

PUSLINCH REAL ESTATE MARKET REPORT

APRIL 2019

R-CITY | R-TEAM | R-NUMBERS



PUSLINCH OVERVIEW

BUYER'S MARKET

SALES ACTIVITY HAS INCREASED MODERATELY WHILE INVENTORY HAS SIGNIFICANTLY GROWN IN THIS SMALL SAMPLE SIZE.



YEAR-TO-DATE SALES VOLUME OF \$37,394,646

Up **21.03%** from 2018's **\$30,896,800**. Unit sales of **35** are up **6.06%** from 2018's **33**, with **115** new listings up **74.24%**, and a **30.43%** sales/listings ratio down **19.57%**.



APRIL SALES VOLUME OF \$3,514,000

Down **65.9%** from 2018's **\$10,305,900**. Unit sales of **4** are down **63.64%** from last April's **11**, with **35** new listings up **94.44%**, and a **11.43%** sales/listing ratio down **74.29%**.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$1,049,938

Up from **\$877,983** one year ago. Median sale price of **\$974,950** down from **\$1,006,750** one year ago. Average days-on-market of **55.5** is up **15.75** days compared to last year.



APRIL Numbers

MEDIAN SALE PRICE -13.67%

\$862,000

SALES VOLUME -65.9%

\$3,514,000

UNIT SALES -63.64%

4

NEW LISTINGS +94.44%

35

EXPIRED LISTINGS -40%

3

UNIT SALES/LISTINGS RATIO -74.29%

11.43%

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

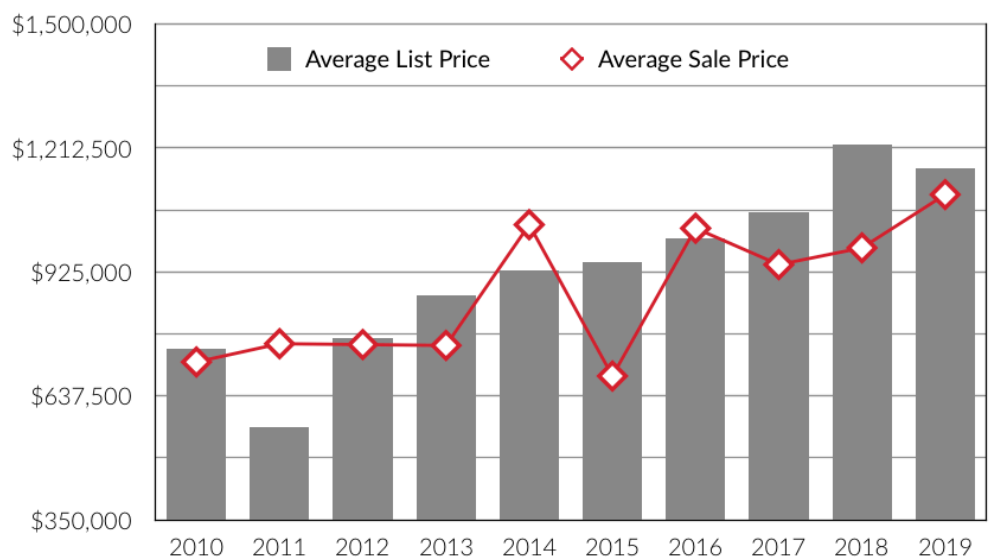
Year-Over-Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Volume Sales	\$49,592,809	\$30,896,800	\$37,394,646	+21.03%
YTD Unit Sales	57	33	35	+6.06%
YTD New Listings	75	66	116	+74.24%
YTD Sales/Listings Ratio	76.00%	50.00%	30.43%	-19.57%
YTD Expired Listings	8	3	18	+500%
April Volume Sales	\$21,431,208	\$10,305,900	\$3,514,000	-65.9%
April Unit Sales	17	11	4	-63.64%
April New Listings	25	18	35	+94.44%
April Sales/Listings Ratio	100%	85.71%	11.43%	-74.29%
April Expired Listings	3	5	3	-40%
YTD Sales: Under \$0-\$199K	3	1	1	No Change
YTD Sales: Under \$200K-\$349K	10	3	0	-100%
YTD Sales: Under \$350K-\$549K	6	2	7	+250%
YTD Sales: Under \$550K-\$749K	2	3	4	+33.33%
YTD Sales: Under \$750K-\$999K	15	9	8	-11.11%
YTD Sales: \$1M+	21	15	15	No Change
YTD Average Days-On-Market	61	39.75	55.5	+15.75
YTD Average Sale Price	\$823,940.75	\$877,983.25	\$1,049,938.50	+19.59%
YTD Median Sale Price	\$730,000	\$1,006,750	\$974,950	-3.16%

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

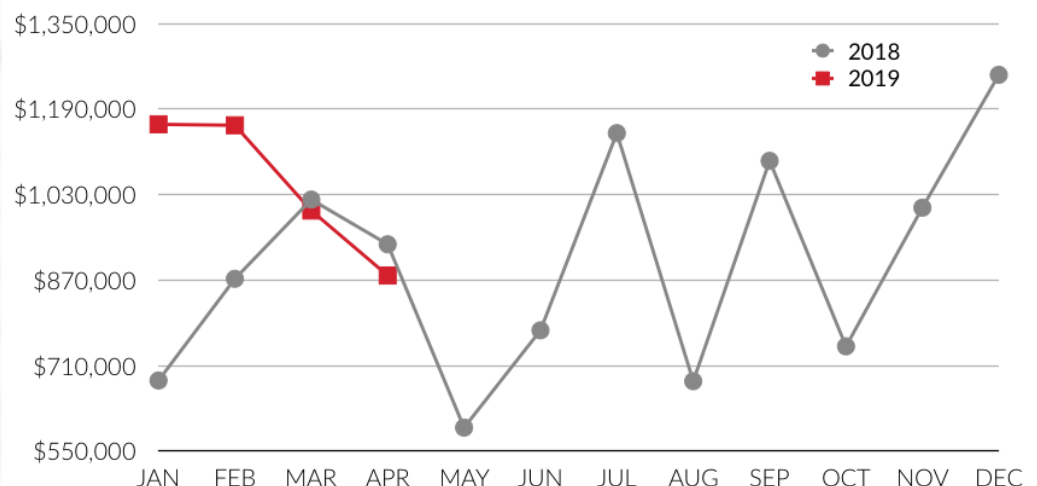
AVERAGE SALE PRICE

PUSLINCH

YEAR OVER YEAR



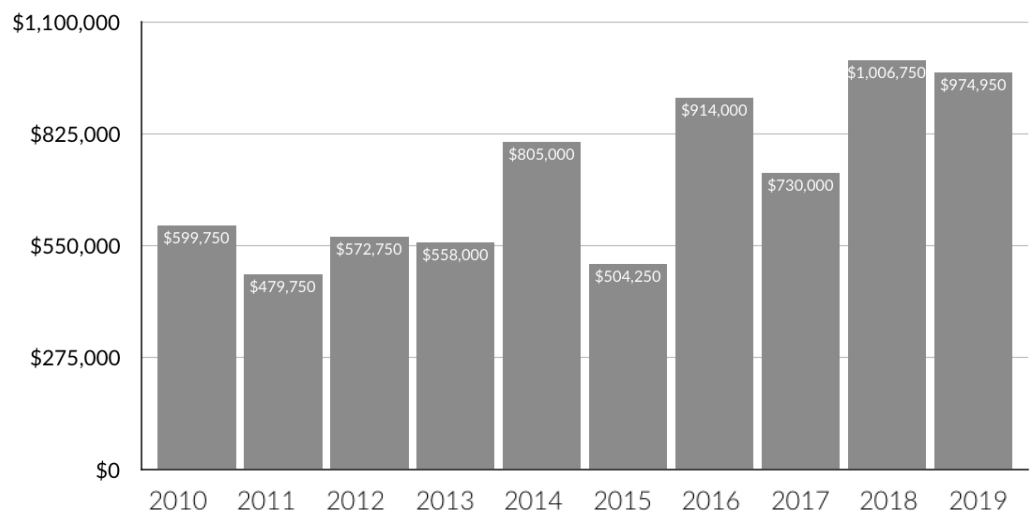
MONTH OVER MONTH 2018 VS. 2019



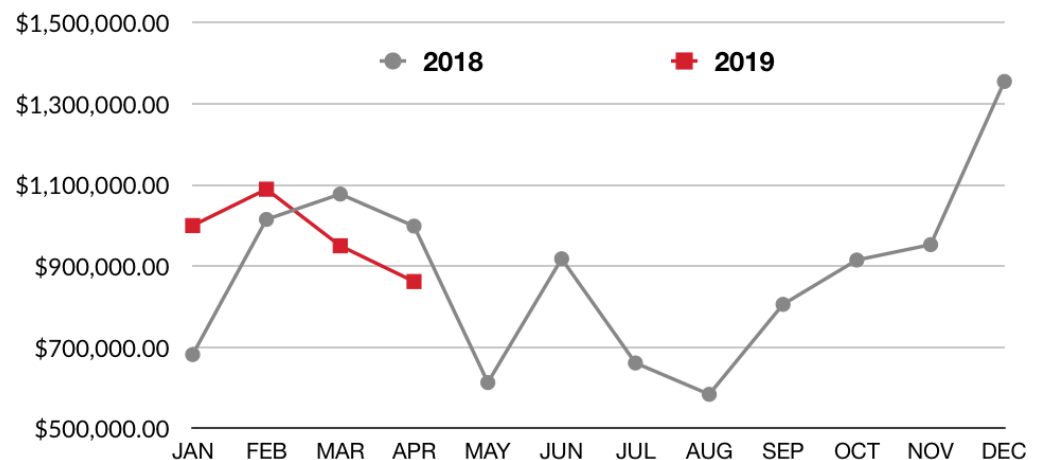
MEDIAN SALE PRICE

PUSLINCH

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

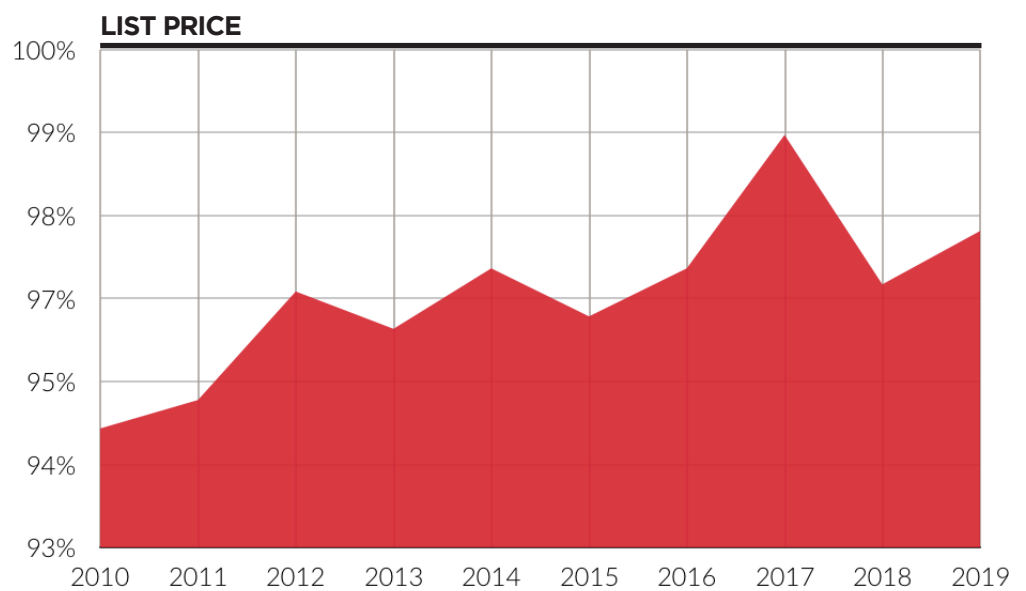


* Median sale price is based on residential sales (including freehold and condominiums).

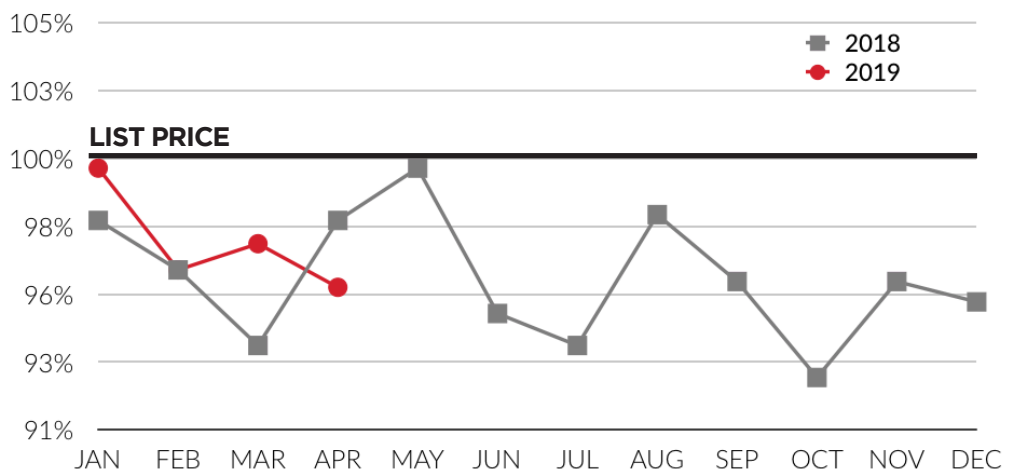
SALE PRICE vs. LIST PRICE RATIO

PUSLINCH

YEAR OVER YEAR



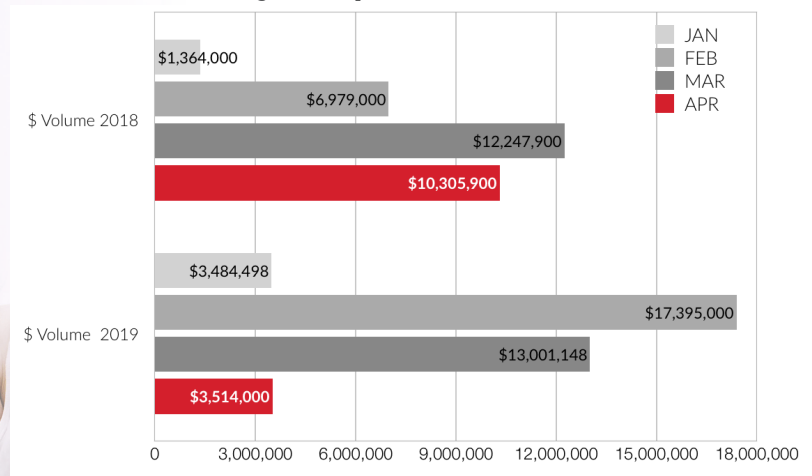
MONTH OVER MONTH 2018 VS. 2019



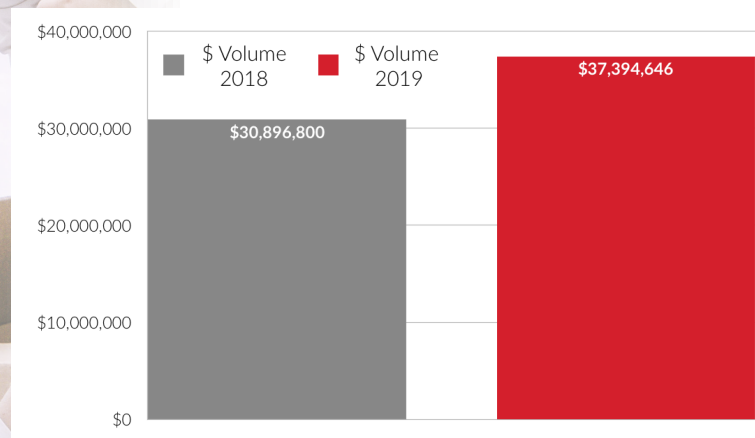
\$ VOLUME SALES

PUSLINCH

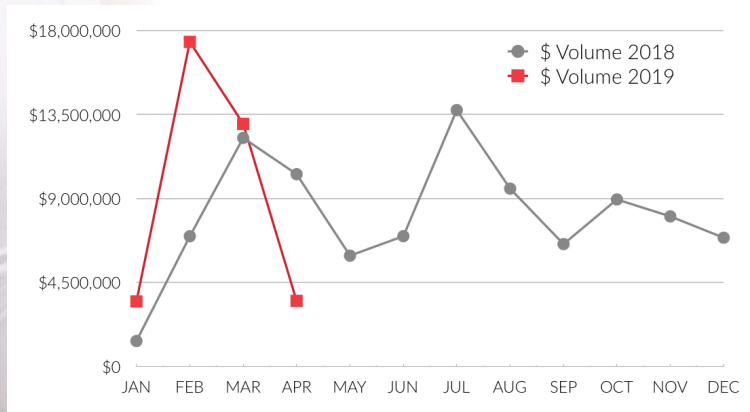
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



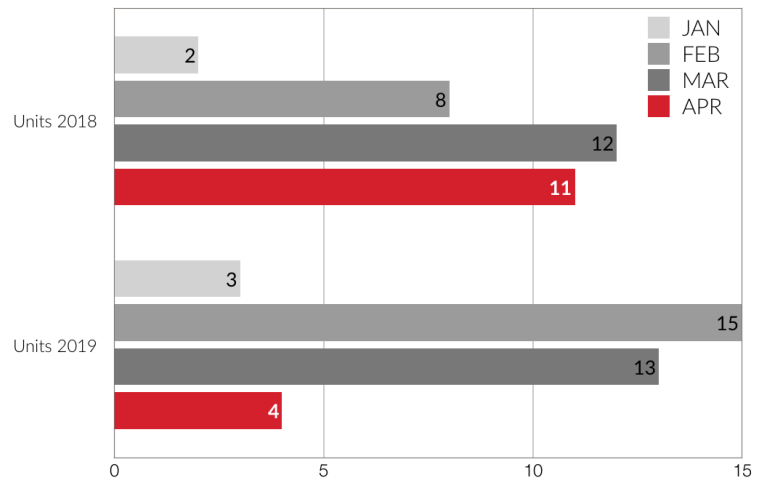
Month vs. Month 2018 vs. 2019



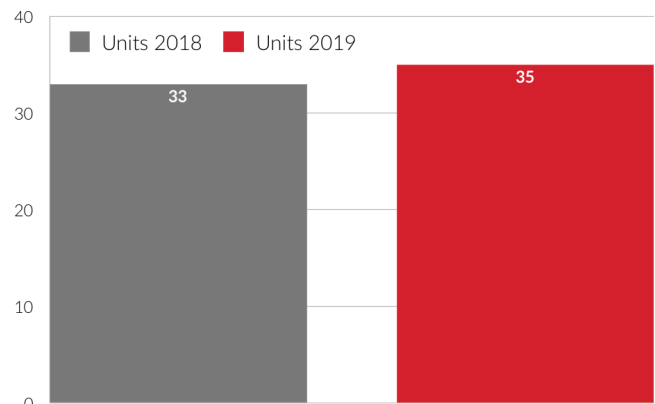
UNIT SALES

PUSLINCH

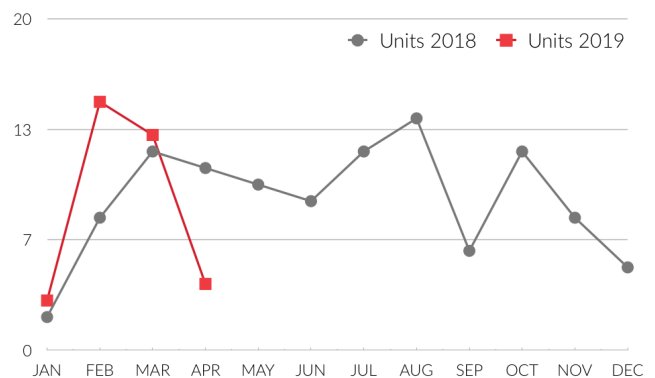
Monthly Comparison 2018 vs. 2019



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

+11.29%

YTD
SALES VOLUME
\$29,831,646

-3.57%

YTD
UNIT SALES
27

+15.41%

YTD AVERAGE
SALE PRICE
\$1,104,876

-63.79%

APRIL
SALES VOLUME
\$3,514,000

-60%

APRIL
UNIT SALES
4

CONDOMINIUM HOME SALES

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

YTD
SALES VOLUME
\$871,000

YTD
UNIT SALES
1

YTD AVERAGE
SALE PRICE
\$871,000

APRIL
SALES VOLUME
\$0

APRIL
UNIT SALES
0

VACANT LAND SALES

+44.65%

YTD
SALES VOLUME
\$2,642,000

+66.67%

YTD
UNIT SALES
5

-13.21%

YTD AVERAGE
SALE PRICE
\$528,400

DOWN FROM
\$601,500

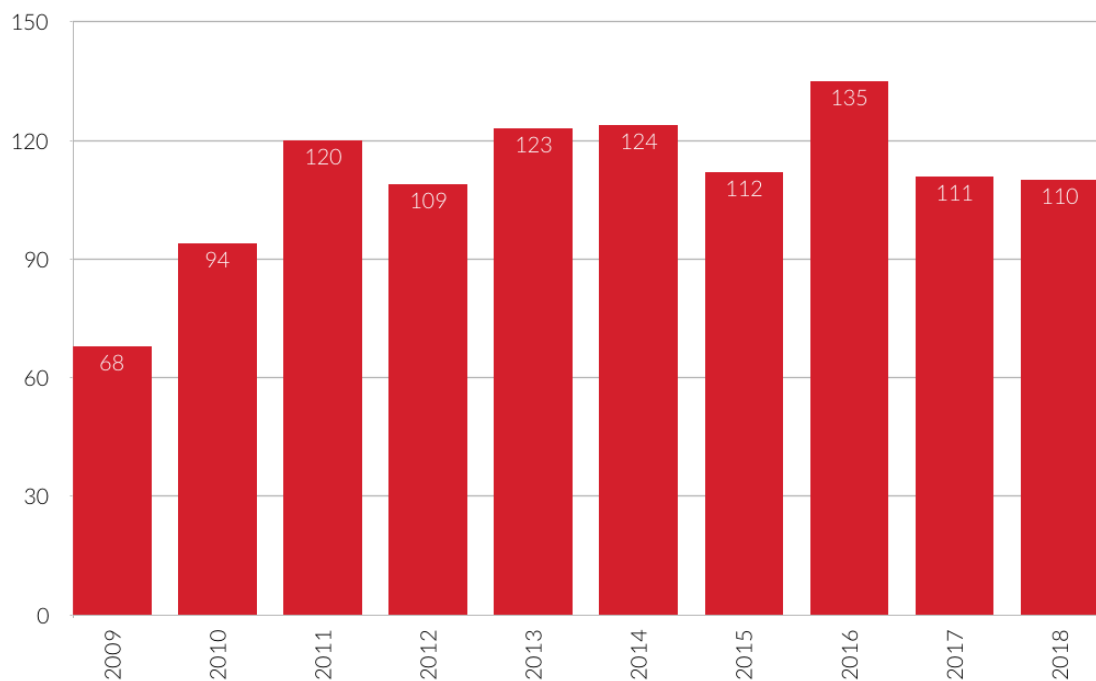
APRIL
SALES VOLUME
\$0

DOWN FROM 1

APRIL
UNIT SALES
0

10 YEAR MARKET ANALYSIS

PUSLINCH - UNITS SOLD

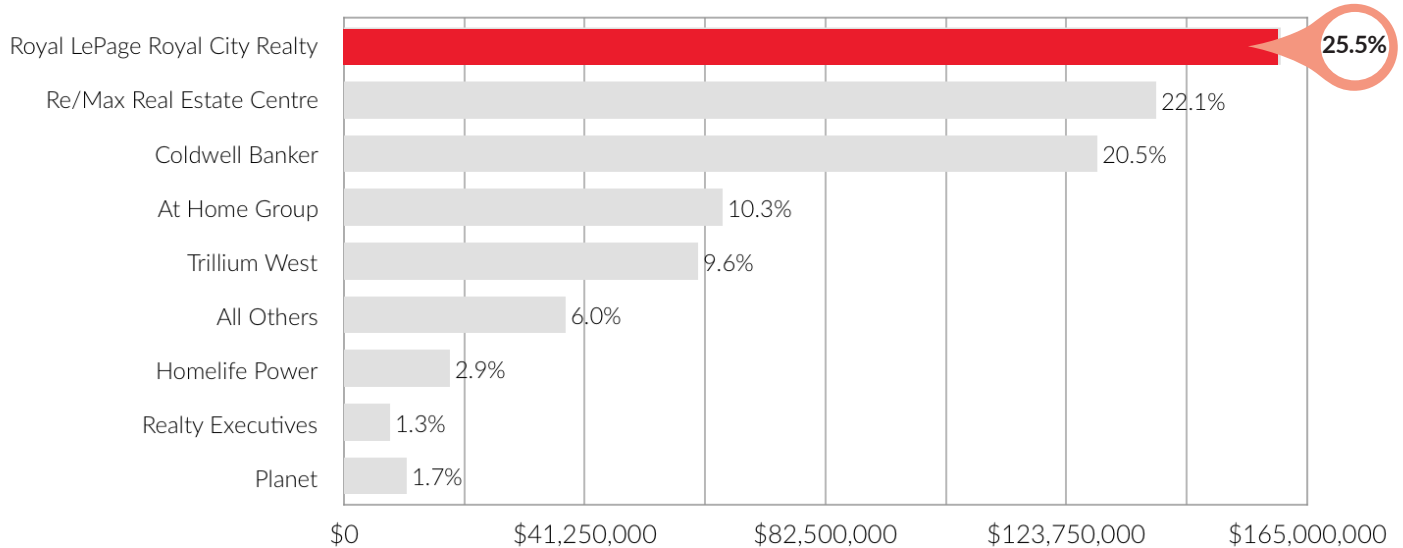


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

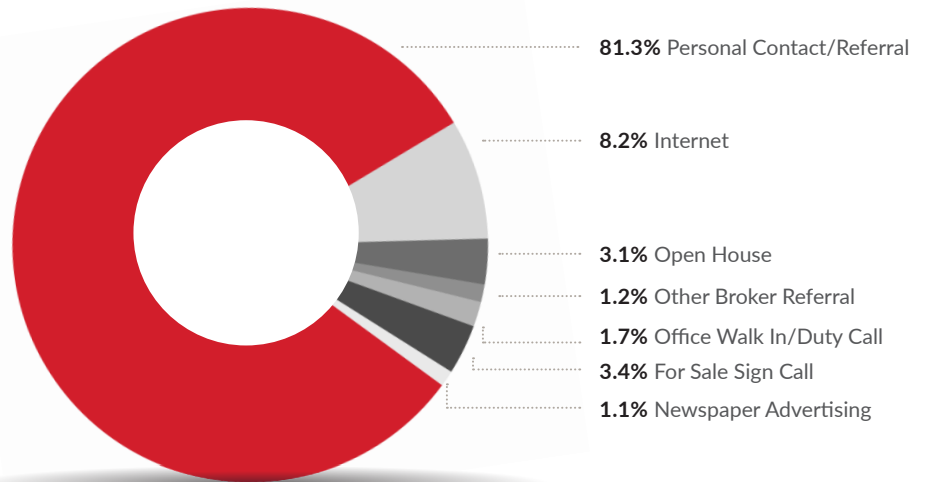
MARKET SHARE BY \$VOLUME

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

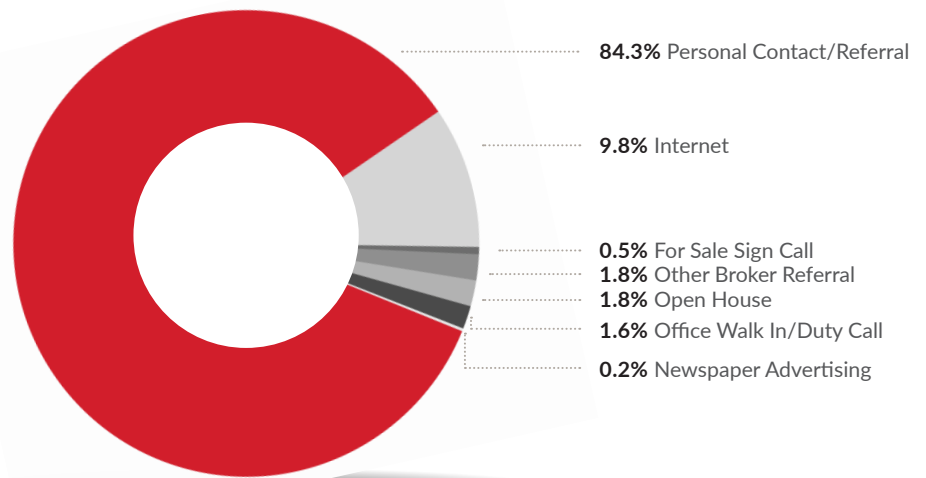


SOURCE OF BUSINESS

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