

PUSLINCH REAL ESTATE MARKET REPORT

FEBRUARY 2019

R-CITY | R-TEAM | R-NUMBERS



PUSLINCH OVERVIEW

BALANCED MARKET

IN SPITE OF THE SMALL SAMPLE SIZE, PUSLINCH HAS BEEN MUCH BUSIER IN 2019, AND WHILE PROPERTIES ARE SITTING LONGER ON THE MARKET MORE DEMAND AND INVENTORY IS BUMPING UP SALES ACTIVITY.



YEAR-TO-DATE SALES VOLUME OF \$20,202,498

Up 142.15% from 2018's \$8,343,000. Unit sales of 17 are up 70% from 2018's 10, with 48 new listings up 41.18%, and a 35.42% sales/listings ratio up 6.01%.



FEBRUARY SALES VOLUME OF \$16,718,000

Up 139.55% from 2018's \$6,979,000. Unit sales of 14 are up 75% from last February's 8, with 23 new listings up 43.75%, and a 60.87% sales/listing ratio up 10.87%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$1,177,821

Up from \$682,000 one year ago. Median sale price of \$956,200 up from \$848,500 one year ago. Average days-on-market up 40 days to 67.50 compared to last year.



FEBRUARY Numbers

MEDIAN SALE PRICE -10.1%

\$912,500

SALES VOLUME +139.55%

\$16,718,000

UNIT SALES +75%

14

NEW LISTINGS +43.75%

23

EXPIRED LISTINGS +50%

3

UNIT SALES/LISTINGS RATIO +10.87%

60.87%

* Year over year comparison
(February 2018 to February 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 - February 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

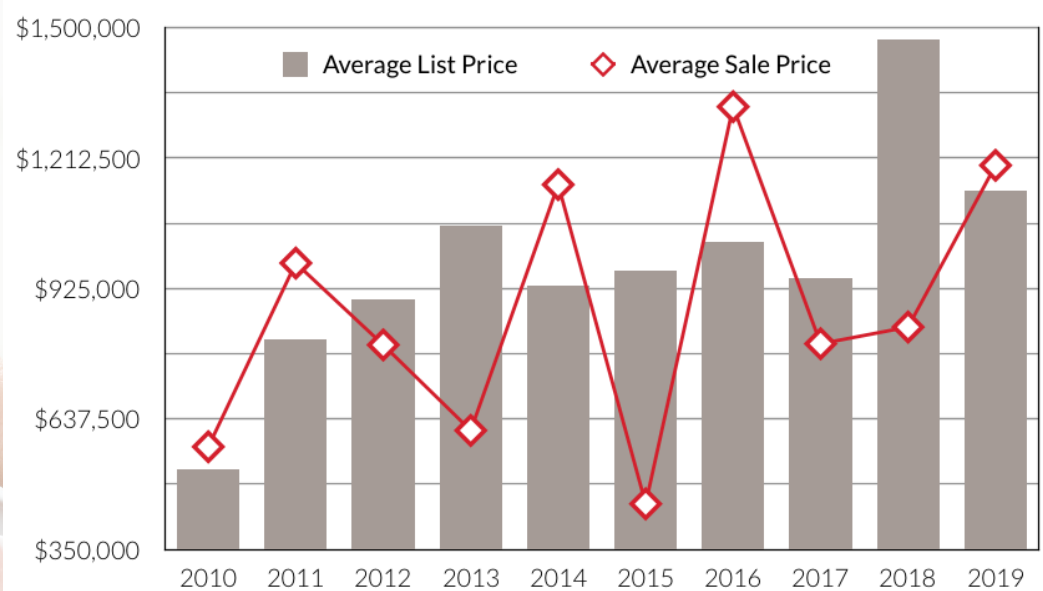
Year-Over-Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Volume Sales	\$12,634,300	\$8,343,000	\$20,202,498	+142.15%
YTD Unit Sales	21	10	17	+70%
YTD New Listings	31	34	48	+41.18%
YTD Sales/Listings Ratio	67.74%	29.41%	35.42%	+6.01%
YTD Expired Listings	6	3	9	+200%
February Volume Sales	\$8,218,300	\$6,979,000	\$16,718,000	+139.55%
February Unit Sales	14	8	14	+75%
February New Listings	19	16	23	+43.75%
February Sales/Listings Ratio	73.68%	50.00%	60.87%	+10.87%
February Expired Listings	3	2	3	+50%
YTD Sales: Under \$0-\$199K	2	0	0	No Change
YTD Sales: Under \$200K-\$349K	7	1	0	-100%
YTD Sales: Under \$350K-\$549K	3	2	3	+50%
YTD Sales: Under \$550K-\$749K	0	0	2	+200%
YTD Sales: Under \$750K-\$999K	5	4	4	No Change
YTD Sales: \$1M+	4	3	8	+166.67%
YTD Average Days-On-Market	74	27.5	67.5	+40%
YTD Average Sale Price	\$630,857	\$682,000	\$1,177,821	+72.7%
YTD Median Sale Price	\$585,250	\$848,500	\$956,200	+12.69%

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

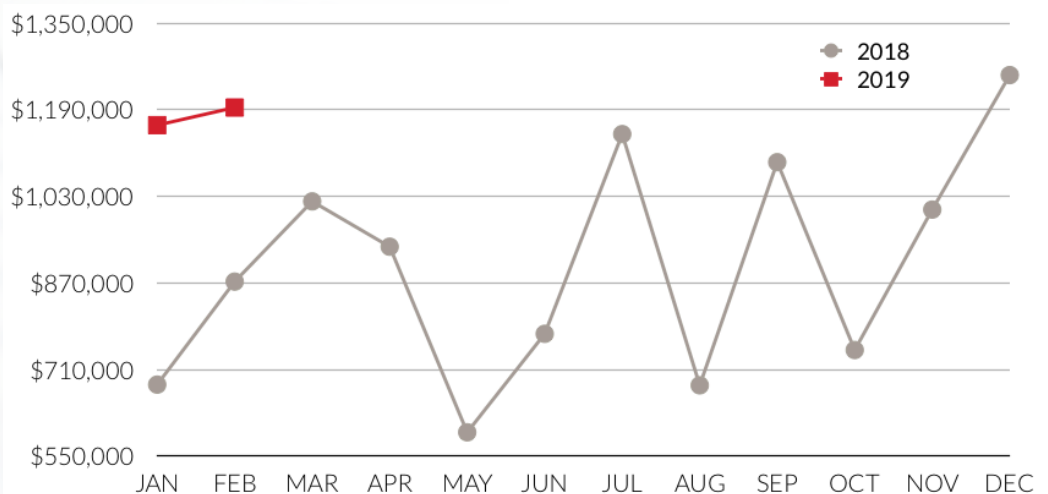
AVERAGE SALE PRICE

PUSLINCH

YEAR OVER YEAR



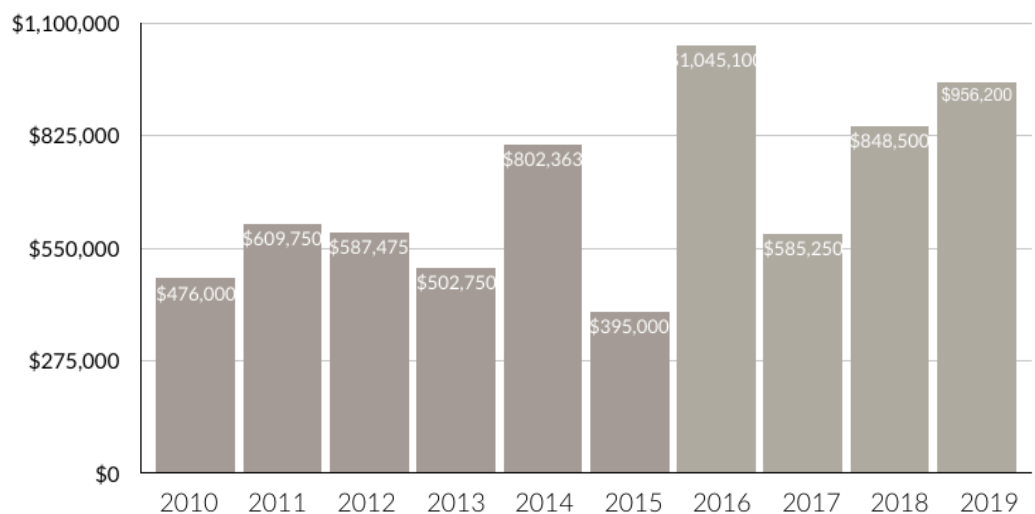
MONTH OVER MONTH 2018 VS. 2019



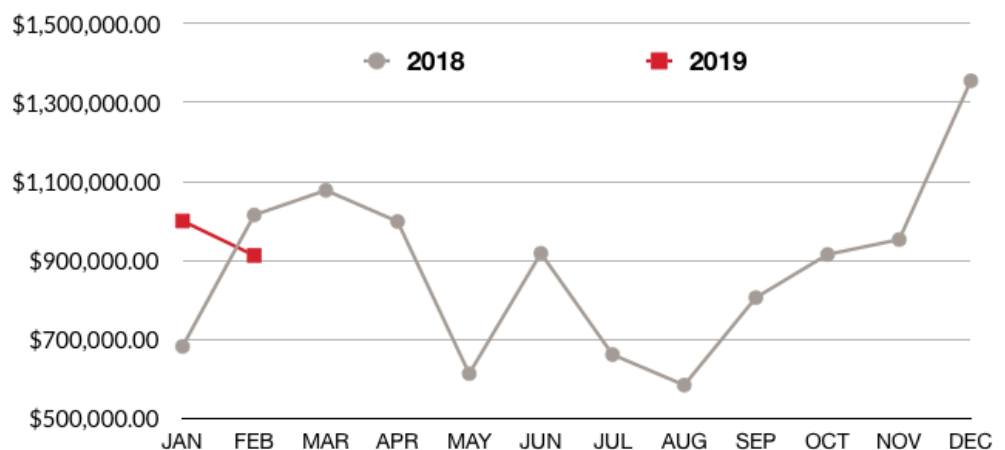
MEDIAN SALE PRICE

PUSLINCH

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

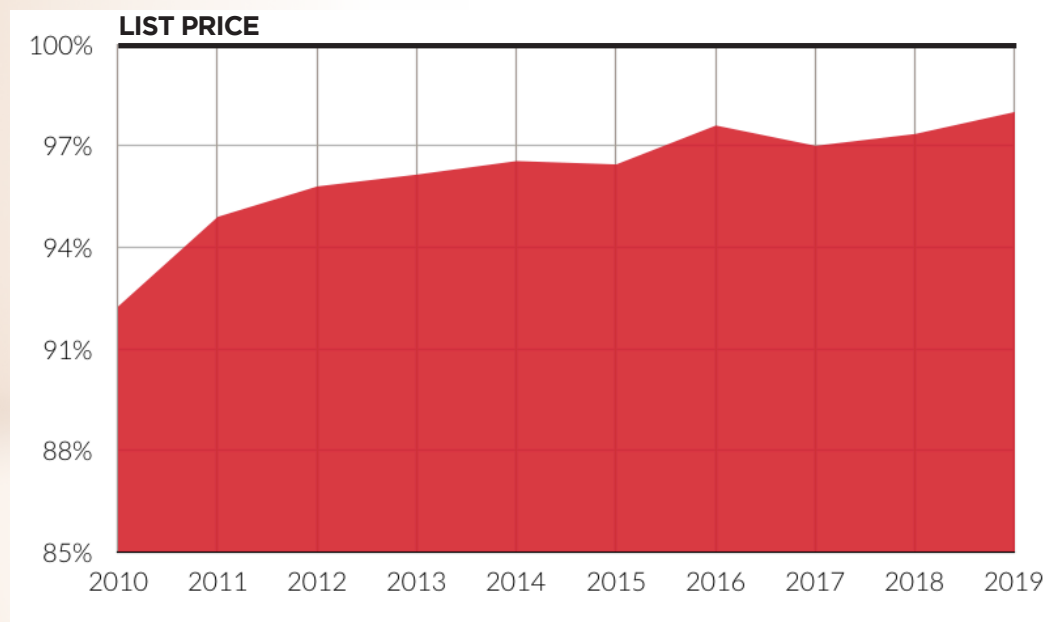


* Median sale price is based on residential sales (including freehold and condominiums).

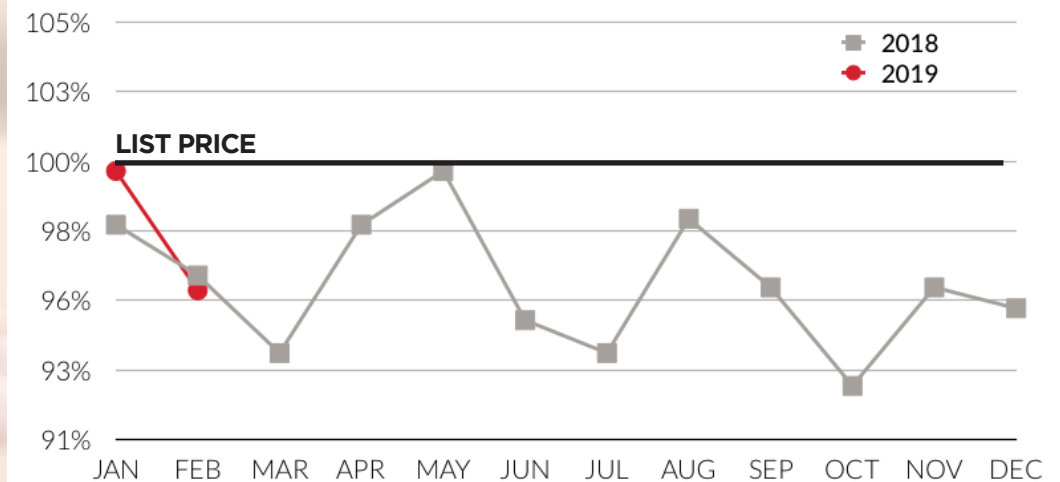
SALE PRICE vs. LIST PRICE RATIO

PUSLINCH

YEAR OVER YEAR



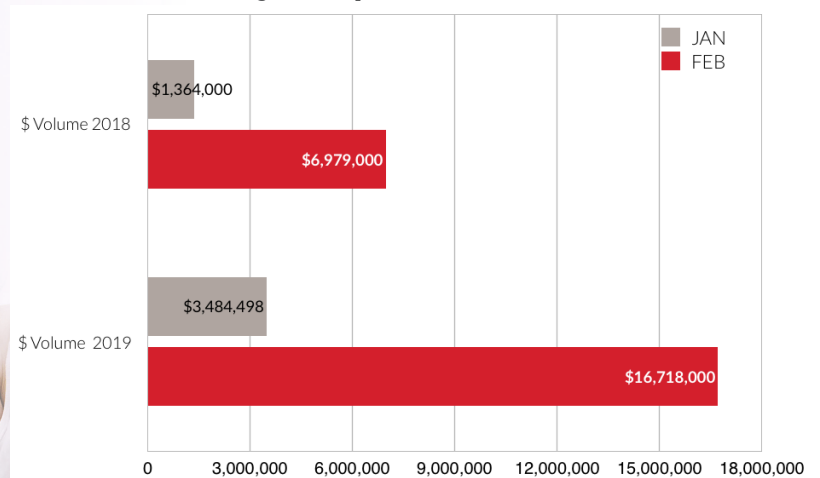
MONTH OVER MONTH 2018 VS. 2019



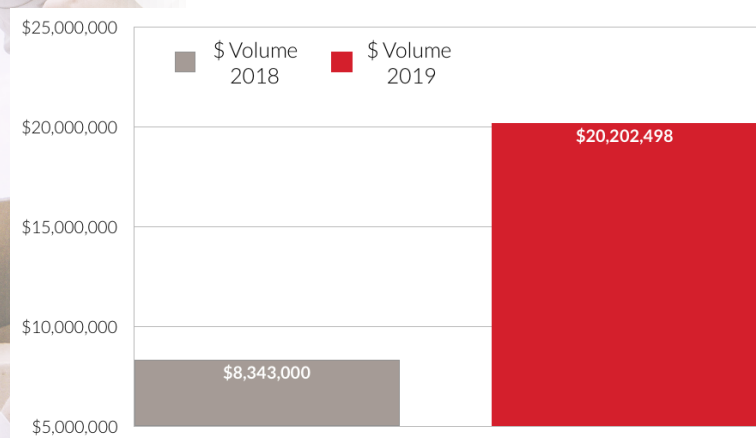
\$ VOLUME SALES

PUSLINCH

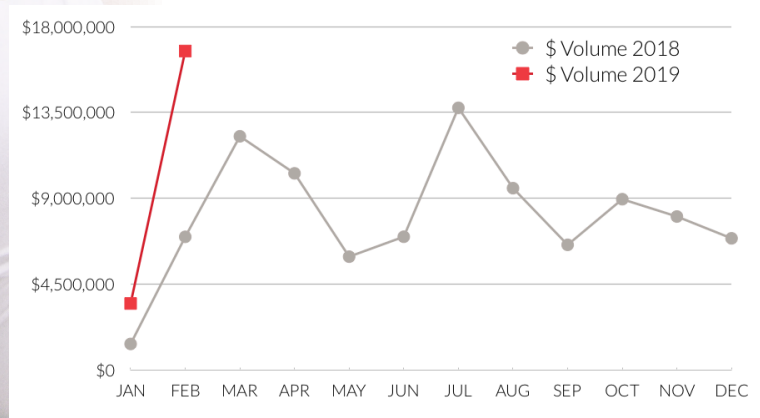
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



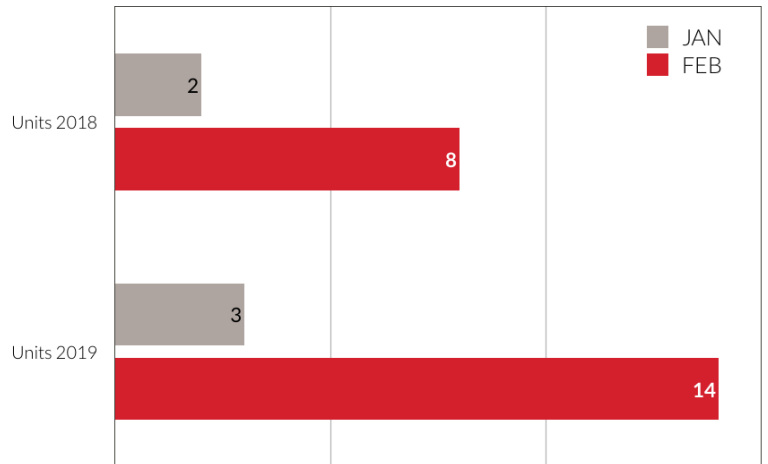
Month vs. Month 2018 vs. 2019



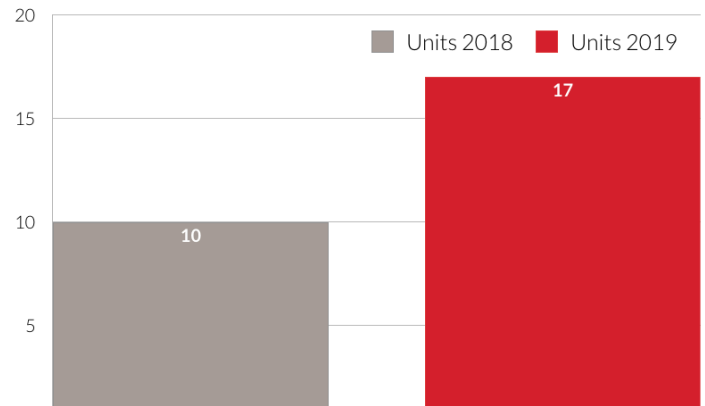
UNIT SALES

PUSLINCH

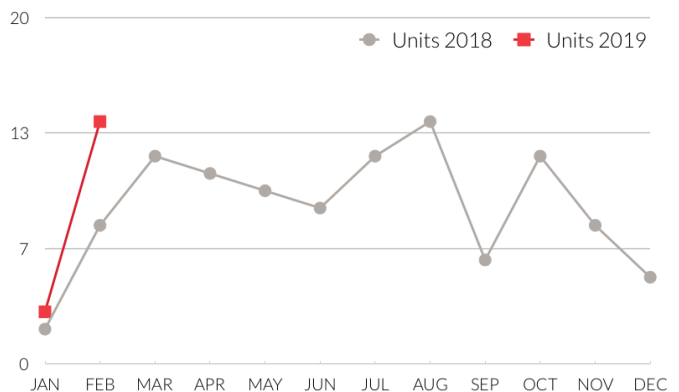
Monthly Comparison 2018 vs. 2019



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



CONDOMINIUM HOME SALES

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

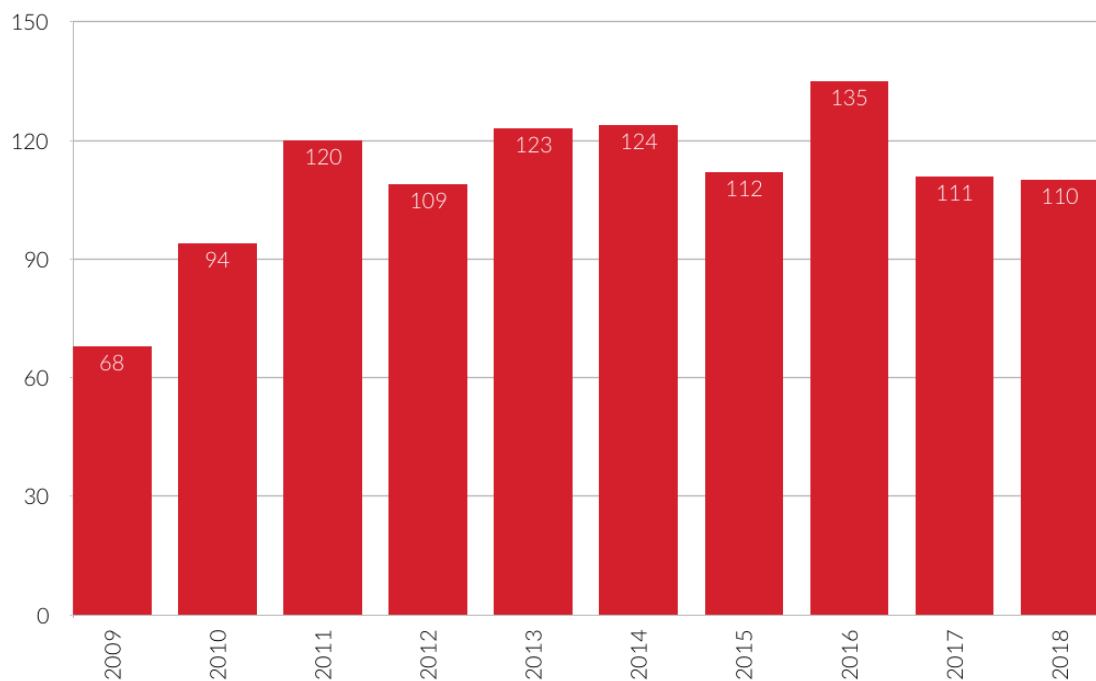


VACANT LAND SALES



10 YEAR MARKET ANALYSIS

PUSLINCH - UNITS SOLD

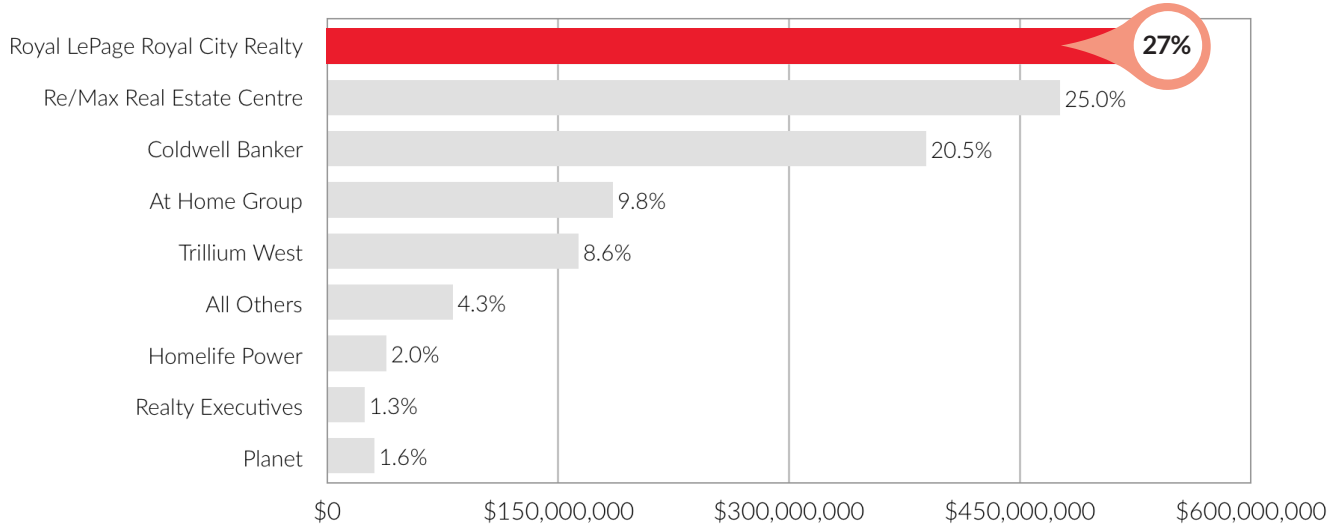


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

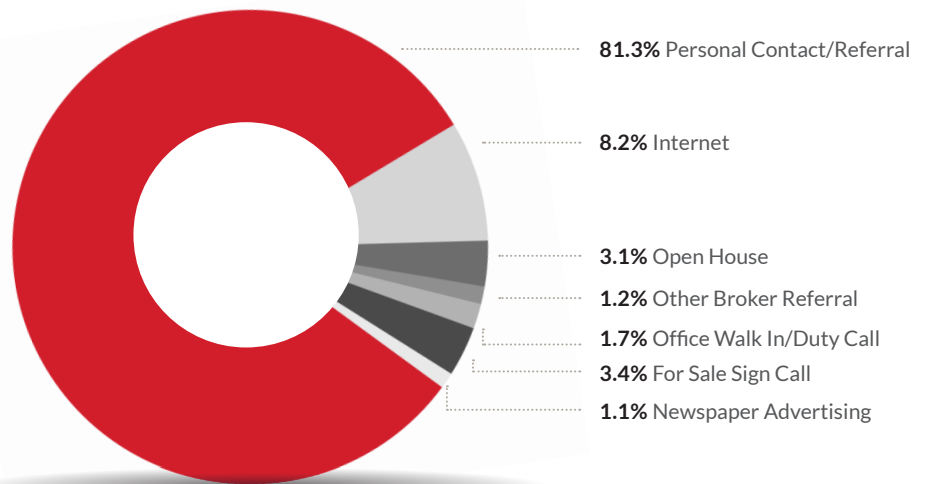
MARKET SHARE BY \$VOLUME

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

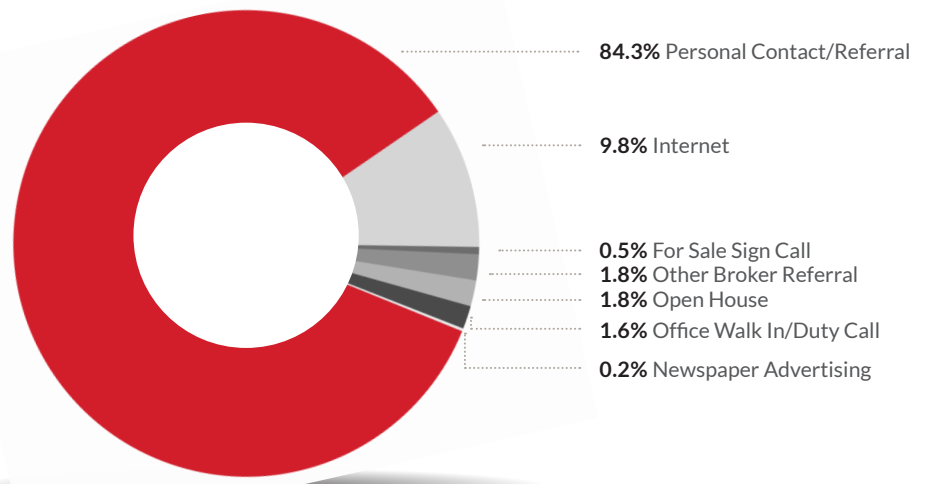


SOURCE OF BUSINESS

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