

# PUSLINCH REAL ESTATE MARKET REPORT NOVEMBER 2019

R-CITY | R-TEAM | R-NUMBERS



## PUSLINCH OVERVIEW

# BALANCED MARKET

AFTER A BUSY YEAR THIS LAST QUARTER, SALES ACTIVITY AND LISTING ACTIVITY HAVE BOTH SLOWED DOWN IN THIS SMALL SAMPLE SIZE, WHILE PRICES ARE AND OVERALL SALES VOLUME ARE STILL UP SIGNIFICANTLY.



### YEAR-TO-DATE SALES VOLUME OF \$120,222,494

Up 32.64% from 2018's \$90,641,134. Unit sales of 126 are up 21.15% from 2018's 104, with 305 new listings up 32.61%, and a 41.31% sales/listings ratio down 3.91%.



### NOVEMBER SALES VOLUME OF \$5,392,900

Down 32.95% from 2018's \$8,043,700. Unit sales of 8 are equal to last November's 8, with 14 new listings down 17.65%, and a 57.14% sales/listing ratio up 10.08%.



### YEAR-TO-DATE AVERAGE SALE PRICE OF \$954,449

Up from \$868,349 one year ago. Median sale price of \$944,500 up from \$915,000 one year ago. Average days-on-market of 64.18 is up 18.18 days from last year.



## NOVEMBER Numbers

MEDIAN SALE PRICE -24.44%

**\$720,000**

SALES VOLUME -32.95%

**\$5,392,900**

UNIT SALES NO CHANGE

**8**

NEW LISTINGS -17.65%

**14**

EXPIRED LISTINGS +55.56%

**14**

UNIT SALES/LISTINGS RATIO +10.08%

**57.14%**

Year over year comparison  
(November 2018 to November 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 - November 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

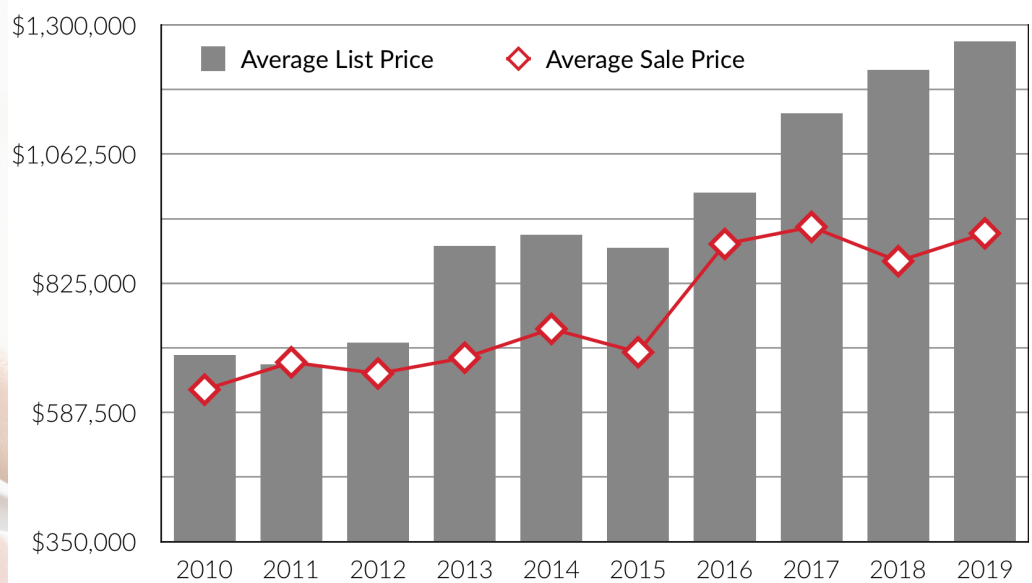
Year-Over-Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Volume Sales	\$104,990,336	\$90,641,134	\$120,222,494	+32.64%
YTD Unit Sales	109	104	126	+21.15%
YTD New Listings	186	230	305	+32.61%
YTD Sales/Listings Ratio	58.60%	45.22%	41.31%	-3.91%
YTD Expired Listings	34	44	66	++50%
November Volume Sales	\$4,116,500	\$8,043,700	\$5,392,900	-32.95%
November Unit Sales	4	8	8	No change
November New Listings	5	17	14	-17.65%
November Sales/Listings Ratio	80%	47.06%	57.14%	+10.08%
November Expired Listings	6	6	5	-16.67%
YTD Sales: Under \$0-\$199K	3	4	7	+75%
YTD Sales: Under \$200K-\$349K	14	9	7	-22.22%
YTD Sales: Under \$350K-\$549K	12	16	25	+56.25%
YTD Sales: Under \$550K-\$749K	10	15	11	-26.67%
YTD Sales: Under \$750K-\$999K	22	25	25	No Change
YTD Sales: \$1M+	48	35	51	+45.71%
YTD Average Days-On-Market	54.45	46	64.18	+39.53%
YTD Average Sale Price	\$974,494	\$868,349	\$954,449	+9.92%
YTD Median Sale Price	\$822,500	\$915,000	\$944,500	+3.22%

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

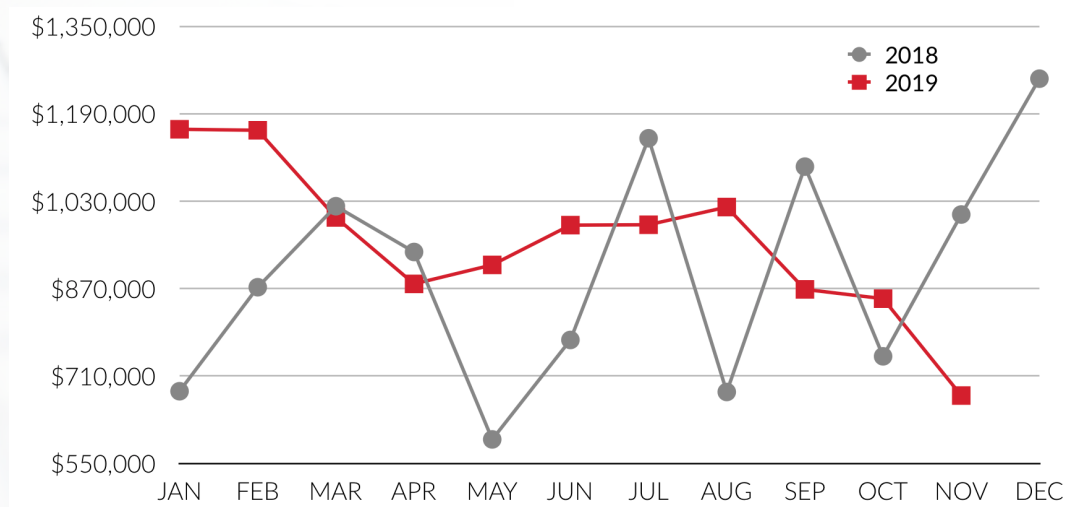
# AVERAGE SALE PRICE

PUSLINCH

## YEAR OVER YEAR



## MONTH OVER MONTH 2018 VS. 2019





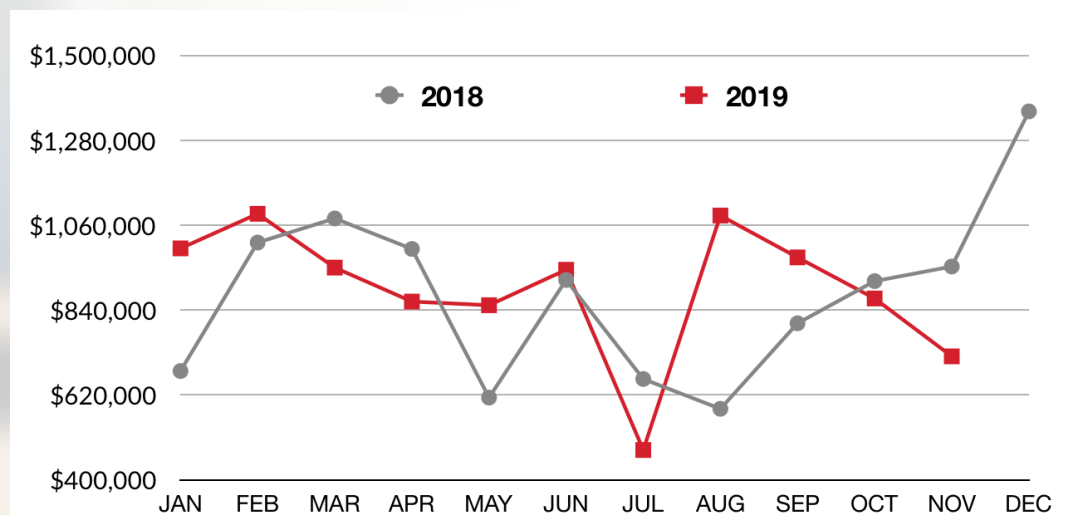
# MEDIAN SALE PRICE

PUSLINCH

## YEAR OVER YEAR



## MONTH OVER MONTH 2018 VS. 2019

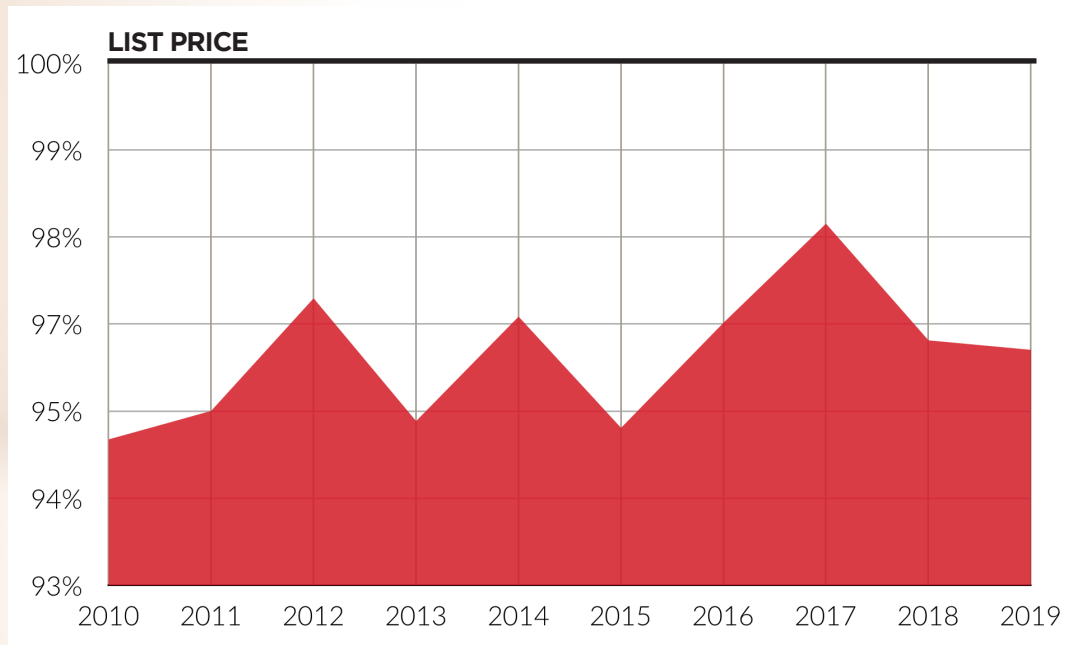


\* Median sale price is based on residential sales (including freehold and condominiums).

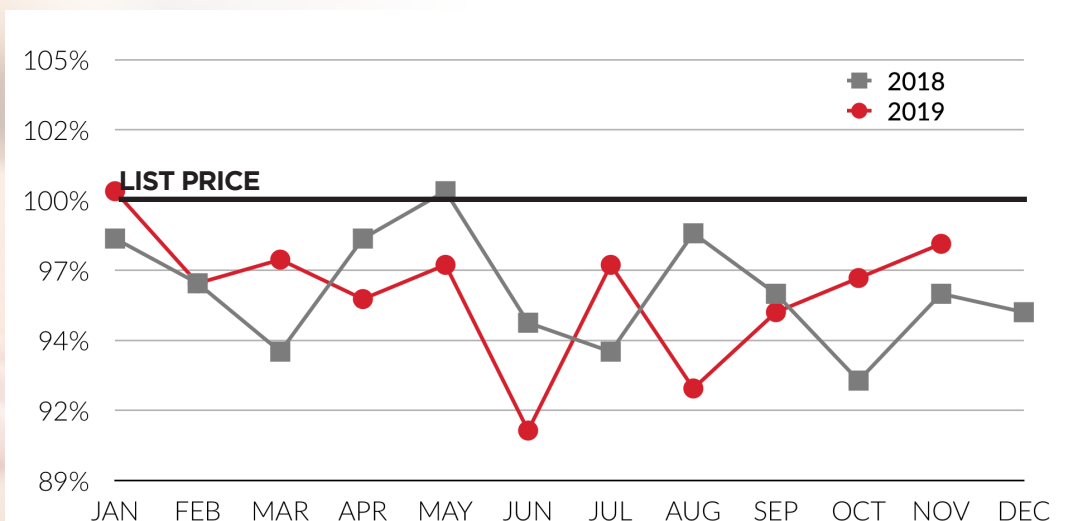
# SALE PRICE vs. LIST PRICE RATIO

PUSLINCH

## YEAR OVER YEAR



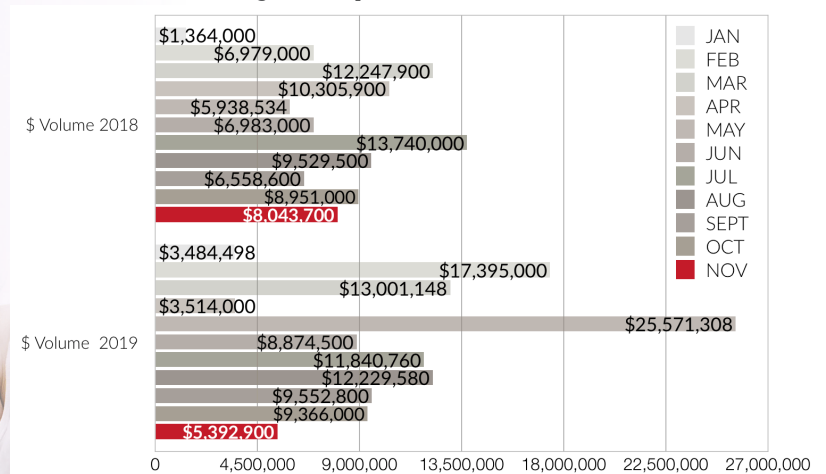
## MONTH OVER MONTH 2018 VS. 2019



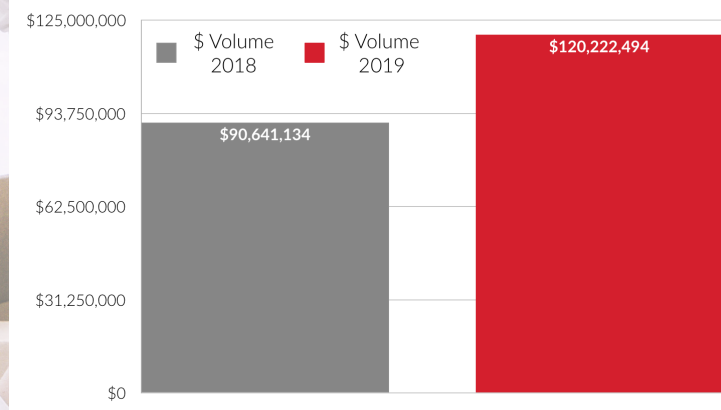
# \$ VOLUME SALES

## PUSLINCH

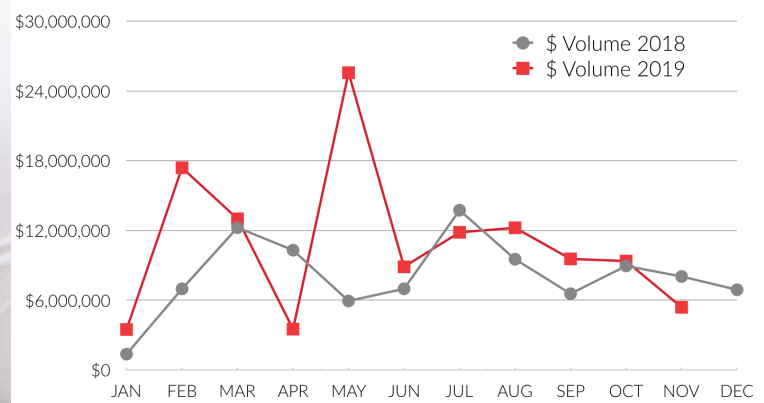
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



Month vs. Month 2018 vs. 2019

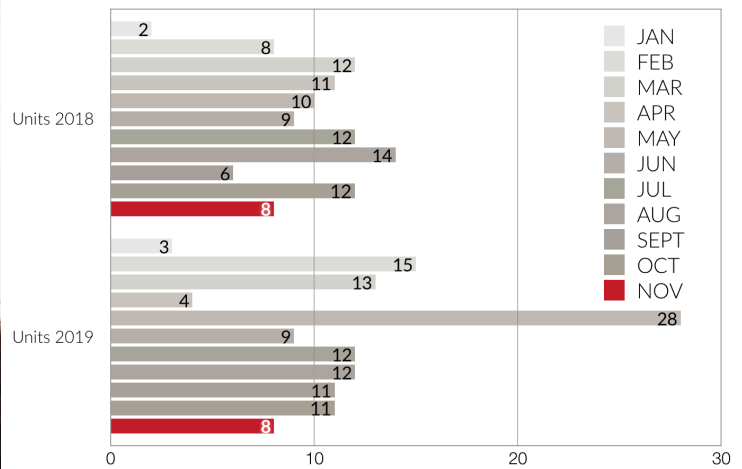




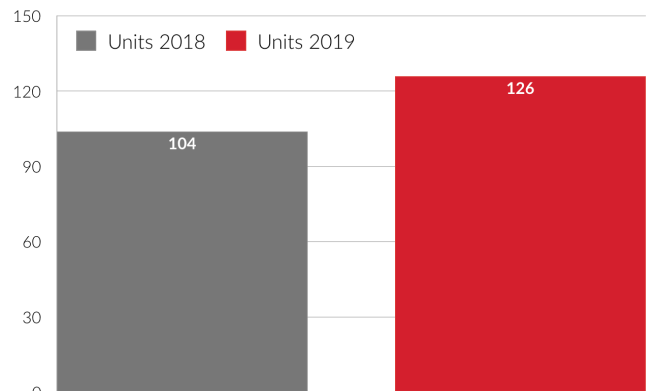
# UNIT SALES

## PUSLINCH

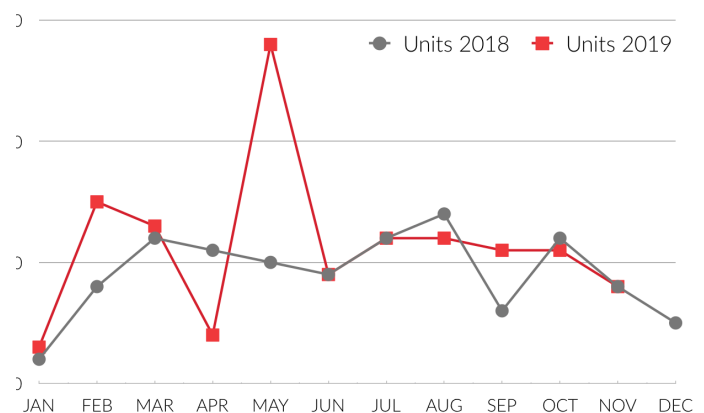
### Monthly Comparison 2018 vs. 2019



### Yearly Totals 2018 vs. 2019

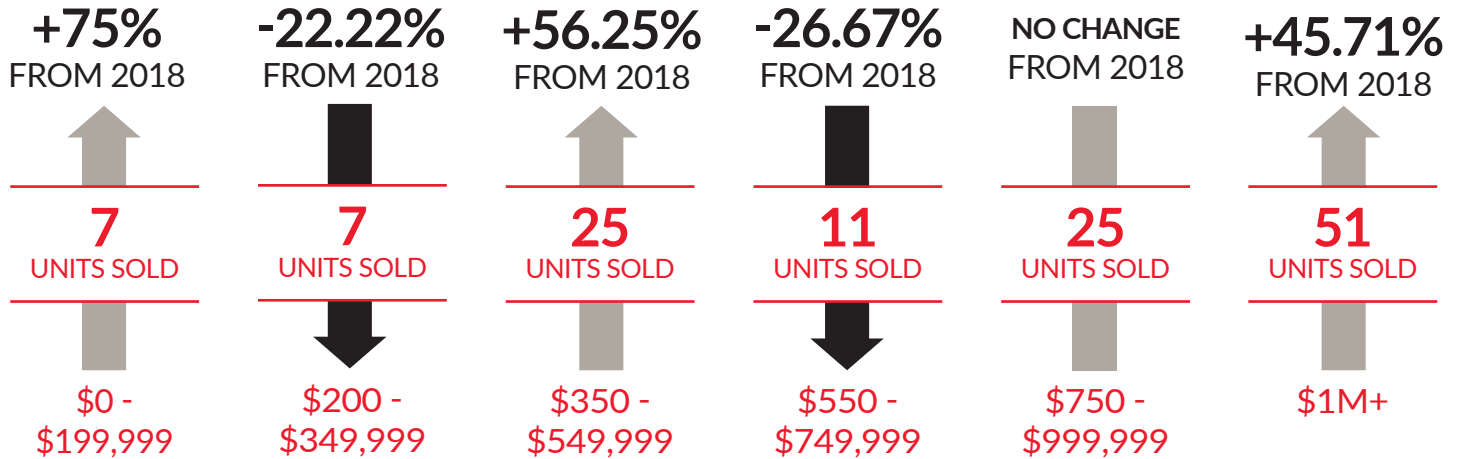


### Month vs. Month 2018 vs. 2019



# SALES BY PRICE BRACKET

## PUSLINCH- YEAR TO DATE



# SALES BY TYPE

## PUSLINCH

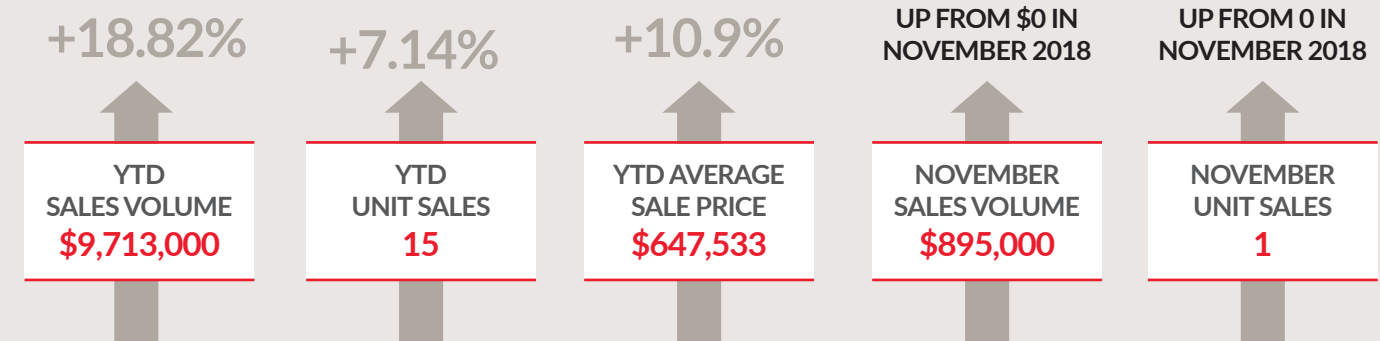
### FREEHOLD HOME SALES



### CONDOMINIUM HOME SALES



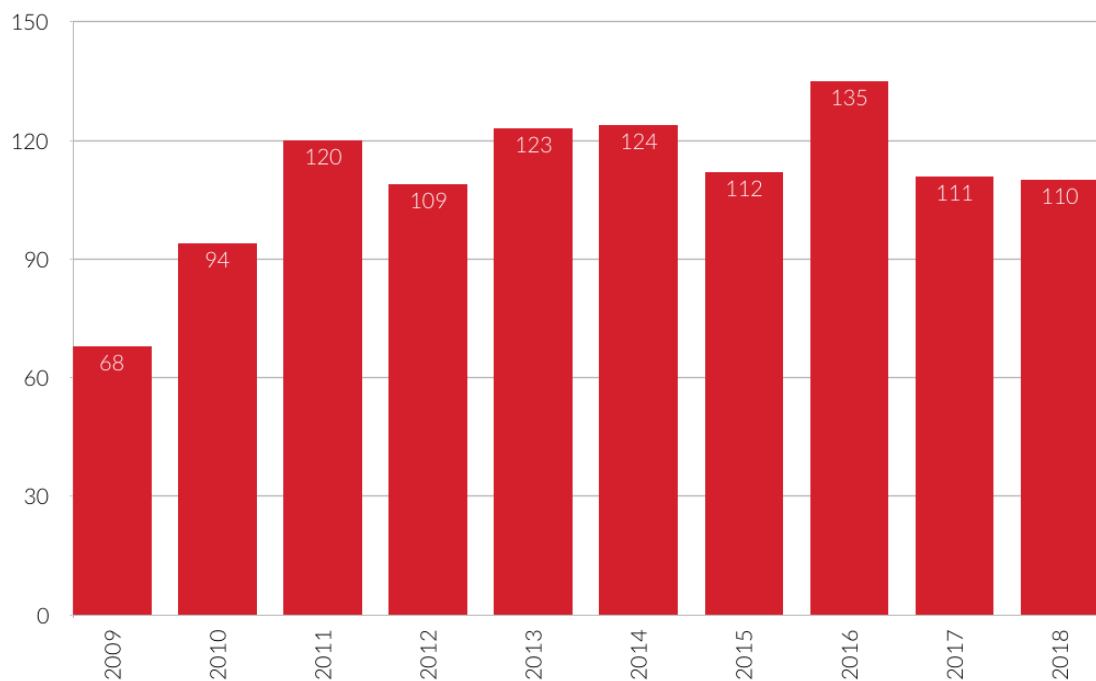
### VACANT LAND SALES





# 10 YEAR MARKET ANALYSIS

## PUSLINCH - UNITS SOLD

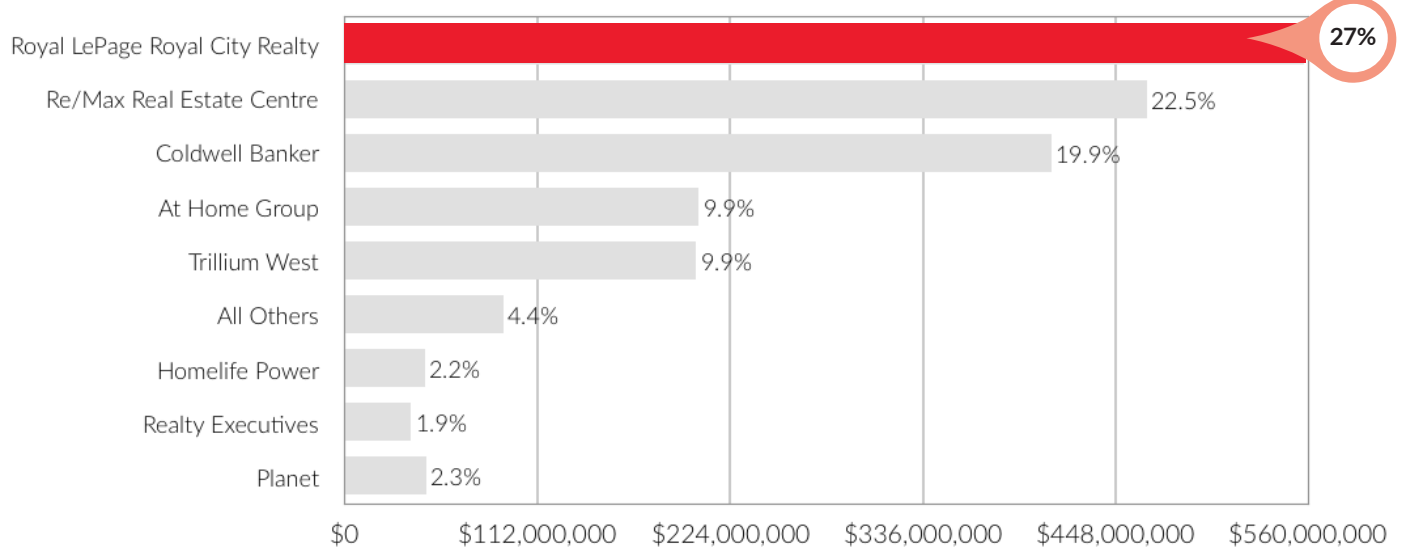


# MARKET DOMINANCE

## WELLINGTON COUNTY'S #1 BROKERAGE!

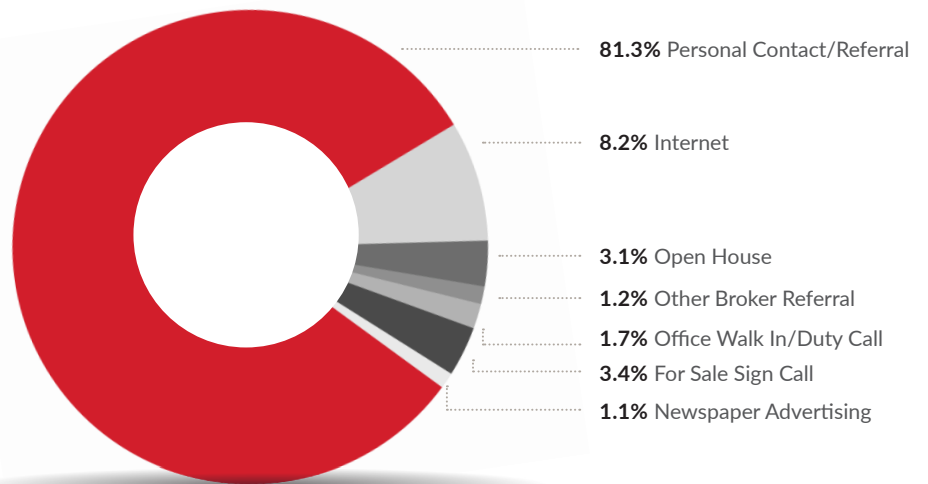
### MARKET SHARE BY \$VOLUME

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

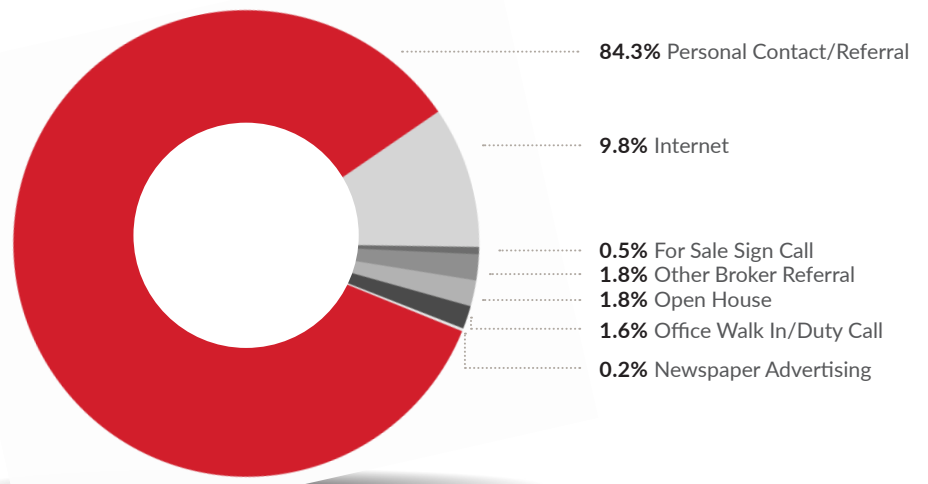


# SOURCE OF BUSINESS

## 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