

# PUSLINCH REAL ESTATE MARKET REPORT

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## MARCH 2020

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R-CITY | R-TEAM | R-NUMBERS



## PUSLINCH OVERVIEW

# BUYER'S MARKET

IT WAS ANOTHER QUITE MONTH FOR THIS SMALL SAMPLE SIZE AS LISTING ACTIVITY JOINED SALES ACTIVITY AND PRICES IN DECREASING.



### YEAR-TO-DATE SALES VOLUME OF \$20,710,609

Down **38.87%** from 2019's **\$33,880,646**. Unit sales of **23** are down **25.8%** from 2019's **31**, with **65** new listings down **18.75%**, and a **35.38%** sales/listings ratio down **-3.37%**.



### MARCH SALES VOLUME OF \$6,402,605

Down **50.75%** from 2019's **\$13,001,148**. Unit sales of **9** are down **30.77%** from last March's **13**, with **22** new listings down **31.25%**, and a **40.91%** sales/listing ratio down **24.31%**.



### YEAR-TO-DATE AVERAGE SALE PRICE OF \$959,340

Down from **\$1,107,085** one year ago. Median sale price of **\$889,000** down from **\$999,900** one year ago. Average days-on-market of **49.33** is down **5.34** days from last year.



## MARCH NUMBERS

MEDIAN SALE PRICE -18.95%

**\$770,000**

SALES VOLUME -50.75%

**\$6,402,605**

UNIT SALES -30.77%

**9**

NEW LISTINGS -31.25%

**22**

EXPIRED LISTINGS NO CHANGE

**6**

UNIT SALES/LISTINGS RATIO -24.31%

**40.91%**

Year over year comparison  
(March 2019 to March 2020)

\*Year-to-date (YTD): is a period starting from the beginning of the current calendar year and continuing up to the present day (March - December 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**  
 2018 vs. 2019 vs. 2020

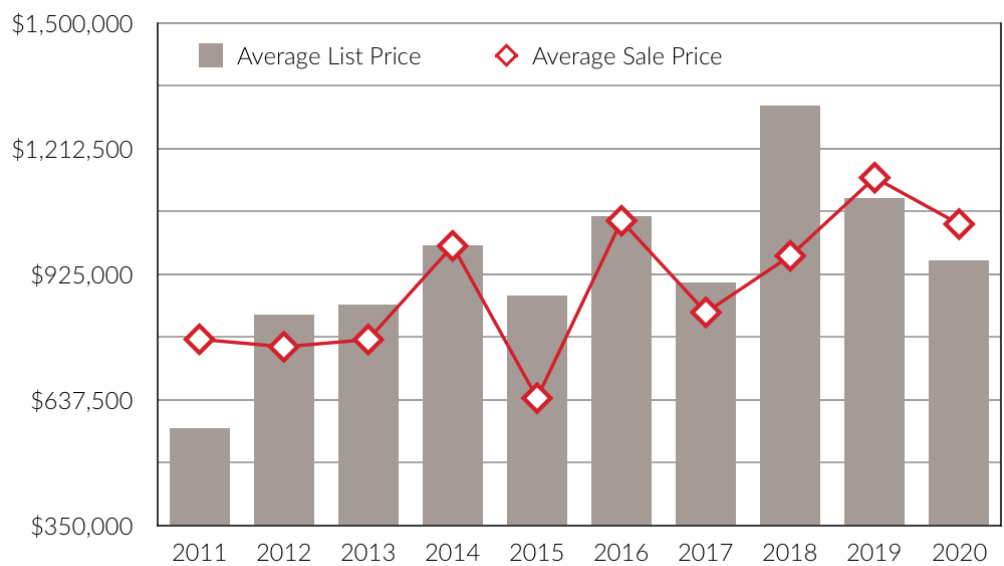
Year-Over-Year	2018	2019	2020	2019-2020
Year-To-Date (YTD) Volume Sales	\$20,590,900	\$33,880,646	\$20,710,609	-38.87%
YTD Unit Sales	22	31	23	-25.81%
YTD New Listings	48	80	65	-18.75%
YTD Sales/Listings Ratio	45.83%	38.75%	35.38%	-3.37%
YTD Expired Listings	3	15	21	+40%
March Volume Sales	\$12,247,900	\$13,001,148	\$6,402,605	-50.75%
March Unit Sales	12	13	9	-30.77%
March New Listings	14	32	22	-31.25%
March Sales/Listings Ratio	50%	65.22%	40.91%	-24.31%
March Expired Listings	0	6	6	No Change
YTD Sales: Under \$0-\$199K	1	0	0	No Change
YTD Sales: Under \$200K-\$349K	1	0	2	Up from 0
YTD Sales: Under \$350K-\$549K	2	6	7	+16.67%
YTD Sales: Under \$550K-\$749K	1	4	2	-50%
YTD Sales: Under \$750K-\$999K	7	8	3	-62.5%
YTD Sales: \$1M+	10	13	7	-46.15%
YTD Average Days-On-Market	39.33	54.67	49.33	-9.76%
YTD Average Sale Price	\$858,344	\$1,107,085	\$959,340	-13.35%
YTD Median Sale Price	\$1,015,000	\$999,900	\$889,000	-11.09%

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

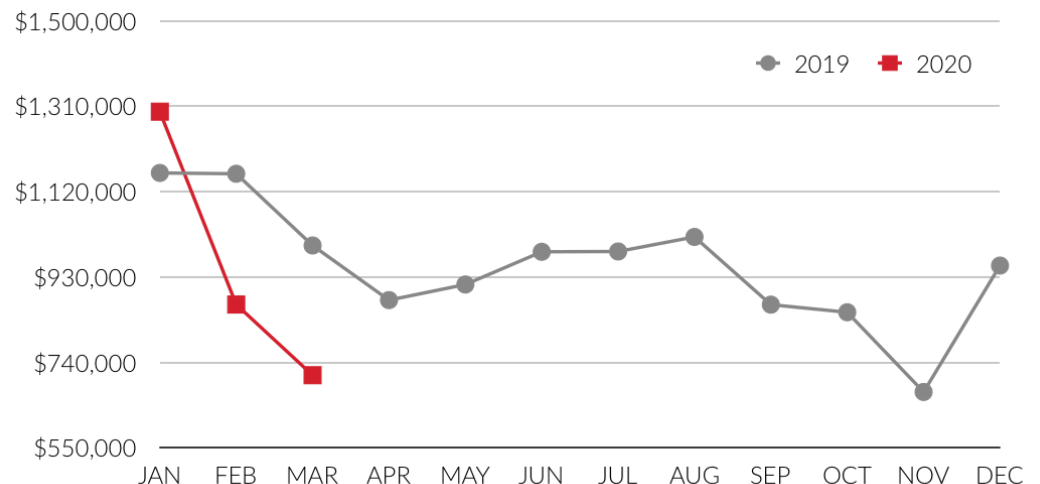
# AVERAGE SALE PRICE

PUSLINCH

## YEAR OVER YEAR



## MONTH OVER MONTH 2019 VS. 2020

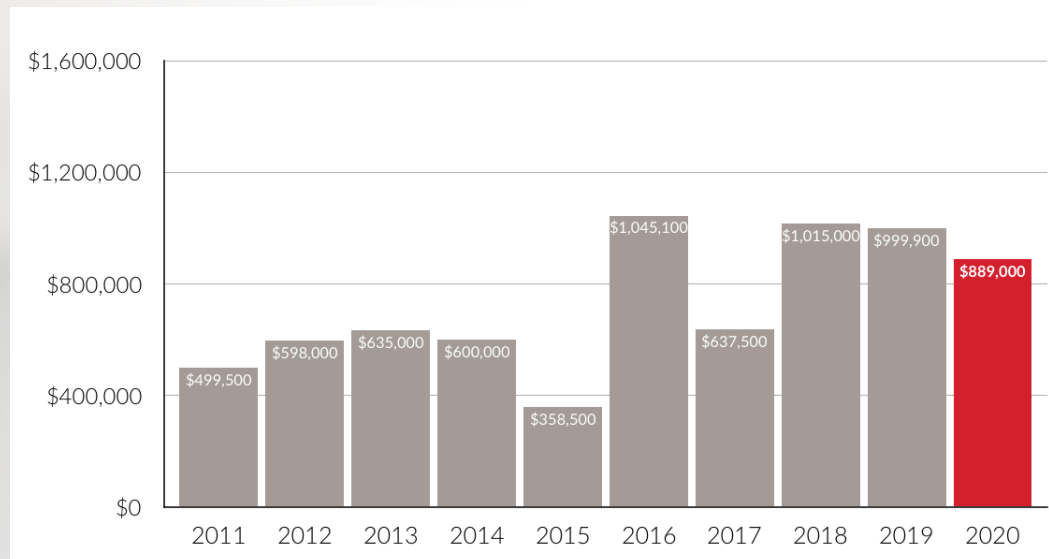




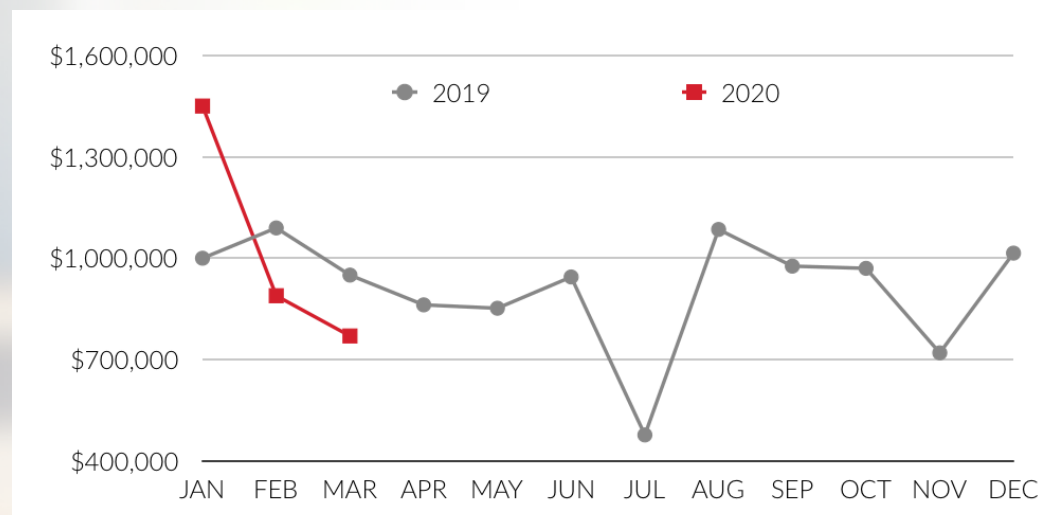
# MEDIAN SALE PRICE

## PUSLINCH

### YEAR OVER YEAR



### MONTH OVER MONTH 2019 VS. 2020

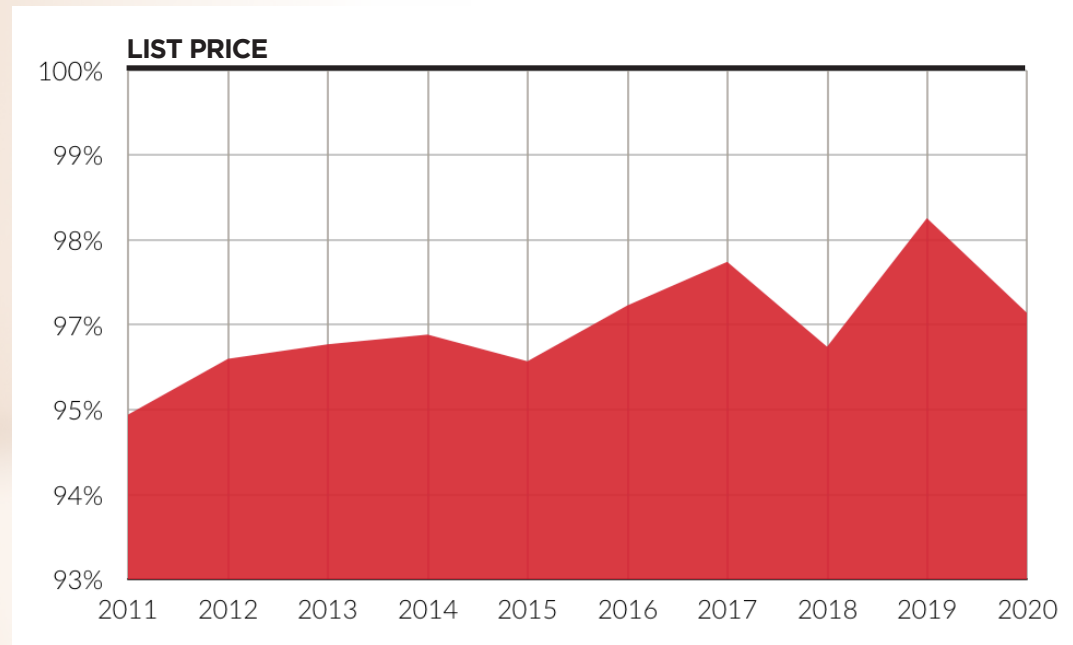


\* Median sale price is based on residential sales (including freehold and condominiums).

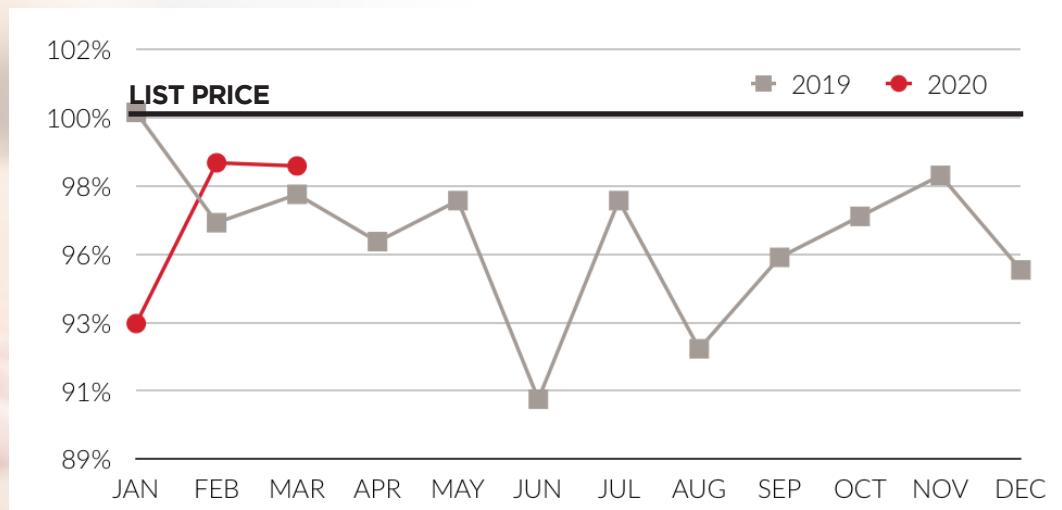
# SALE PRICE vs. LIST PRICE RATIO

PUSLINCH

## YEAR OVER YEAR



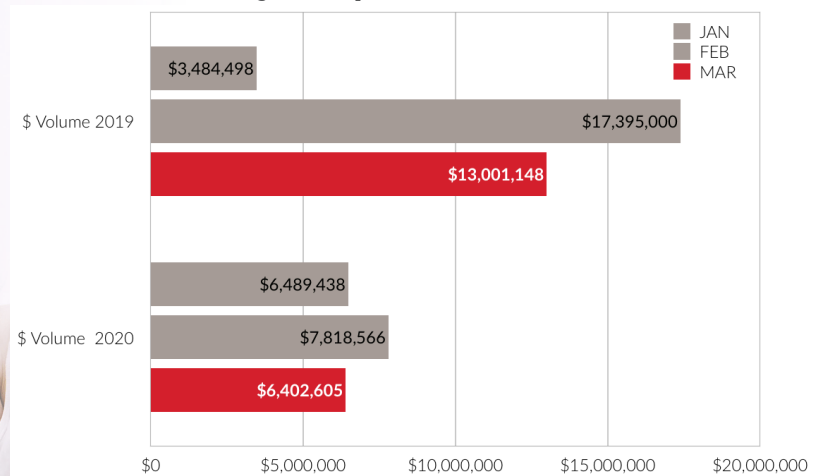
## MONTH OVER MONTH 2019 VS. 2020



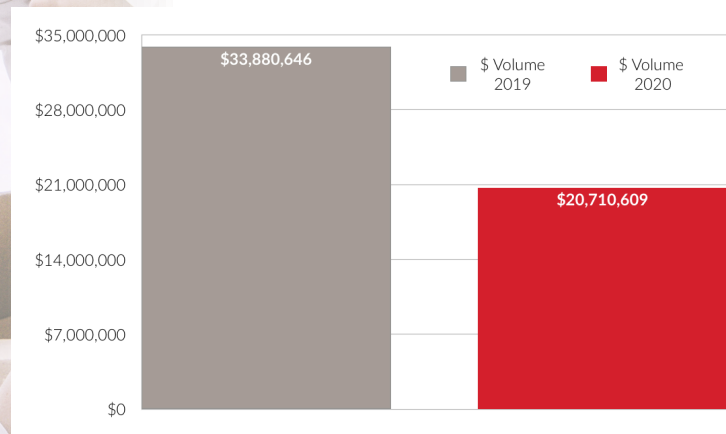
# \$ VOLUME SALES

## PUSLINCH

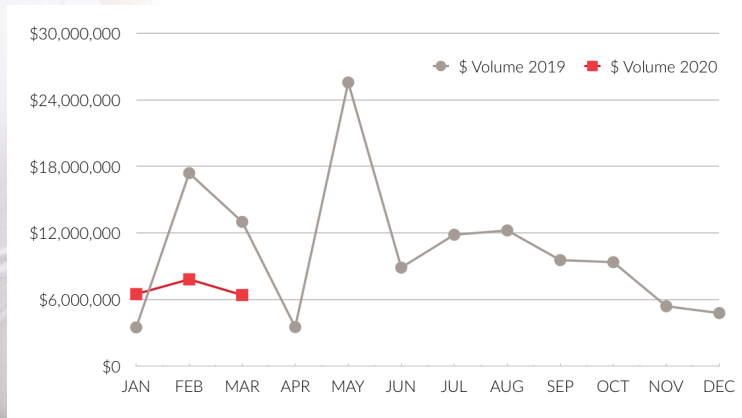
Monthly Comparison 2019 VS. 2020



Yearly Totals 2019 VS. 2020



Month vs. Month 2019 VS. 2020

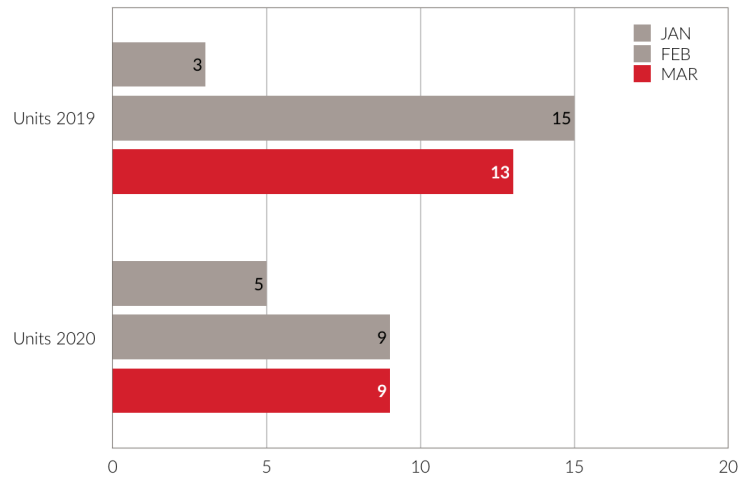




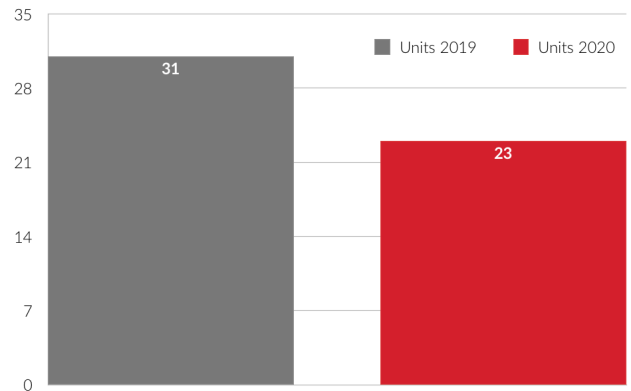
# UNIT SALES

## PUSLINCH

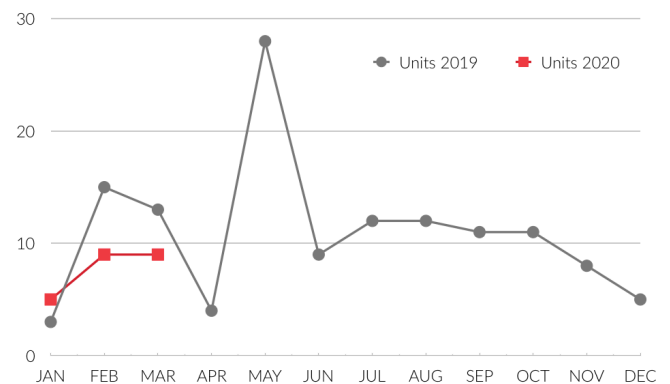
### Monthly Comparison 2019 VS. 2020



### Yearly Totals 2019 VS. 2020

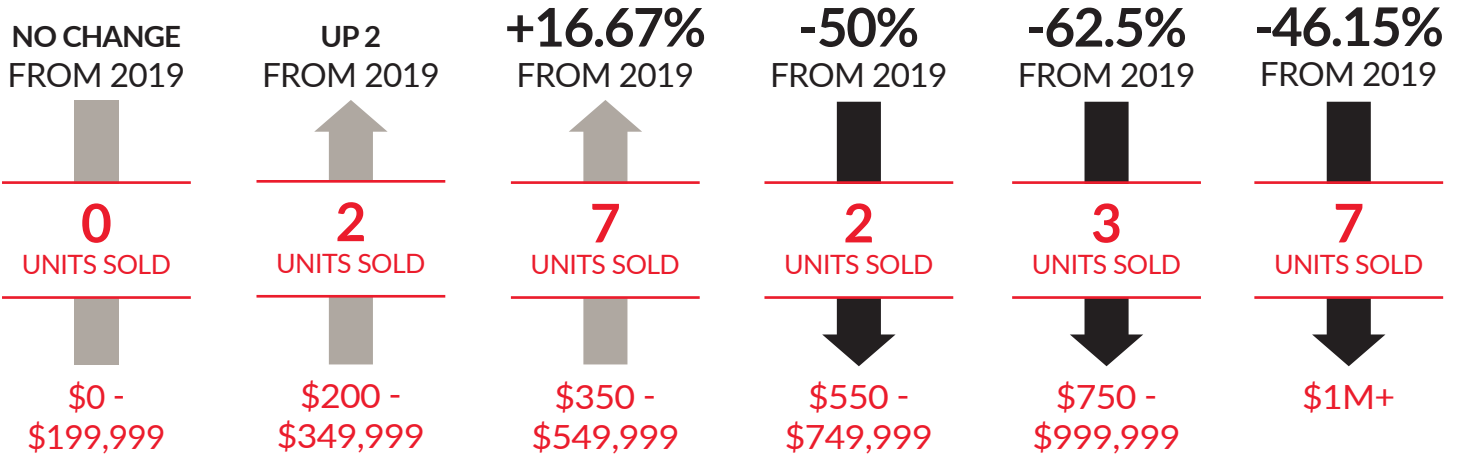


### Month vs. Month 2019 VS. 2020



# SALES BY PRICE BRACKET

PUSLINCH- YEAR TO DATE



# SALES BY TYPE

## PUSLINCH

### FREEHOLD HOME SALES

-35.67%

YTD  
SALES VOLUME  
**\$16,929,043**

-21.74%

YTD  
UNIT SALES  
**18**

-17.81%

YTD AVERAGE  
SALE PRICE  
**\$940,502**

-53.55%

MARCH  
SALES VOLUME  
**\$5,167,605**

-36.36%

MARCH  
UNIT SALES  
**7**

### CONDOMINIUM HOME SALES

DOWN FROM  
\$871,000

YTD  
SALES VOLUME  
**\$0**

DOWN  
FROM 1

YTD  
UNIT SALES  
**0**

DOWN FROM  
\$871,000

YTD AVERAGE  
SALE PRICE  
**\$0**

NO CHANGE

MARCH  
SALES VOLUME  
**\$0**

NO CHANGE

MARCH  
UNIT SALES  
**0**

### VACANT LAND SALES

-38.62%

YTD  
SALES VOLUME  
**\$1,621,566**

-40%

YTD  
UNIT SALES  
**3**

+2.29%

YTD AVERAGE  
SALE PRICE  
**\$540,522**

-4.04%

MARCH  
SALES VOLUME  
**\$475,000**

NO CHANGE

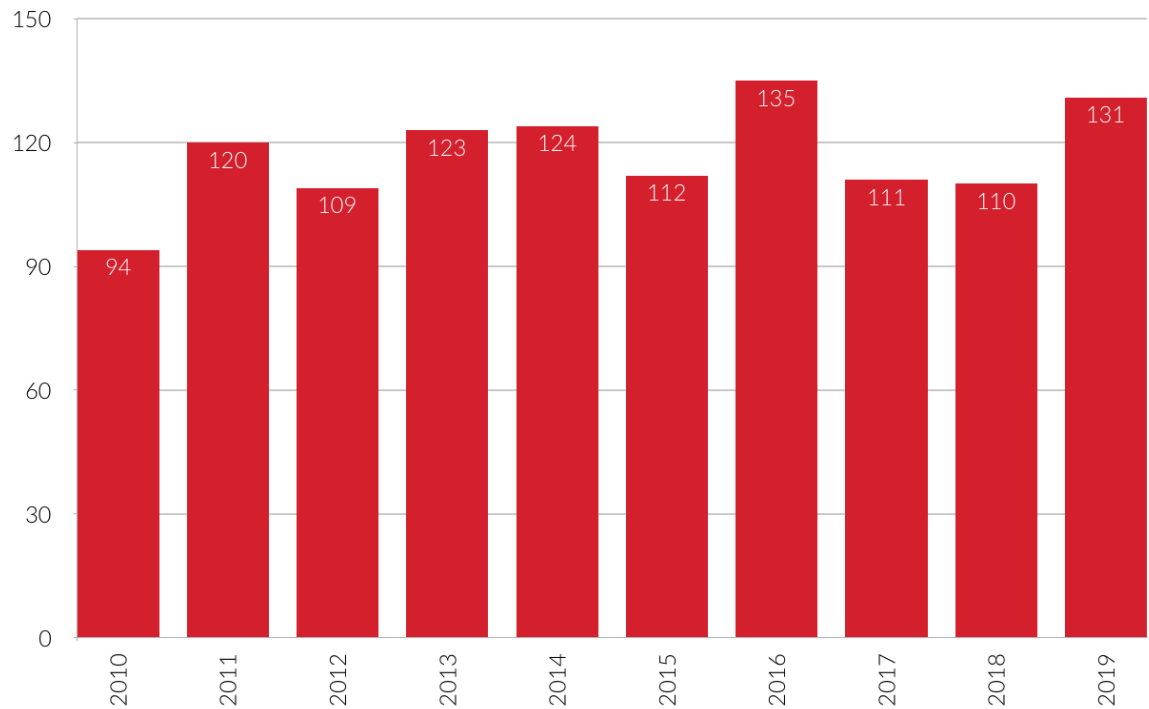
MARCH  
UNIT SALES  
**1**

Year over year comparison (March 2019 to March 2020)



# 10 YEAR MARKET ANALYSIS

## PUSLINCH - UNITS SOLD

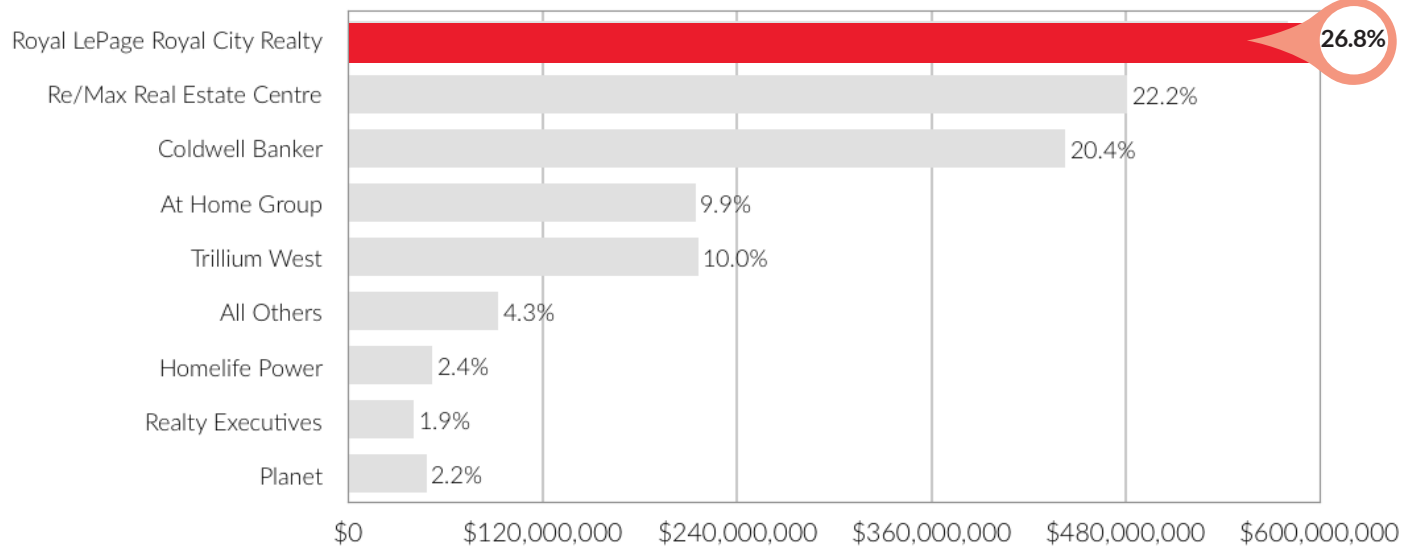


# MARKET DOMINANCE

## WELLINGTON COUNTY'S #1 BROKERAGE!

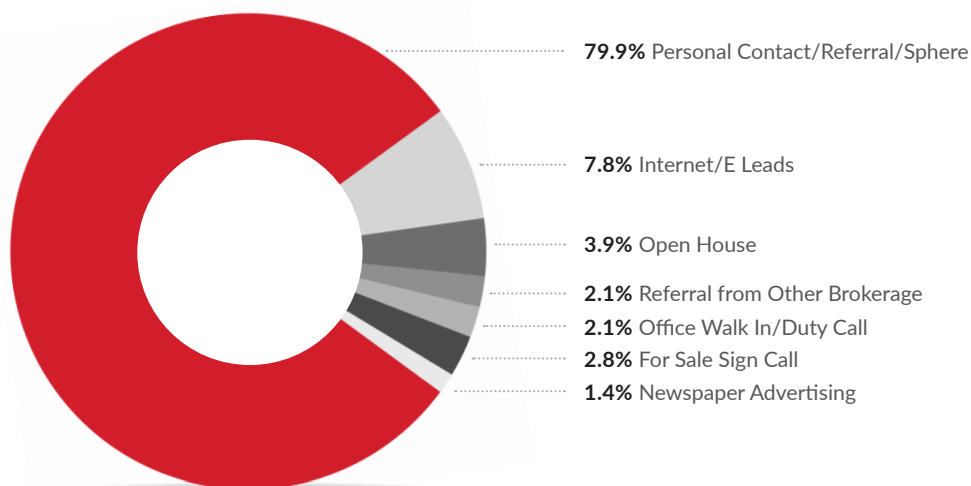
### MARKET SHARE BY \$VOLUME

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

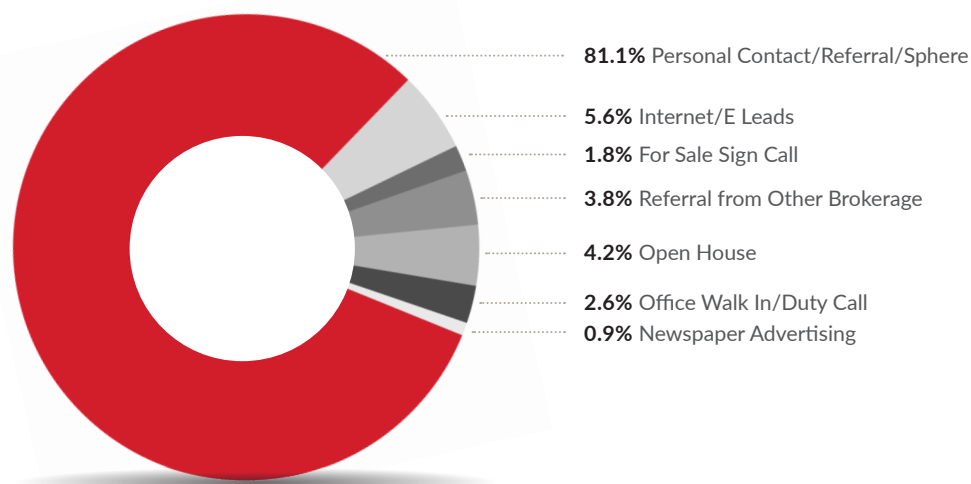


# SOURCE OF BUSINESS

## 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