

PUSLINCH REAL ESTATE MARKET REPORT

DECEMBER 2019

R-CITY | R-TEAM | R-NUMBERS



PUSLINCH OVERVIEW

BALANCED MARKET

WHILE LISTING ACTIVITY PICKED UP THIS MONTH, SALES ACTIVITY AND SALES VOLUME REMAINED SLOWER IN THIS SMALL SAMPLE SIZE. HOWEVER, 2019 OVERALL REMAINED A ROBUST, ACTIVE AND HEALTHY REAL ESTATE MARKET.



YEAR-TO-DATE SALES VOLUME OF \$124,999,494

Up 28.15% from 2018's \$97,540,765. Unit sales of 131 are up 20.18% from 2018's 109, with 315 new listings up 32.91%, and a 41.59% sales/listings ratio down 4.4%.



DECEMBER SALES VOLUME OF \$4,777,000

Down 30.76% from 2018's \$6,899,631. Unit sales of 5 are equal to last December, with 10 new listings up 42.86%, and a 50% sales/listing ratio down 21.43%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$954,528

Up from \$900,495 one year ago. Median sale price of \$947,250 up from \$916,500 one year ago. Average days-on-market of 72.00 is up 56.52 days from last year.



DECEMBER Numbers

MEDIAN SALE PRICE -25.09%

\$1,015,000

SALES VOLUME -30.76%

\$4,777,000

UNIT SALES NO CHANGE

5

NEW LISTINGS +42.86%

10

EXPIRED LISTINGS +145.45%

27

UNIT SALES/LISTINGS RATIO -21.43%

50%

Year over year comparison
(December 2018 to December 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 - December 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

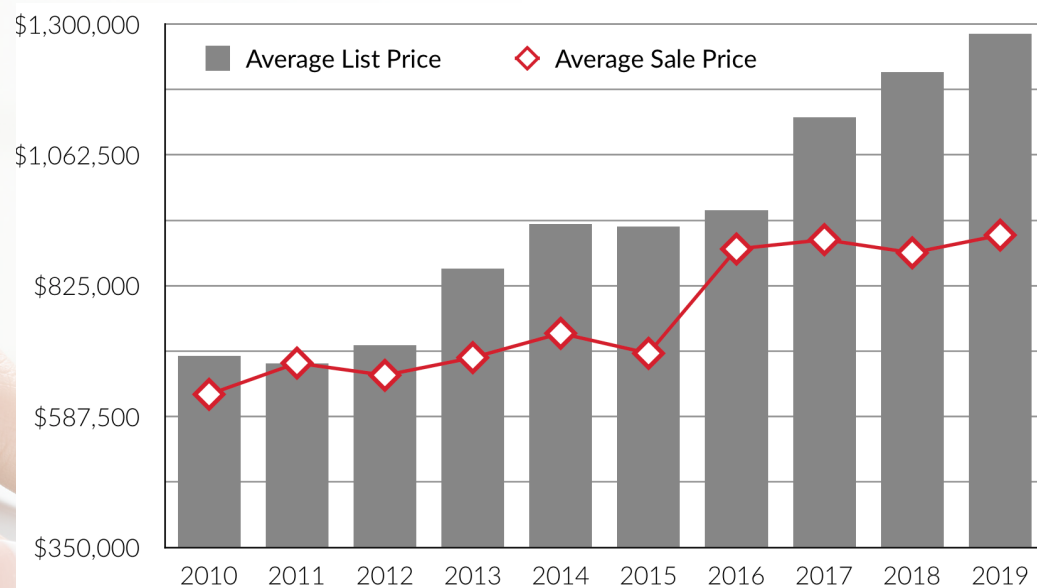
Year-Over-Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Volume Sales	\$106,130,336	\$97,540,765	\$124,999,494	+28.15%
YTD Unit Sales	111	109	131	+20.18%
YTD New Listings	192	237	315	+32.91%
YTD Sales/Listings Ratio	57.81%	45.99%	41.59%	-4.40%
YTD Expired Listings	52	61	98	+60.66%
December Volume Sales	\$1,140,000	\$6,899,631	\$4,777,000	-30.76%
December Unit Sales	2	5	5	No Change
December New Listings	6	7	10	+42.86%
December Sales/Listings Ratio	33.33%	71.43%	50%	-21.43%
December Expired Listings	12	11	27	+145.45%
YTD Sales: Under \$0-\$199K	3	4	7	+75%
YTD Sales: Under \$200K-\$349K	15	9	7	-22.22%
YTD Sales: Under \$350K-\$549K	12	16	26	+62.5%
YTD Sales: Under \$550K-\$749K	10	16	13	-18.75%
YTD Sales: Under \$750K-\$999K	23	25	25	NO CHANGE
YTD Sales: \$1M+	48	40	53	+32.5%
YTD Average Days-On-Market	51.5	46	72	+56.52%
YTD Average Sale Price	\$940,787	\$900,495	\$954,528	+6%
YTD Median Sale Price	\$819,750	\$916,500	\$947,250	+3.36%

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

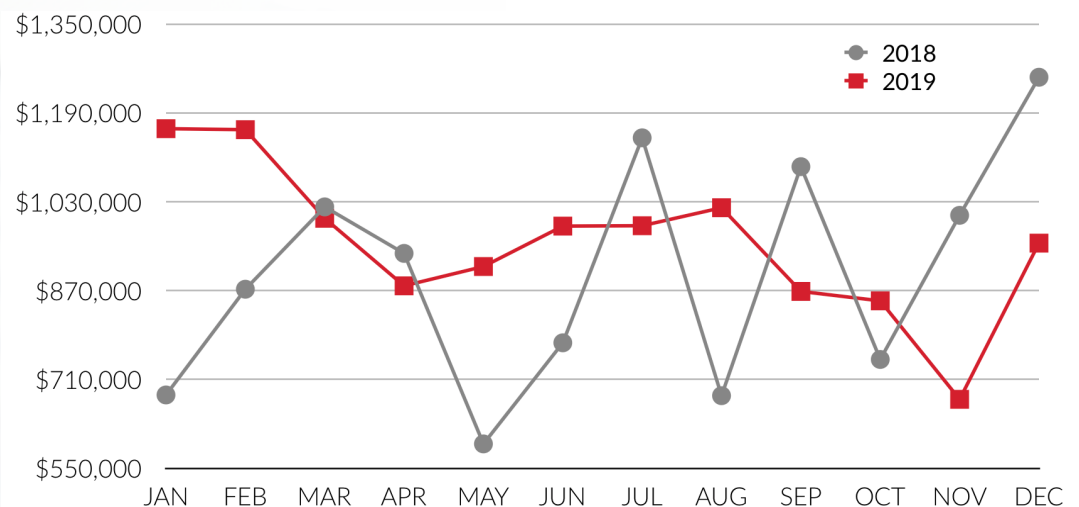
AVERAGE SALE PRICE

PUSLINCH

YEAR OVER YEAR



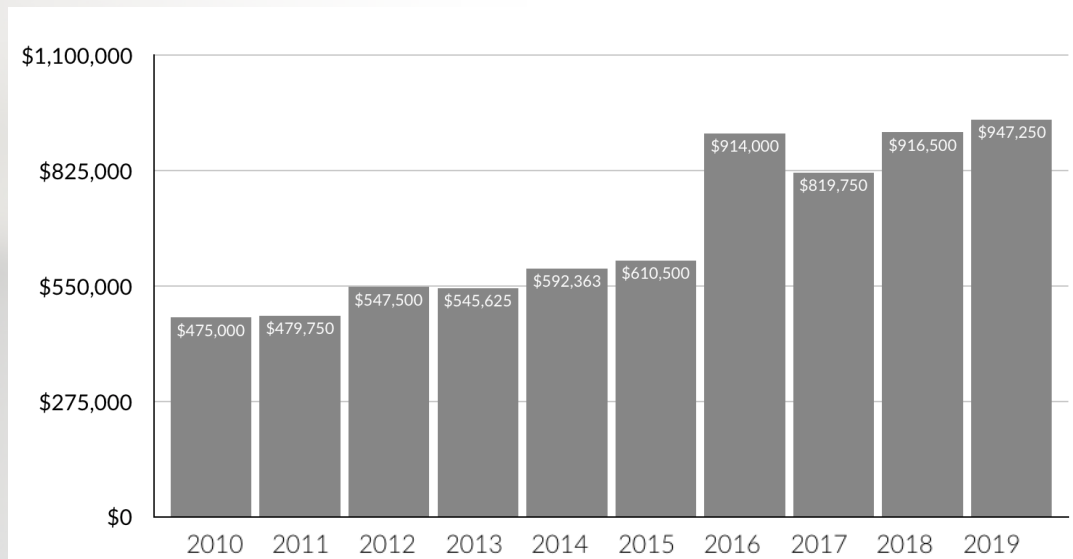
MONTH OVER MONTH 2018 VS. 2019



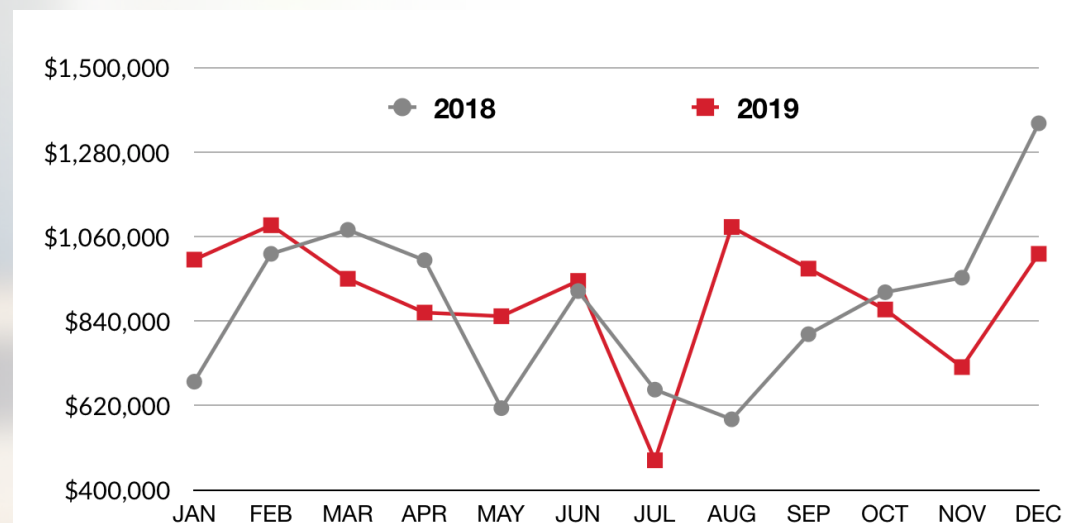
MEDIAN SALE PRICE

PUSLINCH

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

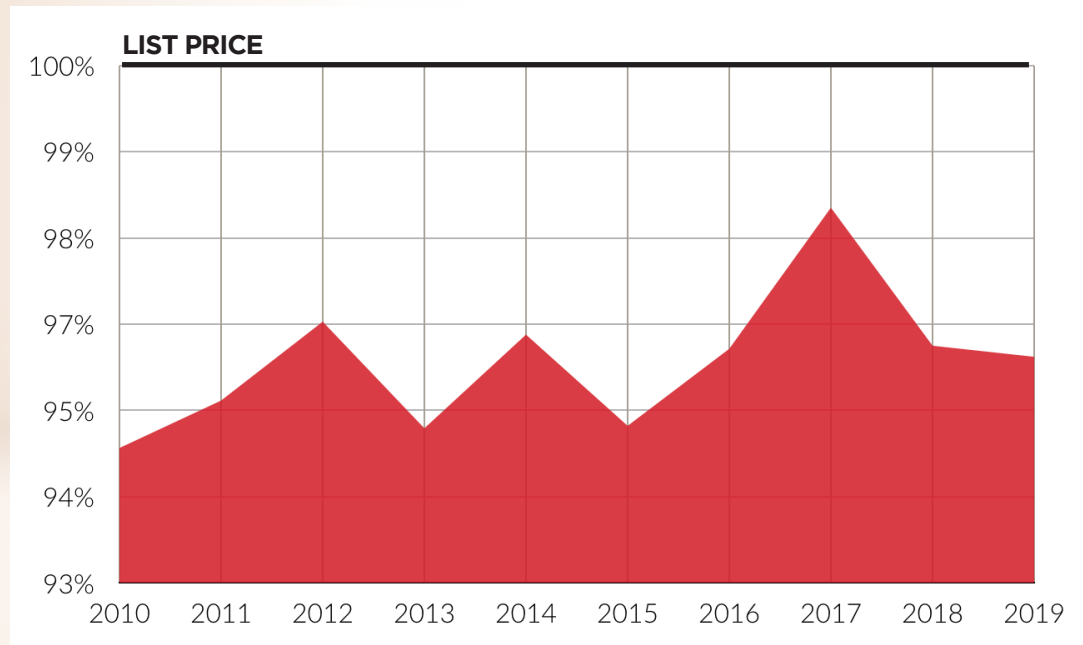


* Median sale price is based on residential sales (including freehold and condominiums).

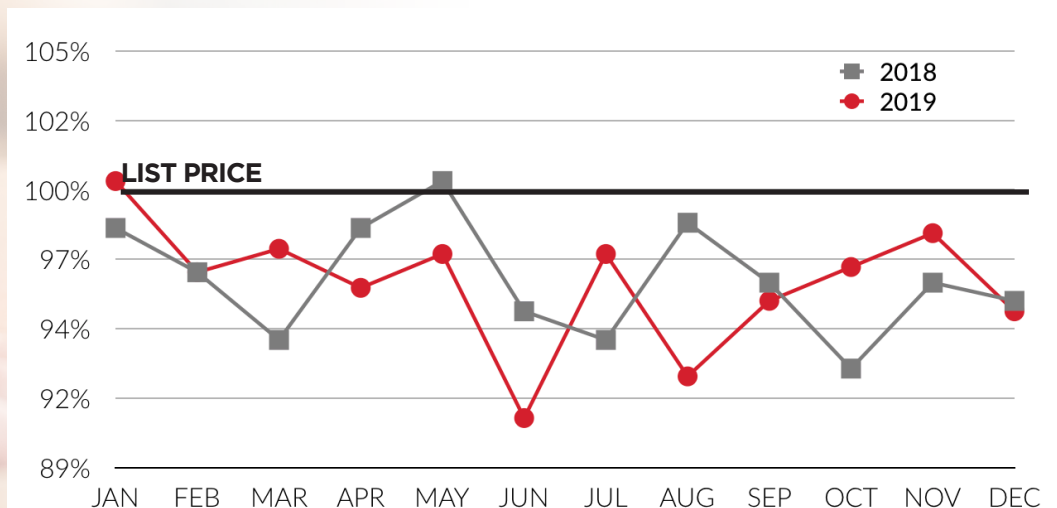
SALE PRICE vs. LIST PRICE RATIO

PUSLINCH

YEAR OVER YEAR



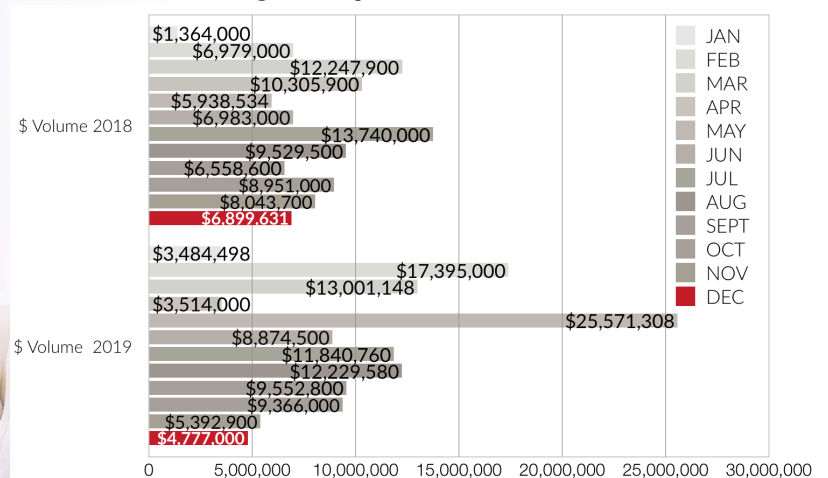
MONTH OVER MONTH 2018 VS. 2019



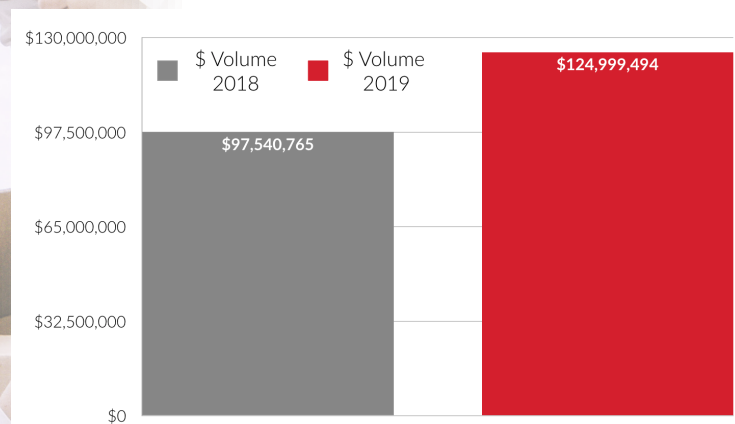
\$ VOLUME SALES

PUSLINCH

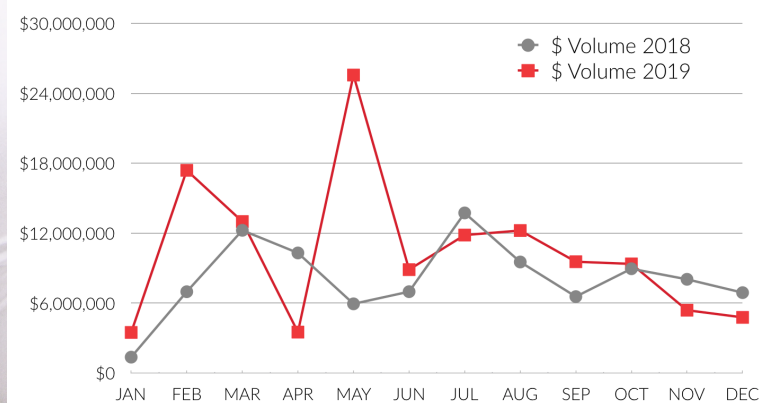
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



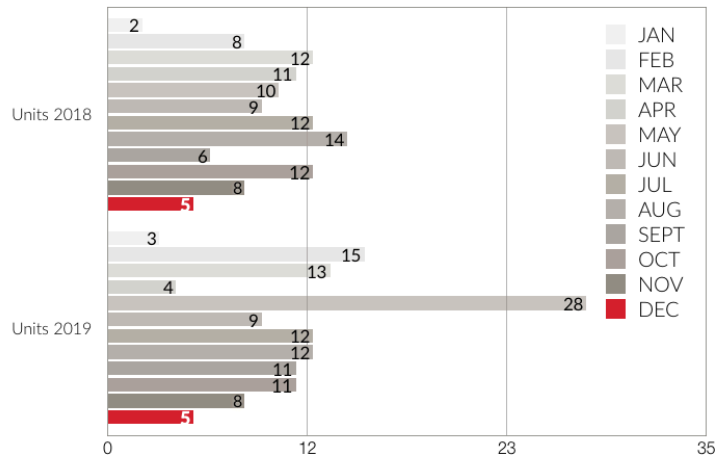
Month vs. Month 2018 vs. 2019



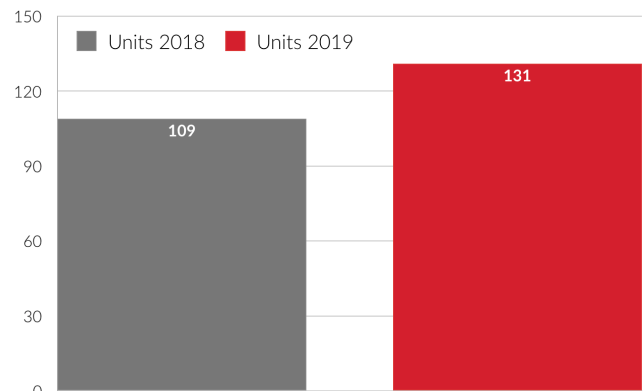
UNIT SALES

PUSLINCH

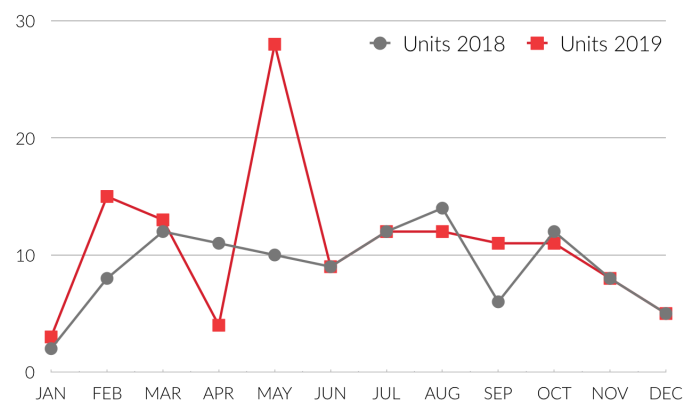
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

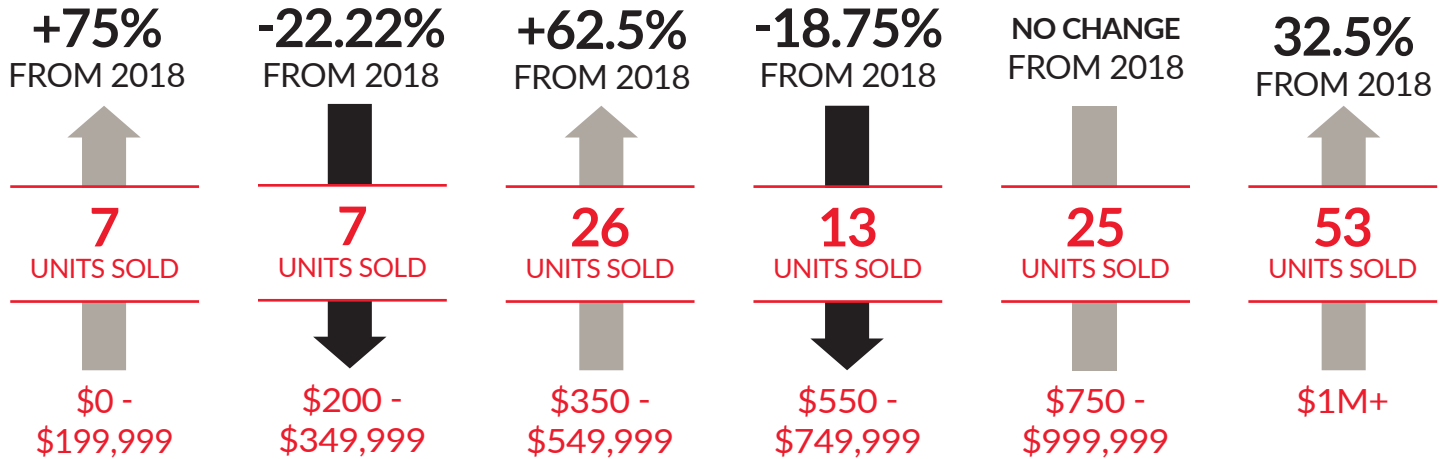


Month vs. Month 2018 vs. 2019



SALES BY PRICE BRACKET

PUSLINCH- YEAR TO DATE



SALES BY TYPE

PUSLINCH

FREEHOLD HOME SALES

+23.48%

YTD
SALES VOLUME
\$95,020,494

+22.89%

YTD
UNIT SALES
102

+0.48%

YTD AVERAGE
SALE PRICE
\$931,573

-86.82%

DECEMBER
SALES VOLUME
\$992,000

-66.67%

DECEMBER
UNIT SALES
2

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

EQUAL TO DECEMBER 2018

DECEMBER
SALES VOLUME
0

DECEMBER
UNIT SALES
0

VACANT LAND SALES

+30.95%

YTD
SALES VOLUME
\$10,705,000

+21.43%

YTD
UNIT SALES
17

+7.84%

YTD AVERAGE
SALE PRICE
\$629,706

UP FROM \$0

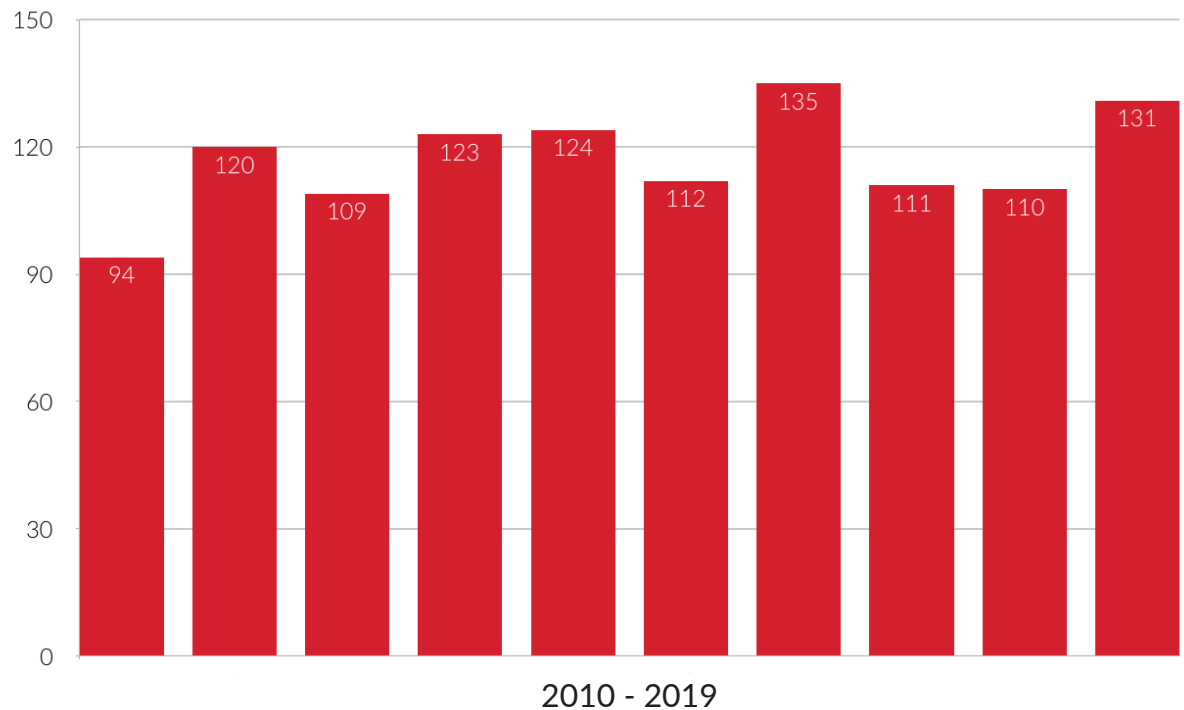
DECEMBER
SALES VOLUME
\$992,000

UP FROM 0

DECEMBER
UNIT SALES
2

10 YEAR MARKET ANALYSIS

PUSLINCH - UNITS SOLD

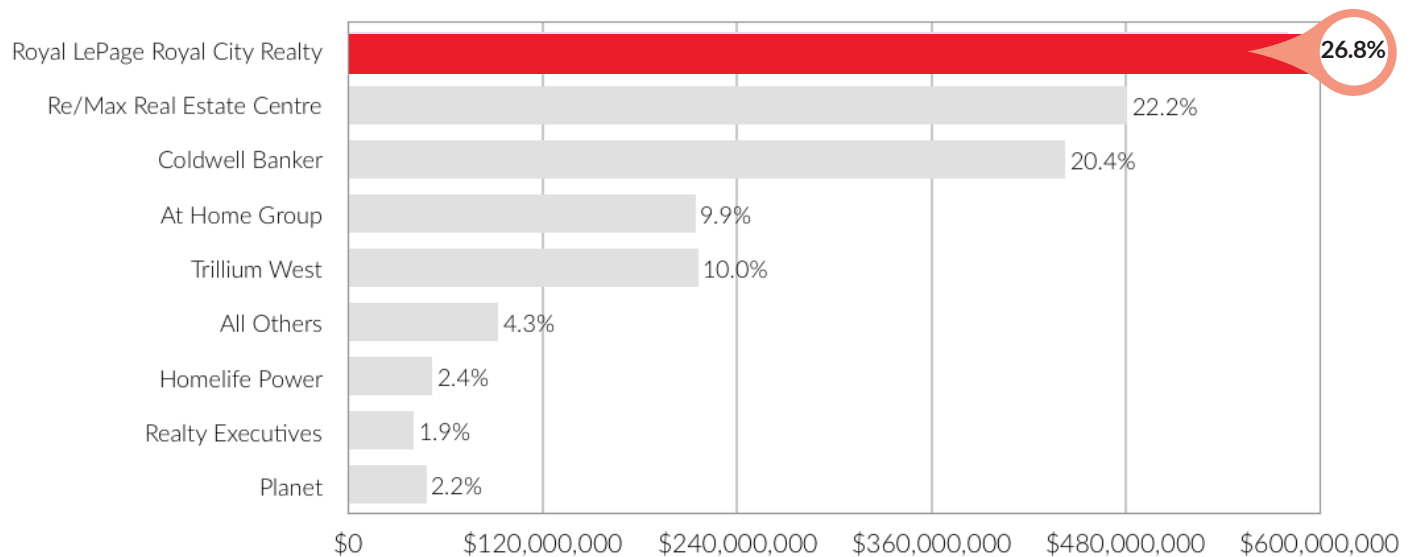


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

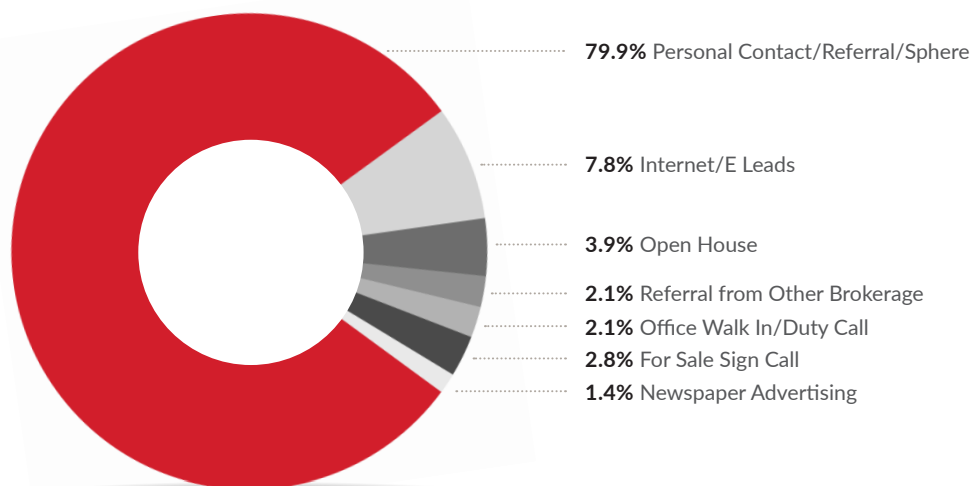
MARKET SHARE BY \$VOLUME

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

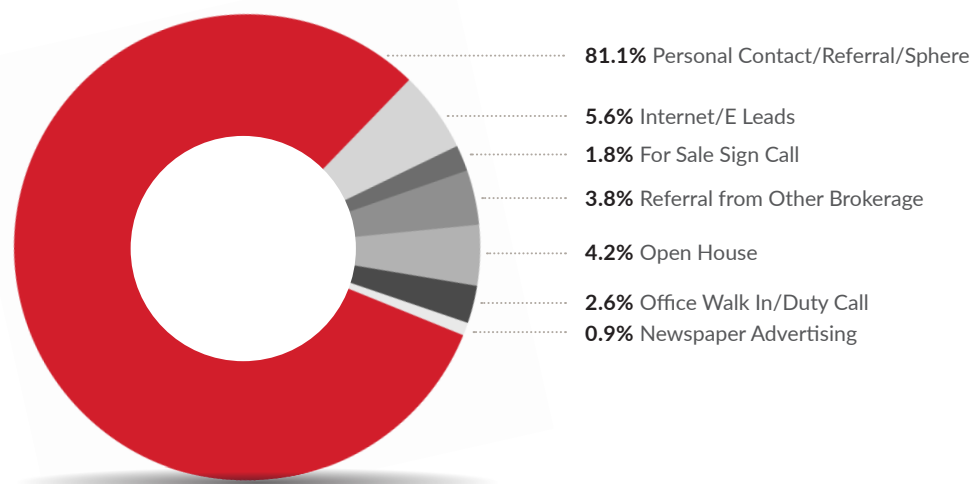


SOURCE OF BUSINESS

SOURCE OF BUYERS 2019 HOW WE'LL FIND YOUR BUYER



SOURCE OF LISTINGS 2019 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