



# 2021 JANUARY

**PUSLINCH**

Real Estate Market Report



**ROYAL CITY REALTY**  
BROKERAGE

# OVERVIEW

## SELLERS MARKET

Listing activity is down in this area by almost half compared to January 2020. This lack of inventory has dragged down buying activity which in turn has held back unit sales and sales volume. With more inventory, we are expecting more sales here with significant demand.



### January year-over-year sales volume of \$3,886,000

Down 22.12% from 2020's \$4,989,438 with unit sales of 4 had no change from last January's 4. New listings of 10 are down 44.44% from a year ago, with the sales/listing ratio of 40% up 17.78%.



### Year-to-date sales volume of \$3,886,000

Down 22.12% from 2020's \$4,989,438 with unit sales of 4 had no change from 2020's 4. New listings of 10 are down 44.44% from a year ago, with the sales/listing ratio of 40% up 17.78%.



### Year-to-date average sale price of \$971,500

Down from \$1,247,360 one year ago with median sale price of \$1,457,500 up from \$1,400,000 one year ago. Average days-on-market of 8 is down 13 days from last year.

## JANUARY NUMBERS

Median Sale Price

**\$1,457,500**

+4.11%

Sales Volume

**\$3,886,000**

-22.12%

Unit Sales

**4**

No change

New Listings

**10**

-44.44%

Expired Listings

**1**

-83.33%

Unit Sales/Listings Ratio

**40%**

+17.78%

*Year-over-year comparison  
(January 2021 vs. January 2020)*

*Note: The sample size for this area shows too few listings to depict a meaningful comparison between Median Sales Price and Average Sales Prices.*



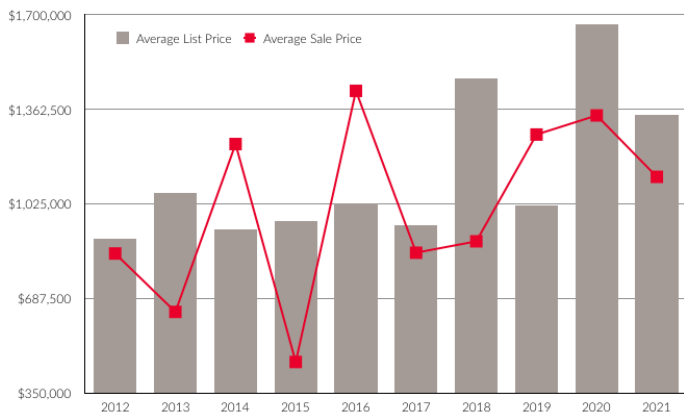
# THE MARKET IN DETAIL

	2019	2020	2021	2020-2021
YTD Volume Sales	\$3,484,498	\$4,989,438	\$3,886,000	-22.12%
YTD Unit Sales	3	4	4	No change
YTD New Listings	25	18	10	-44.44%
YTD Sales/Listings Ratio	12%	22.22%	40%	+17.78%
YTD Expired Listings	6	6	1	-83.33%
January Volume Sales	\$3,484,498	\$4,989,438	\$3,886,000	-22.12%
January Unit Sales	3	4	4	No change
January New Listings	25	18	10	-44.44%
January Sales/Listings Ratio	12%	22.22%	40%	+17.78%
January Expired Listings	6	6	1	-83.33%
YTD Sales: Under \$0-\$199K	0	0	0	No change
YTD Sales: Under \$200K-\$349K	0	1	0	Down from 1
YTD Sales: Under \$350K-\$549K	0	0	1	Up from 0
YTD Sales: Under \$550K-\$749K	0	0	1	Up from 0
YTD Sales: Under \$750K-\$999K	2	0	0	No change
YTD Sales: \$1M+	1	3	2	-33.33%
YTD Average Days-On-Market	77	21	8	-61.9%
YTD Average Sale Price	\$1,161,499	\$1,247,360	\$971,500	-22.12%
YTD Median Sale Price	\$999,900	\$1,400,000	\$1,457,500	+4.11%

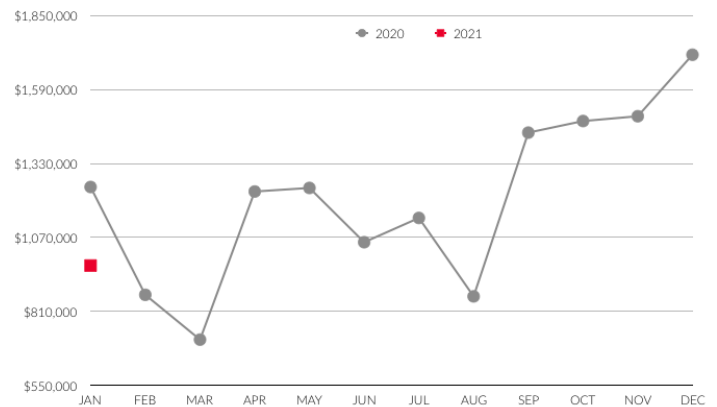
Wellington County MLS Sales and Listing Summary  
2019 vs. 2020 vs. 2021



# AVERAGE SALE PRICE

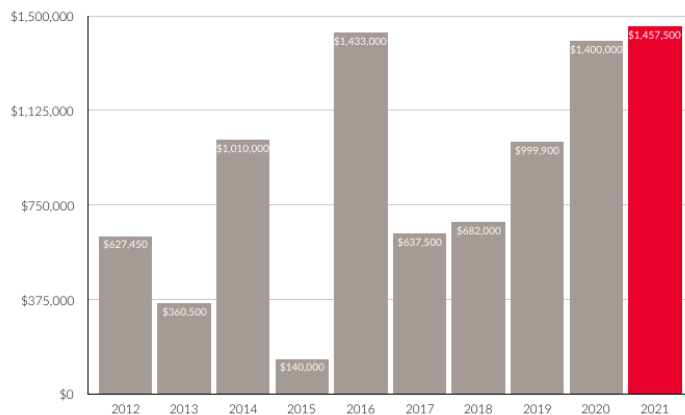


Year-Over-Year



Month-Over-Month 2020 vs. 2021

# MEDIAN SALE PRICE



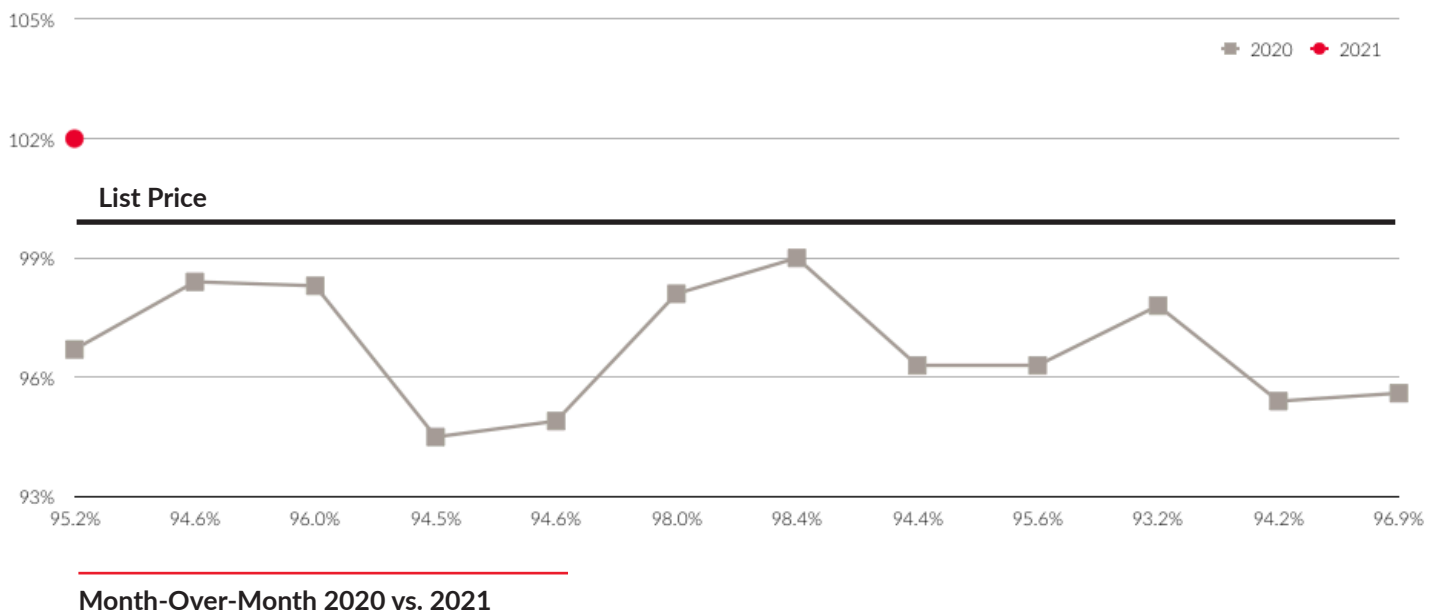
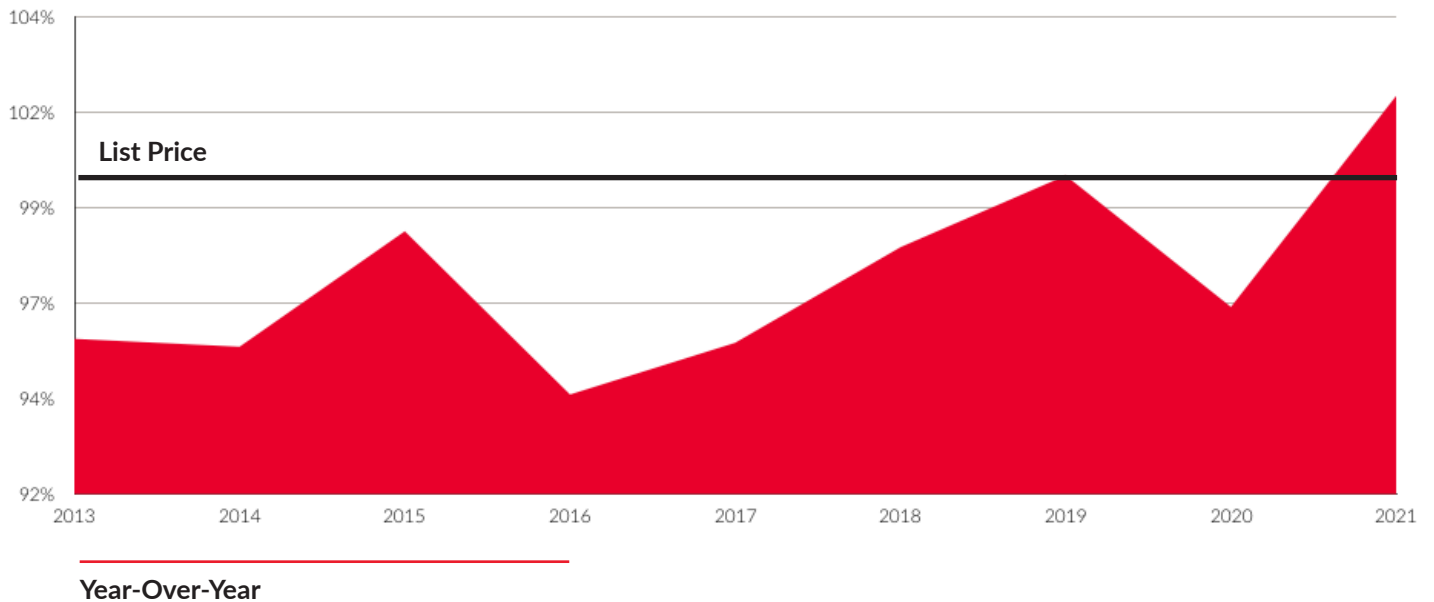
Year-Over-Year



Month-Over-Month 2020 vs. 2021

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

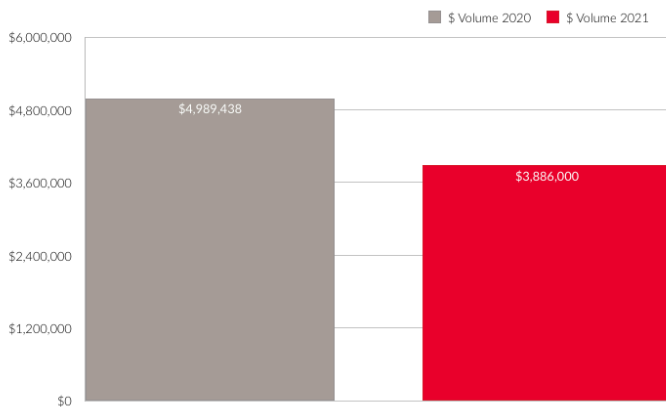
# SALE PRICE VS. LIST PRICE RATIO



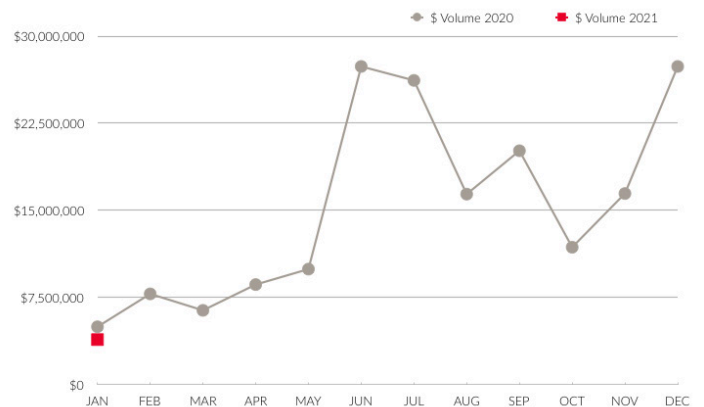
# DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

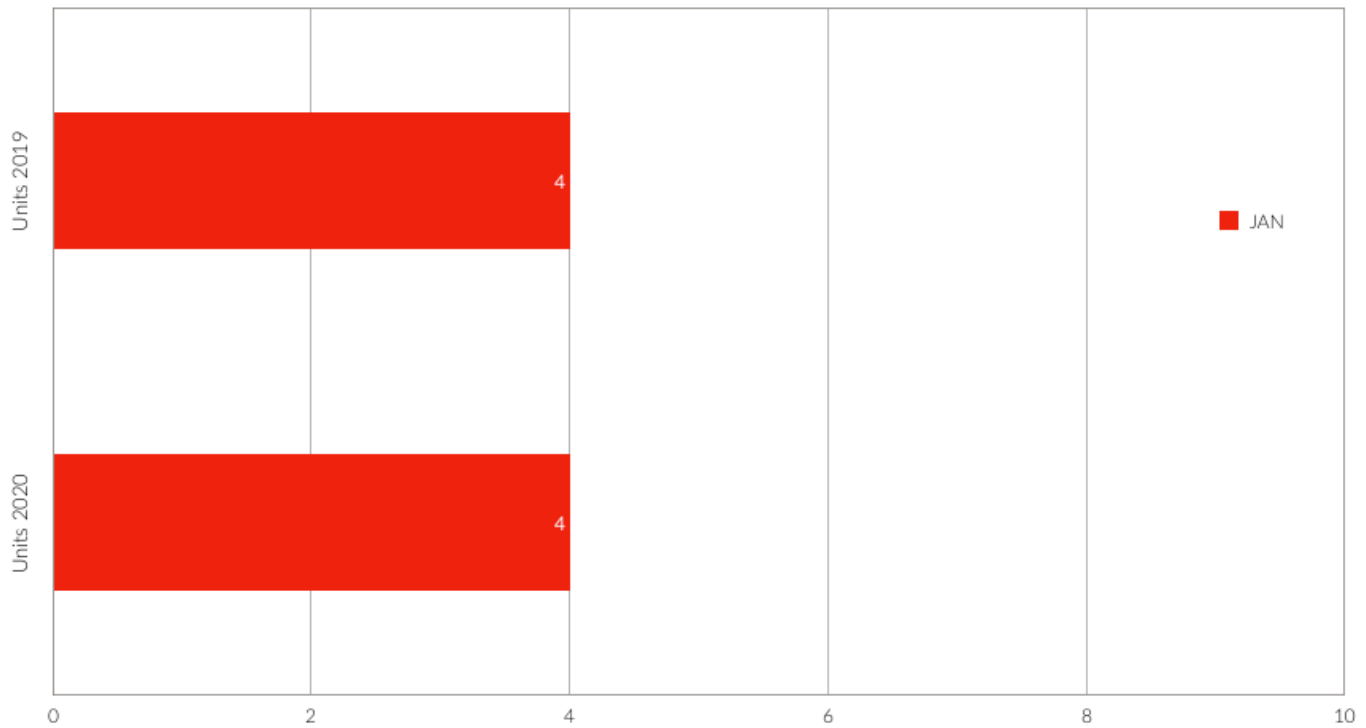


Yearly Totals 2020 vs. 2021

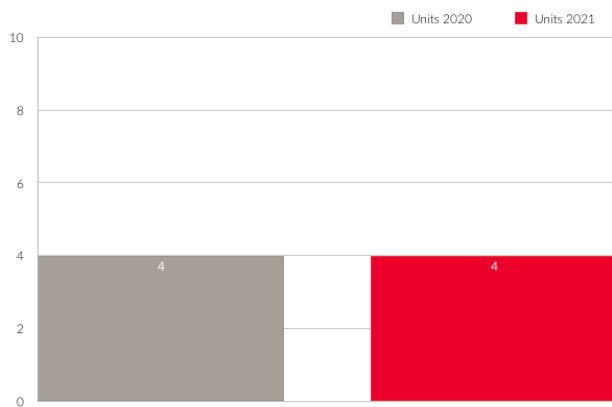


Month vs. Month 2020 vs. 2021

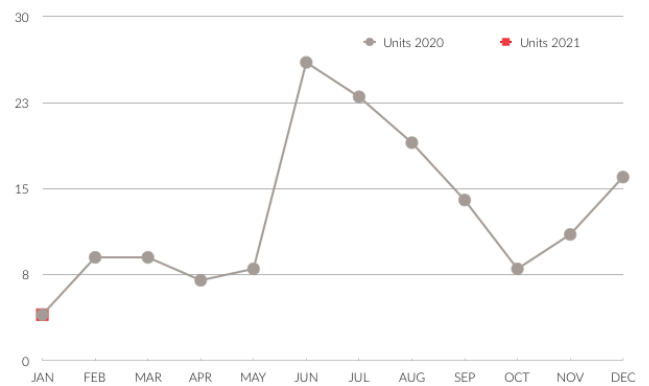
# UNIT SALES



## Monthly Comparison 2020 vs. 2021



## Yearly Totals 2020 vs. 2021



## Month vs. Month 2020 vs. 2021

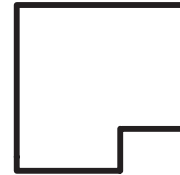
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

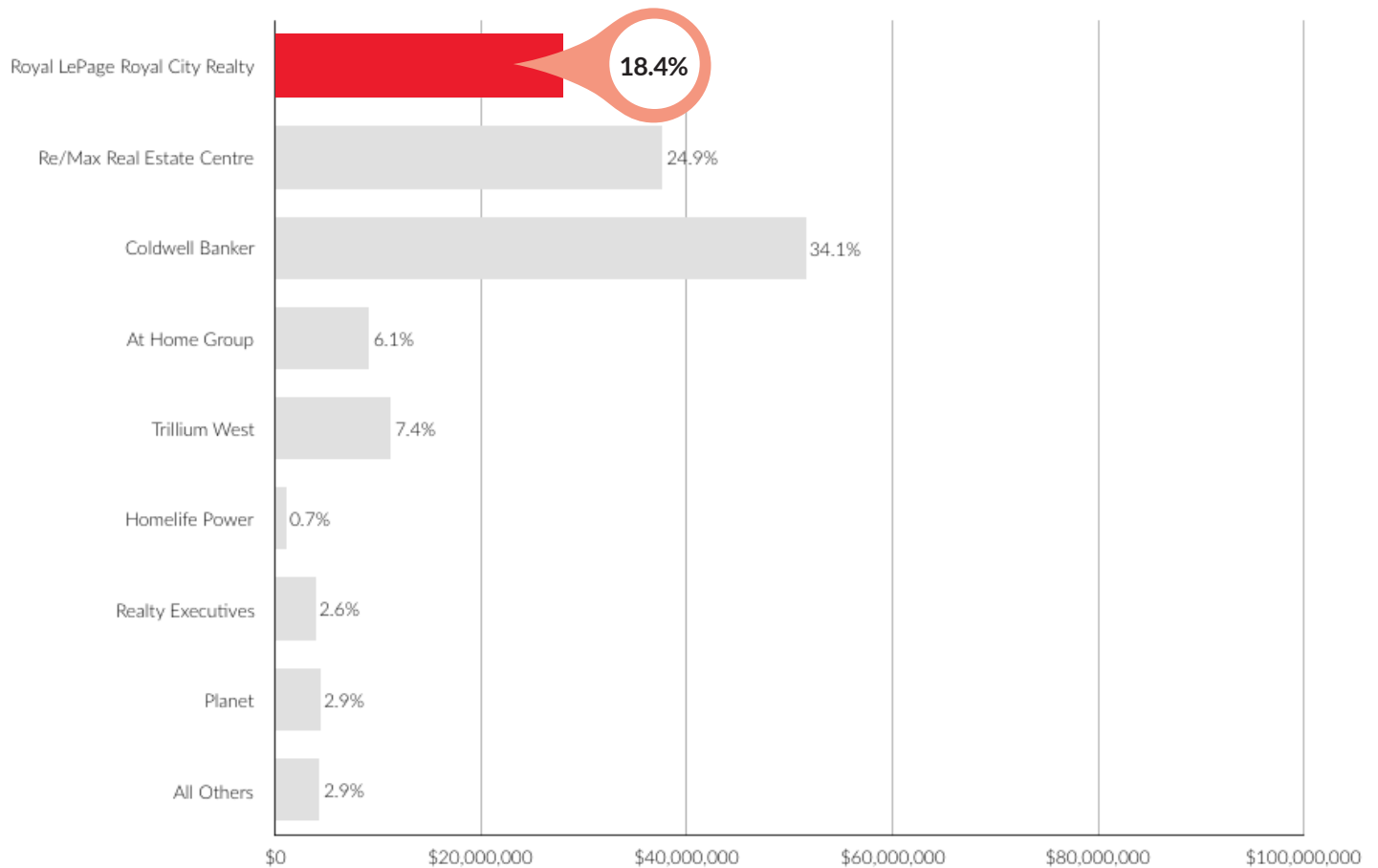
YTD Sales Volume	 <b>\$2,915,000</b> -18.79%	 <b>\$0</b> No Change	 <b>\$971,000</b> Up from \$0
YTD Unit Sales	 <b>2</b> -33.33%	 <b>0</b> No Change	 <b>2</b> Up from 0
YTD Average Sale Price	 <b>\$1,457,500</b> +21.82%	 <b>\$0</b> No Change	 <b>\$485,500</b> Up from \$0
January Sales Volume	 <b>\$2,915,000</b> -18.79%	 <b>\$0</b> No Change	 <b>\$971,000</b> Up from \$0
January Unit Sales	 <b>2</b> -33.33%	 <b>0</b> No Change	 <b>2</b> Up from 0

Year-Over-Year Comparison (2021 vs. 2020)





# MARKET DOMINANCE

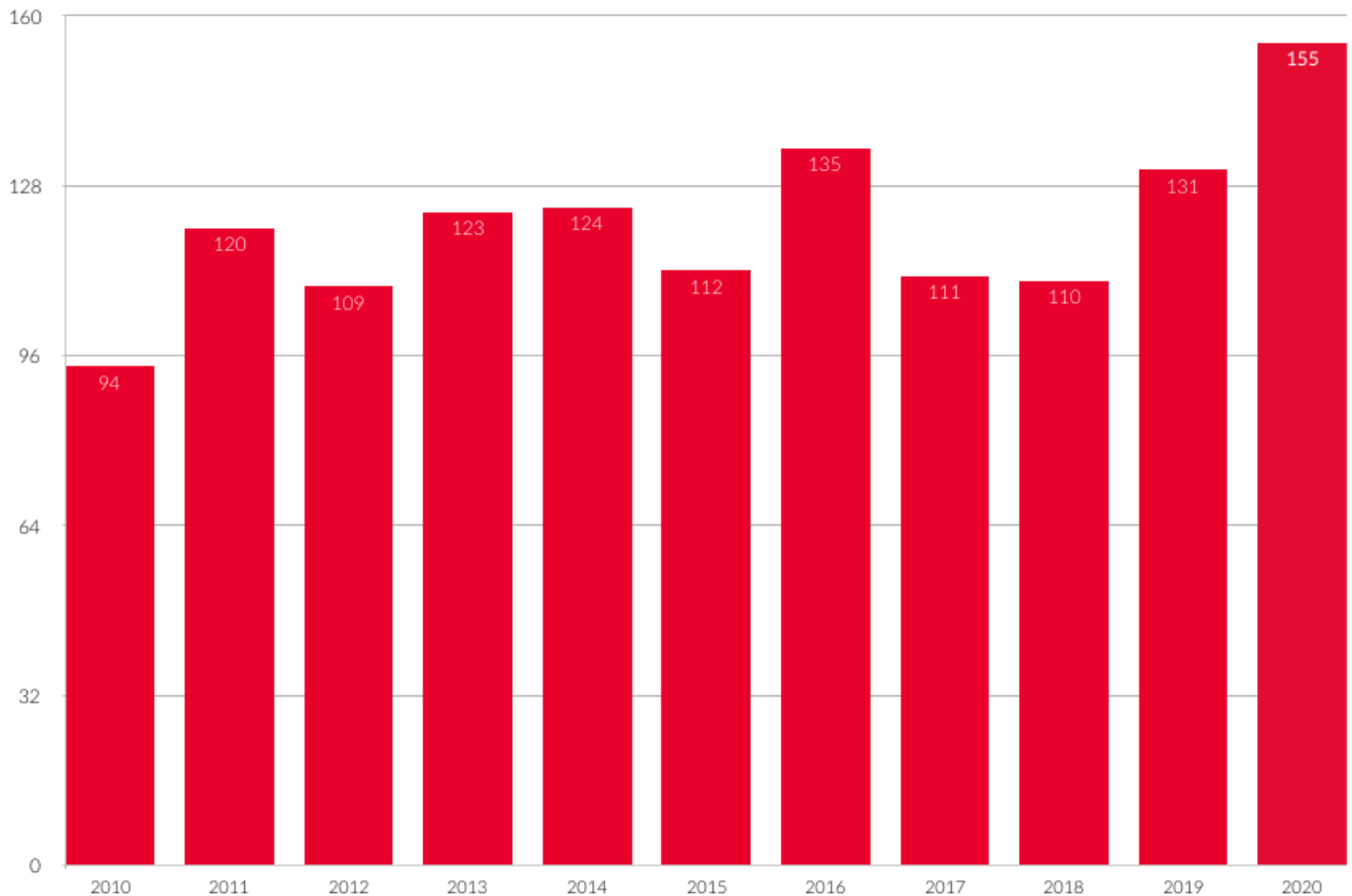


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
January 2021



# 10 YEAR MARKET ANALYSIS



Units Sold



# 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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