



2021 OCTOBER

PUSLINCH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

SELLER'S MARKET

The Puslinch real estate market remains strong with an increase of unit sales. Even with median sales prices well over a million, we've seen a decrease this month. With an increase in inventory, now's a great time for buyers to start looking.

October year-over-year sales volume of \$10,743,900



Down 9.20% from 2020's \$11,832,000 with unit sales of 10 up from last October's 8. New listings of 17 are up 13.33% from a year ago, with the sales/listing ratio of 62.50% up 27.72%.



Year-to-date sales volume of \$172,827,335

Up 23.68% from 2020's \$139,731,930 with unit sales of 132 were up from 2020's 127. New listings of 199 were down 7.01% from a year ago, with the sales/listing ratio of 66.33% up 6.99%.



Year-to-date average sale price of \$1,304,827

Up from \$1,127,571 one year ago with median sale price of \$1,587,884 up from \$1,152,500 one year ago. Average days-on-market of 27.10 is down 32.20 days from last year.

OCTOBER NUMBERS

Median Sale Price

\$1,670,000

-7.22%

Sales Volume

\$10,743,900

-9.20%

Unit Sales

10

+25%

New Listings

17

+13.33%

Expired Listings

6

+200%

Unit Sales/Listings Ratio

62.50%

+27.72%

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

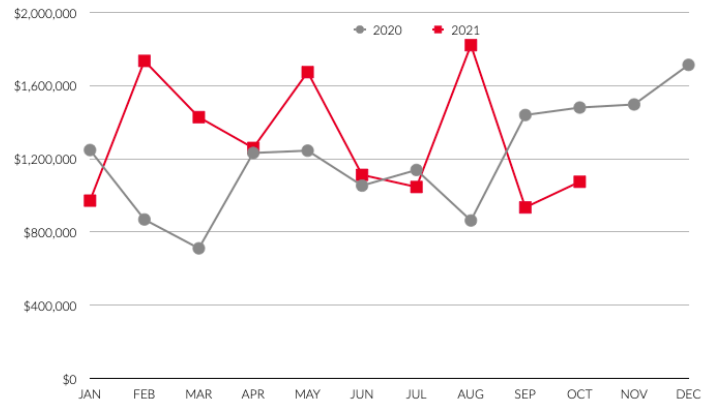
	2019	2020	2021	2020-2021
YTD Volume Sales	\$114,829,594	\$139,731,930	\$172,827,335	+23.68%
YTD Unit Sales	118	127	132	+3.94%
YTD New Listings	291	214	199	-7.01%
YTD Sales/Listings Ratio	40.55%	59.35%	66.33%	+6.99%
YTD Expired Listings	66	48	29	-39.58%
October Volume Sales	\$9,366,000	\$11,832,000	\$10,743,900	-9.20%
October Unit Sales	11	8	10	+25%
October New Listings	27	15	17	+13.33%
October Sales/Listings Ratio	45.83%	34.78%	62.50%	+27.72%
October Expired Listings	14	2	6	+200%
YTD Sales: \$0-\$199K	7	6	16	+166.67%
YTD Sales: \$200K-\$349K	5	7	4	-42.86%
YTD Sales: \$350K-\$549K	24	25	10	-60%
YTD Sales: \$550K-\$749K	10	5	17	+240%
YTD Sales: \$750K-\$999K	22	20	12	-40%
YTD Sales: \$1M+	50	64	73	+14.06%
YTD Average Days-On-Market	64.70	59.30	27.10	-54.30%
YTD Average Sale Price	\$982,482	\$1,227,571	\$1,304,827	+15.72%
YTD Median Sale Price	\$960,000	\$1,152,500	\$1,587,884	+37.78%

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

AVERAGE SALE PRICE

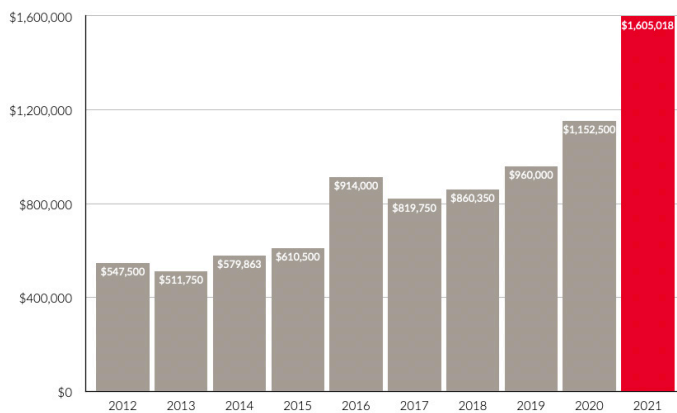


Year-Over-Year

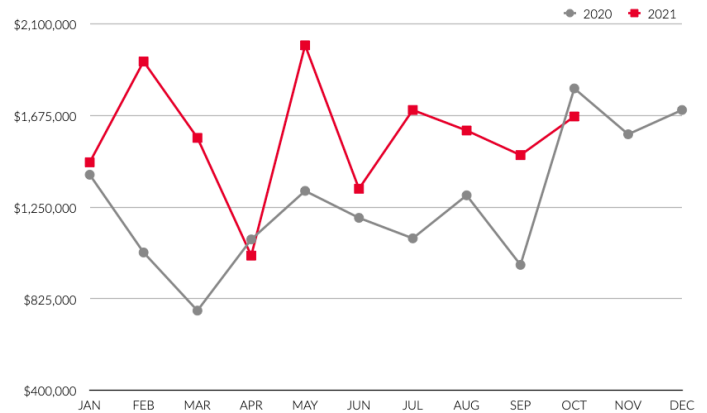


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



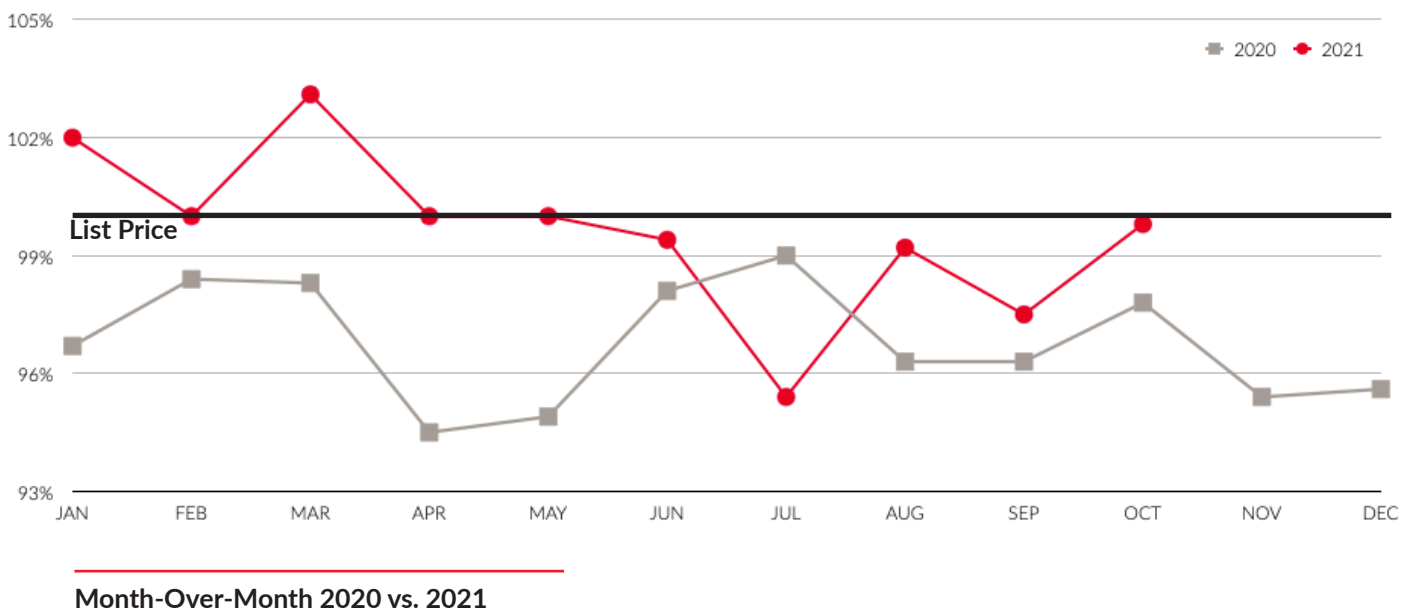
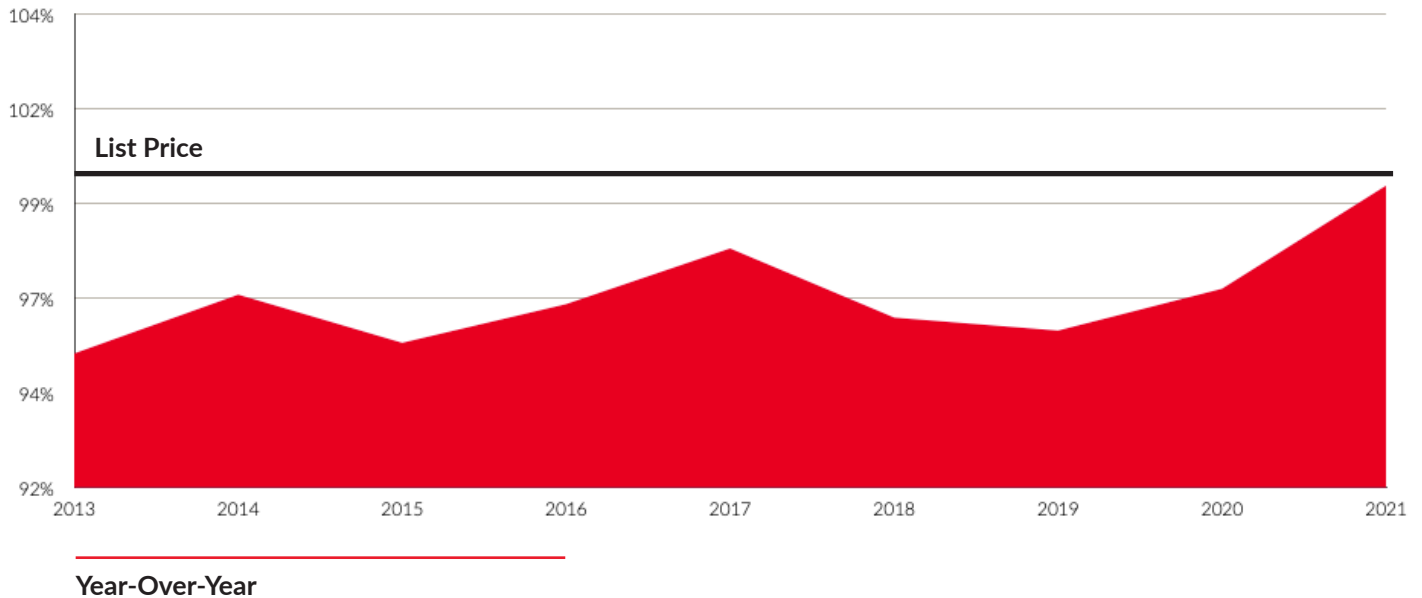
Year-Over-Year



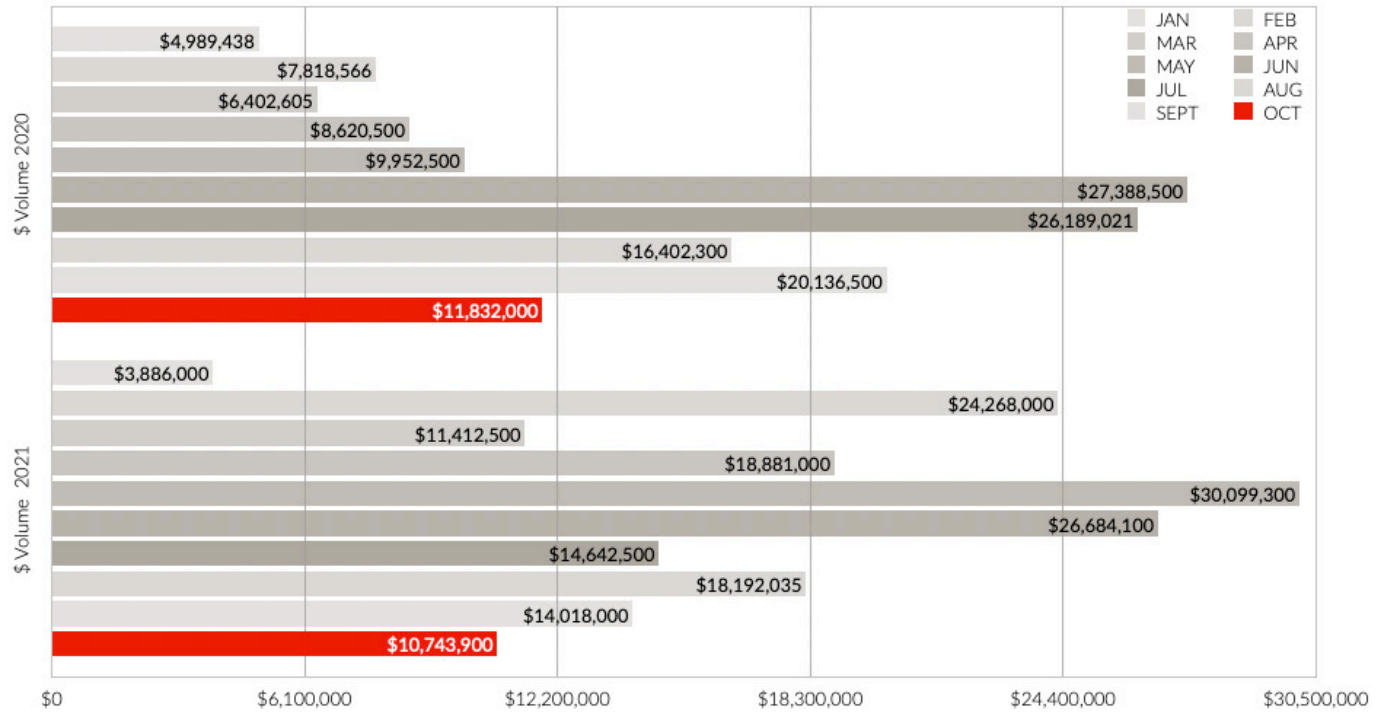
Month-Over-Month 2020 vs. 2021

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

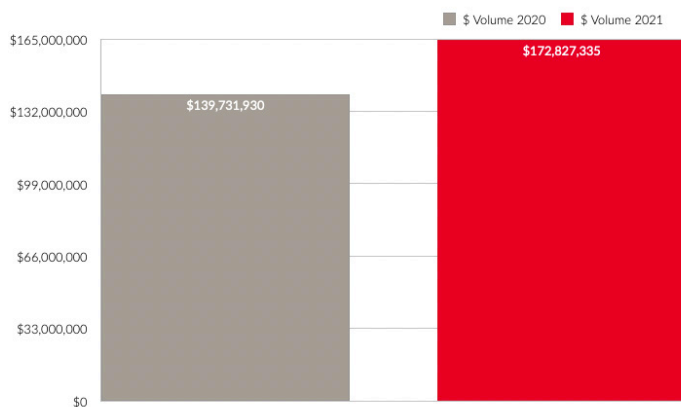
SALE PRICE VS. LIST PRICE RATIO



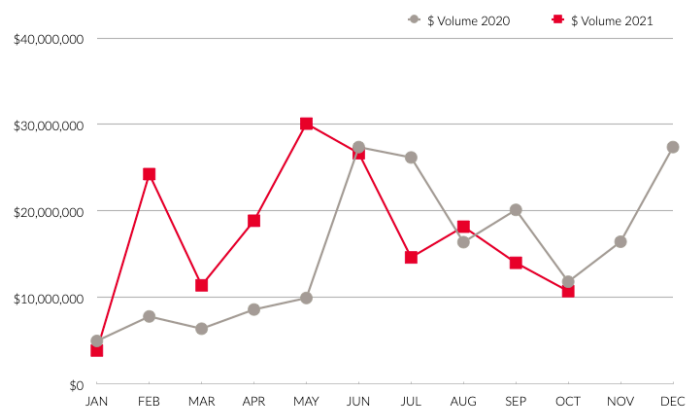
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

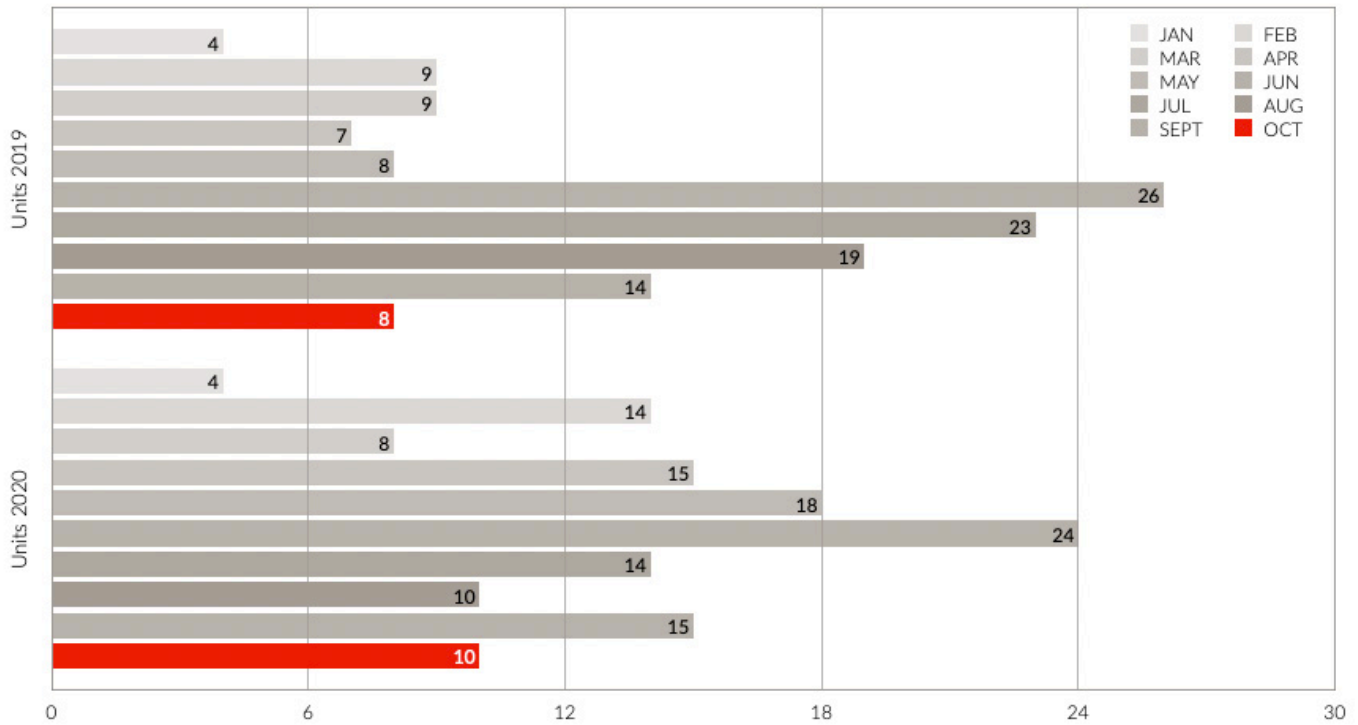


Yearly Totals 2020 vs. 2021

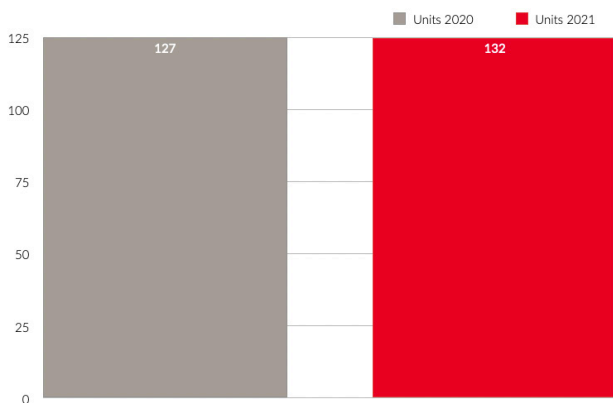


Month vs. Month 2020 vs. 2021

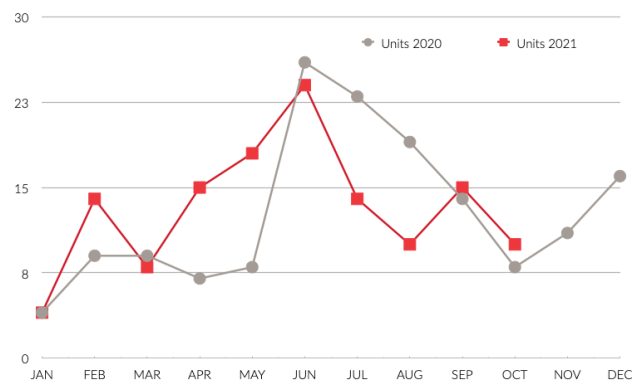
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

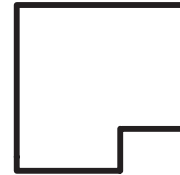
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



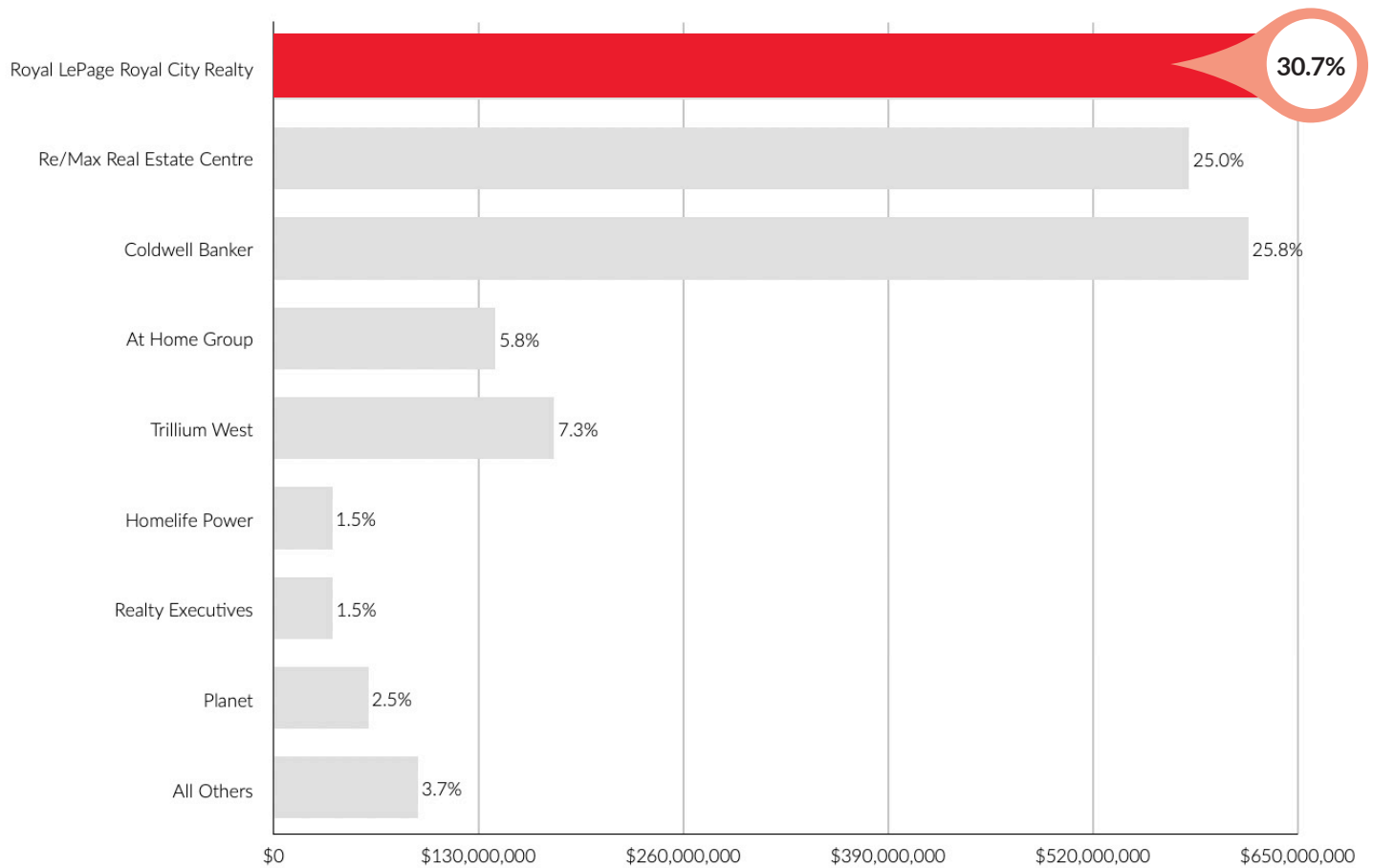
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$141,180,935 +33.09%	 \$1,880,000 +52.4%	 \$9,773,000 +43.27%
YTD Unit Sales	 87 No Change	 2 -33.3%	 11 No Change
YTD Average Sale Price	 \$1,622,769 +33.09%	 \$940,000 +128.6%	 \$888,455 +43.27%
October Sales Volume	 \$9,200,000 +46.75%	 \$0 No Change	 \$780,000 +111.96%
October Unit Sales	 5 +66.67%	 0 No Change	 1 No Change

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



MARKET DOMINANCE

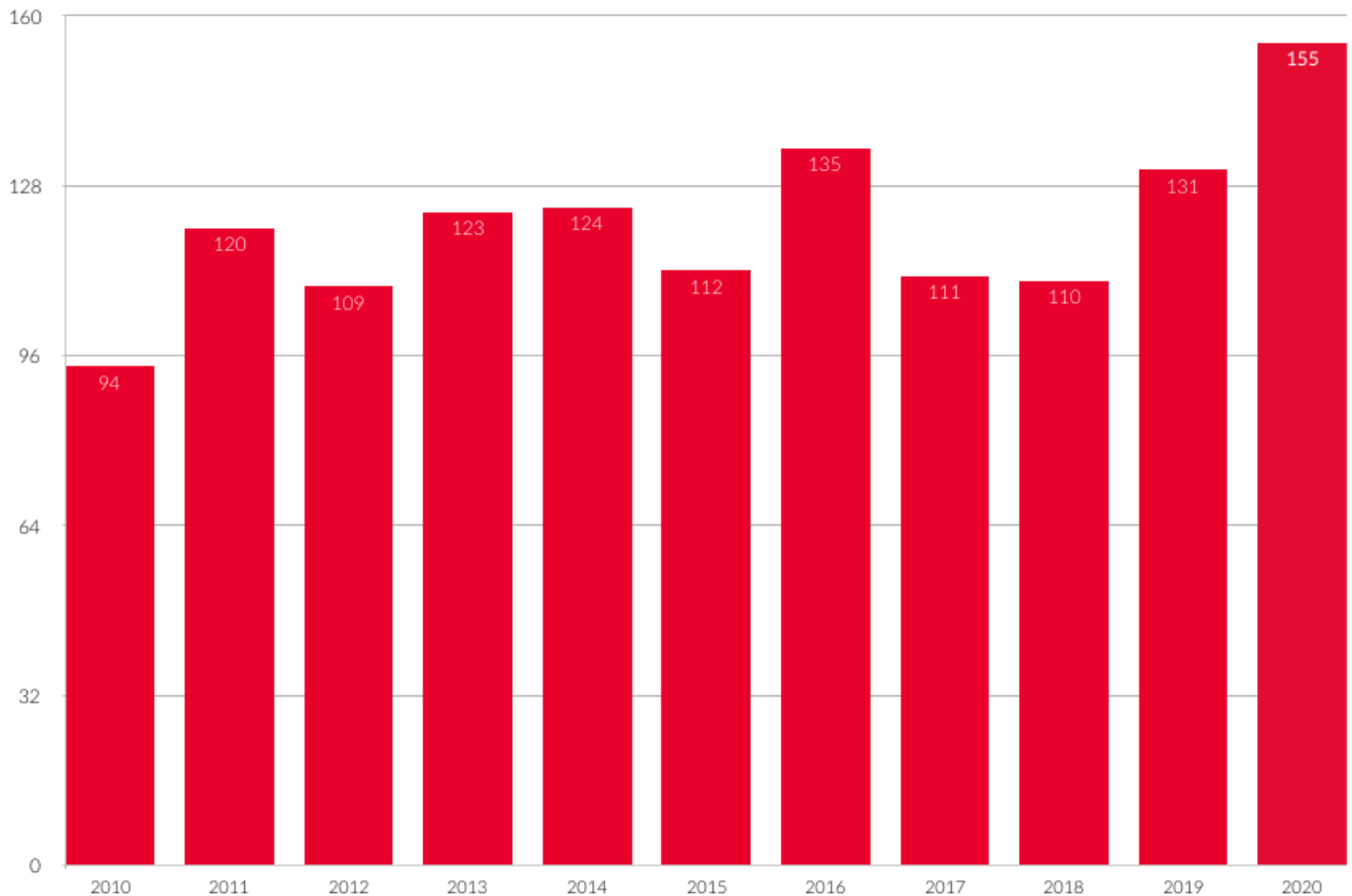


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
October 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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