



2021
MAY

CENTRE WELLINGTON

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

SELLER'S MARKET

The numbers for May show that demand for homes in Centre Wellington remains strong. Overall sales activity is continuing to climb, with new listings hitting the market and unit sales continuing to increase. The strong demand for homes is resulting in higher sales prices and an overall increase in sales volume for this area.



May year-over-year sales volume of \$60,580,663

Up 142.25% from 2020's \$25,007,828 with unit sales of 71 up 86.84% from last May's 38. New listings of 79 are up 51.92% from a year ago, with the sales/listing ratio of 89.87% up 16.8%.



Year-to-date sales volume of \$241,509,473

Up 154.74% from 2020's \$94,805,047 with unit sales of 286 up 97.24% from last May's 145. New listings of 337 are up 36.44% from a year ago, with the sales/listing ratio of 84.87% up 26.16%.



Year-to-date average sale price of \$839,875

Up from \$668,634 one year ago with median sale price of \$775,000 up from \$575,000 one year ago. Average days-on-market of 17.8 is down 14.8 days from last year.

MAY NUMBERS

Median Sale Price

\$800,555

+39.96%

Sales Volume

\$60,580,663

+142.25%

Unit Sales

71

+86.84%

New Listings

79

+51.92%

Expired Listings

8

+60%

Unit Sales/Listings Ratio

89.87%

+16.8%

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



THE MARKET IN DETAIL

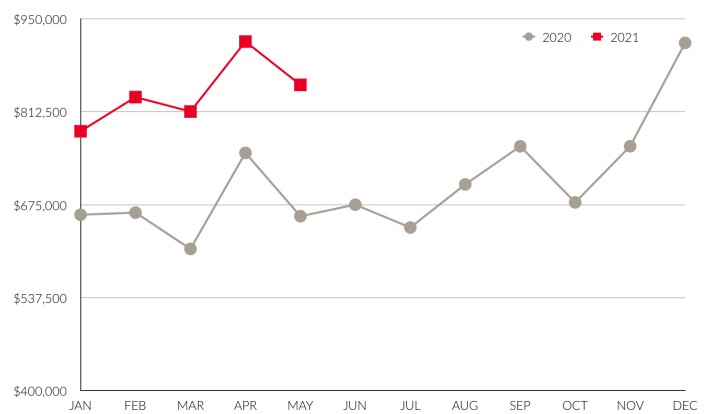
	2019	2020	2021	2020-2021
YTD Volume Sales	\$97,927,276	\$94,805,047	\$241,509,473	+154.74%
YTD Unit Sales	181	145	286	+97.24%
YTD New Listings	306	247	337	+36.44%
YTD Sales/Listings Ratio	59.15%	58.7%	84.87%	+26.16%
YTD Expired Listings	25	29	20	-31%
May Volume Sales	\$35,595,772	\$25,007,828	\$60,580,663	+142.25%
May Unit Sales	60	38	71	+86.84%
May New Listings	86	52	79	+51.92%
May Sales/Listings Ratio	69.77%	73.08%	89.87%	+16.8%
May Expired Listings	4	5	8	+60%
YTD Sales: Under \$0-\$199K	7	4	3	-25%
YTD Sales: Under \$200K-\$349K	14	7	1	-85.71%
YTD Sales: Under \$350K-\$549K	91	51	28	-45.1%
YTD Sales: Under \$550K-\$749K	49	46	99	+115.22%
YTD Sales: Under \$750K-\$999K	12	20	98	+390%
YTD Sales: \$1M+	8	17	57	+235.29%
YTD Average Days-On-Market	38.6	32.6	17.8	-45.4%
YTD Average Sale Price	\$529,458	\$668,634	\$839,875	+25.6%
YTD Median Sale Price	\$505,772	\$575,000	\$775,000	+34.78%

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

AVERAGE SALE PRICE

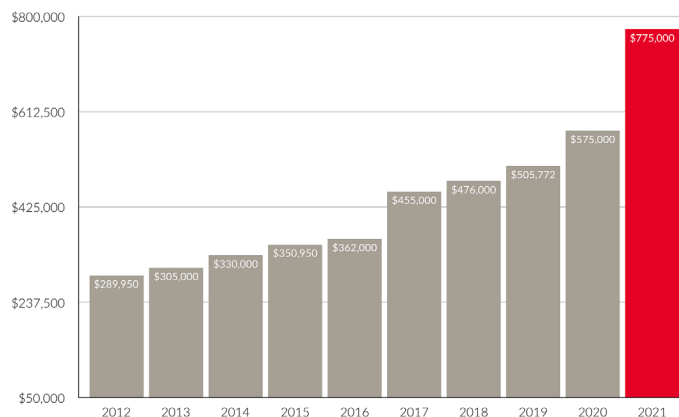


Year-Over-Year

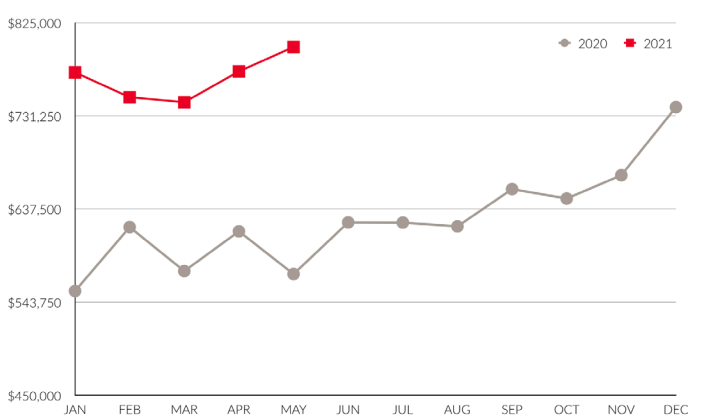


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



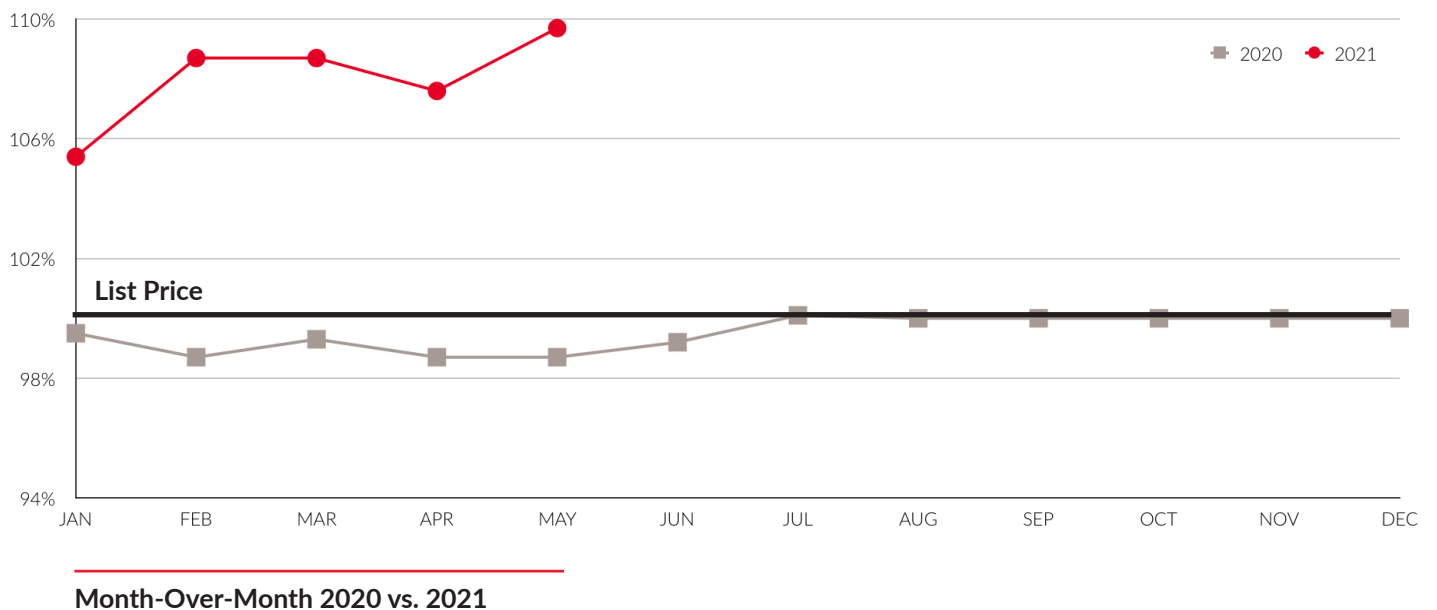
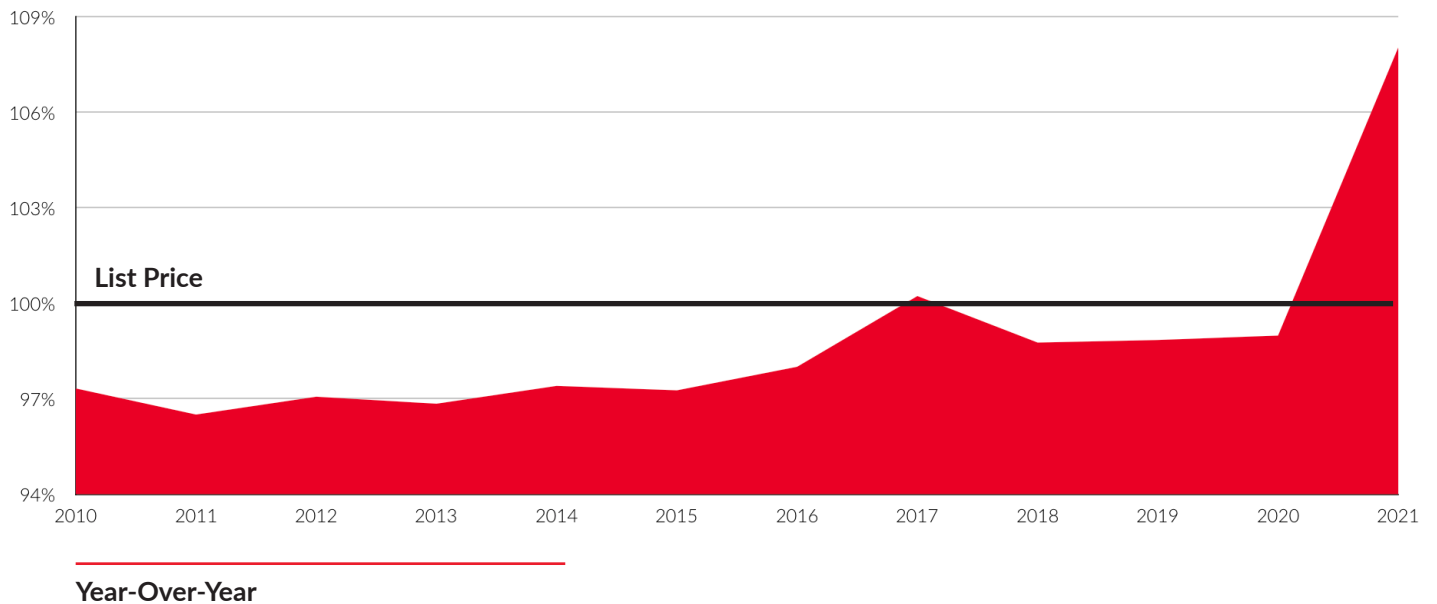
Year-Over-Year



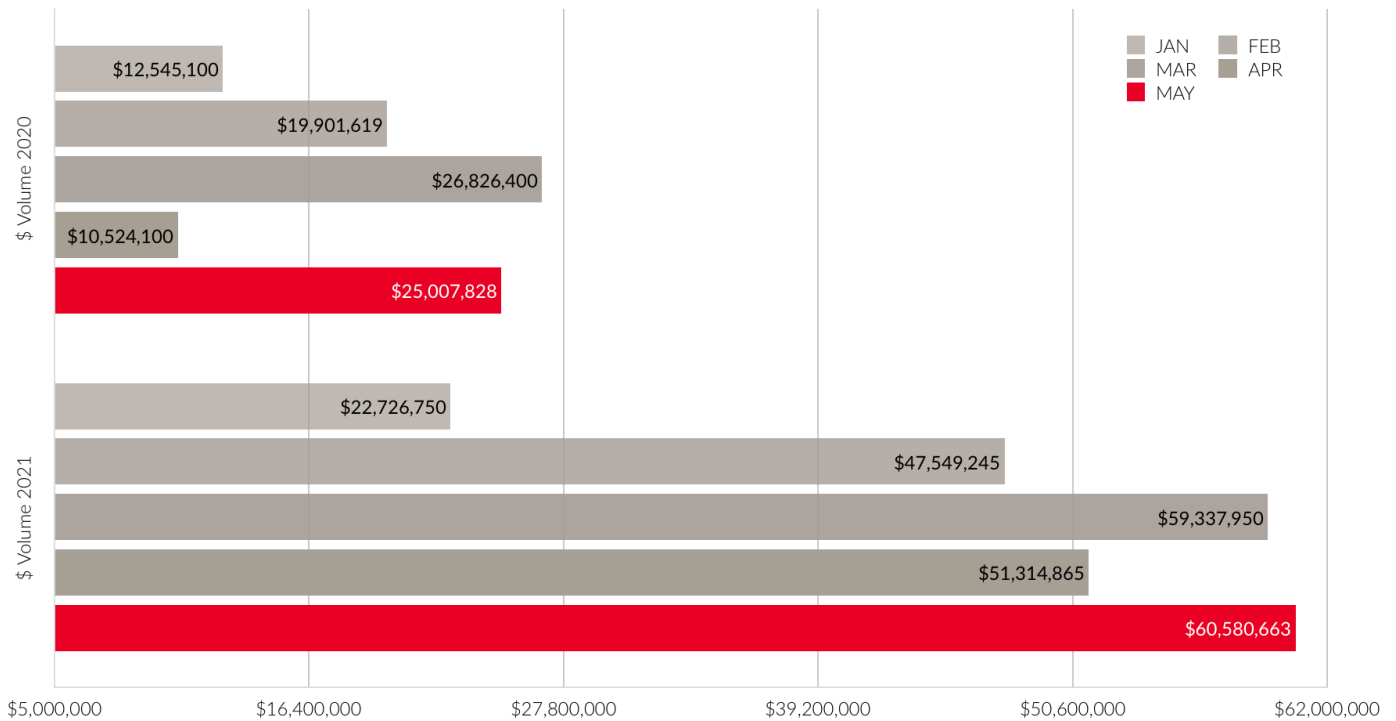
Month-Over-Month 2020 vs. 2021

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

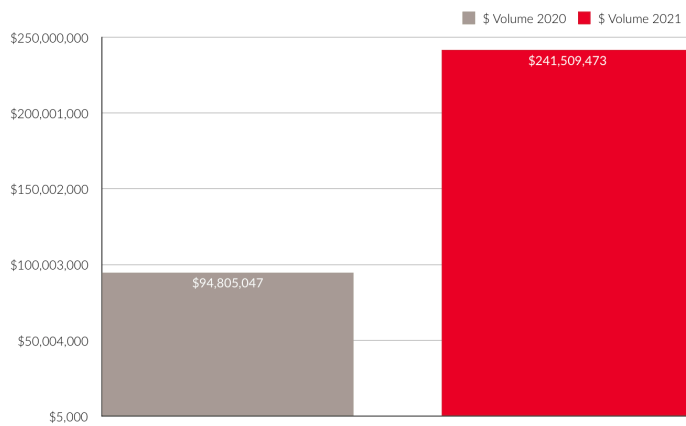
SALE PRICE VS. LIST PRICE RATIO



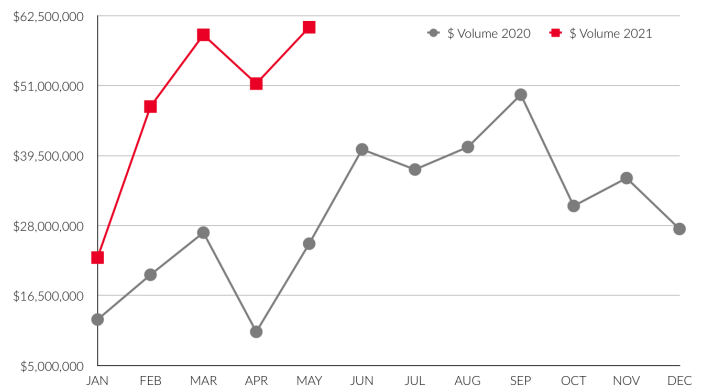
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

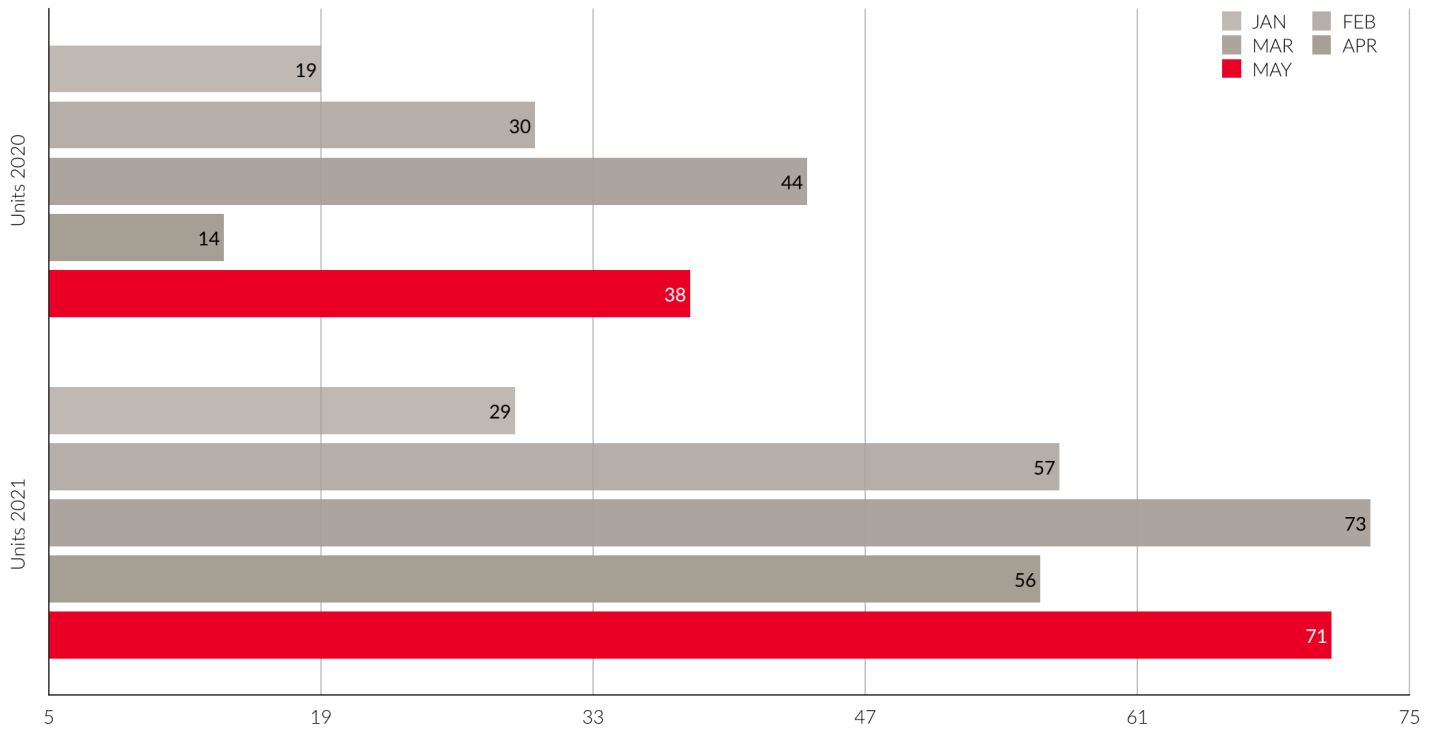


Yearly Totals 2020 vs. 2021

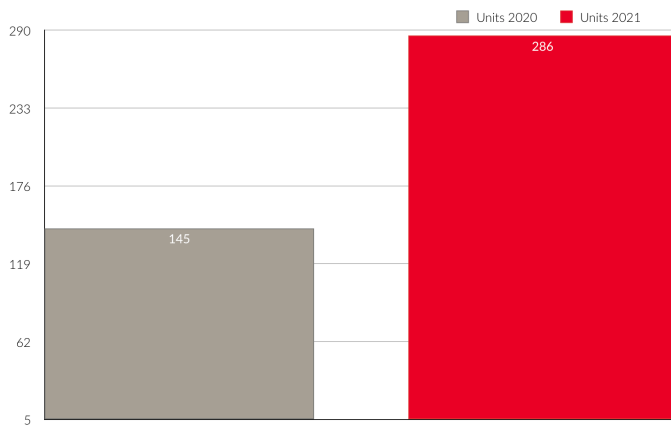


Month vs. Month 2020 vs. 2021

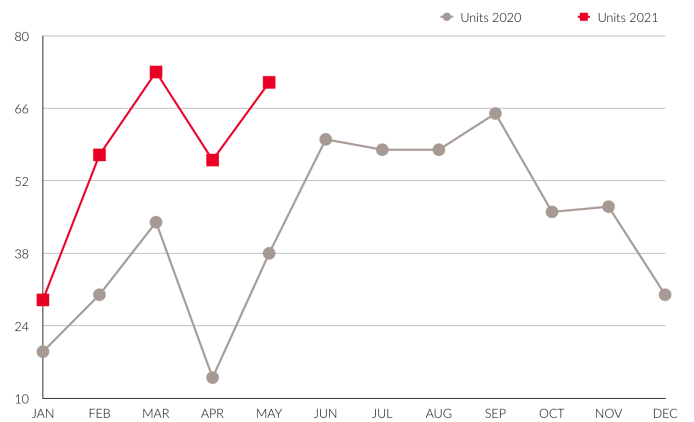
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

SALES BY TYPE


















FREEHOLD



CONDOMINIUM



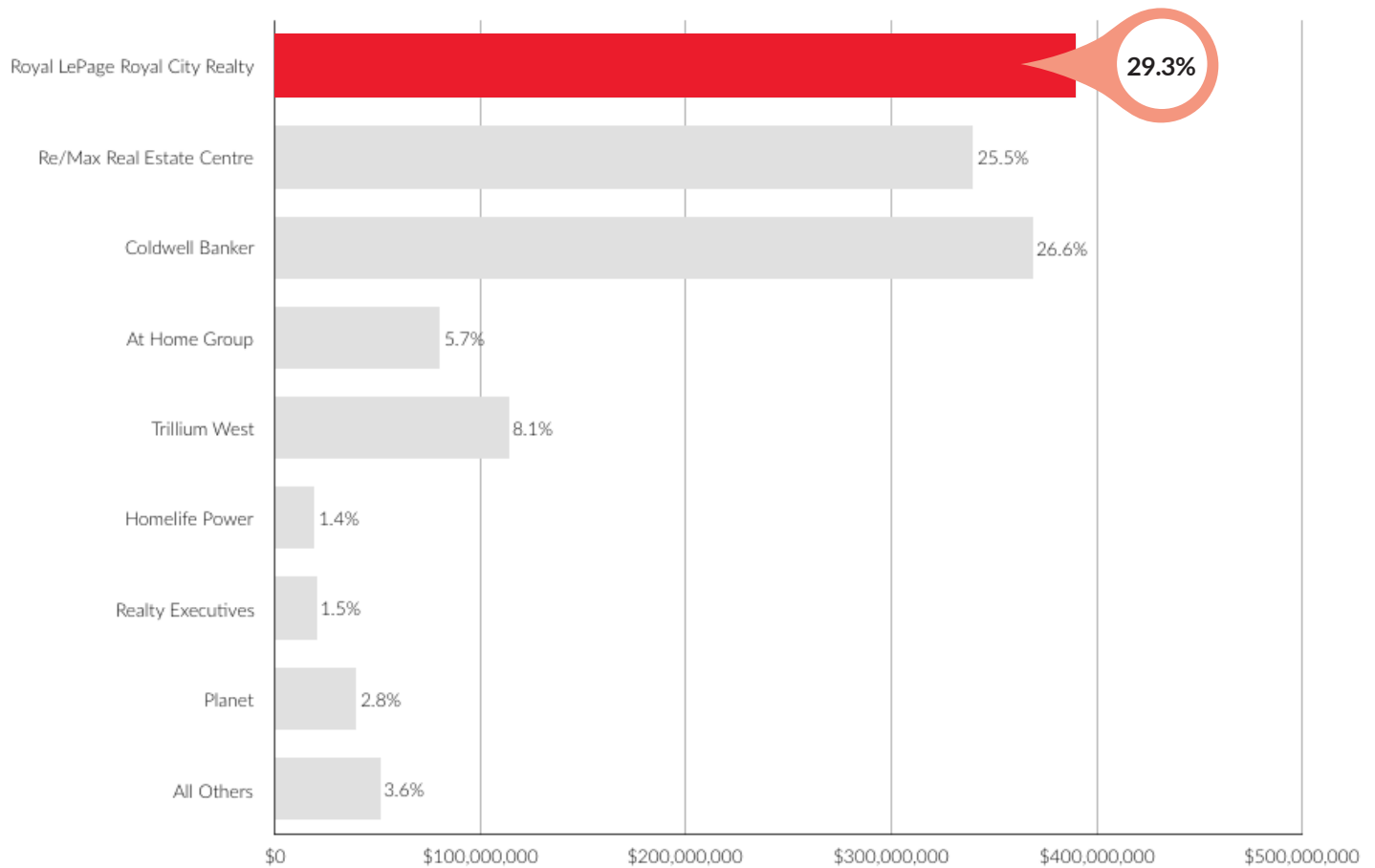
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$209,842,023 +160.39%	 \$16,645,450 +236.57%	 \$5,532,000 +204.3%
YTD Unit Sales	 238 +100%	 30 +150%	 4 No change
YTD Average Sale Price	 \$881,689 +30.2%	 \$554,848 +34.63%	 \$1,383,000 +204.3%
May Sales Volume	 \$56,029,663 +165.76%	 \$1,720,000 +154.81%	 \$0 Down from \$730,000
May Unit Sales	 62 +100%	 3 +50%	 0 Down from 1

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



MARKET DOMINANCE



Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
May 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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