



2021 JULY

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 30% year over year. The sustained demand in the area continues to push prices and keep active inventory low.



July year-over-year sales volume of \$14,642,500

Down 44.09% from 2020's \$26,189,021 with unit sales of 14 down from last July's 23. New listings of 19 are down 32.14% from a year ago, with the sales/listing ratio of 73.68% down 8.46%.



Year-to-date sales volume of \$129,873,400

Up 42.15% from 2020's \$91,361,130 with unit sales of 97 were up from 2020's 86. New listings of 148 were down 8.64% from a year ago, with the sales/listing ratio of 65.54% up 12.45%.



Year-to-date average sale price of \$1,317,163

Up from \$1,070,730 one year ago with median sale price of \$1,570,750 up from \$1,105,000 one year ago. Average days-on-market of 25.86 is down 41.28 days from last year.

JULY NUMBERS

Median Sale Price

\$1,700,000

+53.85%

Sales Volume

\$14,642,500

-44.09%

Unit Sales

14

-39.13%

New Listings

19

-32.14%

Expired Listings

1

-50%

Unit Sales/Listings Ratio

73.68%

-8.46%

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

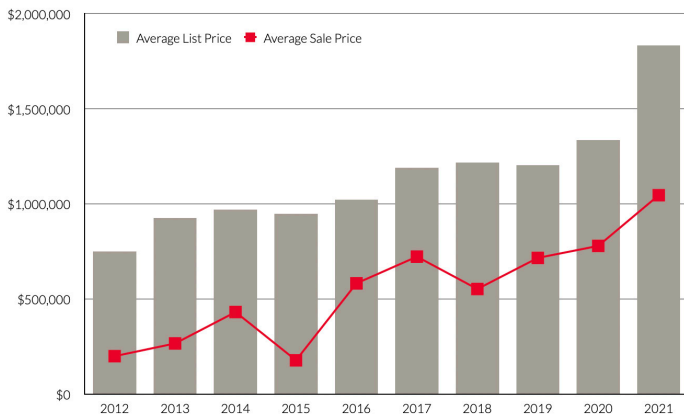


THE MARKET IN DETAIL

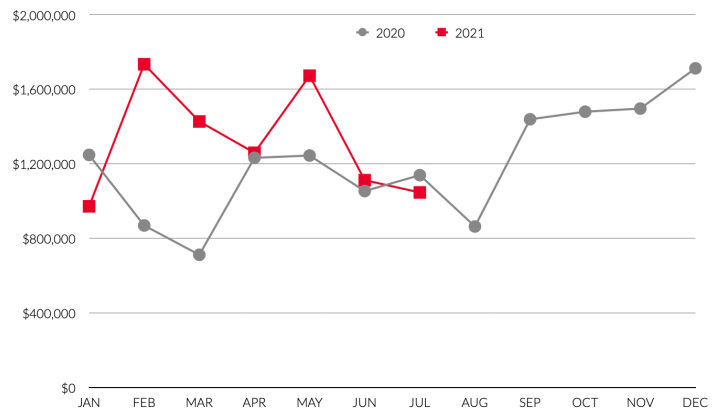
	2019	2020	2021	2020-2021
YTD Volume Sales	\$83,681,214	\$91,361,130	\$129,873,400	+42.15%
YTD Unit Sales	84	86	97	+12.79%
YTD New Listings	207	162	148	-8.64%
YTD Sales/Listings Ratio	40.58%	53.09%	65.54%	+12.45%
YTD Expired Listings	39	38	15	-60.53%
July Volume Sales	\$11,840,760	\$26,189,021	\$14,642,500	-44.09%
July Unit Sales	12	23	14	-39.13%
July New Listings	21	28	19	-32.14%
July Sales/Listings Ratio	57.14%	82.14%	73.68%	-8.46%
July Expired Listings	9	2	1	-50%
YTD Sales: Under \$0-\$199K	3	1	9	+800%
YTD Sales: Under \$200K-\$349K	3	4	3	-25%
YTD Sales: Under \$350K-\$549K	19	19	9	-52.63%
YTD Sales: Under \$550K-\$749K	8	4	12	+200%
YTD Sales: Under \$750K-\$999K	18	12	9	-25%
YTD Sales: \$1M+	33	46	55	+19.57%
YTD Average Days-On-Market	54.43	67.14	25.86	-61.49%
YTD Average Sale Price	\$1,012,257	\$1,070,730	\$1,317,163	+23.02%
YTD Median Sale Price	\$944,500	\$1,105,000	\$1,570,750	+42.15%

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

AVERAGE SALE PRICE

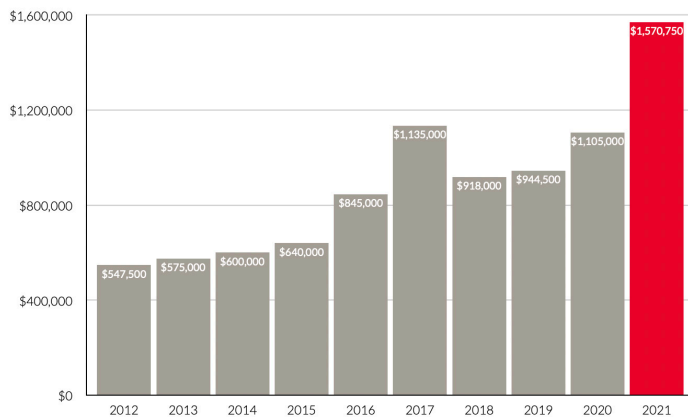


Year-Over-Year

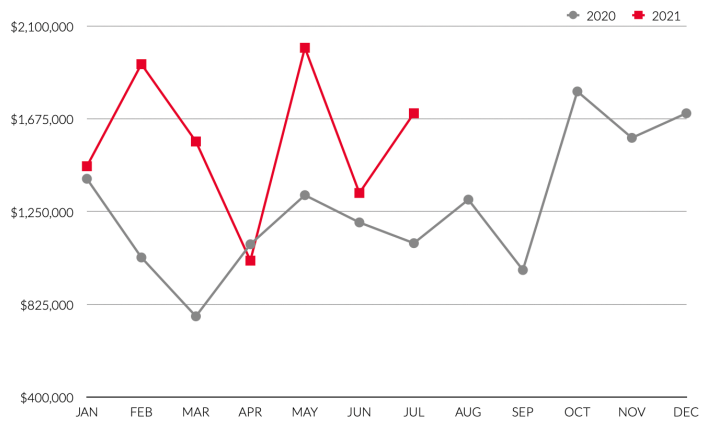


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



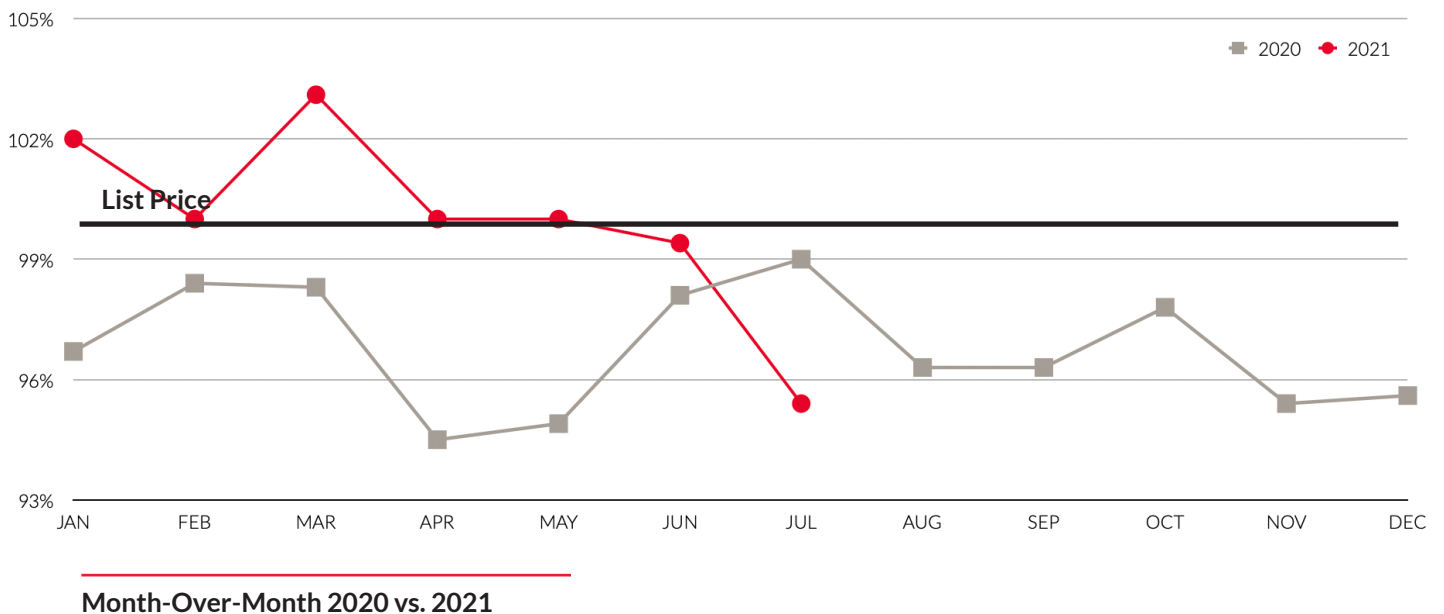
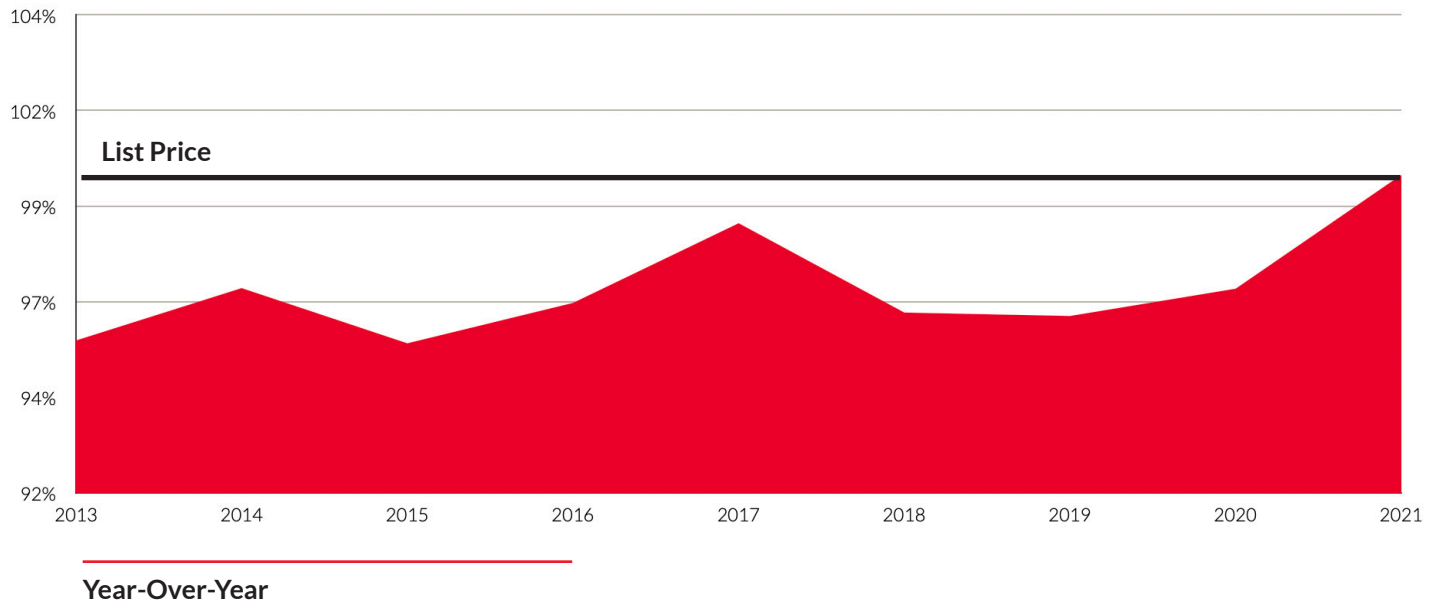
Year-Over-Year



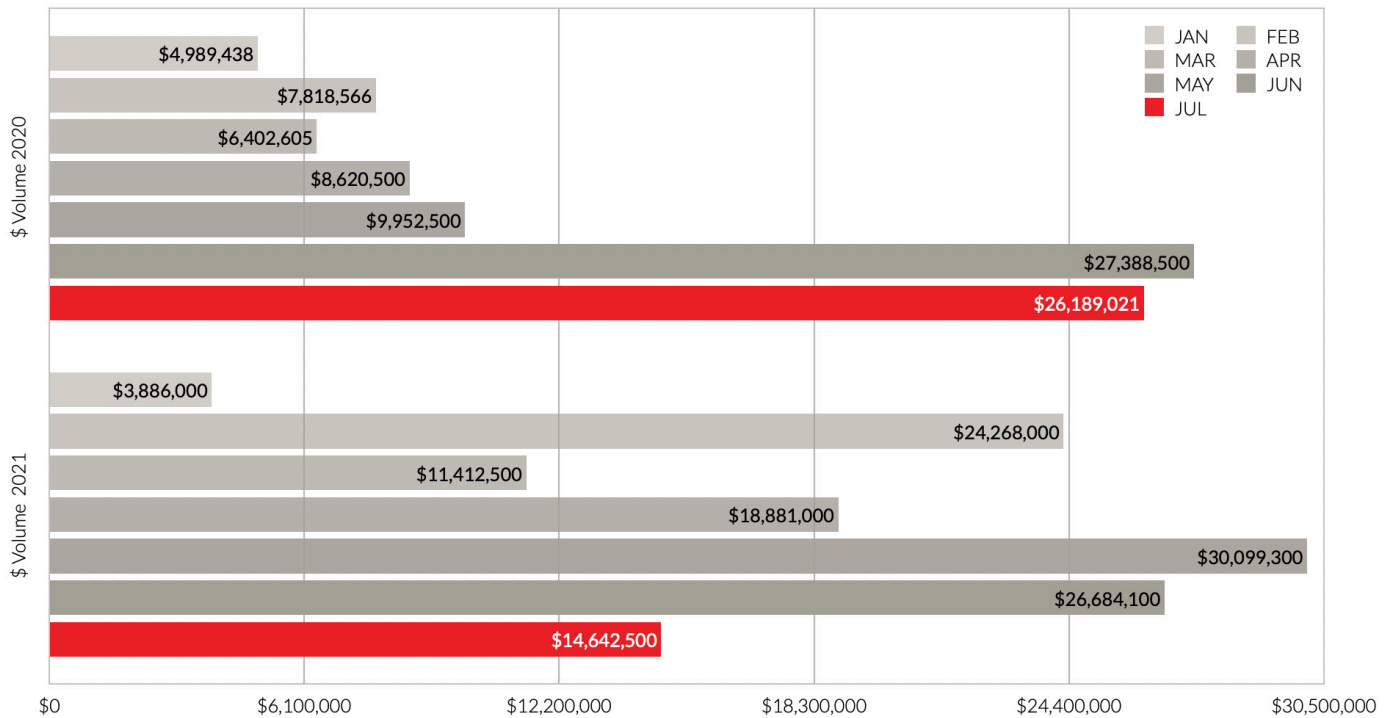
Month-Over-Month 2020 vs. 2021

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

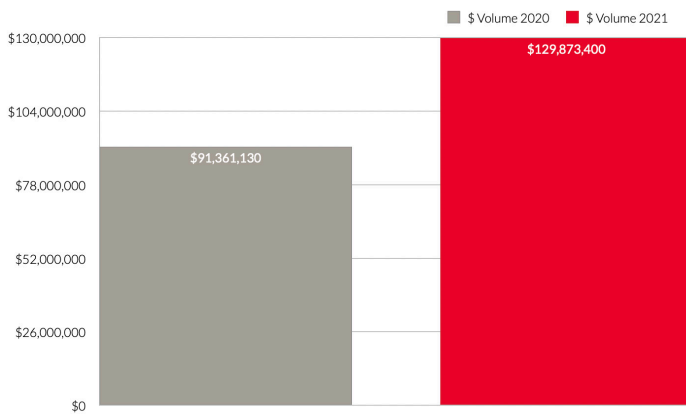
SALE PRICE VS. LIST PRICE RATIO



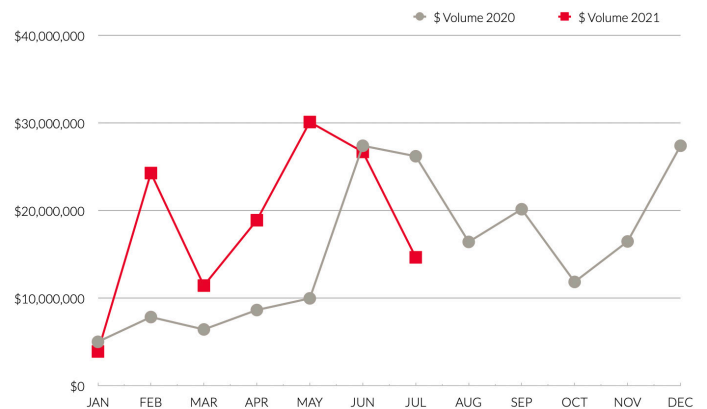
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

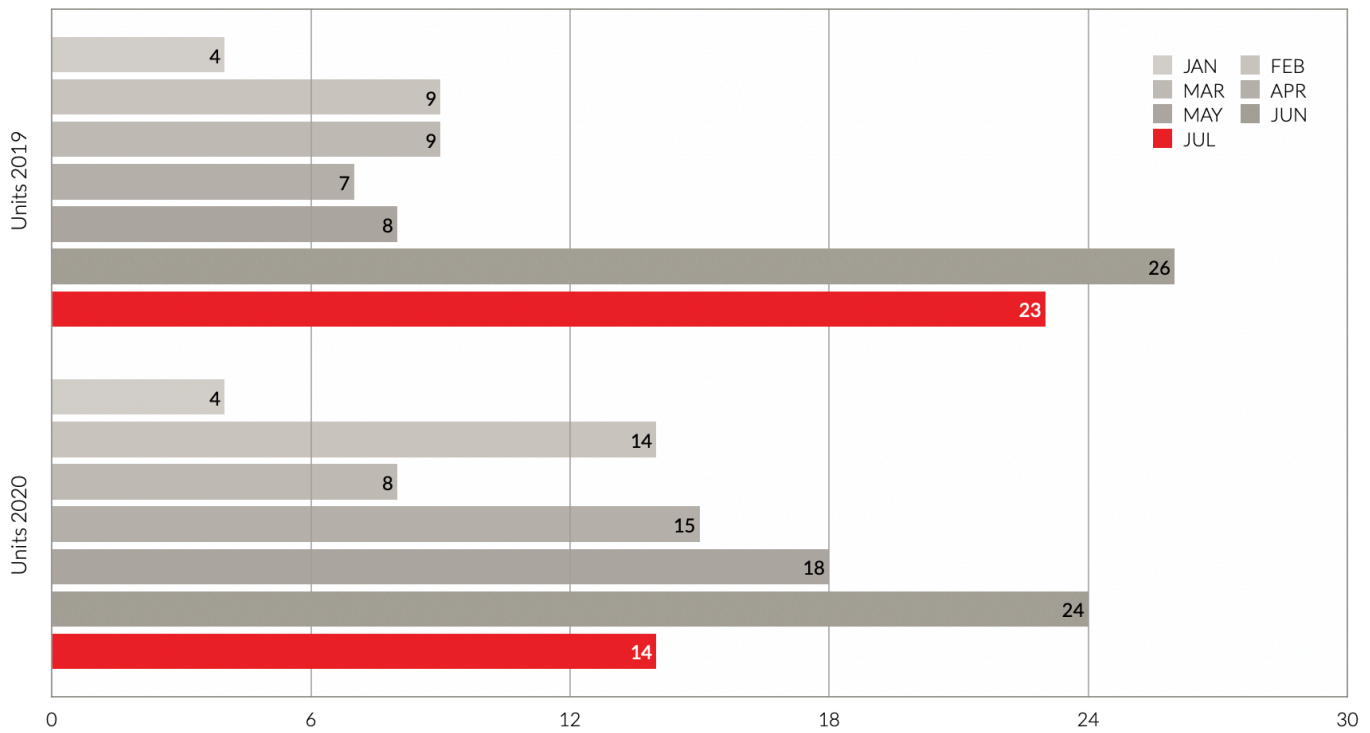


Yearly Totals 2020 vs. 2021

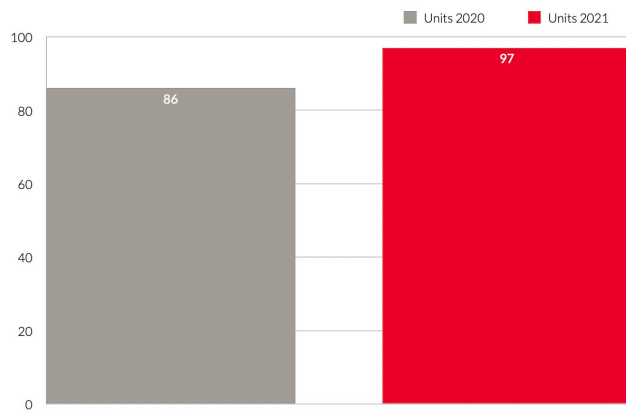


Month vs. Month 2020 vs. 2021

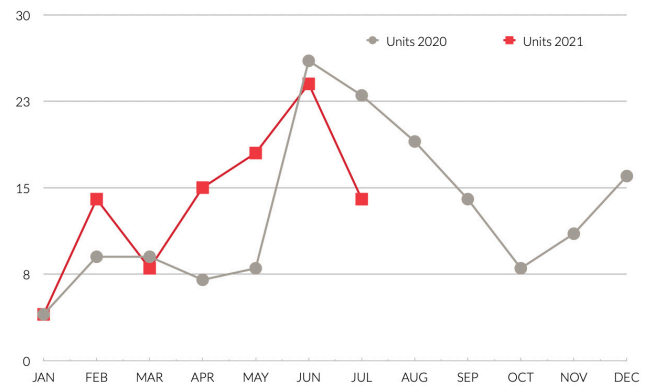
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

SALES BY TYPE


















FREEHOLD



CONDOMINIUM

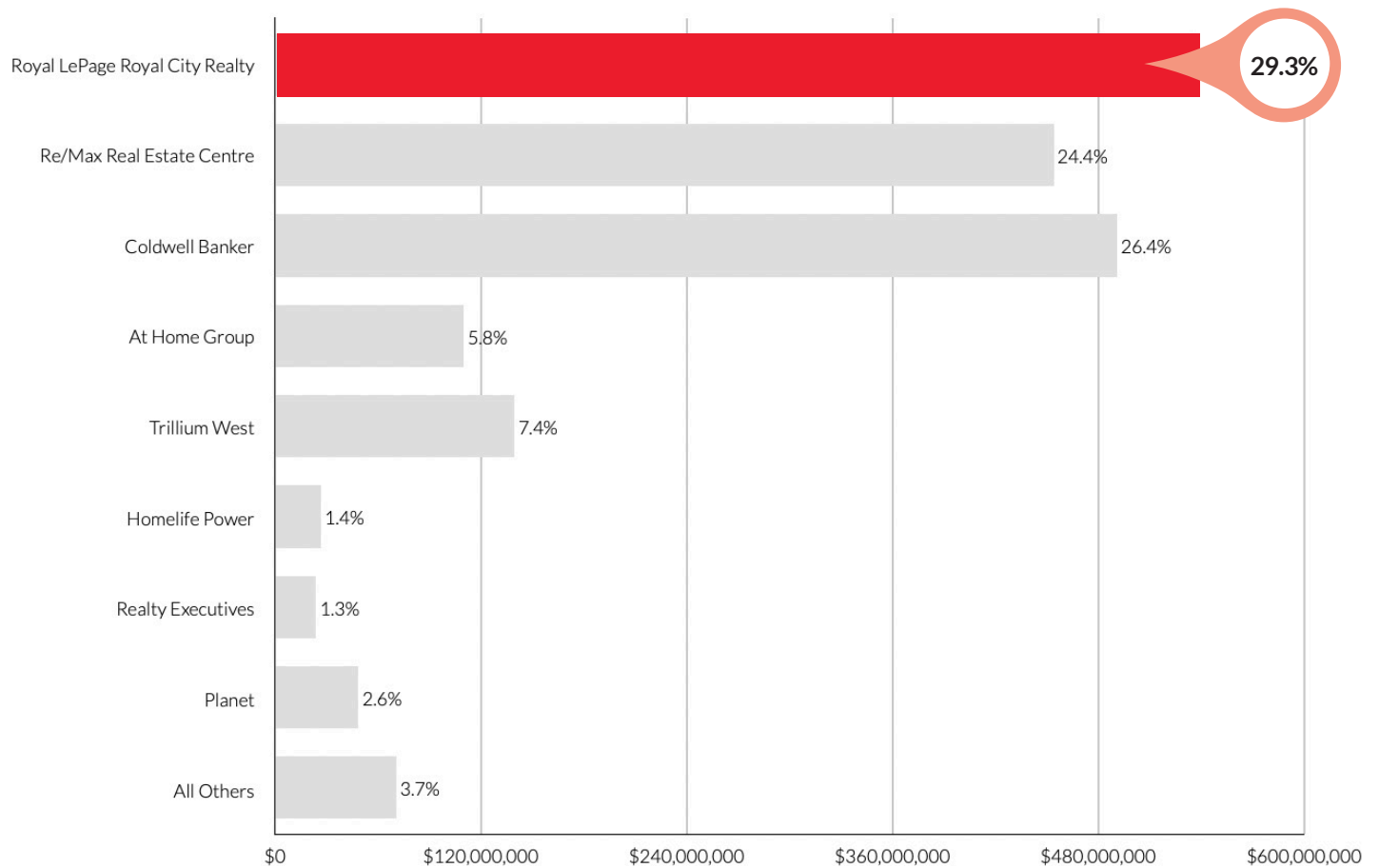


VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$100,222,900 +35.62%	 \$1,880,000 +52.4%	 \$8,993,000 +75.93%
YTD Unit Sales	 62 -4.62%	 2 -33.3%	 10 +25%
YTD Average Sale Price	 \$1,616,498 +42.18%	 \$940,000 +128.6%	 \$899,300 +40.75%
July Sales Volume	 \$10,108,000 -39.6%	 \$0 No change	 \$925,000 -73.5%
July Unit Sales	 7 -50%	 0 No Change	 1 -80%

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

MARKET DOMINANCE

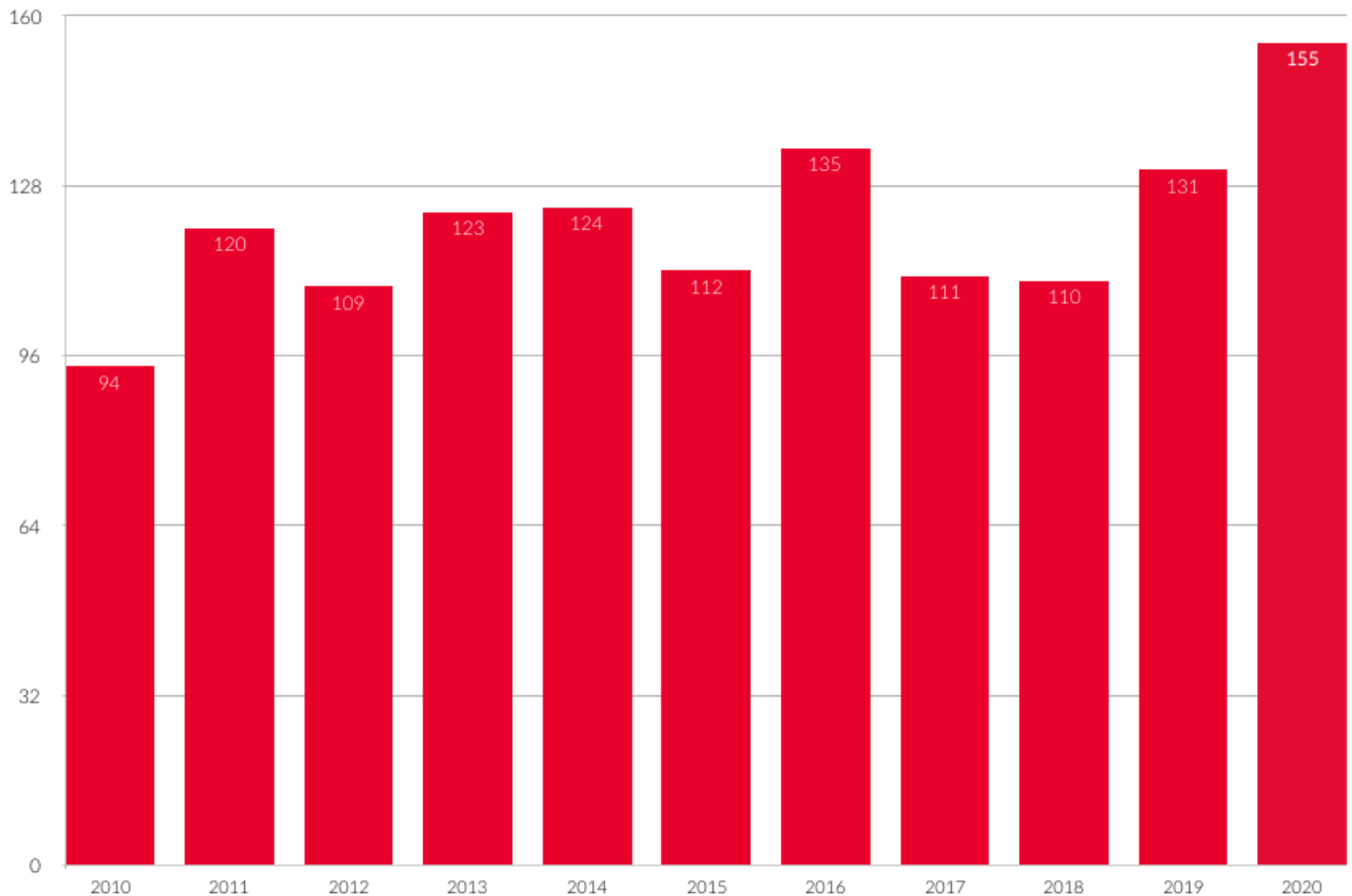


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
July 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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