

PUSLINCH REAL ESTATE MARKET REPORT

SEPTEMBER 2019

R-CITY | R-TEAM | R-NUMBERS



PUSLINCH OVERVIEW

BALANCED MARKET

THIS SMALL SAMPLE SIZE HAD A BUSY MONTH IN SALES ACTIVITY AND IS IN A HEALTHY POSITION AS THEY HEAD INTO Q4.



YEAR-TO-DATE SALES VOLUME OF \$105,463,594

Up 43.2% from 2018's \$73,646,434. Unit sales of 107 are up 27.38% from 2018's 84, with 264 new listings up 38.22%, and a 40.53% sales/listings ratio down 3.45%.



SEPTEMBER SALES VOLUME OF \$9,552,800

Up 45.65% from 2018's \$6,558,600. Unit sales of 11 are up 83.33% from last September's 6, with 24 new listings equal to last year, and a 45.83% sales/listing ratio down 27.85%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$997,041

Up from \$866,717 one year ago. Median sale price of \$950,000 up from \$805,700 one year ago. Average days-on-market of 59.78 is up 15.67 days from last year.



SEPTEMBER Numbers

MEDIAN SALE PRICE +21.20%

\$976,500

SALES VOLUME +45.65%

\$9,552,800

UNIT SALES +83.33%

11

NEW LISTINGS No Change

24

EXPIRED LISTINGS -33.33%

6

UNIT SALES/LISTINGS RATIO -27.85%

45.83%

Year over year comparison
(September 2018 to September 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 - September 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

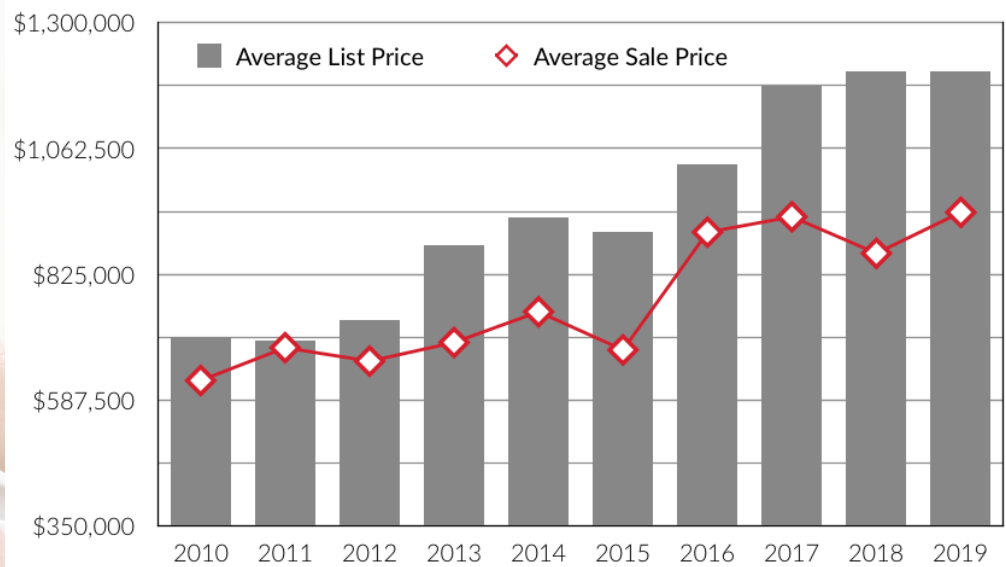
Year-Over-Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Volume Sales	\$96,652,936	\$73,646,434	\$105,463,594	+43.2%
YTD Unit Sales	100	84	107	+27.38%
YTD New Listings	169	191	264	+38.22%
YTD Sales/Listings Ratio	59.17%	43.98%	40.53%	-3.45%
YTD Expired Listings	26	35	52	+48.57%
September Volume Sales	\$5,550,999	\$6,558,600	\$9,552,800	+45.65%
September Unit Sales	5	6	11	+83.33%
September New Listings	17	24	24	No Change
September Sales/Listings Ratio	50%	73.68%	45.83%	-27.85%
September Expired Listings	2	9	6	-33.33%
YTD Sales: Under \$0-\$199K	3	3	7	+133.33%
YTD Sales: Under \$200K-\$349K	13	8	4	-50%
YTD Sales: Under \$350K-\$549K	12	14	20	+42.86%
YTD Sales: Under \$550K-\$749K	7	10	9	-10%
YTD Sales: Under \$750K-\$999K	20	21	21	No Change
YTD Sales: \$1M+	45	28	46	+64.29%
YTD Average Days-On-Market	43.89	44.11	59.78	+35.52%
YTD Average Sale Price	\$982,904	\$866,717	\$997,041	+15.04
YTD Median Sale Price	\$822,500	\$805,700	\$950,000	+17.91%

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

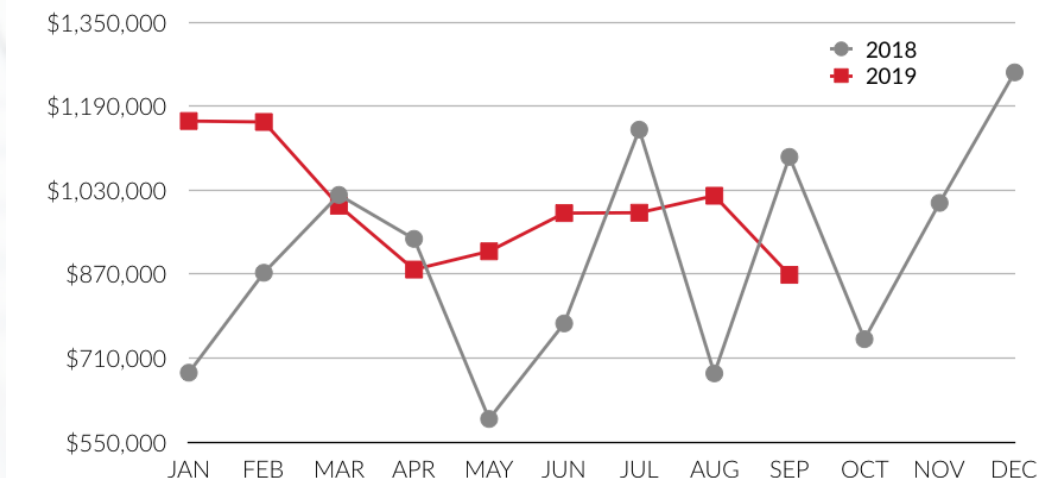
AVERAGE SALE PRICE

PUSLINCH

YEAR OVER YEAR



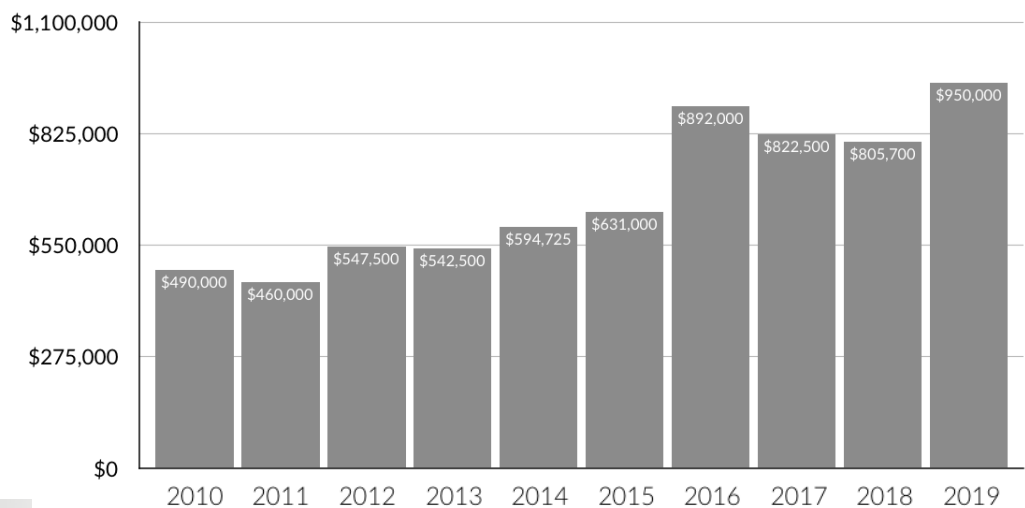
MONTH OVER MONTH 2018 VS. 2019



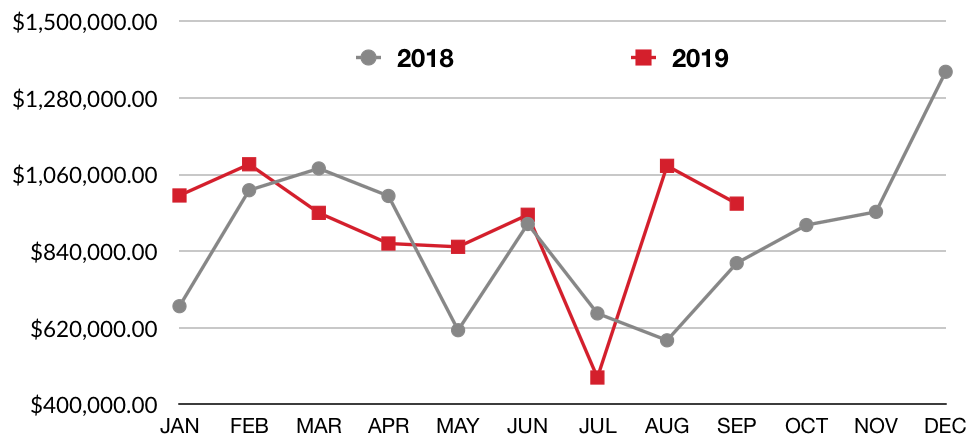
MEDIAN SALE PRICE

PUSLINCH

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

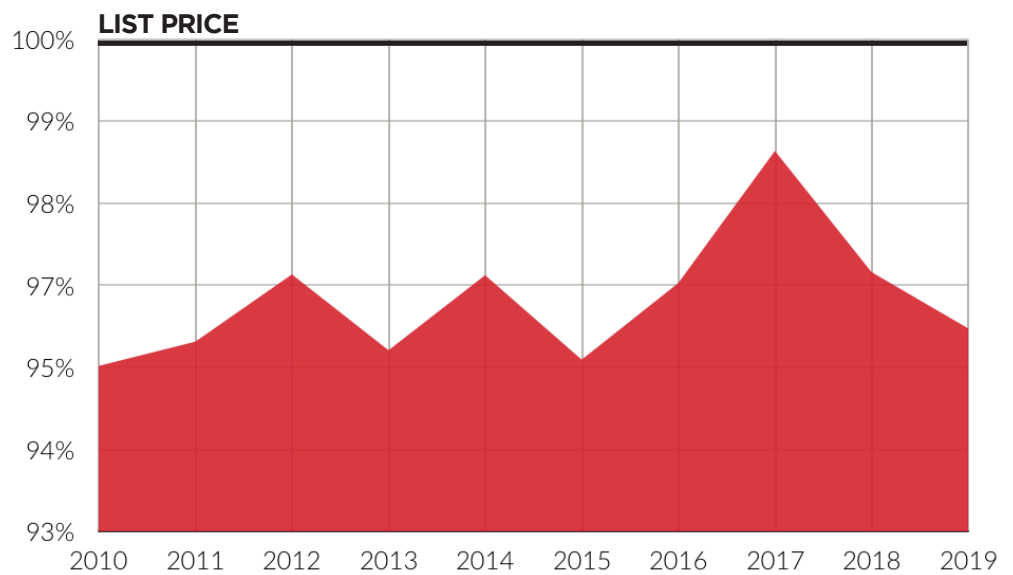


* Median sale price is based on residential sales (including freehold and condominiums).

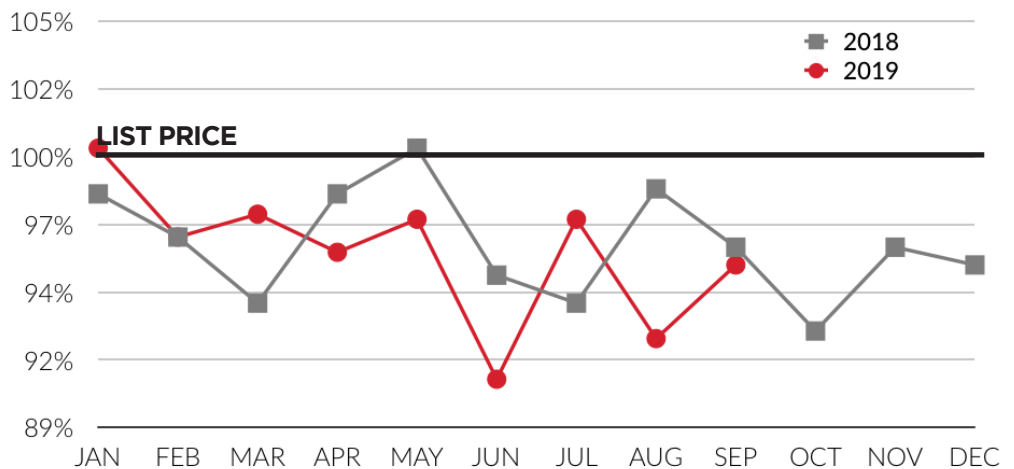
SALE PRICE vs. LIST PRICE RATIO

PUSLINCH

YEAR OVER YEAR



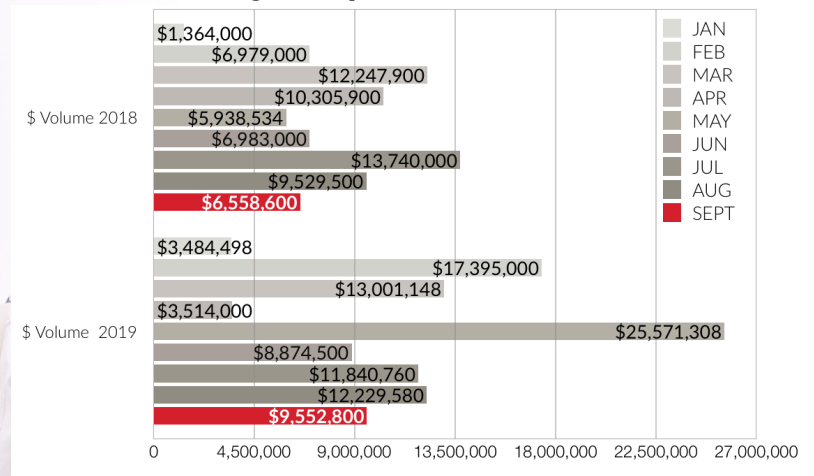
MONTH OVER MONTH 2018 VS. 2019



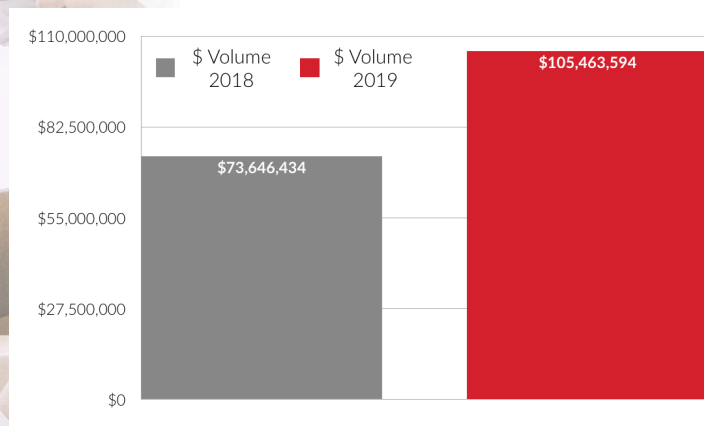
\$ VOLUME SALES

PUSLINCH

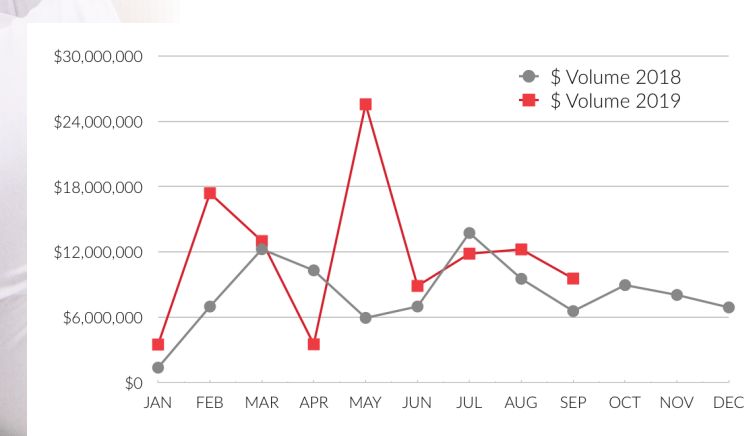
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



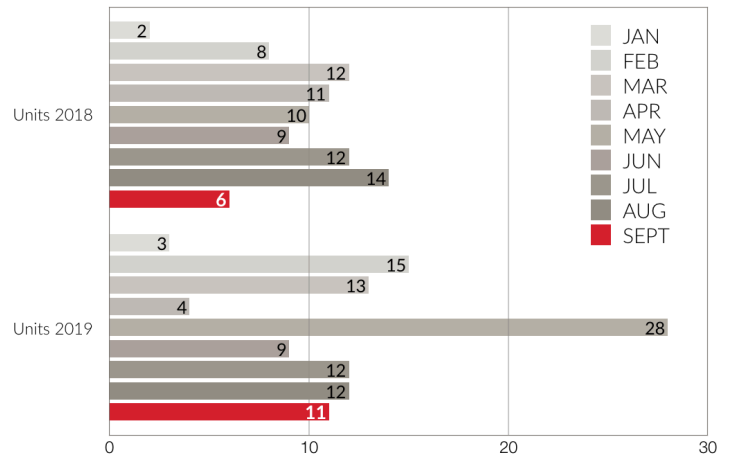
Month vs. Month 2018 vs. 2019



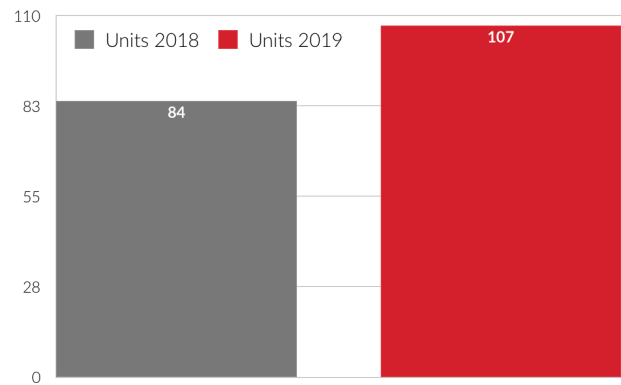
UNIT SALES

PUSLINCH

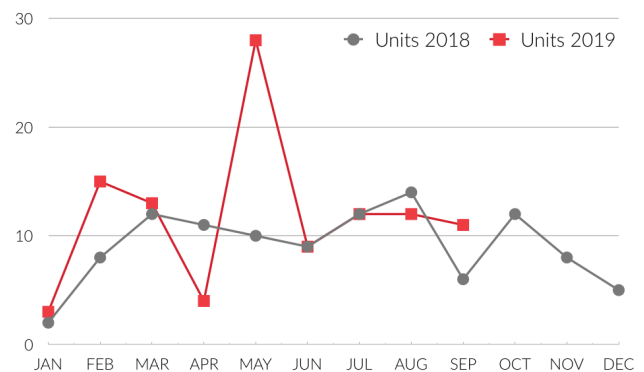
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

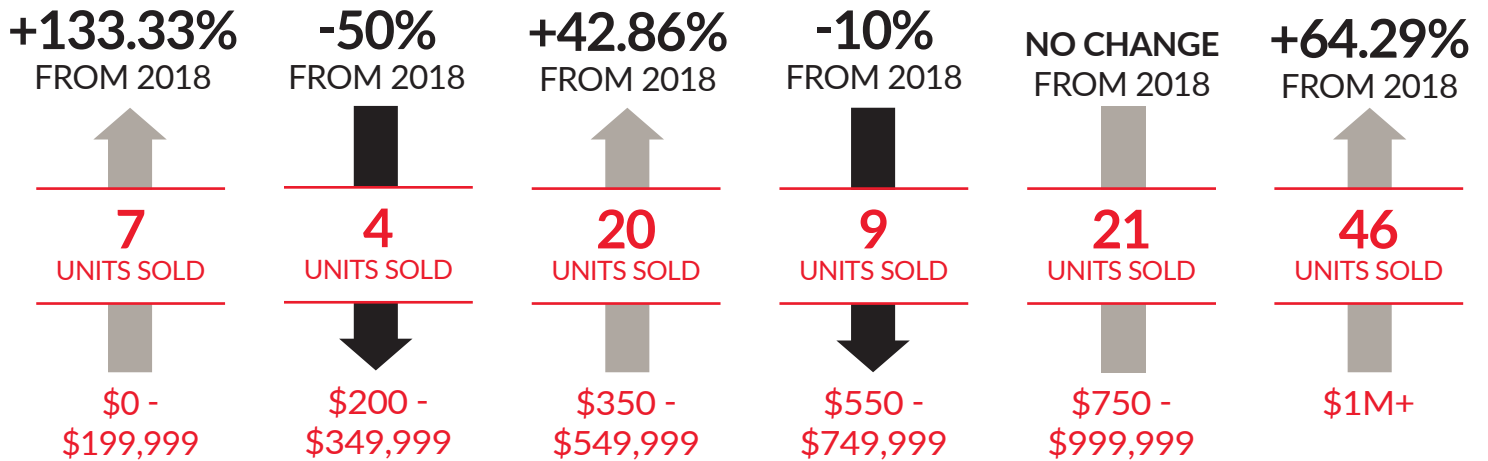


Month vs. Month 2018 vs. 2019



SALES BY PRICE BRACKET

PUSLINCH- YEAR TO DATE



SALES BY TYPE

PUSLINCH

FREEHOLD HOME SALES

+50.21%

YTD
SALES VOLUME
\$82,264,594

+37.10%

YTD
UNIT SALES
85

+9.57%

YTD AVERAGE
SALE PRICE
\$967,819

+31.30%

SEPTEMBER
SALES VOLUME
\$7,396,800

+125%

SEPTEMBER
UNIT SALES
9

CONDOMINIUM HOME SALES

-6.7%

YTD
SALES VOLUME
\$3,151,000

-62.5%

YTD
UNIT SALES
3

+148.8%

YTD AVERAGE
SALE PRICE
\$1,050,333

DOWN FROM LAST
SEPTEMBER'S \$399,900

SEPTEMBER
SALES VOLUME
0

DOWN FROM
LAST SEPTEMBER'S 1

SEPTEMBER
UNIT SALES
0

VACANT LAND SALES

+15.06%

YTD
SALES VOLUME
\$6,718,000

+22.22%

YTD
UNIT SALES
11

-5.86%

YTD AVERAGE
SALE PRICE
\$610,727

+38.29%

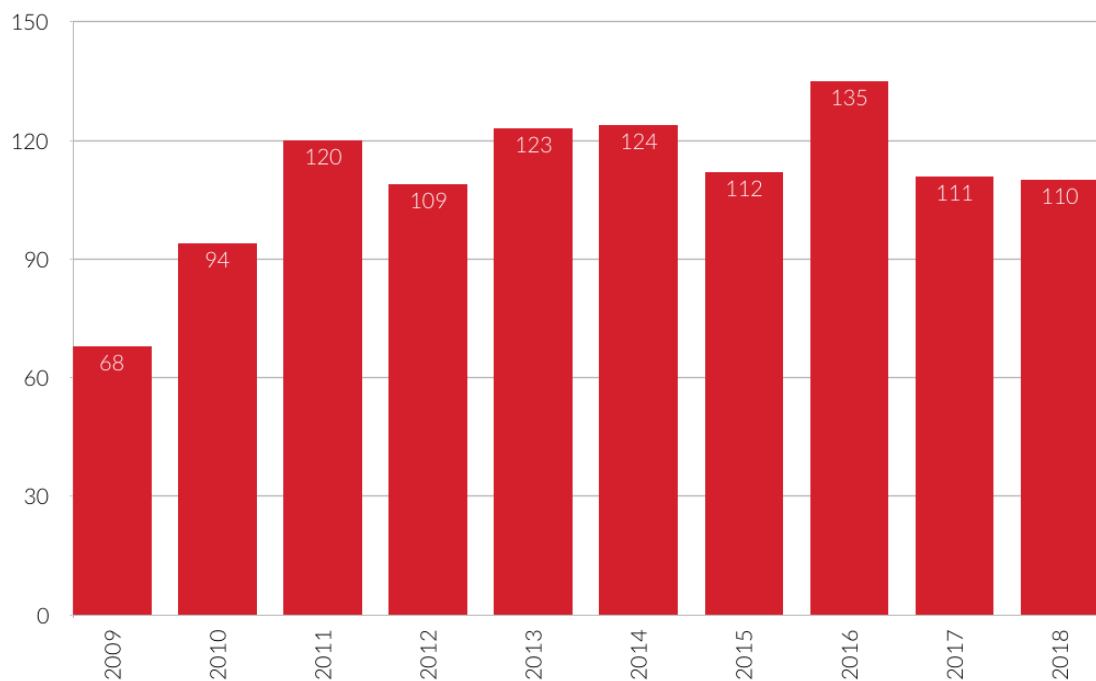
SEPTEMBER
SALES VOLUME
\$726,000

NO CHANGE

SEPTEMBER
UNIT SALES
1

10 YEAR MARKET ANALYSIS

PUSLINCH - UNITS SOLD

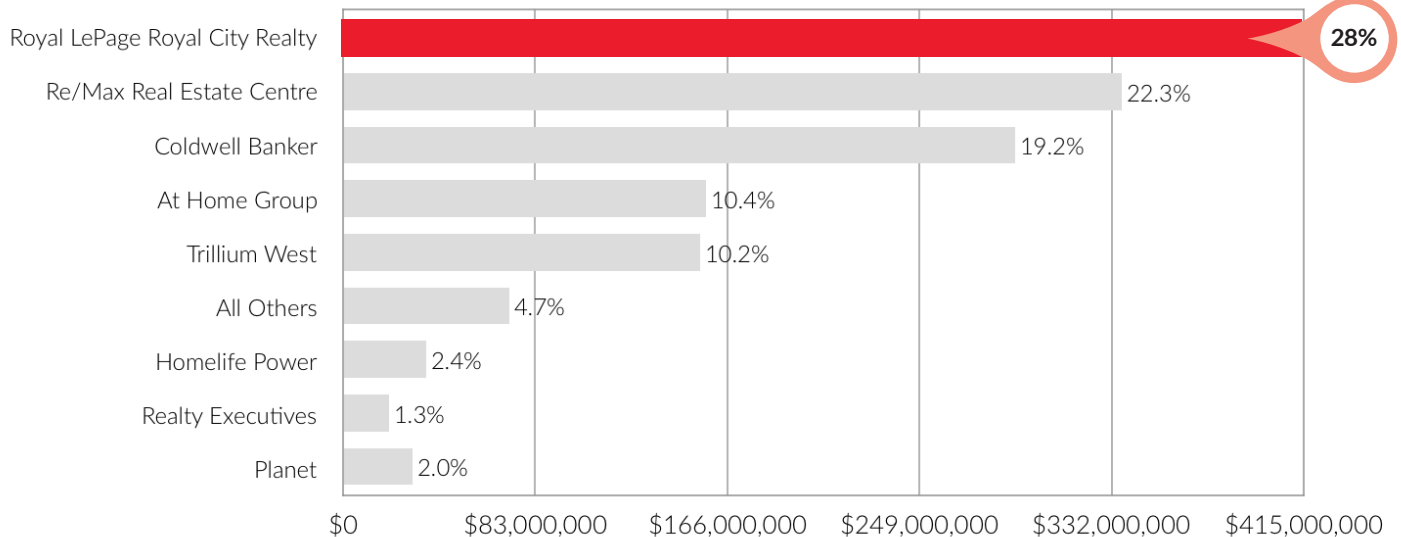


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

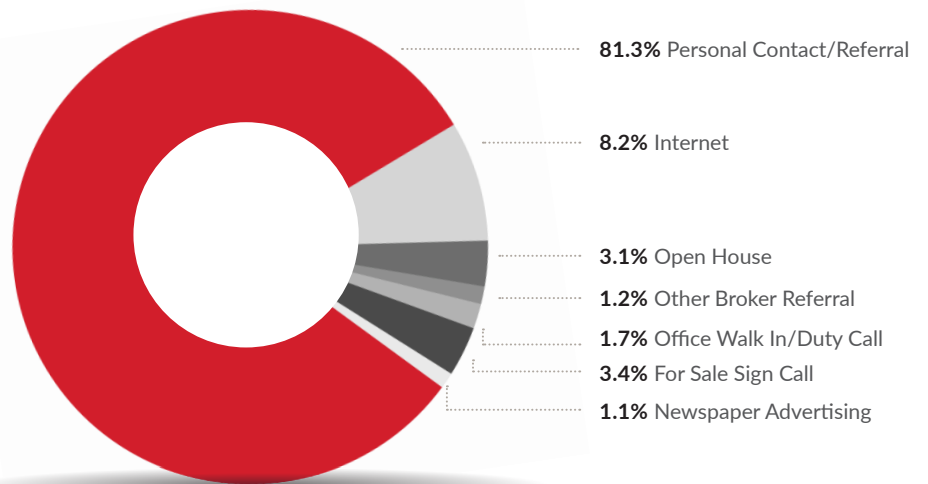
MARKET SHARE BY \$VOLUME

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

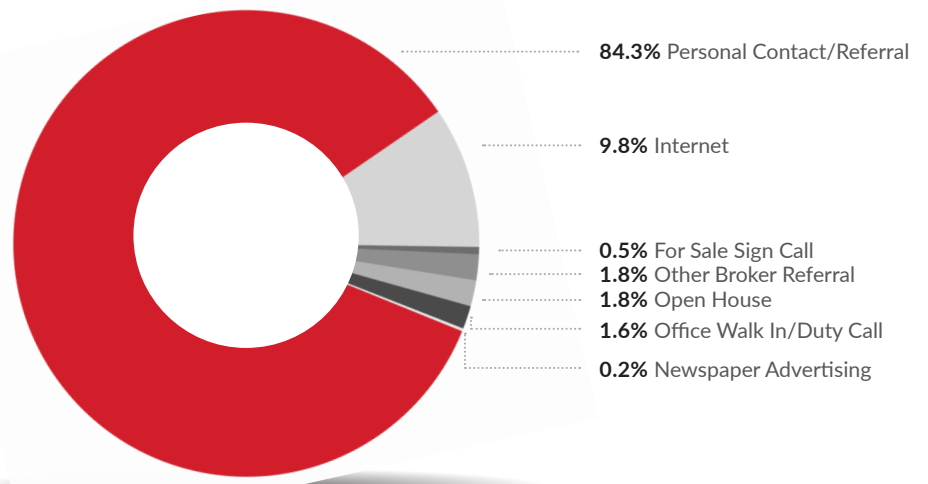


SOURCE OF BUSINESS

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