



# 2022 JANUARY

**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 January, 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.



### January year-over-year sales volume of \$16,425,000

Up 322.67% from 2020's \$3,886,000 with unit sales of 7 up from last January's 4. New listings of 11 are up 10% from a year ago, with the sales/listing ratio of 63.64% up 23.64%.



### Year-to-date sales volume of \$16,425,000

Up 322.67% from 2020's \$3,886,000 with unit sales of 7 were up from 2020's 4. New listings of 11 were up 10% from a year ago, with the sales/listing ratio of 63.64% up 23.64%.



### Year-to-date average sale price of \$2,346,429

Up from \$971,500 one year ago with median sale price of \$2,289,000 up from \$1,457,500 one year ago. Average days-on-market of 80 is up 72 days from last year.

## JANUARY NUMBERS

Median Sale Price

**\$2,289,000**

+57.05%

Sales Volume

**\$16,425,000**

+322.67%

Unit Sales

**7**

+75%

New Listings

**11**

+10%

Expired Listings

**6**

+500%

Unit Sales/Listings Ratio

**63.64%**

+23.64%

*Year-over-year comparison  
(January 2022 vs. January 2021)*

*Note: The sample size for this area shows too few listings to depict a meaningful comparison between Median Sales Price and Average Sales Prices.*

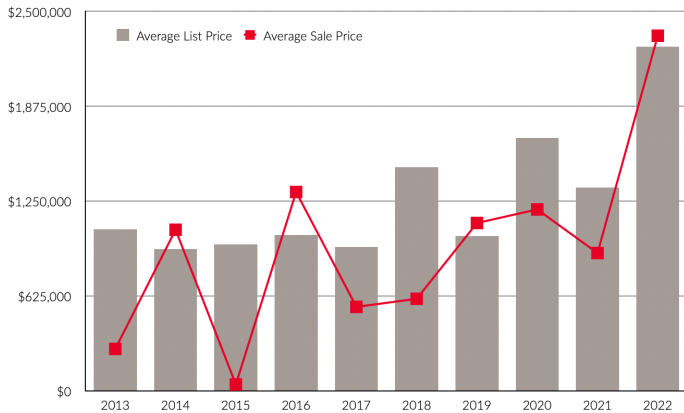


# THE MARKET IN DETAIL

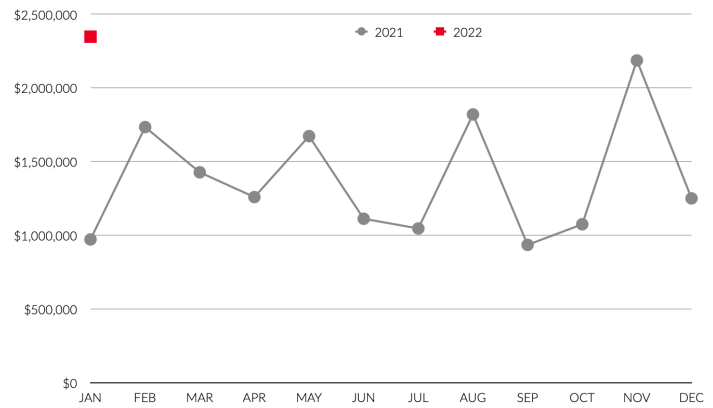
	2020	2021	2022	2021-2022
<b>YTD Volume Sales</b>	\$4,989,438	\$3,886,000	\$16,425,000	+322.67%
<b>YTD Unit Sales</b>	4	4	7	+75%
<b>YTD New Listings</b>	18	10	11	+10%
<b>YTD Sales/Listings Ratio</b>	22.22%	40%	63.64%	+23.64%
<b>YTD Expired Listings</b>	6	1	6	+500%
<b>January Volume Sales</b>	\$4,989,438	\$3,886,000	\$16,425,000	+322.67%
<b>January Unit Sales</b>	4	4	7	+75%
<b>January New Listings</b>	18	10	11	+10%
<b>January Sales/Listings Ratio</b>	22.22%	40%	63.64%	+23.64%
<b>January Expired Listings</b>	6	1	6	+500%
<b>YTD Sales: \$0-\$199K</b>	0	0	0	No Change
<b>YTD Sales: \$200K-\$349K</b>	1	0	0	No Change
<b>YTD Sales: \$350K-\$549K</b>	0	1	0	Down from 1
<b>YTD Sales: \$550K-\$749K</b>	0	1	1	No Change
<b>YTD Sales: \$750K-\$999K</b>	0	0	0	No Change
<b>YTD Sales: \$1M+</b>	3	2	6	+200%
<b>YTD Average Days-On-Market</b>	21	8	80	+900%
<b>YTD Average Sale Price</b>	\$1,247,360	\$971,500	\$2,346,429	+141.53%
<b>YTD Median Sale Price</b>	\$1,400,000	\$1,457,500	\$2,289,000	+57.05%

Wellington County MLS Sales and Listing Summary  
2020 vs. 2021 vs. 2022

# AVERAGE SALE PRICE

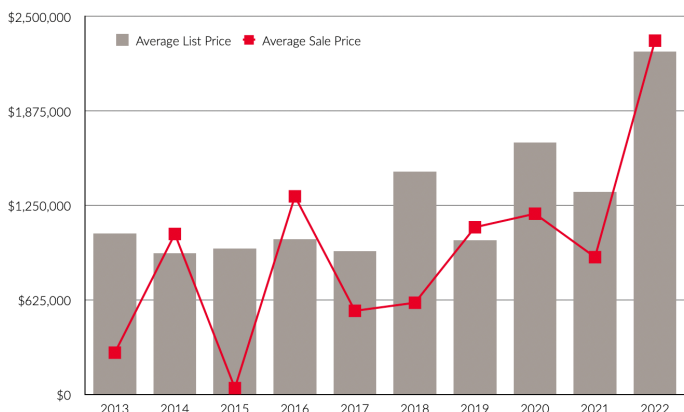


Year-Over-Year

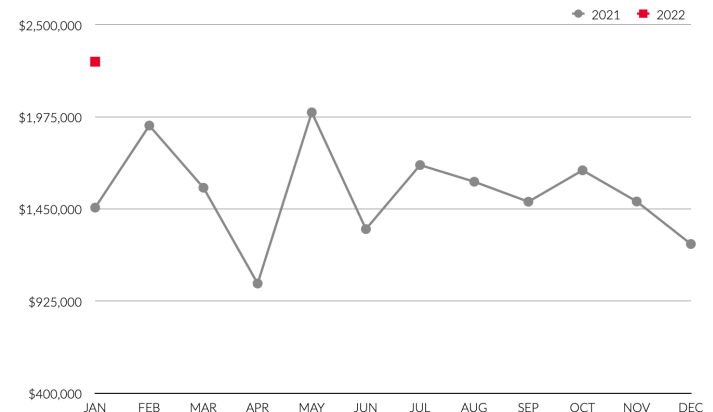


Month-Over-Month 2021 vs. 2022

# MEDIAN SALE PRICE



Year-Over-Year

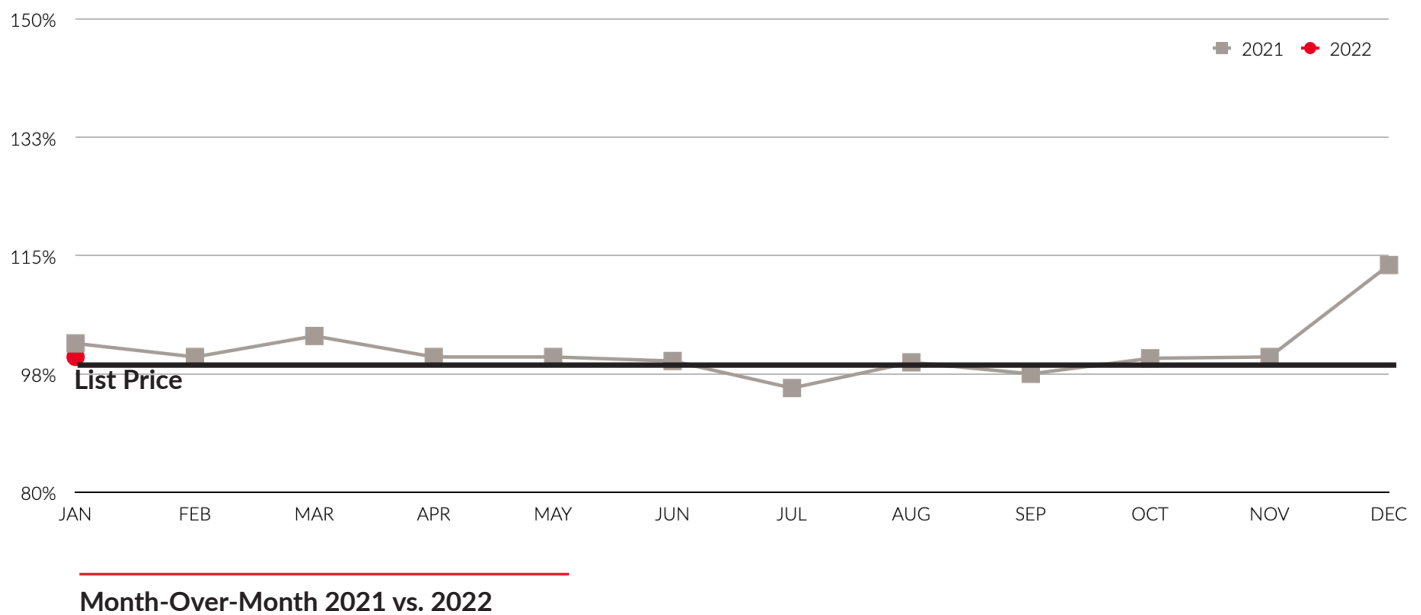
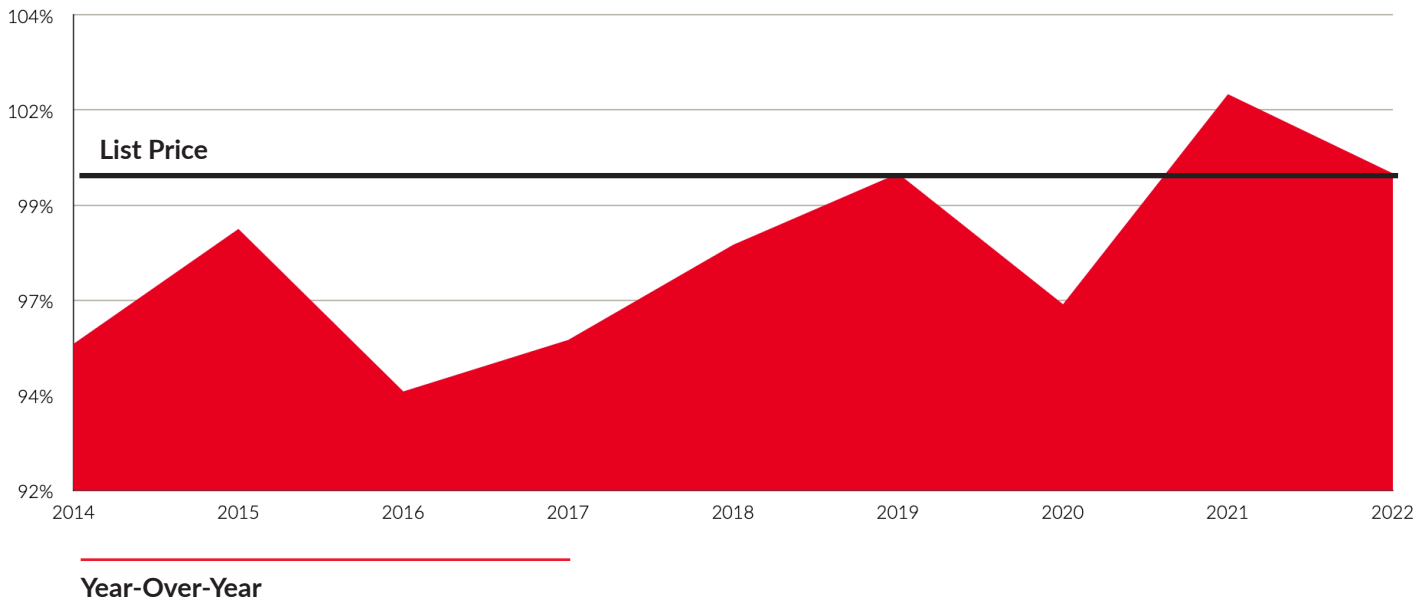


Month-Over-Month 2021 vs. 2022

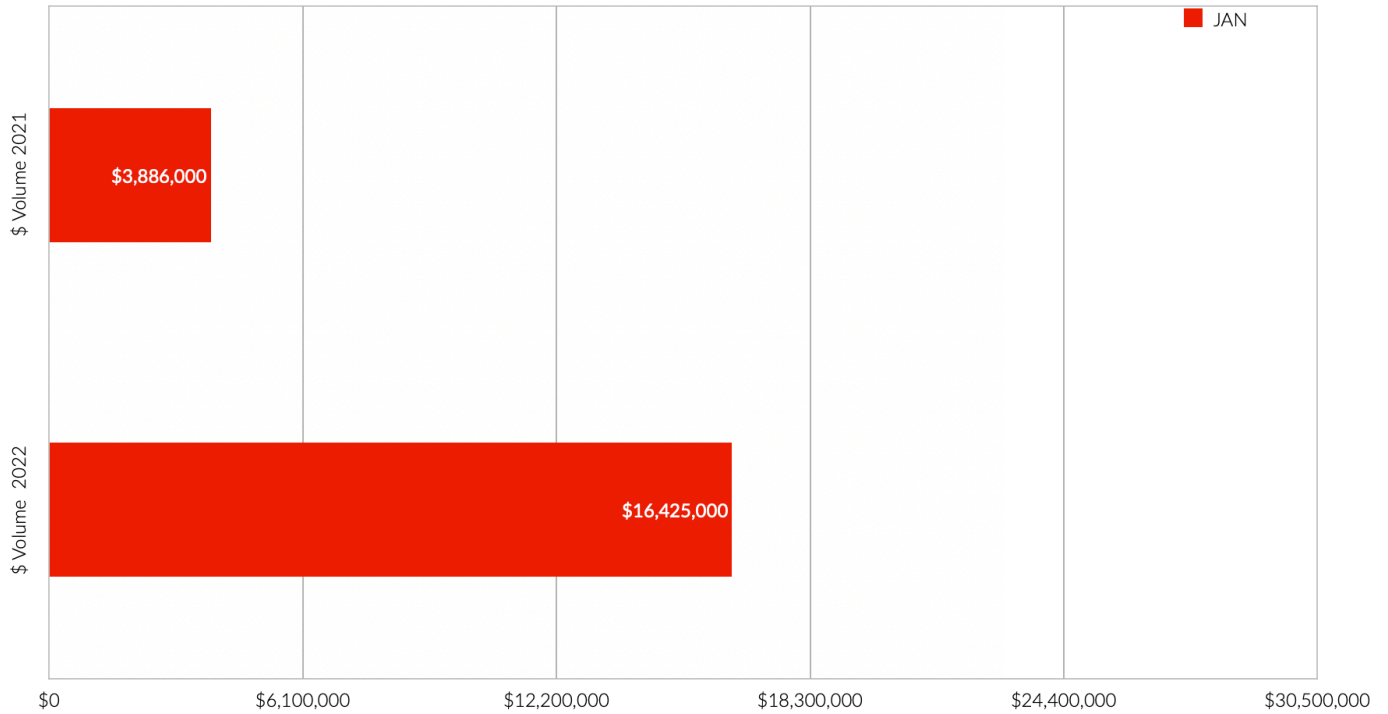
\* Median sale price is based on residential sales (including freehold and condominiums).



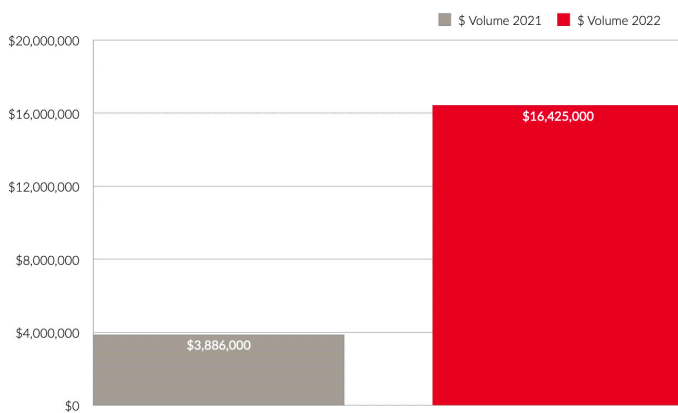
# SALE PRICE VS. LIST PRICE RATIO



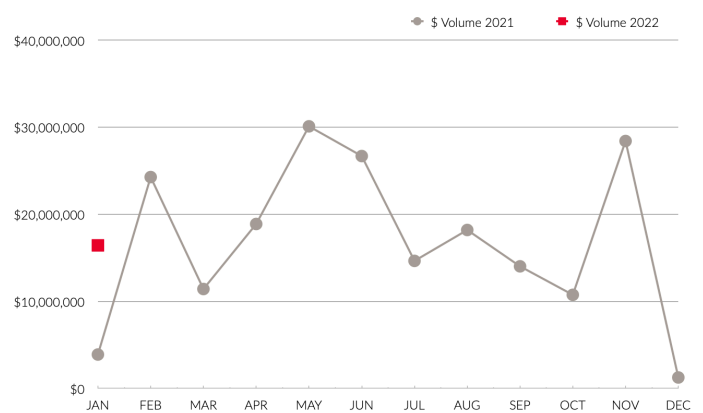
# DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

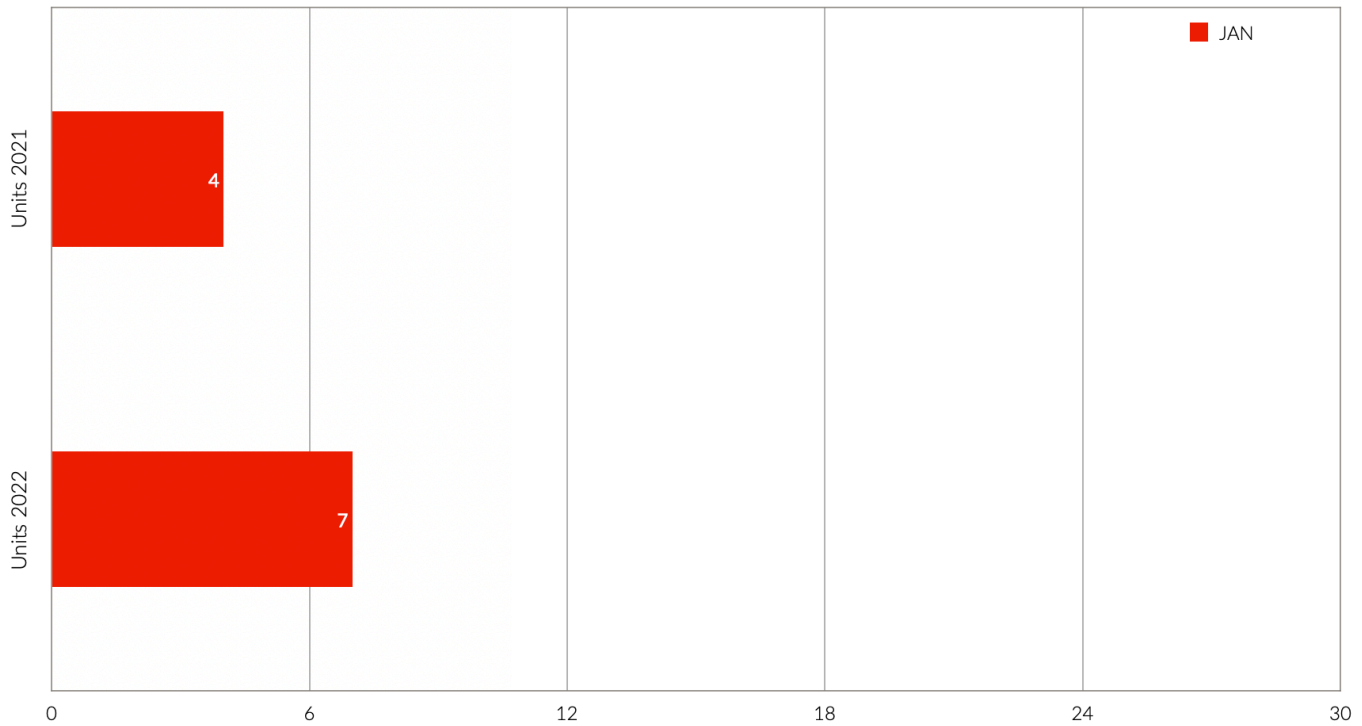


Yearly Totals 2021 vs. 2022

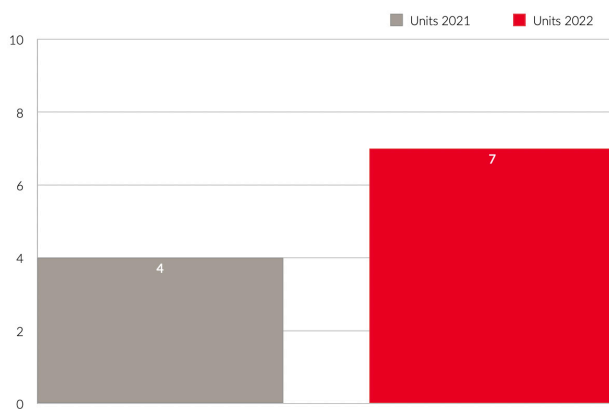


Month vs. Month 2021 vs. 2022

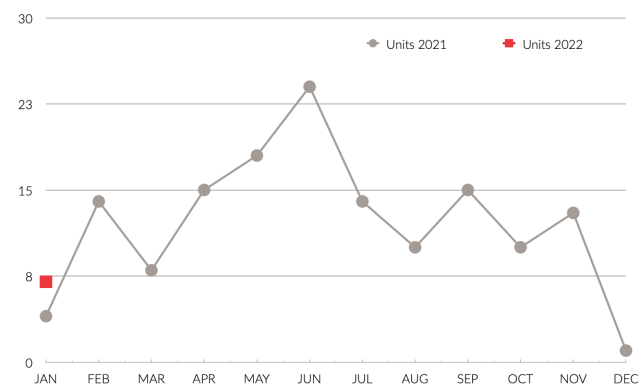
# UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

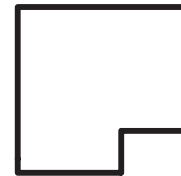
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



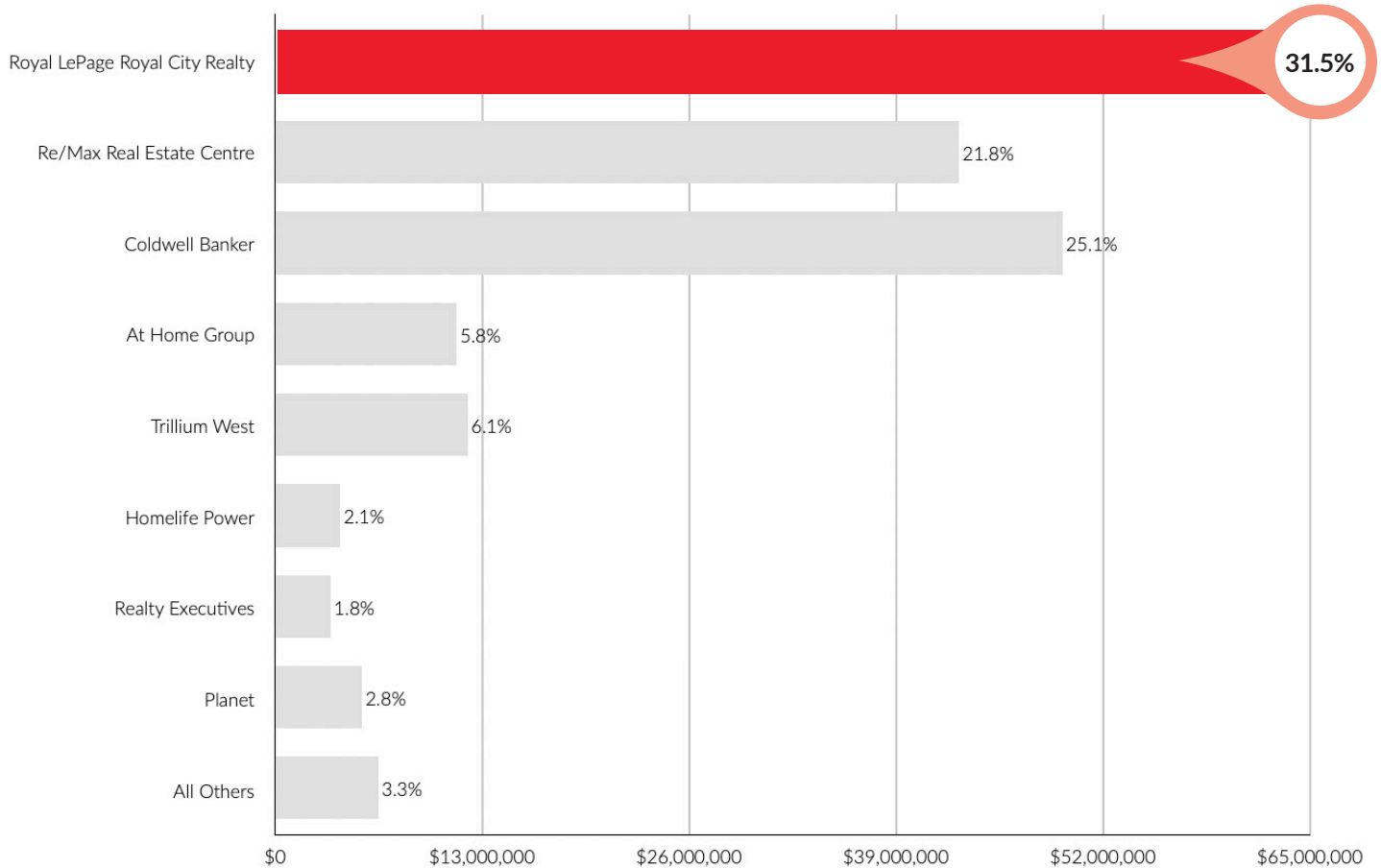
## VACANT LAND

YTD Sales Volume	 <b>\$10,028,000</b> +244.01%	 <b>\$2,097,000</b> Up from \$0	 <b>\$0</b> Down from \$971k
YTD Unit Sales	 <b>4</b> +100%	 <b>2</b> Up from 0	 <b>0</b> Down from 2
YTD Average Sale Price	 <b>\$2,507,000</b> +72.01%	 <b>\$1,1048,500</b> Up from \$0	 <b>N/A</b>
January Sales Volume	 <b>\$10,028,000</b> +244.01%	 <b>\$2,097,000</b> Up from \$0	 <b>\$0</b> Down from \$971k
January Unit Sales	 <b>4</b> +100%	 <b>2</b> Up from 0	 <b>0</b> Down from 2

Year-Over-Year Comparison (2022 vs. 2021)



# MARKET DOMINANCE



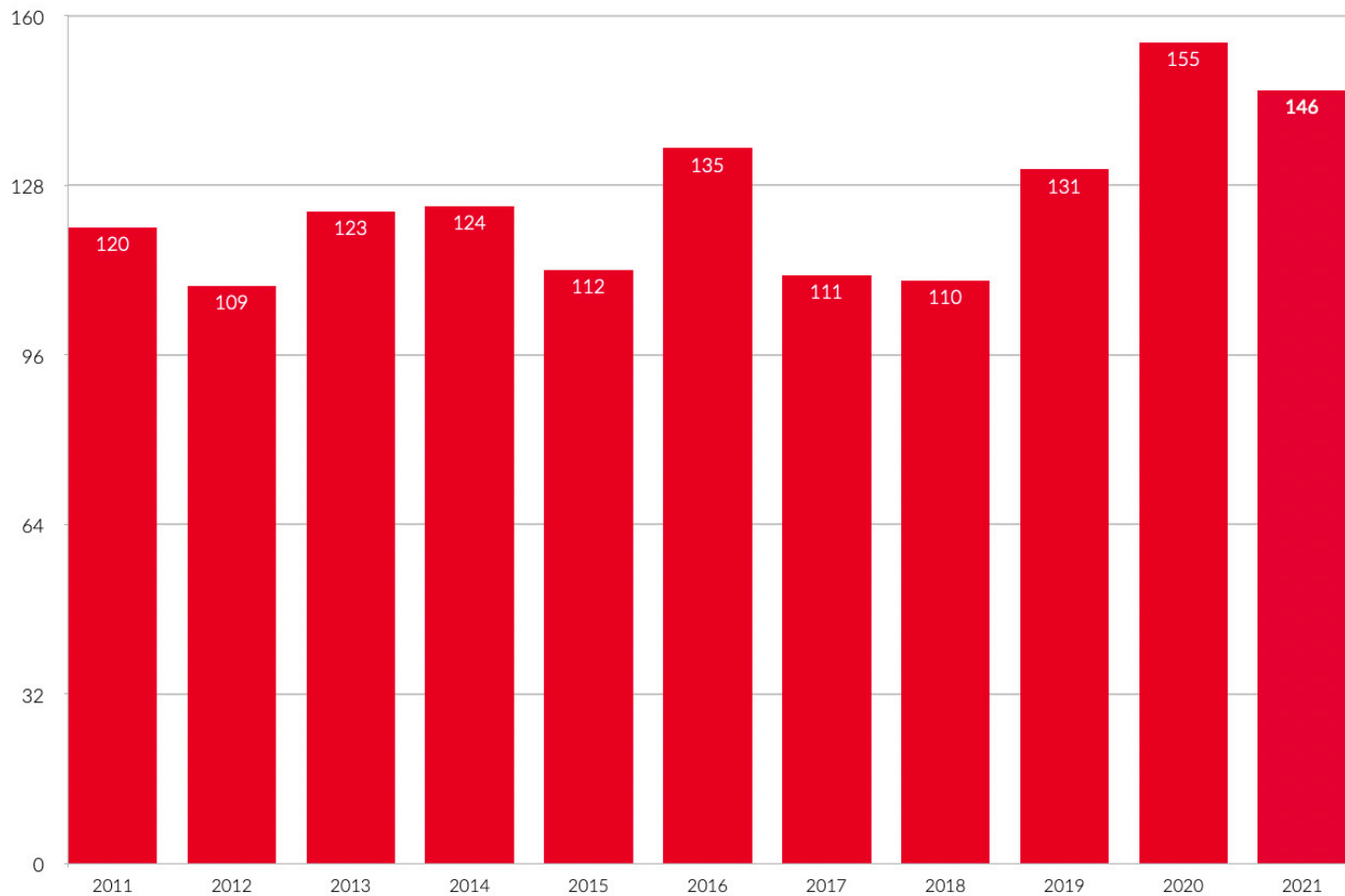
## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
January 2022





# 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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