



2022 APRIL

PUSLINCH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

BALANCED MARKET

The Puslinch real estate market continues to show signs of high demand as median and average sales prices continue to rise. Inventory is higher than this time last year while the unit sales remain low this month, causing this market to dip into a balanced market.



April year-over-year sales volume of \$28,827,647

Up 52.68% from 2021's \$18,881,000 with unit sales of 15 equal to unit sales last April. New listings of 27 are up 22.73% from a year ago, with the sales/listing ratio of 55.56% down 12.63%.



Year-to-date sales volume of \$81,181,747

Up 38.9% from 2021's \$58,447,500 with unit sales of 40 down from 2021's 41. New listings of 76 are up from 72 year ago, with the sales/listing ratio of 52.63% down 4.31%.



Year-to-date average sale price of \$2,065,099

Up from \$1,347,556 one year ago with median sale price of \$2,027,500 up from \$1,514,125 one year ago. Average days-on-market of 41.75 is up 17.5 days from last year.

APRIL NUMBERS

Median Sale Price

\$2,072,500

+102.2%

Sales Volume

\$28,827,647

+52.68%

Unit Sales

15

No Change

New Listings

27

+22.73%

Expired Listings

2

No Change

Unit Sales/Listings Ratio

55.56%

-12.63%

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

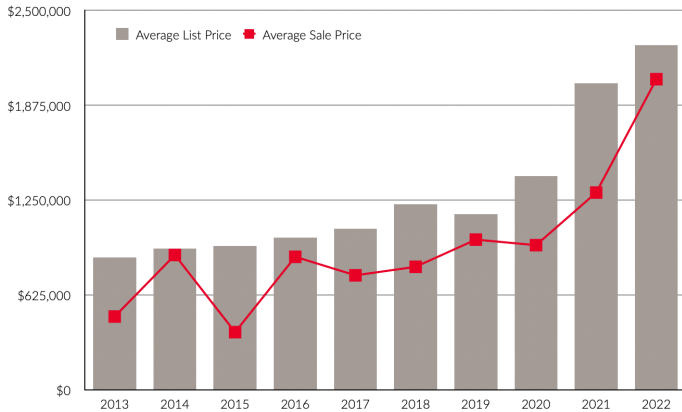


THE MARKET IN DETAIL

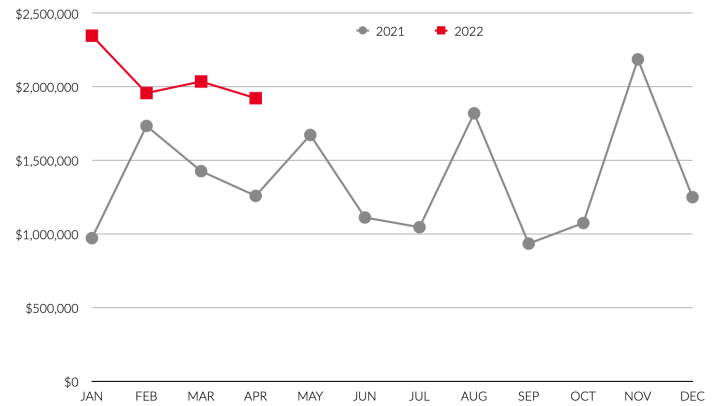
	2020	2021	2022	2021-2022
YTD Volume Sales	\$27,831,109	\$58,447,500	\$81,181,747	+38.9%
YTD Unit Sales	29	41	40	-2.44%
YTD New Listings	72	72	76	+5.56%
YTD Sales/Listings Ratio	40.28%	56.94%	52.63%	-4.31%
YTD Expired Listings	26	6	12	+100%
April Volume Sales	\$8,620,500	\$18,881,000	\$28,827,647	+52.68%
April Unit Sales	7	15	15	No Change
April New Listings	6	22	27	+22.73%
April Sales/Listings Ratio	116.67%	68.18%	55.56%	+12.63%
April Expired Listings	5	2	2	No Change
YTD Sales: \$0-\$199K	0	1	0	Down from 1
YTD Sales: \$200K-\$349K	3	0	0	No Change
YTD Sales: \$350K-\$549K	7	5	0	Down from 5
YTD Sales: \$550K-\$749K	1	8	7	-12.5%
YTD Sales: \$750K-\$999K	5	5	0	Down from 5
YTD Sales: \$1M+	13	22	33	+50%
YTD Average Days-On-Market	52.25	24.25	41.75	+72.16%
YTD Average Sale Price	\$1,014,748	\$1,347,556	\$2,065,099	+53.25%
YTD Median Sale Price	\$1,069,750	\$1,514,125	\$2,027,500	+33.91%

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

AVERAGE SALE PRICE

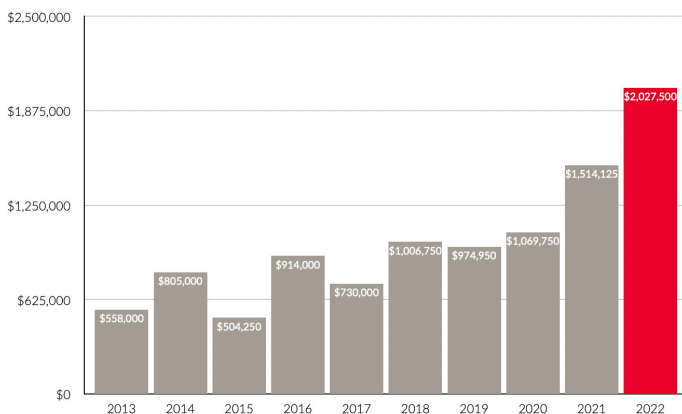


Year-Over-Year

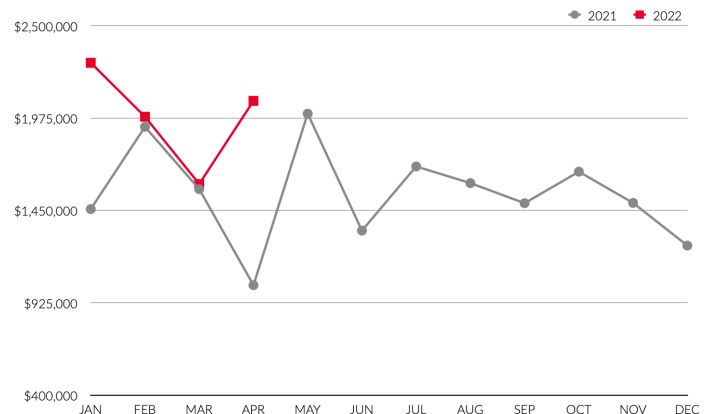


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



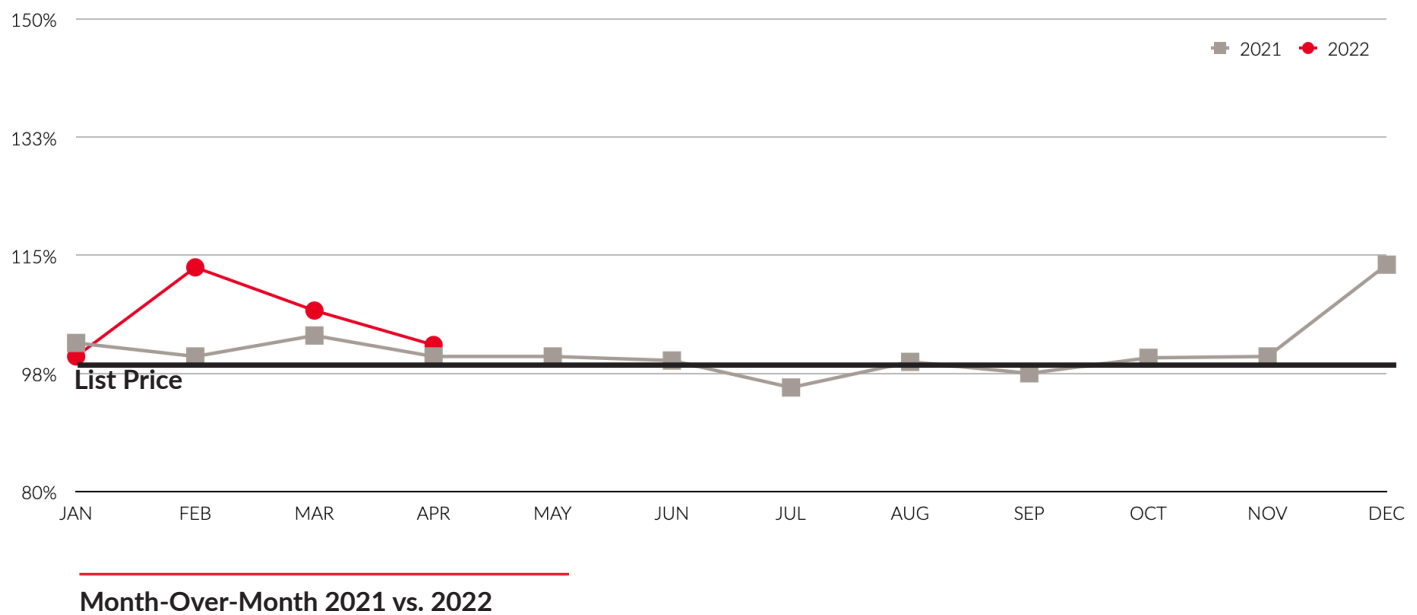
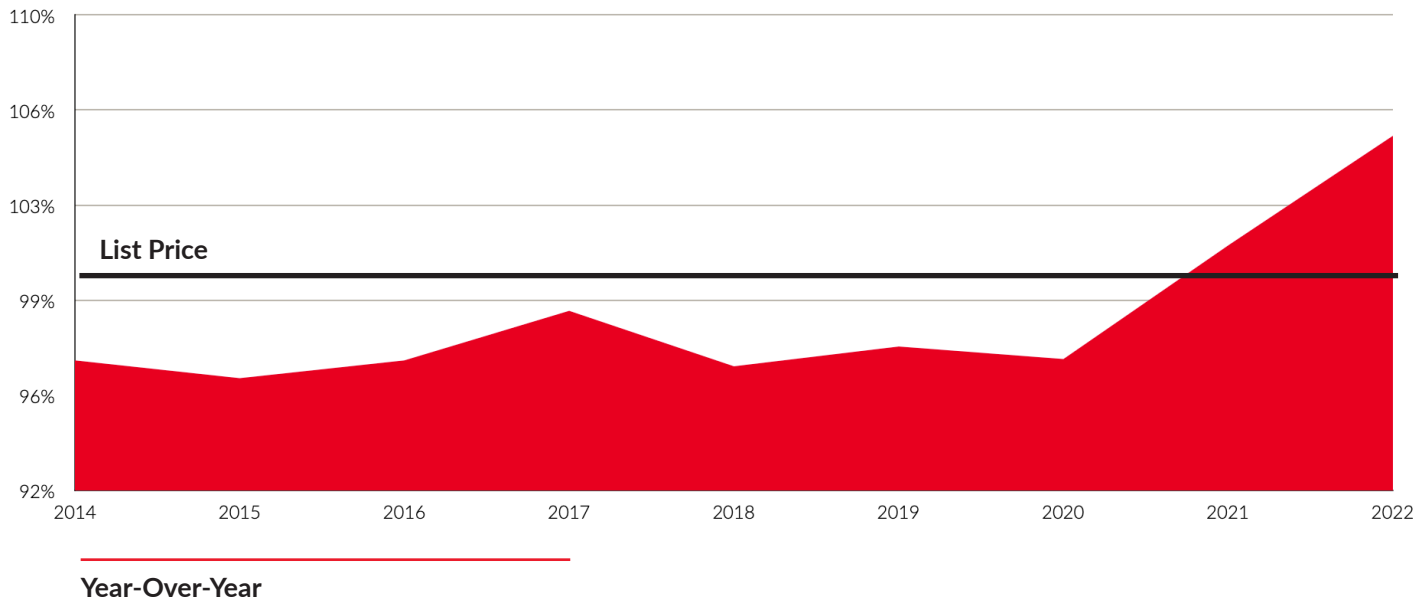
Year-Over-Year



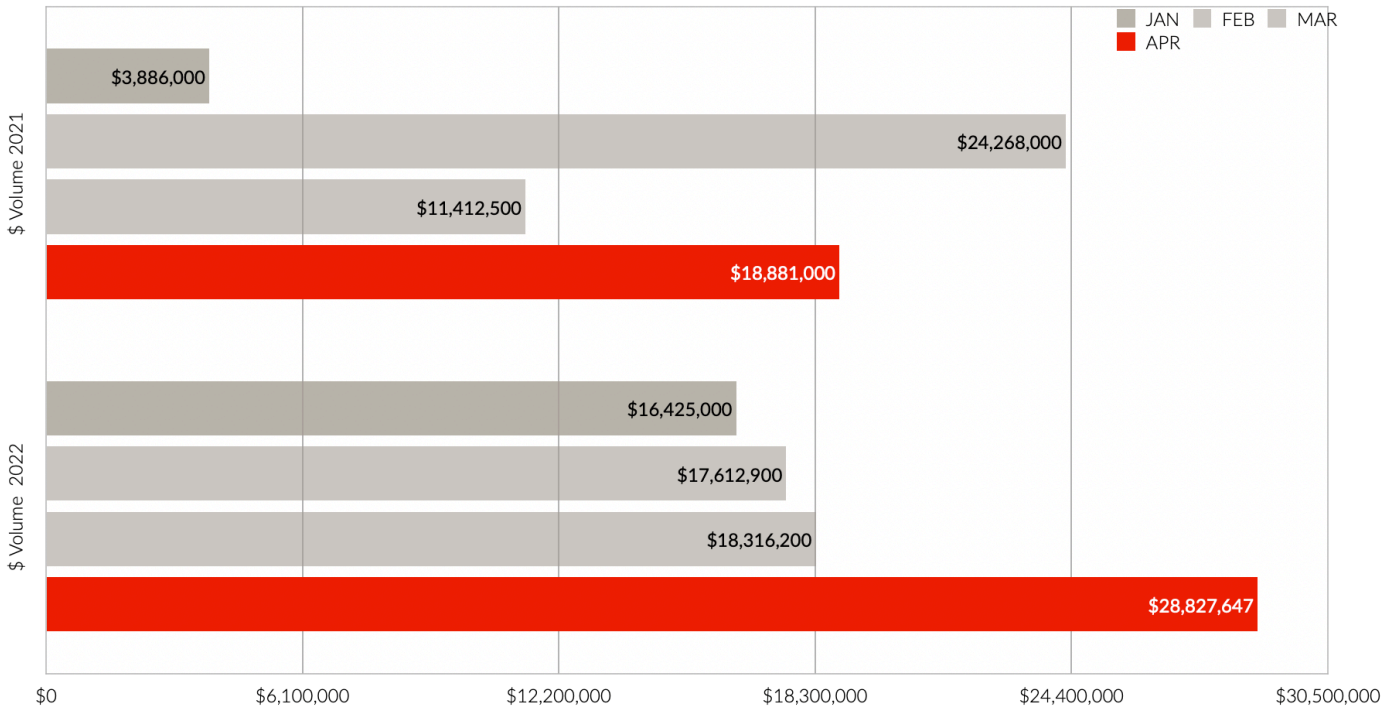
Month-Over-Month 2021 vs. 2022

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

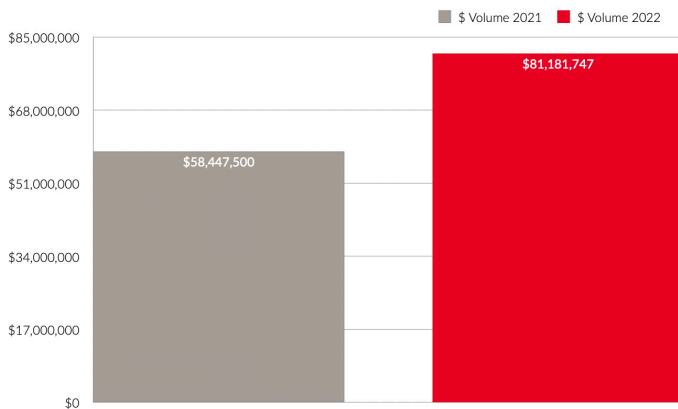
SALE PRICE VS. LIST PRICE RATIO



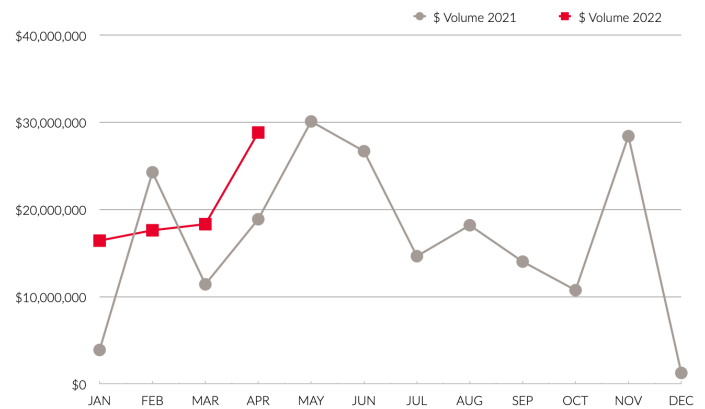
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

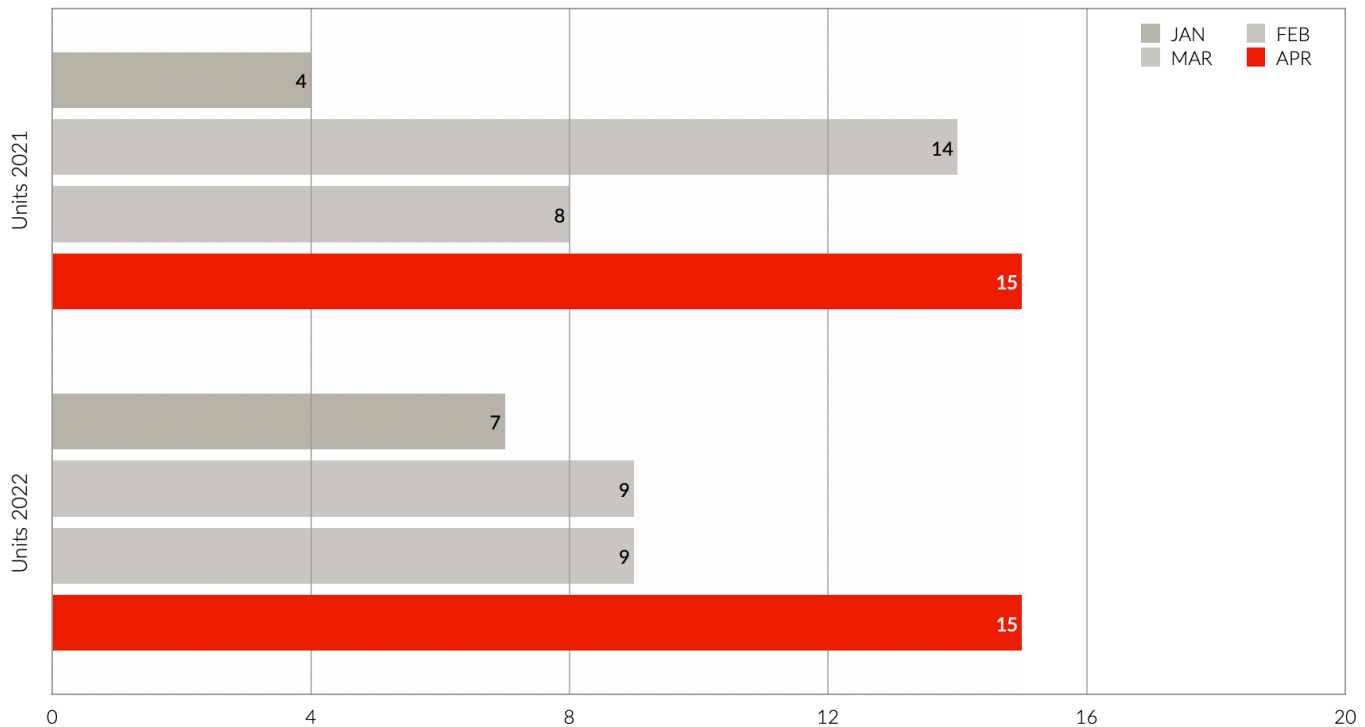


Yearly Totals 2021 vs. 2022

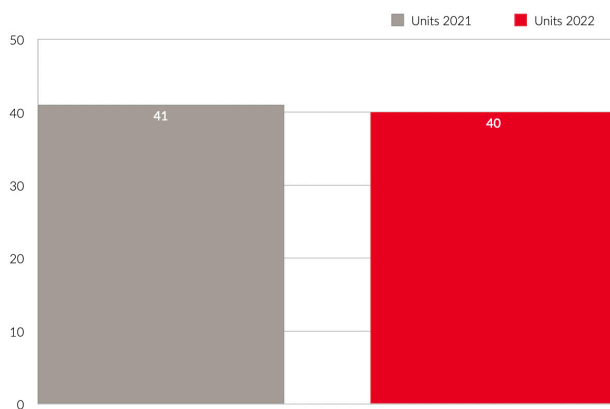


Month vs. Month 2021 vs. 2022

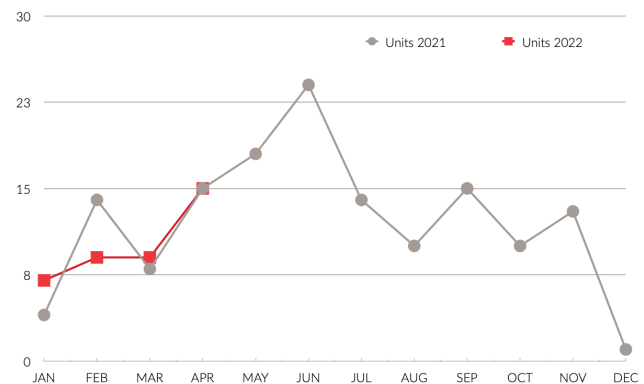
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

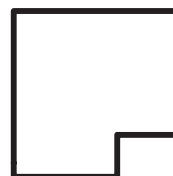
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



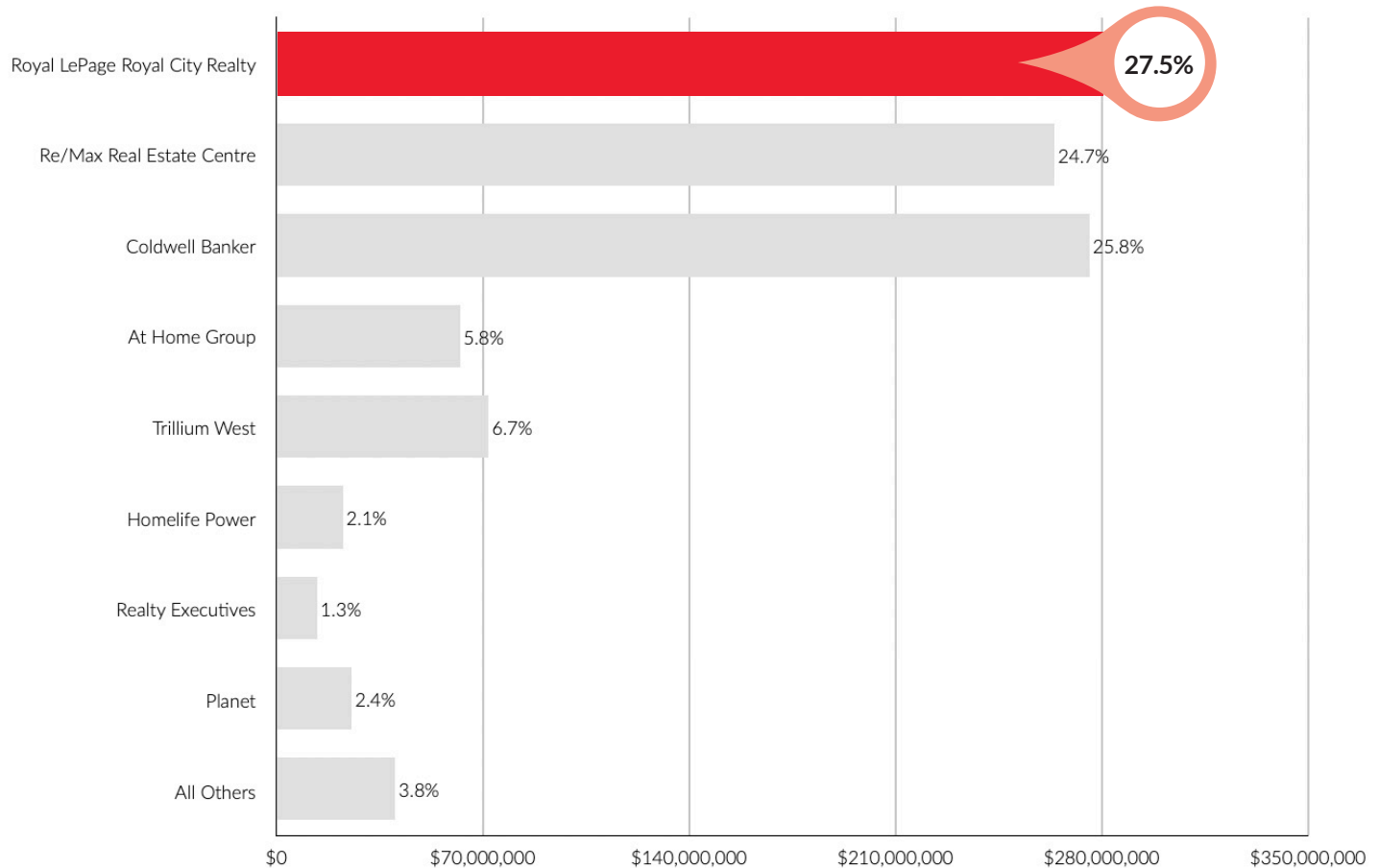
VACANT LAND

YTD Sales Volume	 \$67,245,747 +53.78%	 \$2,683,000 +294.6%	 \$4,253,000 +9.53%
YTD Unit Sales	 32 +14.29%	 3 +200%	 3 -50%
YTD Average Sale Price	 \$2,101,430 +34.56%	 \$894,333 +31.5%	 \$1,417,667 +119.06%
April Sales Volume	 \$22,888,647 +44.67%	 \$586,000 -13.8%	 \$2,653,000 +170.71%
April Unit Sales	 11 No Change	 1 No Change	 2 +100%

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



MARKET DOMINANCE

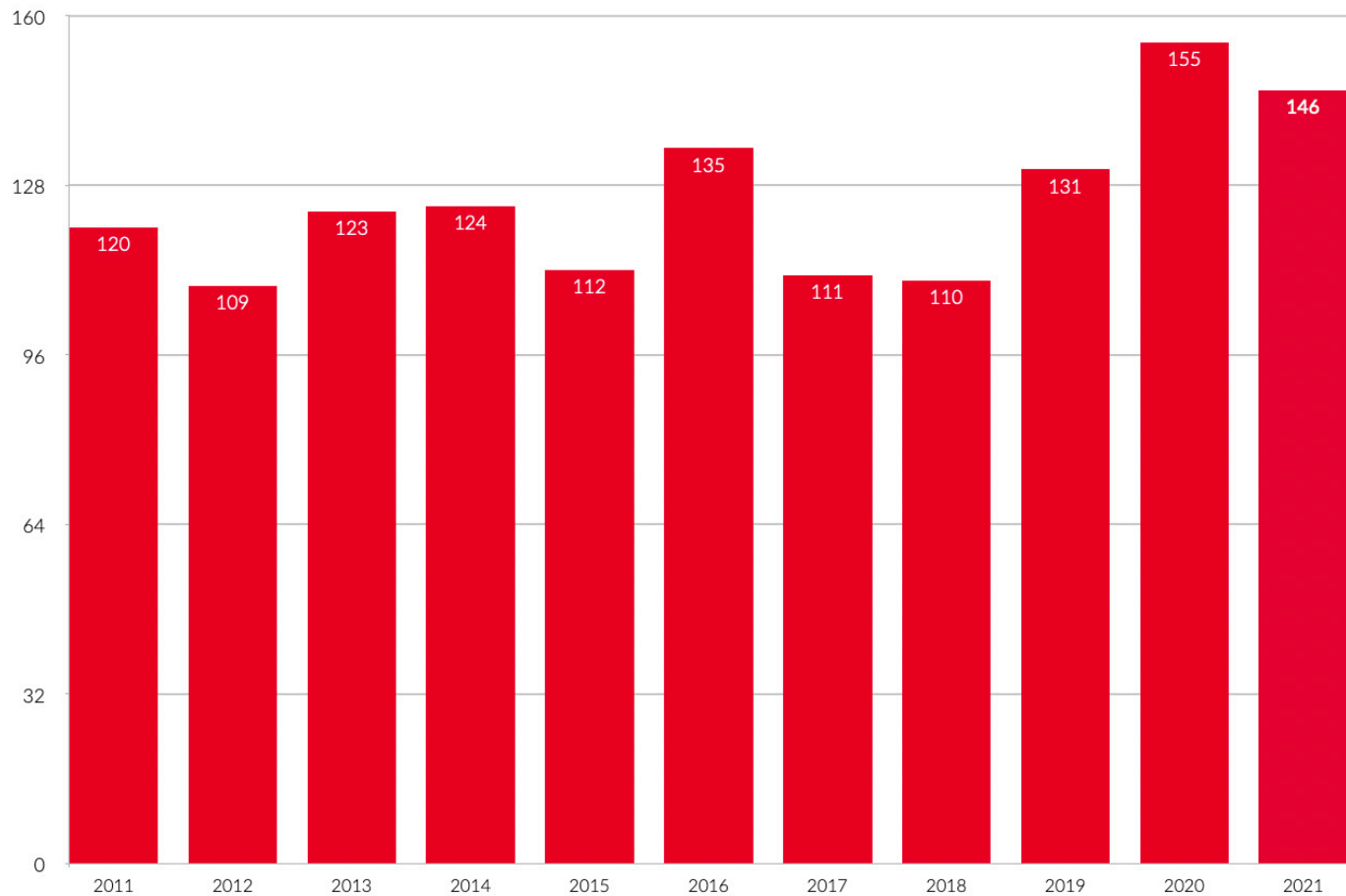


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
April 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



/RoyalLePageRoyalCity



/RoyalCityRealty



/RLPRoyalCity

Helping You Is What We Do.

Find more Real Estate Market Reports for Wellington County at royalcity.com/market-update/