



# 2021 NOVEMBER

**PUSLINCH**

Real Estate Market Report



**ROYAL CITY REALTY**  
BROKERAGE

# OVERVIEW

## SELLER'S MARKET

The Puslinch real estate market remains strong as new listings are keeping up with unit sales. Despite this, we are seeing a decrease in median sales price this month. However, with an 81% sales to list ratio, it is still a great time for sellers to list.



### November year-over-year sales volume of \$28,410,000

Up 72.65% from 2020's \$16,455,000 with unit sales of 13 up from last November's 11. New listings of 16 are up 45.45% from a year ago, with the sales/listing ratio of 81.25% up 33.42%.



### Year-to-date sales volume of \$201,237,335

Up 28.84% from 2020's \$156,186,930 with unit sales of 145 were up from 2020's 138. New listings of 215 were down 4.44% from a year ago, with the sales/listing ratio of 67.44% up 6.11%.



### Year-to-date average sale price of \$1,384,877

Up from \$1,161,056 one year ago with median sale price of \$1,570,750 up from \$1,200,000 one year ago. Average days-on-market of 29.64 is down 38.81 days from last year.

## NOVEMBER NUMBERS

Median Sale Price

**\$1,492,500**

-5.98%

Sales Volume

**\$28,410,000**

+72.65%

Unit Sales

**13**

+18.18%

New Listings

**16**

+45.45%

Expired Listings

**1**

-50%

Unit Sales/Listings Ratio

**81.25%**

+33.42%

*Year-over-year comparison  
(November 2021 vs. November 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
<b>YTD Volume Sales</b>	\$120,222,494	\$156,186,930	\$201,237,335	+28.84%
<b>YTD Unit Sales</b>	126	138	145	+5.07%
<b>YTD New Listings</b>	305	225	215	-4.44%
<b>YTD Sales/Listings Ratio</b>	41.31%	61.33%	67.44%	+6.11%
<b>YTD Expired Listings</b>	71	50	30	-40%
<b>November Volume Sales</b>	\$5,392,900	\$16,455,000	\$28,410,000	+72.65%
<b>November Unit Sales</b>	8	11	13	+18.18%
<b>November New Listings</b>	14	11	16	+45.45%
<b>November Sales/Listings Ratio</b>	33.33%	47.83%	81.25%	+33.42%
<b>November Expired Listings</b>	5	2	1	-50%
<b>YTD Sales: \$0-\$199K</b>	7	6	16	+166.67%
<b>YTD Sales: \$200K-\$349K</b>	7	7	4	-42.86%
<b>YTD Sales: \$350K-\$549K</b>	25	27	11	-59.26%
<b>YTD Sales: \$550K-\$749K</b>	11	6	19	+216.67%
<b>YTD Sales: \$750K-\$999K</b>	25	21	13	-38.1%
<b>YTD Sales: \$1M+</b>	51	72	82	+13.89%
<b>YTD Average Days-On-Market</b>	64.18	68.45	29.64	-56.71%
<b>YTD Average Sale Price</b>	\$954,449	\$1,161,056	\$1,384,877	+19.28%
<b>YTD Median Sale Price</b>	\$950,000	\$1,200,000	\$1,570,750	+30.9%

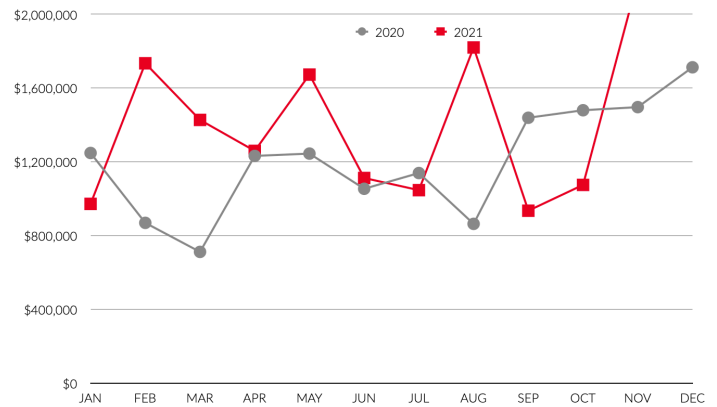
Wellington County MLS Sales and Listing Summary  
2019 vs. 2020 vs. 2021



# AVERAGE SALE PRICE

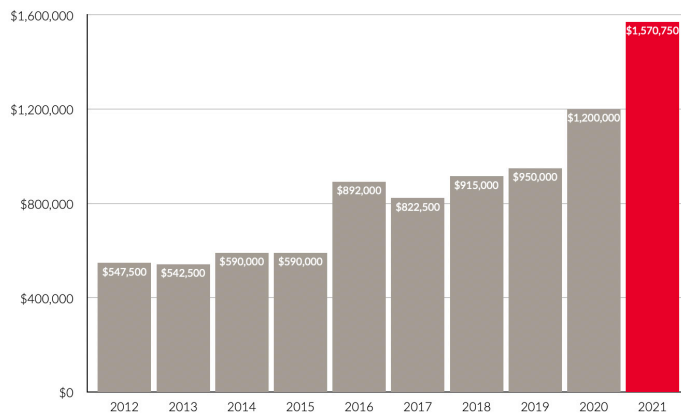


Year-Over-Year

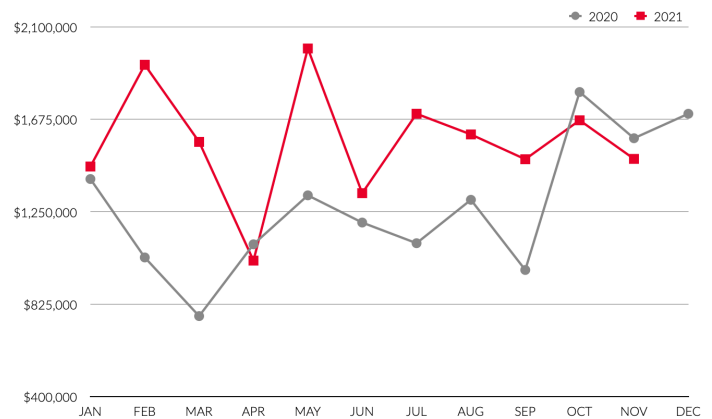


Month-Over-Month 2020 vs. 2021

# MEDIAN SALE PRICE



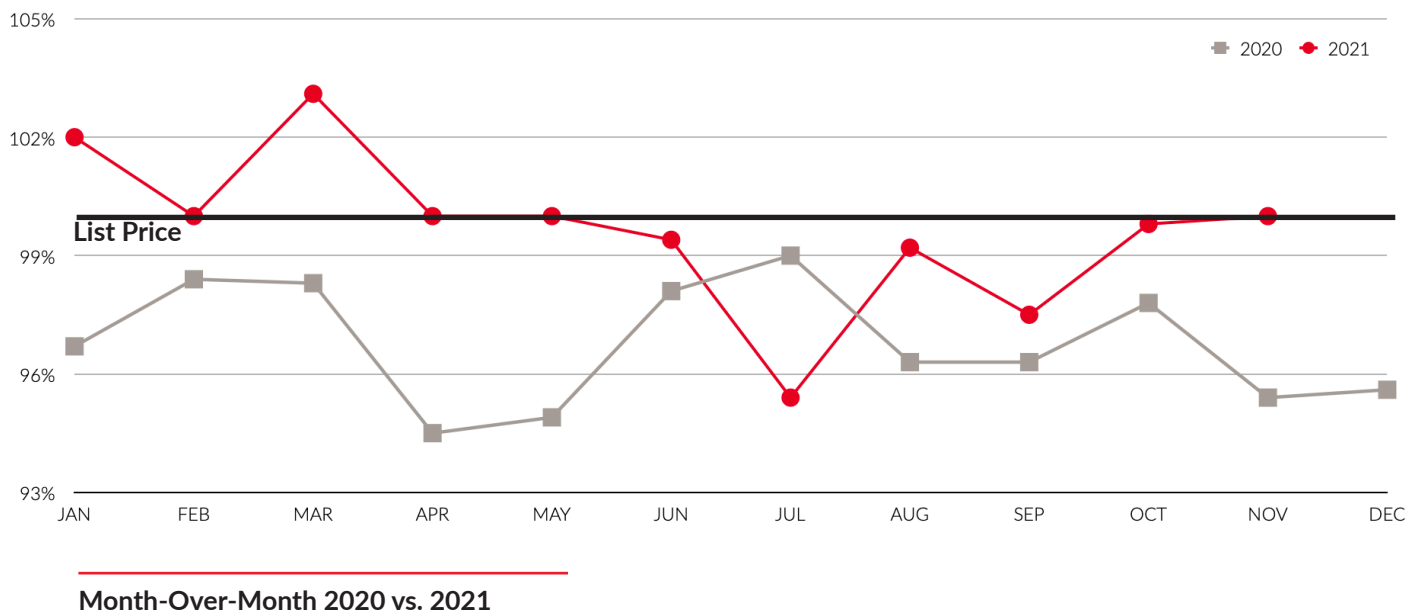
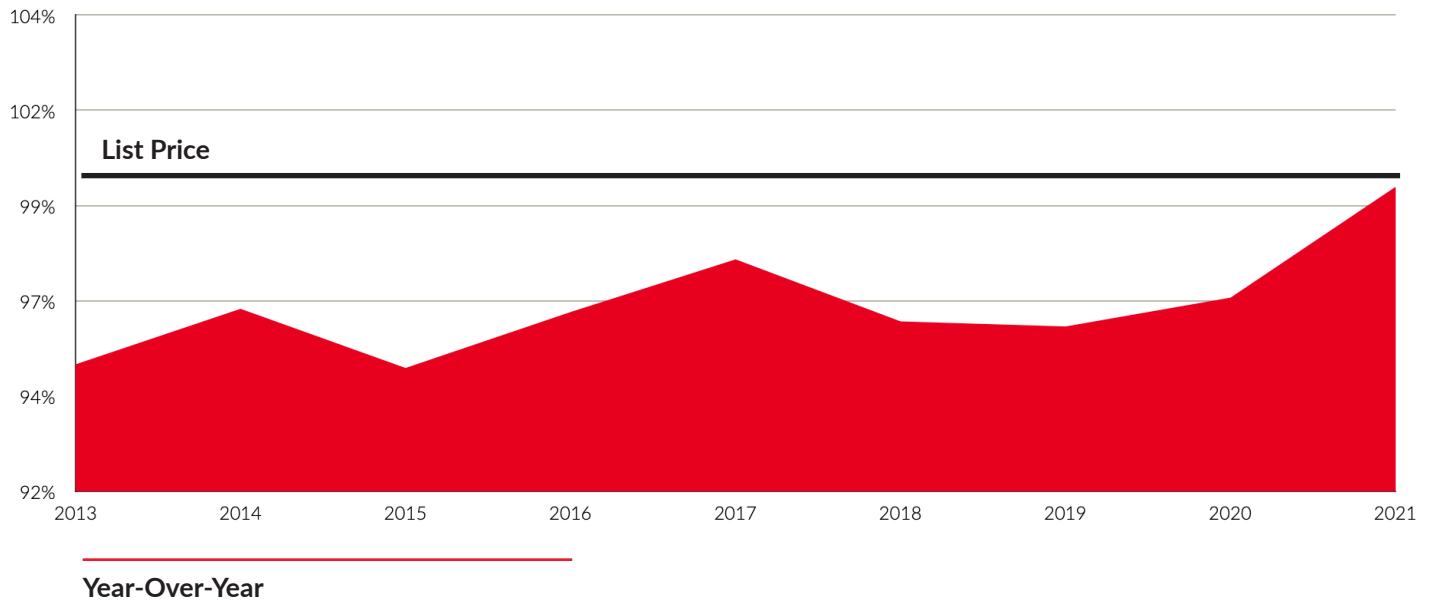
Year-Over-Year



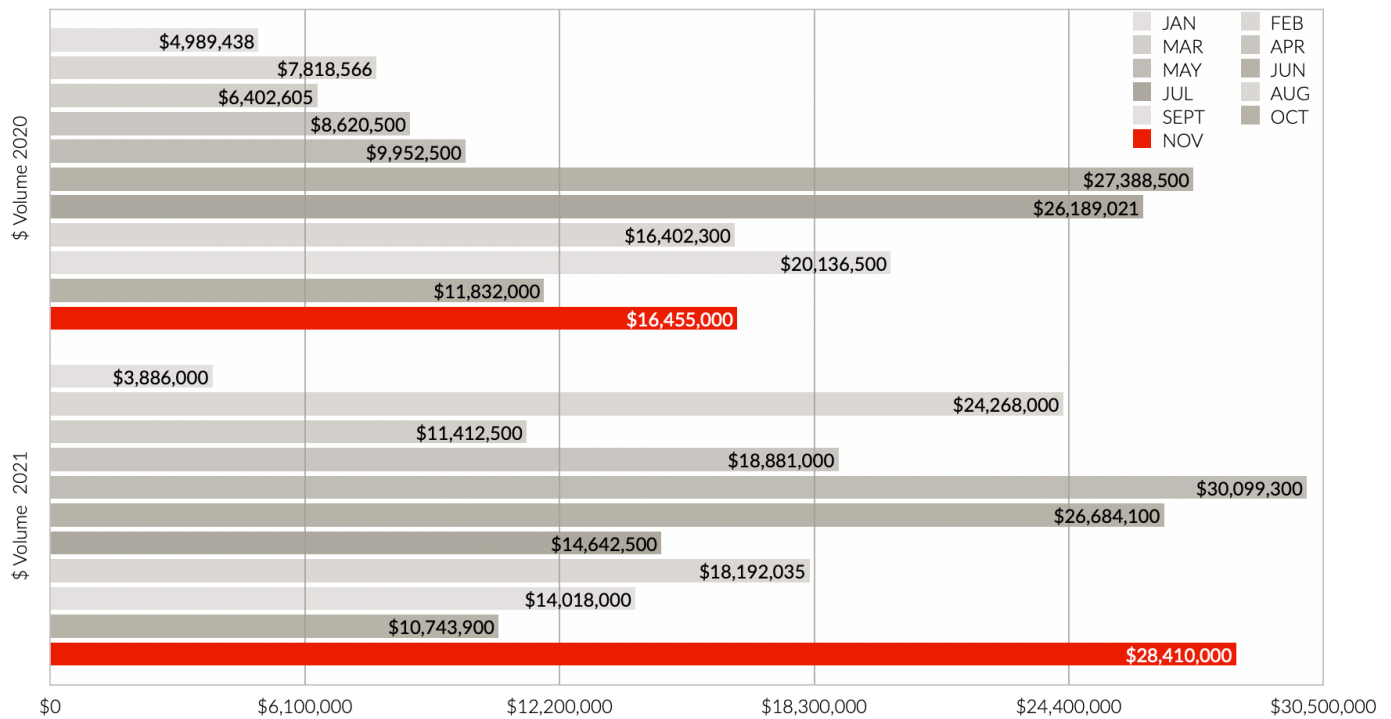
Month-Over-Month 2020 vs. 2021

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

# SALE PRICE VS. LIST PRICE RATIO



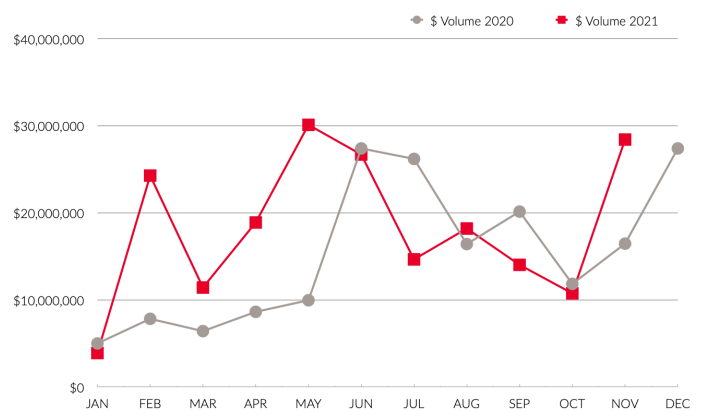
# DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

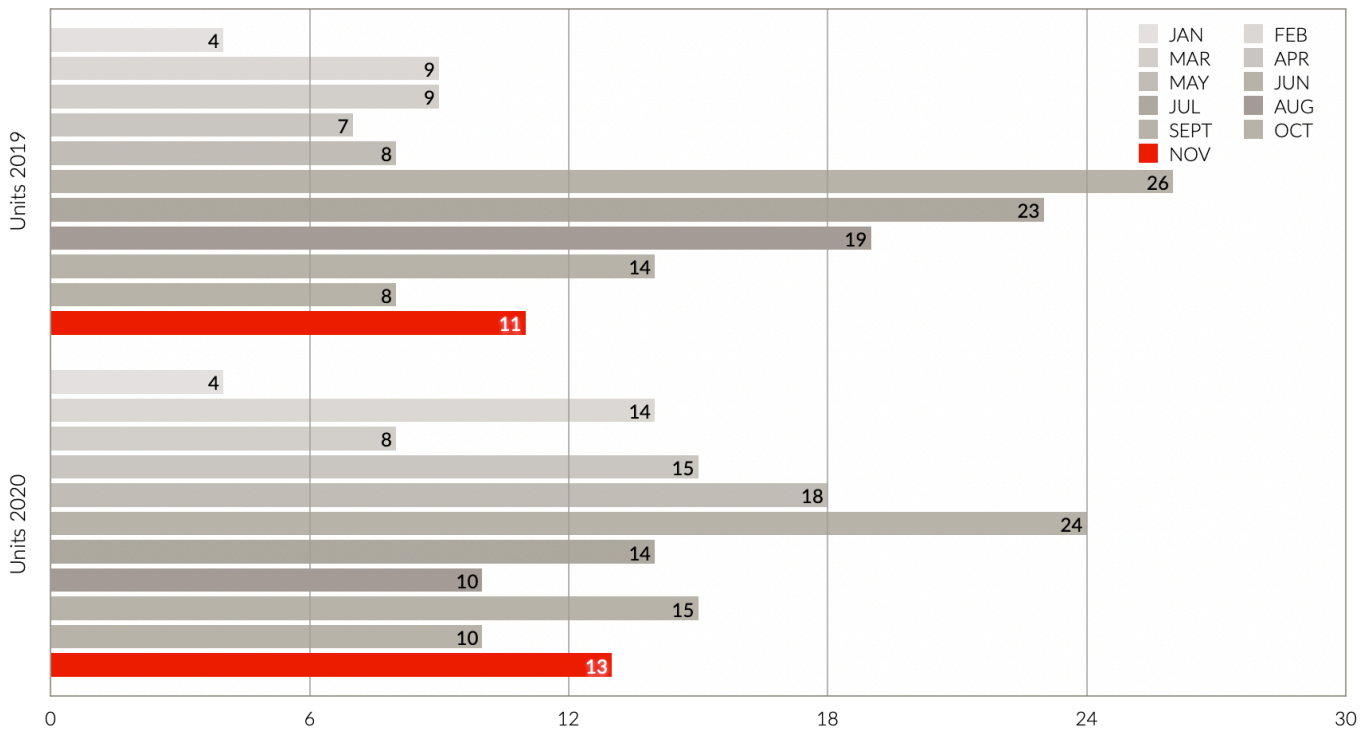


Yearly Totals 2020 vs. 2021

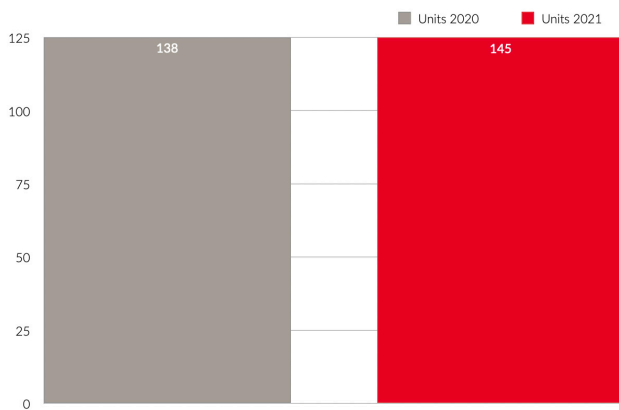


Month vs. Month 2020 vs. 2021

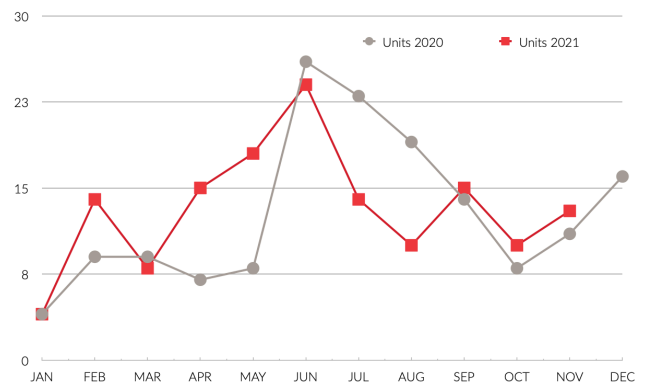
# UNIT SALES



## Monthly Comparison 2020 vs. 2021



## Yearly Totals 2020 vs. 2021



## Month vs. Month 2020 vs. 2021

# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

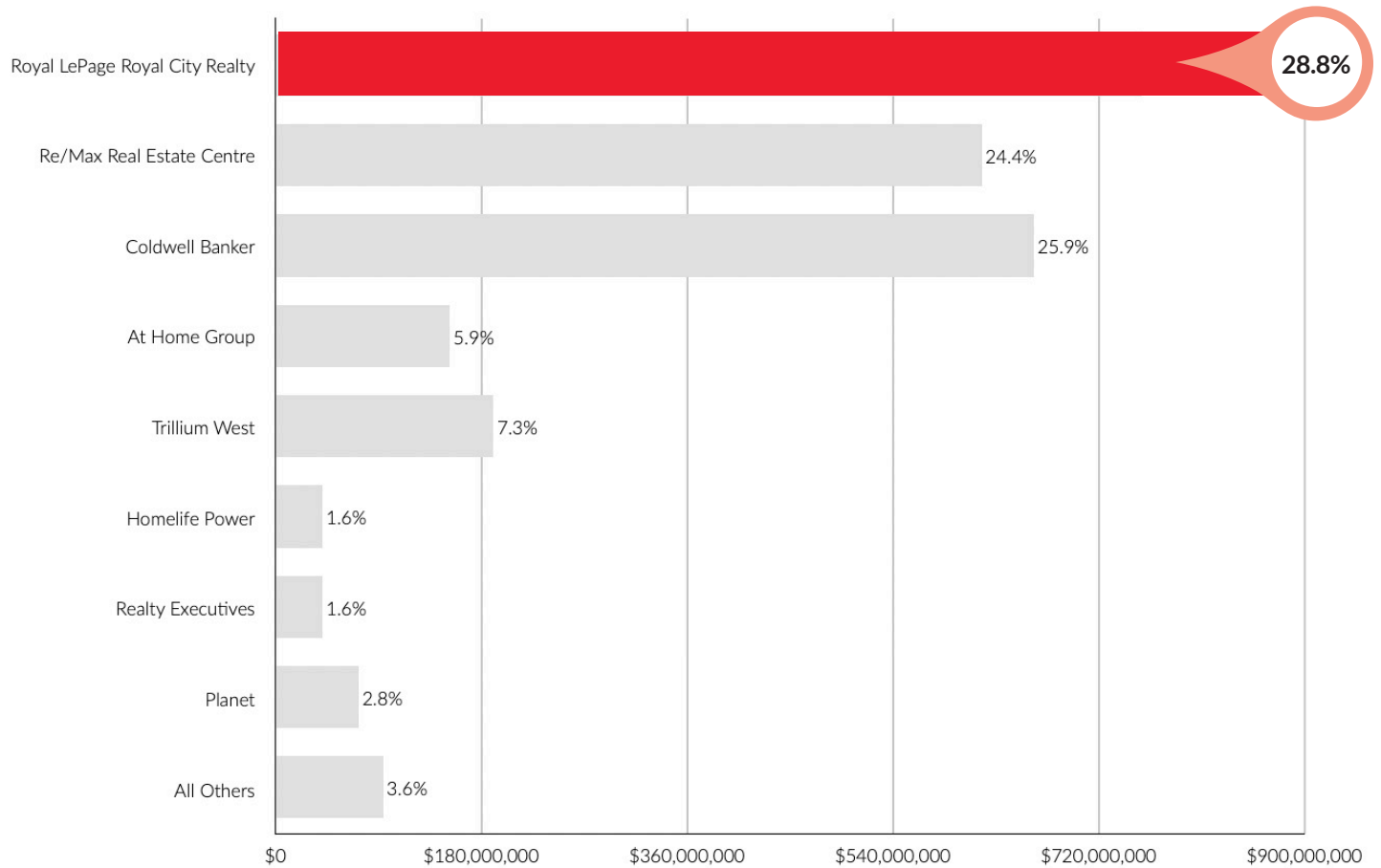
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 <b>\$158,165,935</b> +31.47%	 <b>\$2,480,000</b> +101.1%	 <b>\$20,598,000</b> +161.61%
YTD Unit Sales	 <b>96</b> +1.05%	 <b>3</b> No Change	 <b>14</b> +7.69%
YTD Average Sale Price	 <b>\$1,647,562</b> +30.1%	 <b>\$826,667</b> +101.1%	 <b>\$1,471,286</b> +142.92%
November Sales Volume	 <b>\$16,985,000</b> +19.38%	 <b>\$600,000</b> Up from \$0	 <b>\$10,825,000</b> +928.99%
November Unit Sales	 <b>9</b> +12.5%	 <b>1</b> Up from 1	 <b>3</b> +50%

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





# MARKET DOMINANCE

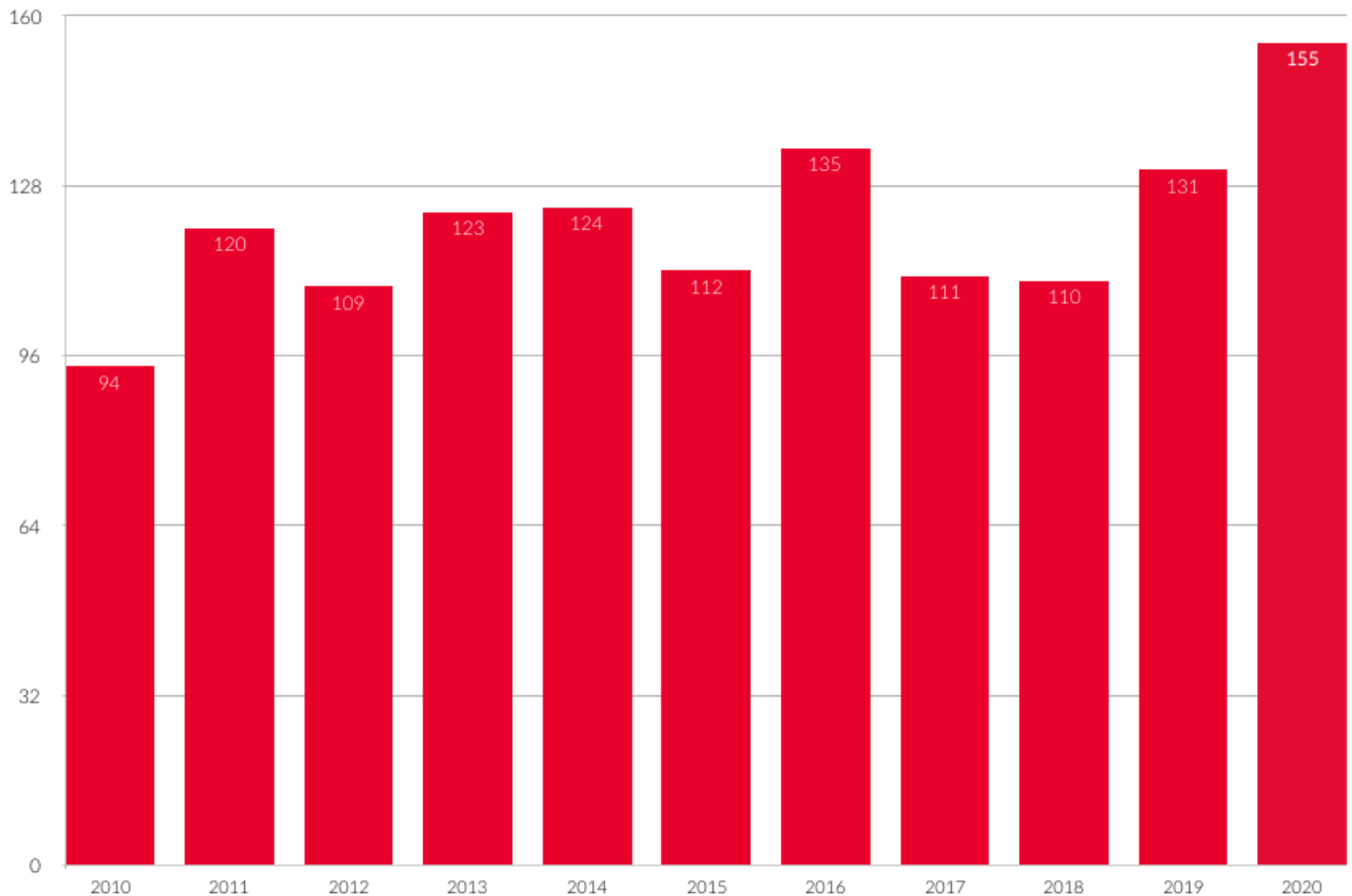


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
November 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



/RoyalLePageRoyalCity



/RoyalCityRealty



/RLPRoyalCity

Helping You Is What We Do.

Find more Real Estate Market Reports for Wellington County at [royalcity.com/market-update/](https://royalcity.com/market-update/)