

# P U S L I N C H **REAL ESTATE** **MARKET REPORT**

JANUARY - DECEMBER 2017



**ROYAL CITY REALTY**  
BROKERAGE

R-CITY | R-TEAM | R-NUMBERS



[www.royalcity.com](http://www.royalcity.com)

# MARKET OVERVIEW

**PUSLINCH COUNTY EXPERIENCED A BALANCED MARKET IN 2017, PARTICULARLY THIS FALL WITH LESS INVENTORY AND MARGINAL PRICE GROWTH YEAR OVER YEAR.**



YTD SALES VOLUME

\$106,130,336

- 11% ↓

YTD AVERAGE SALES PRICE

\$940,786.58

+ 3% ↑

YTD AVERAGE DAYS ON MARKET

**52**

YTD SALES \$350K-\$549K

**12**

YTD SALES UNDER \$200K

**3**

YTD SALES \$550K-\$999K

**33**

YTD SALES \$200K-\$349K

**15**

YTD SALES OVER \$1M

**48**

2017 YEAR TO DATE

Unit Sales	111	- 18%
New Listings	192	- 3.2%
Expired Listings	52	- 19%
Unit Sales/Listing Ratio	58%	+ 2.8%

## DECEMBER Numbers

SALES VOLUME - 82%

**\$1,140,000**

UNIT SALES - 75%

**2**

NEW LISTINGS + 100%

**6**

EXPIRED LISTINGS + 33%

**12**

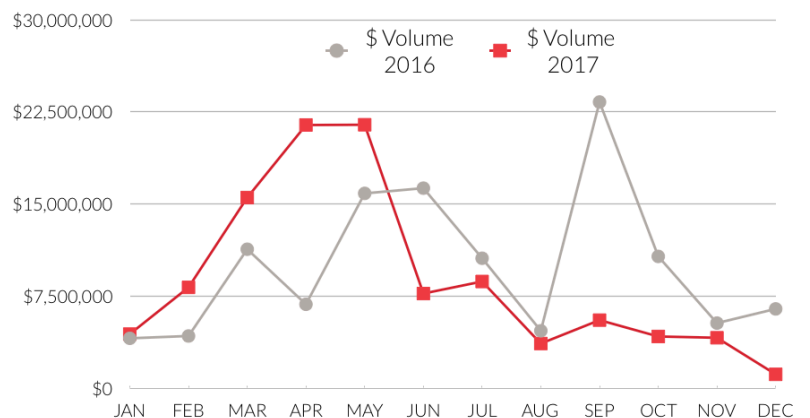
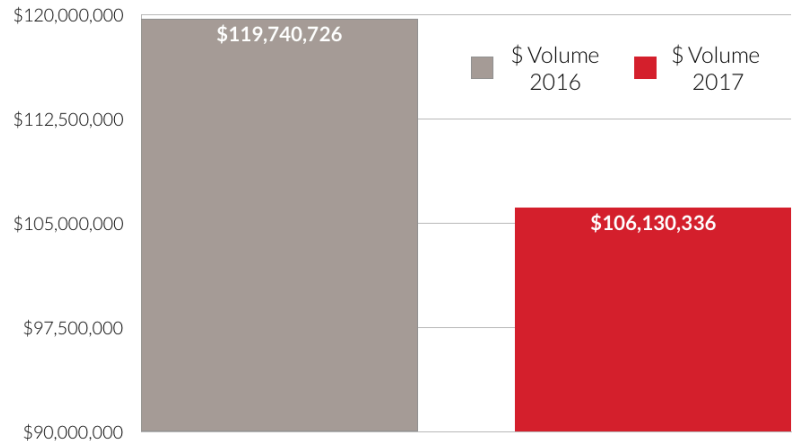
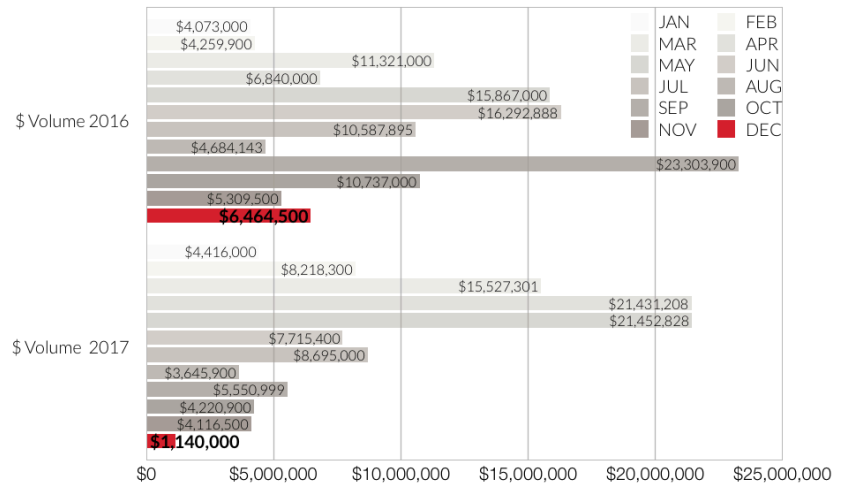
UNIT SALES/LISTINGS RATIO - 88%

**33%**



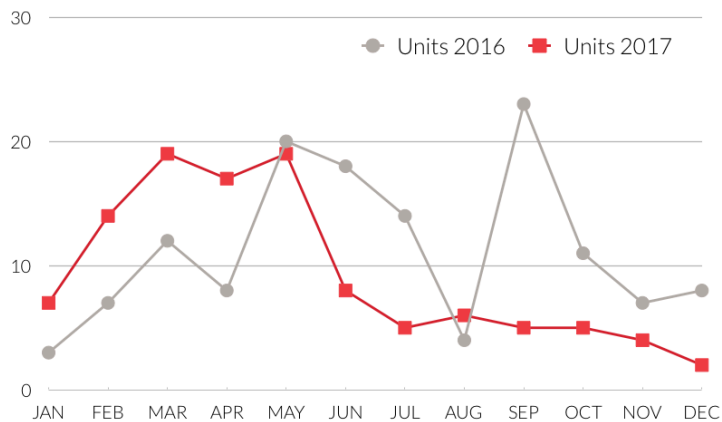
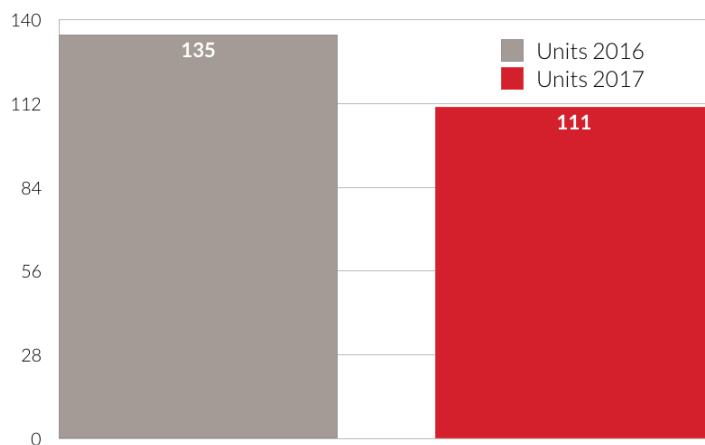
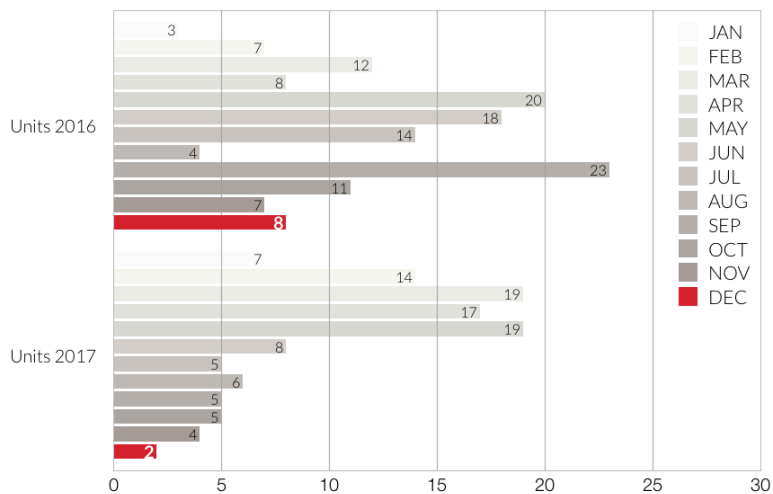
# DOLLAR VOLUME

## PUSLINCH SALES YEAR TO DATE



# UNIT SALES

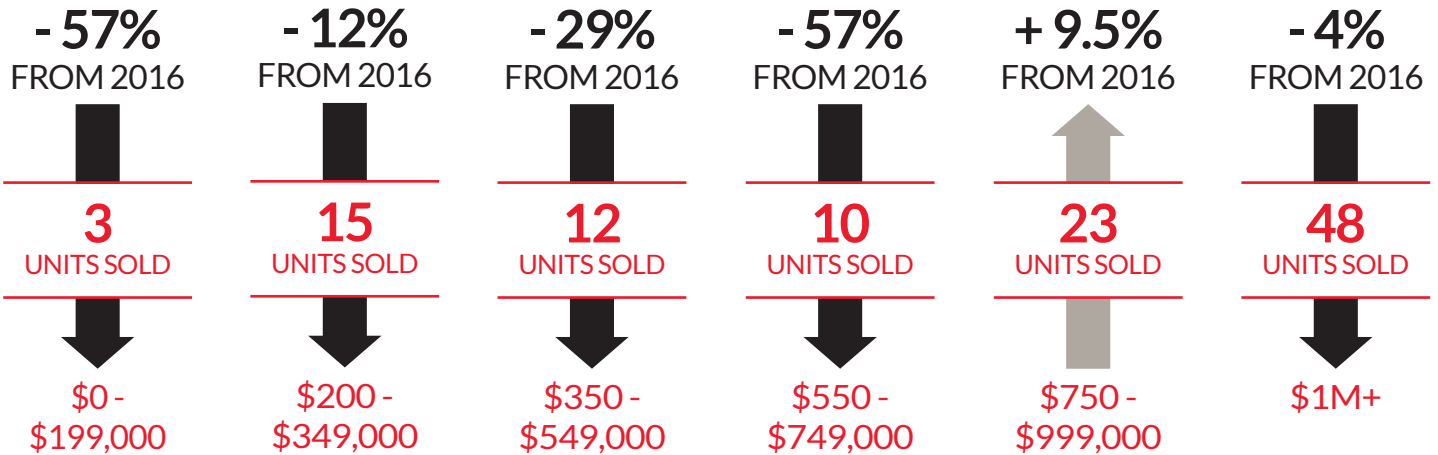
## PUSLINCH SALES YEAR TO DATE





# MARKET OVERVIEW

## PUSLINCH BY PRICE BRACKET - YEAR TO DATE



# SALES

## PUSLINCH BY TYPE - YEAR TO DATE

### FREEHOLD HOME SALES

- 7%

YTD  
SALES VOLUME  
**\$93,585,336**

- 14%

YTD  
UNIT SALES  
**96**

+ 7.9%

YTD AVERAGE  
SALE PRICE  
**\$974,847**

- 80%

DECEMBER  
SALES VOLUME  
**\$1,140,000**

- 71%

DECEMBER  
UNIT SALES  
**2**

### CONDOMINIUM HOME SALES

- 100%

YTD  
SALES VOLUME  
**\$0**

- 100%

YTD  
UNIT SALES  
**0**

n/a

YTD AVERAGE  
SALE PRICE  
**\$0**

Even

DECEMBER  
SALES VOLUME  
**\$0**

Even

DECEMBER  
UNIT SALES  
**0**

### VACANT LAND SALES

+ 27%

YTD  
SALES VOLUME  
**\$5,295,000**

- 9.1%

YTD  
UNIT SALES  
**10**

+ 39%

YTD AVERAGE  
SALE PRICE  
**\$529,500**

- 100%

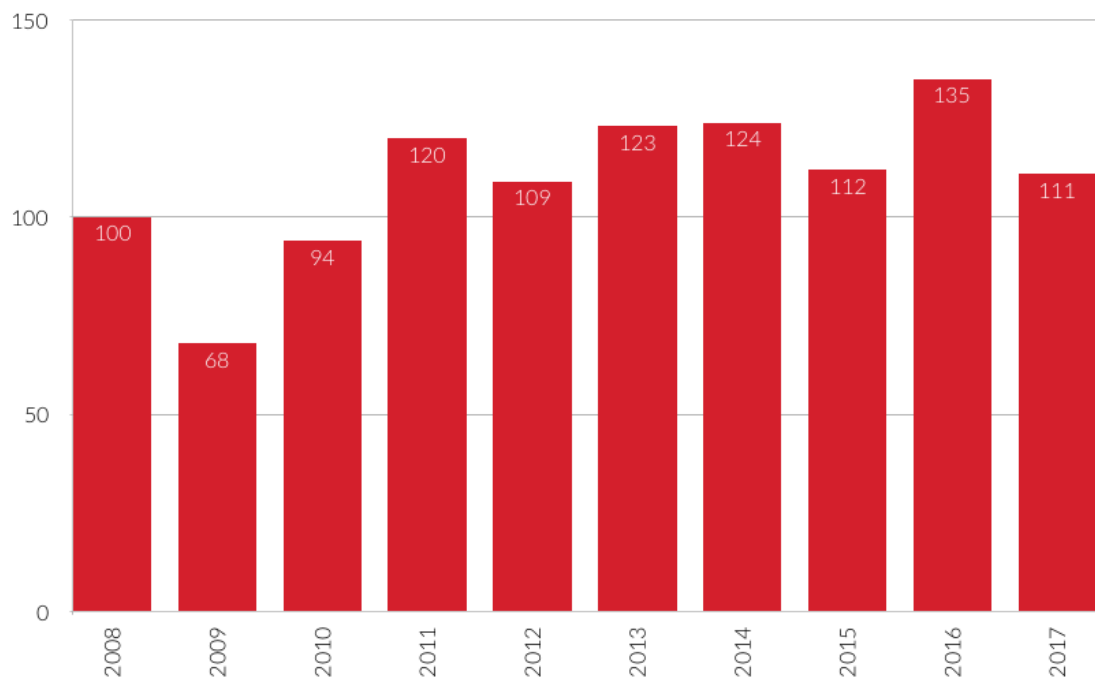
DECEMBER  
SALES VOLUME  
**\$0**

- 100%

DECEMBER  
UNIT SALES  
**0**

# 10 YEAR MARKET ANALYSIS

## PUSLINCH UNITS SOLD



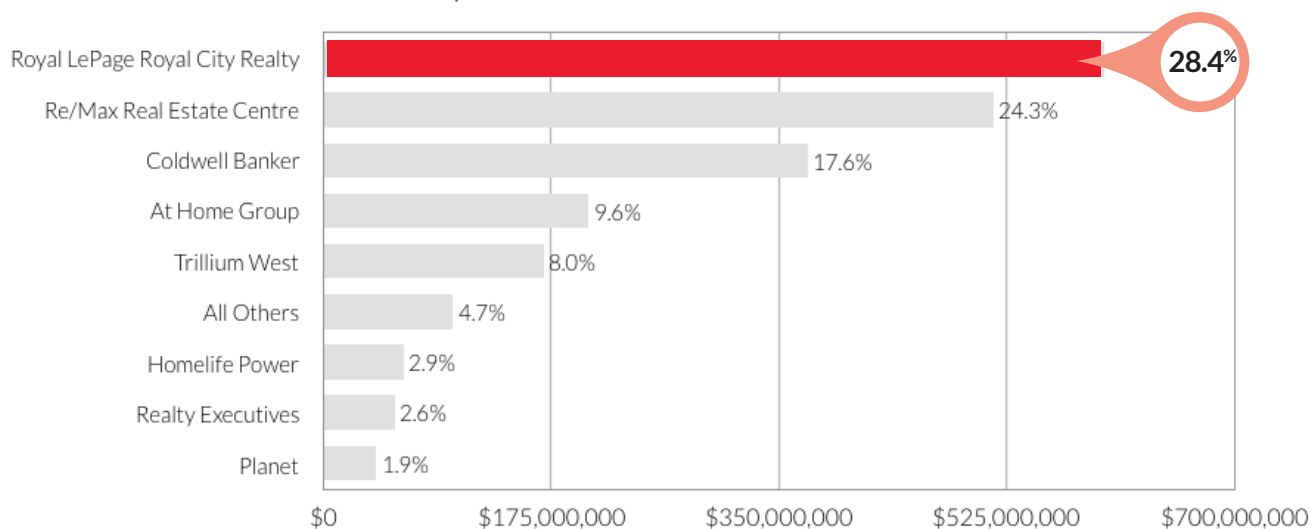


# MARKET DOMINANCE

## WELLINGTON COUNTY'S #1 BROKERAGE!

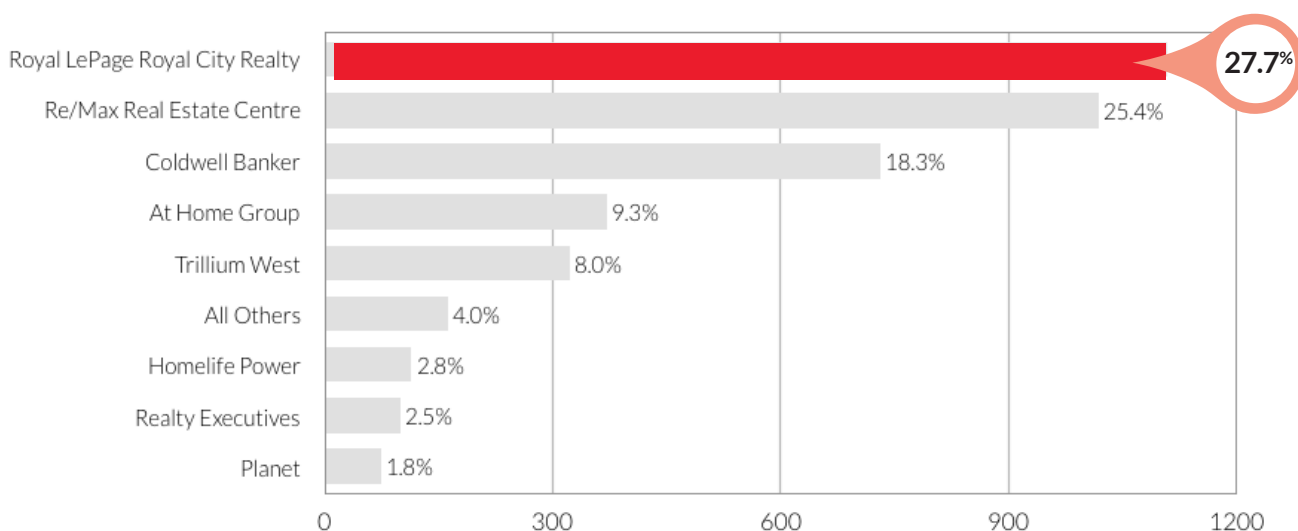
### MARKET SHARE BY \$VOLUME

Listing Selling Ends Combined for GUELPH BASED COMPANIES  
January - December 2017



### MARKET SHARE BY UNITS

Listing Selling Ends Combined for GUELPH BASED COMPANIES  
January - December 2017

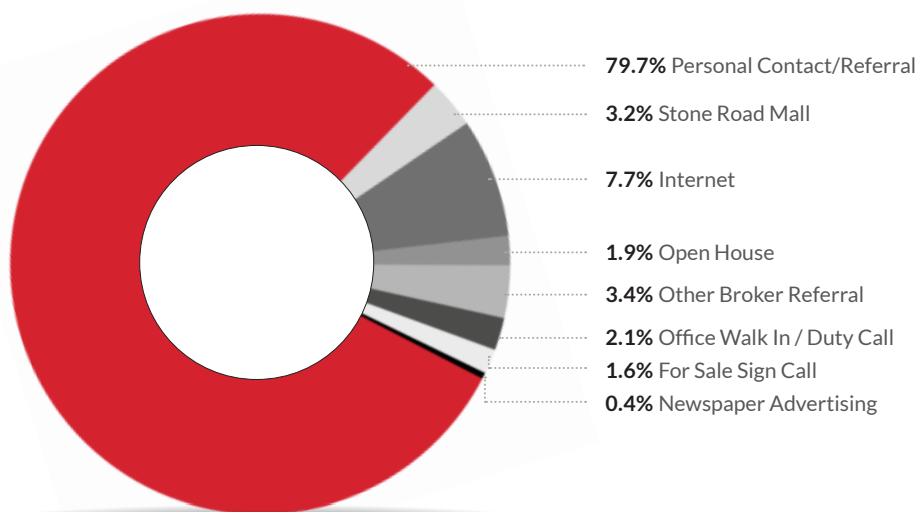




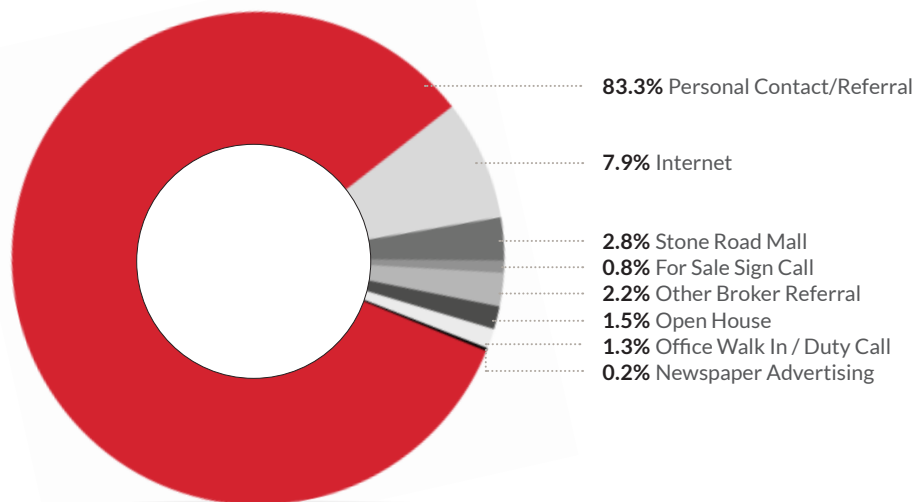


# SOURCE OF BUSINESS

## SOURCE OF BUYERS 2017 HOW WE'LL FIND YOUR BUYER



## SOURCE OF LISTINGS 2017 WHERE OUR LISTINGS COME FROM



# OUR LOCATIONS

**FIVE CONVENIENT LOCATIONS TO SERVE YOU**



## FERGUS

Ph. 519.843.1365

840 Tower Street S., Fergus



## GORDON

Ph. 519.824.9050

848 Gordon St., Suite 101, Guelph



## ROCKWOOD

Ph. 519.856.9922

295 Alma St., Unit 1, Rockwood



## SPEEDVALE

Ph. 519.821.6191

214 Speedvale Ave., W., Guelph



## STONE ROAD MALL

Ph. 519.821.6191

35 Stone Rd., W., Guelph