

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

JANUARY - JUNE 2018



ROYAL CITY REALTY
BROKERAGE

R-CITY | R-TEAM | R-NUMBERS



royalcity.com

OVERVIEW

BUYER'S MARKET

COMPARED TO LAST YEARS RECORD YEAR, THE MARKET IS DOWN SLIGHTLY AND APPROACHING BUYERS TERRITORY



YEAR-TO-DATE SALES VOLUME OF \$43,818,334

Down 46% from 2017's \$78,761,037. Unit sales of 52 are down 38% from 2017's 84, with 122 new listings up 17%, and a 43% sales/listings ratio down 38%.



JUNE SALES VOLUME OF \$6,983,000

Down 9% from 2017's \$7,715,400. Unit sales of 9 are up 12% from last June's 8, with 27 listings up 17%, and a 33% sales/listing ratio down 4%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$813,612.50

Down from the \$898,214.00 one year ago. Average days-on-market of 36 up 7 days.



JUNE Numbers

SALES VOLUME -9%

\$6,983,000

UNIT SALES +12%

9

NEW LISTINGS +17%

27

EXPIRED LISTINGS +100%

4

UNIT SALES/LISTINGS RATIO -4%

33%

* Year over year comparison (June 2017 to June 2018)

*Year-to-date (YTD): is a period starting from the beginning of the current calendar year and continuing up to the present day (January - June 2018)

*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: A listing expires when the listing contract expiration date has passed without the property being sold

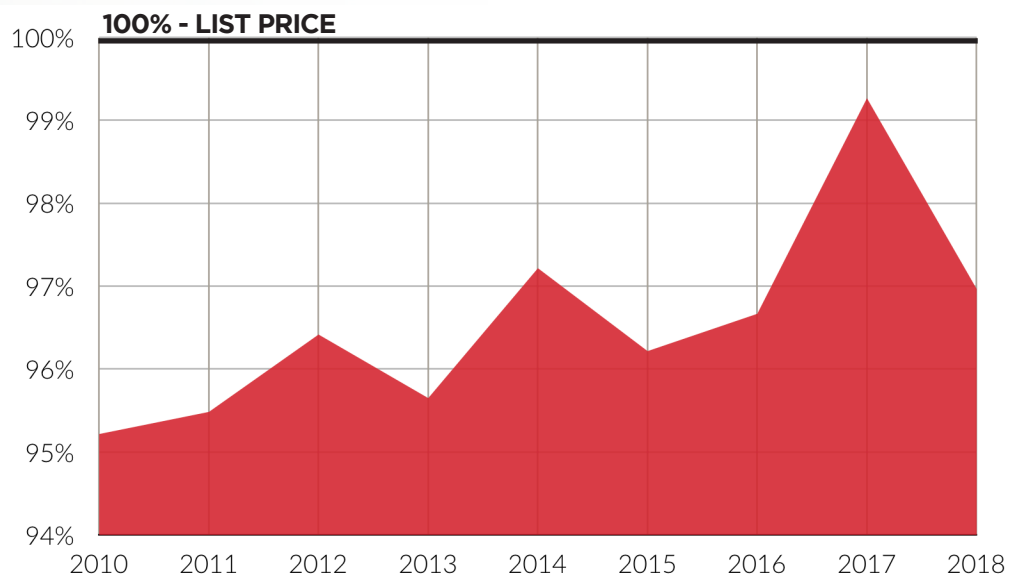
*Unit Sales/ Listings Ratio: Number of units sold compared to the number of units listed

*Average Price: The 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

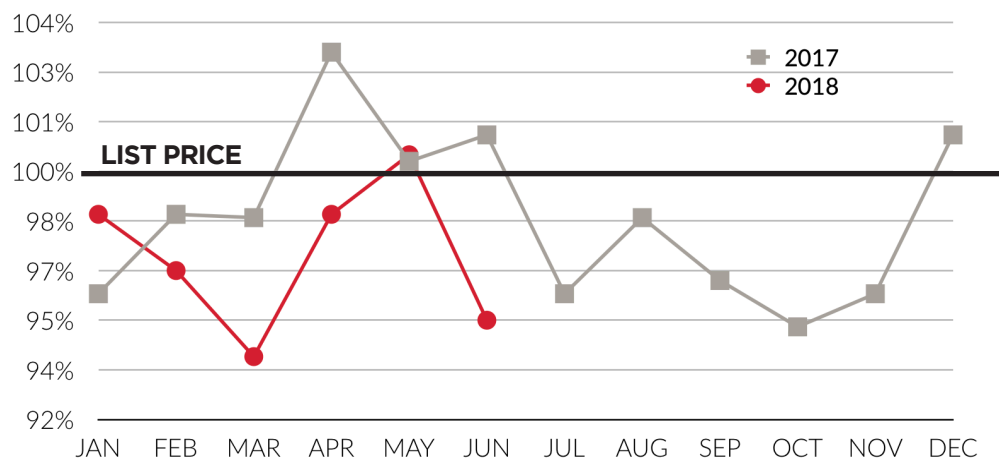
SALE PRICE vs. LIST PRICE RATIO

PUSLINCH

YEAR OVER YEAR



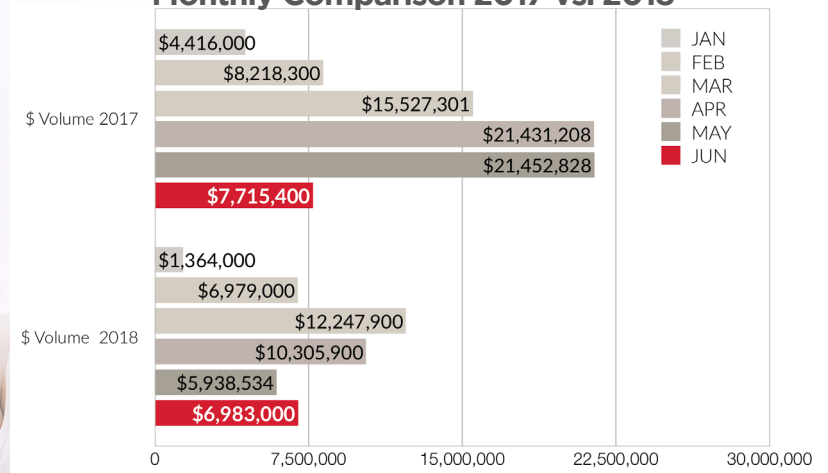
MONTH OVER MONTH 2017 VS. 2018



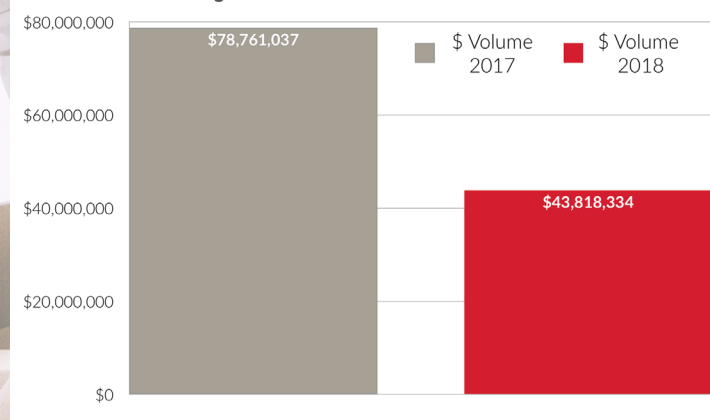
\$ VOLUME SALES

PUSLINCH

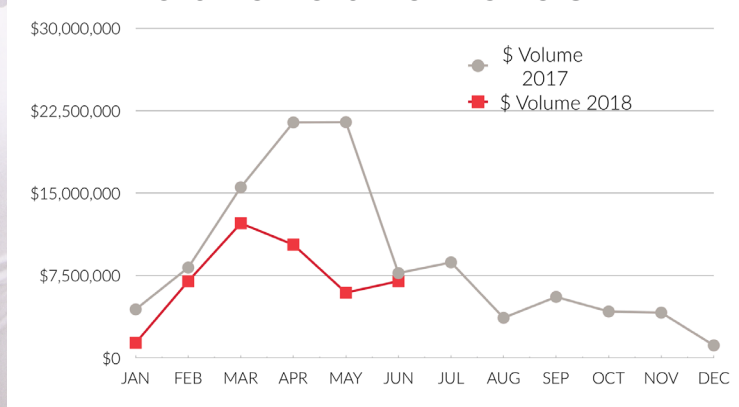
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018



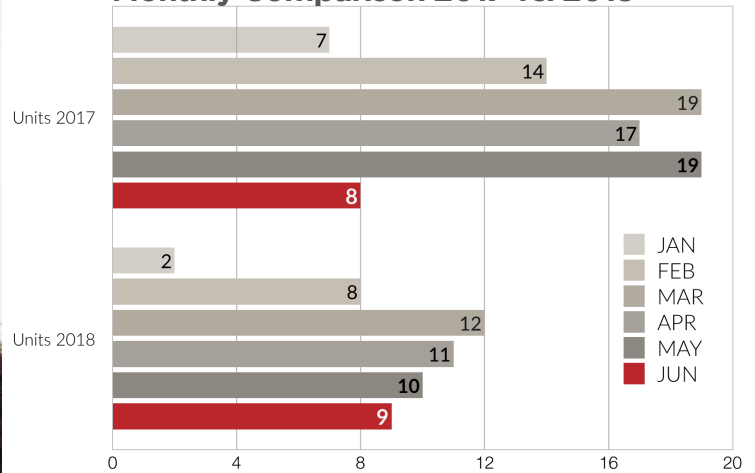
Month vs. Month 2017 vs. 2018



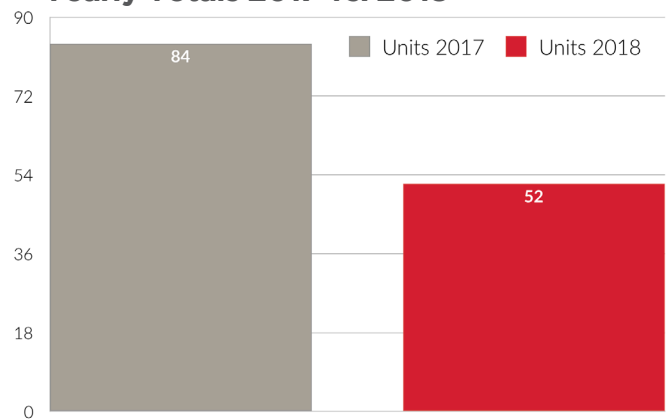
UNIT SALES

PUSLINCH

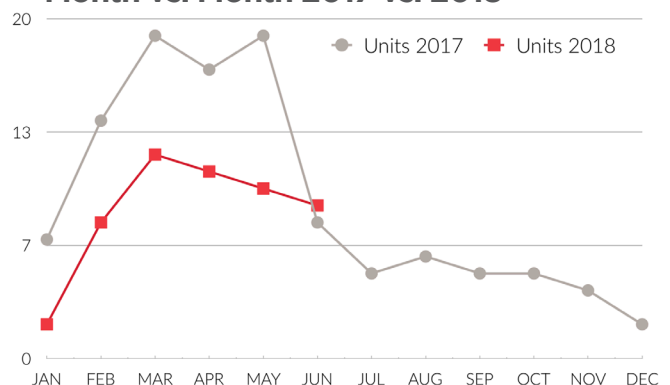
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018

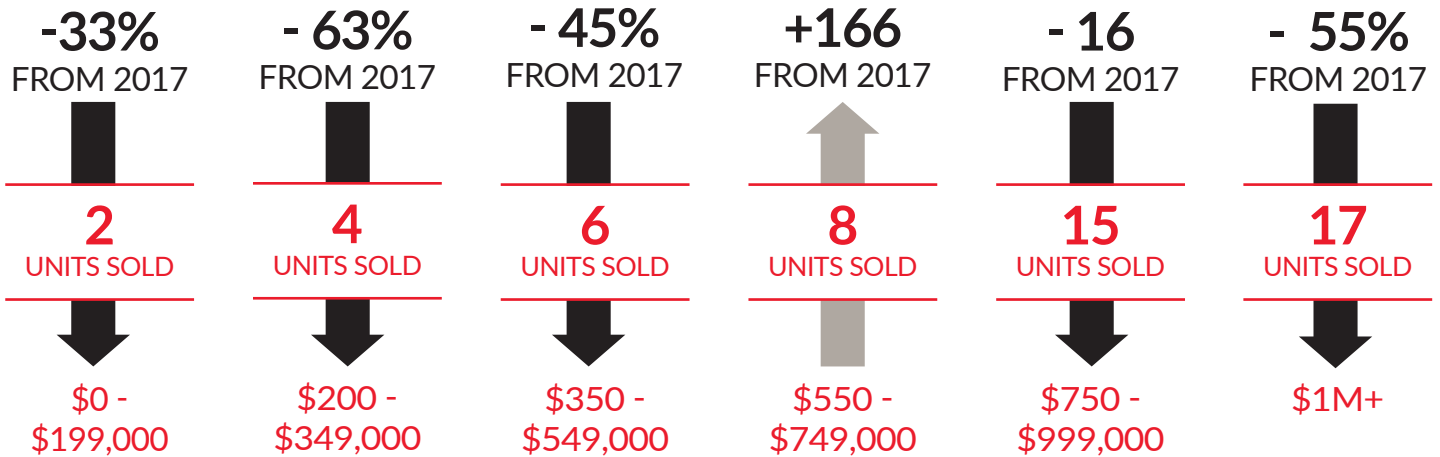


Month vs. Month 2017 vs. 2018



SALES BY PRICE BRACKET

PUSLINCH- YEAR TO DATE



SALES BY TYPE

PUSLINCH - YEAR TO DATE

FREEHOLD HOME SALES

- 47%

YTD
SALES VOLUME
\$38,121,834

- 40%

YTD
UNIT SALES
44

-12%

YTD AVERAGE
SALE PRICE
\$866,405

-34%

JUNE
SALES VOLUME
\$6,613,000

+33%

JUNE
UNIT SALES
8

CONDOMINIUM HOME SALES

There have been zero condo sales in Puslinch in 2018.

VACANT LAND SALES

- 55%

YTD
SALES VOLUME
\$3,061,500

- 37%

YTD
UNIT SALES
5

+19%

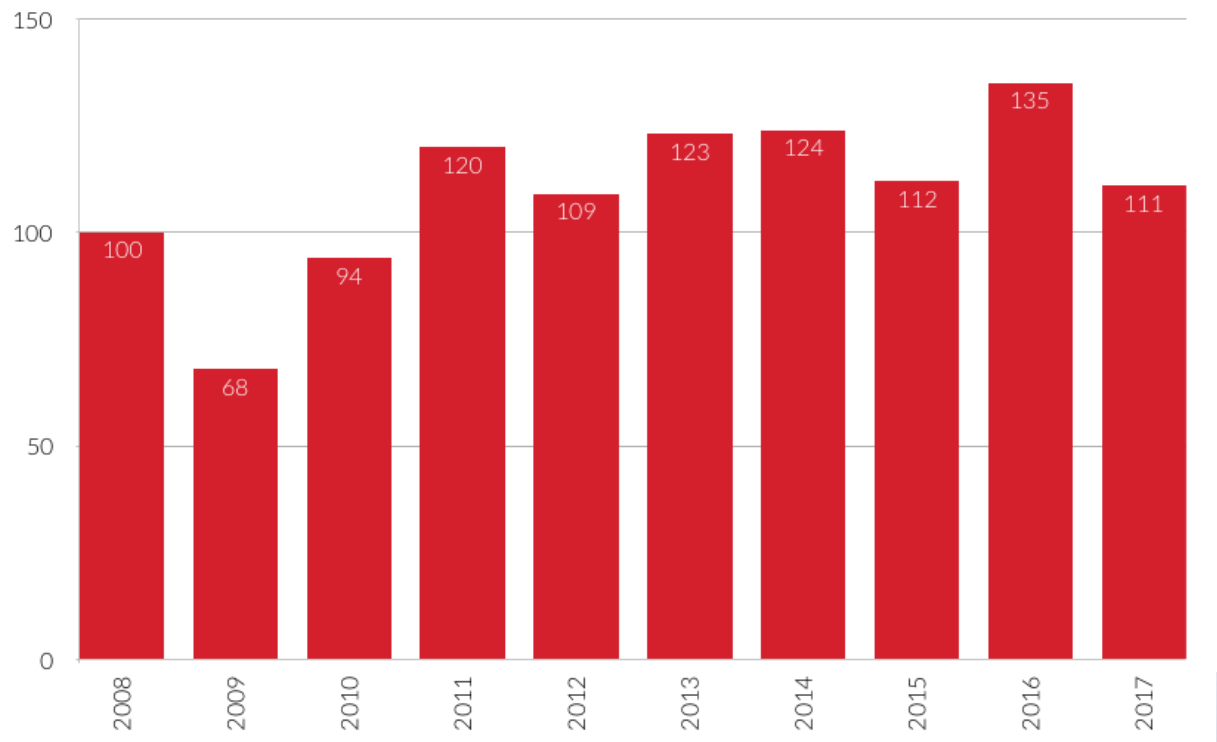
YTD AVERAGE
SALE PRICE
\$612,300

JUNE
SALES VOLUME
\$0

JUNE
UNIT SALES
0

10 YEAR MARKET ANALYSIS

PUSLINCH - UNITS SOLD

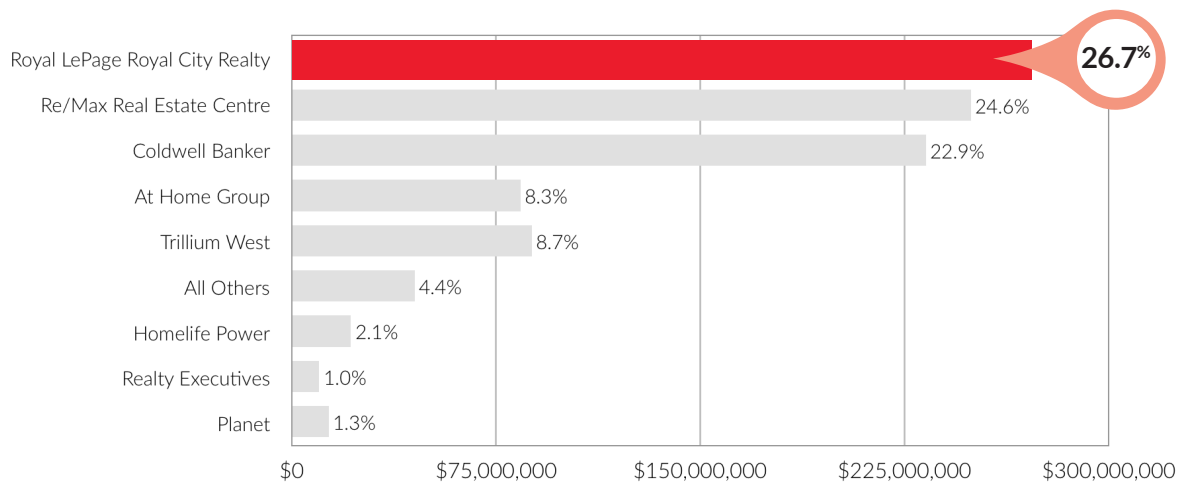


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

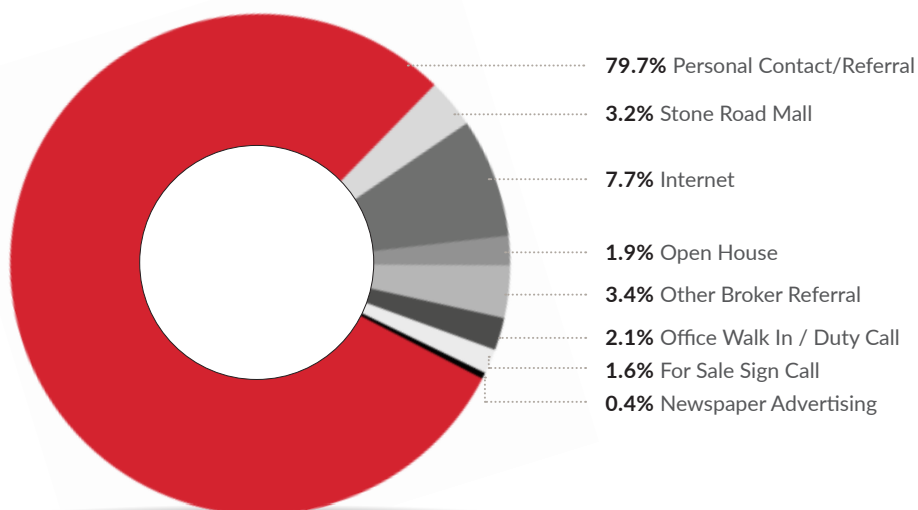
MARKET SHARE BY \$VOLUME

Listing Selling Ends Combined for GUELPH BASED COMPANIES
January - June 2018

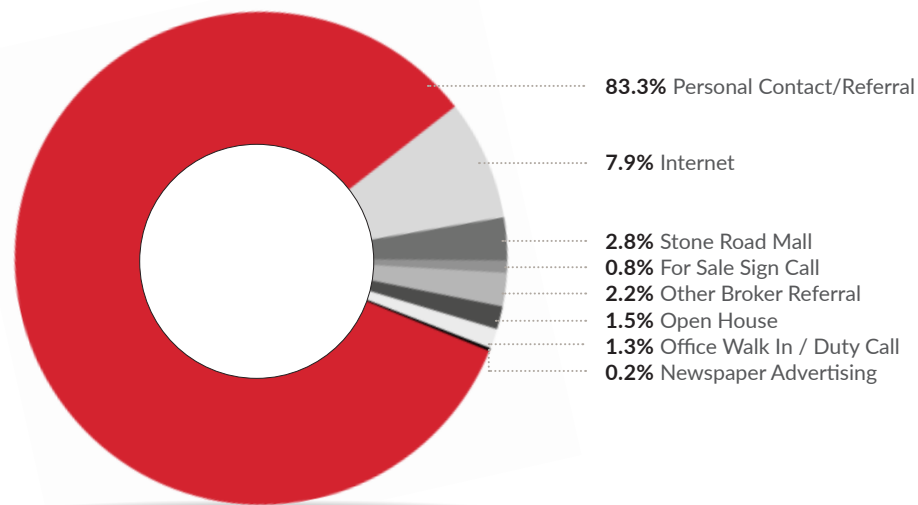


SOURCE OF BUSINESS

SOURCE OF BUYERS 2017 HOW WE'LL FIND YOUR BUYER



SOURCE OF LISTINGS 2017 WHERE OUR LISTINGS COME FROM



OUR LOCATIONS

FOUR 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

118 Main Street S, Rockwood



SPEEDVALE

Ph. 519.821.6191

214 Speedvale Ave., W., Guelph