



2021 AUGUST

CENTRE WELLINGTON Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

SELLER'S MARKET

The demand for homes within Wellington County shows no signs of slowing as we head into the fall months. Despite a decrease in new listings for August, the selling prices of homes in this area continue to climb and buyer demand remains steady. As a result, homes remain on the market for fewer days, suggesting a strong seller's market. As we head into the fall we expect listings and sales to increase.



August year-over-year sales volume of \$40,652,300

Down 0.6% from 2020's \$40,896,855 with unit sales of 54 down 6.9% from last August's 58. New listings of 45 are down 47.67% from a year ago, with the sales/listing ratio of 120% up 52.56%.



Year-to-date sales volume of \$378,478,136

Up 77.35% from 2020's \$213,406,934 with unit sales of 460 up 43.3% from last August's 321. New listings of 541 are up 12.01% from a year ago, with the sales/listing ratio of 85.03% up 18.57%.



Year-to-date average sale price of \$818,392

Up from \$670,594 one year ago with median sale price of \$768,850 up from \$617,125 one year ago. Average days-on-market of 17.63 is down 11.87 days from last year.

AUGUST NUMBERS

Median Sale Price

\$737,450

+18.94%

Sales Volume

\$40,652,300

-0.6%

Unit Sales

54

-6.9%

New Listings

45

-47.67%

Expired Listings

3

-80%

Unit Sales/Listings Ratio

120%

+52.56%

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



THE MARKET IN DETAIL

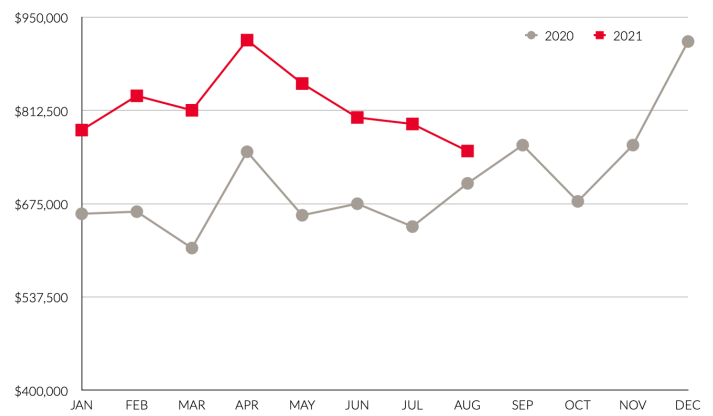
	2019	2020	2021	2020-2021
YTD Volume Sales	\$178,231,340	\$213,406,934	\$378,478,136	+77.35%
YTD Unit Sales	314	321	460	+43.3%
YTD New Listings	511	483	541	+12.01%
YTD Sales/Listings Ratio	61.45%	66.46%	85.03%	+18.57%
YTD Expired Listings	50	70	31	-55.7%
August Volume Sales	\$18,850,269	\$40,896,855	\$40,652,300	-0.6%
August Unit Sales	32	58	54	-6.9%
August New Listings	60	86	45	-47.67%
August Sales/Listings Ratio	53.33%	67.44%	120%	+52.56%
August Expired Listings	8	15	3	-80%
YTD Sales: Under \$0-\$199K	13	7	13	+85.71%
YTD Sales: Under \$200K-\$349K	29	15	5	-66.67%
YTD Sales: Under \$350K-\$549K	144	91	46	-49.45%
YTD Sales: Under \$550K-\$749K	84	123	158	+28.46%
YTD Sales: Under \$750K-\$999K	28	52	145	+178.85%
YTD Sales: \$1M+	17	33	92	+178.79%
YTD Average Days-On-Market	38	29.5	17.63	-40.25%
YTD Average Sale Price	\$556,246	\$670,594	\$818,392	+22%
YTD Median Sale Price	\$516,636	\$617,125	\$768,850	+24.59%

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

AVERAGE SALE PRICE

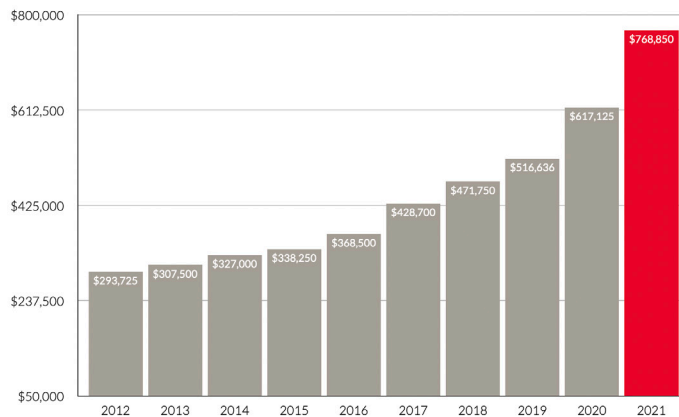


Year-Over-Year

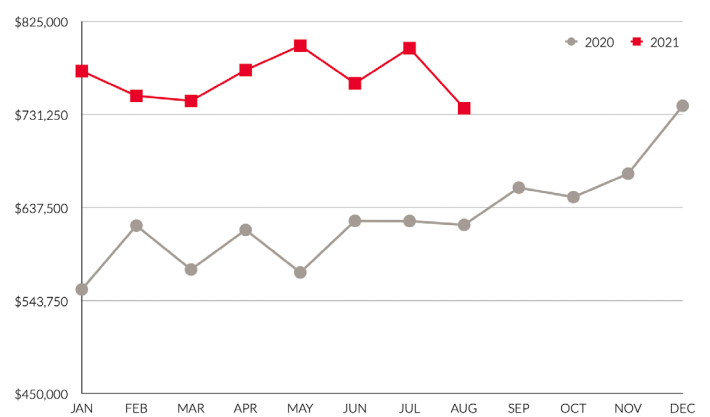


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



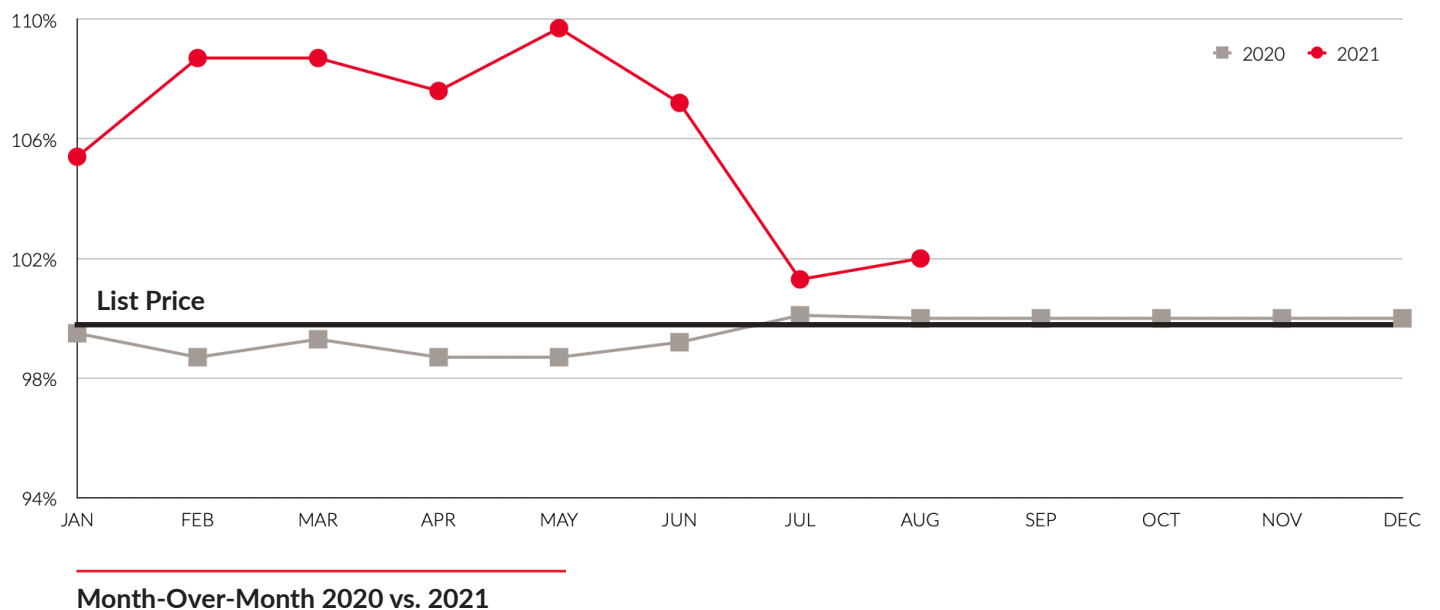
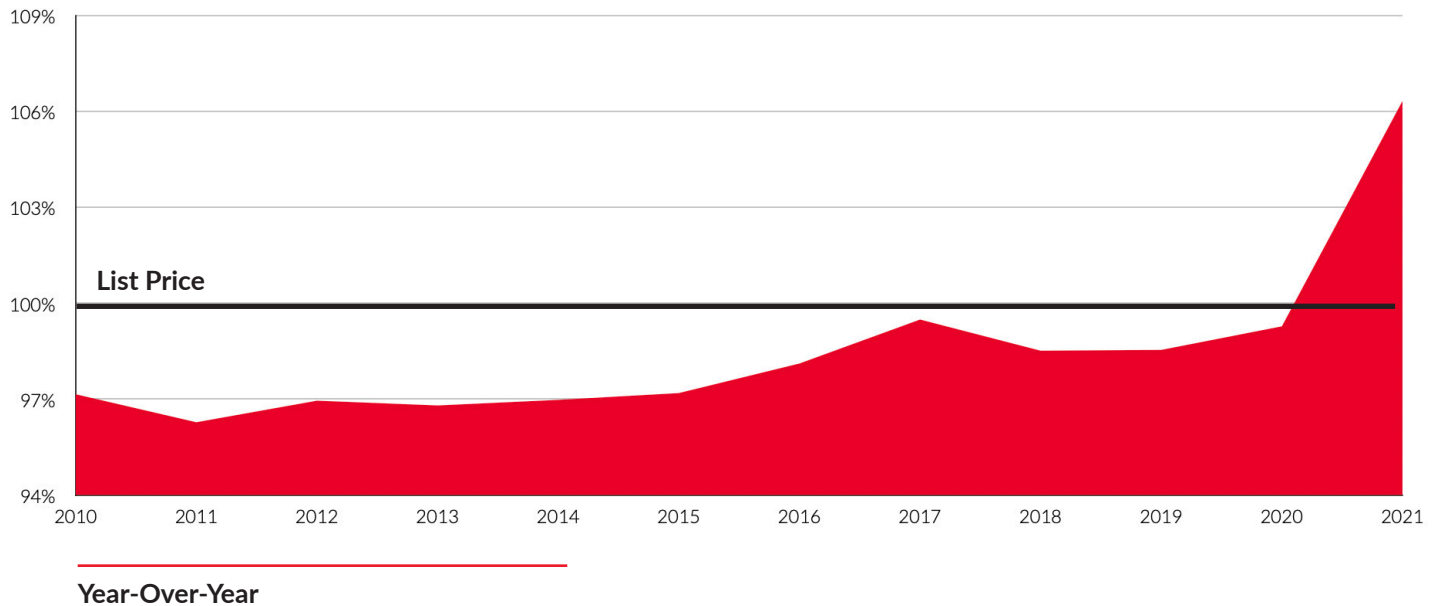
Year-Over-Year



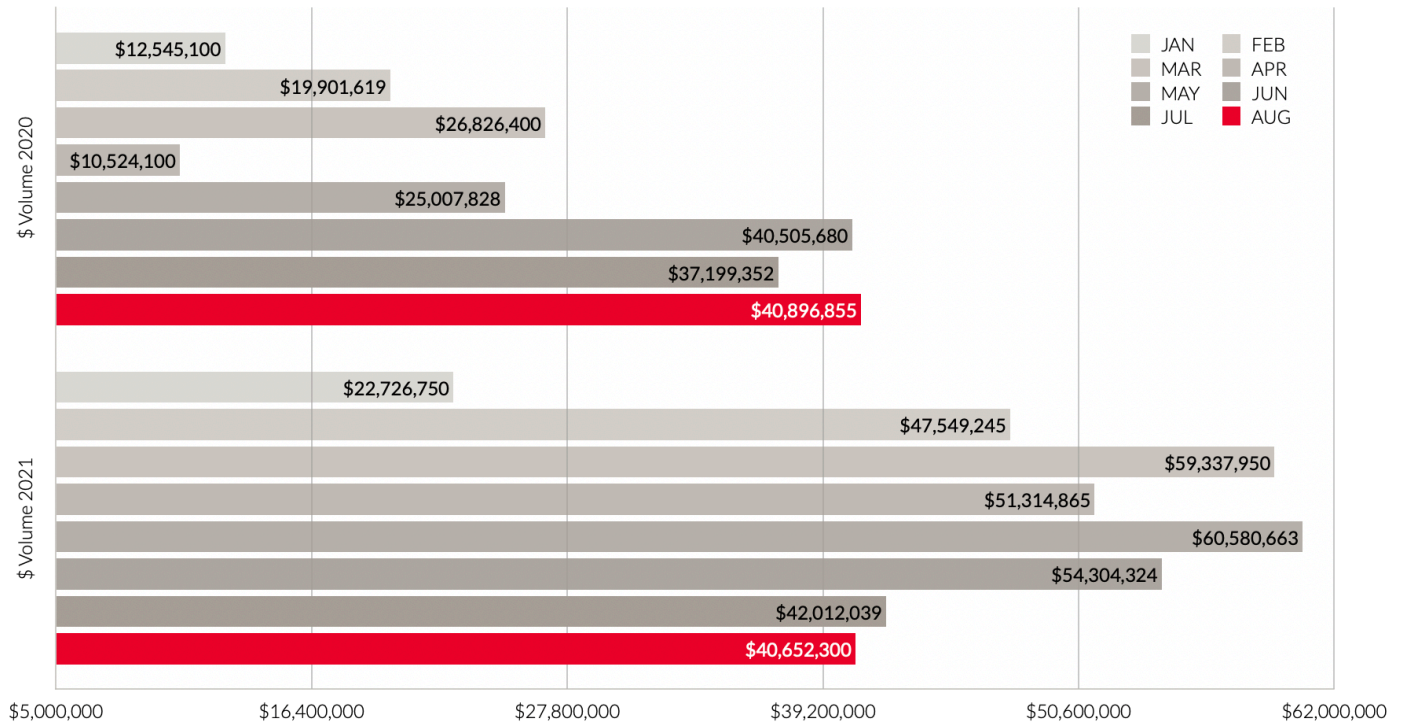
Month-Over-Month 2020 vs. 2021

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

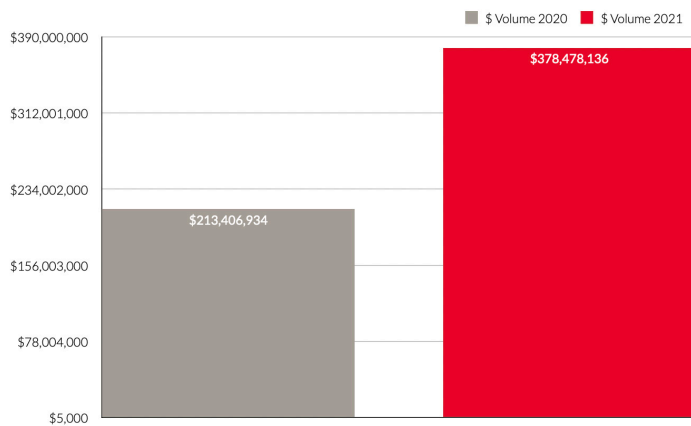
SALE PRICE VS. LIST PRICE RATIO



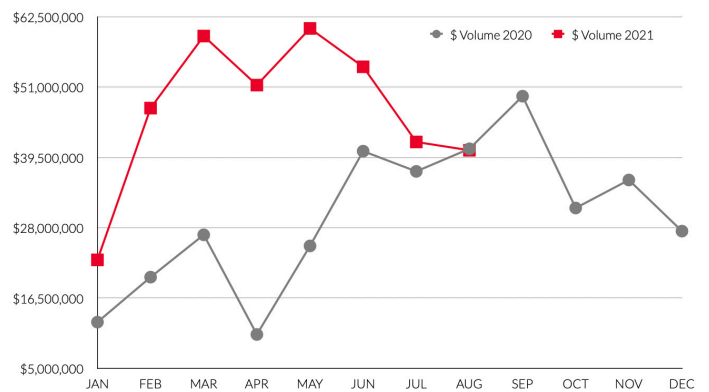
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

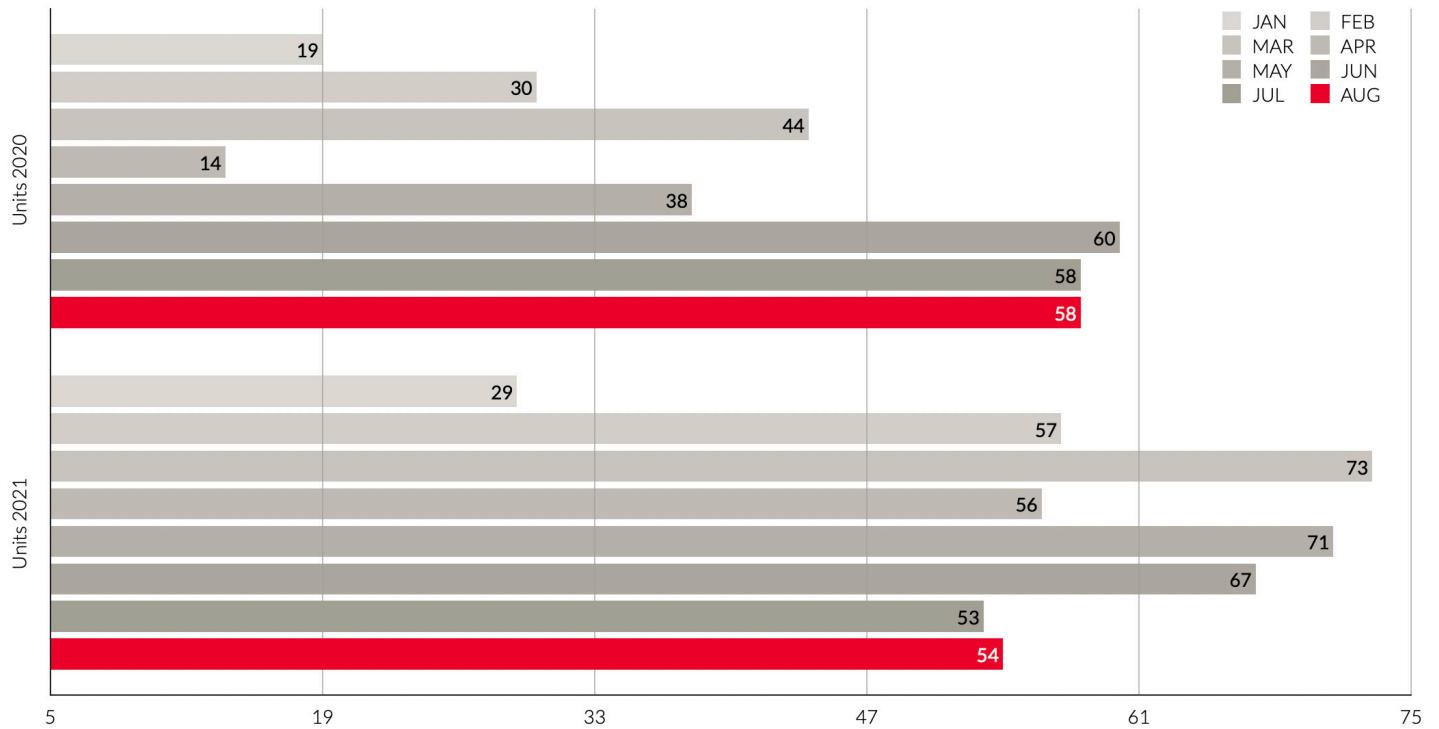


Yearly Totals 2020 vs. 2021

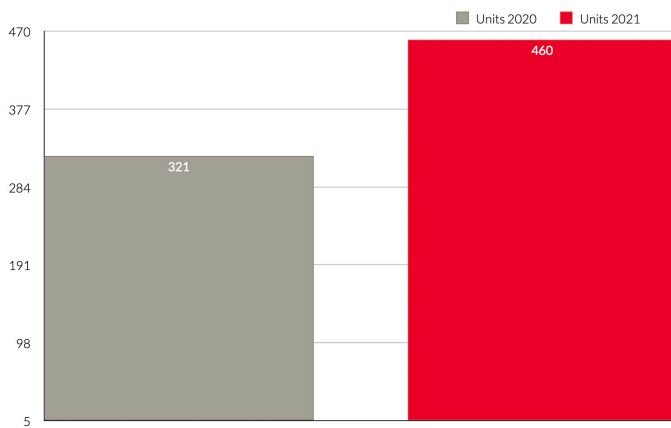


Month vs. Month 2020 vs. 2021

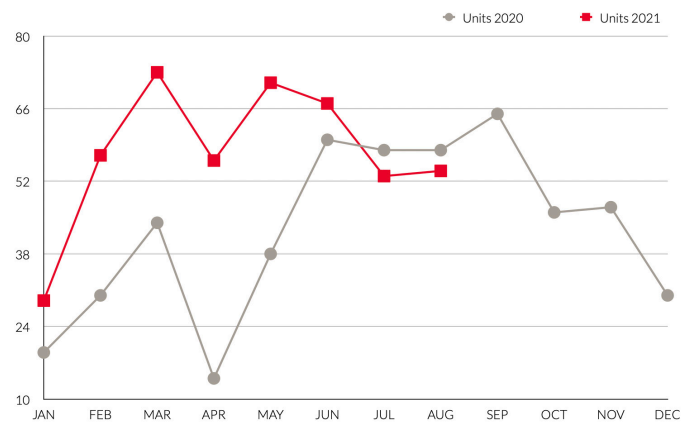
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

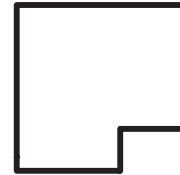
SALES BY TYPE


















FREEHOLD



CONDOMINIUM

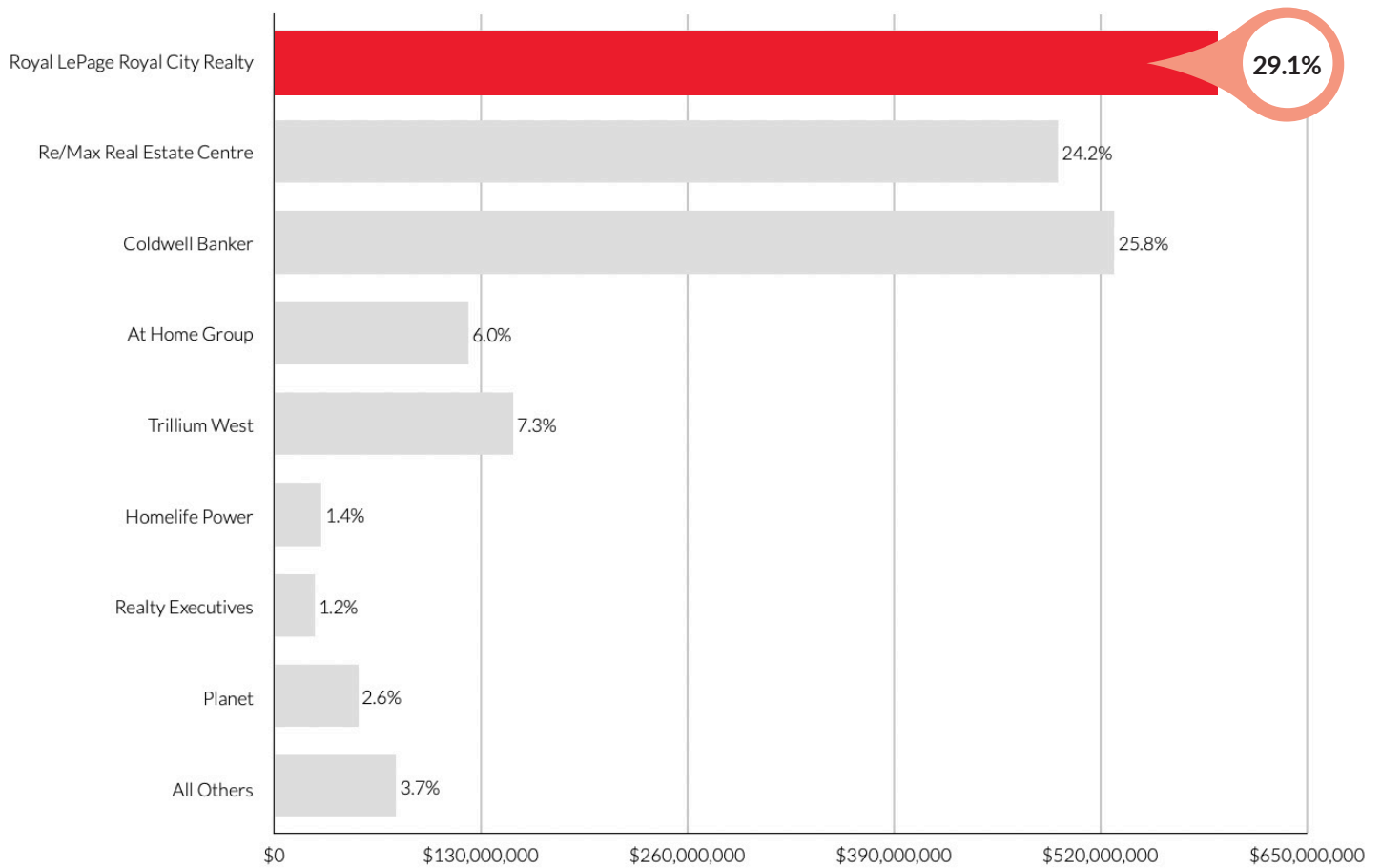


VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$326,348,782 +80.25%	 \$29,195,939 +119.79%	 \$6,207,000 +43.3%
YTD Unit Sales	 368 +39.39%	 52 +79.31%	 6 -14.3%
YTD Average Sale Price	 \$886,817 +29.31%	 \$561,460 +22.57%	 \$1,034,500 +67.2%
August Sales Volume	 \$33,869,000 +7.16%	 \$3,124,800 -37.63%	 \$675,000 -1.5%
August Unit Sales	 39 -9.3%	 5 -50%	 2 +100%

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

MARKET DOMINANCE



Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
August 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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