

PUSLINCH REAL ESTATE MARKET REPORT APRIL 2020

R-CITY | R-TEAM | R-NUMBERS



PUSLINCH OVERVIEW SELLER'S MARKET

LISTING ACTIVITY WAS DOWN THIS MONTH WHILE SALES ACTIVITY PICKED UP IN THIS SMALL SAMPLE SIZE IN SPITE OF THE EFFECTS OF COVID-19.



YEAR-TO-DATE SALES VOLUME OF \$29,331,109

Down **21.56%** from 2019's **\$37,394,646**. Unit sales of **30** are down **14.29%** from 2019's **35**, with **72** new listings down **37.39%**, and a **41.67%** sales/listings ratio up **11.23%**.



APRIL SALES VOLUME OF \$8,620,500

Up **145.32%** from 2019's **\$3,514,000**. Unit sales of **7** are up **75%** from last April's **4**, with **6** new listings down **82.86%**, and a **116.67%** sales/listing ratio up **105.24%**.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$1,027,630

Down from **\$1,049,939** one year ago. Median sale price of **\$994,500** up from **\$974,950** one year ago. Average days-on-market of **51.5** is down **4** days from last year.



APRIL NUMBERS

MEDIAN SALE PRICE +27.61%

\$1,100,000

SALES VOLUME +145.32%

\$8,620,500

UNIT SALES +75%

7

NEW LISTINGS -82.86%

6

EXPIRED LISTINGS +66.67%

5

UNIT SALES/LISTINGS RATIO +105.24%

116.67%

Year over year comparison
(April 2019 to April 2020)

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

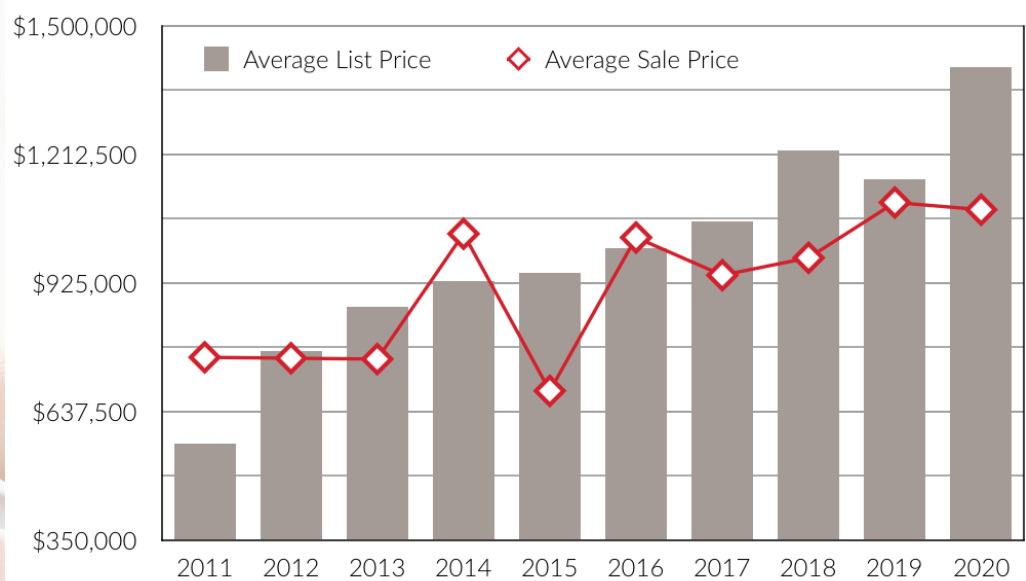
Year-Over-Year	2018	2019	2020	2019-2020
Year-To-Date (YTD) Volume Sales	\$30,896,800	\$37,394,646	\$29,331,109	-21.56%
YTD Unit Sales	33	35	30	-14.29%
YTD New Listings	66	115	72	-37.39%
YTD Sales/Listings Ratio	50%	30.43%	41.67%	+11.23%
YTD Expired Listings	8	18	26	+44.44%
April Volume Sales	\$10,305,900	\$3,514,000	\$8,620,500	+145.32%
April Unit Sales	11	4	7	+75%
April New Listings	18	35	6	-82.86%
April Sales/Listings Ratio	61.11%	11.43%	116.67%	+105.24%
April Expired Listings	5	3	5	+66.67%
YTD Sales: Under \$0-\$199K	1	1	0	Down from 1
YTD Sales: Under \$200K-\$349K	3	0	3	Up from 0
YTD Sales: Under \$350K-\$549K	2	7	7	No Change
YTD Sales: Under \$550K-\$749K	3	4	2	-50%
YTD Sales: Under \$750K-\$999K	9	8	4	-50%
YTD Sales: \$1M+	15	15	14	-6.67%
YTD Average Days-On-Market	39.75	55.5	51.5	-7.21%
YTD Average Sale Price	\$877,983	\$1,049,939	\$1,027,630	-2.12%
YTD Median Sale Price	\$1,006,750	\$974,950	\$994,500	+2.01%

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

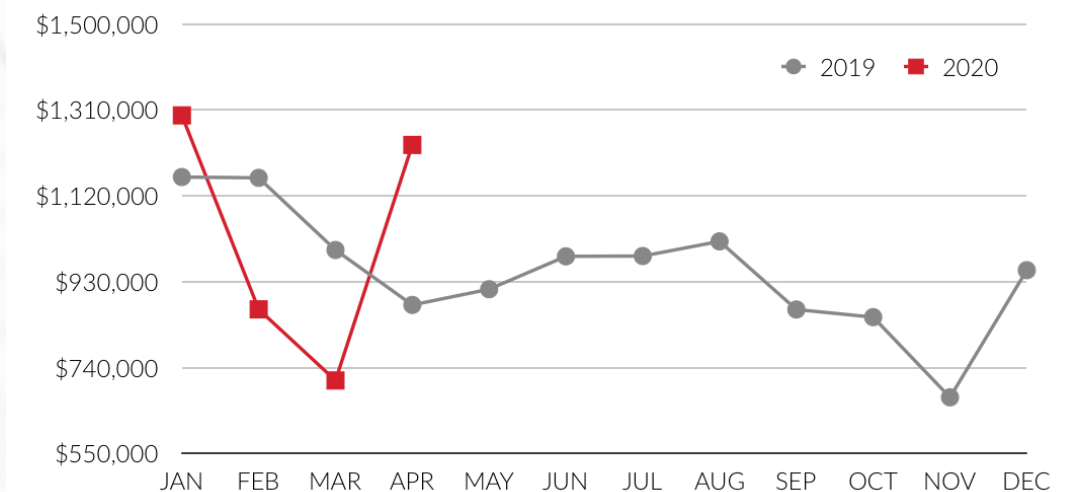
AVERAGE SALE PRICE

PUSLINCH

YEAR OVER YEAR



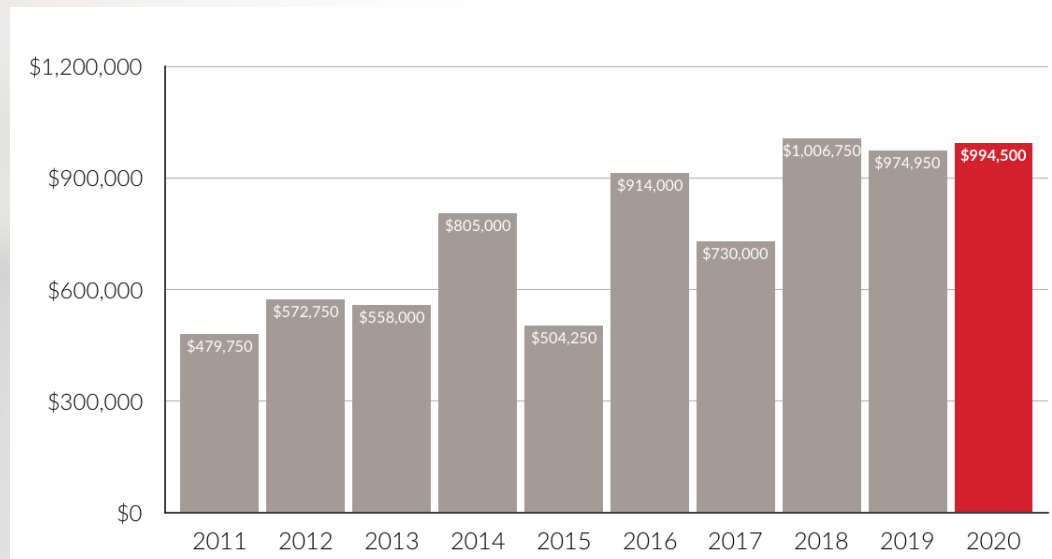
MONTH OVER MONTH 2019 VS. 2020



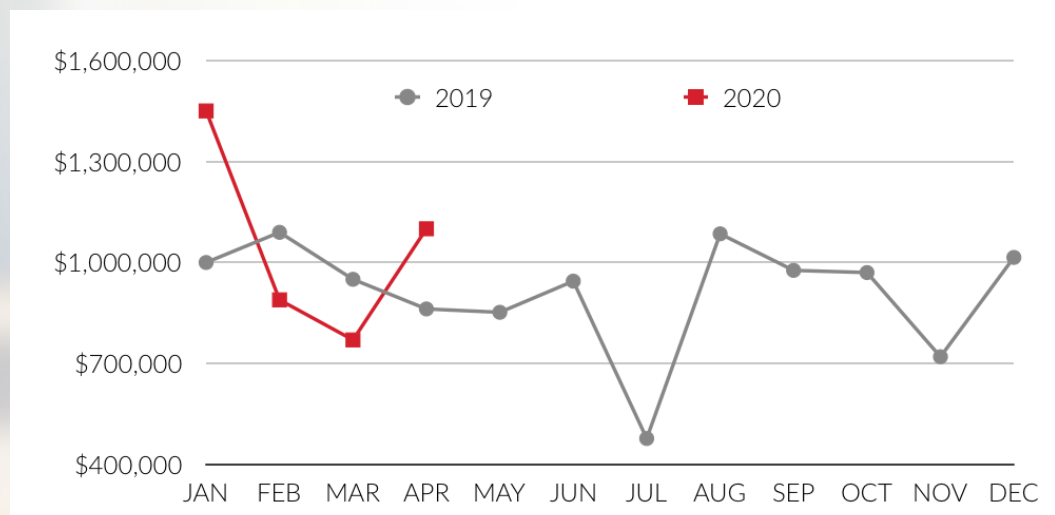
MEDIAN SALE PRICE

PUSLINCH

YEAR OVER YEAR



MONTH OVER MONTH 2019 VS. 2020

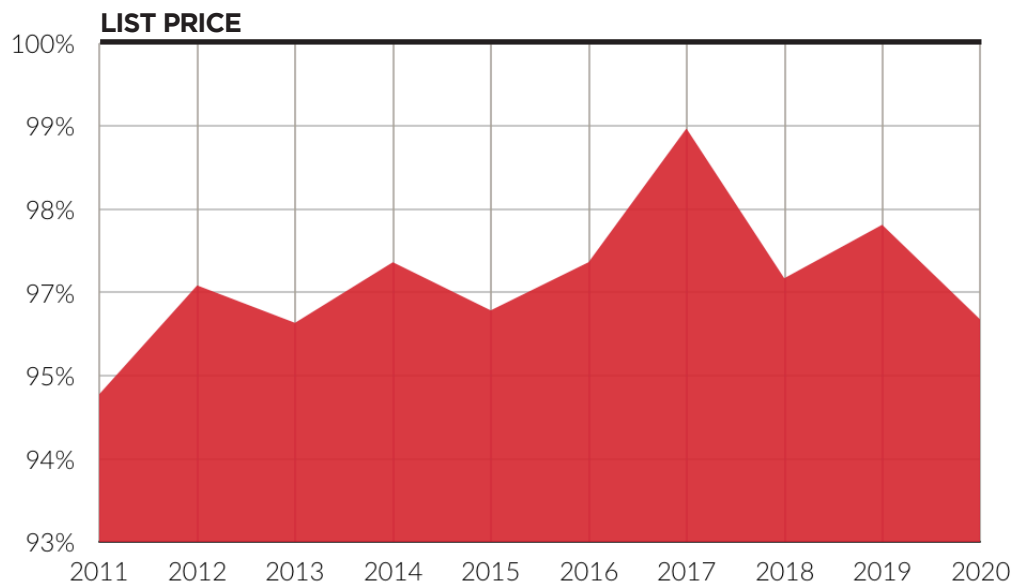


* Median sale price is based on residential sales (including freehold and condominiums).

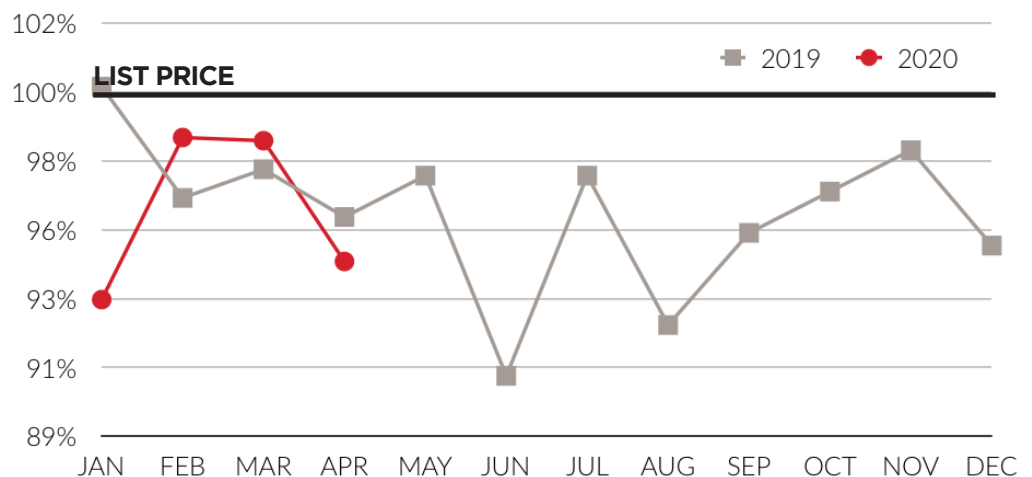
SALE PRICE vs. LIST PRICE RATIO

PUSLINCH

YEAR OVER YEAR



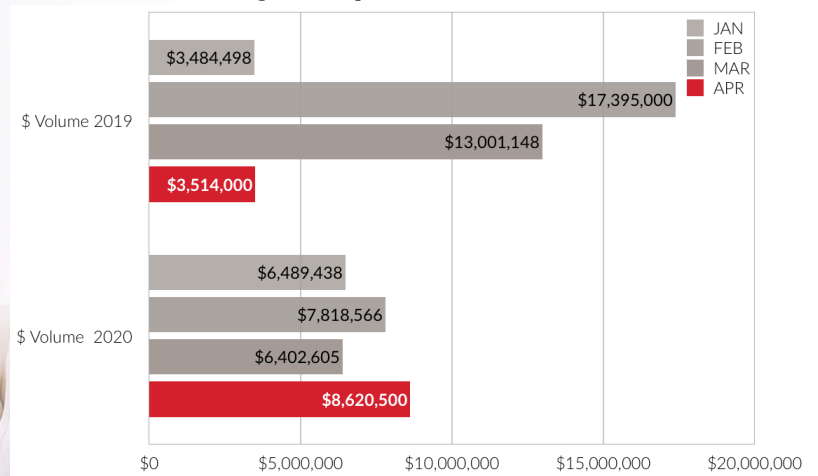
MONTH OVER MONTH 2019 VS. 2020



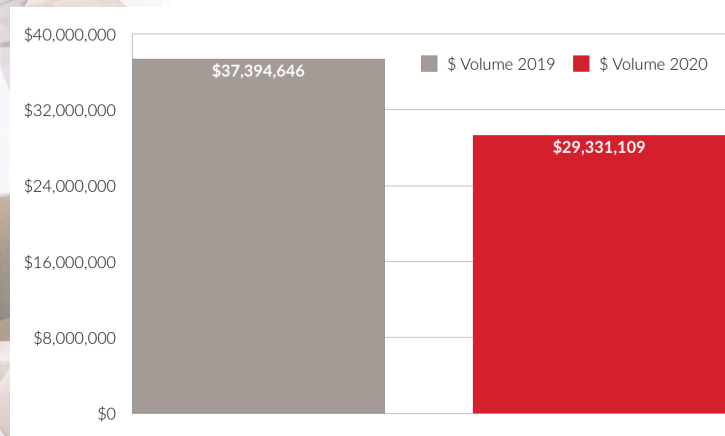
\$ VOLUME SALES

PUSLINCH

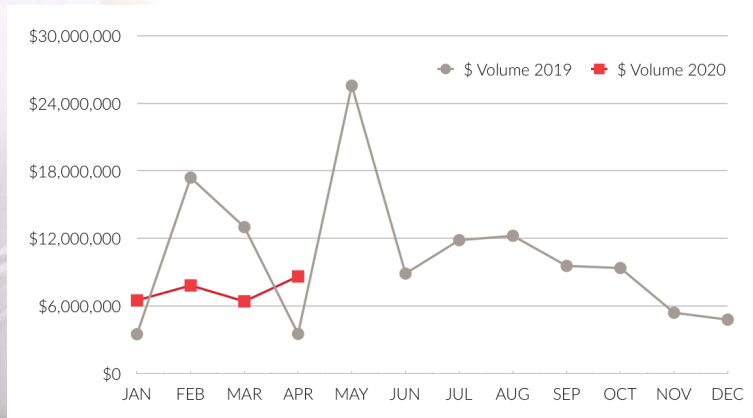
Monthly Comparison 2019 VS. 2020



Yearly Totals 2019 VS. 2020



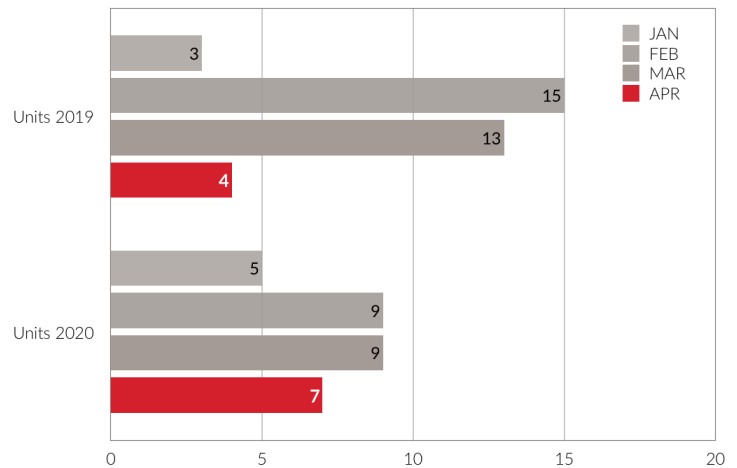
Month vs. Month 2019 VS. 2020



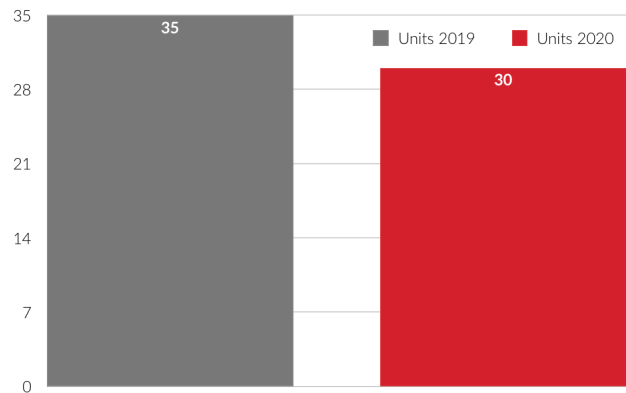
UNIT SALES

PUSLINCH

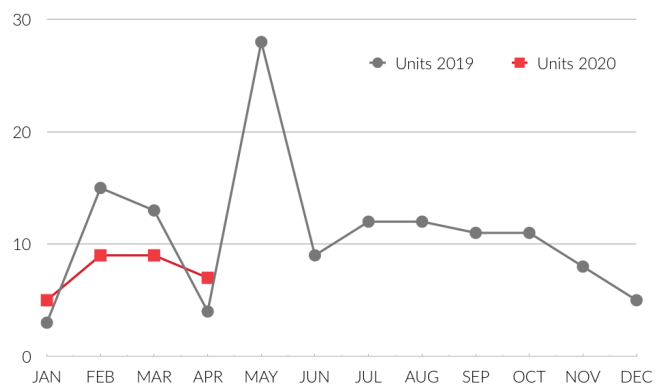
Monthly Comparison 2019 VS. 2020



Yearly Totals 2019 VS. 2020

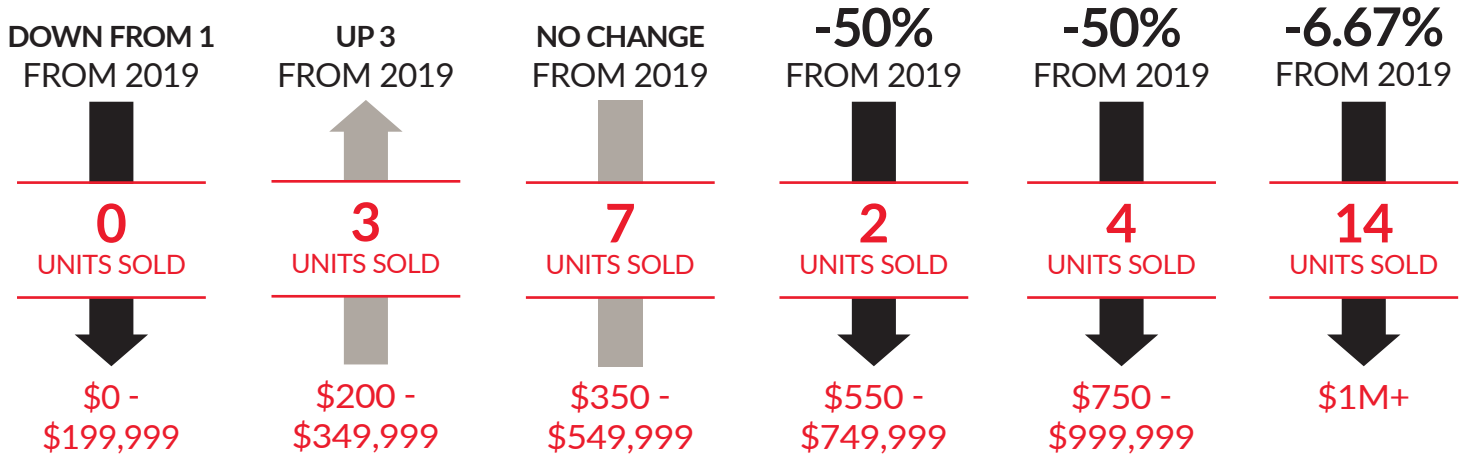


Month vs. Month 2019 VS. 2020



SALES BY PRICE BRACKET

PUSLINCH- YEAR TO DATE



SALES BY TYPE

PUSLINCH

FREEHOLD HOME SALES

-14.35%

YTD
SALES VOLUME
\$25,549,543

-7.41%

YTD
UNIT SALES
25

-7.5%

YTD AVERAGE
SALE PRICE
\$1,021,982

+145.32%

APRIL
SALES VOLUME
\$8,620,500

+75%

APRIL
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

APRIL
SALES VOLUME
\$0

NO CHANGE

APRIL
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

NO CHANGE

APRIL
SALES VOLUME
\$0

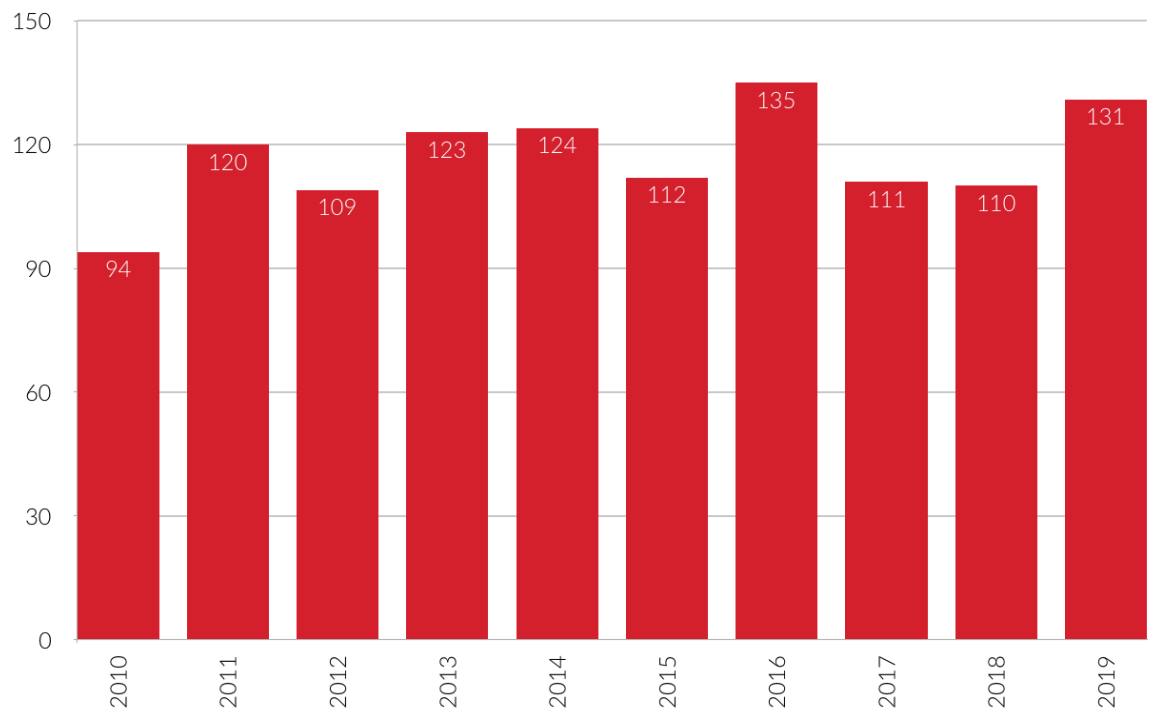
NO CHANGE

APRIL
UNIT SALES
0

Year over year comparison (April 2019 to April 2020)

10 YEAR MARKET ANALYSIS

PUSLINCH - UNITS SOLD

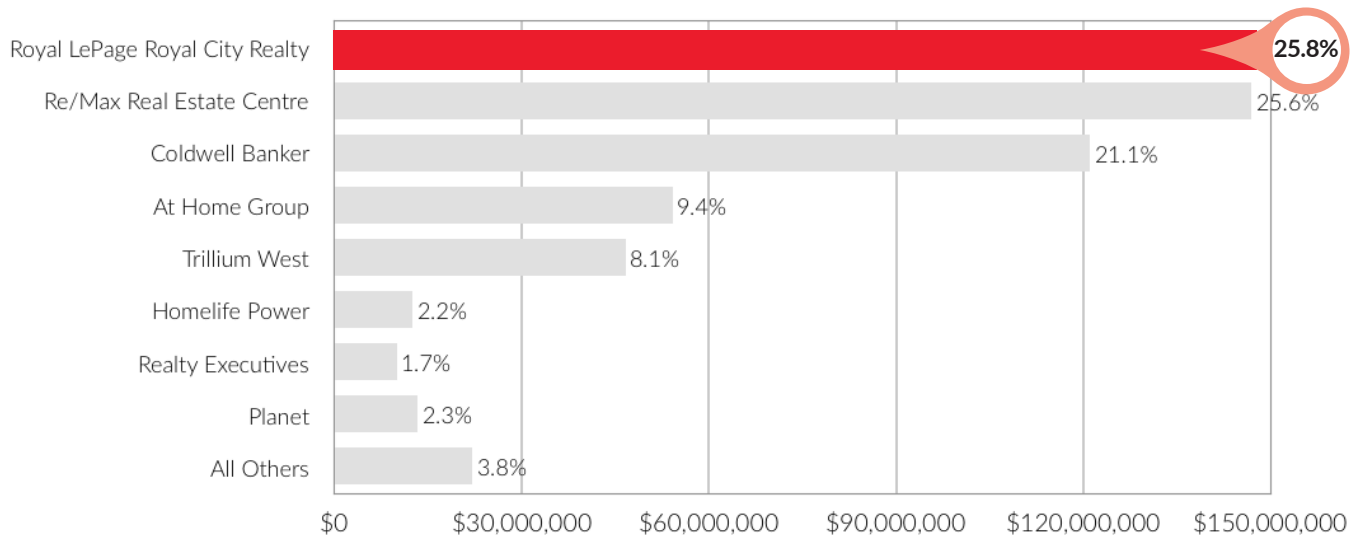


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

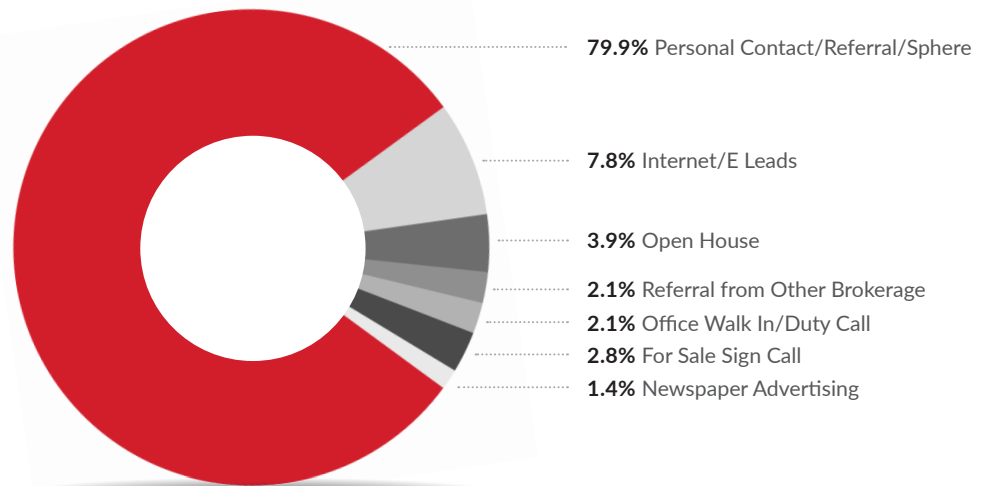
MARKET SHARE BY \$VOLUME

Listing Selling Ends Combined for GUELPH BASED COMPANIES
January - April 2020

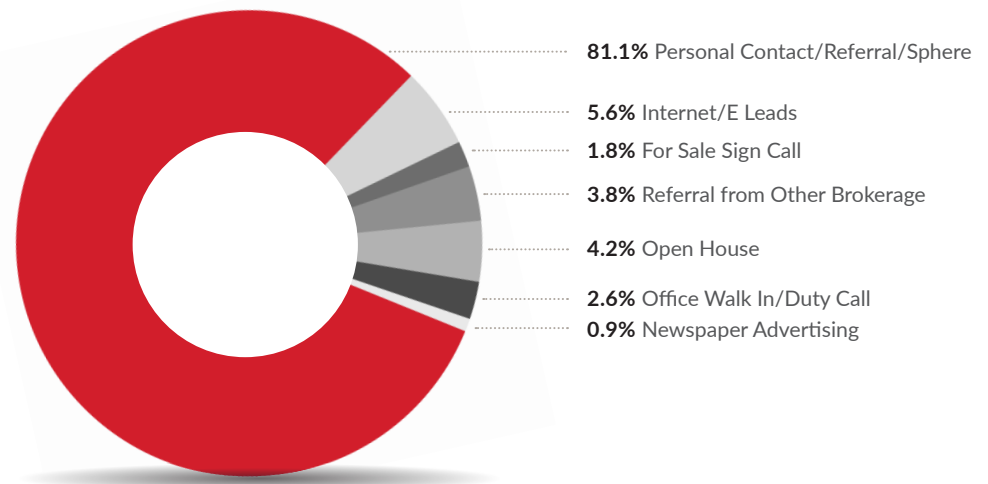


SOURCE OF BUSINESS

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