

PUSLINCH REAL ESTATE MARKET REPORT

JANUARY 2020

R-CITY | R-TEAM | R-NUMBERS



PUSLINCH OVERVIEW

BUYER'S MARKET



YEAR-TO-DATE SALES VOLUME OF \$6,489,438

Up **86.24%** from 2019's **\$3,484,498**. Unit sales of **5** are up **66.67%** from 2019's **3**, with **18** new listings down **28%**, and a **27.78%** sales/listings ratio up **15.78%**.



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YEAR-TO-DATE AVERAGE SALE PRICE OF \$1,297,888

Up from **\$1,161,499** one year ago. Median sale price of **\$1,450,000** up from **\$999,900** one year ago. Average days-on-market of **18** is down **77** days from last year.



JANUARY NUMBERS

MEDIAN SALE PRICE +45.01%

\$1,450,000

SALES VOLUME +86.24%

\$6,489,438

UNIT SALES +66.67%

5

NEW LISTINGS -28%

18

EXPIRED LISTINGS NO CHANGE

6

UNIT SALES/LISTINGS RATIO +15.78%

27.78%

Year over year comparison
(January 2019 to January 2020)

*Year-to-date (YTD): is a period starting from the beginning of the current calendar year and continuing up to the present day (January - January 2020)

*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

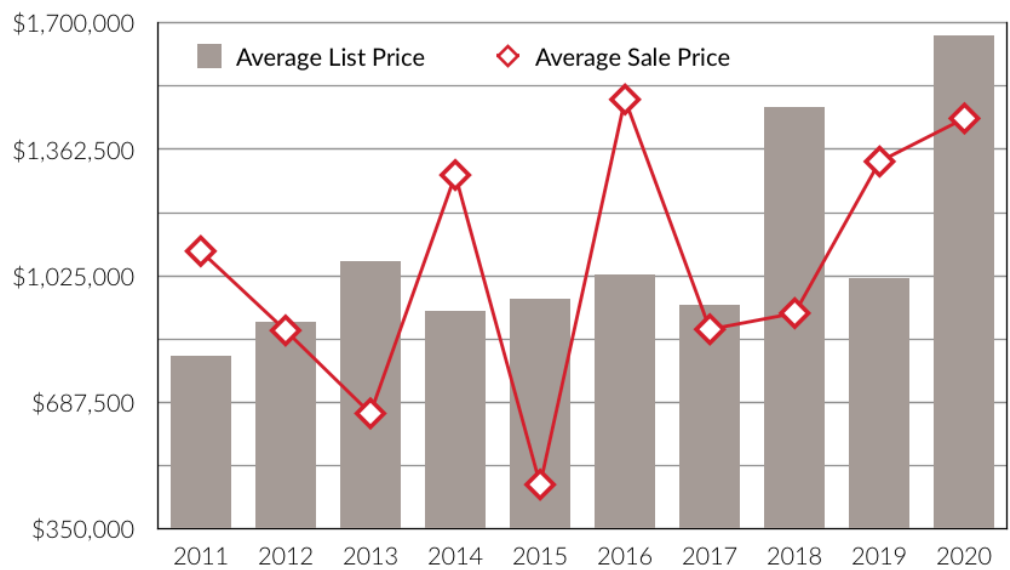
Year-Over-Year	55.61%	2018	2019	2020	2019-2020
Year-To-Date (YTD) Volume Sales		\$1,364,000	\$3,484,498	\$6,489,438	+86.24%
YTD Unit Sales		2	3	5	+66.67%
YTD New Listings		18	25	18	-28%
YTD Sales/Listings Ratio		11.11%	12%	27.78%	+15.78%
YTD Expired Listings		1	6	6	No Change
January Volume Sales		\$1,364,000	\$3,484,498	\$6,489,438	+86.24%
January Unit Sales		2	3	5	+66.67%
January New Listings		18	25	18	-28%
January Sales/Listings Ratio		11.11%	12%	27.78%	+15.78%
January Expired Listings		1	6	6	No Change
YTD Sales: Under \$0-\$199K		0	0	0	No Change
YTD Sales: Under \$200K-\$349K		0	0	1	+100%
YTD Sales: Under \$350K-\$549K		1	0	0	No Change
YTD Sales: Under \$550K-\$749K		0	0	0	No Change
YTD Sales: Under \$750K-\$999K		1	2	0	-100%
YTD Sales: \$1M+		0	1	4	+300%
YTD Average Days-On-Market		34	77	18	-76.62%
YTD Average Sale Price		\$682,000	\$1,161,499	\$1,297,888	+11.74%
YTD Median Sale Price		\$682,000	\$999,900	\$1,450,000	+45.01%

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

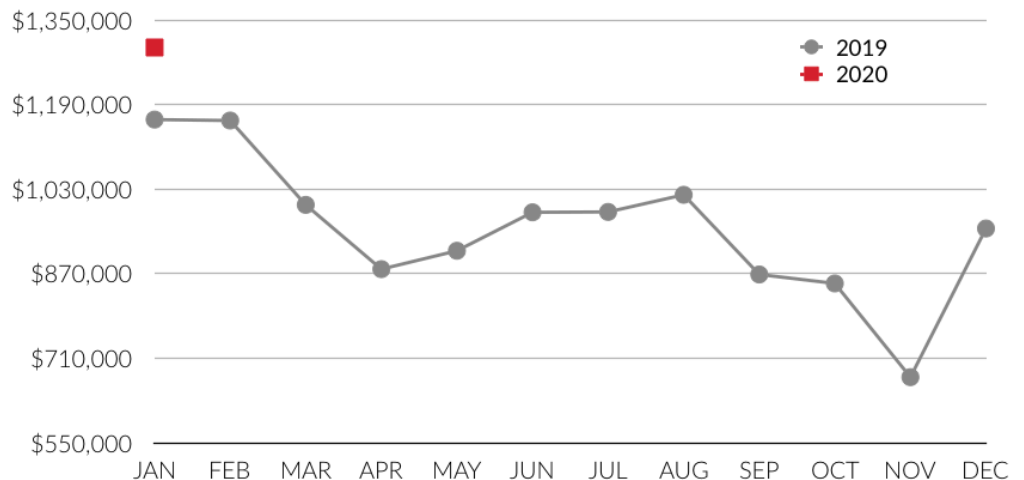
AVERAGE SALE PRICE

PUSLINCH

YEAR OVER YEAR



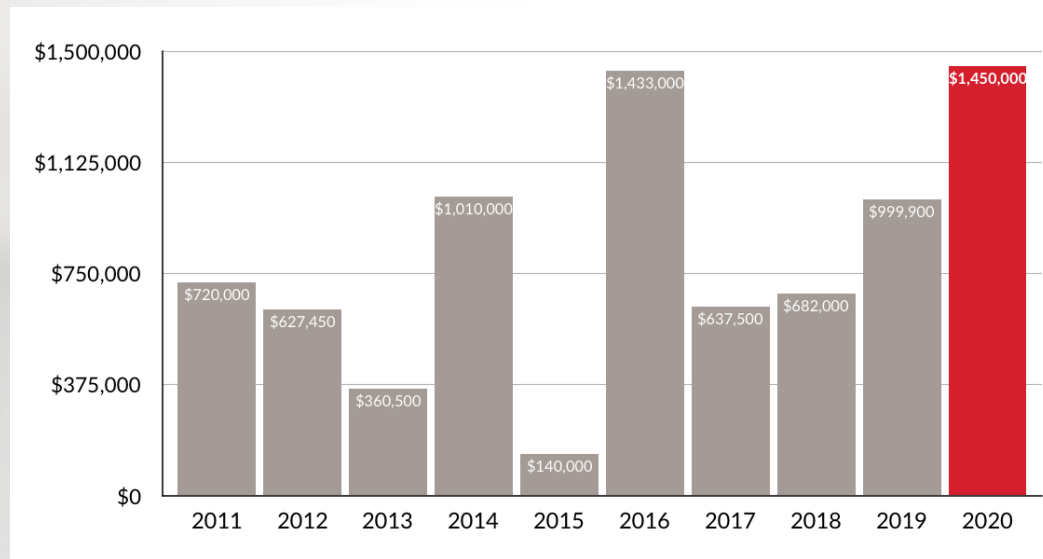
MONTH OVER MONTH 2019 VS. 2020



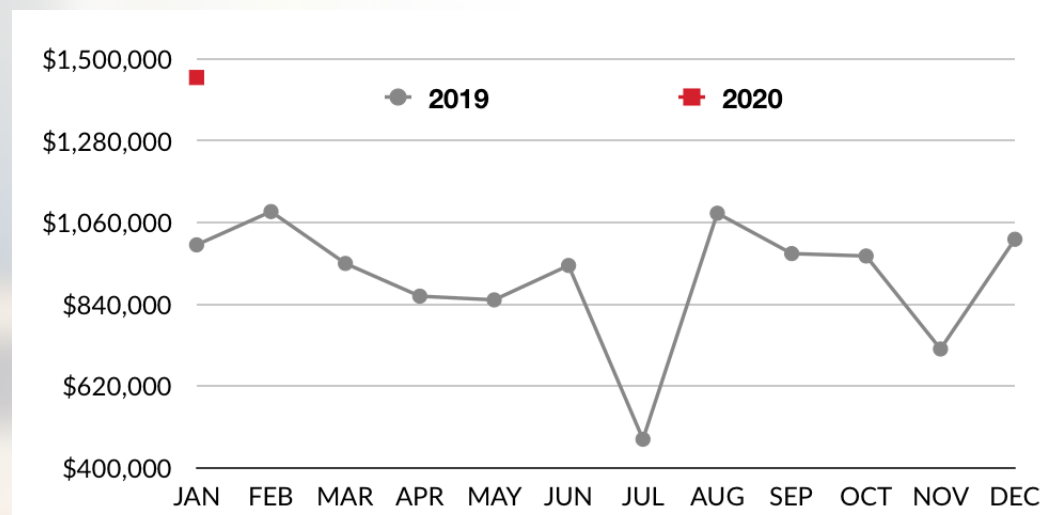
MEDIAN SALE PRICE

PUSLINCH

YEAR OVER YEAR



MONTH OVER MONTH 2019 VS. 2020

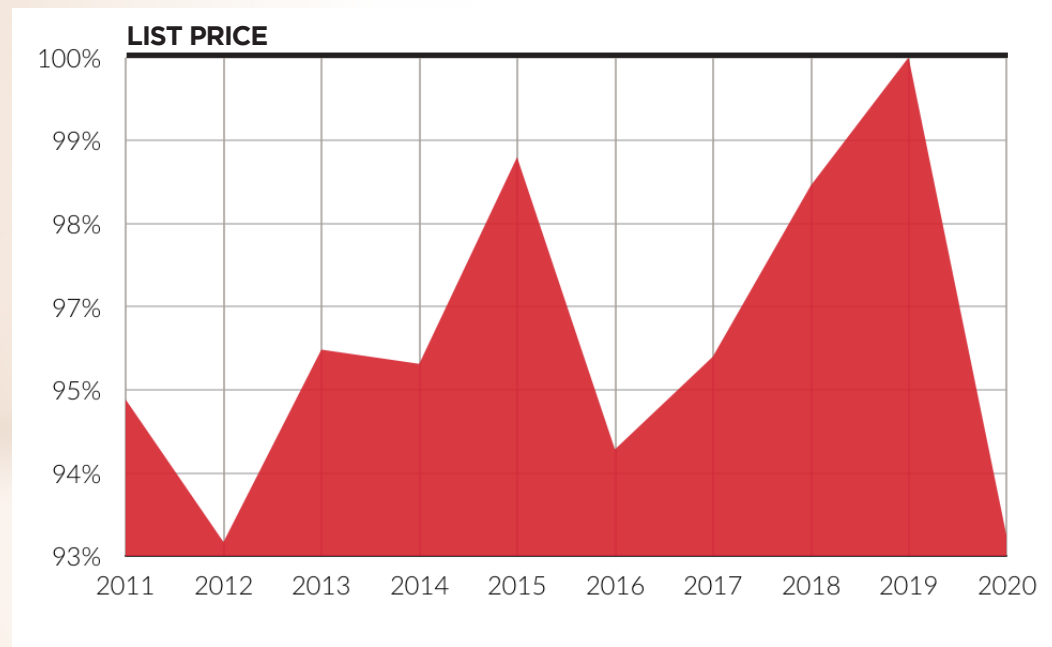


* Median sale price is based on residential sales (including freehold and condominiums).

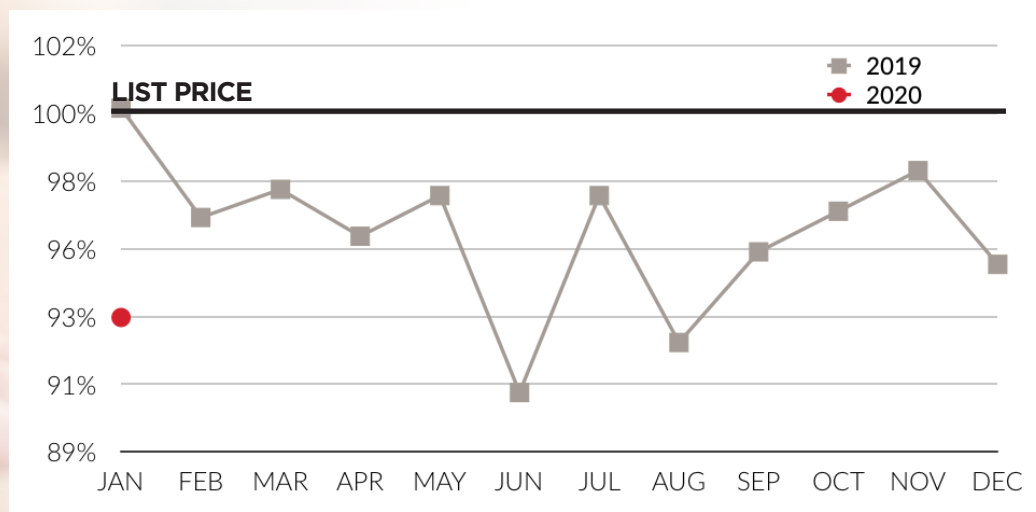
SALE PRICE vs. LIST PRICE RATIO

PUSLINCH

YEAR OVER YEAR



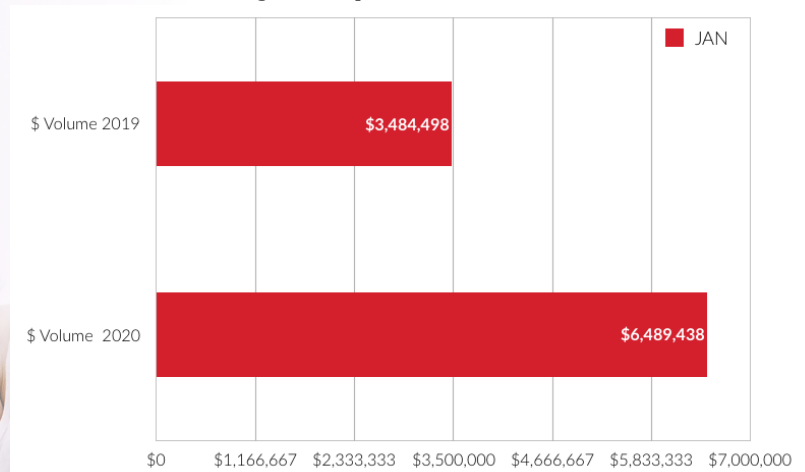
MONTH OVER MONTH 2019 VS. 2020



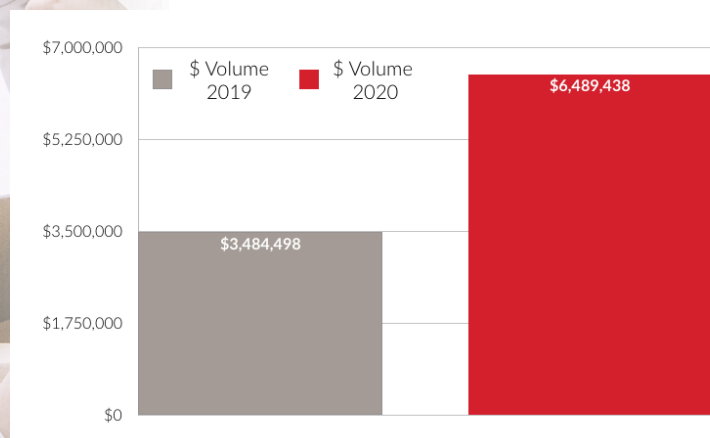
\$ VOLUME SALES

PUSLINCH

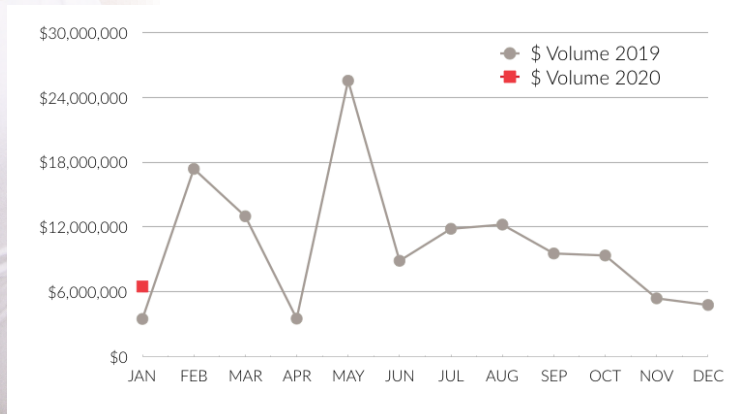
Monthly Comparison 2019 VS. 2020



Yearly Totals 2019 VS. 2020



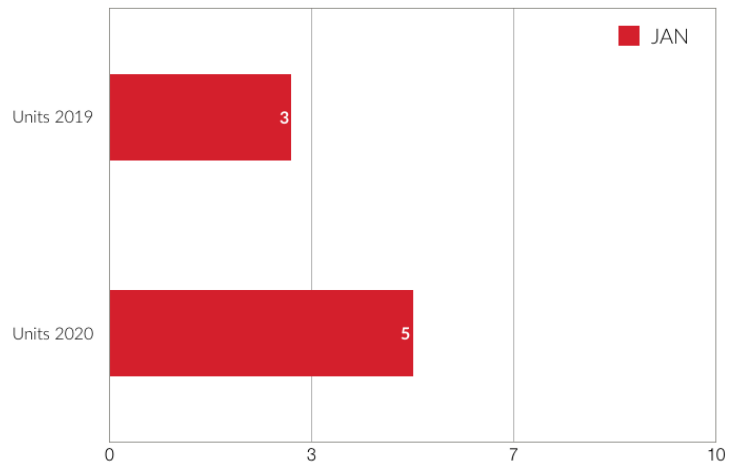
Month vs. Month 2019 VS. 2020



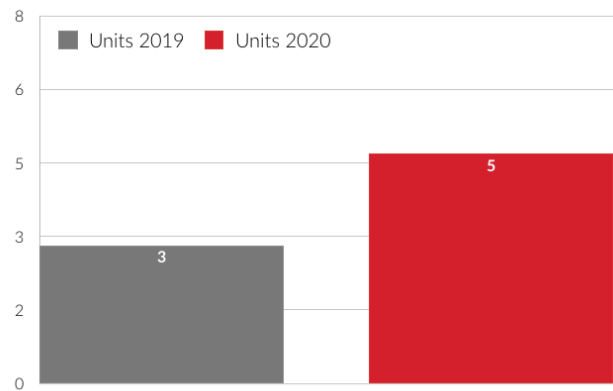
UNIT SALES

PUSLINCH

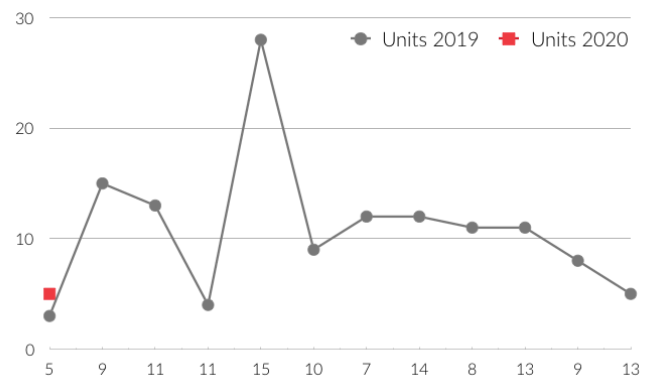
Monthly Comparison 2019 VS. 2020



Yearly Totals 2019 VS. 2020

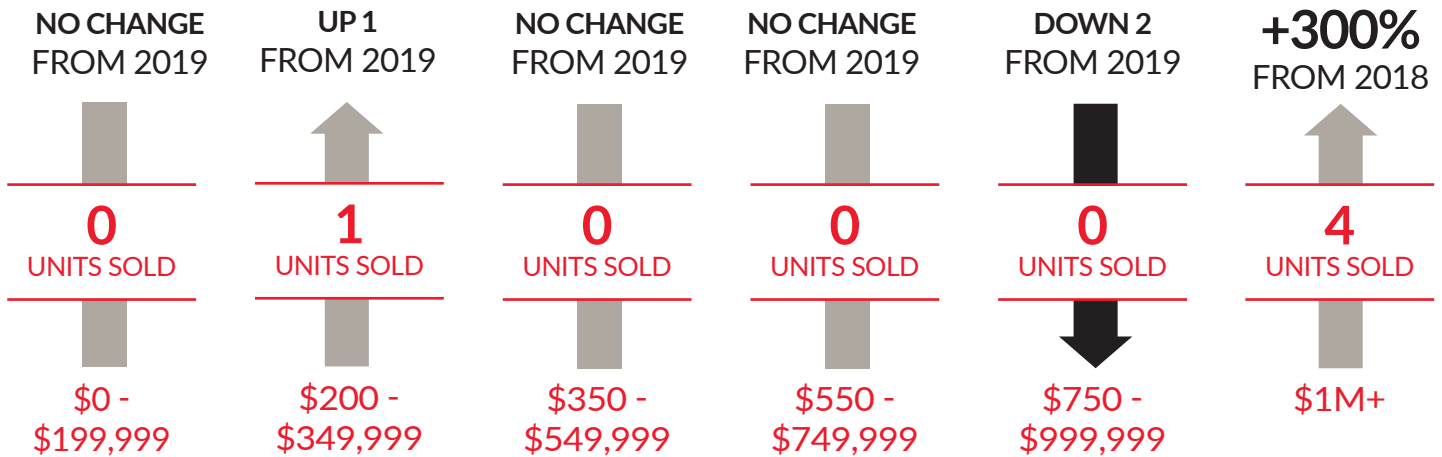


Month vs. Month 2019 VS. 2020



SALES BY PRICE BRACKET

PUSLINCH- YEAR TO DATE



SALES BY TYPE

PUSLINCH

FREEHOLD HOME SALES

EQUAL TO 2019

EQUAL TO 2019

EQUAL TO 2019

EQUAL TO 2019

EQUAL TO 2019

YTD
SALES VOLUME
\$0

YTD
UNIT SALES
0

YTD AVERAGE
SALE PRICE
\$0

JANUARY
SALES VOLUME
\$0

JANUARY
UNIT SALES
0

CONDOMINIUM HOME SALES

+51.62%

+38.46%

+9.51%

+51.62%

+38.46%

YTD
SALES VOLUME
\$31,172,075

YTD
UNIT SALES
72

YTD AVERAGE
SALE PRICE
\$432,945

JANUARY
SALES VOLUME
\$31,172,075

JANUARY
UNIT SALES
72

VACANT LAND SALES

EQUAL TO 2019

EQUAL TO 2019

EQUAL TO 2019

EQUAL TO 2019

EQUAL TO 2019

YTD
SALES VOLUME
\$0

YTD
UNIT SALES
0

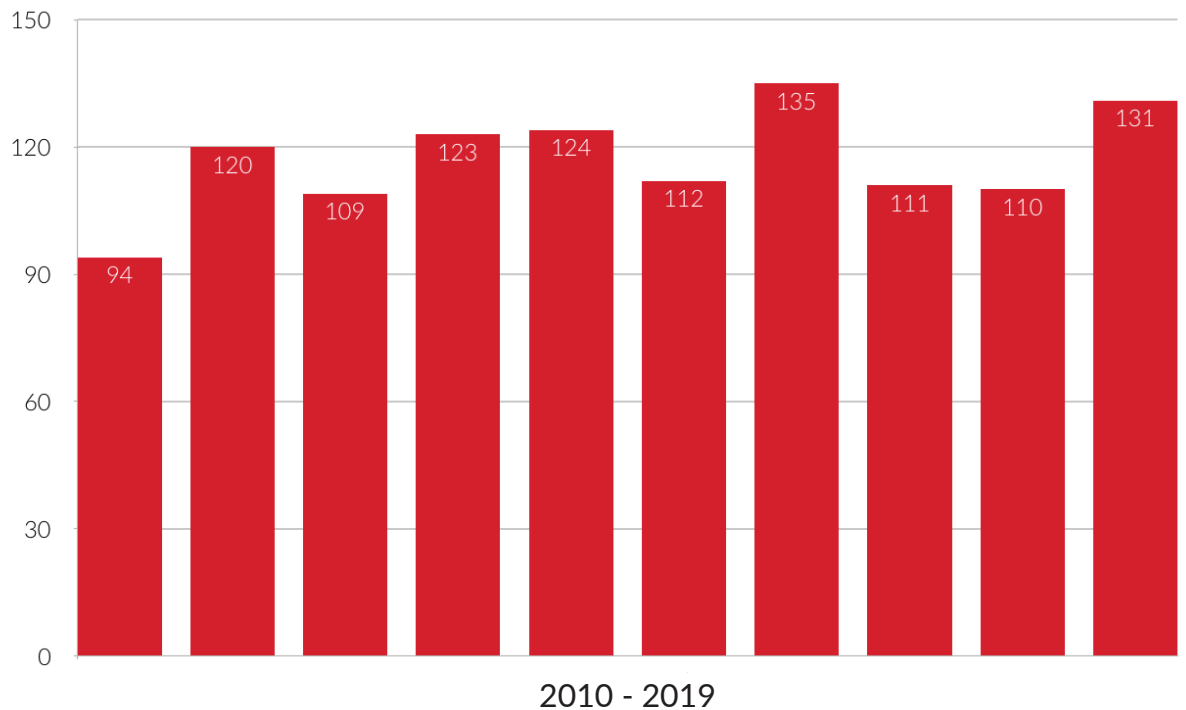
YTD AVERAGE
SALE PRICE
\$0

JANUARY
SALES VOLUME
\$0

JANUARY
UNIT SALES
0

10 YEAR MARKET ANALYSIS

PUSLINCH - UNITS SOLD

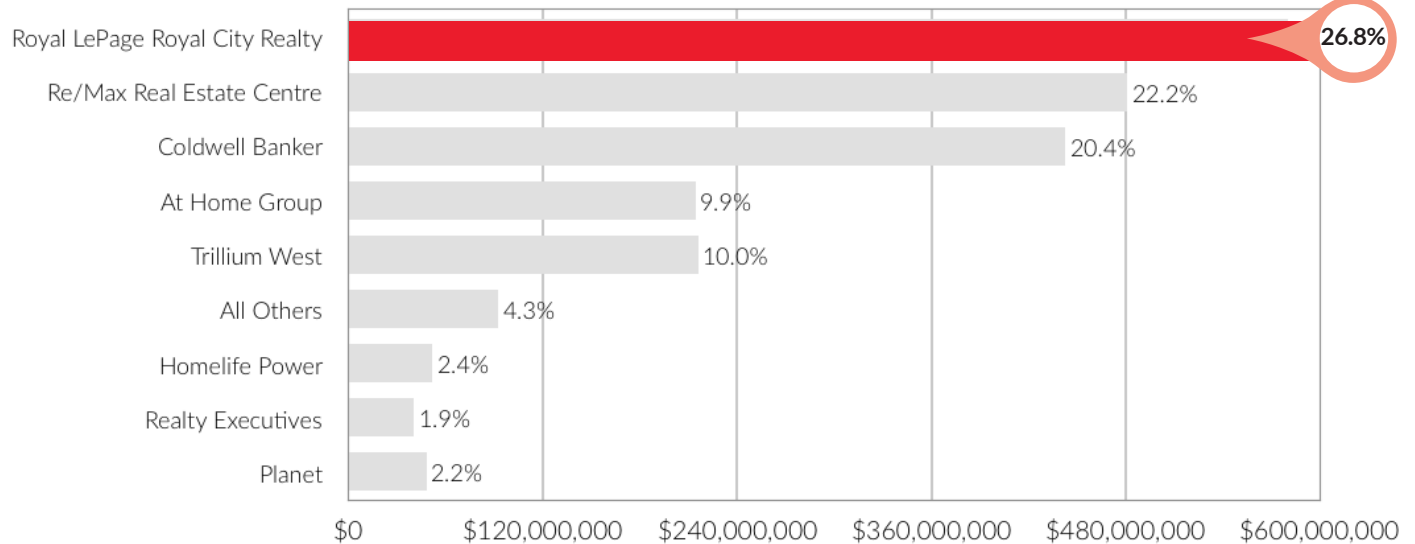


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

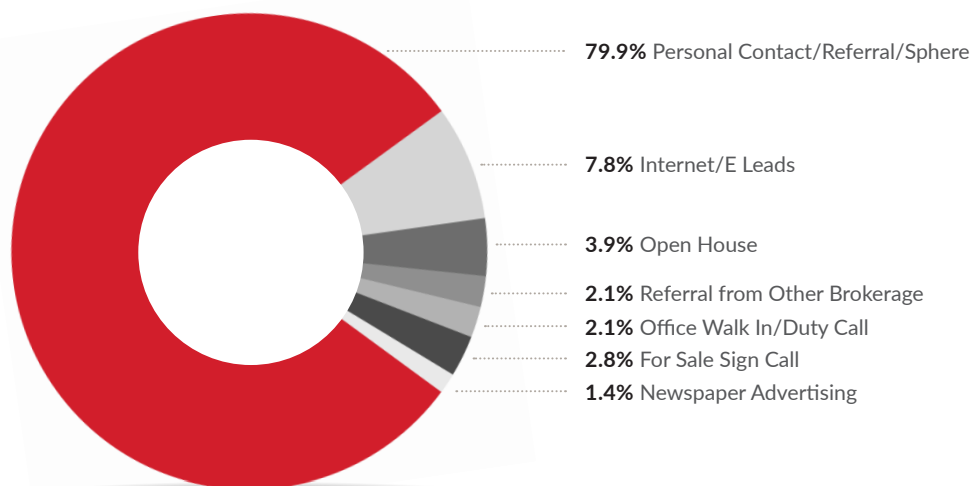
MARKET SHARE BY \$VOLUME

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

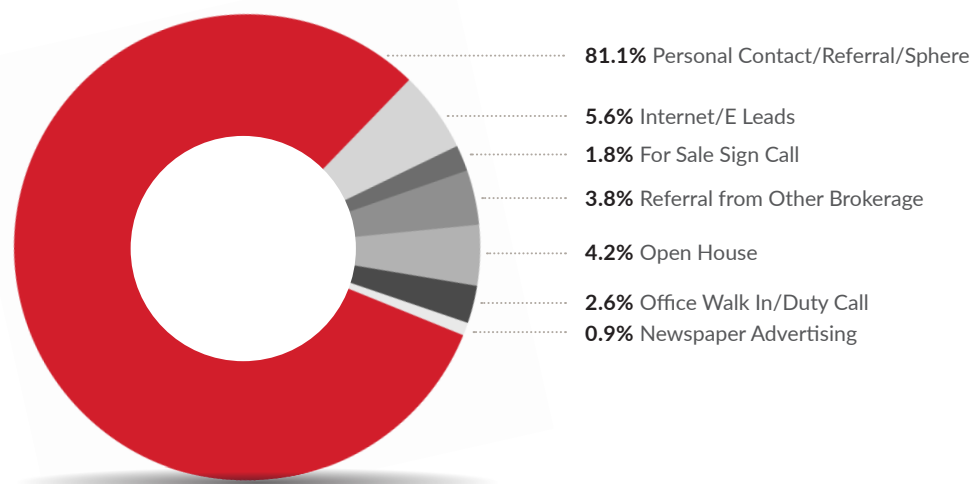


SOURCE OF BUSINESS

SOURCE OF BUYERS 2019 HOW WE'LL FIND YOUR BUYER



SOURCE OF LISTINGS 2019 WHERE OUR LISTINGS COME FROM



OUR LOCATIONS

FIVE CONVENIENT LOCATIONS TO SERVE YOU



FERGUS

T. 519.843.1365

840 Tower Street S., Fergus



GUELPH

T. 519.824.9050

848 Gordon Street, Suite 101, Guelph



ROCKWOOD

T. 519.856.9922

118 Main Street S., Rockwood



GUELPH

T. 519.821.6191

214 Speedvale Ave W., Guelph



GUELPH (COMMERCIAL)

T. 519.821.6191

1467 Gordon Street Unit L1, Guelph