



2020 **AUGUST**

PUSLINCH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

SELLER'S MARKET

Puslinch saw a significant increase in sales activity but a significant decrease in listing activity this month. With unit sales outnumbering new listings demand is high in this small sample size.



August year-over-year sales volume of \$16,402,300

Up 34.12% from 2019's \$12,229,580 with unit sales of 19 up 58.33% from last August's 12. New listings of 14 are down 57.58% from a year ago, with the sales/listing ratio of 135.71% up 99.35%.



Year-to-date sales volume of \$107,763,430

Up 12.36% from 2019's \$95,910,794 with unit sales of 105 up 9.38% from 2019's 96. New listings of 176 are down 26.67% from a year ago, with the sales/listing ratio of 59.66% up 19.66%.



Year-to-date average sale price of \$1,044,799

Up from \$1,013,117 one year ago with median sale price of \$1,152,500 up from \$947,250 one year ago. Average days-on-market of 64 is up 5.25 days from last year.

AUGUST NUMBERS

Median Sale Price

\$1,304,500

+20.23%

Sales Volume

\$16,402,300

+34.12%

Unit Sales

19

+58.33%

New Listings

14

-57.58%

Expired Listings

6

-14.29%

Unit Sales/Listings Ratio

135.71%

+99.35%

*Year-over-year comparison
(August 2020 vs. August 2019)*

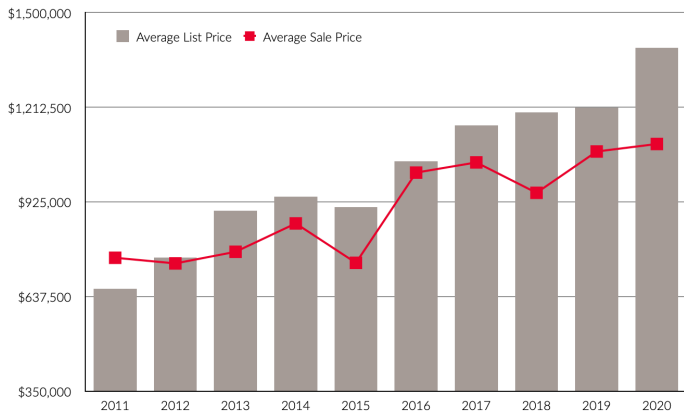


THE MARKET IN DETAIL

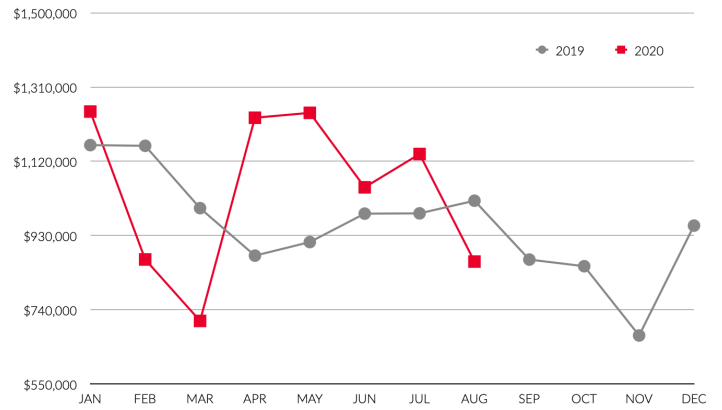
	2018	2019	2020	2019-2020
YTD Volume Sales	\$67,087,834	\$95,910,794	\$107,763,430	+12.36%
YTD Unit Sales	78	96	105	+9.38%
YTD New Listings	167	240	176	-26.67%
YTD Sales/Listings Ratio	46.71%	40%	59.66%	+19.66%
YTD Expired Listings	26	46	44	-4.35%
August Volume Sales	\$9,529,500	\$12,229,580	\$16,402,300	+34.12%
August Unit Sales	14	12	19	+58.33%
August New Listings	19	33	14	-57.58%
August Sales/Listings Ratio	73.68%	36.36%	135.71%	+99.35%
August Expired Listings	7	7	6	-14.29%
YTD Sales: Under \$0-\$199K	3	5	5	No Change
YTD Sales: Under \$200K-\$349K	8	3	5	+66.67%
YTD Sales: Under \$350K-\$549K	12	20	23	+15%
YTD Sales: Under \$550K-\$749K	10	8	5	-37.5%
YTD Sales: Under \$750K-\$999K	19	19	16	-15.79%
YTD Sales: \$1M+	26	41	51	+24.39%
YTD Average Days-On-Market	44.25	58.75	64	+8.94%
YTD Average Sale Price	\$838,419	\$1,013,117	\$1,044,799	+3.13%
YTD Median Sale Price	\$800,000	\$947,250	\$1,152,500	+21.67%

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

AVERAGE SALE PRICE

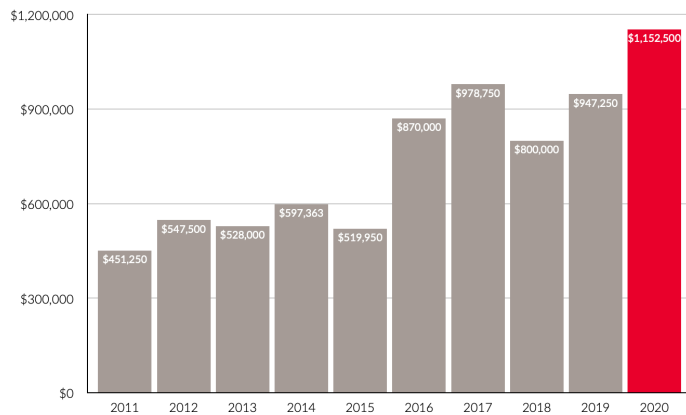


Year-Over-Year

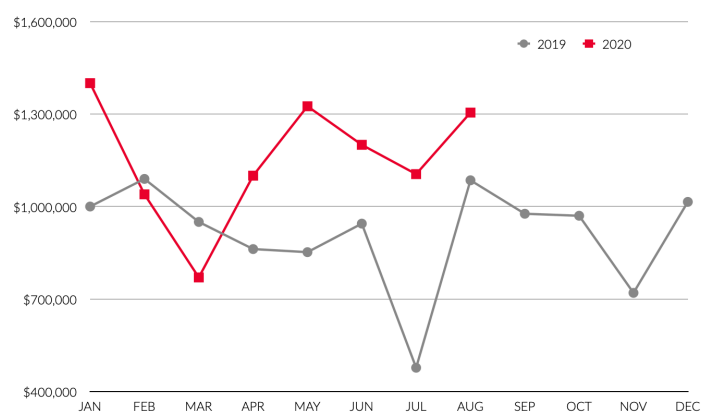


Month-Over-Month 2019 vs. 2020

MEDIAN SALE PRICE



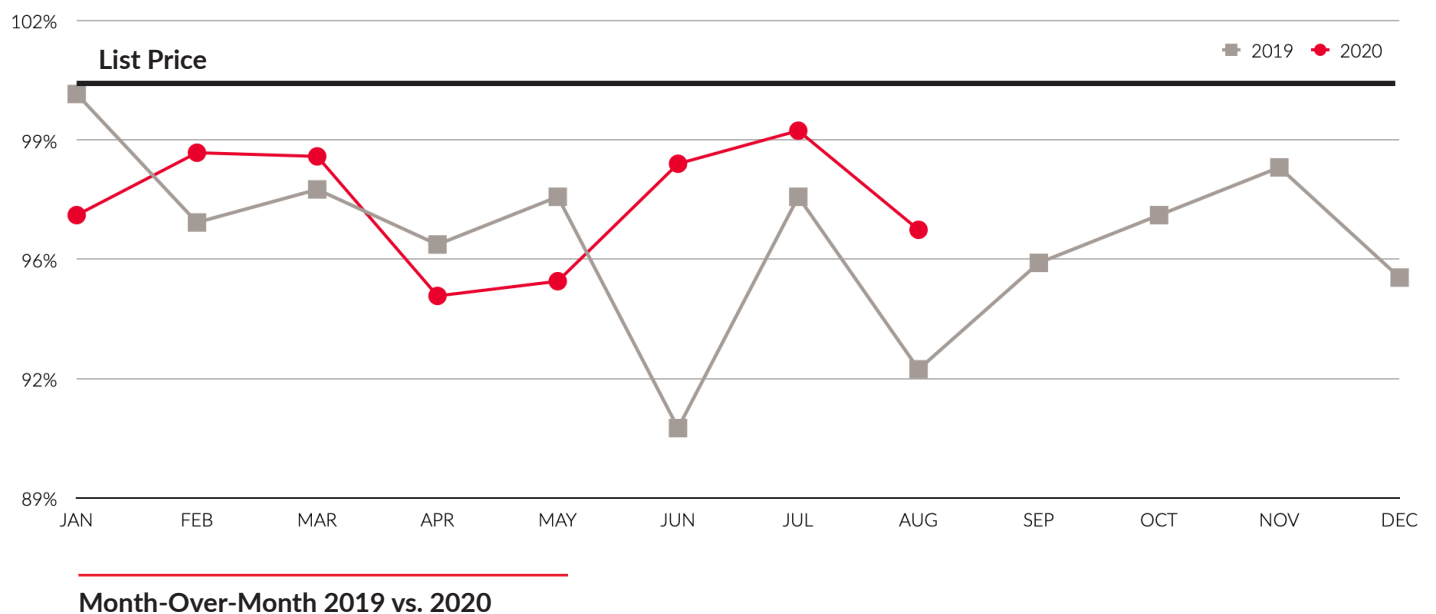
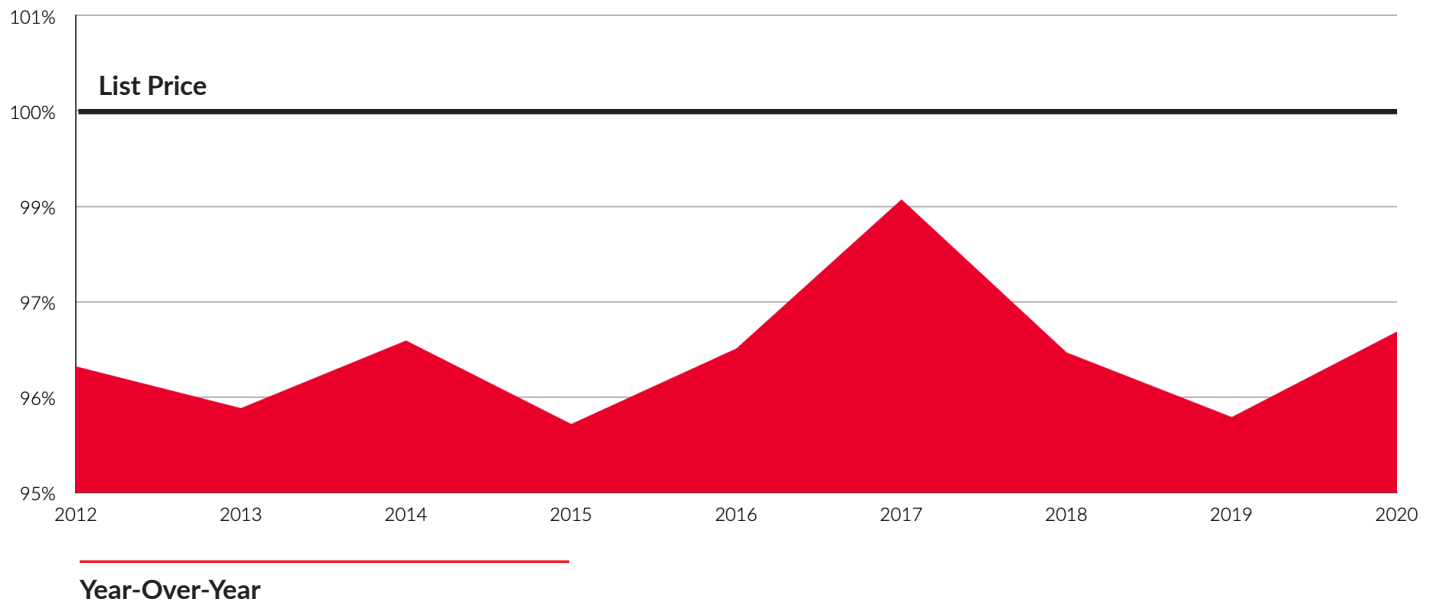
Year-Over-Year



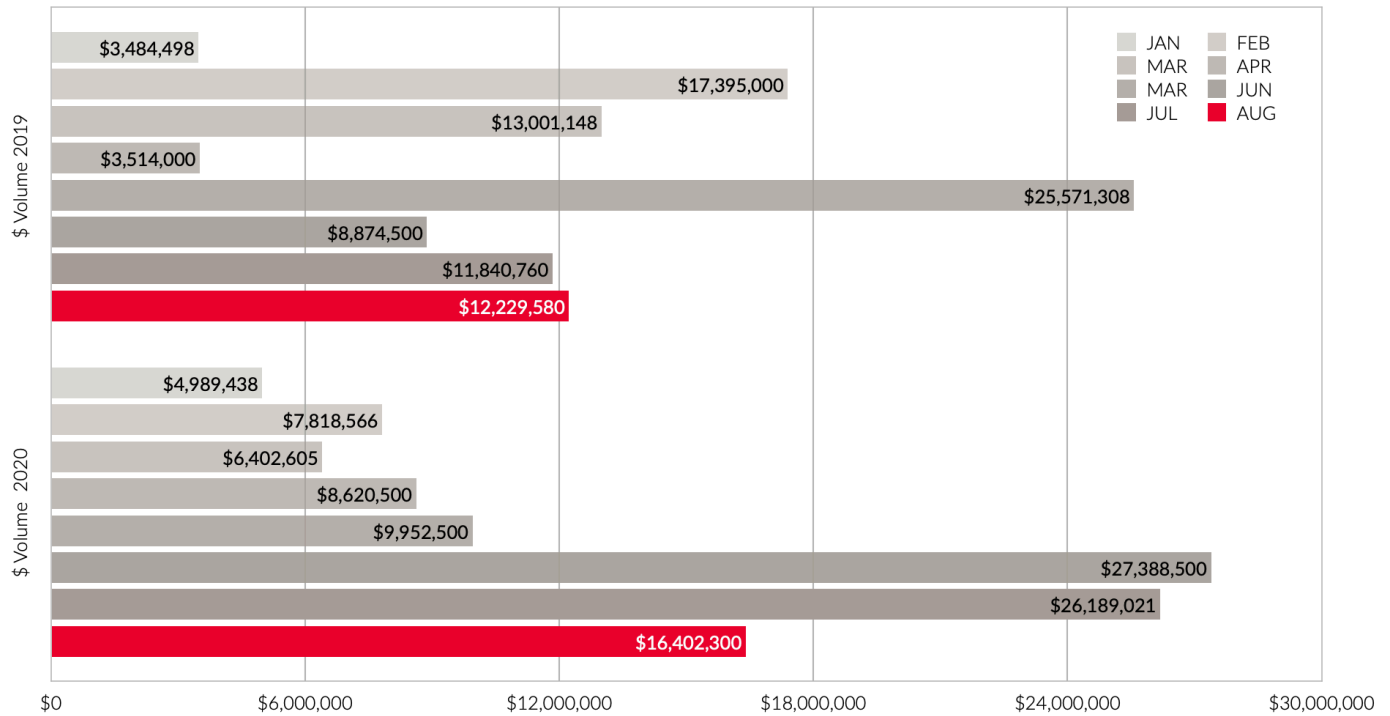
Month-Over-Month 2019 vs. 2020

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

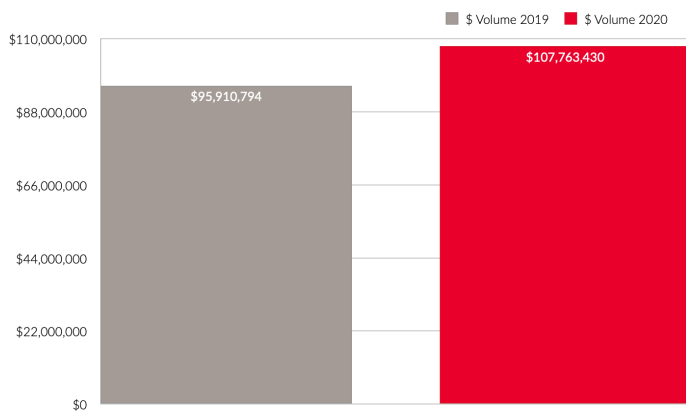
SALE PRICE VS. LIST PRICE RATIO



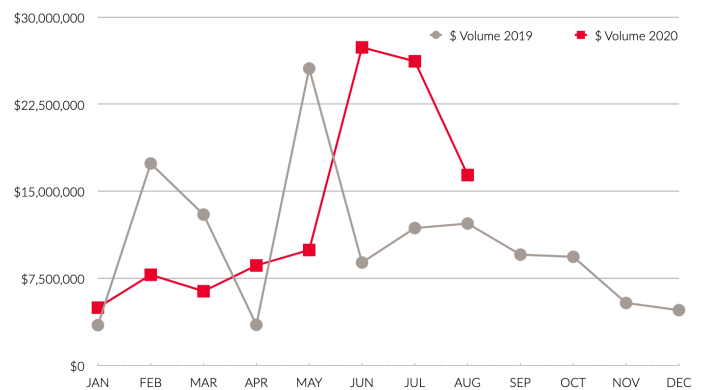
DOLLAR VOLUME SALES



Monthly Comparison 2019 vs. 2020

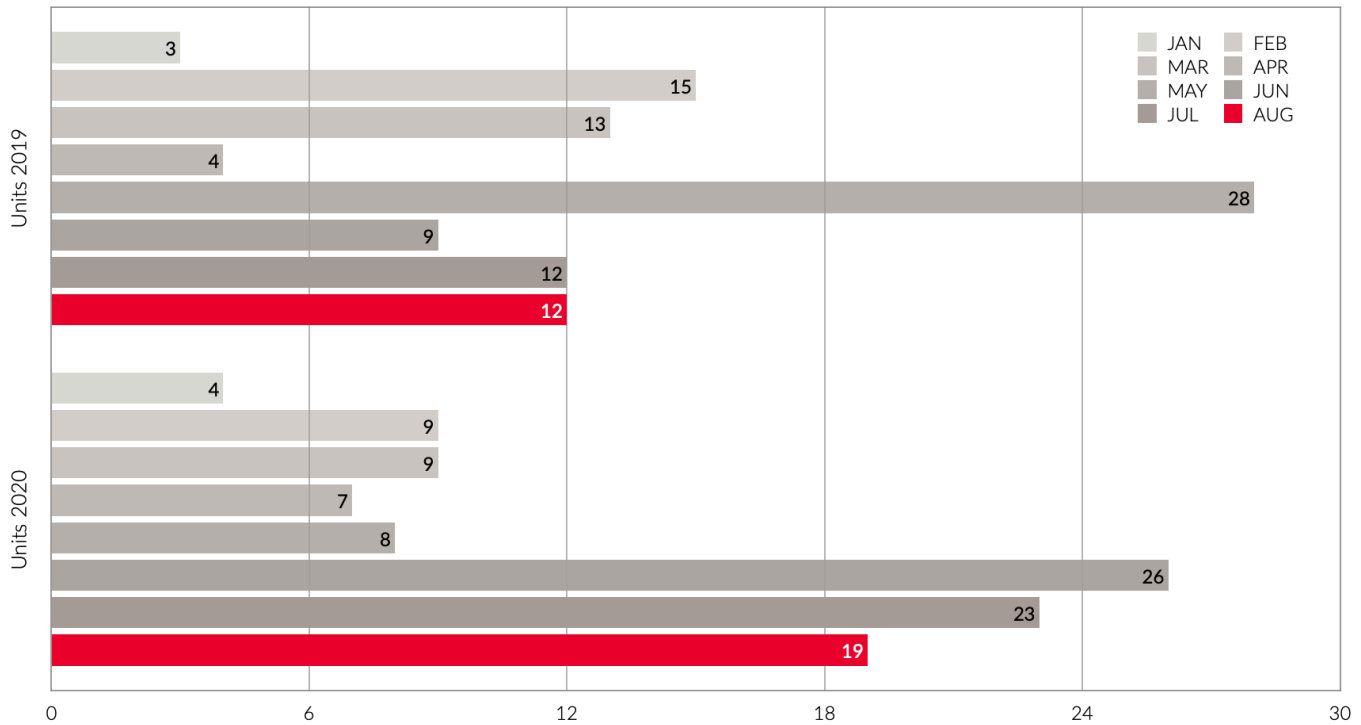


Yearly Totals 2019 vs. 2020

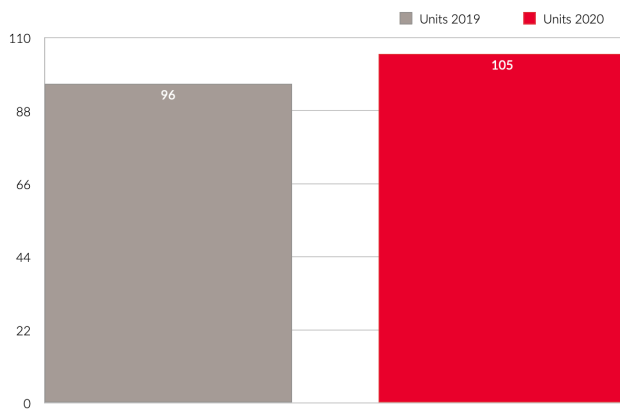


Month vs. Month 2019 vs. 2020

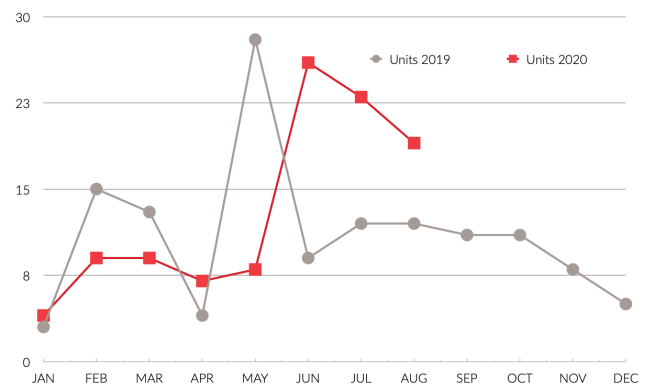
UNIT SALES



Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020



Month vs. Month 2019 vs. 2020

SALES BY TYPE


















FREEHOLD



CONDOMINIUM



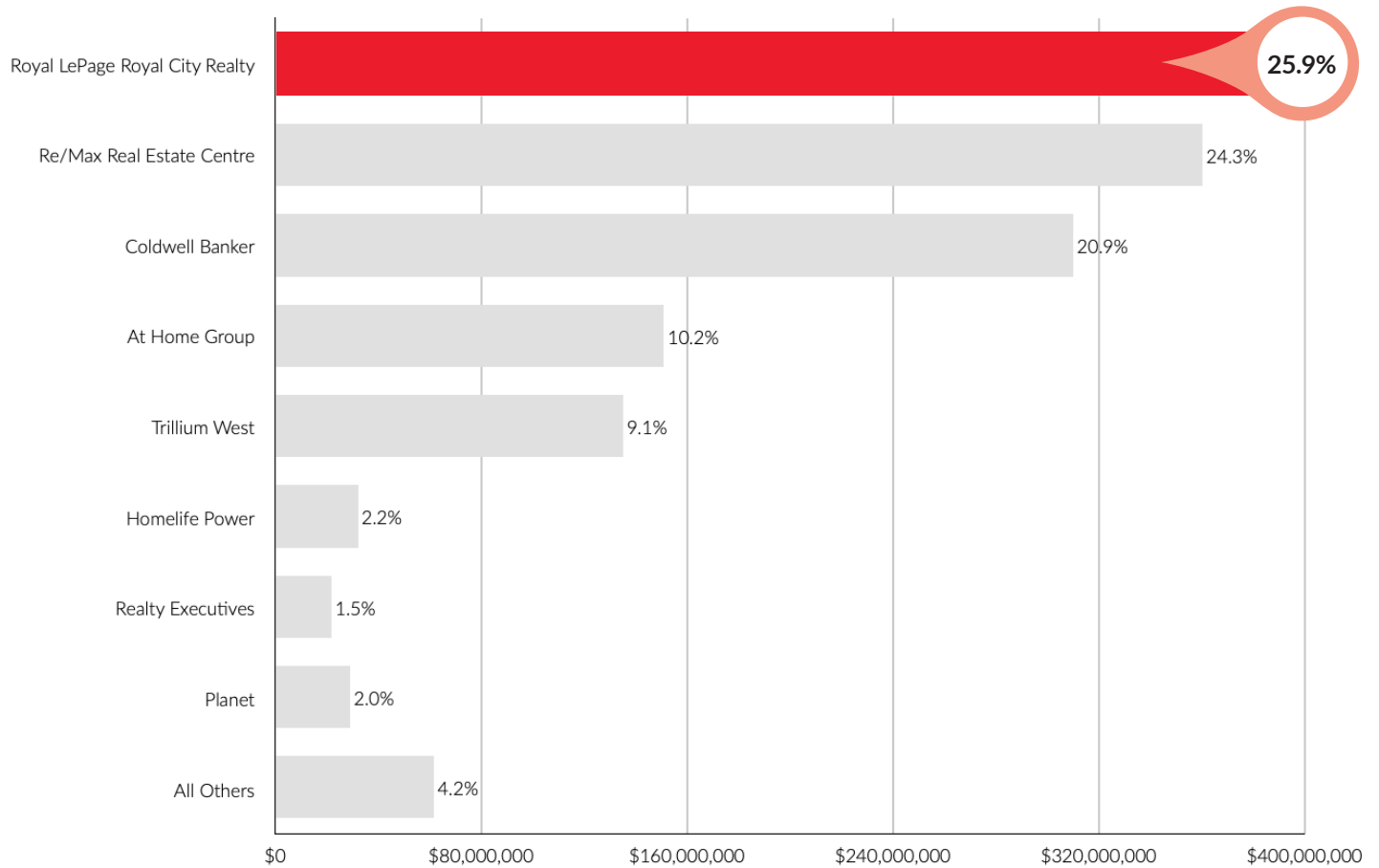
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$87,350,564 +16.67%	 \$1,233,500 -60.9%	 \$6,453,566 +7.7%
YTD Unit Sales	 75 -1.32%	 3 No Change	 10 No Change
YTD Average Sale Price	 \$1,164,674 +18.23%	 \$411,167 -60.9%	 \$645,357 +7.7%
August Sales Volume	 \$13,448,500 +56.39%	 \$0 No Change	 \$1,342,000 +194.95%
August Unit Sales	 10 +11.11%	 0 No Change	 2 +100%

Year-Over-Year Comparison (2020 vs. 2019)



MARKET DOMINANCE

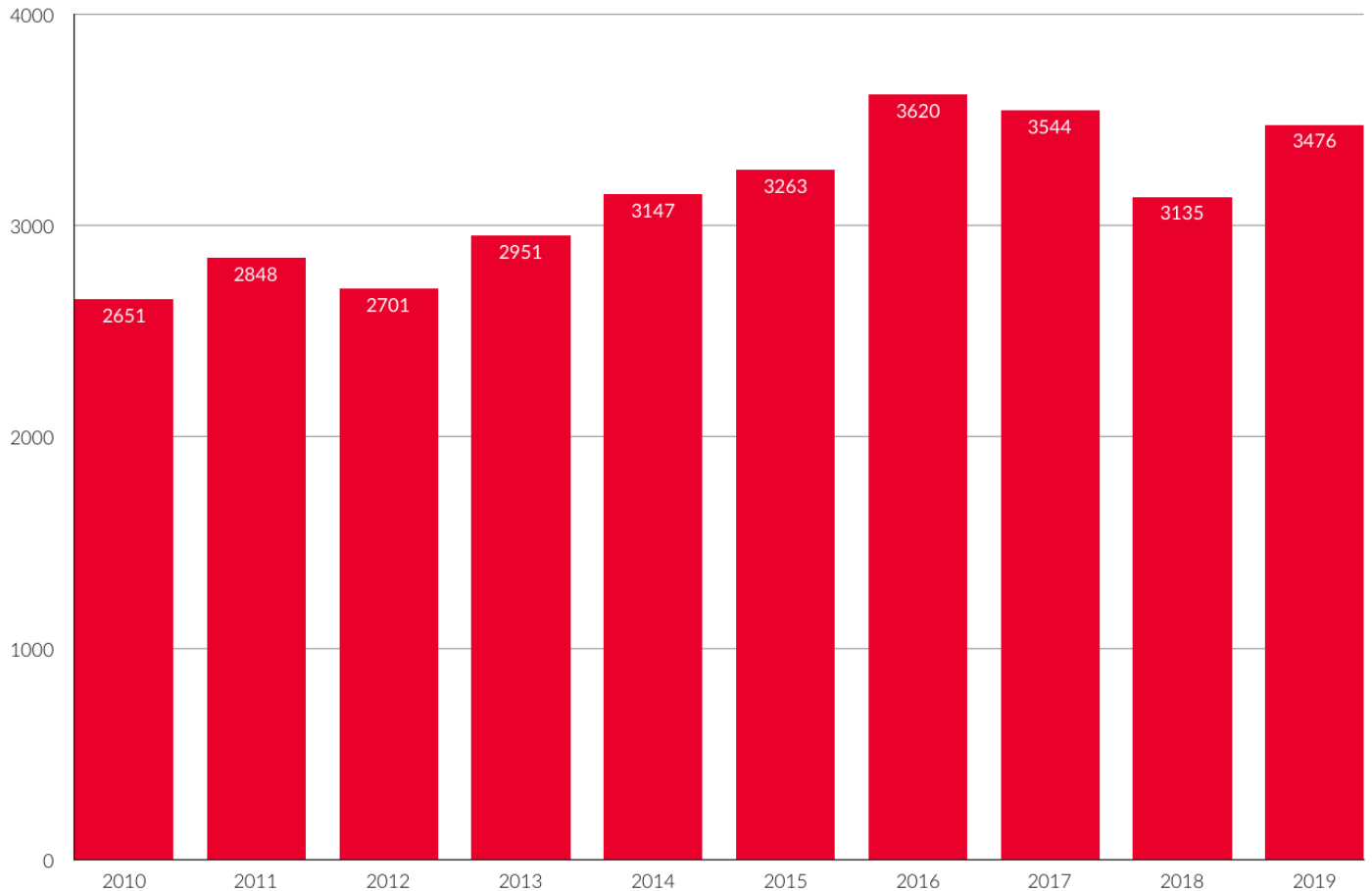


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
January - August 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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