



2021 JUNE

PUSLINCH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

SELLER'S MARKET

The Puslinch real estate market, while being a micro-market, is being held back by a lack of inventory. Sales prices continue to rise, but listing activity has decreased by approximately 20% year over year. The sustained demand in the area continues to push prices and keep active inventory low.



June year-over-year sales volume of \$26,684,100

Down 2.57% from 2020's \$27,388,500 with unit sales of 24 were down from last June's 26. New listings of 31 are down 20.51% from a year ago, with the sales/listing ratio of 77.42% up 10.75%.



Year-to-date sales volume of \$115,230,900

Up 76.81% from 2020's \$65,172,109 with unit sales of 83 were up from 2020's 63. New listings of 130 were down 2.99% from a year ago, with the sales/listing ratio of 63.85% up 16.83%.



Year-to-date average sale price of \$1,362,374

Up from \$1,059,410 one year ago with median sale price of \$1,514,125 up from \$1,150,000 one year ago. Average days-on-market of 26.5 is down 28.83 days from last year.

JUNE NUMBERS

Median Sale Price

\$1,335,000

+11.25%

Sales Volume

\$26,684,100

-2.57%

Unit Sales

24

-7.69%

New Listings

31

-20.51%

Expired Listings

6

No Change

Unit Sales/Listings Ratio

77.42%

+10.75%

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

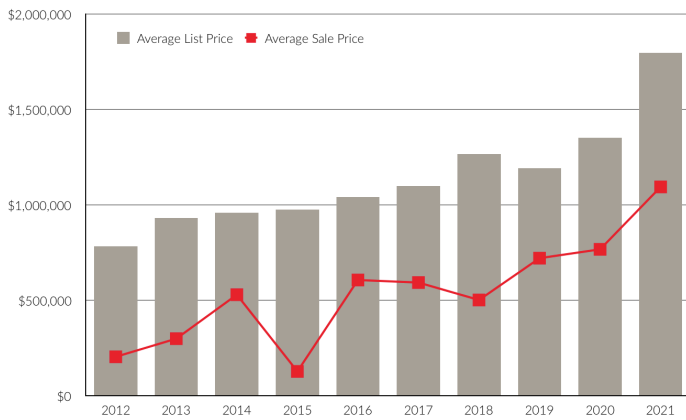


THE MARKET IN DETAIL

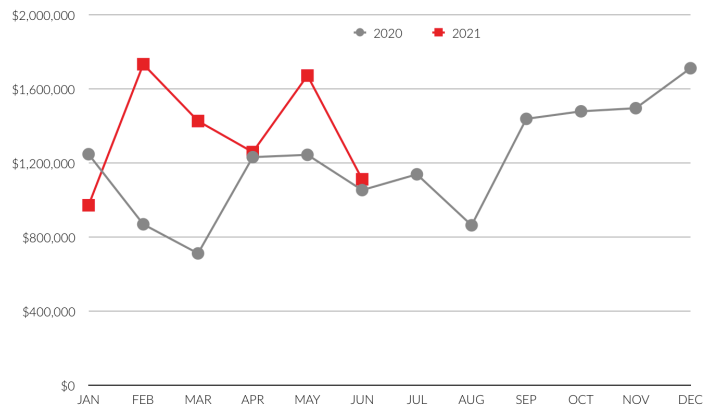
	2019	2020	2021	2020-2021
YTD Volume Sales	\$71,840,454	\$65,172,109	\$115,230,900	+76.81%
YTD Unit Sales	72	63	83	+31.75%
YTD New Listings	186	134	130	-2.99%
YTD Sales/Listings Ratio	38.71%	47.01%	63.85%	+16.83%
YTD Expired Listings	30	36	14	-61.11%
June Volume Sales	\$8,874,500	\$27,388,500	\$26,684,100	-2.57%
June Unit Sales	9	26	24	-7.69%
June New Listings	31	39	31	-20.51%
June Sales/Listings Ratio	29.03%	66.67%	77.42%	+10.75%
June Expired Listings	7	6	6	No Change
YTD Sales: Under \$0-\$199K	3	0	7	Up from 0
YTD Sales: Under \$200K-\$349K	3	3	1	-66.67%
YTD Sales: Under \$350K-\$549K	13	15	8	-46.67%
YTD Sales: Under \$550K-\$749K	7	2	9	+350%
YTD Sales: Under \$750K-\$999K	16	9	8	-11.11%
YTD Sales: \$1M+	30	34	50	+47.06%
YTD Average Days-On-Market	56.17	55.33	26.5	-52.11%
YTD Average Sale Price	\$1,016,512	\$1,059,410	\$1,362,374	+28.6%
YTD Median Sale Price	\$947,250	\$1,150,000	\$1,514,125	+31.66%

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

AVERAGE SALE PRICE

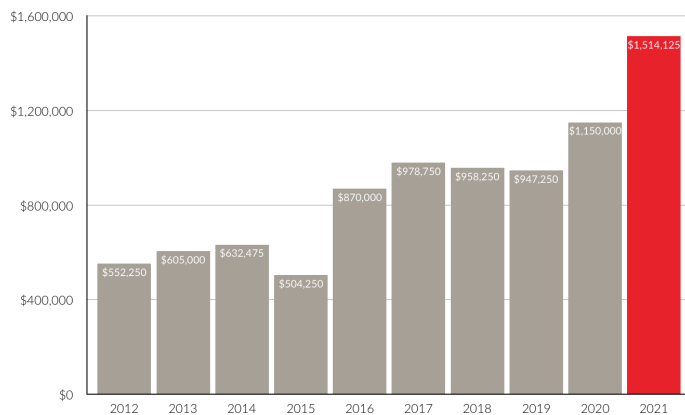


Year-Over-Year

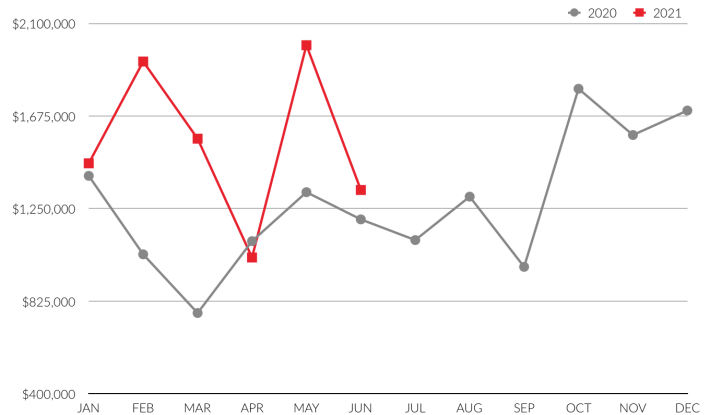


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



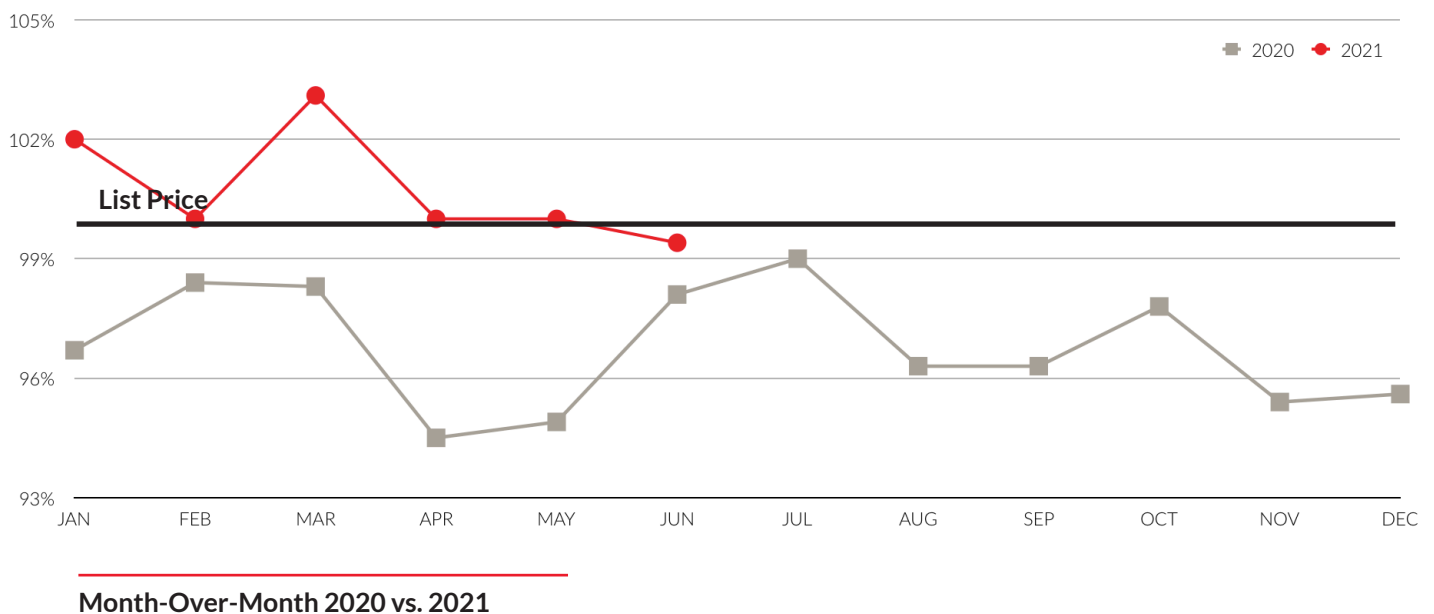
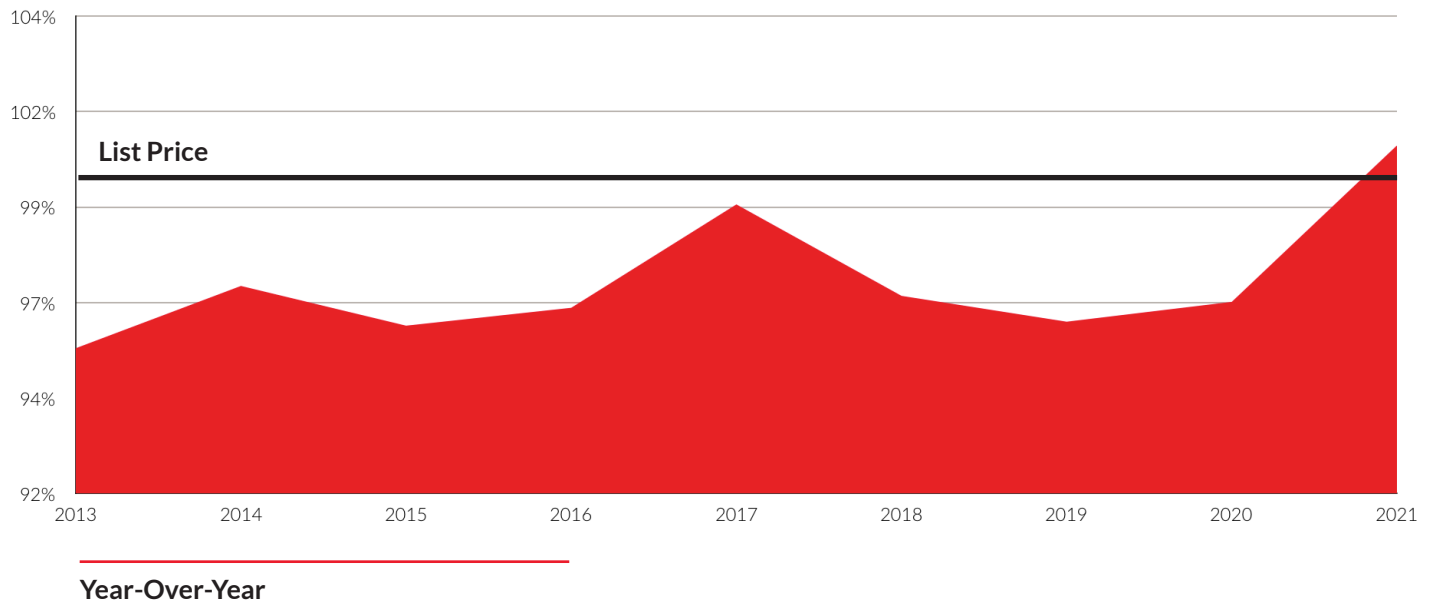
Year-Over-Year



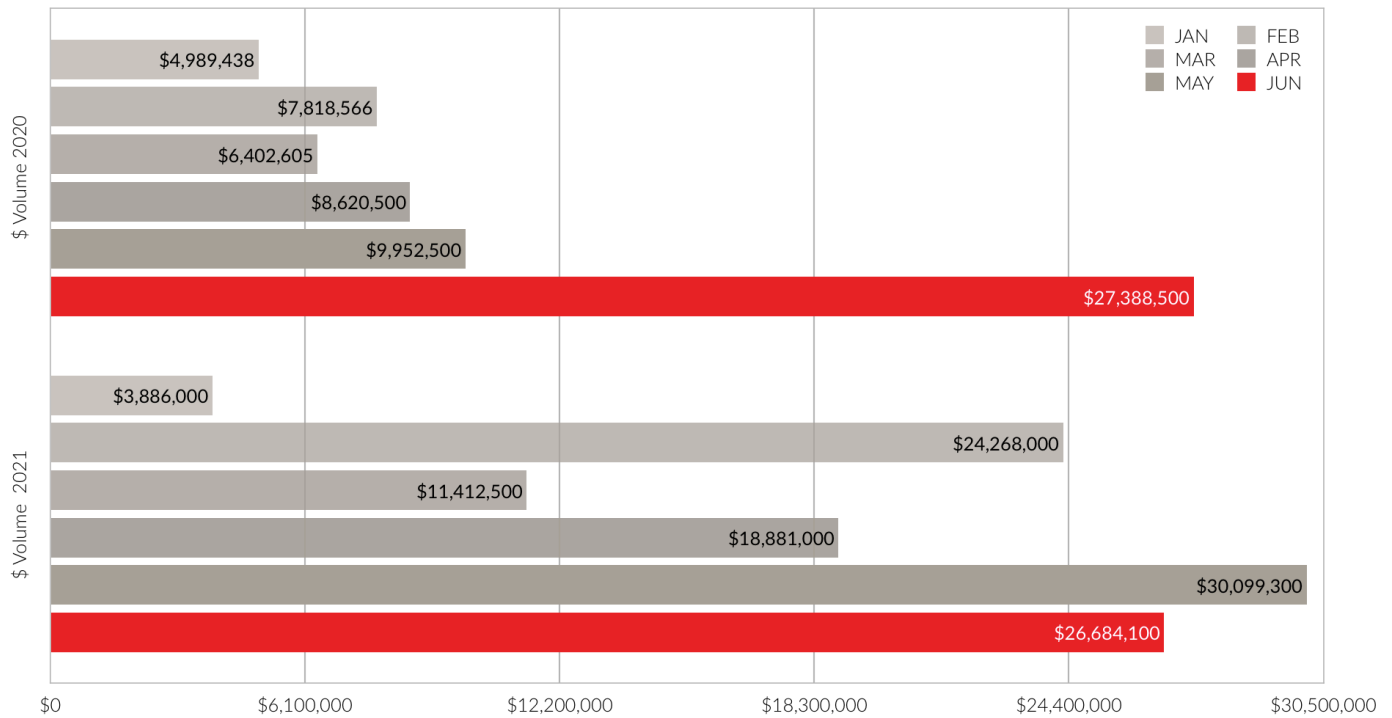
Month-Over-Month 2020 vs. 2021

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

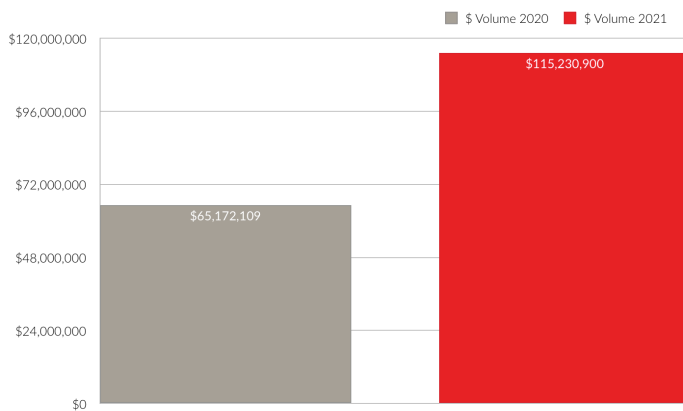
SALE PRICE VS. LIST PRICE RATIO



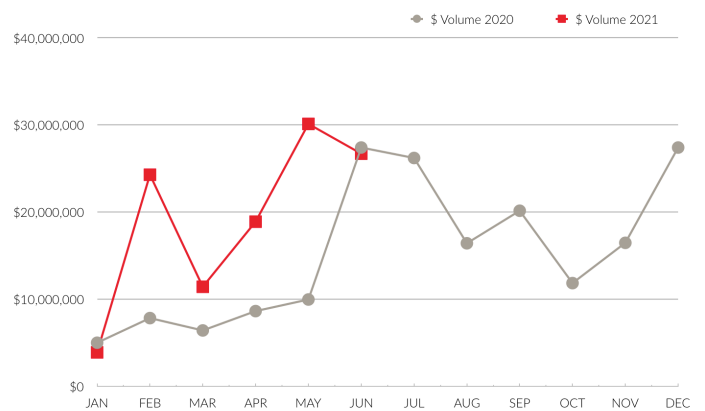
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

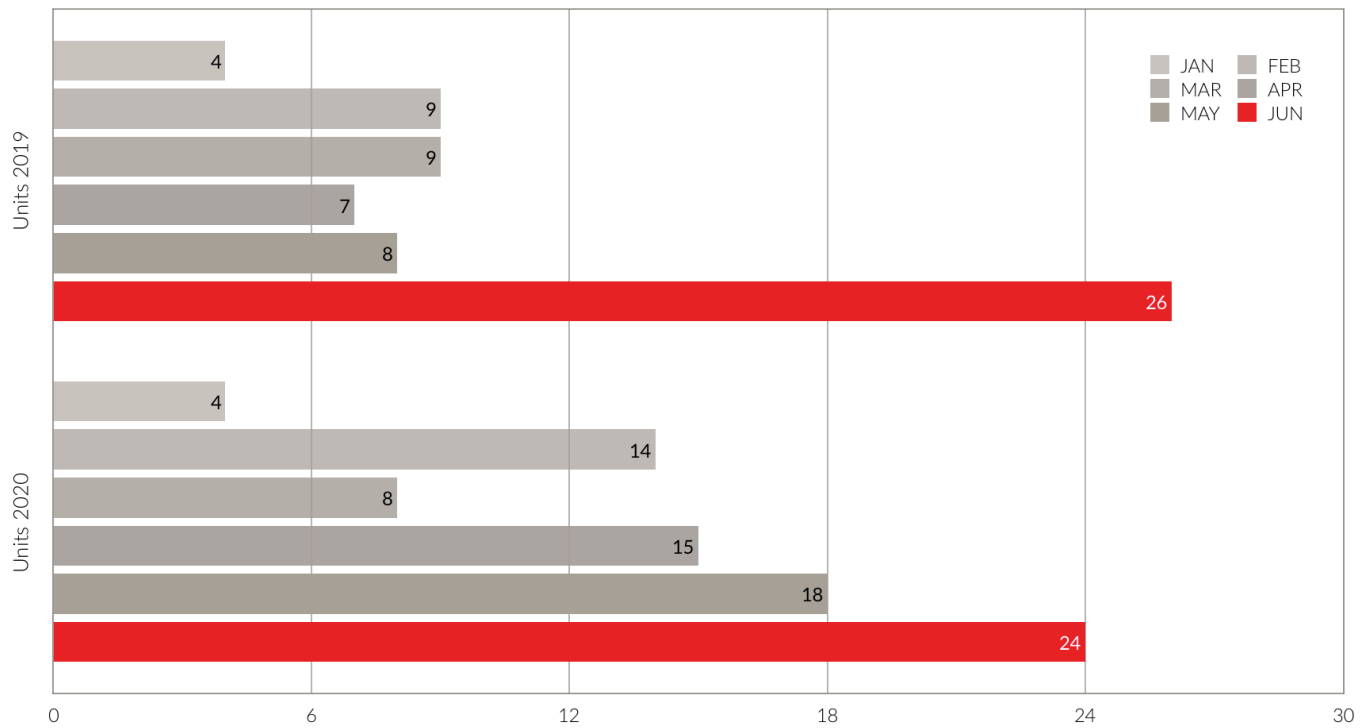


Yearly Totals 2020 vs. 2021

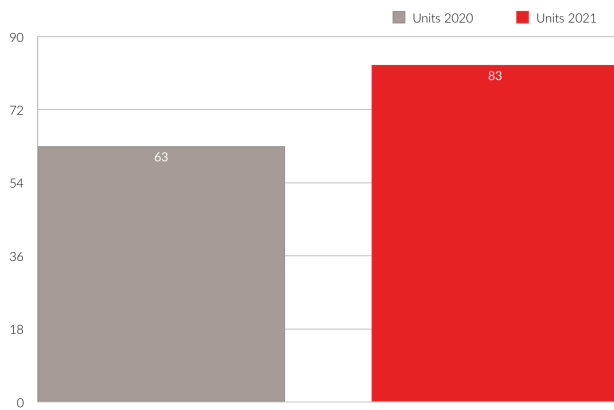


Month vs. Month 2020 vs. 2021

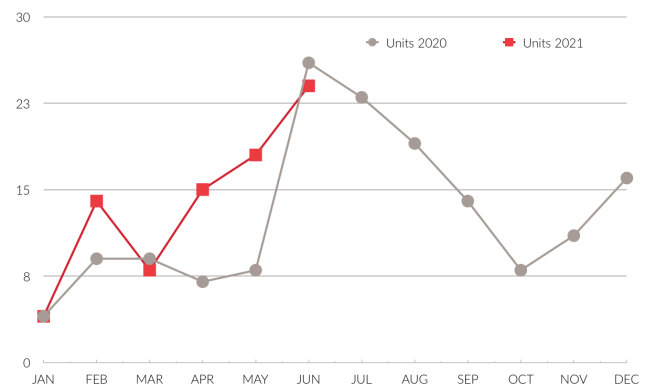
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

SALES BY TYPE


















FREEHOLD



CONDOMINIUM



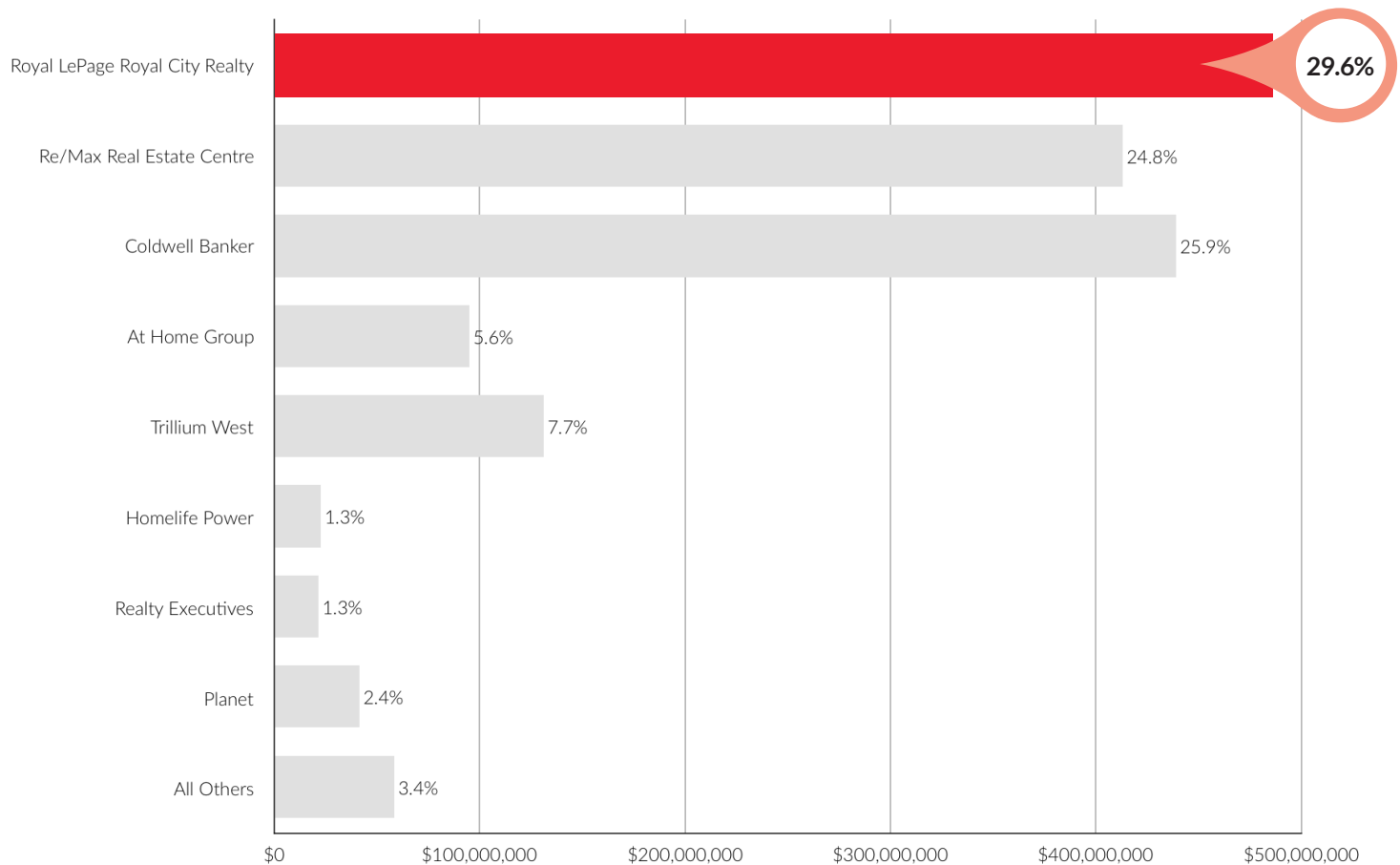
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$90,114,900 +57.63%	 \$1,880,000 +52.4%	 \$8,068,000 +397.54%
YTD Unit Sales	 55 +7.84%	 2 -33.3%	 9 +200%
YTD Average Sale Price	 \$1,638,453 +46.17%	 \$940,000 +128.6%	 \$896,444 +65.85%
June Sales Volume	 \$18,404,100 -24.14%	 \$1,200,000 +187.1%	 \$2,835,000 Up from 0
June Unit Sales	 13 -40.91%	 1 No Change	 2 Up from 0

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



MARKET DOMINANCE

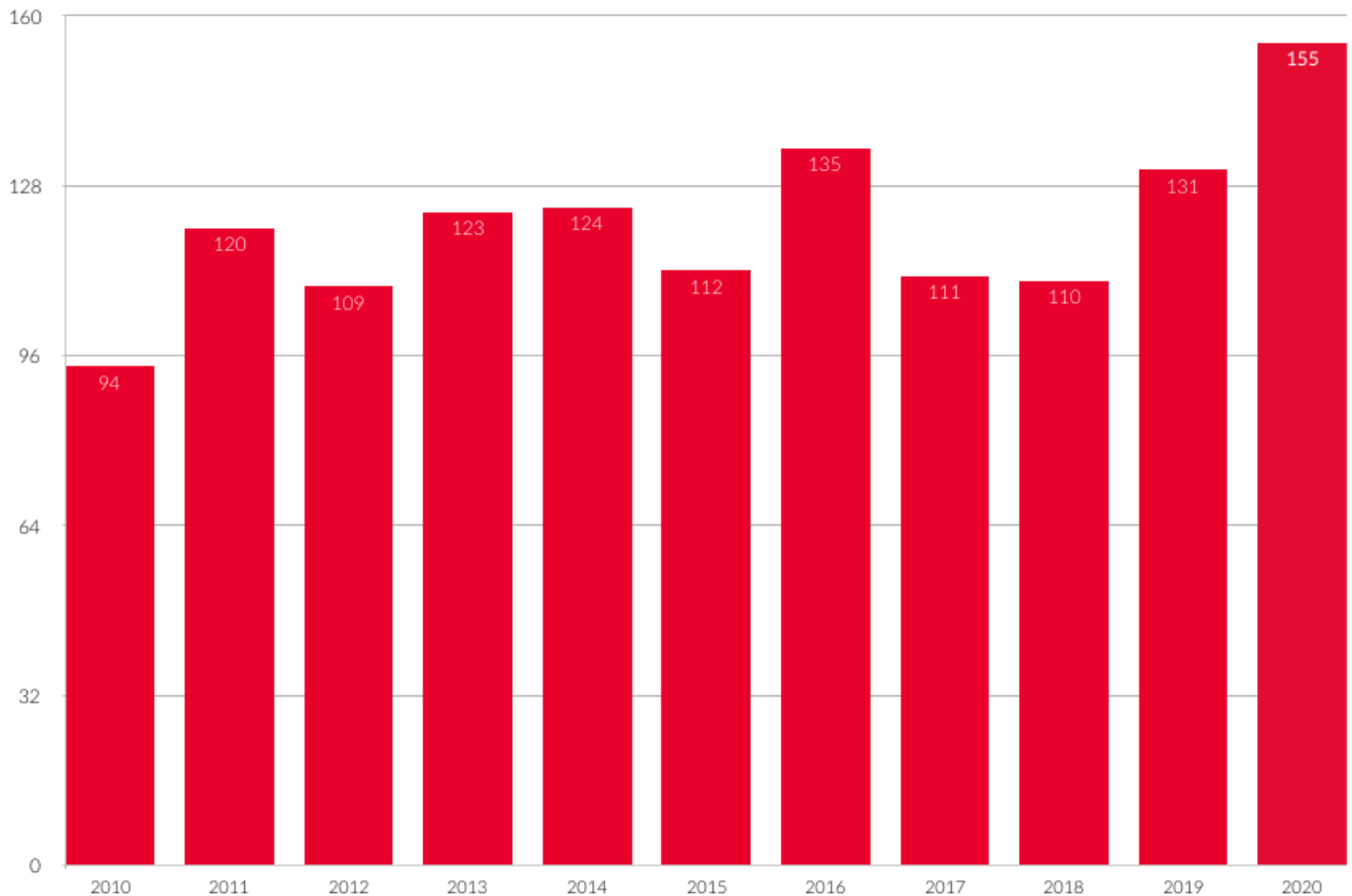


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
June 2021



10 YEAR MARKET ANALYSIS



Units Sold



OUR LOCATIONS



ELORA

519-846-1365
9 Mill Street East, Elora



FERGUS

519-843-1365
162 St. Andrew Street East, 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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