



2021 SEPTEMBER

CENTRE WELLINGTON Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

SELLER'S MARKET

As we close out Q3, demand for homes in Centre Wellington remains strong. The decrease in overall sales activity this month is due to a lack of inventory which has put continued pressure on prices. We can expect demand to continue to be strong in this area in the coming months.



September year-over-year sales volume of \$32,629,924

Down 34.08% from 2020's \$49,497,610 with unit sales of 37 down 43.08% from last September's 65. New listings of 42 are down 30% from a year ago, with the sales/listing ratio of 88.10% down 20.24%.



Year-to-date sales volume of \$411,108,060

Up 56.37% from 2020's \$262,904,544 with unit sales of 497 up 28.76% from last September's 386. New listings of 583 are up 7.37% from a year ago, with the sales/listing ratio of 85.25% up 71.09%.



Year-to-date average sale price of \$825,447

Up from \$680,695 one year ago with median sale price of \$775,000 up from \$619,250 one year ago. Average days-on-market of 17 is down 12 days from last year.

SEPTEMBER NUMBERS

Median Sale Price

\$855,000

+30.04%

Sales Volume

\$32,629,924

-34.08%

Unit Sales

37

-43.08%

New Listings

42

-30%

Expired Listings

3

+50%

Unit Sales/Listings Ratio

88.10%

-20.24%

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

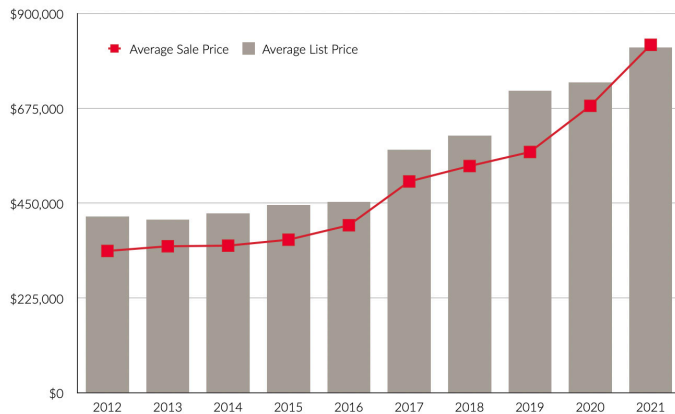


THE MARKET IN DETAIL

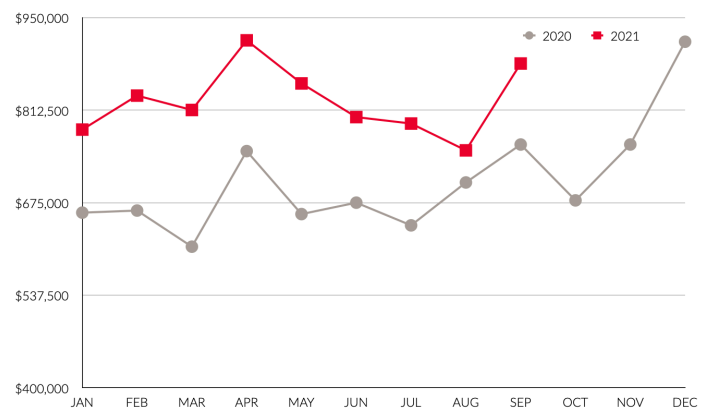
	2019	2020	2021	2020-2021
YTD Volume Sales	\$219,692,940	\$262,904,544	\$411,108,060	+56.37%
YTD Unit Sales	374	386	497	+28.76%
YTD New Listings	596	543	583	+107.37%
YTD Sales/Listings Ratio	62.75%	71.09%	85.25%	+14.16%
YTD Expired Listings	66	72	34	-52.8%
September Volume Sales	\$41,461,600	\$49,497,610	\$32,629,924	-34.08%
September Unit Sales	60	65	37	-%
September New Listings	85	60	42	-30%
September Sales/Listings Ratio	70.59%	108.33%	88.10%	-20.24%
September Expired Listings	16	2	3	+50%
YTD Sales: \$0-\$199K	14	9	16	+77.78%
YTD Sales: \$200K-\$349K	32	18	5	-72.22%
YTD Sales: \$350K-\$549K	161	99	49	-50.51%
YTD Sales: \$550K-\$749K	107	153	164	+7.19%
YTD Sales: \$750K-\$999K	34	65	159	+144.62%
YTD Sales: \$1M+	27	44	103	+134.09%
YTD Average Days-On-Market	38.11	29	17	-41.38%
YTD Average Sale Price	\$571,222	\$680,695	\$825,447	+21.3%
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

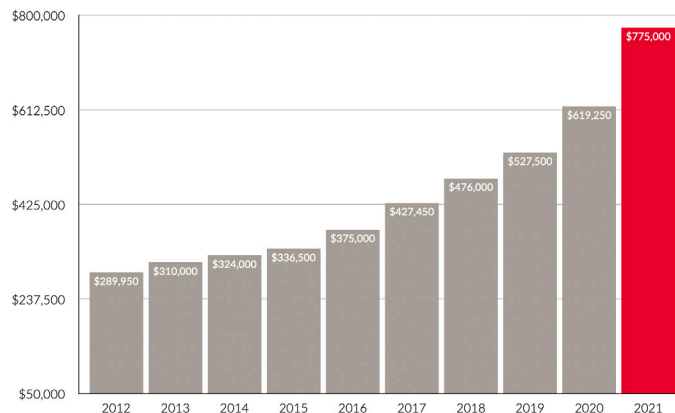


Year-Over-Year

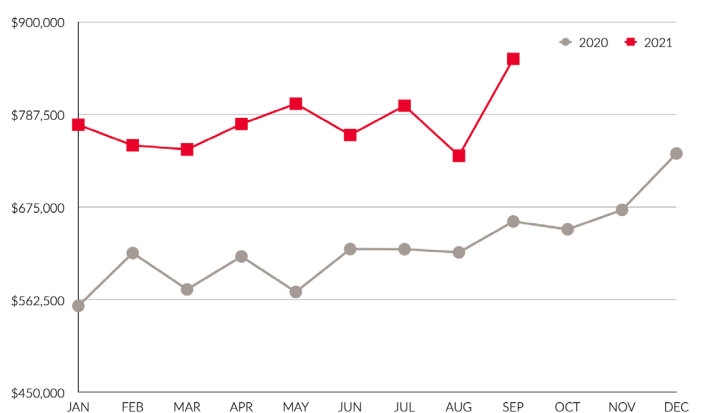


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



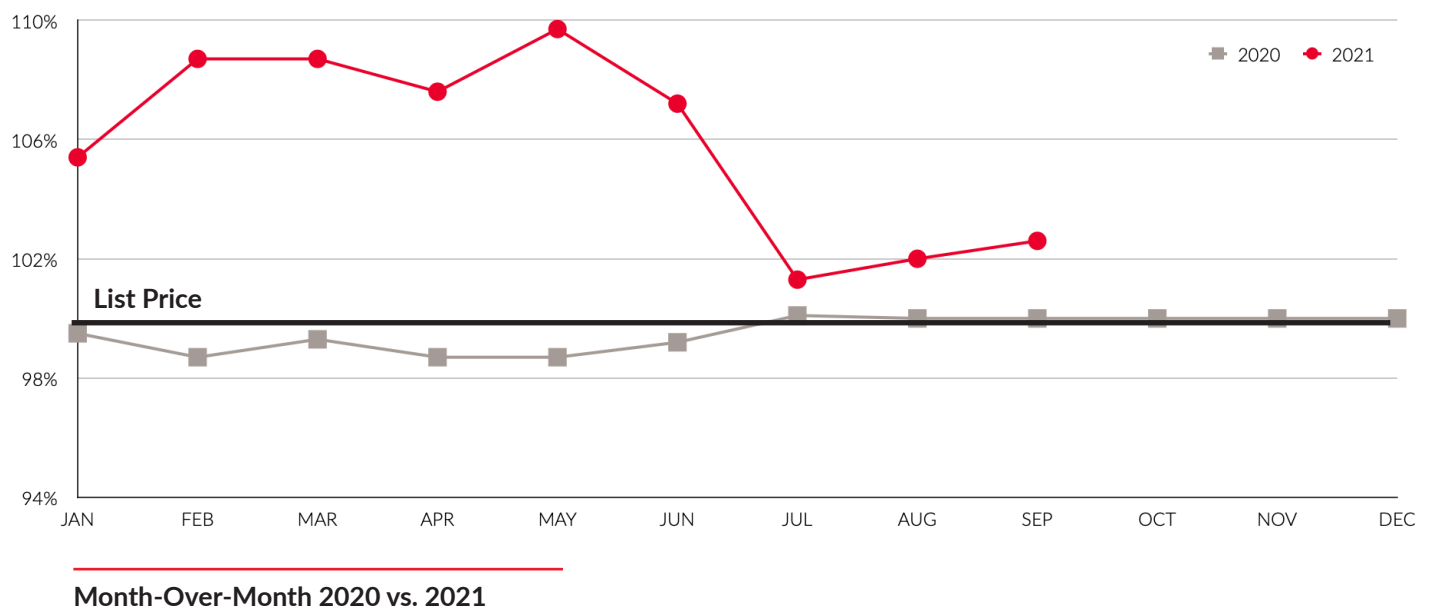
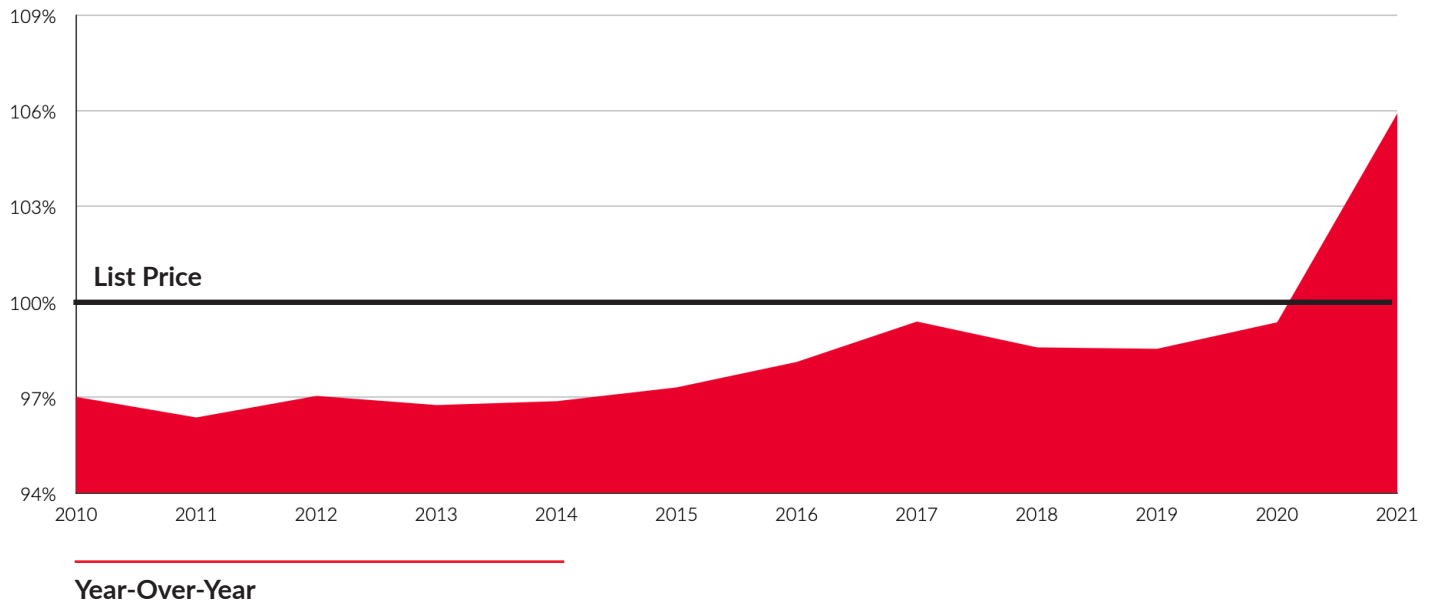
Year-Over-Year



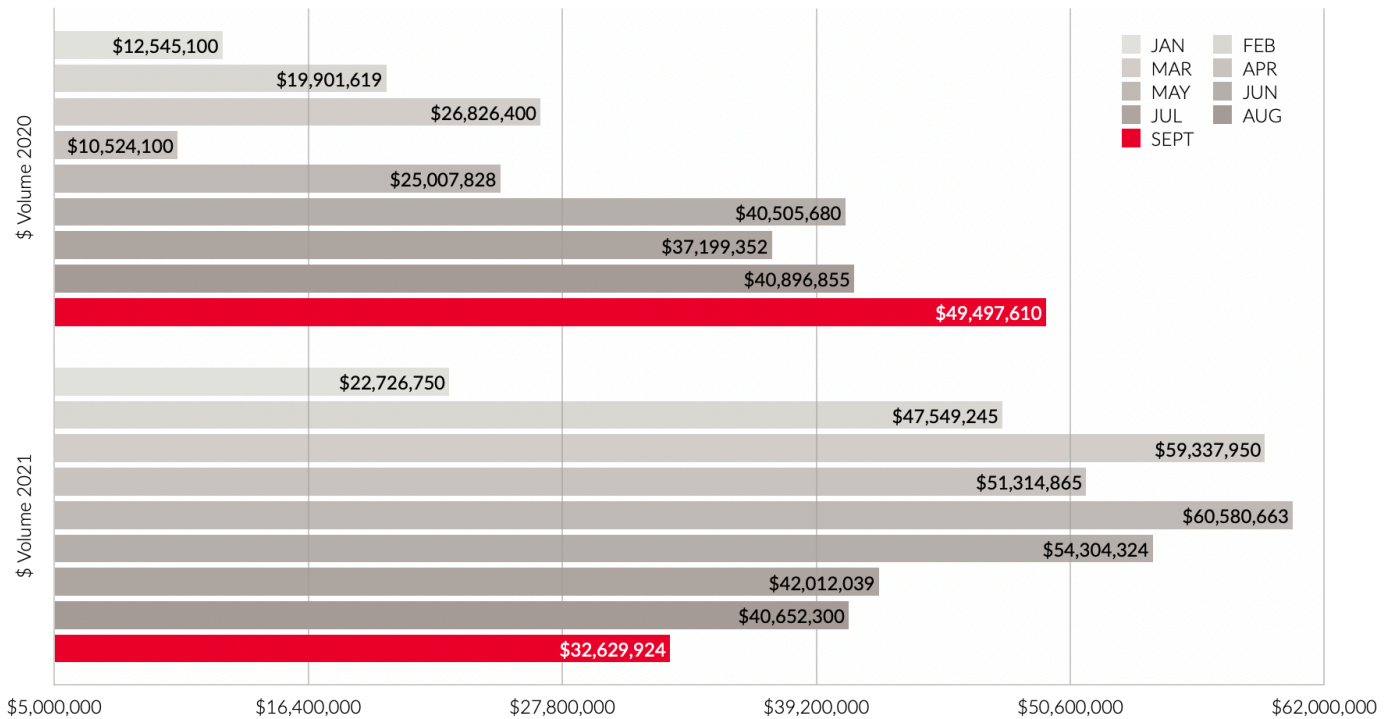
Month-Over-Month 2020 vs. 2021

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

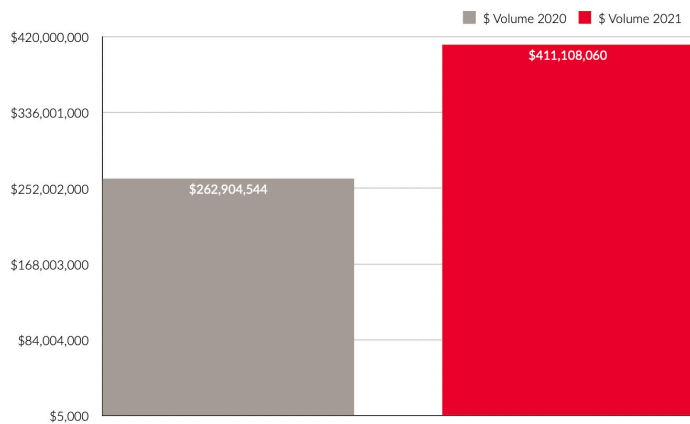
SALE PRICE VS. LIST PRICE RATIO



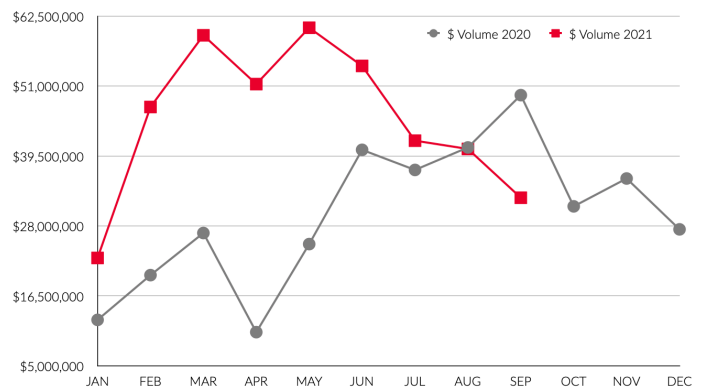
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

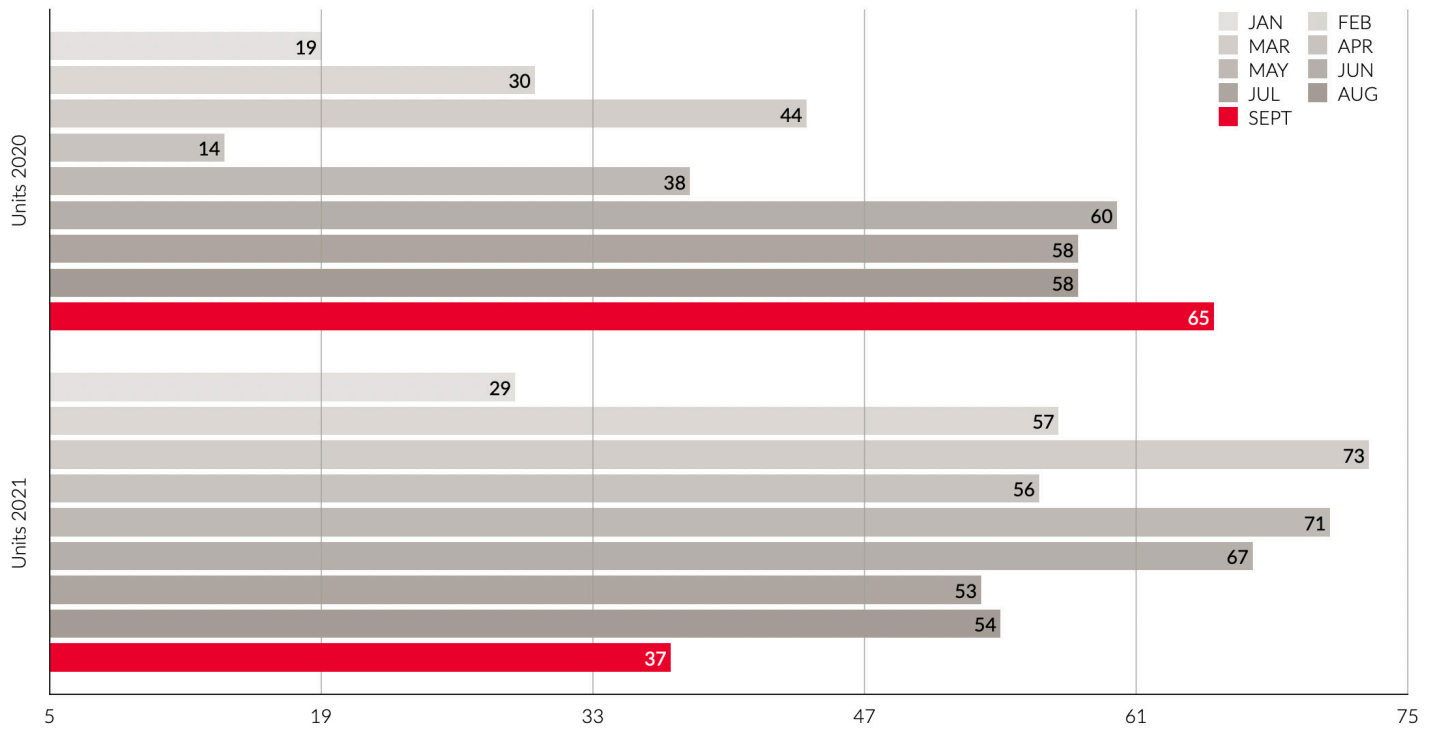


Yearly Totals 2020 vs. 2021

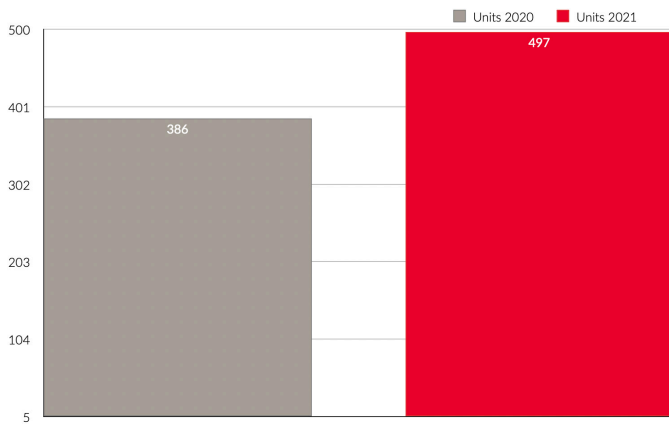


Month vs. Month 2020 vs. 2021

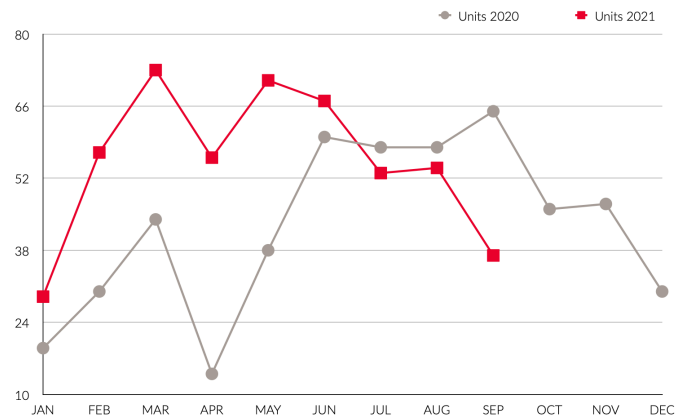
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

SALES BY TYPE


















FREEHOLD



CONDOMINIUM

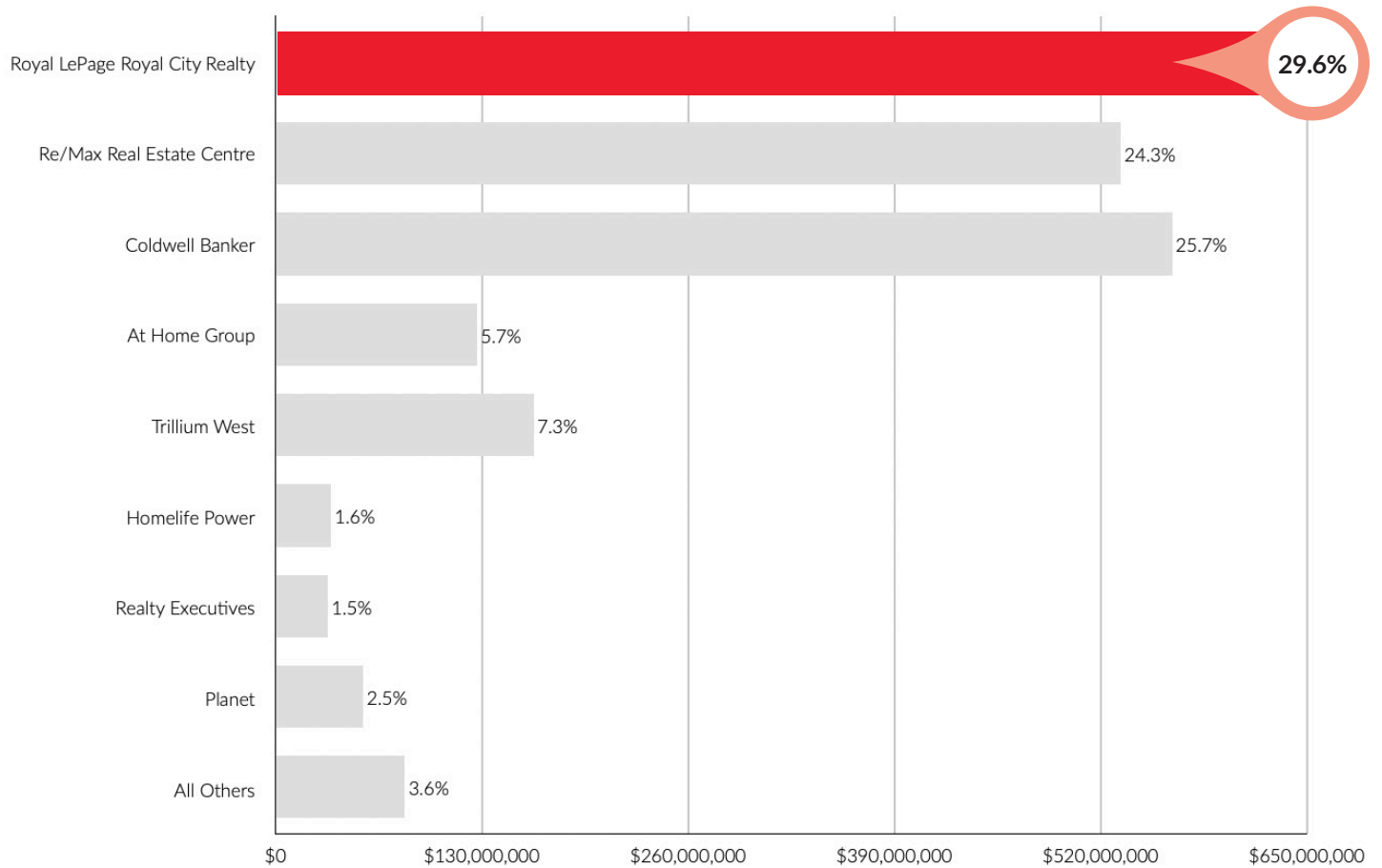


VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$355,185,282 +58.64%	 \$32,035,794 +86.42%	 \$6,207,000 +43.3%
YTD Unit Sales	 397 +25.63%	 55 +51.35%	 6 -14.3%
YTD Average Sale Price	 \$894,673 +26.27%	 \$572,068 +23.17%	 \$1,034,500 +67.2%
September Sales Volume	 \$28,836,500 -32.68%	 \$2,839,855 -27.2%	 \$0 No Change
September Unit Sales	 29 -44.23%	 4 -50%	 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
September 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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