

PUSLINCH REAL ESTATE MARKET REPORT

JULY 2019

R-CITY | R-TEAM | R-NUMBERS



PUSLINCH OVERVIEW

BALANCED MARKET

THE PUSLINCH MARKET HAS SHIFTED FROM BUYER'S TO BALANCED AS UNIT SALES AND INVENTORY BOTH SLOWED DOWN IN JULY AFTER A BRISK FIRST HALF OF THE YEAR.



YEAR-TO-DATE SALES VOLUME OF \$83,690,954

Up 45.4% from 2018's \$57,558,334. Unit sales of 84 are up 31.25% from 2018's 64, with 205 new listings up 38.51%, and a 40.98% sales/listings ratio down 2.27%.



JULY SALES VOLUME OF \$11,850,500

Down 13.75% from 2018's \$13,740,000. Unit sales of 12 are equal to last July's, with 21 new listings down 19.23%, and a 57.14% sales/listing ratio up 10.99%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$1,012,373

Up from \$860,954 one year ago. Median sale price of \$944,500 up from \$918,000 one year ago. Average days-on-market of 54.43 is up 9.14 days from last year.



JULY Numbers

MEDIAN SALE PRICE -26.35%

\$487,000

SALES VOLUME -13.75%

\$11,850,500

UNIT SALES No Change

12

NEW LISTINGS -19.23%

21

EXPIRED LISTINGS +200%

9

UNIT SALES/LISTINGS RATIO +10.99%

57.14%

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

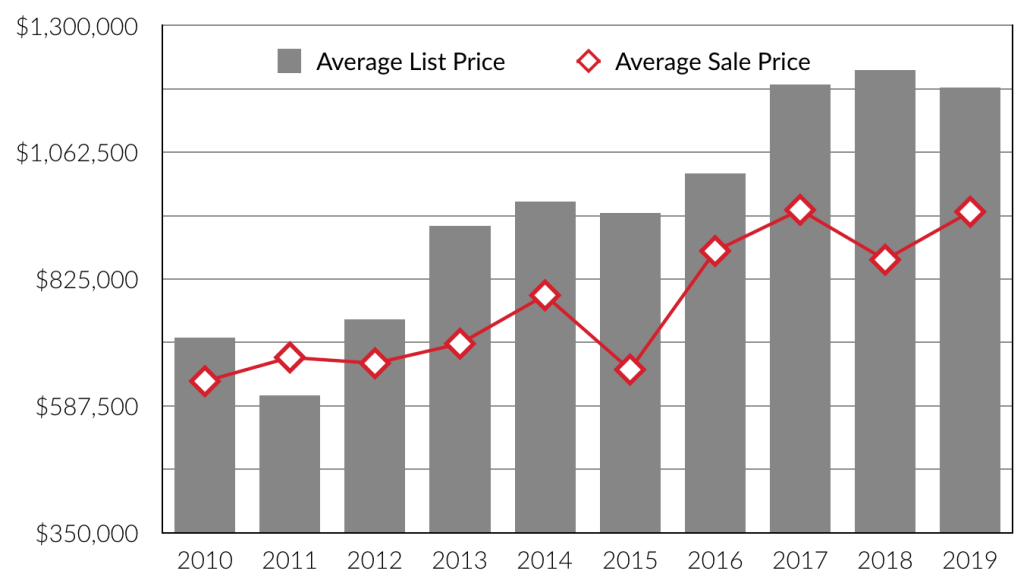
Year-Over-Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Volume Sales	\$87,456,037	\$57,558,334	\$83,690,954	+45.40%
YTD Unit Sales	89	64	84	+31.25%
YTD New Listings	140	148	205	+38.51%
YTD Sales/Listings Ratio	63.57%	43.24%	40.98%	-2.27%
YTD Expired Listings	19	19	39	+105.26%
July Volume Sales	\$8,695,000	\$13,740,000	\$11,850,500	-13.75%
July Unit Sales	5	12	12	No Change
July New Listings	16	26	21	-19.23%
July Sales/Listings Ratio	31.25%	46.15%	57.14%	+10.99%
July Expired Listings	3	3	9	+200%
YTD Sales: Under \$0-\$199K	3	3	2	-33.33%
YTD Sales: Under \$200K-\$349K	11	6	3	-50%
YTD Sales: Under \$350K-\$549K	11	8	20	+150%
YTD Sales: Under \$550K-\$749K	4	9	8	-11.11%
YTD Sales: Under \$750K-\$999K	18	15	18	+20%
YTD Sales: \$1M+	42	23	33	+43.48%
YTD Average Days-On-Market	46.71	45.29	54.43	+20.19%
YTD Average Sale Price	\$1,018,326	\$860,954	\$1,012,373	+17.59%
YTD Median Sale Price	\$1,135,000	\$918,000	\$944,500	+2.89%

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

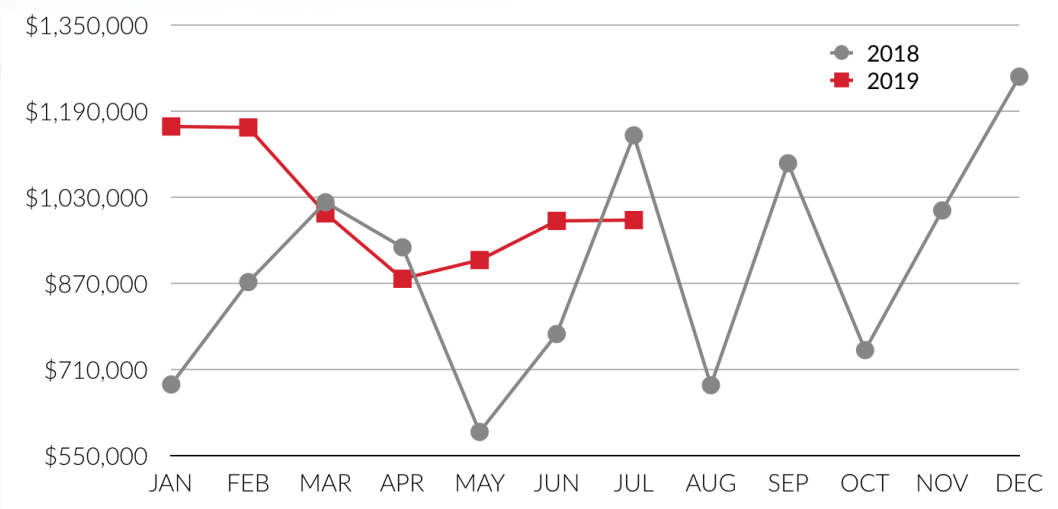
AVERAGE SALE PRICE

PUSLINCH

YEAR OVER YEAR



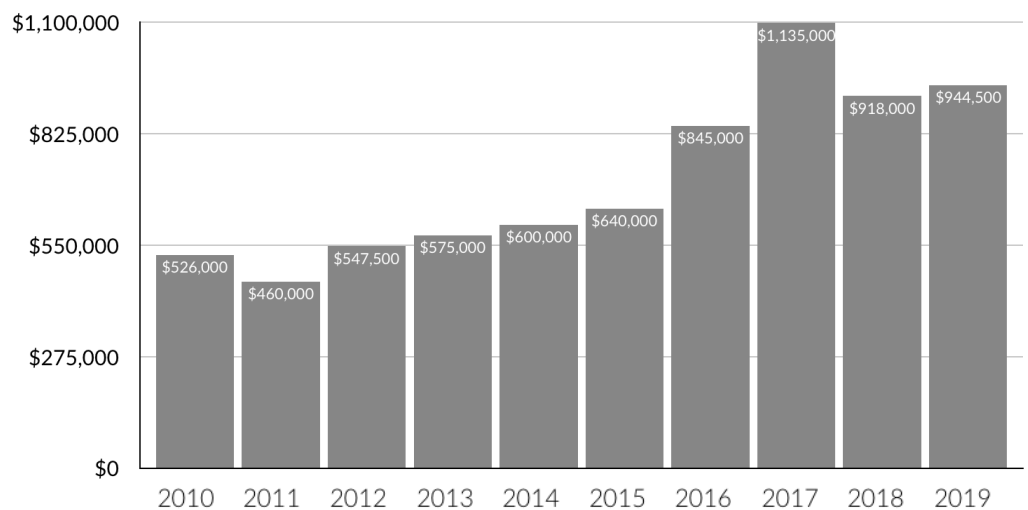
MONTH OVER MONTH 2018 VS. 2019



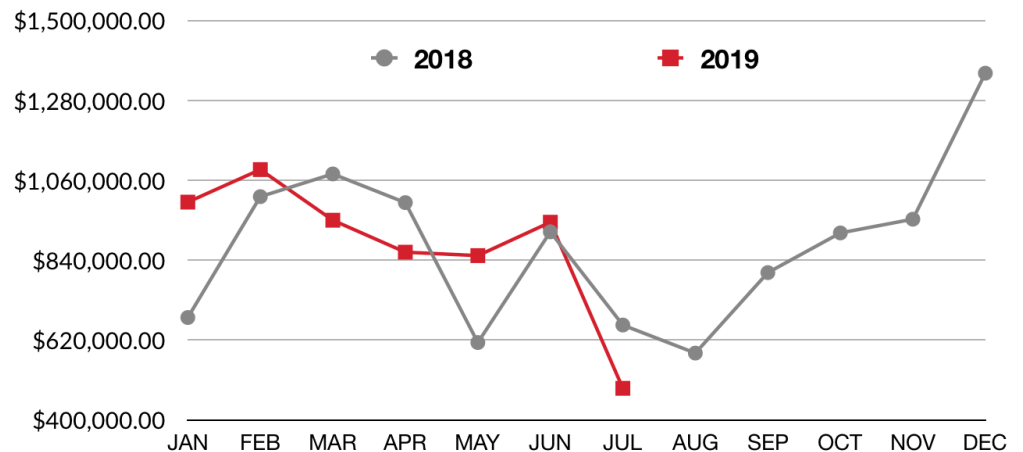
MEDIAN SALE PRICE

PUSLINCH

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

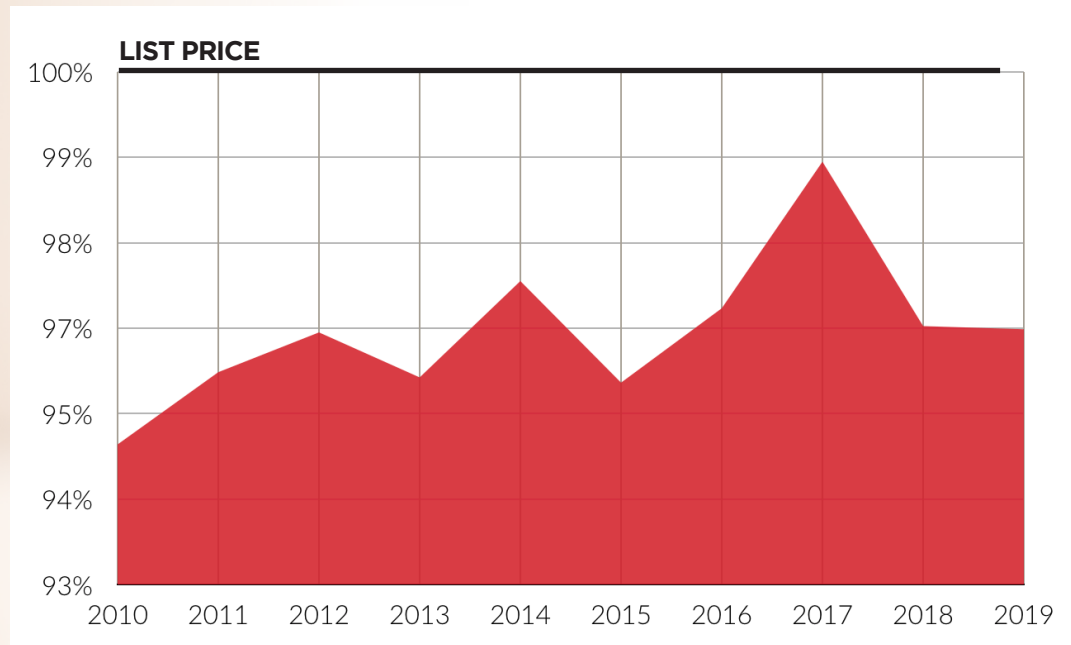


* Median sale price is based on residential sales (including freehold and condominiums).

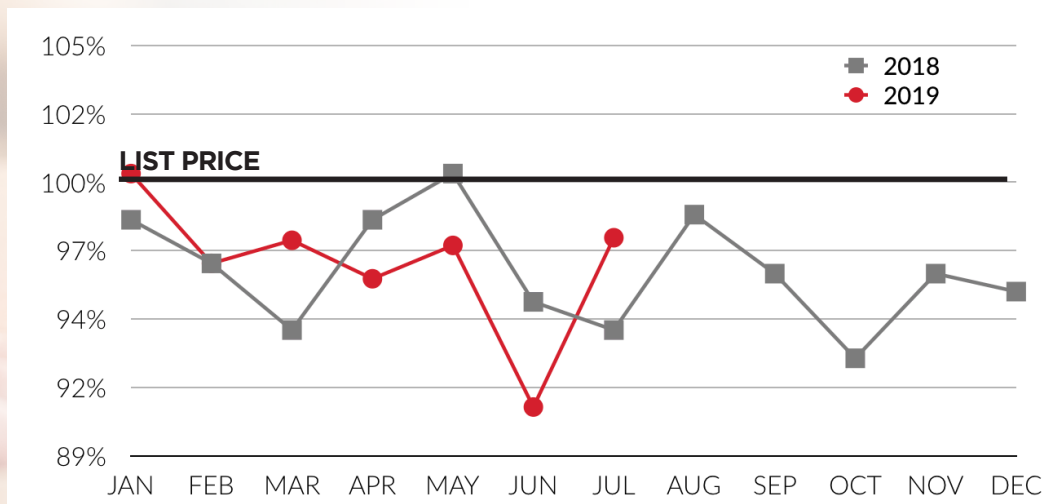
SALE PRICE vs. LIST PRICE RATIO

PUSLINCH

YEAR OVER YEAR



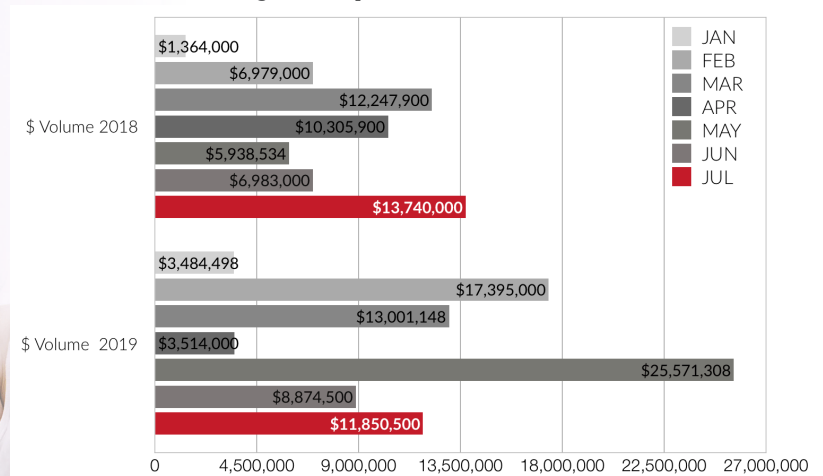
MONTH OVER MONTH 2018 VS. 2019



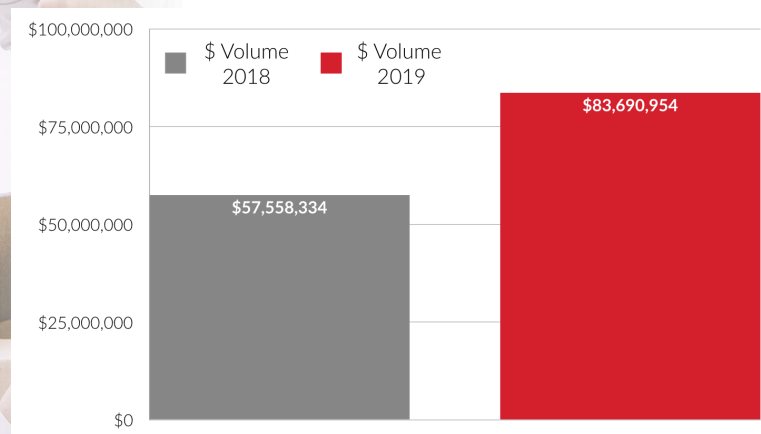
\$ VOLUME SALES

PUSLINCH

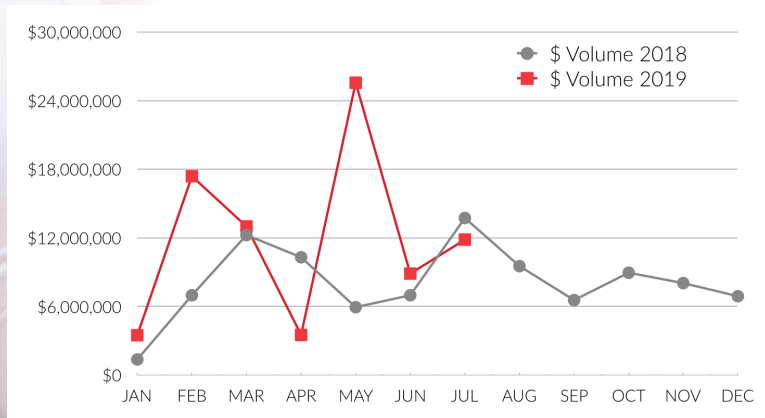
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



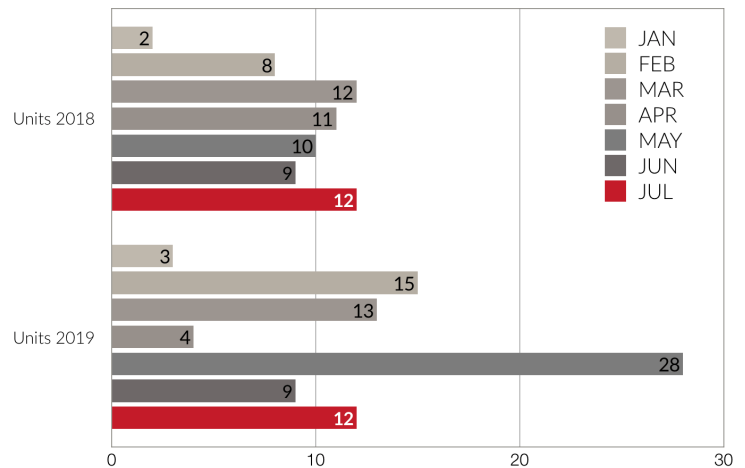
Month vs. Month 2018 vs. 2019



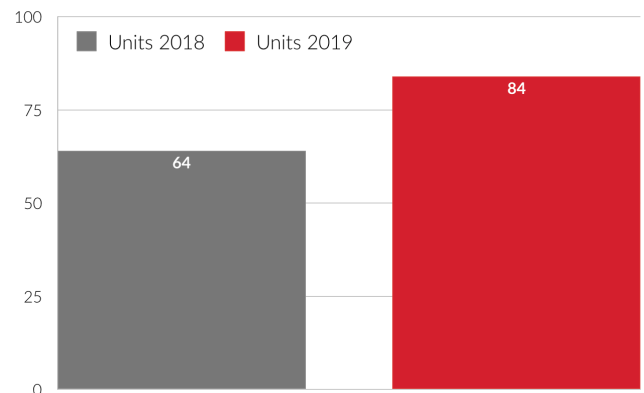
UNIT SALES

PUSLINCH

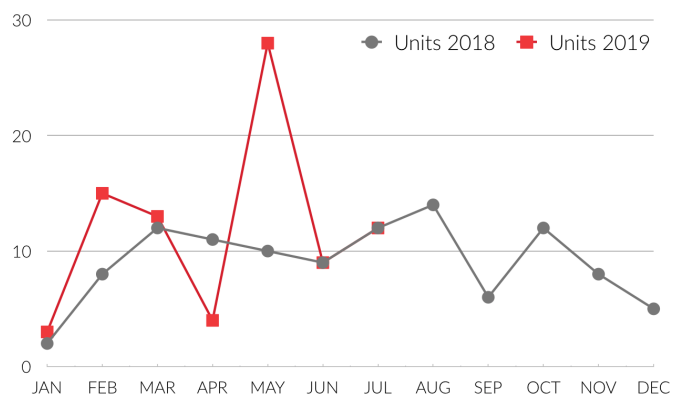
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

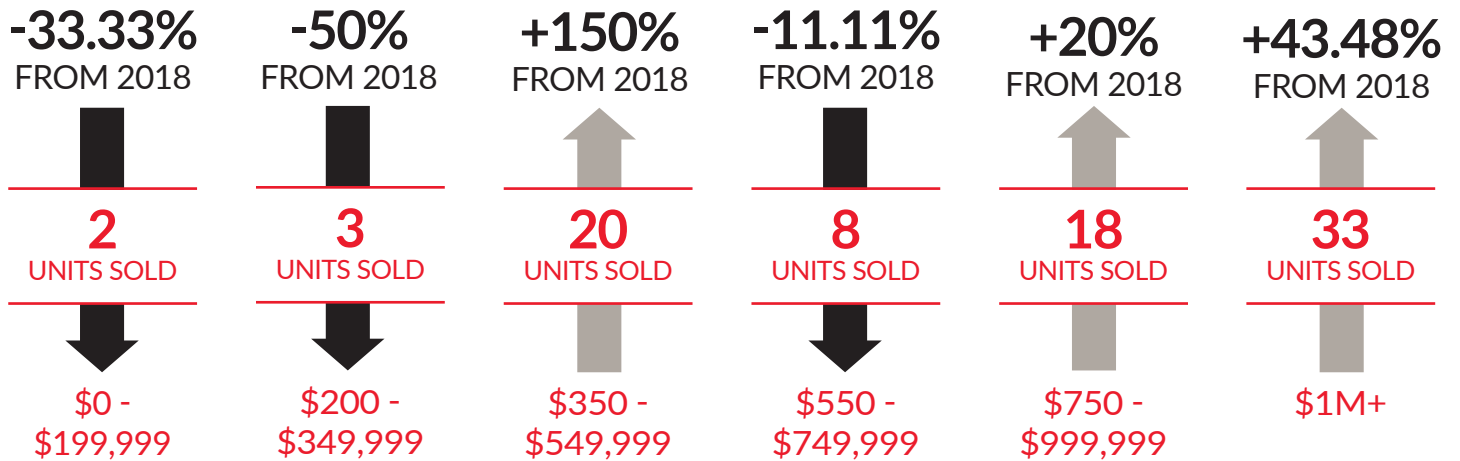


Month vs. Month 2018 vs. 2019



SALES BY PRICE BRACKET

PUSLINCH- YEAR TO DATE



SALES BY TYPE

PUSLINCH

FREEHOLD HOME SALES

+51.80%

YTD
SALES VOLUME
\$66,277,954

+31.37%

YTD
UNIT SALES
67

+15.55%

YTD AVERAGE
SALE PRICE
\$989,223

+52.54%

JULY
SALES VOLUME
\$8,450,500

+57.14%

JULY
UNIT SALES
11

CONDOMINIUM HOME SALES

+343.9%

YTD
SALES VOLUME
\$3,151,000

+50%

YTD
UNIT SALES
3

+195.9%

YTD AVERAGE
SALE PRICE
\$1,050,333

DOWN FROM
LAST JULY'S \$339,900

JULY
SALES VOLUME
0

DOWN FROM
LAST JULY'S 1

JULY
UNIT SALES
0

VACANT LAND SALES

+57.23%

YTD
SALES VOLUME
\$5,537,000

+50%

YTD
UNIT SALES
9

+4.82%

YTD AVERAGE
SALE PRICE
\$615,222

DOWN FROM
LAST JULY'S \$460,100

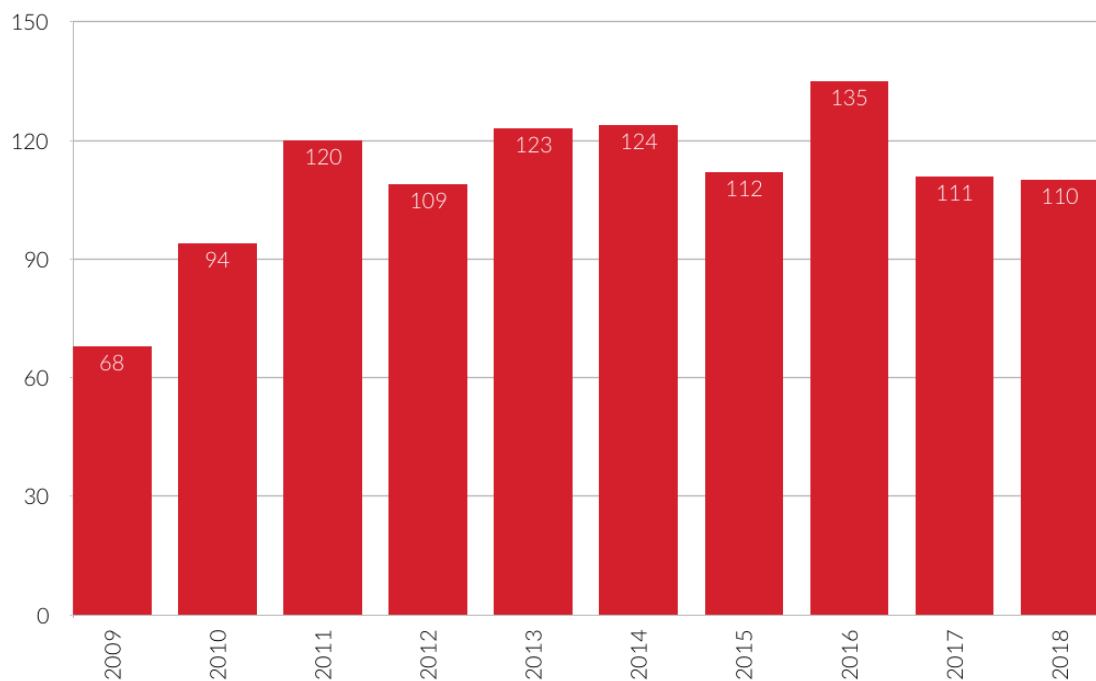
JULY
SALES VOLUME
\$0

DOWN FROM
LAST JULY'S 1

JULY
UNIT SALES
0

10 YEAR MARKET ANALYSIS

PUSLINCH - UNITS SOLD

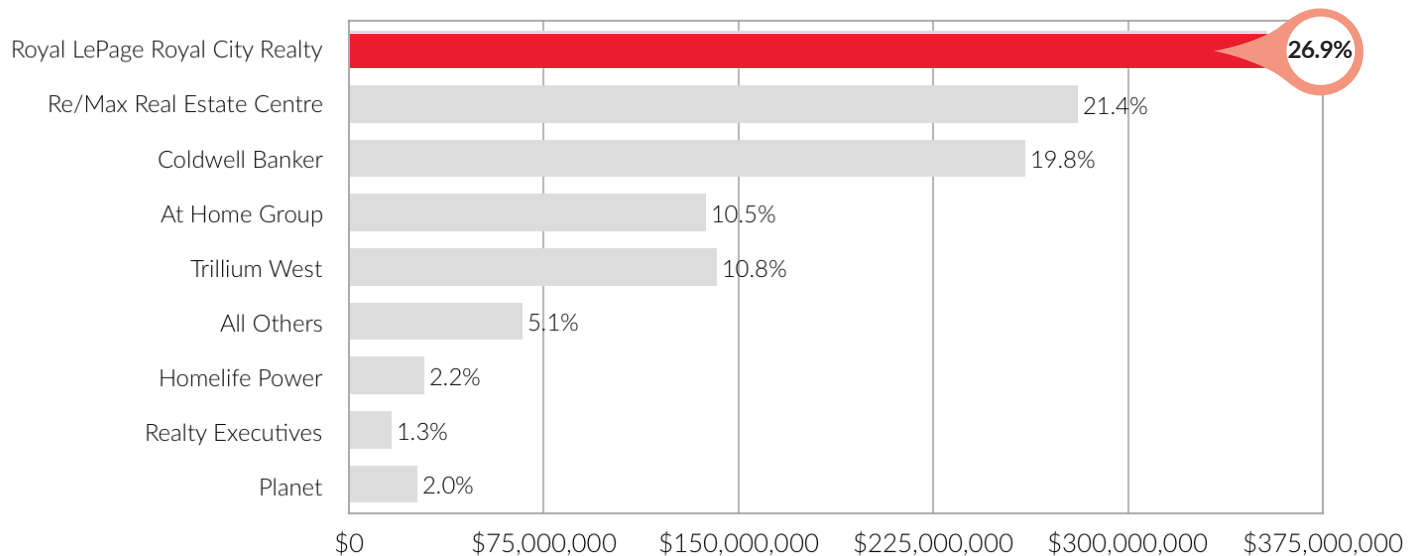


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

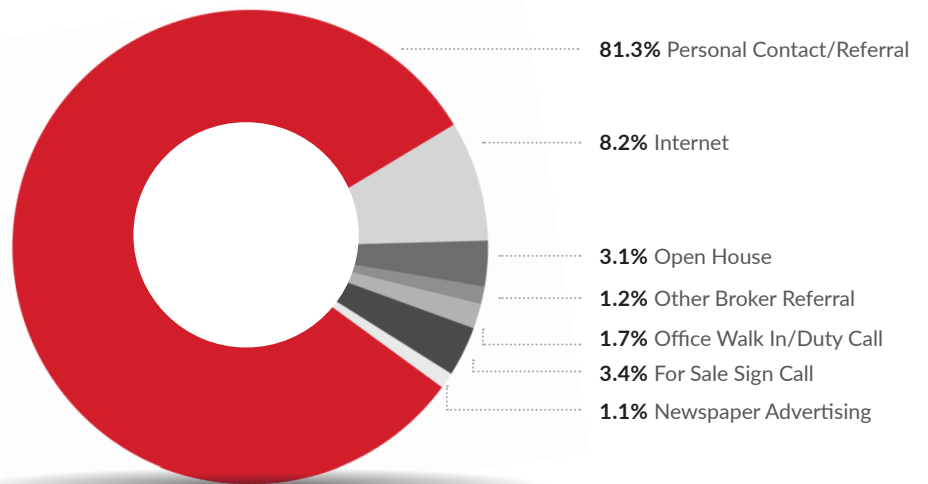
MARKET SHARE BY \$VOLUME

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

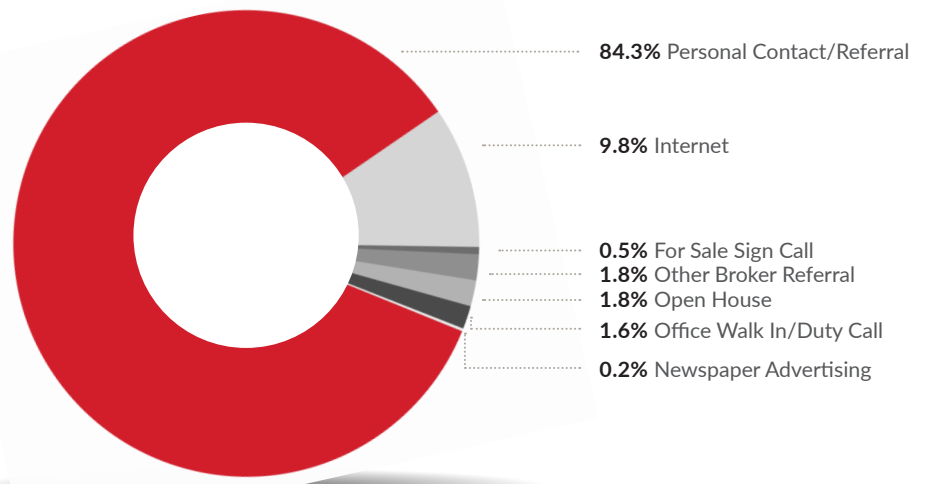


SOURCE OF BUSINESS

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