



2023 JANUARY

PUSLINCH

Real Estate Market Report



OVERVIEW

BALANCED MARKET

The Puslinch real estate market remains a balanced market to start off the year, while seeing a small rise in unit sales and a drop in new listings compared to January 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.



January year-over-year sales volume of \$3,196,000

Down 80.54% from 2022's \$16,425,000 with unit sales of 4 down 42.86% from last year's 7. New listings of 21 are up 90.91% from a year ago, with the sales/listing ratio of 19.05% down 44.59%.



Year-to-date sales volume of \$3,196,000

Down 80.54% from 2022's \$16,425,000 with unit sales of 4 down from 2022's 7. New listings of 21 are up from 11 year ago, with the sales/listing ratio of 19.05% down 44.59%.



Year-to-date average sale price of \$799,000

Down from \$2,346,429 one year ago with median sale price of \$830,000 down from \$2,289,000 one year ago. Average days-on-market of 45 is down 35 days from last year.

JANUARY NUMBERS

Median Sale Price

\$830,000

-63.74%

Sales Volume

\$3,196,000

-80.54%

Unit Sales

4

-42.86%

New Listings

21

+90.91%

Expired Listings

8

+33.33%

Unit Sales/Listings Ratio

19.05%

-44.59%

*Year-over-year comparison
(January 2023 vs. January 2022)*

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

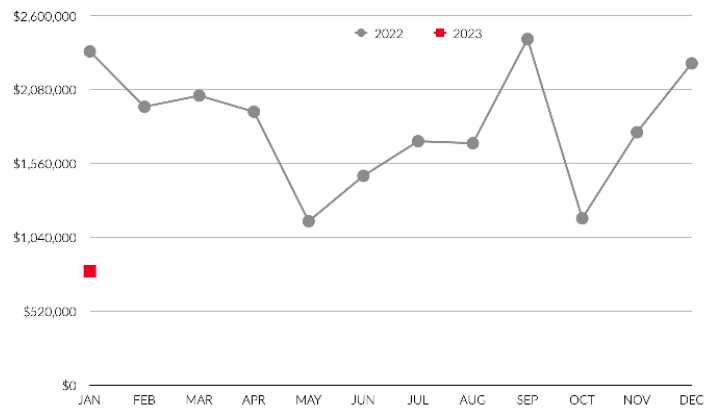
	2021	2022	2023	2022-2023
YTD Volume Sales	\$3,886,000	\$16,425,000	\$3,196,000	-80.54%
YTD Unit Sales	4	7	4	-42.86%
YTD New Listings	10	11	21	+90.91%
YTD Sales/Listings Ratio	40%	63.64%	19.05%	-44.59%
YTD Expired Listings	1	6	8	+33.33%
January Volume Sales	\$3,886,000	\$16,425,000	\$3,196,000	-80.54%
January Unit Sales	4	7	4	-42.86%
January New Listings	10	11	21	+90.91%
January Sales/Listings Ratio	40%	63.64%	19.05%	-44.59%
January Expired Listings	1	6	8	+33.33%
YTD Sales: \$0-\$199K	0	1	0	Down from 1
YTD Sales: \$200K-\$349K	0	0	0	No Change
YTD Sales: \$350K-\$549K	1	0	0	No Change
YTD Sales: \$550K-\$749K	1	1	1	No Change
YTD Sales: \$750K-\$999K	0	0	3	Up from 0
YTD Sales: \$1M+	2	6	0	Down from 6
YTD Average Days-On-Market	8	80	45	-43.75%
YTD Average Sale Price	\$971,500	\$2,346,429	\$799,000	-65.95%
YTD Median Sale Price	\$1,457,500	\$2,289,000	\$830,000	-63.74%

Puslinch MLS Sales and Listing Summary
2021 vs. 2022 vs. 2023

AVERAGE SALE PRICE

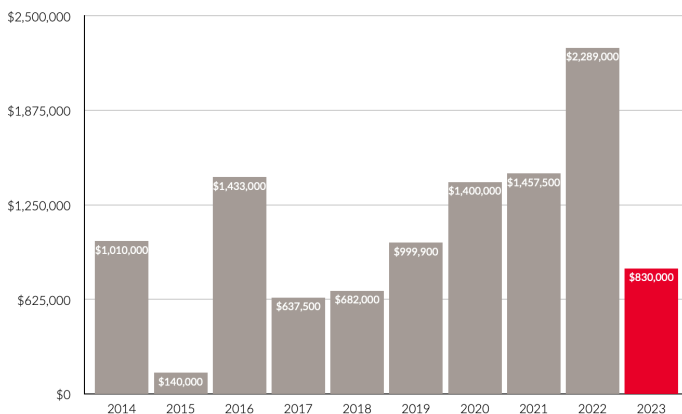


Year-Over-Year

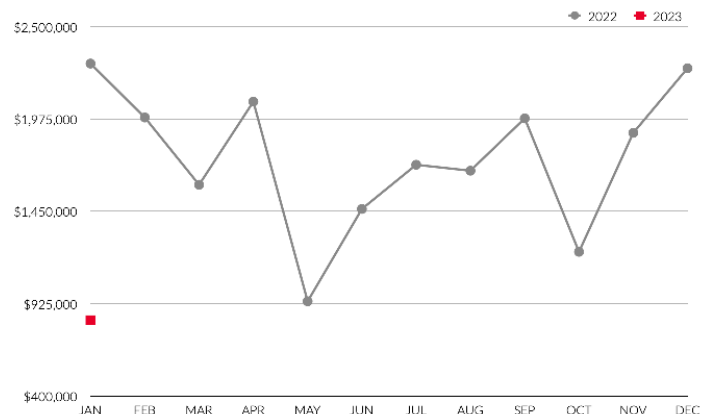


Month-Over-Month 2022 vs. 2023

MEDIAN SALE PRICE



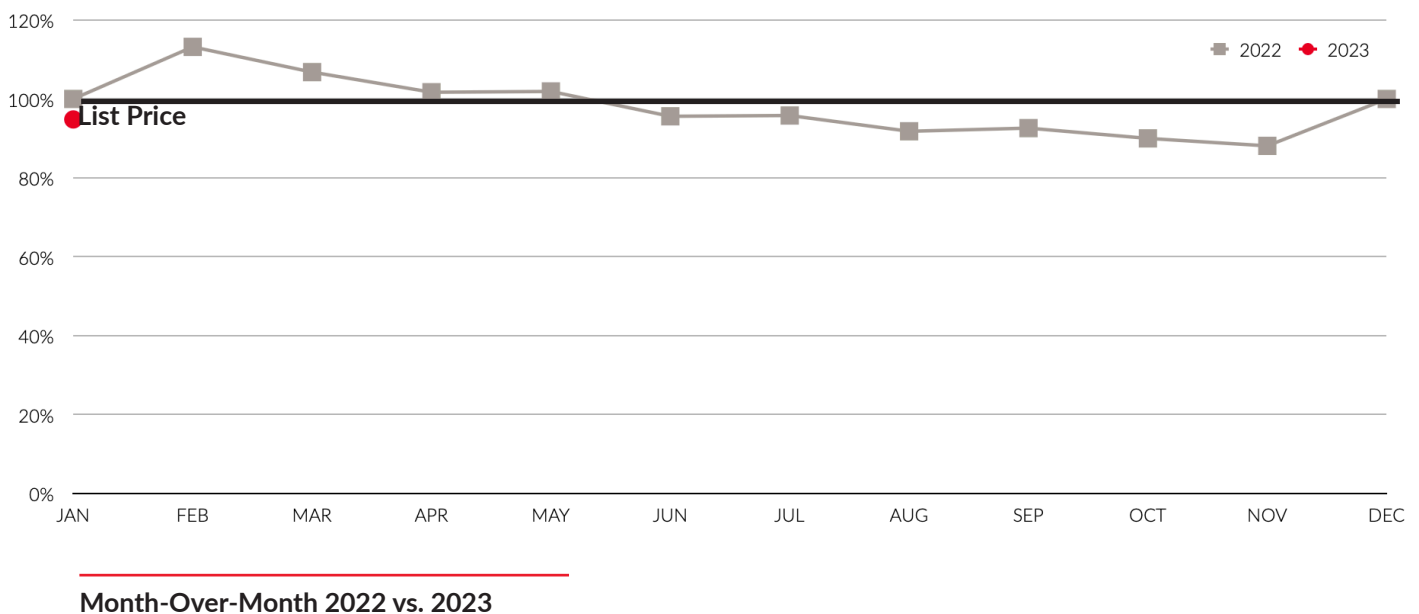
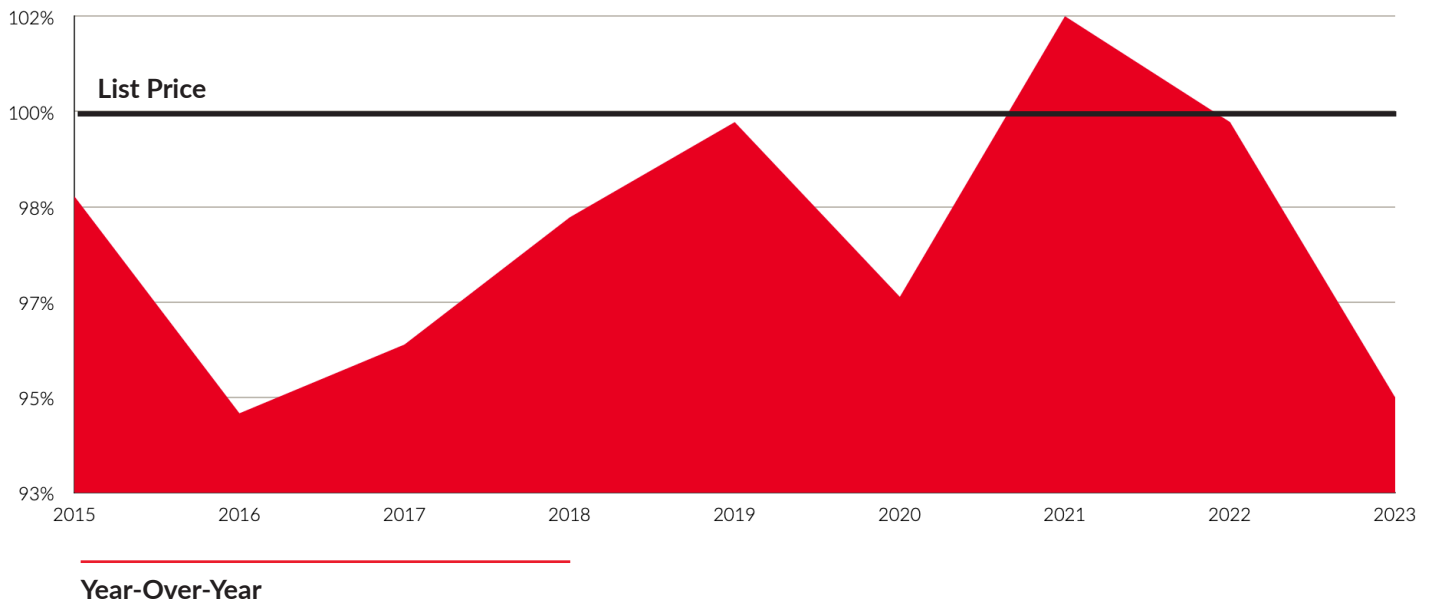
Year-Over-Year



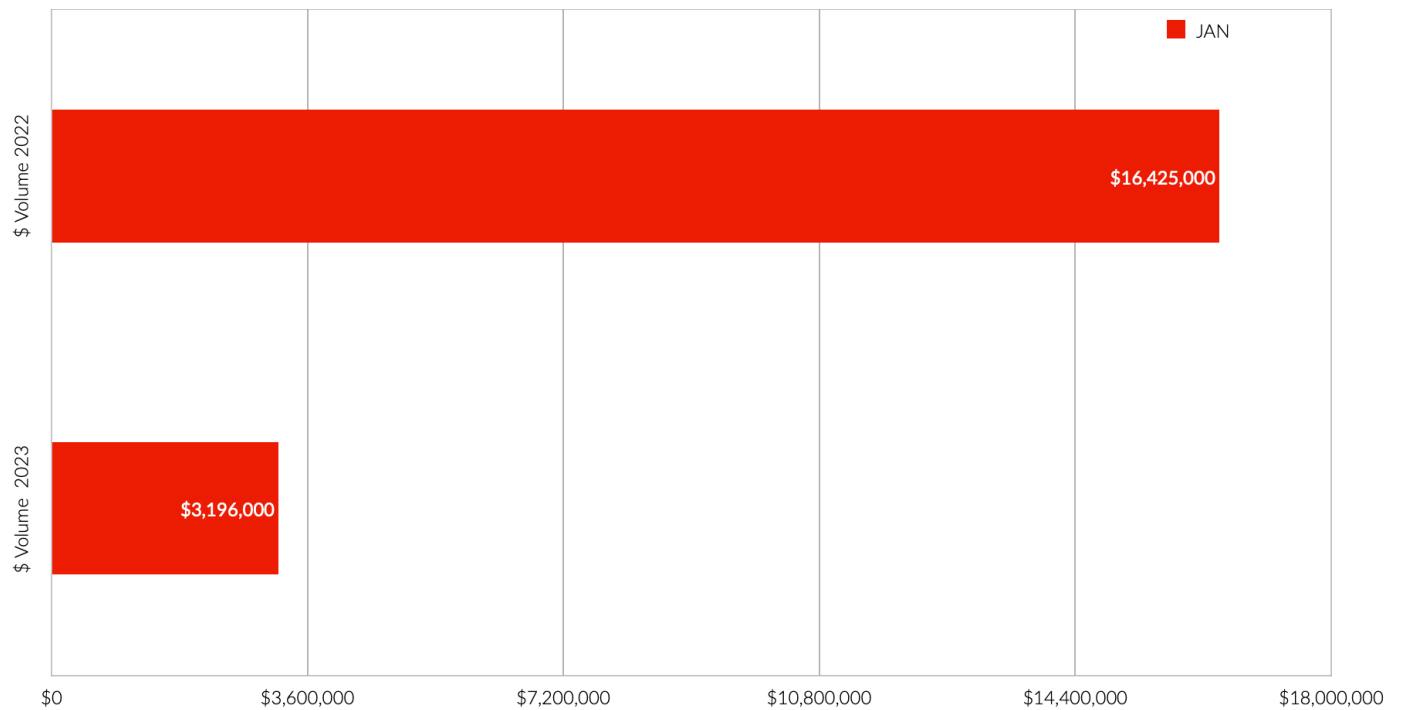
Month-Over-Month 2022 vs. 2023

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

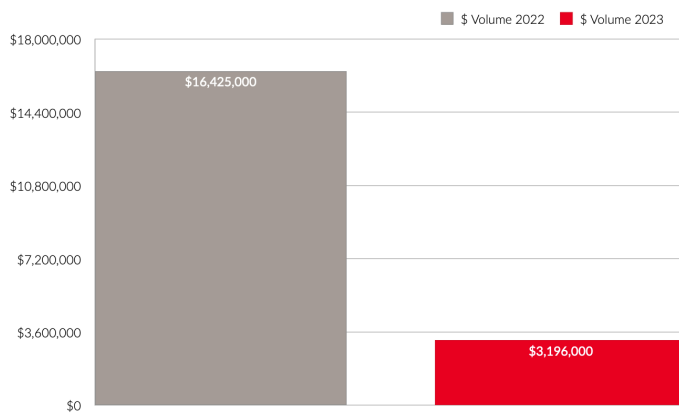
SALE PRICE VS. LIST PRICE RATIO



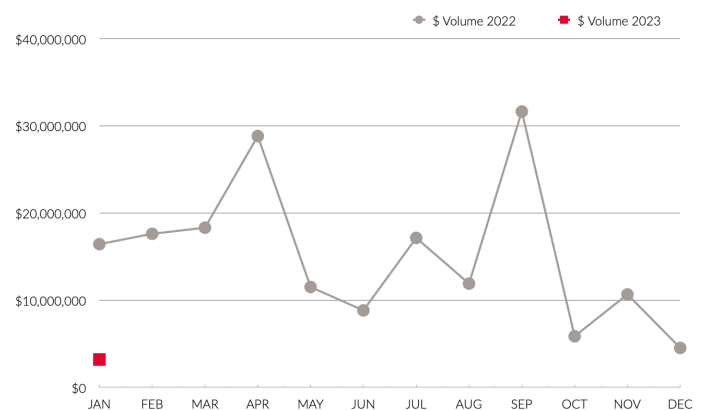
DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

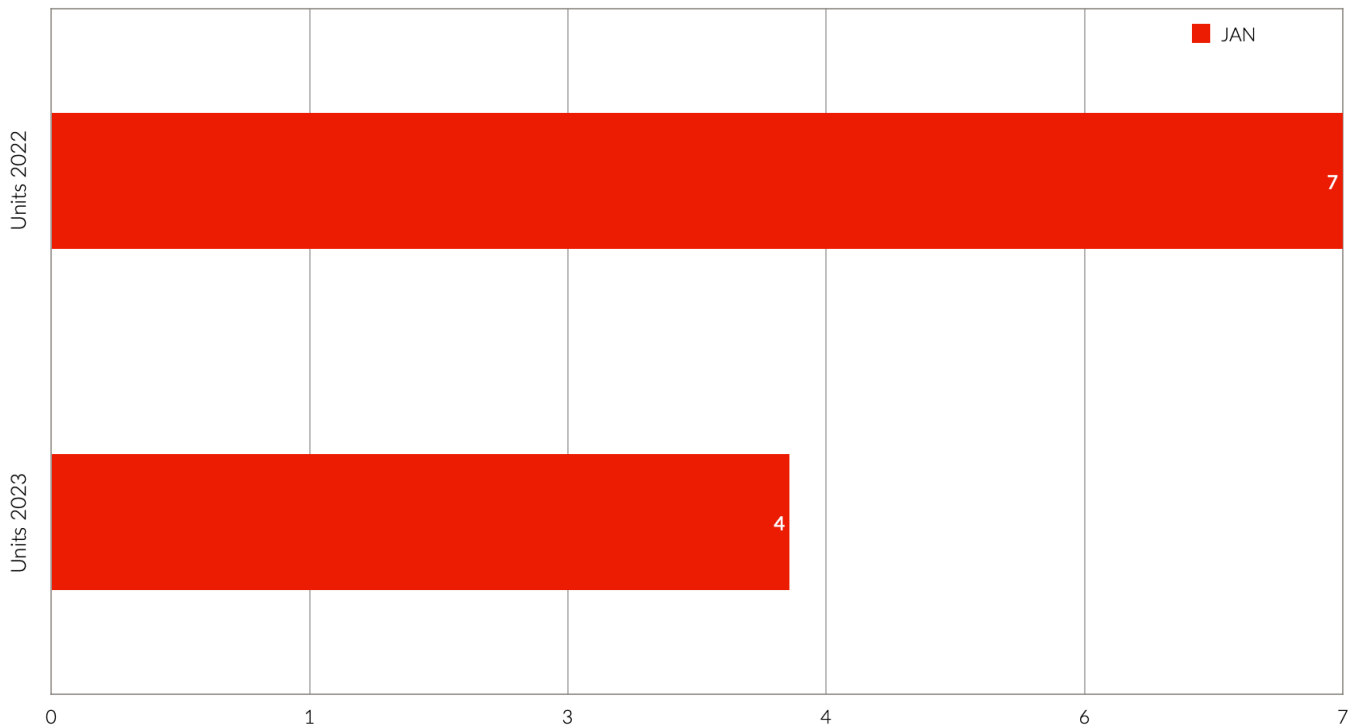


Yearly Totals 2022 vs. 2023

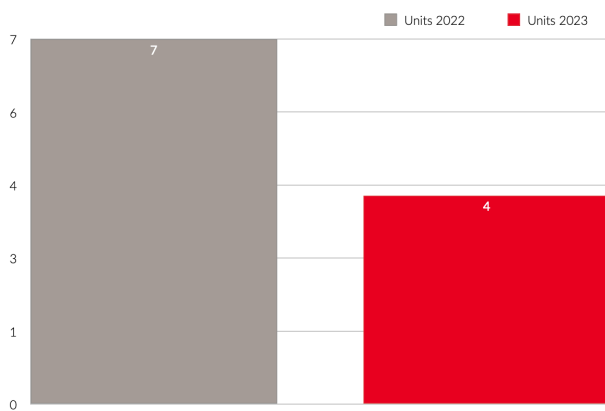


Month vs. Month 2022 vs. 2023

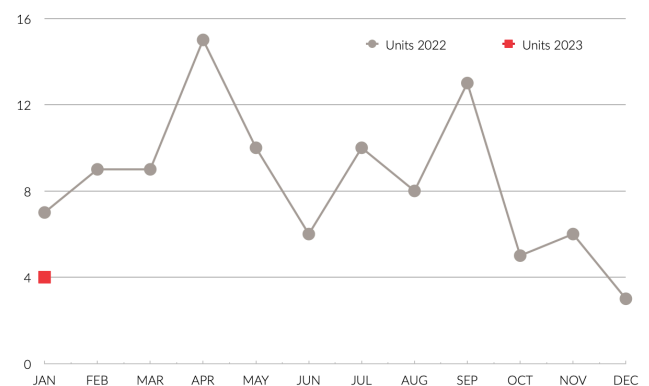
UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

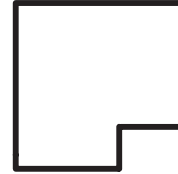
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



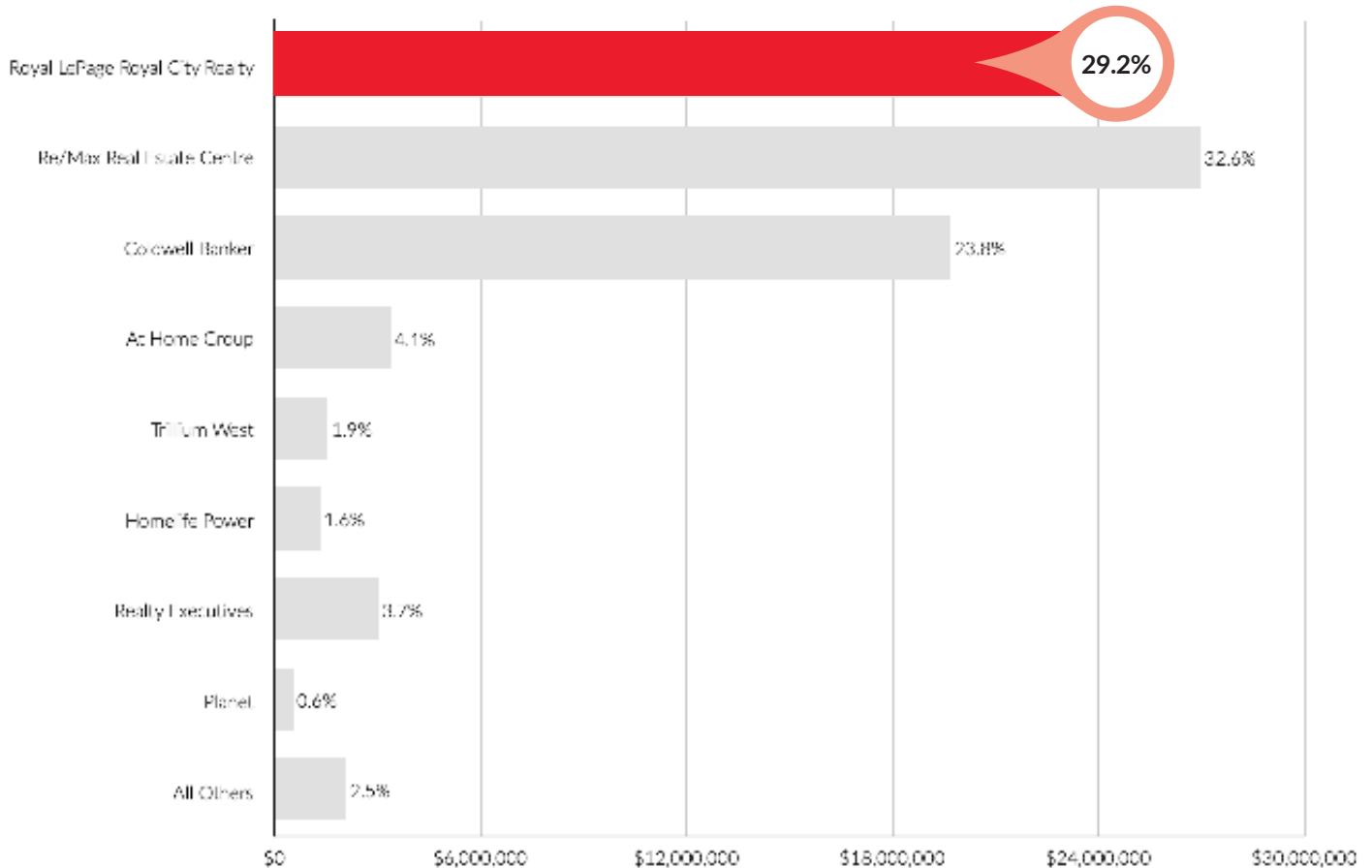
VACANT LAND

YTD Sales Volume	 \$3,196,000 -68.13%	 \$0 Down from \$2,097,000	 \$0 No Change
YTD Unit Sales	 4 No Change	 0 Down from 2	 0 No Change
YTD Average Sale Price	 \$799,000 -68.13%	 \$0 Down from \$1,048,500	 \$0 No Change
January Sales Volume	 \$3,196,000 -68.13%	 \$0 Down from \$2,097,000	 \$0 No change
January Unit Sales	 4 No Change	 0 Down from 2	 0 No change

Year-Over-Year Comparison (2023 vs. 2022)



MARKET DOMINANCE

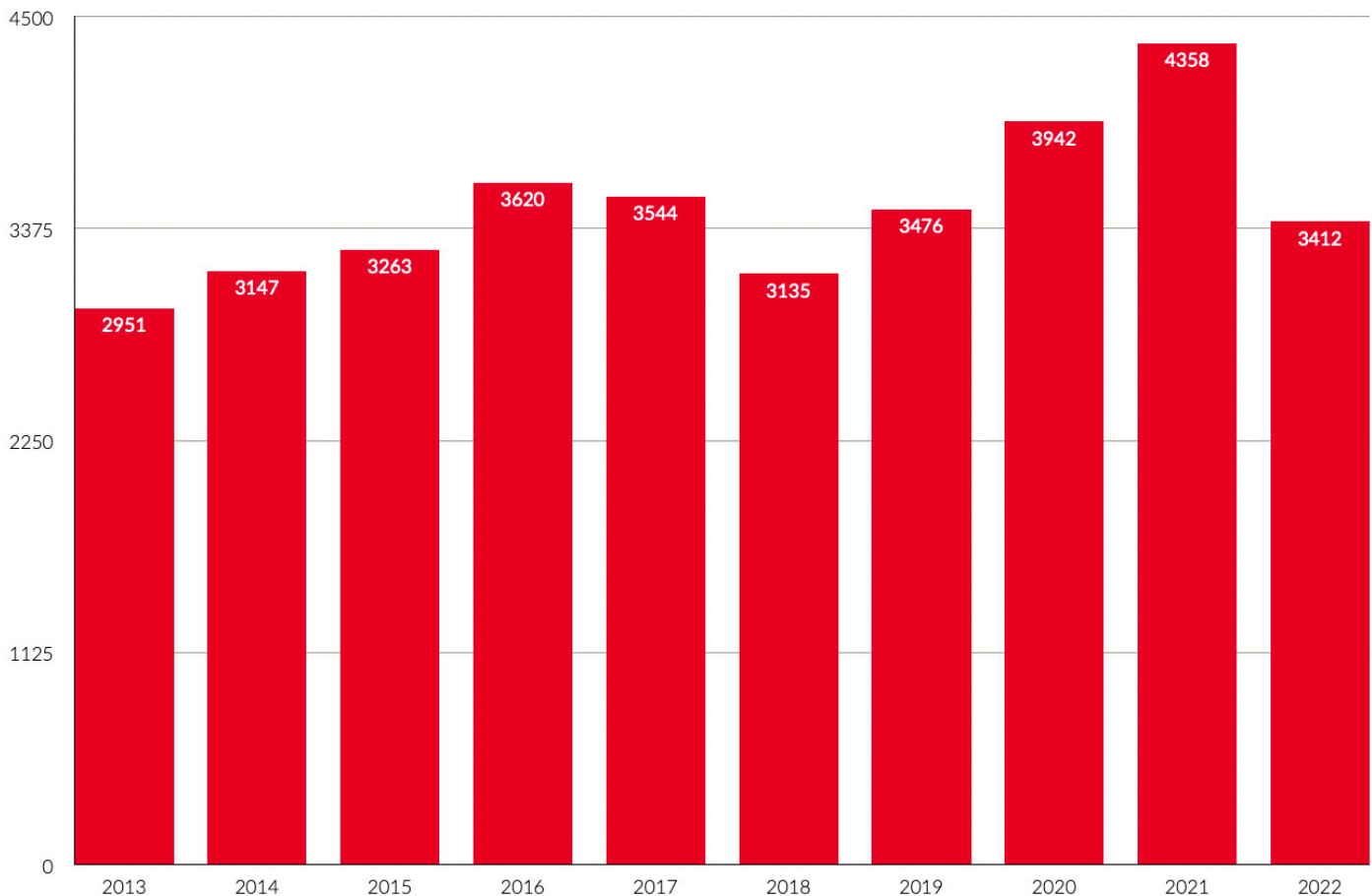


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
January 2023



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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