



2021 APRIL

CENTRE WELLINGTON Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

SELLER'S MARKET

As we enter Q2, supply is keeping up with demand, leading to persistent high listing activity and sales volumes. Homes are remaining on the market for shorter periods of time, so despite the abundance of homes on the market it is still a strong seller's market in Centre Wellington.



April year-over-year sales volume of \$51,314,865

Up 387.59% from 2020's \$10,524,100 with unit sales of 56 up 300% from last April's 14. New listings of 70 are up 133.33% from a year ago, with the sales/listing ratio of 80% up 33.33%.



Year-to-date sales volume of \$180,928,810

Up 159.22% from 2020's \$69,797,219 with unit sales of 215 up 100.93% from last April's 107. New listings of 258 are up 32.31% from a year ago, with the sales/listing ratio of 83.33% up 28.46%.



Year-to-date average sale price of \$836,766

Up from \$671,267 one year ago with median sale price of \$762,504 up from \$595,000 one year ago. Average days-on-market of 19 is down 13.5 days from last year.

APRIL NUMBERS

Median Sale Price

\$776,000

+26.18%

Sales Volume

\$51,314,865

+387.59%

Unit Sales

56

+300%

New Listings

70

+133.33%

Expired Listings

3

-40%

Unit Sales/Listings Ratio

80%

+33.33%

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



THE MARKET IN DETAIL

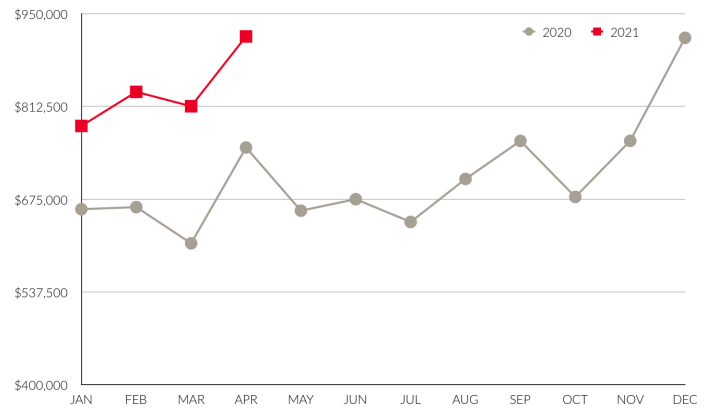
	2019	2020	2021	2020-2021
YTD Volume Sales	\$62,331,504	\$69,797,219	\$180,928,810	+159.22%
YTD Unit Sales	121	107	215	+100.93%
YTD New Listings	220	195	258	+32.31%
YTD Sales/Listings Ratio	55%	54.87%	83.33%	+28.46%
YTD Expired Listings	21	24	12	-50%
April Volume Sales	\$22,181,599	\$10,524,100	\$51,314,865	+387.59%
April Unit Sales	45	14	56	+300%
April New Listings	72	30	70	+133.33%
April Sales/Listings Ratio	62.5%	46.67%	80%	33.33%
April Expired Listings	5	5	3	-40%
YTD Sales: Under \$0-\$199K	6	4	2	-50%
YTD Sales: Under \$200K-\$349K	10	4	0	Down from 4
YTD Sales: Under \$350K-\$549K	61	35	12	-65.71%
YTD Sales: Under \$550K-\$749K	34	36	78	+116.67%
YTD Sales: Under \$750K-\$999K	6	17	71	+317.65%
YTD Sales: \$1M+	4	11	41	+272.73%
YTD Average Days-On-Market	41	32.5	19	-41.54%
YTD Average Sale Price	\$513,506	\$671,267	\$836,766	+24.7%
YTD Median Sale Price	\$512,475	\$595,000	\$762,504	+28.15%

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

AVERAGE SALE PRICE

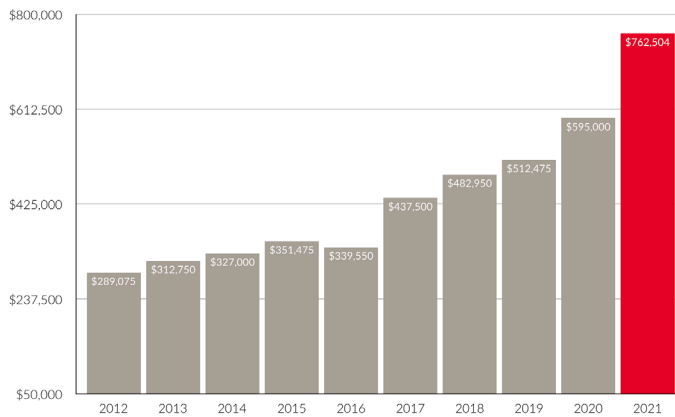


Year-Over-Year

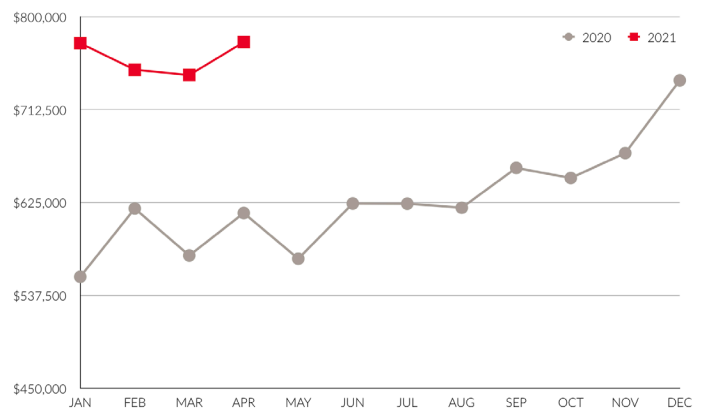


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



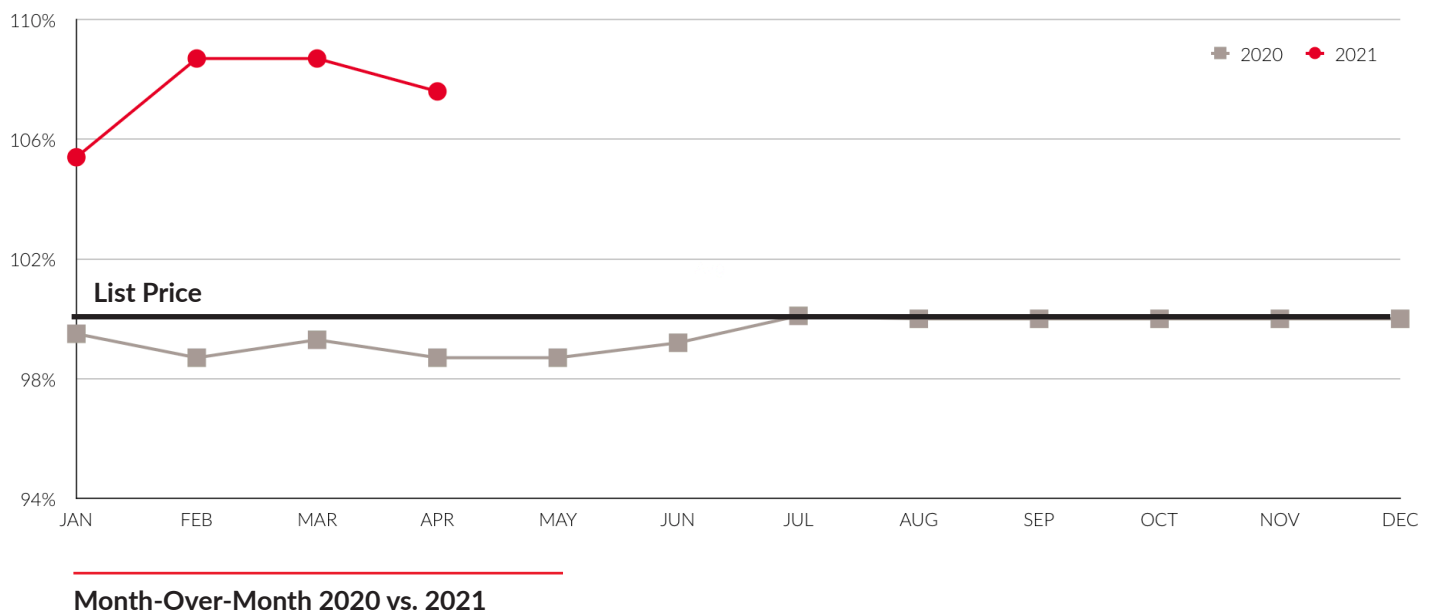
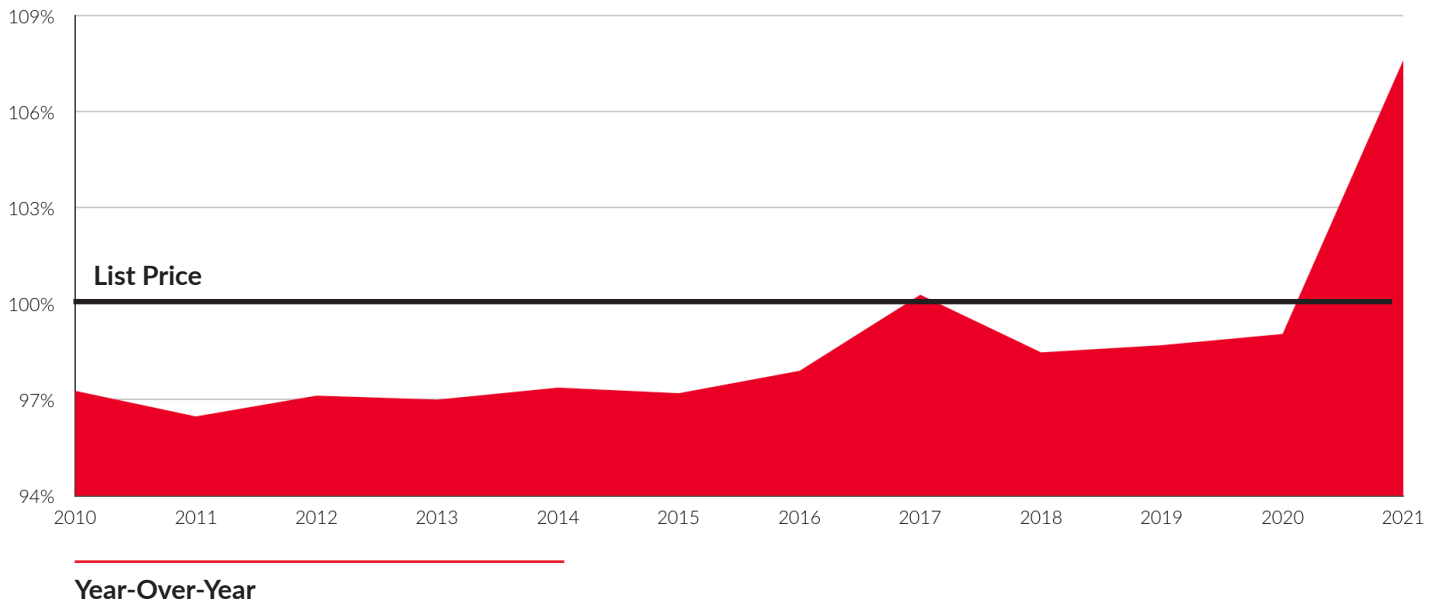
Year-Over-Year



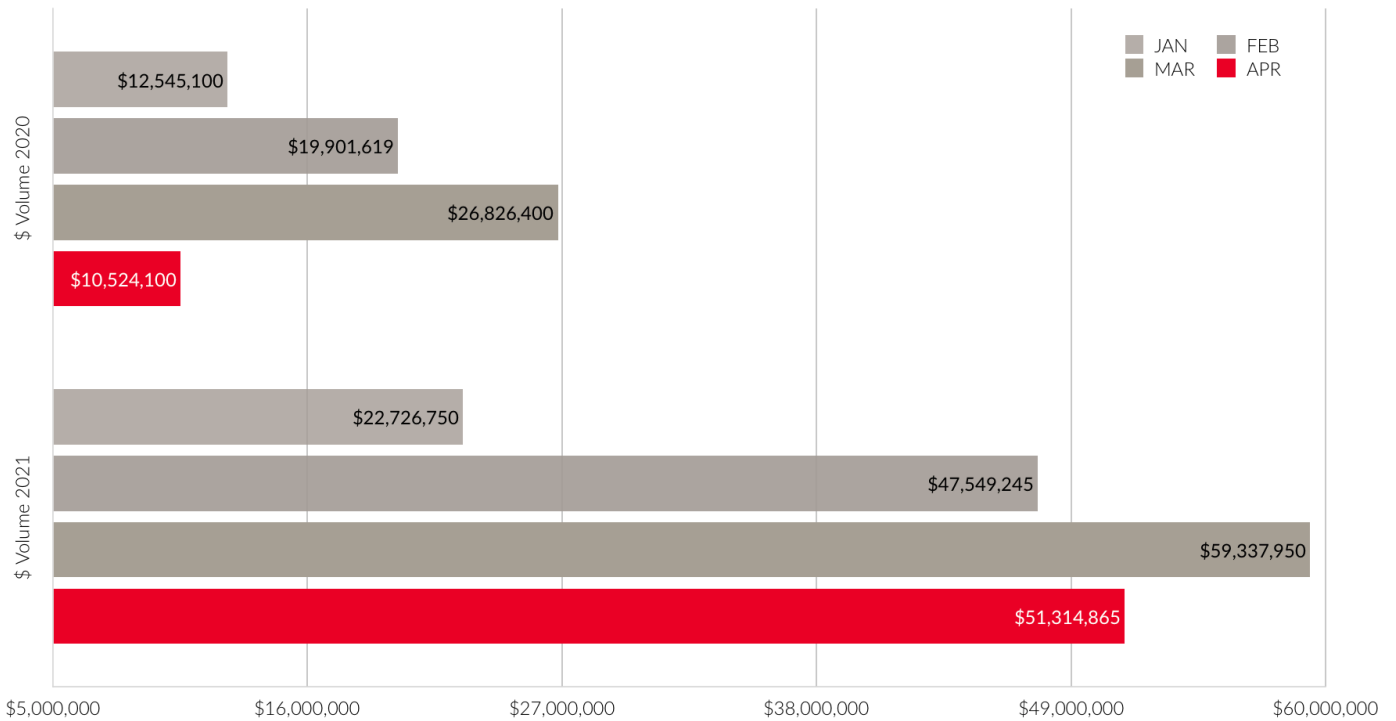
Month-Over-Month 2020 vs. 2021

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

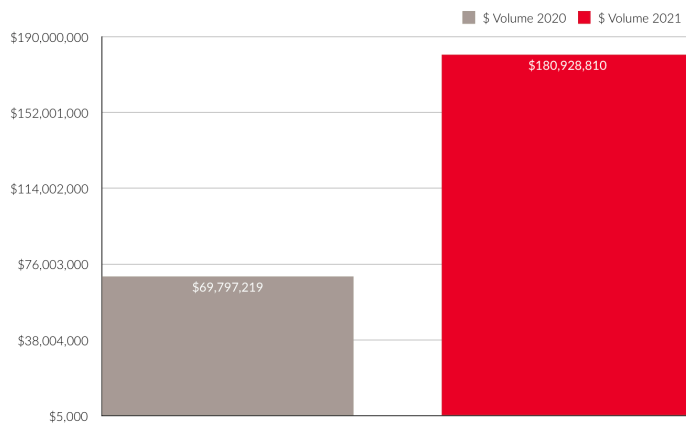
SALE PRICE VS. LIST PRICE RATIO



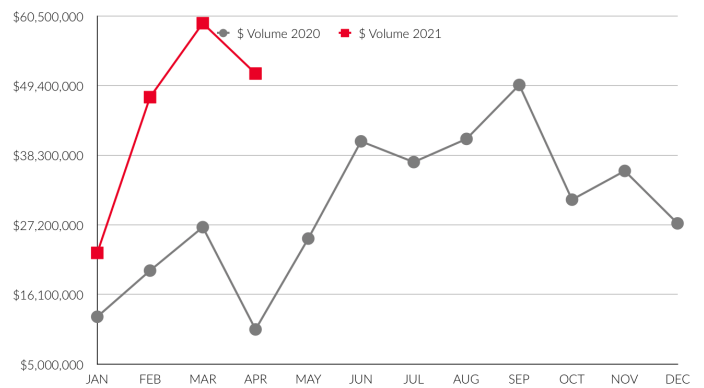
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

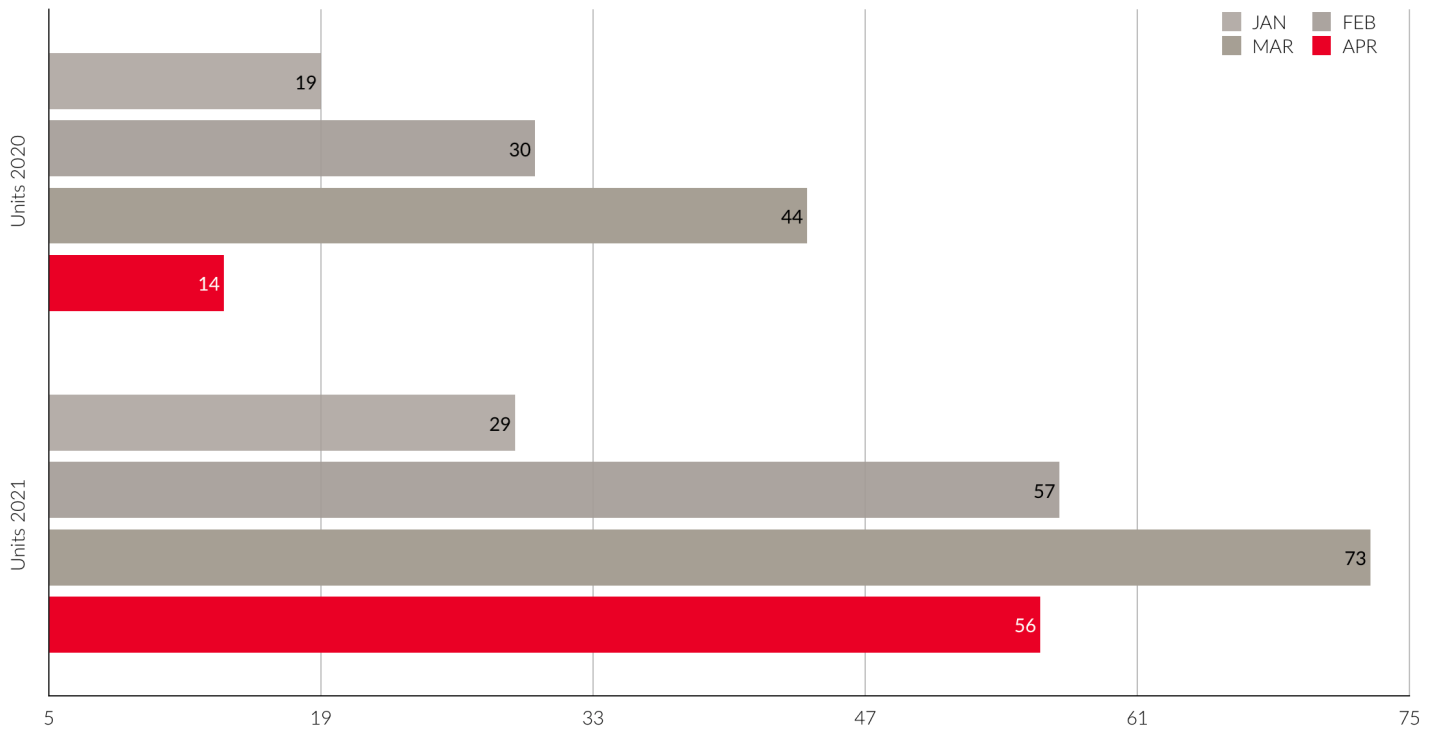


Yearly Totals 2020 vs. 2021

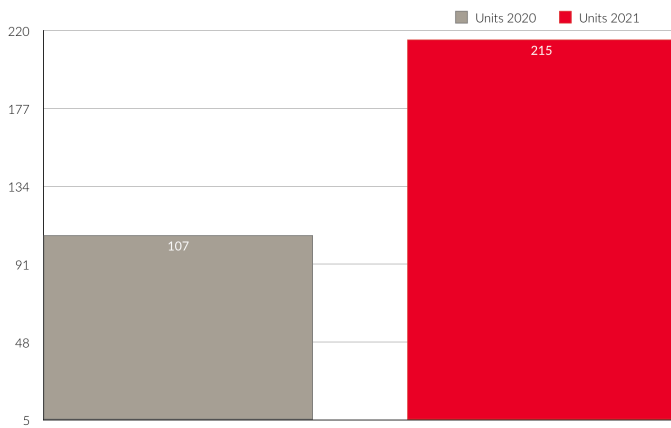


Month vs. Month 2020 vs. 2021

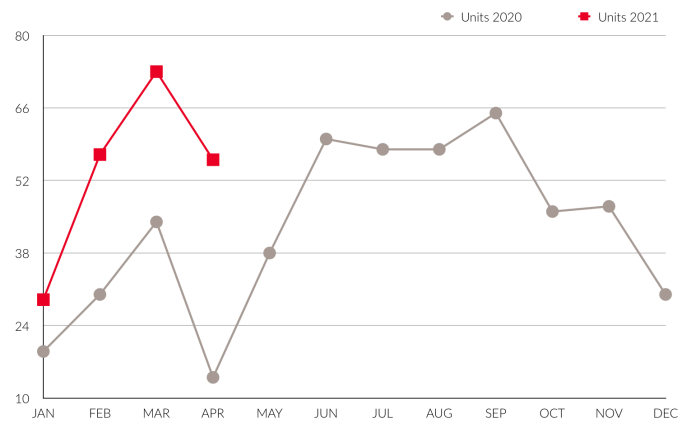
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

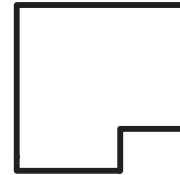
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



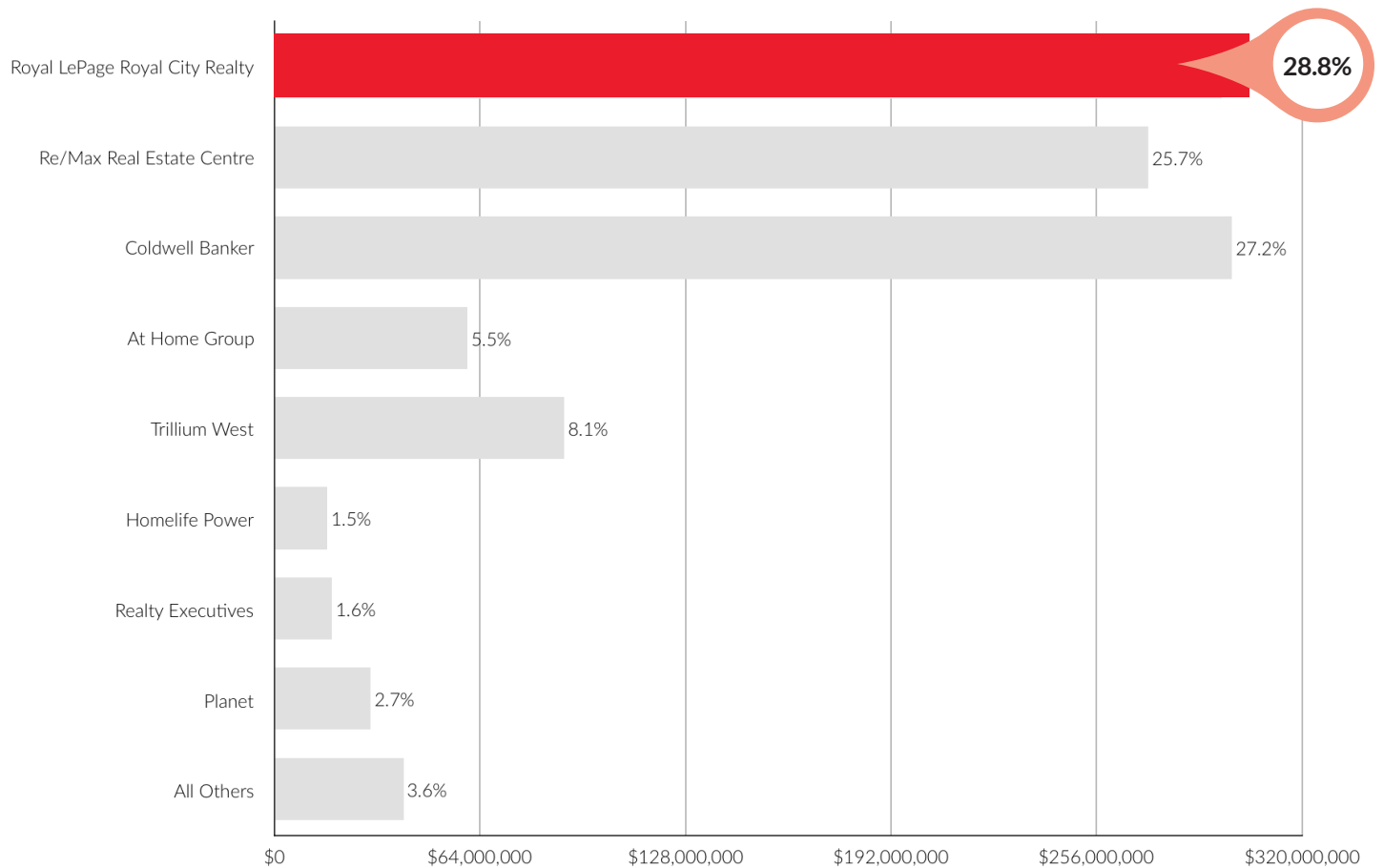
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$153,812,360 +158.49%	 \$14,925,450 +249.49%	 \$5,532,000 +408.5%
YTD Unit Sales	 176 +100%	 27 +170%	 4 +33.3%
YTD Average Sale Price	 \$873,934 +29.25%	 \$552,794 +29.44%	 \$1,383,000 +281.3%
April Sales Volume	 \$44,658,865 +490.02%	 \$3,257,000 +313.27%	 \$0 No change
April Unit Sales	 48 +380%	 6 +200%	 0 No change

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



MARKET DOMINANCE



Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
April 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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