

PUSLINCH REAL ESTATE MARKET REPORT

AUGUST 2018

R-CITY | R-TEAM | R-NUMBERS



PUSLINCH OVERVIEW SELLER'S MARKET



YEAR-TO-DATE SALES VOLUME OF \$67,087,834

Down 26.5% from 2017's \$91,101,937. Unit sales of 78 are down 18% from 2017's 95, with 167 new listings up 10%, and a 47% sales/listings ratio down 25%.



AUGUST SALES VOLUME OF \$9,529,500

Up 161% from 2017's \$3,645,900. Unit sales of 14 are up 133% from last August's 6, with 19 new listings up 58%, and a 74% sales/listing ratio up 47.5%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$900,123

Down from \$966,991 one year ago. Median sale price \$800,000 down from \$978,750 one year ago. Average days-on-market down 1 day to 44 compared to last year.



AUGUST Numbers

MEDIAN SALE PRICE -18%

\$800,000

SALES VOLUME +161%

\$9,529,500

UNIT SALES +133%

14

NEW LISTINGS +58%

19

EXPIRED LISTINGS +40%

7

UNIT SALES/LISTINGS RATIO +47.5%

74%

*Year-to-date (YTD): is a period starting from the beginning of the current calendar year and continuing up to the present day (January-August 2018)

*Sales Volume: is the dollar volume of homes sold within a reporting period

*Unit Sales: represent the total number of sales in a given reporting period

*New Listings: units that have recently gone public and are for sale

*Expired Listings: listings expire when the listing contract expiration date has passed without the property being sold

*Unit Sales/ Listings Ratio: number of units sold compared to the number of units listed

*Average Price: average sale price can be volatile if one or more properties were sold at an extraordinarily high or low price, the average is skewed higher or lower as a result. This can be an unreliable stat, especially in smaller markets.

*Median Sale Price: exactly half of homes listed are above this price and exactly half are below

* Year over year comparison (August 2017 to August 2018)

THE MARKET IN DETAIL



Table 1:
Puslinch MLS Sales and Listing Summary
2016 vs. 2017 vs. 2018

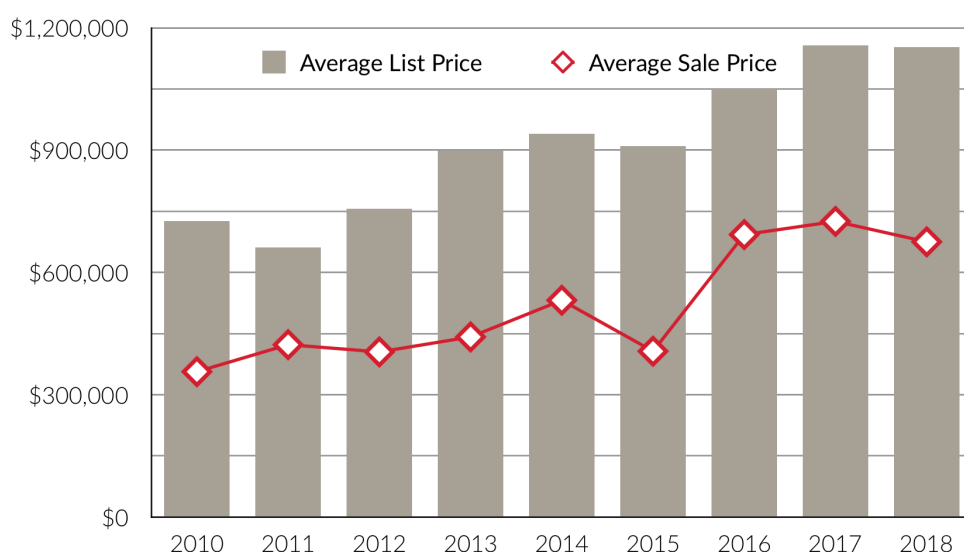
	2016	2017	2018	2017-2018
Year-To-Date (YTD) Volume Sales	\$73,925,826	\$91,101,937	\$67,087,834	-26.4%
YTD Unit Sales	86	95	78	-17.9%
YTD New Listings	180	152	167	+9.9%
YTD Sales/Listings Ratio	48%	63%	47%	-25.3%
YTD Expired Listings	34	19	19	No Change
August Volume Sales	\$4,684,143	\$3,645,900	\$9,529,500	+161.4%
August Unit Sales	4	6	14	+133.3%
August New Listings	21	12	19	+58.3%
August Sales/Listings Ratio	19%	50%	74%	+47.4%
August Expired Listings	4	3	3	No Change
YTD Sales: Under \$0-\$199K	5	3	3	No Change
YTD Sales: Under \$200K-\$349K	13	13	7	-46.2%
YTD Sales: Under \$350K-\$549K	13	12	13	+8.3%
YTD Sales: Under \$550K-\$749K	14	5	10	+100%
YTD Sales: Under \$750K-\$999K	11	19	20	+5.3%
YTD Sales: \$1M+	30	43	26	-39.5%
YTD Average Days-On-Market	89	45	44	-2%
YTD Average Sale Price	\$923,808	\$966,991	\$900,123	-6.9%
YTD Median Sale Price	\$870,000	\$978,750	\$800,000	-18.3%

NOTE: All MLS® sales data in this report comes from the Guelph District Association of REALTORS®.

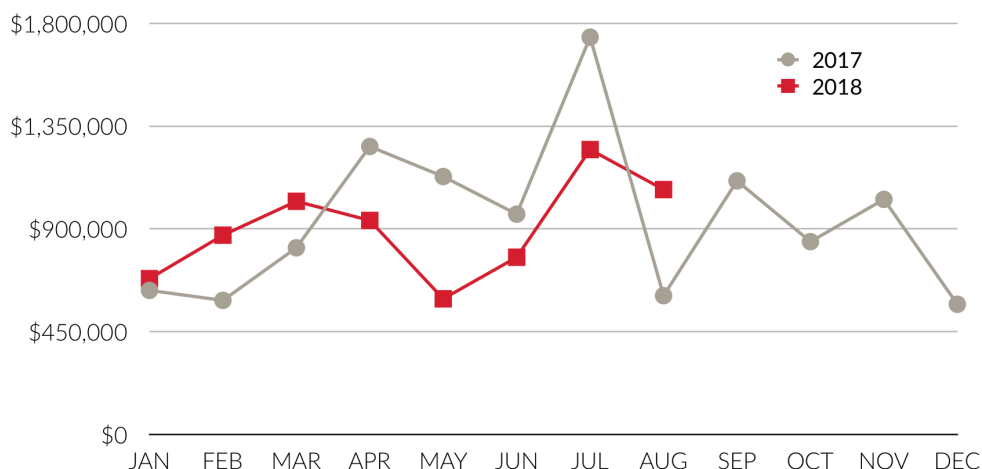
AVERAGE SALE PRICE

PUSLINCH

YEAR OVER YEAR



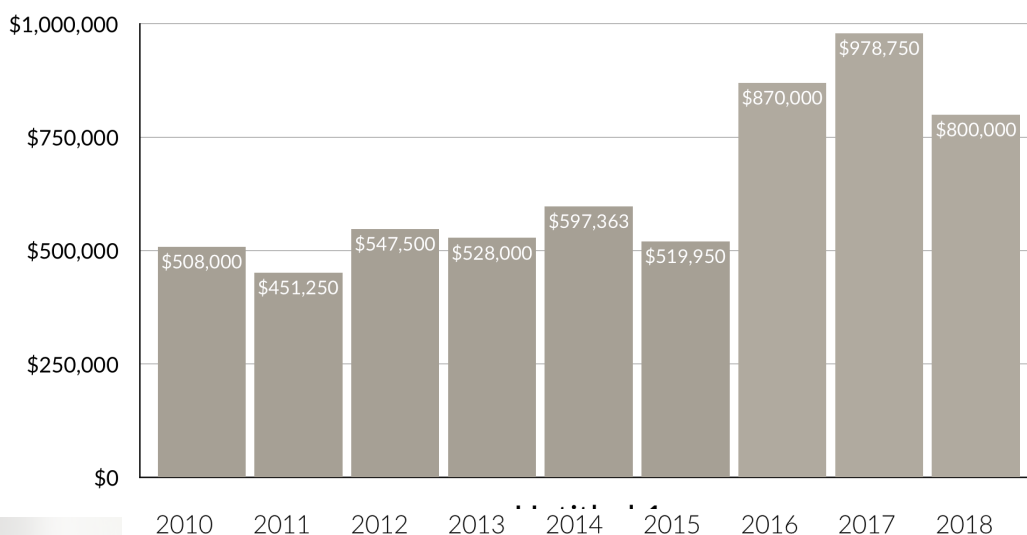
MONTH OVER MONTH 2017 VS. 2018



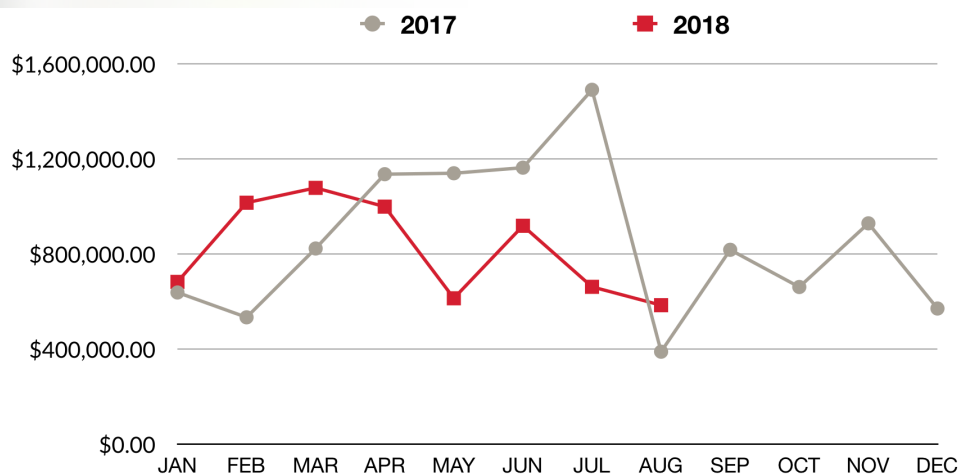
MEDIAN SALE PRICE

PUSLINCH

YEAR OVER YEAR



MONTH OVER MONTH 2017 VS. 2018

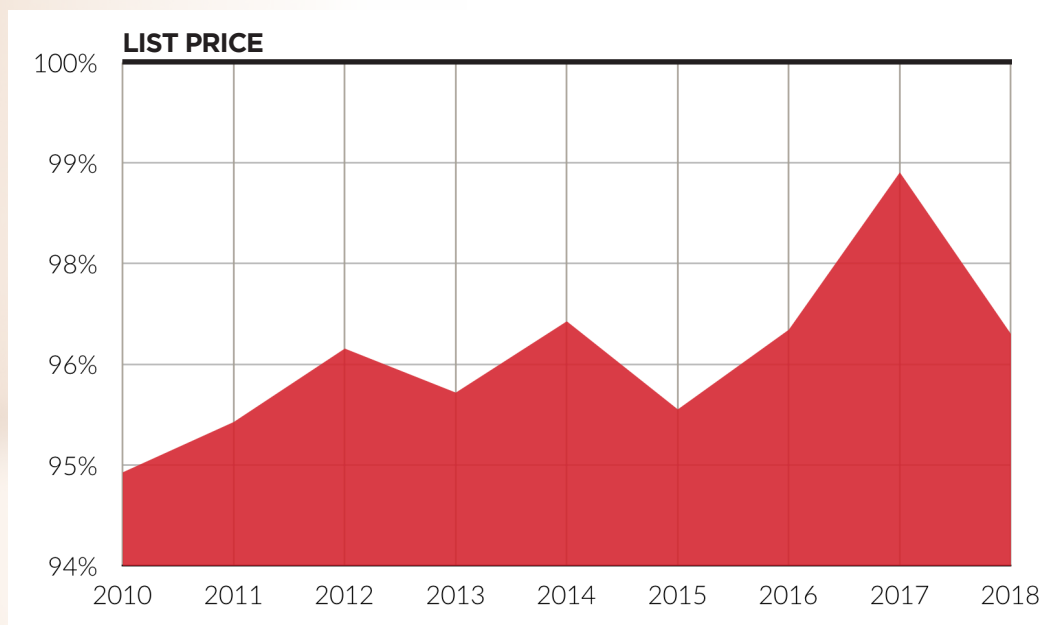


* Median sale price is based on residential sales (including freehold and condominiums).

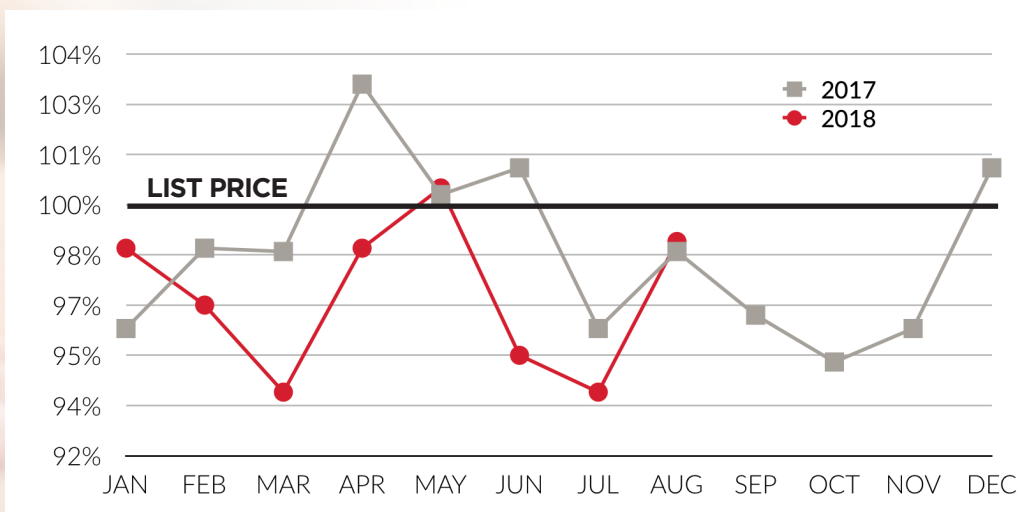
SALE PRICE vs. LIST PRICE RATIO

PUSLINCH

YEAR OVER YEAR



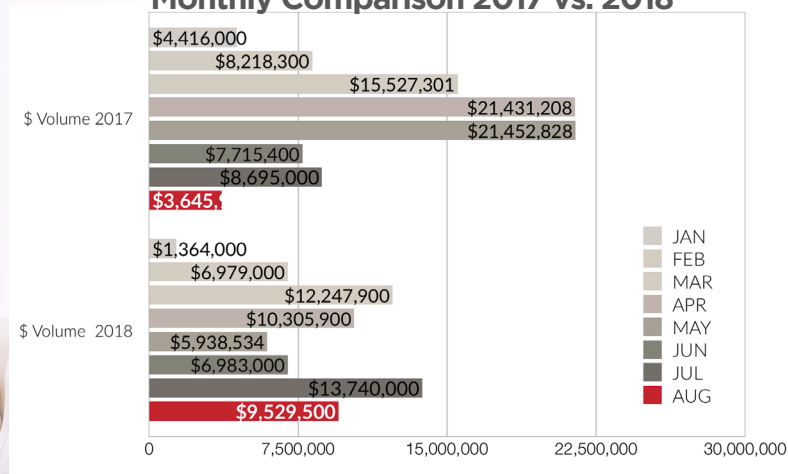
MONTH OVER MONTH 2017 VS. 2018



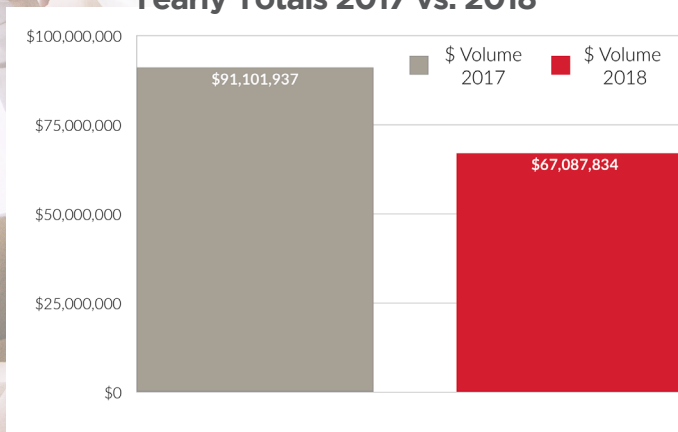
\$ VOLUME SALES

PUSLINCH

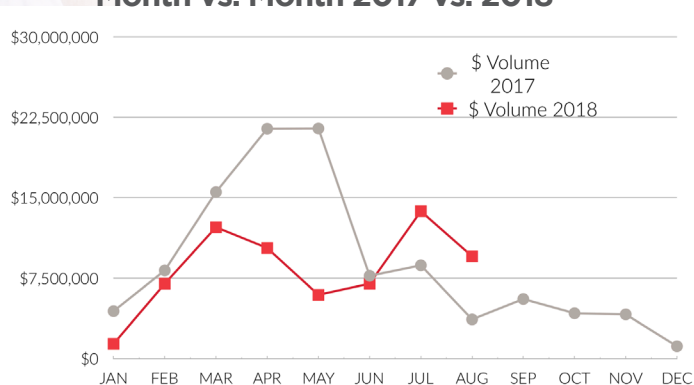
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018



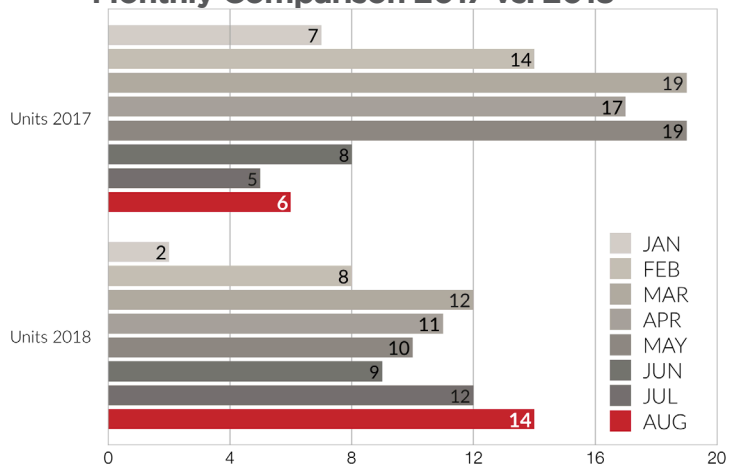
Month vs. Month 2017 vs. 2018



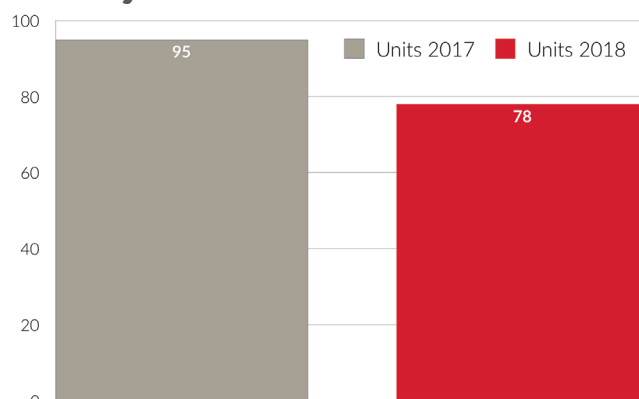
UNIT SALES

PUSLINCH

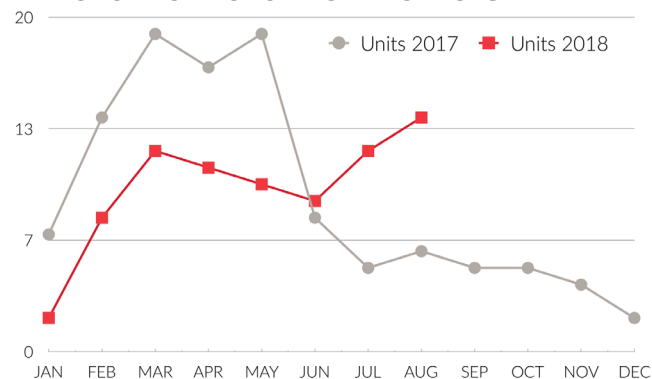
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018

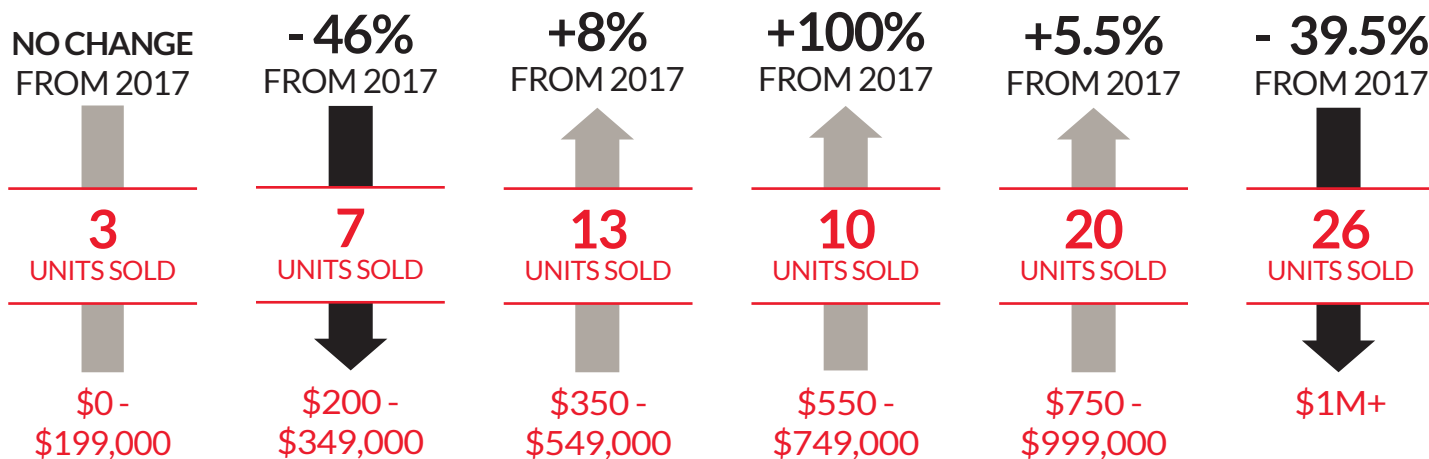


Month vs. Month 2017 vs. 2018



SALES BY PRICE BRACKET

PUSLINCH- YEAR TO DATE



SALES BY TYPE

PUSLINCH - YEAR TO DATE

FREEHOLD HOME SALES

- 39%

YTD
SALES VOLUME
\$49,132,334

- 28.5%

YTD
UNIT SALES
58

-14.5%

YTD AVERAGE
SALE PRICE
\$847,109

+78%

AUGUST
SALES VOLUME
\$5,470,500

+40%

AUGUST
UNIT SALES
7

CONDOMINIUM HOME SALES

*THERE WERE NO CONDOMINIUM SALES IN PUSLINCH IN 2017 TO COMPARE TO

YTD
SALES VOLUME
2,976,900

YTD
UNIT SALES
7

YTD AVERAGE
SALE PRICE
\$425,271

AUGUST
SALES VOLUME
\$2,267,000

AUGUST
UNIT SALES
5

VACANT LAND SALES

+0.5%

YTD
SALES VOLUME
\$5,313,600

- 20%

YTD
UNIT SALES
8

+25.5%

YTD AVERAGE
SALE PRICE
\$664,200

+214.5%

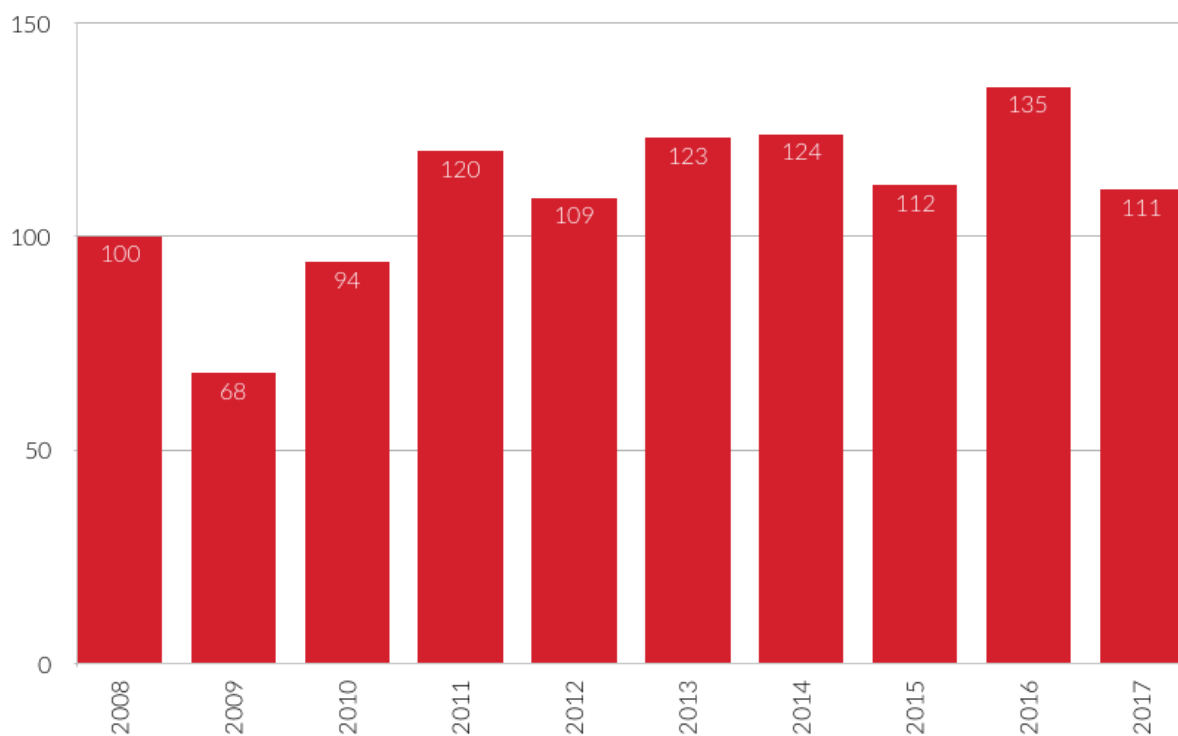
AUGUST
SALES VOLUME
\$1,792,000

+100%

AUGUST
UNIT SALES
2

10 YEAR MARKET ANALYSIS

PUSLINCH - UNITS SOLD

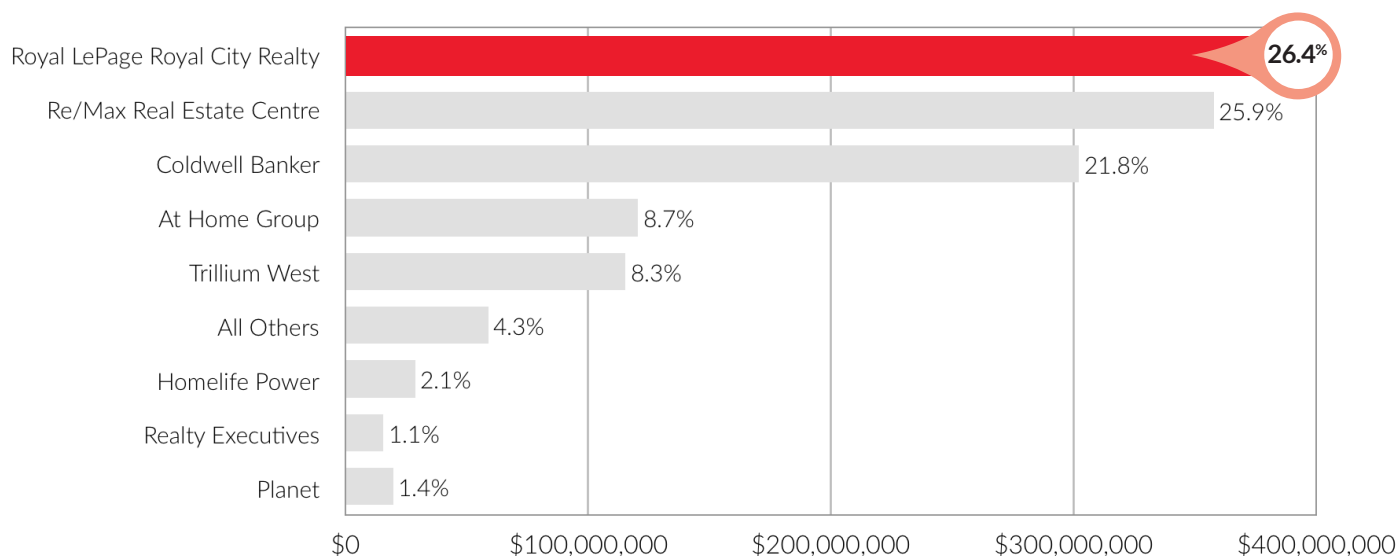


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

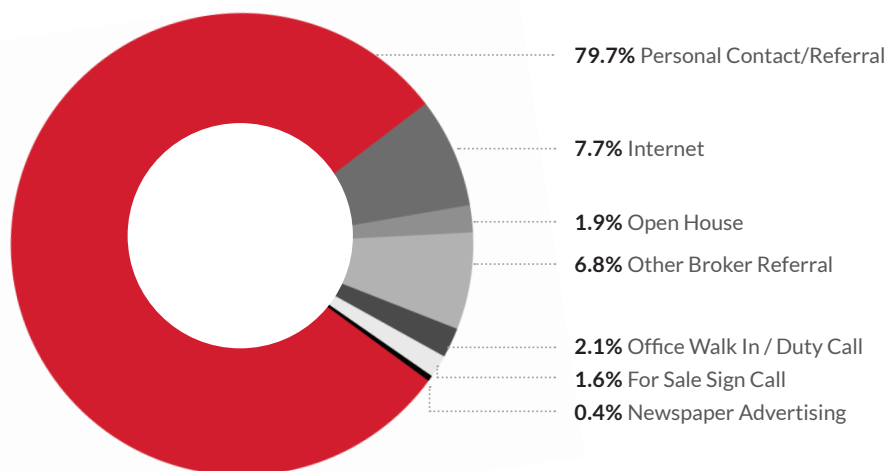
MARKET SHARE BY \$ VOLUME

Listing Selling Ends Combined for GUELPH BASED COMPANIES
January - August 2018

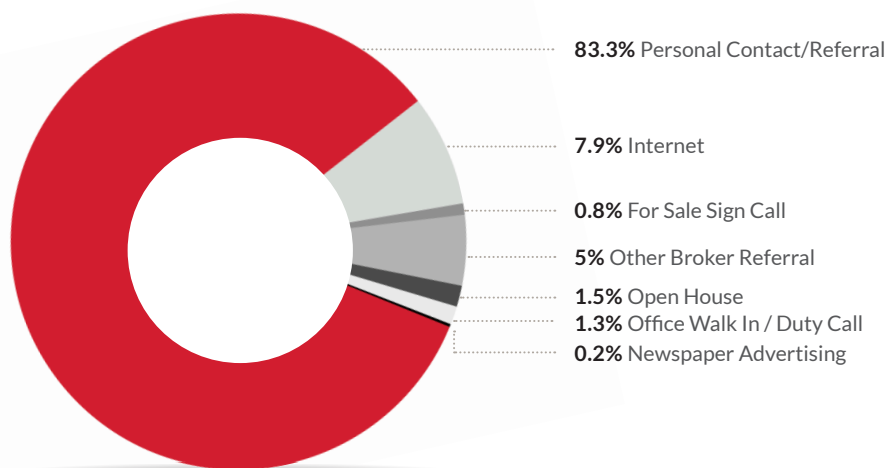


SOURCE OF BUSINESS

SOURCE OF BUYERS 2017 HOW WE'LL FIND YOUR BUYER



SOURCE OF LISTINGS 2017 WHERE OUR LISTINGS COME FROM



OUR LOCATIONS

FOUR CONVENIENT LOCATIONS TO SERVE YOU



FERGUS

Ph. 519.843.1365

840 Tower Street S., Fergus



GUELPH

Ph. 519.824.9050

848 Gordon St., Suite 101, Guelph



ROCKWOOD

Ph. 519.856.9922

118 Main Street S, Rockwood



GUELPH

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214 Speedvale Ave., W., Guelph