



2021 SEPTEMBER

PUSLINCH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

SELLER'S MARKET

The Puslinch real estate market remains very strong as nearly all of the homes listed this month have been sold. Together, the continued demand for homes and the lack of inventory have pushed sales prices up over 50% year over year. With inventory not quite keeping up with demand in this area, now is a great time for Seller's to list.



September year-over-year sales volume of \$14,018,000

Down 30.39% from 2020's \$20,136,500 with unit sales of 15 up from last September's 14. New listings of 16 are down 30.43% from a year ago, with the sales/listing ratio of 93.75% up 32.88%.



Year-to-date sales volume of \$162,083,435

Up 26.73% from 2020's \$127,899,930 with unit sales of 122 were up from 2020's 119. New listings of 182 were down 8.45% from a year ago, with the sales/listing ratio of 67.03% up 7.23%.



Year-to-date average sale price of \$1,330,431

Up from \$1,088,523 one year ago with median sale price of \$1,570,750 up from \$1,105,000 one year ago. Average days-on-market of 25.33 is down 36.78 days from last year.

SEPTEMBER NUMBERS

Median Sale Price

\$1,491,000

+51.83%

Sales Volume

\$14,018,000

-30.39%

Unit Sales

15

+7.14%

New Listings

16

-30.43%

Expired Listings

5

+150%

Unit Sales/Listings Ratio

93.75%

+32.88%

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

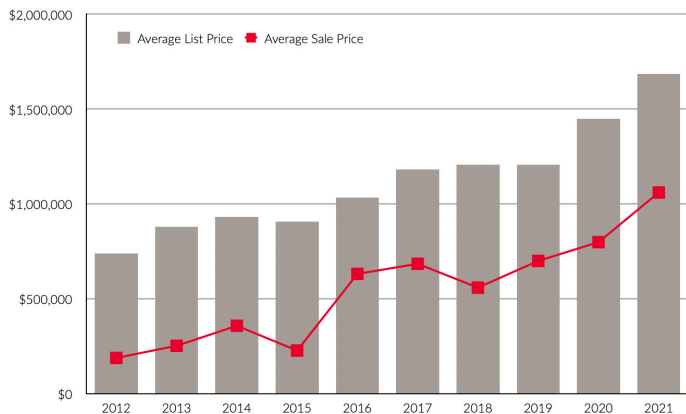


THE MARKET IN DETAIL

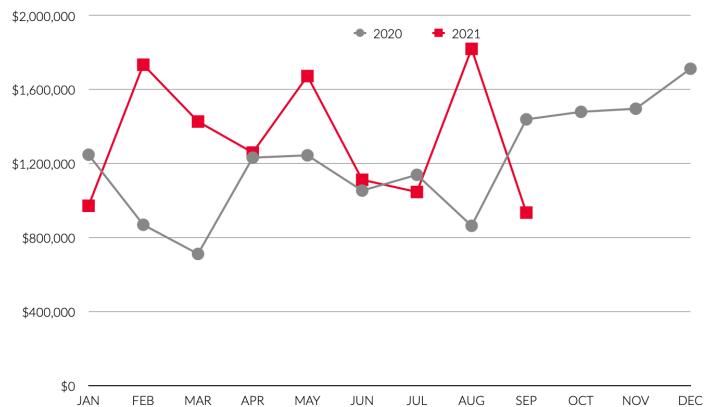
	2019	2020	2021	2020-2021
YTD Volume Sales	\$105,463,594	\$127,899,930	\$162,083,435	+26.73%
YTD Unit Sales	107	119	122	+2.52%
YTD New Listings	264	199	182	-8.54%
YTD Sales/Listings Ratio	40.53%	59.80%	67.03%	+7.23%
YTD Expired Listings	52	46	23	-50%
September Volume Sales	\$9,552,800	\$20,136,500	\$14,018,000	-30.39%
September Unit Sales	11	14	15	+7.14%
September New Listings	24	23	16	-30.43%
September Sales/Listings Ratio	45.83%	60.87%	93.75%	+32.88%
September Expired Listings	6	2	5	+150%
YTD Sales: \$0-\$199K	7	6	14	+133.33%
YTD Sales: \$200K-\$349K	4	7	3	-57.14%
YTD Sales: \$350K-\$549K	20	24	9	-62.5%
YTD Sales: \$550K-\$749K	10	5	17	+240%
YTD Sales: \$750K-\$999K	20	19	10	-47.37%
YTD Sales: \$1M+	46	58	69	+18.97%
YTD Average Days-On-Market	59.78	62.11	25.33	-59.21%
YTD Average Sale Price	\$997,041	\$1,088,523	\$1,330,431	+22.22%
YTD Median Sale Price	\$950,000	\$1,105,000	\$1,570,750	+42.15%

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

AVERAGE SALE PRICE

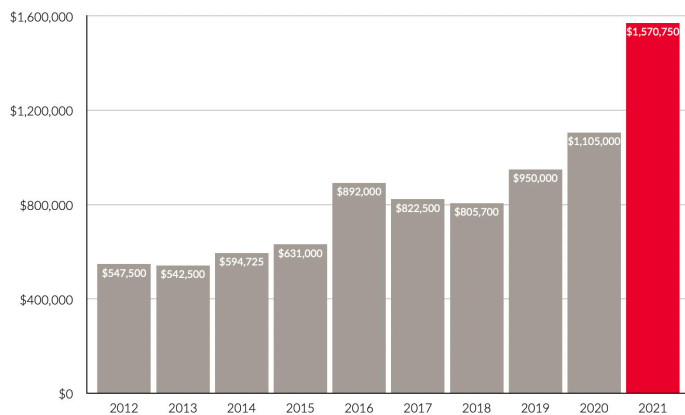


Year-Over-Year

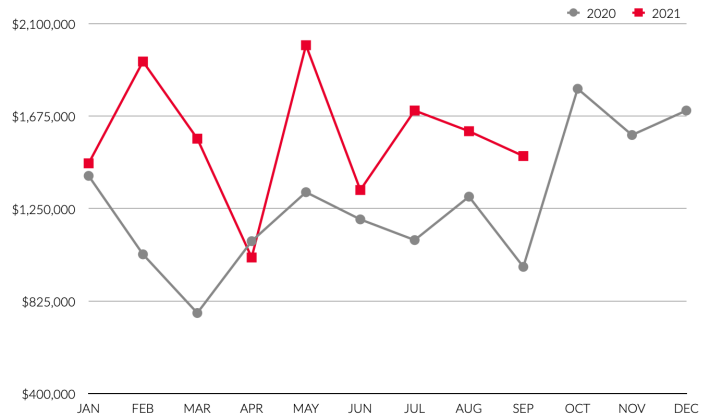


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



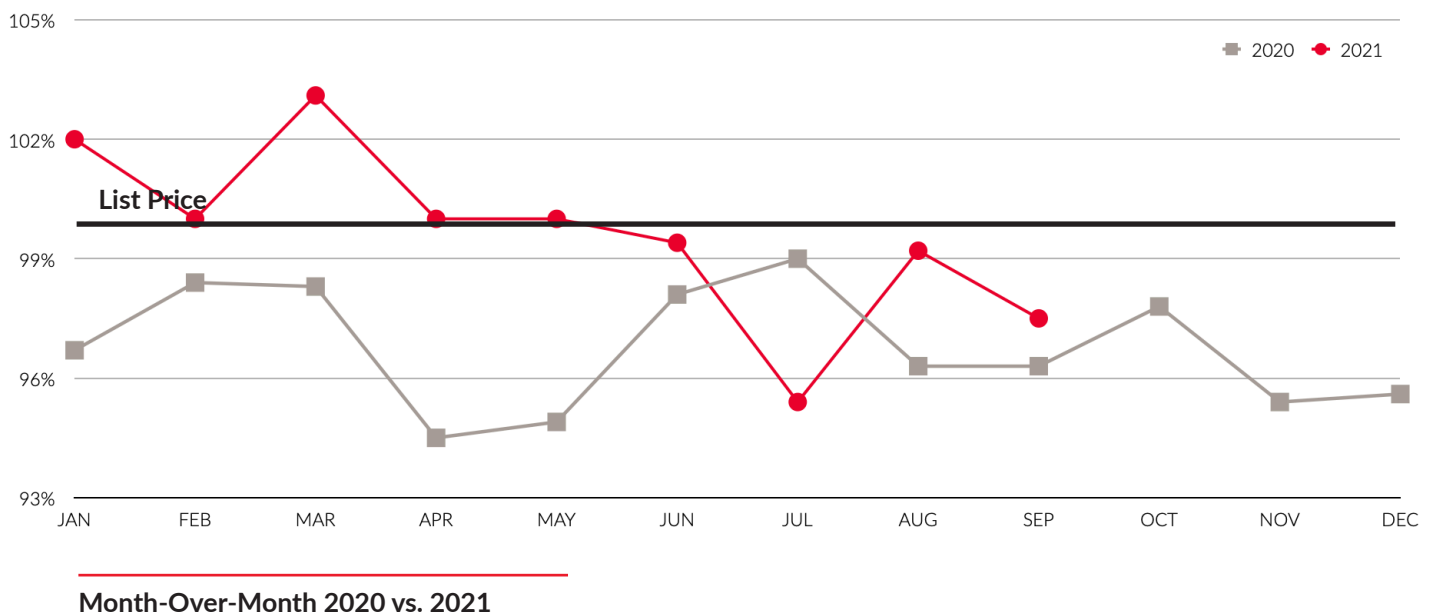
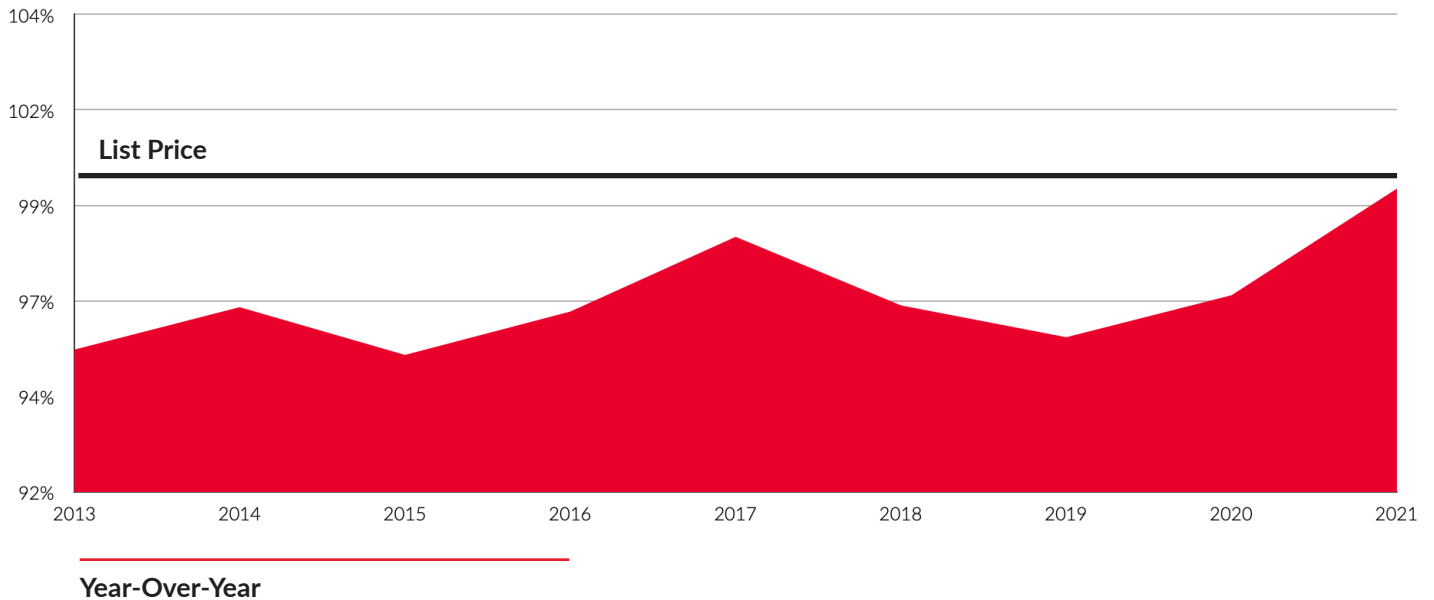
Year-Over-Year



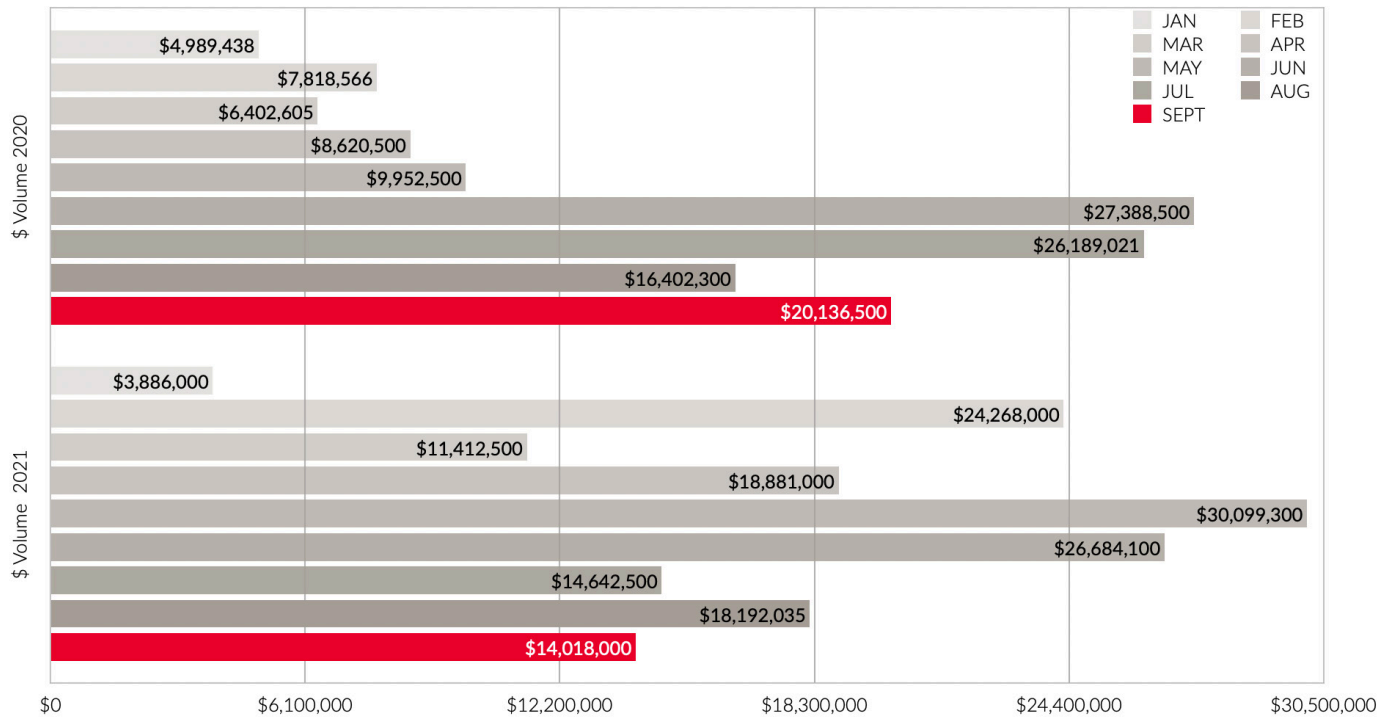
Month-Over-Month 2020 vs. 2021

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

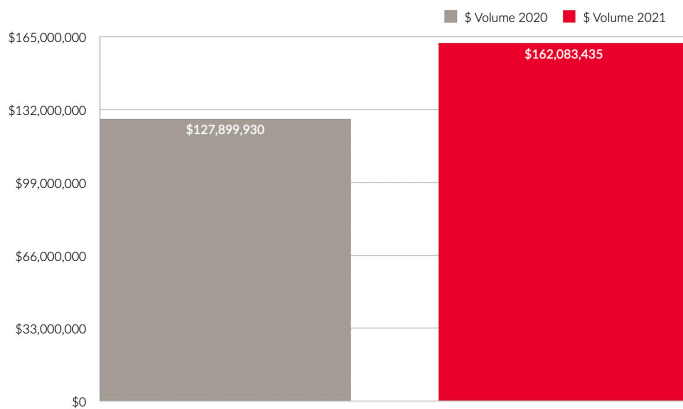
SALE PRICE VS. LIST PRICE RATIO



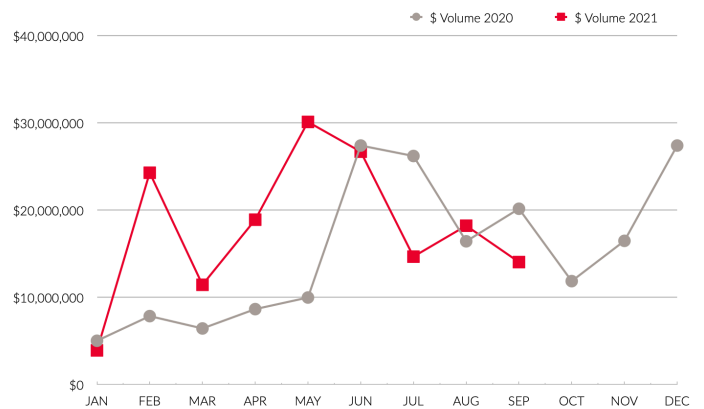
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

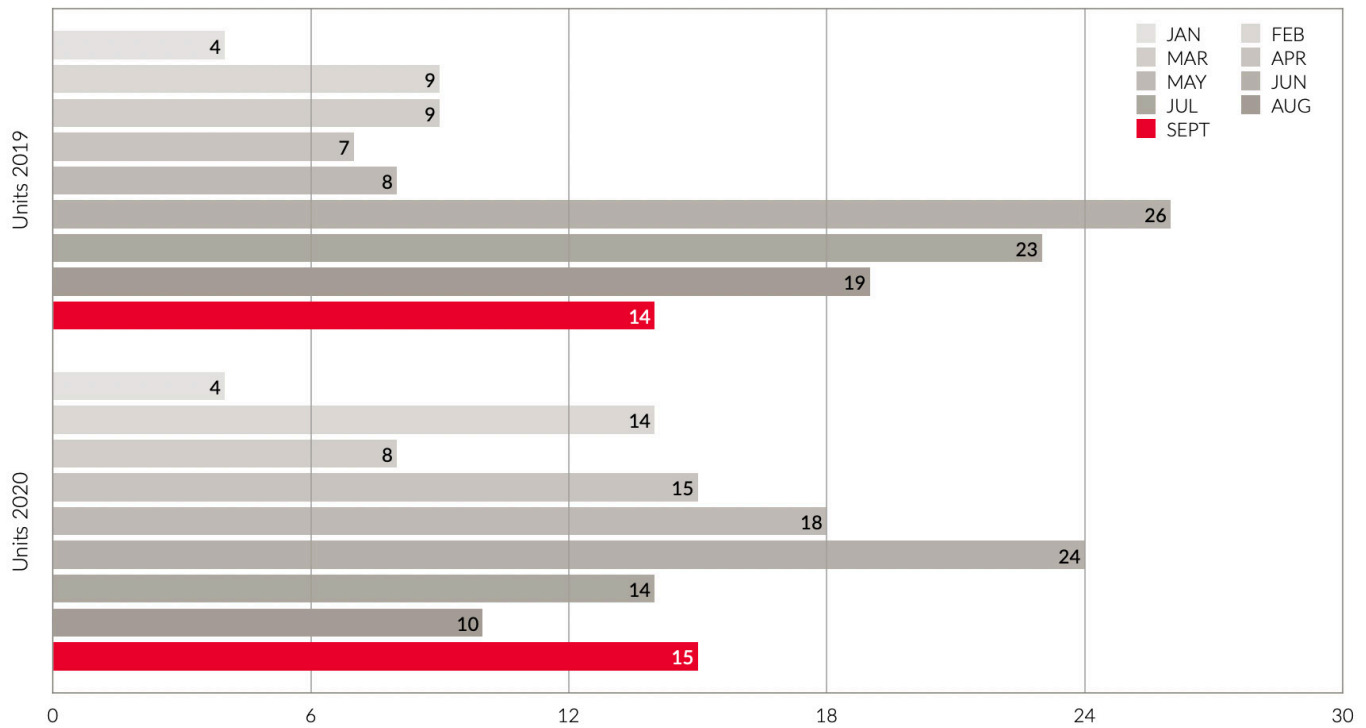


Yearly Totals 2020 vs. 2021

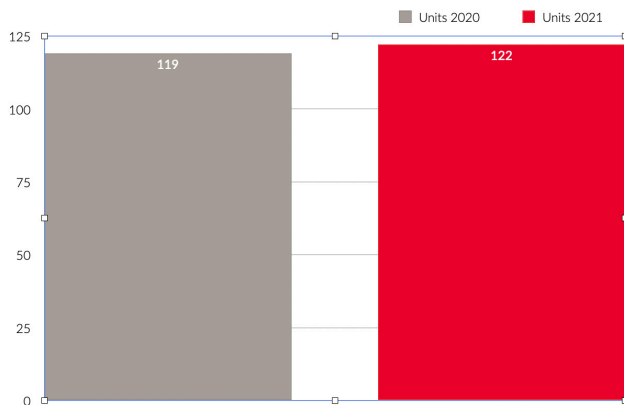


Month vs. Month 2020 vs. 2021

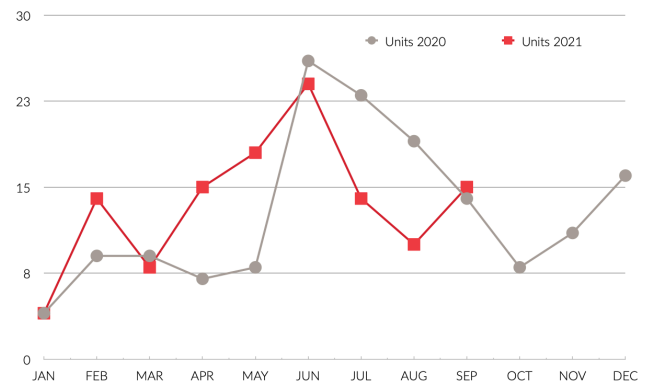
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

SALES BY TYPE


















FREEHOLD



CONDOMINIUM



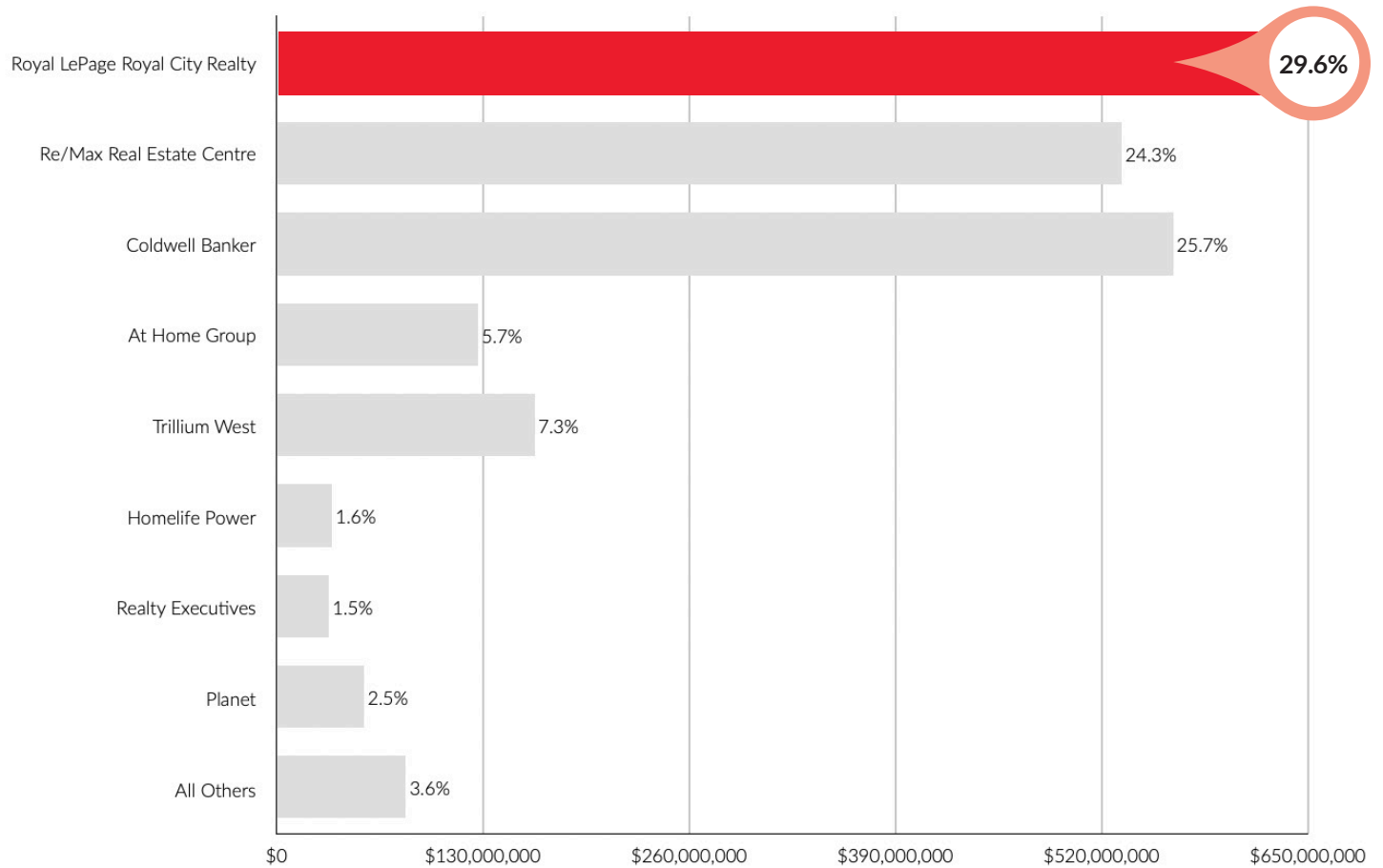
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$131,980,935 +32.24%	 \$1,880,000 +52.4%	 \$8,993,000 +39.35%
YTD Unit Sales	 82 -2.38%	 2 -33.3%	 10 No Change
YTD Average Sale Price	 \$1,609,524 +35.46%	 \$940,000 +128.6%	 \$899,300 +39.35%
September Sales Volume	 \$13,566,000 +8.91%	 \$0 No Change	 \$0 No Change
September Unit Sales	 10 +11.11%	 0 No Change	 0 No Change

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



MARKET DOMINANCE

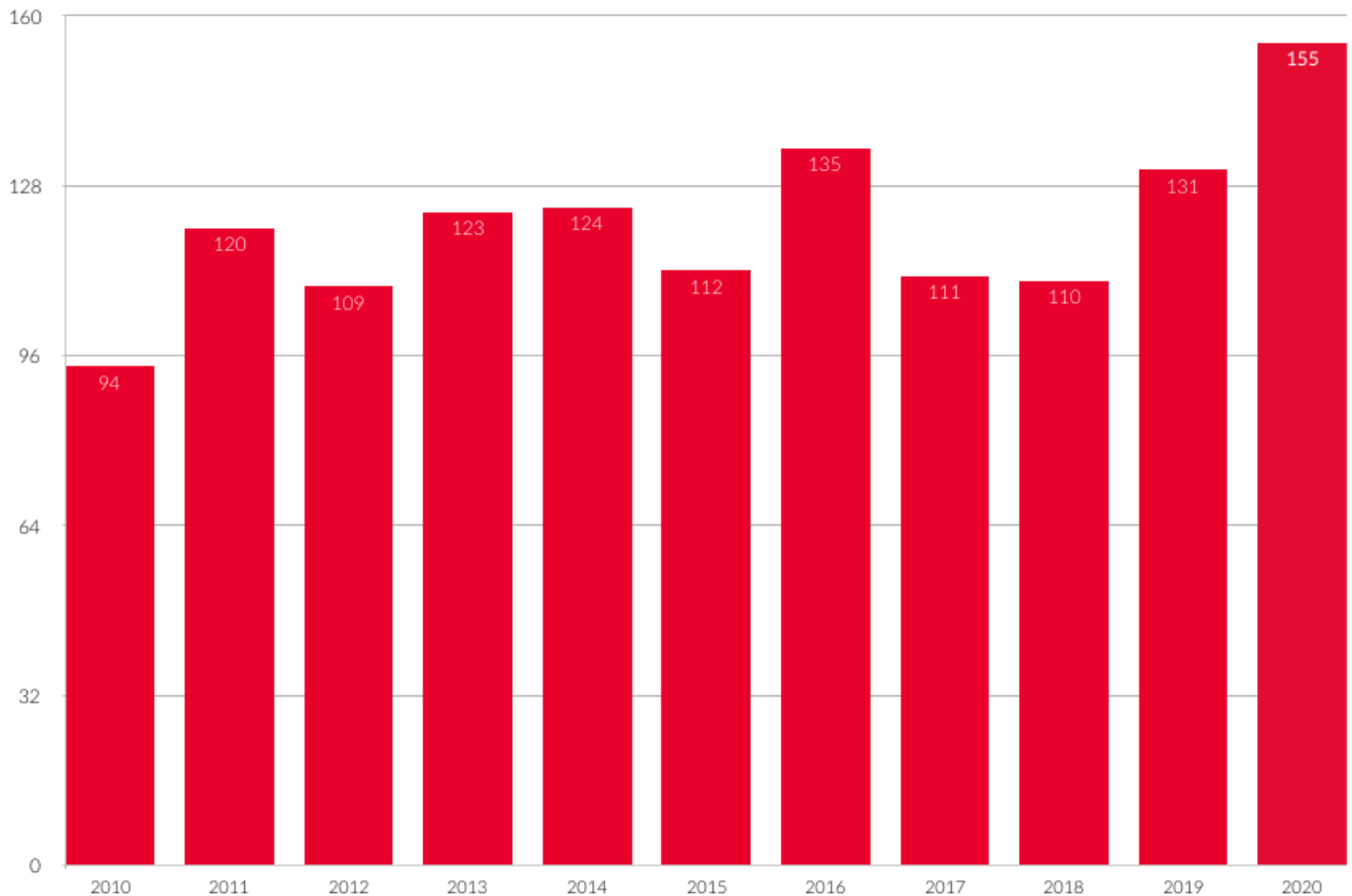


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
September 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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