



# 2021 MARCH

**PUSLINCH**

Real Estate Market Report



# OVERVIEW

## SELLER'S MARKET

The Puslinch real estate market, while being a micro-market, continues to show very strong sales numbers and a consistent inventory of new listings. While unit sales in this area show a slight decrease when compared to this time last year, we see massive price gains in the average and median sales price and an overall increase in sales volume as a result. We are expecting more listings to hit the market, and this may lead to more unit sales in the coming months.



### March year-over-year sales volume of \$11,412,500

Up 78.25% from 2020's \$6,402,605 with unit sales of 8 were down from last March's 9. New listings of 23 have had no change from a year ago, with the sales/listing ratio of 34.78% down 4.35%.



### Year-to-date sales volume of \$39,566,500

Up 105.96% from 2020's \$19,210,609 with unit sales of 26 were up from 2020's 22. New listings of 50 are down 24.24% from a year ago, with the sales/listing ratio of 52% up 18.67%.



### Year-to-date average sale price of \$1,377,164

Up from \$942,497 one year ago with median sale price of \$1,570,750 up from \$1,039,500 one year ago. Average days-on-market of 18.67 is down 31.66 days from last year.

## MARCH NUMBERS

Median Sale Price

**\$1,570,750**

+103.99%

Sales Volume

**\$11,412,500**

+78.25%

Unit Sales

**8**

-11.11%

New Listings

**23**

No change

Expired Listings

**2**

-66.67%

Unit Sales/Listings Ratio

**34.78%**

-4.35%

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



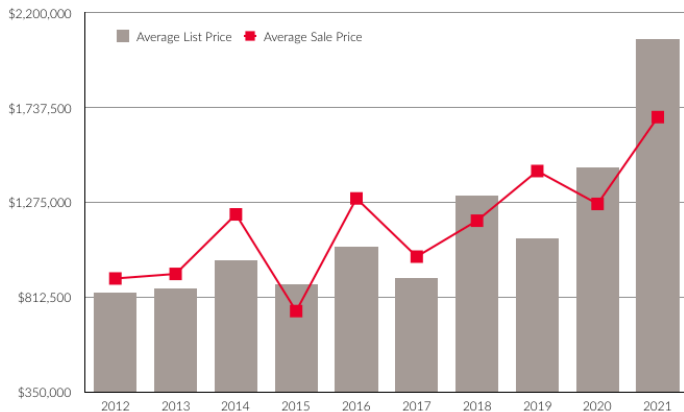
# THE MARKET IN DETAIL

	2019	2020	2021	2020-2021
<b>YTD Volume Sales</b>	\$33,880,646	\$19,210,609	\$39,566,500	+105.96%
<b>YTD Unit Sales</b>	31	22	26	+18.18%
<b>YTD New Listings</b>	80	66	50	-24.24%
<b>YTD Sales/Listings Ratio</b>	38.75%	33.33%	52%	+18.67%
<b>YTD Expired Listings</b>	15	21	4	-80.95%
<b>March Volume Sales</b>	\$13,001,148	\$6,402,605	\$11,412,500	+78.25%
<b>March Unit Sales</b>	13	9	8	-11.11%
<b>March New Listings</b>	32	23	23	No change
<b>March Sales/Listings Ratio</b>	40.63%	39.13%	34.78%	-4.35%
<b>March Expired Listings</b>	6	6	2	-66.67%
<b>YTD Sales: Under \$0-\$199K</b>	0	0	1	Up from 0
<b>YTD Sales: Under \$200K-\$349K</b>	0	2	0	Down from 2
<b>YTD Sales: Under \$350K-\$549K</b>	6	7	4	-42.86%
<b>YTD Sales: Under \$550K-\$749K</b>	4	1	3	+200%
<b>YTD Sales: Under \$750K-\$999K</b>	8	4	2	-50%
<b>YTD Sales: \$1M+</b>	13	8	16	+100%
<b>YTD Average Days-On-Market</b>	54.67	50.33	18.67	-62.91%
<b>YTD Average Sale Price</b>	\$1,107,085	\$942,497	\$1,377,164	+42.12%
<b>YTD Median Sale Price</b>	\$999,900	\$1,039,500	\$1,570,750	+51.11%

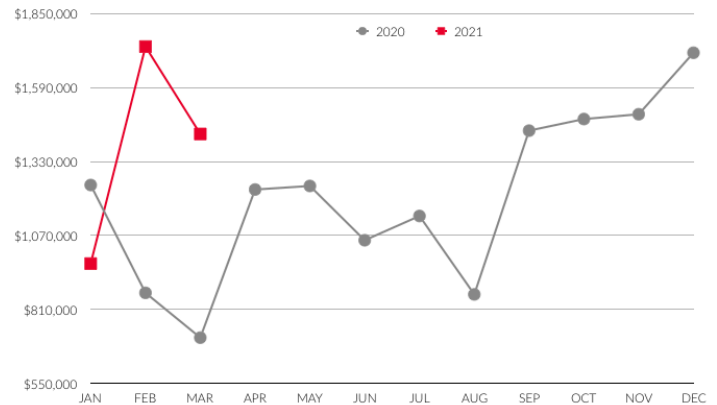
Wellington County MLS Sales and Listing Summary  
2019 vs. 2020 vs. 2021



# AVERAGE SALE PRICE

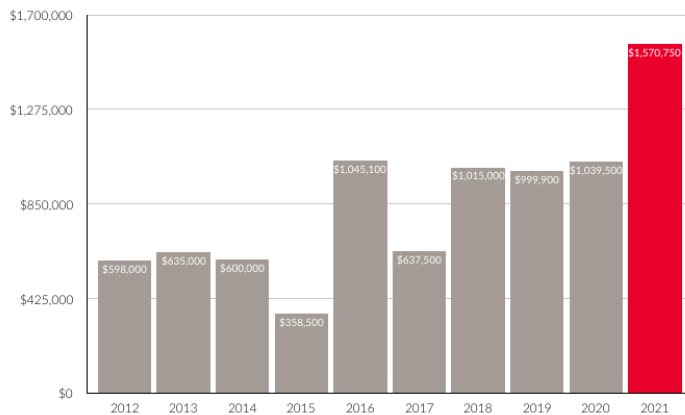


Year-Over-Year

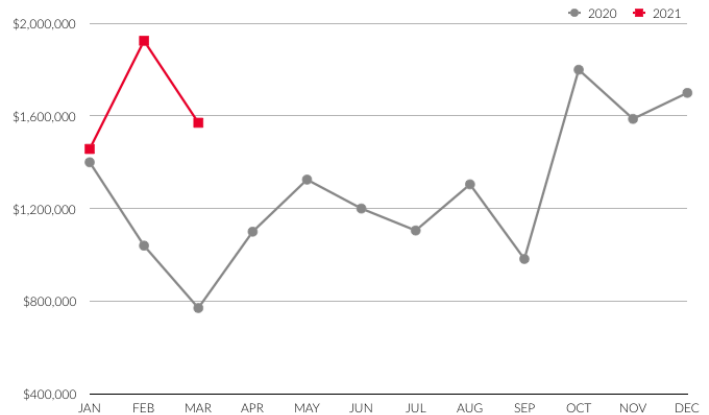


Month-Over-Month 2020 vs. 2021

# MEDIAN SALE PRICE



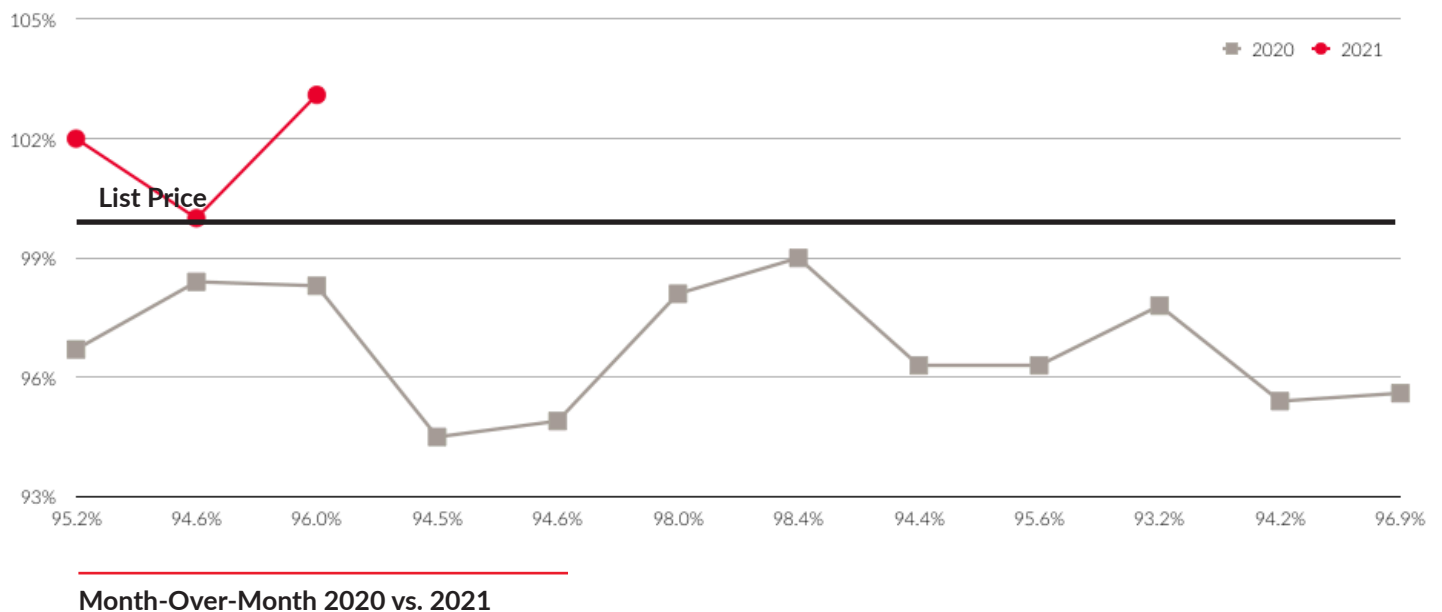
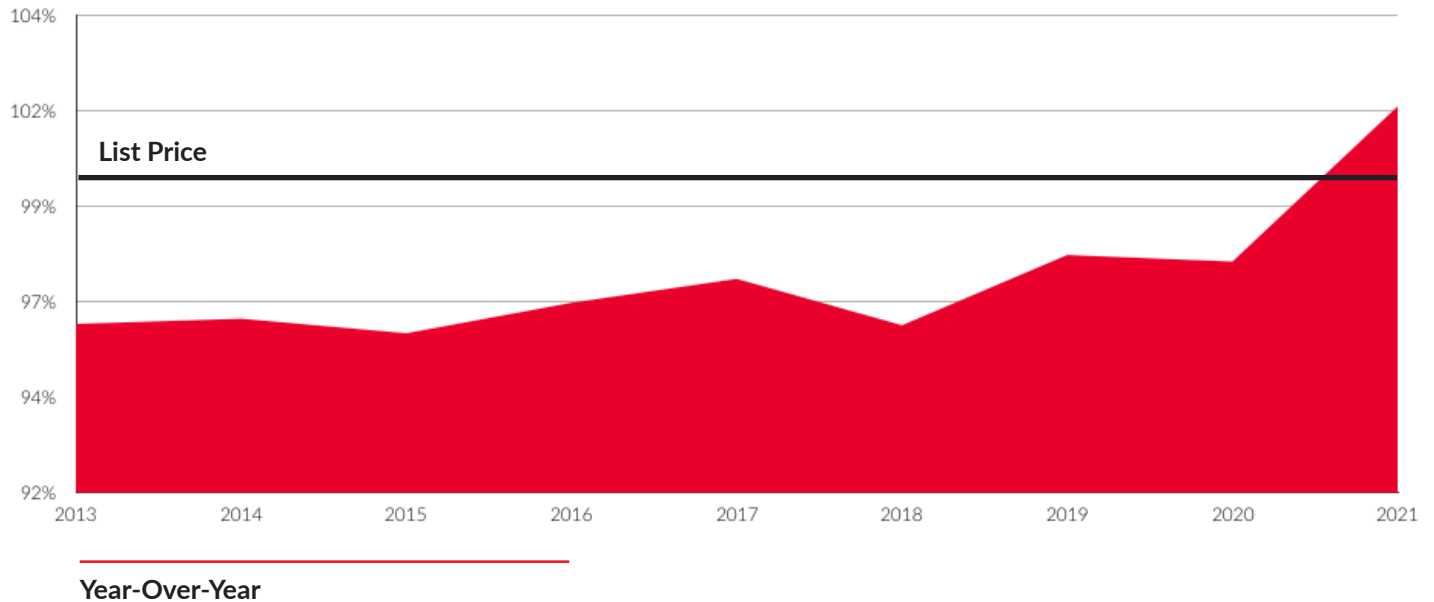
Year-Over-Year



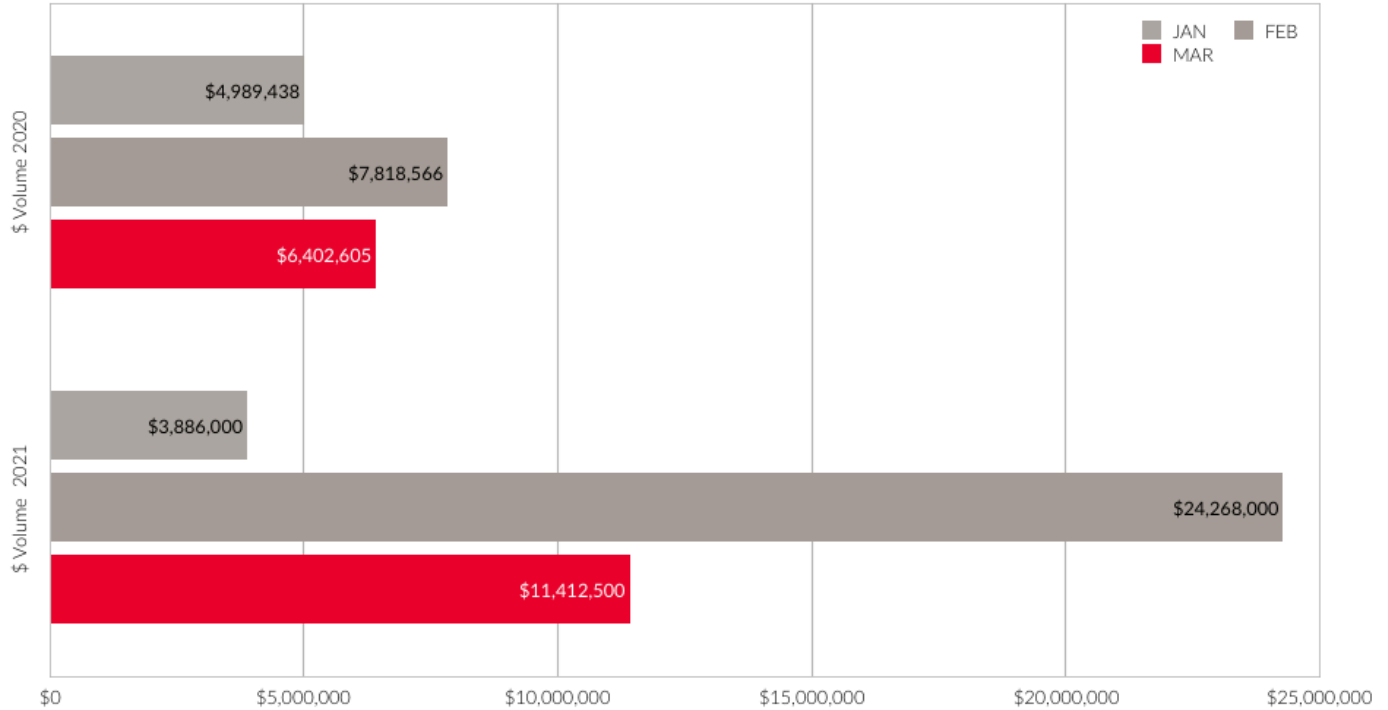
Month-Over-Month 2020 vs. 2021

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

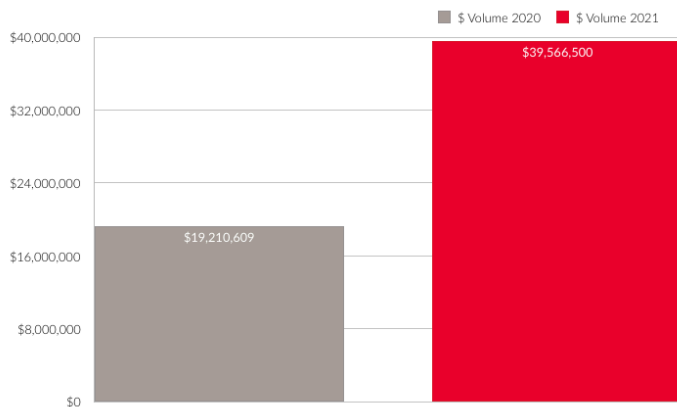
# SALE PRICE VS. LIST PRICE RATIO



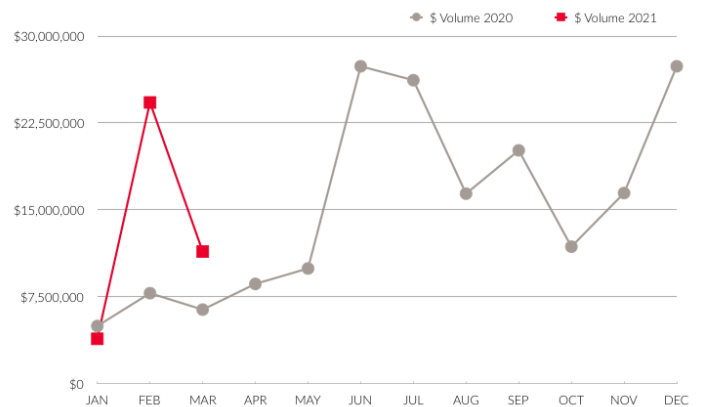
# DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

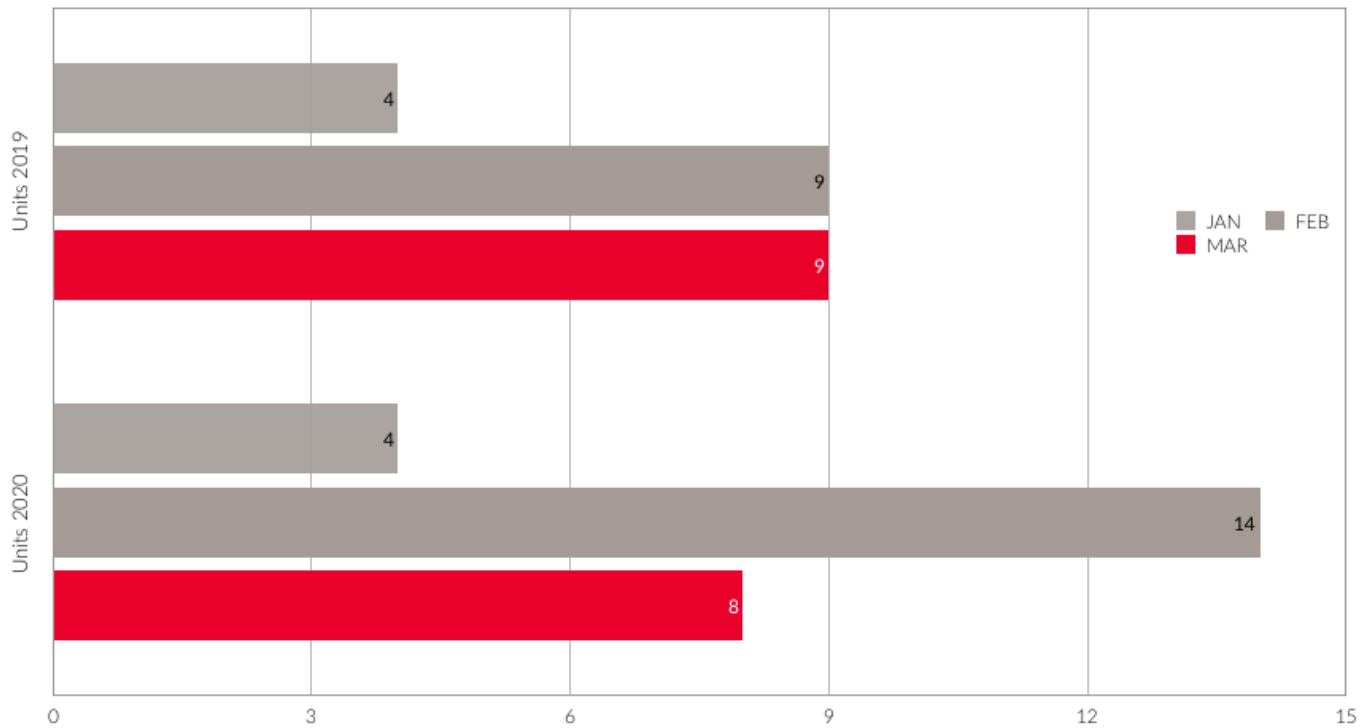


Yearly Totals 2020 vs. 2021

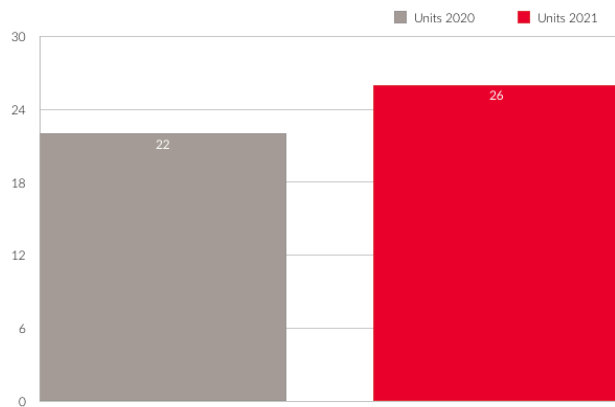


Month vs. Month 2020 vs. 2021

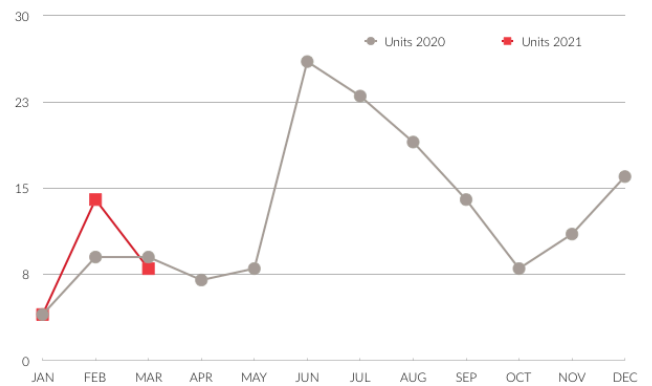
# UNIT SALES



## Monthly Comparison 2020 vs. 2021



## Yearly Totals 2020 vs. 2021



## Month vs. Month 2020 vs. 2021

# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

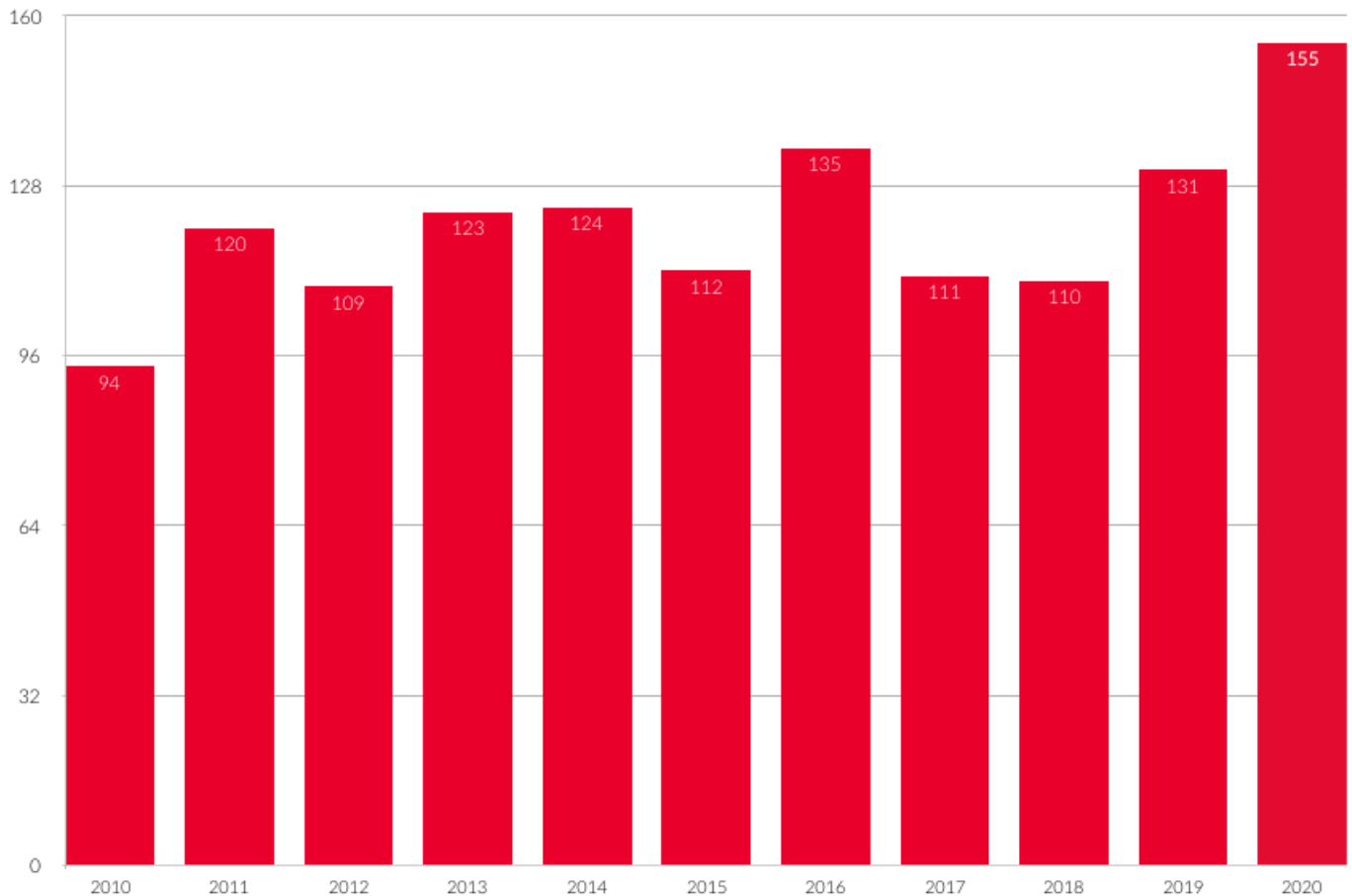
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 <b>\$27,907,500</b> +89.38%	 <b>\$0</b> Down from \$413,000	 <b>\$2,903,000</b> +79.02%
YTD Unit Sales	 <b>17</b> +13.33%	 <b>0</b> Down from 1	 <b>5</b> +66.67%
YTD Average Sale Price	 <b>\$1,641,618</b> +67.1%	 <b>\$0</b> Down from \$413,000	 <b>\$580,600</b> +7.41%
March Sales Volume	 <b>\$9,055,500</b> +90.46%	 <b>\$0</b> Down from \$413,000	 <b>\$507,000</b> +6.74%
March Unit Sales	 <b>6</b> No change	 <b>0</b> Down from 1	 <b>1</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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