



2020 JUNE

PUSLINCH

Real Estate Market Report



OVERVIEW

SELLER'S MARKET

Puslinch saw a significant increase in sales activity and a moderate increase in listing activity this month. While slight variations can show big changes in this small sample size, these numbers are comparable to Puslinch's market in May of last year.



June sales volume of \$28,163,500

Up 217.35% from 2019's \$8,874,500 with unit sales of 27 up 200% from last June's 9. New listings of 39 are up 25.81% from a year ago, with the sales/listing ratio of 69.23% up 40.2%.



Year-to-date sales volume of \$65,947,109

Down 8.2% from 2019's \$71,840,454 with unit sales of 64 down 11.11% from 2019's 72. New listings of 134 are down 27.96% from a year ago, with the sales/listing ratio of 47.76% up 9.05%.



Year-to-date average sale price of \$1,057,691

Up from \$1,016,512 one year ago with median sale price of \$1,063,750 up from \$947,250 one year ago. Average days-on-market of 56.17 is equal to last year.

JUNE NUMBERS

Median Sale Price

\$1,027,500

+8.79%

Sales Volume

\$28,163,500

+217.35%

Unit Sales

27

+200%

New Listings

39

+25.81%

Expired Listings

6

-14.29%

Unit Sales/Listings Ratio

69.23%

+40.2%

*Year over year comparison
(June 2019 to June 2020)*

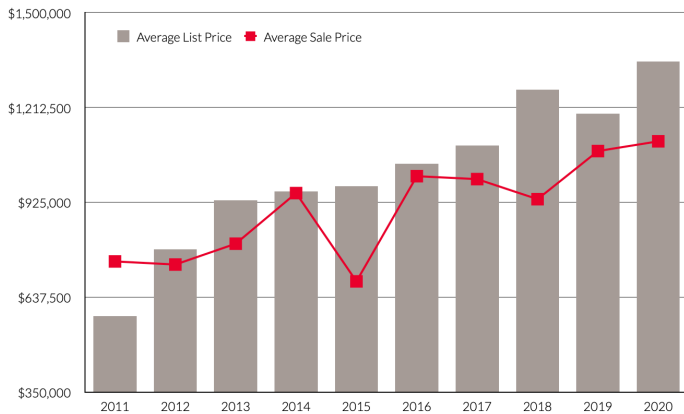


THE MARKET IN DETAIL

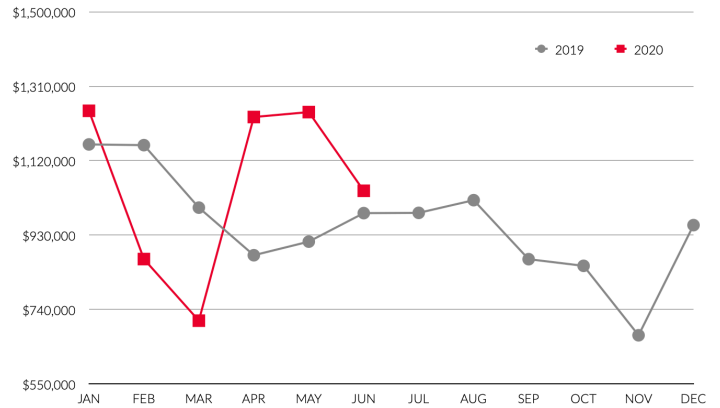
	2018	2019	2020	2019-2020
Year-To-Date (YTD) Volume Sales	\$43,818,334	\$71,840,454	\$65,947,109	-8.2%
YTD Unit Sales	52	72	64	-11.11%
YTD New Listings	122	186	134	-27.96%
YTD Sales/Listings Ratio	42.62%	38.71%	47.76%	+9.05%
YTD Expired Listings	16	30	36	+20%
June Volume Sales	\$6,983,000	\$8,874,500	\$28,163,500	+217.35%
June Unit Sales	9	9	27	+200%
June New Listings	27	31	39	+25.81%
June Sales/Listings Ratio	33.33%	29.03%	69.23%	+40.2%
June Expired Listings	4	7	6	-14.29%
YTD Sales: Under \$0-\$199K	2	3	0	Down from 3
YTD Sales: Under \$200K-\$349K	4	3	3	No Change
YTD Sales: Under \$350K-\$549K	6	13	15	+15.38%
YTD Sales: Under \$550K-\$749K	9	7	2	-71.43%
YTD Sales: Under \$750K-\$999K	14	16	10	-37.5%
YTD Sales: \$1M+	17	30	34	+13.33%
YTD Average Days-On-Market	35.5	56.17	56.17	No Change
YTD Average Sale Price	\$813,613	\$1,016,512	\$1,057,691	+4.05%
YTD Median Sale Price	\$958,250	\$947,250	\$1,063,750	+12.3%

Wellington County MLS Sales and Listing Summary
2018 vs. 2019 vs. 2020

AVERAGE SALE PRICE

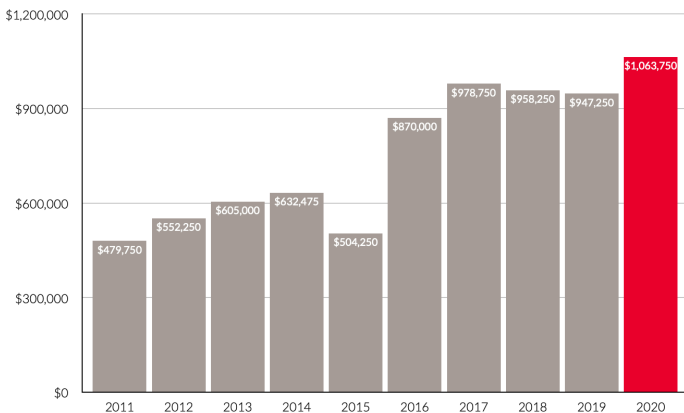


Year Over Year

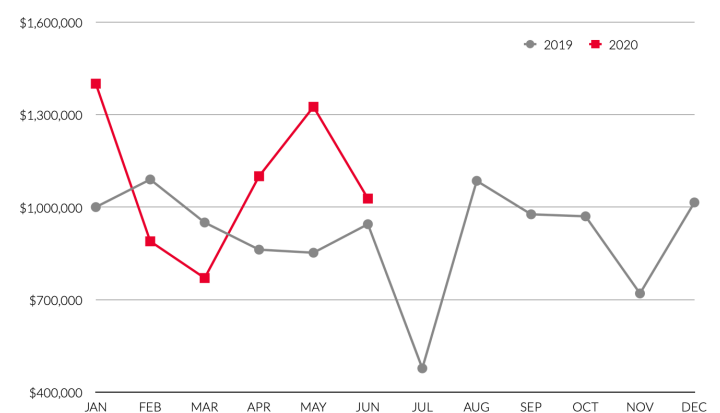


Month Over Month 2019 vs. 2020

MEDIAN SALE PRICE



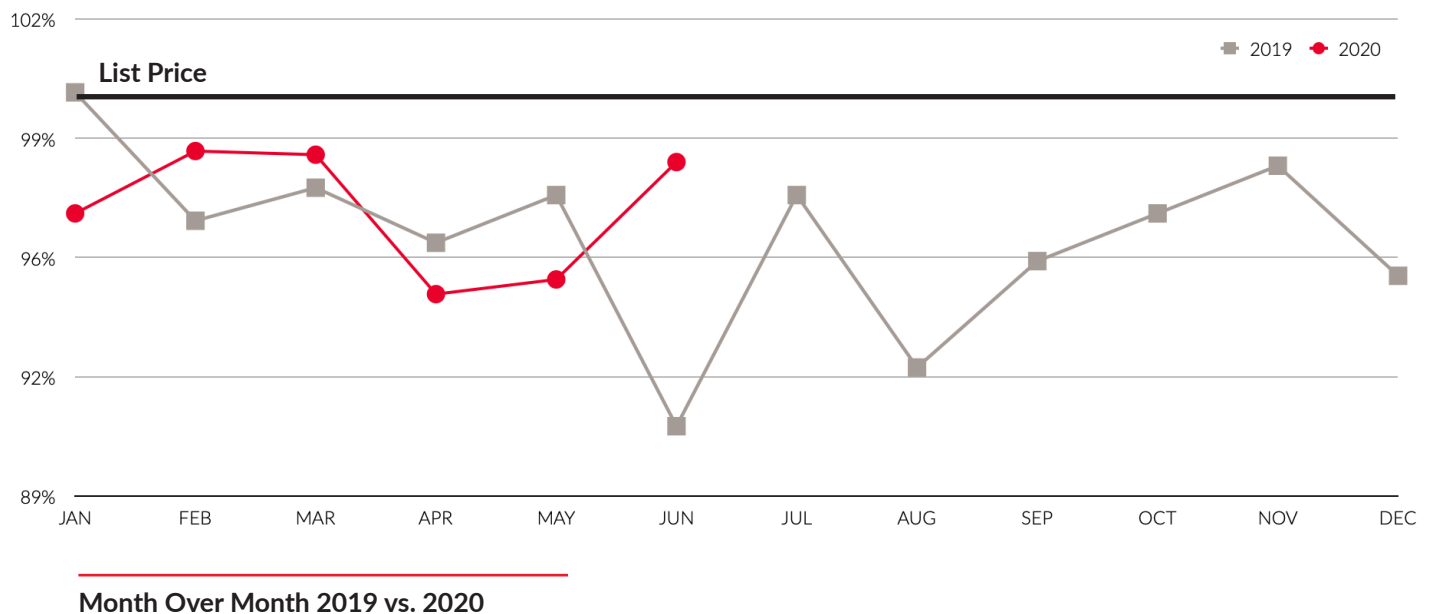
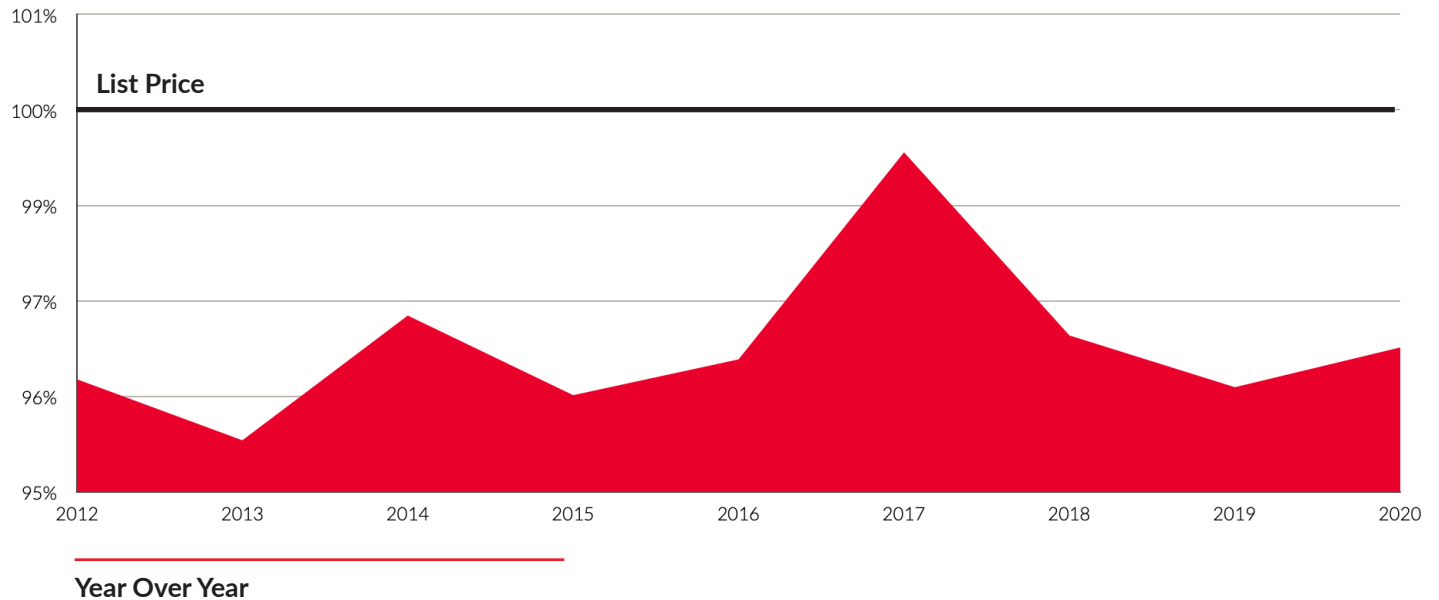
Year Over Year



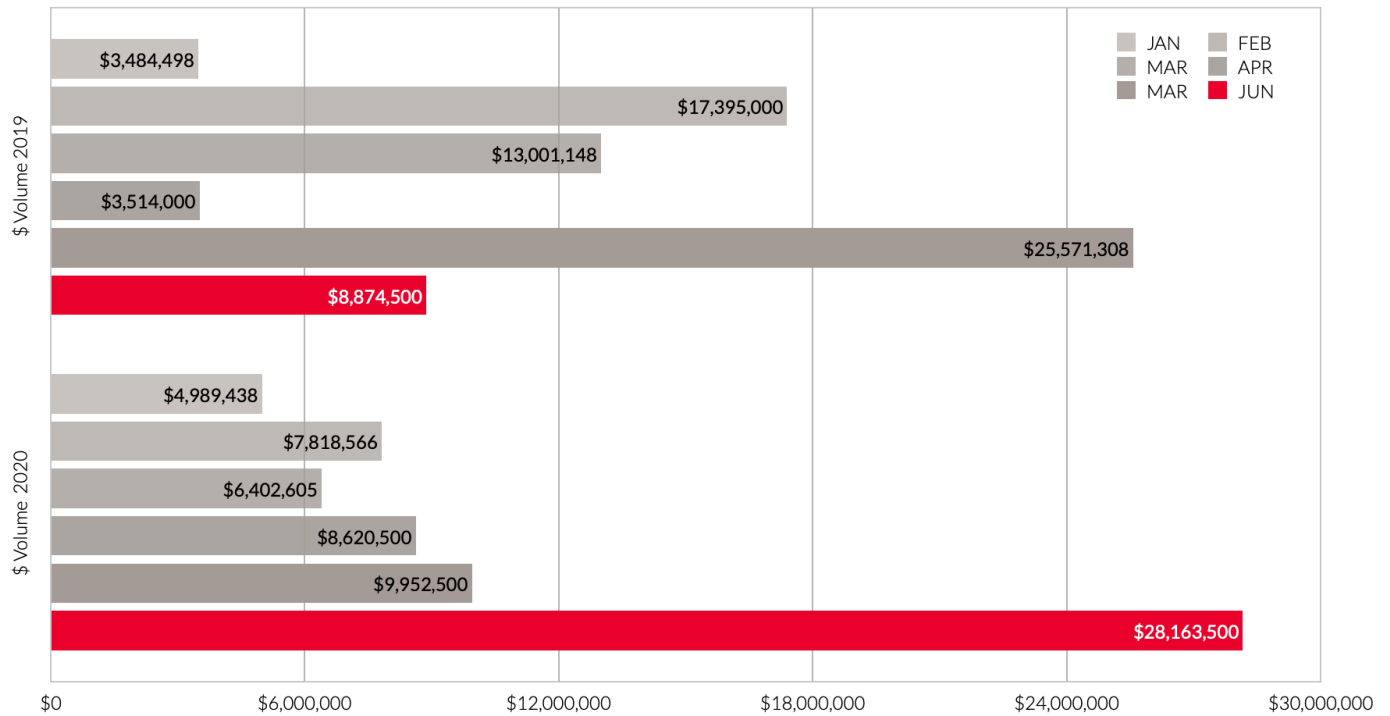
Month Over Month 2019 vs. 2020

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

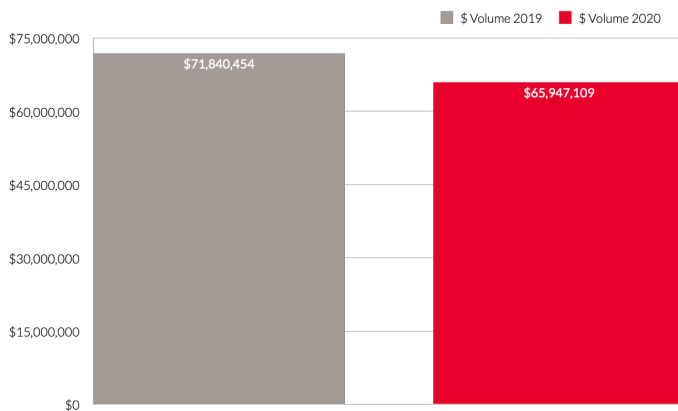
SALE PRICE VS. LIST PRICE RATIO



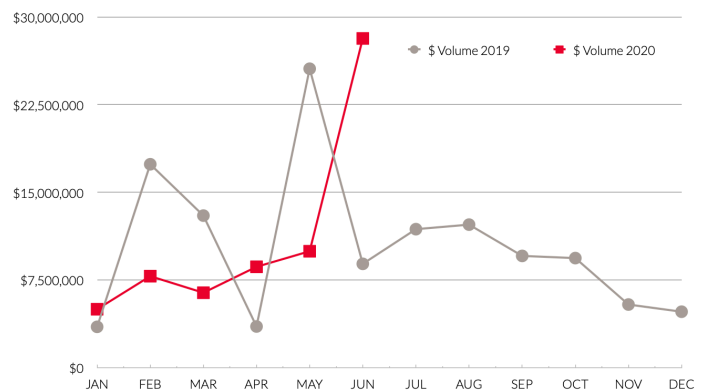
DOLLAR VOLUME SALES



Monthly Comparison 2019 vs. 2020

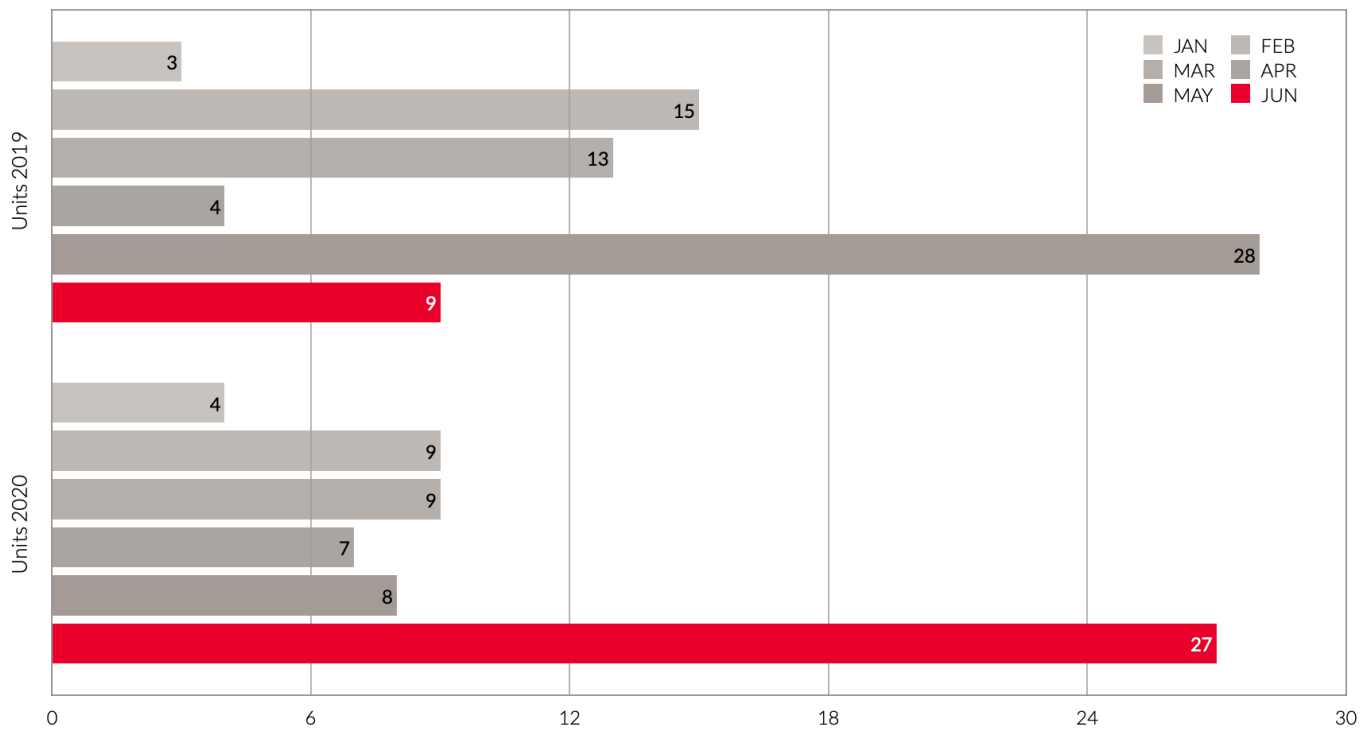


Yearly Totals 2019 vs. 2020

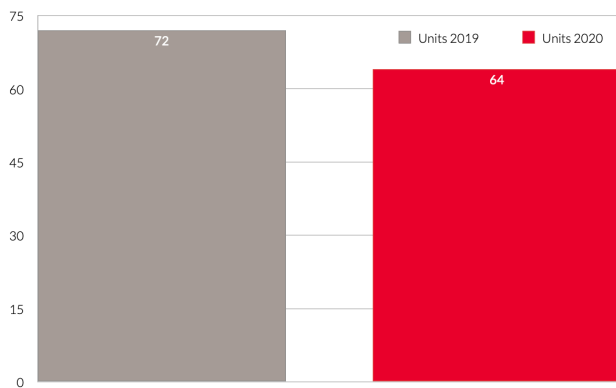


Month vs. Month 2019 vs. 2020

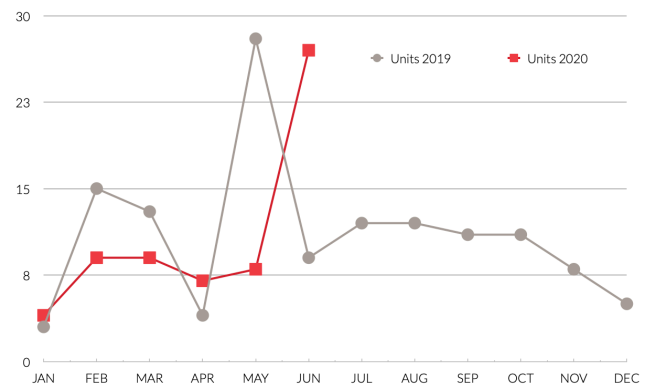
UNIT SALES



Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020



Month vs. Month 2019 vs. 2020

SALES BY TYPE


















FREEHOLD



CONDOMINIUM



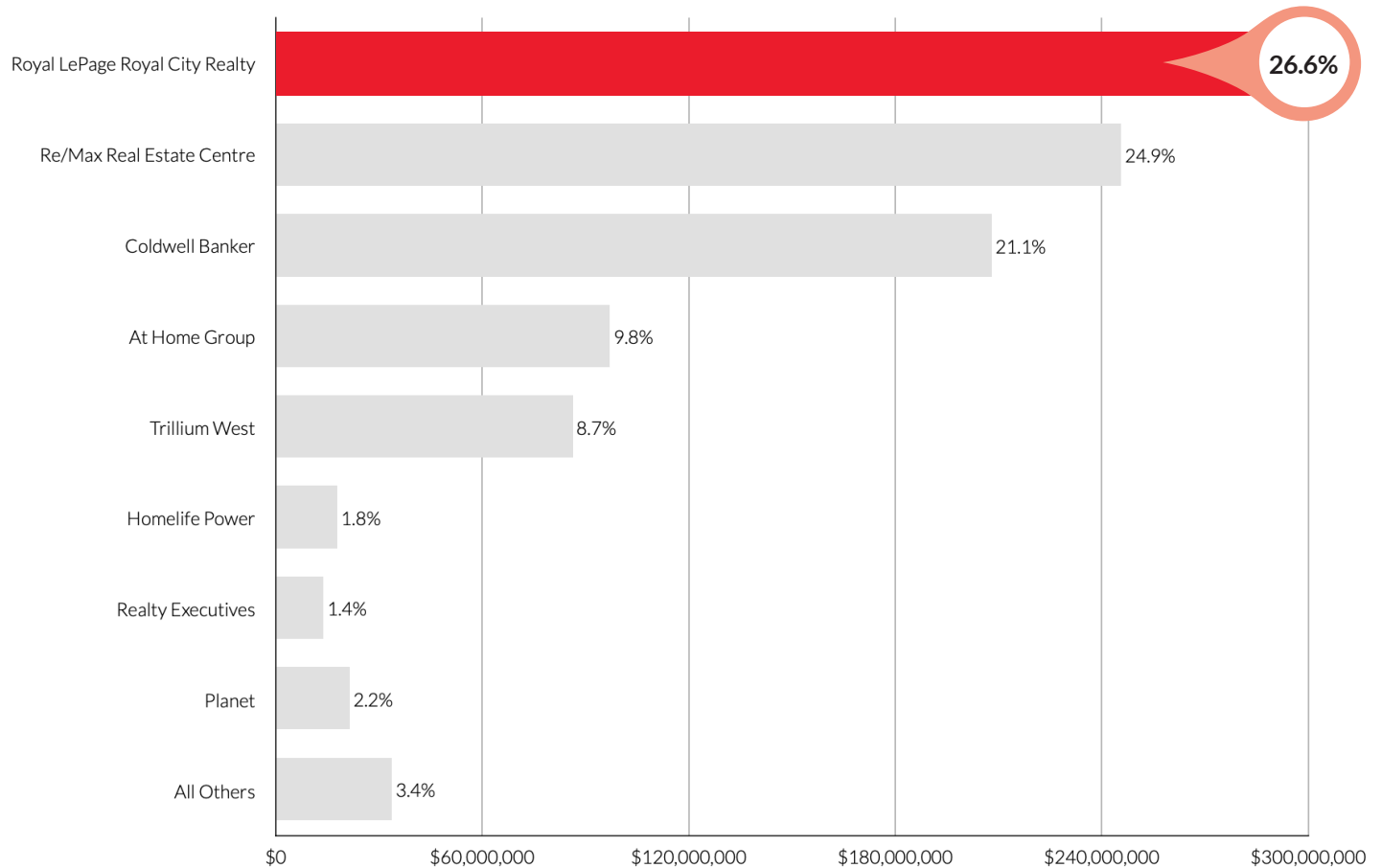
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$60,799,543 +5.14%	 \$0 Down from \$3,151,000	 \$1,621,566 -70.71%
YTD Unit Sales	 58 +3.57%	 0 Down from 3	 3 -66.67%
YTD Average Sale Price	 \$1,048,268 +1.51%	 \$0 Down from \$1,050,333	 \$540,522 -12.14%
June Sales Volume	 \$26,797,500 +393.55%	 \$0 Down from \$1,500,000	 \$0 Down from \$1,945,000
June Unit Sales	 26 +333.33%	 0 Down from 1	 0 Down from 2

Year Over Year Comparison (June 2019 to June 2020)



MARKET DOMINANCE

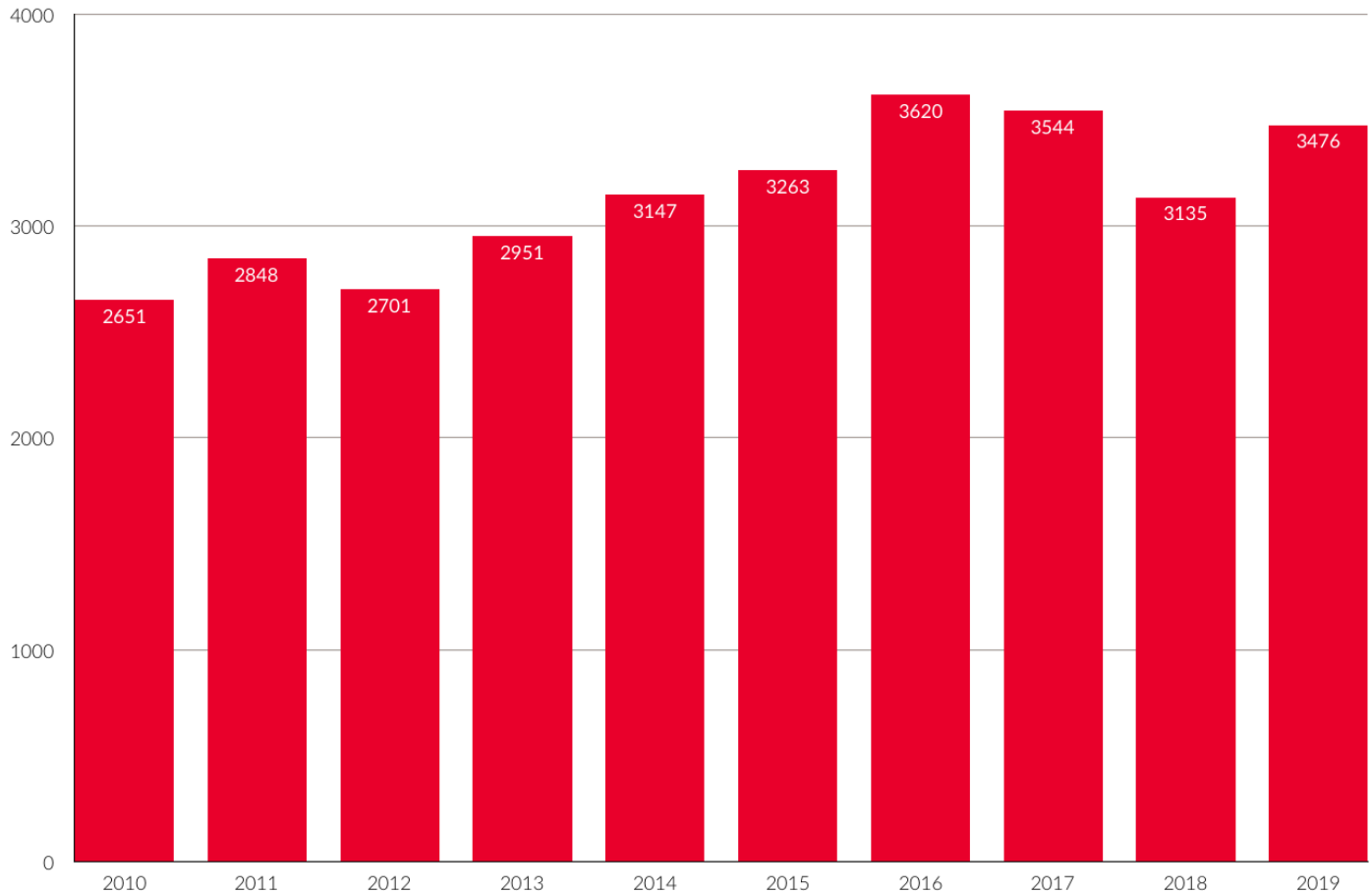


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
January - June 2020



10 YEAR MARKET ANALYSIS



Units Sold



SOURCE OF BUSINESS



SOURCE OF BUYERS 2019 How We'll Find Your Buyer

- 79.9% Personal Contact/Referral/Sphere
- 7.8% Internet/E Leads
- 3.9% Open House
- 2.1% Referral from Other Brokerage
- 2.1% Office Walk In/Duty Call
- 2.8% For Sale Sign Call
- 1.4% Newspaper Advertising



SOURCE OF LISTINGS 2019 Where Our Listings Come From

- 81.1% Personal Contact/Referral/Sphere
- 5.6% Internet/E Leads
- 1.8% For Sale Sign Call
- 3.8% Referral from Other Brokerage
- 4.2% Open House
- 2.6% Office Walk In/Duty Call
- 0.9% Newspaper Advertising

OUR LOCATIONS



ELORA

519-846-1365
9 Mill Street East, Elora



FERGUS

519-843-1365
840 Tower Street S., Fergus



GUELPH

519-824-9050
848 Gordon Street Unit 101, Guelph



GUELPH

519-821-6191
214 Speedvale Ave W., Guelph



GUELPH (COMMERCIAL)

519-836-8060
1467 Gordon Street Unit L1, Guelph



ROCKWOOD

519-856-9922
118 Main Street S., Rockwood



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