

# PUSLINCH REAL ESTATE MARKET REPORT

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## MAY 2019

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R-CITY | R-TEAM | R-NUMBERS



## PUSLINCH OVERVIEW

# SELLER'S MARKET

THE PUSLINCH REAL ESTATE MARKET HAD A HUGE MONTH AS DEMAND SIGNIFICANTLY GREW AND SALE PRICES AND INVENTORY INCREASED SUBSTANTIALLY IN THIS SMALL SAMPLE SIZE.



### YEAR-TO-DATE SALES VOLUME OF \$62,965,954

Up 70.94% from 2018's \$36,835,334. Unit sales of 63 are up 46.51% from 2018's 43, with 154 new listings up 62.11%, and a 40.91% sales/listings ratio down 4.35%.



### MAY SALES VOLUME OF \$25,571,308

Up 330.6% from 2018's \$5,938,534. Unit sales of 28 are up 180% from last May's 10, with 39 new listings up 34.48%, and a 71.79% sales/listing ratio up 37.31%.



### YEAR-TO-DATE AVERAGE SALE PRICE OF \$1,022,603

Up from \$821,157 one year ago. Median sale price of \$950,000 down from \$998,500 one year ago. Average days-on-market of 51.20 is up 15.8 days from last year.



## MAY Numbers

MEDIAN SALE PRICE +39.05%

**\$852,500**

SALES VOLUME +330.6%

**\$25,571,308**

UNIT SALES +180%

**28**

NEW LISTINGS +34.48%

**39**

EXPIRED LISTINGS +25%

**5**

UNIT SALES/LISTINGS RATIO +37.31%

**71.79%**

\* Year over year comparison  
(May 2018 to May 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 - May 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	\$71,045,637	\$36,835,334	\$62,965,954	+70.94%
YTD Unit Sales	76	43	63	+46.51%
YTD New Listings	101	95	154	+62.11%
YTD Sales/Listings Ratio	75.25%	45.26%	40.91%	-4.35%
YTD Expired Listings	8	12	23	+91.67%
May Volume Sales	\$21,452,828	\$5,938,534	\$25,571,308	+330.60%
May Unit Sales	19	10	28	+180%
May New Listings	26	29	39	+34.48%
May Sales/Listings Ratio	73.08%	34.48%	71.79%	+37.31%
May Expired Listings	3	4	5	25%
YTD Sales: Under \$0-\$199K	3	2	2	No Change
YTD Sales: Under \$200K-\$349K	11	3	3	No Change
YTD Sales: Under \$350K-\$549K	9	5	12	+140%
YTD Sales: Under \$550K-\$749K	3	7	7	No Change
YTD Sales: Under \$750K-\$999K	16	11	13	+18.18%
YTD Sales: \$1M+	34	15	26	+73.33%
YTD Average Days-On-Market	52.2	35.4	51.2	+15.8
YTD Average Sale Price	\$884,972	\$821,157	\$1,022,603	+24.53%
YTD Median Sale Price	\$822,500	\$998,500	\$950,000	-4.86%

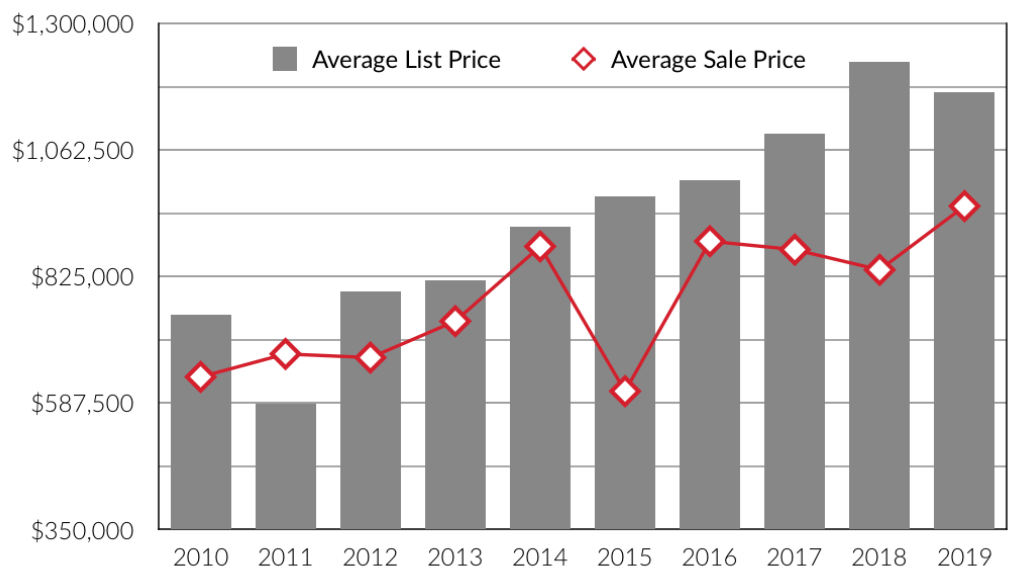
NOTE: All MLS® sales data in this report comes from the Guelph District Association of REALTORS®.



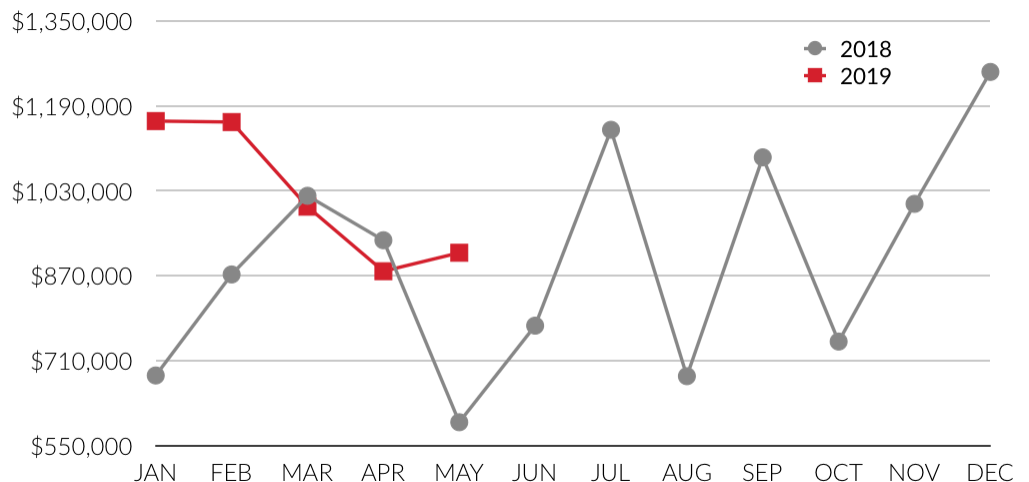
# AVERAGE SALE PRICE

PUSLINCH

## YEAR OVER YEAR



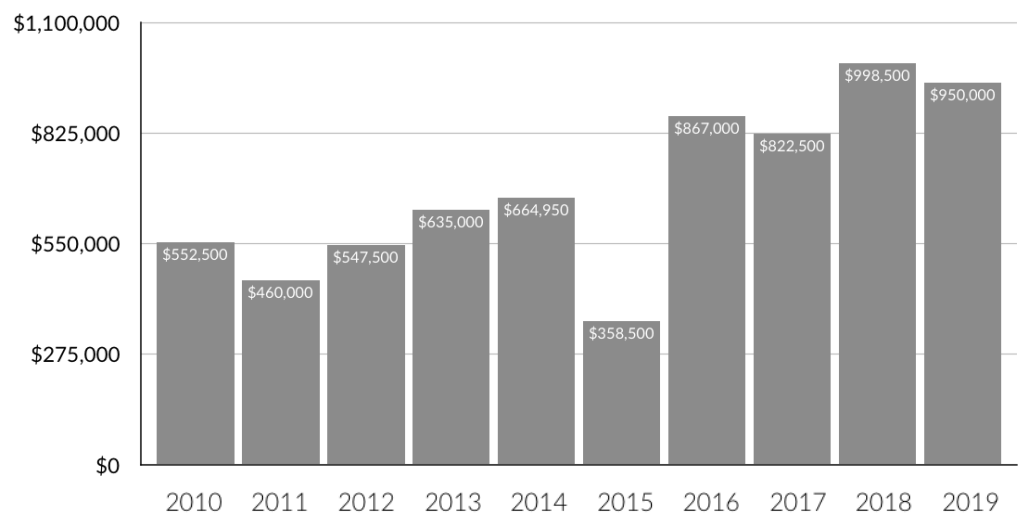
## MONTH OVER MONTH 2018 VS. 2019



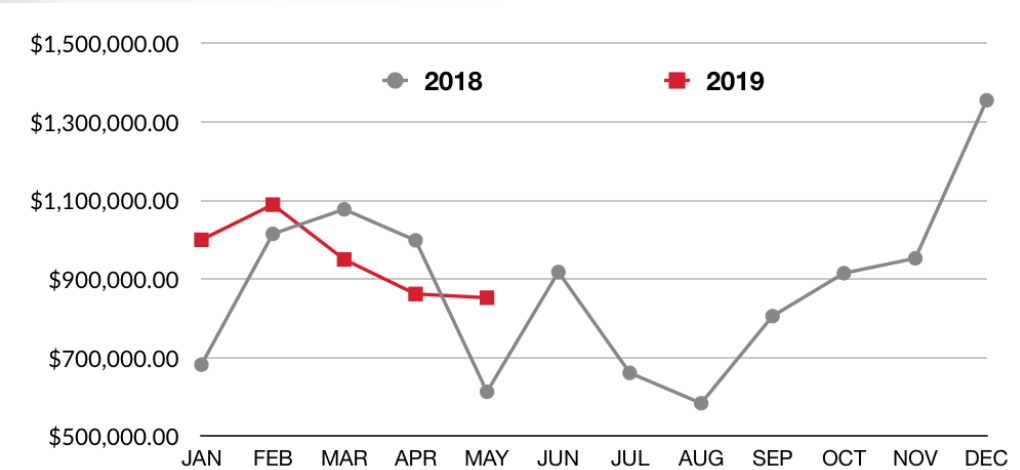
# MEDIAN SALE PRICE

## PUSLINCH

### YEAR OVER YEAR



### MONTH OVER MONTH 2018 VS. 2019

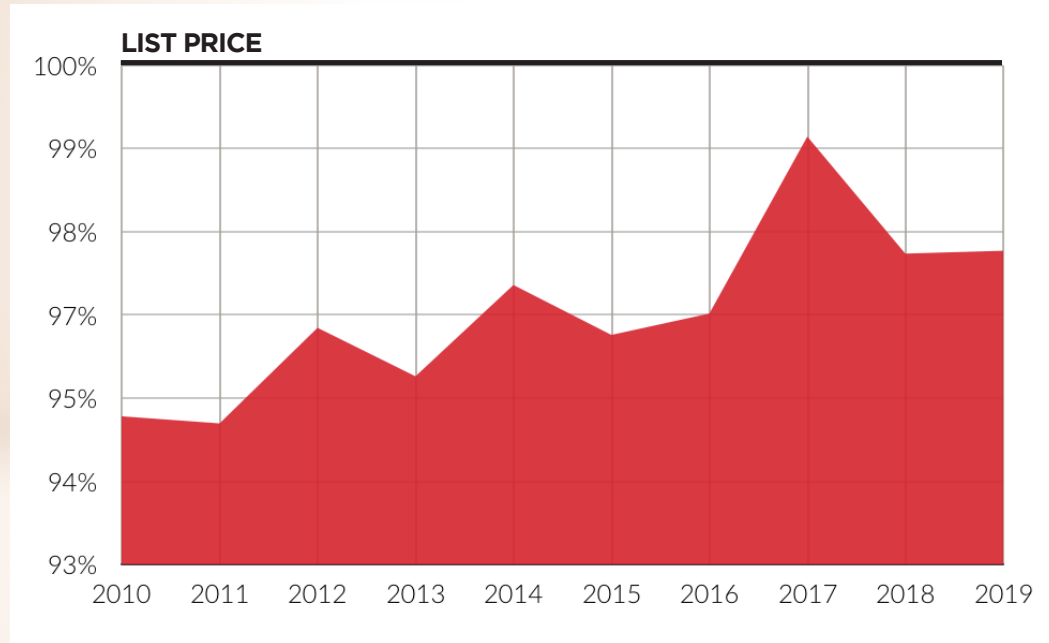


\* Median sale price is based on residential sales (including freehold and condominiums).

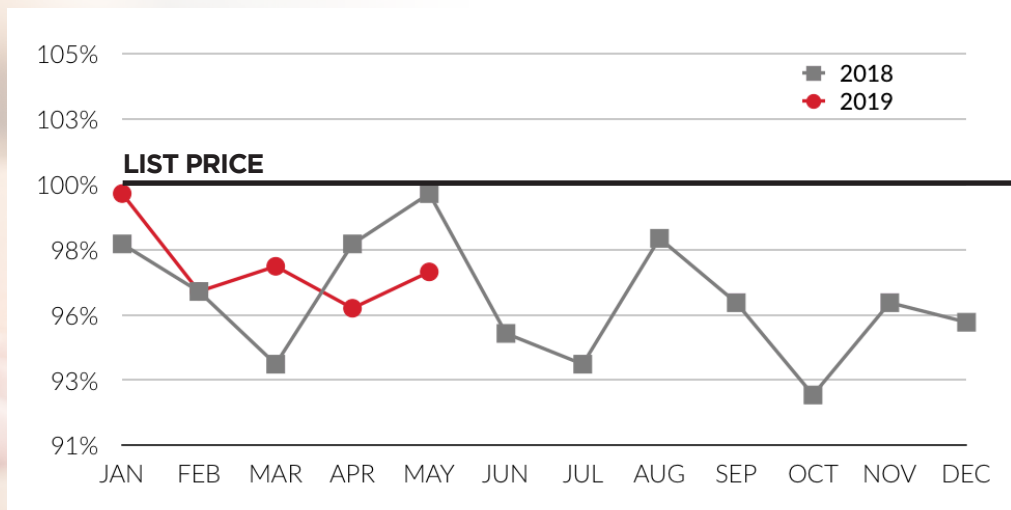
# SALE PRICE vs. LIST PRICE RATIO

PUSLINCH

## YEAR OVER YEAR



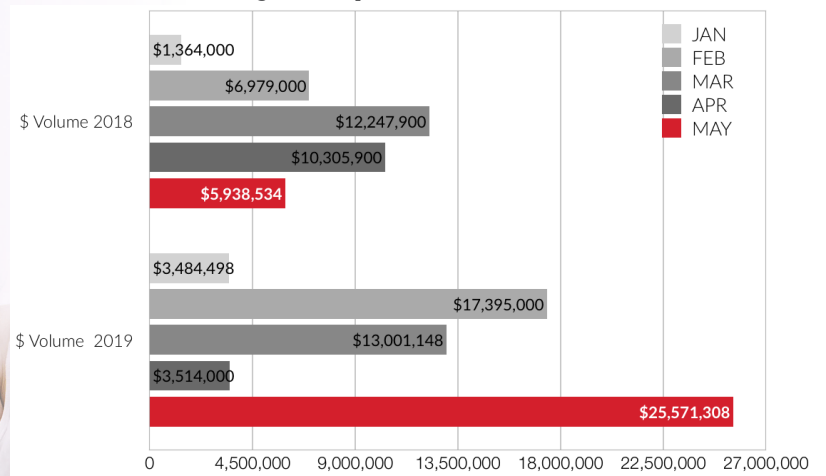
## MONTH OVER MONTH 2018 VS. 2019



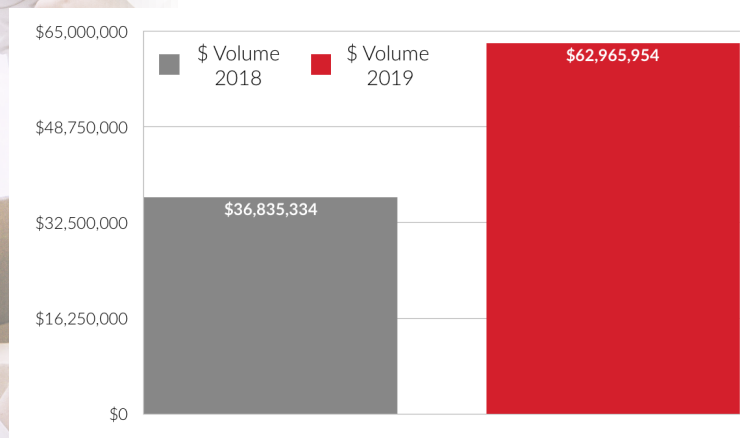
# \$ VOLUME SALES

## PUSLINCH

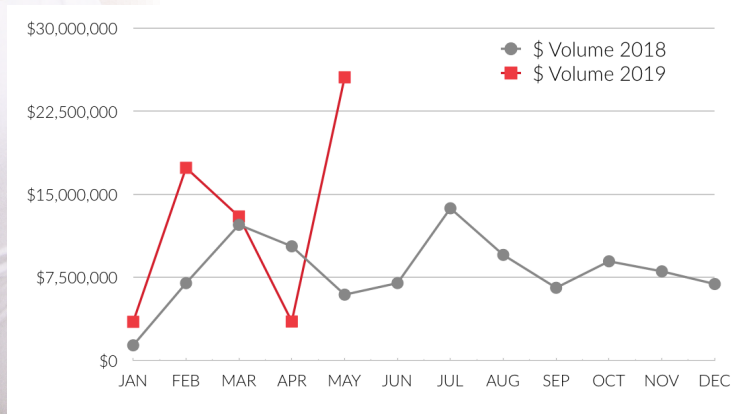
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



Month vs. Month 2018 vs. 2019

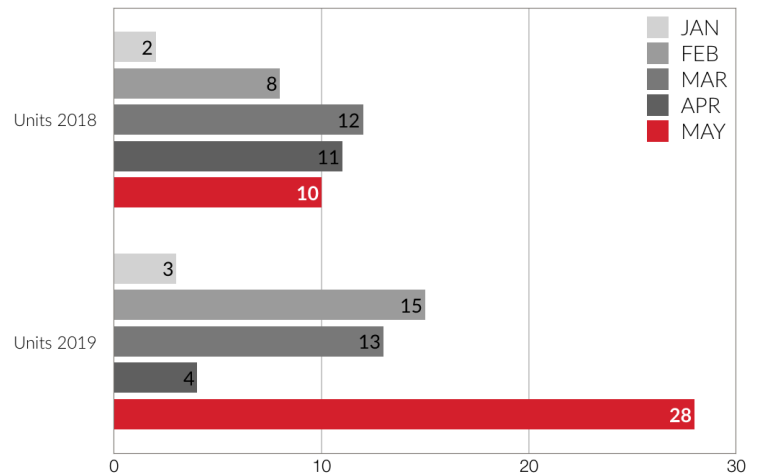




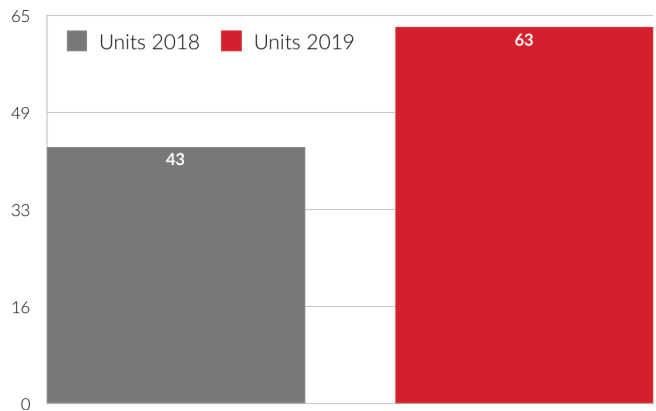
# UNIT SALES

## PUSLINCH

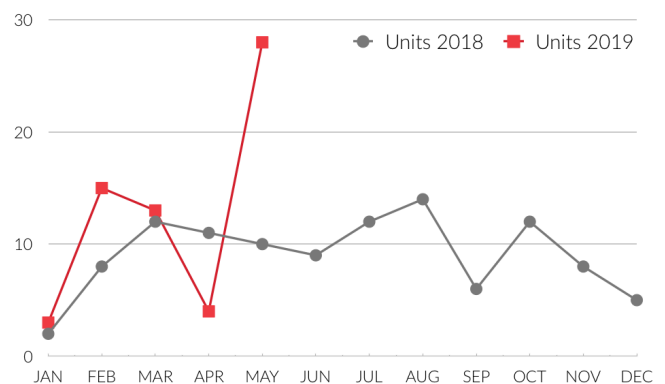
### Monthly Comparison 2018 vs. 2019



### Yearly Totals 2018 vs. 2019



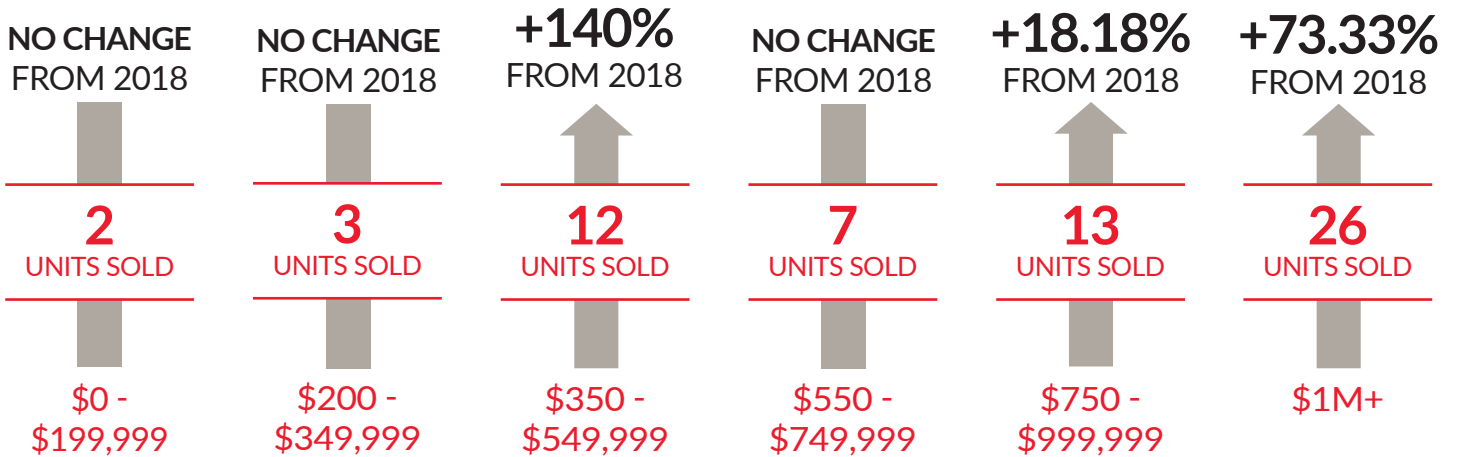
### Month vs. Month 2018 vs. 2019





# SALES BY PRICE BRACKET

PUSLINCH- YEAR TO DATE



# SALES BY TYPE

## PUSLINCH

### FREEHOLD HOME SALES

+66.3%

YTD  
SALES VOLUME  
\$52,397,954

+38.89%

YTD  
UNIT SALES  
50

+19.73%

YTD AVERAGE  
SALE PRICE  
\$1,047,959

+379.77%

MAY  
SALES VOLUME  
\$22,566,308

+187.5%

MAY  
UNIT SALES  
23

### CONDOMINIUM HOME SALES

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

YTD  
SALES VOLUME  
\$1,651,000

YTD  
UNIT SALES  
2

YTD AVERAGE  
SALE PRICE  
\$825,500

MAY  
SALES VOLUME  
\$780,000

MAY  
UNIT SALES  
1

### VACANT LAND SALES

+17.33%

YTD  
SALES VOLUME  
\$3,592,000

+40%

YTD  
UNIT SALES  
7

-16.19%

YTD AVERAGE  
SALE PRICE  
\$513,143

-23.08%

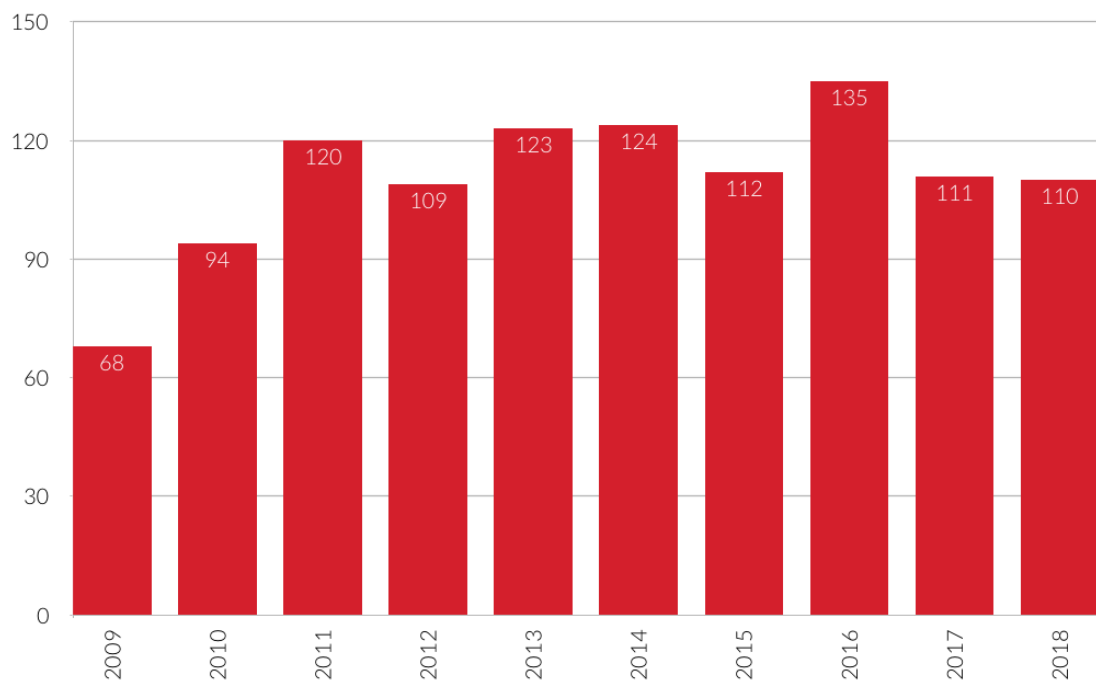
MAY  
SALES VOLUME  
\$950,000

NO CHANGE

MAY  
UNIT SALES  
2

# 10 YEAR MARKET ANALYSIS

## PUSLINCH - UNITS SOLD



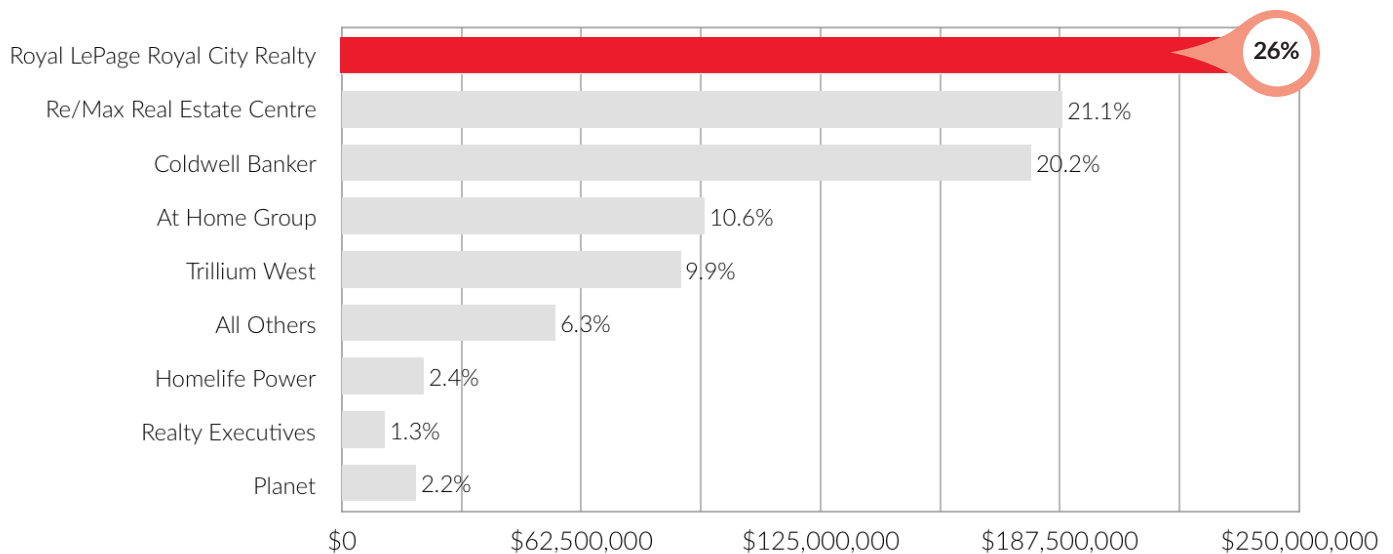


# MARKET DOMINANCE

## WELLINGTON COUNTY'S #1 BROKERAGE!

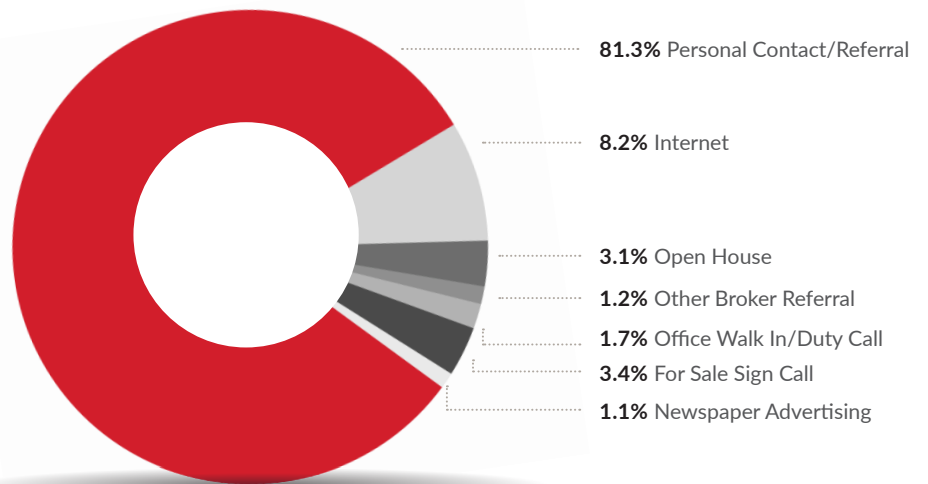
### MARKET SHARE BY \$VOLUME

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

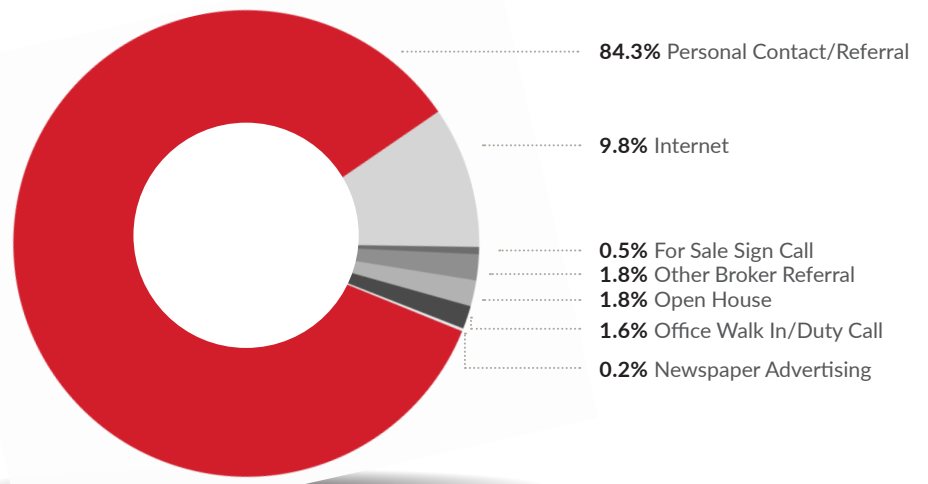


# SOURCE OF BUSINESS

## 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