



2022 SEPTEMBER

PUSLINCH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

BALANCED MARKET

The Puslinch real estate market remains a balanced market this month. This month's sales volume exceeded last September's by over 100%, causing both median and average sale prices to rise with it. This shows promise for the strength of this market's foundation. It is good to keep in mind that since this market is smaller, it is more prone to erratic change.



September year-over-year sales volume of \$31,639,000

Up 125.7% from 2021's \$14,018,000 with unit sales of 13 down 13.33% from last year's 15. New listings of 27 are up 68.75% from a year ago, with the sales/listing ratio of 45.15% down 45.6%.



Year-to-date sales volume of \$162,204,147

Up 0.07% from 2021's \$162,083,435 with unit sales of 87 down from 2021's 122. New listings of 212 are up from 182 year ago, with the sales/listing ratio of 41.04% down 26%.



Year-to-date average sale price of \$1,858,991

Up from \$1,330,431 one year ago with median sale price of \$1,713,750 up from \$1,570,750 one year ago. Average days-on-market of 32.78 is up 7.45 days from last year.

SEPTEMBER NUMBERS

Median Sale Price

\$1,977,500

+32.63%

Sales Volume

\$31,639,000

+125.7%

Unit Sales

13

-13.33%

New Listings

27

+68.75%

Expired Listings

5

No Change

Unit Sales/Listings Ratio

48.15%

-45.6%

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

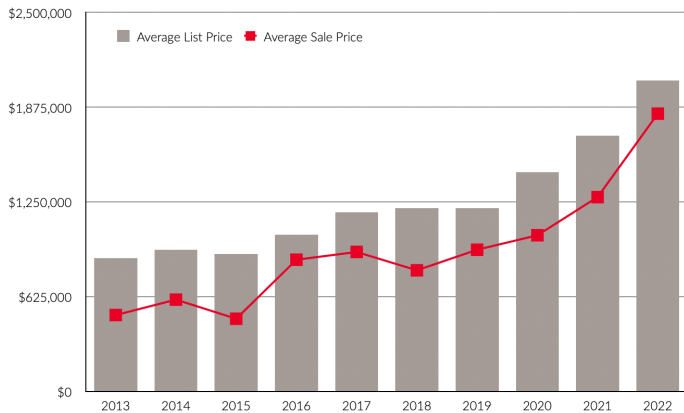


THE MARKET IN DETAIL

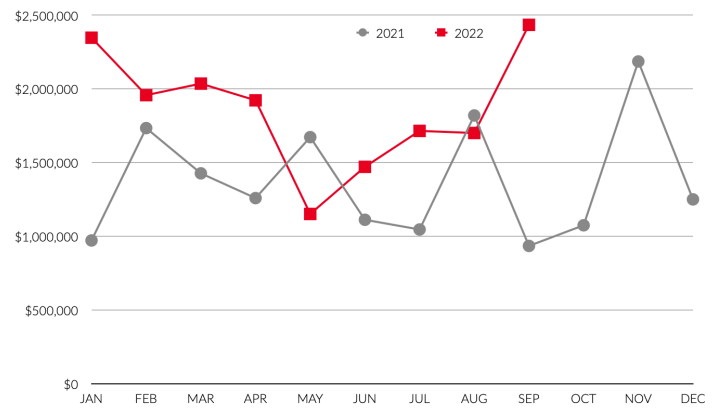
	2020	2021	2022	2021-2022
YTD Volume Sales	\$127,988,930	\$162,083,435	\$162,204,147	+0.07%
YTD Unit Sales	119	122	87	-28.69%
YTD New Listings	199	182	212	+16.48%
YTD Sales/Listings Ratio	59.8%	67.03%	41.04%	-26%
YTD Expired Listings	46	23	28	+21.74%
September Volume Sales	\$20,136,500	\$14,018,000	\$31,639,000	-125.7%
September Unit Sales	14	15	13	-13.33%
September New Listings	23	16	27	+68.75%
September Sales/Listings Ratio	60.87%	93.75%	48.15%	-45.6%
September Expired Listings	2	5	5	No Change
YTD Sales: \$0-\$199K	6	14	2	-85.71%
YTD Sales: \$200K-\$349K	7	3	0	Down from 3
YTD Sales: \$350K-\$549K	24	9	2	-77.78%
YTD Sales: \$550K-\$749K	5	17	12	-29.41%
YTD Sales: \$750K-\$999K	19	10	3	-70%
YTD Sales: \$1M+	58	69	69	No Change
YTD Average Days-On-Market	62.11	25.33	32.78	+29.39%
YTD Average Sale Price	\$1,088,523	\$1,330,431	\$1,858,991	+39.73%
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

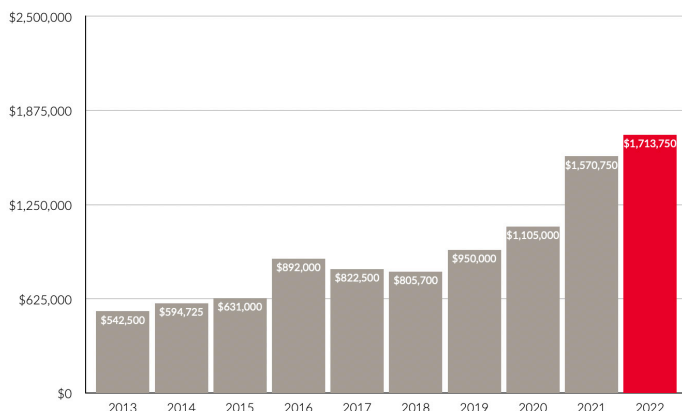


Year-Over-Year

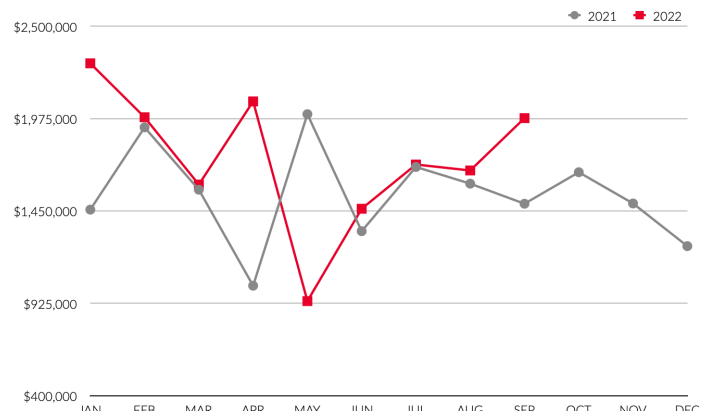


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



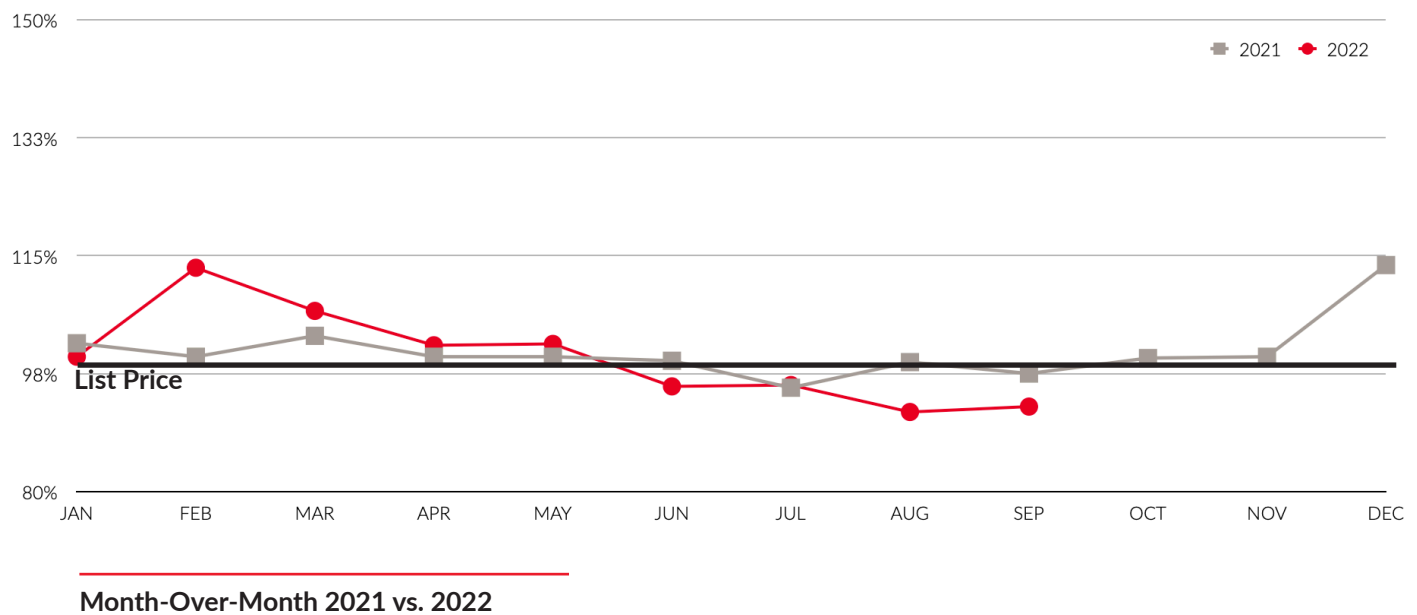
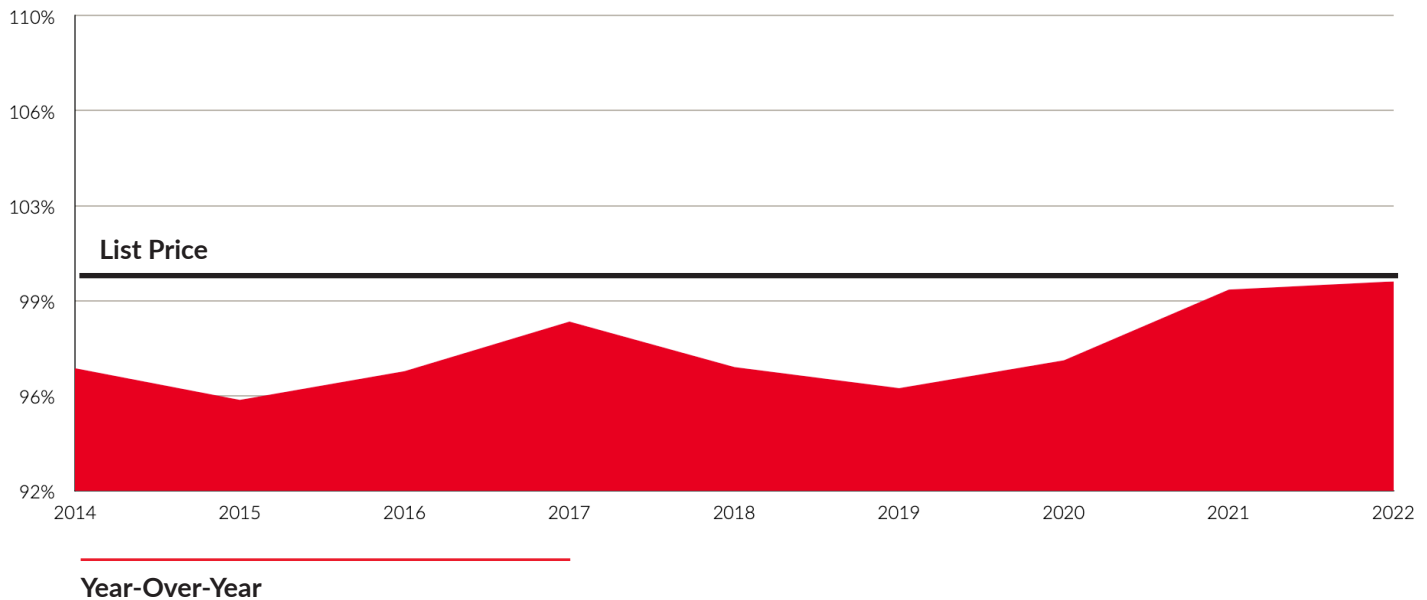
Year-Over-Year



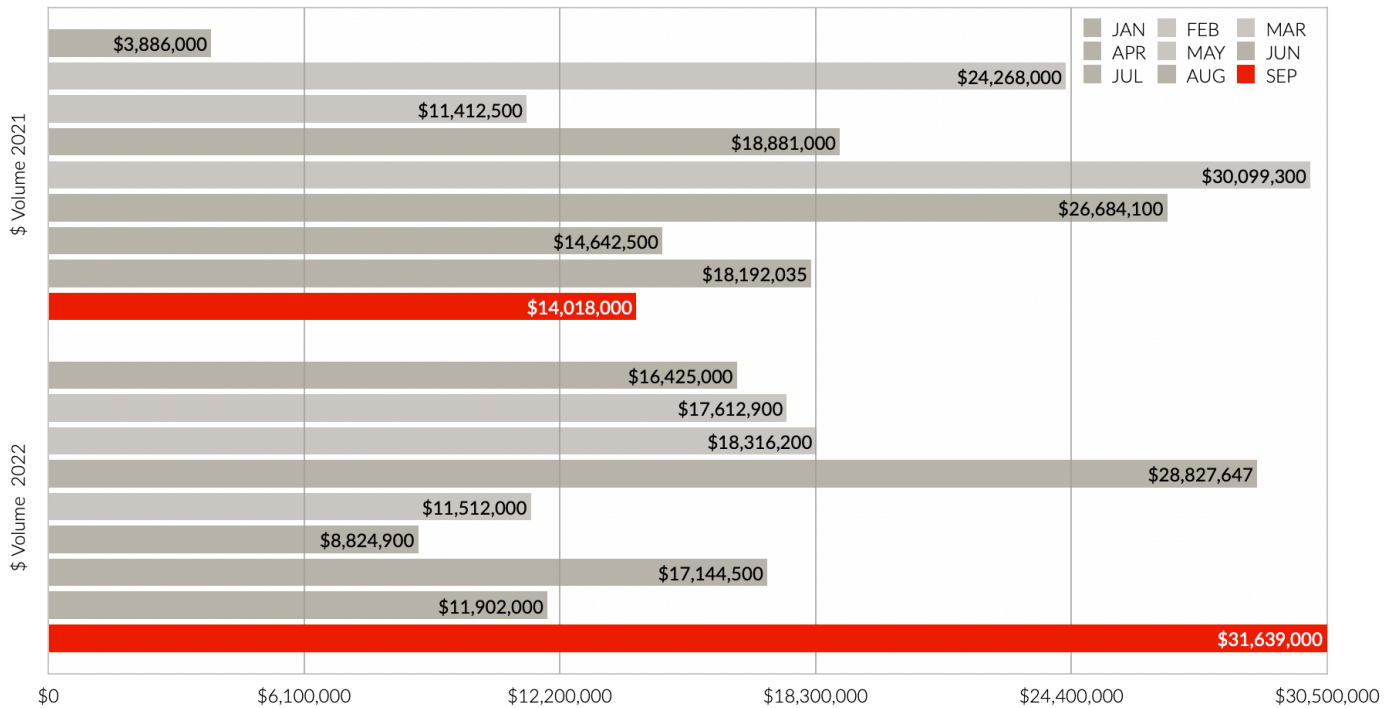
Month-Over-Month 2021 vs. 2022

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

SALE PRICE VS. LIST PRICE RATIO



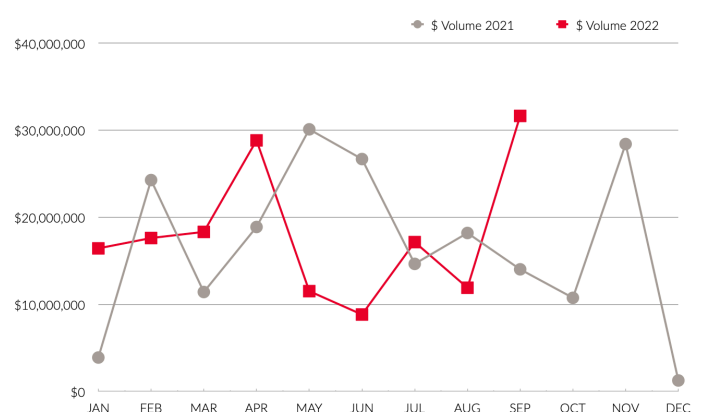
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

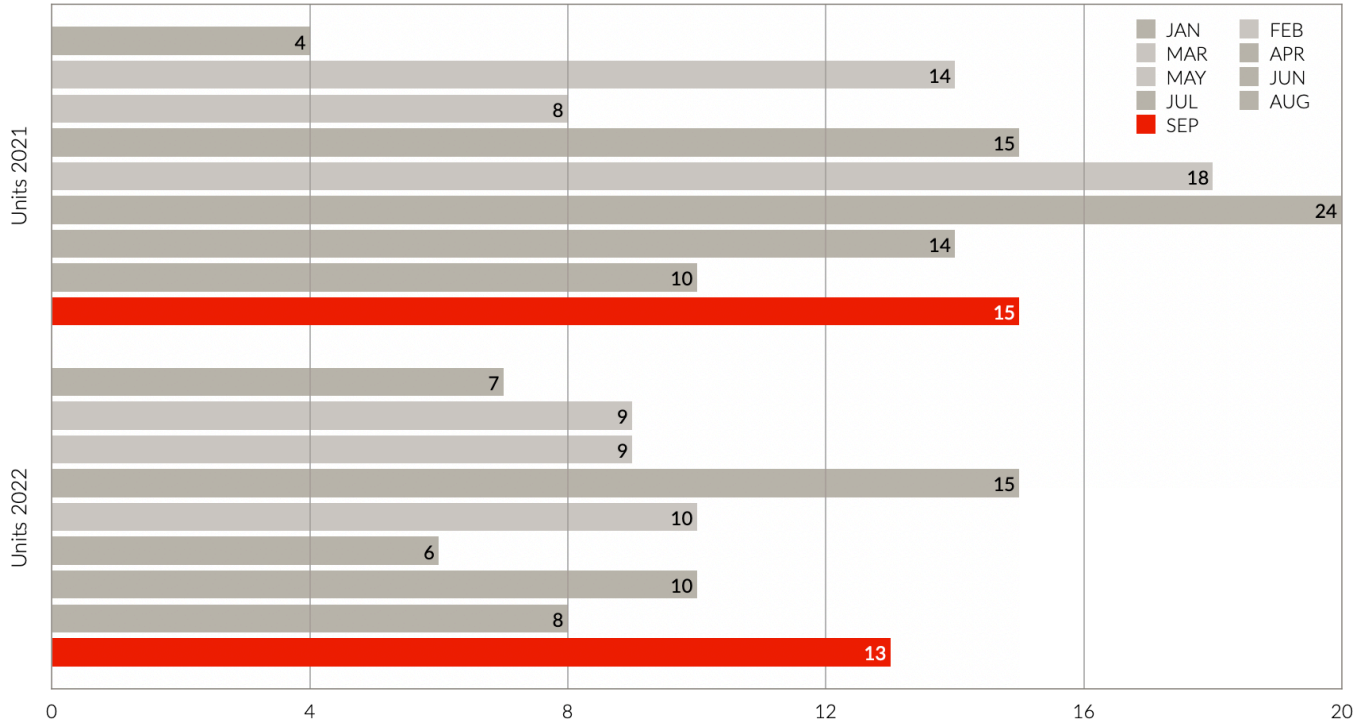


Yearly Totals 2021 vs. 2022

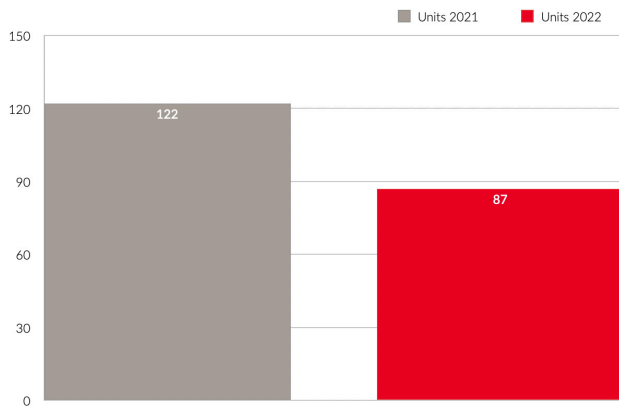


Month vs. Month 2021 vs. 2022

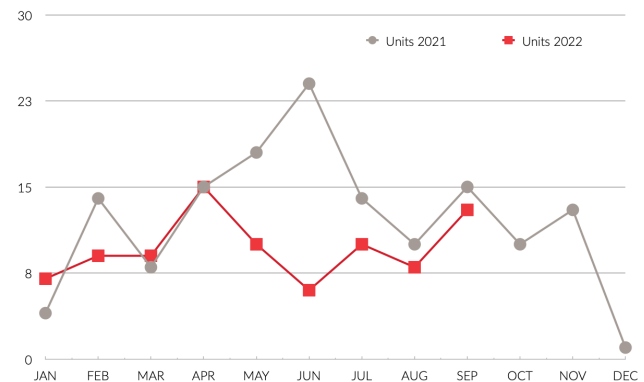
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

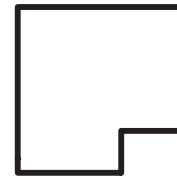
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



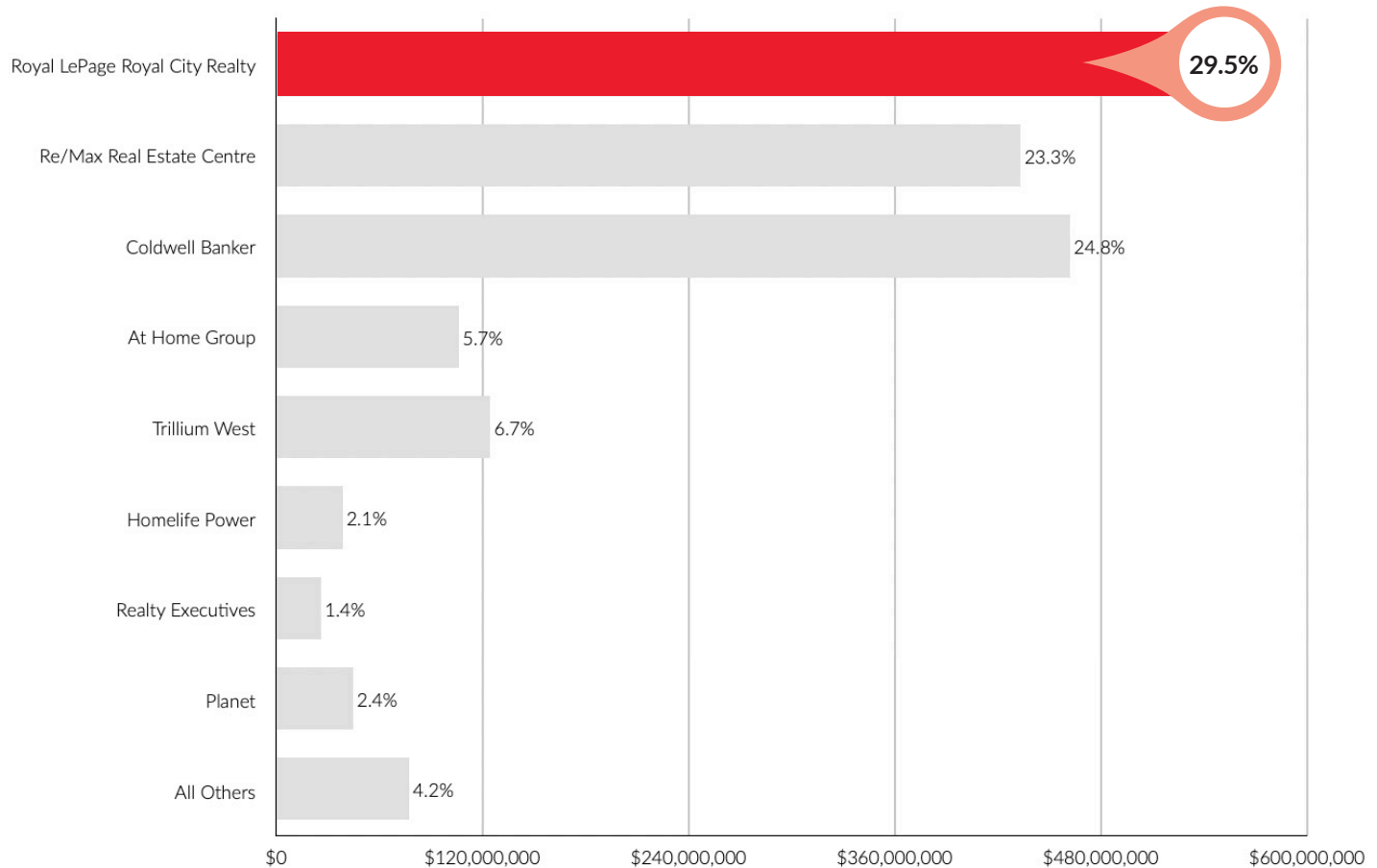
VACANT LAND

YTD Sales Volume	 \$137,268,147 +4.01%	 \$2,683,000 +42.7%	 \$9,178,000 +2.06%
YTD Unit Sales	 71 -13.41%	 3 +50%	 7 -30%
YTD Average Sale Price	 \$1,933,354 +20.12%	 \$894,333 -4.9%	 \$1,311,143 +45.8%
September Sales Volume	 \$26,039,000 +91.94%	 \$0 No Change	 \$2,800,000 Up from \$0
September Unit Sales	 10 No Change	 0 No Change	 2 Up from 0

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



MARKET DOMINANCE

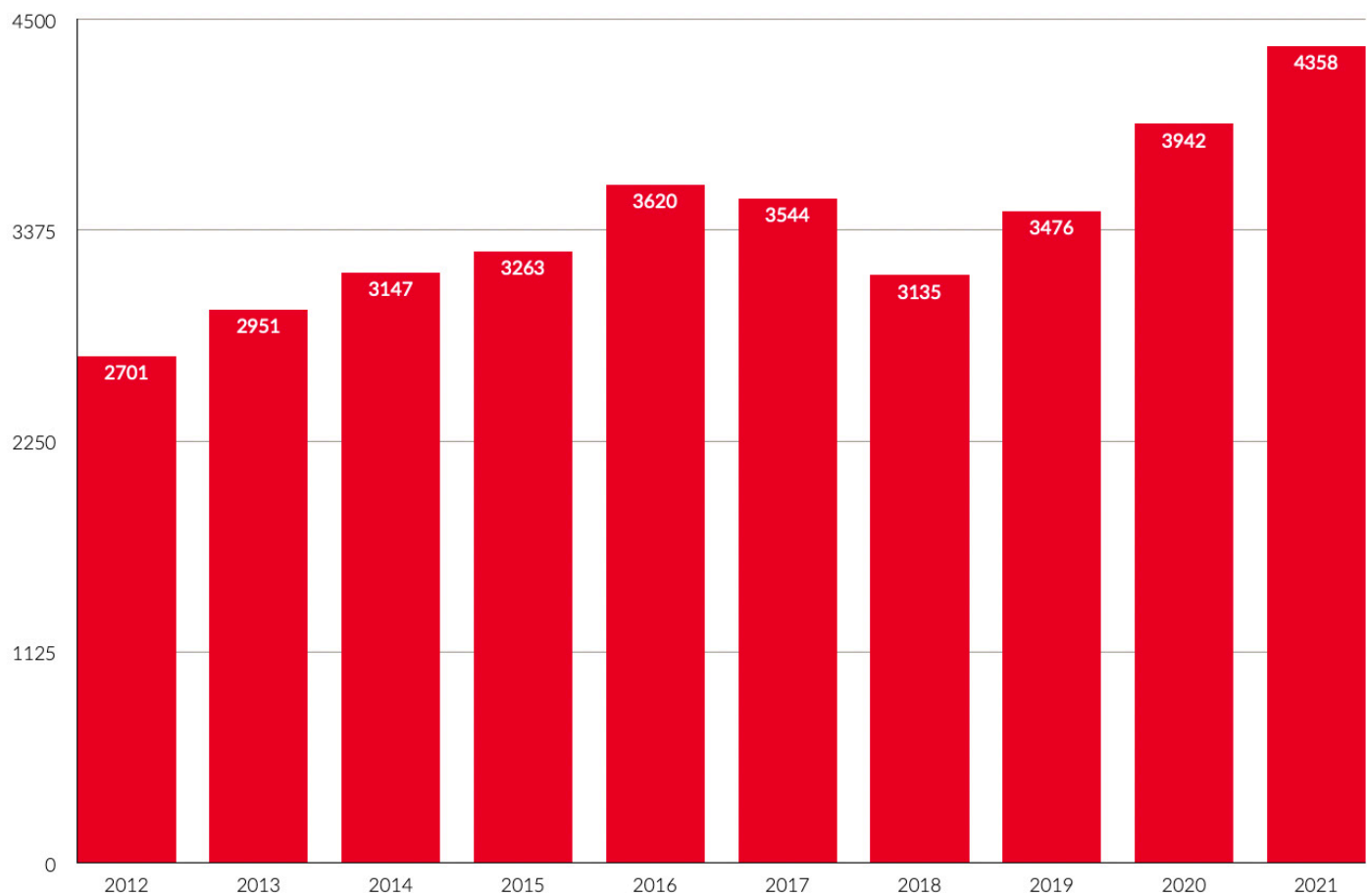


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
September 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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