



2021 OCTOBER

CENTRE WELLINGTON Real Estate Market Report



OVERVIEW

SELLER'S MARKET

As we begin Q4, the 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. With a 100% sale to list ratio, we can expect demand to continue to be strong in this area in the coming months.



October year-over-year sales volume of \$38,711,888

Up 24.04% from 2020's \$31,210,019 with unit sales of 42 down 8.7% from last October's 46. New listings of 42 are down 28.81% from a year ago, with the sales/listing ratio of 100% up 23.33%.



Year-to-date sales volume of \$449,819,948

Up 52.94% from 2020's \$294,114,563 with unit sales of 539 up 24.77% from last October's 432. New listings of 625 are up 3.82% from a year ago, with the sales/listing ratio of 86.24% up 14.48%.



Year-to-date average sale price of \$835,074

Up from \$680,473 one year ago with median sale price of \$775,500 up from \$619,625 one year ago. Average days-on-market of 17.9 is down 10.7 days from last year.

OCTOBER NUMBERS

Median Sale Price

\$888,888

+37.17%

Sales Volume

\$38,711,888

+24.04%

Unit Sales

42

-8.7%

New Listings

42

-28.81%

Expired Listings

3

-40%

Unit Sales/Listings Ratio

100%

+23.33%

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

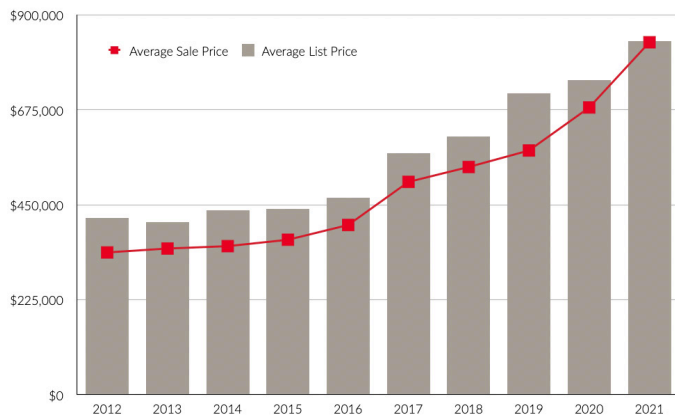


THE MARKET IN DETAIL

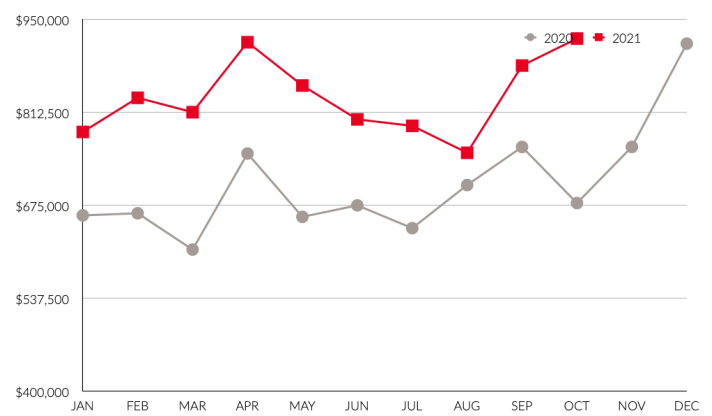
	2019	2020	2021	2020-2021
YTD Volume Sales	\$251,860,315	\$294,114,563	\$449,819,948	+52.94%
YTD Unit Sales	424	432	539	+24.77%
YTD New Listings	649	602	625	+3.82%
YTD Sales/Listings Ratio	65.33%	71.76%	86.24%	+14.48%
YTD Expired Listings	84	77	37	-51.9%
October Volume Sales	\$32,167,375	\$31,210,019	\$48,711,888	+24.04%
October Unit Sales	50	46	42	-8.7%
October New Listings	53	59	42	-28.81%
October Sales/Listings Ratio	58.82%	76.67%	100%	+23.33%
October Expired Listings	18	5	3	-40%
YTD Sales: \$0-\$199K	15	10	16	+60%
YTD Sales: \$200K-\$349K	34	19	5	-73.68%
YTD Sales: \$350K-\$549K	179	108	52	-51.85%
YTD Sales: \$550K-\$749K	121	177	174	-1.69%
YTD Sales: \$750K-\$999K	42	73	173	+136.99%
YTD Sales: \$1M+	33	48	118	+145.83%
YTD Average Days-On-Market	38.5	28.6	17.9	-37.41%
YTD Average Sale Price	\$578,532	\$680,473	\$835,074	+22.7%
YTD Median Sale Price	\$530,000	\$619,625	\$775,500	+25.16%

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

AVERAGE SALE PRICE

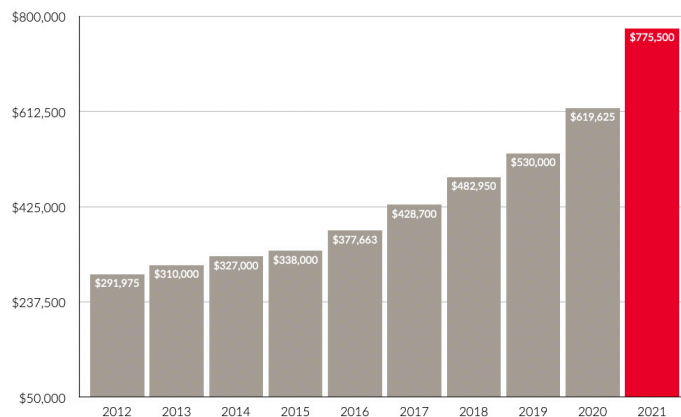


Year-Over-Year

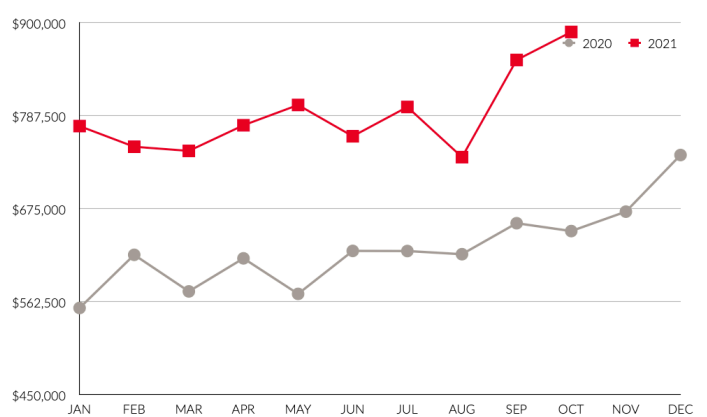


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



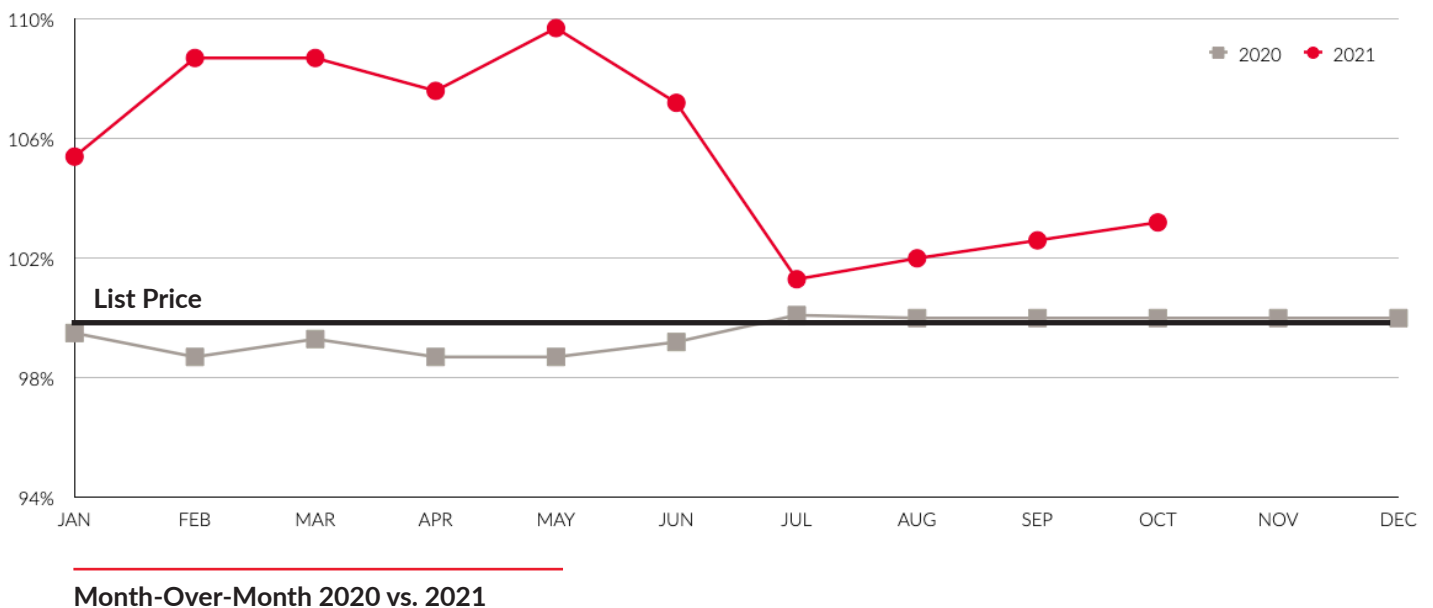
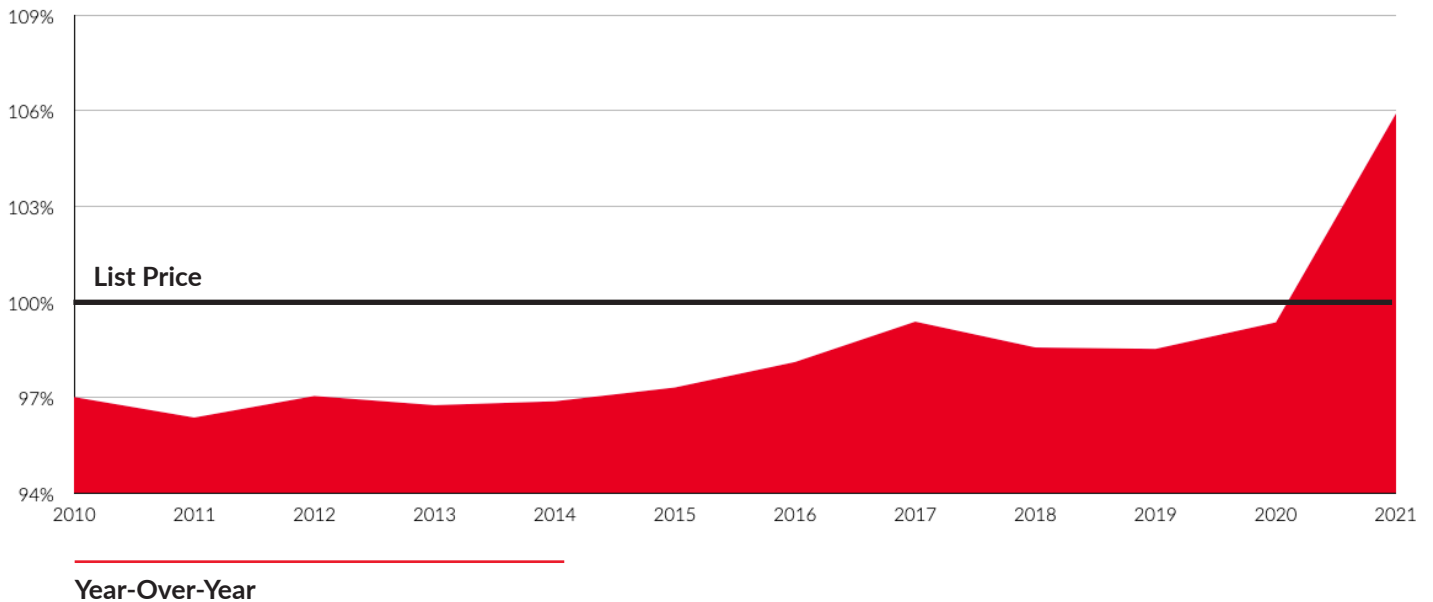
Year-Over-Year



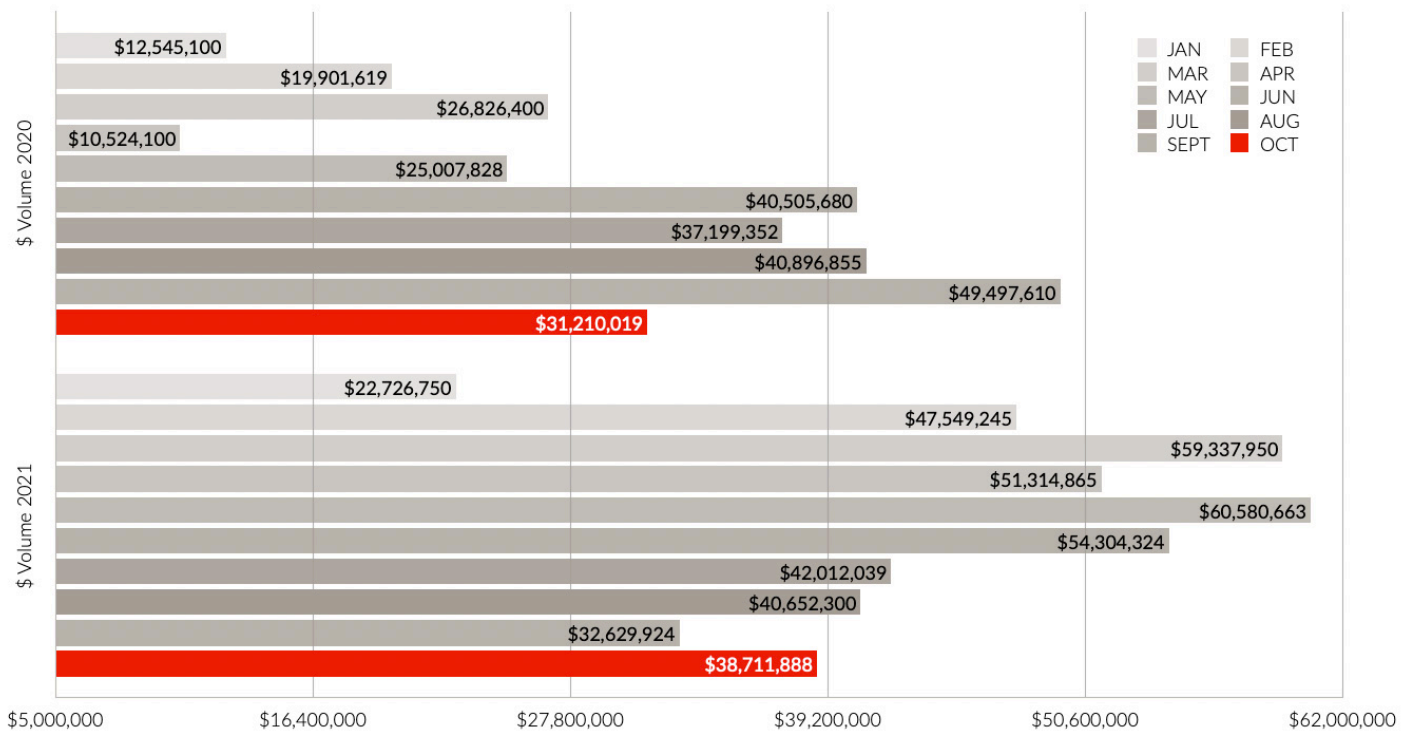
Month-Over-Month 2020 vs. 2021

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

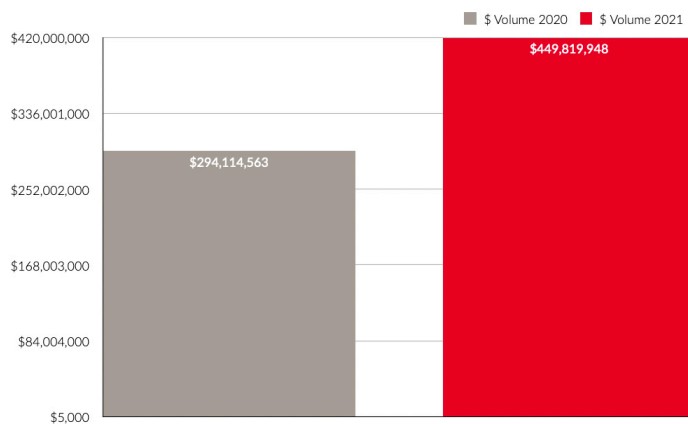
SALE PRICE VS. LIST PRICE RATIO



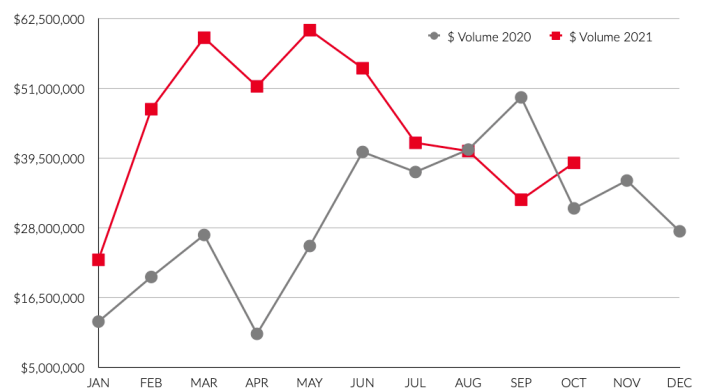
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

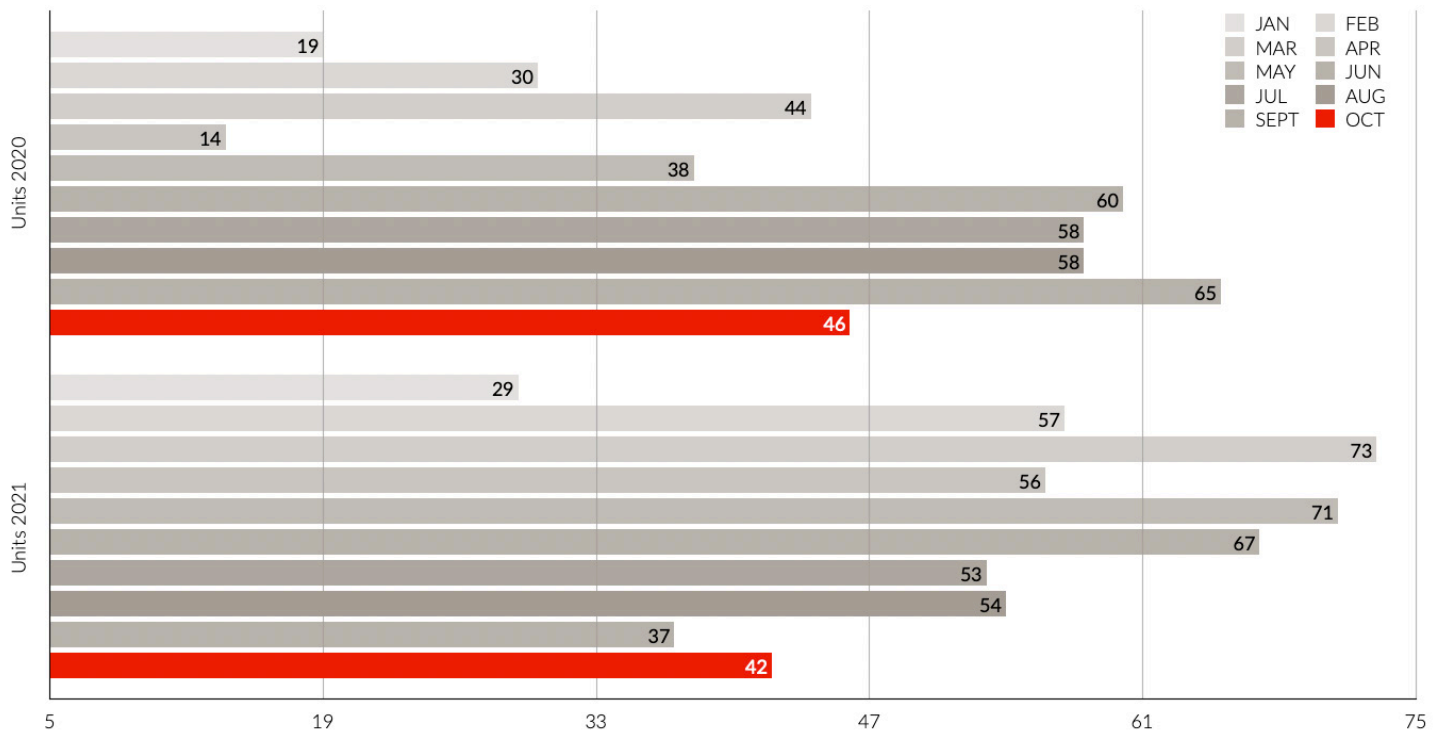


Yearly Totals 2020 vs. 2021

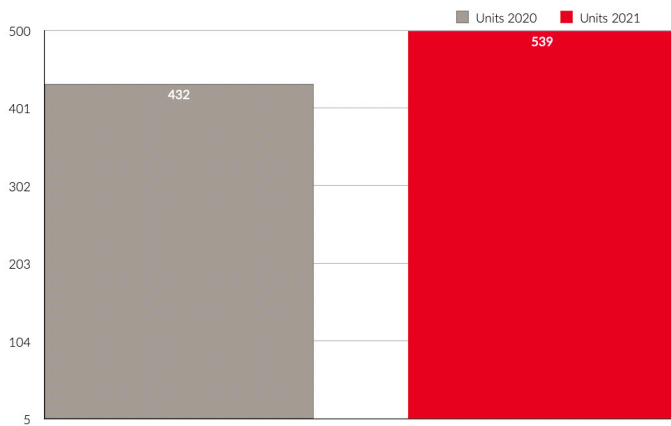


Month vs. Month 2020 vs. 2021

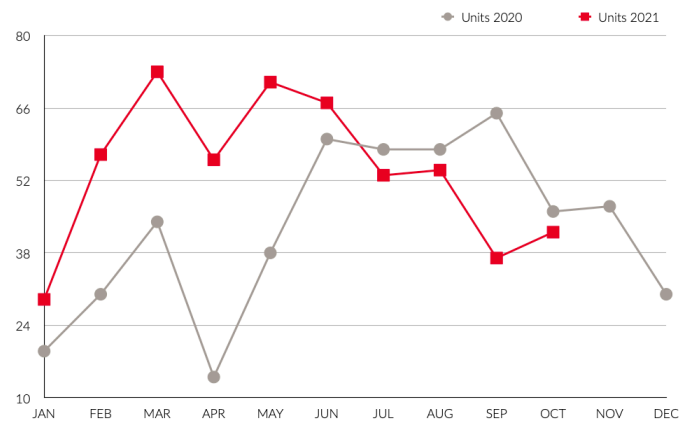
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

SALES BY TYPE


















FREEHOLD



CONDOMINIUM

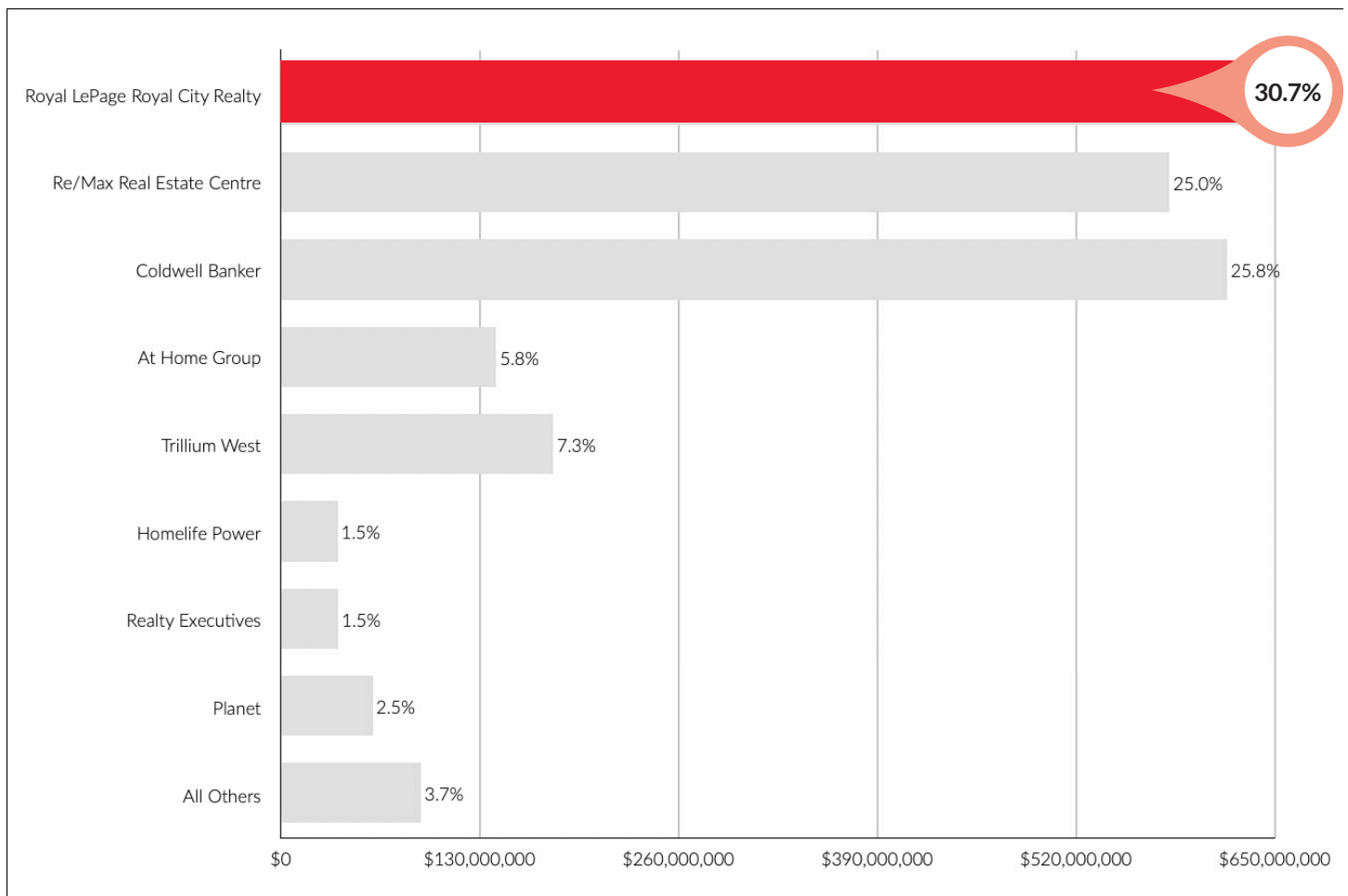


VACANT LAND

YTD Sales Volume	 \$386,546,070 +55.82%	 \$35,285,894 +53.03%	 \$8,522,000 +96.8%
YTD Unit Sales	 429 +22.92%	 61 +29.79%	 9 +28.6%
YTD Average Sale Price	 \$901,040 +26.76%	 \$578,457 +17.91%	 \$946,889 +53%
October Sales Volume	 \$31,360,788 +29.67%	 \$3,250,100 -44.67%	 \$2,315,000 Up from \$0
October Unit Sales	 32 -3.03%	 5 -50%	 3 Up from 0

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

MARKET DOMINANCE



Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
October 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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