

# PUSLINCH REAL ESTATE MARKET REPORT

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## MARCH 2019

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R-CITY | R-TEAM | R-NUMBERS



## PUSLINCH OVERVIEW

# BALANCED MARKET

THE PUSLINCH REAL ESTATE MARKET CONTINUES TO BE MORE ACTIVE THAN IN 2018, WITH DEMAND AND INVENTORY CONTINUING TO INCREASE IN THIS SMALL SAMPLE SIZE AS WE HEAD INTO THE SPRING MARKET.



### YEAR-TO-DATE SALES VOLUME OF \$33,203,646

Up 61.25% from 2018's \$20,590,900. Unit sales of 30 are up 36.36% from 2018's 22, with 80 new listings up 66.67%, and a 37.50% sales/listings ratio down 8.33%.



### MARCH SALES VOLUME OF \$13,001,148

Up 6.15% from 2018's \$12,247,900. Unit sales of 13 are up 8.33% from last March's 12, with 32 new listings up 128.57%, and a 40.63% sales/listing ratio down 45.09%.



### YEAR-TO-DATE AVERAGE SALE PRICE OF \$1,118,576

Up from \$858,344 one year ago. Median sale price of \$950,00 down from \$1,015,000 one year ago. Average days-on-market up 16 days to 55.33 compared to last year.



## MARCH Numbers

MEDIAN SALE PRICE -11.83%

**\$950,000**

SALES VOLUME +6.15%

**\$13,001,148**

UNIT SALES +8.33%

**13**

NEW LISTINGS +128.57%

**32**

EXPIRED LISTINGS +100%

**6**

UNIT SALES/LISTINGS RATIO -45.09%

**40.63%**

\* Year over year comparison  
(March 2018 to March 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 - March 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

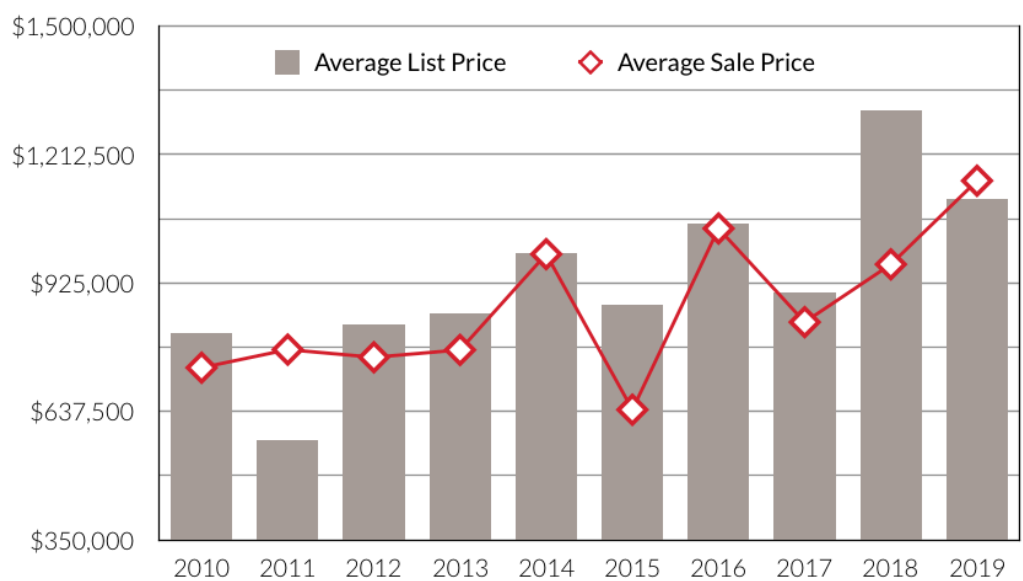
Year-Over-Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Volume Sales	\$28,161,601	\$20,590,900	\$33,203,646	+61.25%
YTD Unit Sales	40	22	30	+36.36%
YTD New Listings	50	48	80	+66.67%
YTD Sales/Listings Ratio	80%	45.83%	37.50%	-8.33%
YTD Expired Listings	8	3	15	+400%
March Volume Sales	\$15,527,301	\$12,247,900	\$13,001,148	+6.15%
March Unit Sales	19	12	13	+8.33%
March New Listings	19	14	32	+128.57%
March Sales/Listings Ratio	100%	85.71%	40.63%	-45.09%
March Expired Listings	2	0	6	+600%
YTD Sales: Under \$0-\$199K	3	1	0	-100%
YTD Sales: Under \$200K-\$349K	10	1	0	-100%
YTD Sales: Under \$350K-\$549K	5	2	5	+150%
YTD Sales: Under \$550K-\$749K	1	1	4	+300%
YTD Sales: Under \$750K-\$999K	11	7	7	No Change
YTD Sales: \$1M+	10	10	14	+40%
YTD Average Days-On-Market	60.33	39.33	55.33	+16
YTD Average Sale Price	\$678,368	\$858,344	\$1,118,576	+30.32%
YTD Median Sale Price	\$637,500	\$1,015,000	\$950,000	-6.4%

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

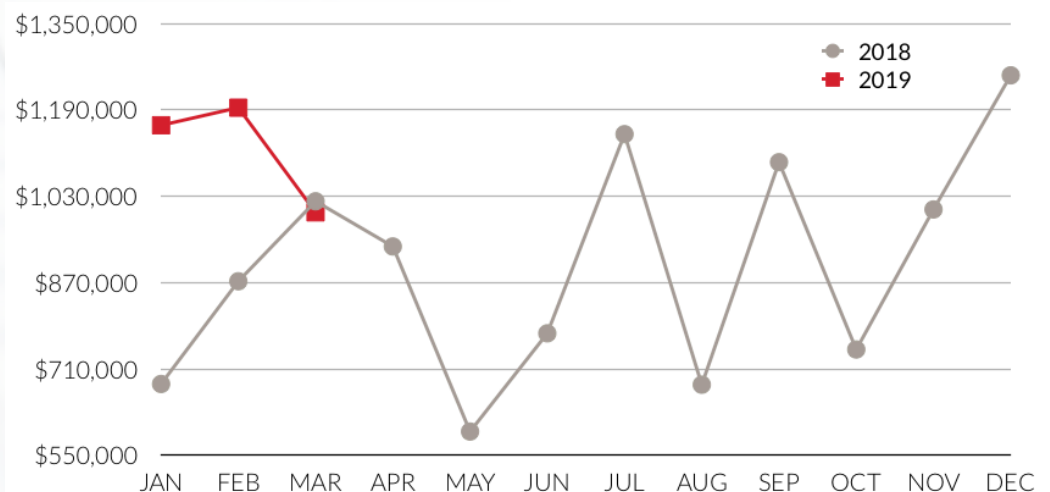
# AVERAGE SALE PRICE

PUSLINCH

## YEAR OVER YEAR



## MONTH OVER MONTH 2018 VS. 2019

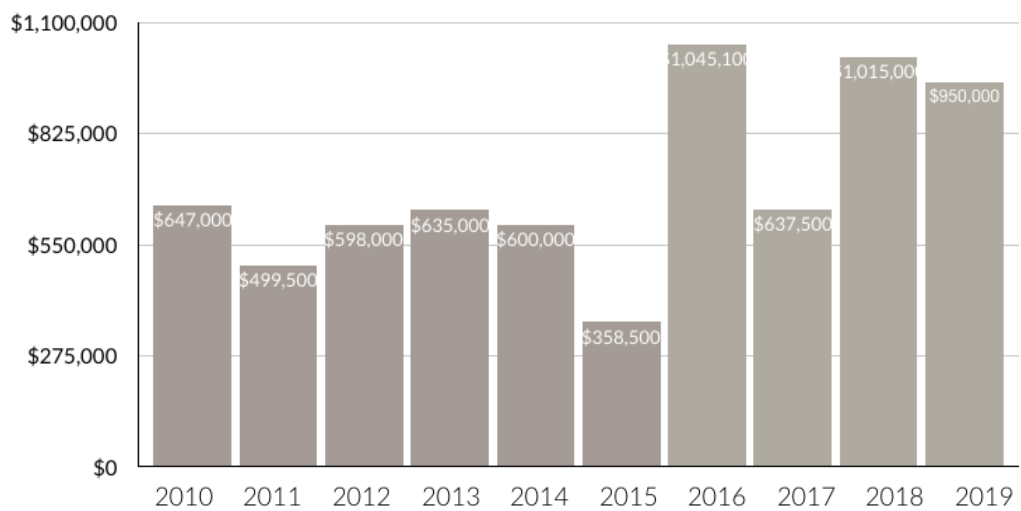




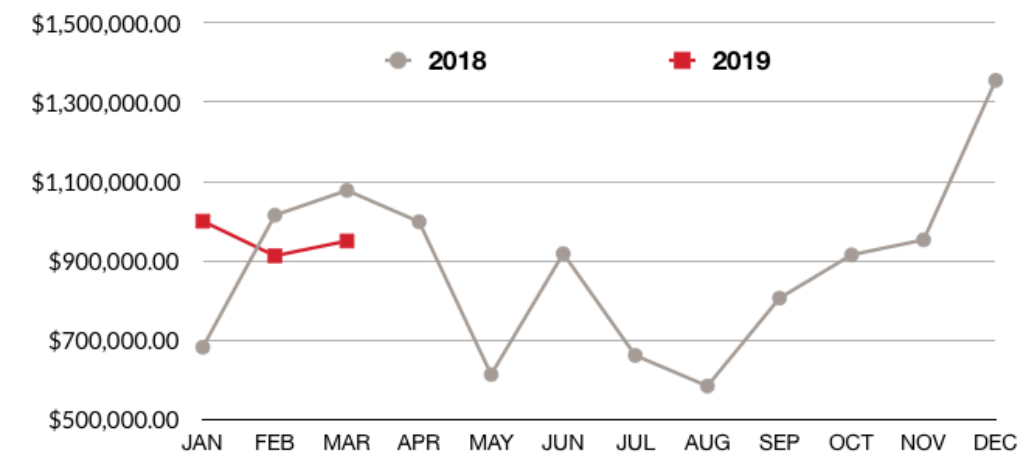
# MEDIAN SALE PRICE

PUSLINCH

## YEAR OVER YEAR



## MONTH OVER MONTH 2018 VS. 2019

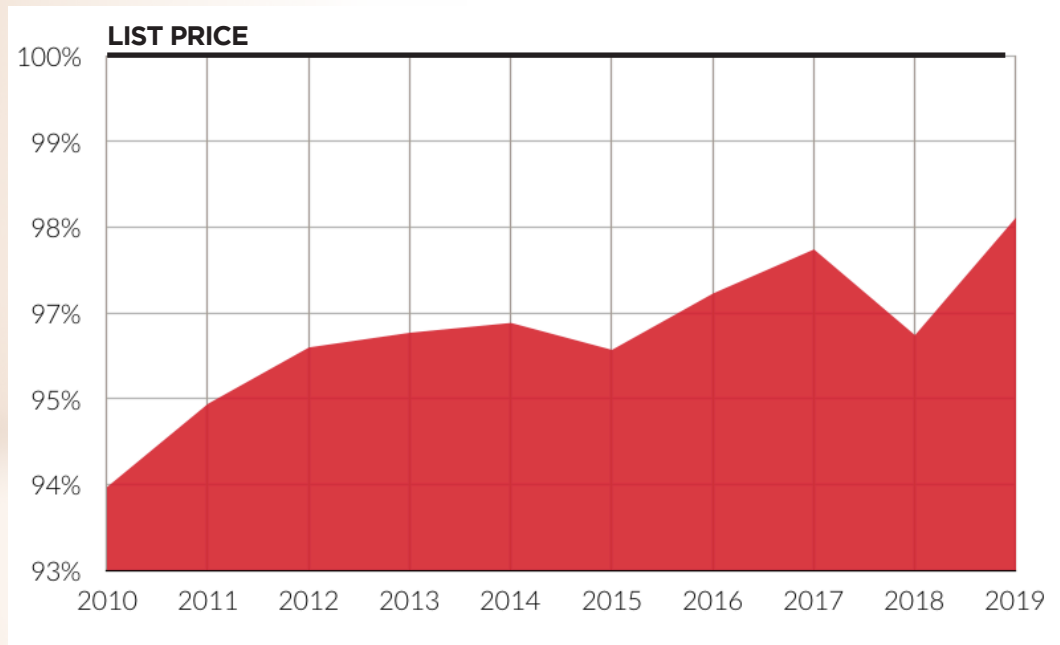


\* Median sale price is based on residential sales (including freehold and condominiums).

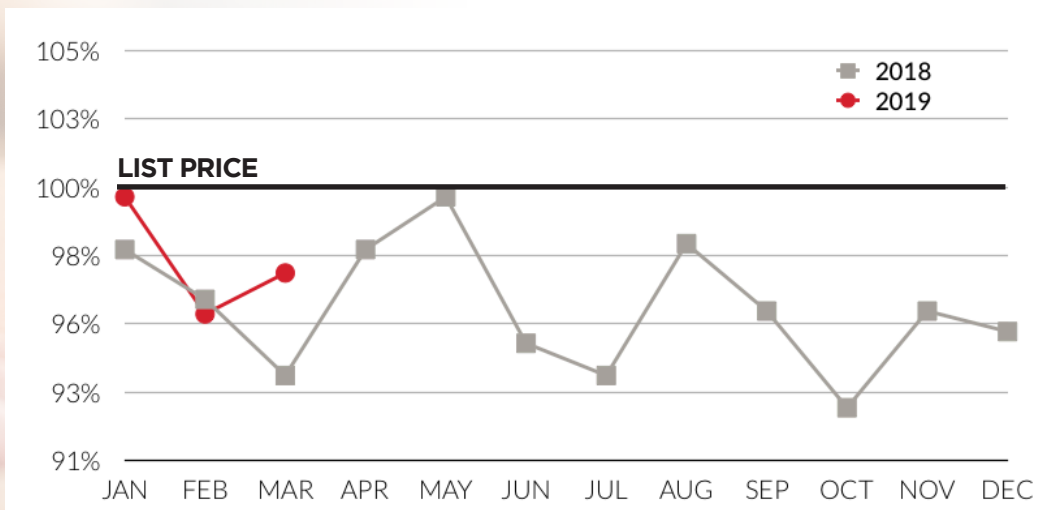
# SALE PRICE vs. LIST PRICE RATIO

PUSLINCH

## YEAR OVER YEAR



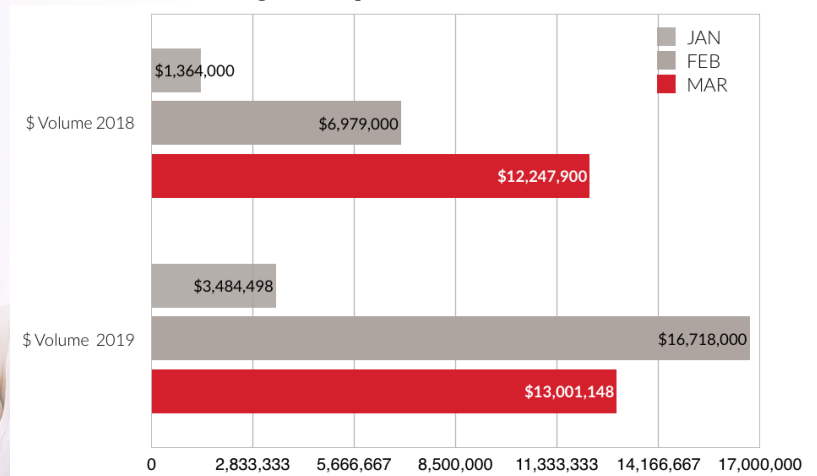
## MONTH OVER MONTH 2018 VS. 2019



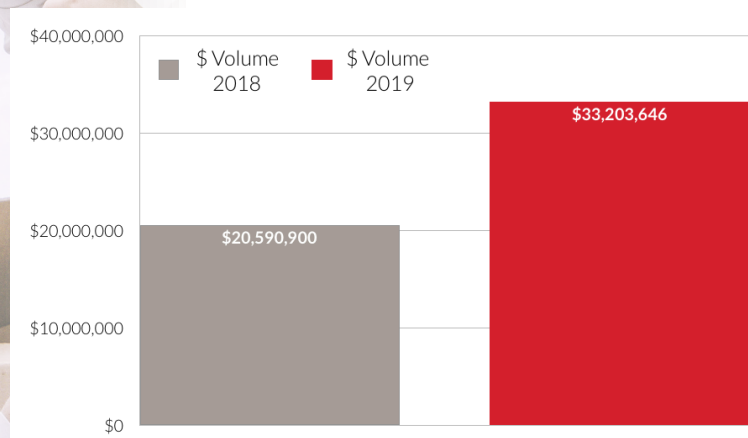
# \$ VOLUME SALES

## PUSLINCH

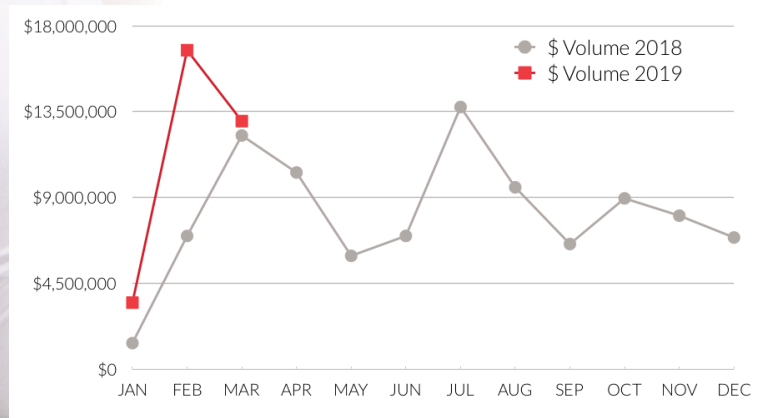
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



Month vs. Month 2018 vs. 2019

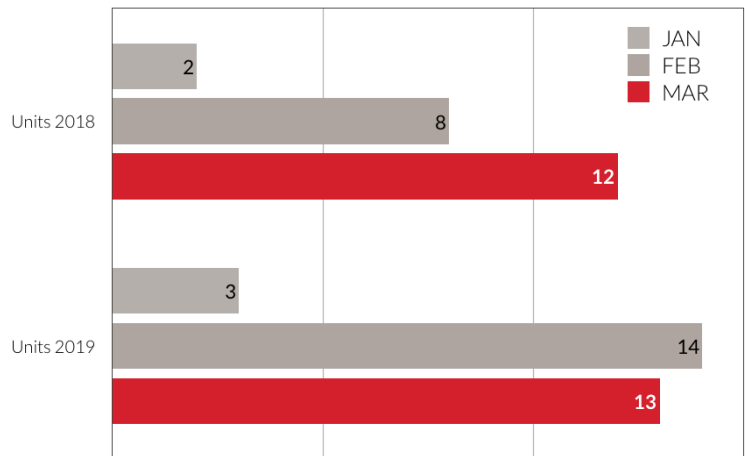




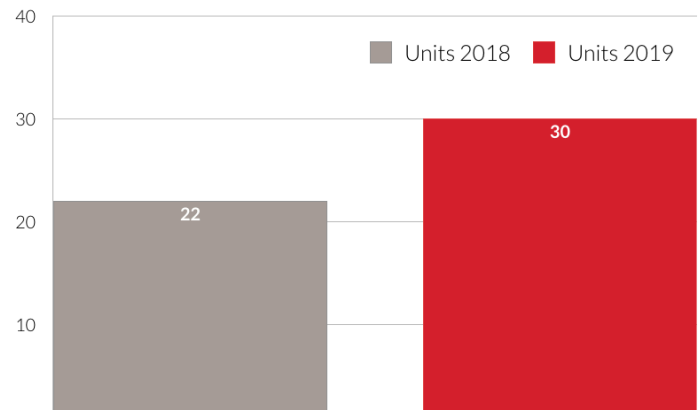
# UNIT SALES

## PUSLINCH

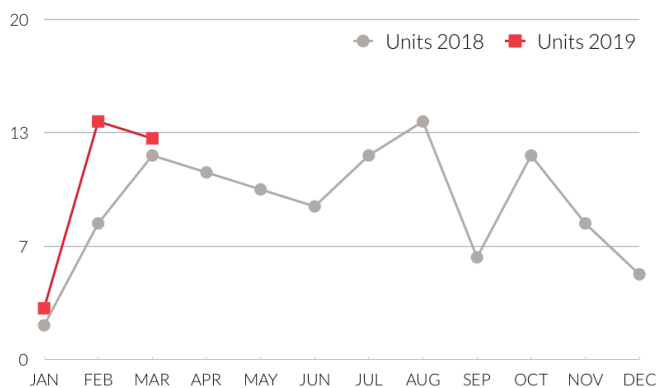
### Monthly Comparison 2018 vs. 2019



### 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 MARCH 2018 TO COMPARE TO



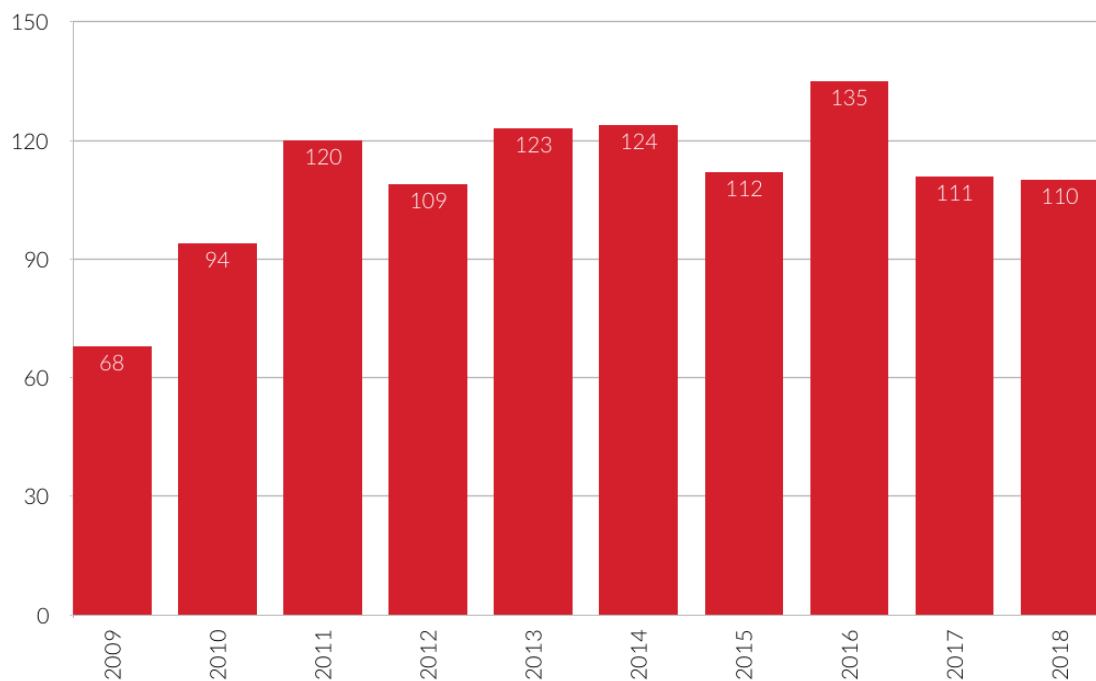
### VACANT LAND SALES





# 10 YEAR MARKET ANALYSIS

## PUSLINCH - UNITS SOLD

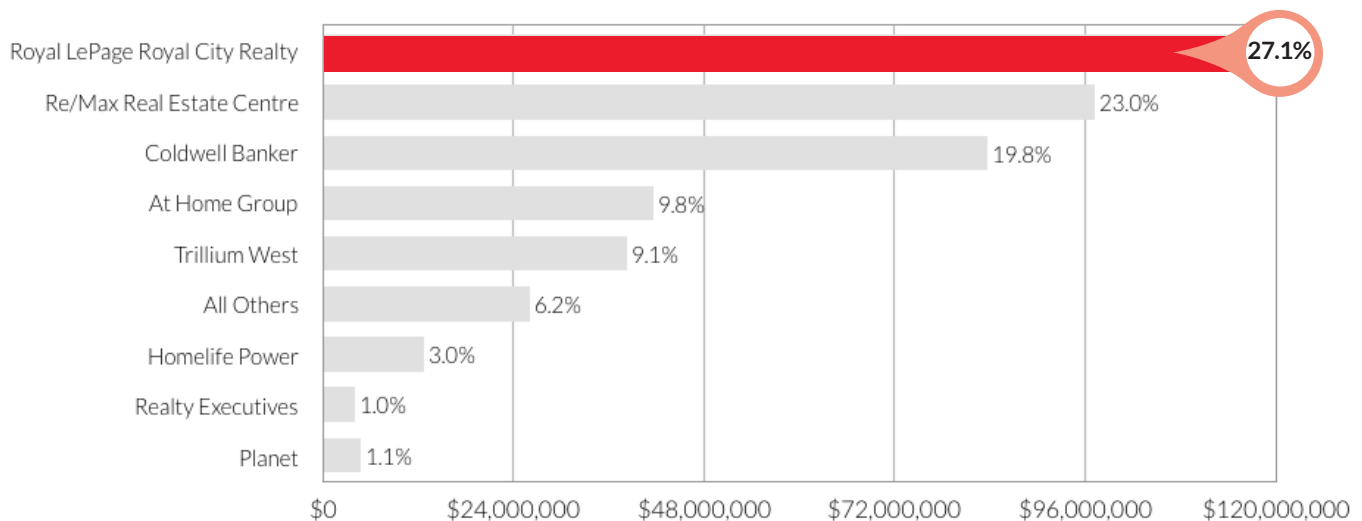


# MARKET DOMINANCE

## WELLINGTON COUNTY'S #1 BROKERAGE!

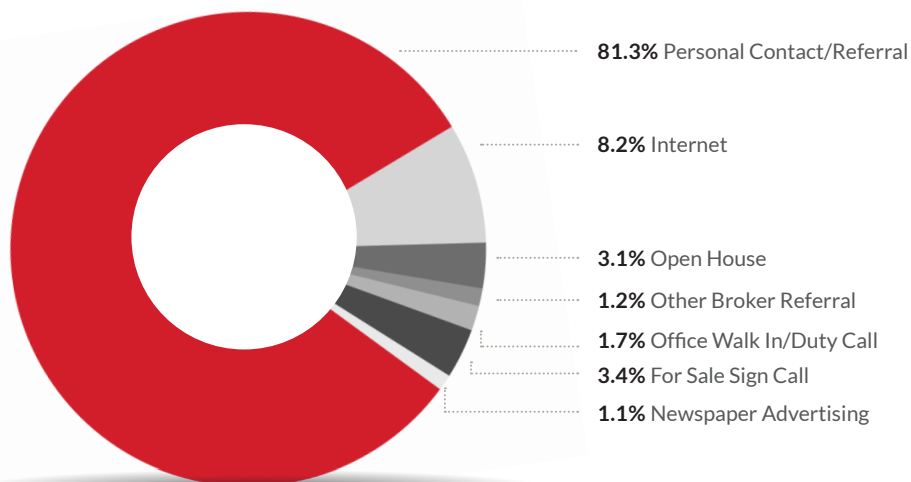
### MARKET SHARE BY \$VOLUME

Listing Selling Ends Combined for GUELPH BASED COMPANIES  
January - March 2019

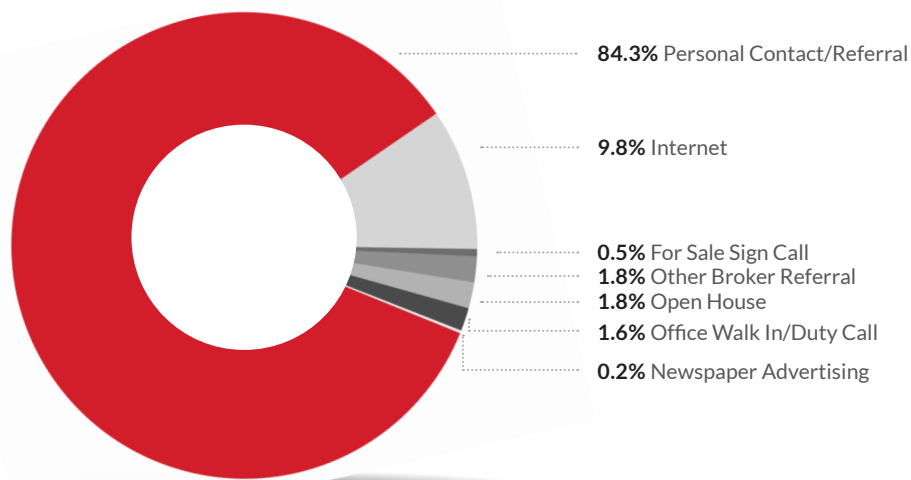


# SOURCE OF BUSINESS

## 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