



# 2021 JULY

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



**ROYAL CITY REALTY**  
BROKERAGE

# OVERVIEW

## SELLER'S MARKET

As we start off Q3, demand for homes in Centre Wellington remains strong. Overall sales activity continues to steadily climb, despite a slowing of listing activity due to buyer fatigue and summer vacations. This steady demand for homes continues to result in escalating sales prices and an overall increase in sales volume for this area.



**July year-over-year sales volume of \$42,012,039**

Up 12.94% from 2020's \$37,199,352 with unit sales of 53 down 9.62% from last July's 58. New listings of 69 are down 11.54% from a year ago, with the sales/listing ratio of 76.81% up 2.45%.



**Year-to-date sales volume of \$337,825,836**

Up 95.83% from 2020's \$172,510,079 with unit sales of 406 up 54.37% from last July's 263. New listings of 496 are up 24.94% from a year ago, with the sales/listing ratio of 81.85% up 15.61%.



**Year-to-date average sale price of \$827,759**

Up from \$665,662 one year ago with median sale price of \$775,000 up from \$615,000 one year ago. Average days-on-market of 16.86 is down 13.57 days from last year.

## JULY NUMBERS

Median Sale Price

**\$798,125**

+27.94%

Sales Volume

**\$42,012,039**

+12.94%

Unit Sales

**53**

-9.62%

New Listings

**69**

-11.54%

Expired Listings

**3**

-85.7%

Unit Sales/Listings Ratio

**76.81%**

+2.45%

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



# THE MARKET IN DETAIL

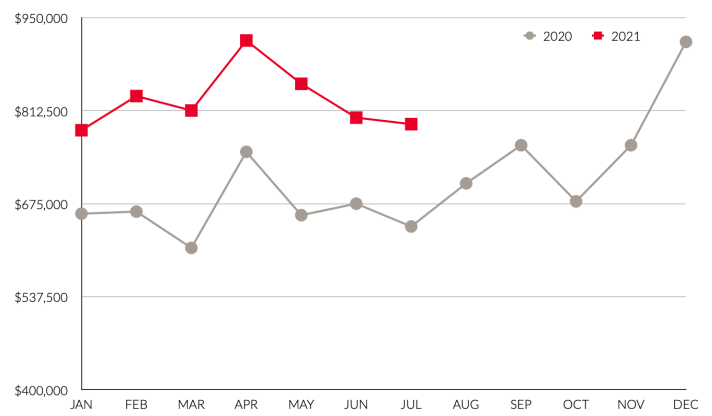
	2019	2020	2021	2020-2021
<b>YTD Volume Sales</b>	\$159,381,071	\$172,510,079	\$337,825,836	+95.83%
<b>YTD Unit Sales</b>	282	263	406	+54.37%
<b>YTD New Listings</b>	451	397	496	+24.94%
<b>YTD Sales/Listings Ratio</b>	62.53%	66.25%	81.85%	+15.61%
<b>YTD Expired Listings</b>	42	55	28	-49.1%
<b>July Volume Sales</b>	\$27,527,245	\$37,199,352	\$42,012,039	+12.94%
<b>July Unit Sales</b>	48	58	53	-9.62%
<b>July New Listings</b>	66	78	69	-11.54%
<b>July Sales/Listings Ratio</b>	72.73%	74.36%	76.81%	+2.45%
<b>July Expired Listings</b>	6	21	3	-85.7%
<b>YTD Sales: Under \$0-\$199K</b>	9	6	8	+33.33%
<b>YTD Sales: Under \$200K-\$349K</b>	25	13	3	-76.92%
<b>YTD Sales: Under \$350K-\$549K</b>	129	76	42	-44.74%
<b>YTD Sales: Under \$550K-\$749K</b>	79	98	136	+38.78%
<b>YTD Sales: Under \$750K-\$999K</b>	27	42	133	+216.67%
<b>YTD Sales: \$1M+</b>	13	28	83	+196.43%
<b>YTD Average Days-On-Market</b>	37.71	30.43	16.86	-44.6%
<b>YTD Average Sale Price</b>	\$551,557	\$665,662	\$827,759	+24.4%
<b>YTD Median Sale Price</b>	\$527,500	\$615,000	\$775,000	+26.02%

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

# AVERAGE SALE PRICE

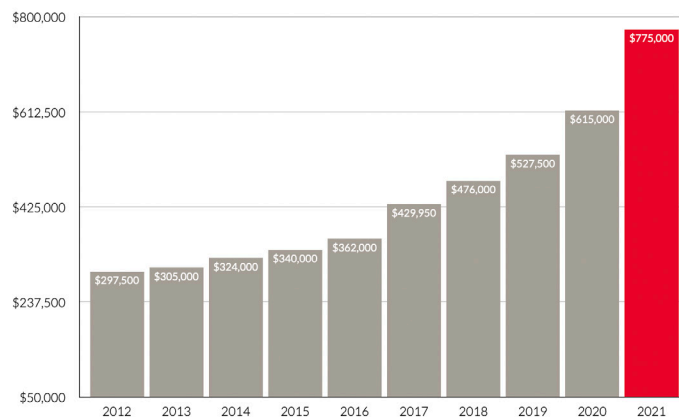


Year-Over-Year

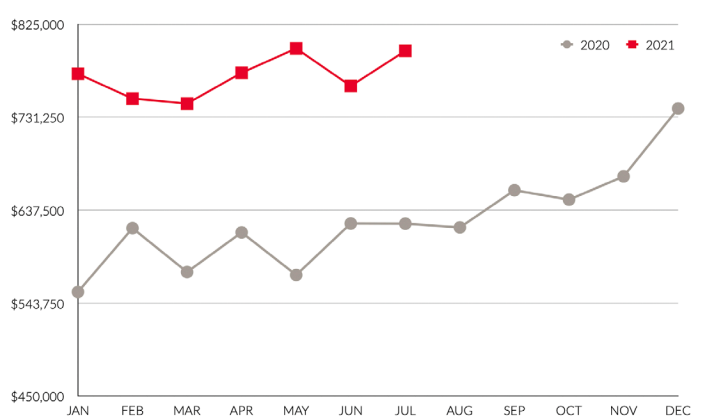


Month-Over-Month 2020 vs. 2021

# MEDIAN SALE PRICE



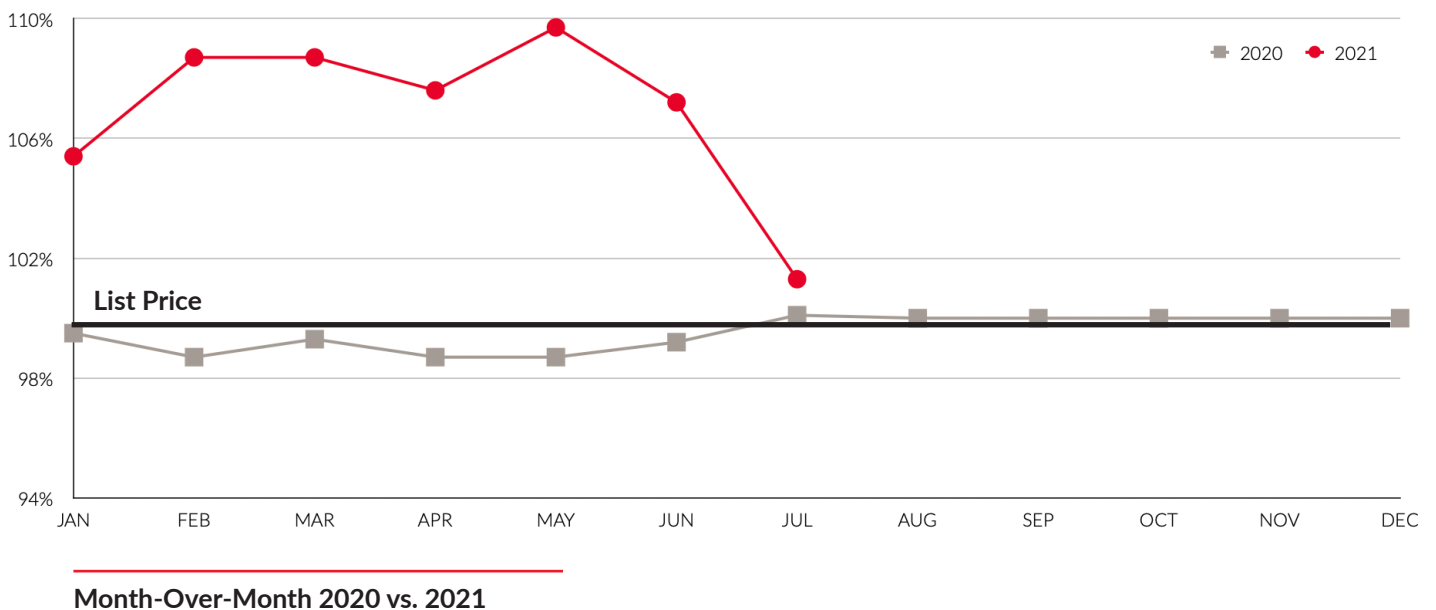
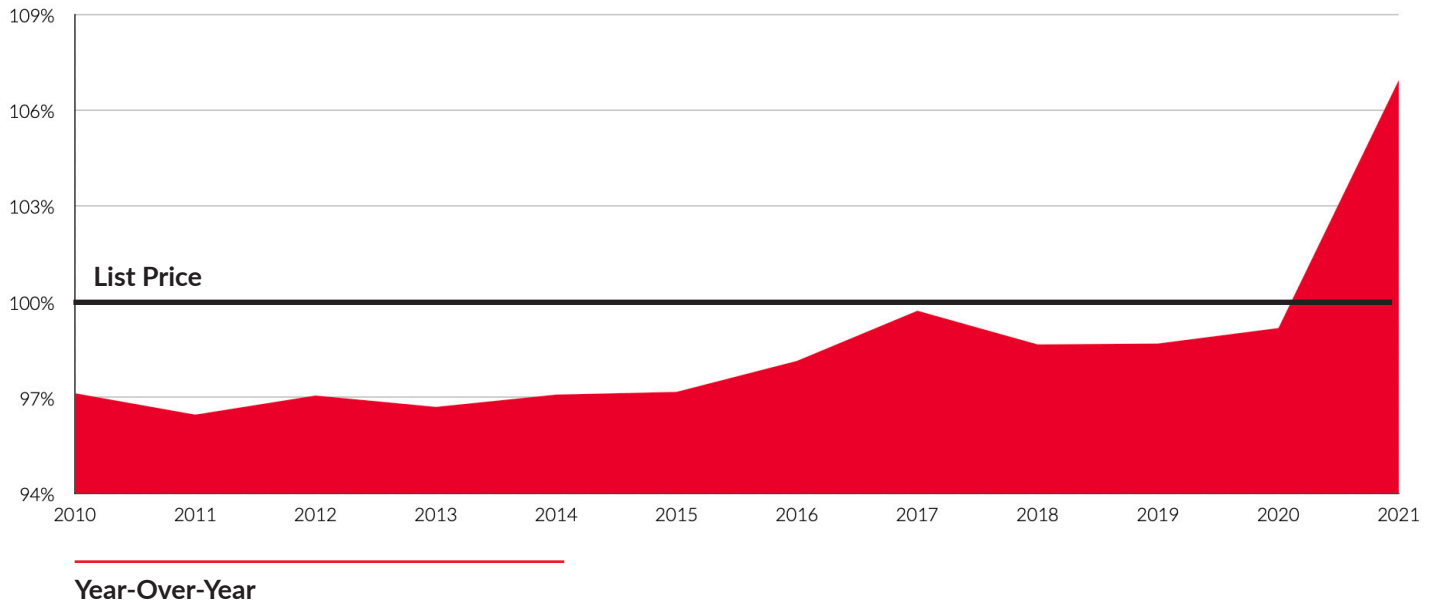
Year-Over-Year



Month-Over-Month 2020 vs. 2021

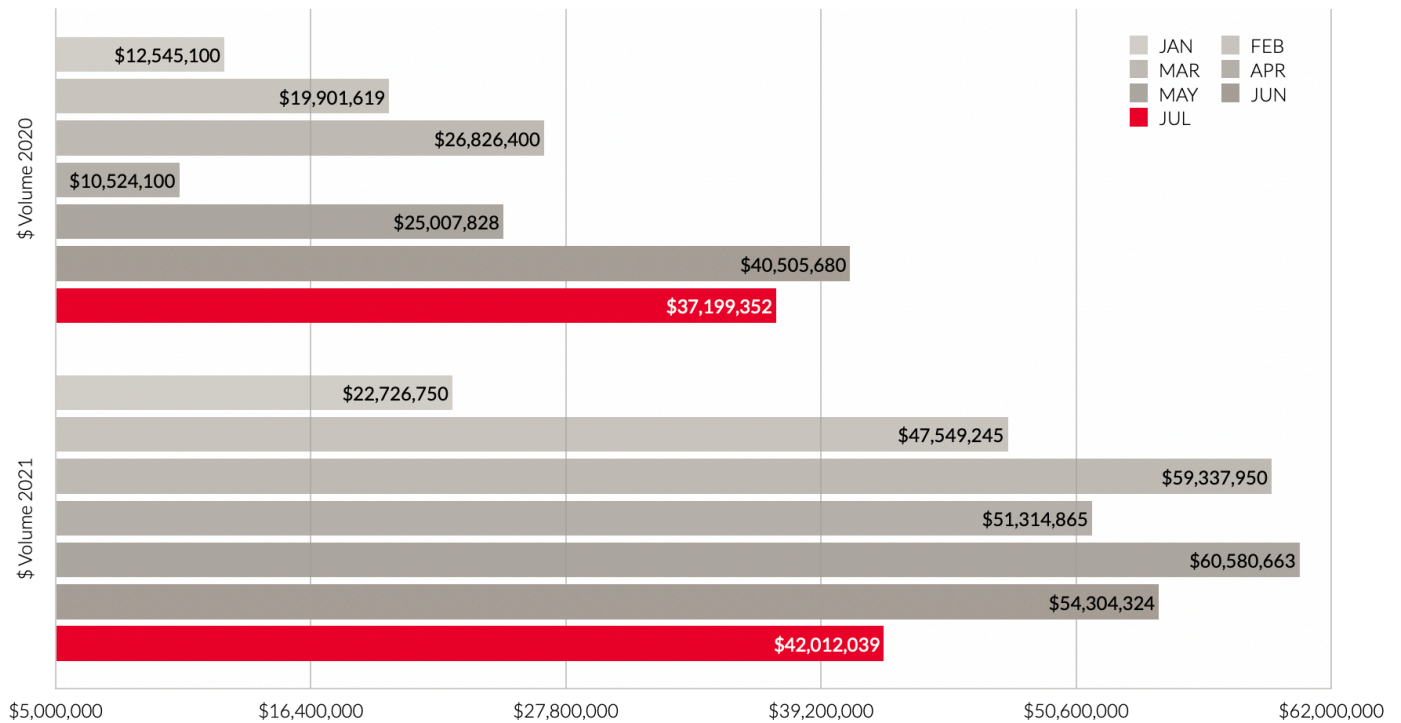
\* Median sale price is based on residential sales (including freehold and condominiums).

# SALE PRICE VS. LIST PRICE RATIO

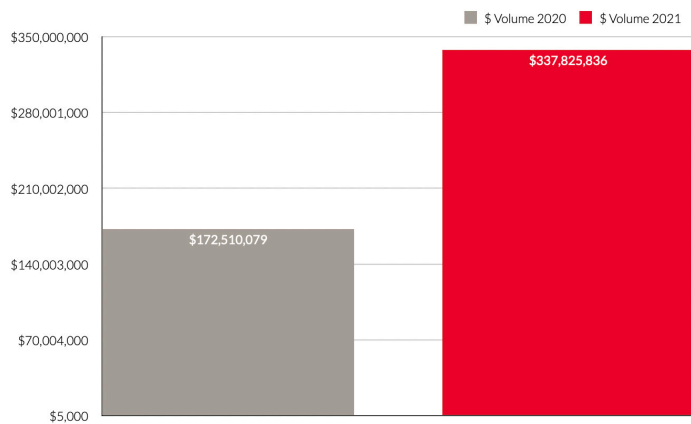




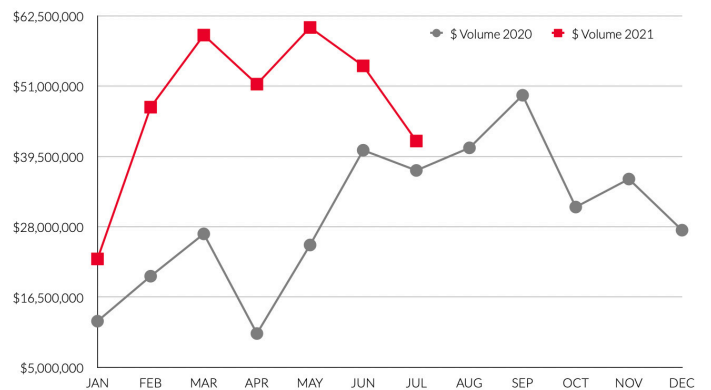
# DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

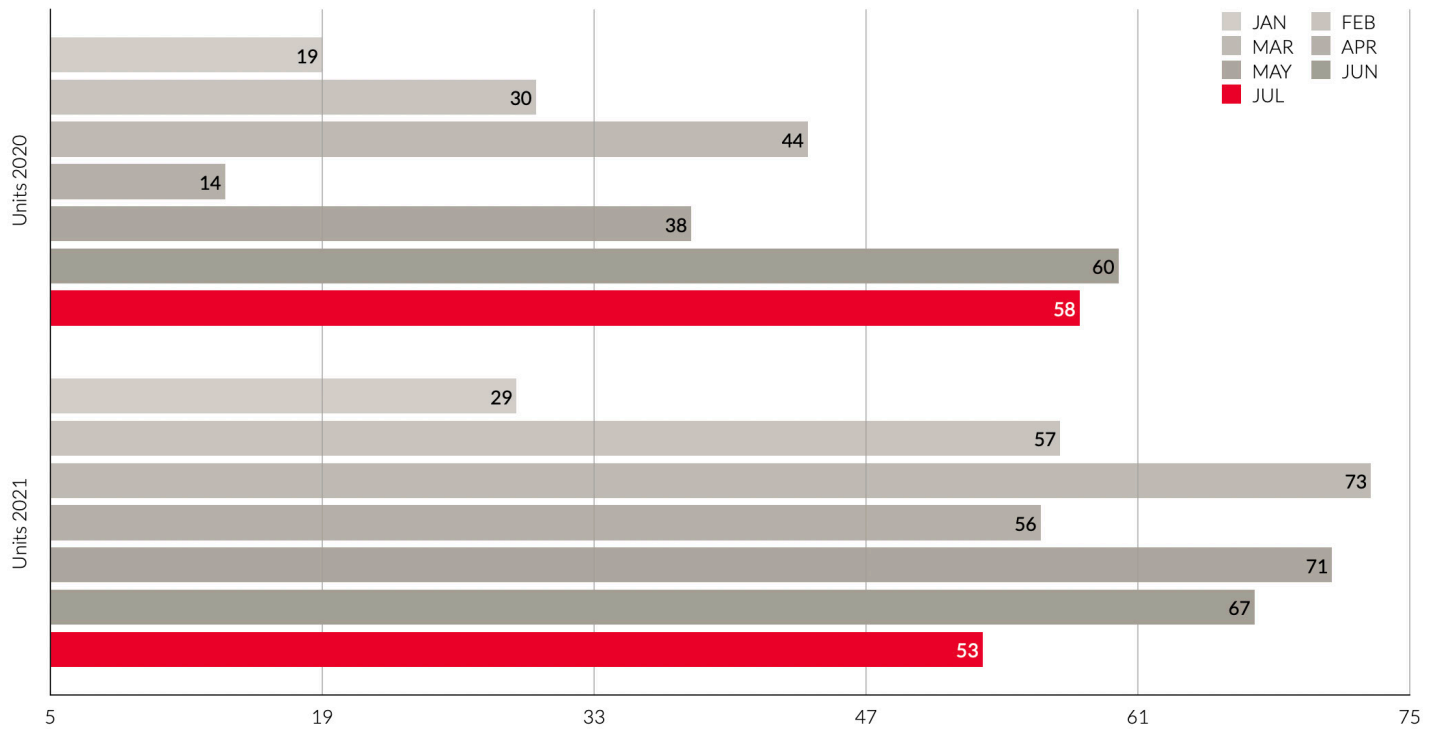


Yearly Totals 2020 vs. 2021

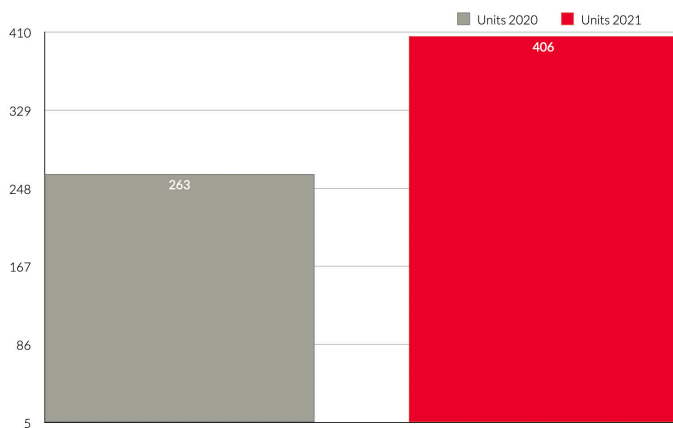


Month vs. Month 2020 vs. 2021

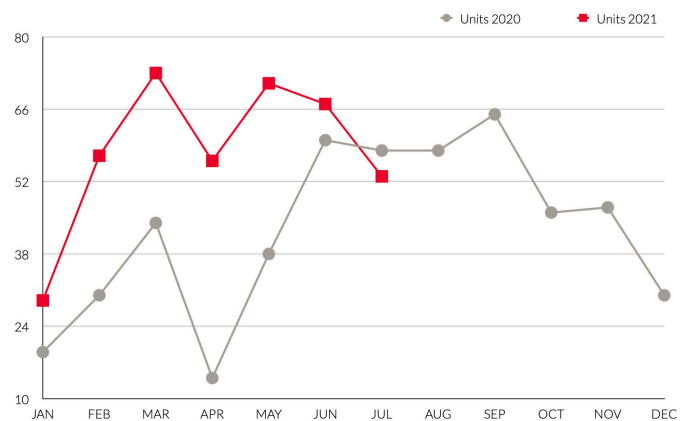
# UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

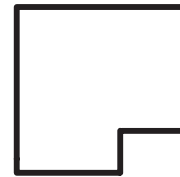
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

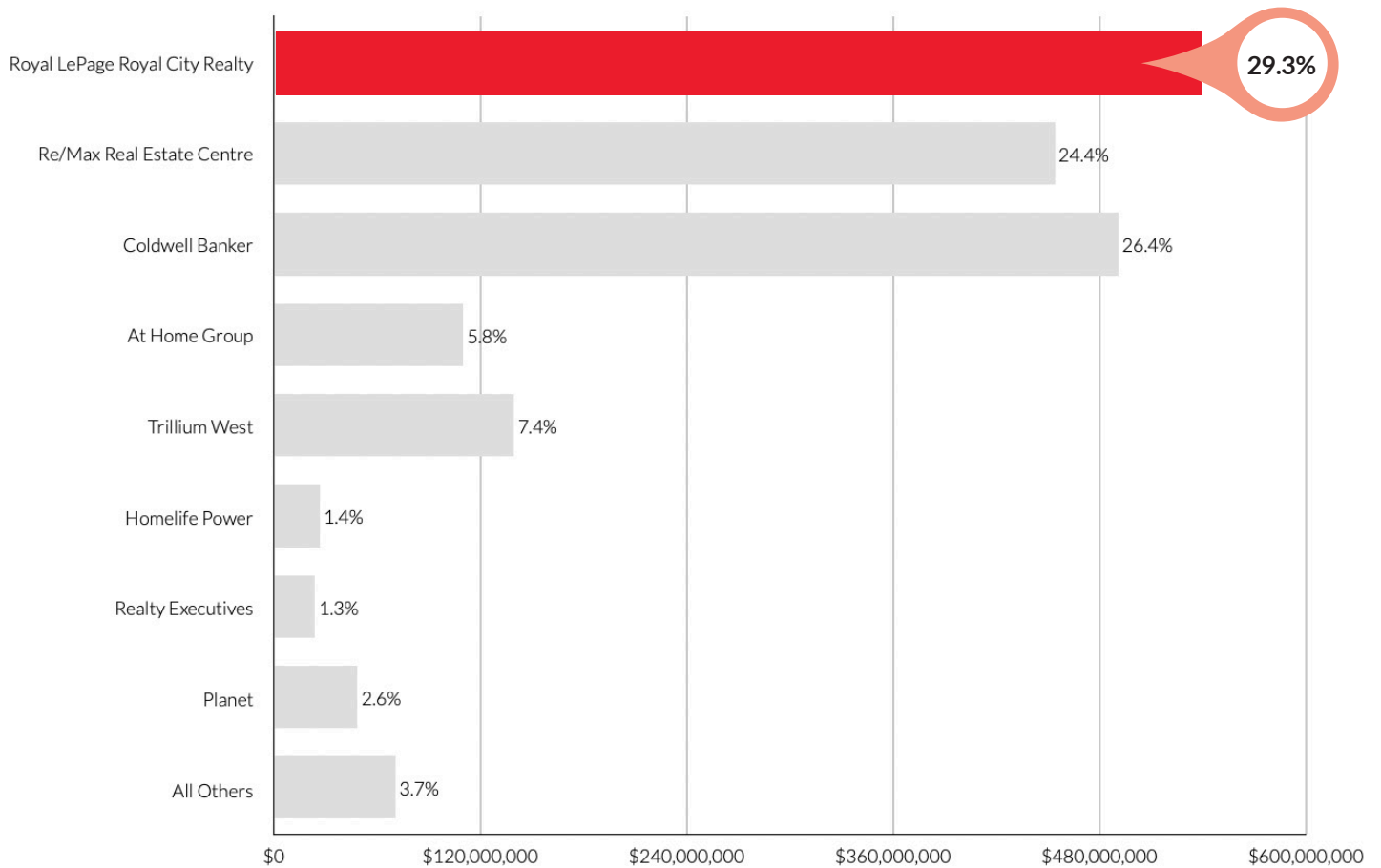
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 <b>\$292,479,782</b> +95.71%	 <b>\$26,071,139</b> +215.12%	 <b>\$5,532,000</b> +51.7%
YTD Unit Sales	 <b>329</b> +48.87%	 <b>47</b> +147.37%	 <b>4</b> -33.3%
YTD Average Sale Price	 <b>\$888,996</b> +31.46%	 <b>\$554,705</b> +27.39%	 <b>\$1,383,000</b> +127.6%
July Sales Volume	 <b>\$36,424,150</b> +7.53%	 <b>\$3,551,389</b> +81.59%	 <b>\$0</b> No change
July Unit Sales	 <b>39</b> -22%	 <b>7</b> +75%	 <b>0</b> No change

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





# MARKET DOMINANCE



## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
July 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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