



2022 JUNE

PUSLINCH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

BALANCED MARKET

The Puslinch real estate market remains a balanced market due to a jump in inventory and a 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.



June year-over-year sales volume of \$8,824,900

Down 66.93% from 2021's \$26,684,100 with unit sales of 6 down 75% from last year's 24. New listings of 36 are up 20% from a year ago, with the sales/listing ratio of 16.67% down 63.33%.



Year-to-date sales volume of \$101,518,647

Down 11.9% from 2021's \$115,230,900 with unit sales of 56 down from 2021's 83. New listings of 141 are up from 129 year ago, with the sales/listing ratio of 39.72% down -24.62%.



Year-to-date average sale price of \$1,813,735

Up from \$1,362,374 one year ago with median sale price of \$1,791,300 up from \$1,514,125 one year ago. Average days-on-market of 34.17 is up 7.67 days from last year.

JUNE NUMBERS

Median Sale Price

\$1,462,450

+9.55%

Sales Volume

\$8,824,900

-66.93%

Unit Sales

6

-75%

New Listings

36

+20%

Expired Listings

4

-33.33%

Unit Sales/Listings Ratio

16.67%

-63.33%

Year-over-year comparison
(June 2022 vs. June 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.

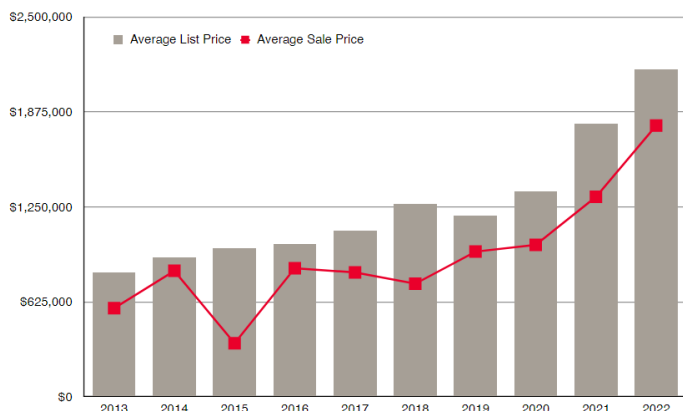


THE MARKET IN DETAIL

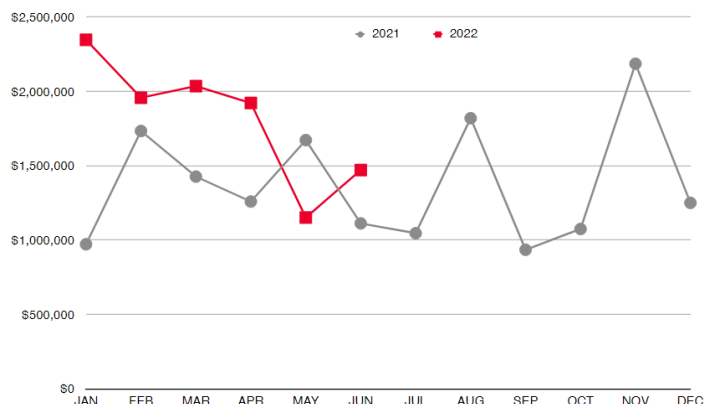
	2020	2021	2022	2021-2022
YTD Volume Sales	\$65,172,109	\$115,230,109	\$101,518,647	+11.9%
YTD Unit Sales	63	83	56	-32.53%
YTD New Listings	134	129	141	+9.3%
YTD Sales/Listings Ratio	47.01%	64.34%	39.72%	-24.62%
YTD Expired Listings	36	14	19	+35.71%
June Volume Sales	\$27,388,500	\$26,684,100	\$8,824,900	-66.93%
June Unit Sales	26	24	6	-75%
June New Listings	39	30	36	+20%
June Sales/Listings Ratio	66.67%	80%	16.67%	-63.33%
June Expired Listings	6	6	4	-33.33%
YTD Sales: \$0-\$199K	0	7	0	Down from 7
YTD Sales: \$200K-\$349K	3	1	0	Down from 1
YTD Sales: \$350K-\$549K	15	8	1	-87.5%
YTD Sales: \$550K-\$749K	2	9	11	+22.22%
YTD Sales: \$750K-\$999K	9	8	0	Down from 8
YTD Sales: \$1M+	34	50	44	-12%
YTD Average Days-On-Market	55.33	26.5	34.17	+28.93%
YTD Average Sale Price	\$1,059,410	\$1,362,374	\$1,813,735	+33.13%
YTD Median Sale Price	\$1,150,000	\$1,514,125	\$1,791,300	+18.31%

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

AVERAGE SALE PRICE

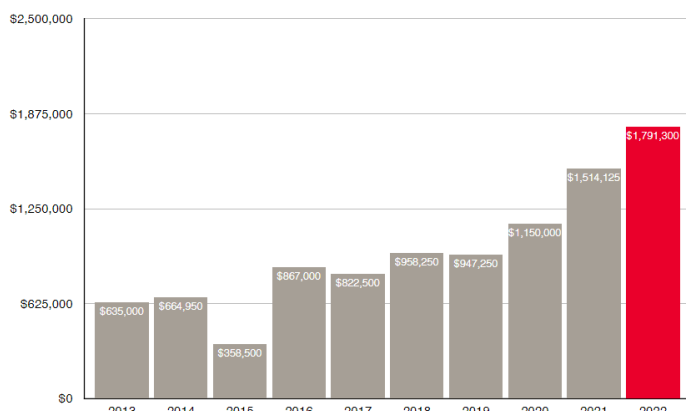


Year-Over-Year

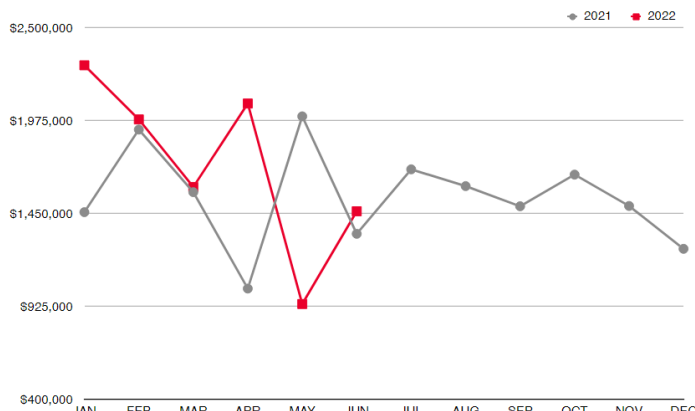


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



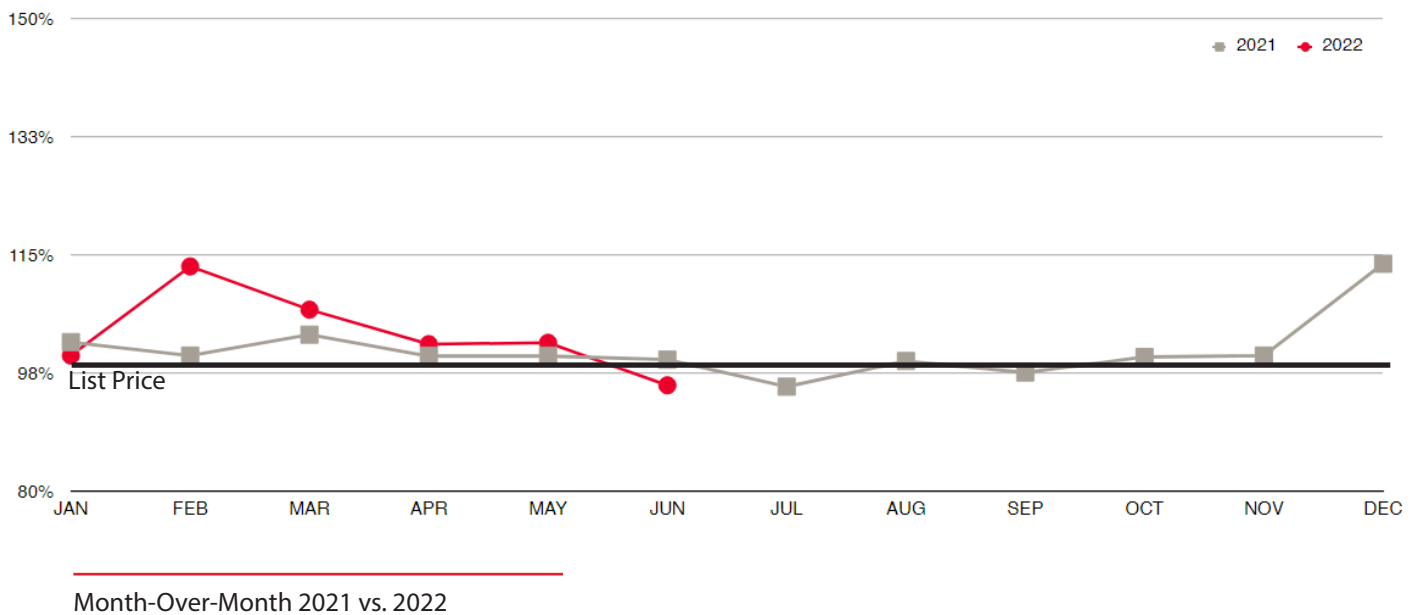
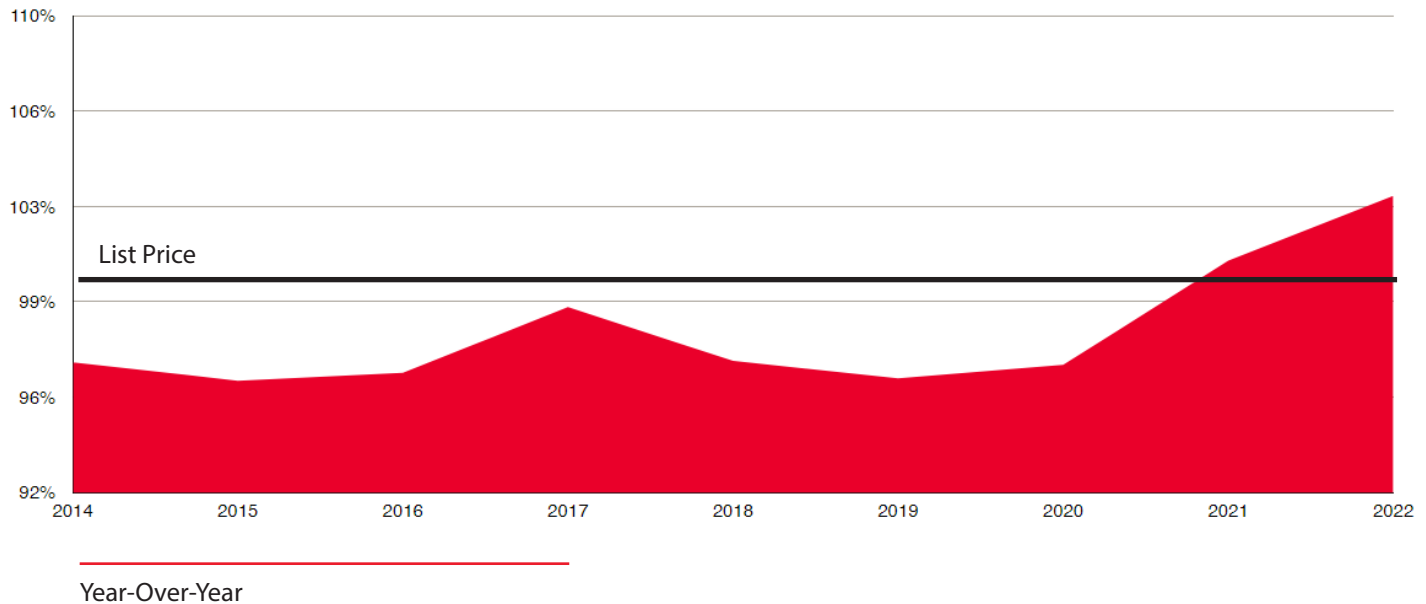
Year-Over-Year



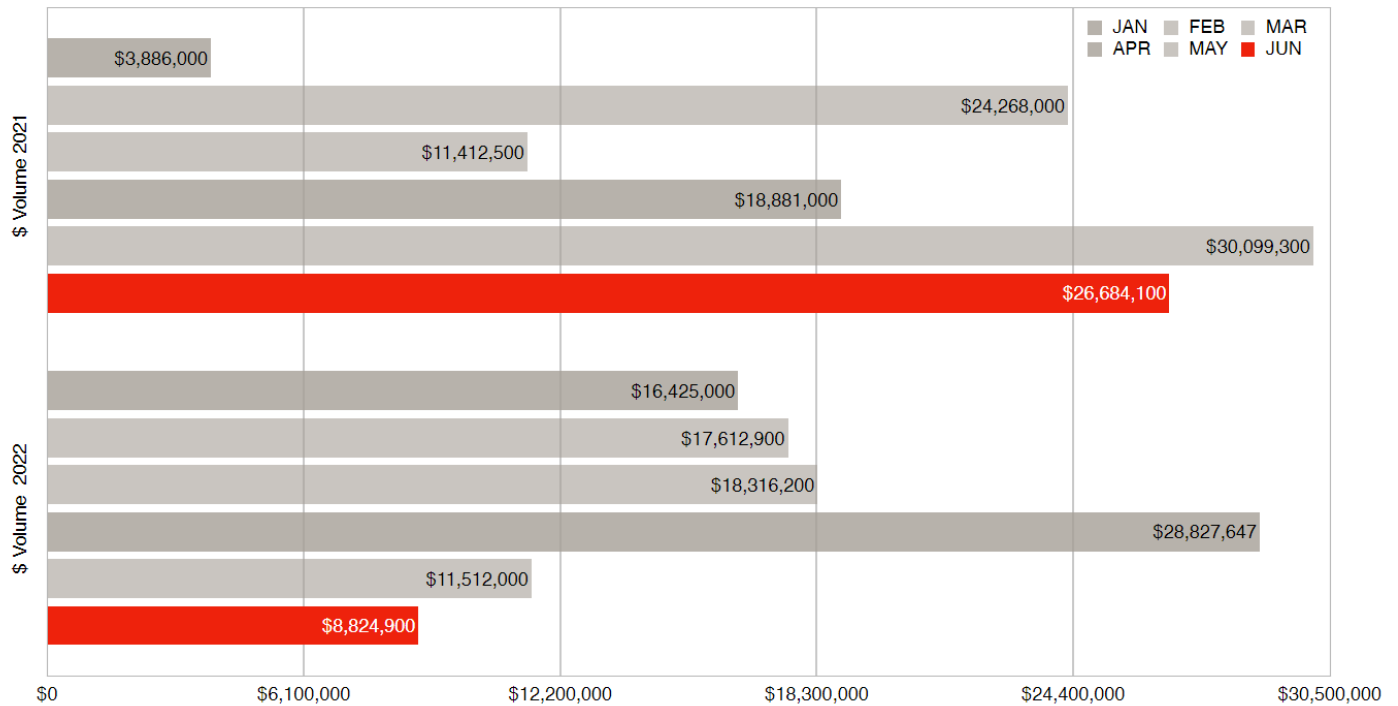
Month-Over-Month 2021 vs. 2022

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

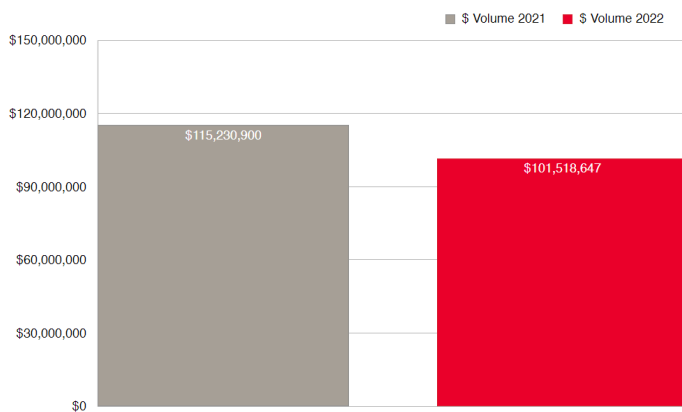
SALE PRICE VS. LIST PRICE RATIO



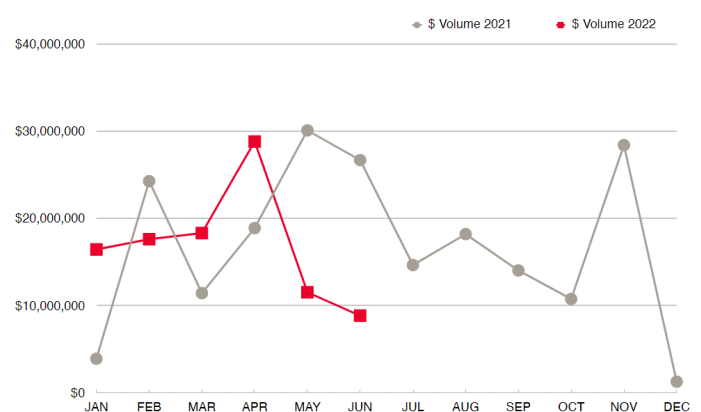
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

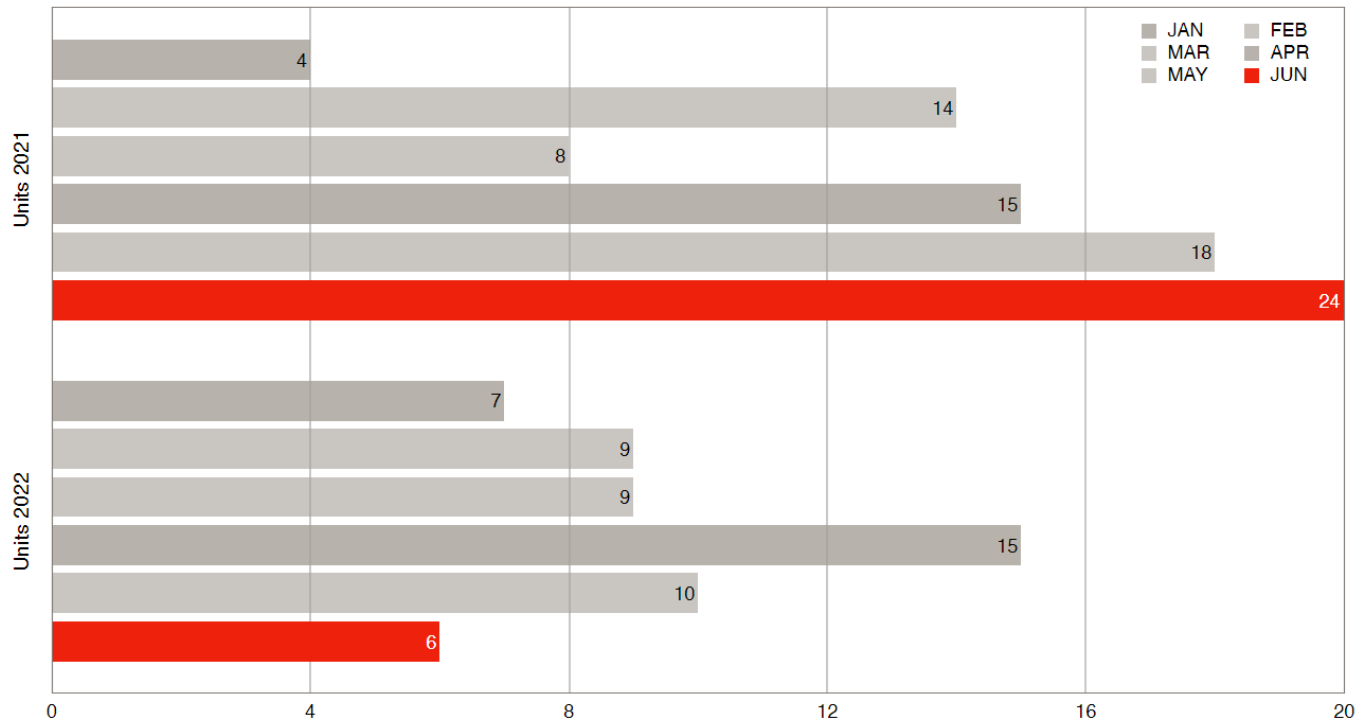


Yearly Totals 2021 vs. 2022

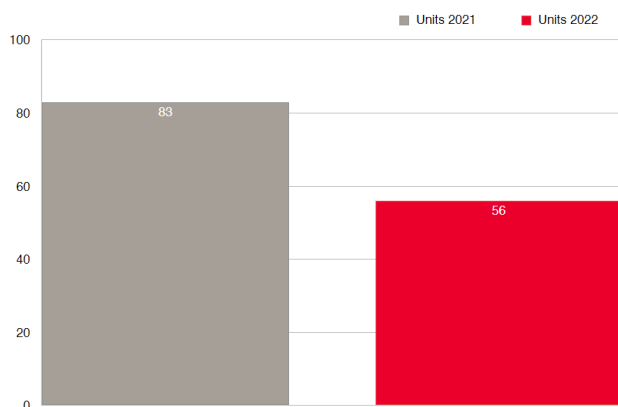


Month vs. Month 2021 vs. 2022

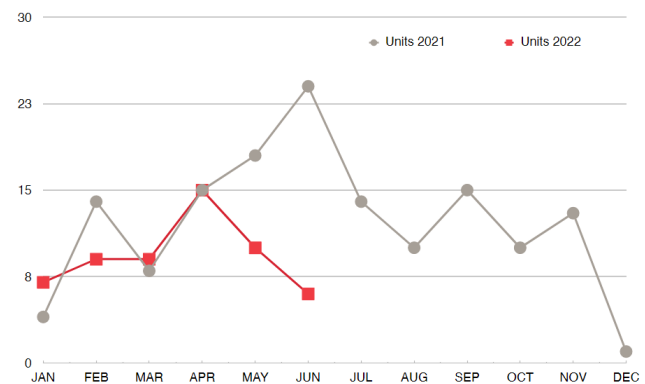
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

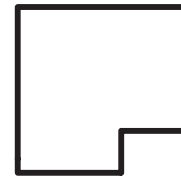
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



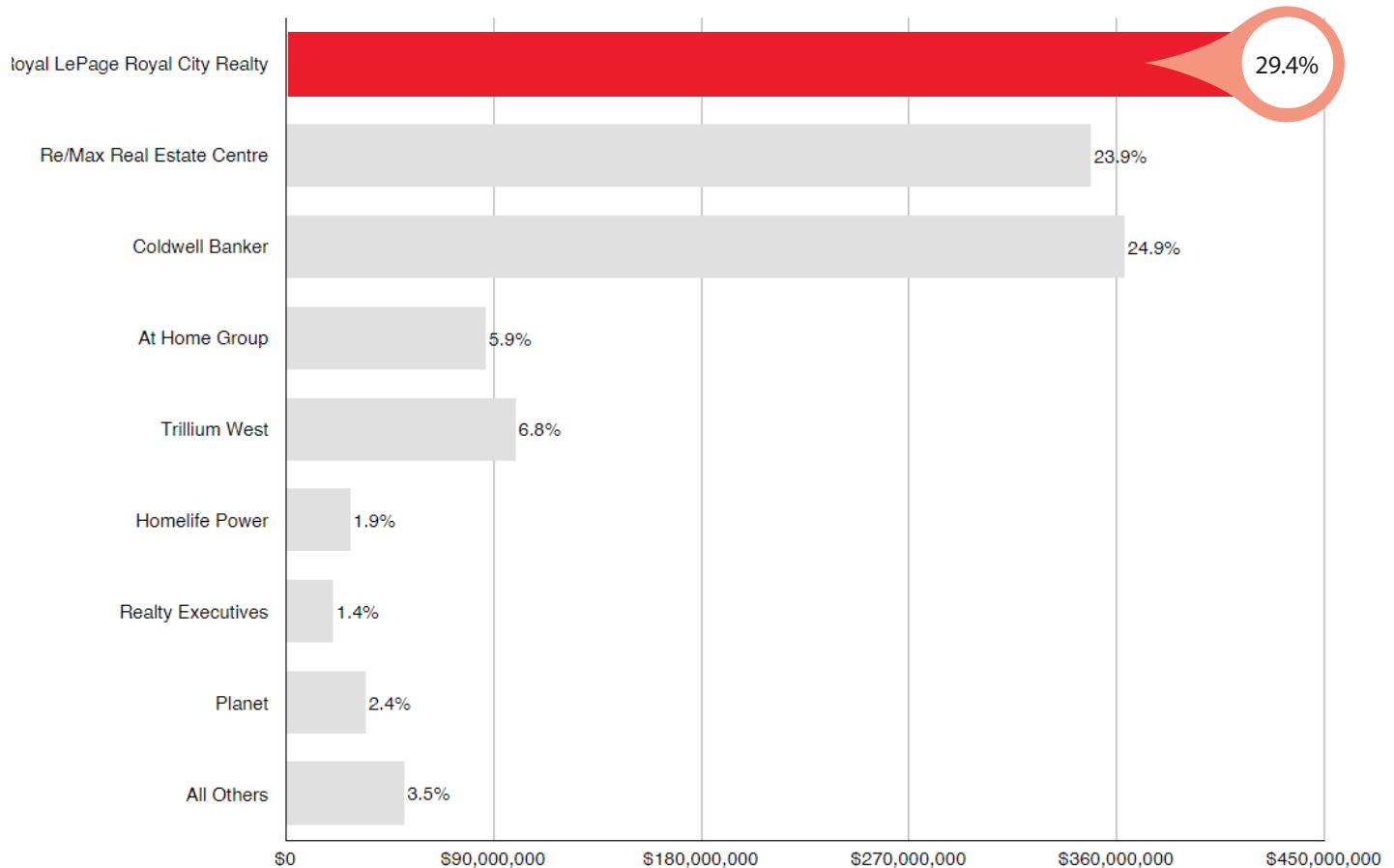
VACANT LAND

YTD Sales Volume	 \$85,962,647 -4.61%	 \$2,683,000 +42.7%	 \$5,378,000 -33.33%
YTD Unit Sales	 46 -16.36%	 3 +50%	 4 -55.56%
YTD Average Sale Price	 \$1,868,753 +14.06%	 \$894,333 -4.9%	 \$1,344,500 +49.98%
June Sales Volume	 \$8,824,900 -52.05%	 \$0 Down from \$1,200,000	 \$0 Down from \$2,835,000
June Unit Sales	 6 -53.85%	 0 Down from 1	 0 Down from 2

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



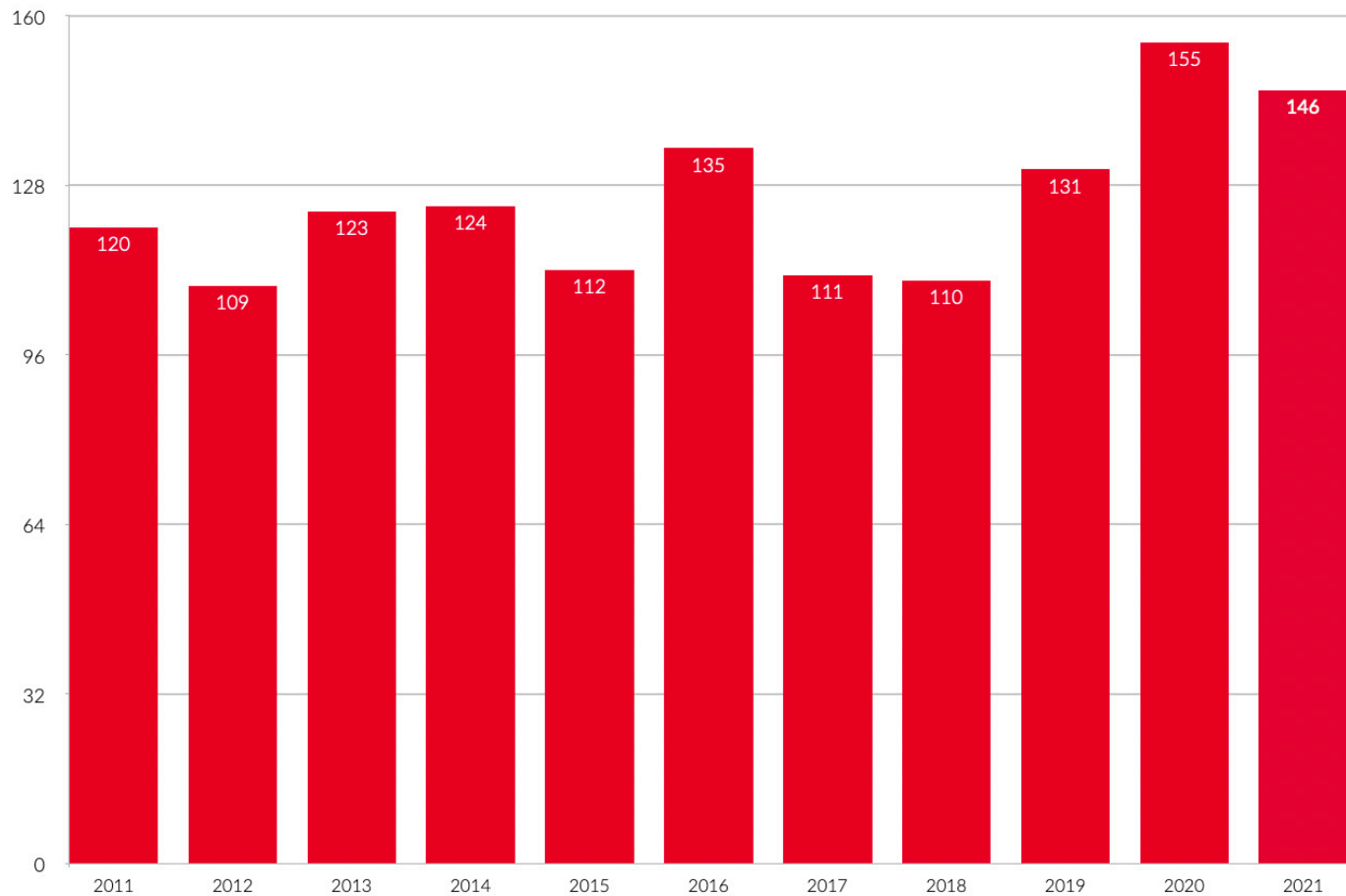
MARKET DOMINANCE



Market Share by Dollar Volume
Listing Selling Ends Combined for Guelph Based Companies
June 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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