

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

JANUARY - SEPTEMBER 2017



ROYAL CITY REALTY
BROKERAGE

R-CITY | R-TEAM | R-NUMBERS



www.royalcity.com

MARKET OVERVIEW

PUSLINCH



YTD SALES VOLUME

\$98,020,436

+ 1% ↑

YTD AVERAGE DAYS ON MARKET

43

YTD SALES UNDER \$200K

3

YTD SALES \$200K-\$349K

13

YTD AVERAGE SALES PRICE

\$975,995.00

+ 5% ↑

YTD SALES \$350K-\$549K

13

YTD SALES \$550K-\$999K

39

YTD SALES OVER \$1M

46

2017 YEAR TO DATE

Unit Sales	104	- 5%
New Listings	173	- .5%
Expired Listings	26	- 38%
Unit Sales/Listing Ratio	60%	+ 16%

SEPTEMBER Numbers

SALES VOLUME - 73%

\$6,385,999

UNIT SALES - 74%

6

NEW LISTINGS - 39%

19

EXPIRED LISTINGS - 33%

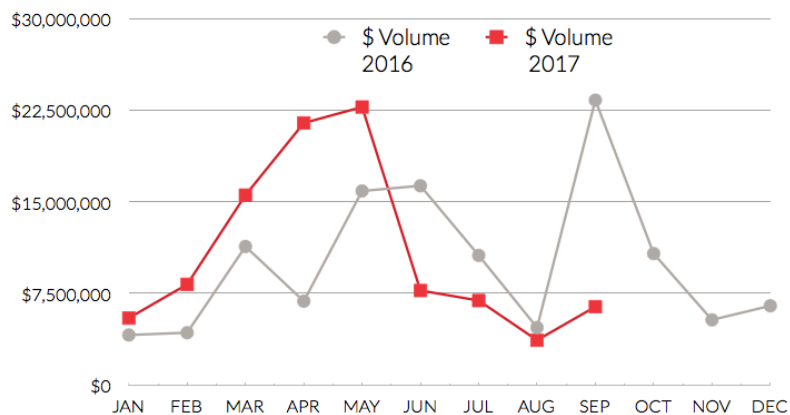
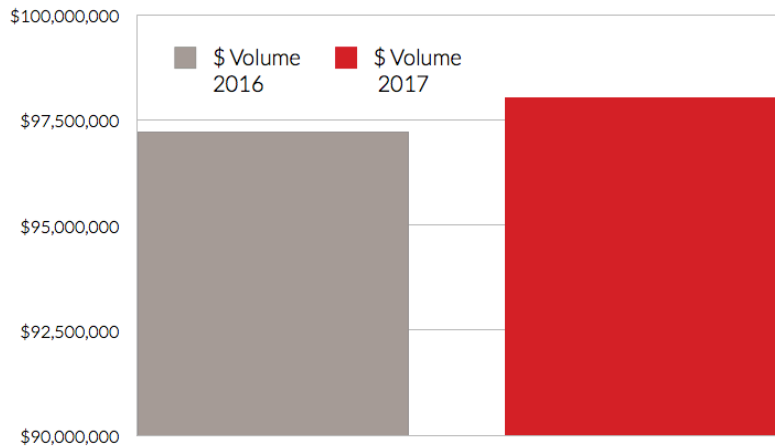
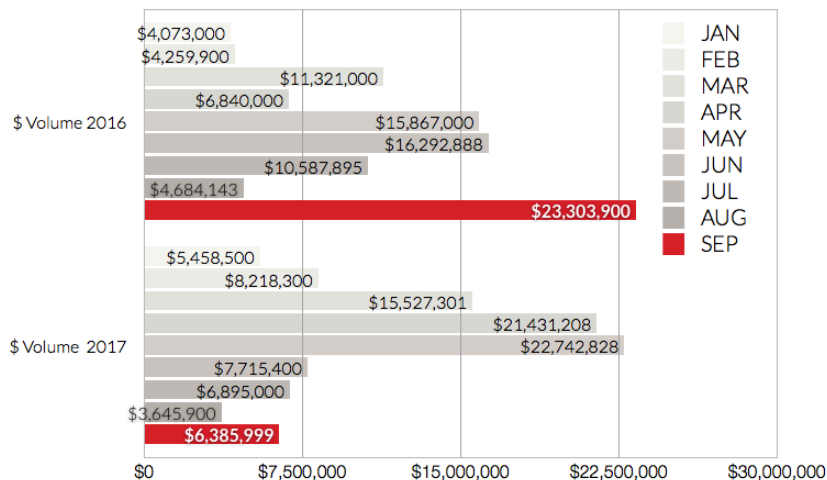
2

UNIT SALES/LISTINGS RATIO - 57%

32%

DOLLAR VOLUME

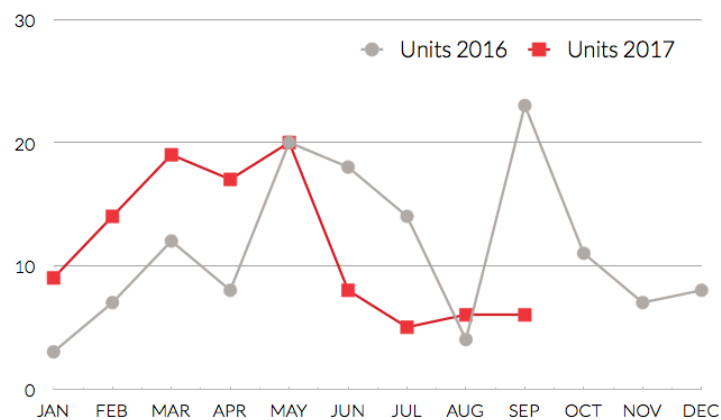
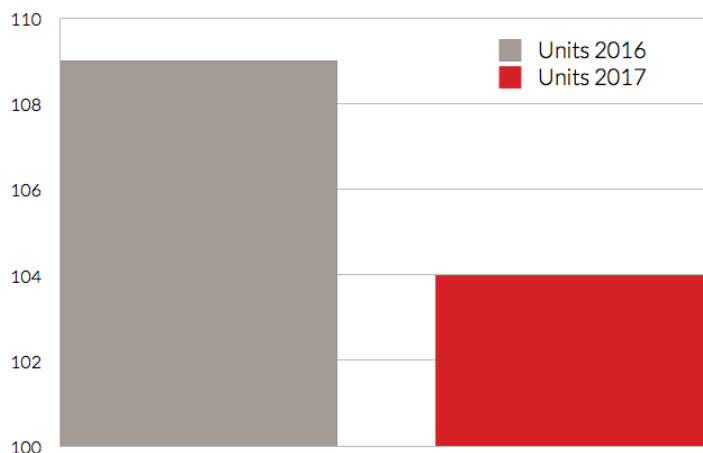
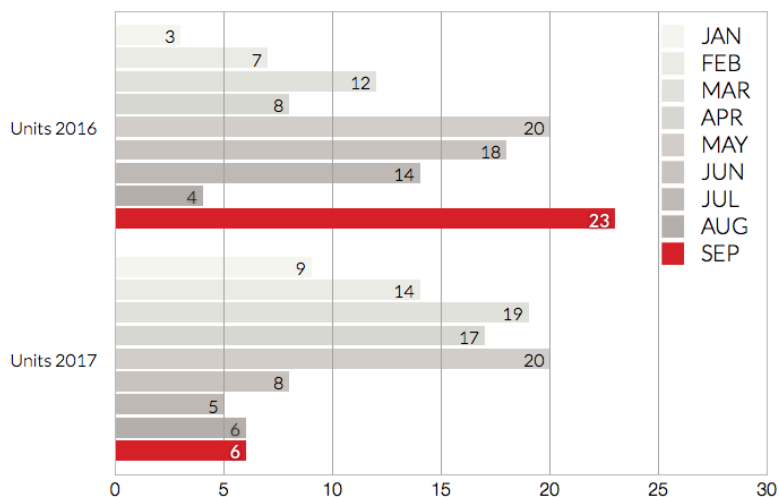
PUSLINCH SALES YEAR TO DATE





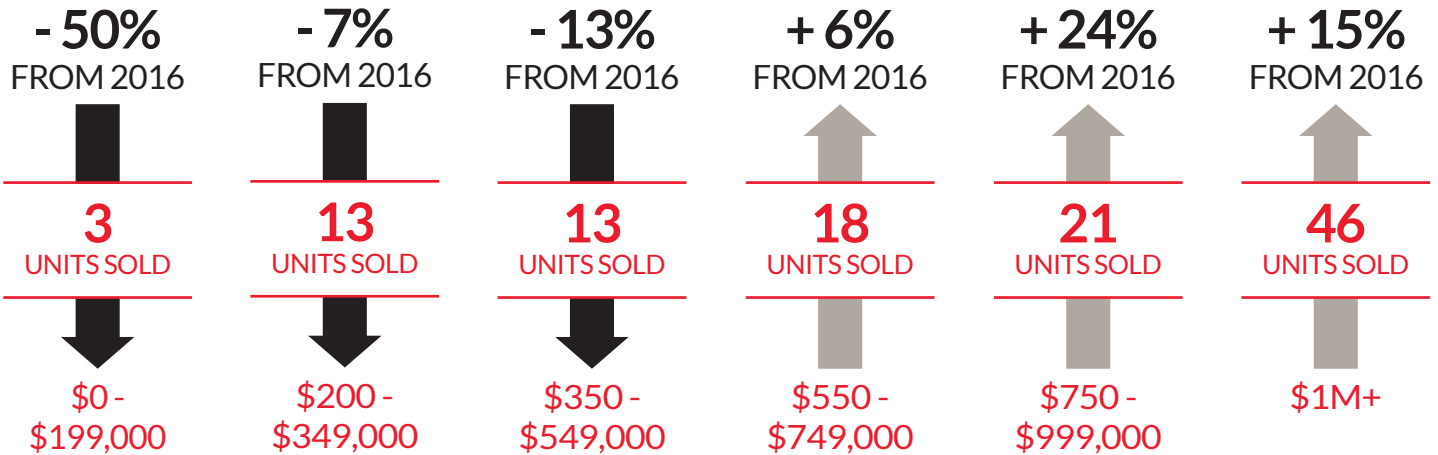
UNIT SALES

PUSLINCH SALES YEAR TO DATE



MARKET OVERVIEW

PUSLINCH BY PRICE BRACKET - YEAR TO DATE



SALES

PUSLINCH BY TYPE - YEAR TO DATE

FREEHOLD HOME SALES

+ 13%

YTD
SALES VOLUME
\$89,150,436

+ 3%

YTD
UNIT SALES
90

+ 9%

YTD AVERAGE
SALE PRICE
\$990,560

- 69%

SEPTEMBER
SALES VOLUME
\$6,385,999

- 70%

SEPTEMBER
UNIT SALES
6

CONDOMINIUM HOME SALES

- 100%

YTD
SALES VOLUME
\$0

- 100%

YTD
UNIT SALES
0

n/a

YTD AVERAGE
SALE PRICE
\$0

Even

SEPTEMBER
SALES VOLUME
\$0

Even

SEPTEMBER
UNIT SALES
0

VACANT LAND SALES

+ 46%

YTD
SALES VOLUME
\$5,295,000

Even

YTD
UNIT SALES
10

+ 46%

YTD AVERAGE
SALE PRICE
\$529,500

- 100%

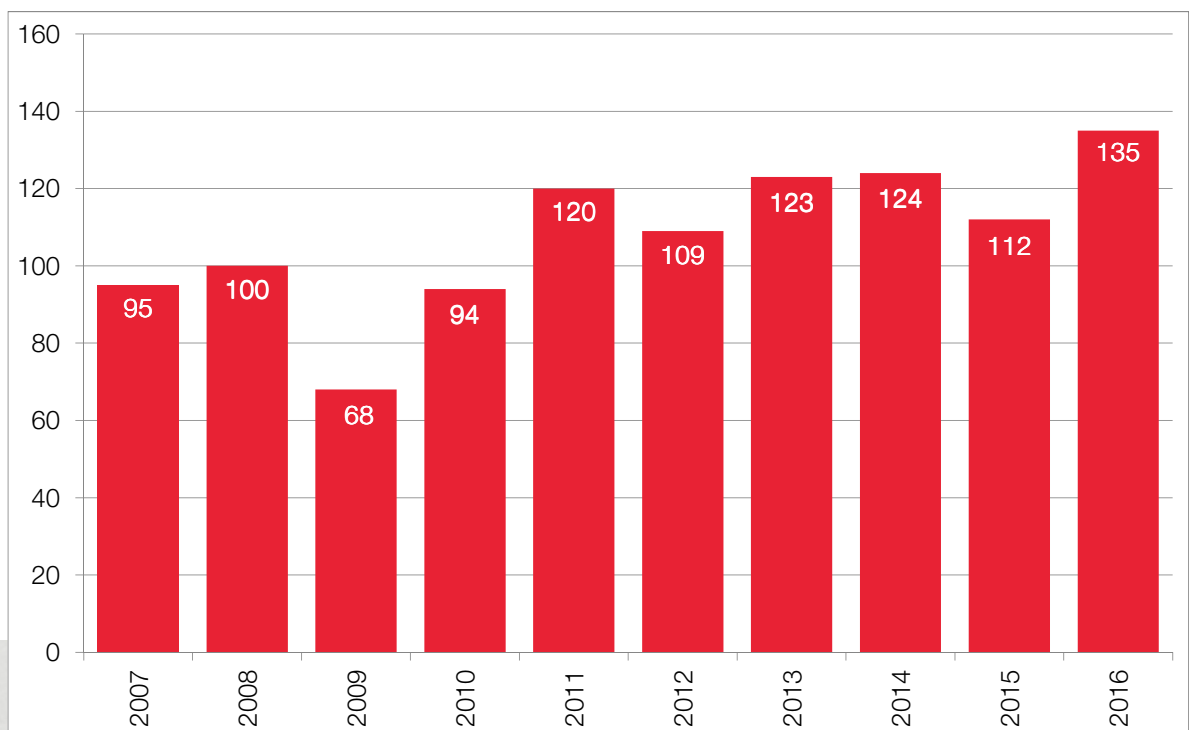
SEPTEMBER
SALES VOLUME
\$0

- 100%

SEPTEMBER
UNIT SALES
0

10 YEAR MARKET ANALYSIS

PUSLINCH UNITS SOLD



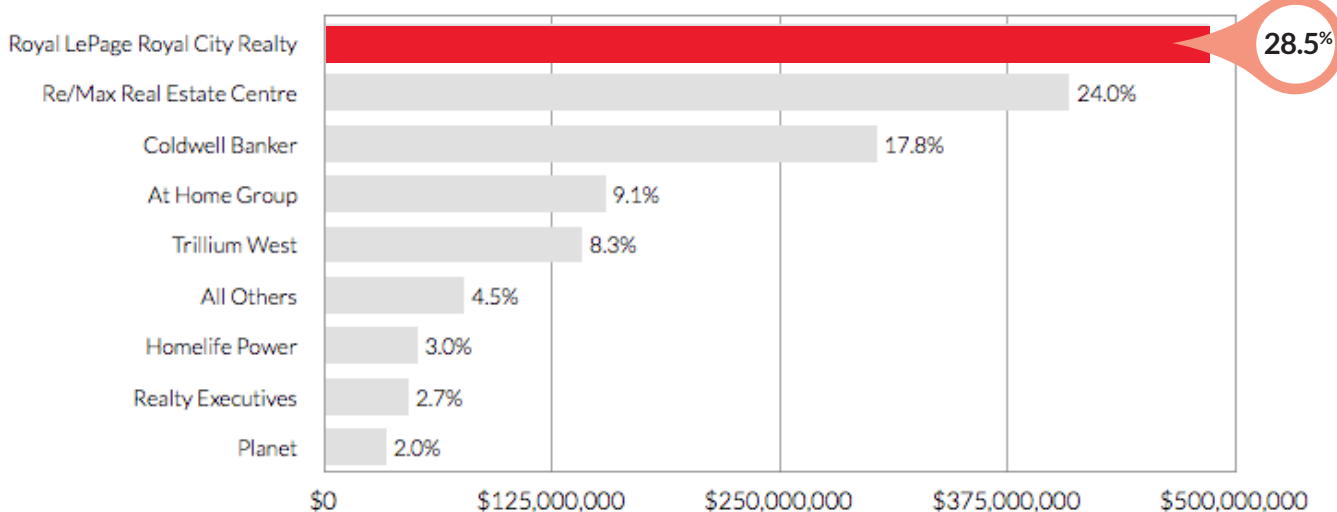


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

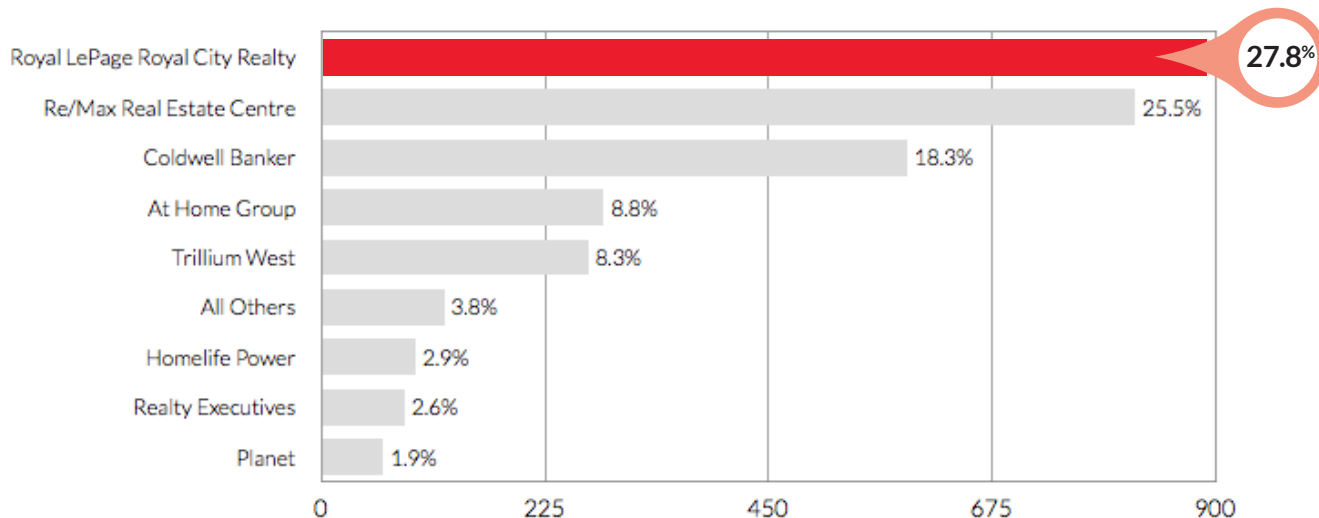
MARKET SHARE BY \$VOLUME

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



MARKET SHARE BY UNITS

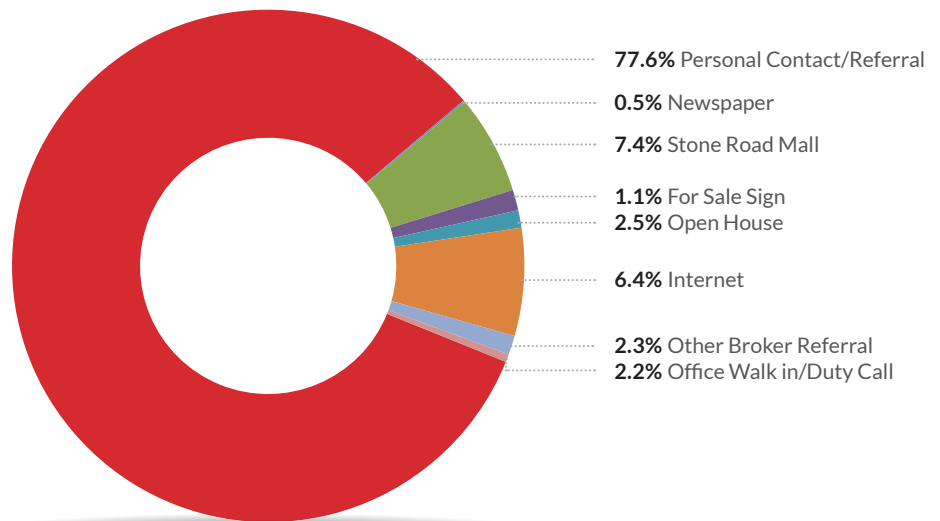
Listing Selling Ends Combined for GUELPH BASED COMPANIES
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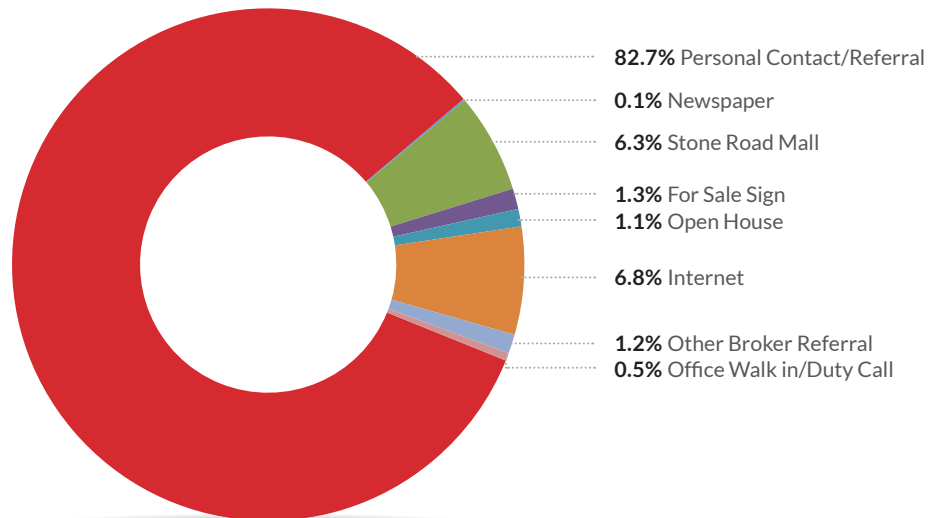


SOURCE OF BUSINESS

SOURCE OF BUYERS 2016 HOW WE'LL FIND YOUR BUYER



SOURCE OF LISTINGS 2016 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