



2020 SEPTEMBER

PUSLINCH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

BALANCED MARKET

Puslinch is in a healthy position as they head into Q4. Sales volume more than doubled last September's and there is an adequate supply of listings for the increased demand in this small sample size.



September year-over-year sales volume of \$20,136,500

Up 110.79% from 2019's \$9,552,800 with unit sales of 14 up 27.27% from last September's 11. New listings of 23 are down 4.17% from a year ago, with the sales/listing ratio of 60.87% up 15.04%.



Year-to-date sales volume of \$127,899,930

Up 21.27% from 2019's \$105,463,594 with unit sales of 119 up 11.21% from 2019's 107. New listings of 199 are down 24.62% from a year ago, with the sales/listing ratio of 59.8% up 19.27%.



Year-to-date average sale price of \$1,088,523

Up from \$997,041 one year ago with median sale price of \$1,105,000 up from \$950,000 one year ago. Average days-on-market of 62.11 is up 2.33 days from last year.

SEPTEMBER NUMBERS

Median Sale Price

\$982,000

+0.56%

Sales Volume

\$20,136,500

+110.79%

Unit Sales

14

+27.27%

New Listings

23

-4.17%

Expired Listings

2

-66.67%

Unit Sales/Listings Ratio

60.87%

+15.04%

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

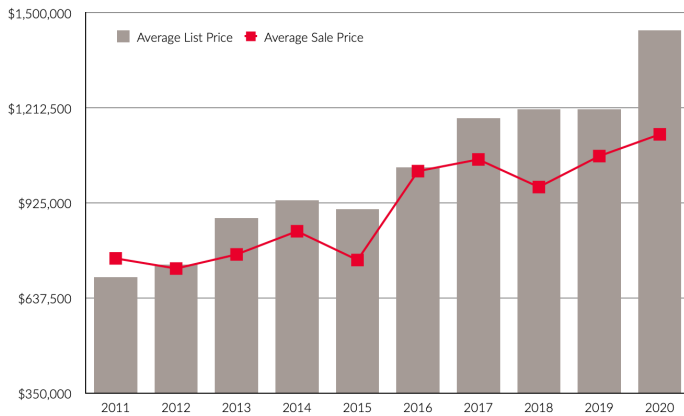


THE MARKET IN DETAIL

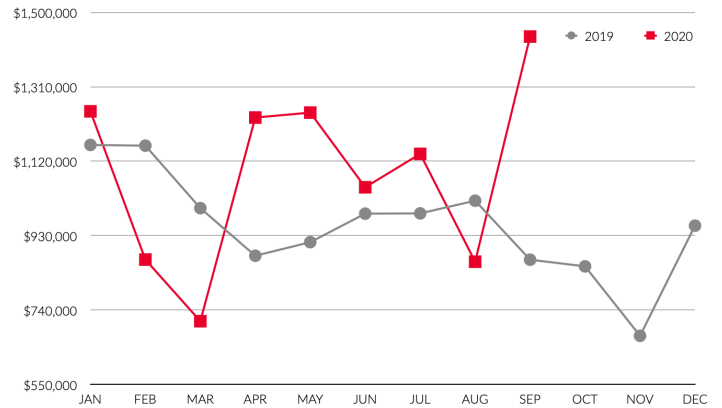
	2018	2019	2020	2019-2020
YTD Volume Sales	\$73,646,434	\$105,463,594	\$127,899,930	+21.27%
YTD Unit Sales	84	107	119	+11.21%
YTD New Listings	191	264	199	-24.62%
YTD Sales/Listings Ratio	43.98%	40.53%	59.8%	+19.27%
YTD Expired Listings	35	52	46	-11.54%
September Volume Sales	\$6,558,600	\$9,552,800	\$20,136,500	+110.79%
September Unit Sales	6	11	14	+27.27%
September New Listings	24	24	23	-4.17%
September Sales/Listings Ratio	25%	45.83%	60.87%	+15.04%
September Expired Listings	9	6	2	-66.67%
YTD Sales: Under \$0-\$199K	3	7	6	-14.29%
YTD Sales: Under \$200K-\$349K	8	4	7	+75%
YTD Sales: Under \$350K-\$549K	14	20	24	+20%
YTD Sales: Under \$550K-\$749K	10	10	5	-50%
YTD Sales: Under \$750K-\$999K	21	20	19	-5%
YTD Sales: \$1M+	28	46	58	+26.09%
YTD Average Days-On-Market	44.11	59.78	62.11	+3.9%
YTD Average Sale Price	\$866,717	\$997,041	\$1,088,523	+9.18%
YTD Median Sale Price	\$805,700	\$950,000	\$1,105,000	+16.32%

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

AVERAGE SALE PRICE

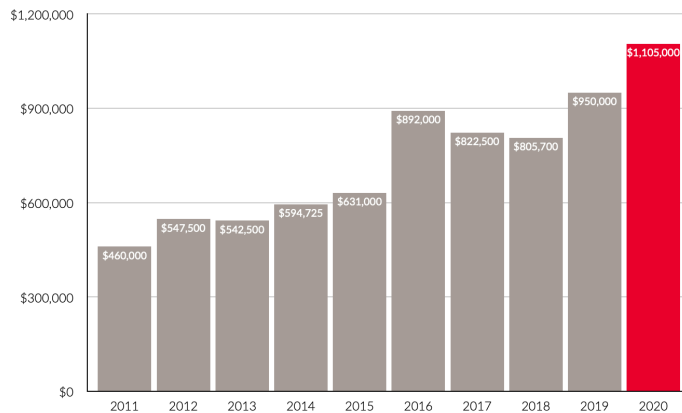


Year-Over-Year

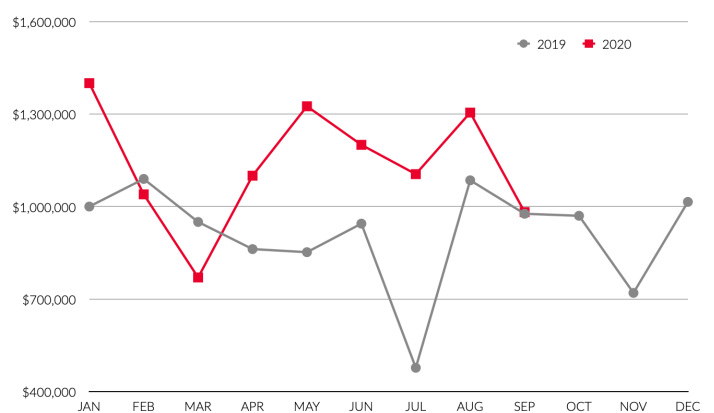


Month-Over-Month 2019 vs. 2020

MEDIAN SALE PRICE



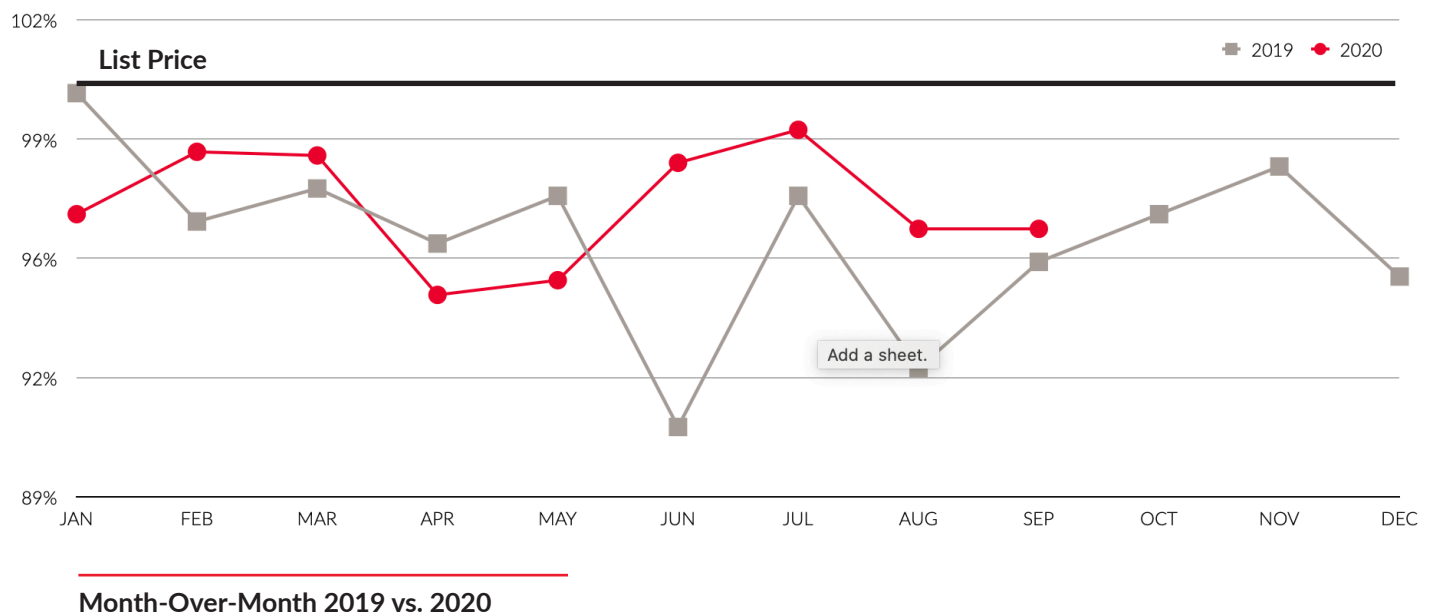
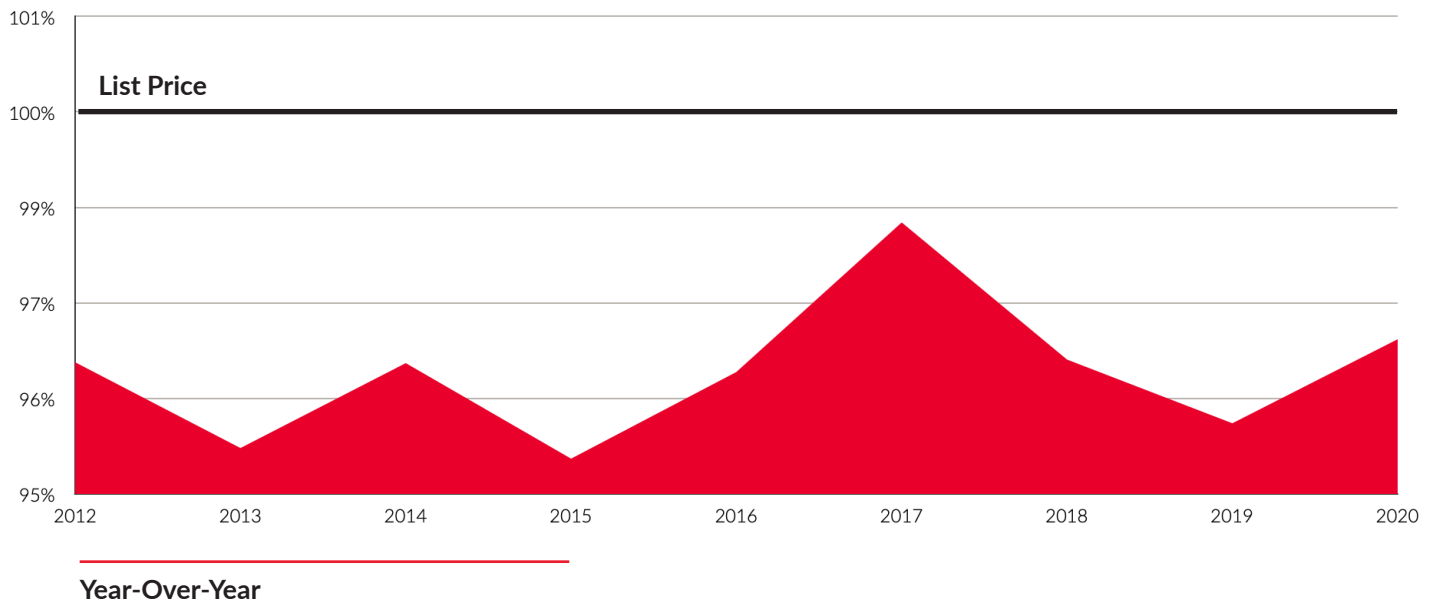
Year-Over-Year



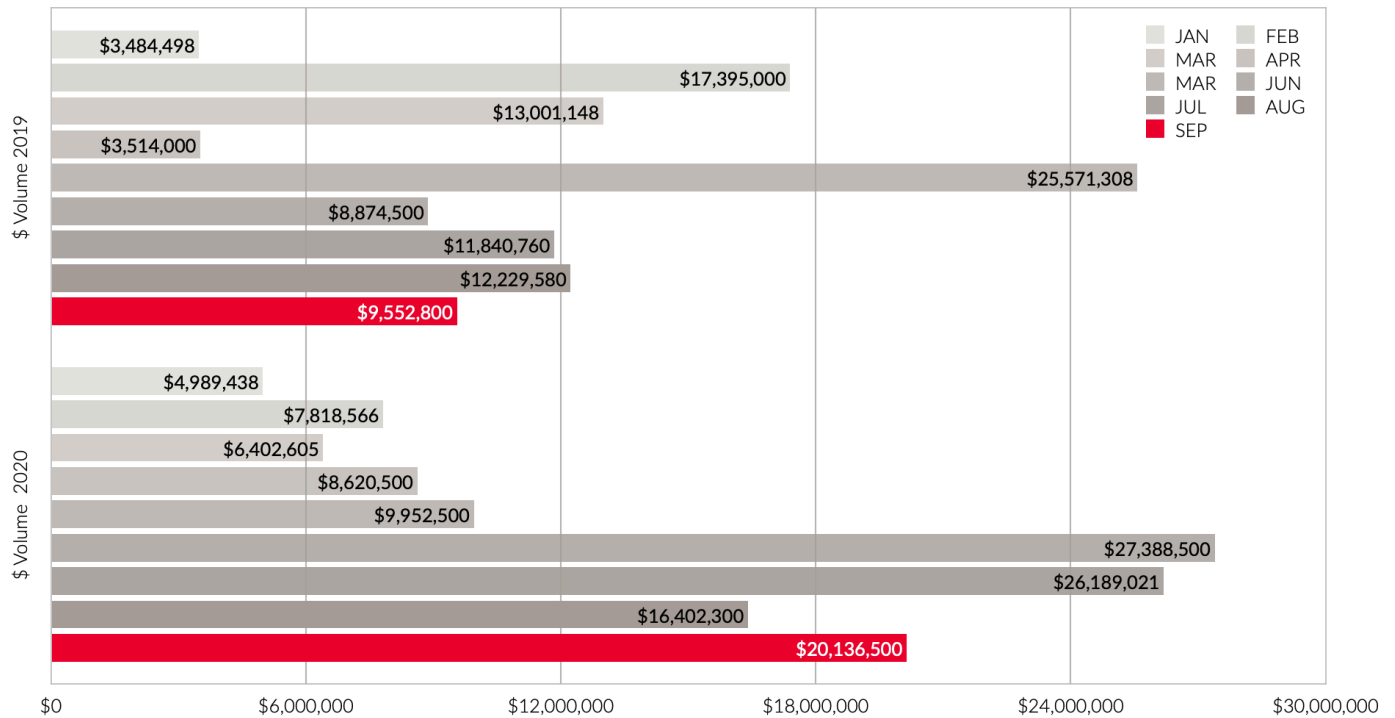
Month-Over-Month 2019 vs. 2020

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

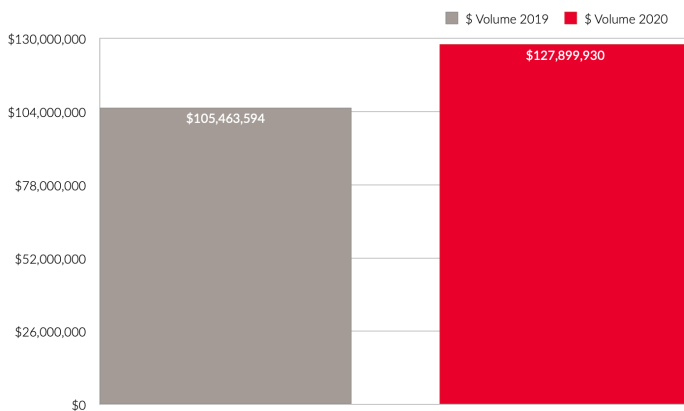
SALE PRICE VS. LIST PRICE RATIO



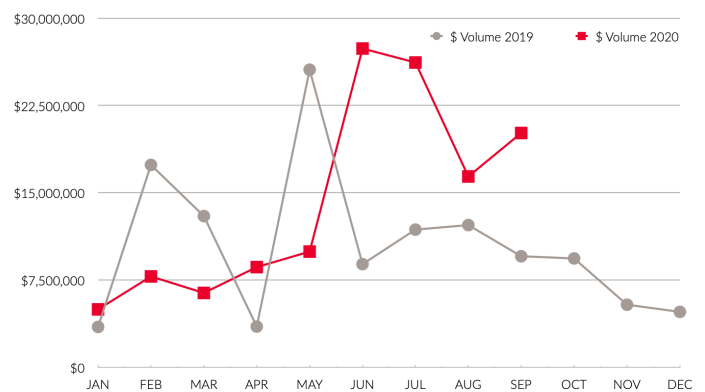
DOLLAR VOLUME SALES



Monthly Comparison 2019 vs. 2020

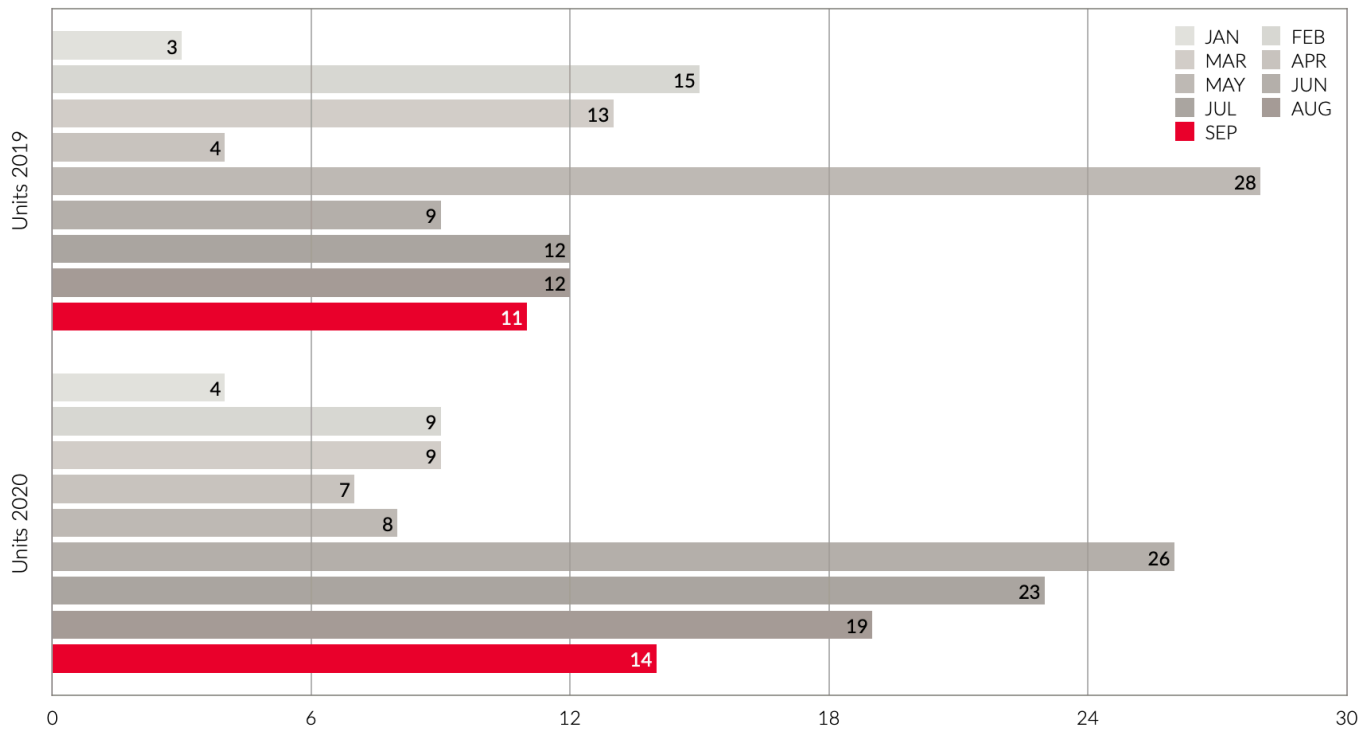


Yearly Totals 2019 vs. 2020

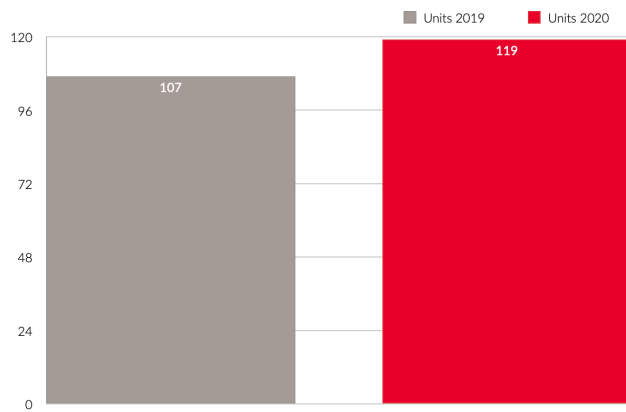


Month vs. Month 2019 vs. 2020

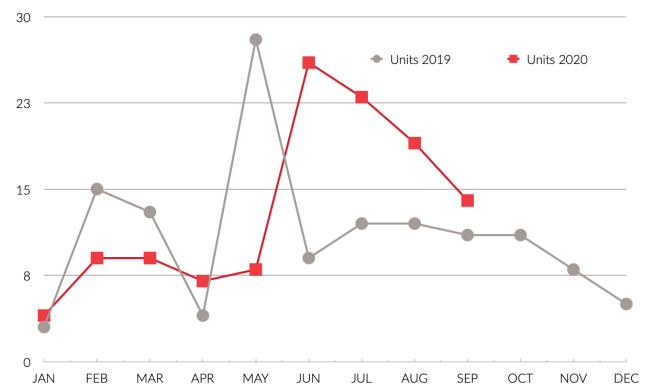
UNIT SALES



Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020



Month vs. Month 2019 vs. 2020

SALES BY TYPE


















FREEHOLD



CONDOMINIUM



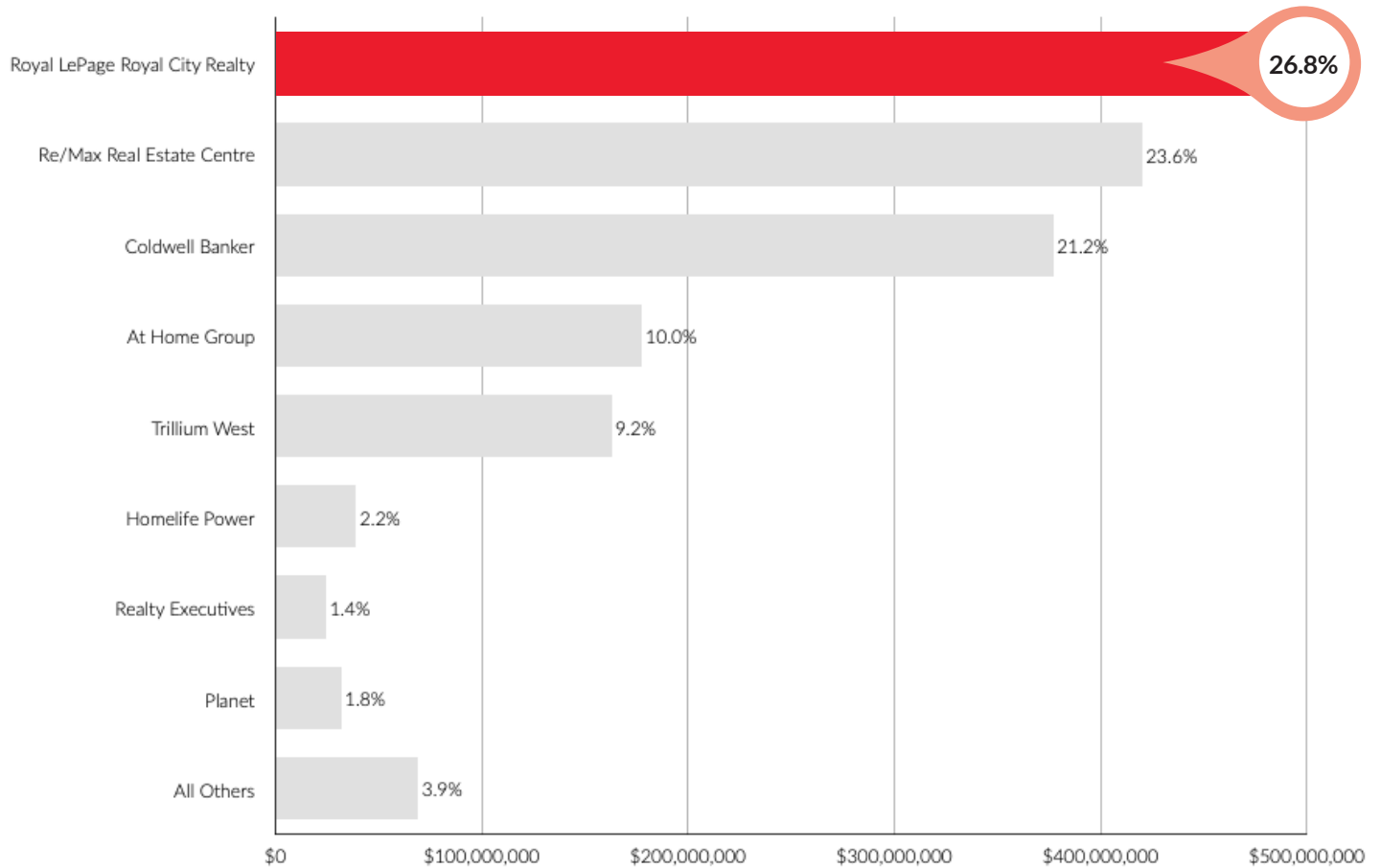
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$99,806,564 +21.32%	 \$1,233,500 -60.9%	 \$6,453,566 -3.94%
YTD Unit Sales	 84 +1.18%	 3 No Change	 10 -9.09%
YTD Average Sale Price	 \$1,188,173 +22.77%	 \$411,167 -60.9%	 \$645,357 +5.67%
September Sales Volume	 \$12,456,000 +68.4%	 \$0 No Change	 \$0 Down from \$726,000
September Unit Sales	 9 No Change	 0 No Change	 0 Down from 1

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



MARKET DOMINANCE

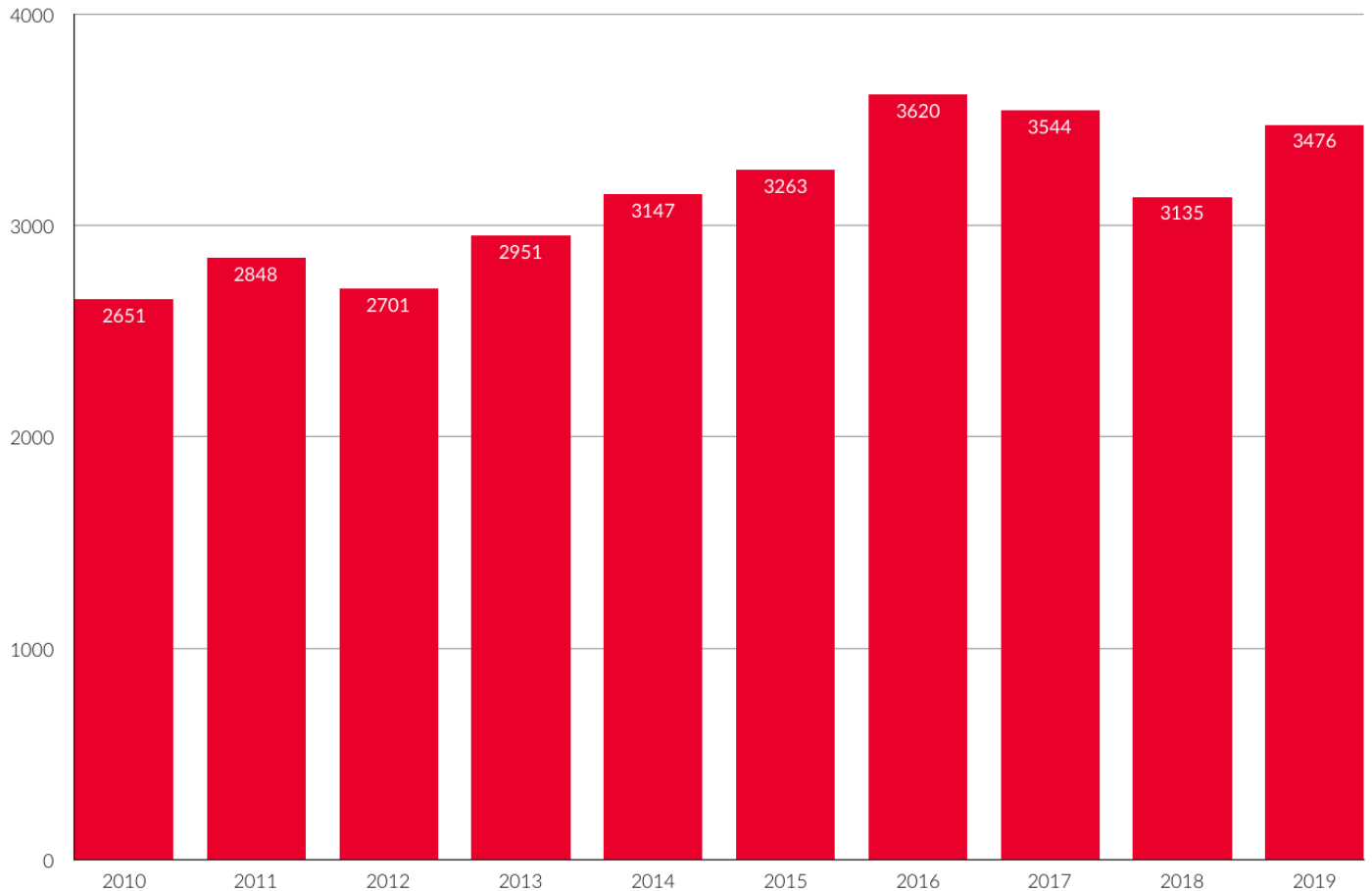


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
January - September 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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