



# 2022 DECEMBER

**PUSLINCH**

Real Estate Market Report



**ROYAL CITY REALTY**  
BROKERAGE

# OVERVIEW

## BALANCED MARKET

The Puslinch real estate market remains a balanced market to end off the year, while seeing a small rise in unit sales and a drop in new listings compared to December of last year. The year-to-date average and median sales prices are still higher than this time last year, showing an overall solid foundation. It is good to keep in mind that since this market is smaller, it is more prone to erratic change.



### December year-over-year sales volume of \$4,525,000

Up 262% from 2021's \$1,250,000 with unit sales of 3 up 300% from last year's 1. New listings of 6 are down 14.29% from a year ago, with the sales/listing ratio of 50% up 35.71%.



### Year-to-date sales volume of \$183,251,647

Down 9.5% from 2021's \$202,487,335 with unit sales of 101 down from 2021's 146. New listings of 256 are up from 222 year ago, with the sales/listing ratio of 39.45% down 26.31%.



### Year-to-date average sale price of \$1,828,535

Up from \$1,373,638 one year ago with median sale price of \$1,804,375 up from \$1,531,625 one year ago. Average days-on-market of 34.17 is up 6.25 days from last year.

## DECEMBER NUMBERS

Median Sale Price

**\$2,262,500**

+81%

Sales Volume

**\$4,525,000**

+262%

Unit Sales

**3**

+300%

New Listings

**6**

-14.29%

Expired Listings

**7**

+250%

Unit Sales/Listings Ratio

**50%**

-35.71%

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



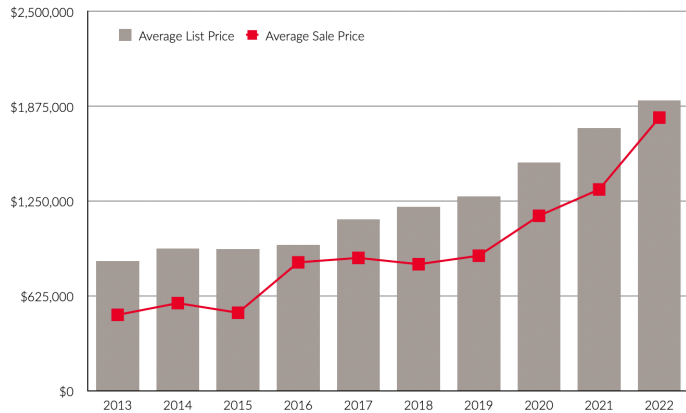


# THE MARKET IN DETAIL

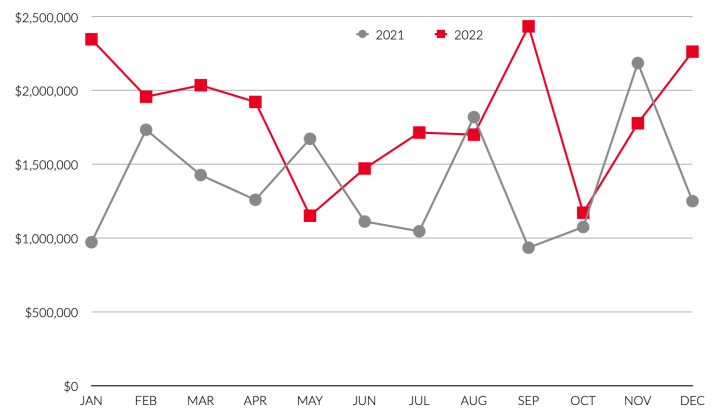
	2020	2021	2022	2021-2022
<b>YTD Volume Sales</b>	\$183,575,684	\$202,487,335	\$183,251,647	-9.5%
<b>YTD Unit Sales</b>	154	146	101	-30.82%
<b>YTD New Listings</b>	229	222	256	+15.32%
<b>YTD Sales/Listings Ratio</b>	67.25%	65.77%	39.45%	-26.31%
<b>YTD Expired Listings</b>	54	32	64	+100%
<b>December Volume Sales</b>	\$27,388,754	\$1,250,000	\$4,525,000	+262%
<b>December Unit Sales</b>	16	1	3	+300%
<b>December New Listings</b>	4	7	6	-14.29%
<b>December Sales/Listings Ratio</b>	400%	14.29%	50%	+35.71%
<b>December Expired Listings</b>	4	2	7	+250%
<b>YTD Sales: \$0-\$199K</b>	6	16	3	-81.25%
<b>YTD Sales: \$200K-\$349K</b>	8	4	1	-75%
<b>YTD Sales: \$350K-\$549K</b>	27	11	3	-72.73%
<b>YTD Sales: \$550K-\$749K</b>	7	19	13	-31.58%
<b>YTD Sales: \$750K-\$999K</b>	21	13	3	-76.92%
<b>YTD Sales: \$1M+</b>	86	83	79	-4.82%
<b>YTD Average Days-On-Market</b>	69	27.92	34.17	+22.39%
<b>YTD Average Sale Price</b>	\$1,206,951	\$1,373,638	\$1,828,353	+33.12%
<b>YTD Median Sale Price</b>	\$1,252,250	\$1,531,625	\$1,804,375	+17.81%

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

# AVERAGE SALE PRICE

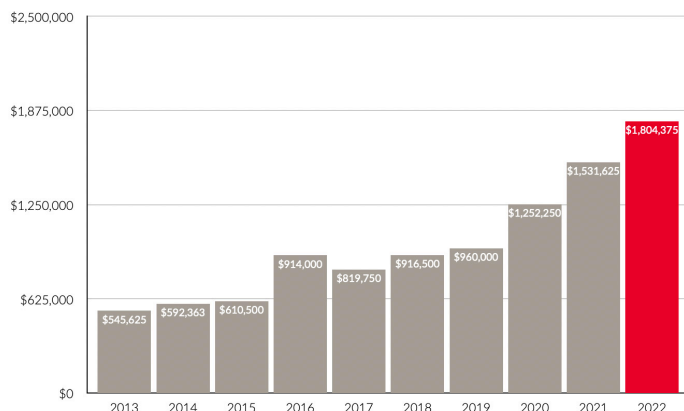


Year-Over-Year

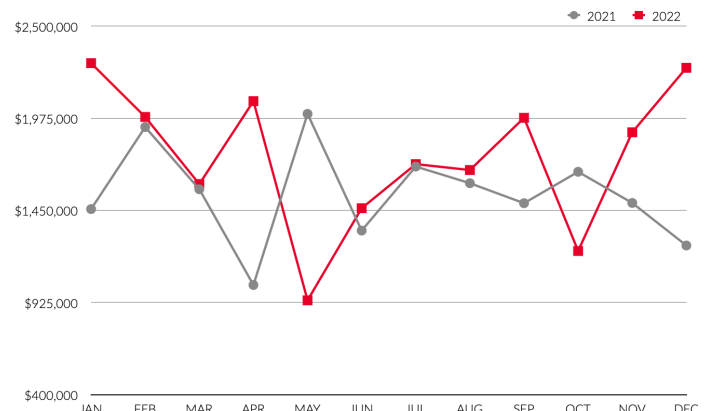


Month-Over-Month 2021 vs. 2022

# MEDIAN SALE PRICE



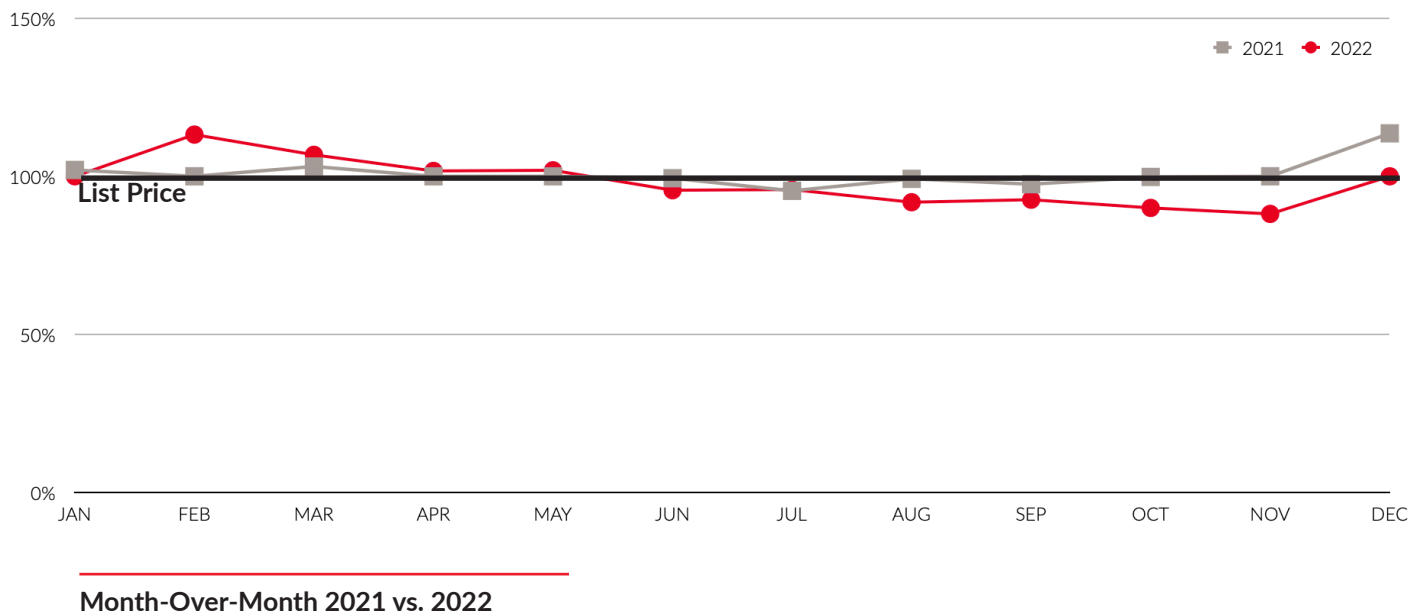
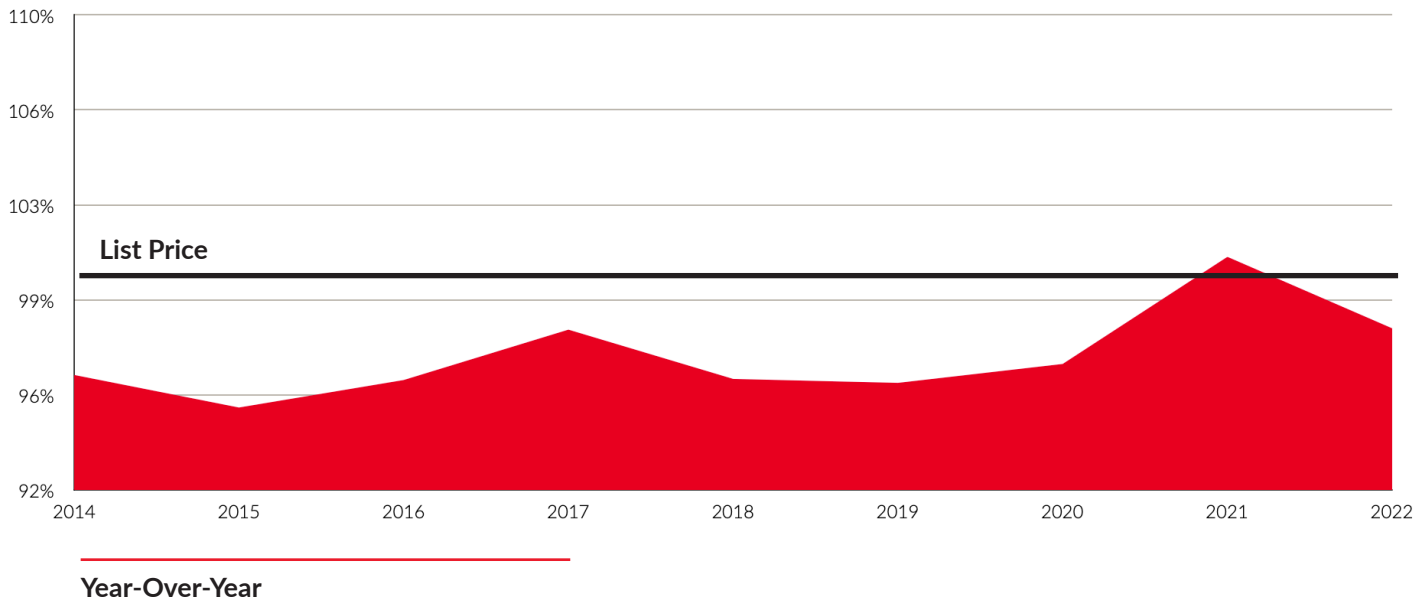
Year-Over-Year



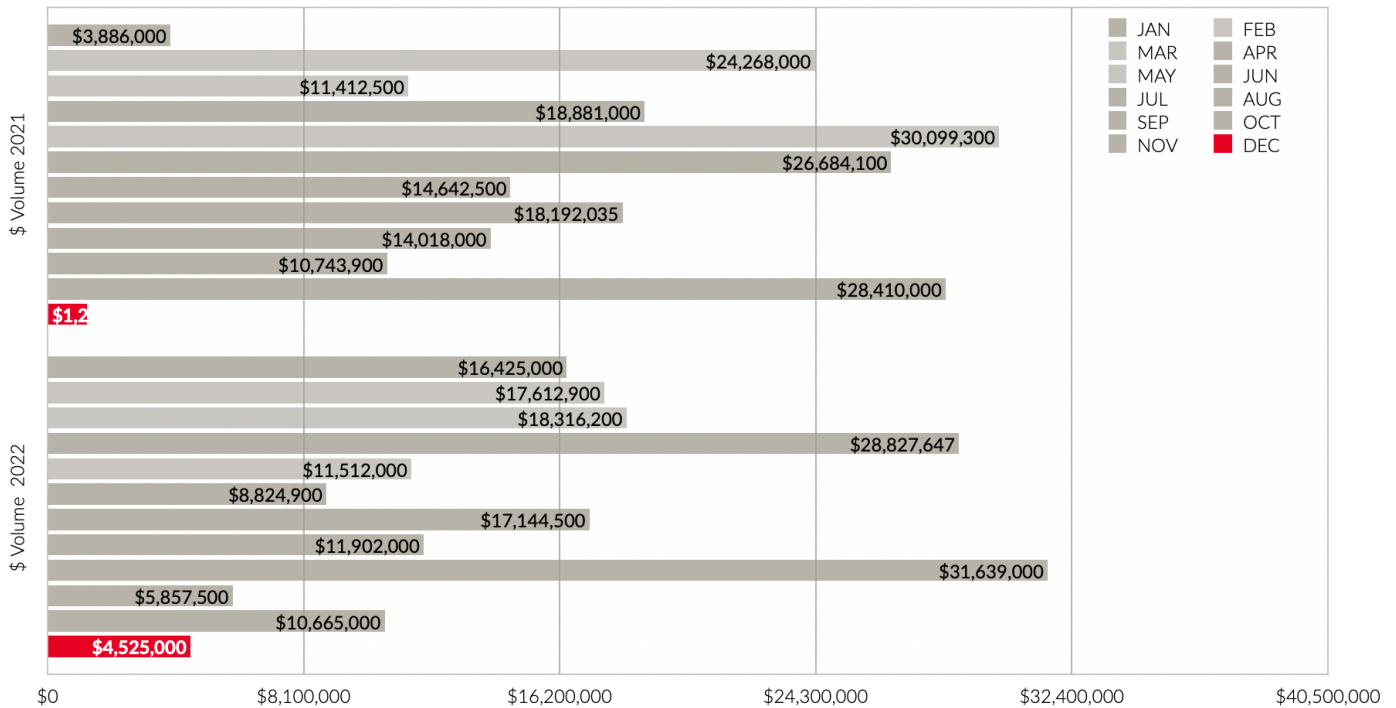
Month-Over-Month 2021 vs. 2022

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

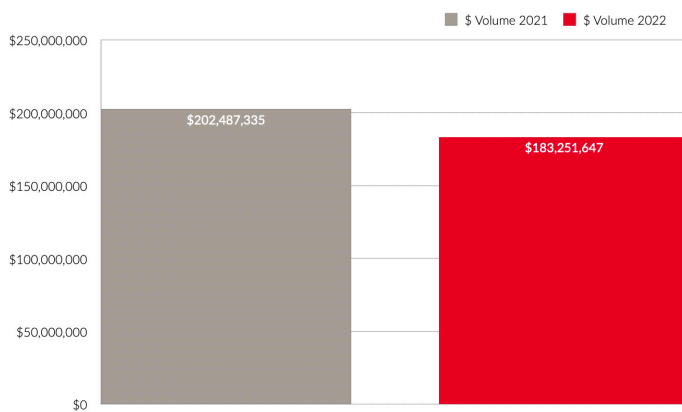
# SALE PRICE VS. LIST PRICE RATIO



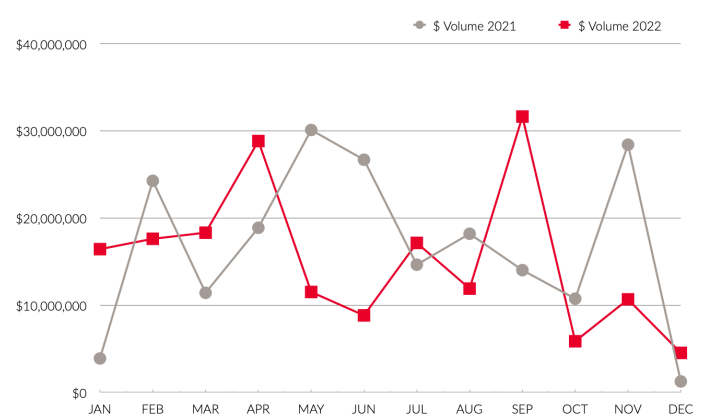
# DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

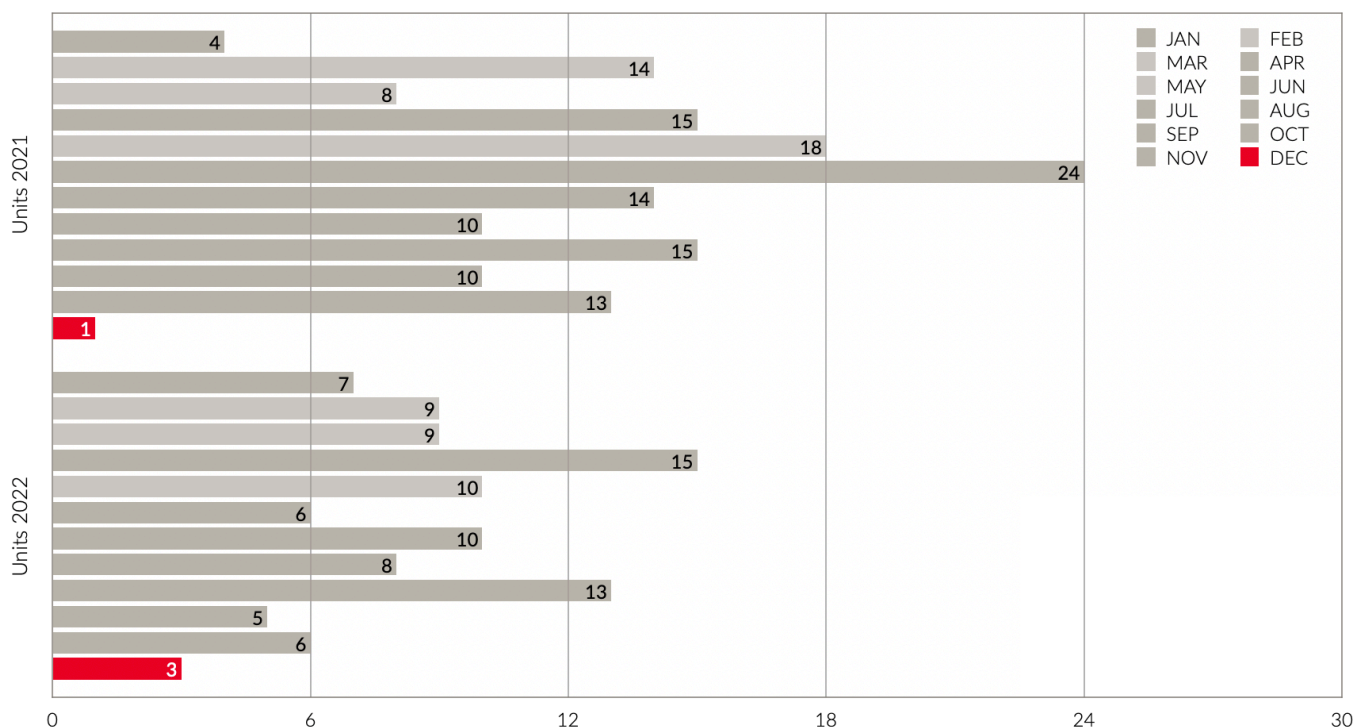


Yearly Totals 2021 vs. 2022

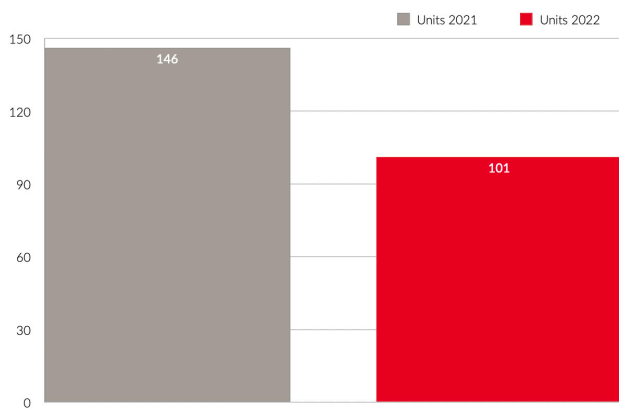


Month vs. Month 2021 vs. 2022

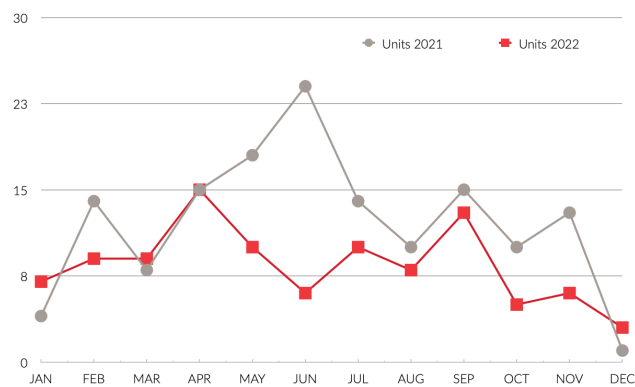
# UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

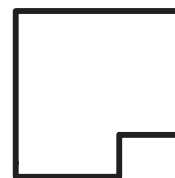
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

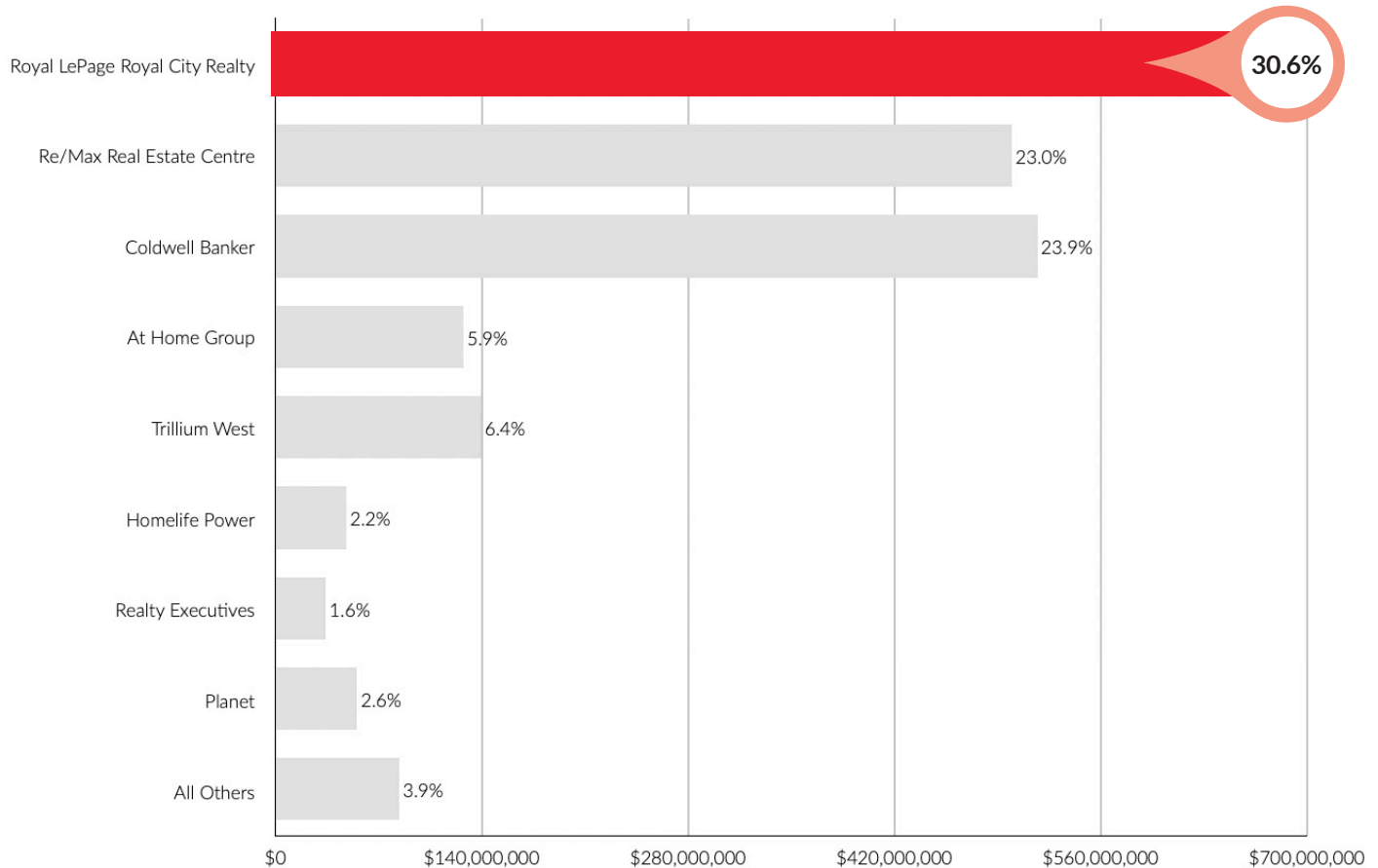
YTD Sales Volume	 <b>\$157,310,647</b> -1.32%	 <b>\$2,683,000</b> +8.2%	 <b>\$10,183,000</b> -50.56%
YTD Unit Sales	 <b>83</b> -14.43%	 <b>3</b> No change	 <b>8</b> -42.86%
YTD Average Sale Price	 <b>\$1,895,309</b> +15.32%	 <b>\$894,333</b> +8.2%	 <b>\$1,272,875</b> -13.49%
December Sales Volume	 <b>\$4,525,000</b> +262%	 <b>\$0</b> No change	 <b>\$0</b> No change
December Unit Sales	 <b>2</b> +100%	 <b>0</b> No change	 <b>0</b> No change

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





# MARKET DOMINANCE

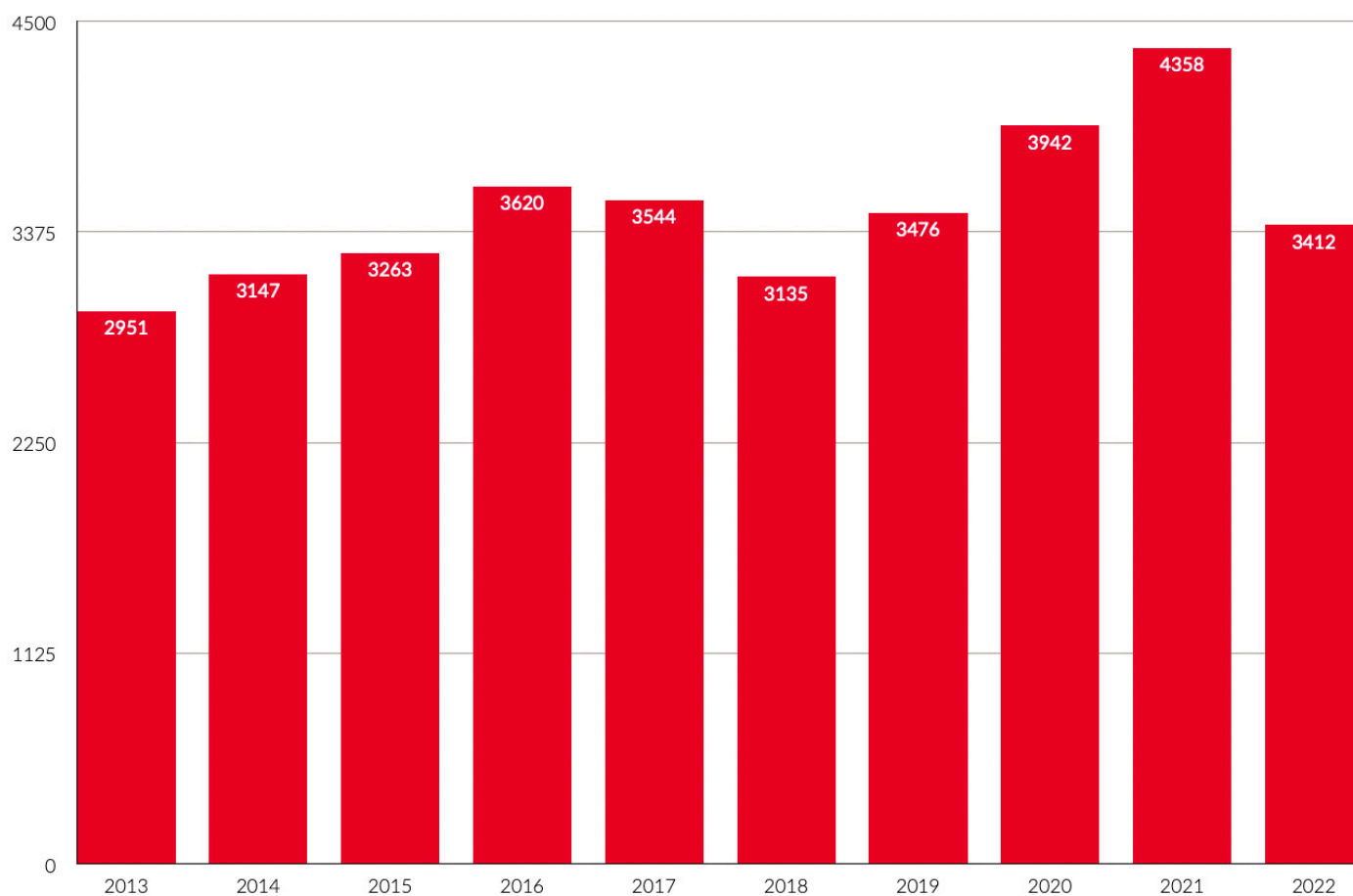


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
December 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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