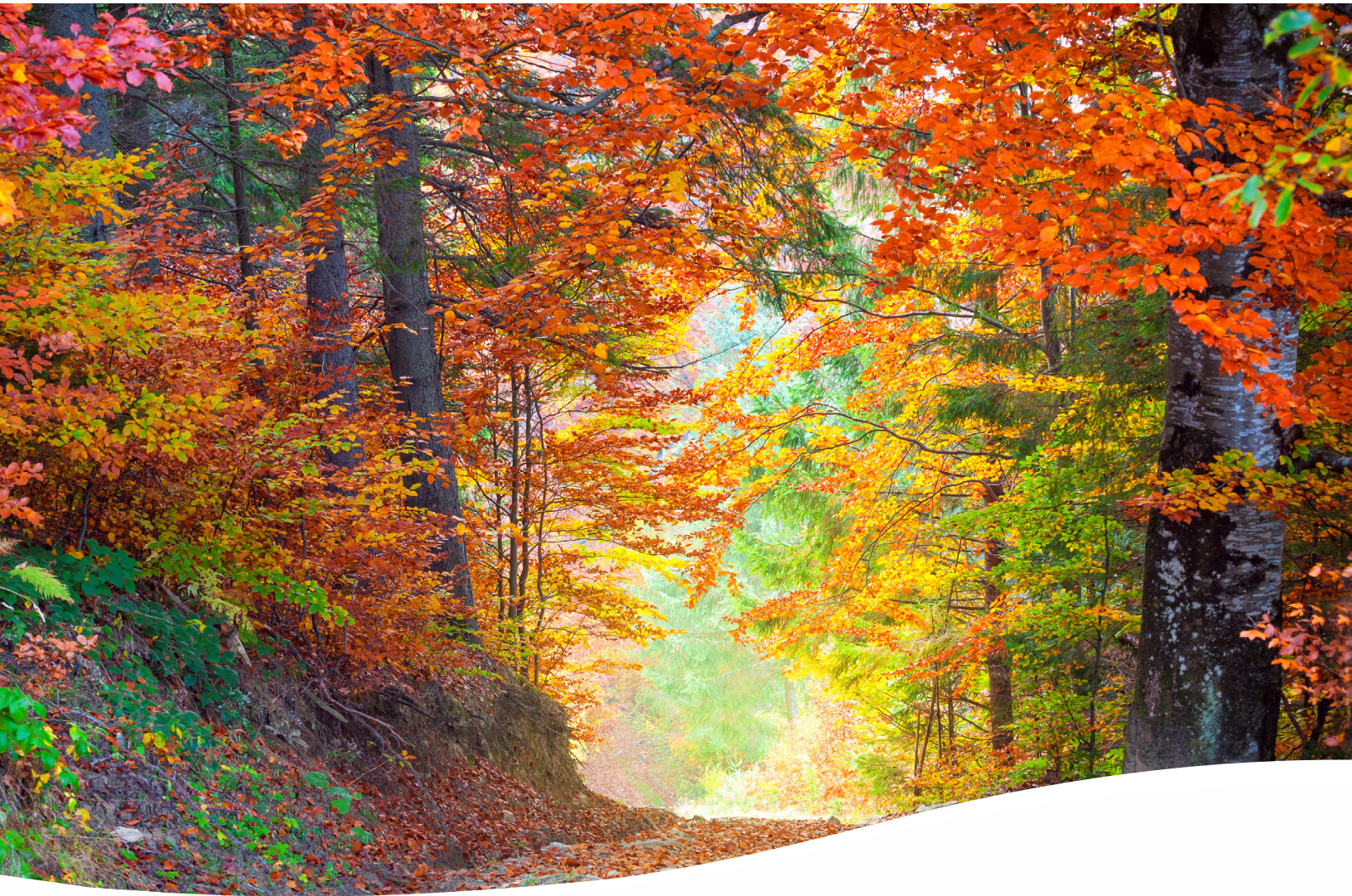


PUSLINCH REAL ESTATE MARKET REPORT

OCTOBER 2018

R-CITY | R-TEAM | R-NUMBERS



PUSLINCH OVERVIEW

BALANCED MARKET

THE SAMPLE SIZE HERE IS SMALL AND SHOWS A DECREASE IN AVERAGE SALE PRICE, BUT OCTOBER WAS PARTICULARLY BUSY.



YEAR-TO-DATE SALES VOLUME OF \$82,597,434

Down 18% from 2017's \$100,873,836. Unit sales of 96 are down 8.5% from 2017's 105, with 213 new listings up 17.5%, and a 45% sales/listings ratio down 22.5%.



OCTOBER SALES VOLUME OF \$8,951,000

Up 112% from 2017's \$4,220,900. Unit sales of 12 are up 140% from last October's 5, with 22 new listings up 83.5%, and a 55% sales/listing ratio up 85.5%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$854,637

Down from \$969,031 one year ago. Median sale price of \$860,350 up from \$819,750 one year ago. Average days-on-market down 8 days to 46 compared to last year.



OCTOBER Numbers

MEDIAN SALE PRICE +38.5%

\$915,000

SALES VOLUME +112%

\$8,951,000

UNIT SALES +140%

12

NEW LISTINGS +83.5%

22

EXPIRED LISTINGS +12.5%

9

UNIT SALES/LISTINGS RATIO +85.5%

55%

* Year over year comparison (October 2017 to October 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 - October 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

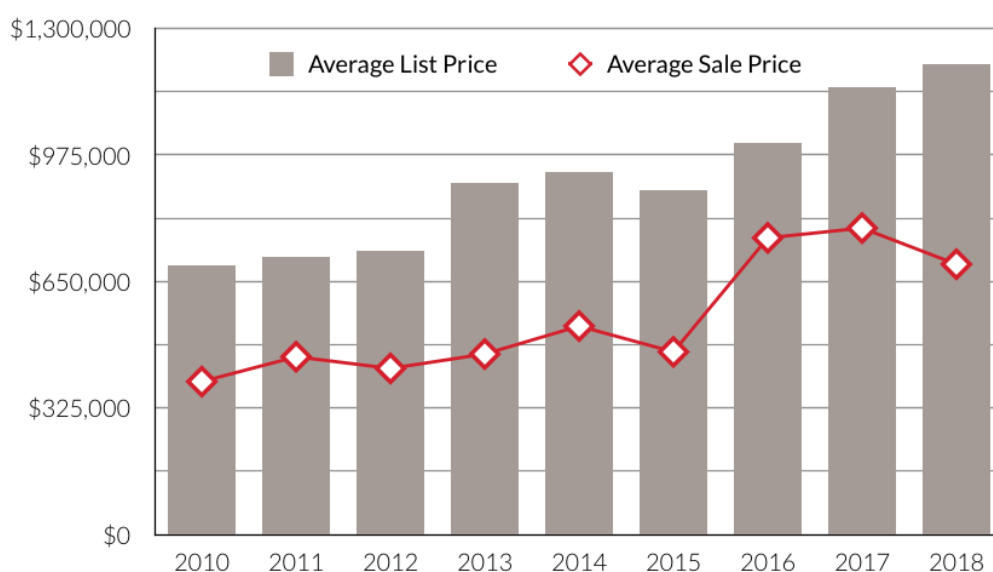
	2016	2017	2018	2017-2018
Year-To-Date (YTD) Volume Sales	\$107,966,726	\$100,873,836	\$82,597,434	-18.1%
YTD Unit Sales	120	105	96	-8.6%
YTD New Listings	225	181	213	+17.7%
YTD Sales/Listings Ratio	53%	58%	45%	-22.3%
YTD Expired Listings	42	26	44	+69.2%
October Volume Sales	\$10,737,000	\$4,220,900	\$8,951,000	+112.1%
October Unit Sales	11	5	12	+140%
October New Listings	14	12	22	+83.3%
October Sales/Listings Ratio	74%	29%	55%	+85.5%
October Expired Listings	6	8	9	+12.5%
YTD Sales: Under \$0-\$199K	7	3	4	+33.3%
YTD Sales: Under \$200K-\$349K	15	14	9	-35.7%
YTD Sales: Under \$350K-\$549K	16	12	16	+33.3%
YTD Sales: Under \$550K-\$749K	19	9	13	+44.4%
YTD Sales: Under \$750K-\$999K	18	21	23	+9.5%
YTD Sales: \$1M+	45	46	31	-32.6%
YTD Average Days-On-Market	82	54	46	-15%
YTD Average Sale Price	\$937,976.90	\$969,031.40	\$854,637.10	-11.8%
YTD Median Sale Price	\$914,000.00	\$819,750.00	\$860,350.00	+5%

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

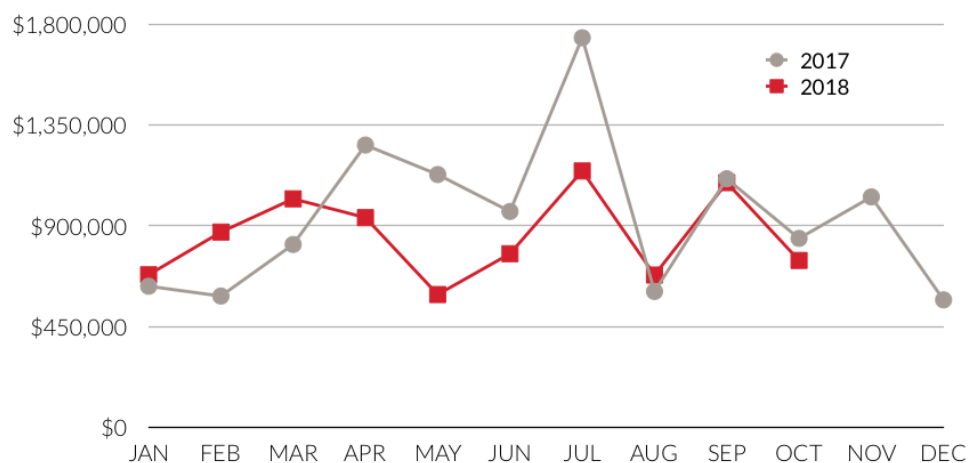
AVERAGE SALE PRICE

PUSLINCH

YEAR OVER YEAR



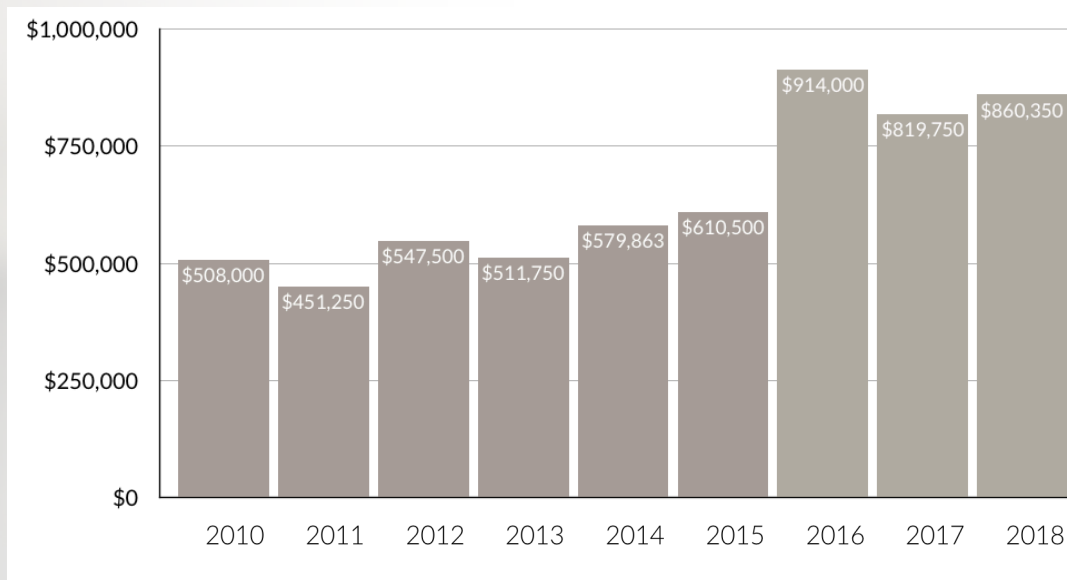
MONTH OVER MONTH 2017 VS. 2018



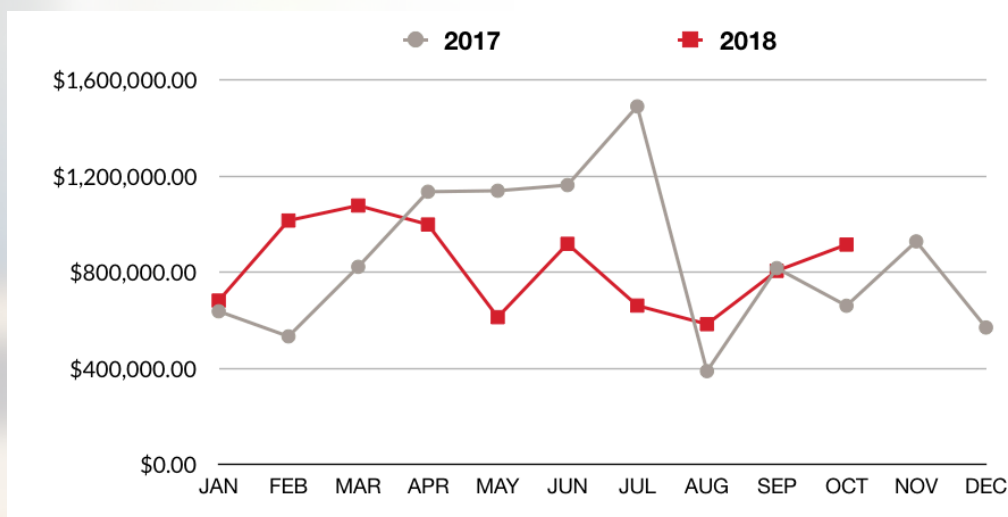
MEDIAN SALE PRICE

PUSLINCH

YEAR OVER YEAR



MONTH OVER MONTH 2017 VS. 2018

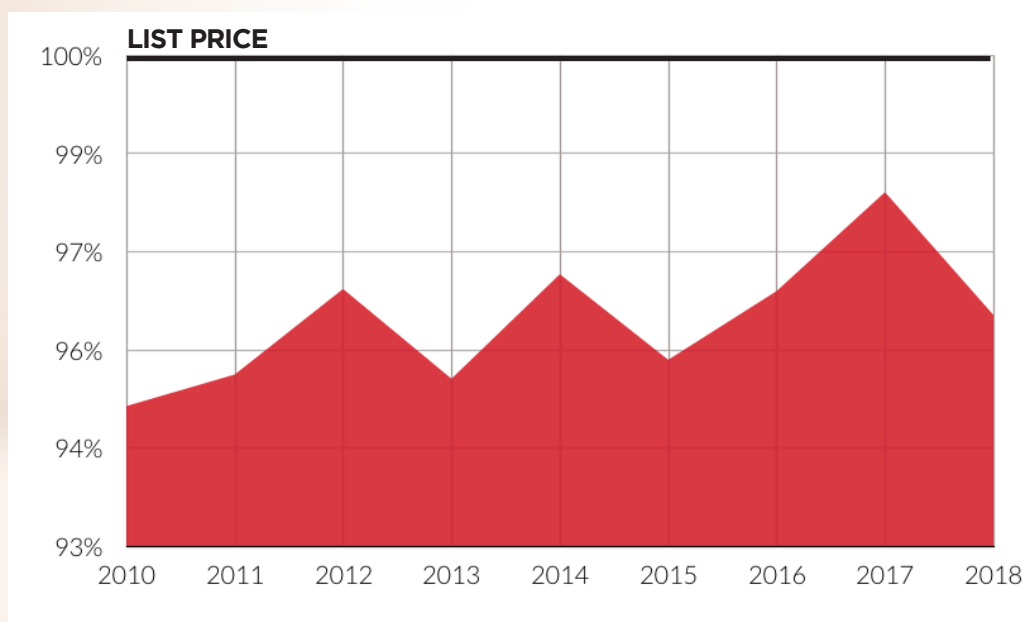


* Median sale price is based on residential sales (including freehold and condominiums).

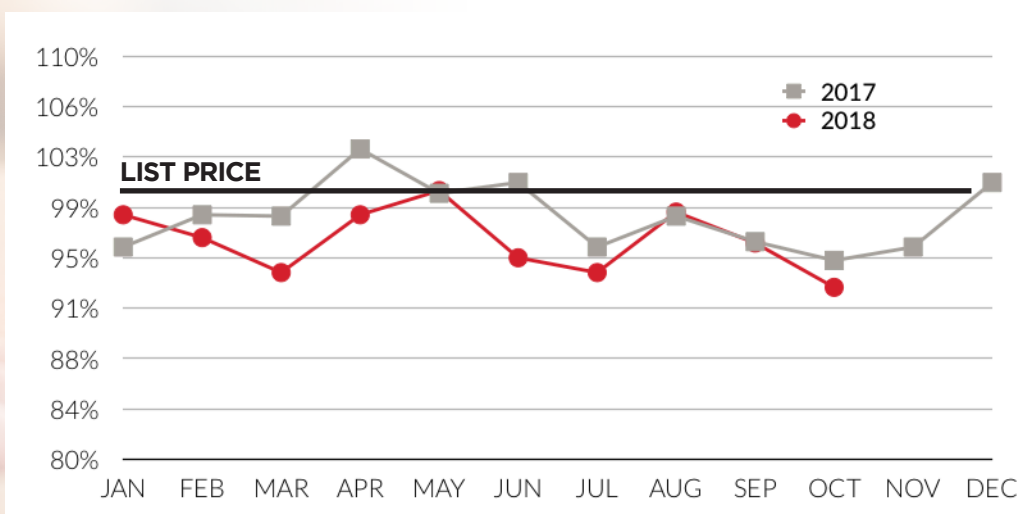
SALE PRICE vs. LIST PRICE RATIO

PUSLINCH

YEAR OVER YEAR



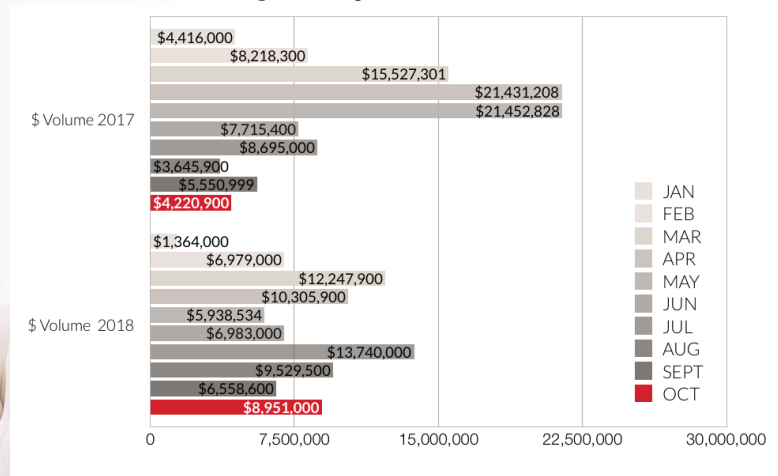
MONTH OVER MONTH 2017 VS. 2018



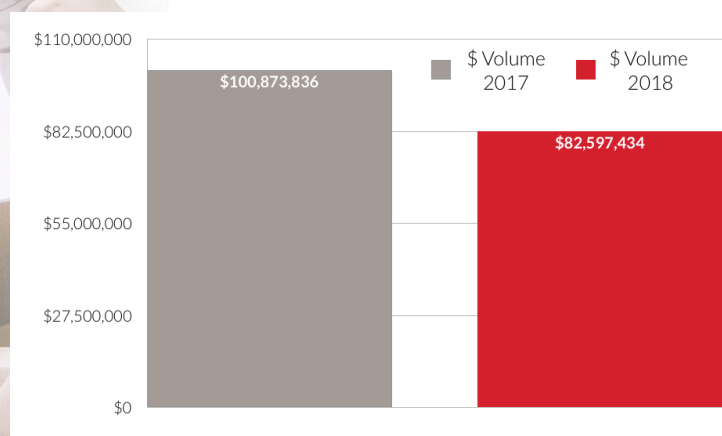
\$ VOLUME SALES

PUSLINCH

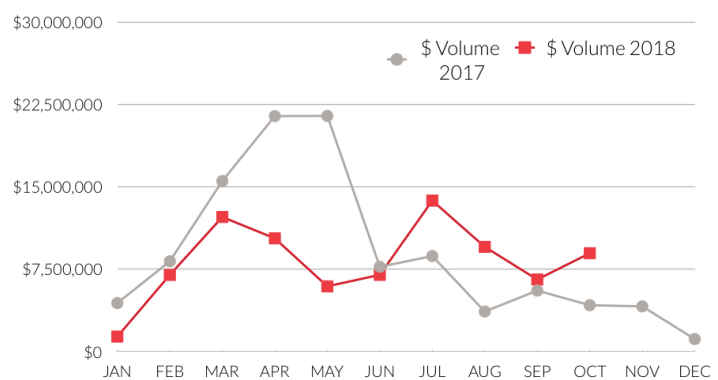
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018



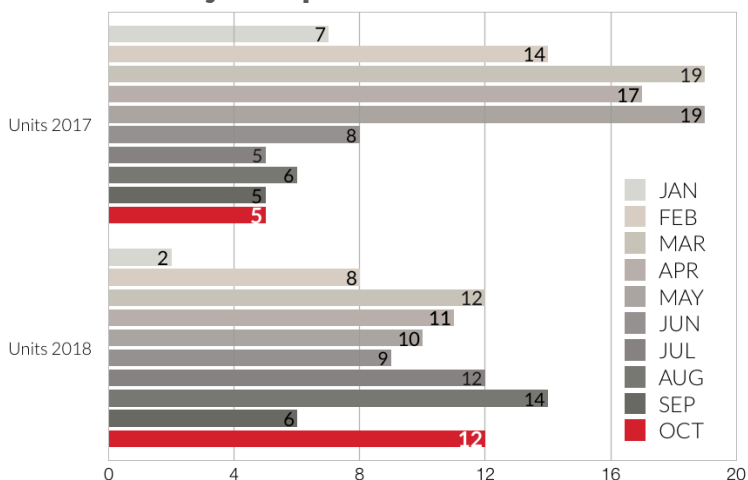
Month vs. Month 2017 vs. 2018



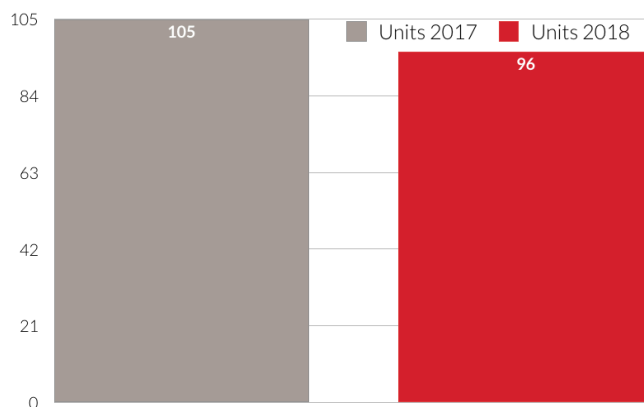
UNIT SALES

PUSLINCH

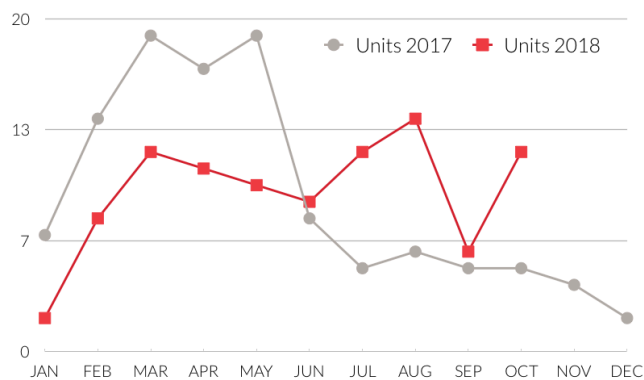
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018

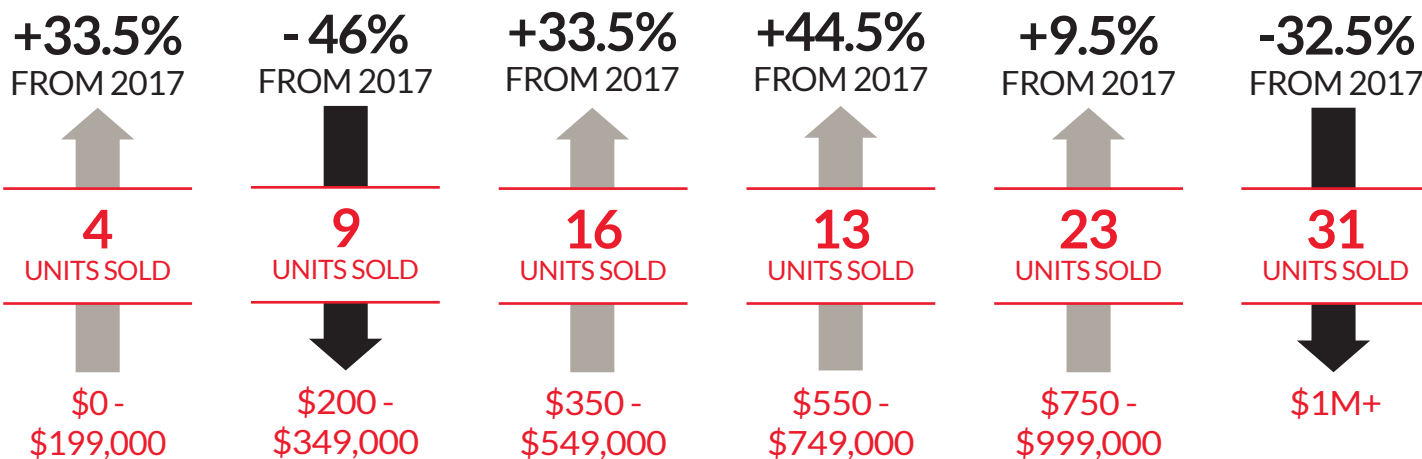


Month vs. Month 2017 vs. 2018



SALES BY PRICE BRACKET

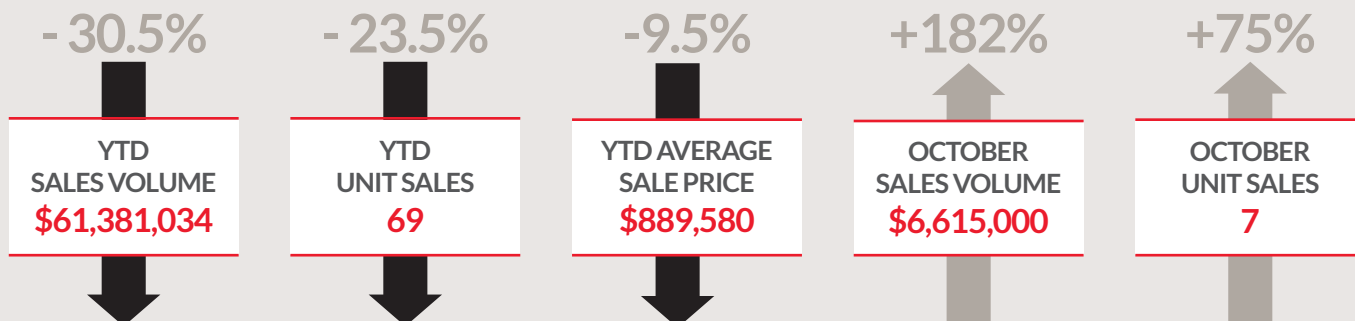
PUSLINCH- YEAR TO DATE



SALES BY TYPE

PUSLINCH - YEAR TO DATE

FREEHOLD HOME SALES



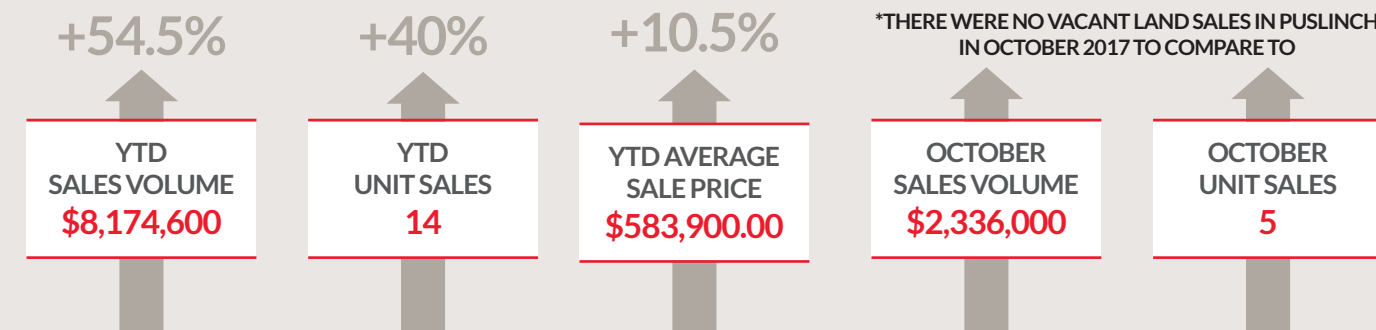
CONDOMINIUM HOME SALES

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



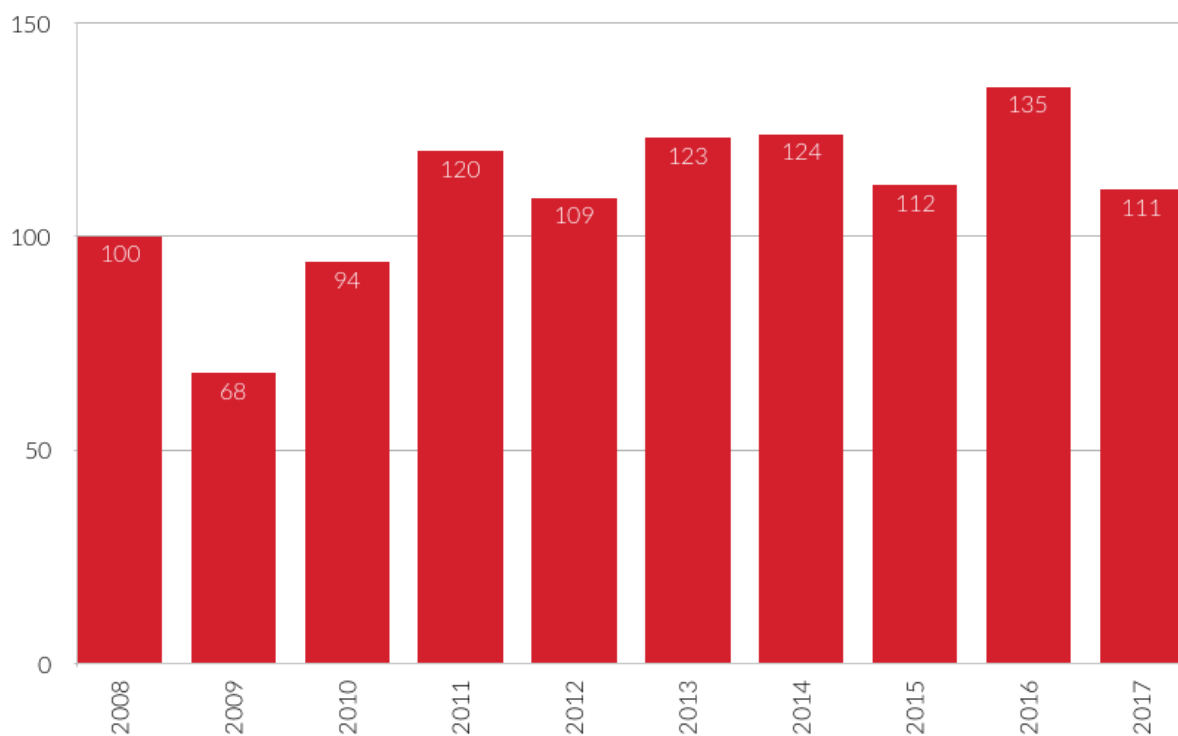
VACANT LAND SALES

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



10 YEAR MARKET ANALYSIS

PUSLINCH - UNITS SOLD

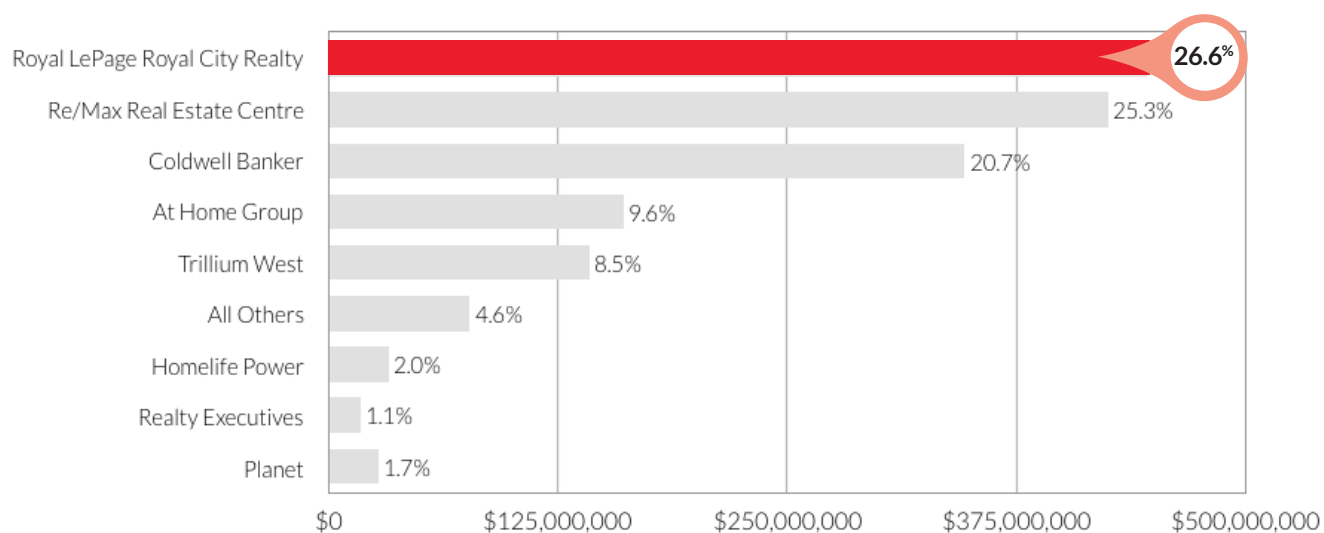


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

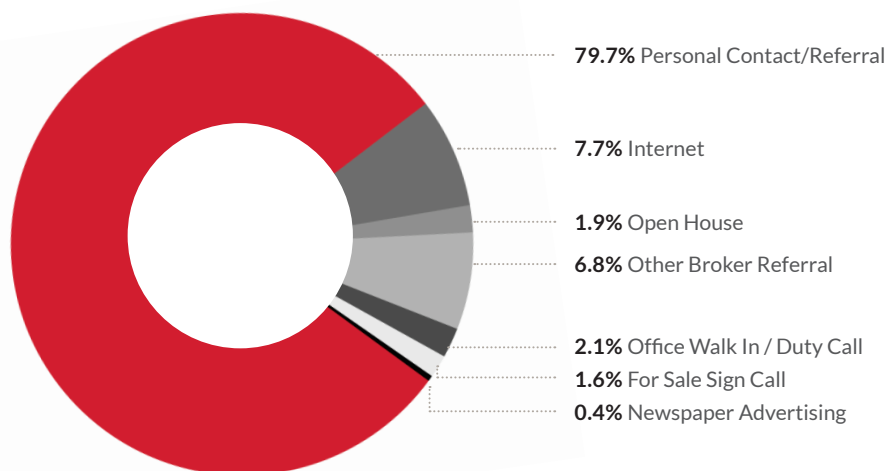
MARKET SHARE BY \$ VOLUME

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

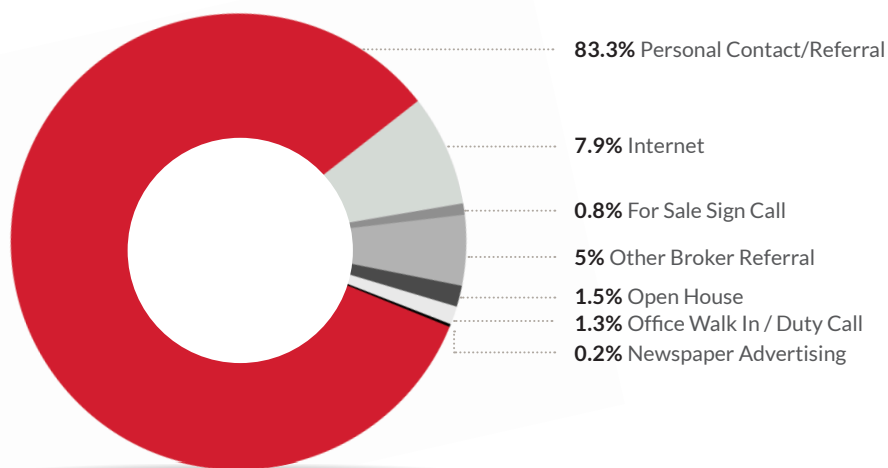


SOURCE OF BUSINESS

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

T. 519.843.1365

840 Tower Street S., Fergus



GUELPH

T. 519.824.9050

848 Gordon St., Suite 101, Guelph



ROCKWOOD

T. 519.856.9922

118 Main Street S, Rockwood



GUELPH

T. 519.821.6191

214 Speedvale Ave., W., Guelph