



# 2021 NOVEMBER

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



**ROYAL CITY REALTY**  
BROKERAGE

# OVERVIEW

## SELLER'S MARKET

Wellington County continues to show strong demand for homes. 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 to close out the year.



**November year-over-year sales volume of \$24,755,500**

Down 30.84% from 2020's \$35,792,049 with unit sales of 33 down 29.79% from last November's 47. New listings of 34 are down 17.07% from a year ago, with the sales/listing ratio of 78.57% up 0.24%.



**Year-to-date sales volume of \$474,575,448**

Up 43.85% from 2020's \$329,906,612 with unit sales of 572 up 19.42% from last November's 479. New listings of 659 are up 2.49% from a year ago, with the sales/listing ratio of 86.8% up 12.3%.



**Year-to-date average sale price of \$827,355**

Up from \$687,842 one year ago with median sale price of \$775,500 up from \$620,000 one year ago. Average days-on-market of 17.55 is down 10.72 days from last year.

## NOVEMBER NUMBERS

Median Sale Price

**\$747,500**

+11.32%

Sales Volume

**\$24,755,500**

-30.84%

Unit Sales

**33**

-29.79%

New Listings

**34**

-17.07%

Expired Listings

**4**

-33.3%

Unit Sales/Listings Ratio

**78.57%**

+0.24%

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



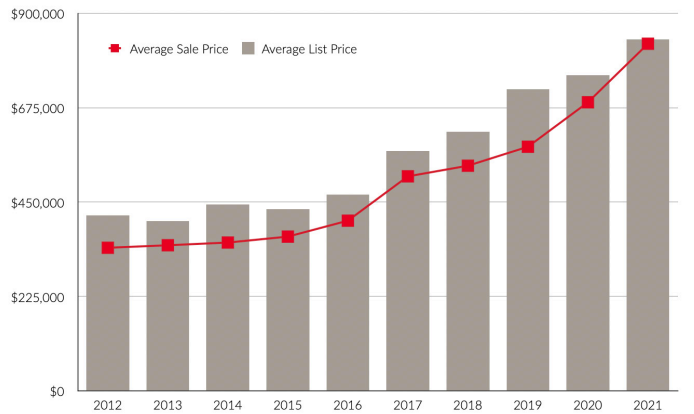


# THE MARKET IN DETAIL

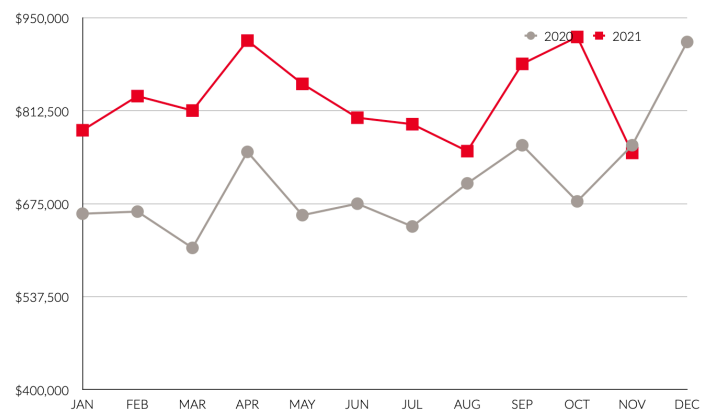
|                                      | 2019          | 2020          | 2021          | 2020-2021 |
|--------------------------------------|---------------|---------------|---------------|-----------|
| <b>YTD Volume Sales</b>              | \$270,919,490 | \$329,906,612 | \$474,575,448 | +43.85%   |
| <b>YTD Unit Sales</b>                | 455           | 479           | 572           | +19.42%   |
| <b>YTD New Listings</b>              | 683           | 643           | 659           | +2.49%    |
| <b>YTD Sales/Listings Ratio</b>      | 66.62%        | 74.49%        | 86.8%         | +12.3%    |
| <b>YTD Expired Listings</b>          | 89            | 83            | 41            | -50.6%    |
| <b>November Volume Sales</b>         | \$19,059,175  | \$35,792,049  | \$24,755,500  | -30.84%   |
| <b>November Unit Sales</b>           | 31            | 47            | 33            | -29.79%   |
| <b>November New Listings</b>         | 34            | 41            | 34            | -17.07%   |
| <b>November Sales/Listings Ratio</b> | 36.47%        | 78.33%        | 78.57%        | +0.24%    |
| <b>November Expired Listings</b>     | 5             | 6             | 4             | -33.3%    |
| <b>YTD Sales: \$0-\$199K</b>         | 16            | 10            | 17            | +70%      |
| <b>YTD Sales: \$200K-\$349K</b>      | 37            | 20            | 7             | -65%      |
| <b>YTD Sales: \$350K-\$549K</b>      | 190           | 115           | 55            | -52.17%   |
| <b>YTD Sales: \$550K-\$749K</b>      | 133           | 198           | 187           | -5.56%    |
| <b>YTD Sales: \$750K-\$999K</b>      | 43            | 83            | 180           | +116.87%  |
| <b>YTD Sales: \$1M+</b>              | 36            | 56            | 125           | +123.21%  |
| <b>YTD Average Days-On-Market</b>    | 37.91         | 28.27         | 17.55         | -37.94%   |
| <b>YTD Average Sale Price</b>        | \$581,830     | \$687,842     | \$827,355     | +20.3%    |
| <b>YTD Median Sale Price</b>         | \$532,500     | \$620,000     | \$775,000     | +25%      |

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

# AVERAGE SALE PRICE

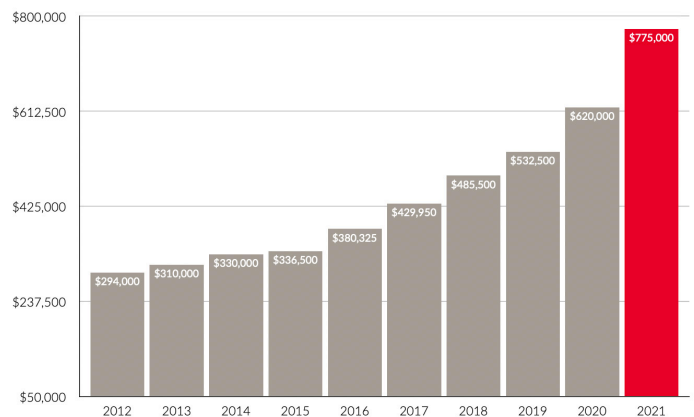


Year-Over-Year

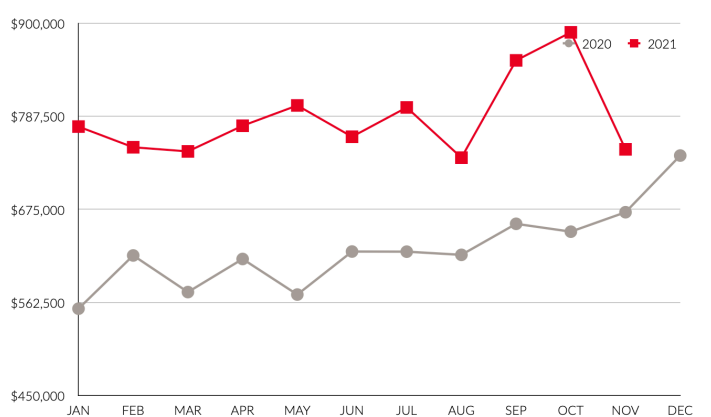


Month-Over-Month 2020 vs. 2021

# MEDIAN SALE PRICE



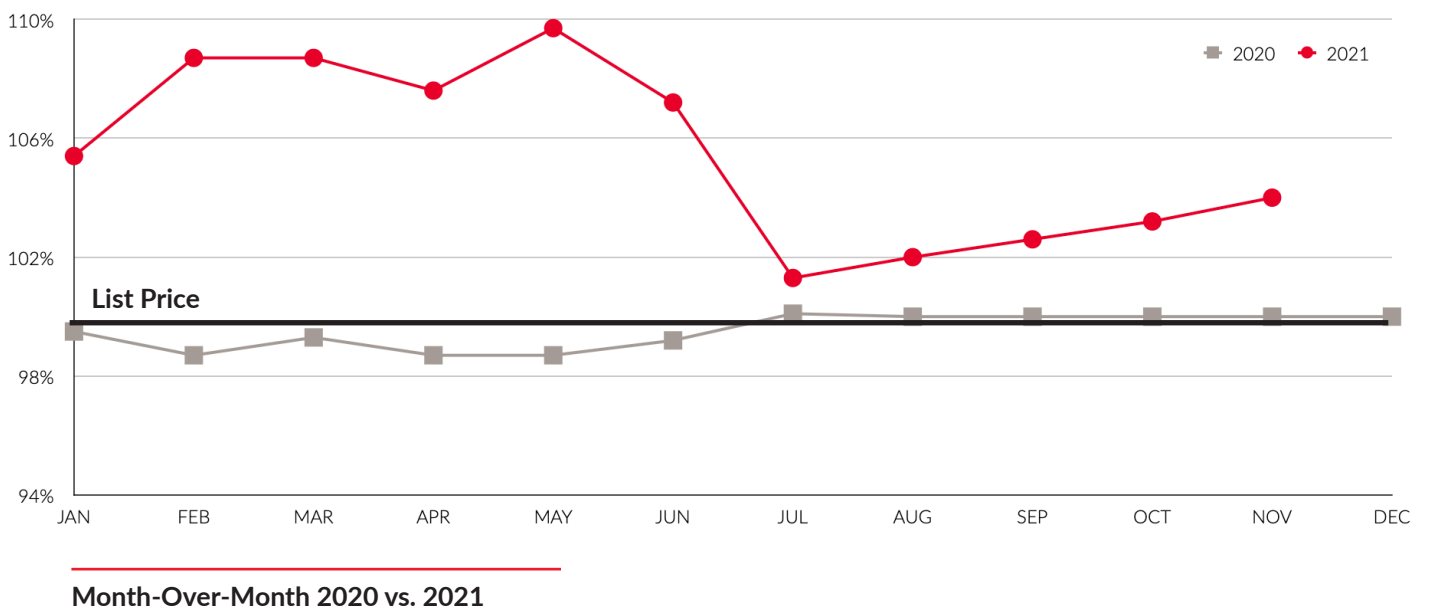
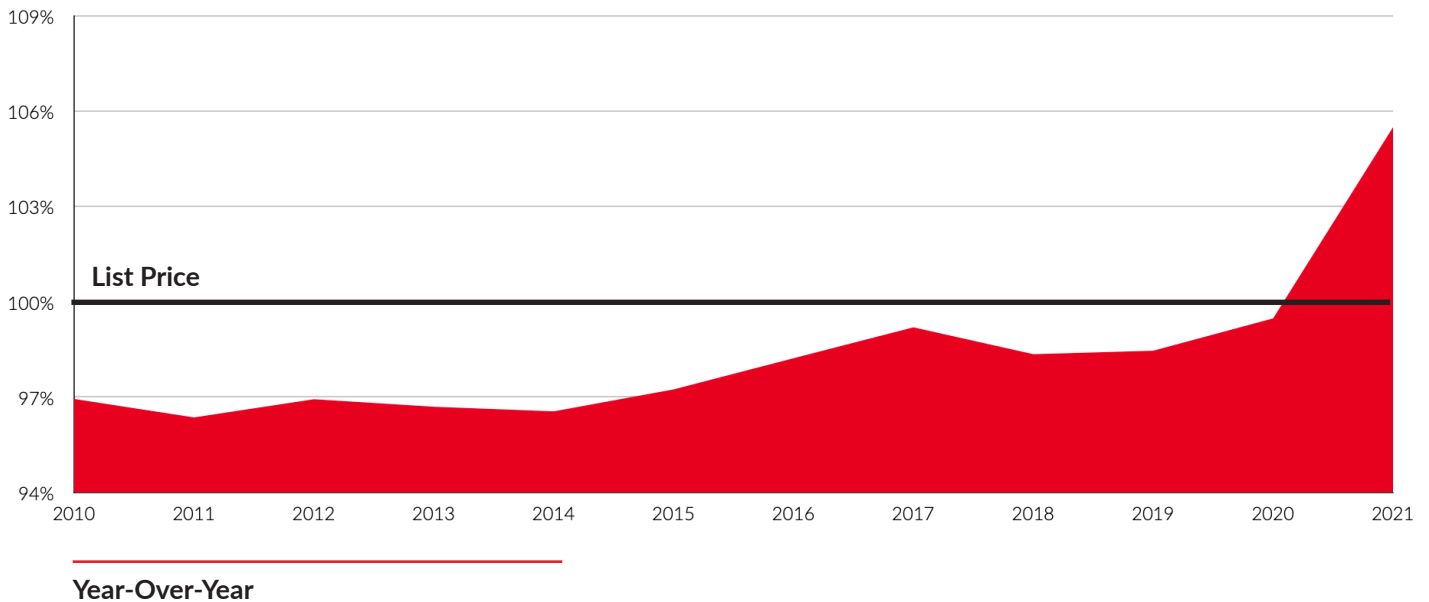
Year-Over-Year



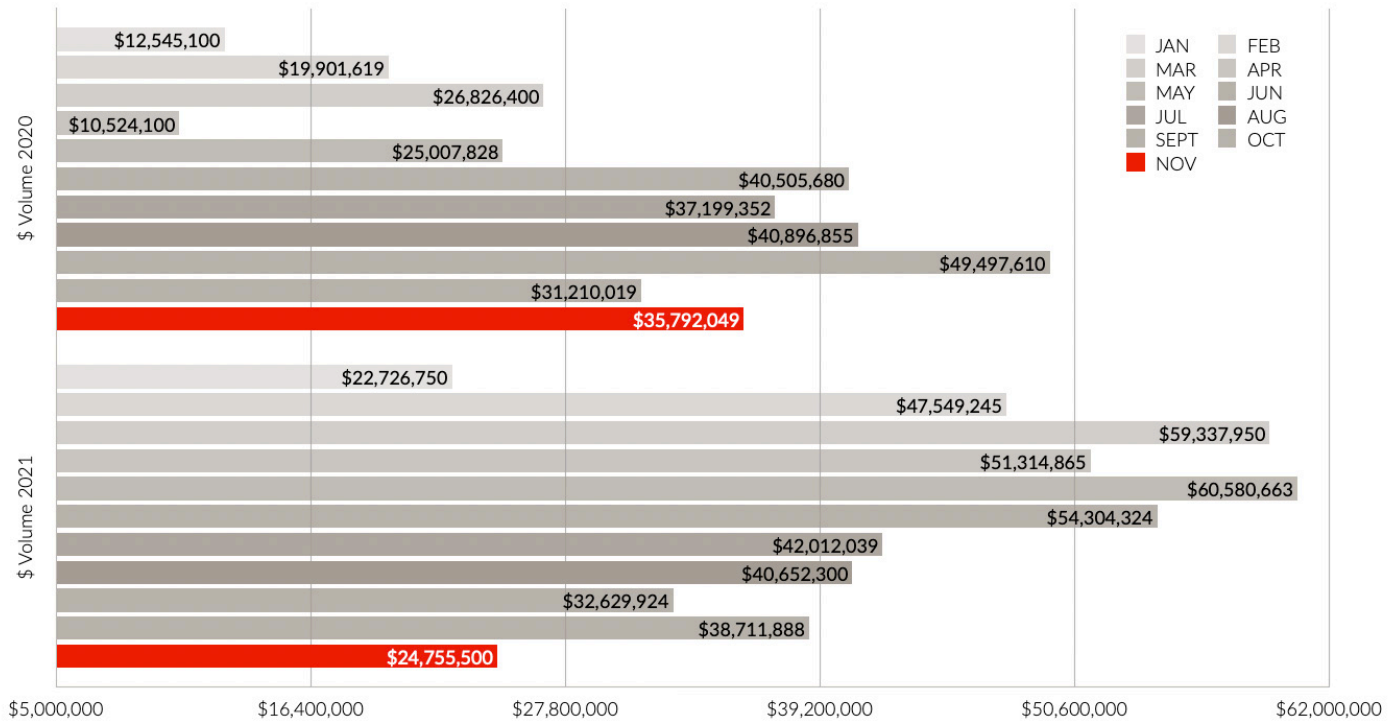
Month-Over-Month 2020 vs. 2021

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

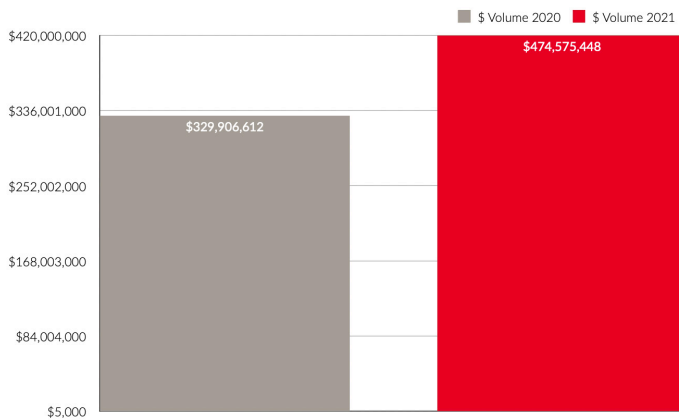
# SALE PRICE VS. LIST PRICE RATIO



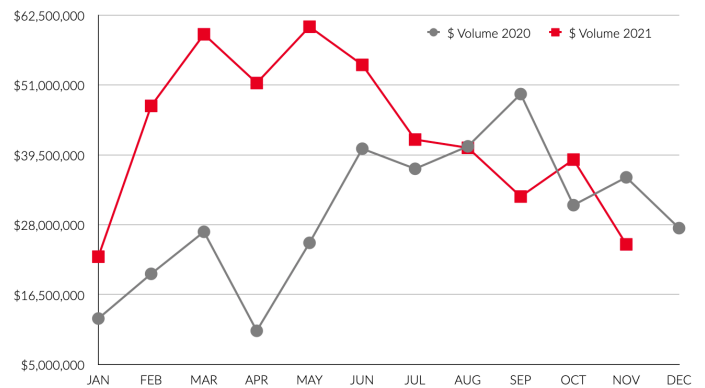
# DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

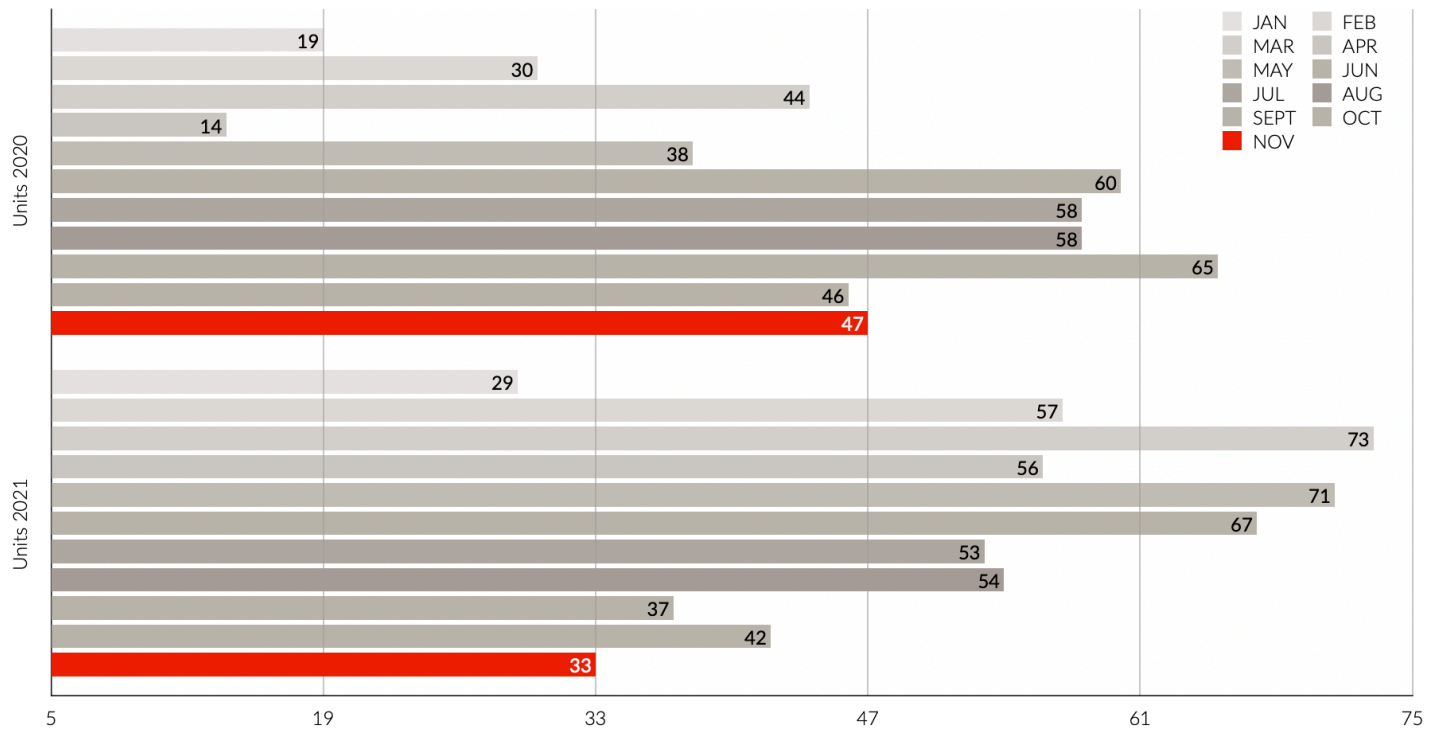


Yearly Totals 2020 vs. 2021

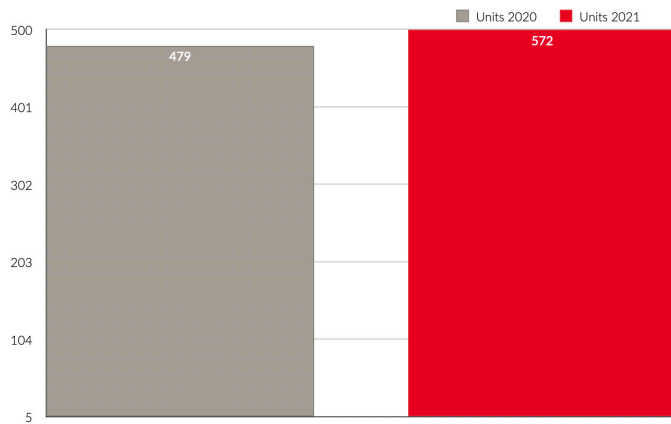


Month vs. Month 2020 vs. 2021

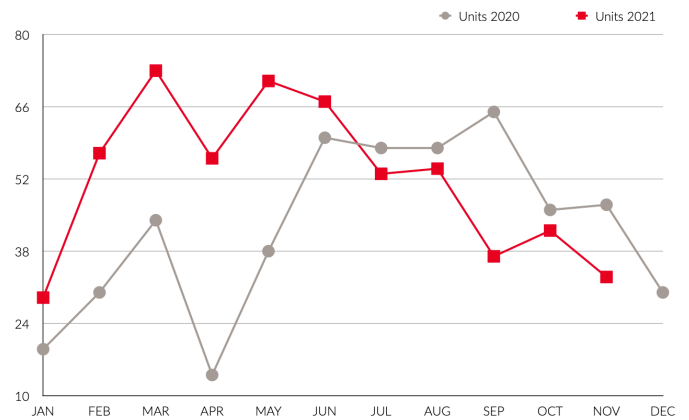
# UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

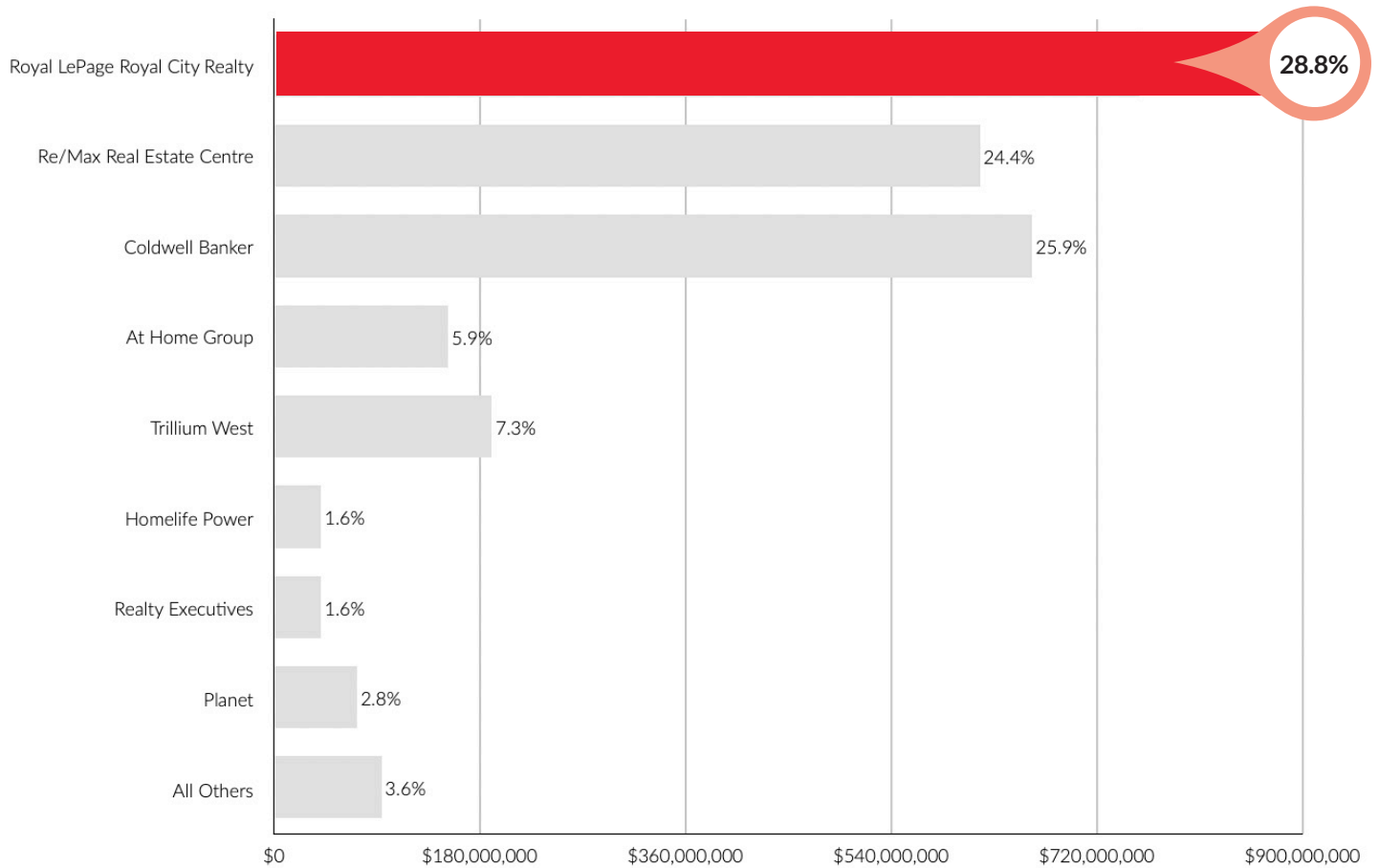
|                        | FREEHOLD   | CONDOMINIUM   | VACANT LAND  |
|------------------------|--|---|--|
| YTD Sales Volume       |  <b>\$406,374,070</b><br>+46.12%  |  <b>\$38,485,894</b><br>+20.44%  |  <b>\$8,522,000</b><br>+85.4%     |
| YTD Unit Sales         |  <b>452</b><br>+16.8%            |  <b>66</b><br>+29.41%           |  <b>9</b><br>+12.5%              |
| YTD Average Sale Price |  <b>\$899,058</b><br>+25.11%    |  <b>\$583,120</b><br>+20.44%   |  <b>\$946,889</b><br>+64.8%     |
| November Sales Volume  |  <b>\$19,828,000</b><br>-33.97% |  <b>\$3,200,000</b><br>+95.91% |  <b>\$0</b><br>Down from \$265k |
| November Unit Sales    |  <b>23</b><br>-39.47%           |  <b>5</b><br>+25%              |  <b>0</b><br>Down from 1        |

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





# MARKET DOMINANCE



## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
November 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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