



2022 FEBRUARY

PUSLINCH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

SELLER'S MARKET

The Puslinch real estate market slowed down a bit this month as inventory and unit sales drop lower compared to this time last year. The only stats that seem to consistently rise compared to 2021 are the average and median sale prices, which means that demand remains relatively high in this market.



February year-over-year sales volume of \$17,612,900

Down 27.42% from 2021's \$24,268,000 with unit sales of 9 down from last February's 14. New listings of 16 are down 5.88% from a year ago, with the sales/listing ratio of 56.25% down 26.1%.



Year-to-date sales volume of \$34,037,900

Up 20.9% from 2021's \$28,154,000 with unit sales of 16 down from 2021's 18. New listings of 27 is the same as a year ago, with the sales/listing ratio of 59.26% down 7.41%.



Year-to-date average sale price of \$2,151,709

Up from \$1,352,465 one year ago with median sale price of \$2,135,750 up from \$1,691,520 one year ago. Average days-on-market of 60 is up 38.5 days from last year.

FEBRUARY NUMBERS

Median Sale Price

\$1,982,500

+2.99%

Sales Volume

\$17,612,900

-27.42%

Unit Sales

9

-35.71%

New Listings

16

-5.88%

Expired Listings

1

No Change

Unit Sales/Listings Ratio

56.25%

-26.1%

*Year-over-year comparison
(February 2022 vs. February 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.

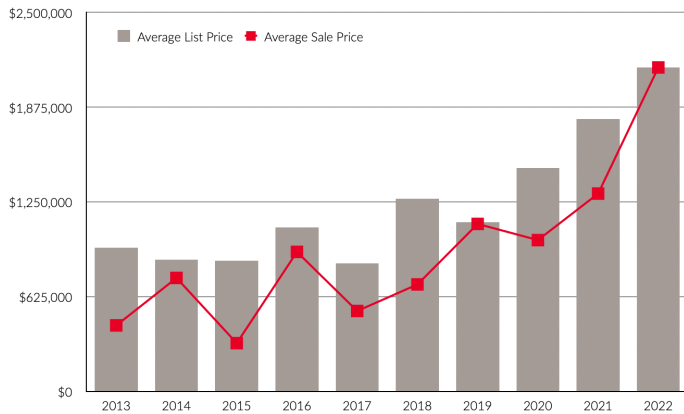


THE MARKET IN DETAIL

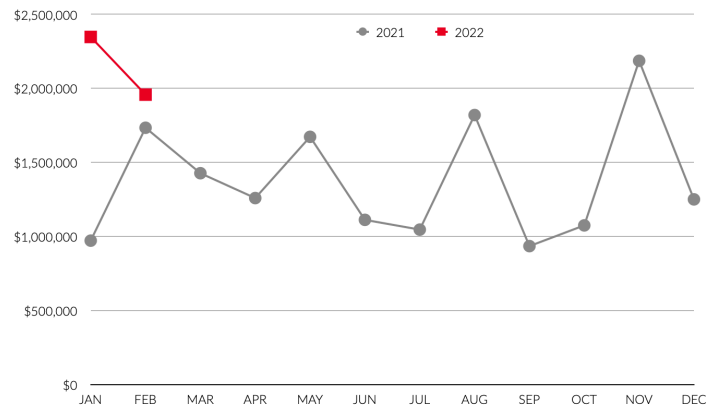
	2020	2021	2022	2021-2022
YTD Volume Sales	\$12,808,004	\$28,154,000	\$34,037,900	+20.9%
YTD Unit Sales	13	18	16	-11.11%
YTD New Listings	43	27	27	No Change
YTD Sales/Listings Ratio	30.23%	66.67%	59.26%	-7.41%
YTD Expired Listings	15	2	7	+250%
February Volume Sales	\$7,818,566	\$24,268,000	\$17,612,900	-27.42%
February Unit Sales	9	14	9	-35.71%
February New Listings	25	17	16	-5.88%
February Sales/Listings Ratio	36%	82.35%	56.25%	-26.1%
February Expired Listings	9	1	1	No Change
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200K-\$349K	2	0	0	No Change
YTD Sales: \$350K-\$549K	3	2	0	Down from 2
YTD Sales: \$550K-\$749K	1	3	1	-66.66%
YTD Sales: \$750K-\$999K	1	2	0	Down from 2
YTD Sales: \$1M+	6	11	15	+35.36%
YTD Average Days-On-Market	47	21.5	60	+179.07%
YTD Average Sale Price	\$1,058,045	\$1,352,465	\$2,151,709	+59.1%
YTD Median Sale Price	\$1,219,750	\$1,691,250	\$2,135,750	+26.28%

Puslinch MLS Sales and Listing Summary
2020 vs. 2021 vs. 2022

AVERAGE SALE PRICE

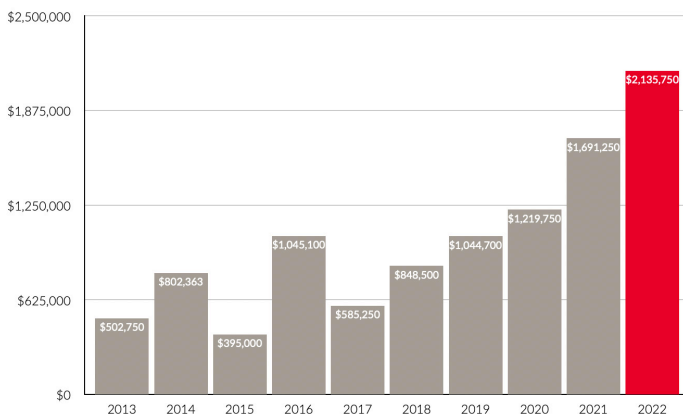


Year-Over-Year

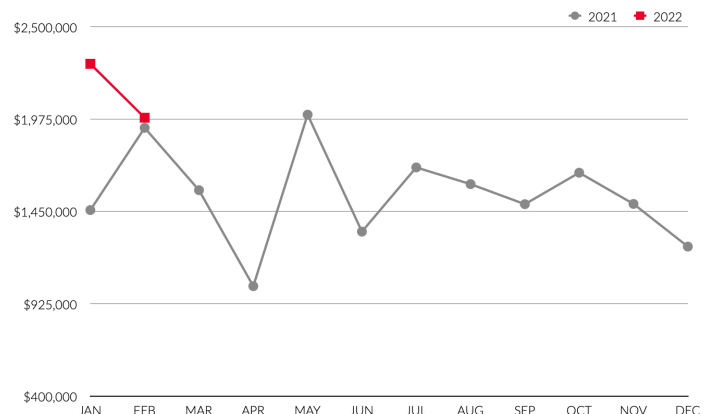


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



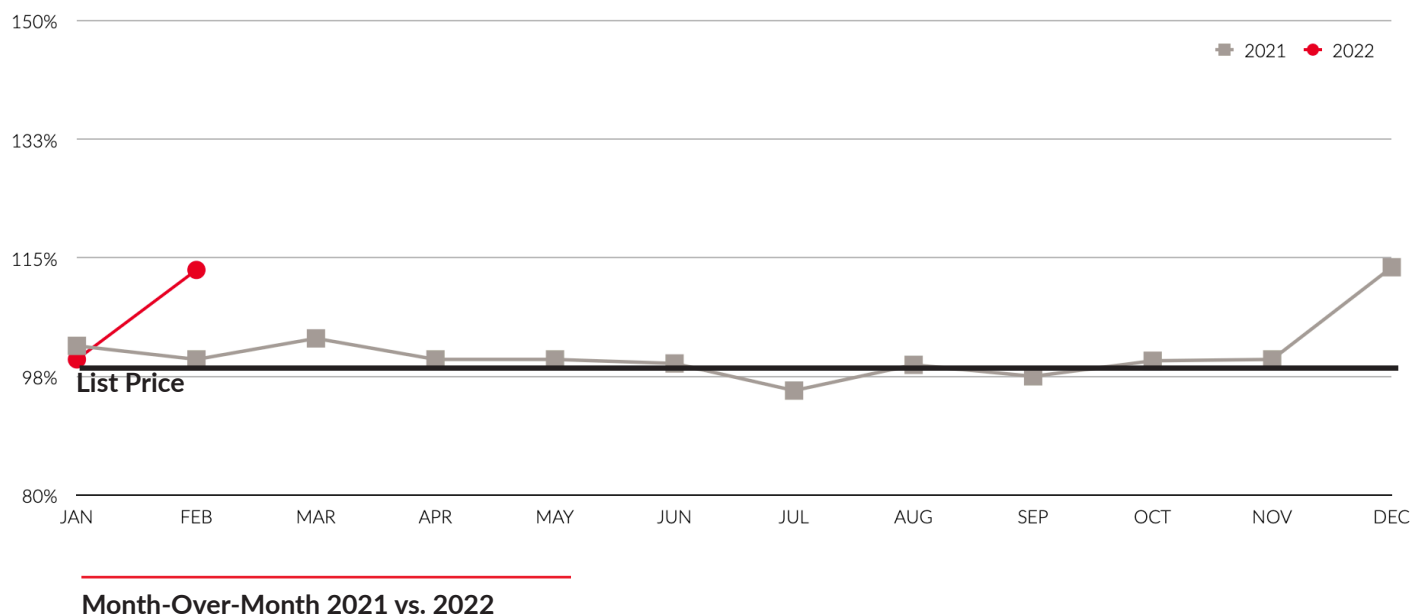
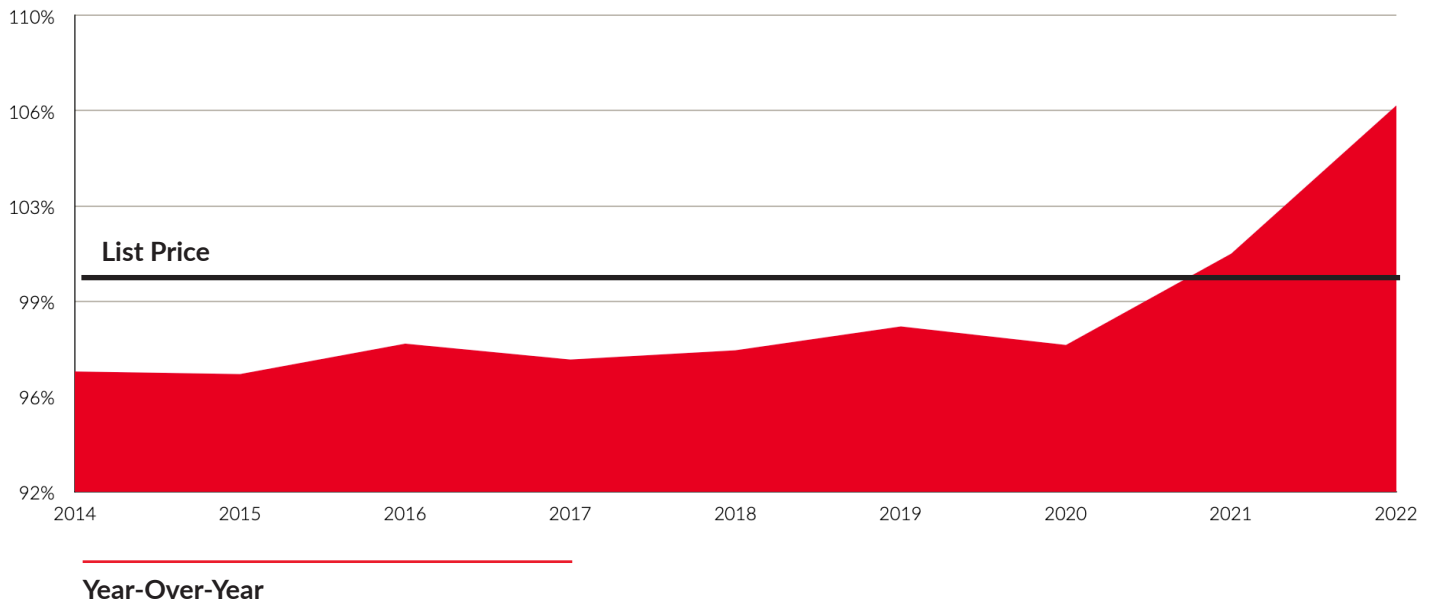
Year-Over-Year



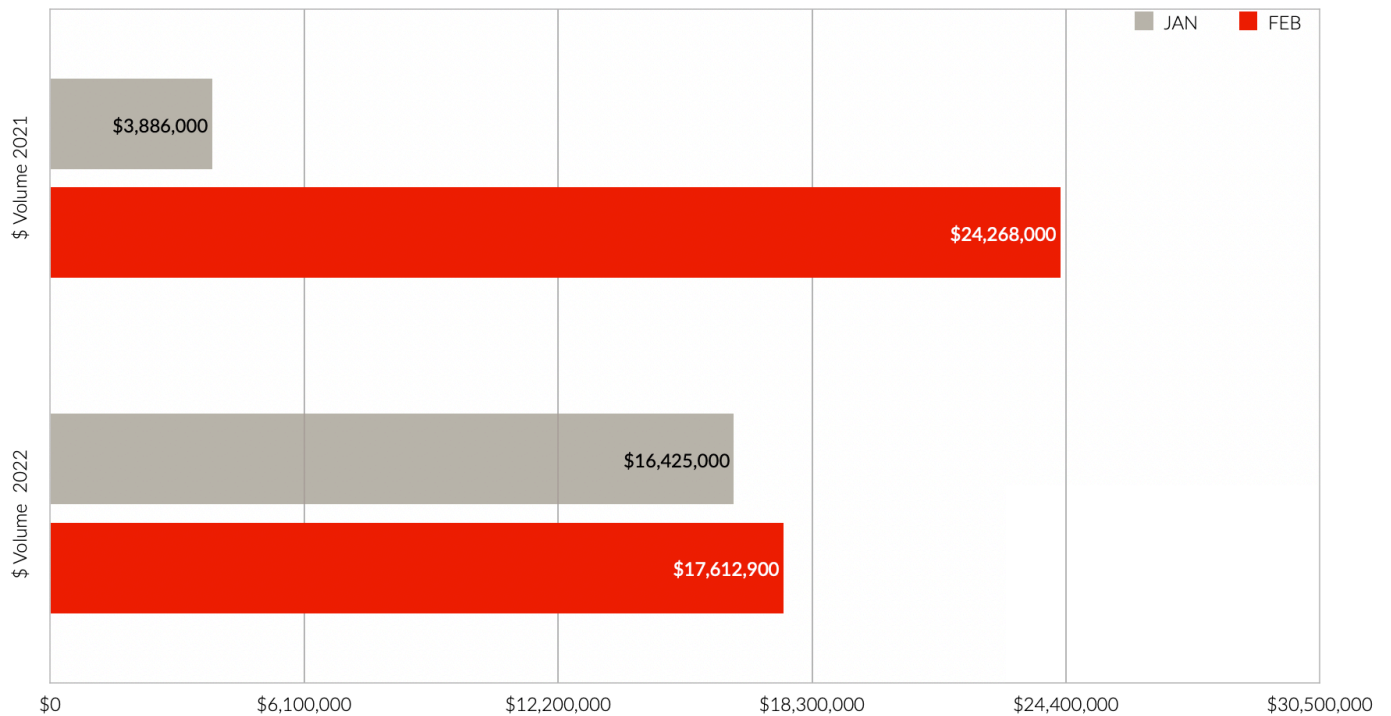
Month-Over-Month 2021 vs. 2022

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

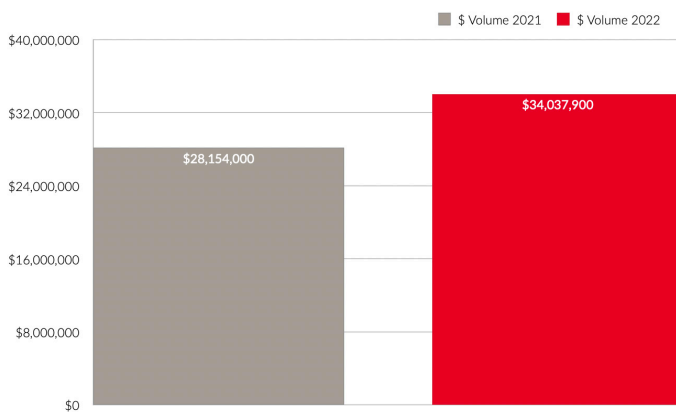
SALE PRICE VS. LIST PRICE RATIO



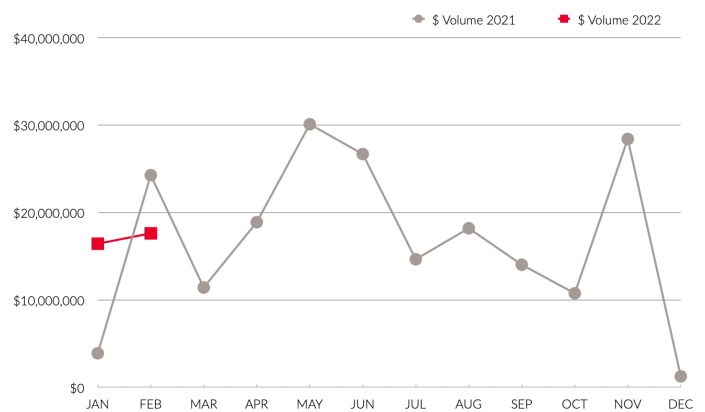
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

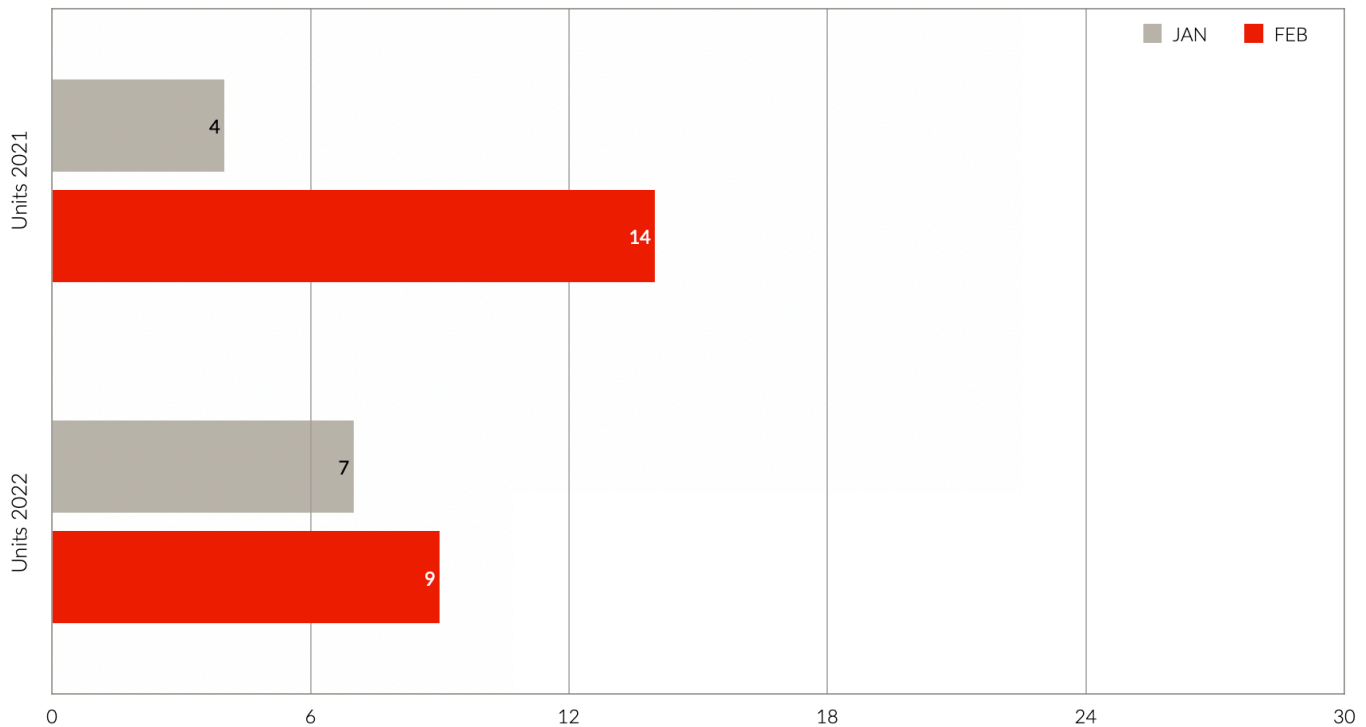


Yearly Totals 2021 vs. 2022

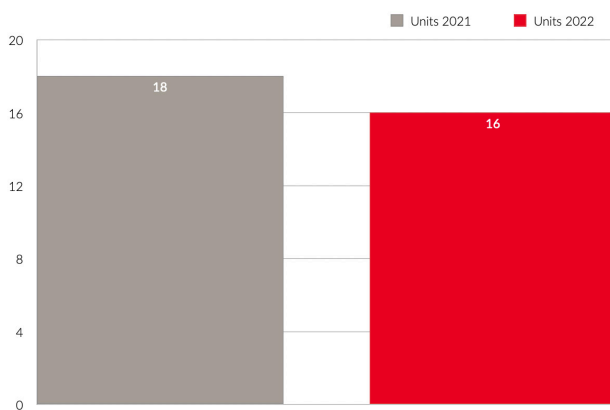


Month vs. Month 2021 vs. 2022

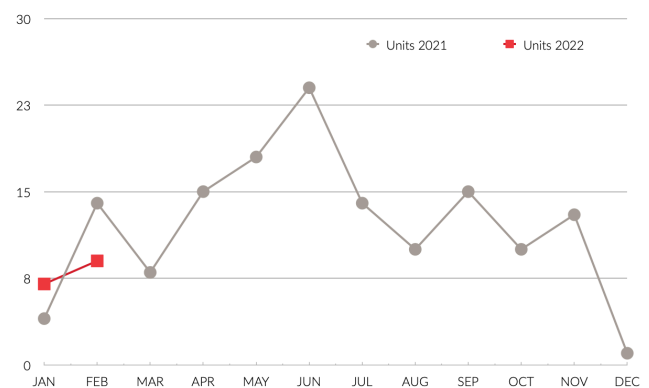
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

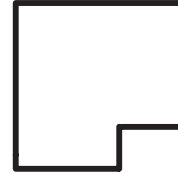
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



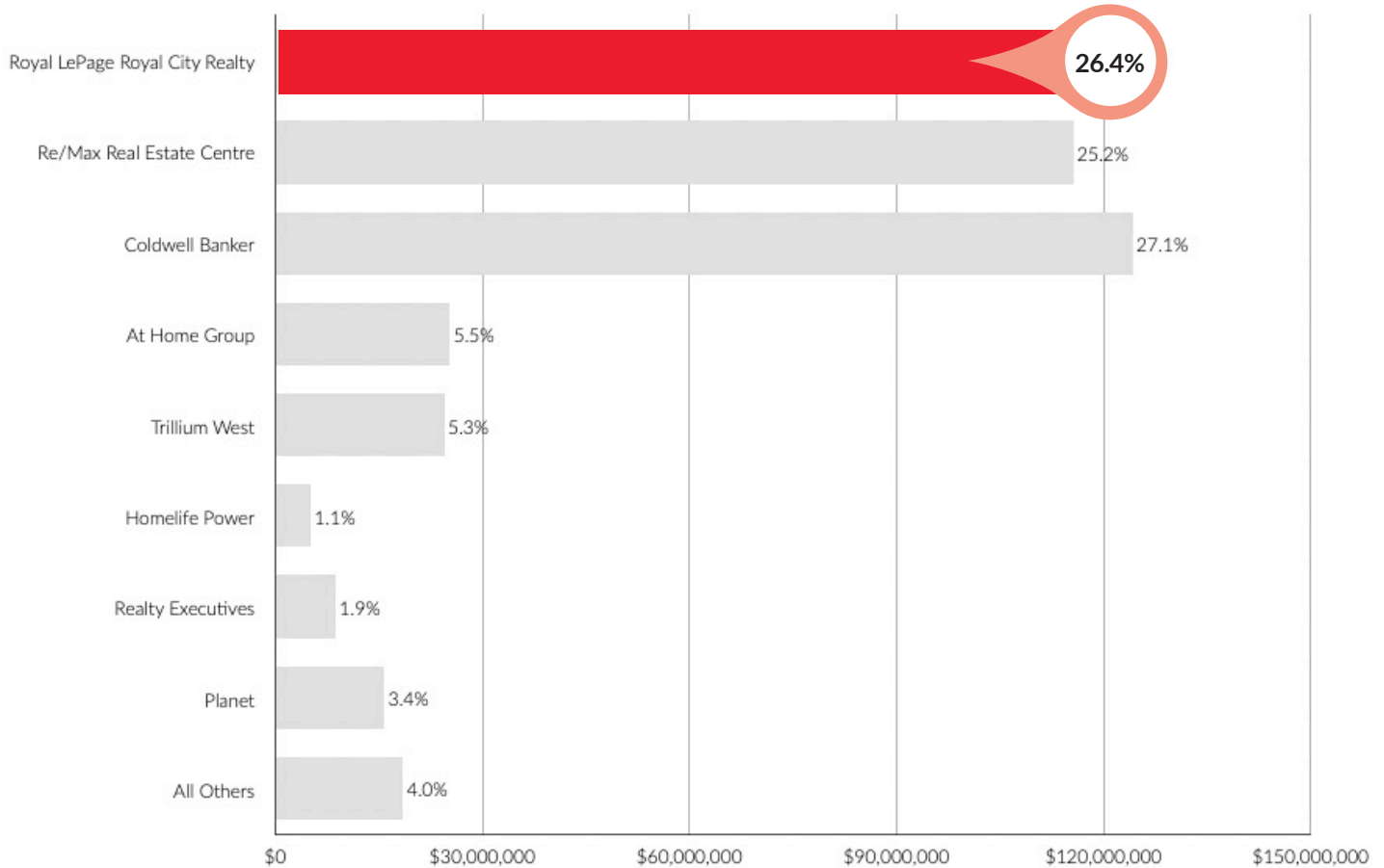
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$26,040,900 +38.13%	 \$2,097,000 Up from \$0	 \$1,600,000 -33.22%
YTD Unit Sales	 12 +9.09%	 2 Up from 0	 1 -75%
YTD Average Sale Price	 \$2,170,075 +26.62%	 \$1,1048,500 Up from \$0	 \$1,600,000 +167.11%
February Sales Volume	 \$16,012,900 +0.48%	 \$0 No Change	 \$1,600,000 -12.28%
February Unit Sales	 8 -11.11%	 0 No Change	 1 -50%

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



MARKET DOMINANCE

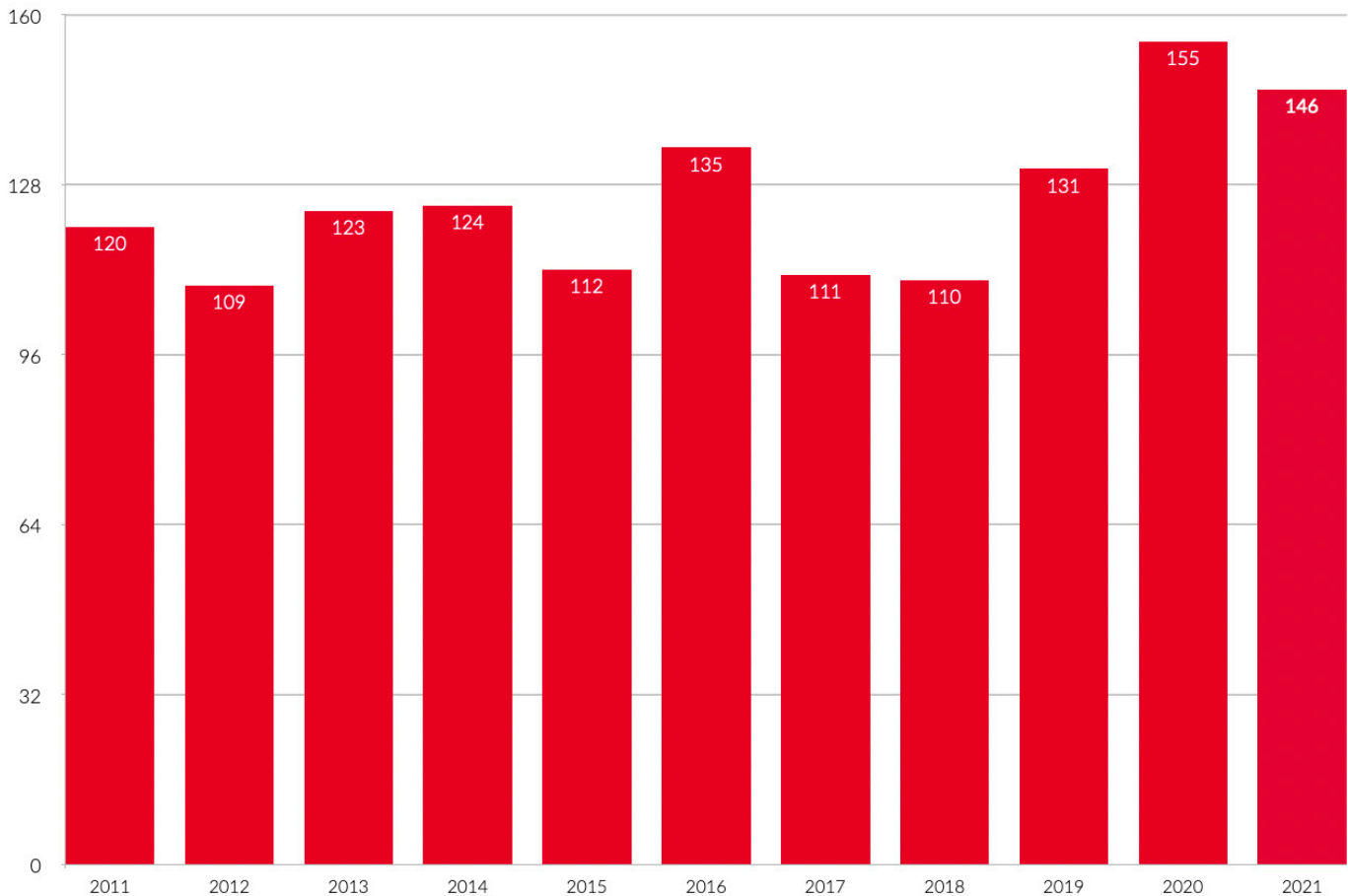


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
February 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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