



2022 **AUGUST**

PUSLINCH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

BALANCED MARKET

The Puslinch real estate market hangs on to remain a balanced market this month. Rising inventory and a relative dip in unit sales compared to this time last year is the reason behind the lower Sales/Listing Ratio. It is good to keep in mind that since this market is much smaller than others, making these statistics much more erratic.



August year-over-year sales volume of \$11,902,000

Down 34.58% from 2021's \$18,192,035 with unit sales of 8 down 20% from last year's 10. New listings of 21 are up 16.67% from a year ago, with the sales/listing ratio of 38.1% down 17.46%.



Year-to-date sales volume of \$130,565,147

Down 11.82% from 2021's \$148,065,435 with unit sales of 74 down from 2021's 107. New listings of 185 are up from 166 year ago, with the sales/listing ratio of 40% down 24.46%.



Year-to-date average sale price of \$1,787,143

Up from \$1,379,918 one year ago with median sale price of \$1,696,875 up from \$1,578,884 one year ago. Average days-on-market of 32.63 is up 7.75 days from last year.

AUGUST NUMBERS

Median Sale Price

\$1,680,000

+4.67%

Sales Volume

\$11,902,000

-34.58%

Unit Sales

8

-20%

New Listings

21

+16.67%

Expired Listings

0

Down from 3

Unit Sales/Listings Ratio

38.1%

-17.46%

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

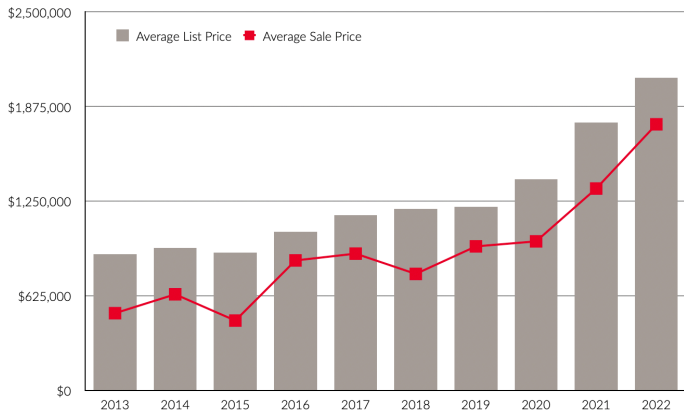


THE MARKET IN DETAIL

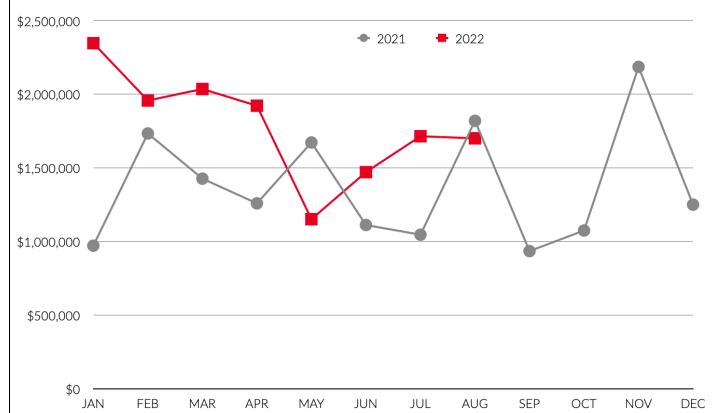
	2020	2021	2022	2021-2022
YTD Volume Sales	\$107,763,430	\$148,065,435	\$130,565,147	-11.82%
YTD Unit Sales	105	107	74	-30.84%
YTD New Listings	176	166	185	+11.45%
YTD Sales/Listings Ratio	59.66%	64.46	40	-24.46%
YTD Expired Listings	44	18	23	+27.78%
August Volume Sales	\$16,402,300	\$18,192,035	\$11,902,000	-34.58%
August Unit Sales	19	10	8	-20%
August New Listings	14	18	21	+16.67%
August Sales/Listings Ratio	135.71%	55.56%	38.1\$	-17.46%
August Expired Listings	6	3	0	Down from 3
YTD Sales: \$0-\$199K	5	9	2	-77.78%
YTD Sales: \$200K-\$349K	5	3	0	Down from 3
YTD Sales: \$350K-\$549K	23	9	2	-77.78%
YTD Sales: \$550K-\$749K	5	13	12	-7.69%
YTD Sales: \$750K-\$999K	16	10	1	-90%
YTD Sales: \$1M+	51	63	58	-7.94%
YTD Average Days-On-Market	64	24.88	32.62	+31.16%
YTD Average Sale Price	\$1,044,799	\$1,379,918	\$1,787,143	+29.51%
YTD Median Sale Price	\$1,152,500	\$1,587,884	\$1,696,875	+6.86%

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

AVERAGE SALE PRICE

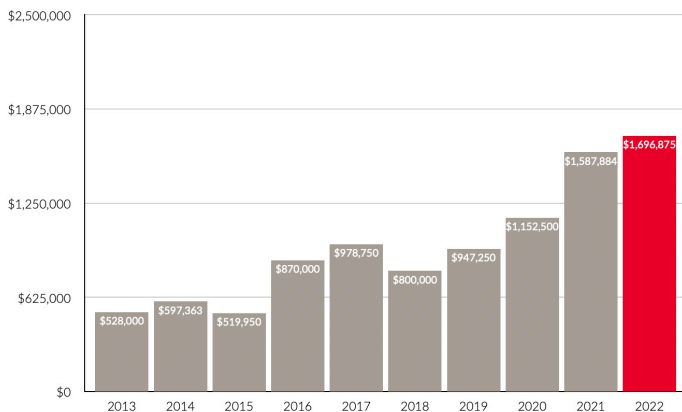


Year-Over-Year

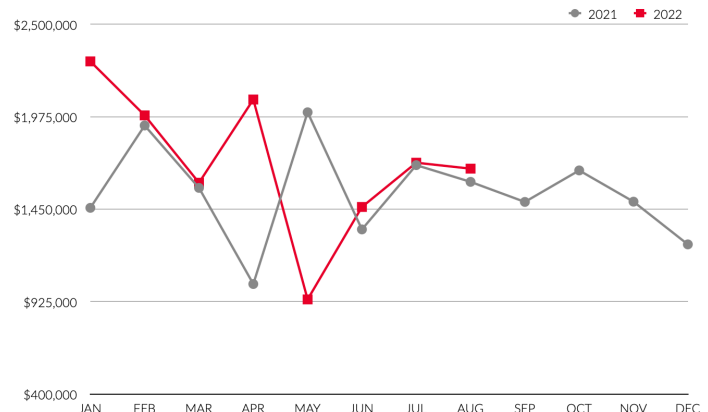


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



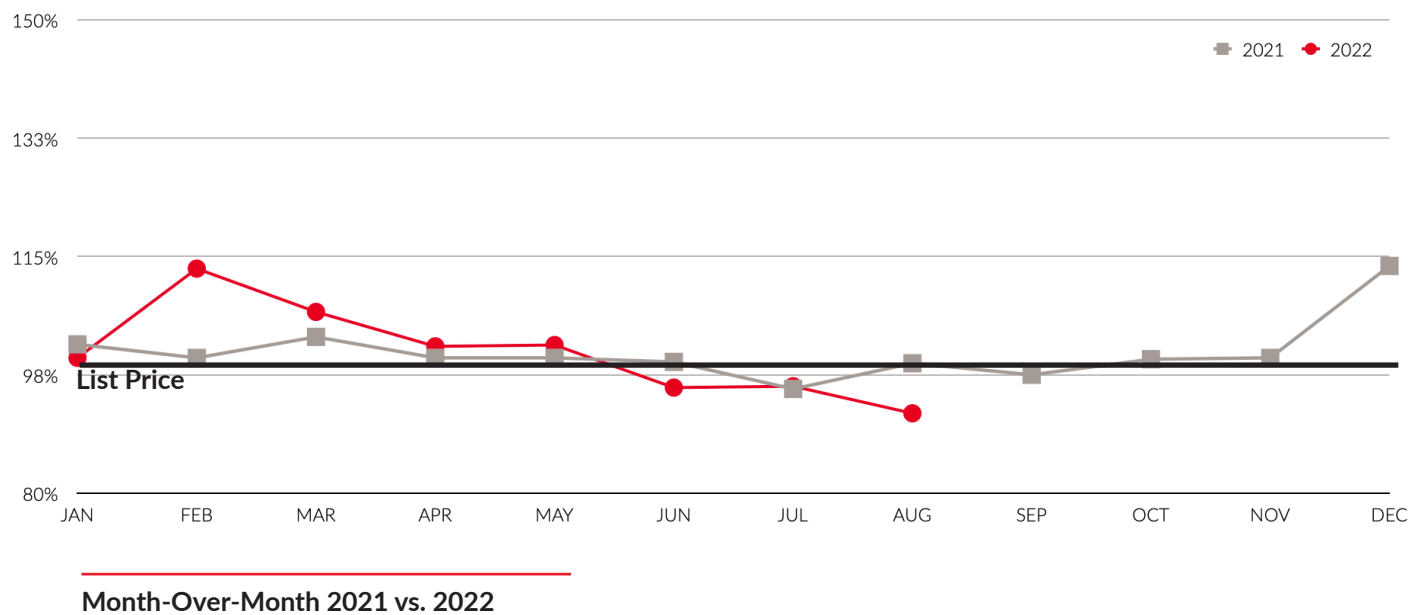
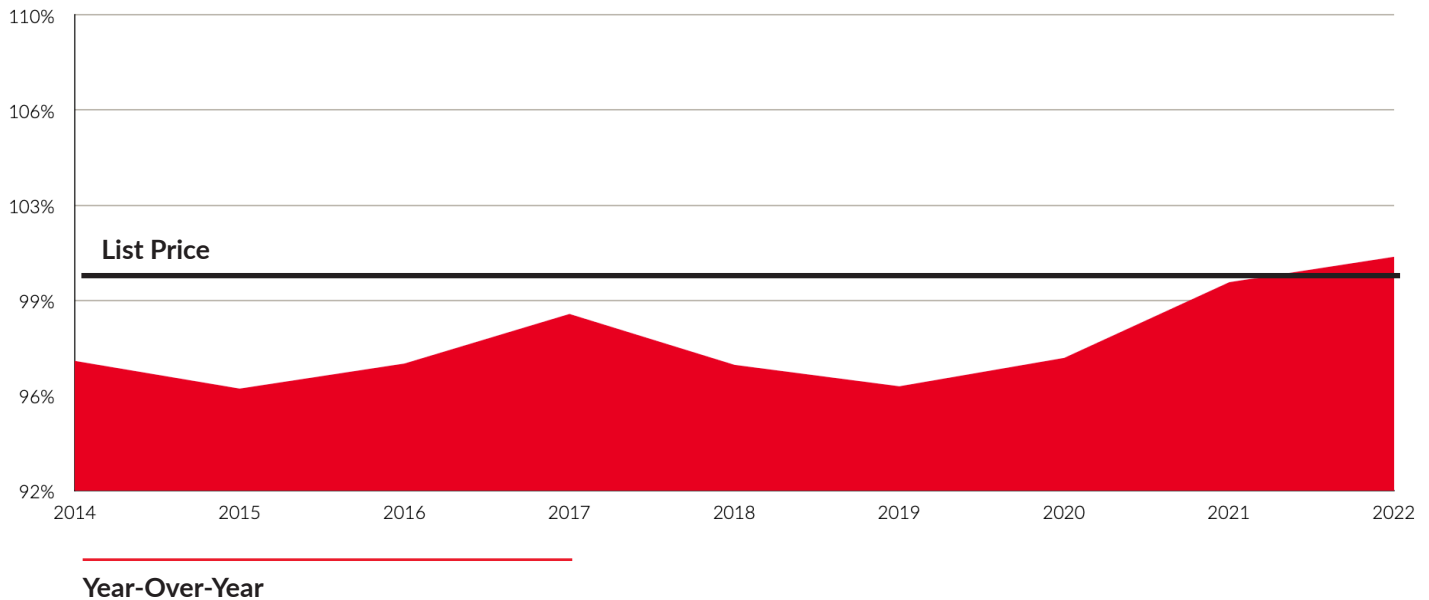
Year-Over-Year



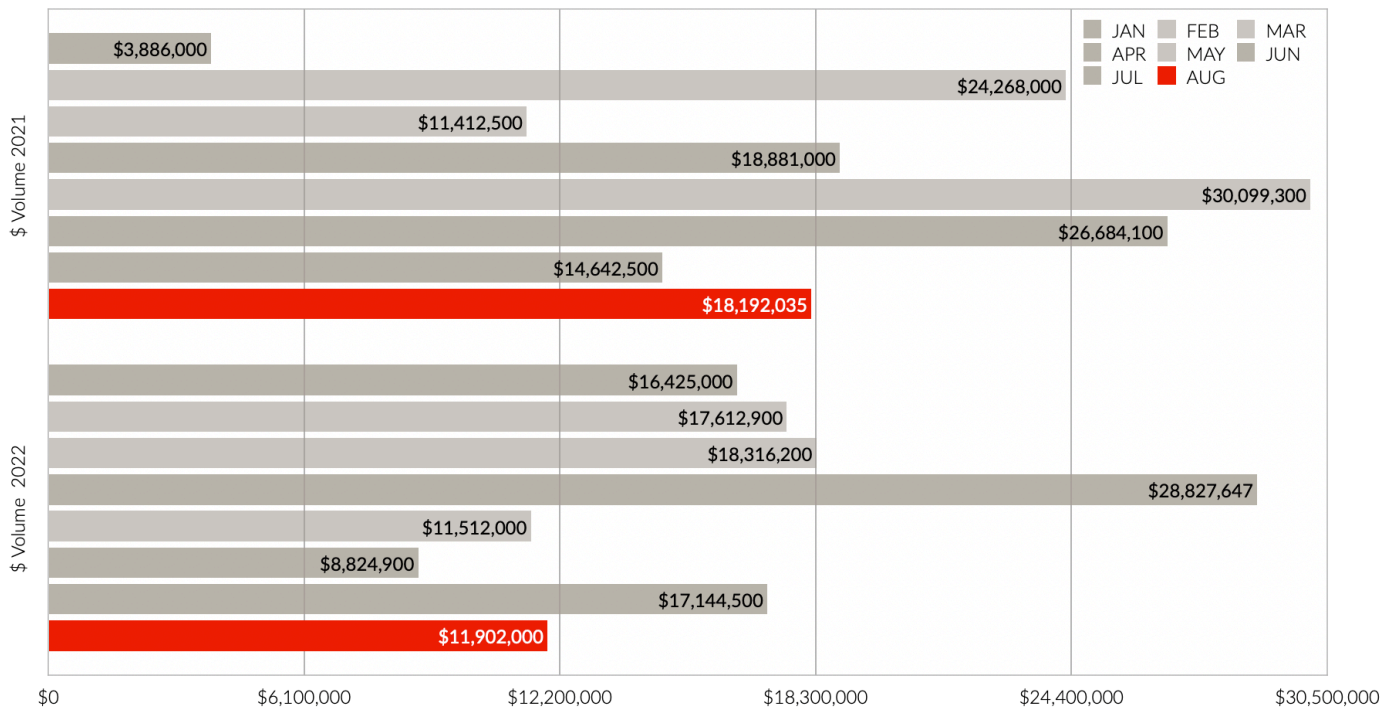
Month-Over-Month 2021 vs. 2022

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

SALE PRICE VS. LIST PRICE RATIO



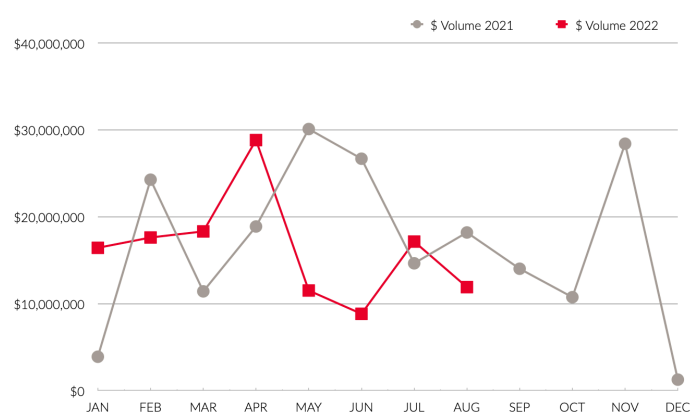
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

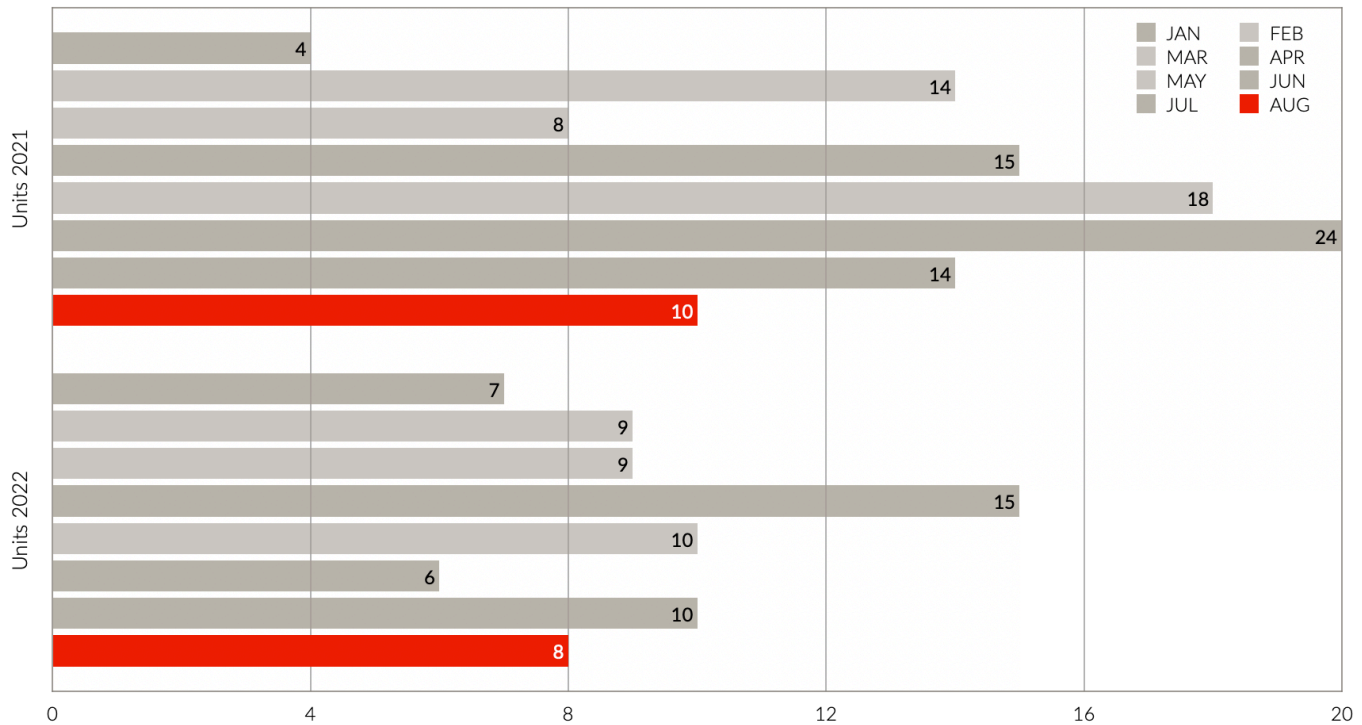


Yearly Totals 2021 vs. 2022

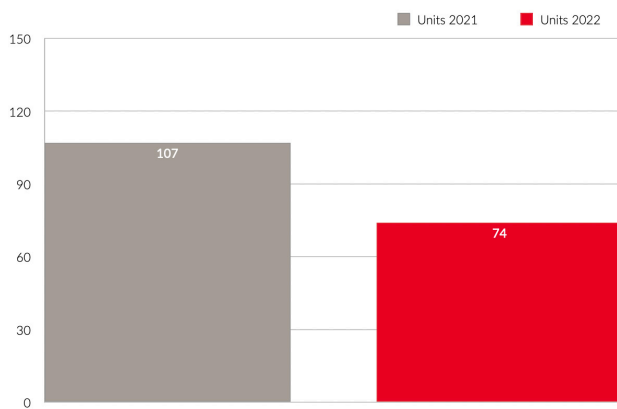


Month vs. Month 2021 vs. 2022

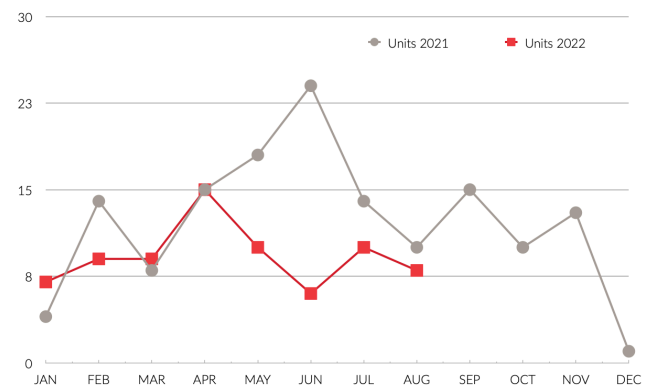
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

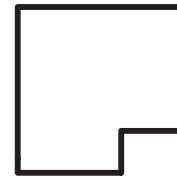
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



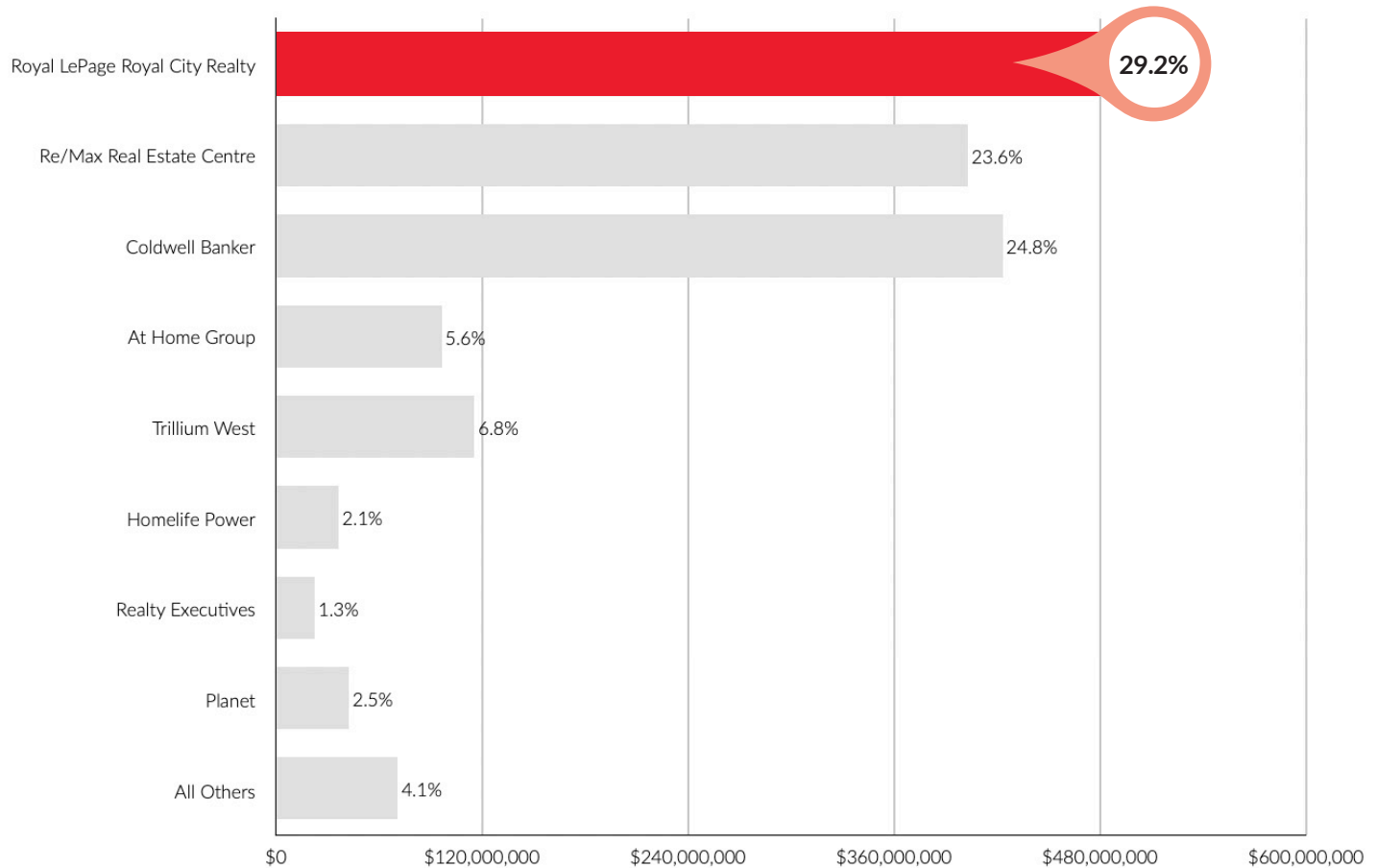
VACANT LAND

YTD Sales Volume	 \$111,229,147 -6.07%	 \$2,683,000 +42.7%	 \$6,378,000 -29.08%
YTD Unit Sales	 61 -15.28%	 3 +50%	 5 -50%
YTD Average Sale Price	 \$1,823,429 +10.87%	 \$894,333 -4.9%	 \$1,275,600 +41.84%
August Sales Volume	 \$8,122,000 -55.35%	 \$0 No Change	 \$1,000,000 Up from \$0
August Unit Sales	 5 -50%	 0 No Change	 1 Up from 0

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



MARKET DOMINANCE

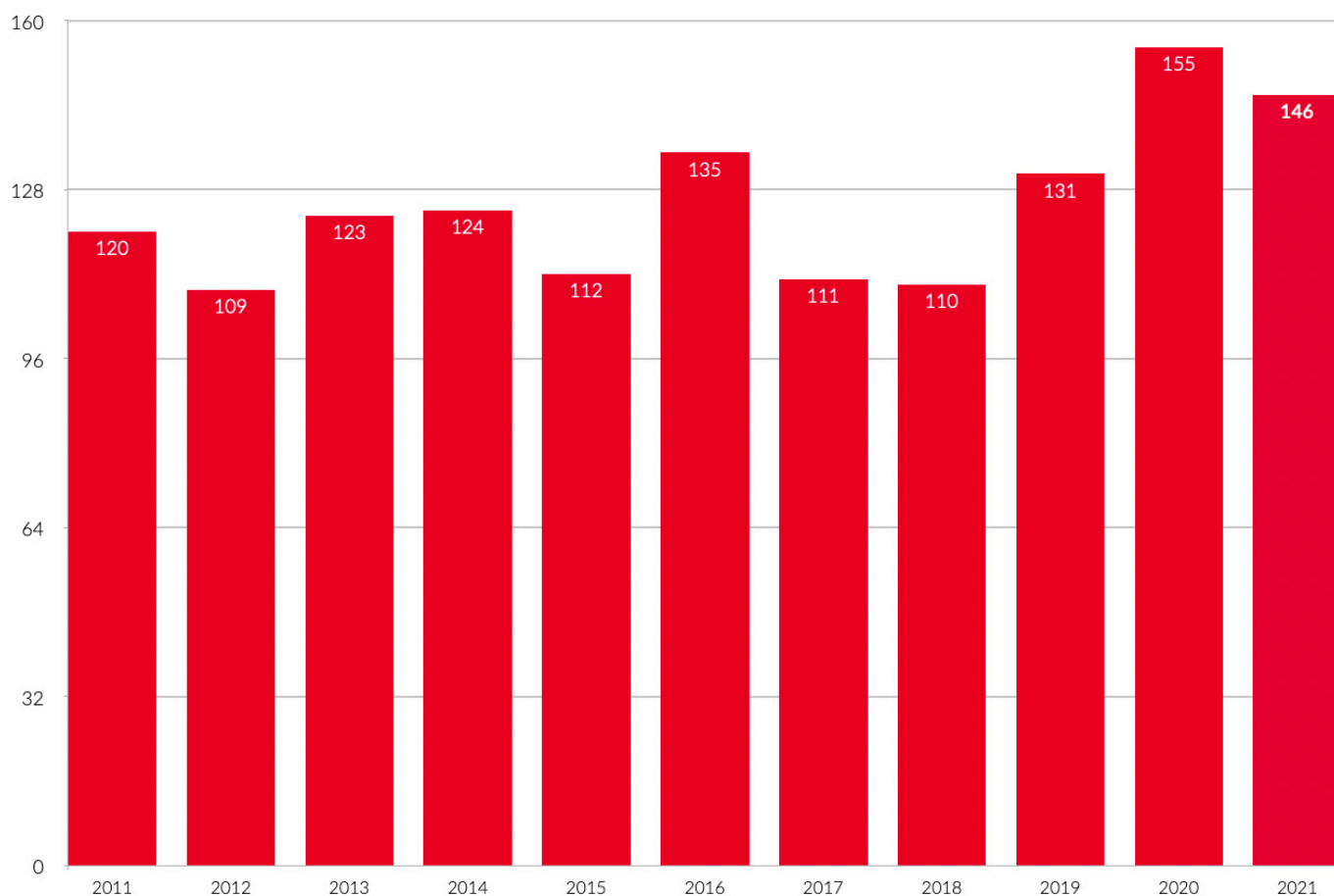


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
August 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/