



2022 OCTOBER

PUSLINCH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

BALANCED MARKET

The Puslinch real estate market remains a balanced market this month since unit sales continue to decline while new listings continue to rise steadily. The year-to-date average and median sales prices are still higher than this time last year, showing a strong foundation for this market. It is good to keep in mind that since this market is smaller, it is more prone to erratic change.



October year-over-year sales volume of \$5,857,500

Down 45.48% from 2021's \$10,743,900 with unit sales of 5 down 50% from last year's 10. New listings of 26 are up 52.94% from a year ago, with the sales/listing ratio of 19.23% down 39.59%.



Year-to-date sales volume of \$168,061,647

Down 2.76% from 2021's \$172,827,335 with unit sales of 92 down from 2021's 132. New listings of 238 are up from 199 year ago, with the sales/listing ratio of 38.66% down 27.68%.



Year-to-date average sale price of \$1,790,242

Up from \$1,304,827 one year ago with median sale price of \$1,696,875 up from \$1,587,884 one year ago. Average days-on-market of 33 is up 5.9 days from last year.

OCTOBER NUMBERS

Median Sale Price

\$1,218,750

-27.02%

Sales Volume

\$5,857,500

-45.48%

Unit Sales

5

-50%

New Listings

26

+52.94%

Expired Listings

3

-50%

Unit Sales/Listings Ratio

19.23%

-39.59%

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

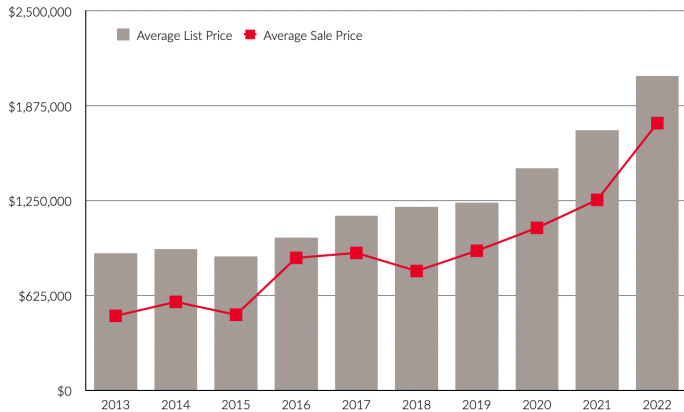


THE MARKET IN DETAIL

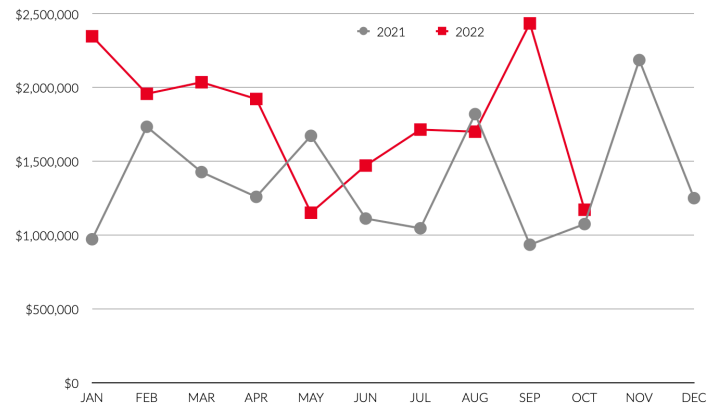
	2020	2021	2022	2021-2022
YTD Volume Sales	\$139,731,930	\$172,827,335	\$168,061,647	-2.76%
YTD Unit Sales	127	132	92	-30.3%
YTD New Listings	214	199	238	+19.6%
YTD Sales/Listings Ratio	59.35%	66.33%	38.66%	-27.68%
YTD Expired Listings	48	29	31	+6.9%
October Volume Sales	\$11,832,000	\$10,743,900	\$5,857,500	-45.48%
October Unit Sales	8	10	5	-50%
October New Listings	15	17	26	+52.94%
October Sales/Listings Ratio	53.33%	58.82%	19.23%	-38.59%
October Expired Listings	2	6	3	-50%
YTD Sales: \$0-\$199K	6	16	2	-87.5%
YTD Sales: \$200K-\$349K	7	4	1	-75%
YTD Sales: \$350K-\$549K	25	10	2	-80%
YTD Sales: \$550K-\$749K	5	17	13	-23.53%
YTD Sales: \$750K-\$999K	20	12	3	-75%
YTD Sales: \$1M+	64	73	72	-1.37%
YTD Average Days-On-Market	59.3	27.1	33	+21.77%
YTD Average Sale Price	\$1,127,571	\$1,304,827	\$1,790,242	+37.2%
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

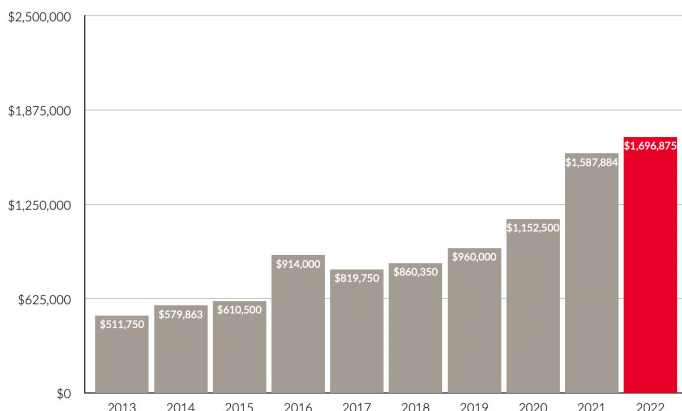


Year-Over-Year

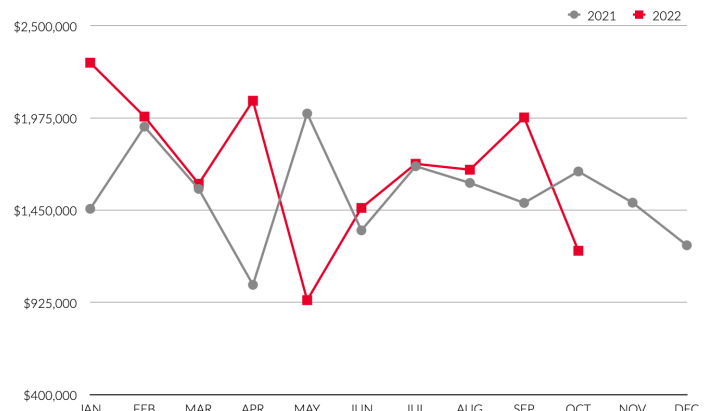


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



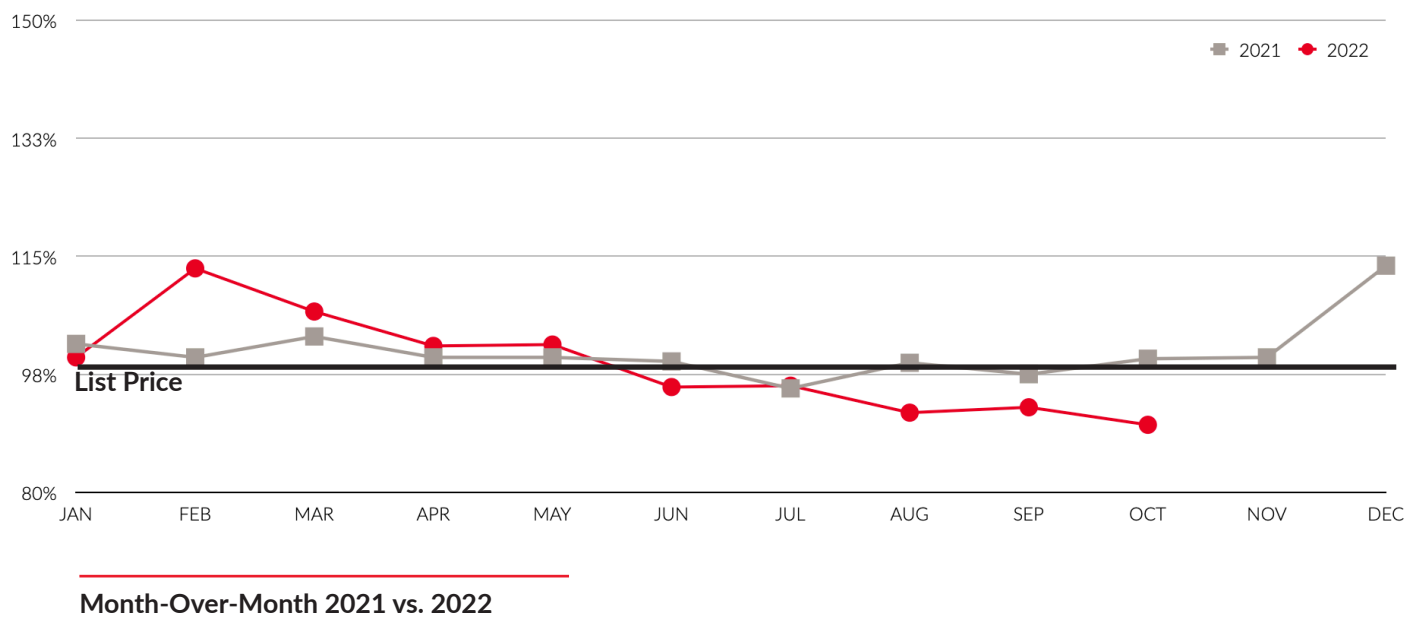
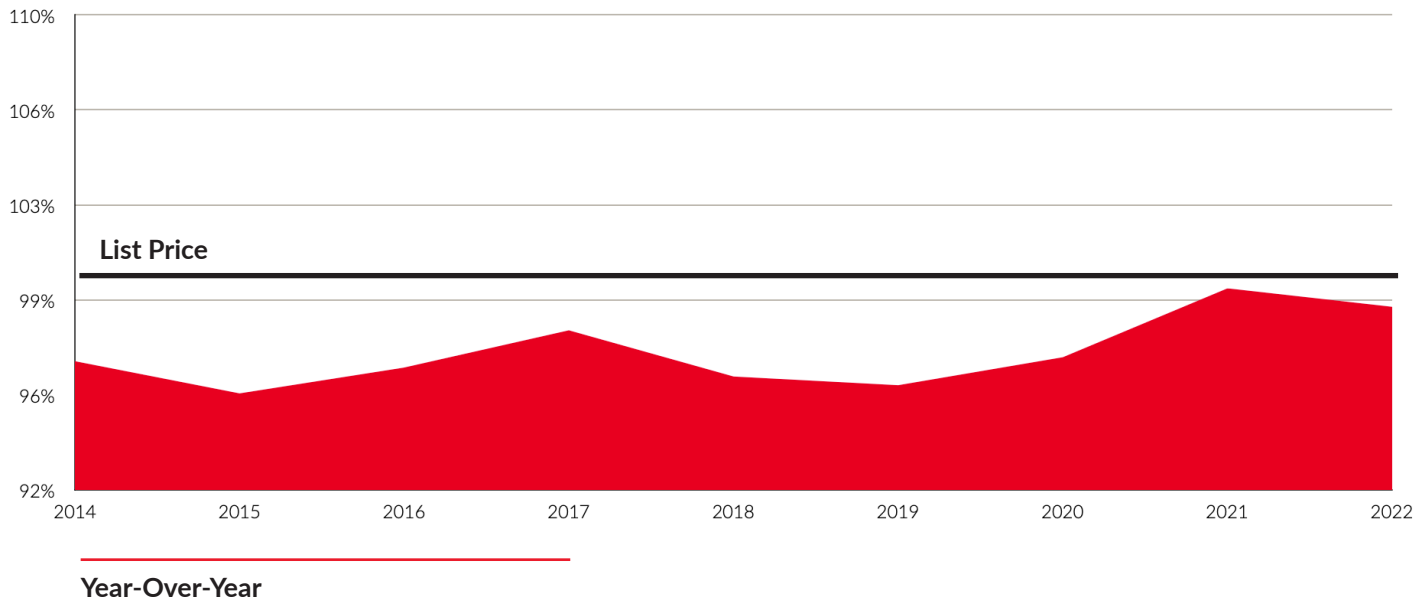
Year-Over-Year



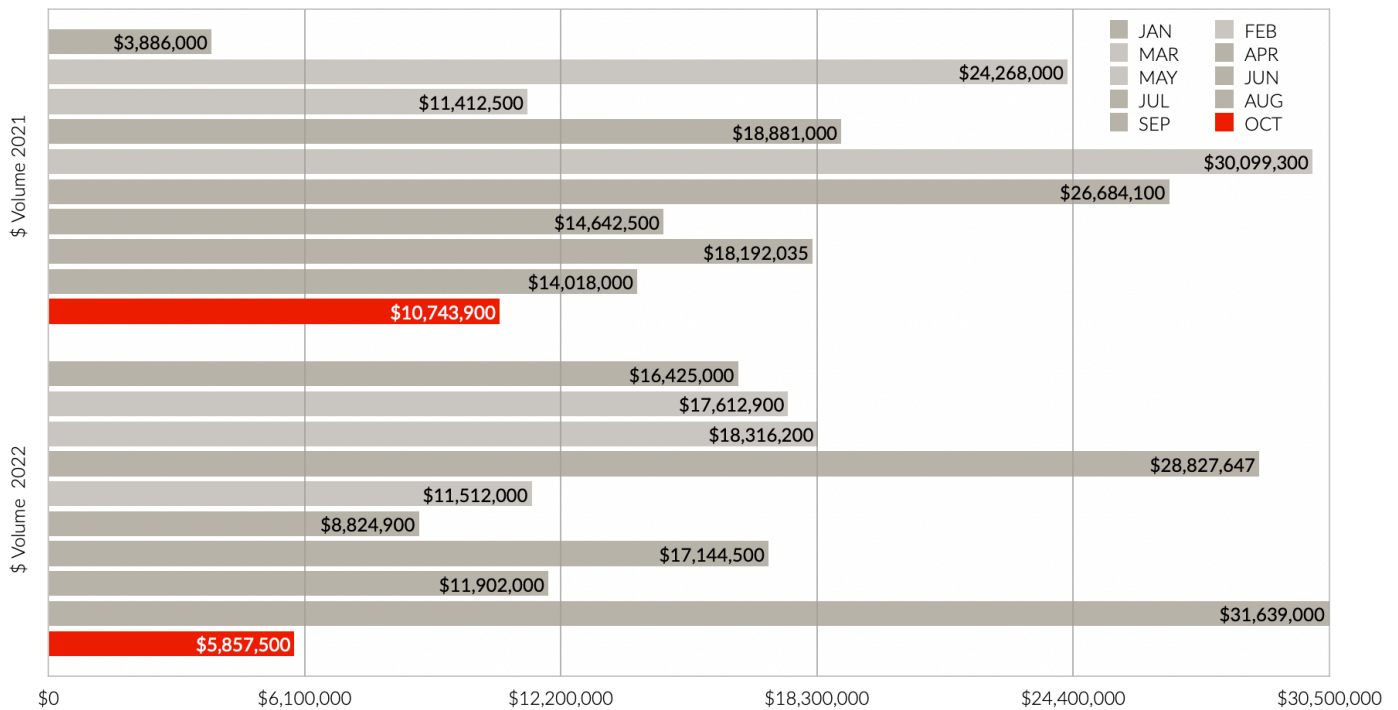
Month-Over-Month 2021 vs. 2022

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

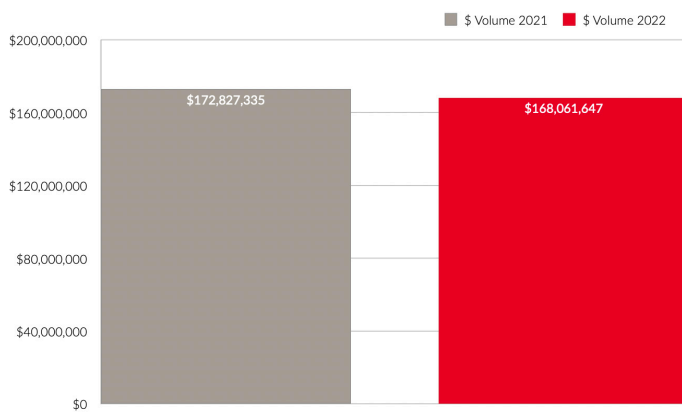
SALE PRICE VS. LIST PRICE RATIO



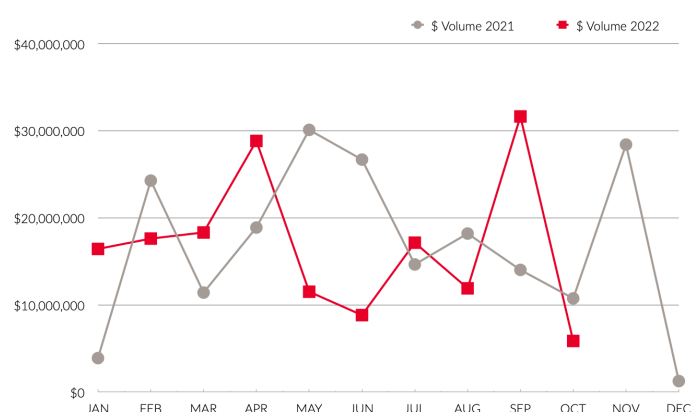
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

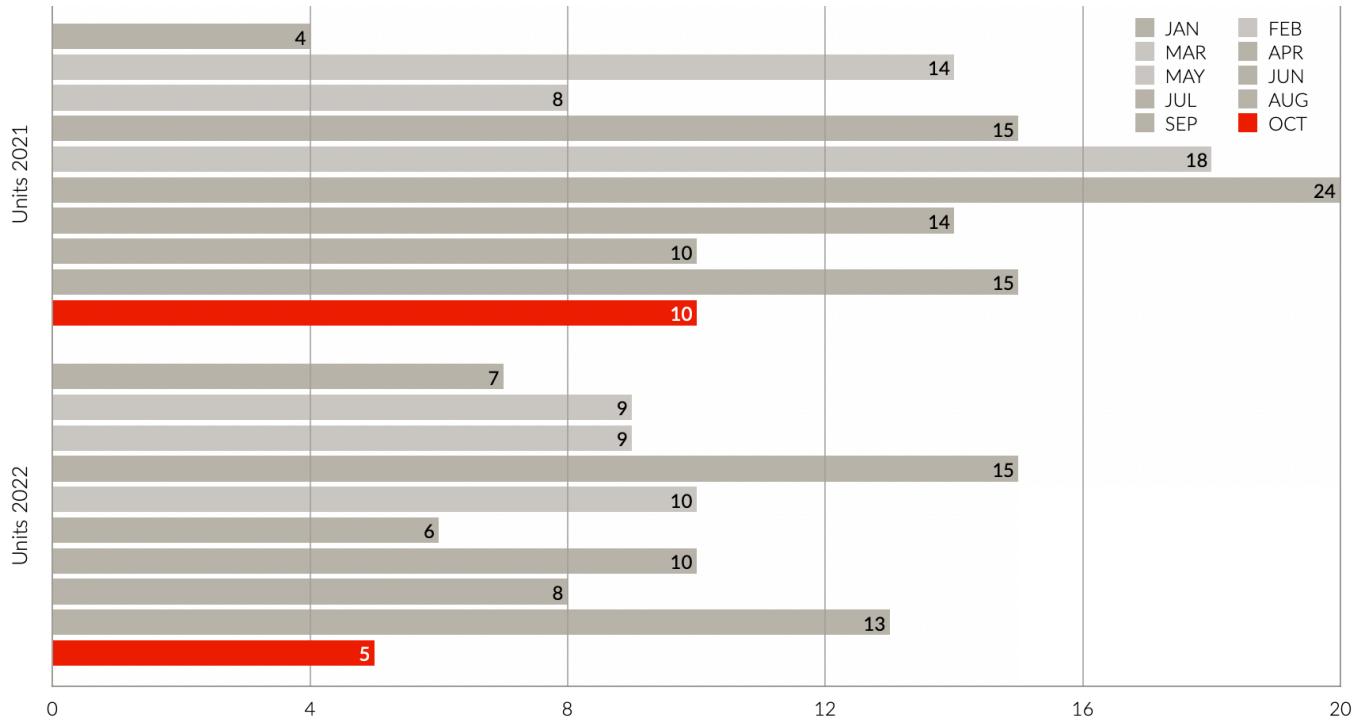


Yearly Totals 2021 vs. 2022

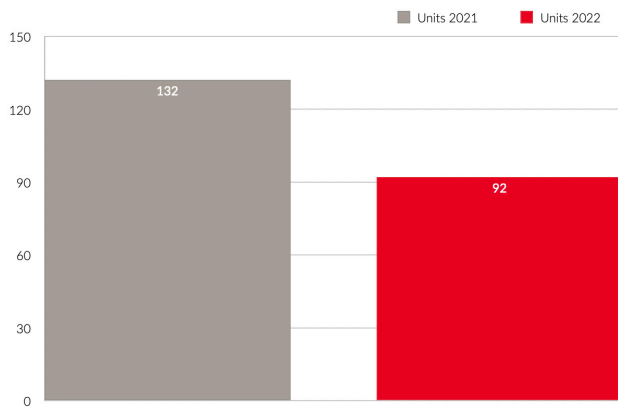


Month vs. Month 2021 vs. 2022

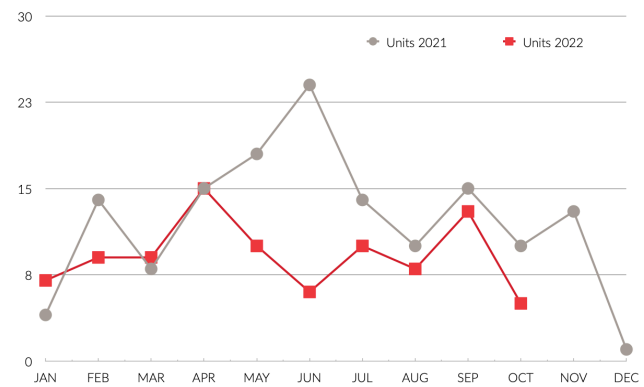
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

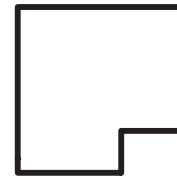
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



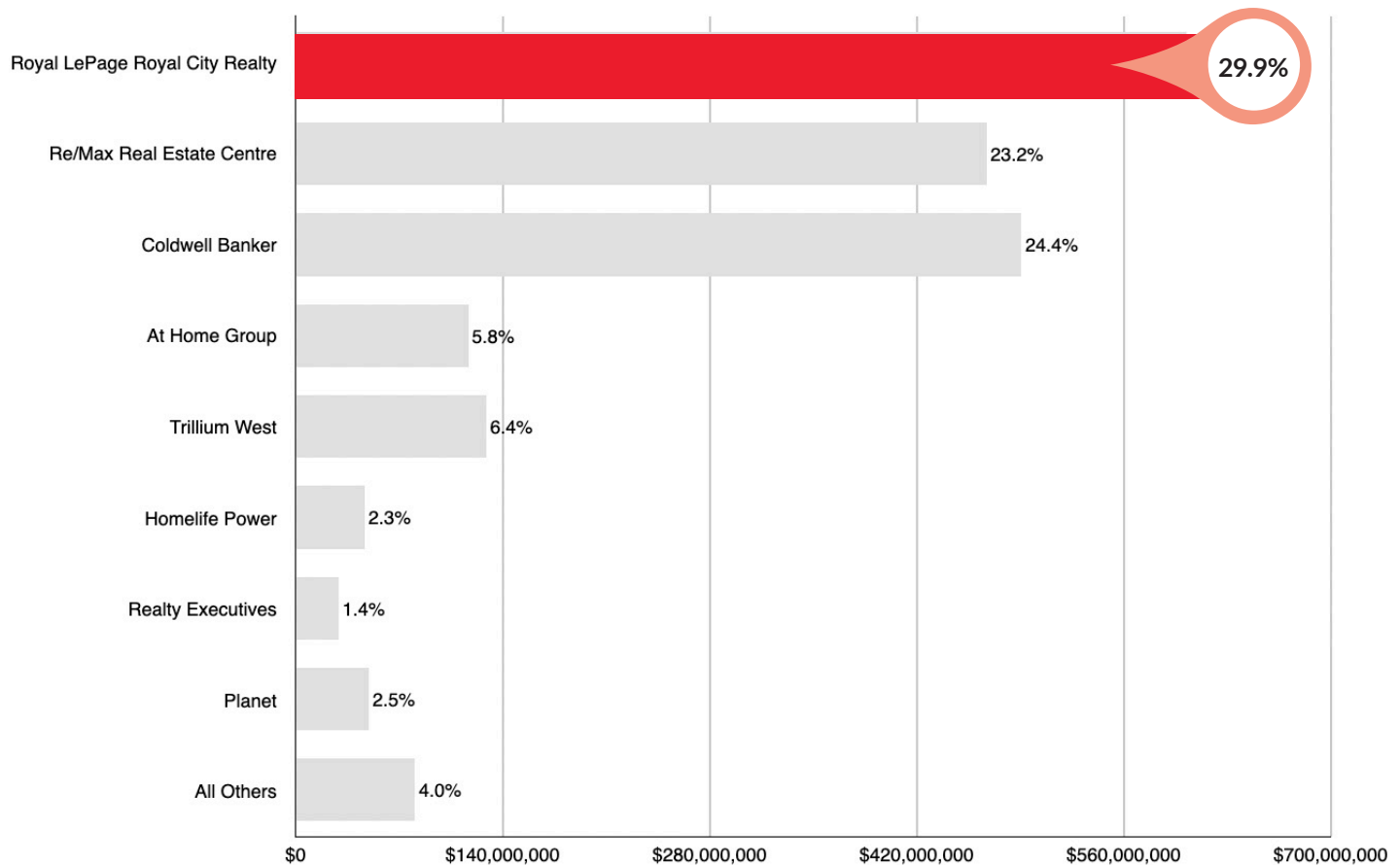
VACANT LAND

YTD Sales Volume	 \$142,120,647 +0.67%	 \$2,683,000 +42.7%	 \$10,183,000 +4.2%
YTD Unit Sales	 75 -13.73%	 3 +50%	 8 -27.27%
YTD Average Sale Price	 \$1,894,942 +16.77%	 \$894,333 -4.9%	 \$1,272,875 +43.27%
October Sales Volume	 \$4,852,500 -47.26%	 \$0 No Change	 \$1,005,000 +28.85%
October Unit Sales	 4 -20%	 0 No Change	 1 No Change

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



MARKET DOMINANCE

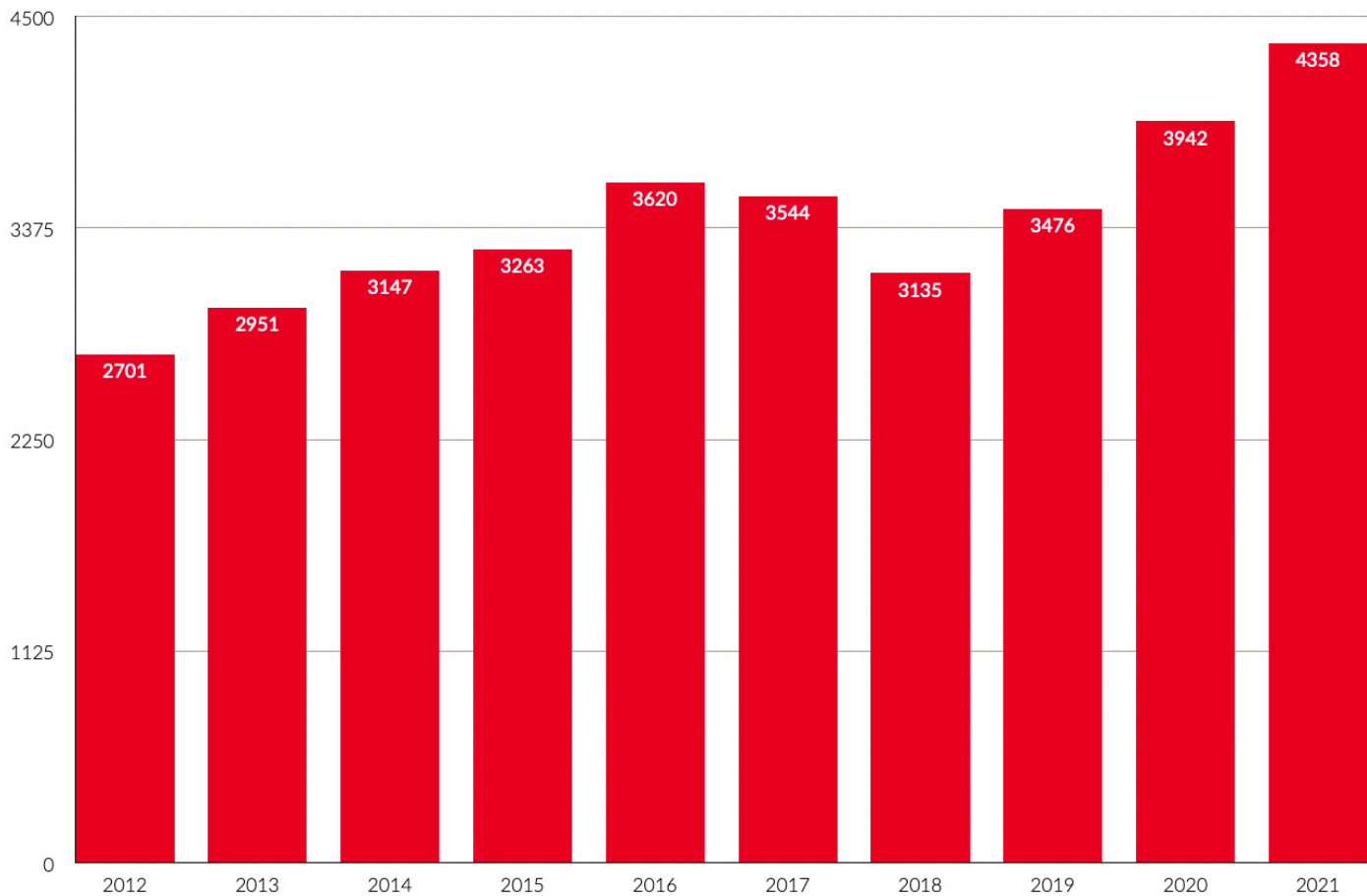


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
October 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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