



WELLINGTON COUNTY REAL ESTATE MARKET REPORT

January - December 2016



Personal | Professional | Progressive

Prepared by:
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MARKET OVERVIEW

The Demand for Listings Exceeds the Supply

YTD Sales
Volume

\$1,591,387,551



+26%

YTD Average
Days On
Market

34

DECEMBER

Sales Volume

\$76,814,488

Sales Units

168

New Listings

111

Expired Listings

464

Unit Sales /

Listings Ratio

151%

YTD Sales
under \$200K

216

YTD Sales
Over \$1M

90

YTD Sales
\$200K-\$349K

1087

YTD Average
Sale Price

\$440,559,50
+14%

YTD Sales
\$350K-\$549K

1575

YTD Sales
\$550K-\$999K

652

2016 Year To Date

Unit Sales	3620	+11%
New Listings	4336	-1%
Expired Listings	3854	+2%
Unit Sales / Listings Ratio	83%	+12%

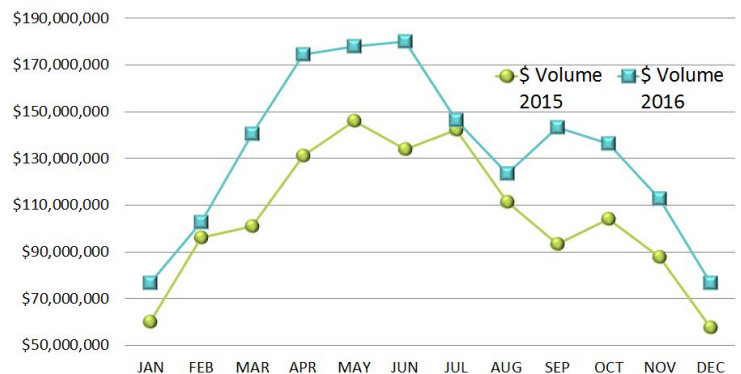
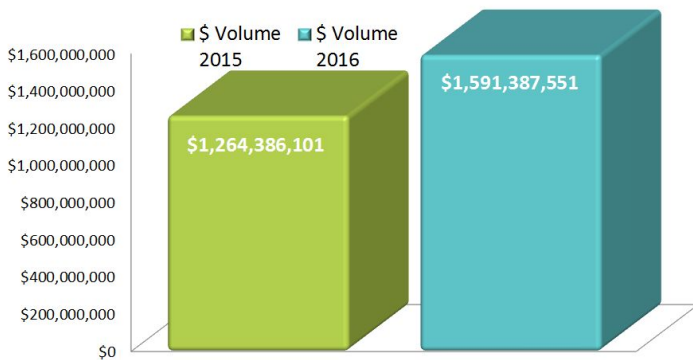
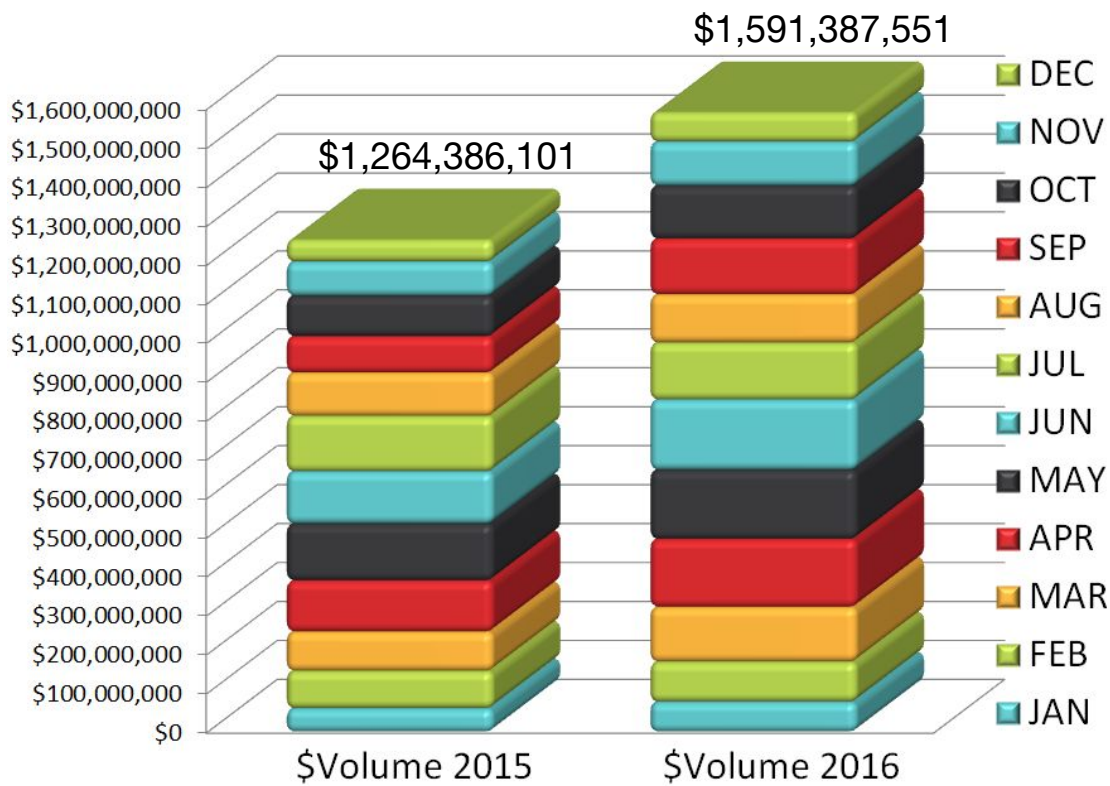


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YEAR TO DATE \$VOLUME

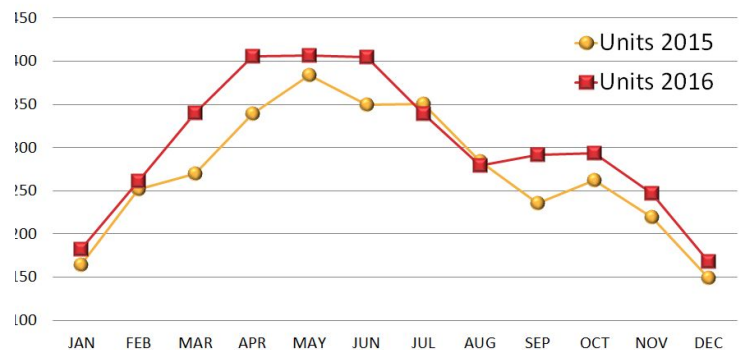
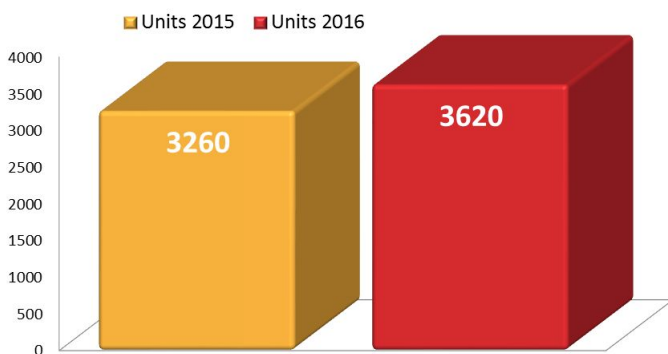
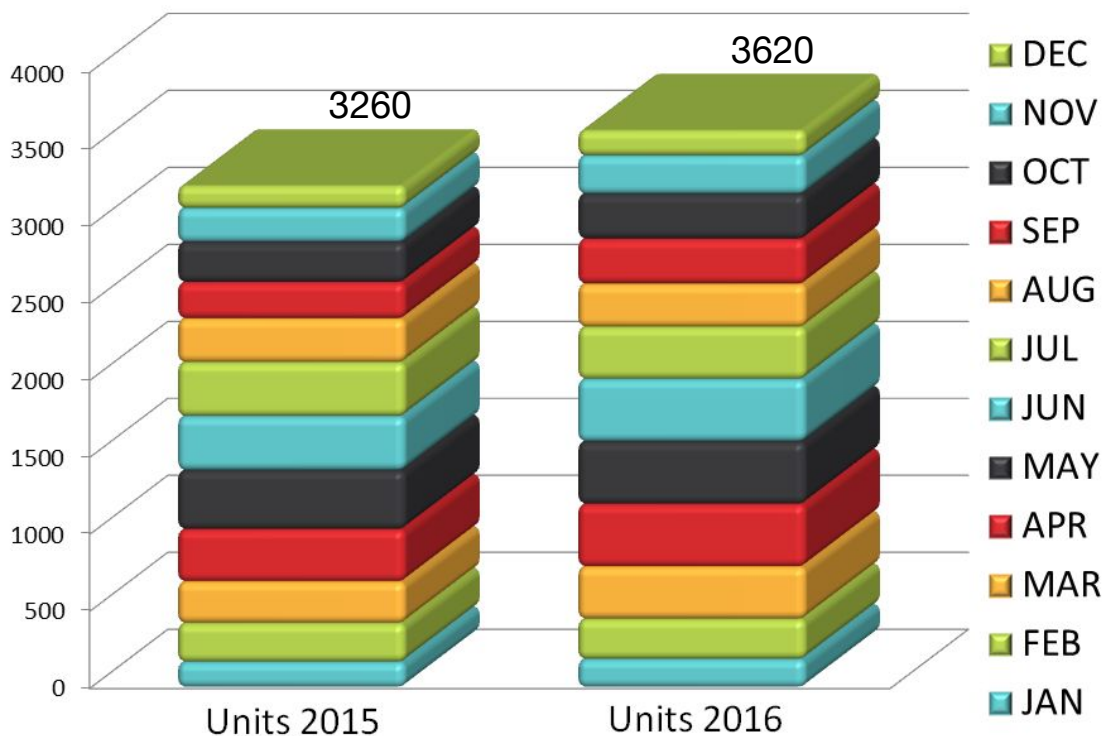


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YEAR TO DATE UNIT SALES



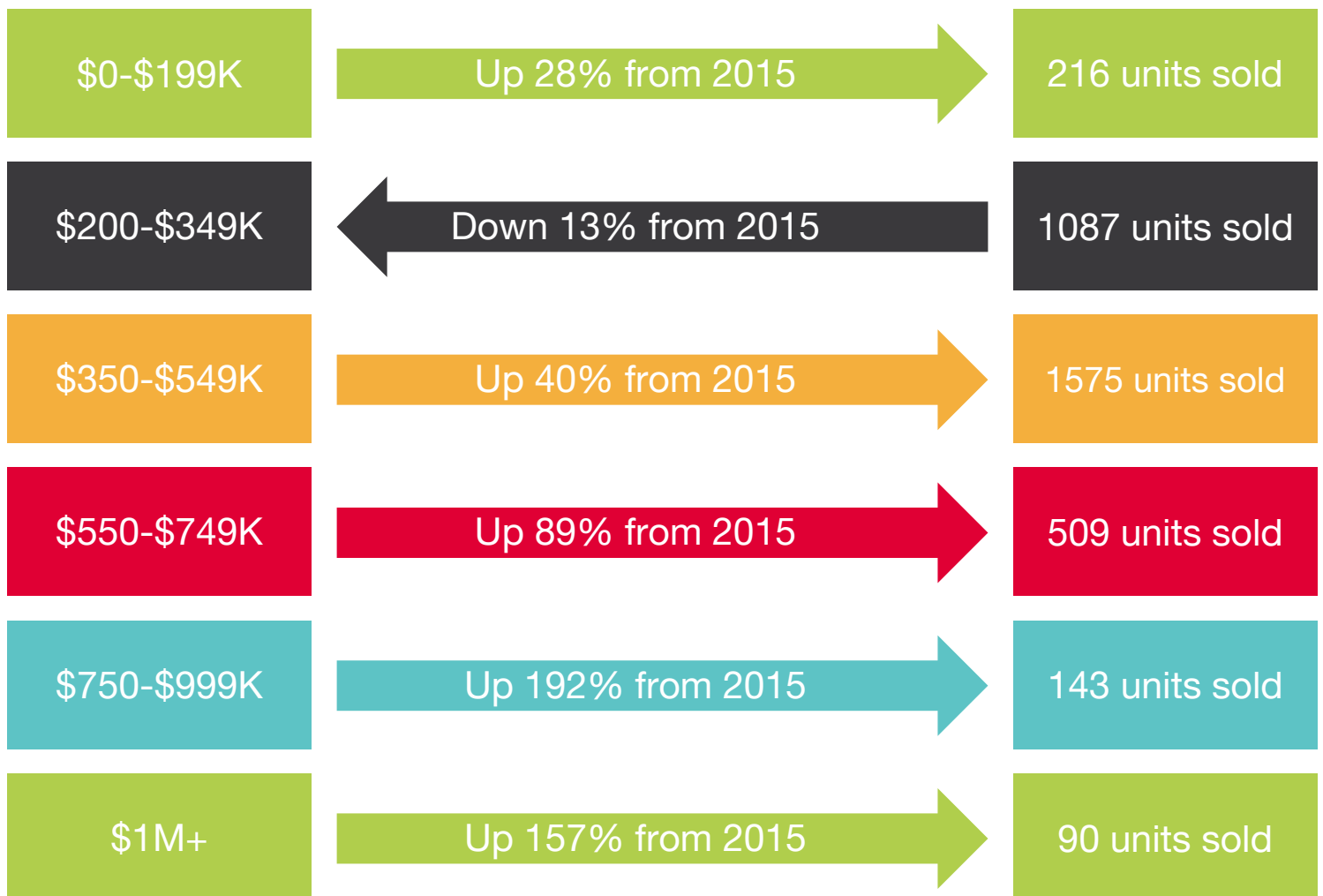
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PRICE RANGES

Sales were up in most price brackets.



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FREEHOLD HOME SALES

YTD Sales
Volume

\$1,256,669,852

+25%

YTD Unit Sales

2664

+11%

December
Sales
Volume

\$55,210,635

+46%

December
Unit Sales

106

+13%

YTD
Average
Sale Price

\$471,723

+13%

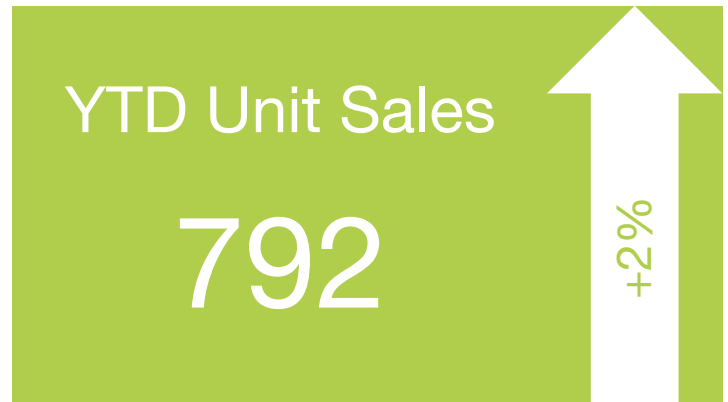
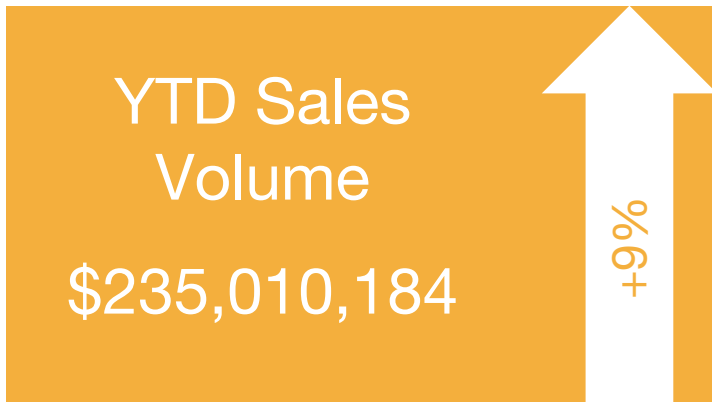


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CONDOMINIUM HOME SALES



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VACANT LAND SALES

YTD Sales
Volume

\$18,326,235

+70%

YTD Unit Sales

59

+119%

December
Sales
Volume

\$1,705,000

+500%

December
Unit Sales

5

+500%

YTD
Average
Sale Price

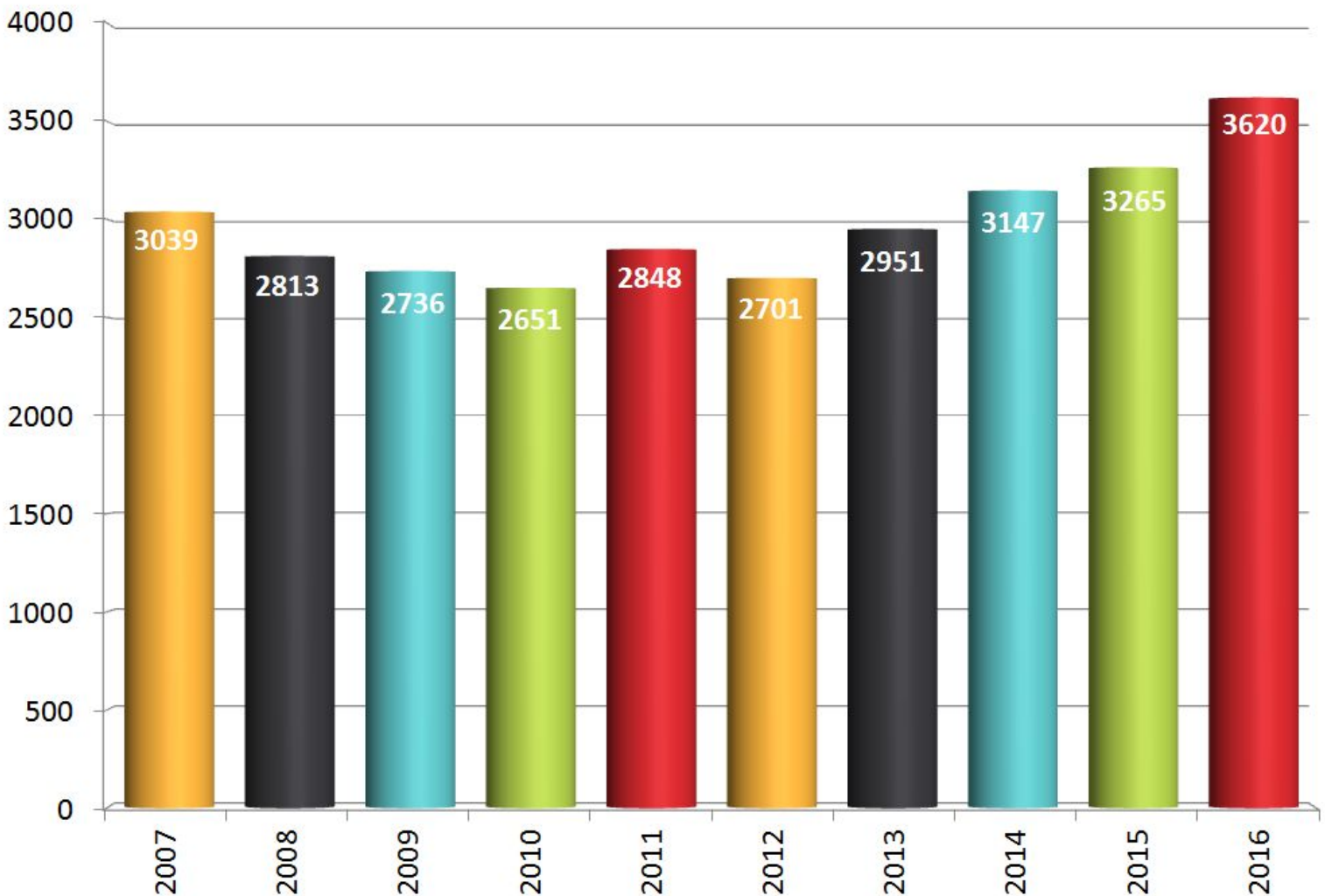
\$310,614

-22%



10 Year Market Analysis

Units Sold



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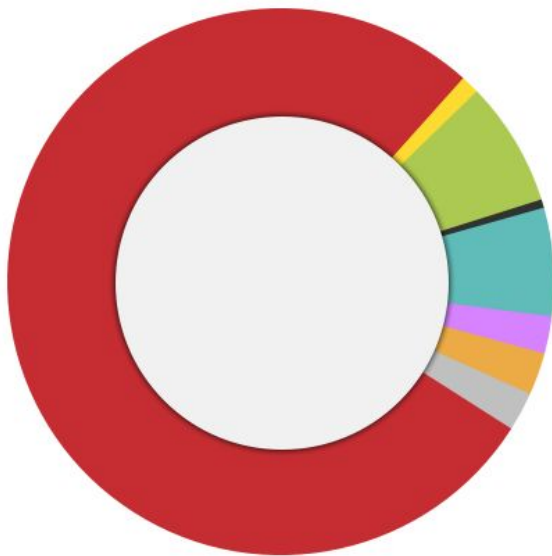
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Source of Business

Source of Buyers 2016

How We'll Find Your Buyer



77.6% Personal Contact / Referral

1.1% Sign Call

7.4% Display Module

0.5% Newspaper Ad

6.4% Internet

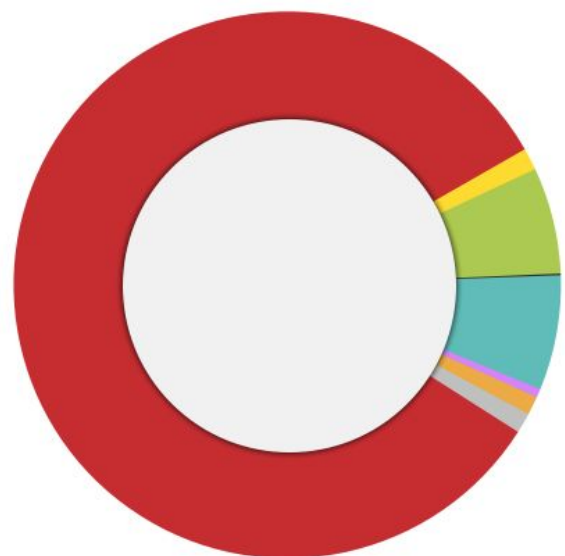
2.2% Office Walk in

2.5% Open House

2.3% Other Broker Referral

Source of Listings 2016

Where Our Listings Come From



82.7% Personal Contact / Referral

1.3% Sign Call

6.3% Display Module

0.1% Newspaper Ad

6.8% Internet

0.5% Office Walk in

1.1% Open House

1.2% Other Broker Referral



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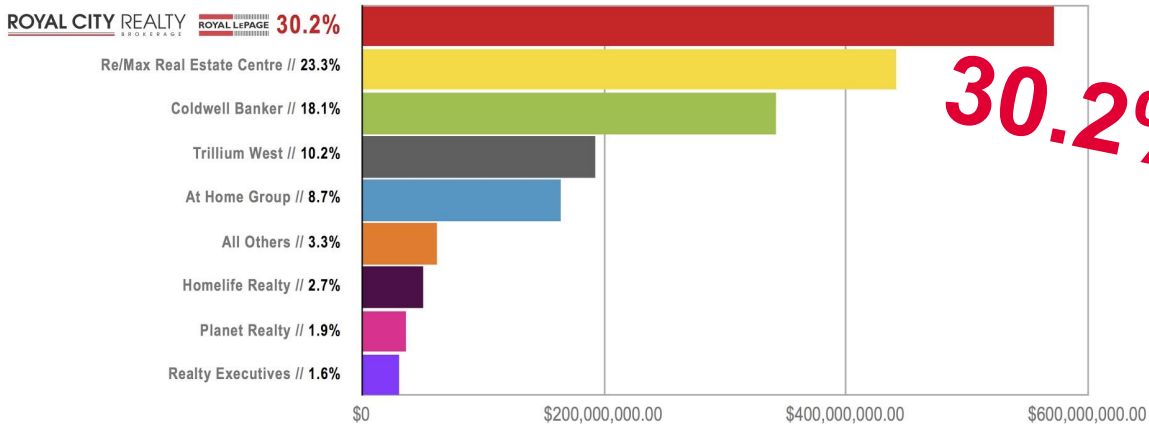


MARKET DOMINANCE

Guelph's #1 Brokerage!

Market Share by \$Volume

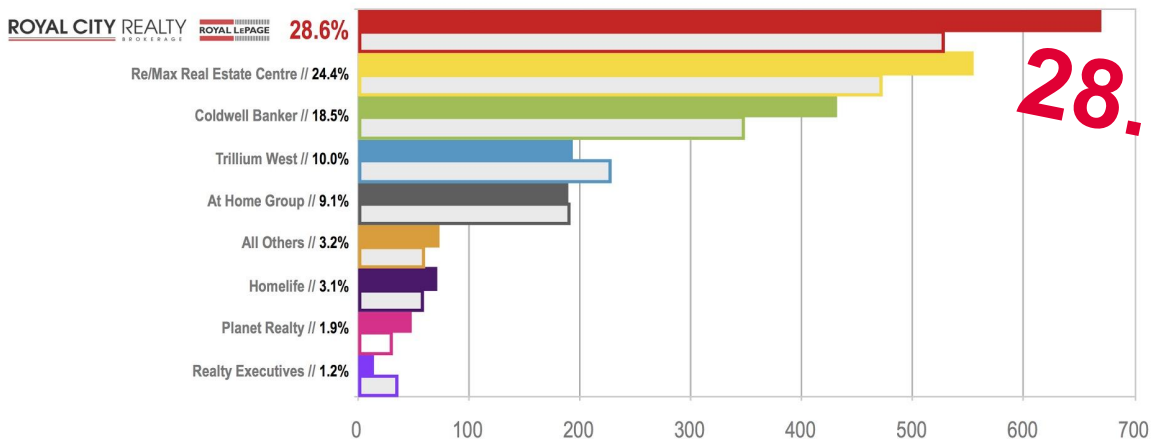
Listing and Selling Ends Combined for **GUELPH BASED COMPANIES** // January - December 2016



Market Share by Units

Listing and Selling Ends for **GUELPH BASED COMPANIES** // January - December 2016

□ List □ Sell



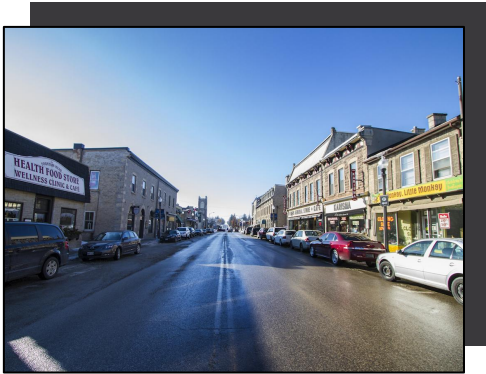
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OUR LOCATIONS

Five convenient locations to serve you!



FERGUS - 519.843.1365
840 Tower Street S., Fergus



GORDON - 519.824.9050
848 Gordon St., Unit 201, Guelph



ROCKWOOD - 519.856.9922
295 Alma St., Unit 1, Rockwood



SPEEDVALE - 519.821.6191
214 Speedvale Ave., W., Guelph



STONE ROAD - 519.821.6191
435 Stone Rd., W., Guelph



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