

PUSLINCH REAL ESTATE MARKET REPORT

JUNE 2019

R-CITY | R-TEAM | R-NUMBERS



PUSLINCH OVERVIEW

BUYER'S MARKET

AS INVENTORY CONTINUES TO INCREASE & UNIT SALES SLOW DOWN IN PUSLINCH, THE MARKET HAS SHIFTED FROM SELLER'S TO BUYERS AS WE HEAD INTO Q3.



YEAR-TO-DATE SALES VOLUME OF \$71,840,454

Up 63.95% from 2018's \$43,818,334. Unit sales of 72 are up 38.46% from 2018's 52, with 184 new listings up 50.82%, and a 39.13% sales/listings ratio down 3.49%.



JUNE SALES VOLUME OF \$8,874,500

Up 27.09% from 2018's \$6,983,000. Unit sales of 9 are equal to last June's, with 30 new listings up 11.11%, and a 30% sales/listing ratio down 3.33%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$1,016,512

Up from \$813,613 one year ago. Median sale price of \$947,250 down from \$958,250 one year ago. Average days-on-market of 56.17 is up 20.67 days from last year.



JUNE Numbers

MEDIAN SALE PRICE +2.89%

\$944,500

SALES VOLUME +27.09%

\$8,874,500

UNIT SALES No Change

9

NEW LISTINGS +11.11%

30

EXPIRED LISTINGS +75%

7

UNIT SALES/LISTINGS RATIO -3.33%

30%

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

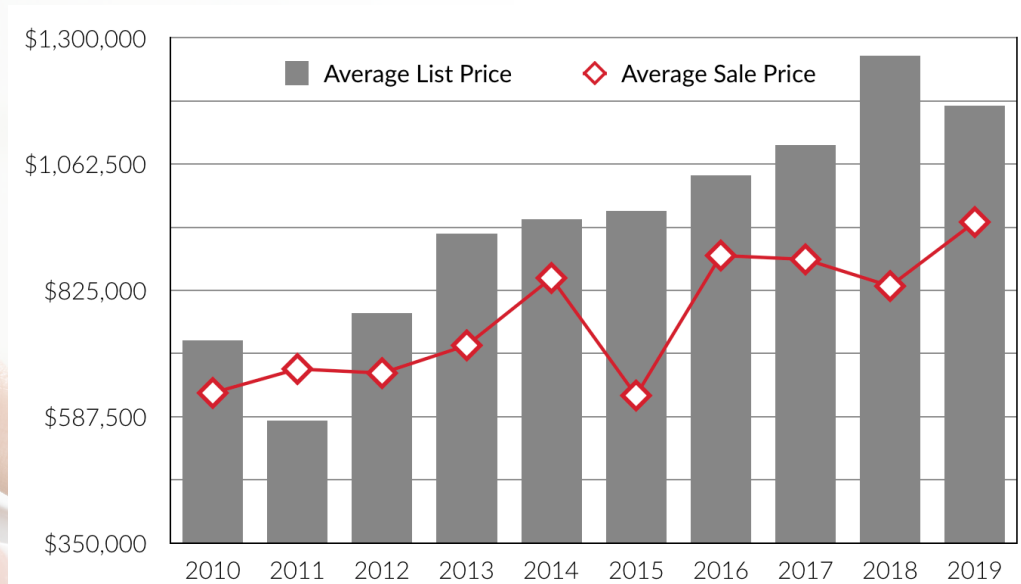
Year-Over-Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Volume Sales	\$78,761,037	\$43,818,334	\$71,840,454	+63.95%
YTD Unit Sales	84	52	72	+38.46%
YTD New Listings	124	122	184	+50.82%
YTD Sales/Listings Ratio	67.74%	42.62%	39.13%	-3.49%
YTD Expired Listings	16	16	30	+87.5%
June Volume Sales	\$7,715,400	\$6,983,000	\$8,874,500	+27.09%
June Unit Sales	8	9	9	No Change
June New Listings	23	27	30	+11.11%
June Sales/Listings Ratio	34.78%	33.33%	30.00%	-3.33%
June Expired Listings	2	4	7	+75%
YTD Sales: Under \$0-\$199K	3	2	2	No Change
YTD Sales: Under \$200K-\$349K	11	4	3	-25%
YTD Sales: Under \$350K-\$549K	11	6	14	+133.33%
YTD Sales: Under \$550K-\$749K	3	9	7	-22.22%
YTD Sales: Under \$750K-\$999K	18	14	16	+14.29%
YTD Sales: \$1M+	38	17	30	+76.47%
YTD Average Days-On-Market	48.33	35.50	56.17	+20.67
YTD Average Sale Price	\$898,214	\$813,613	\$1,016,512	+24.94%
YTD Median Sale Price	\$978,750	\$958,250	\$947,250	-1.15%

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

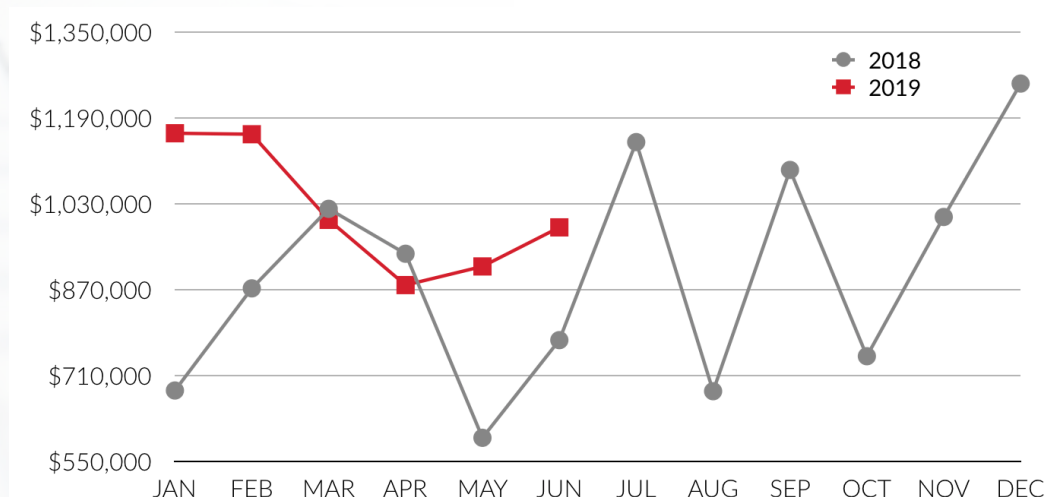
AVERAGE SALE PRICE

PUSLINCH

YEAR OVER YEAR



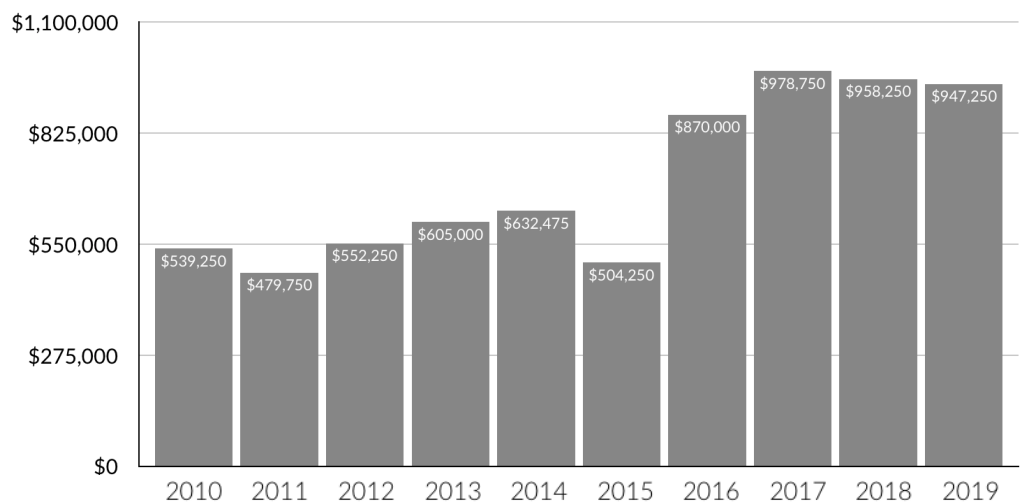
MONTH OVER MONTH 2018 VS. 2019



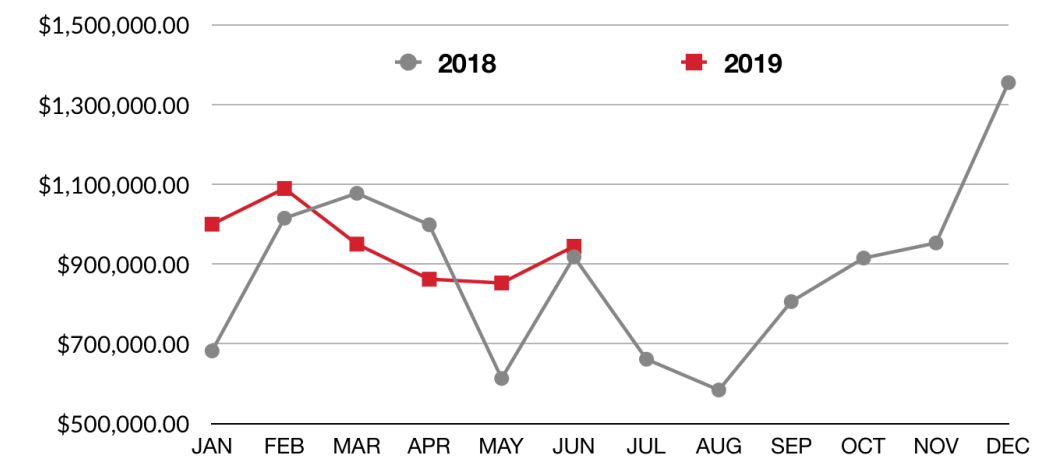
MEDIAN SALE PRICE

PUSLINCH

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

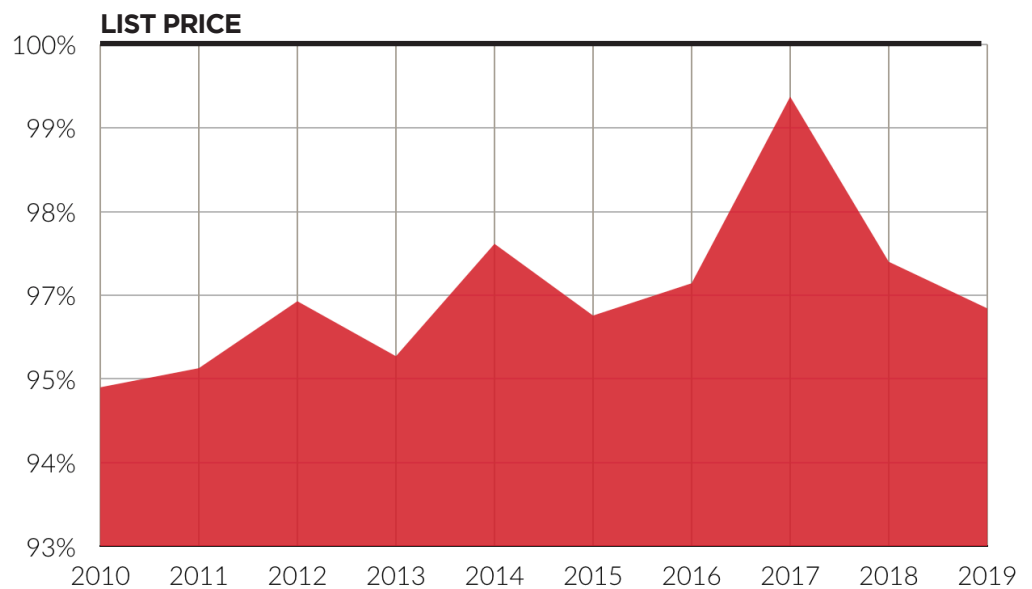


* Median sale price is based on residential sales (including freehold and condominiums).

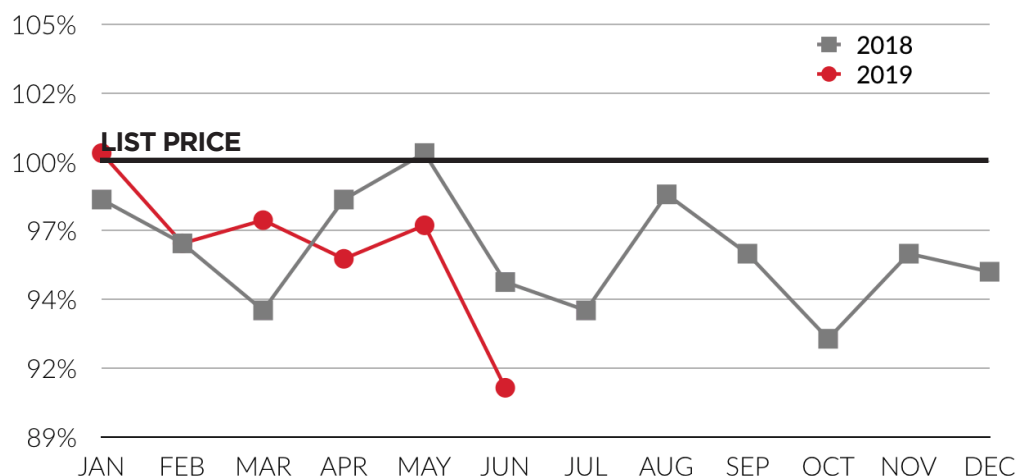
SALE PRICE vs. LIST PRICE RATIO

PUSLINCH

YEAR OVER YEAR



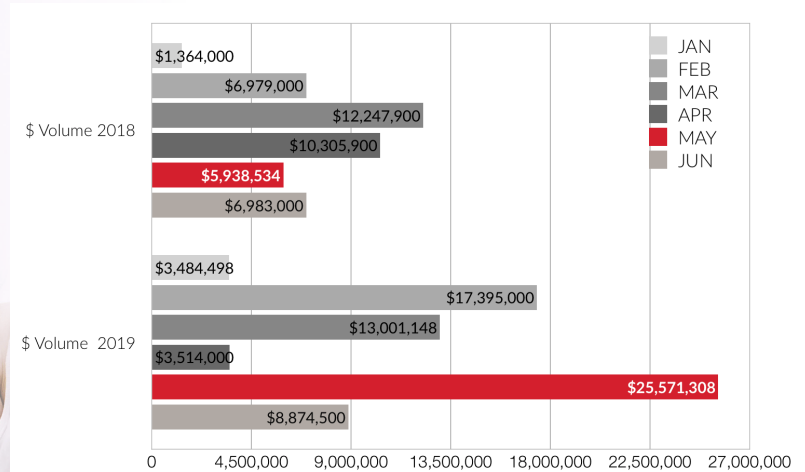
MONTH OVER MONTH 2018 VS. 2019



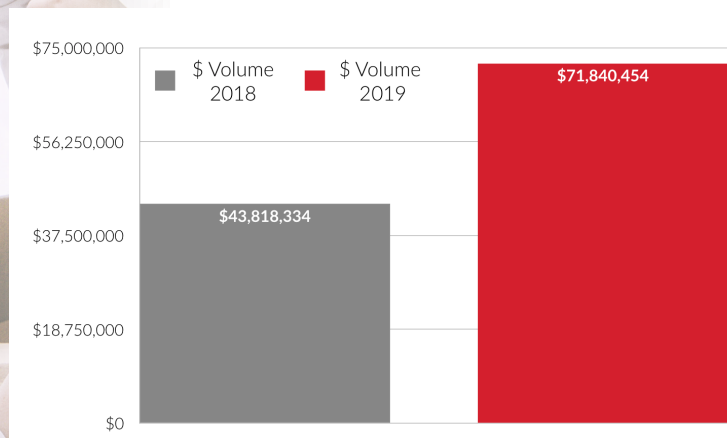
\$ VOLUME SALES

PUSLINCH

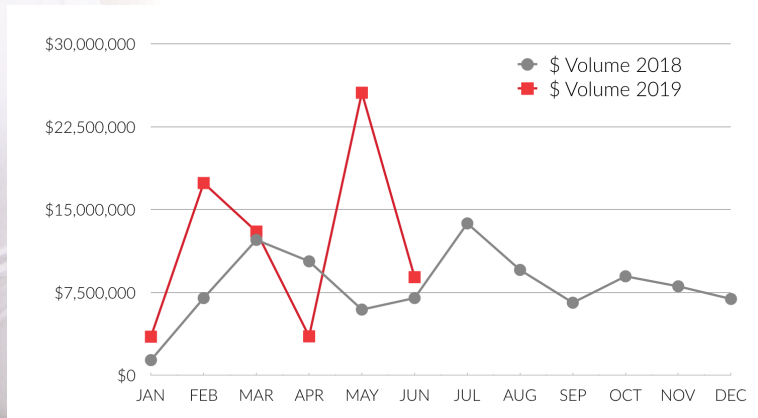
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



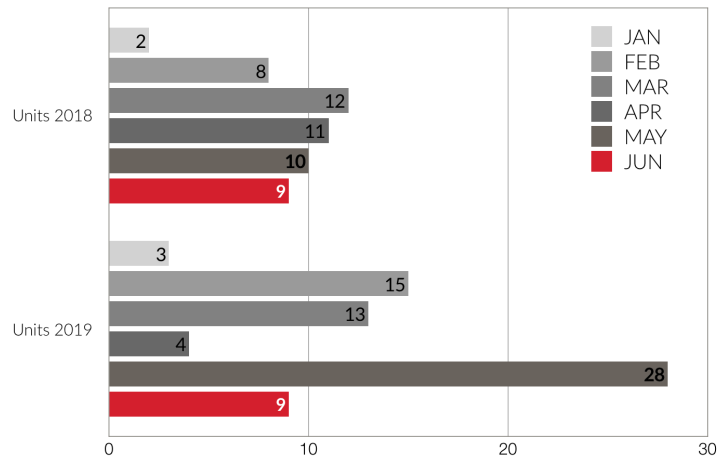
Month vs. Month 2018 vs. 2019



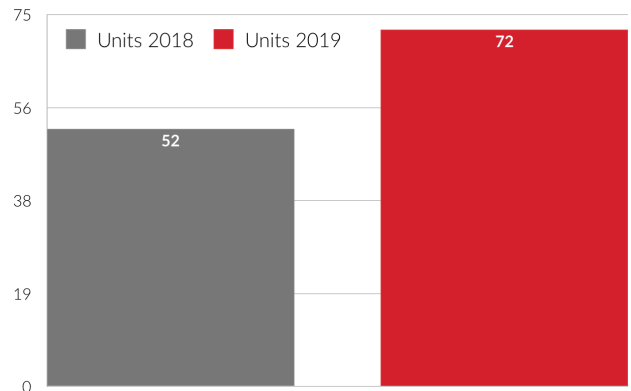
UNIT SALES

PUSLINCH

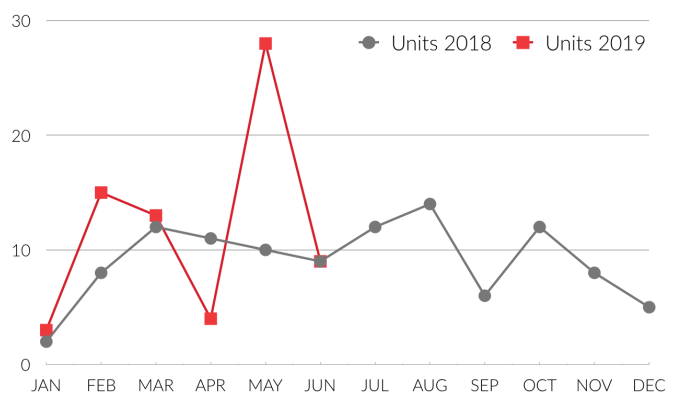
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

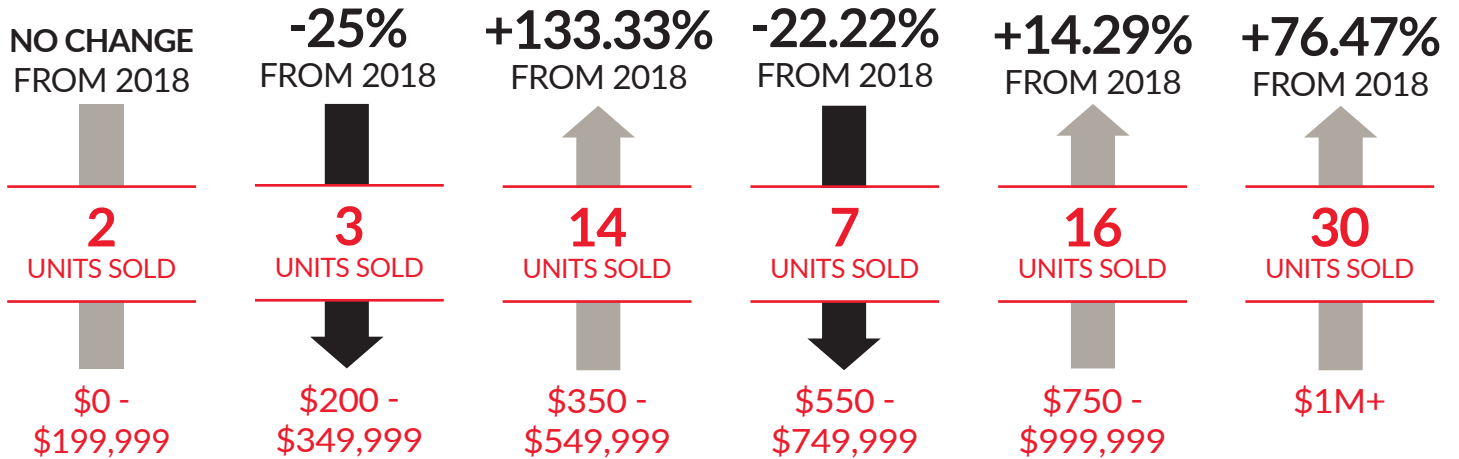


Month vs. Month 2018 vs. 2019



SALES BY PRICE BRACKET

PUSLINCH- YEAR TO DATE



SALES BY TYPE

PUSLINCH

FREEHOLD HOME SALES

+51.69%

YTD
SALES VOLUME
\$57,827,454

+27.27%

YTD
UNIT SALES
56

+19.19%

YTD AVERAGE
SALE PRICE
\$1,032,633

-17.9%

JUNE
SALES VOLUME
\$5,429,500

-25%

JUNE
UNIT SALES
6

CONDOMINIUM HOME SALES

+751.6%

YTD
SALES VOLUME
\$3,151,000

+200%

YTD
UNIT SALES
3

+183.9%

YTD AVERAGE
SALE PRICE
\$1,050,333

+305.4%

JUNE
SALES VOLUME
\$1,500,000

NO CHANGE

JUNE
UNIT SALES
1

VACANT LAND SALES

+80%

YTD
SALES VOLUME
\$5,537,000

+80%

YTD
UNIT SALES
9

+0.48%

YTD AVERAGE
SALE PRICE
\$615,222

UP FROM
LAST JUNE'S \$0

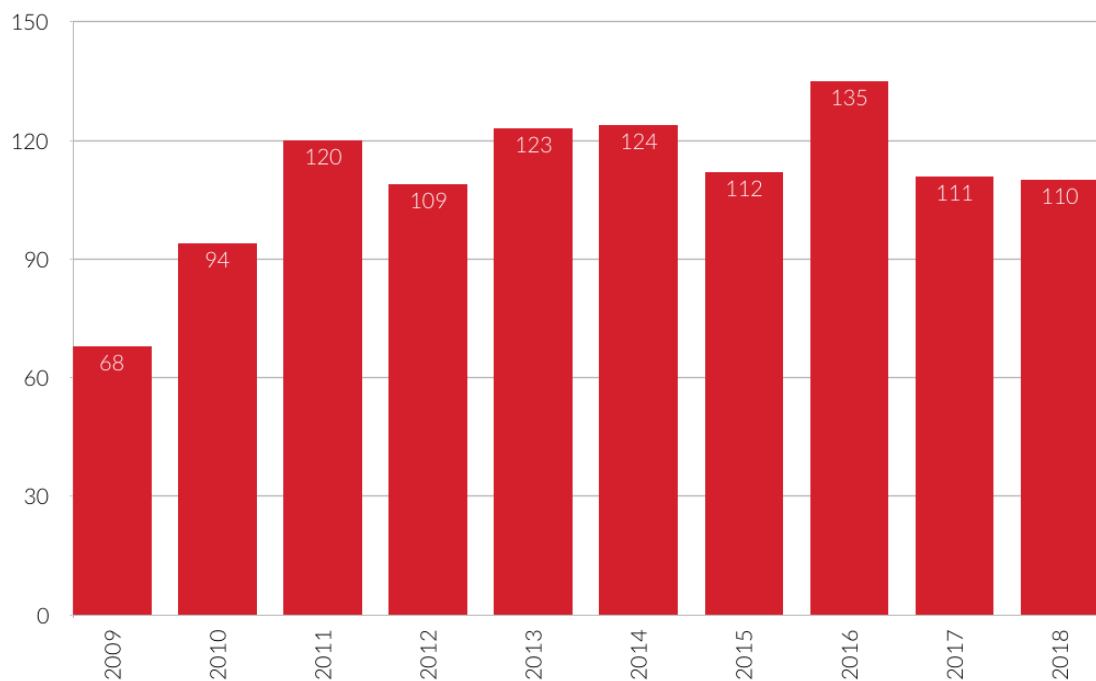
JUNE
SALES VOLUME
\$1,945,000

UP FROM
LAST JUNE'S 0

JUNE
UNIT SALES
2

10 YEAR MARKET ANALYSIS

PUSLINCH - UNITS SOLD

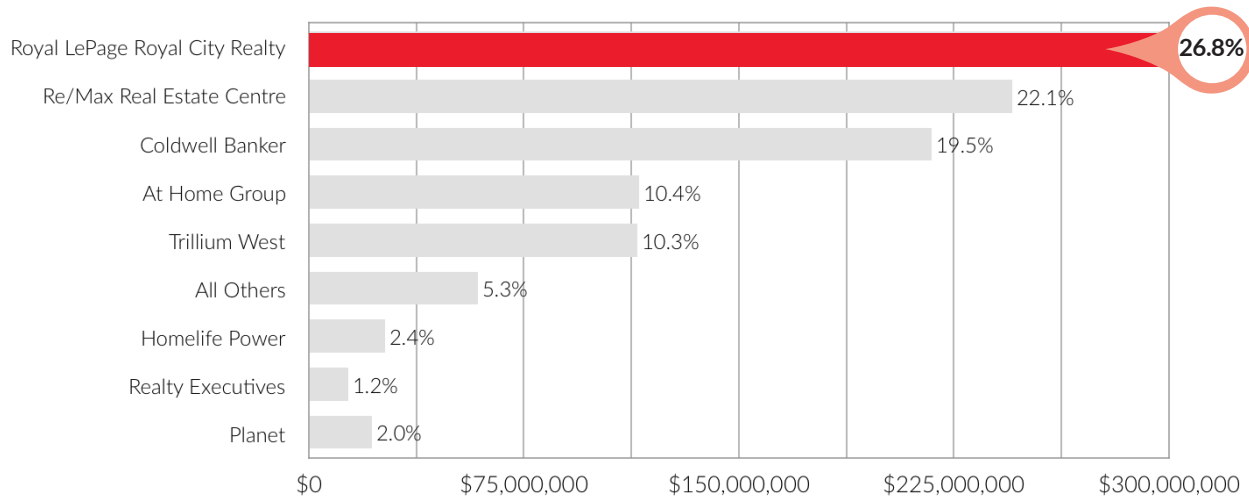


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

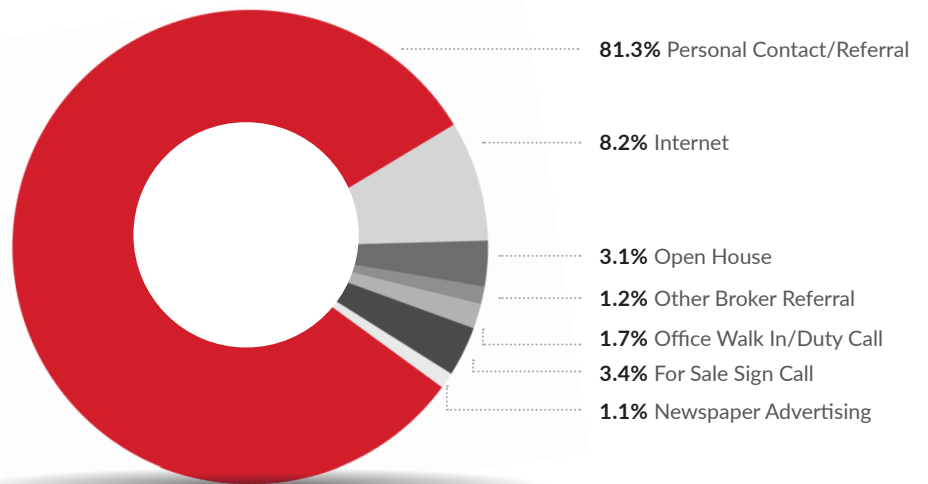
MARKET SHARE BY \$VOLUME

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

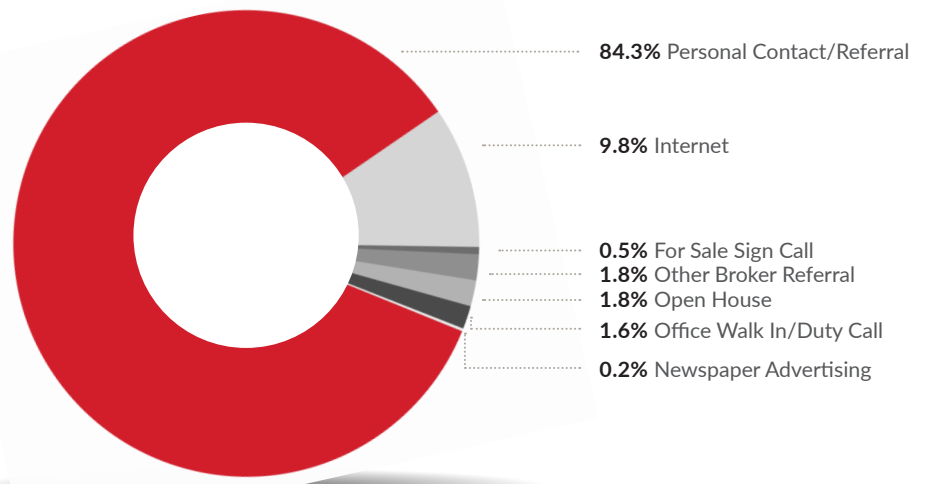


SOURCE OF BUSINESS

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