

PUSLINCH REAL ESTATE MARKET REPORT SEPTEMBER 2018

R-CITY | R-TEAM | R-NUMBERS



PUSLINCH OVERVIEW

BALANCED MARKET

PUSLINCH'S MARKET IS BALANCED AND CONTINUING TO ADJUST.



YEAR-TO-DATE SALES VOLUME OF \$73,646,434

Down 24% from 2017's \$96,652,936. Unit sales of 84 are down 16% from 2017's 100, with 191 new listings up 13%, and a 44% sales/listings ratio down 25.5%.



AUGUST SALES VOLUME OF \$6,558,600

Up 18% from 2017's \$5,550,999. Unit sales of 6 are up 20% from last August's 5, with 24 new listings up 41%, and a 25% sales/listing ratio down 15%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$866,717

Down from \$982,903 one year ago. Median sale price of \$805,700 down from \$822,500 one year ago. 44 average days-on-market equal to last year.



SEPTEMBER Numbers

MEDIAN SALE PRICE -2%

\$805,700

SALES VOLUME +18%

\$6,558,600

UNIT SALES +20%

6

NEW LISTINGS +41%

24

EXPIRED LISTINGS +350%

9

UNIT SALES/LISTINGS RATIO -15%

25%

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

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

THE MARKET IN DETAIL



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

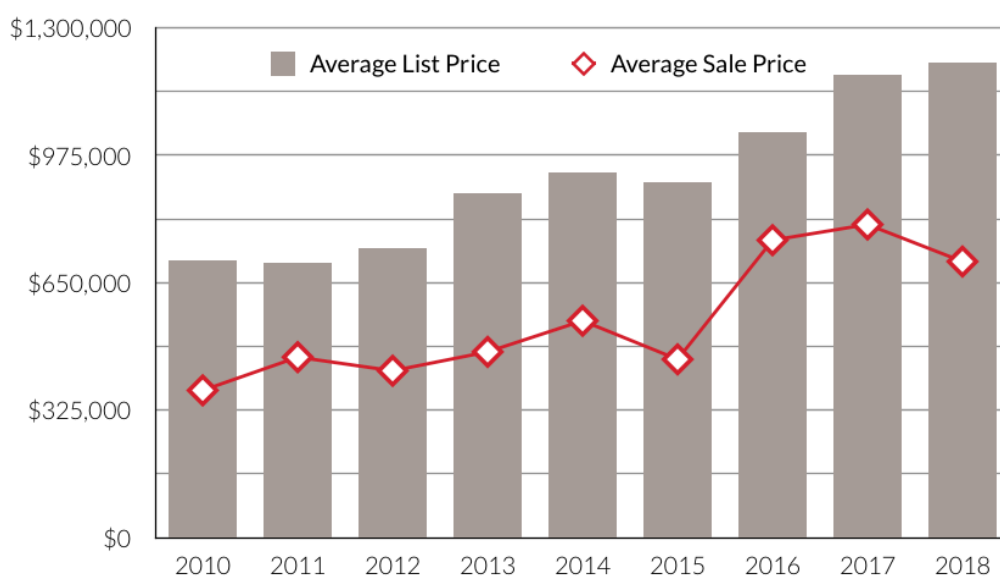
	2016	2017	2018	2017-2018
Year-To-Date (YTD) Volume Sales	\$97,229,726	\$96,652,936	\$73,646,434	-23.8%
YTD Unit Sales	109	100	84	-16%
YTD New Listings	211	169	191	+13%
YTD Sales/Listings Ratio	52%	59%	44%	-25.7%
YTD Expired Listings	42	26	35	+34.6%
August Volume Sales	\$23,303,900	\$5,550,999	\$6,558,600	+18.2%
August Unit Sales	23	5	6	+20%
August New Listings	31	17	24	+41.2%
August Sales/Listings Ratio	74%	29%	25%	-15%
August Expired Listings	3	2	9	+350%
YTD Sales: Under \$0-\$199K	6	3	3	No Change
YTD Sales: Under \$200K-\$349K	14	13	7	-46.2%
YTD Sales: Under \$350K-\$549K	15	12	14	+16.7%
YTD Sales: Under \$550K-\$749K	17	7	11	+57.1%
YTD Sales: Under \$750K-\$999K	17	20	21	+5%
YTD Sales: \$1M+	40	45	28	-37.8%
YTD Average Days-On-Market	84	44	44	No Change
YTD Average Sale Price	\$933,742	\$982,903	\$866,717	-11.8%
YTD Median Sale Price	\$892,000	\$822,500	\$805,700	-2%

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

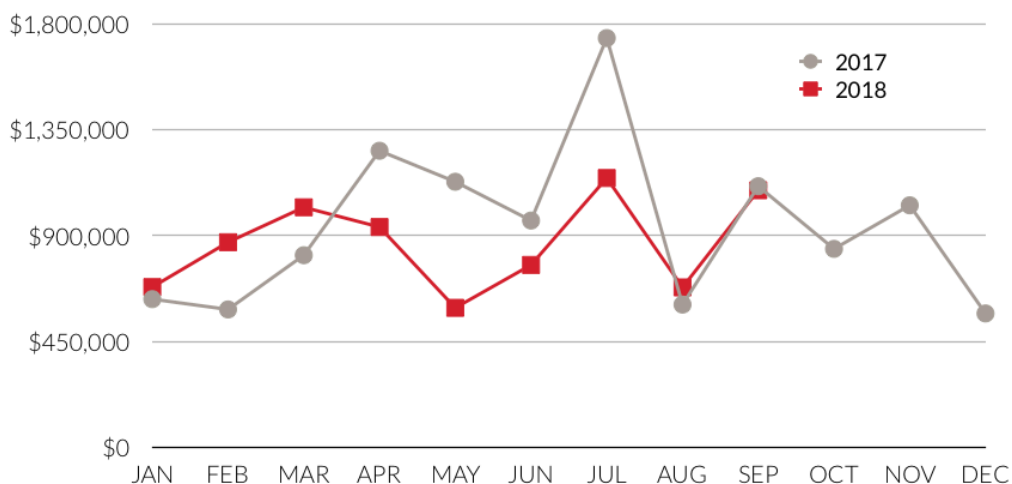
AVERAGE SALE PRICE

PUSLINCH

YEAR OVER YEAR



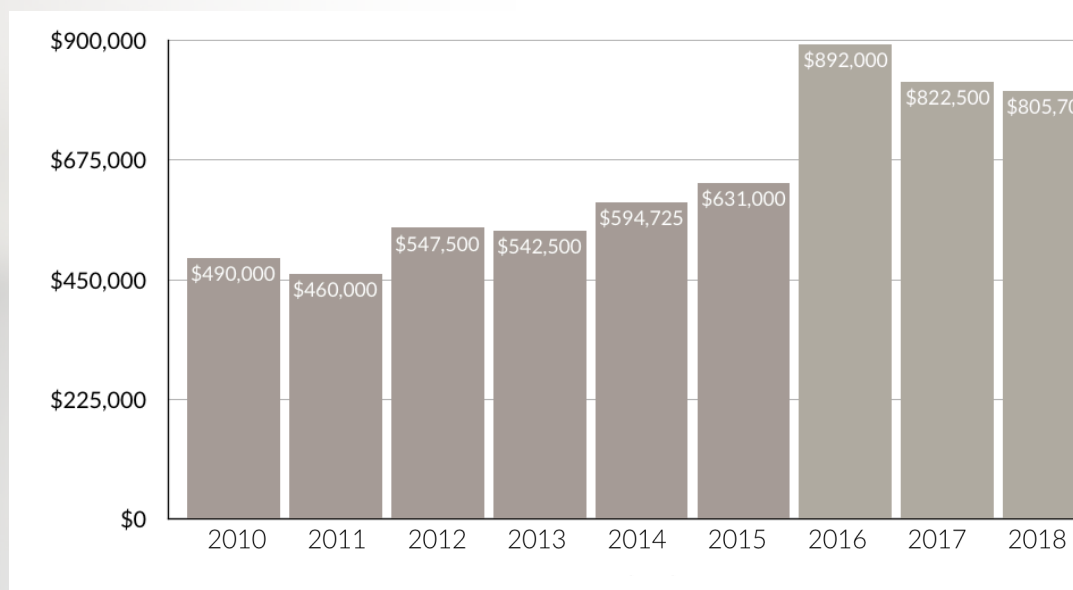
MONTH OVER MONTH 2017 VS. 2018



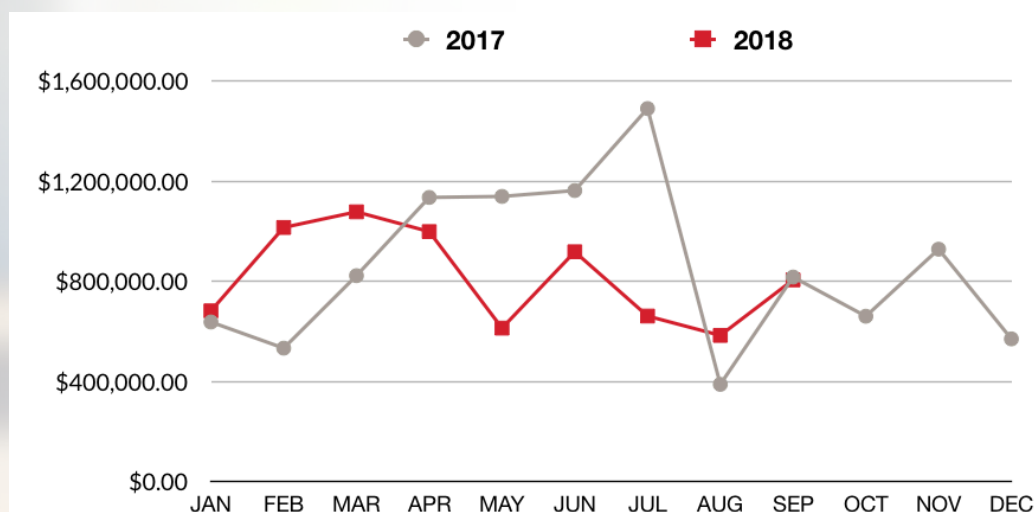
MEDIAN SALE PRICE

PUSLINCH

YEAR OVER YEAR



MONTH OVER MONTH 2017 VS. 2018

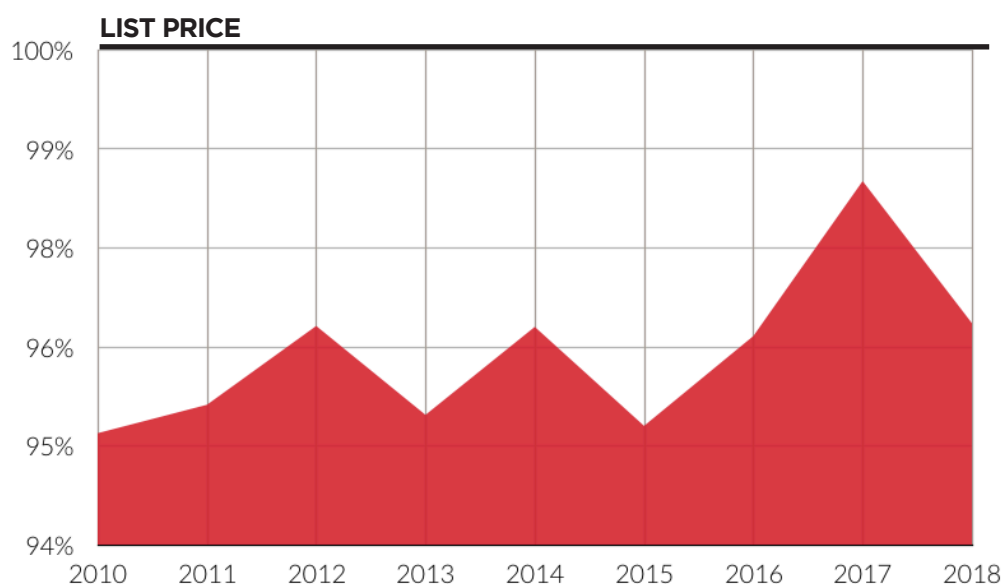


* Median sale price is based on residential sales (including freehold and condominiums).

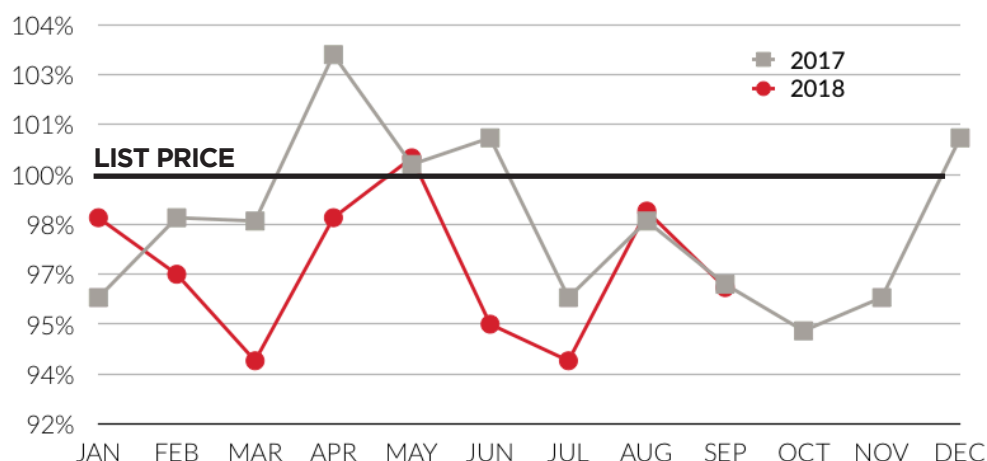
SALE PRICE vs. LIST PRICE RATIO

PUSLINCH

YEAR OVER YEAR



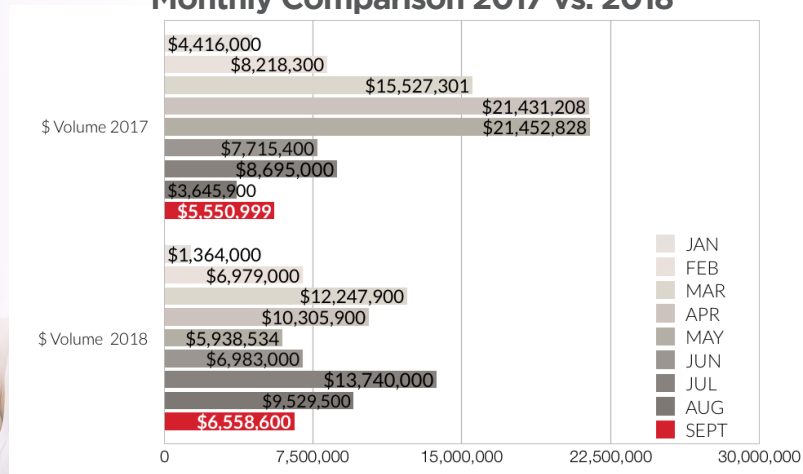
MONTH OVER MONTH 2017 VS. 2018



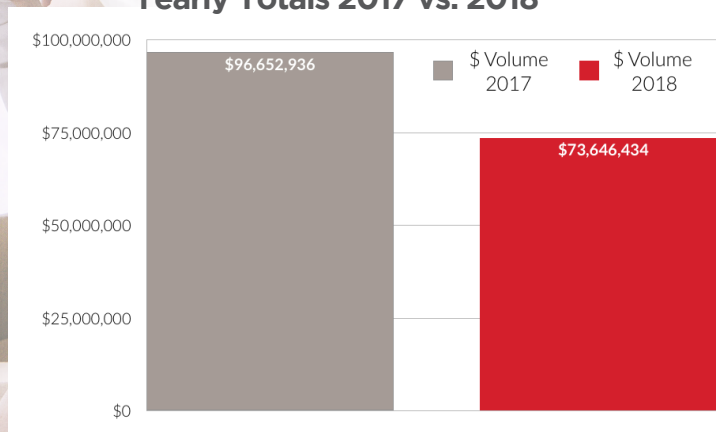
\$ VOLUME SALES

PUSLINCH

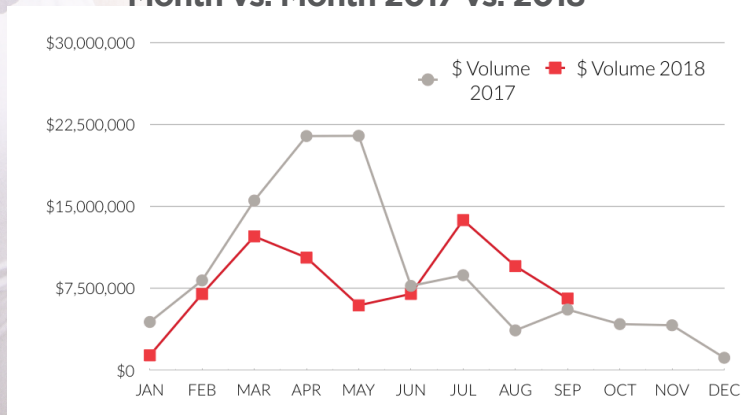
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018



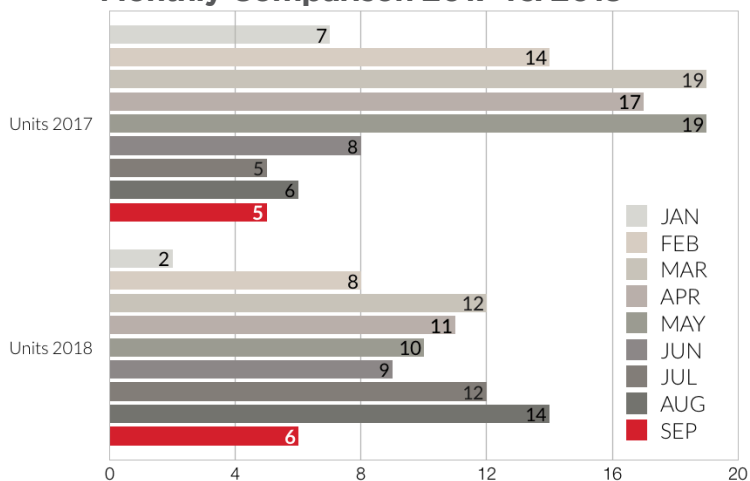
Month vs. Month 2017 vs. 2018



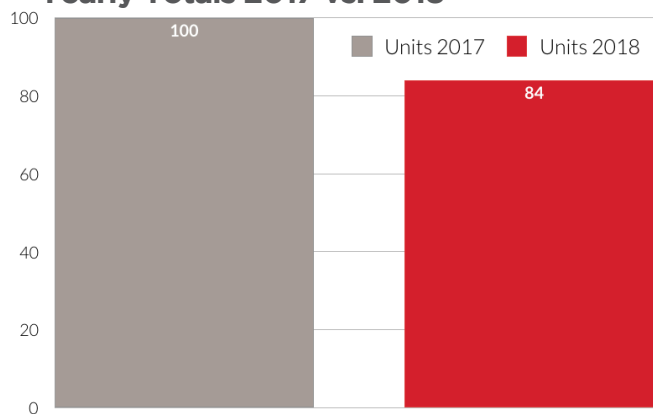
UNIT SALES

PUSLINCH

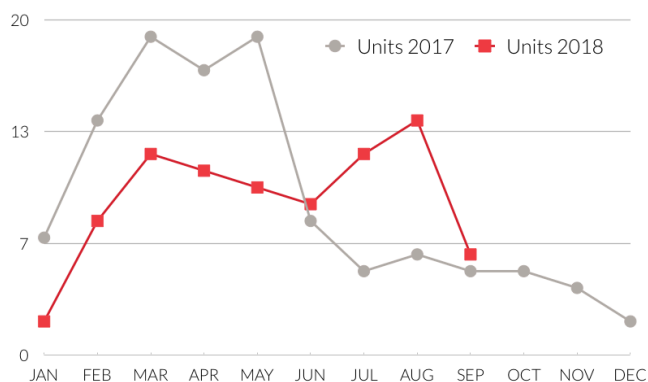
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018

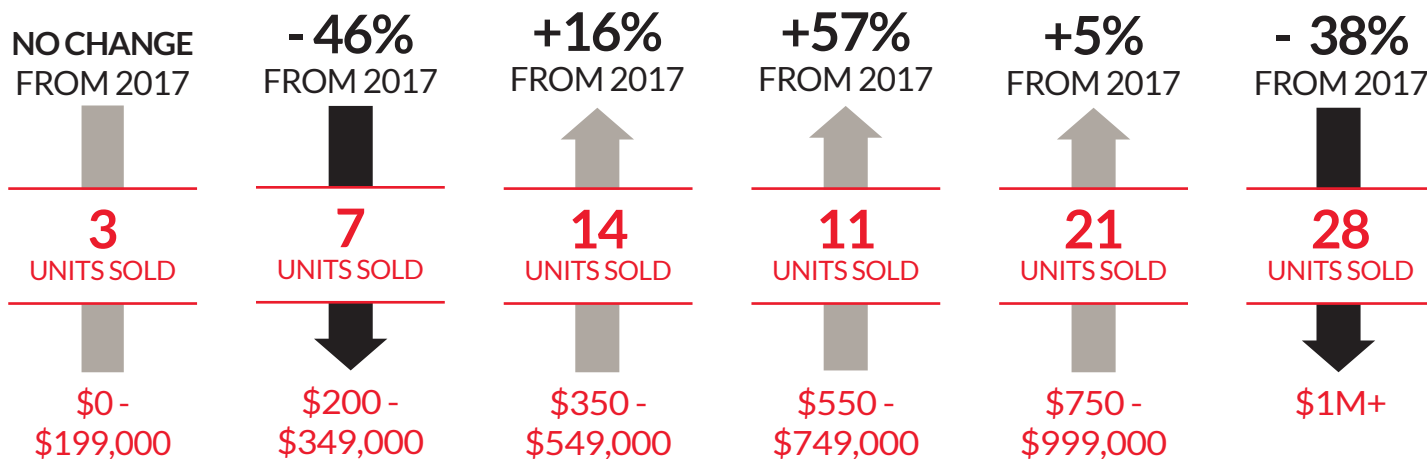


Month vs. Month 2017 vs. 2018



SALES BY PRICE BRACKET

PUSLINCH- YEAR TO DATE



SALES BY TYPE

PUSLINCH - YEAR TO DATE

FREEHOLD HOME SALES

- 36%

YTD
SALES VOLUME
\$54,766,034

- 28%

YTD
UNIT SALES
62

-11.5%

YTD AVERAGE
SALE PRICE
\$883,323

+1.5%

AUGUST
SALES VOLUME
\$5,633,700

-20%

AUGUST
UNIT SALES
4

CONDOMINIUM HOME SALES

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

YTD
SALES VOLUME
3,376,800

YTD
UNIT SALES
8

YTD AVERAGE
SALE PRICE
\$422,100

AUGUST
SALES VOLUME
\$399,900

AUGUST
UNIT SALES
1

VACANT LAND SALES

+10%

YTD
SALES VOLUME
\$5,838,600

- 10%

YTD
UNIT SALES
9

+22.5%

YTD AVERAGE
SALE PRICE
\$648,733

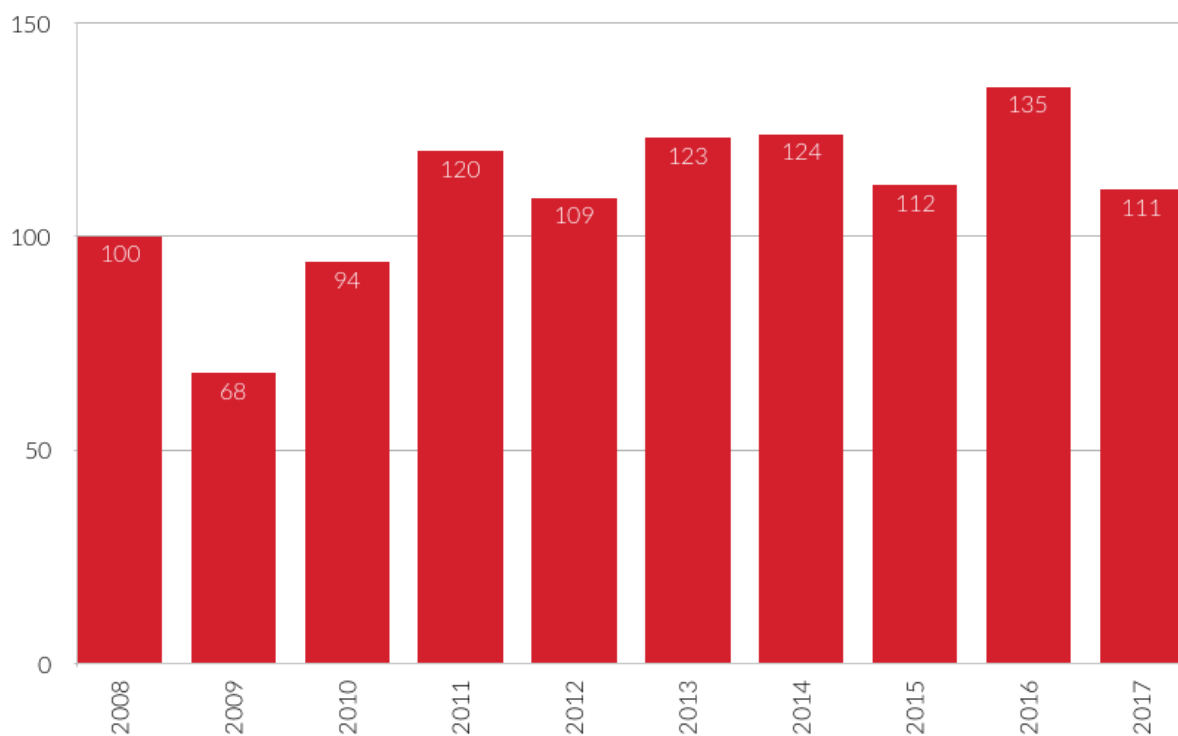
*THERE WERE NO VACANT LAND SALES IN PUSLINCH
IN SEPTEMBER 2017 TO COMPARE TO

AUGUST
SALES VOLUME
\$525,000

AUGUST
UNIT SALES
1

10 YEAR MARKET ANALYSIS

PUSLINCH - UNITS SOLD

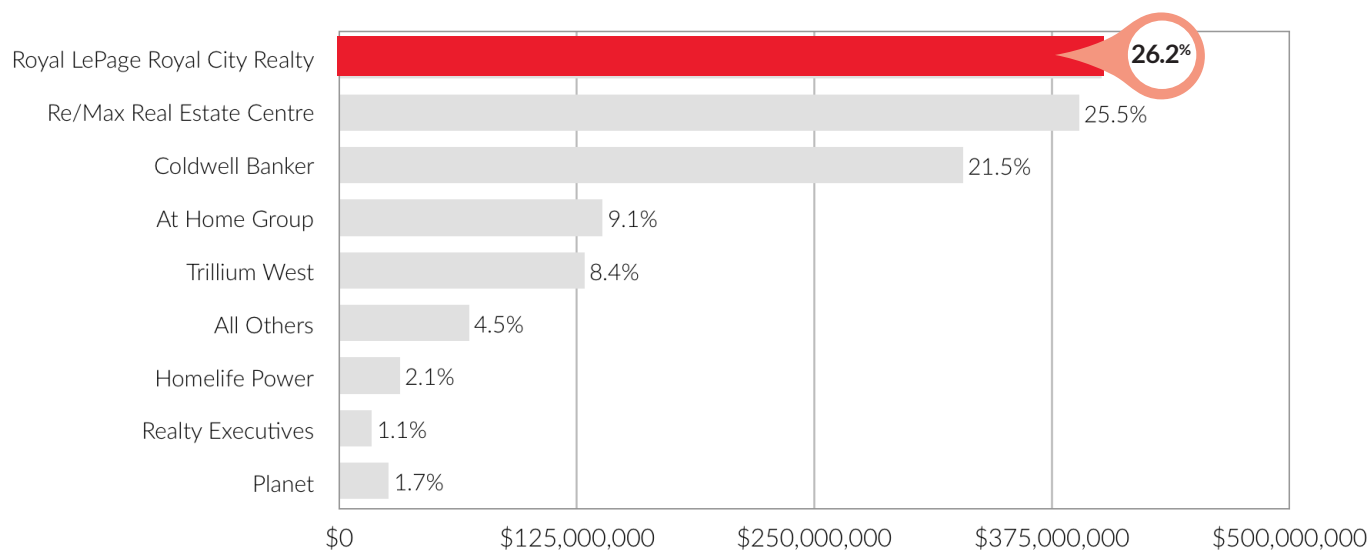


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

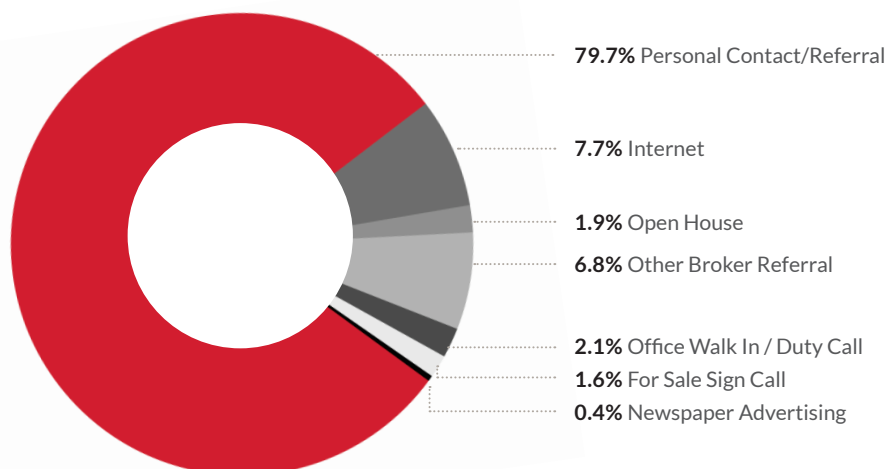
MARKET SHARE BY \$ VOLUME

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

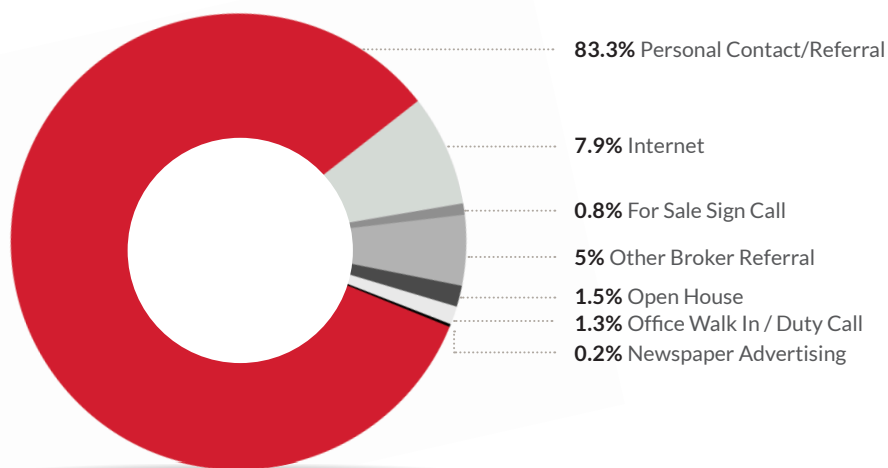


SOURCE OF BUSINESS

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