



2021 MARCH

CENTRE WELLINGTON Real Estate Market Report



OVERVIEW

SELLER'S MARKET

March shows continued increases in sales activity within Centre Wellington. Unit sales have increased by over 50% since this time last year. With large gains to the median and average sales price, total sales volume saw a significant increase, more than doubling. Demand for new listings continues to outpace inventory and homes are staying on the market for even shorter periods of time.



March year-over-year sales volume of \$56,711,950

Up 111.4% from 2020's \$26,826,400 with unit sales of 70 up 59.09% from last March's 44. New listings of 96 are up 20% from a year ago, with the sales/listing ratio of 72.92% up 17.92%.



Year-to-date sales volume of \$126,987,945

Up 114.24% from 2020's \$59,273,119 with unit sales of 156 up 67.74% from last March's 93. New listings of 188 are up 13.94% from a year ago, with the sales/listing ratio of 82.98% up 26.62%.



Year-to-date average sale price of \$809,350

Up from \$644,449 one year ago with median sale price of \$750,007 up from \$575,000 one year ago. Average days-on-market of 21.67 is down 9.66 days from last year.

MARCH NUMBERS

Median Sale Price

\$745,000

+29.57%

Sales Volume

\$56,711,950

+111.4%

Unit Sales

70

+59.09%

New Listings

96

+20%

Expired Listings

1

-88.9%

Unit Sales/Listings Ratio

72.92%

+17.92%

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

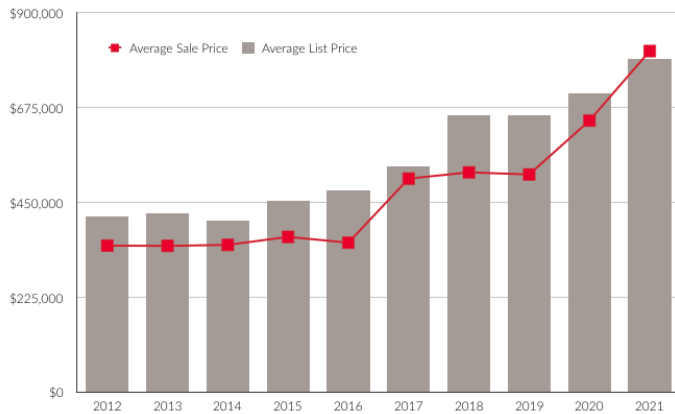


THE MARKET IN DETAIL

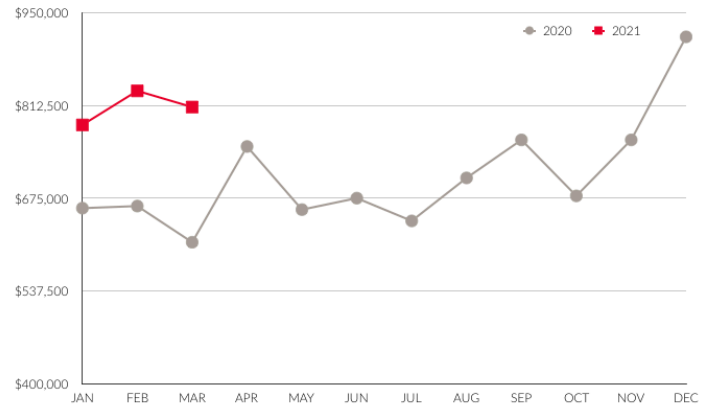
	2019	2020	2021	2020-2021
YTD Volume Sales	\$40,149,905	\$59,273,119	\$126,987,945	+114.24%
YTD Unit Sales	76	93	156	+67.74%
YTD New Listings	148	165	188	+13.94%
YTD Sales/Listings Ratio	51.35%	56.36%	82.98%	+26.62%
YTD Expired Listings	16	19	9	-52.6%
March Volume Sales	\$21,813,755	\$26,826,400	\$56,711,950	+111.4%
March Unit Sales	39	44	70	+59.09%
March New Listings	56	80	96	+20%
March Sales/Listings Ratio	69.64%	55%	72.92%	+17.92%
March Expired Listings	10	9	1	-88.9%
YTD Sales: Under \$0-\$199K	1	4	1	-75%
YTD Sales: Under \$200K-\$349K	5	2	0	Down from 2
YTD Sales: Under \$350K-\$549K	22	32	8	-75%
YTD Sales: Under \$550K-\$749K	5	31	57	+83.87%
YTD Sales: Under \$750K-\$999K	4	15	52	+246.67%
YTD Sales: \$1M+	0	9	27	+200%
YTD Average Days-On-Market	42.67	31.33	21.67	-30.85%
YTD Average Sale Price	\$516,633	\$644,449	\$809,350	+25.6%
YTD Median Sale Price	\$497,450	\$575,000	\$750,007	+30.44%

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

AVERAGE SALE PRICE

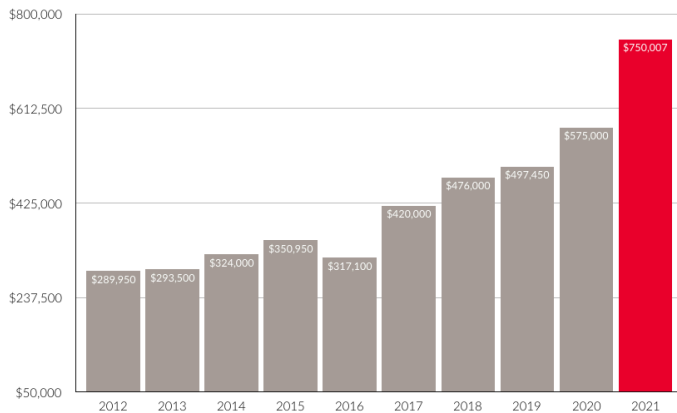


Year-Over-Year

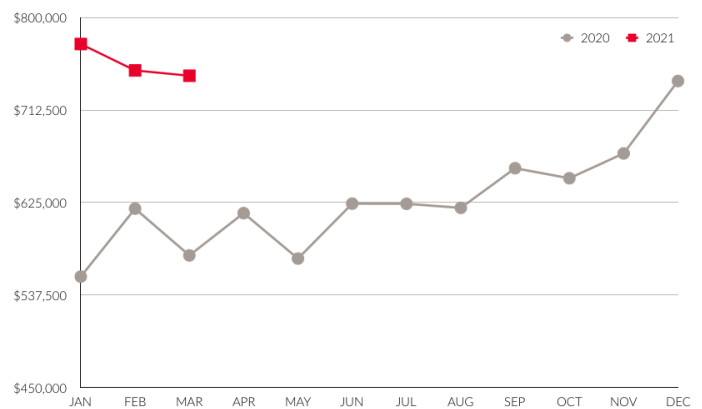


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



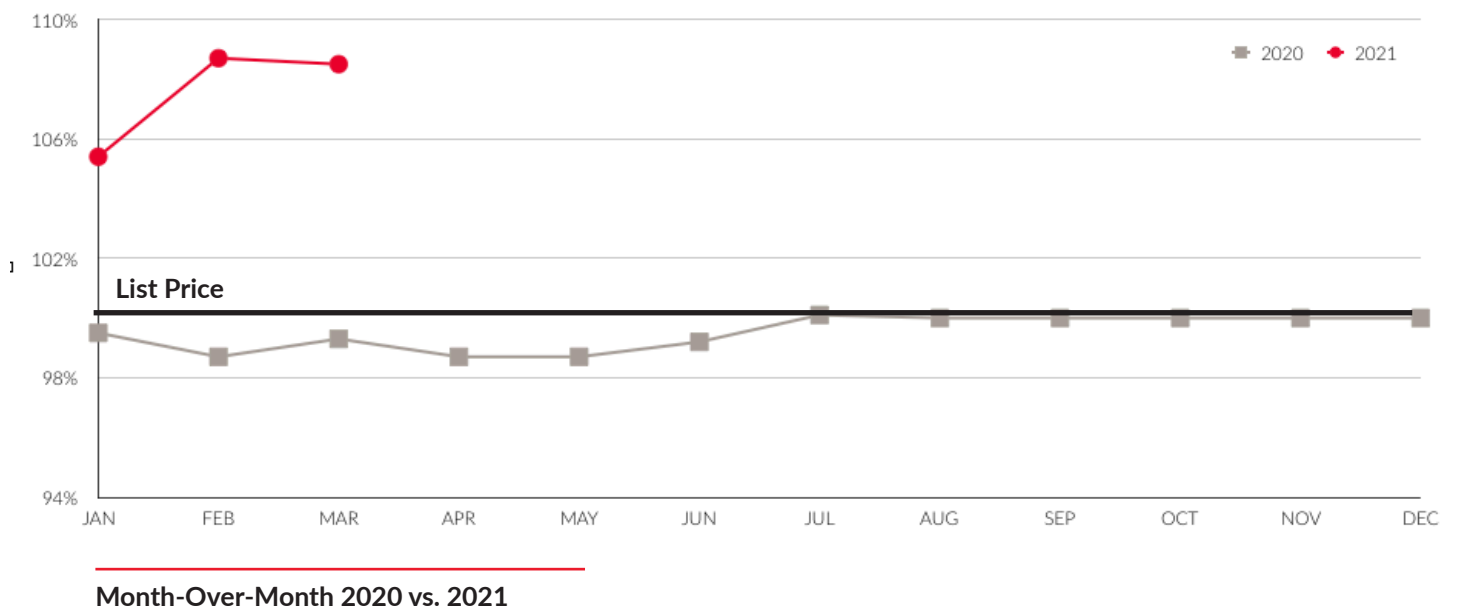
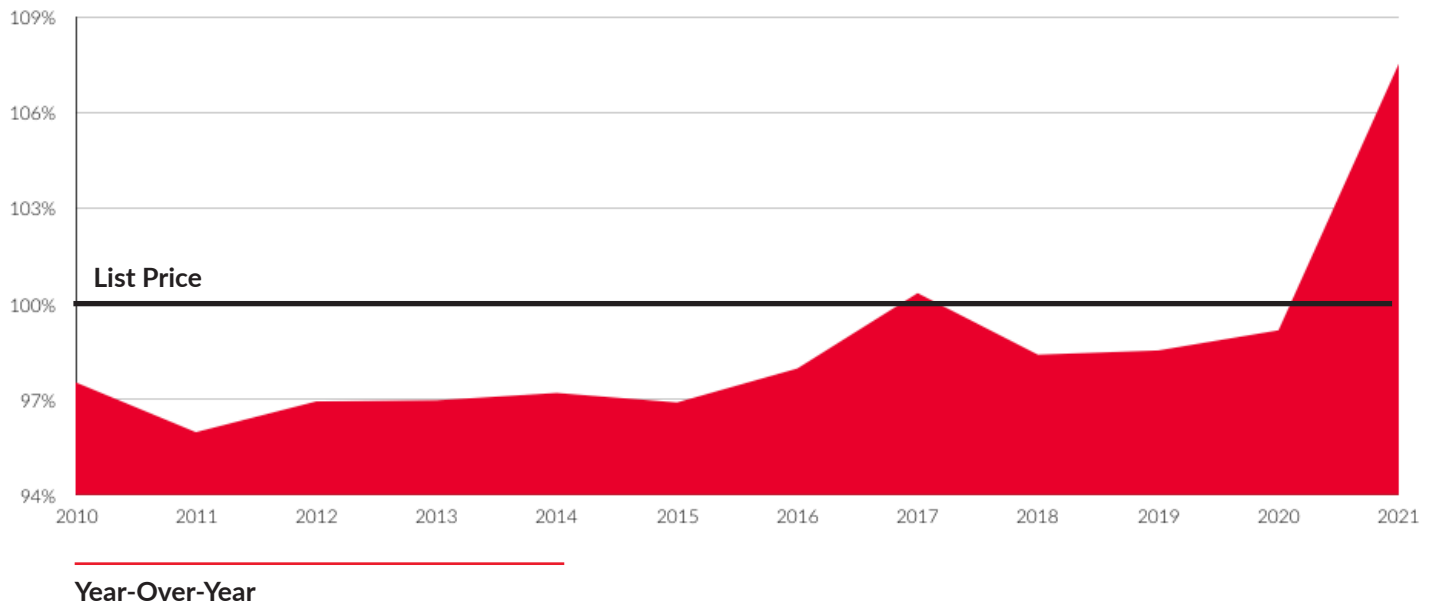
Year-Over-Year



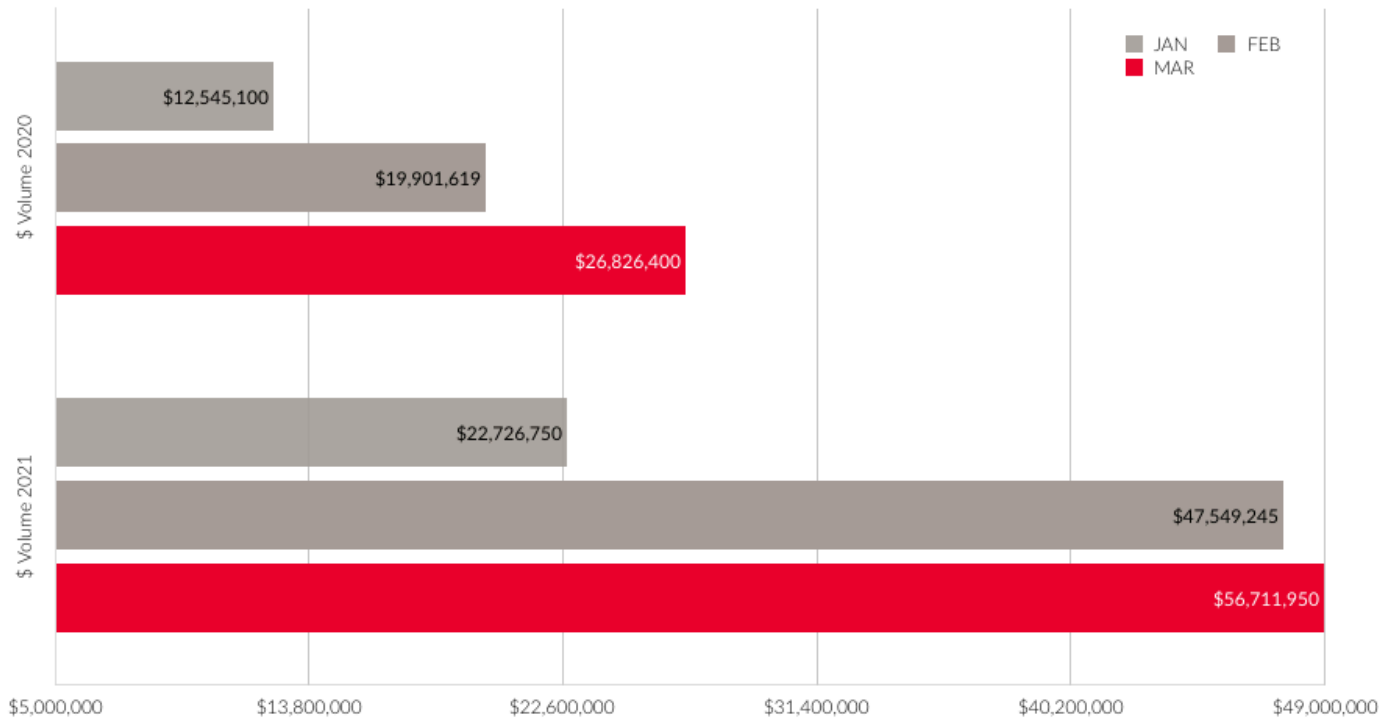
Month-Over-Month 2020 vs. 2021

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

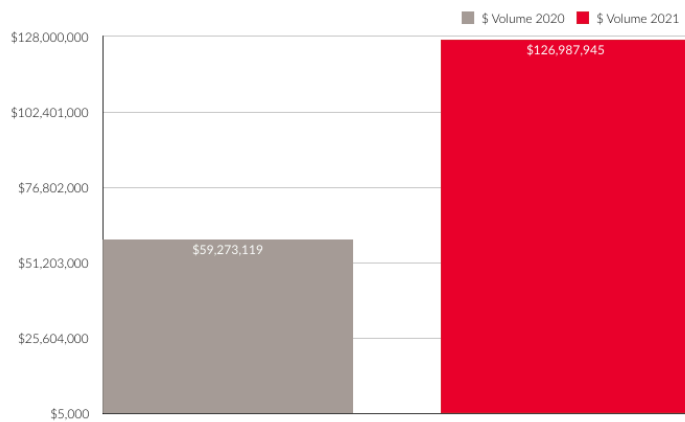
SALE PRICE VS. LIST PRICE RATIO



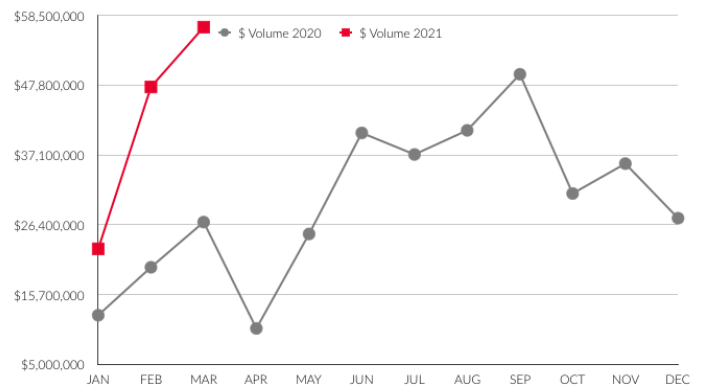
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

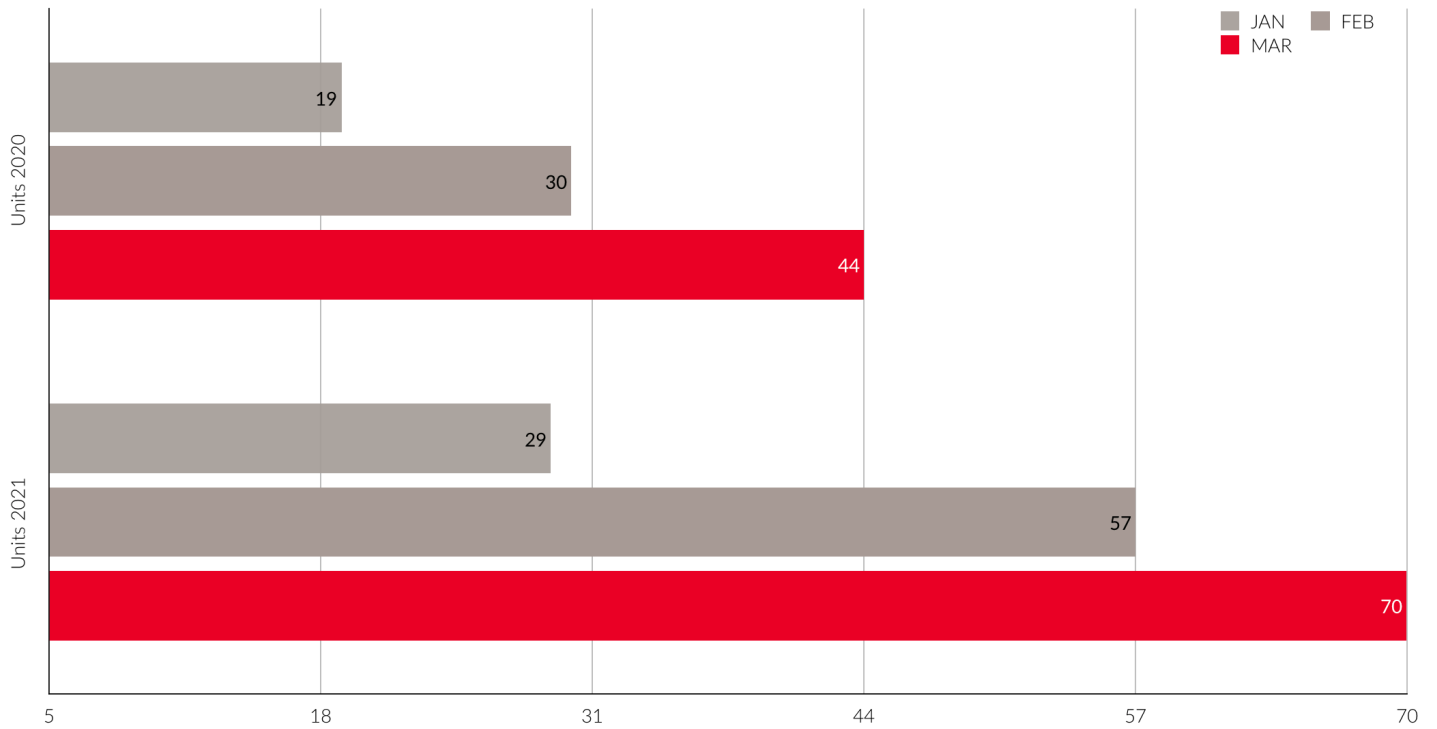


Yearly Totals 2020 vs. 2021

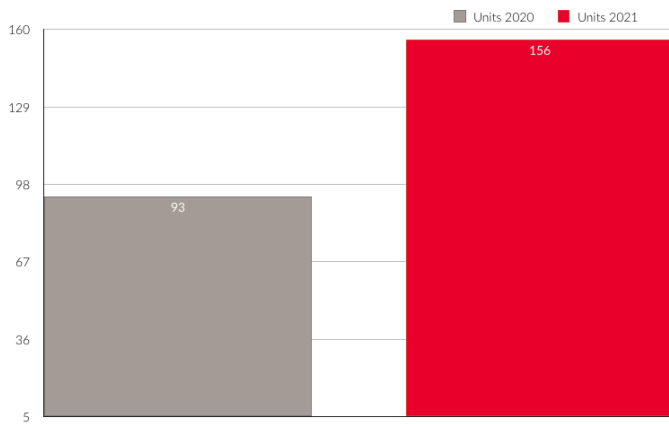


Month vs. Month 2020 vs. 2021

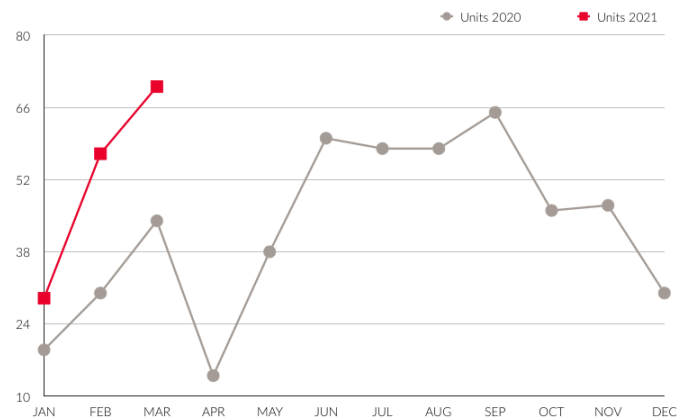
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

SALES BY TYPE


















FREEHOLD



CONDOMINIUM



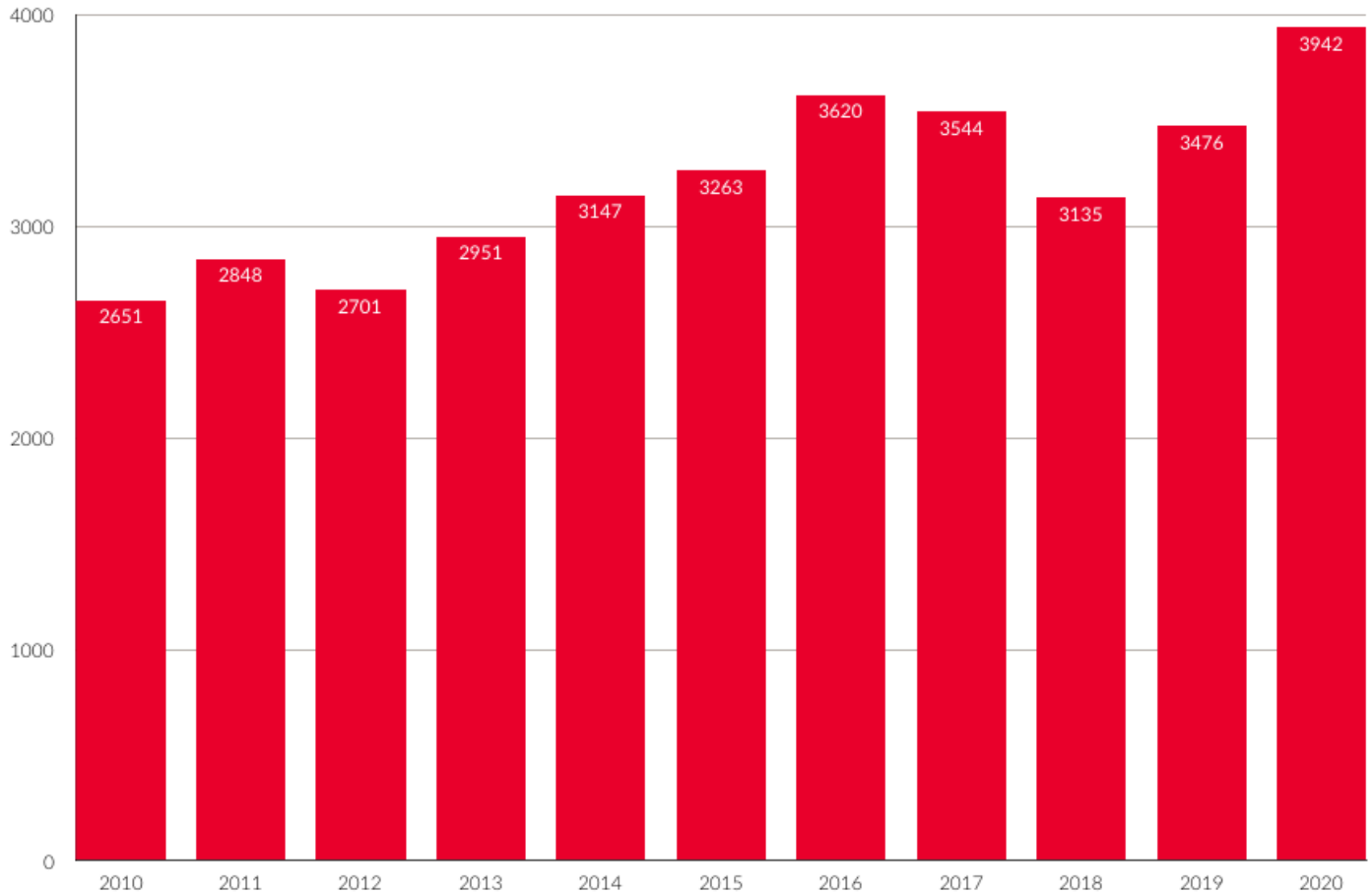
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$107,338,495 +106.68%	 \$10,857,450 +211.77%	 \$5,532,000 +408.5%
YTD Unit Sales	 126 +61.54%	 20 +150%	 4 +33.3%
YTD Average Sale Price	 \$851,893 +27.94%	 \$542,873 +24.71%	 \$1,383,000 +281.3%
March Sales Volume	 \$50,213,200 +128.75%	 \$5,342,750 +101.04%	 \$1,156,000 +208.3%
March Unit Sales	 58 +70.59%	 10 +66.67%	 2 +100%

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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