



2022
JULY

PUSLINCH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

BALANCED MARKET

The Puslinch real estate market remains in balanced territory due to rising inventory and a relative dip in unit sales compared to this time last year. It is good to keep in mind that since this market is much smaller than others, making these statistics much more erratic.



July year-over-year sales volume of \$17,144,500

Up 17.09% from 2021's \$14,642,500 with unit sales of 10 down 28.57% from last year's 14. New listings of 23 are up 21.05% from a year ago, with the sales/listing ratio of 43.48% down 30.21%.



Year-to-date sales volume of \$118,663,147

Down 8.63% from 2021's \$129,873,400 with unit sales of 66 down from 2021's 97. New listings of 164 are up from 148 year ago, with the sales/listing ratio of 40.24% down 25.3%.



Year-to-date average sale price of \$1,799,552

Up from \$1,317,163 one year ago with median sale price of \$1,713,750 up from \$1,570,750 one year ago. Average days-on-market of 32.86 is up 7 days from last year.

JULY NUMBERS

Median Sale Price

\$1,713,750

+0.81%

Sales Volume

\$17,144,500

+17.09%

Unit Sales

10

-28.57%

New Listings

23

+21.05%

Expired Listings

4

+300%

Unit Sales/Listings Ratio

43.48%

-30.21%

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

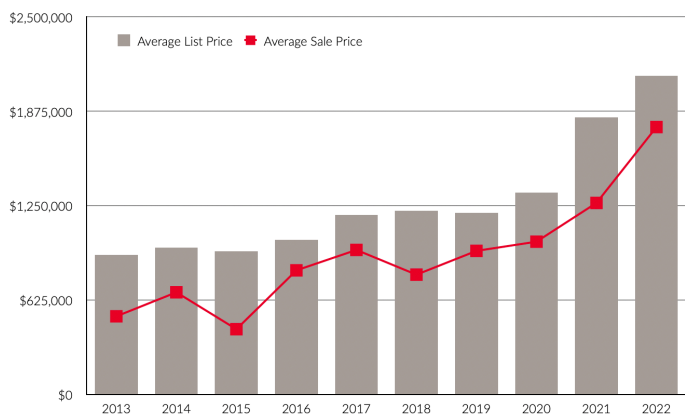


THE MARKET IN DETAIL

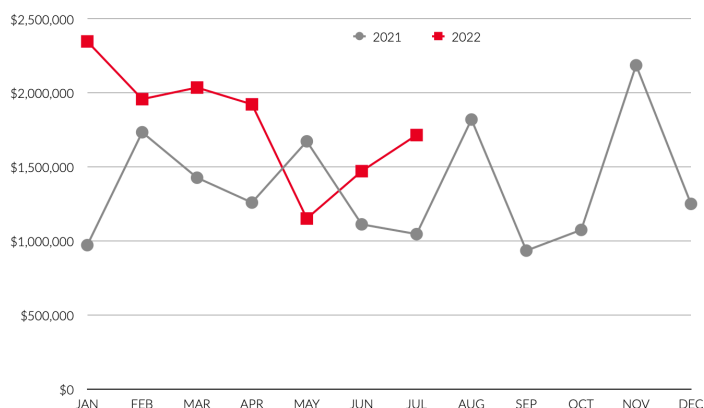
	2020	2021	2022	2021-2022
YTD Volume Sales	\$91,361,130	\$129,873,400	\$118,663,147	-8.69%
YTD Unit Sales	86	97	66	-31.96%
YTD New Listings	162	148	164	+10.81%
YTD Sales/Listings Ratio	53.09%	65.54%	40.24%	-25.3%
YTD Expired Listings	38	15	23	+53.33%
July Volume Sales	\$26,189,021	\$14,642,500	\$17,144,500	+17.09%
July Unit Sales	23	14	10	-28.57%
July New Listings	28	19	23	+21.05%
July Sales/Listings Ratio	82.14%	73.68%	43.48%	-30.21%
July Expired Listings	2	1	4	+300%
YTD Sales: \$0-\$199K	1	9	1	-88.89%
YTD Sales: \$200K-\$349K	4	3	0	Down from 3
YTD Sales: \$350K-\$549K	19	9	1	-88.89%
YTD Sales: \$550K-\$749K	4	12	12	No Change
YTD Sales: \$750K-\$999K	12	9	1	-88.89%
YTD Sales: \$1M+	46	55	52	-5.45%
YTD Average Days-On-Market	67.14	25.86	32.86	+27.07%
YTD Average Sale Price	\$1,070,730	\$1,317,163	\$1,799,552	+36.62%
YTD Median Sale Price	\$1,105,000	\$1,570,750	\$1,713,750	+9.1%

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

AVERAGE SALE PRICE

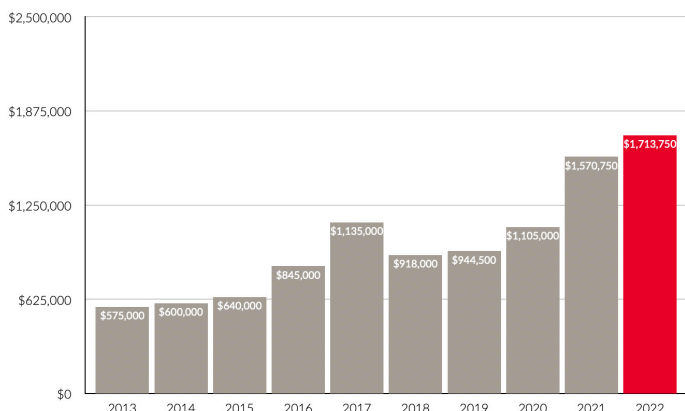


Year-Over-Year

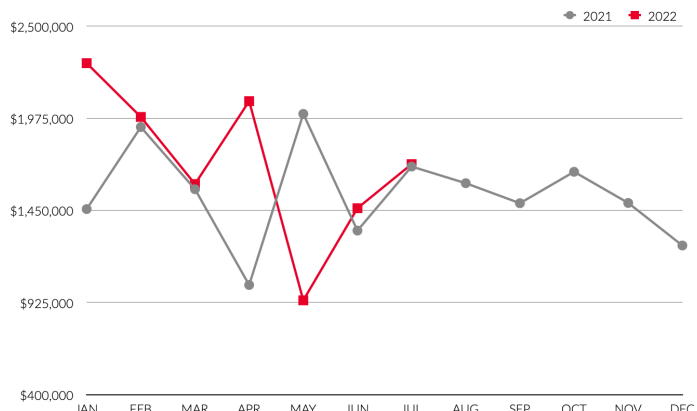


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



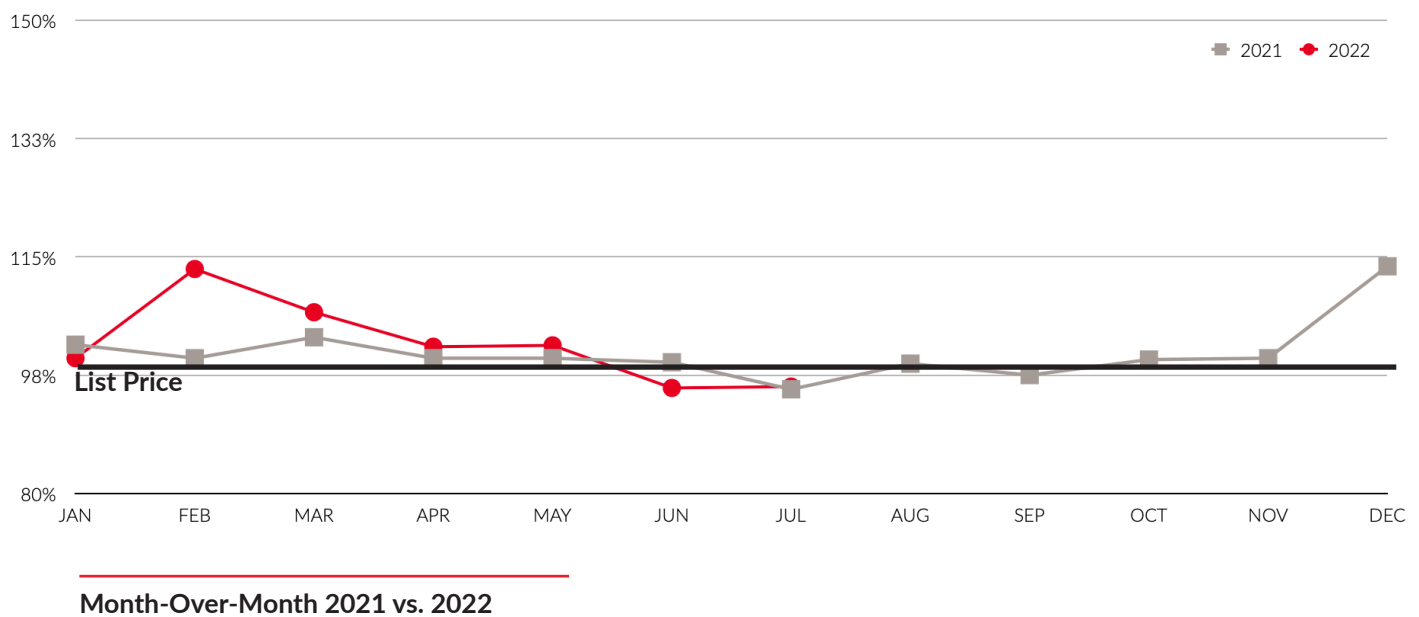
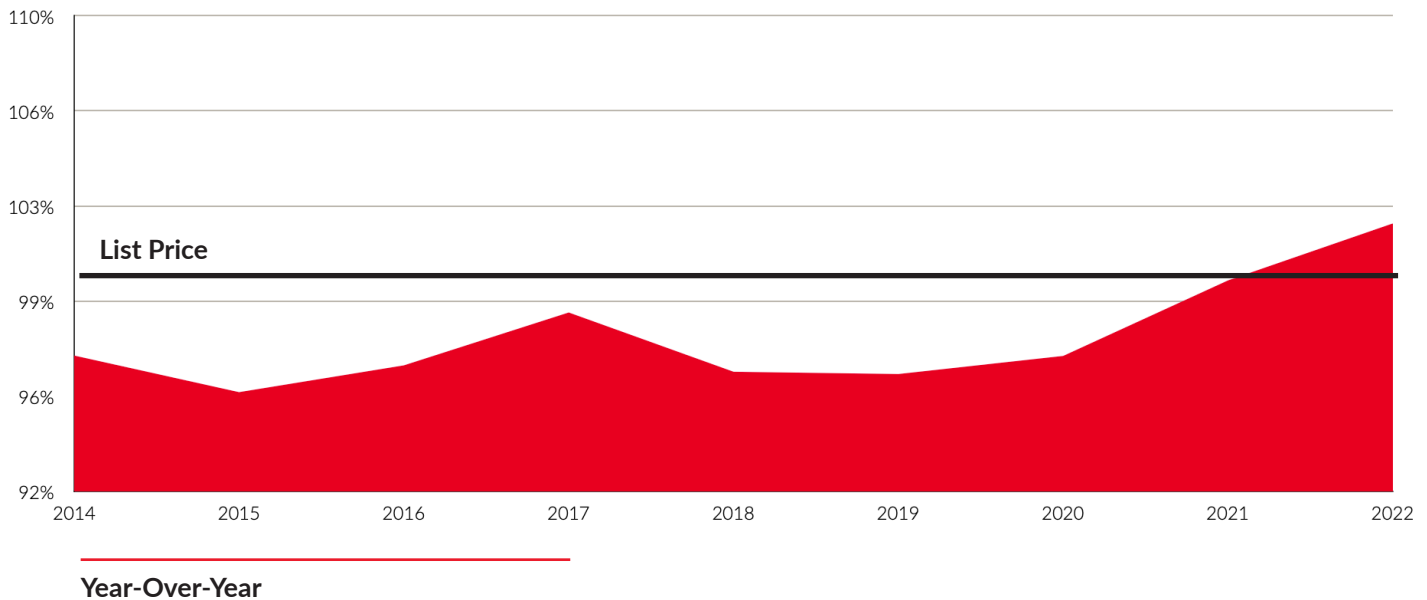
Year-Over-Year



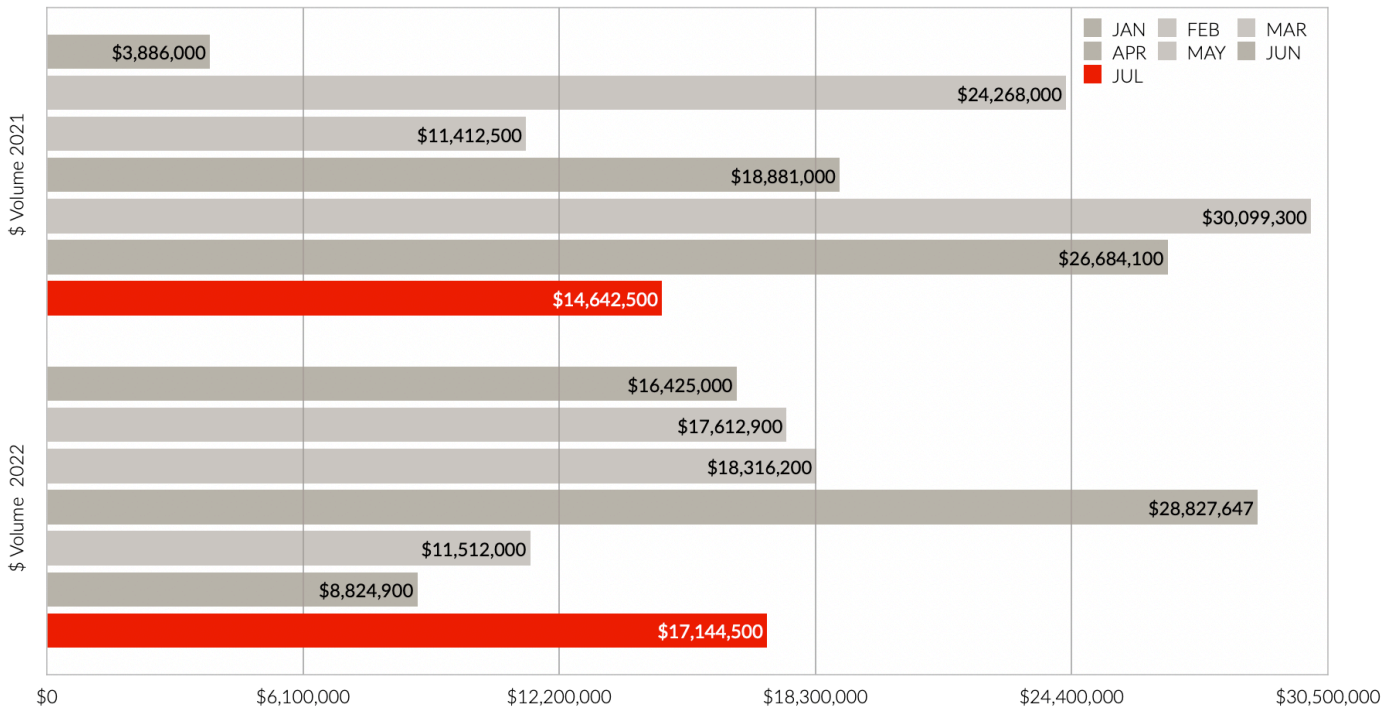
Month-Over-Month 2021 vs. 2022

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

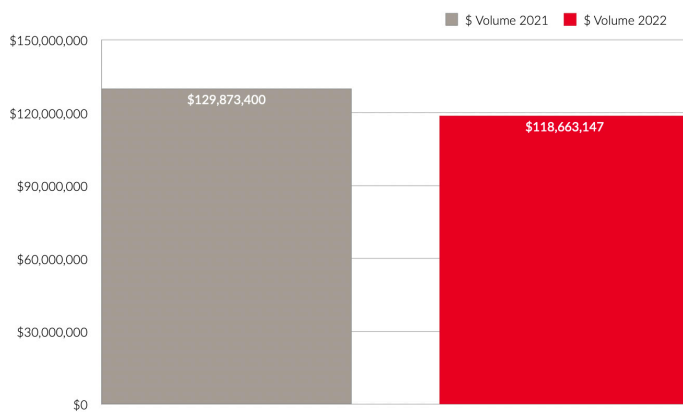
SALE PRICE VS. LIST PRICE RATIO



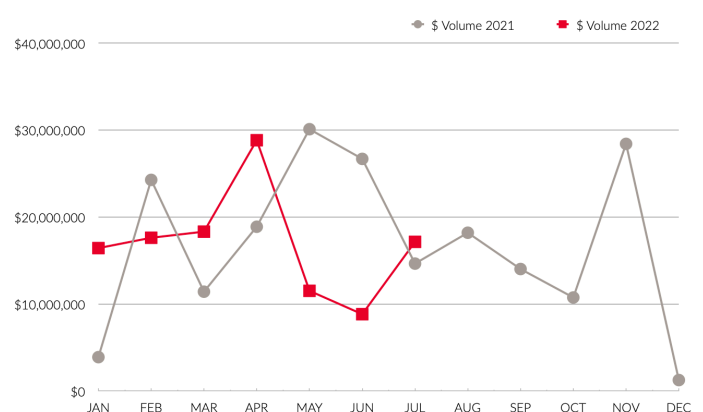
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

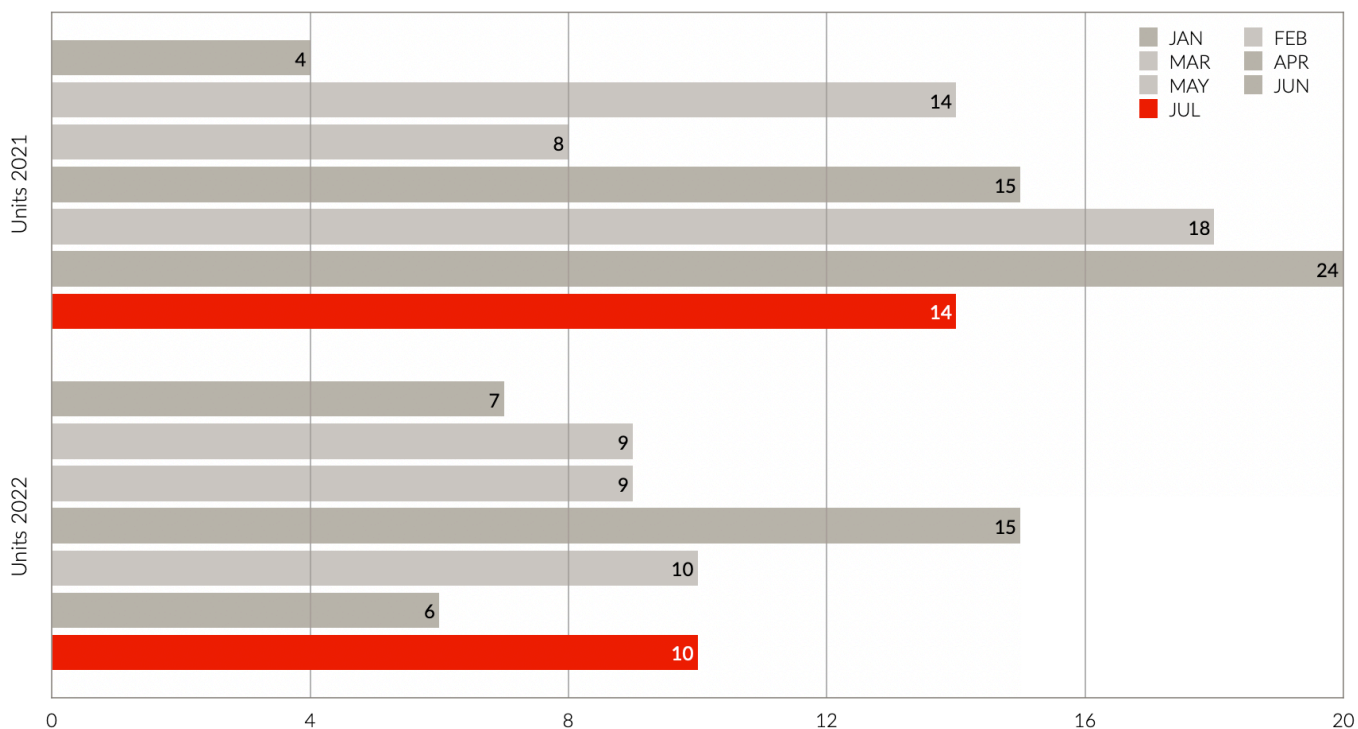


Yearly Totals 2021 vs. 2022

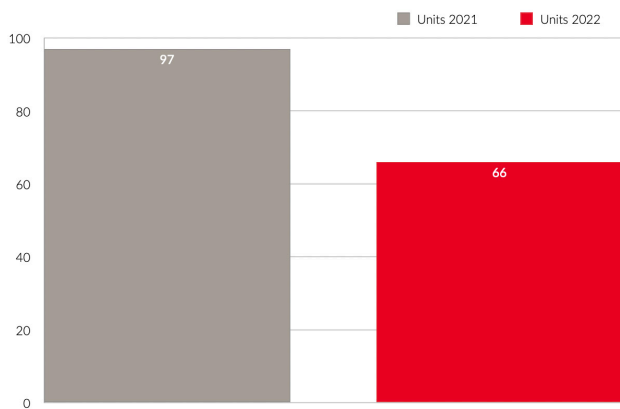


Month vs. Month 2021 vs. 2022

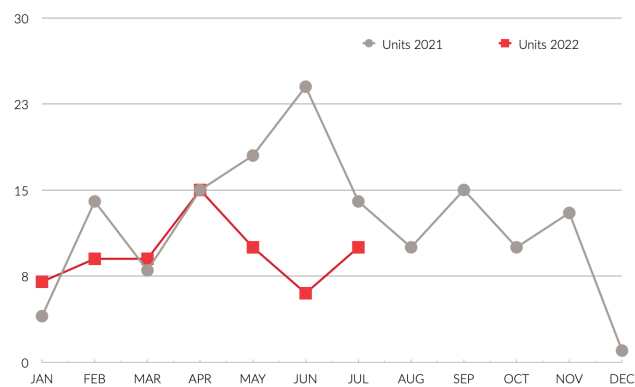
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

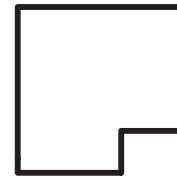
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



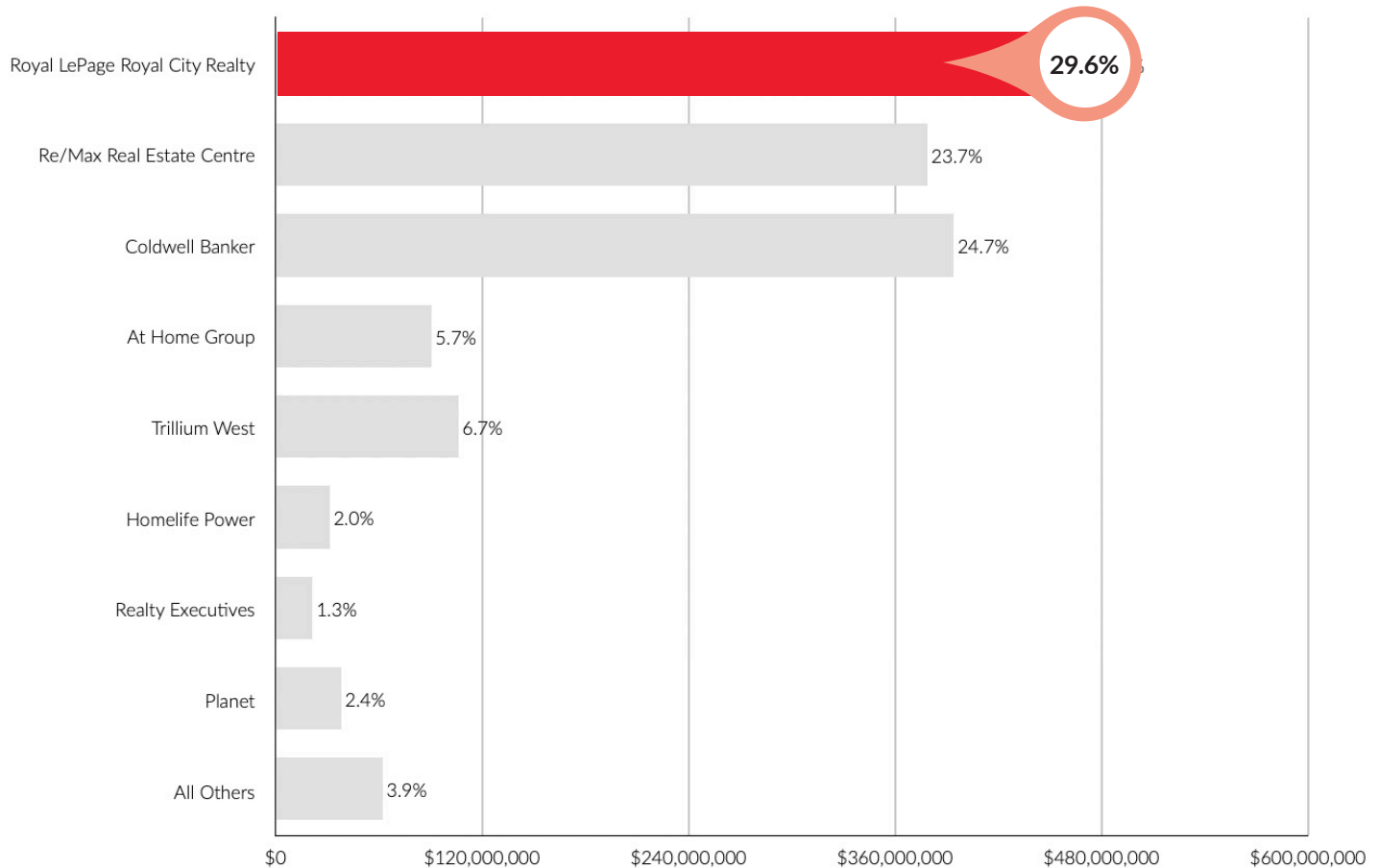
VACANT LAND

YTD Sales Volume	 \$103,107,149 +2.88%	 \$2,683,000 +42.7%	 \$5,378,000 -40.5%
YTD Unit Sales	 56 -9.68%	 3 +50%	 4 -60%
YTD Average Sale Price	 \$1,841,199 +13.9%	 \$894,333 -4.9%	 \$1,344,500 +49.51%
July Sales Volume	 \$17,144,500 +69.61%	 \$0 No Change	 \$0 Down from \$925,000
July Unit Sales	 10 +42.86%	 0 No Change	 0 Down from 1

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



MARKET DOMINANCE

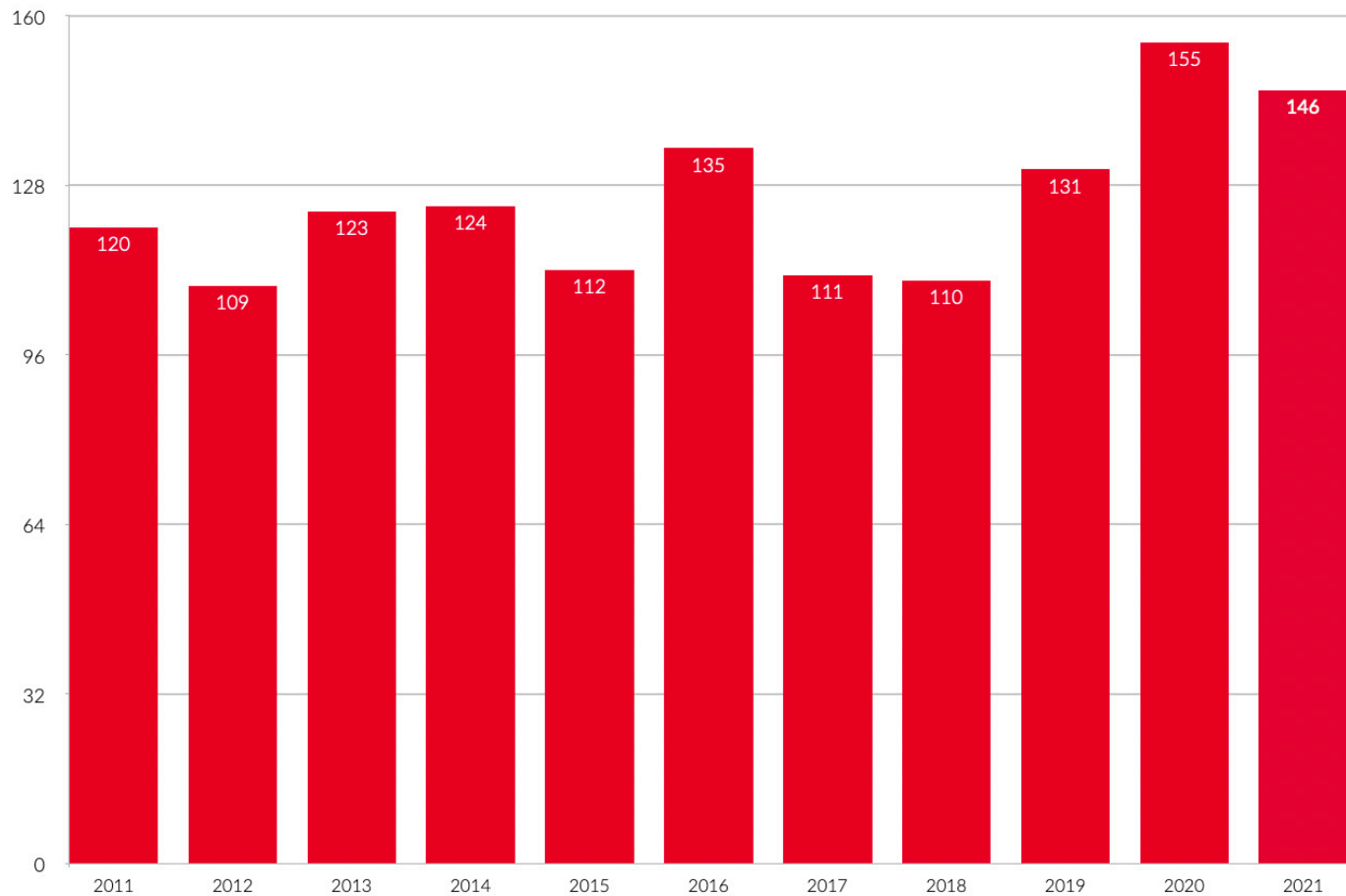


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
July 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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