

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

JANUARY - MARCH 2018



ROYAL CITY REALTY
BROKERAGE

R-CITY | R-TEAM | R-NUMBERS



www.royalcity.com

MARKET OVERVIEW

**"INVENTORY HAS BEEN DOWN
IN 2018 AND IS PUSHING PRICES
UPWARDS."**



THE MARKET IS A

SELLER'S MARKET

APR. '17 - MAR. '18 AVERAGE SALES PRICE

\$985,780

+ 16% ↑

YTD AVERAGE SALES PRICE

\$858,344

+ 26.5% ↑

YTD SALES VOLUME

\$20,590,900

- 27% ↓

YTD AVERAGE DAYS ON MARKET

39

MONTHS OF INVENTORY AVERAGE

8

YTD UNIT SALES / LISTINGS RATIO

46%

YTD CLOSED PRICE VS. LIST PRICE RATIO

144%

2018 YEAR TO DATE

Unit Sales	22	- 45%
New Listings	48	- 4%
Expired Listings	3	-62.5%

MARCH Numbers

SALES VOLUME - 21%

\$12,247,900

UNIT SALES - 37%

12

NEW LISTINGS - 39%

14

EXPIRED LISTINGS

0

UNIT SALES/LISTINGS RATIO - 7%

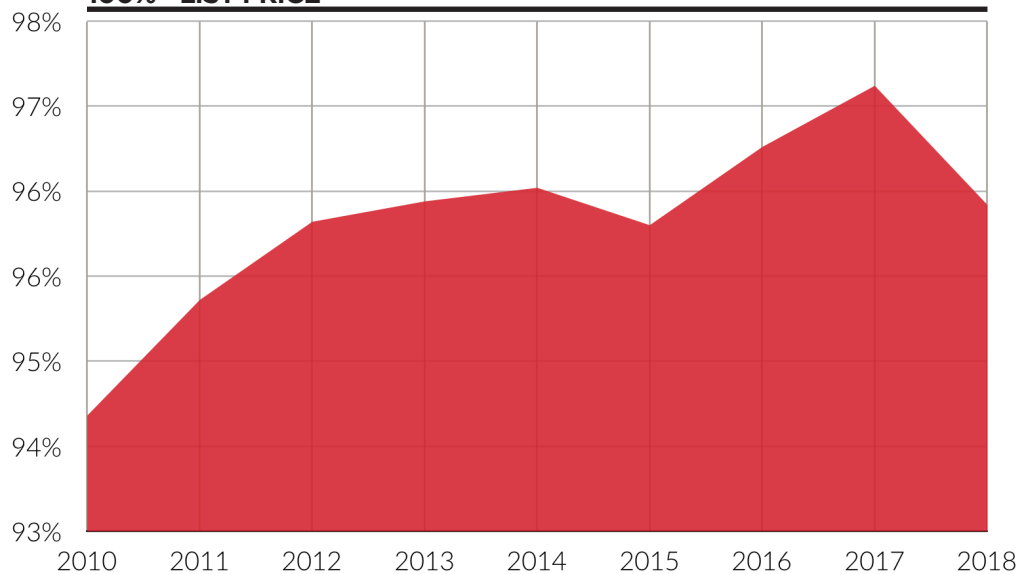
86%

SALE PRICE vs. LIST PRICE RATIO

PUSLINCH

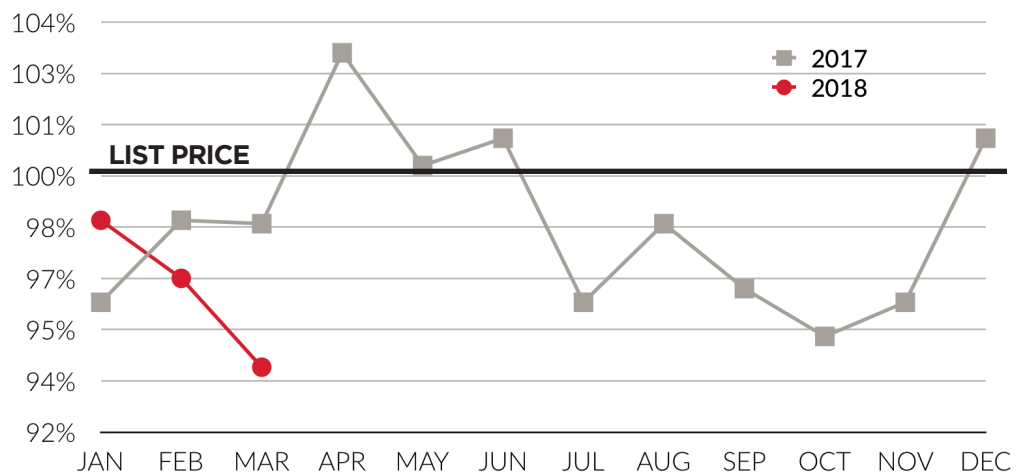
YEAR OVER YEAR

100% - LIST PRICE



MONTH OVER MONTH 2017 VS. 2018

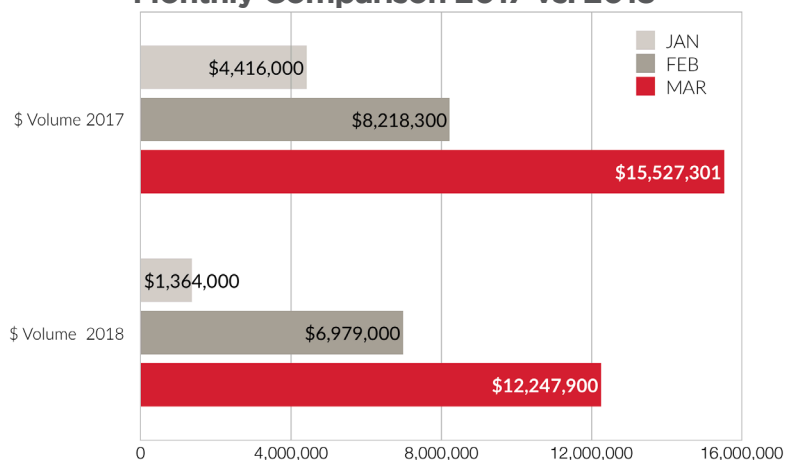
LIST PRICE



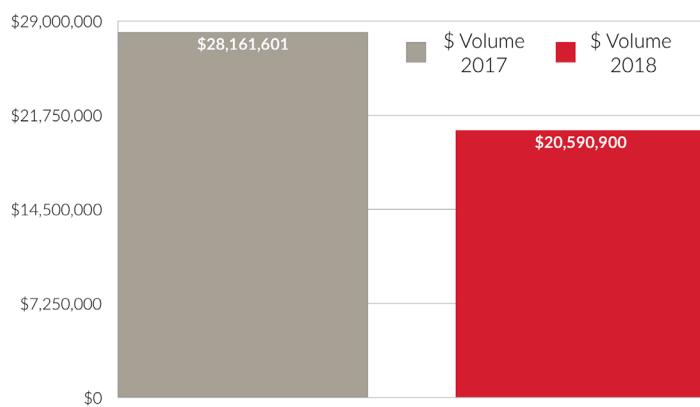
\$ VOLUME SALES

PUSLINCH

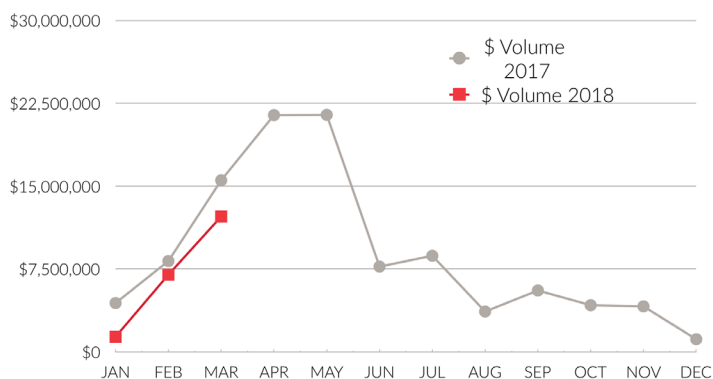
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018



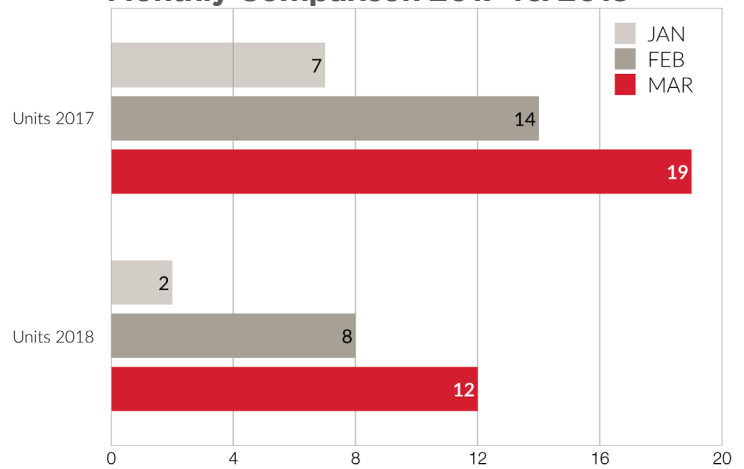
Month vs. Month 2017 vs. 2018



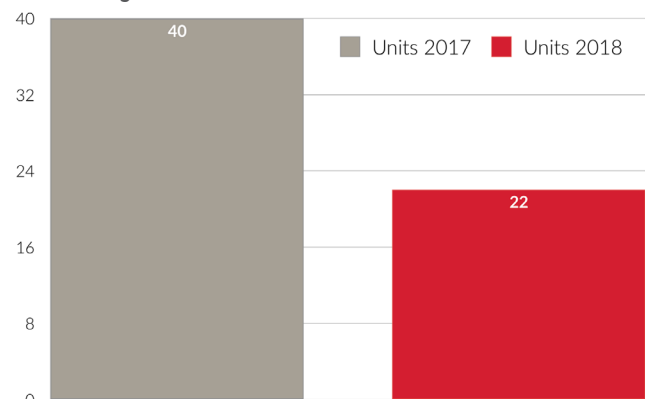
UNIT SALES

PUSLINCH

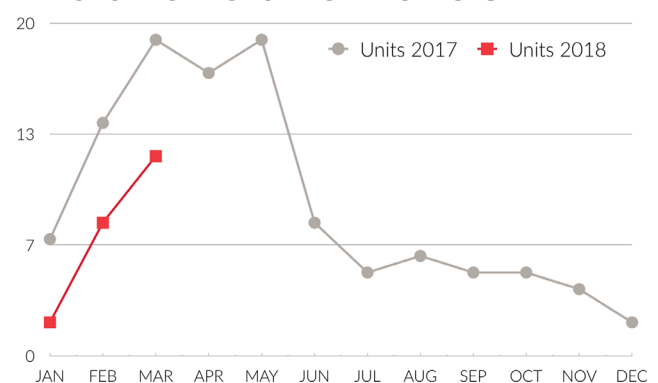
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018

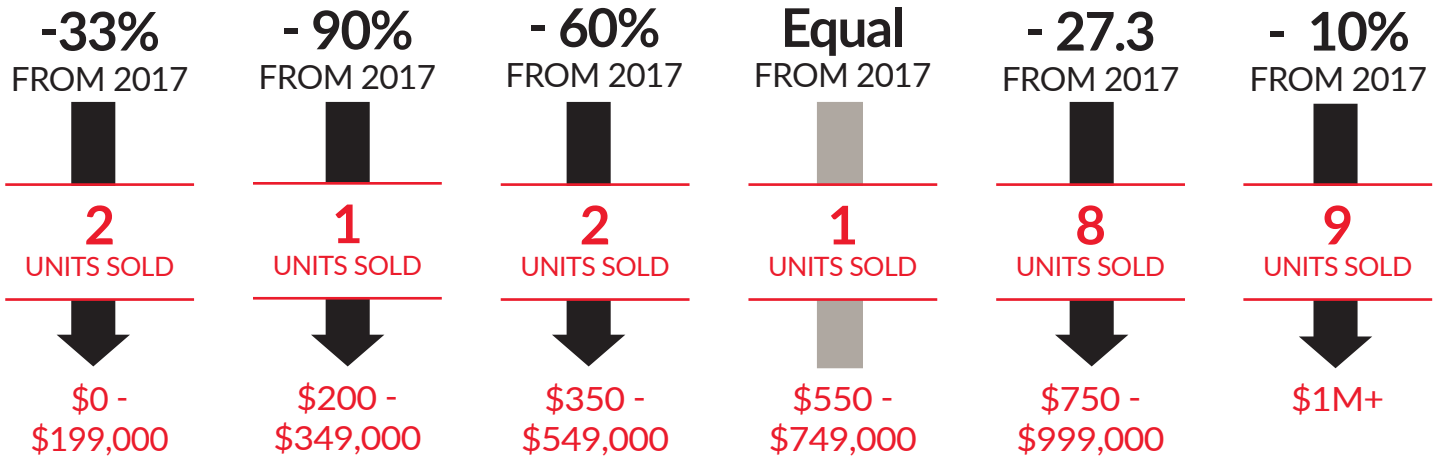


Month vs. Month 2017 vs. 2018



SALES BY PRICE BRACKET

PUSLINCH- YEAR TO DATE



SALES BY TYPE

PUSLINCH - YEAR TO DATE

FREEHOLD HOME SALES

- 33%

YTD
SALES VOLUME
\$17,100,900

- 49%

YTD
UNIT SALES
18

+30%

YTD AVERAGE
SALE PRICE
\$950,050

- 34%

MARCH
SALES VOLUME
\$9,947,900

- 44%

MARCH
UNIT SALES
10

CONDOMINIUM HOME SALES

There have been zero condo sales in Puslinch in 2018.

VACANT LAND SALES

- 7%

YTD
SALES VOLUME
\$1,225,000

- 50%

YTD
UNIT SALES
2

+ 86.5%

YTD AVERAGE
SALE PRICE
\$612,500

+ 179.5%

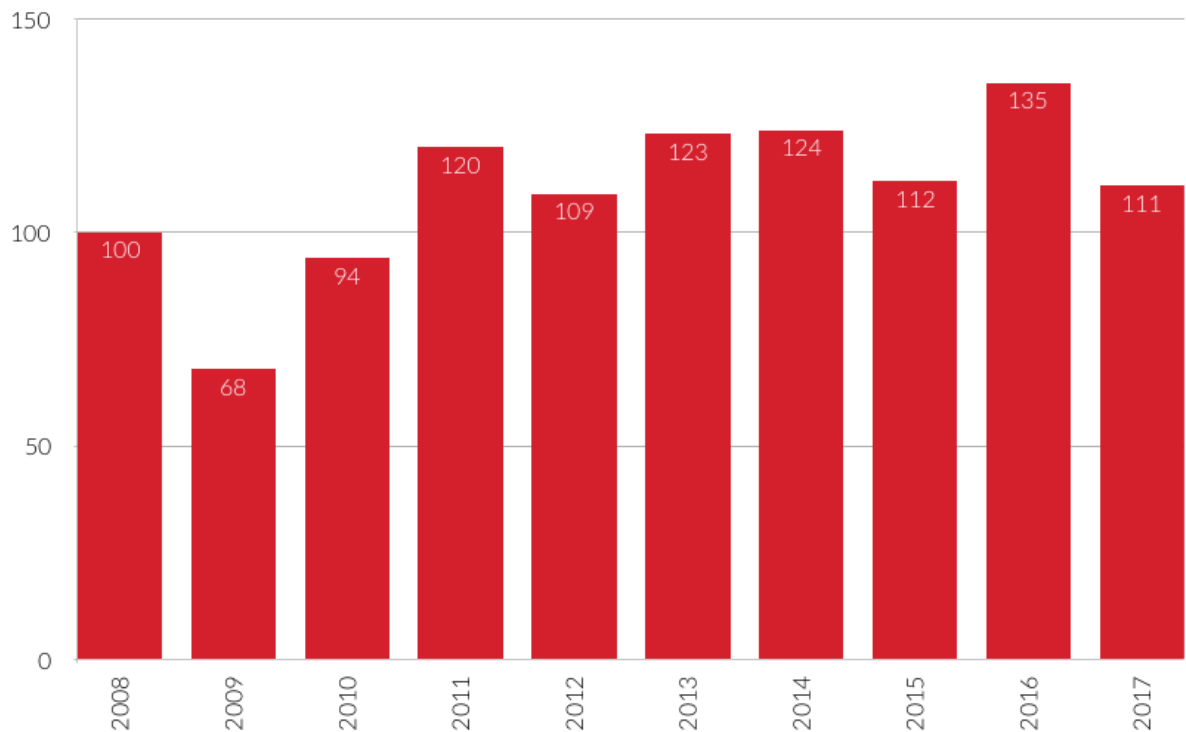
MARCH
SALES VOLUME
\$1,020,000

Equal

MARCH
UNIT SALES
1

10 YEAR MARKET ANALYSIS

PUSLINCH - UNITS SOLD



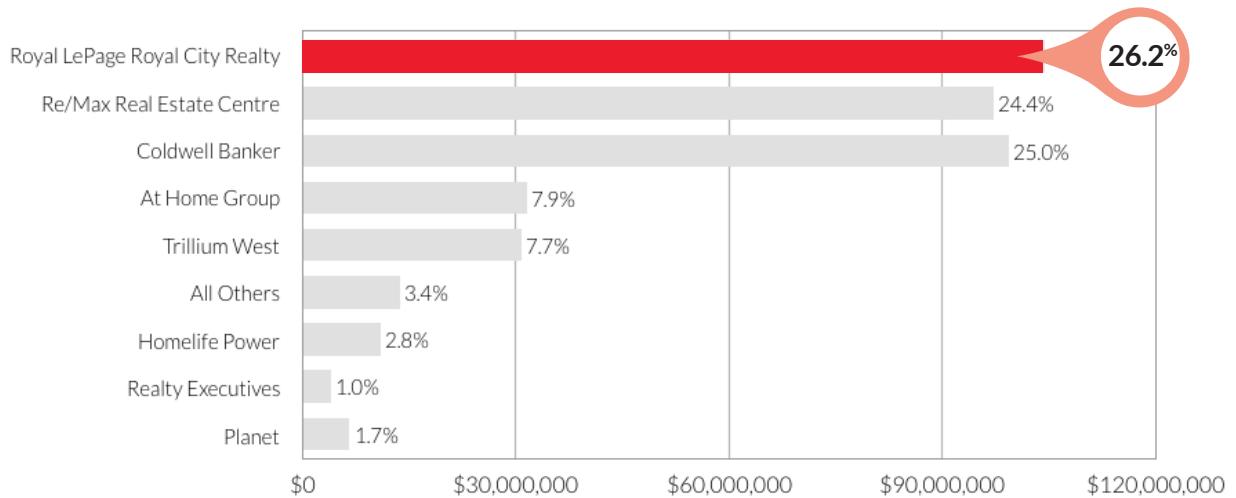


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

MARKET SHARE BY \$VOLUME

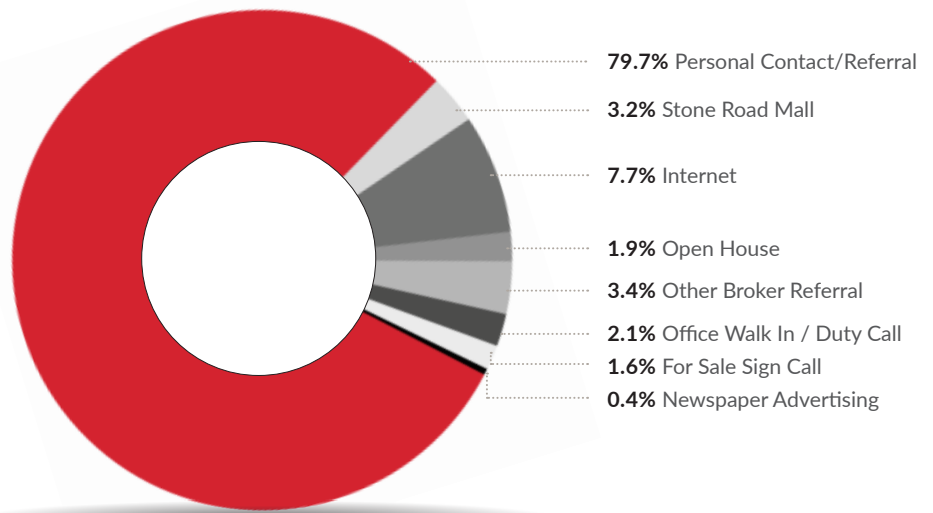
Listing Selling Ends Combined for GUELPH BASED COMPANIES
January - March 2018



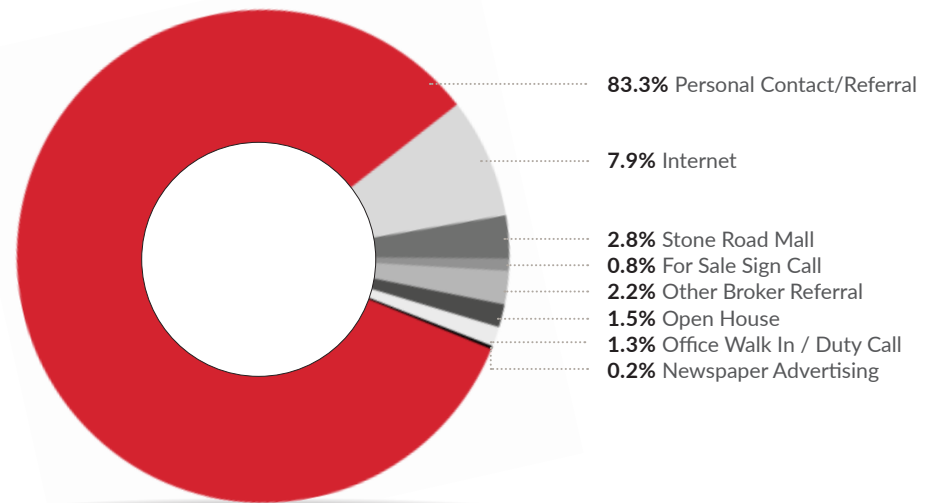


SOURCE OF BUSINESS

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