



2021 APRIL

PUSLINCH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

BUYER'S MARKET

The Puslinch area shows a healthy amount of new listings hitting the market, as well as consistent average/median sales price. Although April was a slower month for sales activity, houses are remaining on the market for fewer days and there are fewer expired listings. An increase in unit sales and overall sales activity in the coming months looks promising for this township.



April year-over-year sales volume of \$980,000

Down 88.63% from 2020's \$8,620,500 with unit sales of 1 were down from last April's 7. New listings of 22 are up 266.67% from a year ago, with the sales/listing ratio of 4.55% down 112.12%.



Year-to-date sales volume of \$40,546,500

Up 45.69% from 2020's \$27,831,109 with unit sales of 27 were down from 2020's 29. New listings of 72 have had no change from a year ago, with the sales/listing ratio of 37.5% down 2.78%.



Year-to-date average sale price of \$1,347,556

Up from \$1,014,748 one year ago with median sale price of \$1,514,125 up from \$1,069,750 one year ago. Average days-on-market of 24.25 is down 28 days from last year.

APRIL NUMBERS

Median Sale Price

\$1,025,000

+6.82%

Sales Volume

\$980,000

-88.63%

Unit Sales

1

-85.71%

New Listings

22

+266.67%

Expired Listings

2

-60%

Unit Sales/Listings Ratio

4.55%

-112.12%

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

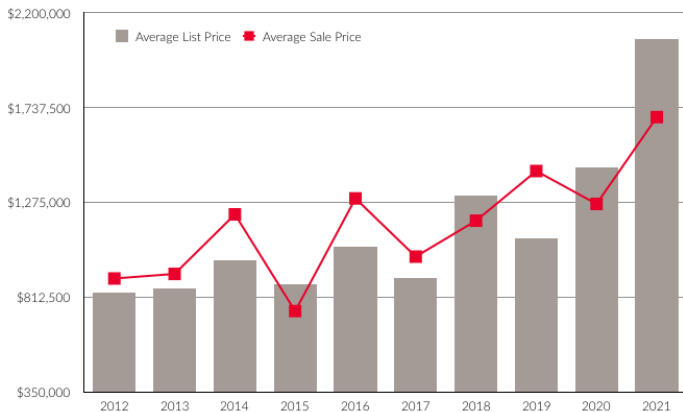


THE MARKET IN DETAIL

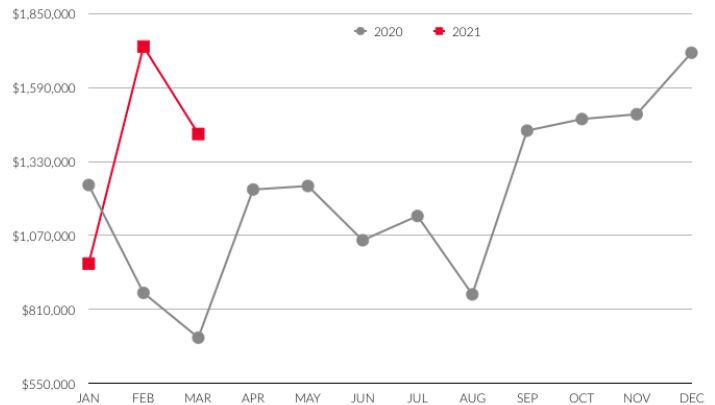
	2019	2020	2021	2020-2021
YTD Volume Sales	\$37,394,646	\$27,831,109	\$40,546,500	+45.69%
YTD Unit Sales	35	29	27	-6.9%
YTD New Listings	115	72	72	No change
YTD Sales/Listings Ratio	30.43%	40.28%	37.5%	-2.78%
YTD Expired Listings	18	26	6	-76.92%
April Volume Sales	\$3,514,000	\$8,620,500	\$980,000	-88.63%
April Unit Sales	4	7	1	-85.71%
April New Listings	35	6	22	+266.67%
April Sales/Listings Ratio	11.43%	116.67%	4.55%	-112.12%
April Expired Listings	3	5	2	-60%
YTD Sales: Under \$0-\$199K	1	0	1	Up from 0
YTD Sales: Under \$200K-\$349K	0	3	0	Down from 3
YTD Sales: Under \$350K-\$549K	7	7	5	-28.57%
YTD Sales: Under \$550K-\$749K	4	1	8	+700%
YTD Sales: Under \$750K-\$999K	8	5	5	No change
YTD Sales: \$1M+	15	13	22	+69.23%
YTD Average Days-On-Market	55.5	52.25	24.25	-53.59%
YTD Average Sale Price	\$1,049,939	\$1,014,748	\$1,347,556	+32.8%
YTD Median Sale Price	\$974,950	\$1,069,750	\$1,514,125	+41.54%

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

AVERAGE SALE PRICE

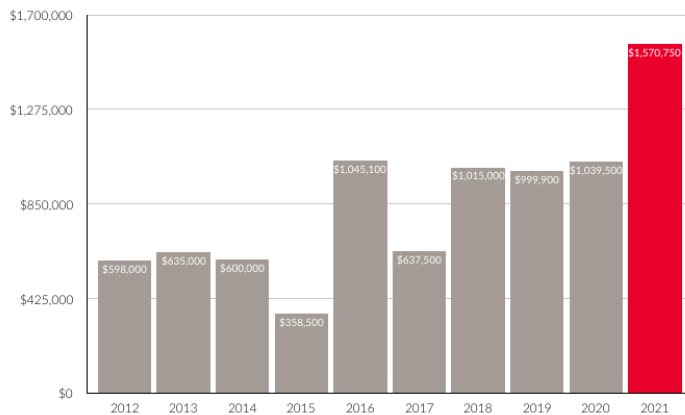


Year-Over-Year

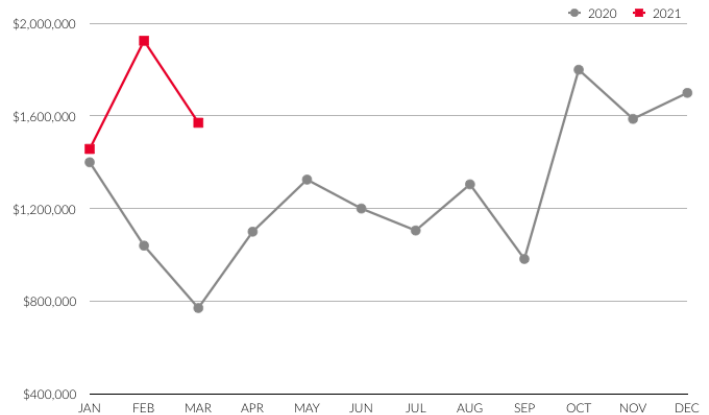


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



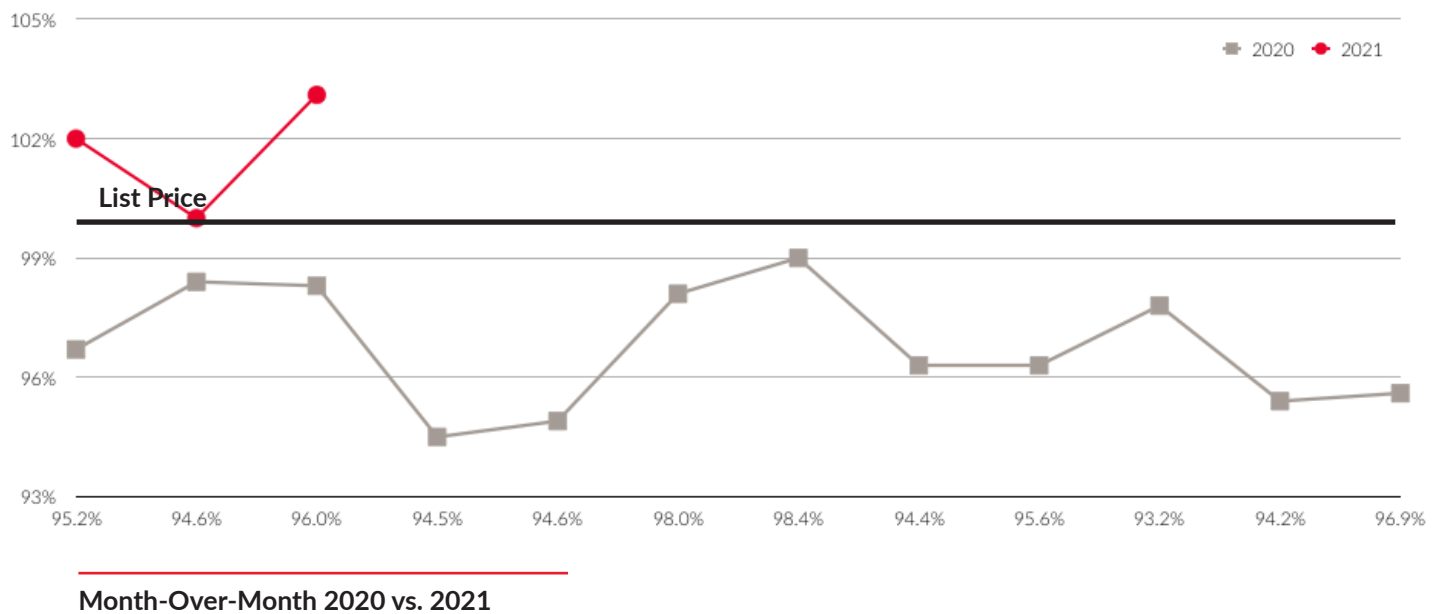
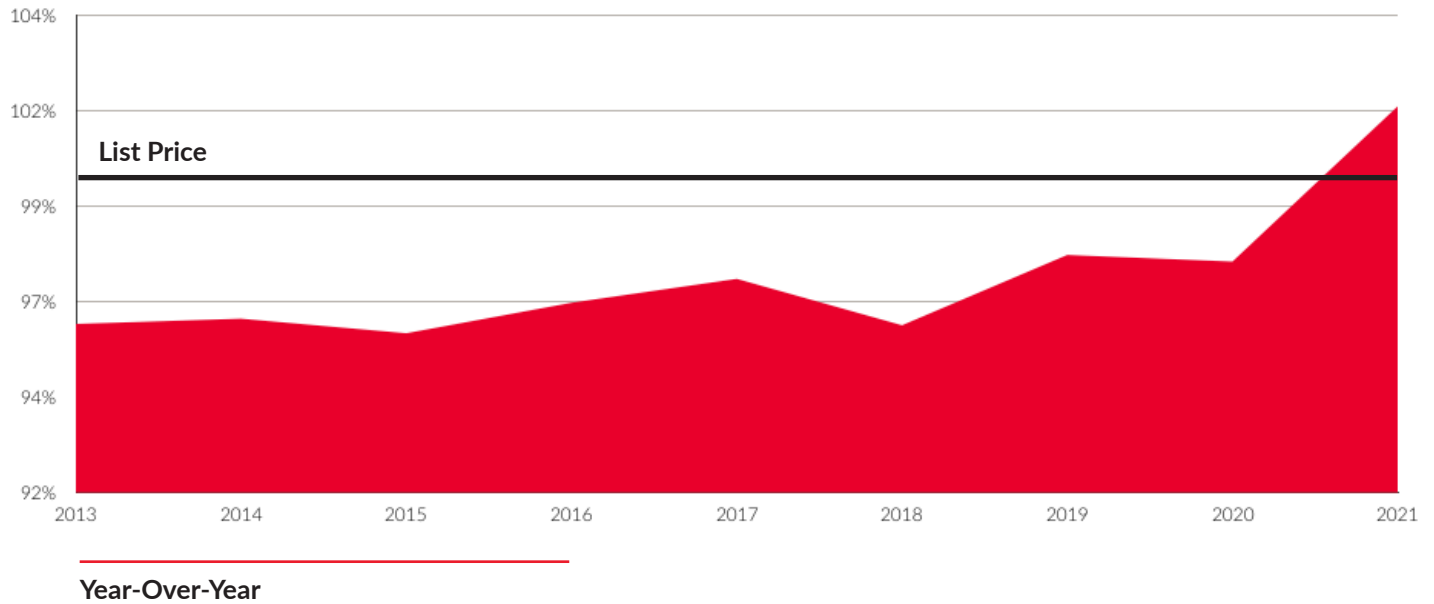
Year-Over-Year



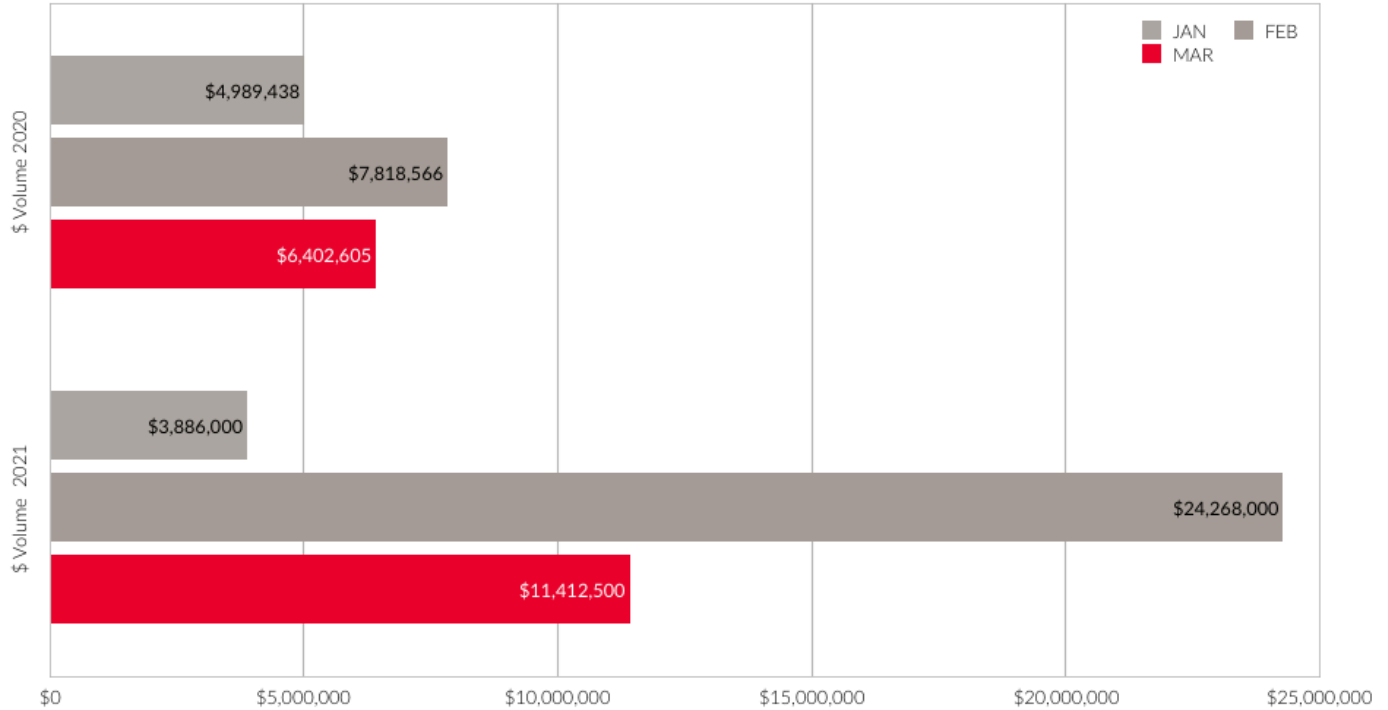
Month-Over-Month 2020 vs. 2021

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

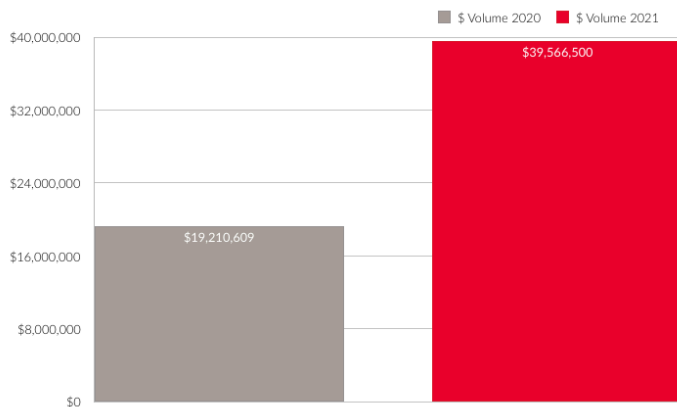
SALE PRICE VS. LIST PRICE RATIO



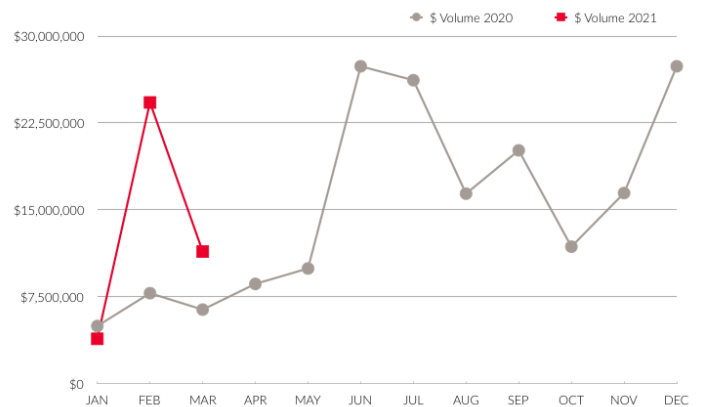
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

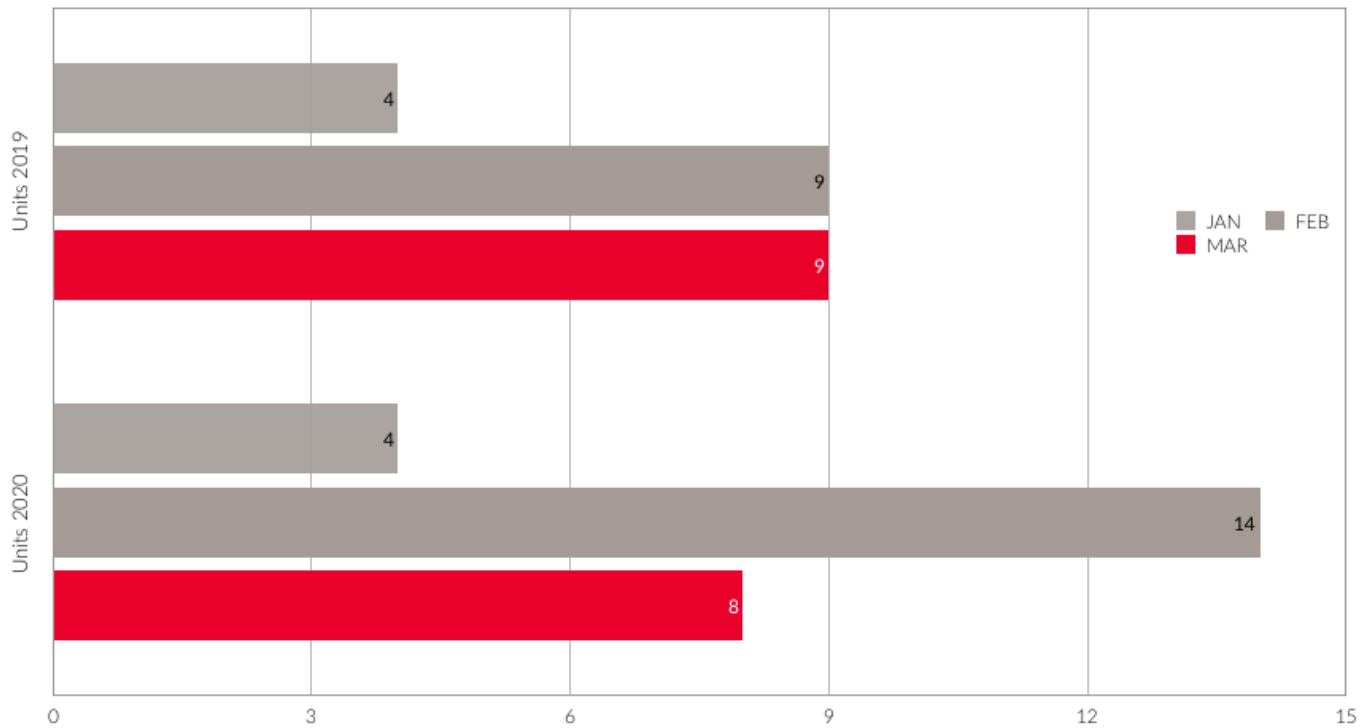


Yearly Totals 2020 vs. 2021

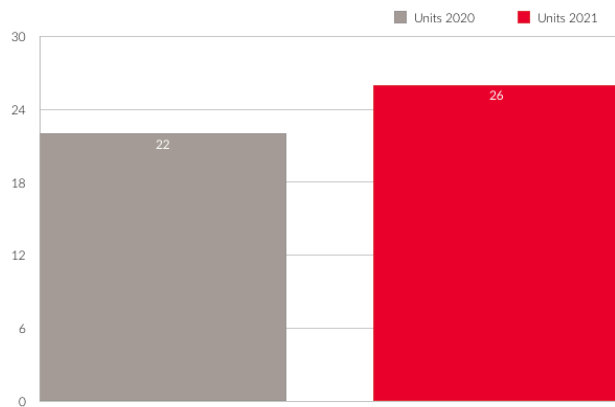


Month vs. Month 2020 vs. 2021

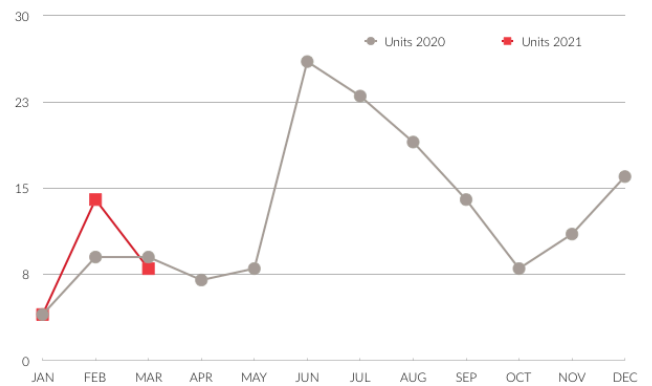
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

SALES BY TYPE


















FREEHOLD



CONDOMINIUM

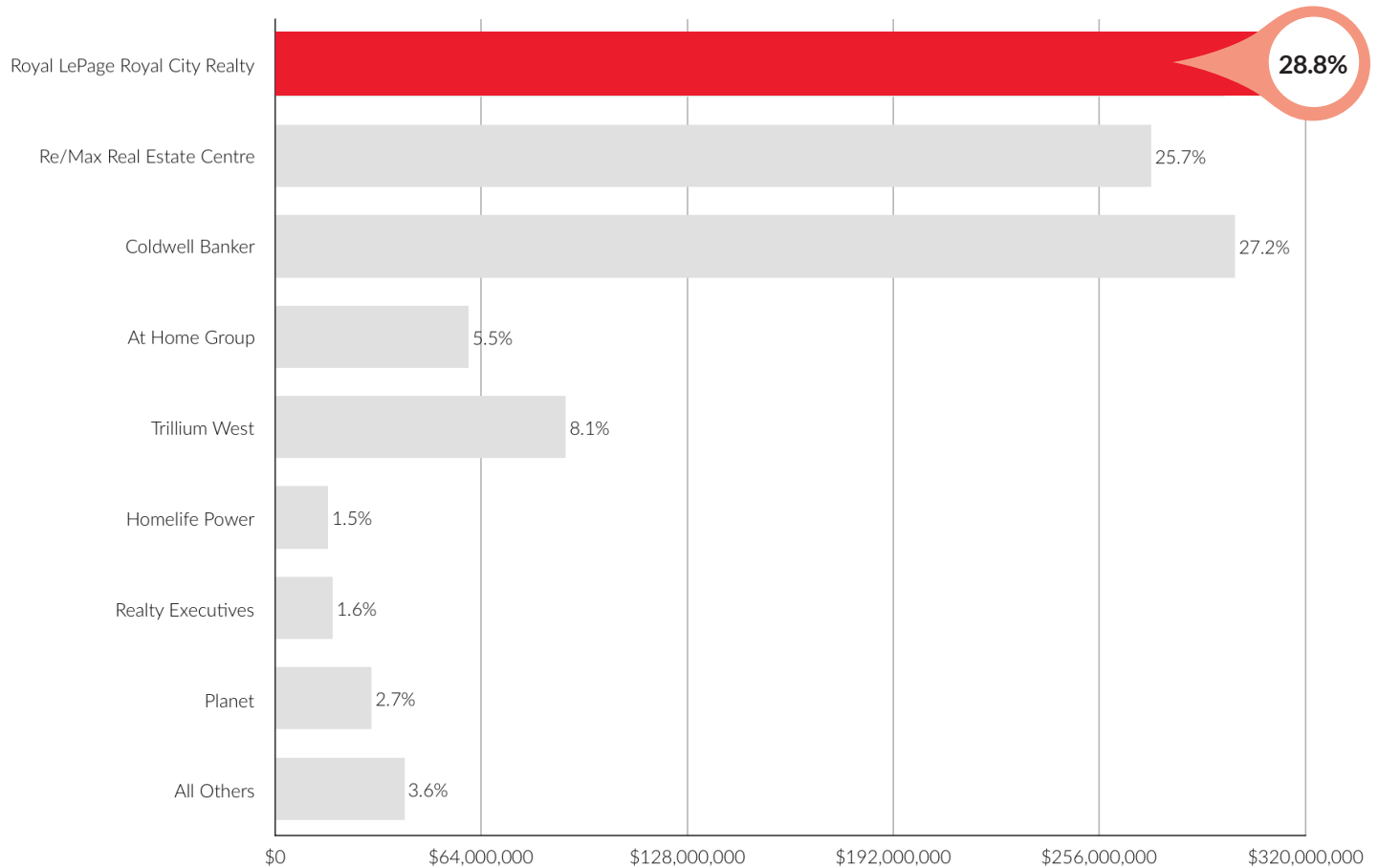


VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$43,728,500 +87.22%	 \$680,000 +64.6%	 \$3,883,000 +139.46%
YTD Unit Sales	 28 +27.27%	 1 No change	 6 +100%
YTD Average Sale Price	 \$1,561,732 +47.1%	 \$680,000 +64.6%	 \$647,167 +19.73%
April Sales Volume	 \$15,821,000 +83.53%	 \$680,000 Up from \$0	 \$980,000 Up from 0
April Unit Sales	 11 +57.14%	 1 Up from 0	 1 Up from 0

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

MARKET DOMINANCE

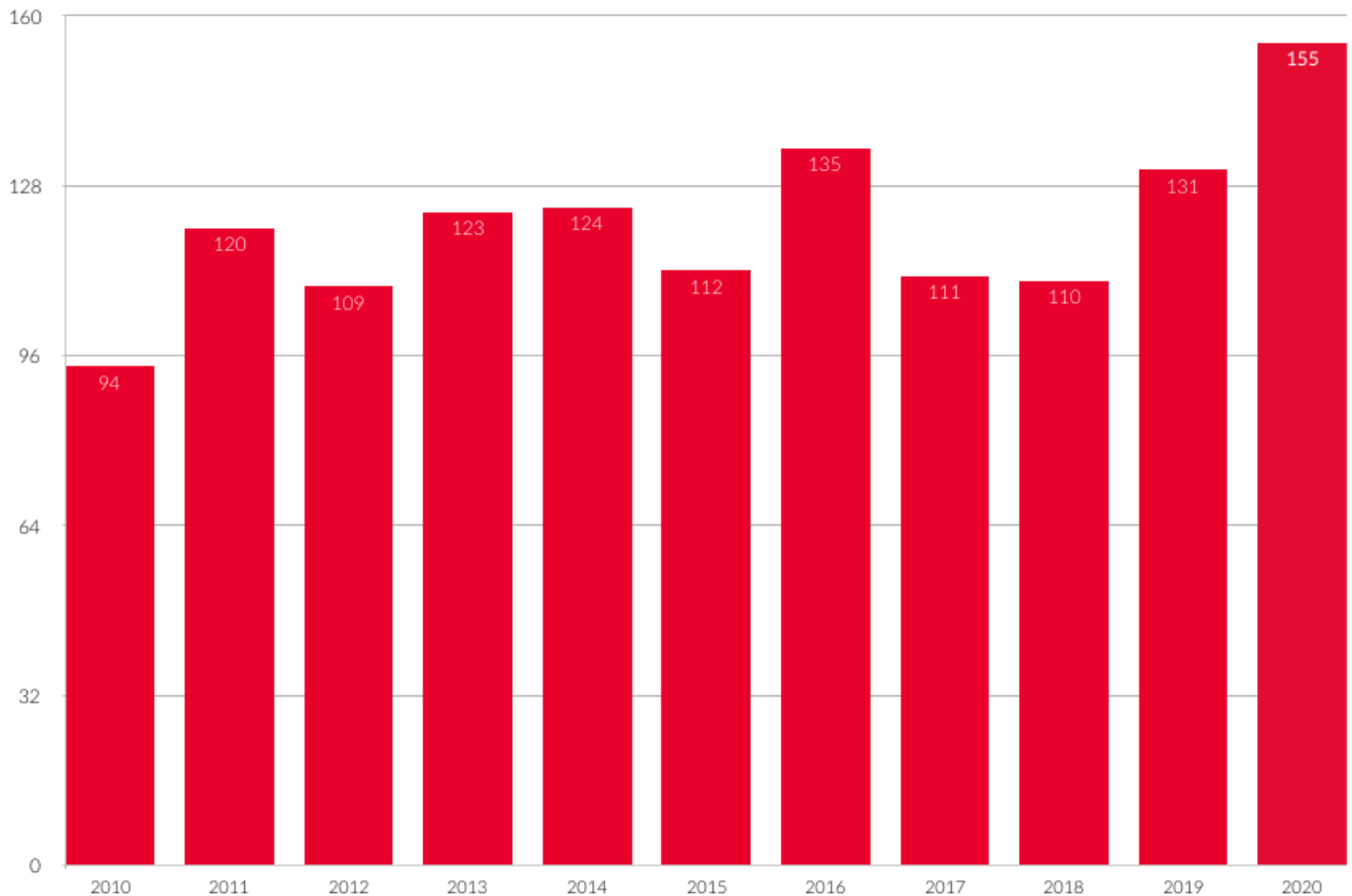


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
April 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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