



# 2021 FEBRUARY

**PUSLINCH**

Real Estate Market Report



**ROYAL CITY REALTY**  
BROKERAGE

# OVERVIEW

## SELLERS MARKET

While this micro market is subject to large swings in data and numbers, this market has still been incredibly busy compared to year's past, particularly last year at this time. In spite new listing activity dropping by almost a third year over year, we have seen very substantial increases in sales volume, unit sales and prices. Unprecedented demand continues to push this market, and increased listing activity may only lead to more sales.



### February year-over-year sales volume of \$24,268,000

Up 210.39% from 2020's \$7,818,566 with unit sales of 14 were up from last February's 9. New listings of 17 are down 32% from a year ago, with the sales/listing ratio of 82.35% up 46.35%.



### Year-to-date sales volume of \$28,154,000

Up 119.82% from 2020's \$12,808,004 with unit sales of 18 were up from 2020's 13. New listings of 27 are down 37.21% from a year ago, with the sales/listing ratio of 66.67% up 36.43%.



### Year-to-date average sale price of \$1,352,465

Up from \$1,058,045 one year ago with median sale price of \$1,691,250 up from \$1,219,750 one year ago. Average days-on-market of 21.5 is down 25.5 days from last year.

## FEBRUARY NUMBERS

Median Sale Price

**\$1,925,000**

+85.19%

Sales Volume

**\$24,268,000**

+210.39%

Unit Sales

**14**

+55.56%

New Listings

**17**

-32%

Expired Listings

**1**

-88.89%

Unit Sales/Listings Ratio

**82.35%**

+46.35%

*Year-over-year comparison  
(February 2021 vs. February 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.*



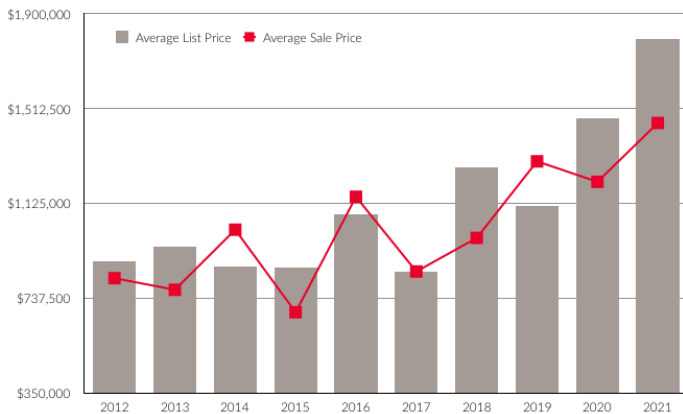


# THE MARKET IN DETAIL

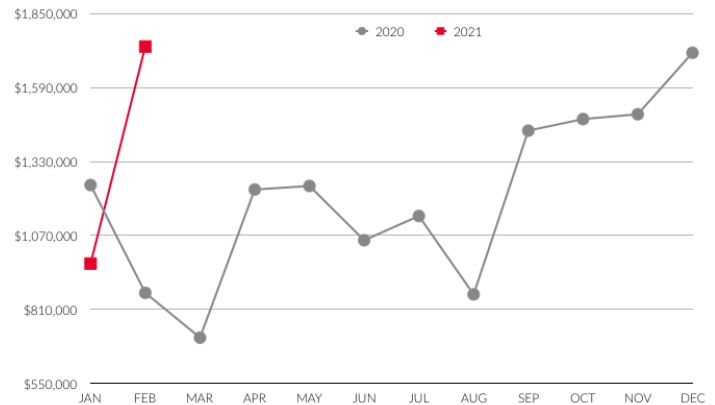
	2019	2020	2021	2020-2021
<b>YTD Volume Sales</b>	\$20,879,498	\$12,808,004	\$28,154,000	+119.82%
<b>YTD Unit Sales</b>	18	13	18	+38.46%
<b>YTD New Listings</b>	48	43	27	-37.21%
<b>YTD Sales/Listings Ratio</b>	37.5%	30.23%	66.67%	+36.43%
<b>YTD Expired Listings</b>	9	15	2	-86.67%
<b>February Volume Sales</b>	\$17,395,000	\$7,818,566	\$24,268,000	+210.39%
<b>February Unit Sales</b>	15	9	14	+55.56%
<b>February New Listings</b>	23	25	17	-32%
<b>February Sales/Listings Ratio</b>	65.22%	36%	82.35%	+46.35%
<b>February Expired Listings</b>	3	9	1	-88.89%
<b>YTD Sales: Under \$0-\$199K</b>	0	0	0	No change
<b>YTD Sales: Under \$200K-\$349K</b>	0	2	0	Down from 2
<b>YTD Sales: Under \$350K-\$549K</b>	4	3	2	-33.33%
<b>YTD Sales: Under \$550K-\$749K</b>	2	1	3	+200%
<b>YTD Sales: Under \$750K-\$999K</b>	5	1	2	+100%
<b>YTD Sales: \$1M+</b>	7	6	11	+83.33%
<b>YTD Average Days-On-Market</b>	66.5	47	21.5	-54.26%
<b>YTD Average Sale Price</b>	\$1,160,583	\$1,058,045	\$1,352,465	+27.83%
<b>YTD Median Sale Price</b>	\$1,044,700	\$1,219,750	\$1,691,250	+38.66%

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

# AVERAGE SALE PRICE

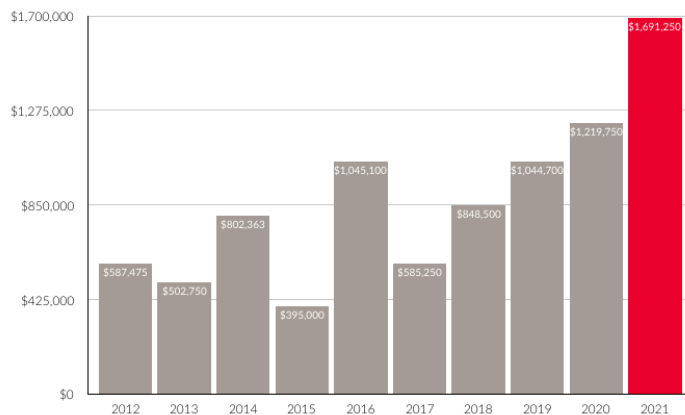


Year-Over-Year

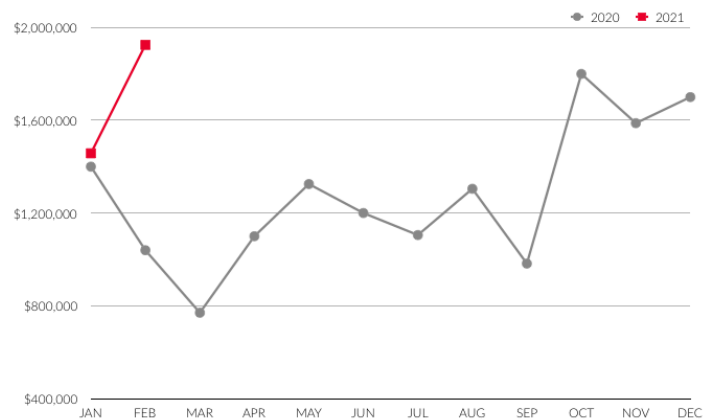


Month-Over-Month 2020 vs. 2021

# MEDIAN SALE PRICE



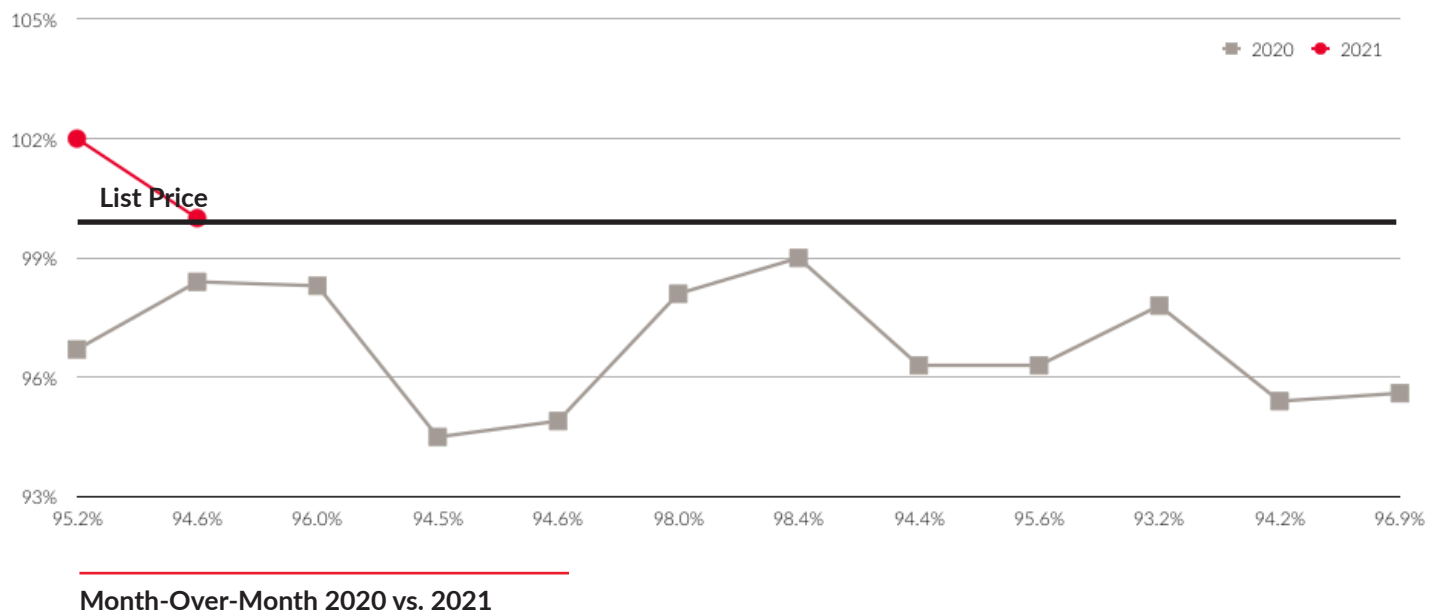
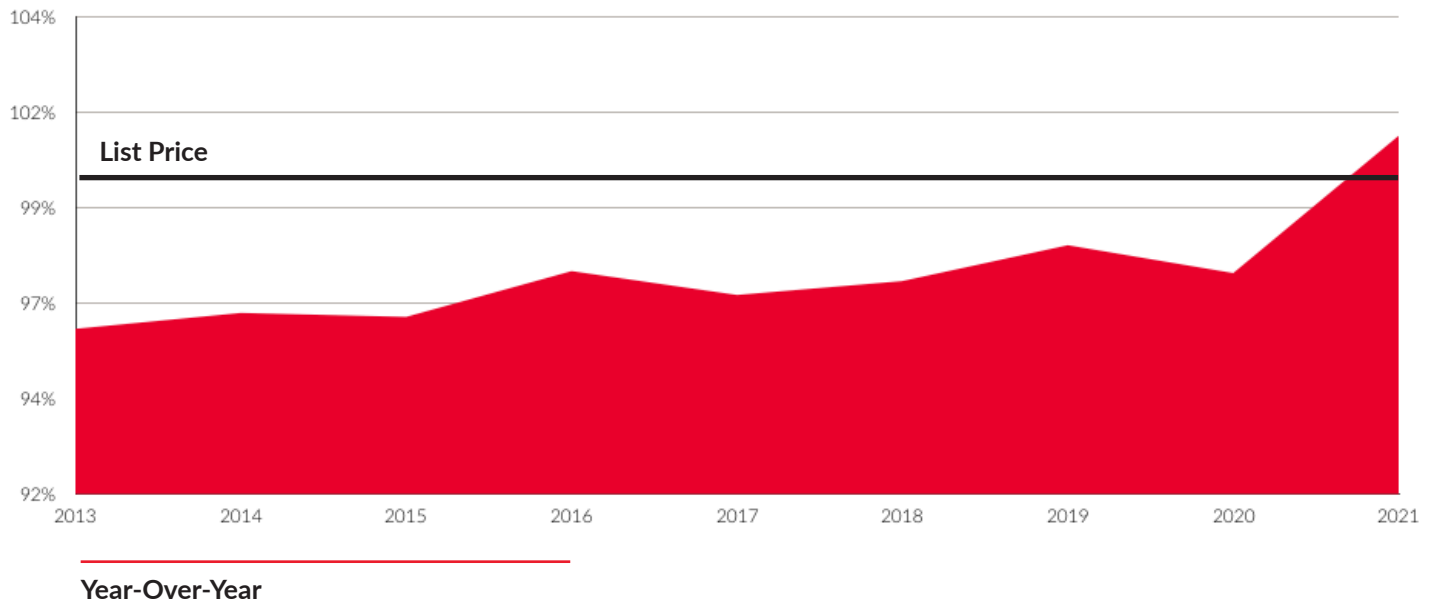
Year-Over-Year



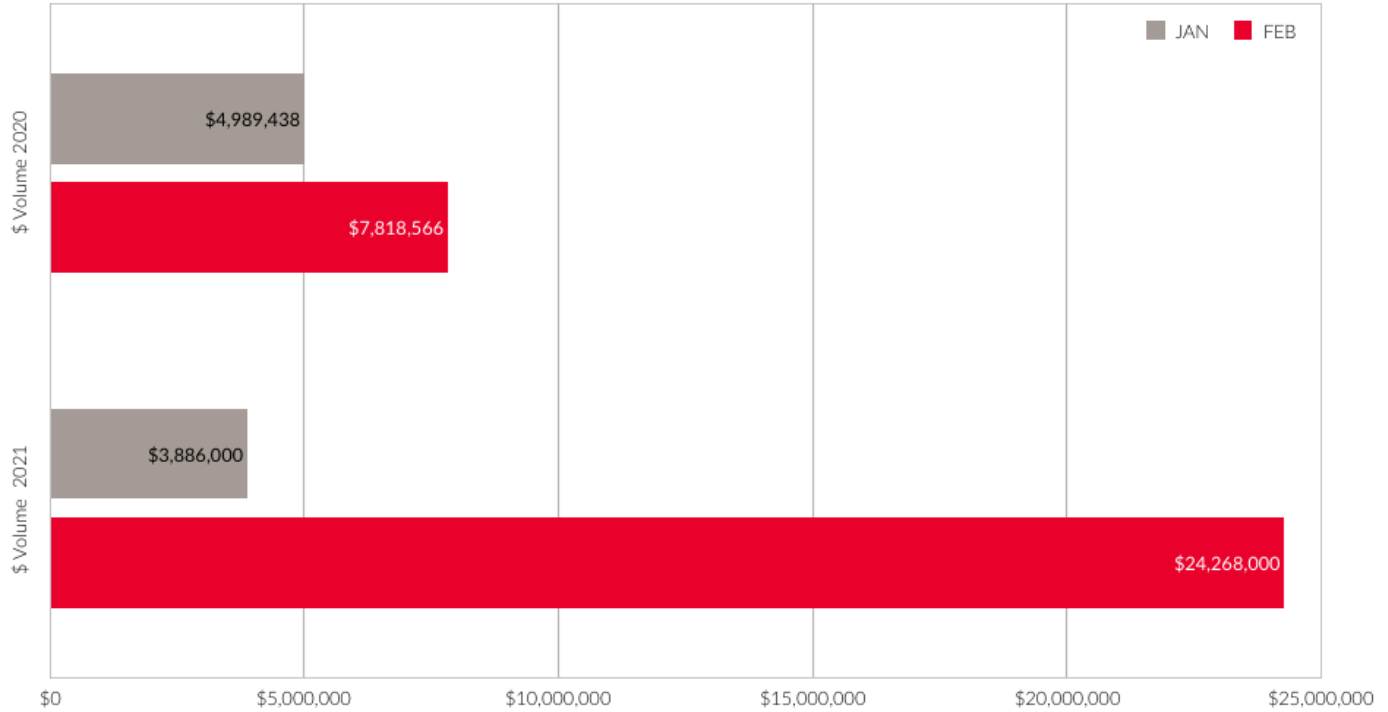
Month-Over-Month 2020 vs. 2021

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

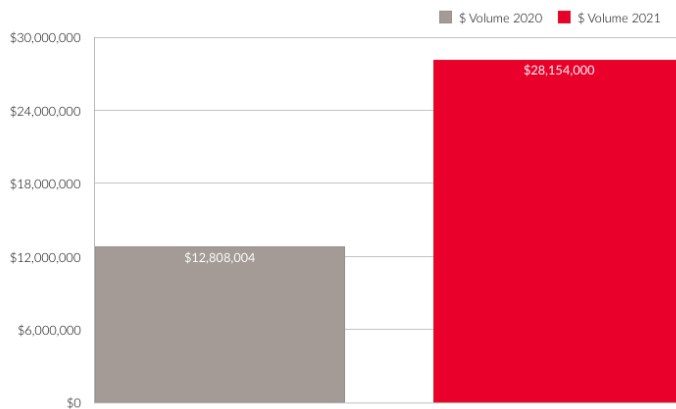
# SALE PRICE VS. LIST PRICE RATIO



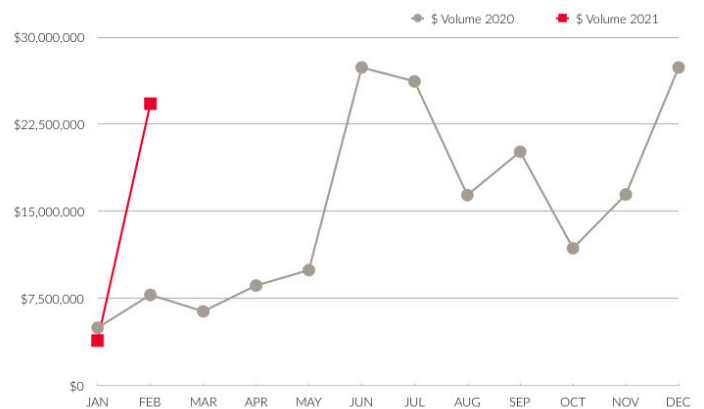
# DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

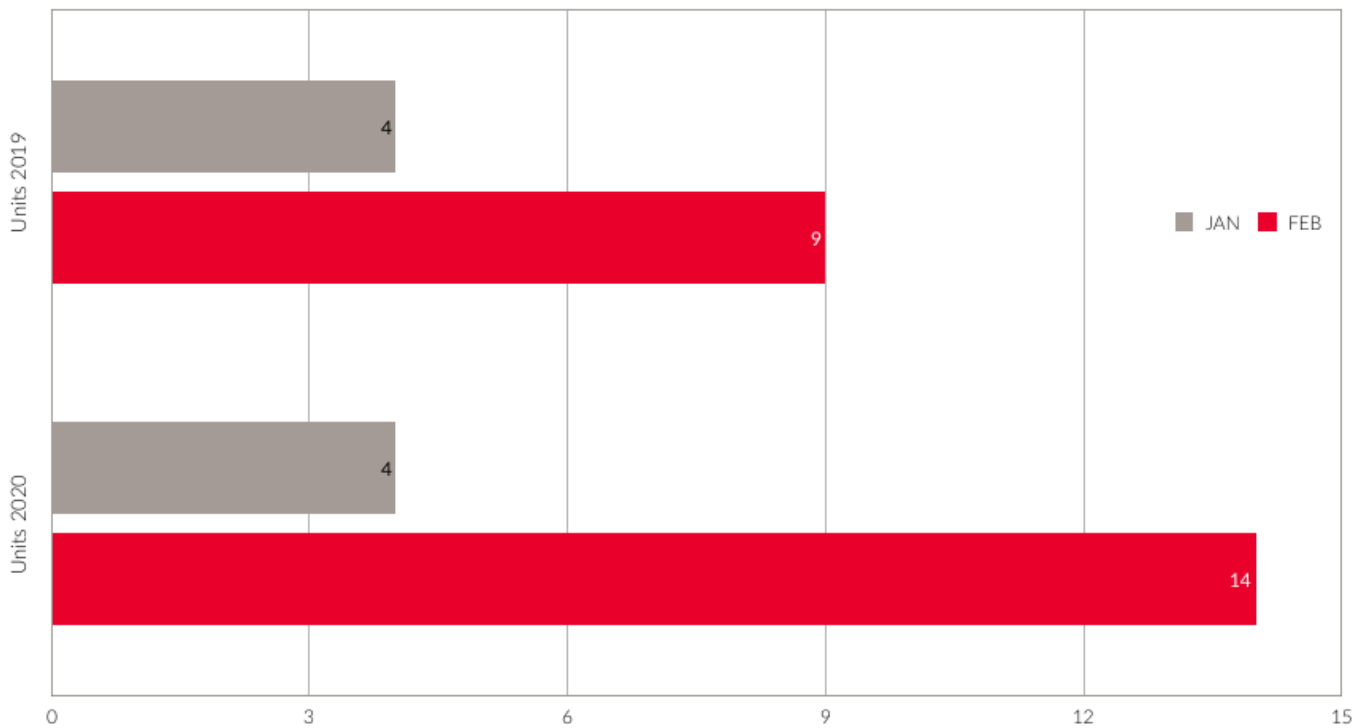


Yearly Totals 2020 vs. 2021

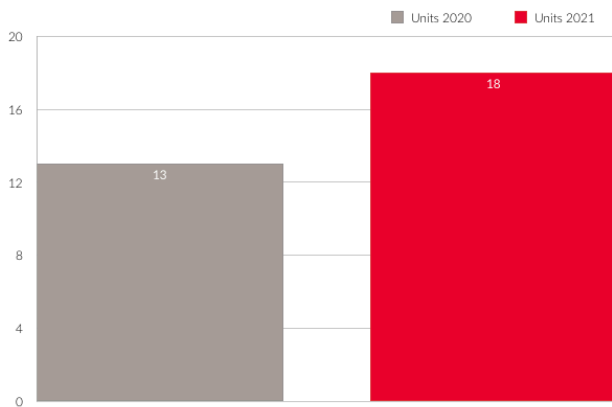


Month vs. Month 2020 vs. 2021

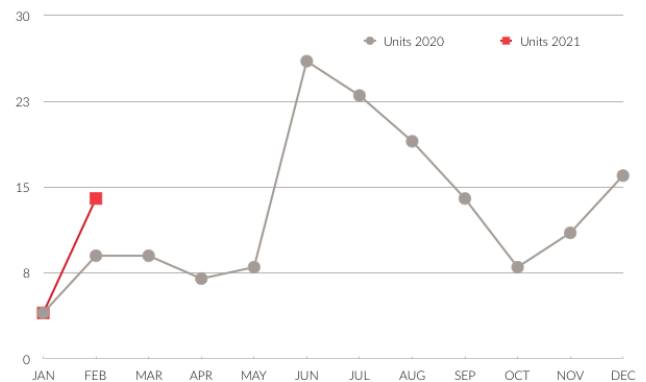
# UNIT SALES



## Monthly Comparison 2020 vs. 2021



## Yearly Totals 2020 vs. 2021



## Month vs. Month 2020 vs. 2021

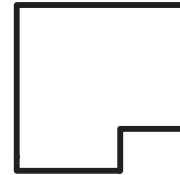
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

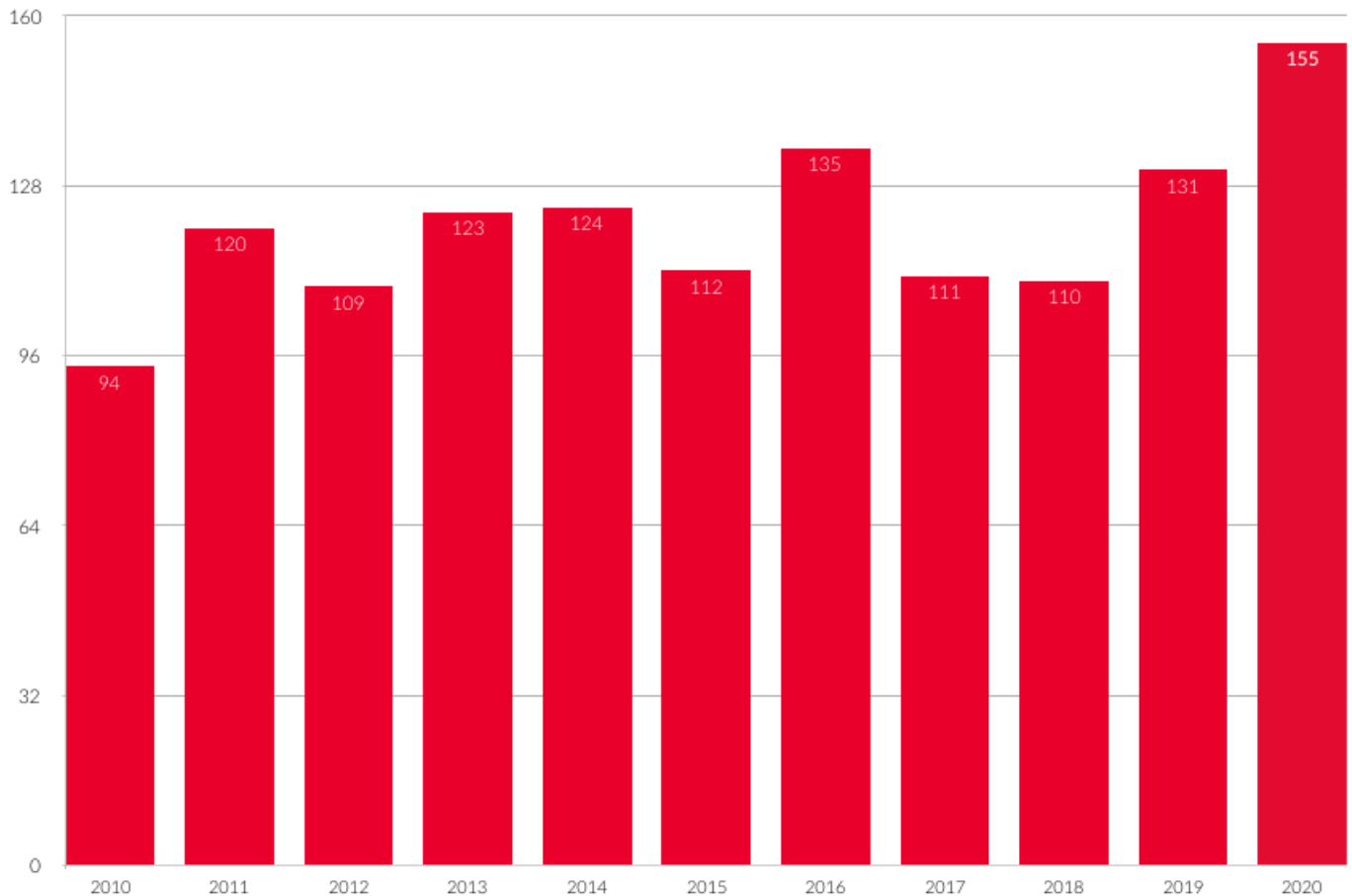
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 <b>\$18,852,000</b> +88.87%	 <b>\$0</b> No Change	 <b>\$2,396,000</b> +108.97%
YTD Unit Sales	 <b>11</b> +22.22%	 <b>0</b> No Change	 <b>4</b> +100%
YTD Average Sale Price	 <b>\$1,713,818</b> +54.53%	 <b>\$0</b> No Change	 <b>\$599,000</b> +4.49%
February Sales Volume	 <b>\$15,937,000</b> +149.33%	 <b>\$0</b> No Change	 <b>\$1,425,000</b> +24.28%
February Unit Sales	 <b>9</b> +50%	 <b>0</b> No Change	 <b>2</b> No change

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





# 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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