



# 2021 MAY

## PUSLINCH

### Real Estate Market Report



**ROYAL CITY REALTY**  
BROKERAGE

# 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. Prices continue to increase exponentially, leading to high sales volumes. If supply continues to keep up to demand, there are no signs of slowing down in the coming months.



### May year-over-year sales volume of \$30,099,300

Up 202.43% from 2020's \$9,952,500 with unit sales of 18 were up from last May's 8. New listings of 27 are up 17.39% from a year ago, with the sales/listing ratio of 66.67% up 31.88%.



### Year-to-date sales volume of \$88,546,800

Up 134.35% from 2020's \$37,783,609 with unit sales of 59 were up from 2020's 37. New listings of 99 were up 4.21% from a year ago, with the sales/listing ratio of 59.6% up 20.65%.



### Year-to-date average sale price of \$1,412,482

Up from \$1,060,611 one year ago with median sale price of \$1,570,750 up from \$1,100,000 one year ago. Average days-on-market of 28.8 is down 29.6 days from last year.

## MAY NUMBERS

Median Sale Price

**\$2,000,000**

+50.94%

Sales Volume

**\$30,099,300**

+202.43%

Unit Sales

**18**

+125%

New Listings

**27**

+17.39%

Expired Listings

**2**

-50%

Unit Sales/Listings Ratio

**66.67%**

+31.88%

*Year-over-year comparison  
(May 2021 vs. May 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>	\$62,965,954	\$37,783,609	\$88,546,800	+134.35%
<b>YTD Unit Sales</b>	63	37	59	+59.46%
<b>YTD New Listings</b>	155	95	99	+4.21%
<b>YTD Sales/Listings Ratio</b>	40.65%	38.95%	59.6%	+20.65%
<b>YTD Expired Listings</b>	23	30	8	-73.33%
<b>May Volume Sales</b>	\$25,571,308	\$9,952,500	\$30,099,300	+202.43%
<b>May Unit Sales</b>	28	8	18	+125%
<b>May New Listings</b>	40	23	27	+17.39%
<b>May Sales/Listings Ratio</b>	70%	34.78%	66.67%	+31.88%
<b>May Expired Listings</b>	5	4	2	-50%
<b>YTD Sales: Under \$0-\$199K</b>	1	0	2	Up from 0
<b>YTD Sales: Under \$200K-\$349K</b>	0	3	1	-66.67%
<b>YTD Sales: Under \$350K-\$549K</b>	7	7	6	-14.29%
<b>YTD Sales: Under \$550K-\$749K</b>	4	1	8	+700%
<b>YTD Sales: Under \$750K-\$999K</b>	8	5	5	No change
<b>YTD Sales: \$1M+</b>	15	13	37	+184.62%
<b>YTD Average Days-On-Market</b>	51.2	58.4	28.8	-50.68%
<b>YTD Average Sale Price</b>	\$1,022,603	\$1,060,611	\$1,412,482	+33.18%
<b>YTD Median Sale Price</b>	\$950,000	\$1,100,000	\$1,570,750	+42.8%

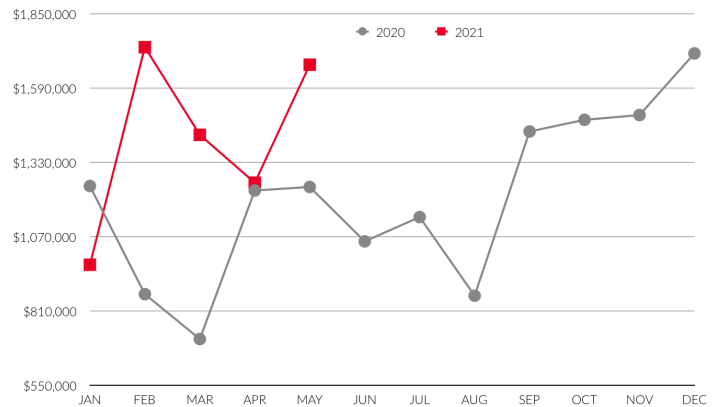
Wellington County MLS Sales and Listing Summary  
2019 vs. 2020 vs. 2021



# AVERAGE SALE PRICE

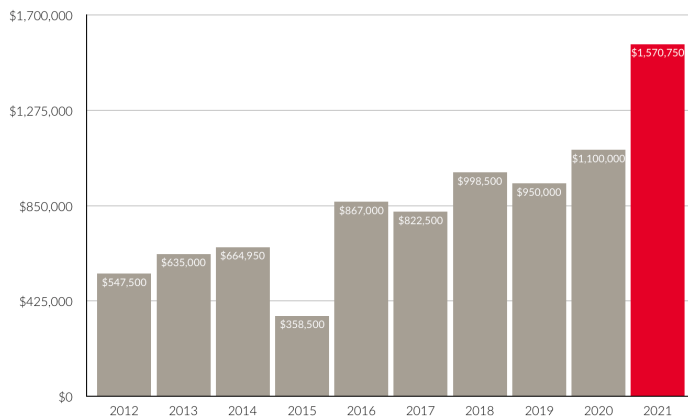


Year-Over-Year

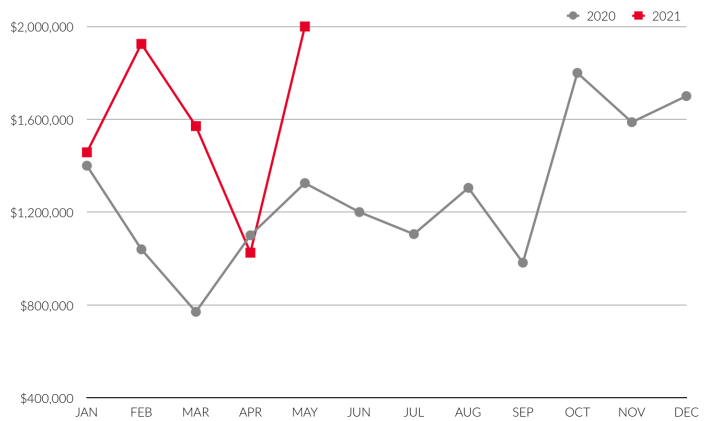


Month-Over-Month 2020 vs. 2021

# MEDIAN SALE PRICE



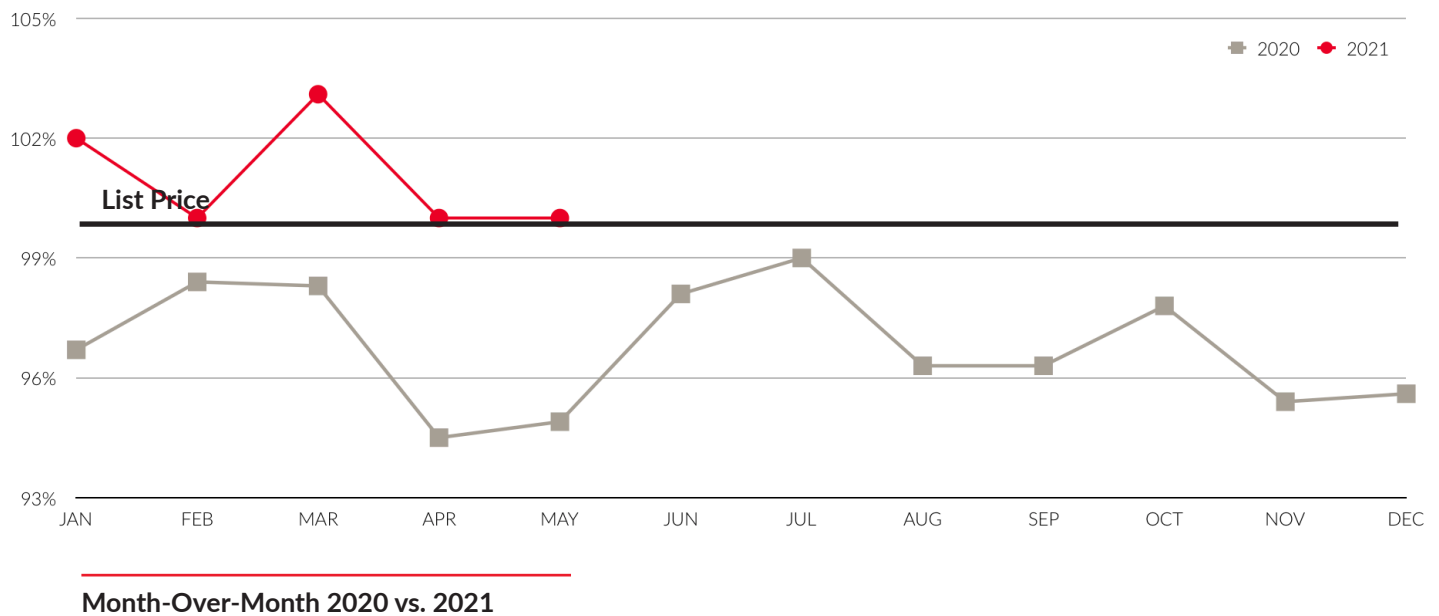
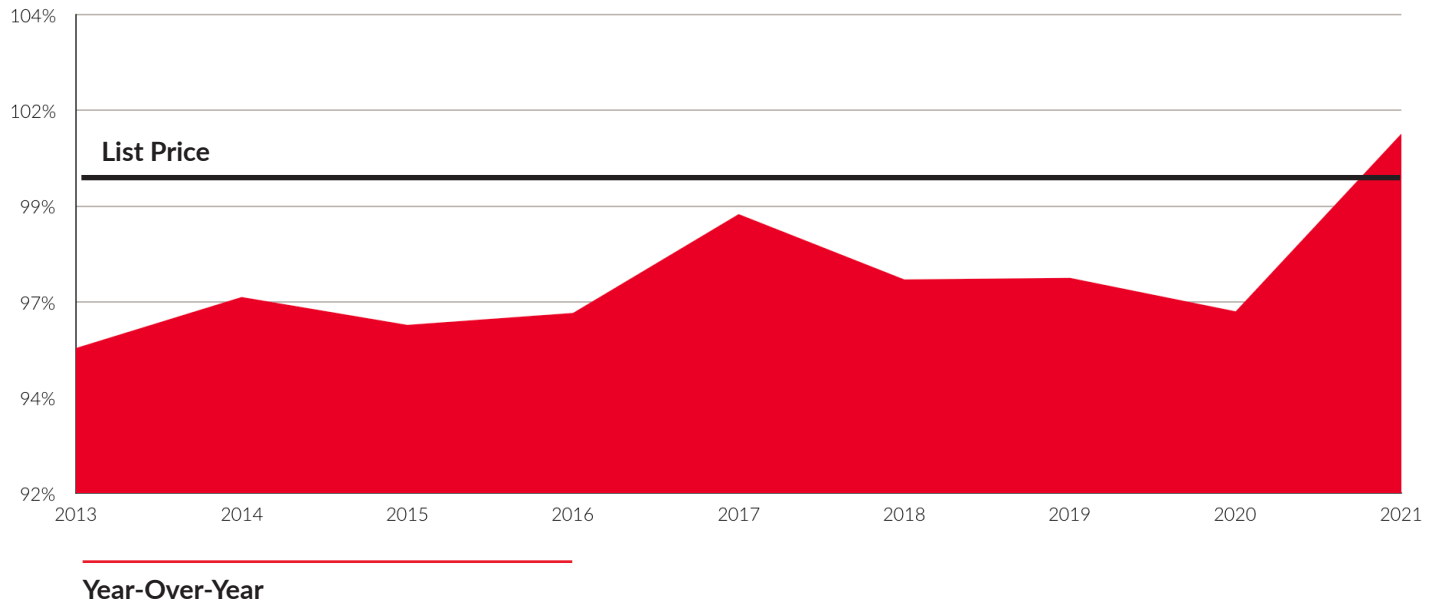
Year-Over-Year



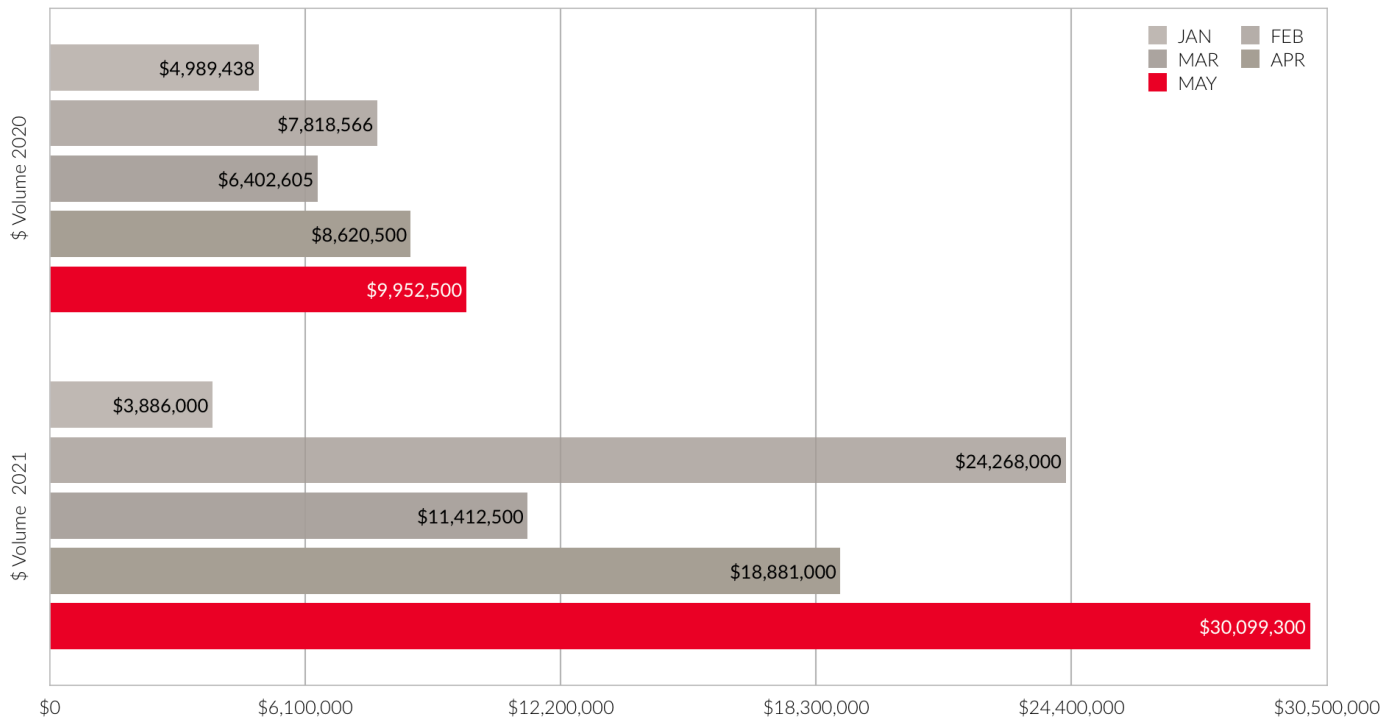
Month-Over-Month 2020 vs. 2021

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

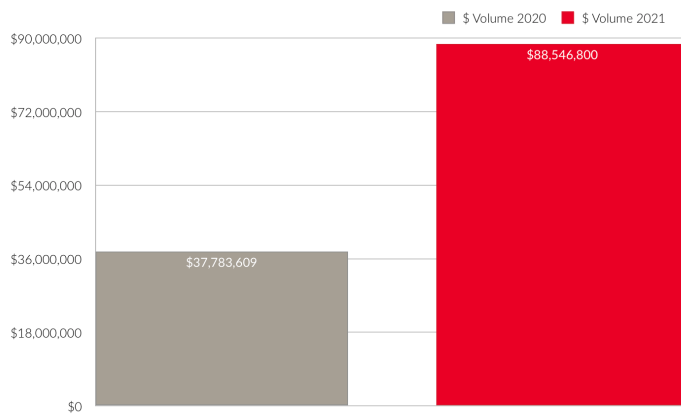
# SALE PRICE VS. LIST PRICE RATIO



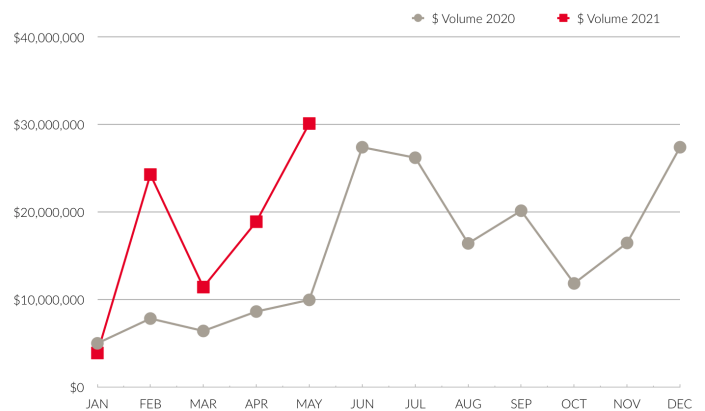
# DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

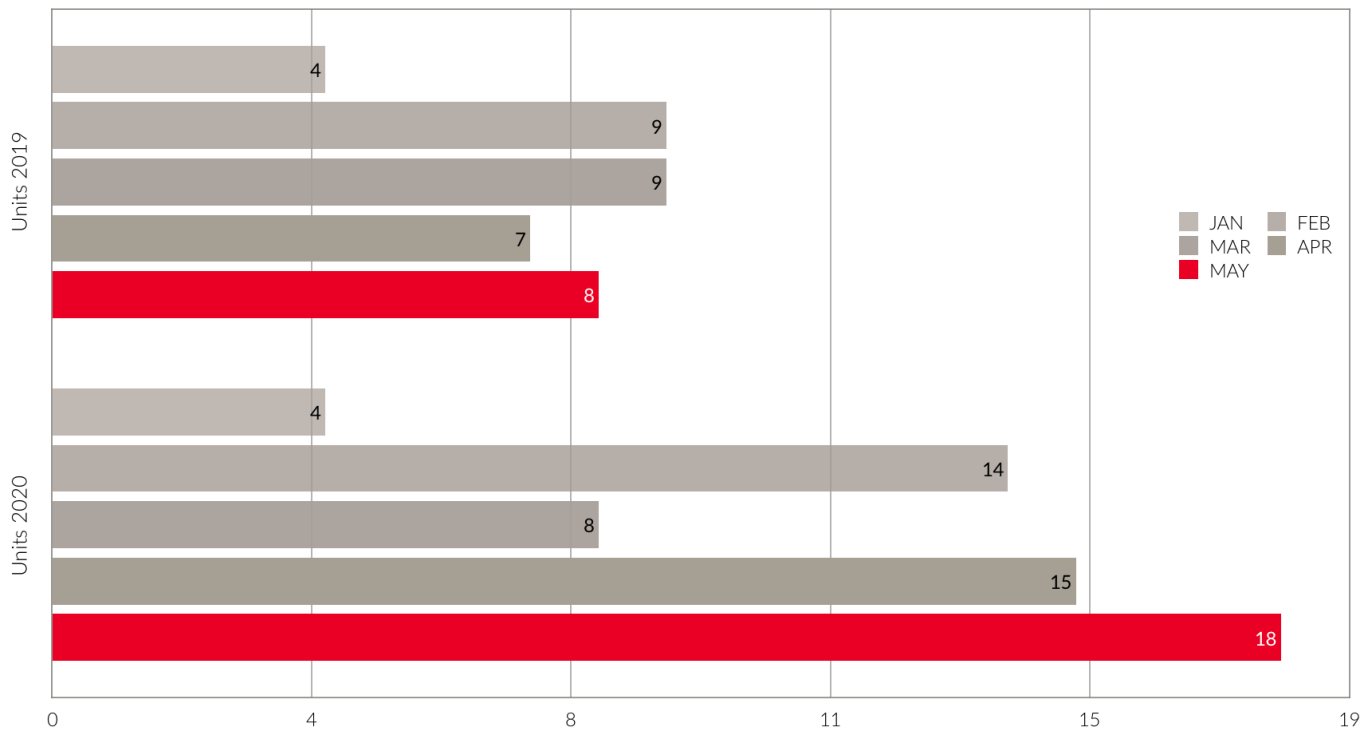


Yearly Totals 2020 vs. 2021

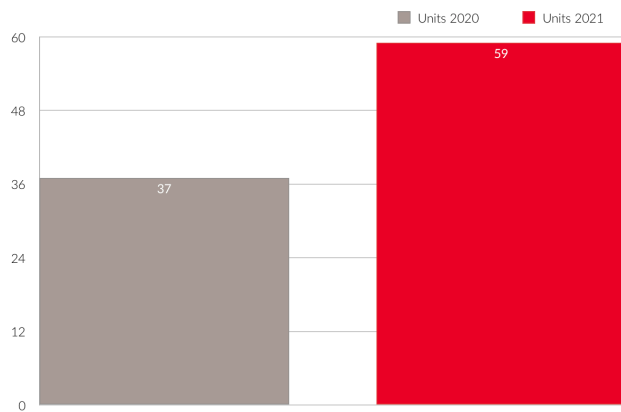


Month vs. Month 2020 vs. 2021

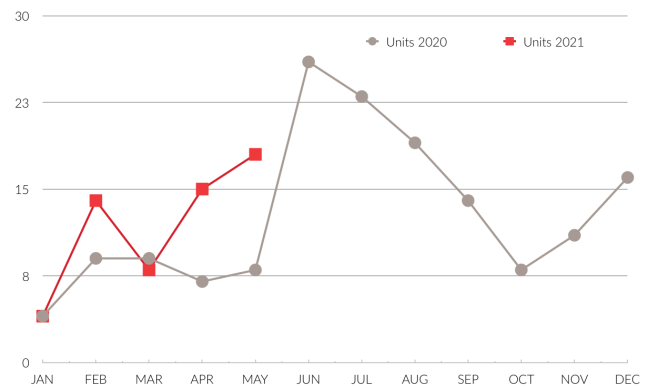
# UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

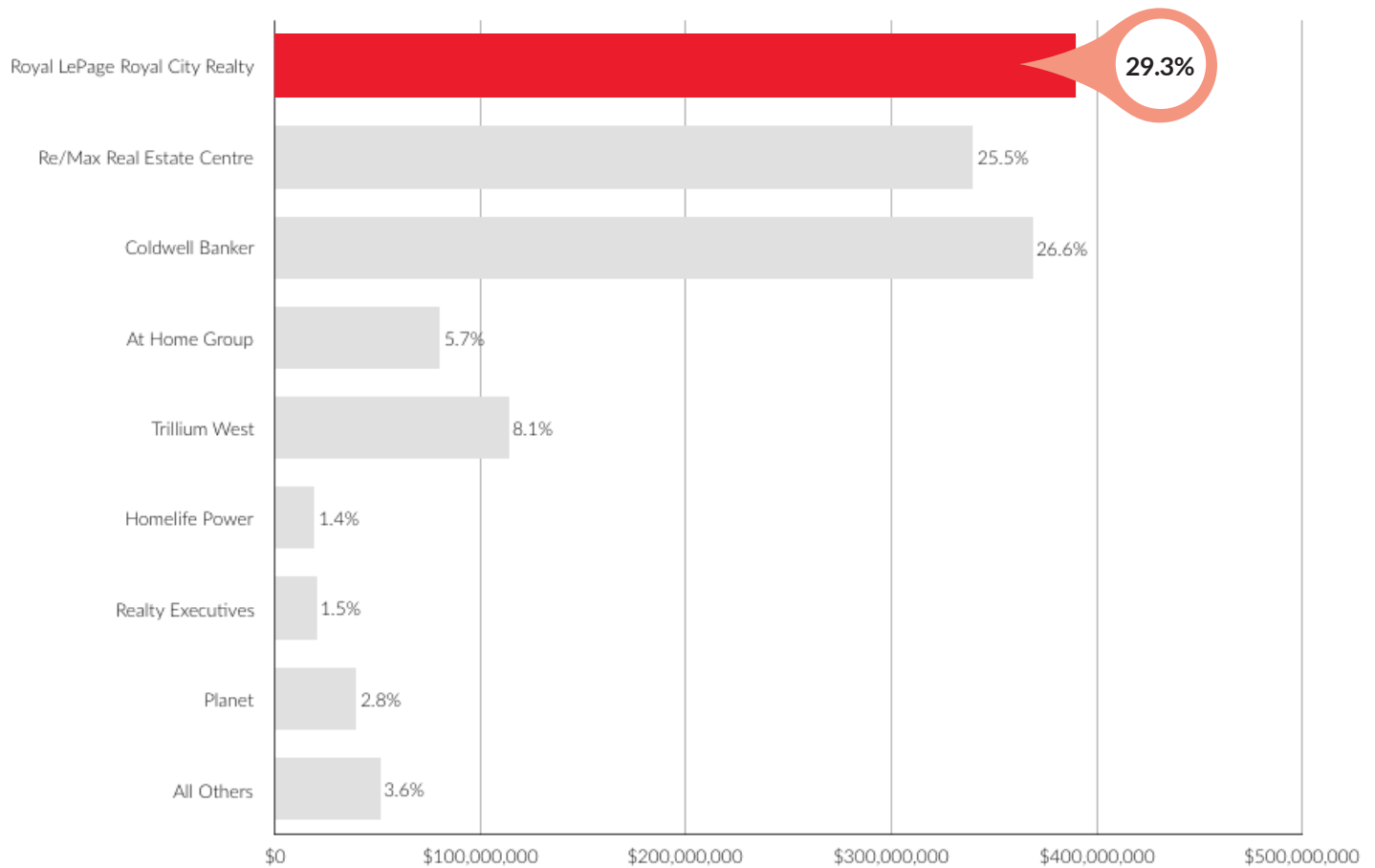
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 <b>\$71,710,800</b> +117.92%	 <b>\$680,000</b> -16.6%	 <b>\$5,233,000</b> +222.71%
YTD Unit Sales	 <b>42</b> +44.83%	 <b>1</b> Down from 2	 <b>7</b> +133.33%
YTD Average Sale Price	 <b>\$1,707,400</b> +50.47%	 <b>\$680,000</b> +66.8%	 <b>\$747,571</b> +38.31%
May Sales Volume	 <b>\$27,982,300</b> +193.01%	 <b>\$0</b> Down from \$402,500	 <b>\$1,350,000</b> Up from 0
May Unit Sales	 <b>14</b> +100%	 <b>0</b> Down from 1	 <b>1</b> Up from 0

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





# MARKET DOMINANCE

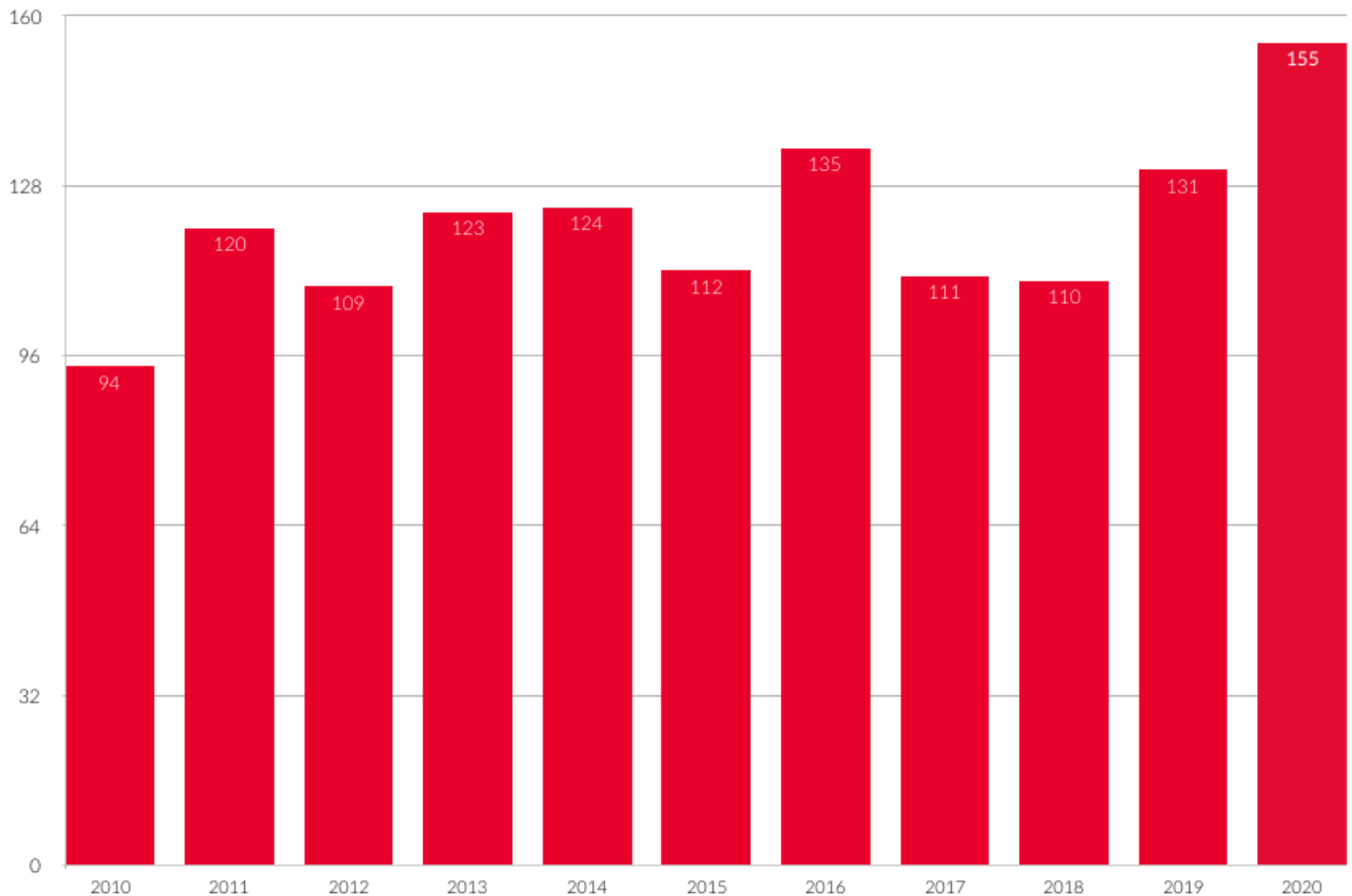


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
May 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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