

PUSLINCH REAL ESTATE MARKET REPORT

DECEMBER 2018

R-CITY | R-TEAM | R-NUMBERS



PUSLINCH OVERVIEW

BALANCED MARKET

PUSLINCH IS SHOWING SIGNS OF STABILITY AND A BALANCED MARKET EVEN THOUGH MEDIAN PRICES ARE INCREASING.



YEAR-TO-DATE SALES VOLUME OF \$97,540,765

Down 8.09% from 2017's \$106,130,336. Unit sales of 109 are down 1.8% from 2017's 111, with 237 new listings up 23.44%, and a 45.99% sales/listings ratio down 11.82%.



DECEMBER SALES VOLUME OF \$6,899,631

Up 505.23% from 2017's \$1,140,000. Unit sales of 5 are up 150% from last December's 2, with 7 new listings up 16.67%, and a 71.43% sales/listing ratio up 38.1%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$900,494

Down from \$940,786 one year ago. Median sale price of \$916,500 up from \$819,750 one year ago. Average days-on-market down 5.5 days to 46 compared to last year.



DECEMBER Numbers

MEDIAN SALE PRICE +137.72%

\$1,355,000

SALES VOLUME +505.23%

\$6,899,631

UNIT SALES +150%

5

NEW LISTINGS +16.67%

7

EXPIRED LISTINGS -8.33%

11

UNIT SALES/LISTINGS RATIO +38.1%

71.43%

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

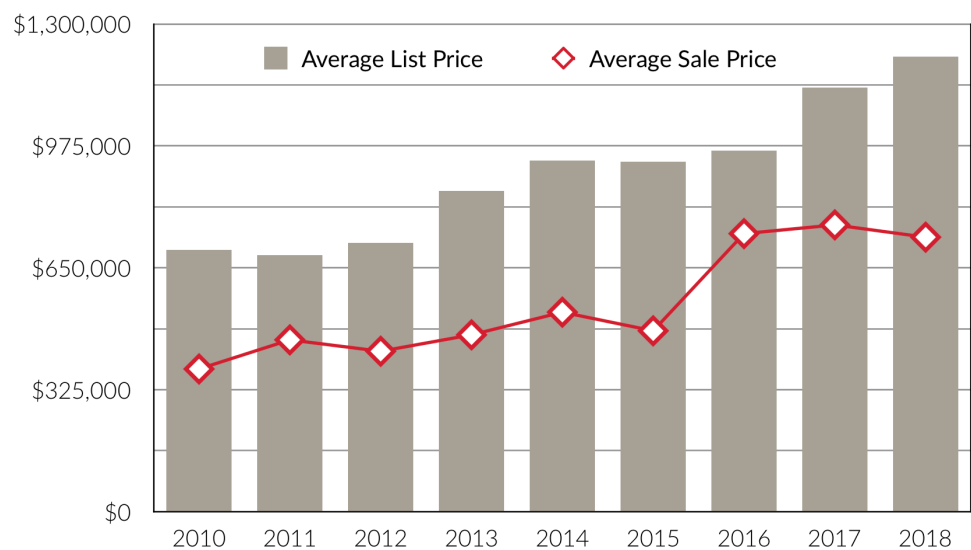
Year-Over-Year	2016	2017	2018	2017-2018
Year-To-Date (YTD) Volume Sales	\$119,740,726	\$106,130,336	\$97,540,765	-8.09%
YTD Unit Sales	135	111	109	-1.8%
YTD New Listings	240	192	237	+23.44%
YTD Sales/Listings Ratio	56.25%	57.81%	45.99%	-11.82%
YTD Expired Listings	64	52	61	+17.31%
December Volume Sales	\$6,464,500	\$1,140,000	\$6,899,631	+505.23%
December Unit Sales	8	2	5	+150%
December New Listings	3	6	7	+16.67%
December Sales/Listings Ratio	266.67%	33.33%	71.43%	+38.1%
December Expired Listings	9	12	11	-8.33%
YTD Sales: Under \$0-\$199K	7	3	4	+33.33%
YTD Sales: Under \$200K-\$349K	17	15	9	-40%
YTD Sales: Under \$350K-\$549K	17	12	16	+33.33%
YTD Sales: Under \$550K-\$749K	23	10	16	+60%
YTD Sales: Under \$750K-\$999K	21	23	25	+8.70%
YTD Sales: \$1M+	50	48	40	-16.67%
YTD Average Days-On-Market	84.08	51.50	46	-5.5
YTD Average Sale Price	\$912,194.33	\$940,786.58	\$900,494.92	-4.28%
YTD Median Sale Price	\$914,000	\$819,750	\$916,500	+11.80%

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

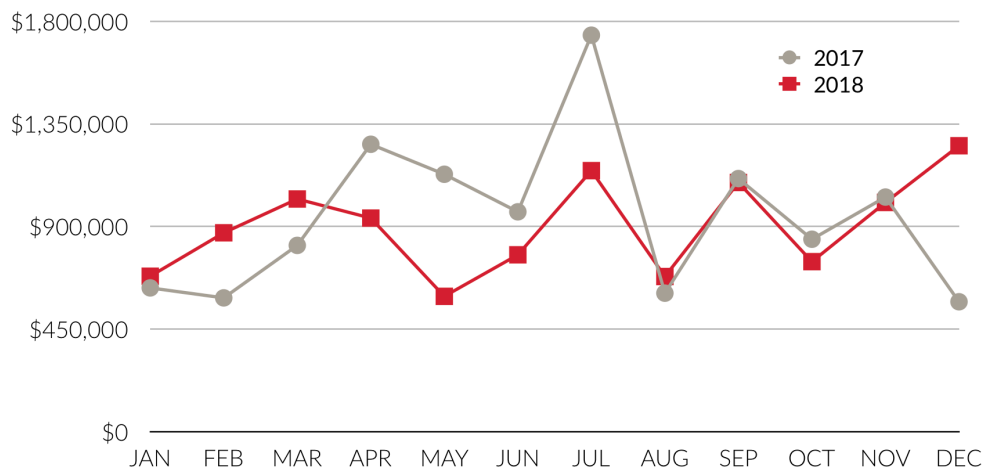
AVERAGE SALE PRICE

PUSLINCH

YEAR OVER YEAR



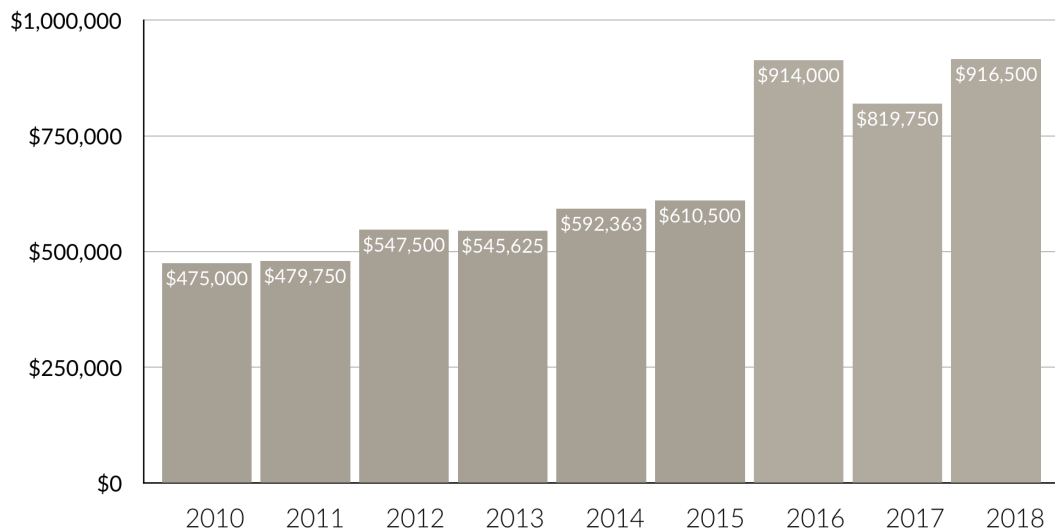
MONTH OVER MONTH 2017 VS. 2018



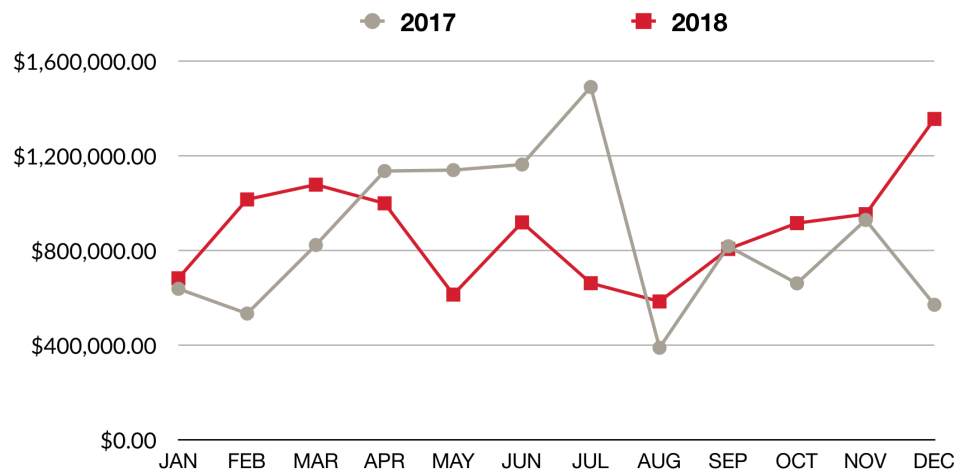
MEDIAN SALE PRICE

PUSLINCH

YEAR OVER YEAR



MONTH OVER MONTH 2017 VS. 2018

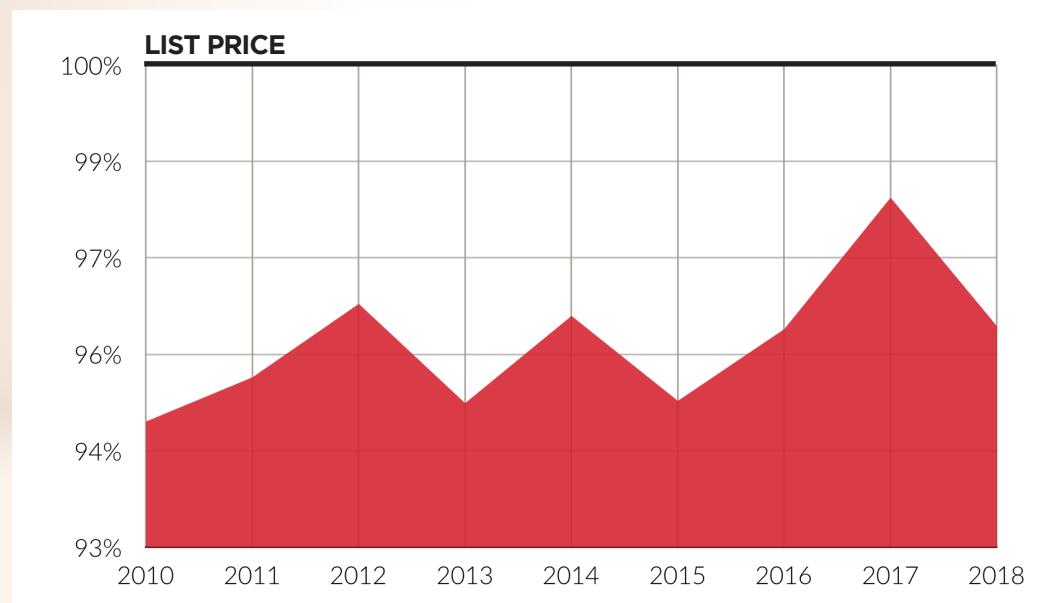


* Median sale price is based on residential sales (including freehold and condominiums).

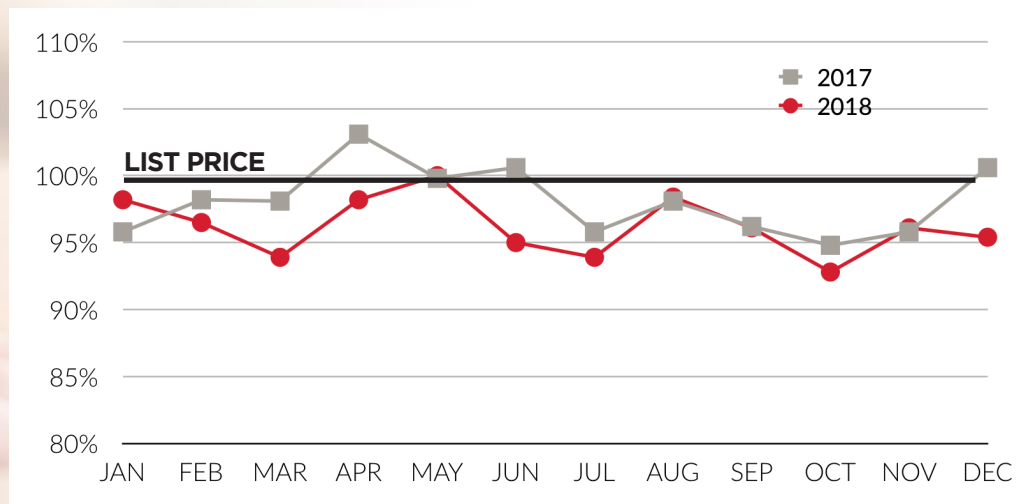
SALE PRICE vs. LIST PRICE RATIO

PUSLINCH

YEAR OVER YEAR



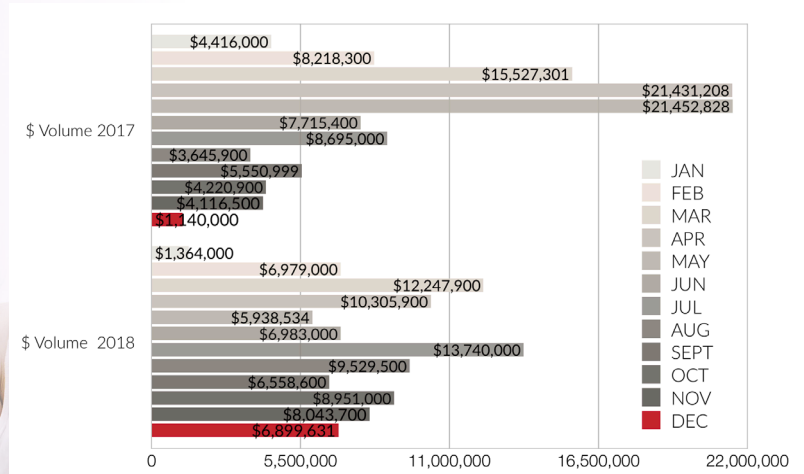
MONTH OVER MONTH 2017 VS. 2018



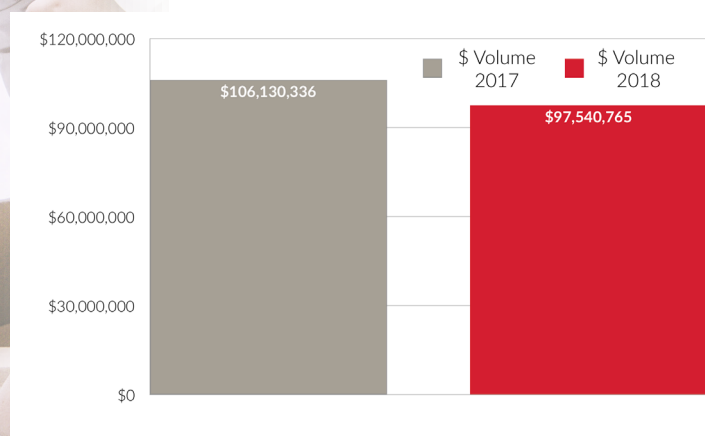
\$ VOLUME SALES

PUSLINCH

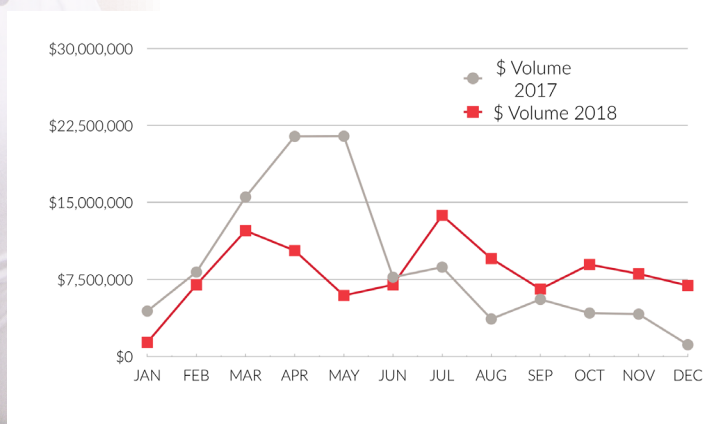
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018



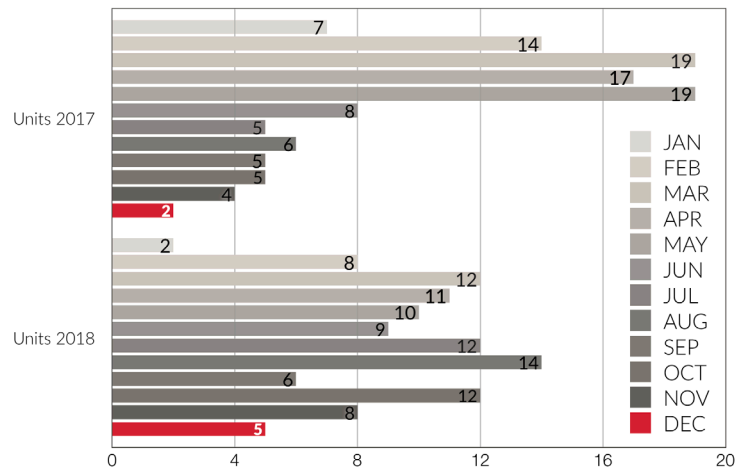
Month vs. Month 2017 vs. 2018



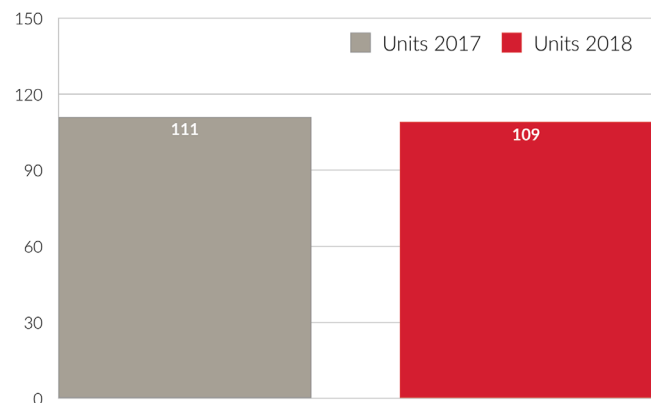
UNIT SALES

PUSLINCH

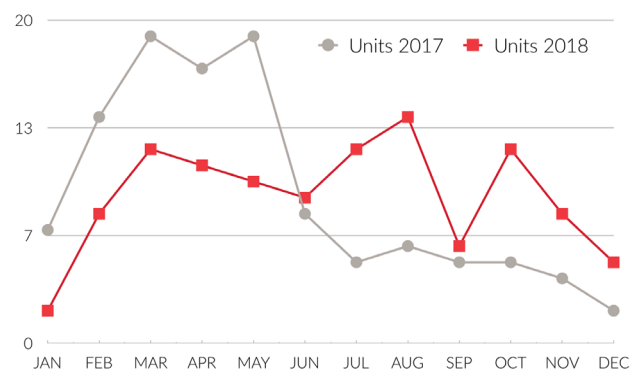
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018

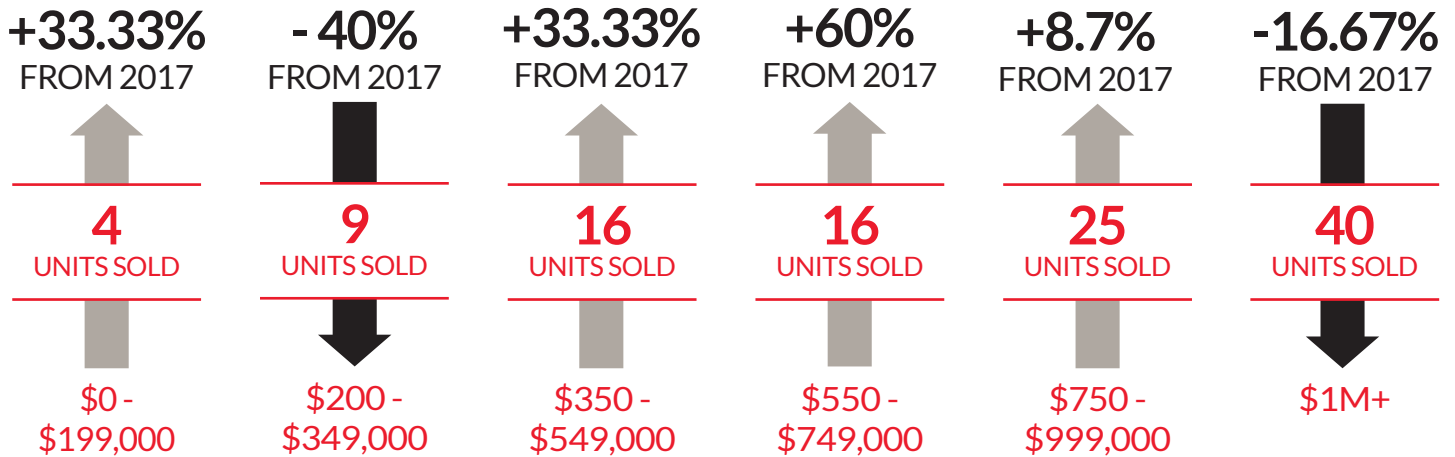


Month vs. Month 2017 vs. 2018



SALES BY PRICE BRACKET

PUSLINCH- YEAR TO DATE



SALES BY TYPE

PUSLINCH - YEAR TO DATE

FREEHOLD HOME SALES



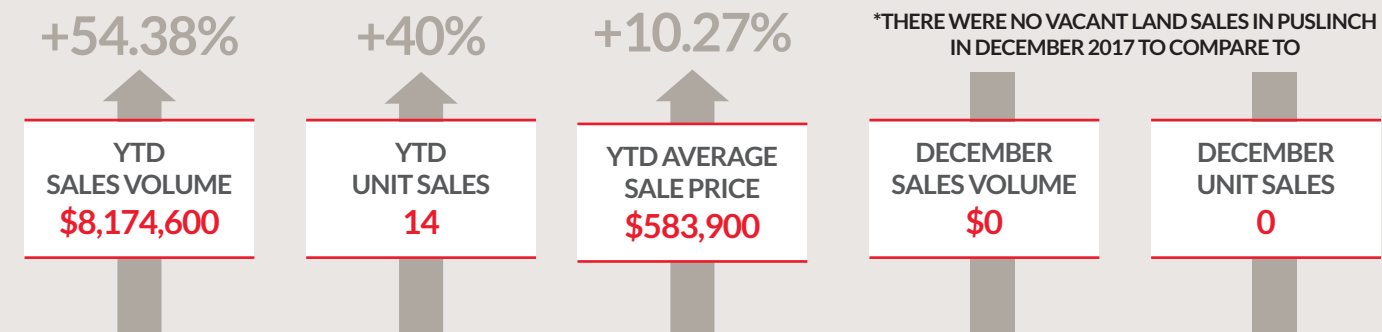
CONDOMINIUM HOME SALES

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



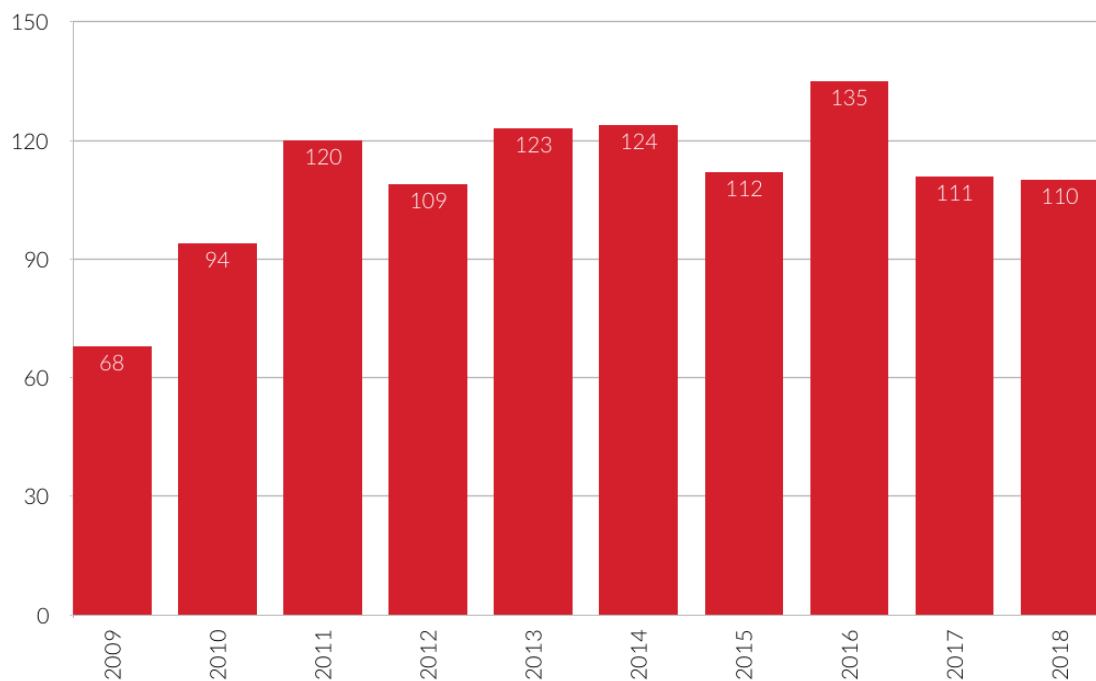
VACANT LAND SALES

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



10 YEAR MARKET ANALYSIS

PUSLINCH - UNITS SOLD

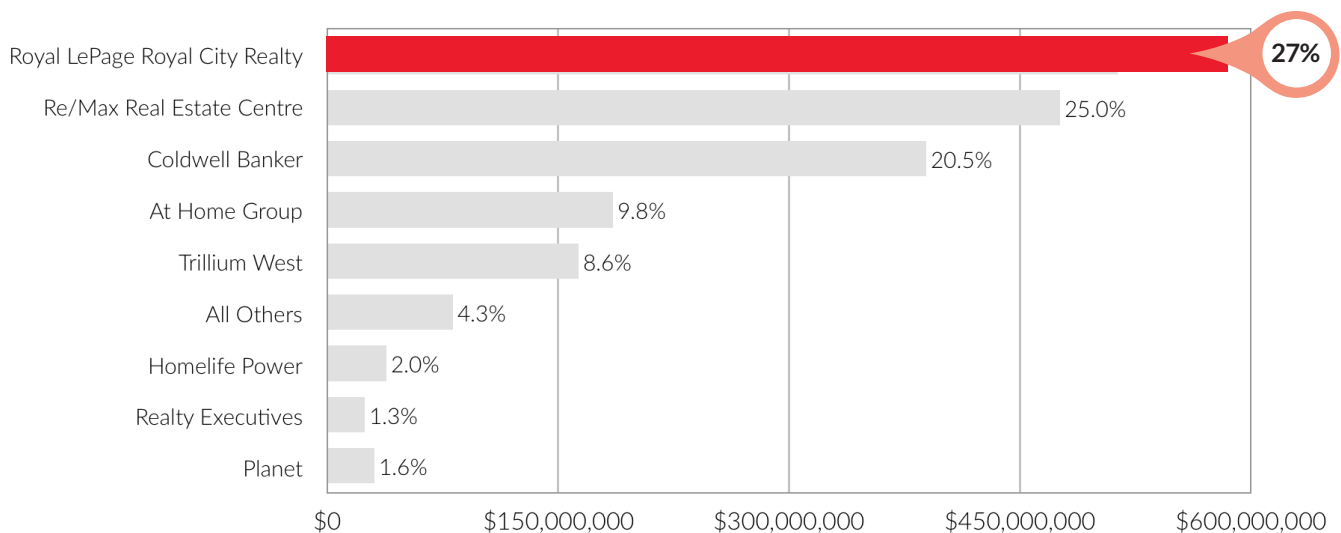


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

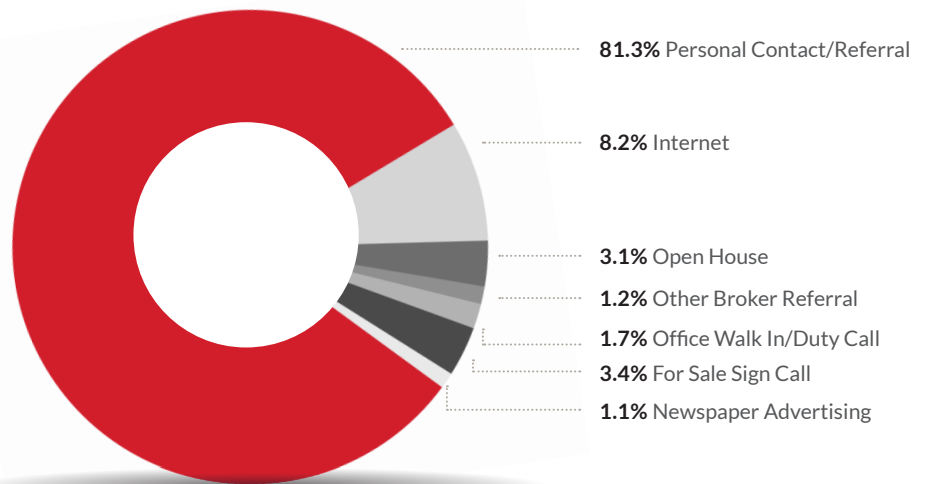
MARKET SHARE BY \$VOLUME

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

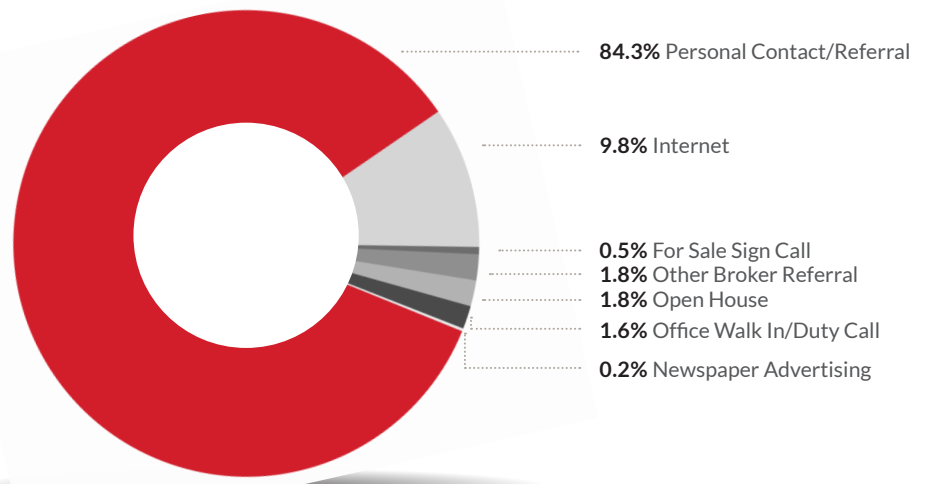


SOURCE OF BUSINESS

SOURCE OF BUYERS 2018 HOW WE'LL FIND YOUR BUYER



SOURCE OF LISTINGS 2018 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