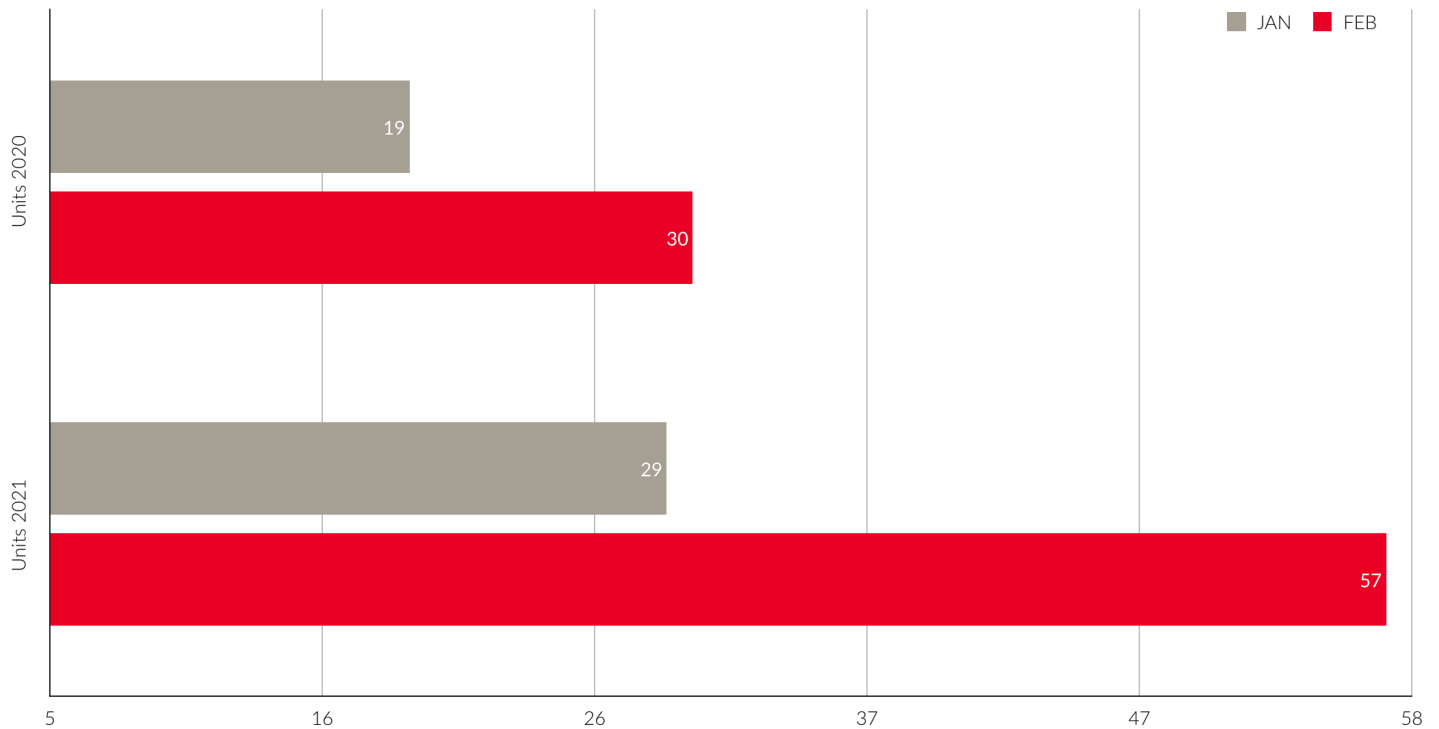


## Yearly Totals 2020 vs. 2021

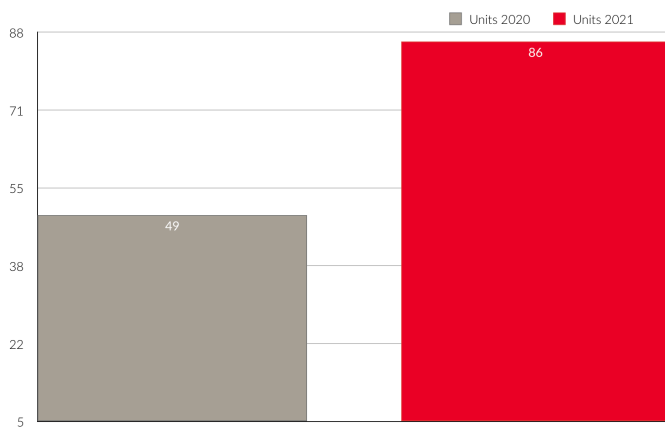


## Month vs. Month 2020 vs. 2021

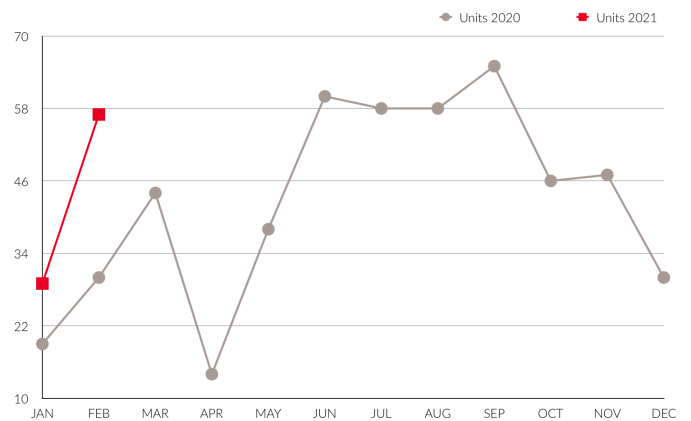
# UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

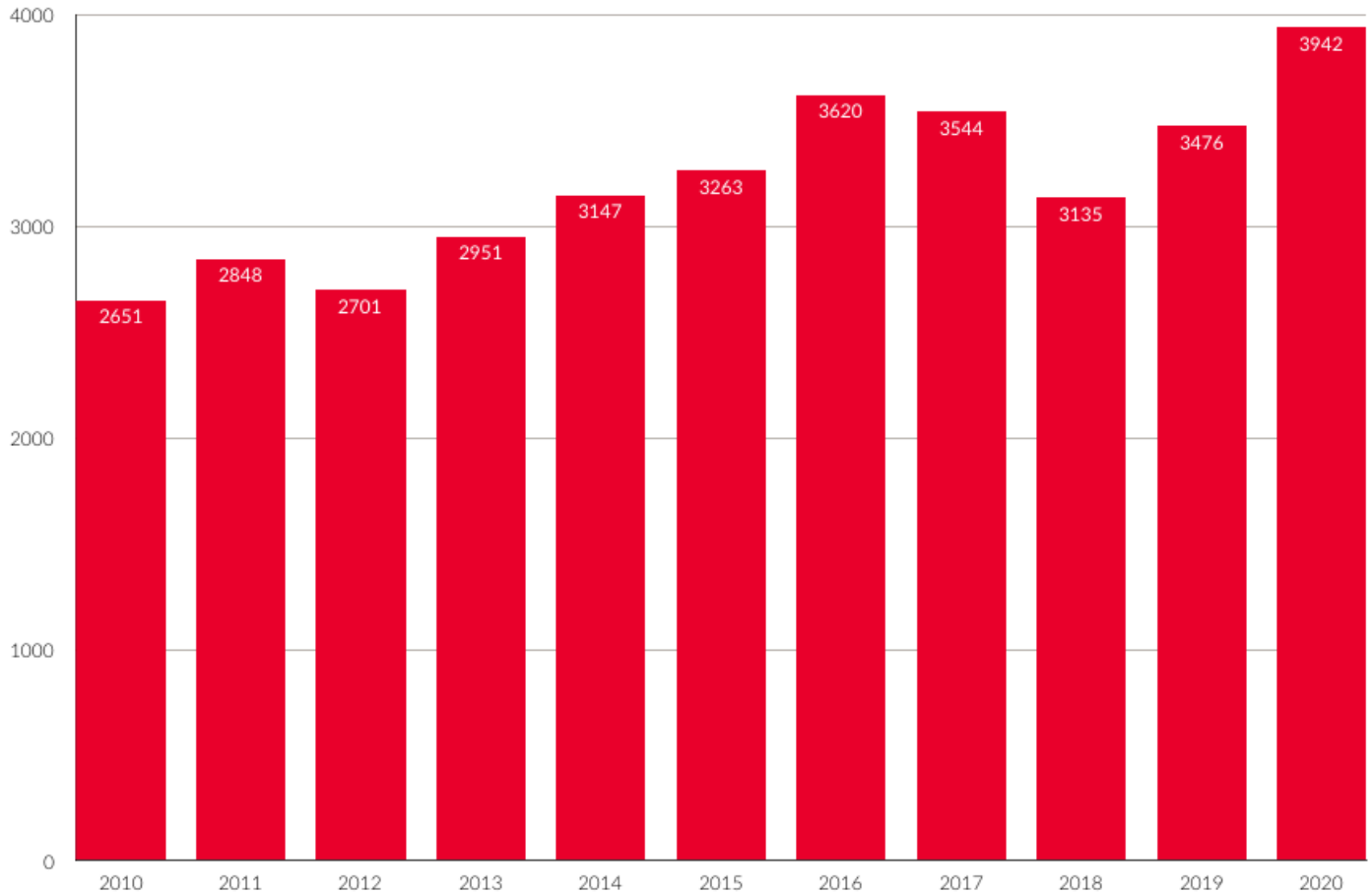
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 <b>\$57,125,295</b> +90.52%	 <b>\$5,514,700</b> +568.45%	 <b>\$4,376,000</b> +513.7%
YTD Unit Sales	 <b>68</b> +54.55%	 <b>10</b> +400%	 <b>2</b> No Change
YTD Average Sale Price	 <b>\$840,078</b> +23.28%	 <b>\$551,470</b> +33.69%	 <b>\$2,188,000</b> +513.7%
February Sales Volume	 <b>\$36,758,545</b> +91.56%	 <b>\$4,564,700</b> Up from \$0	 <b>\$3,746,000</b> +425.4%
February Unit Sales	 <b>43</b> +53.57%	 <b>8</b> Up from 0	 <b>1</b> -50%

Year-Over-Year Comparison (2021 vs. 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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