

PUSLINCH REAL ESTATE MARKET REPORT

JANUARY 2019

R-CITY | R-TEAM | R-NUMBERS



PUSLINCH OVERVIEW

BUYER'S MARKET

IN SPITE OF A SMALL SAMPLE SIZE, WITH AN INCREASE IN HOUSES HITTING THE MARKET AND AVERAGE DAYS ON MARKET SITTING AROUND 2 MONTHS, PUSLINCH IS STARTING THE YEAR IN A BUYER'S MARKET.



SALES VOLUME OF \$3,484,498

Up 155.46% from 2018's \$1,364,000. Unit sales of 3 are up 50% from 2018's 2, with 25 new listings up 38.89%, and a 12% sales/listings ratio up 0.89%.



JANUARY SALES VOLUME OF \$3,484,498

Up 155.46% from 2018's \$1,364,000. Unit sales of 3 are up 50% from last January's 2, with 25 new listings up 38.89%, and a 12% sales/listing ratio up 0.89%.



AVERAGE SALE PRICE OF \$1,161,499

Up from \$682,000 one year ago. Median sale price of \$999,999 up from \$682,000 one year ago. Average days-on-market up 43 days to 77 compared to last year.



JANUARY Numbers

MEDIAN SALE PRICE +46.61%

\$999,999

SALES VOLUME +155.46%

\$3,484,489

UNIT SALES +50%

3

NEW LISTINGS +38.89%

25

EXPIRED LISTINGS +500%

6

UNIT SALES/LISTINGS RATIO +0.89%

12%

* Year over year comparison
(January 2018 to January 2019)

*Year-to-date (YTD): is a period starting from the beginning of the current calendar year and continuing up to the present day (January - January 2019)

*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
2017 vs. 2018 vs. 2019

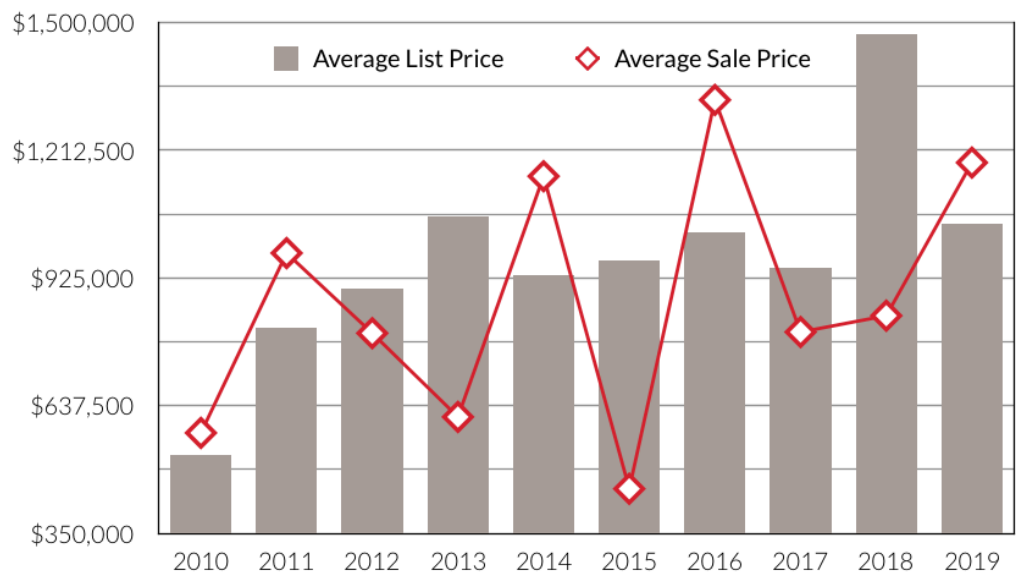
| Year-Over-Year | 2017 | 2018 | 2019 | 2018-2019 |
|---------------------------------|-------------|-------------|-------------|-----------|
| Year-To-Date (YTD) Volume Sales | \$4,416,000 | \$1,364,000 | \$3,484,498 | +155.46% |
| YTD Unit Sales | 7 | 2 | 3 | +50% |
| YTD New Listings | 12 | 18 | 25 | +38.89% |
| YTD Sales/Listings Ratio | 58.33% | 11.11% | 12% | +0.89% |
| YTD Expired Listings | 3 | 1 | 6 | +500% |
| January Volume Sales | \$4,416,000 | \$1,364,000 | \$3,484,498 | +155.46% |
| January Unit Sales | 7 | 2 | 3 | +50% |
| January New Listings | 12 | 18 | 25 | +38.89% |
| January Sales/Listings Ratio | 58.33% | 11.11% | 12% | +0.89% |
| January Expired Listings | 3 | 1 | 6 | +500% |
| YTD Sales: Under \$0-\$199K | 1 | 0 | 0 | No Change |
| YTD Sales: Under \$200K-\$349K | 1 | 0 | 0 | No Change |
| YTD Sales: Under \$350K-\$549K | 2 | 1 | 0 | -100% |
| YTD Sales: Under \$550K-\$749K | 0 | 0 | 0 | No Change |
| YTD Sales: Under \$750K-\$999K | 1 | 1 | 1 | No Change |
| YTD Sales: \$1M+ | 2 | 0 | 2 | +200% |
| YTD Average Days-On-Market | 81 | 34 | 77 | +43 |
| YTD Average Sale Price | \$630,857 | \$682,000 | \$1,161,499 | +70.31% |
| YTD Median Sale Price | \$637,500 | \$682,000 | \$999,900 | +46.61% |

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

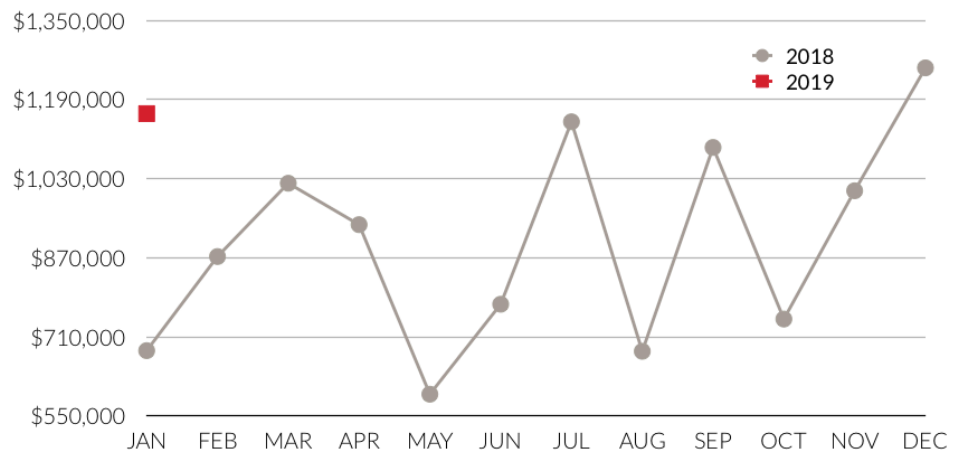
AVERAGE SALE PRICE

PUSLINCH

YEAR OVER YEAR



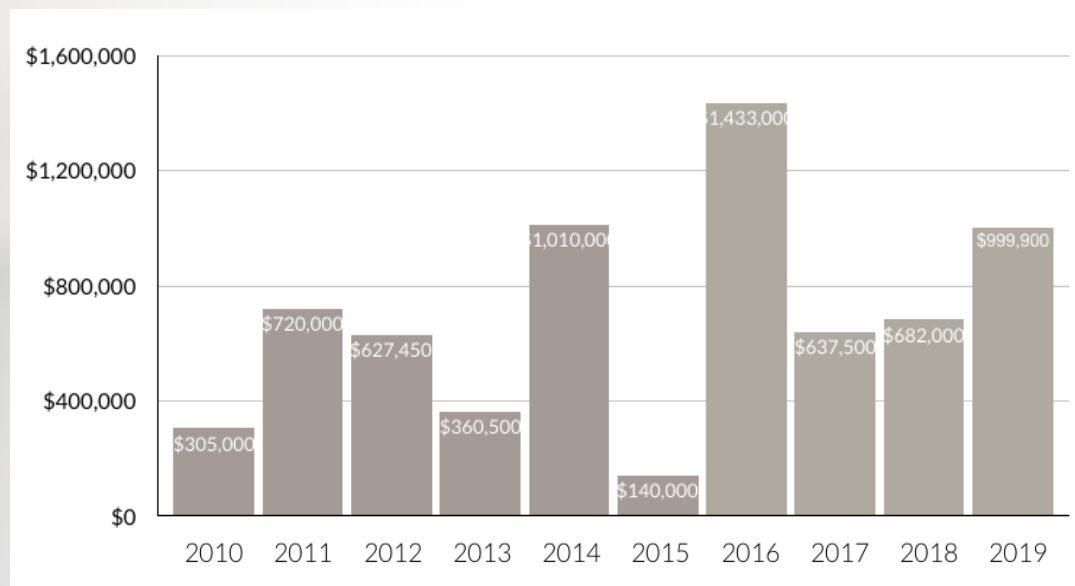
MONTH OVER MONTH 2018 VS. 2019



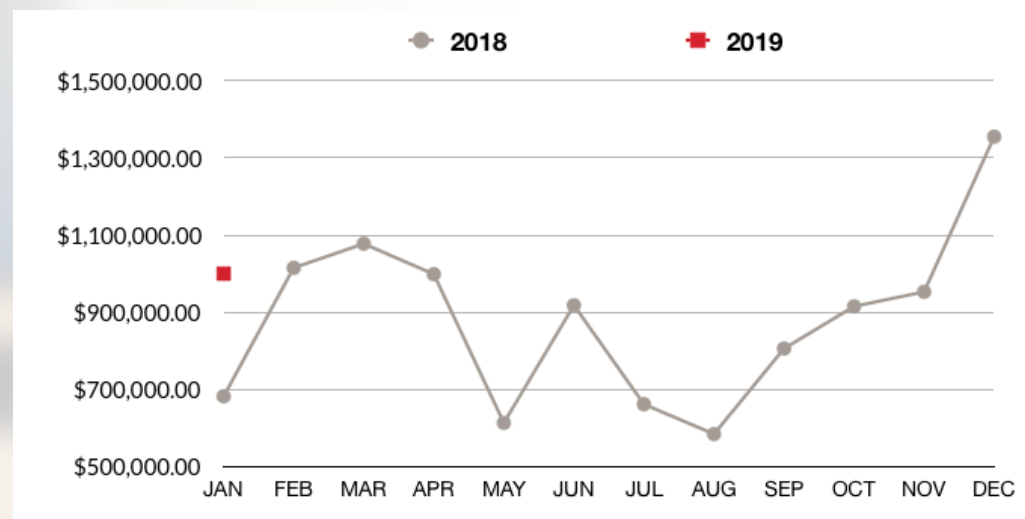
MEDIAN SALE PRICE

PUSLINCH

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

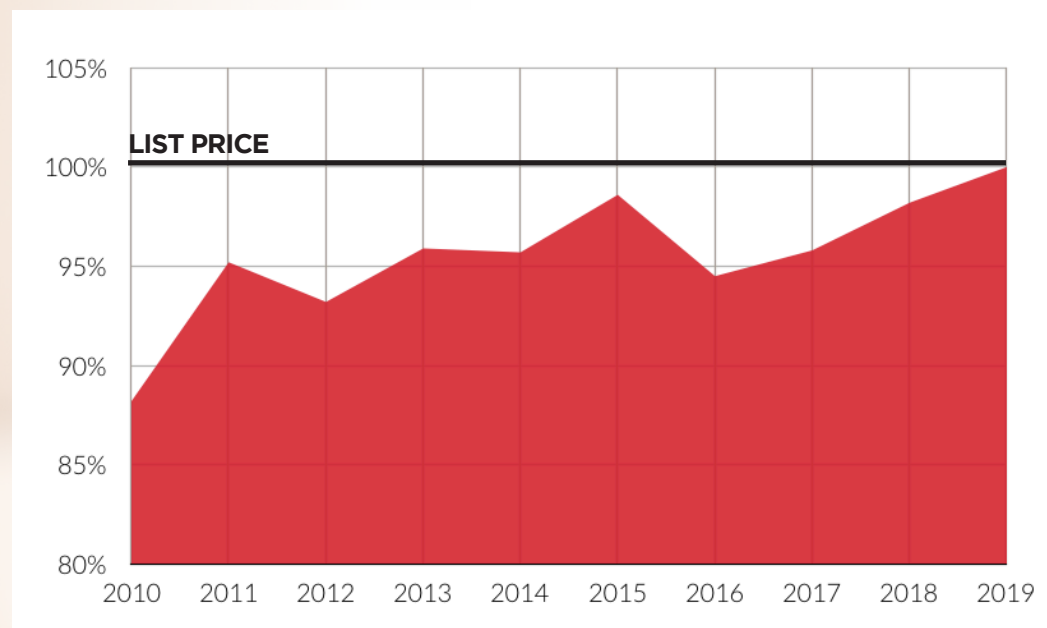


* Median sale price is based on residential sales (including freehold and condominiums).

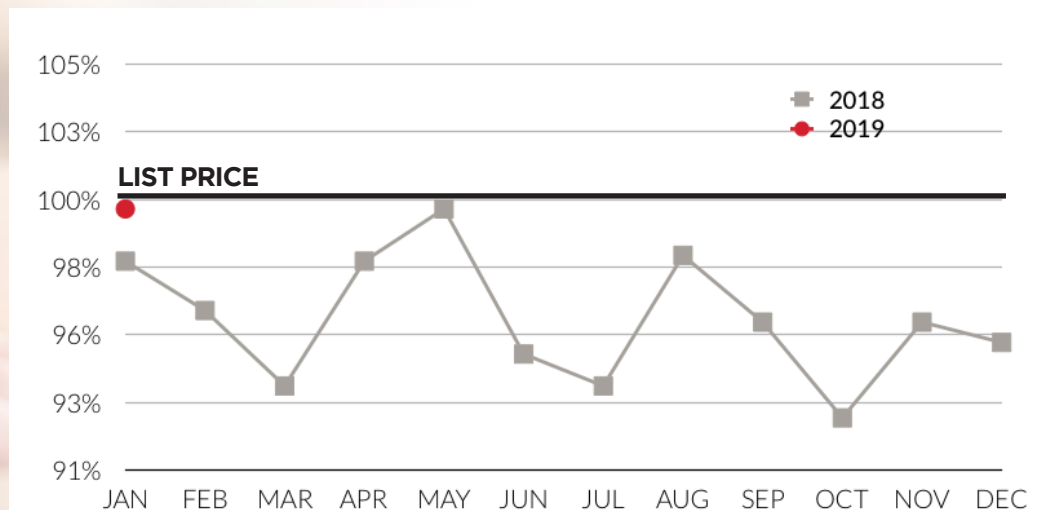
SALE PRICE vs. LIST PRICE RATIO

PUSLINCH

YEAR OVER YEAR



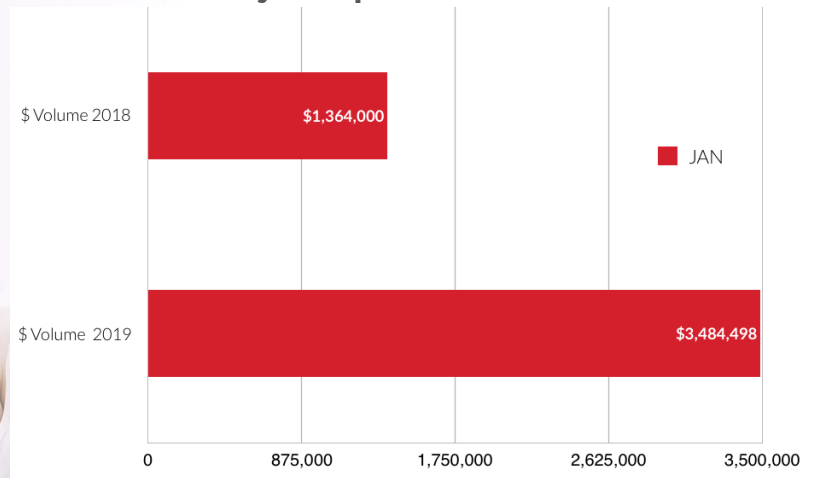
MONTH OVER MONTH 2018 VS. 2019



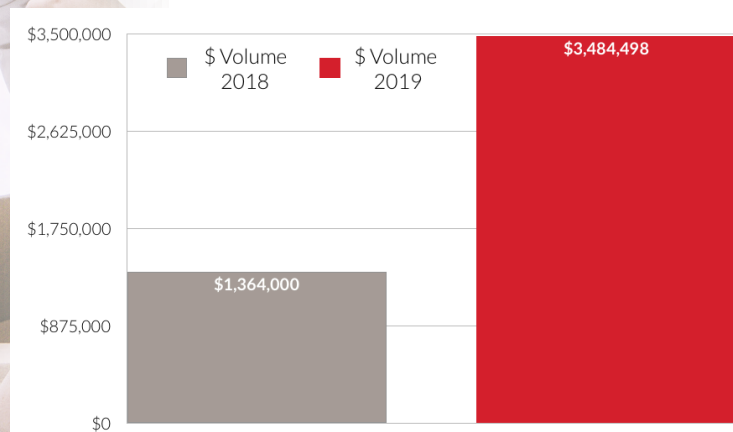
\$ VOLUME SALES

PUSLINCH

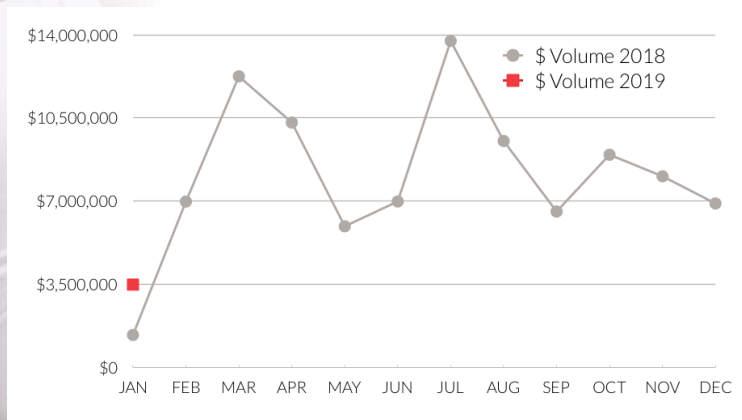
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



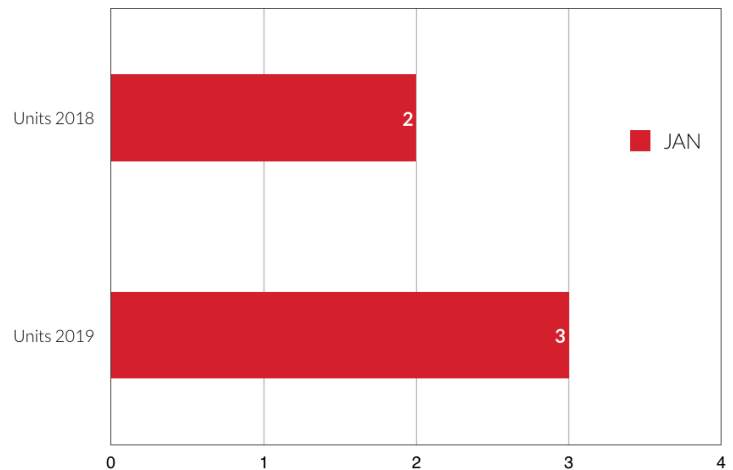
Month vs. Month 2018 vs. 2019



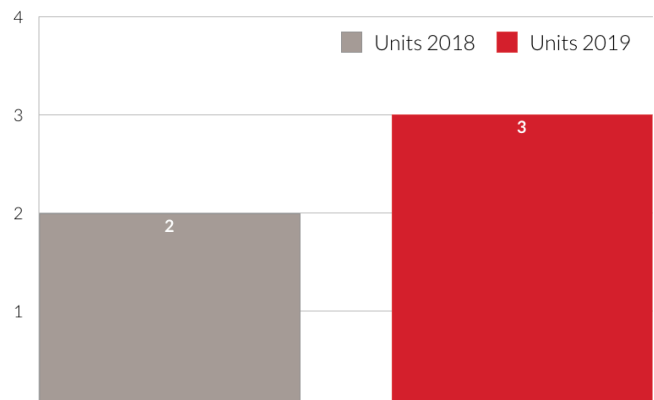
UNIT SALES

PUSLINCH

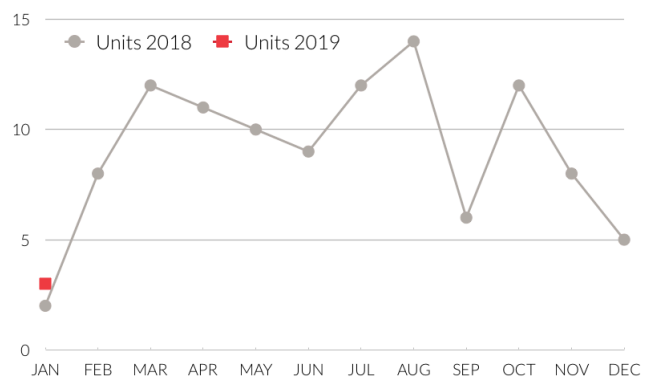
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

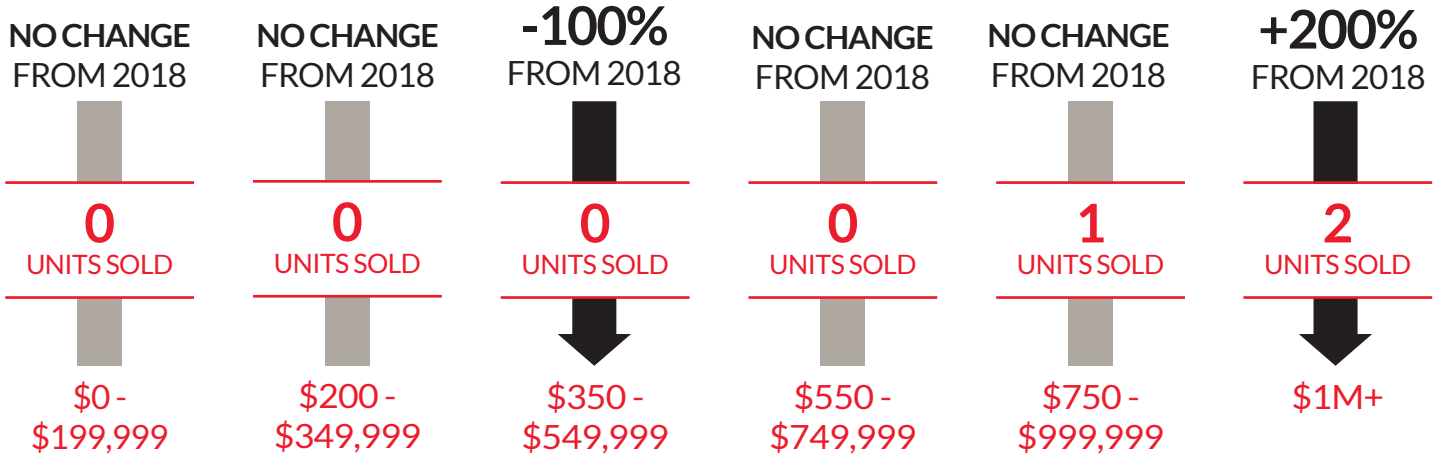


Month vs. Month 2018 vs. 2019



SALES BY PRICE BRACKET

PUSLINCH- YEAR TO DATE



SALES BY TYPE

PUSLINCH - YEAR TO DATE

FREEHOLD HOME SALES

+155.46%

YTD
SALES VOLUME
\$3,484,498

+50%

YTD
UNIT SALES
3

+70.31%

YTD AVERAGE
SALE PRICE
\$1,161,499

+560%

JANUARY
SALES VOLUME
\$3,484,498

+200%

JANUARY
UNIT SALES
3

CONDOMINIUM HOME SALES

*THERE WERE NO CONDOMINIUM SALES IN PUSLINCH IN JANUARY 2018 TO COMPARE TO

YTD
SALES VOLUME
\$0

YTD
UNIT SALES
0

YTD AVERAGE
SALE PRICE
\$0

JANUARY
SALES VOLUME
\$0

JANUARY
UNIT SALES
0

VACANT LAND SALES

*THERE WERE NO VACANT LAND SALES IN PUSLINCH IN JANUARY 2018 TO COMPARE TO

YTD
SALES VOLUME
\$0

YTD
UNIT SALES
0

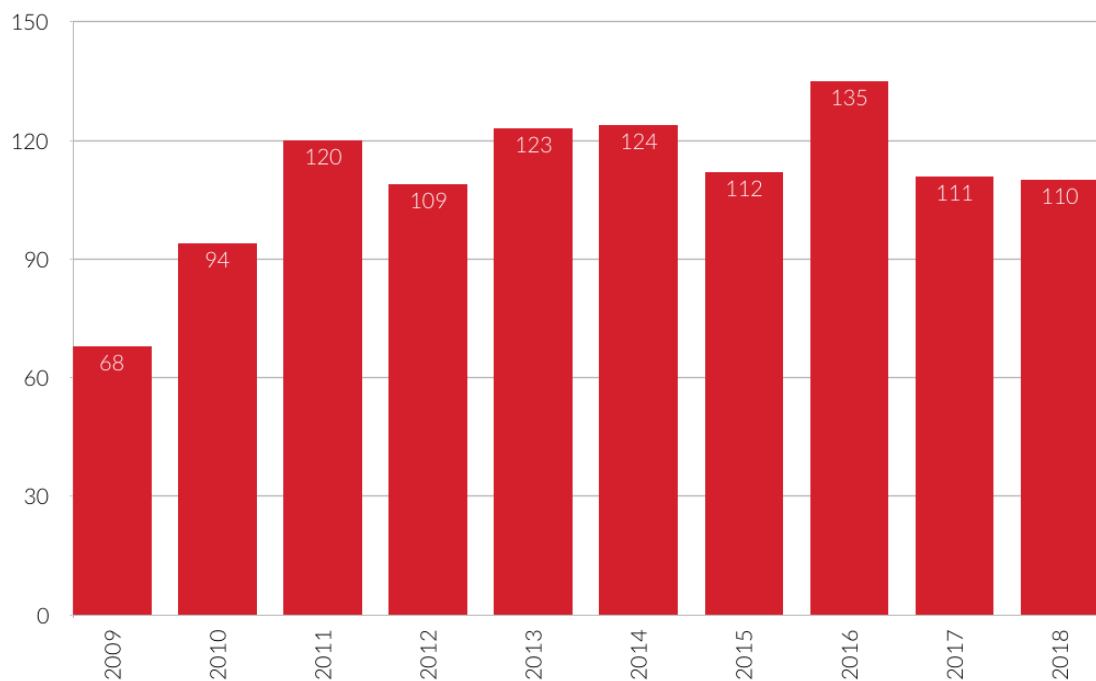
YTD AVERAGE
SALE PRICE
\$0

JANUARY
SALES VOLUME
\$0

JANUARY
UNIT SALES
0

10 YEAR MARKET ANALYSIS

PUSLINCH - UNITS SOLD

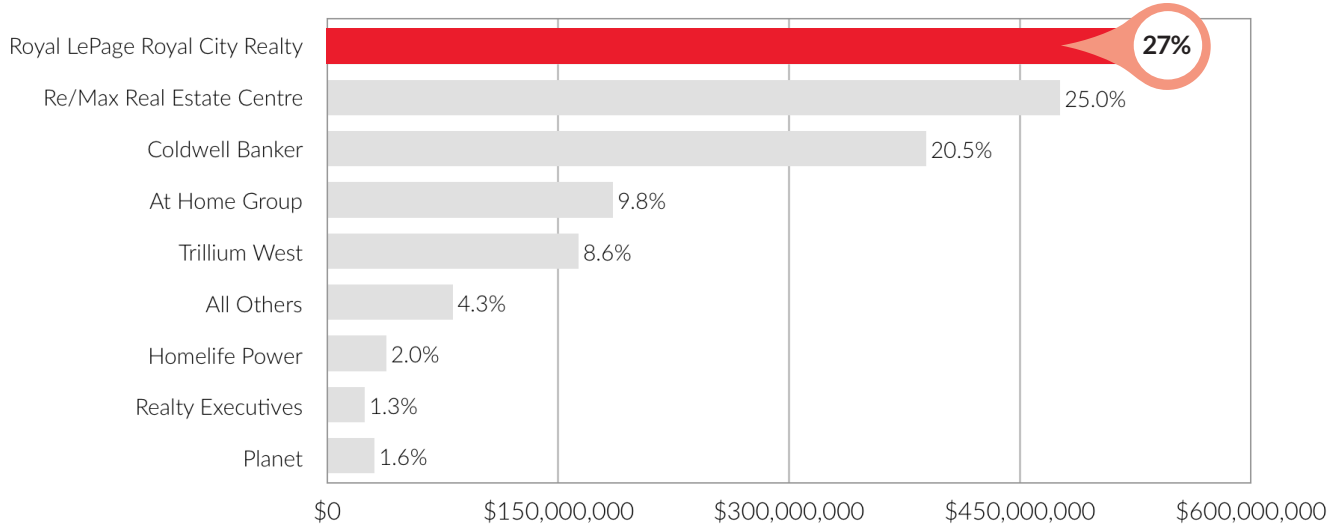


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

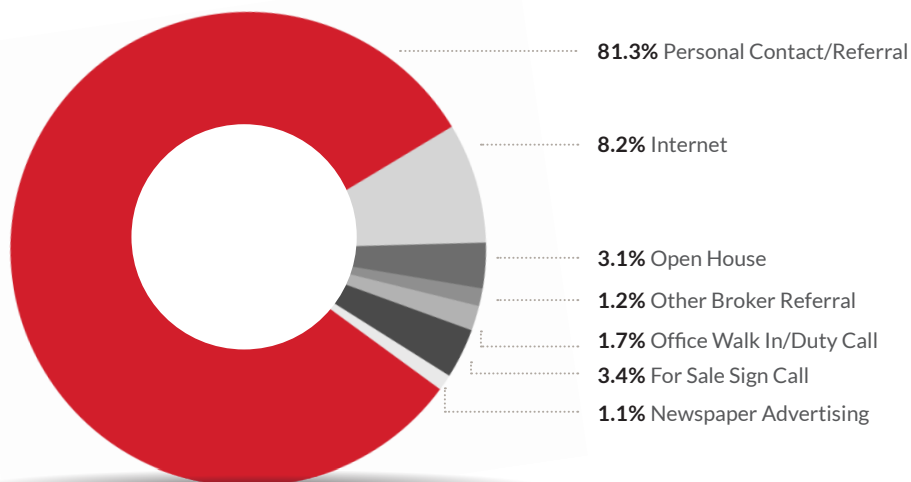
MARKET SHARE BY \$VOLUME

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

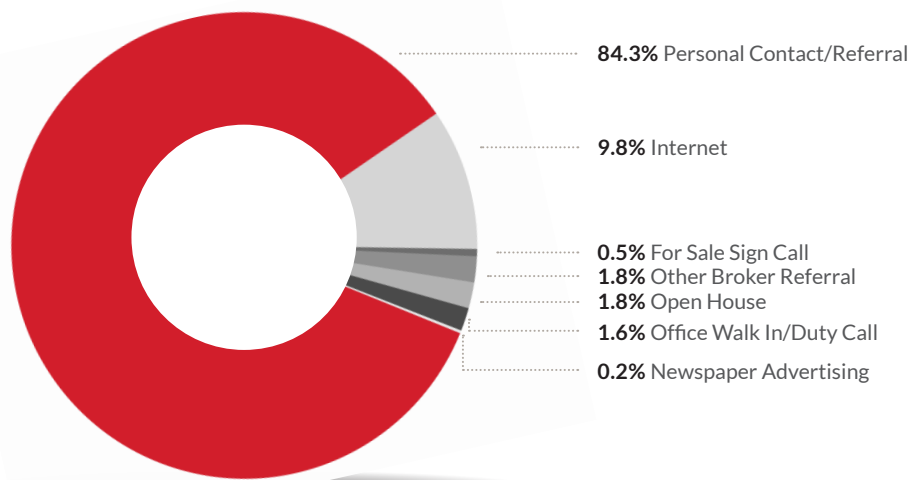


SOURCE OF BUSINESS

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