

WELLINGTON COUNTY **REAL ESTATE** **MARKET REPORT**

JANUARY - SEPTEMBER 2017



ROYAL CITY REALTY
BROKERAGE

R-CITY | R-TEAM | R-NUMBERS



www.royalcity.com

MARKET OVERVIEW

WHILE THE MARKET CONTINUES
TO COOL, PRICES HOLD STEADY.



YTD SALES VOLUME
\$1,467,734,080

- 21% ↓

YTD AVERAGE DAYS ON MARKET

25

YTD SALES UNDER \$200K

81

YTD SALES \$200K-\$349K

452

YTD AVERAGE SALES PRICE
\$522,753.78

+ 20% ↑

YTD SALES \$350K-\$549K

1269

YTD SALES \$550K-\$999K

823

YTD SALES OVER \$1M

138

2017 YEAR TO DATE

Unit Sales	2763	- 5.1%
New Listings	3983	- 2.8%
Expired Listings	309	- 4.3%
Unit Sales/Listing Ratio	69%	- 13%

SEPTEMBER Numbers

SALES VOLUME - 21.3%

\$112,743,689

UNIT SALES - 21.9%

228

NEW LISTINGS + 28.6%

454

EXPIRED LISTINGS + 42.5%

57

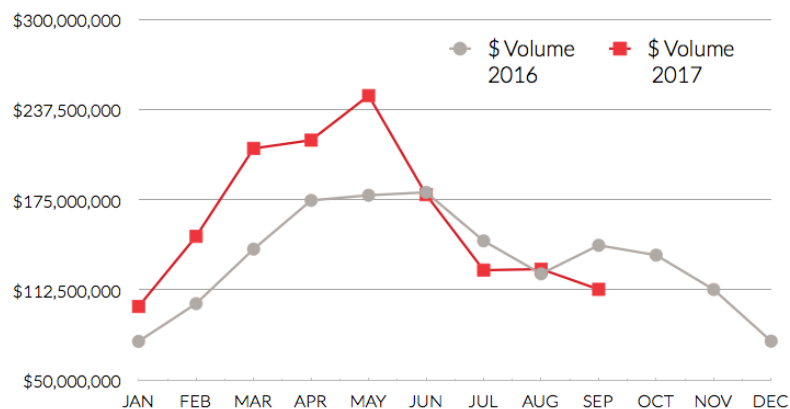
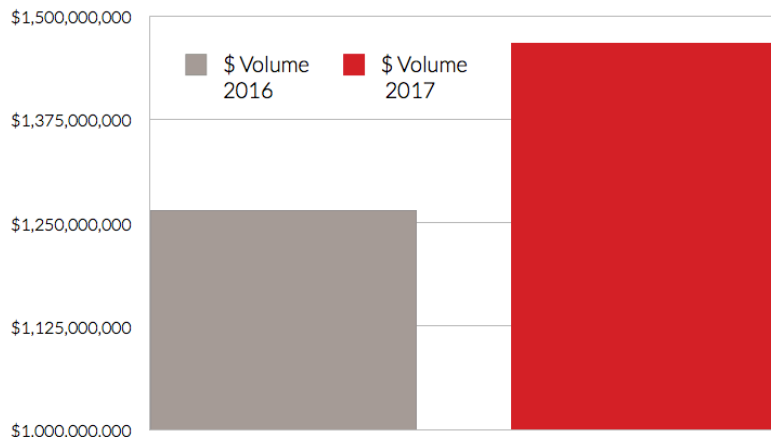
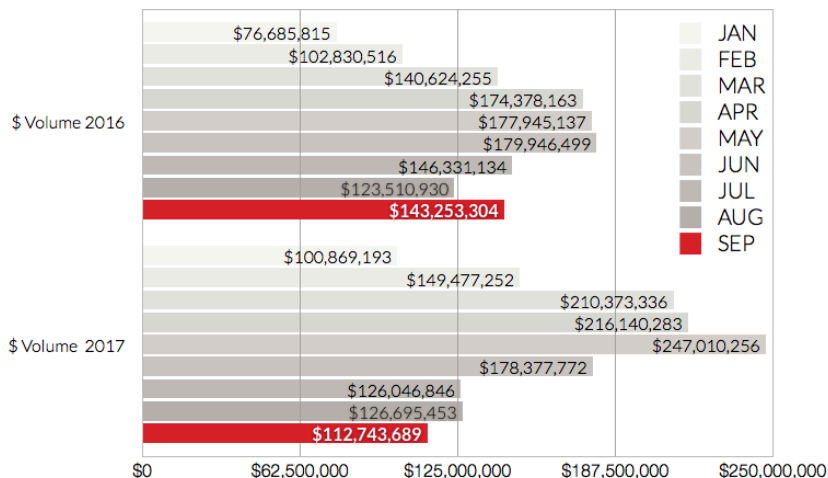
UNIT SALES/LISTINGS RATIO - 39%

50%



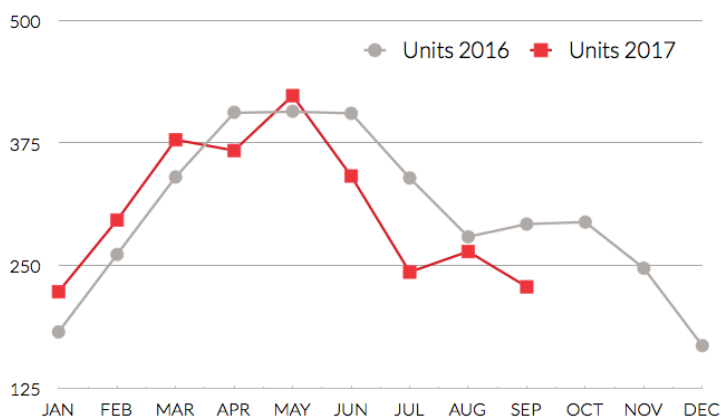
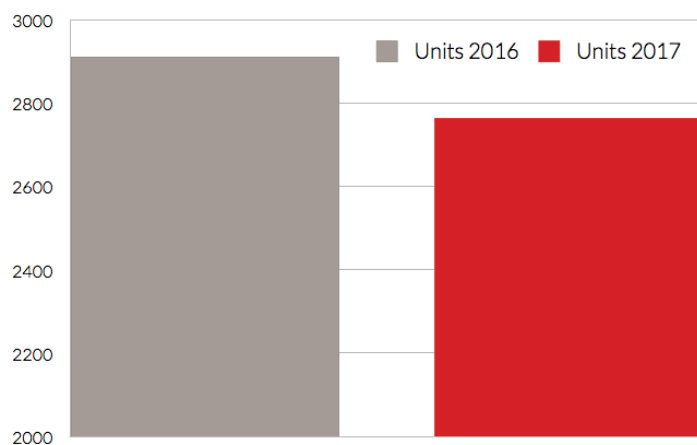
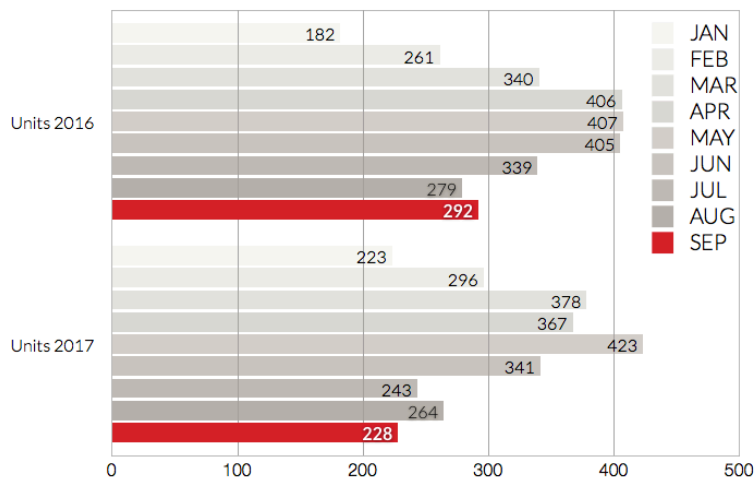
DOLLAR VOLUME

WELLINGTON COUNTY SALES YEAR TO DATE



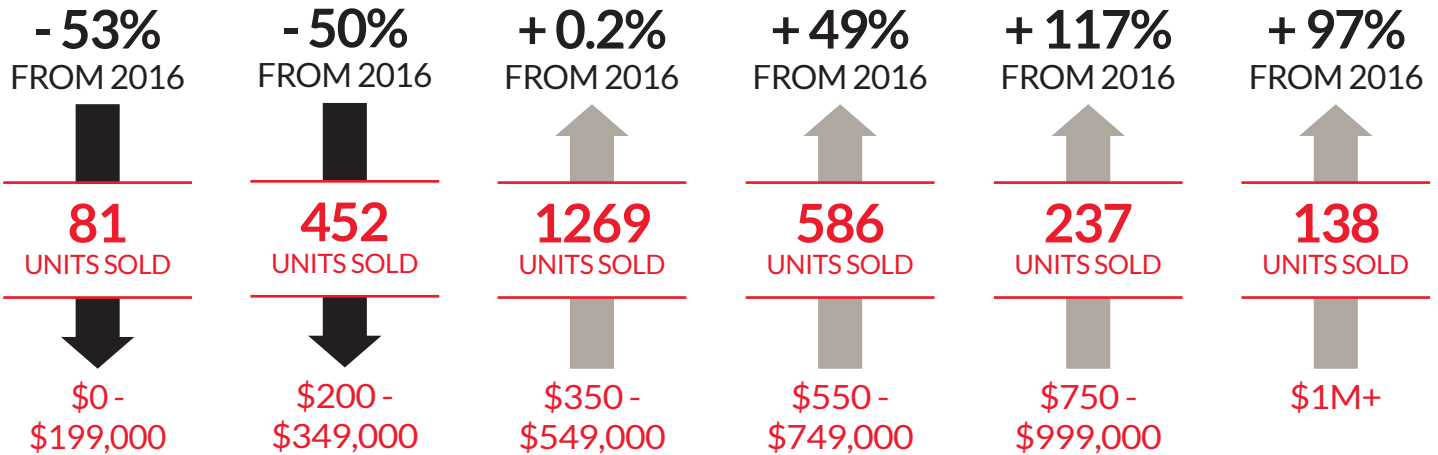
UNIT SALES

WELLINGTON COUNTY SALES YEAR TO DATE



MARKET OVERVIEW

WELLINGTON COUNTY BY PRICE BRACKET - YEAR TO DATE



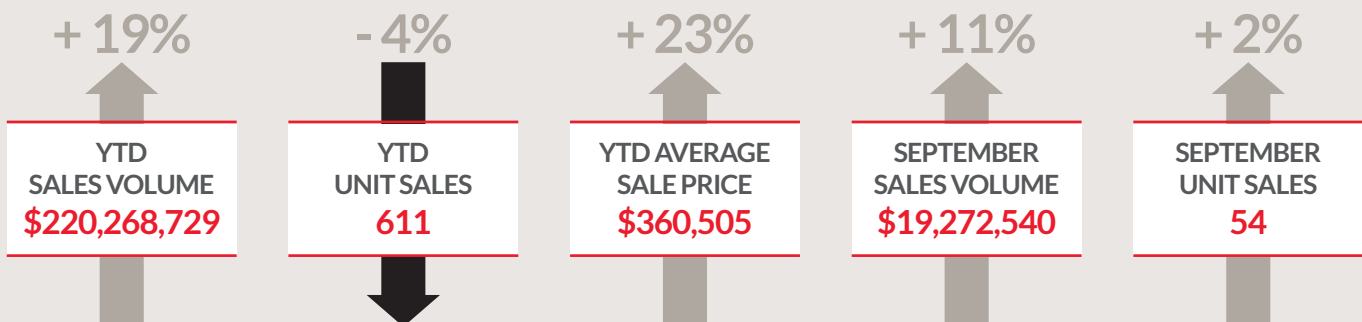
SALES

WELLINGTON COUNTY BY TYPE - YEAR TO DATE

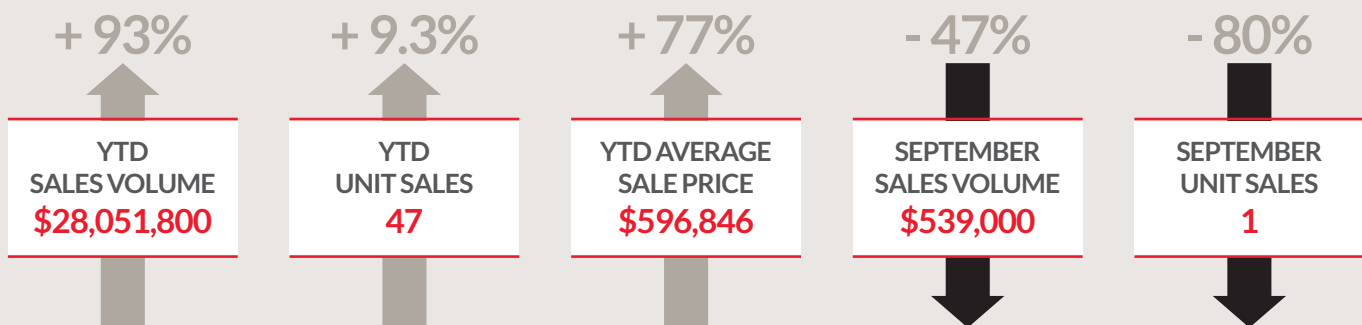
FREEHOLD HOME SALES



CONDOMINIUM HOME SALES

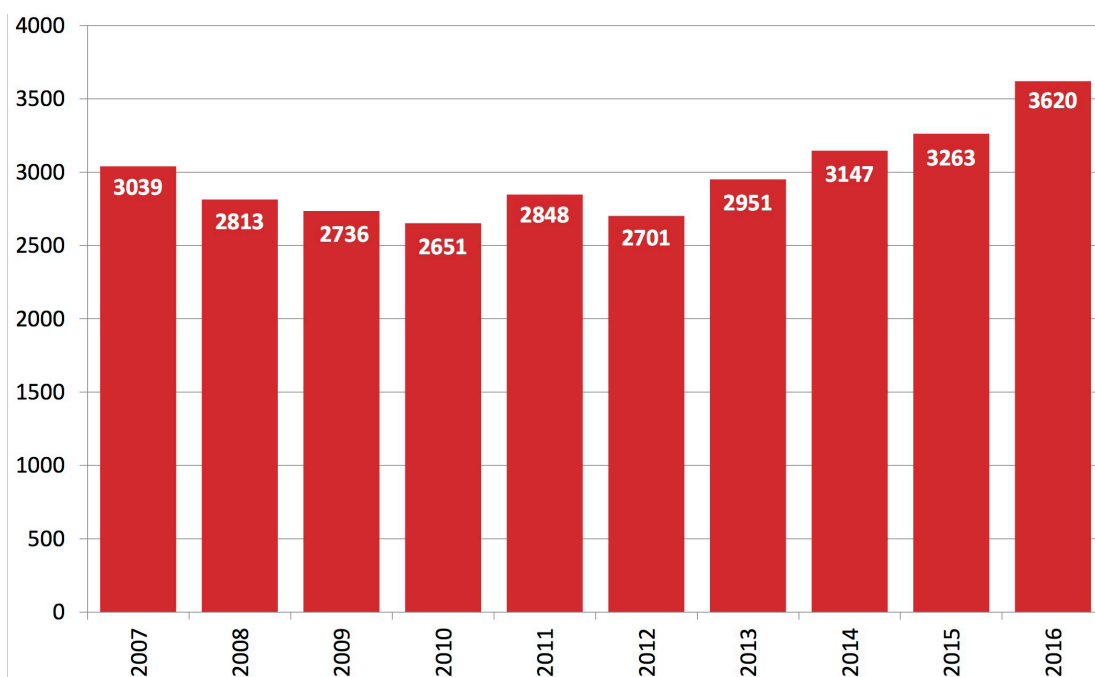


VACANT LAND SALES



10 YEAR MARKET ANALYSIS

UNITS SOLD



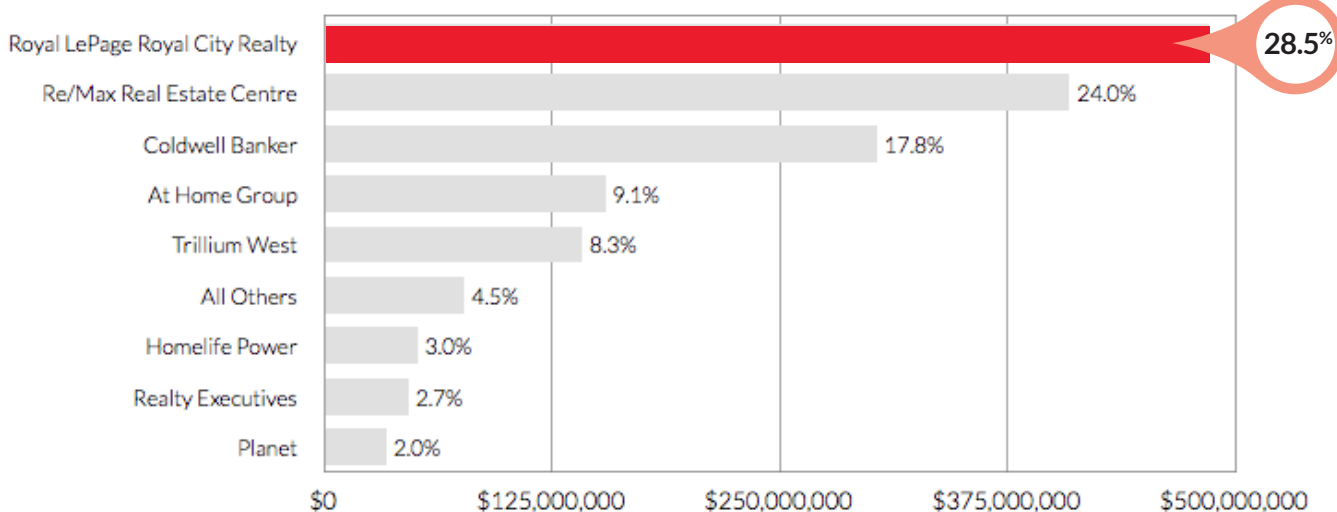


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

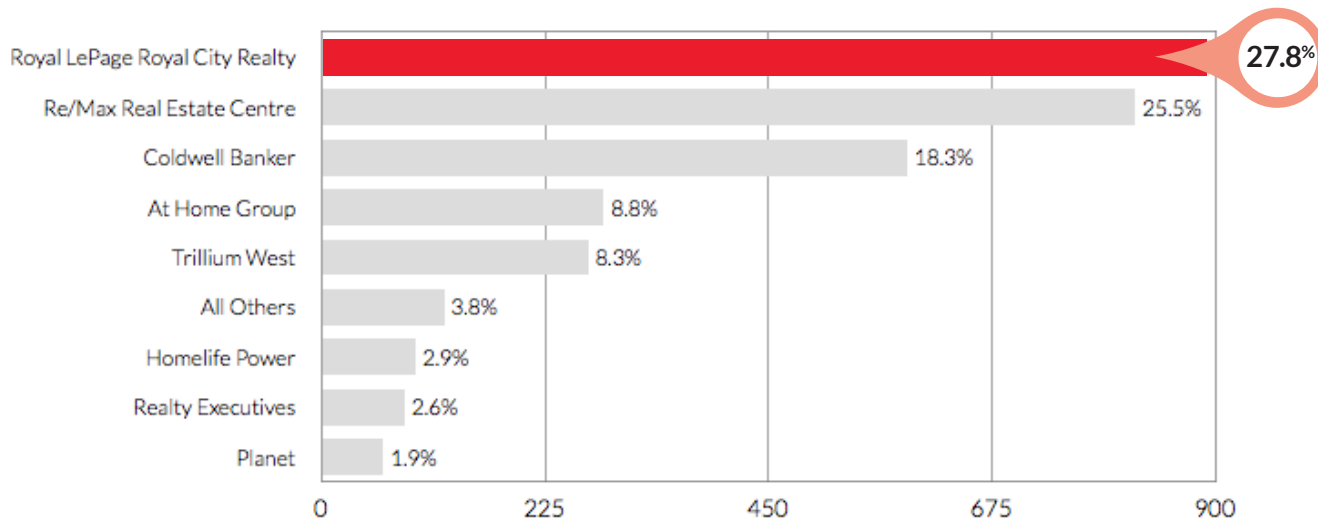
MARKET SHARE BY \$VOLUME

Listing Selling Ends Combined for GUELPH BASED COMPANIES
January - September 2017



MARKET SHARE BY UNITS

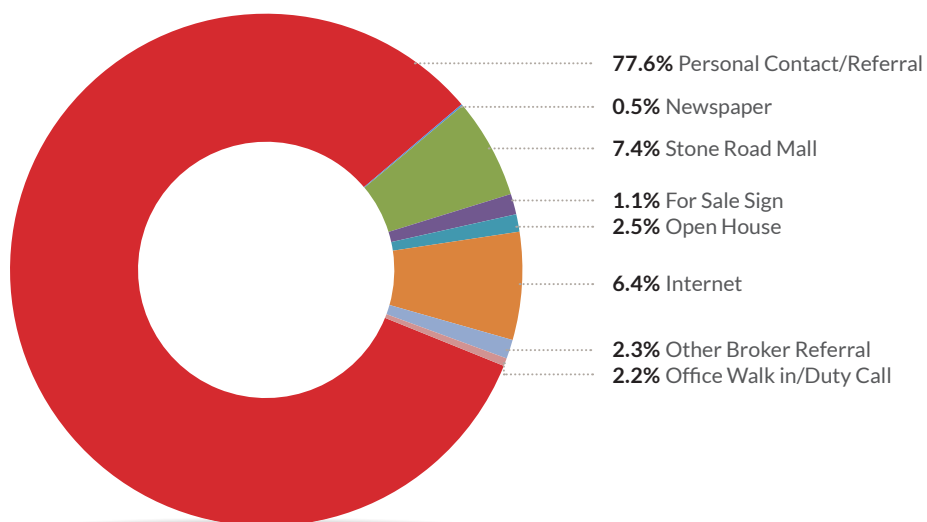
Listing Selling Ends Combined for GUELPH BASED COMPANIES
January - September 2017



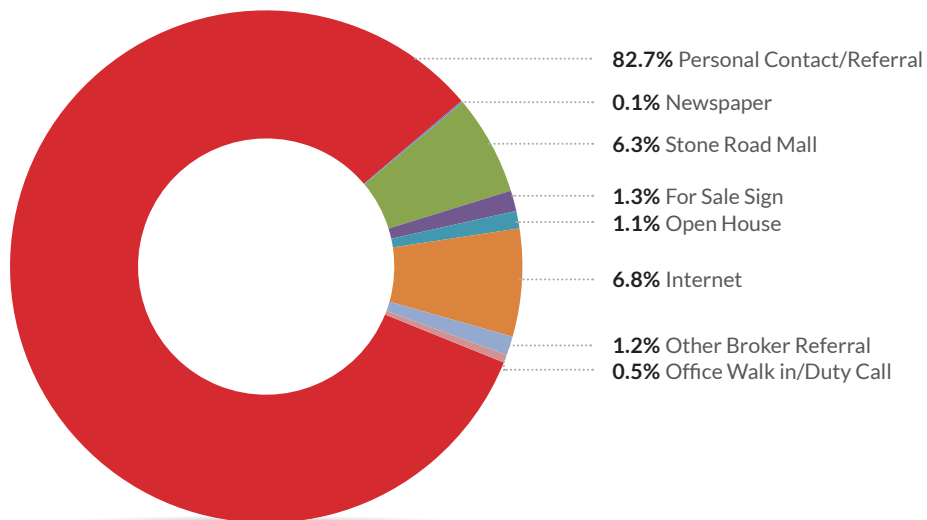


SOURCE OF BUSINESS

SOURCE OF BUYERS 2016 HOW WE'LL FIND YOUR BUYER



SOURCE OF LISTINGS 2016 WHERE OUR LISTINGS COME FROM



OUR LOCATIONS

FIVE CONVENIENT LOCATIONS TO SERVE YOU



FERGUS

Ph. 519.843.1365

840 Tower Street S., Fergus



GORDON

Ph. 519.824.9050

848 Gordon St., Suite 101, Guelph



ROCKWOOD

Ph. 519.856.9922

295 Alma St., Unit 1, Rockwood



SPEEDVALE

Ph. 519.821.6191

214 Speedvale Ave., W., Guelph



STONE ROAD MALL

Ph. 519.821.6191

35 Stone Rd., W., Guelph