



2021
JUNE

CENTRE WELLINGTON
Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

SELLER'S MARKET

As we round out Q2, demand for homes in Centre Wellington remains strong. Overall sales activity continues to climb, as a consistent supply of inventory fuels demand. This strong demand for homes continues to result in escalating sales prices and an overall increase in sales volume for this area.



June year-over-year sales volume of \$52,949,324

Up 30.72% from 2020's \$40,505,680 with unit sales of 66 up 10% from last June's 60. New listings of 90 are up 25% from a year ago, with the sales/listing ratio of 73.33% down 10%.



Year-to-date sales volume of \$294,458,797

Up 117.62% from 2020's \$135,310,727 with unit sales of 352 up 71.71% from last June's 205. New listings of 427 are up 33.86% from a year ago, with the sales/listing ratio of 82.44% up 18.17%.



Year-to-date average sale price of \$833,606

Up from \$669,711 one year ago with median sale price of \$768,850 up from \$595,000 one year ago. Average days-on-market of 16.83 is down 14.84 days from last year.

JUNE NUMBERS

Median Sale Price

\$762,700

+22.23%

Sales Volume

\$52,949,324

+30.72%

Unit Sales

66

+10%

New Listings

90

+25%

Expired Listings

5

No Change

Unit Sales/Listings Ratio

73.33%

-10%

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

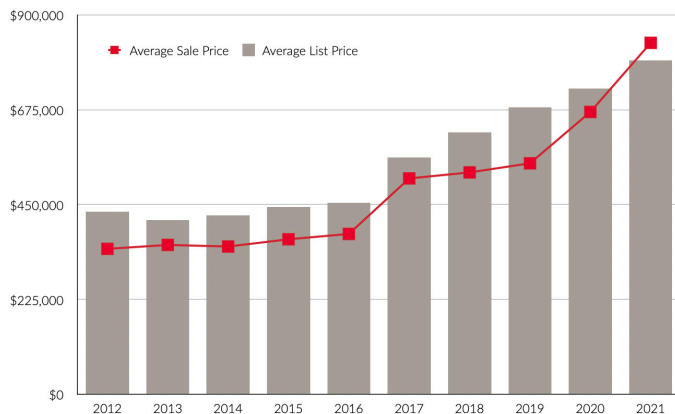


THE MARKET IN DETAIL

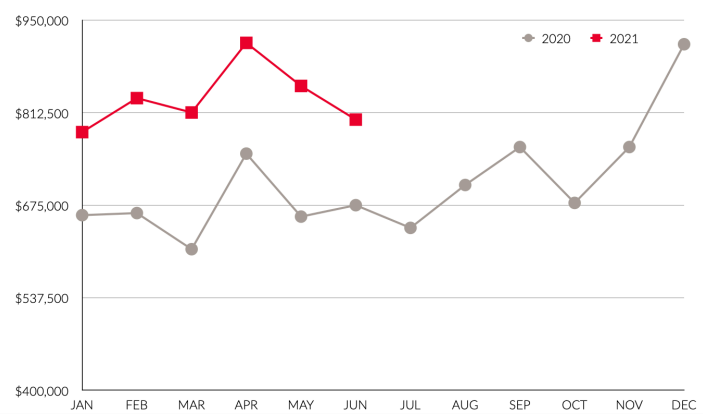
	2019	2020	2021	2020-2021
YTD Volume Sales	\$131,853,826	\$135,310,727	\$294,458,797	+117.62%
YTD Unit Sales	234	205	352	+71.71%
YTD New Listings	385	319	427	+33.86%
YTD Sales/Listings Ratio	60.78%	64.26%	82.44%	+18.17%
YTD Expired Listings	36	34	25	-26.5%
June Volume Sales	\$33,926,550	\$40,505,680	\$52,949,324	+30.72%
June Unit Sales	53	60	66	+10%
June New Listings	79	72	90	+25%
June Sales/Listings Ratio	67.09%	83.33%	73.33%	-10.0%
June Expired Listings	11	5	5	No Change
YTD Sales: Under \$0-\$199K	7	6	5	-16.67%
YTD Sales: Under \$200K-\$349K	20	10	1	-90%
YTD Sales: Under \$350K-\$549K	112	64	36	-43.75%
YTD Sales: Under \$550K-\$749K	65	72	121	+68.06%
YTD Sales: Under \$750K-\$999K	18	28	119	+325%
YTD Sales: \$1M+	12	25	70	+180%
YTD Average Days-On-Market	38.67	31.67	16.83	-46.84%
YTD Average Sale Price	\$547,902	\$669,711	\$833,606	+24.5%
YTD Median Sale Price	\$516,636	\$595,000	\$768,850	+29.22%

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

AVERAGE SALE PRICE

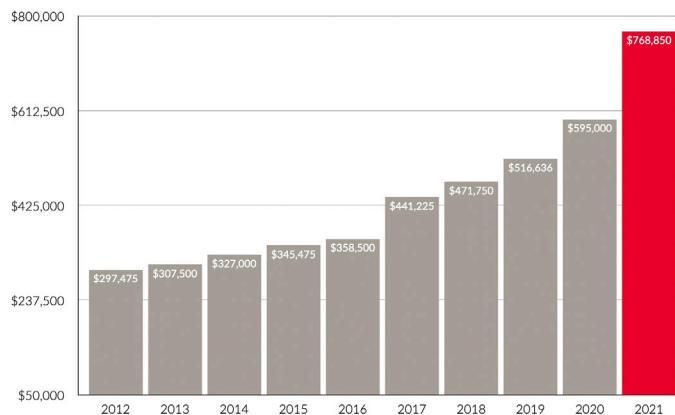


Year-Over-Year

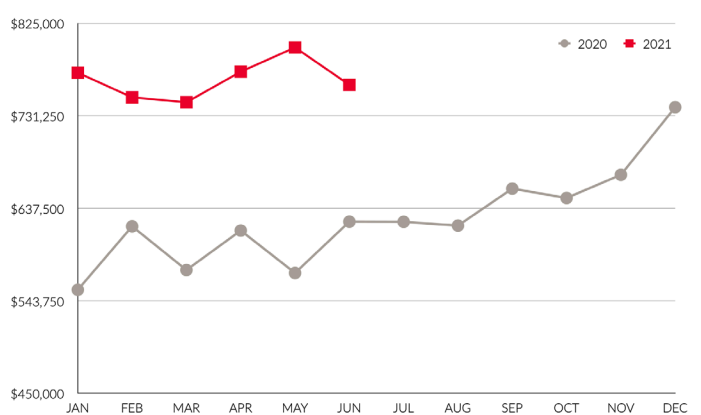


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



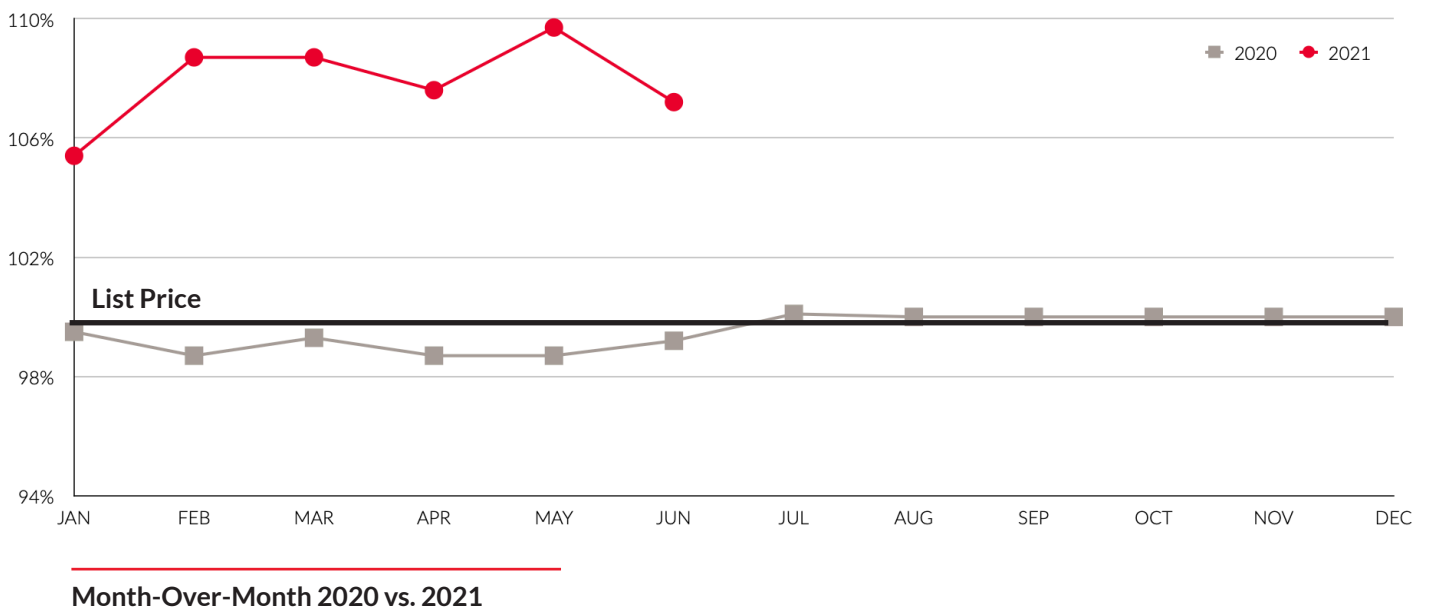
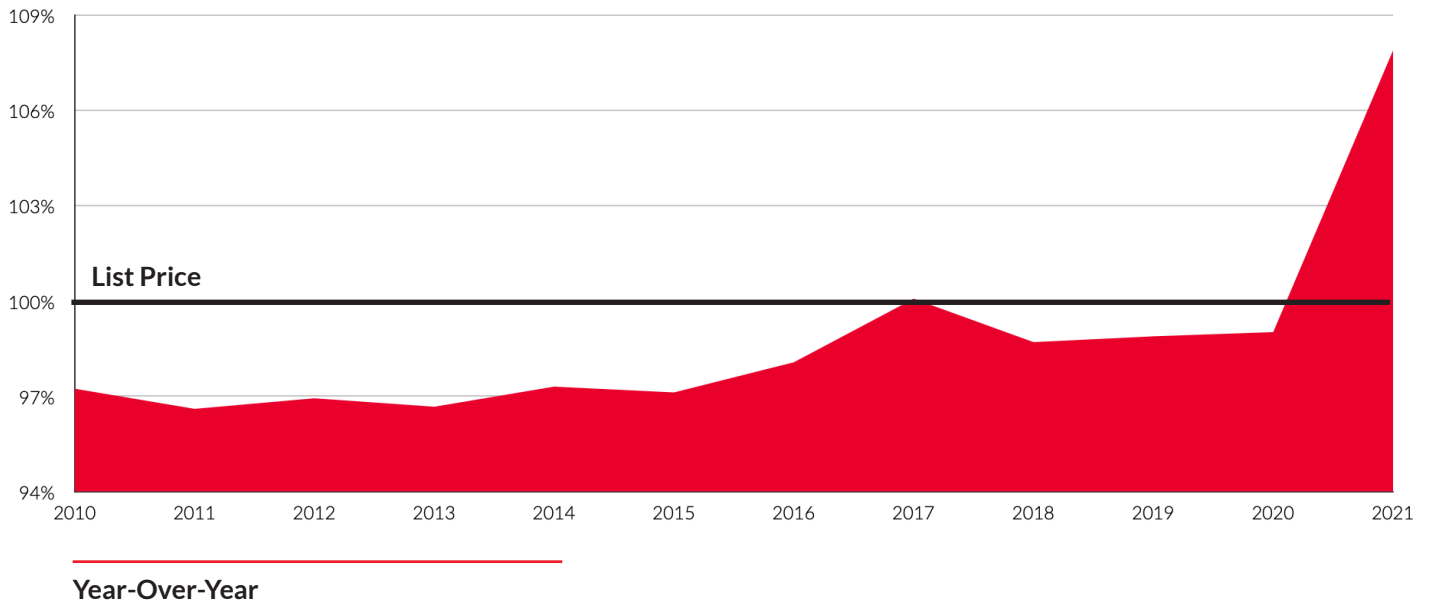
Year-Over-Year



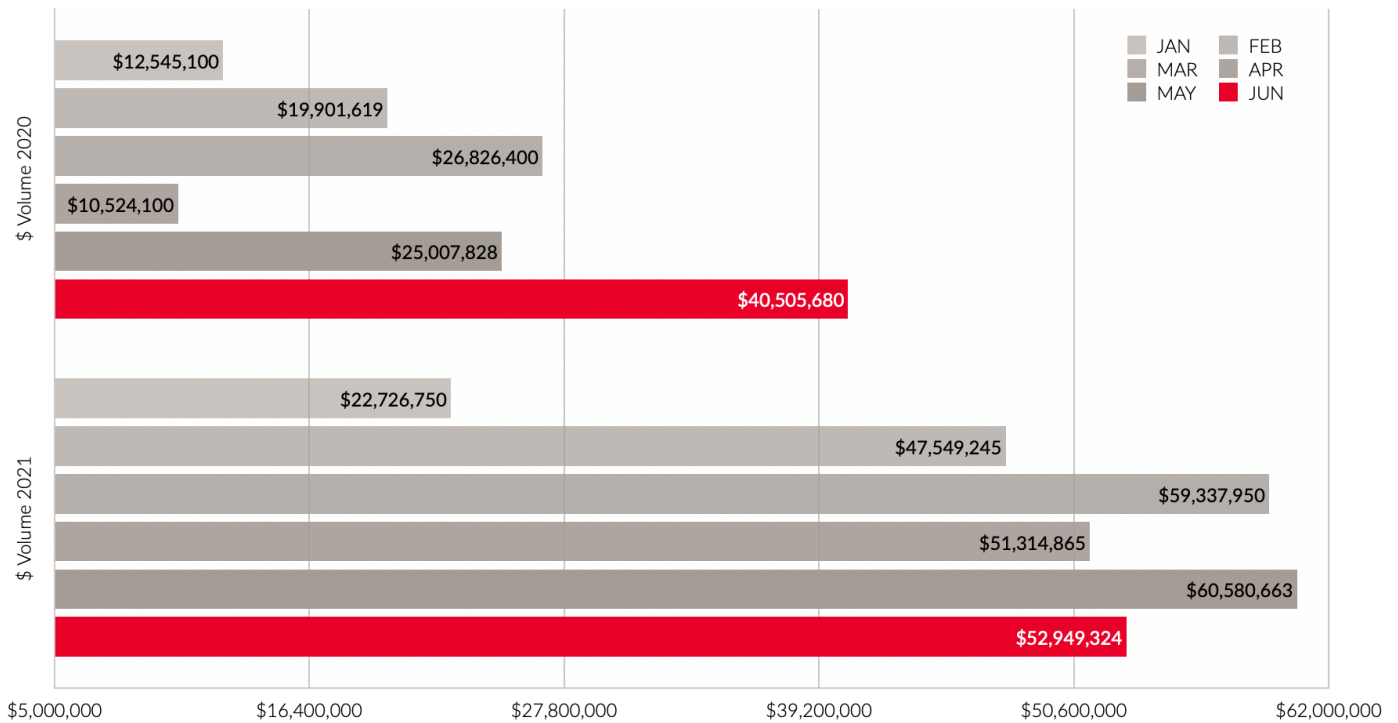
Month-Over-Month 2020 vs. 2021

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

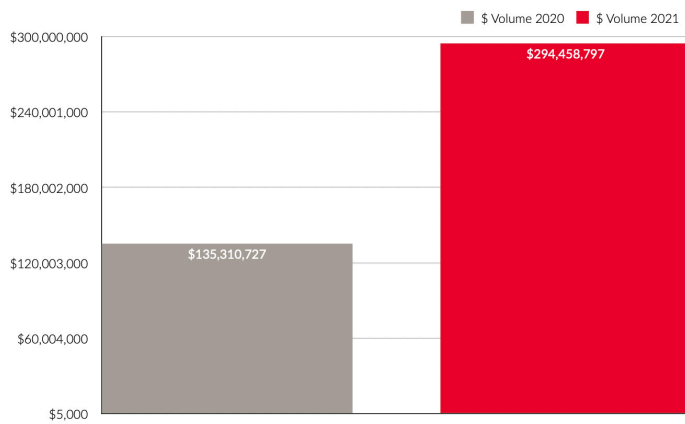
SALE PRICE VS. LIST PRICE RATIO



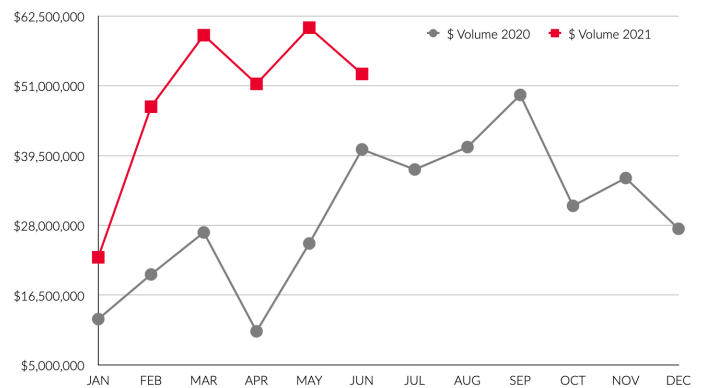
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

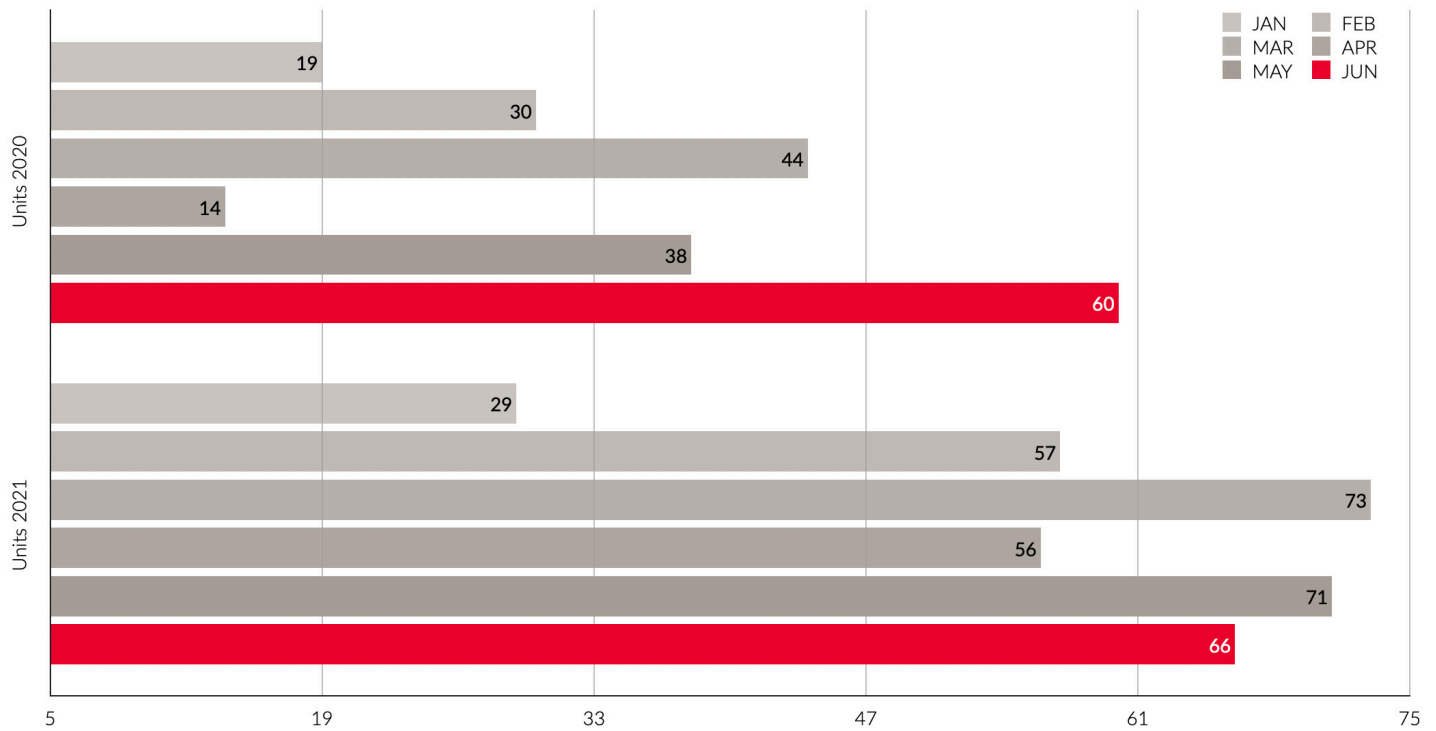


Yearly Totals 2020 vs. 2021

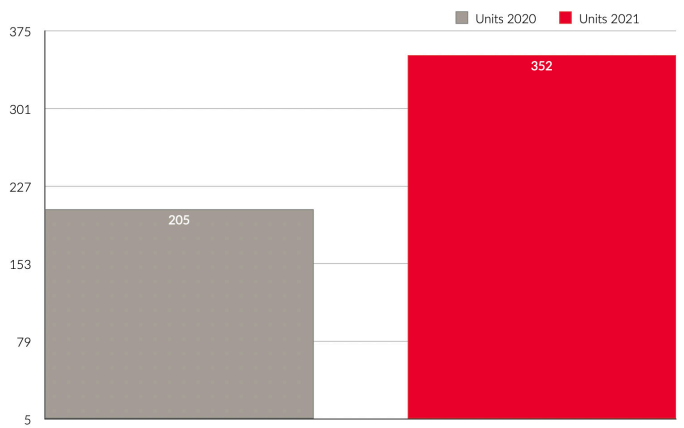


Month vs. Month 2020 vs. 2021

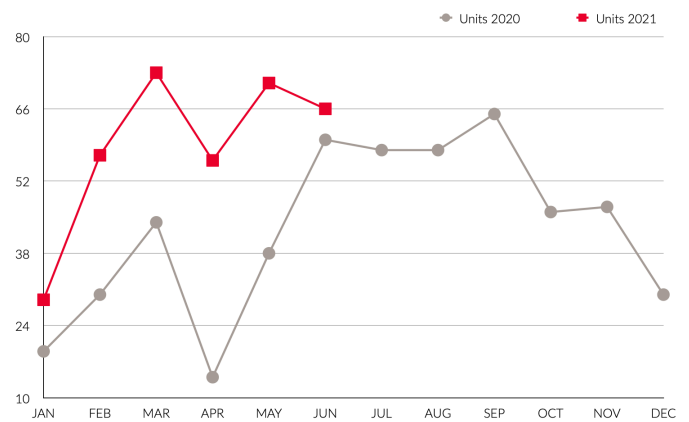
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

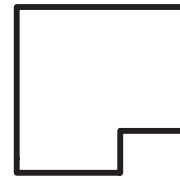
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



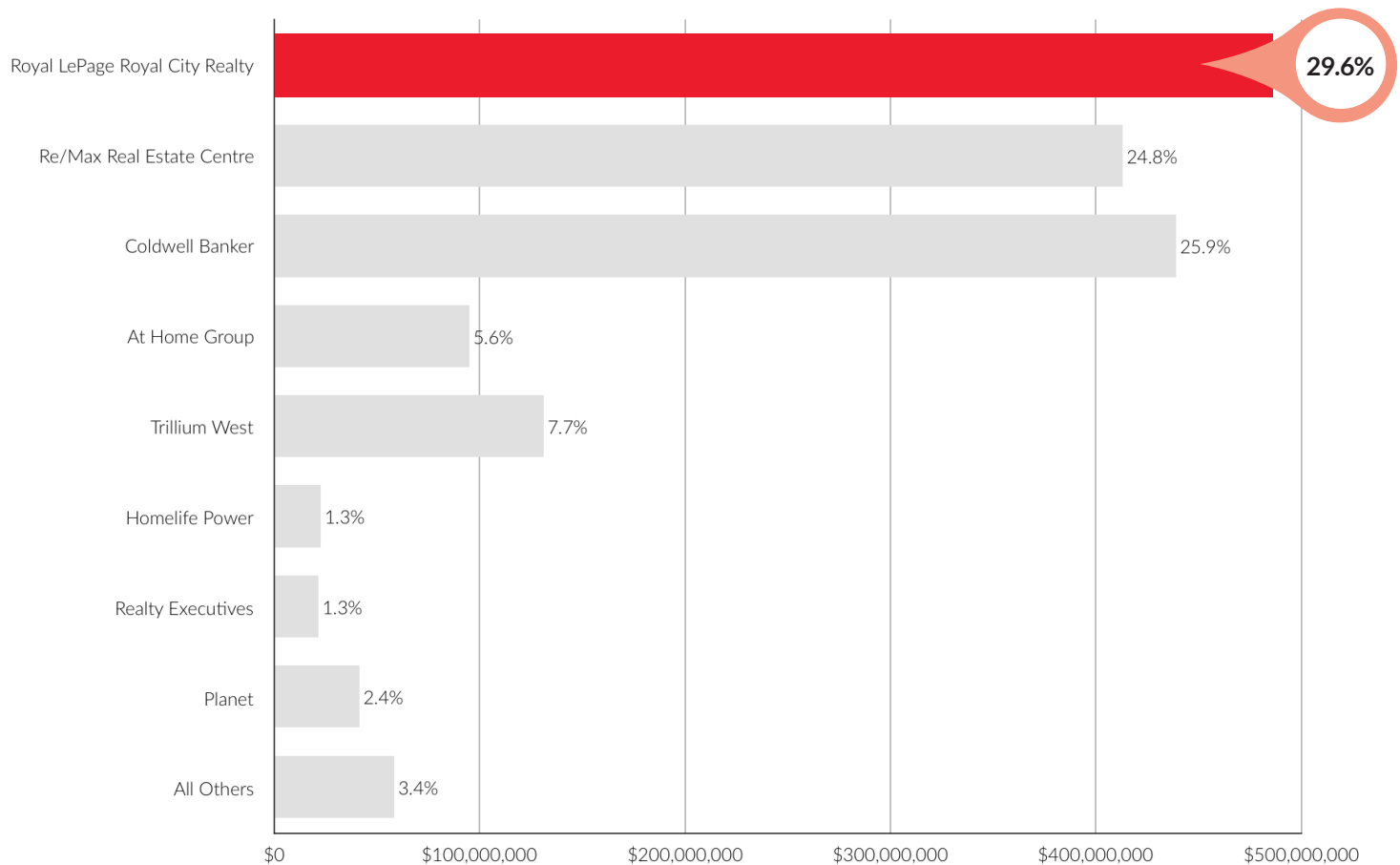
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$254,700,632 +120.38%	 \$22,519,750 +256.46%	 \$5,532,000 +51.7%
YTD Unit Sales	 289 +69.01%	 40 +166.67%	 4 -33.3%
YTD Average Sale Price	 \$881,317 +30.4%	 \$562,994 +33.67%	 \$1,383,000 +127.6%
June Sales Volume	 \$44,858,609 +28.21%	 \$5,874,300 +328.16%	 \$0 Down from \$1,827,828
June Unit Sales	 51 -1.92%	 10 +233.33%	 0 Down from 2

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



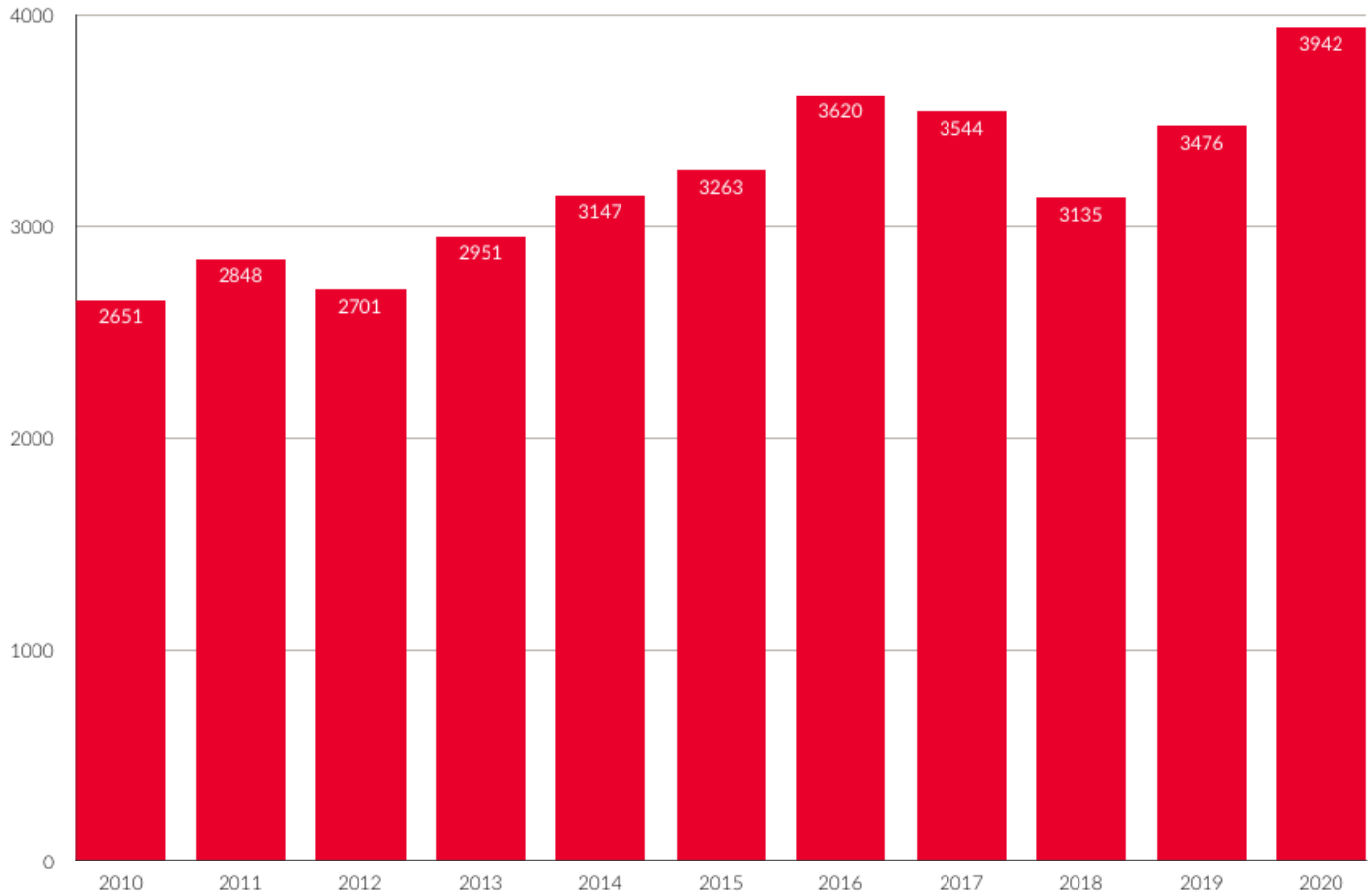
MARKET DOMINANCE



Market Share by Dollar Volume
Listing Selling Ends Combined for Guelph Based Companies
June 2021



10 YEAR MARKET ANALYSIS



Units Sold



OUR LOCATIONS



ELORA

519-846-1365
9 Mill Street East, Elora



FERGUS

519-843-1365
162 St. Andrew Street East, 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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