

# PUSLINCH REAL ESTATE MARKET REPORT

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## AUGUST 2019

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R-CITY | R-TEAM | R-NUMBERS





## PUSLINCH OVERVIEW

# BALANCED MARKET

UNIT SALES HAVE SLOWED DOWN WHILE INVENTORY AND SALES VOLUME INCREASE AS THIS SMALL SAMPLE SIZE HEADS INTO THE END OF Q3.



### YEAR-TO-DATE SALES VOLUME OF \$97,390,534

Up 45.17% from 2018's \$67,087,834. Unit sales of 97 are up 24.36% from 2018's 78, with 239 new listings up 43.11%, and a 40.59% sales/listings ratio down 6.12%.



### AUGUST SALES VOLUME OF \$13,699,580

Up 43.76% from 2018's \$9,529,500. Unit sales of 13 are down 7.14% last August's 14, with 32 new listings up 68.42%, and a 40.63% sales/listing ratio down 33.06%.



### YEAR-TO-DATE AVERAGE SALE PRICE OF \$1,017,553

Up from \$838,419 one year ago. Median sale price of \$947,250 up from \$800,000 one year ago. Average days-on-market of 58.88 is up 14.63 days from last year.



## AUGUST Numbers

MEDIAN SALE PRICE +86.22%

**\$1,087,500**

SALES VOLUME +43.76%

**\$13,699,580**

UNIT SALES -7.14%

**13**

NEW LISTINGS +68.42%

**32**

EXPIRED LISTINGS No Change

**7**

UNIT SALES/LISTINGS RATIO -33.06%

**40.63%**

Year over year comparison  
(August 2018 to August 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 - August 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

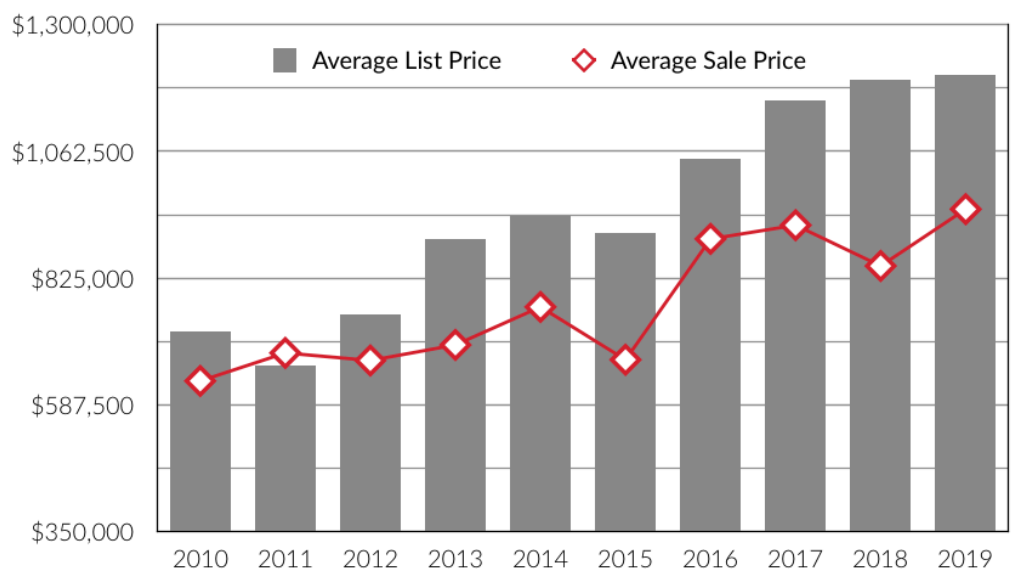
Year-Over-Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Volume Sales	\$91,101,937	\$67,087,834	\$97,390,534	+45.17%
YTD Unit Sales	95	78	97	+24.36%
YTD New Listings	152	167	239	+43.11%
YTD Sales/Listings Ratio	62.50%	46.71%	40.59%	-6.12%
YTD Expired Listings	24	26	46	+76.92%
August Volume Sales	\$3,645,900	\$9,529,500	\$13,699,580	+43.76%
August Unit Sales	6	14	13	-7.14%
August New Listings	12	19	32	+68.42%
August Sales/Listings Ratio	50%	73.68%	40.63%	-33.06%
August Expired Listings	5	7	7	No Change
YTD Sales: Under \$0-\$199K	3	3	5	+66.67%
YTD Sales: Under \$200K-\$349K	13	8	3	-62.5%
YTD Sales: Under \$350K-\$549K	12	12	20	+66.67%
YTD Sales: Under \$550K-\$749K	5	10	8	-20%
YTD Sales: Under \$750K-\$999K	19	19	19	No Change
YTD Sales: \$1M+	43	26	42	+61.54%
YTD Average Days-On-Market	45.38	44.25	58.88	+33.05%
YTD Average Sale Price	\$966,992	\$838,419	\$1,017,553	+21.37%
YTD Median Sale Price	\$978,750	\$800,000	\$947,250	+18.41%

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

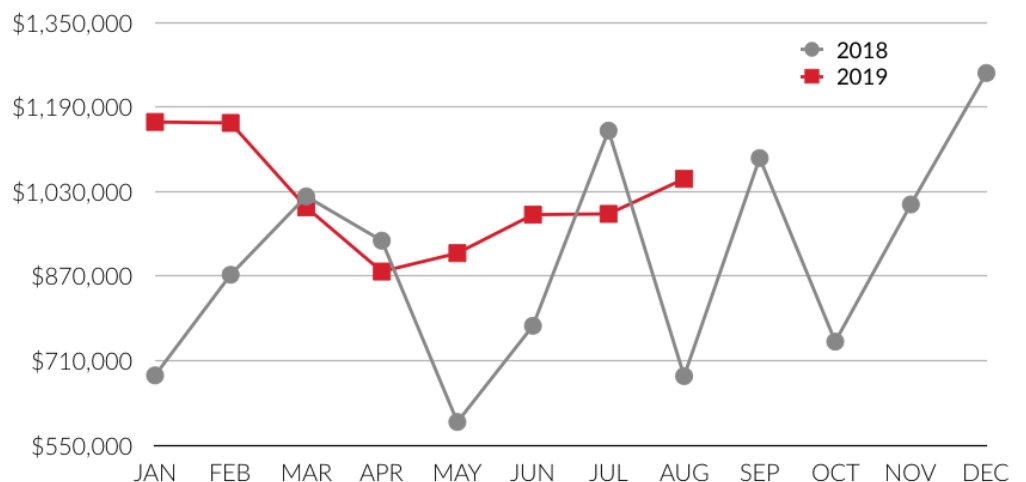
# AVERAGE SALE PRICE

PUSLINCH

## YEAR OVER YEAR



## MONTH OVER MONTH 2018 VS. 2019

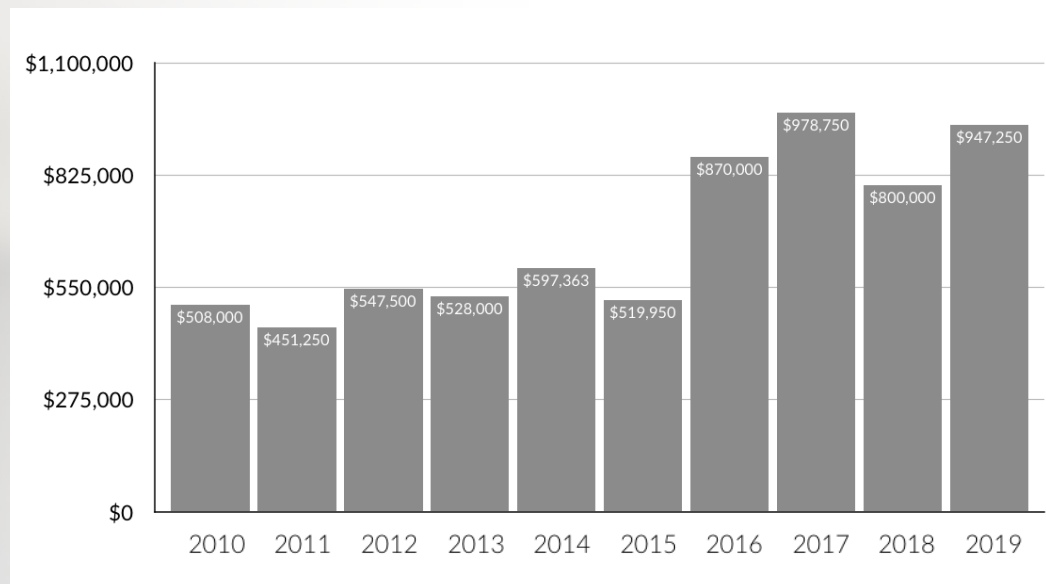




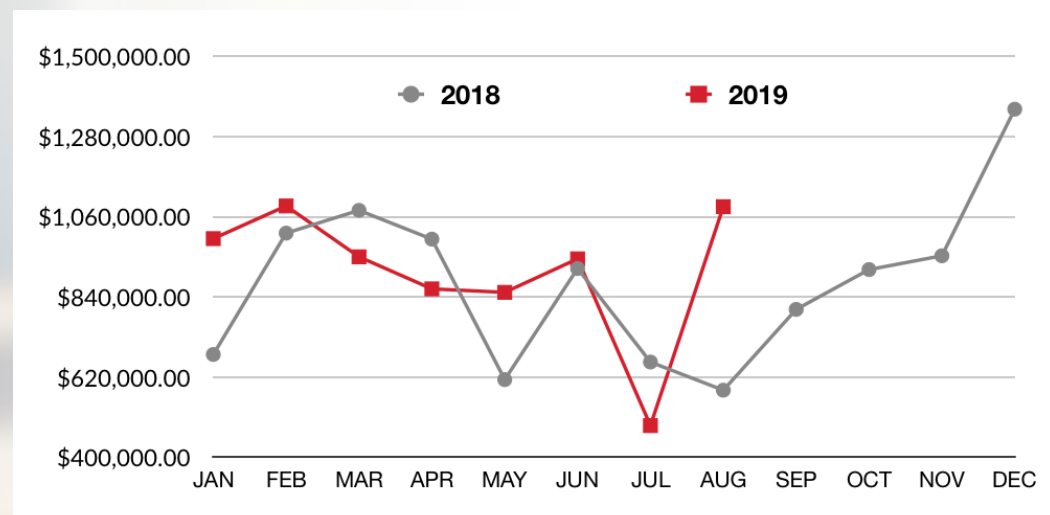
# MEDIAN SALE PRICE

PUSLINCH

## YEAR OVER YEAR



## MONTH OVER MONTH 2018 VS. 2019

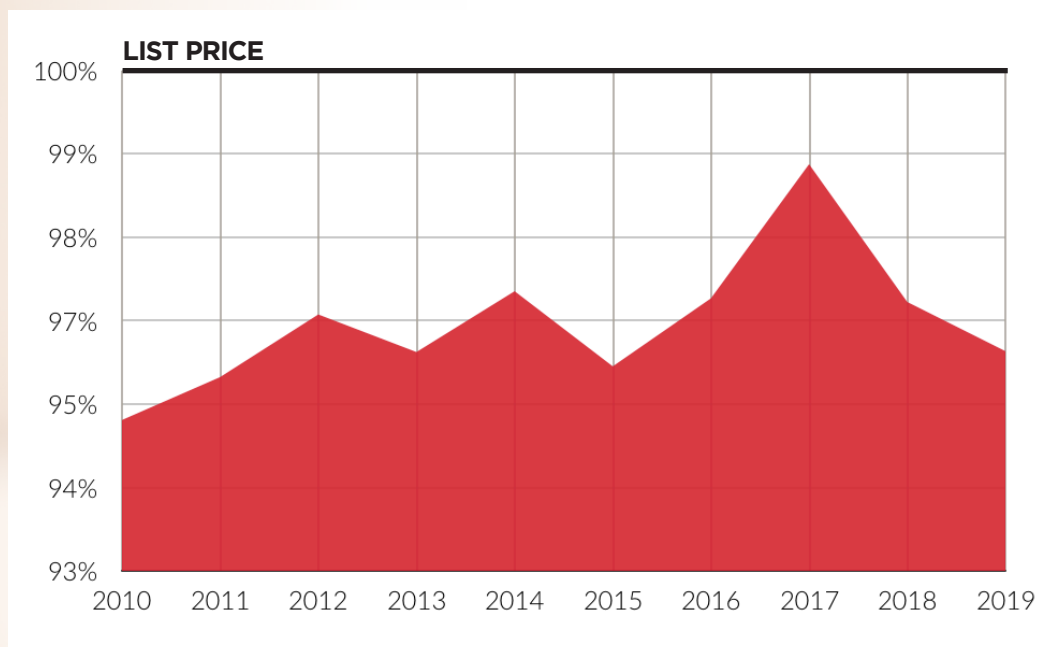


\* Median sale price is based on residential sales (including freehold and condominiums).

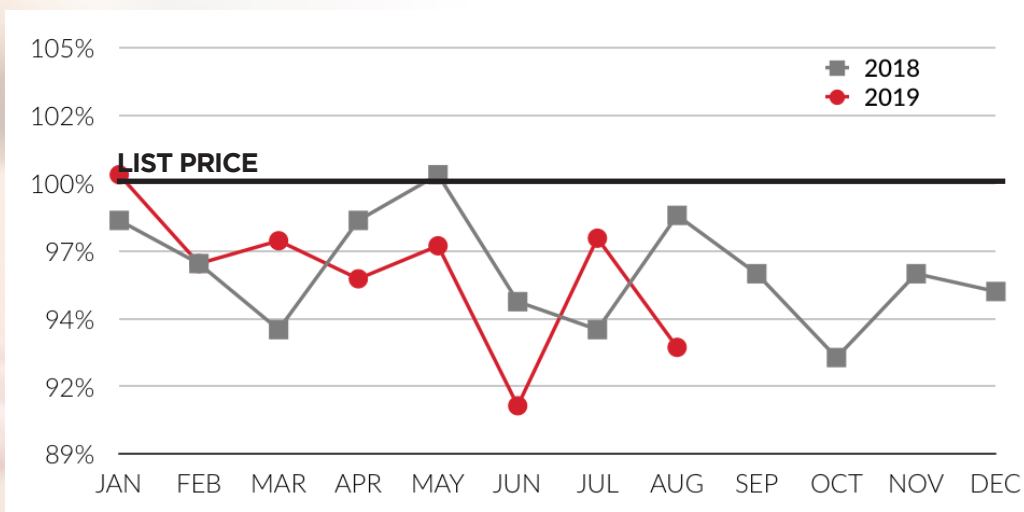
# SALE PRICE vs. LIST PRICE RATIO

PUSLINCH

## YEAR OVER YEAR



## MONTH OVER MONTH 2018 VS. 2019

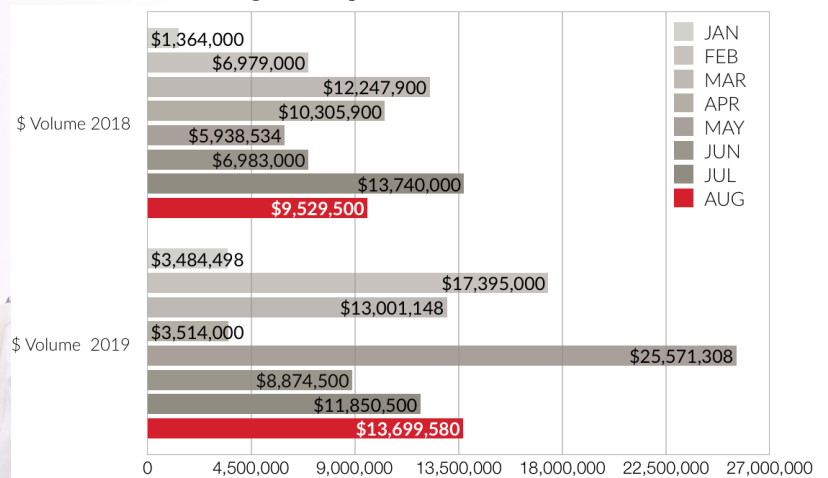




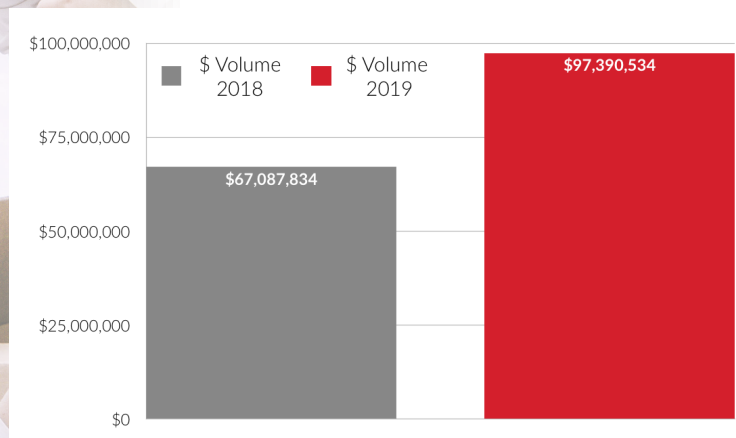
# \$ VOLUME SALES

## PUSLINCH

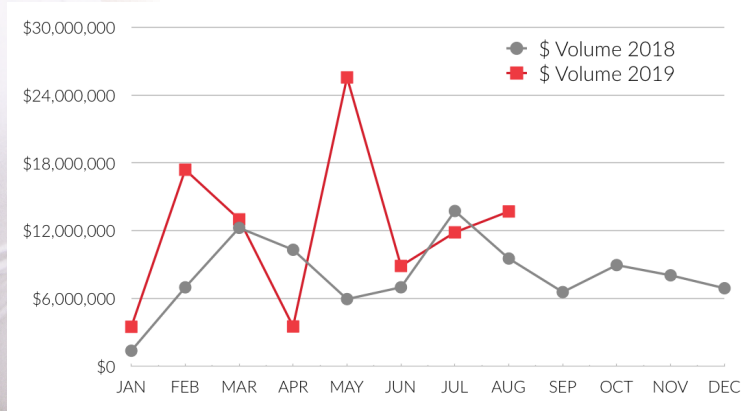
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



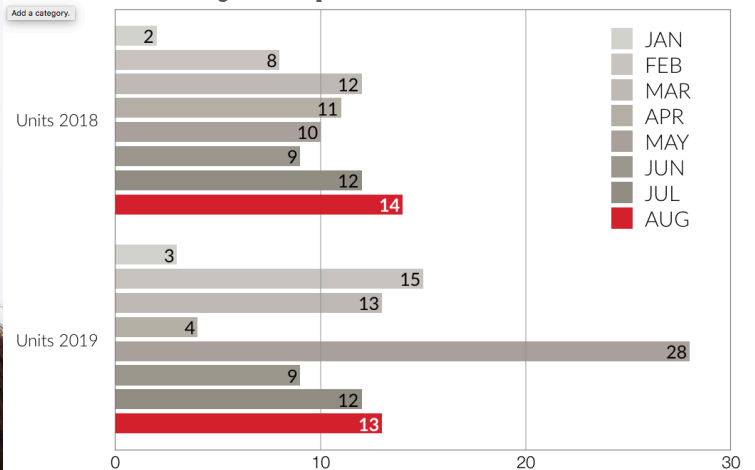
Month vs. Month 2018 vs. 2019



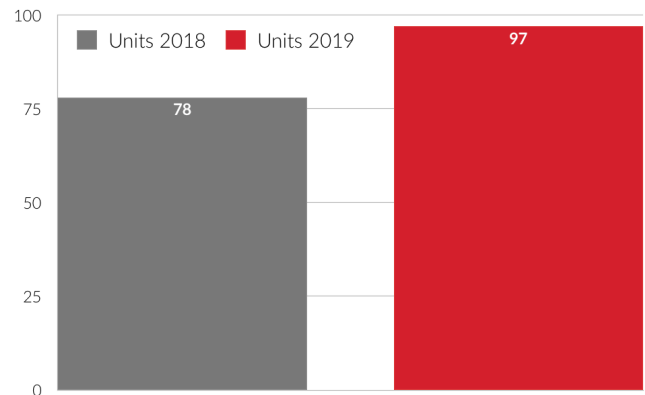
# UNIT SALES

## PUSLINCH

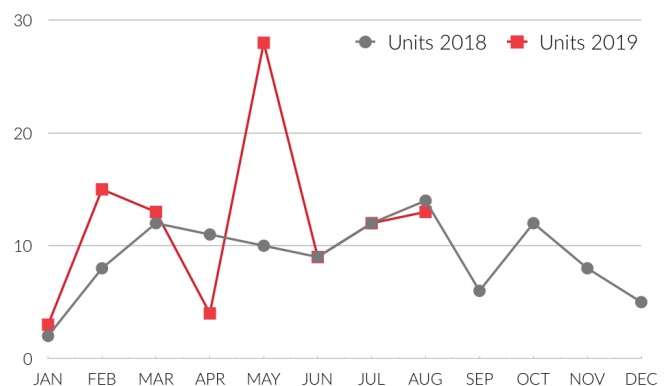
### Monthly Comparison 2018 vs. 2019



### Yearly Totals 2018 vs. 2019



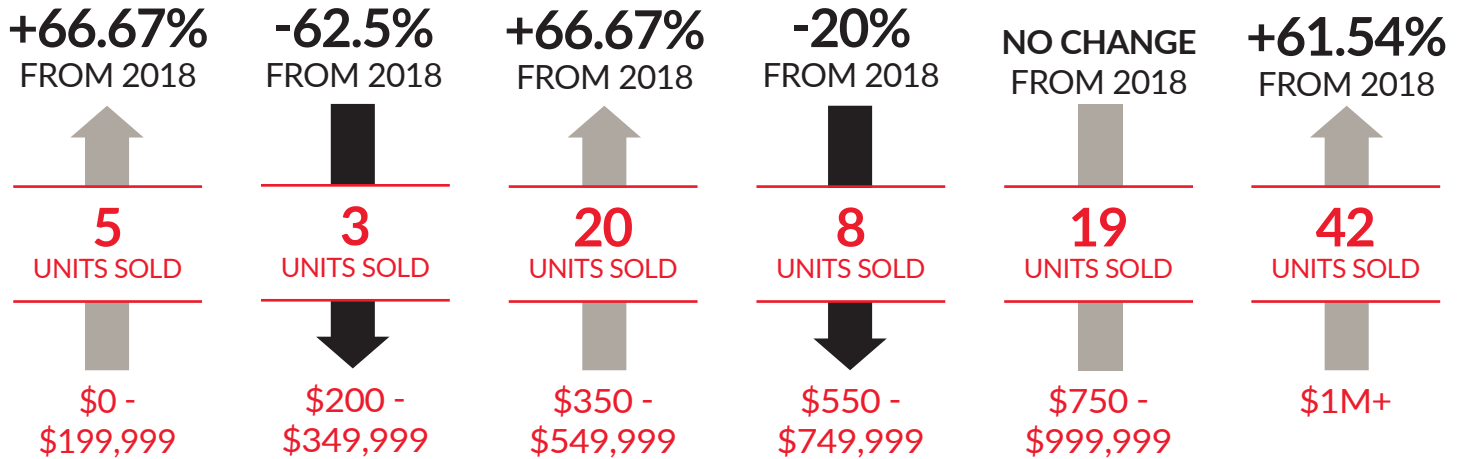
### Month vs. Month 2018 vs. 2019





# SALES BY PRICE BRACKET

## PUSLINCH- YEAR TO DATE



# SALES BY TYPE

## PUSLINCH

### FREEHOLD HOME SALES

+55.39%

YTD  
SALES VOLUME  
\$76,347,534

+32.76%

YTD  
UNIT SALES  
77

+17.05%

YTD AVERAGE  
SALE PRICE  
\$991,526

+84.07%

AUGUST  
SALES VOLUME  
\$10,069,580

+42.86%

AUGUST  
UNIT SALES  
10

### CONDOMINIUM HOME SALES

+5.8%

YTD  
SALES VOLUME  
\$3,151,000

+50%

YTD  
UNIT SALES  
3

-29.4%

YTD AVERAGE  
SALE PRICE  
\$1,050,333

DOWN FROM LAST  
AUGUST'S \$2,267,000

AUGUST  
SALES VOLUME  
0

DOWN FROM  
LAST AUGUST'S 5

AUGUST  
UNIT SALES  
0

### VACANT LAND SALES

+12.77%

YTD  
SALES VOLUME  
\$5,992,000

+25%

YTD  
UNIT SALES  
10

-9.79%

YTD AVERAGE  
SALE PRICE  
\$599,200

-74.61%

AUGUST  
SALES VOLUME  
\$455,000

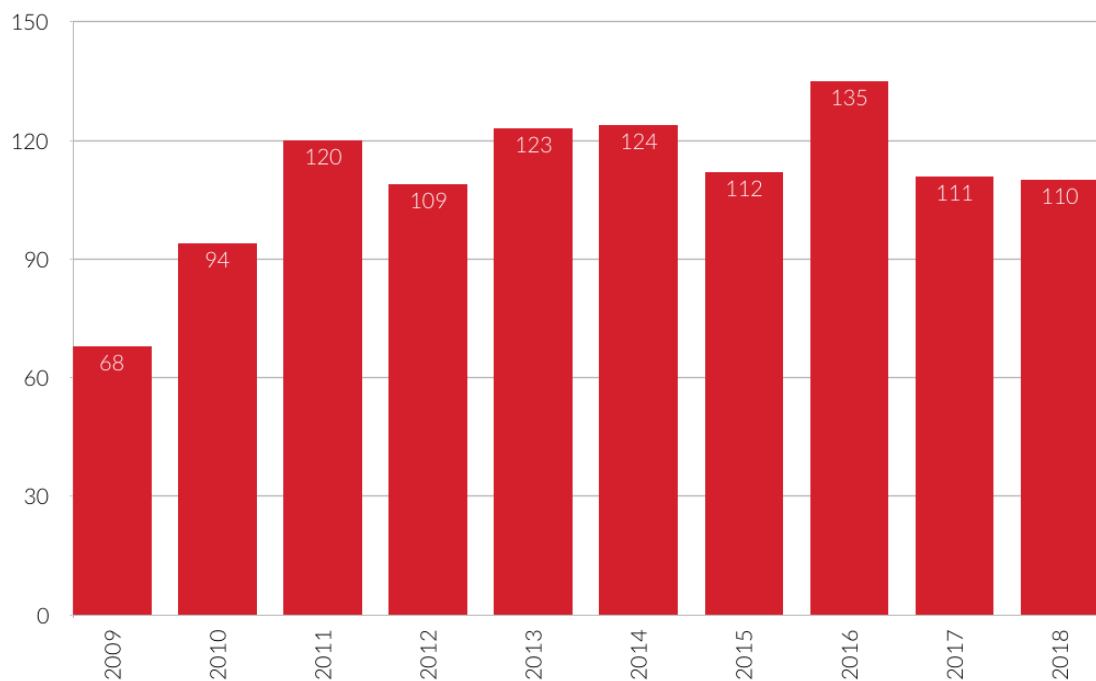
-50%

AUGUST  
UNIT SALES  
1



# 10 YEAR MARKET ANALYSIS

## PUSLINCH - UNITS SOLD

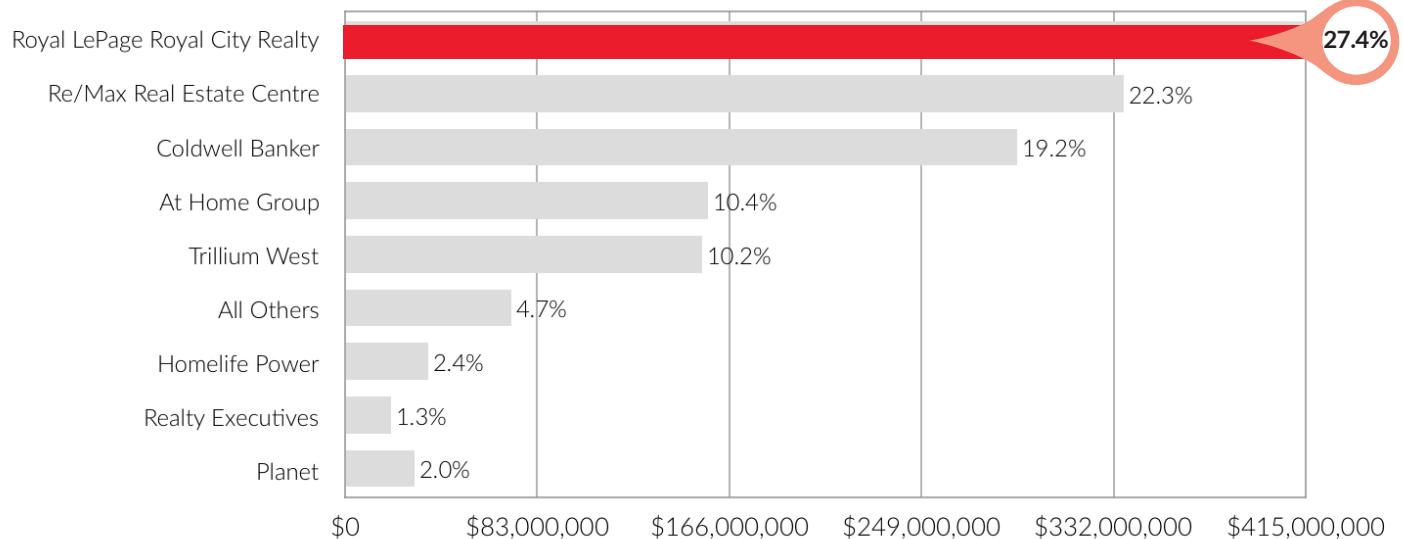


# MARKET DOMINANCE

## WELLINGTON COUNTY'S #1 BROKERAGE!

### MARKET SHARE BY \$VOLUME

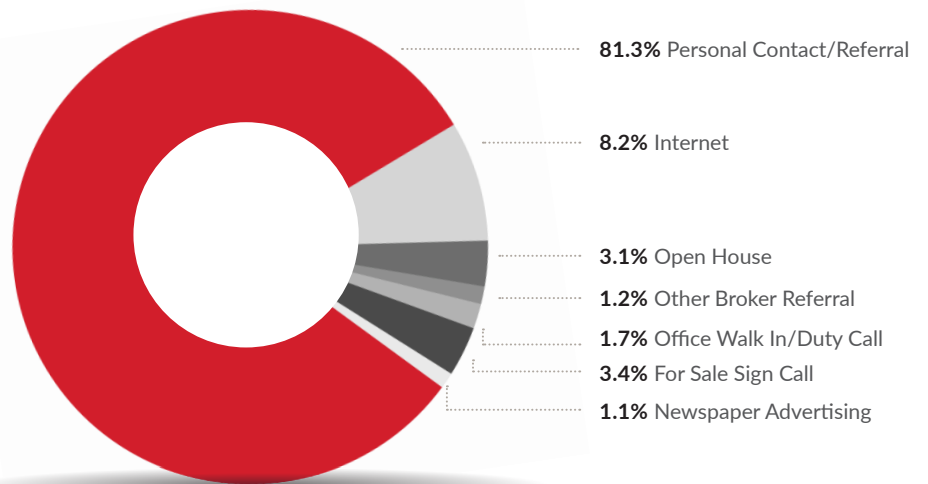
Listing Selling Ends Combined for GUELPH BASED COMPANIES  
January - August 2019



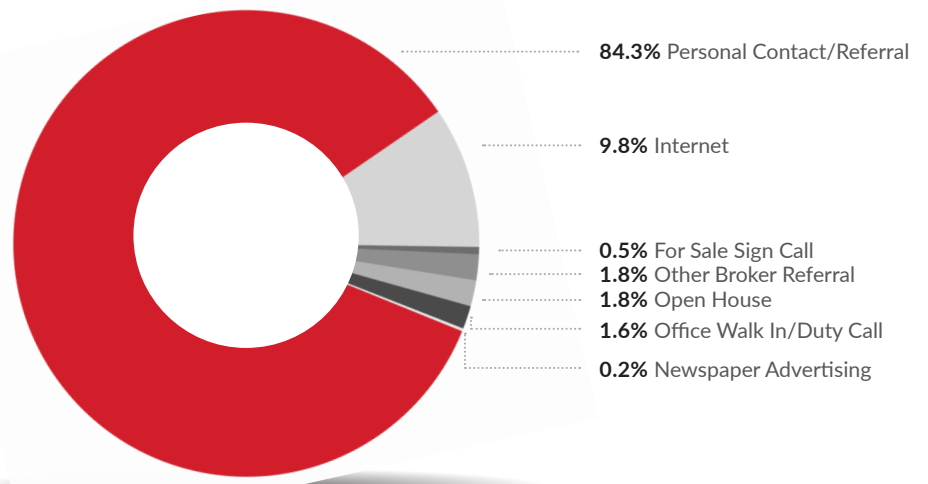


# SOURCE OF BUSINESS

## 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