



# 2021 DECEMBER

**PUSLINCH**

Real Estate Market Report



**ROYAL CITY REALTY**  
BROKERAGE

# OVERVIEW

## SELLER'S MARKET

The Puslinch real estate market remains a sellers market while entering the new year. As expected in December, sales numbers are low due to lack of new/active listings, assumably caused by the holidays. With average prices that continue to rise, demand proves to be high, but the lack of inventory is holding back the market.



### December year-over-year sales volume of \$1,250,000

Down 95.44% from 2020's \$27,388,754 with unit sales of 1 down from last December's 16. New listings of 7 are up 75% from a year ago, with the sales/listing ratio of 6.25% down 63.32%.



### Year-to-date sales volume of \$201,487,335

Up 10.3% from 2020's \$183,575,684 with unit sales of 146 were down from 2020's 154. New listings of 222 were down 3.06% from a year ago, with the sales/listing ratio of 65.77% down 1.48%.



### Year-to-date average sale price of \$1,373,638

Up from \$1,206,951 one year ago with median sale price of \$1,531,625 up from \$1,252,250 one year ago. Average days-on-market of 27.92 is down 41.08 days from last year.

## DECEMBER NUMBERS

Median Sale Price

**\$1,250,000**

-26.47%

Sales Volume

**\$1,250,000**

-95.44%

Unit Sales

**1**

-93.75%

New Listings

**7**

+75%

Expired Listings

**2**

-50%

Unit Sales/Listings Ratio

**6.25%**

-63.32%

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



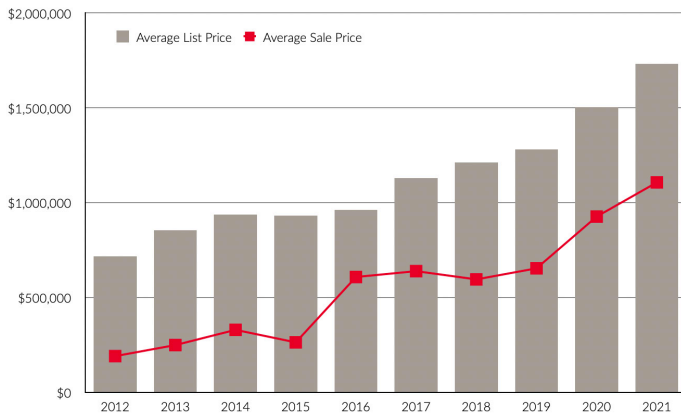
# THE MARKET IN DETAIL

	2019	2020	2021	2020-2021
<b>YTD Volume Sales</b>	\$124,999,494	\$183,575,684	\$202,487,335	+10.3%
<b>YTD Unit Sales</b>	131	154	146	-5.19%
<b>YTD New Listings</b>	315	229	222	-3.06%
<b>YTD Sales/Listings Ratio</b>	41.59%	67.25%	65.77%	-1.48%
<b>YTD Expired Listings</b>	98	54	32	-40.74%
<b>December Volume Sales</b>	\$4,777,000	\$27,388,754	\$1,250,000	-95.44%
<b>December Unit Sales</b>	5	16	1	93.75%
<b>December New Listings</b>	10	4	7	+75%
<b>December Sales/Listings Ratio</b>	20.83%	69.57%	6.25%	-63.32%
<b>December Expired Listings</b>	27	4	2	-50%
<b>YTD Sales: \$0-\$199K</b>	7	6	16	+166.67%
<b>YTD Sales: \$200K-\$349K</b>	7	8	4	-50%
<b>YTD Sales: \$350K-\$549K</b>	26	27	11	-59.26%
<b>YTD Sales: \$550K-\$749K</b>	13	7	19	+171.43%
<b>YTD Sales: \$750K-\$999K</b>	25	21	13	-38.1%
<b>YTD Sales: \$1M+</b>	53	86	83	-3.49%
<b>YTD Average Days-On-Market</b>	72	69	27.92	-59.54%
<b>YTD Average Sale Price</b>	\$954,528	\$1,206,951	\$1,373,638	+13.81%
<b>YTD Median Sale Price</b>	\$960,000	\$1,252,250	\$1,531,625	+22.31%

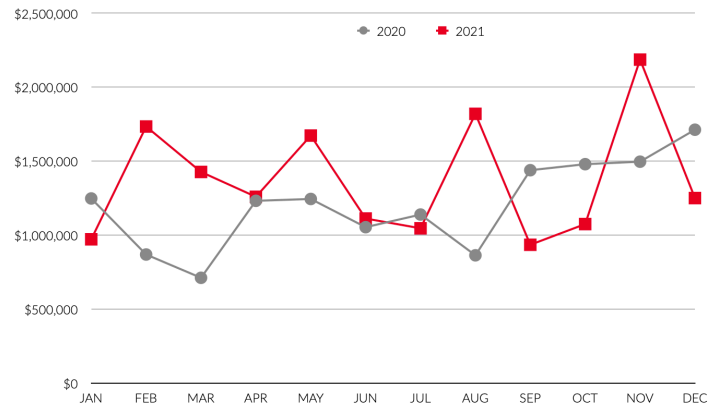
Wellington County MLS Sales and Listing Summary  
2019 vs. 2020 vs. 2021



# AVERAGE SALE PRICE

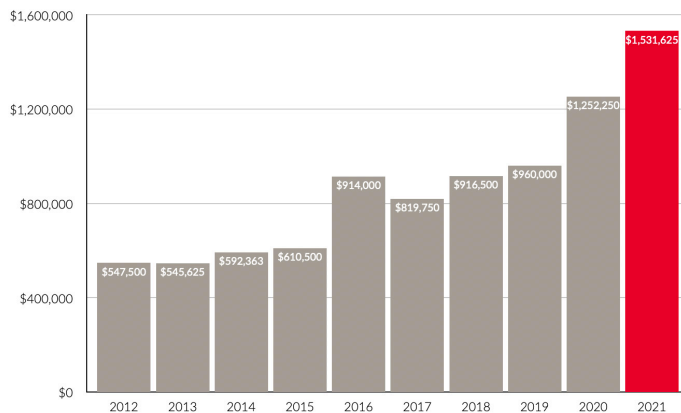


Year-Over-Year

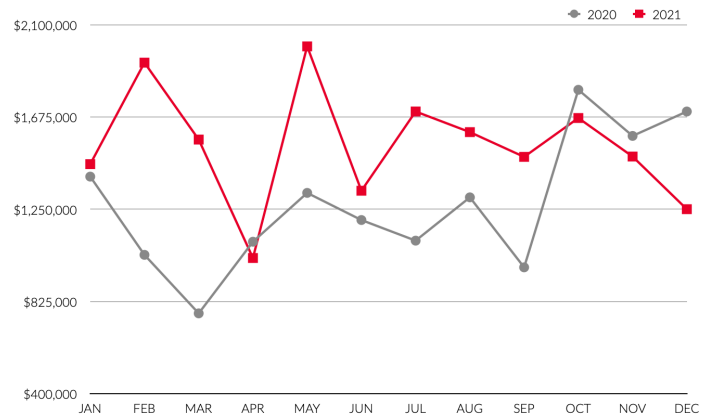


Month-Over-Month 2020 vs. 2021

# MEDIAN SALE PRICE



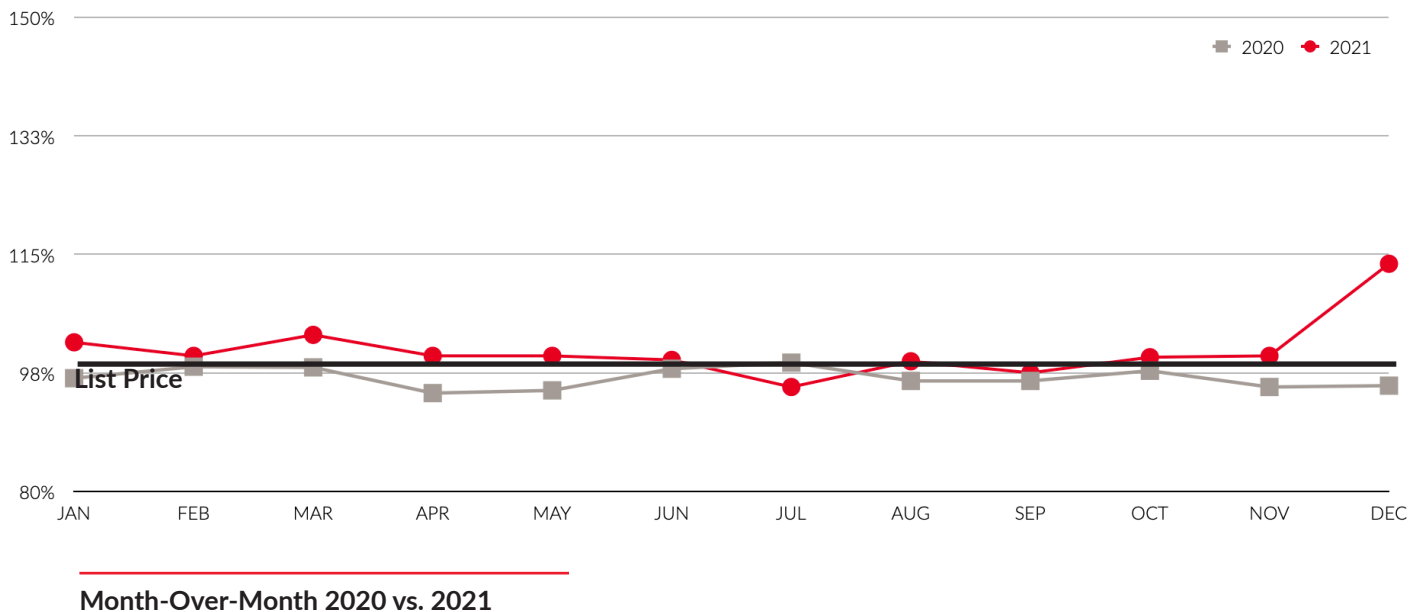
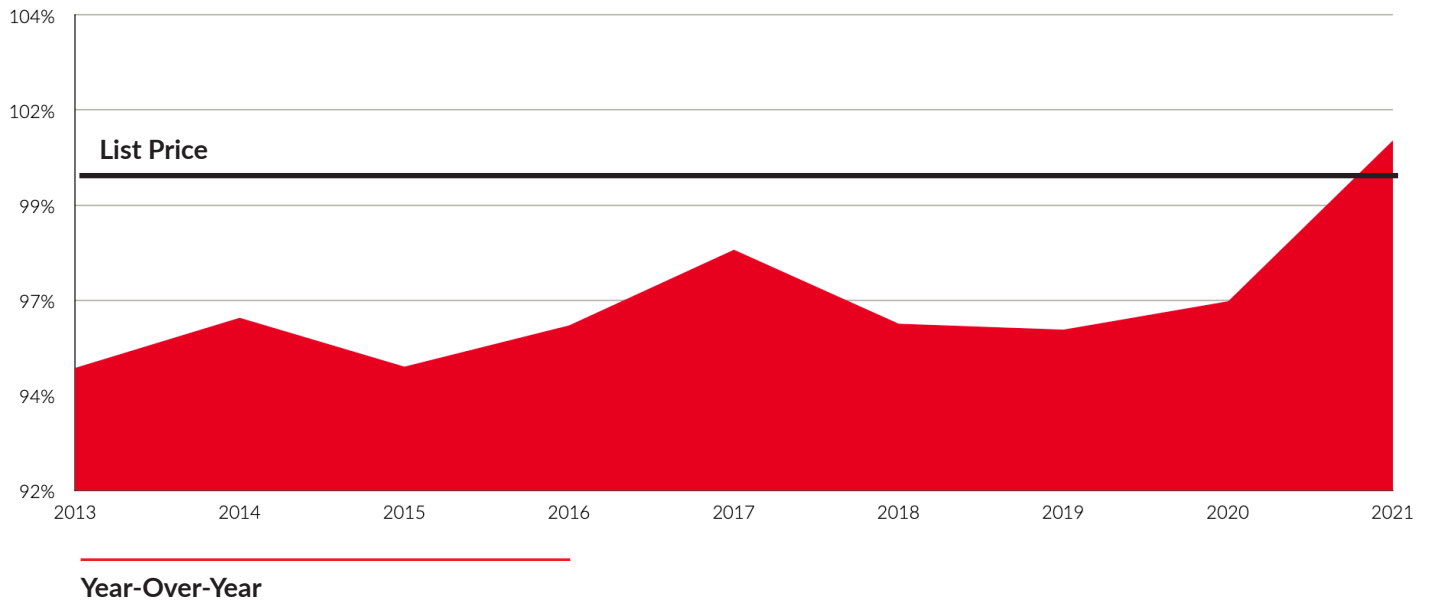
Year-Over-Year



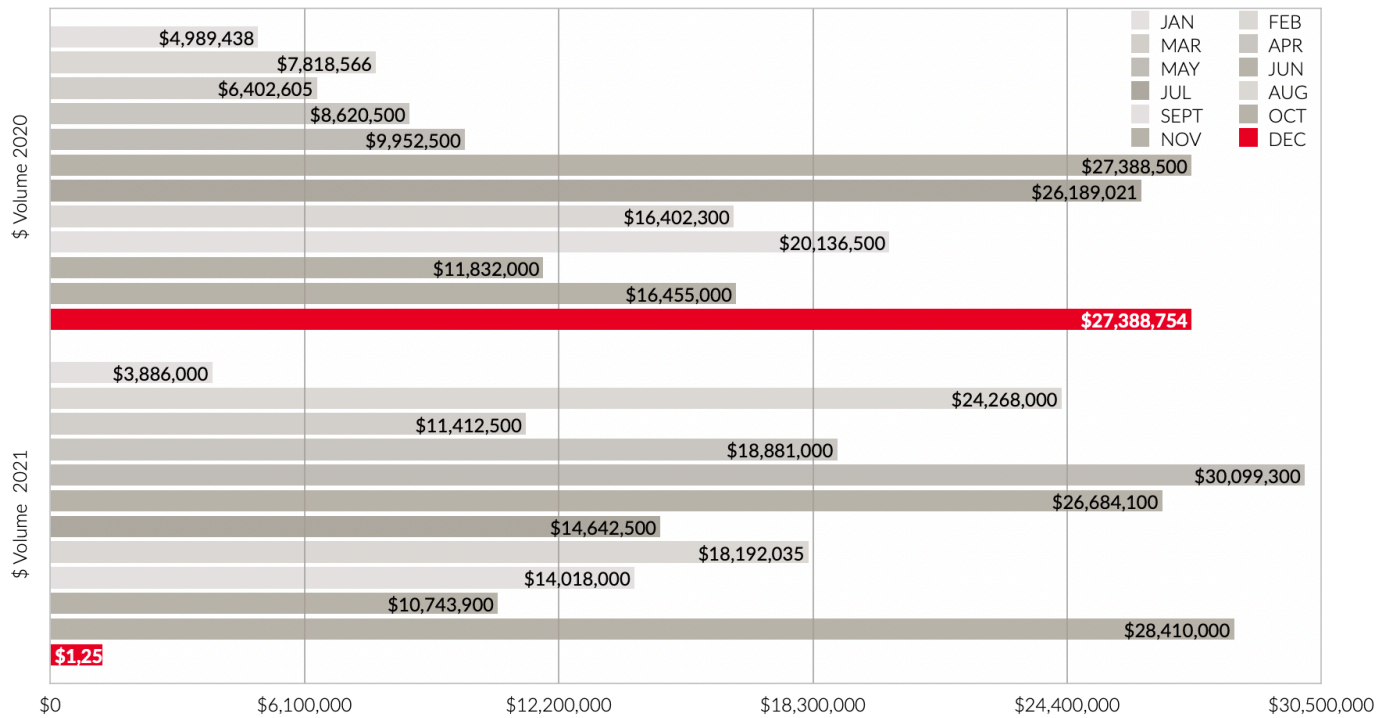
Month-Over-Month 2020 vs. 2021

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

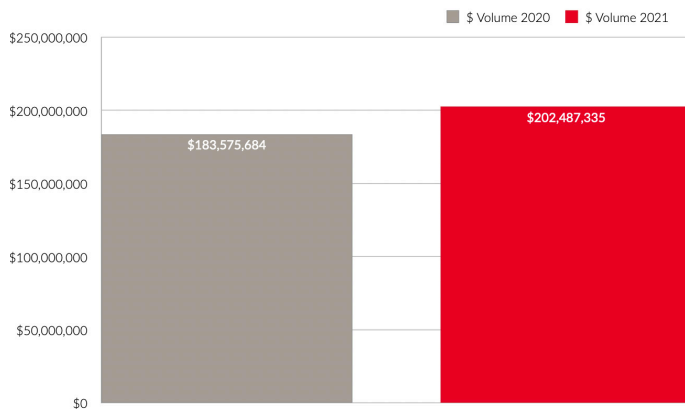
# SALE PRICE VS. LIST PRICE RATIO



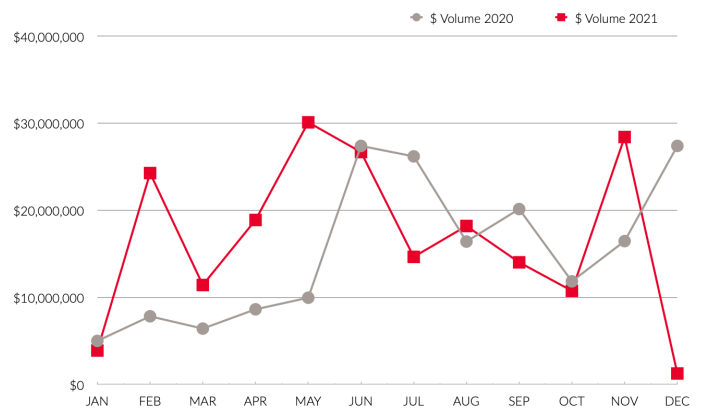
# DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

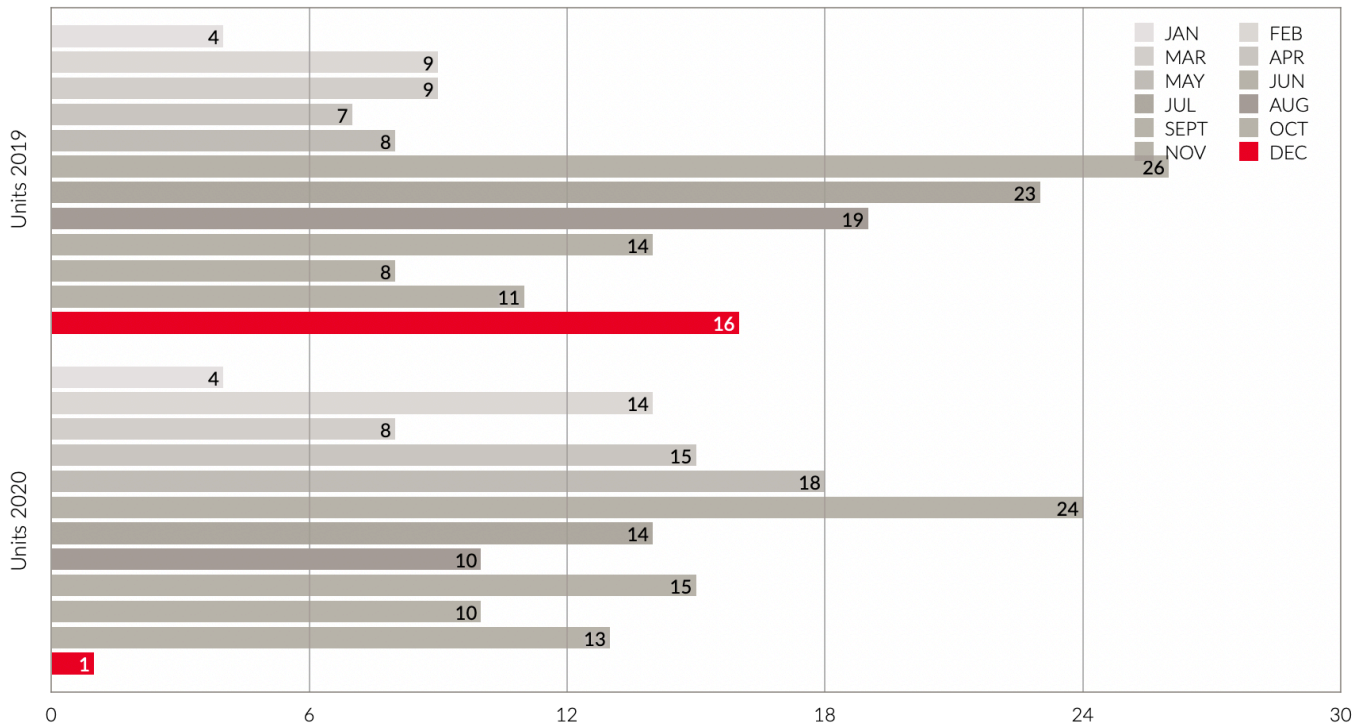


Yearly Totals 2020 vs. 2021

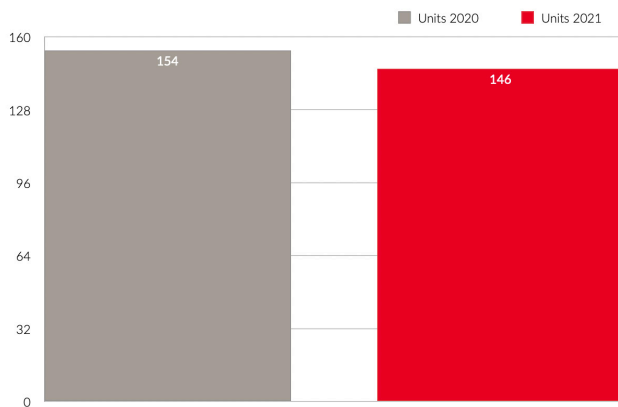


Month vs. Month 2020 vs. 2021

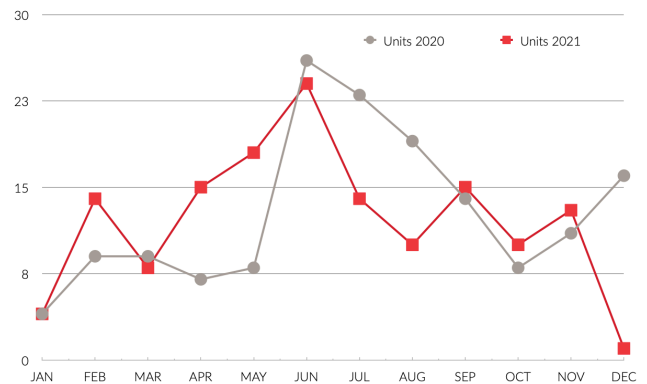
# UNIT SALES



## Monthly Comparison 2020 vs. 2021



## Yearly Totals 2020 vs. 2021



## Month vs. Month 2020 vs. 2021

# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

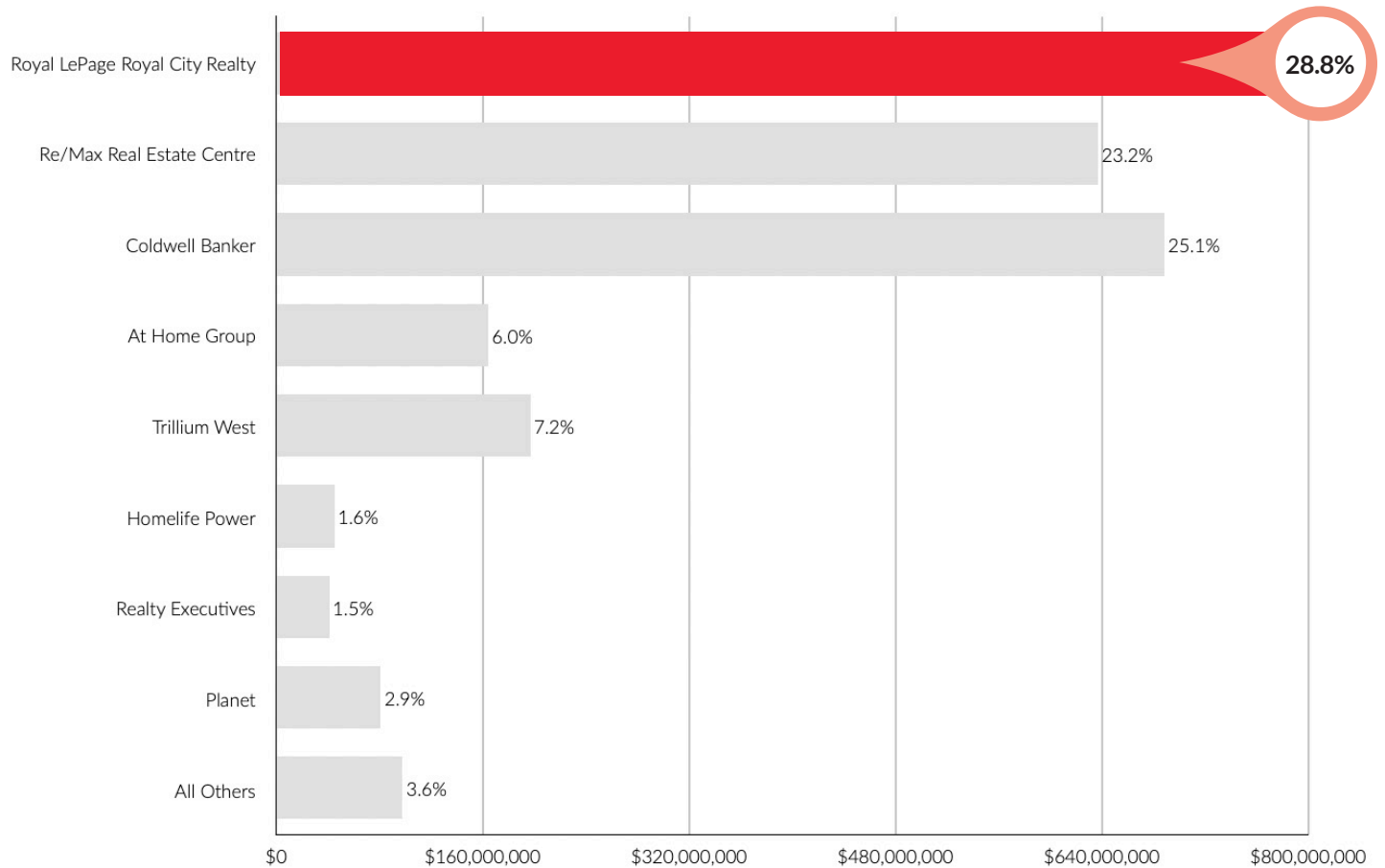
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 <b>\$159,415,935</b> +13.98%	 <b>\$2,480,000</b> +101.1%	 <b>\$20,598,000</b> +131.44%
YTD Unit Sales	 <b>97</b> -8.49%	 <b>3</b> No Change	 <b>14</b> -6.67%
YTD Average Sale Price	 <b>\$1,643,463</b> +24.55%	 <b>\$826,667</b> +101.1%	 <b>\$1,471,286</b> +147.97%
December Sales Volume	 <b>\$1,250,000</b> -96.61%	 <b>\$0</b> No Change	 <b>\$0</b> Down from \$1,026,500
December Unit Sales	 <b>1</b> -90.91%	 <b>0</b> No change	 <b>0</b> Down from 2

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





# MARKET DOMINANCE

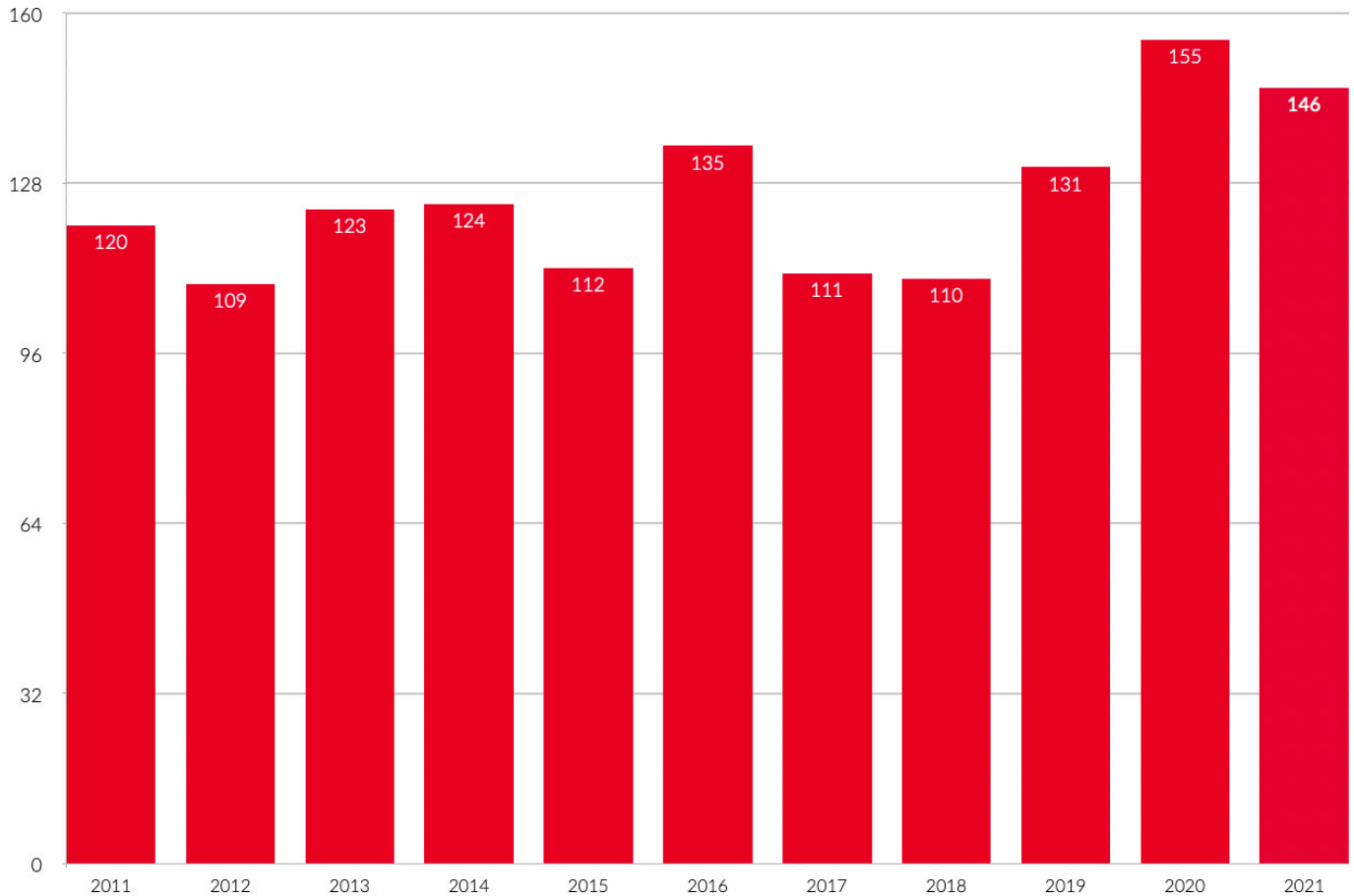


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
December 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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