



2022
MAY

PUSLINCH

Real Estate Market Report



OVERVIEW

BALANCED MARKET

The Puslinch real estate market remains a balanced market due to a small jump in inventory and a large dip in unit sales compared to this time last year. Year to date average and median sales prices remain higher than last year, showing there is still relatively high demand in this market.



May year-over-year sales volume of \$11,512,000

Down 61.75% from 2021's \$30,099,300 with unit sales of 10 down 44.44% from last year's 18. New listings of 29 are up 7.41% from a year ago, with the sales/listing ratio of 34.48% down 32.18%.



Year-to-date sales volume of \$92,693,747

Up 4.68% from 2021's \$88,546,800 with unit sales of 50 down from 2021's 59. New listings of 105 are up from 99 year ago, with the sales/listing ratio of 47.62% down -11.98%.



Year-to-date average sale price of \$1,882,319

Up from \$1,412,482 one year ago with median sale price of \$1,982,500 up from \$1,570,750 one year ago. Average days-on-market of 37 is up 8.2 days from last year.

MAY NUMBERS

Median Sale Price

\$937,500

-53.12%

Sales Volume

\$11,512,000

-61.75%

Unit Sales

10

-44.44%

New Listings

29

+7.41%

Expired Listings

3

+50%

Unit Sales/Listings Ratio

34.48%

-32.18%

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

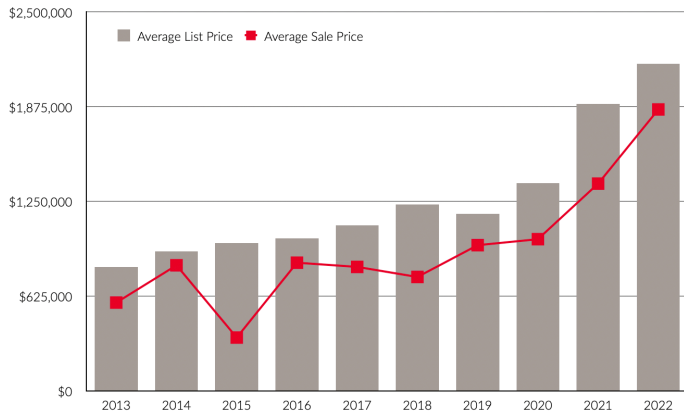


THE MARKET IN DETAIL

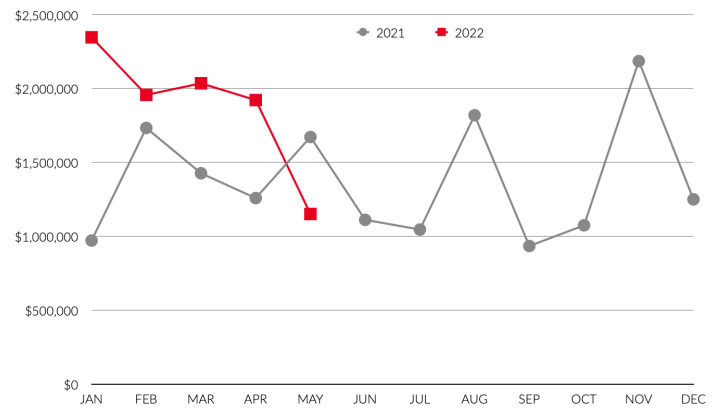
	2020	2021	2022	2021-2022
YTD Volume Sales	\$37,783,609	\$88,546,800	\$92,693,747	+4.68%
YTD Unit Sales	37	59	50	-15.25%
YTD New Listings	23	27	29	+7.41%
YTD Sales/Listings Ratio	38.95%	59.6%	57.62%	-11.98%
YTD Expired Listings	30	8	15	+87.5%
May Volume Sales	\$9,952,500	\$30,099,300	\$11,512,000	+61.75%
May Unit Sales	8	18	10	-44.44%
May New Listings	26	27	29	+7.41%
May Sales/Listings Ratio	34.78%	66.67%	34.48%	-32.18%
May Expired Listings	4	2	3	+50%
YTD Sales: \$0-\$199K	0	2	0	Down from 2
YTD Sales: \$200K-\$349K	3	1	0	Down from 1
YTD Sales: \$350K-\$549K	8	6	1	-83.33%
YTD Sales: \$550K-\$749K	1	8	11	+37.5%
YTD Sales: \$750K-\$999K	5	5	0	Down from 5
YTD Sales: \$1M+	20	37	38	+2.7%
YTD Average Days-On-Market	58.4	28.8	37	+28.47%
YTD Average Sale Price	\$1,060,611	\$1,412,482	\$1,882,319	+33.26%
YTD Median Sale Price	\$1,100,000	\$1,570,750	\$1,982,500	+26.21%

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

AVERAGE SALE PRICE

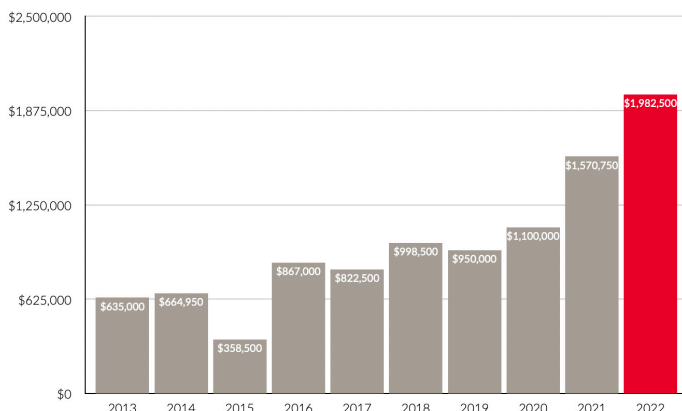


Year-Over-Year

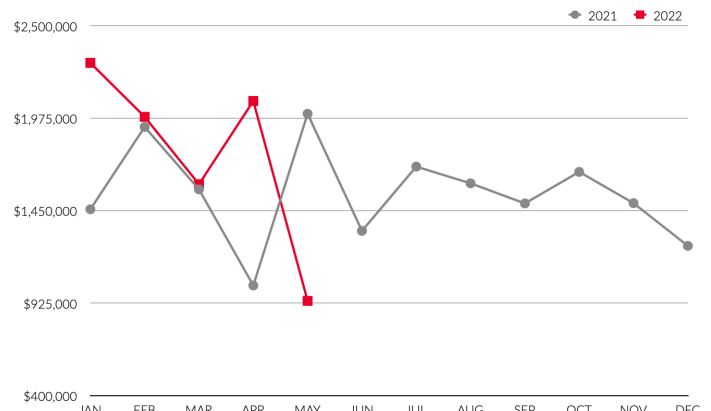


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



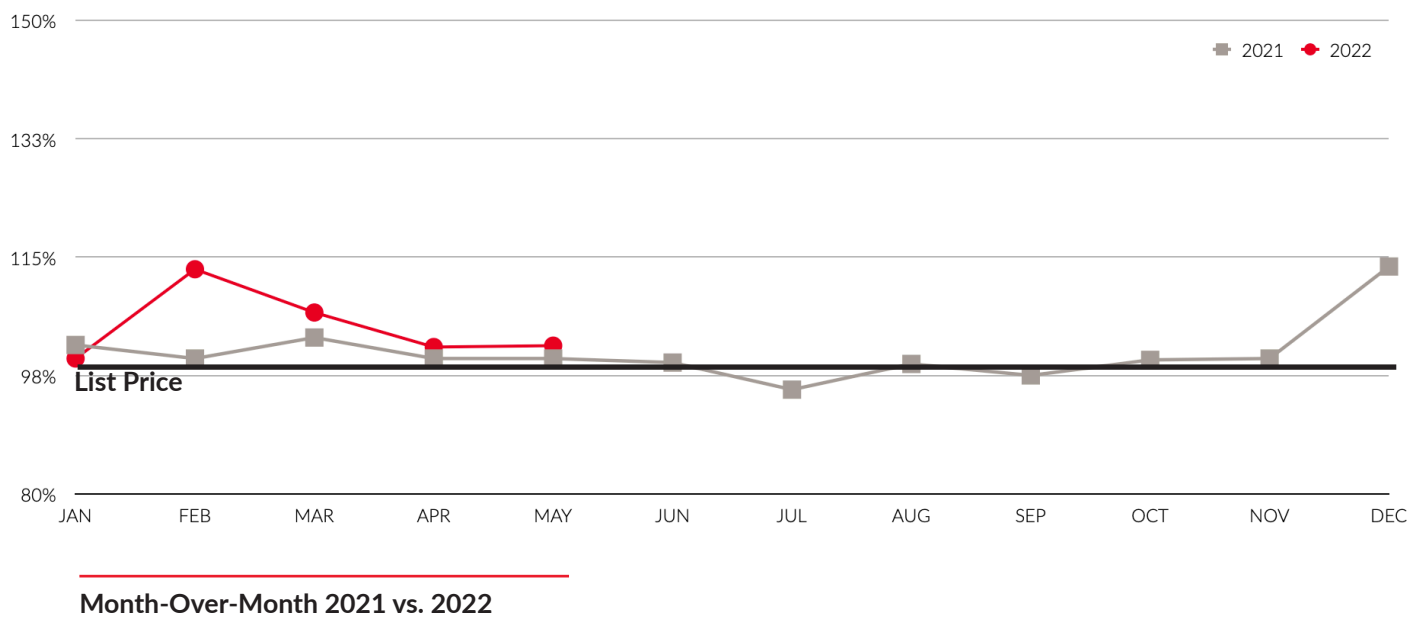
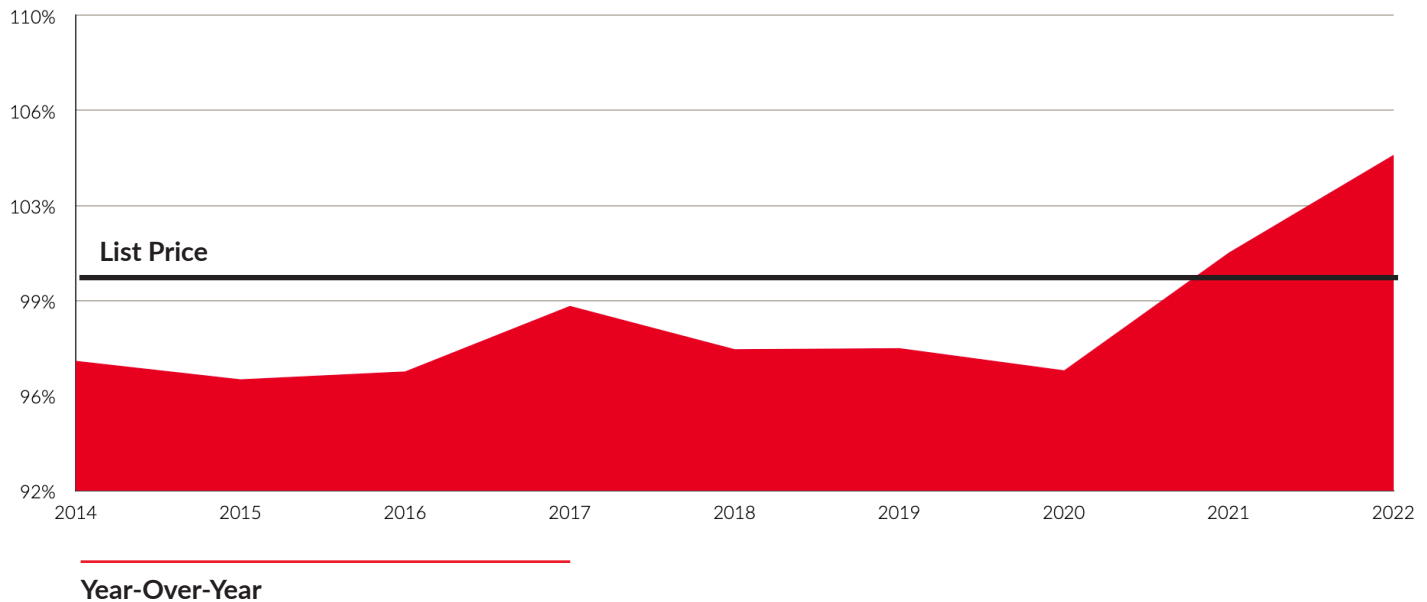
Year-Over-Year



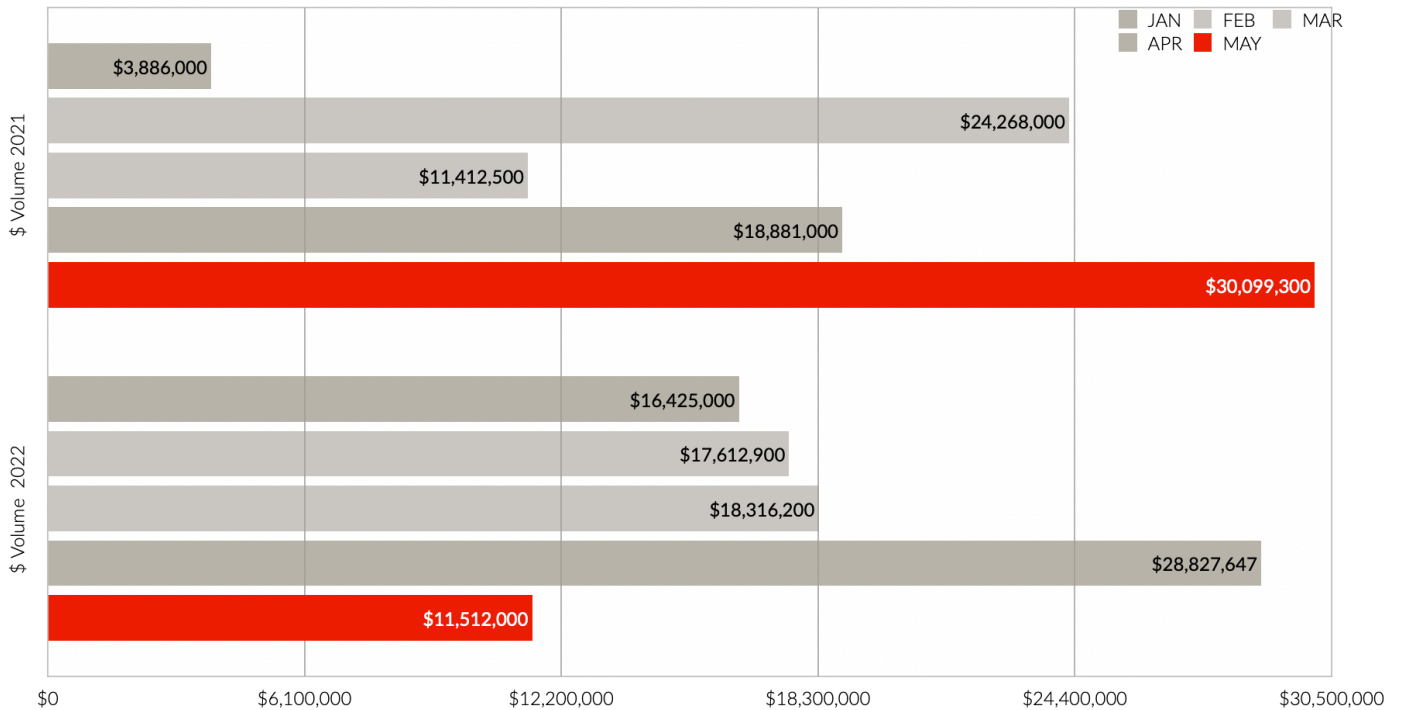
Month-Over-Month 2021 vs. 2022

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

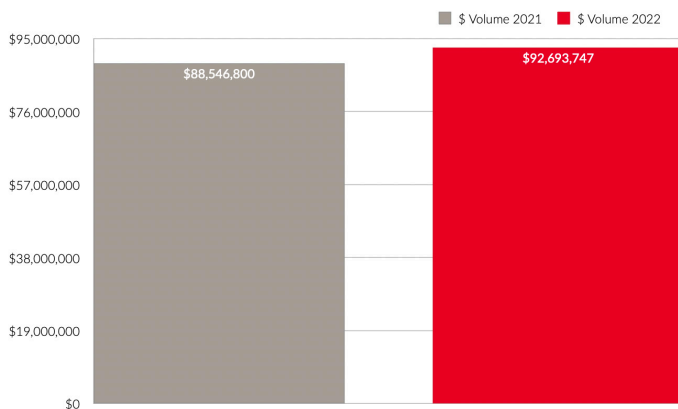
SALE PRICE VS. LIST PRICE RATIO



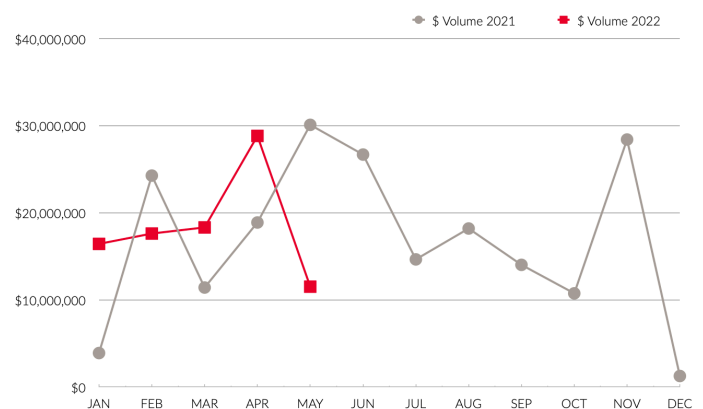
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

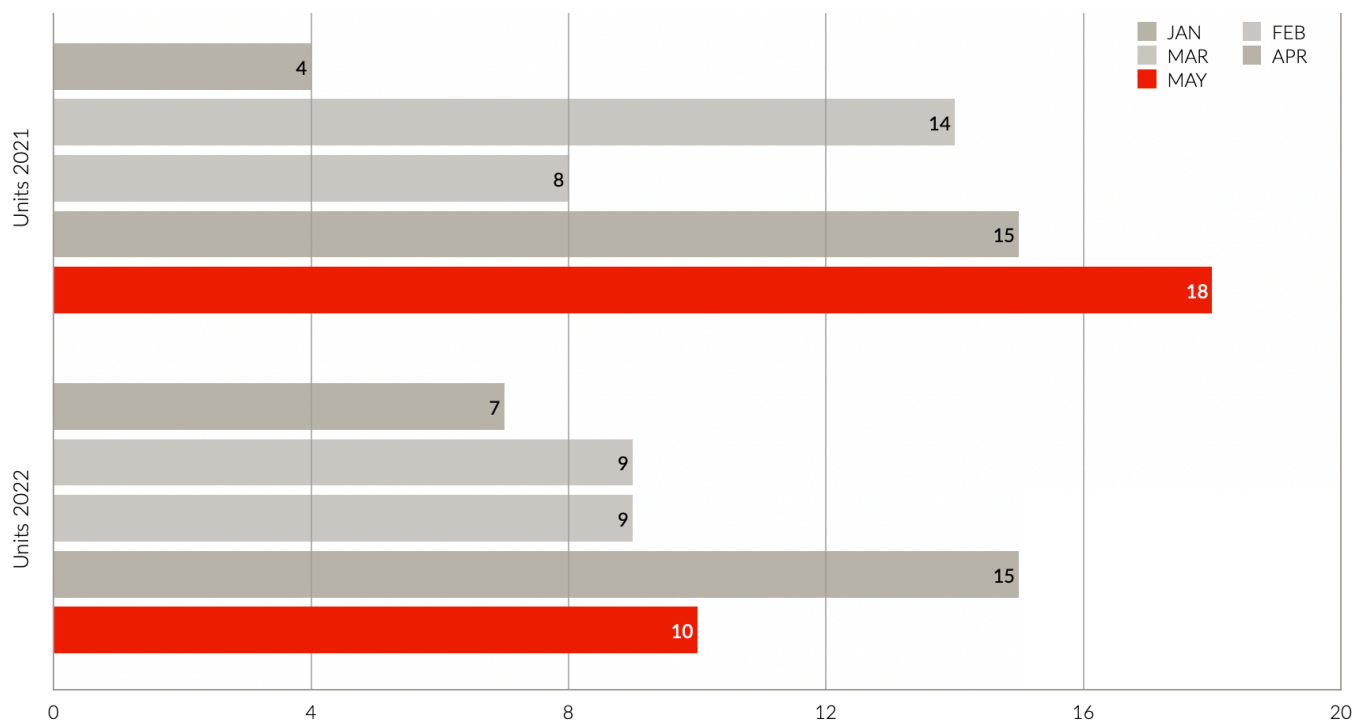


Yearly Totals 2021 vs. 2022

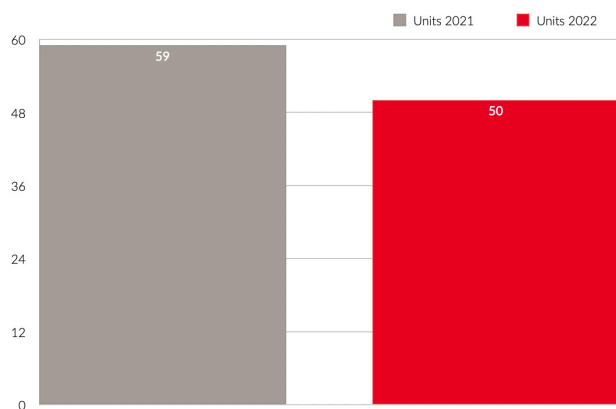


Month vs. Month 2021 vs. 2022

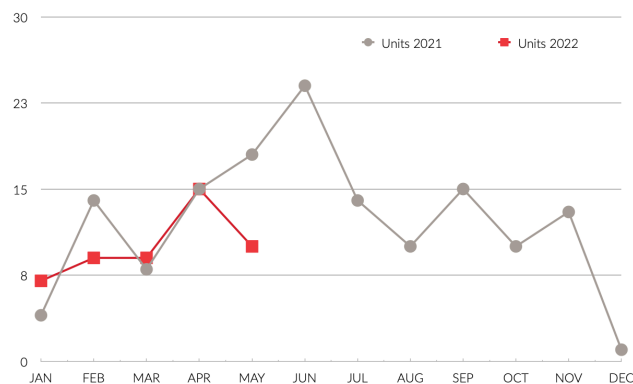
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

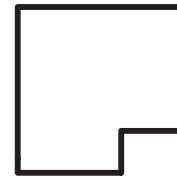
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



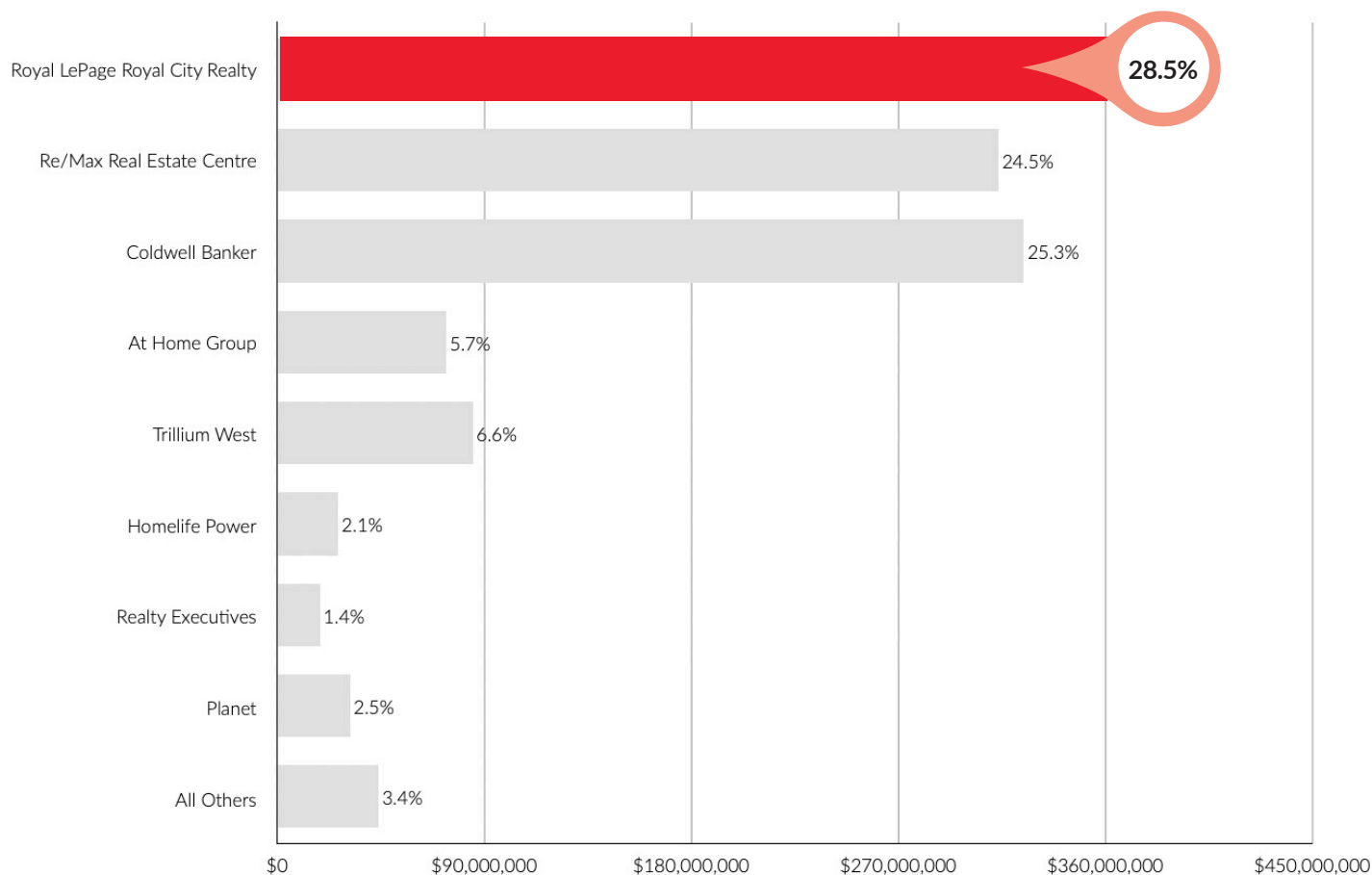
VACANT LAND

YTD Sales Volume	 \$77,137,747 +7.57%	 \$2,683,000 +294.6%	 \$5,378,000 +2.77%
YTD Unit Sales	 40 -4.76%	 3 +200%	 4 -42.86%
YTD Average Sale Price	 \$1,928,444 +12.95%	 \$894,333 +31.5%	 \$1,344,500 +79.85%
May Sales Volume	 \$9,892,000 -64.65%	 \$0 No Change	 \$1,125,000 -16.67%
May Unit Sales	 8 -42.86%	 0 No Change	 1 No Change

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



MARKET DOMINANCE

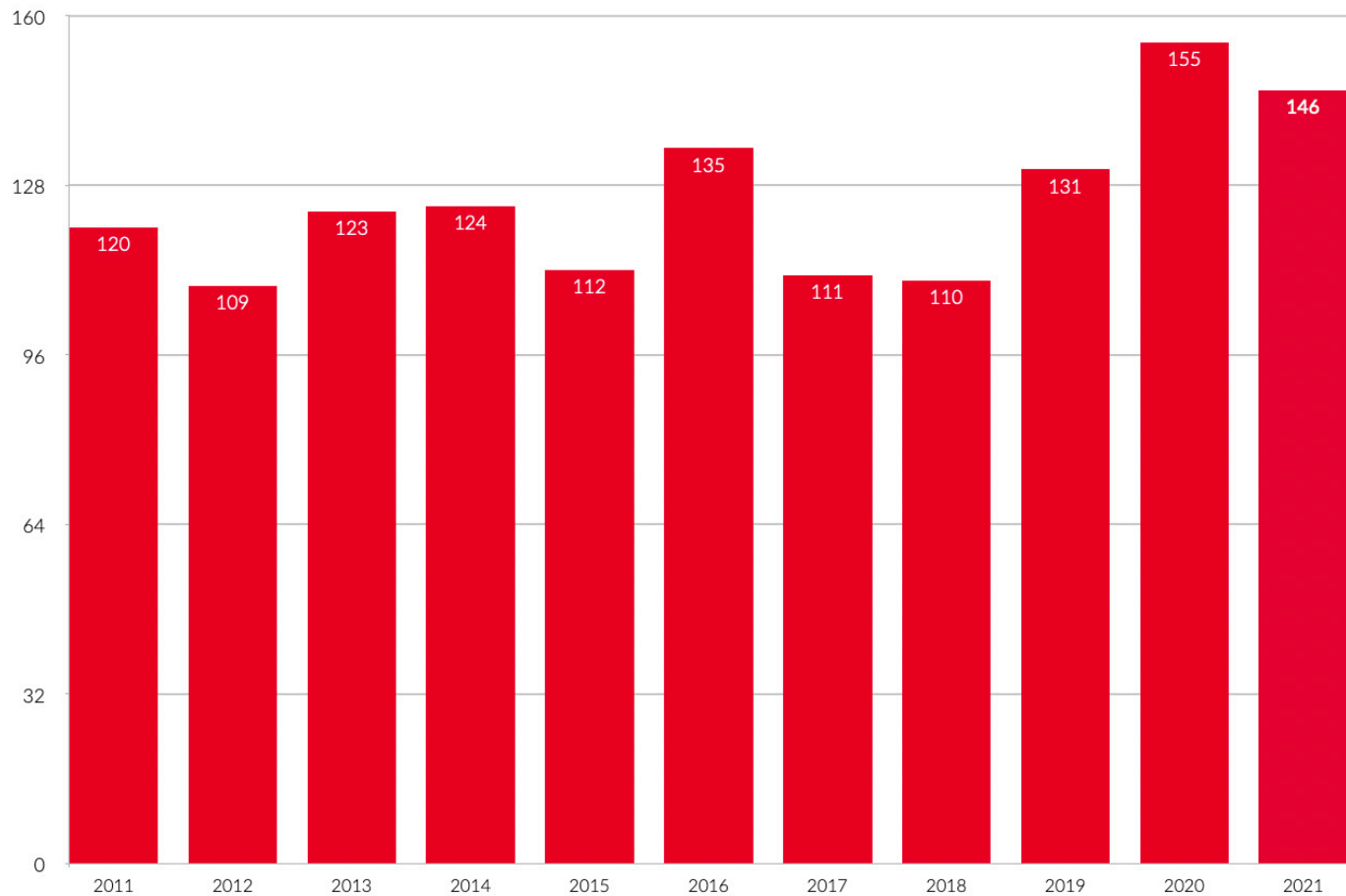


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
May 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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