



2021 AUGUST

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 strong sales numbers and consistent inventory of new listings. Prices continue to increase, leading to high sales volumes. Despite a decrease in sales this month, prices are competitive and in this seller's market inventory is key. Homes are remaining on the market for fewer days and there are no signs of slowing activity in the coming months.



August year-over-year sales volume of \$18,192,035

Up 10.91% from 2020's \$16,402,300 with unit sales of 10 down from last August's 19. New listings of 18 are up 28.57% from a year ago, with the sales/listing ratio of 55.56% down 80.16%.



Year-to-date sales volume of \$148,065,435

Up 37.4% from 2020's \$107,763,430 with unit sales of 107 were up from 2020's 105. New listings of 166 were down 5.68% from a year ago, with the sales/listing ratio of 64.46% up 4.8%.



Year-to-date average sale price of \$1,379,918

Up from \$1,044,799 one year ago with median sale price of \$1,587,884 up from \$1,152,500 one year ago. Average days-on-market of 24.88 is down 39.12 days from last year.

AUGUST NUMBERS

Median Sale Price

\$1,605,018

+23.04%

Sales Volume

\$18,192,035

+10.91%

Unit Sales

10

-47.37%

New Listings

18

+28.57%

Expired Listings

3

-50%

Unit Sales/Listings Ratio

55.56%

-80.16%

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

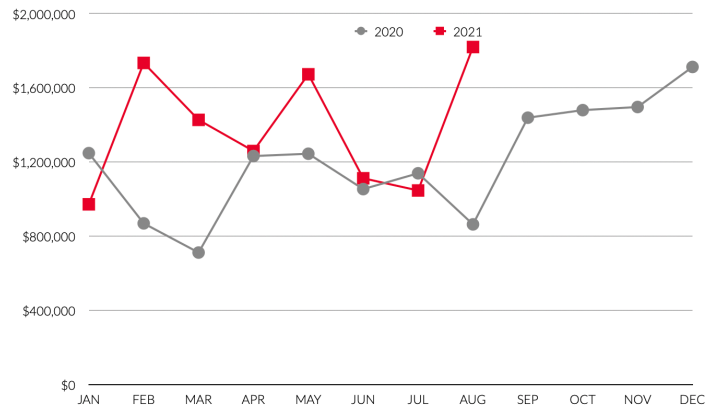
	2019	2020	2021	2020-2021
YTD Volume Sales	\$95,910,794	\$107,763,430	\$148,065,435	+37.4%
YTD Unit Sales	96	105	107	+1.9%
YTD New Listings	240	176	166	-5.68%
YTD Sales/Listings Ratio	40%	59.66%	64.46%	+4.8%
YTD Expired Listings	46	44	18	-59.09%
August Volume Sales	\$12,229,580	\$16,402,300	\$18,192,035	+10.91%
August Unit Sales	12	19	10	-47.37%
August New Listings	33	14	18	+28.57%
August Sales/Listings Ratio	36.36%	135.71%	55.56%	-80.16%
August Expired Listings	7	6	3	-50%
YTD Sales: Under \$0-\$199K	5	5	9	+80%
YTD Sales: Under \$200K-\$349K	3	5	3	-40%
YTD Sales: Under \$350K-\$549K	20	23	9	-60.87%
YTD Sales: Under \$550K-\$749K	8	5	13	+160%
YTD Sales: Under \$750K-\$999K	19	16	10	-37.5%
YTD Sales: \$1M+	41	51	63	+23.53%
YTD Average Days-On-Market	58.75	64	24.88	-61.13%
YTD Average Sale Price	\$1,013,117	\$1,044,799	\$1,379,918	+32.07%
YTD Median Sale Price	\$947,250	\$1,152,500	\$1,587,884	+37.78%

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

AVERAGE SALE PRICE

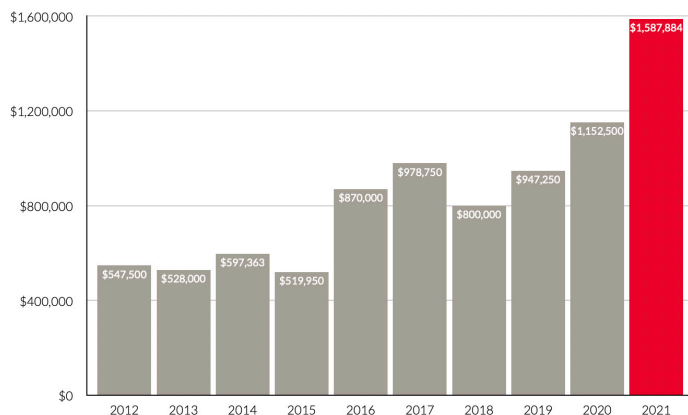


Year-Over-Year

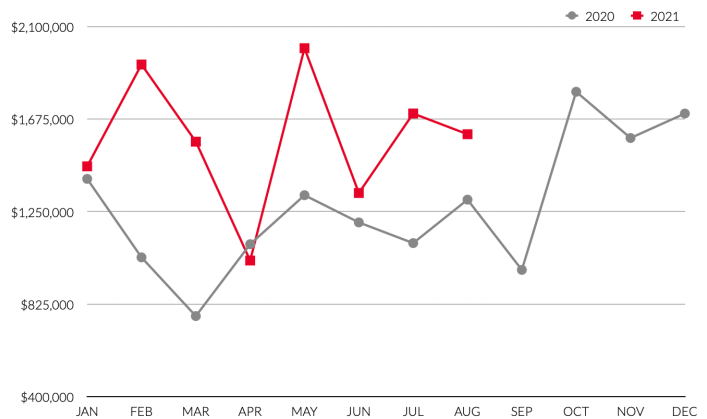


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



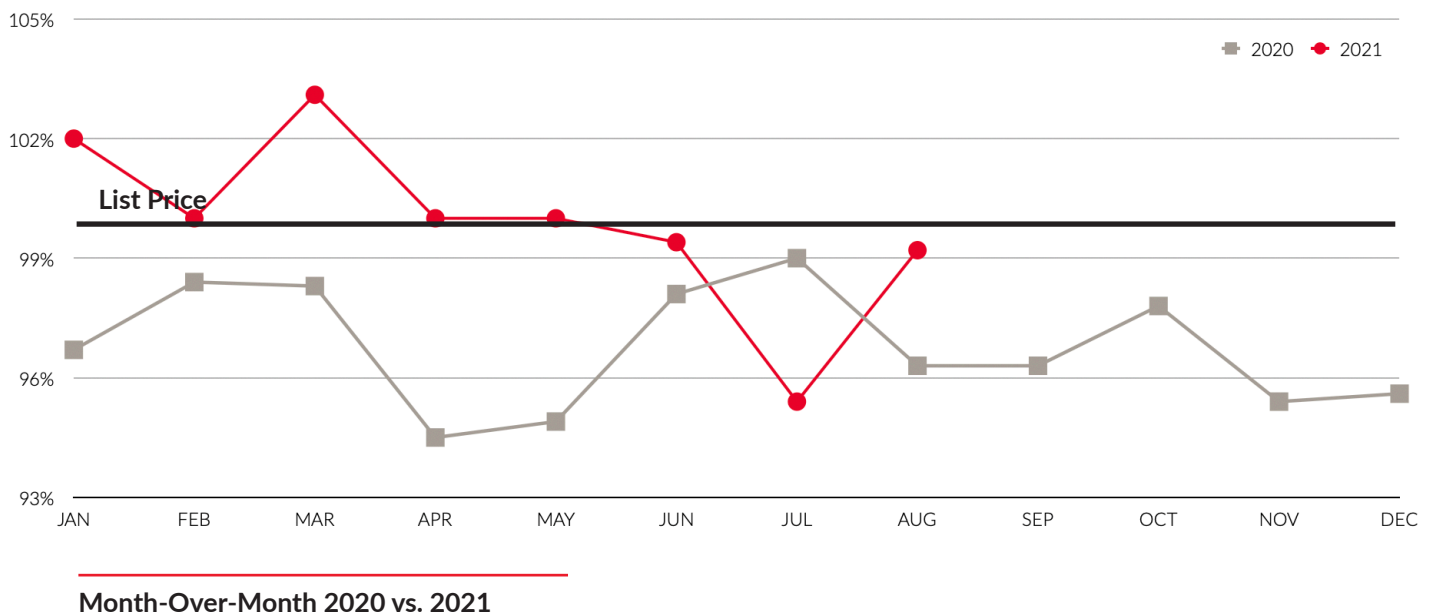
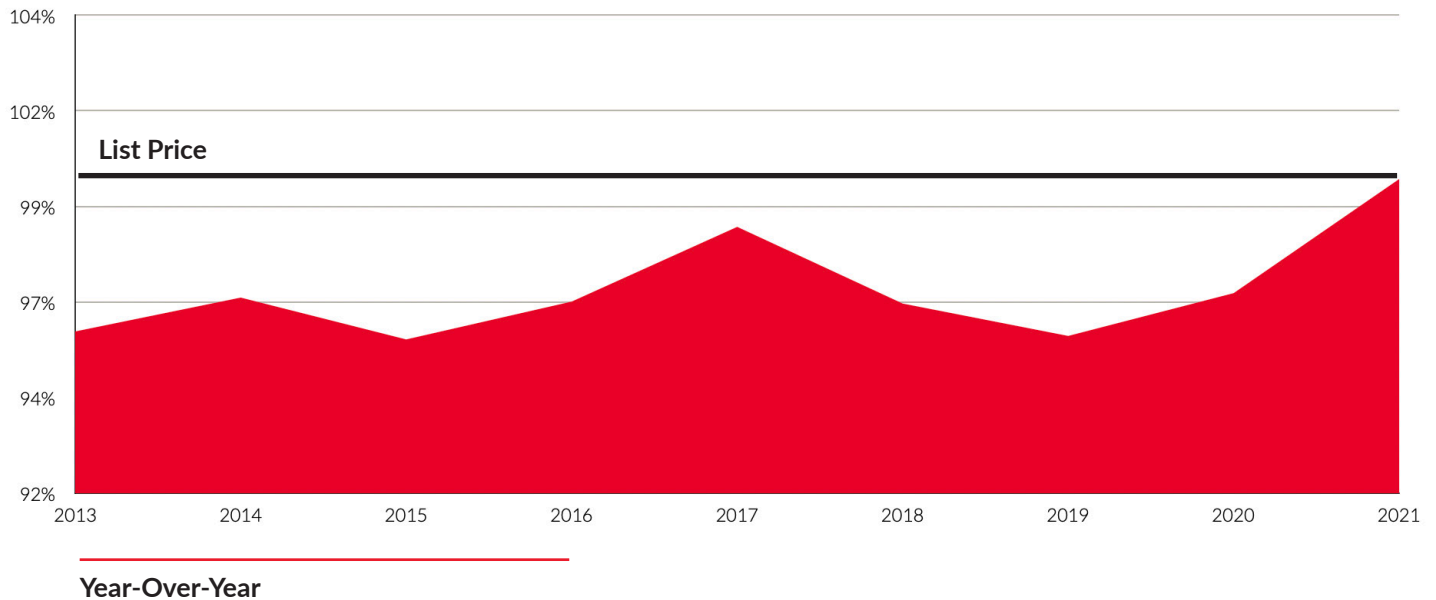
Year-Over-Year



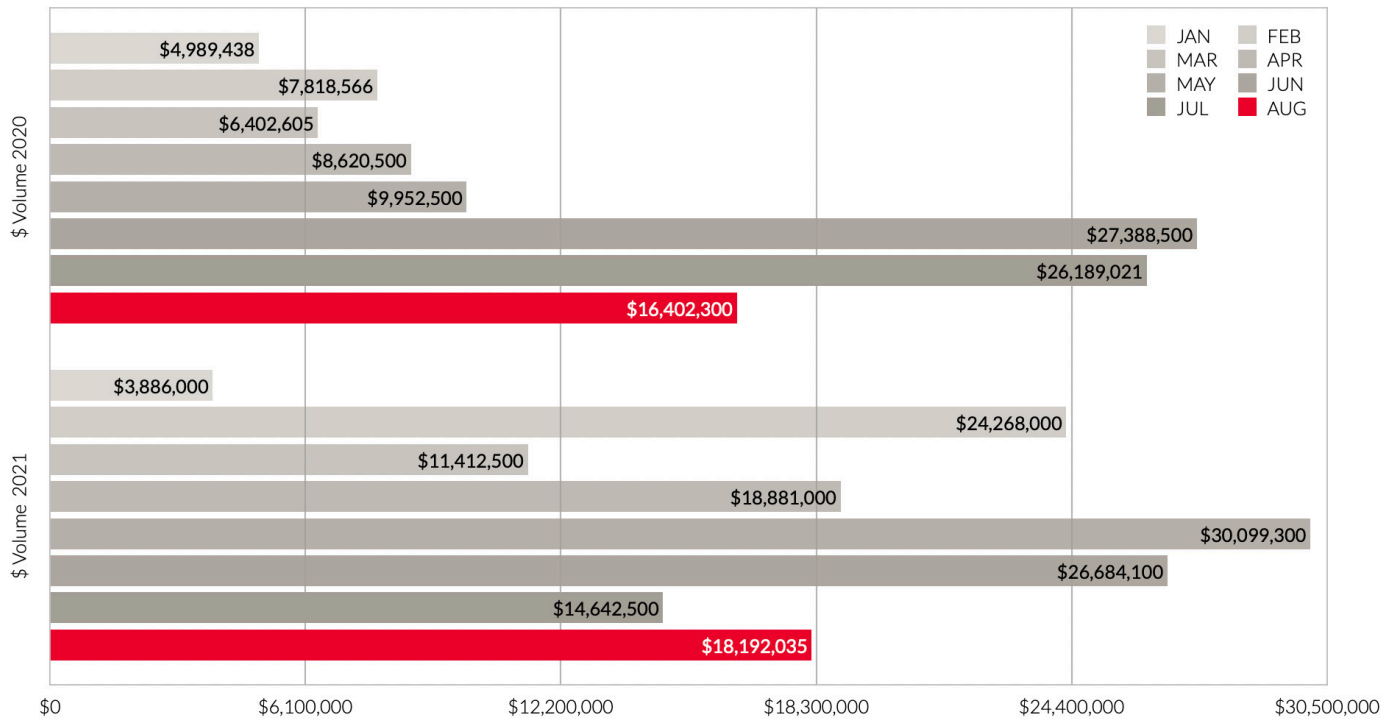
Month-Over-Month 2020 vs. 2021

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

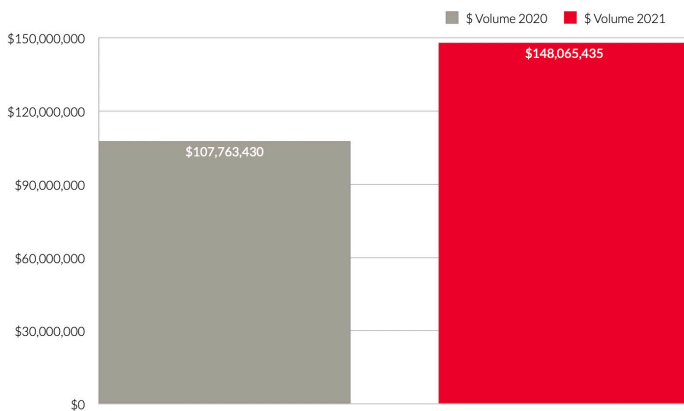
SALE PRICE VS. LIST PRICE RATIO



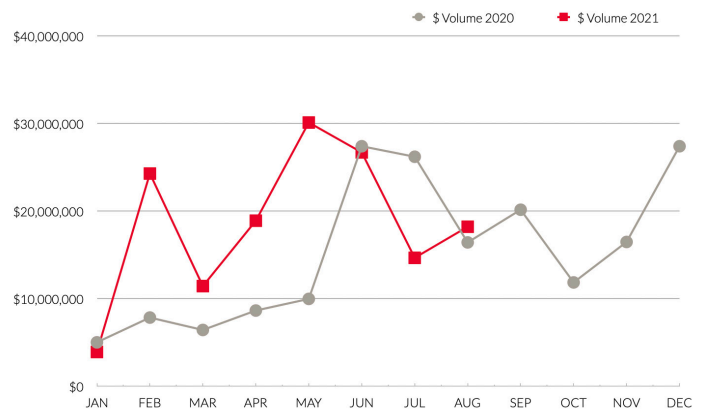
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

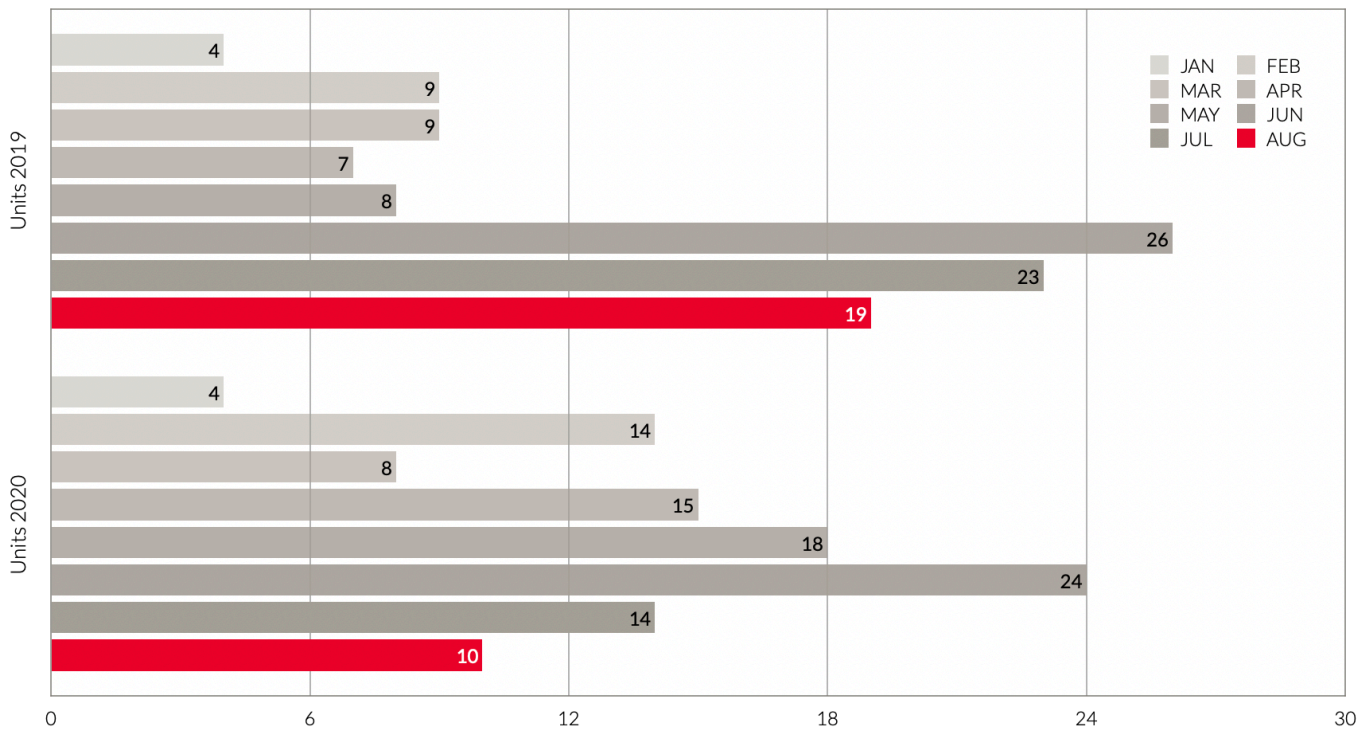


Yearly Totals 2020 vs. 2021

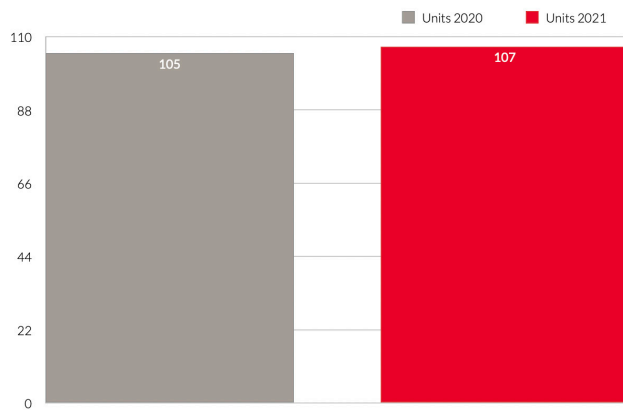


Month vs. Month 2020 vs. 2021

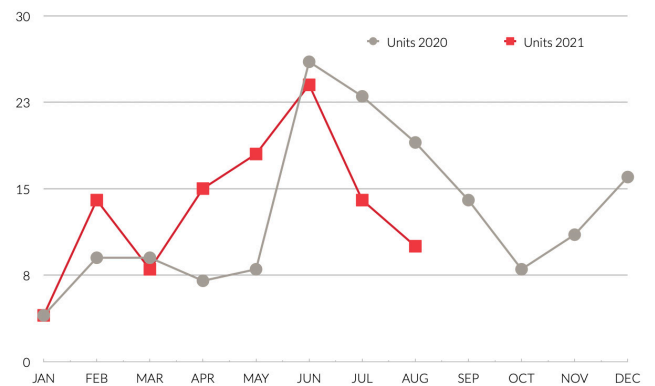
UNIT SALES



Monthly Comparison 2020 vs. 2021

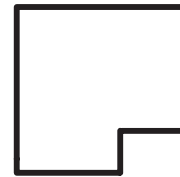

















Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

SALES BY TYPE

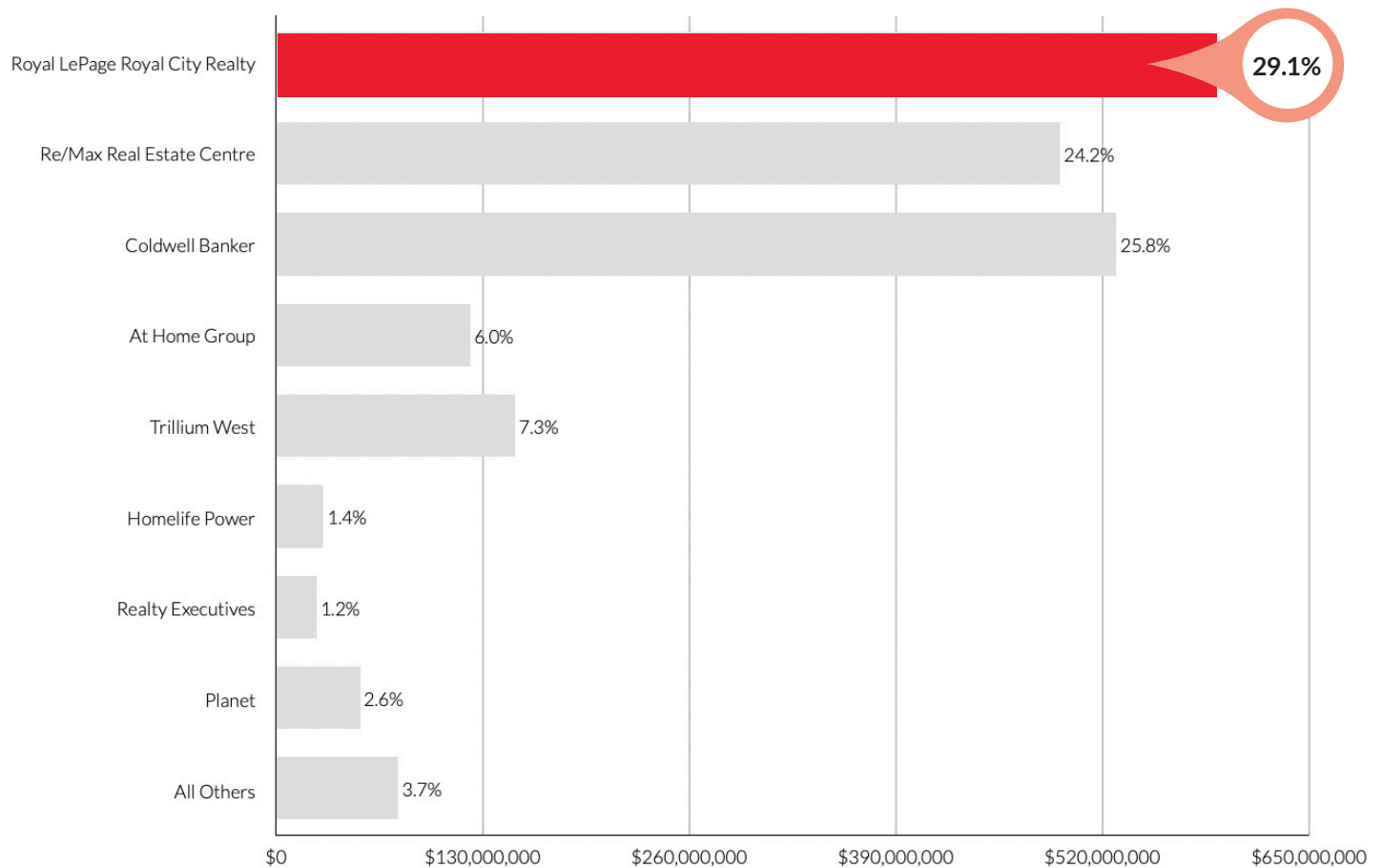


	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$118,414,935 +35.56%	 \$1,880,000 +52.4%	 \$8,993,000 +39.35%
YTD Unit Sales	 72 -4%	 2 -33.3%	 10 No change
YTD Average Sale Price	 \$1,644,652 +41.21%	 \$940,000 +128.6%	 \$899,300 +39.35%
August Sales Volume	 \$18,192,035 +35.27%	 \$0 No change	 \$0 Down from \$1,342,000
August Unit Sales	 10 No change	 0 No Change	 0 Down from 2

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



MARKET DOMINANCE

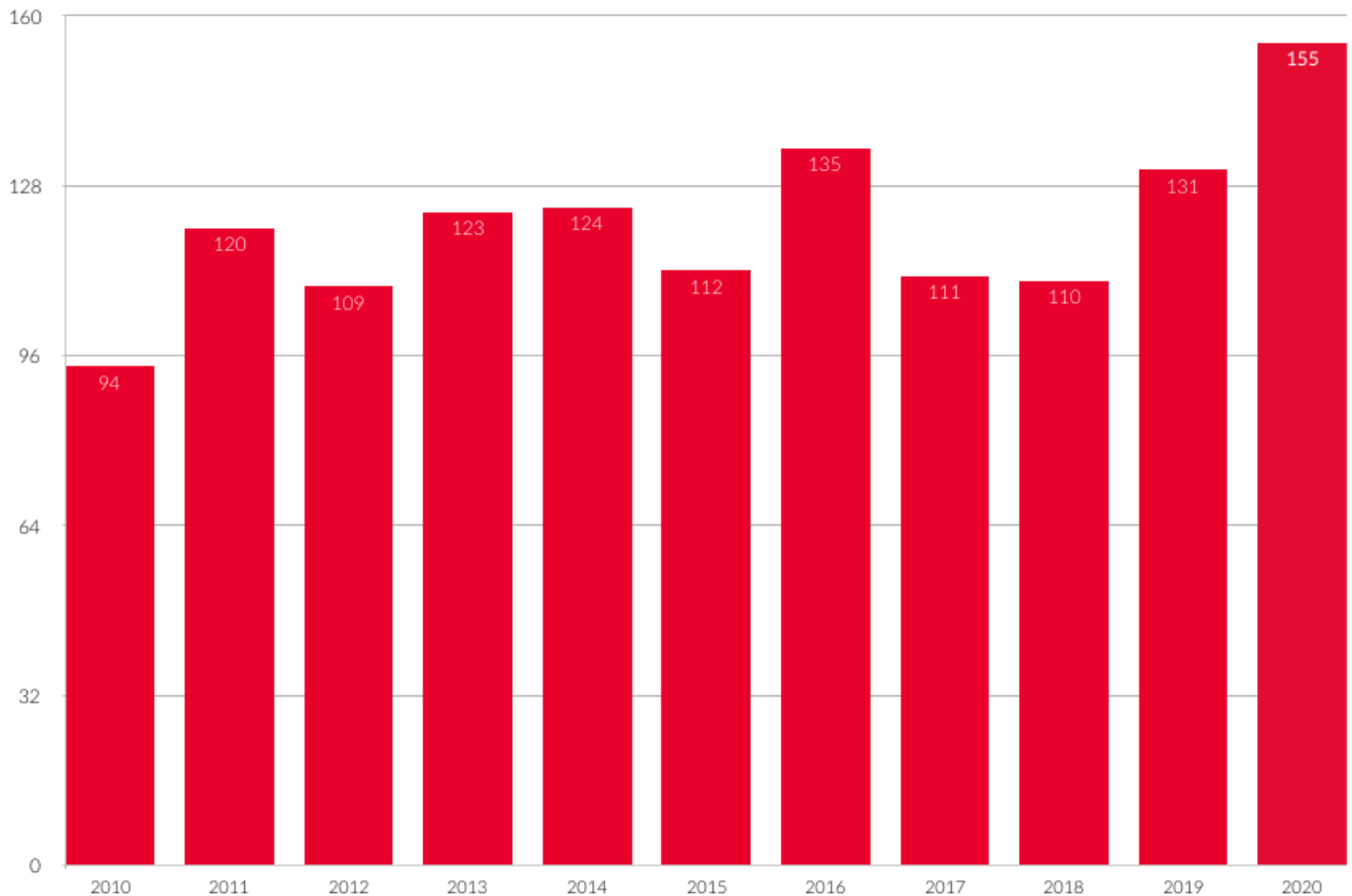


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
August 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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