



2021 DECEMBER

CENTRE WELLINGTON Real Estate Market Report



OVERVIEW

SELLER'S MARKET

Centre Wellington remains in a strong sellers market despite sales activity being held back by lack of new and active listings over the holiday season. The continued rise in average sale price shows that we can expect continued high demand for homes in the new year.



December year-over-year sales volume of \$19,894,093

Down 27.47% from 2020's \$27,428,850 with unit sales of 22 down 33.33% from last December's 30. New listings of 16 are down 36% from a year ago, with the sales/listing ratio of 47.62% down 2.38%.



Year-to-date sales volume of \$494,469,541

Up 38.38% from 2020's \$357,335,462 with unit sales of 592 up 16.31% from last December's 509. New listings of 675 are up 1.05% from a year ago, with the sales/listing ratio of 87.7% up 11.51%.



Year-to-date average sale price of \$841,301

Up from \$706,713 one year ago with median sale price of \$775,500 up from \$621,925 one year ago. Average days-on-market of 17.08 is down 15 days from last year.

DECEMBER NUMBERS

Median Sale Price

\$850,500

+14.93%

Sales Volume

\$19,894,093

-27.47%

Unit Sales

22

-33.33%

New Listings

16

-36%

Expired Listings

2

-75%

Unit Sales/Listings Ratio

47.62%

-2.38%

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

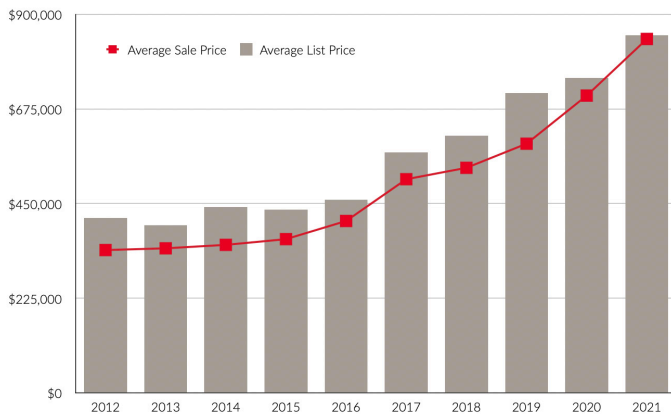


THE MARKET IN DETAIL

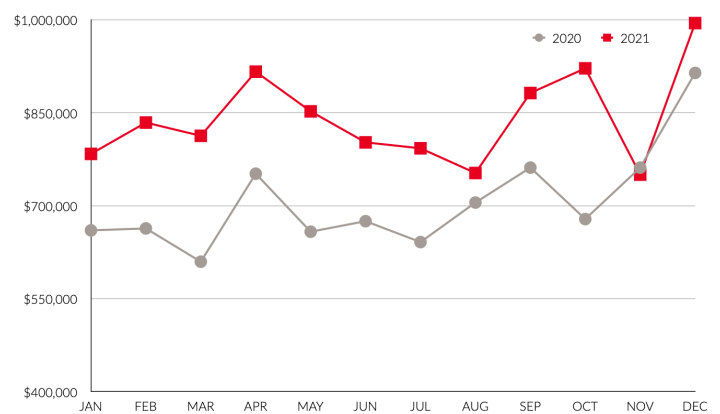
	2019	2020	2021	2020-2021
YTD Volume Sales	\$280,824,590	\$357,335,462	\$494,469,541	+38.38%
YTD Unit Sales	469	509	592	+16.31%
YTD New Listings	696	668	675	+1.05%
YTD Sales/Listings Ratio	67.39%	76.2%	87.7%	+11.51%
YTD Expired Listings	110	91	43	-52.7%
December Volume Sales	\$9,905,100	\$27,428,850	\$19,894,093	-27.65%
December Unit Sales	14	30	20	-33.33%
December New Listings	13	25	16	-36%
December Sales/Listings Ratio	16.47%	50%	47.62%	-2.38%
December Expired Listings	21	8	2	-75%
YTD Sales: \$0-\$199K	16	10	17	+70%
YTD Sales: \$200K-\$349K	37	21	8	-61.9%
YTD Sales: \$350K-\$549K	198	121	61	-49.59%
YTD Sales: \$550K-\$749K	135	206	195	-5.34%
YTD Sales: \$750K-\$999K	45	89	186	+108.99%
YTD Sales: \$1M+	38	65	134	+106.15%
YTD Average Days-On-Market	37.33	32.08	17.08	-46.75%
YTD Average Sale Price	\$592,303	\$706,713	\$841,301	+19%
YTD Median Sale Price	\$534,800	\$621,925	\$775,500	+24.69%

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

AVERAGE SALE PRICE

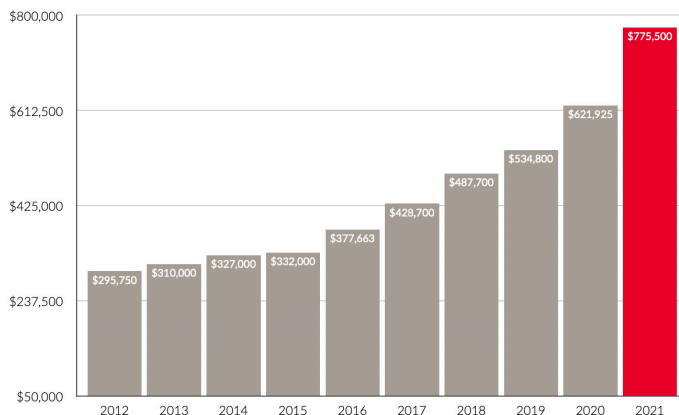


Year-Over-Year

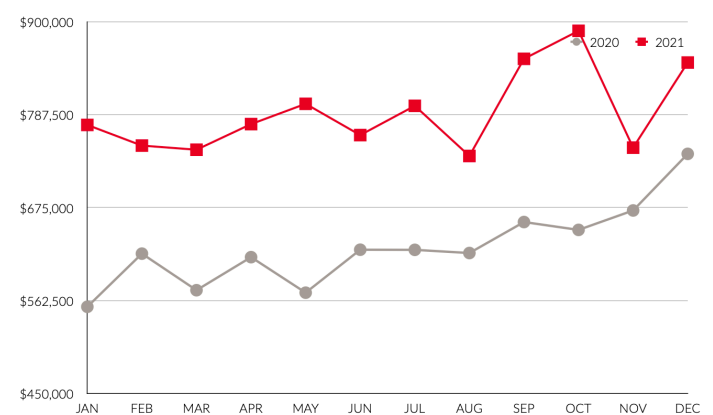


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



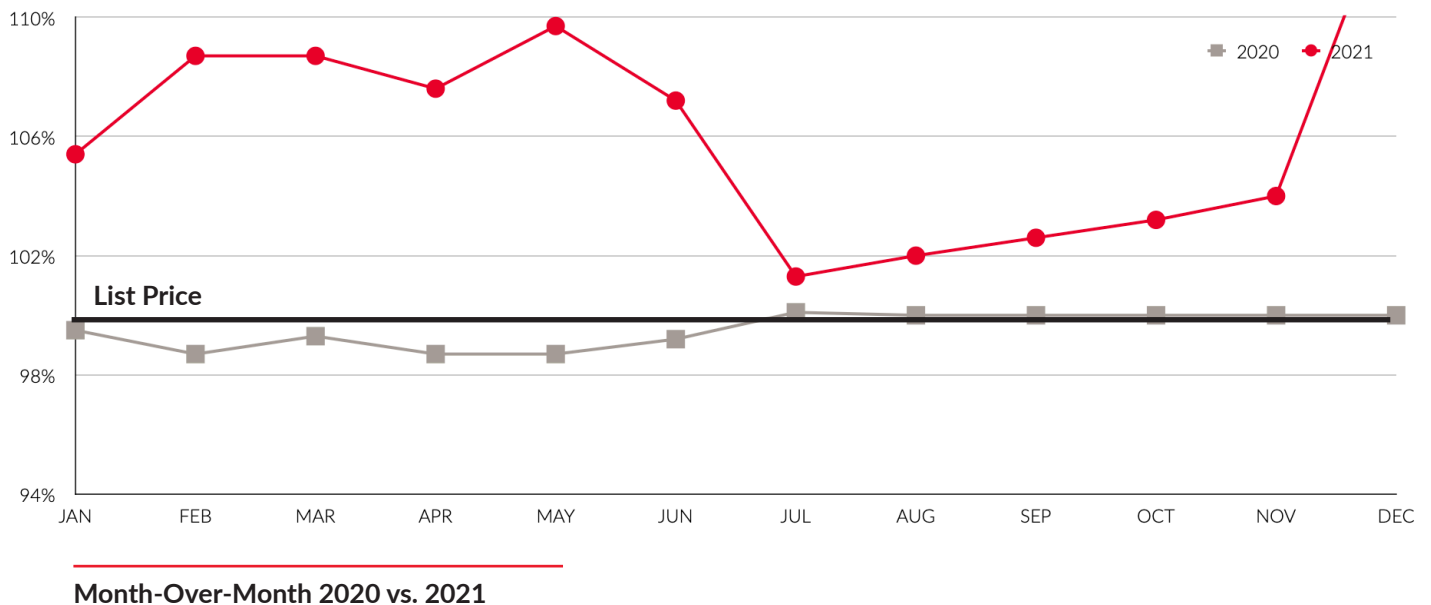
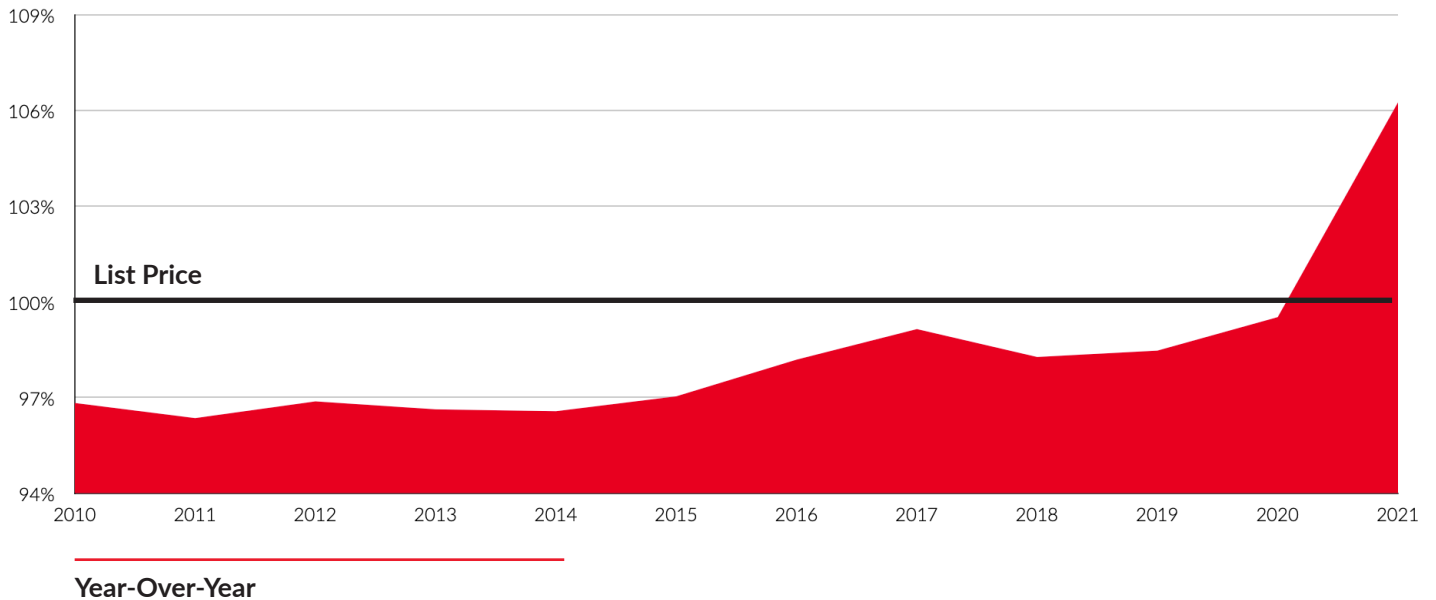
Year-Over-Year



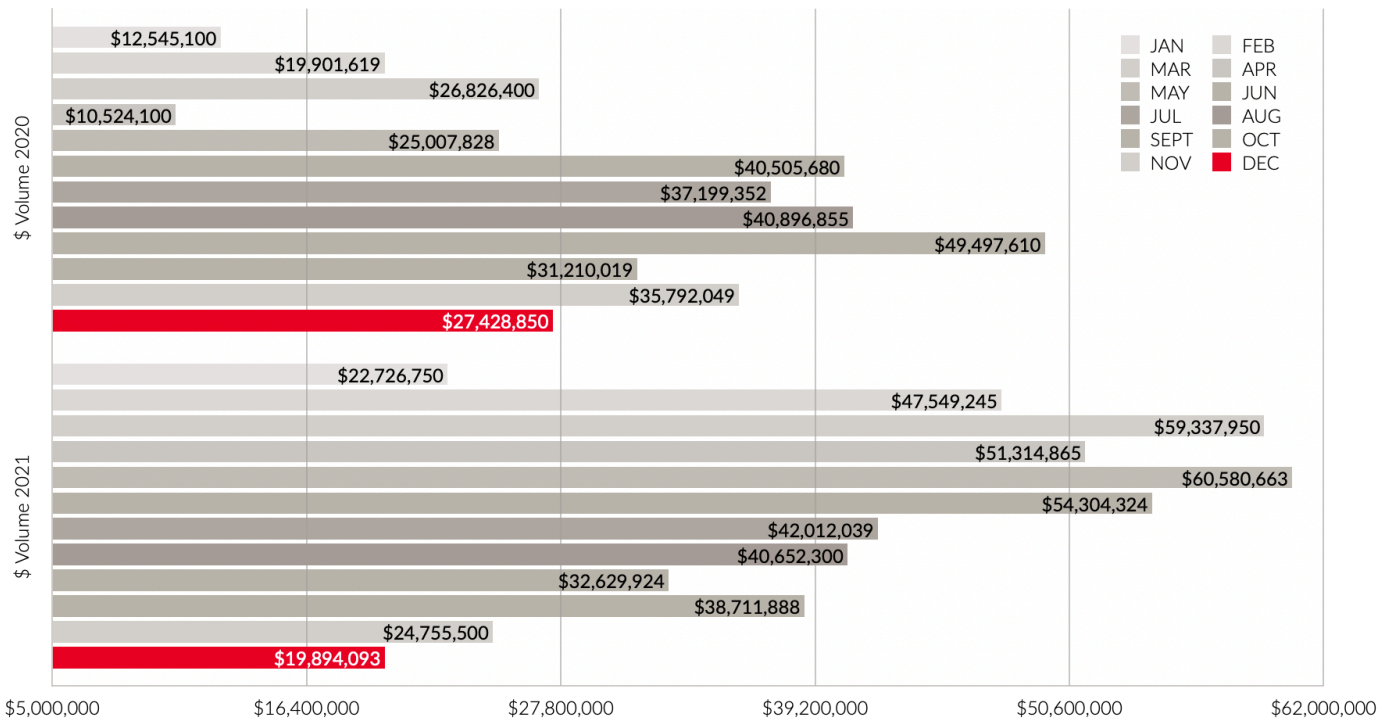
Month-Over-Month 2020 vs. 2021

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

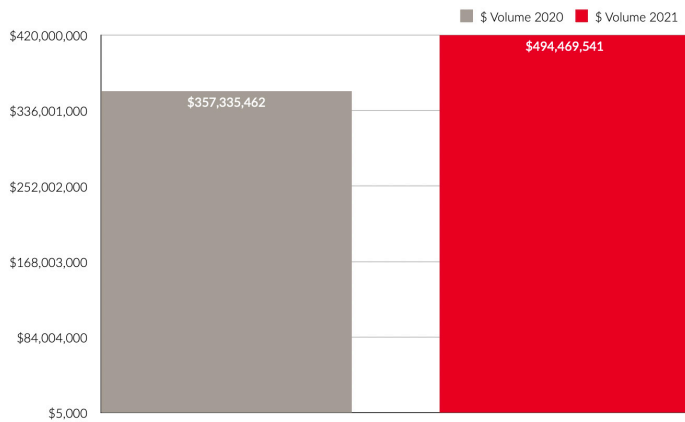
SALE PRICE VS. LIST PRICE RATIO



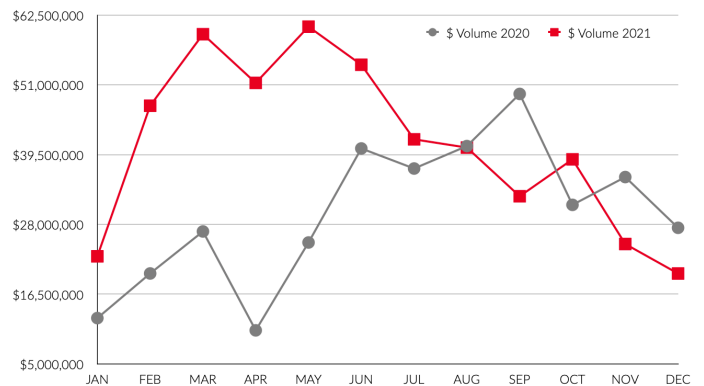
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

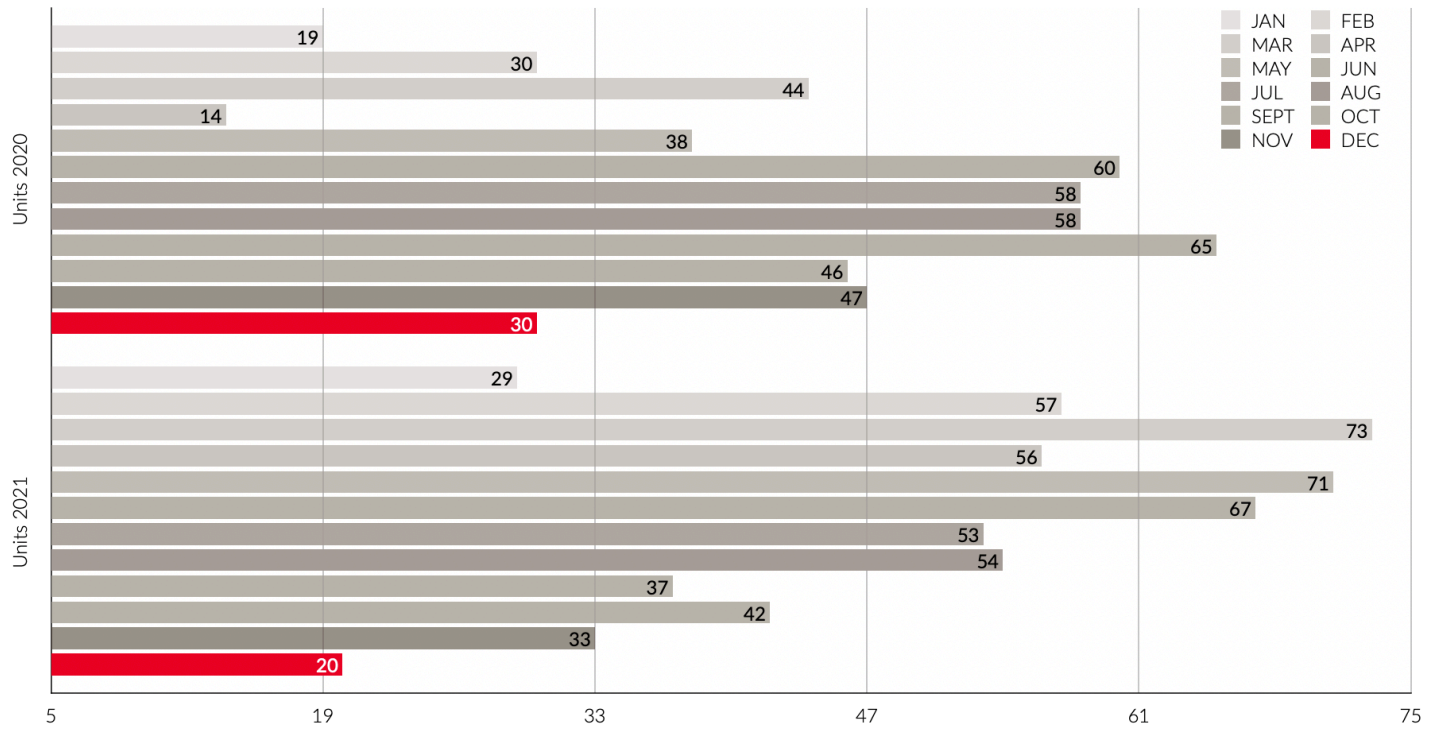


Yearly Totals 2020 vs. 2021

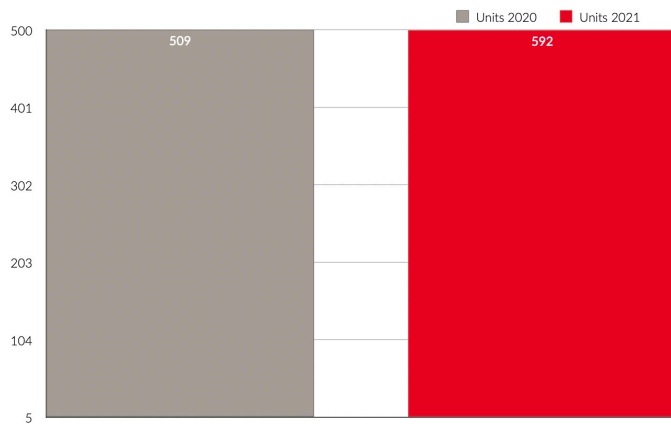


Month vs. Month 2020 vs. 2021

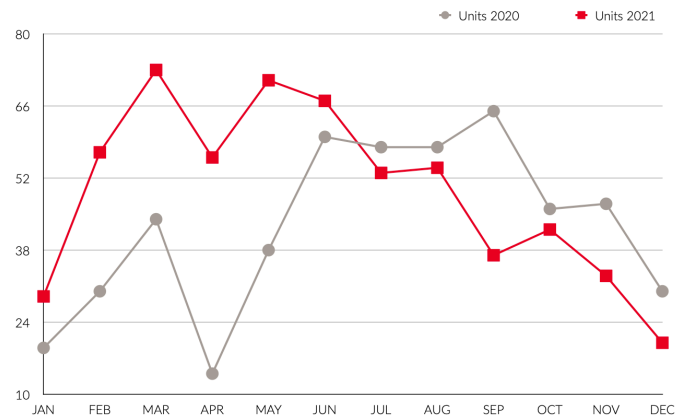
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

SALES BY TYPE


















FREEHOLD



CONDOMINIUM

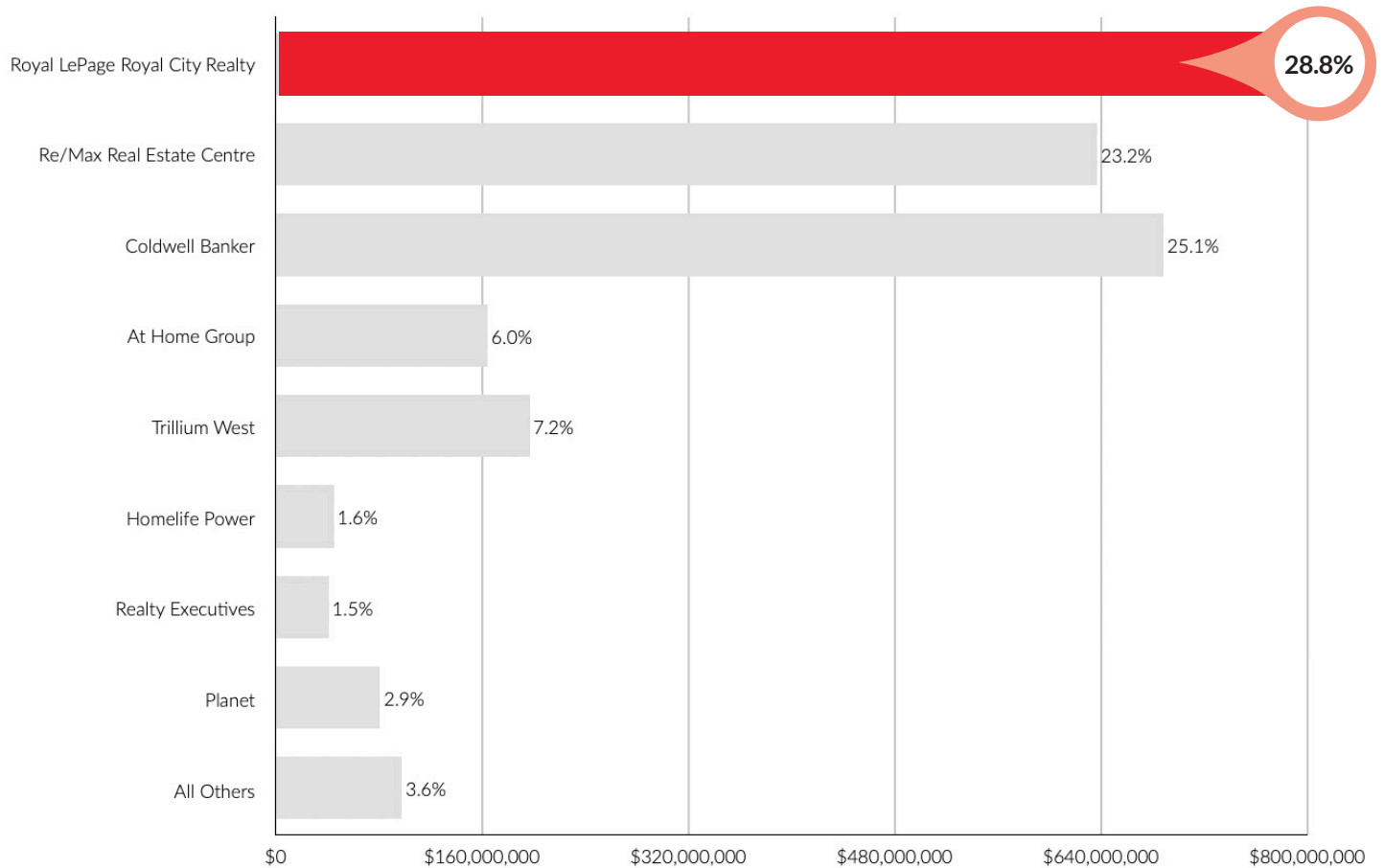


VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$422,405,163 +43.04%	 \$39,753,894 +46.73%	 \$10,297,000 +96.3%
YTD Unit Sales	 468 +15.27%	 68 +23.64%	 10 No Change
YTD Average Sale Price	 \$902,575 +24.09%	 \$584,616 +18.68%	 \$1,029,700 +96.3%
December Sales Volume	 \$16,031,093 -6.75%	 \$1,268,000 -47.21%	 \$1,775,000 +173.1%
December Unit Sales	 16 -15.79%	 2 -50%	 1 -50%

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

MARKET DOMINANCE

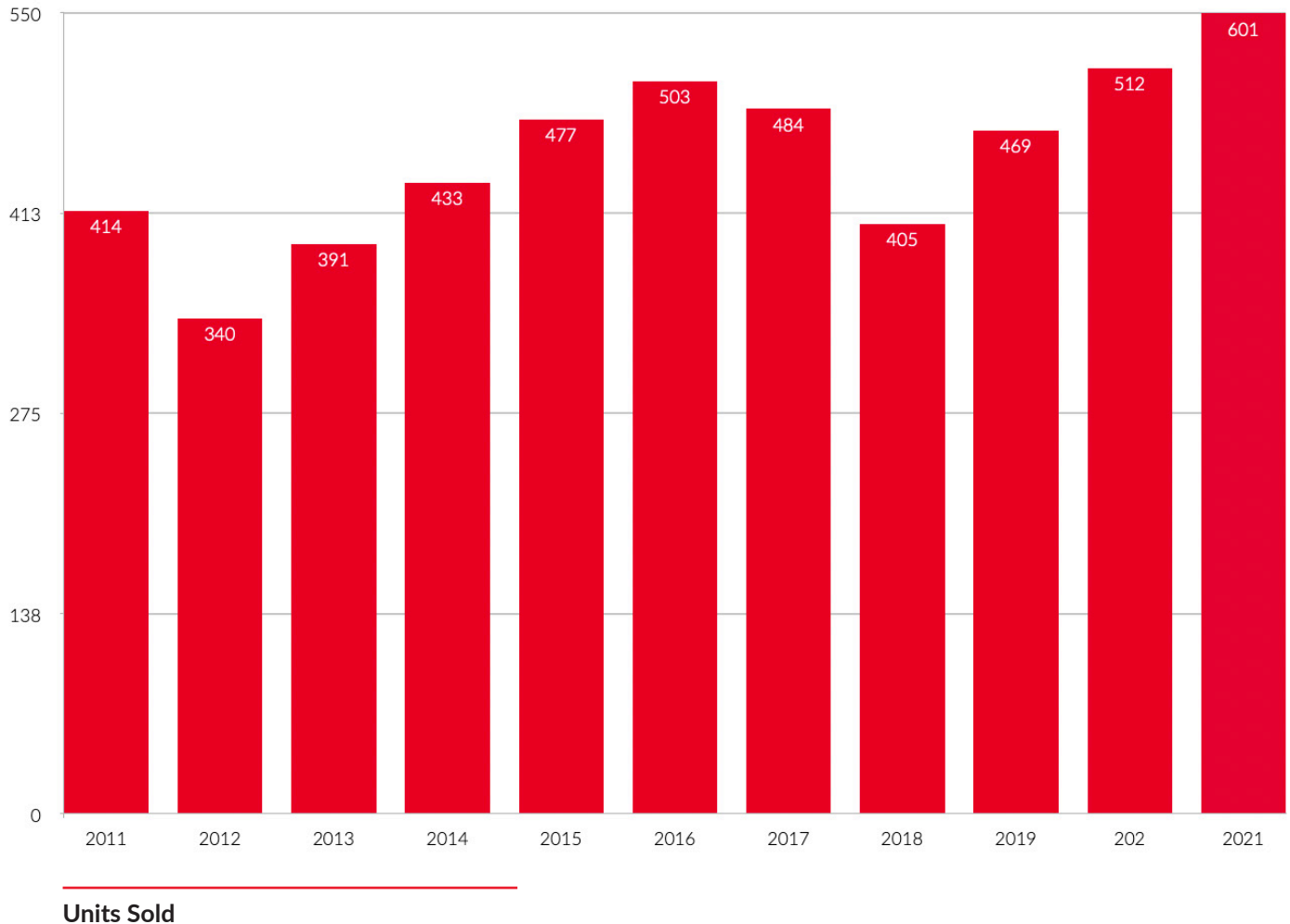


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
December 2021



10 YEAR MARKET ANALYSIS



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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