



2023 FEBRUARY

PUSLINCH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

BALANCED MARKET

The Puslinch real estate market remains a balanced market as the year progresses, while seeing a drop in unit sales and a rise in new listings compared to February of last year. The year-to-date average and median sales prices have dropped below what they were this time last year, which may hint at some larger changes. It is good to keep in mind that since this market is smaller, it is more prone to erratic change.



February year-over-year sales volume of \$5,340,000

Down 69.68% from 2022's \$17,612,900 with unit sales of 6 down 33.33% from last year's 9. New listings of 17 are up 6.25% from a year ago, with the sales/listing ratio of 35.29% down 20.96%.



Year-to-date sales volume of \$8,536,000

Down 74.92% from 2022's \$34,037,900 with unit sales of 10 down from 2022's 16. New listings of 38 are up from 27 year ago, with the sales/listing ratio of 26.32% down 32.94%.



Year-to-date average sale price of \$844,500

Down from \$2,151,709 one year ago with median sale price of \$883,750 down from \$2,135,750 one year ago. Average days-on-market of 42 is down 18 days from last year.

Note: The sample size for this area shows too few listings to depict a meaningful comparison between Median Sales Price and Average Sales Prices.

FEBRUARY NUMBERS

Median Sale Price

\$937,500

-52.71%

Average Sale Price

\$890,000

-54.52%

Sales Volume

\$5,340,000

-69.68%

Unit Sales

6

-33.33%

New Listings

17

+6.25%

Expired Listings

3

+200%

Unit Sales/Listings Ratio

35.29%

-20.96%

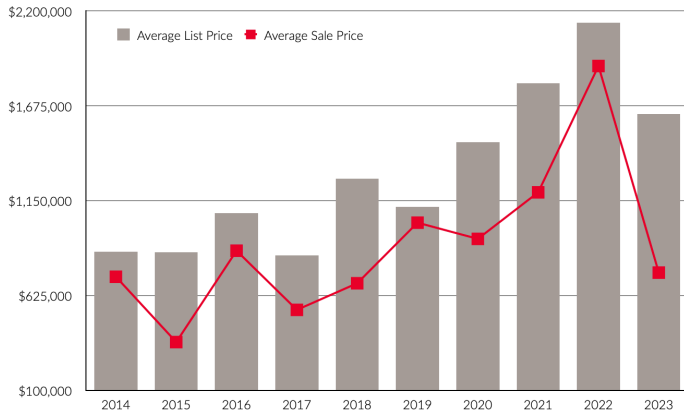
*Year-over-year comparison
(February 2023 vs. February 2022)*

THE MARKET IN DETAIL

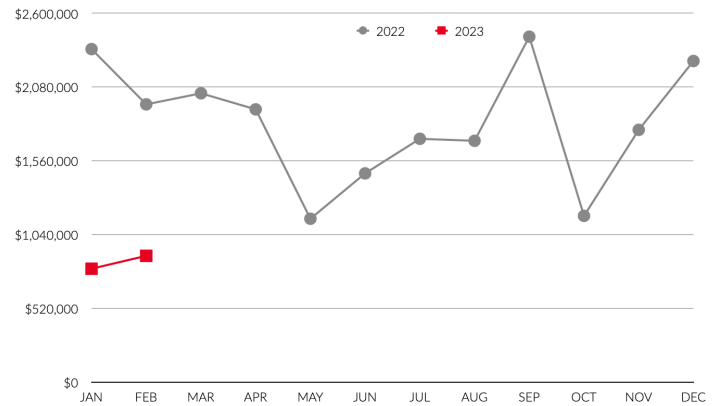
	2021	2022	2023	2022-2023
YTD Volume Sales	\$28,154,000	\$34,037,900	\$8,536,000	-74.92%
YTD Unit Sales	18	16	10	-37.5%
YTD New Listings	27	27	38	+40.74%
YTD Sales/Listings Ratio	66.67%	59.26%	26.32%	-32.94%
YTD Expired Listings	2	7	11	+57.14%
February Volume Sales	\$24,268,000	\$17,612,900	\$5,340,000	-69.68%
February Unit Sales	14	9	6	-33.33%
February New Listings	17	16	17	+6.25%
February Sales/Listings Ratio	82.35%	56.25%	35.29%	-20.96%
February Expired Listings	1	1	3	+200%
YTD Sales: \$0-\$199K	0	1	0	Down from 1
YTD Sales: \$200K-\$349K	0	0	0	No Change
YTD Sales: \$350K-\$549K	2	0	0	No Change
YTD Sales: \$550K-\$749K	3	1	3	+200%
YTD Sales: \$750K-\$999K	2	0	5	Up from 0
YTD Sales: \$1M+	11	15	2	-86.67%
YTD Average Days-On-Market	21.5	60	42	-30%
YTD Average Sale Price	\$1,352,465	\$2,151,709	\$844,500	-60.75%
YTD Median Sale Price	\$1,691,250	\$2,135,750	\$883,750	-58.62%

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

AVERAGE SALE PRICE

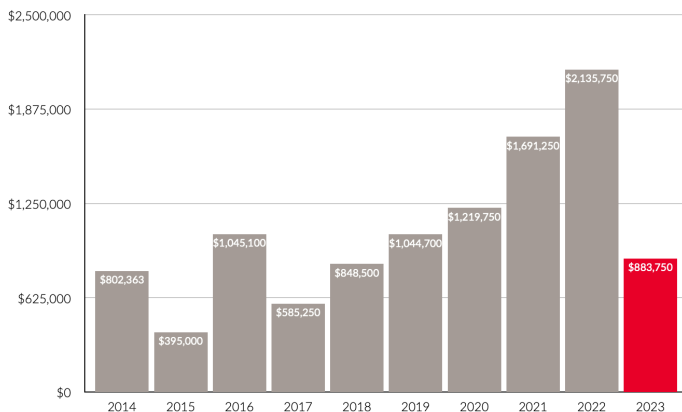


Year-Over-Year

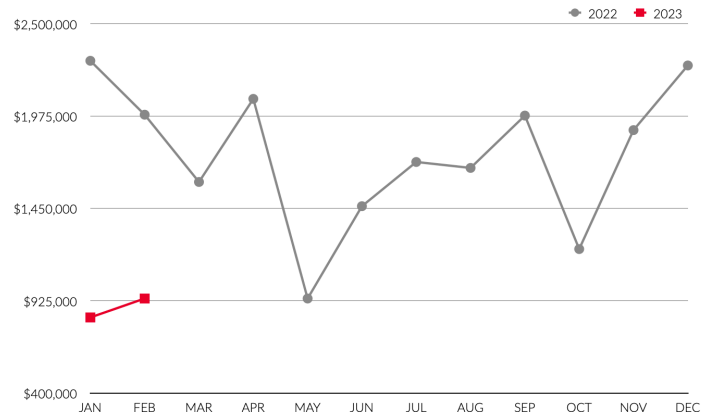


Month-Over-Month 2022 vs. 2023

MEDIAN SALE PRICE



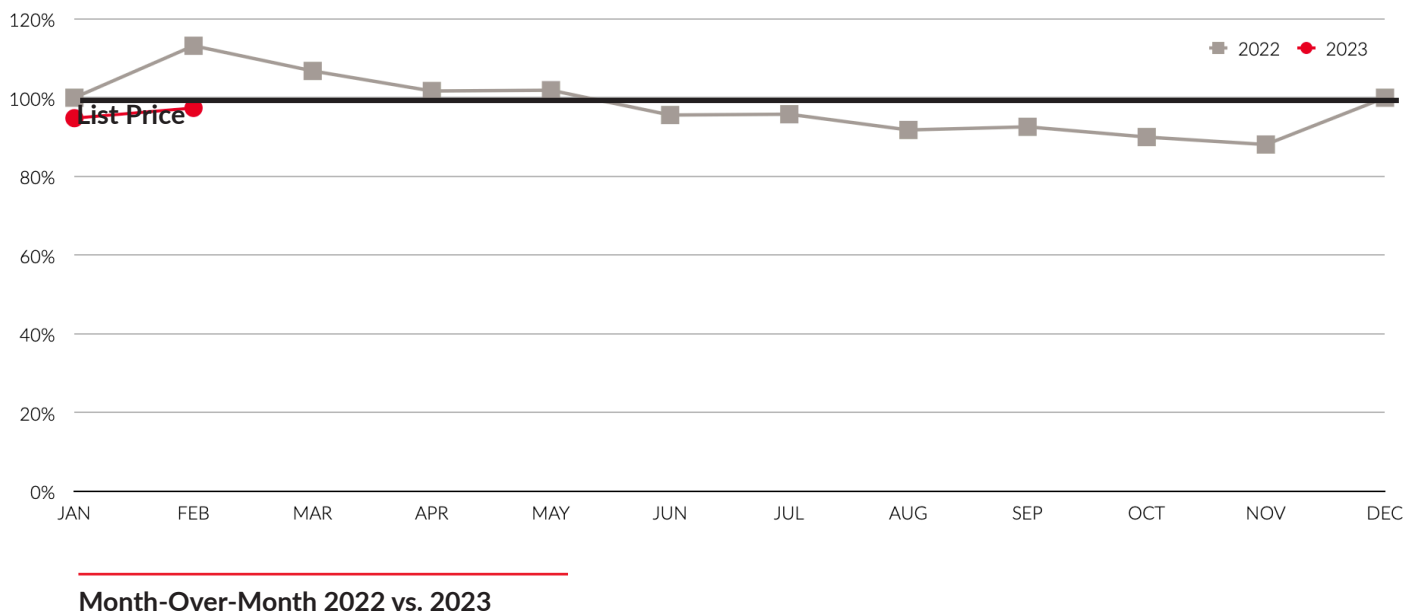
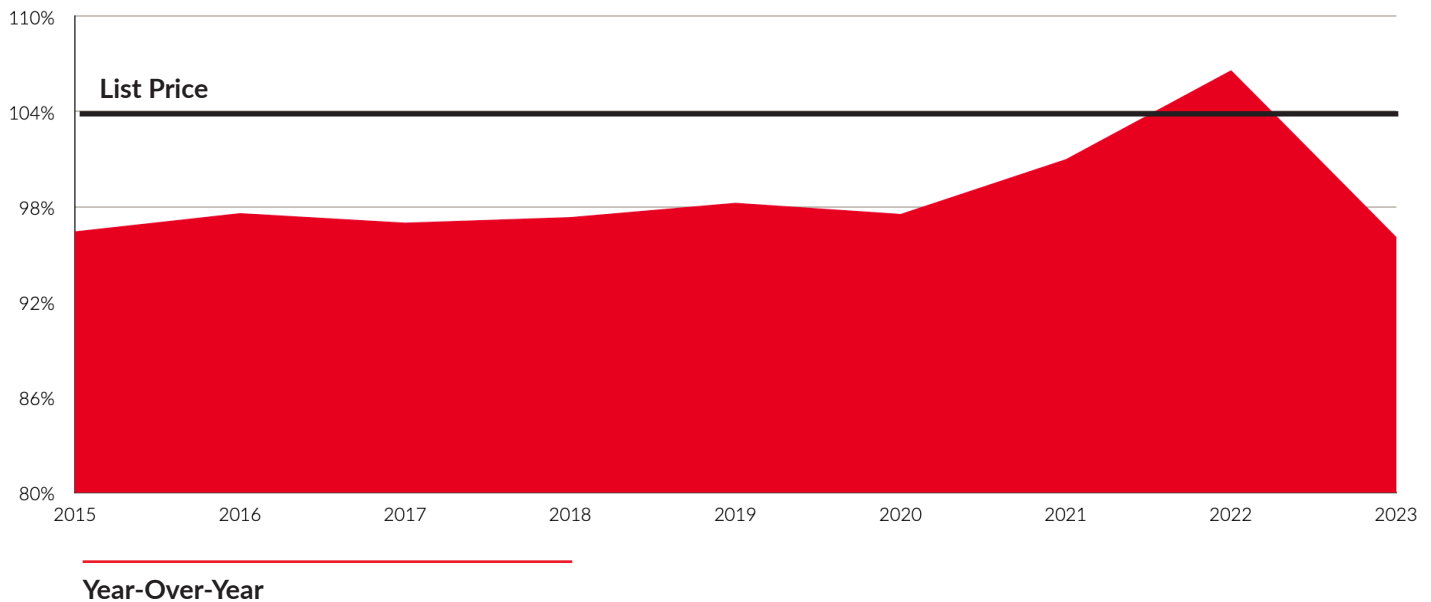
Year-Over-Year



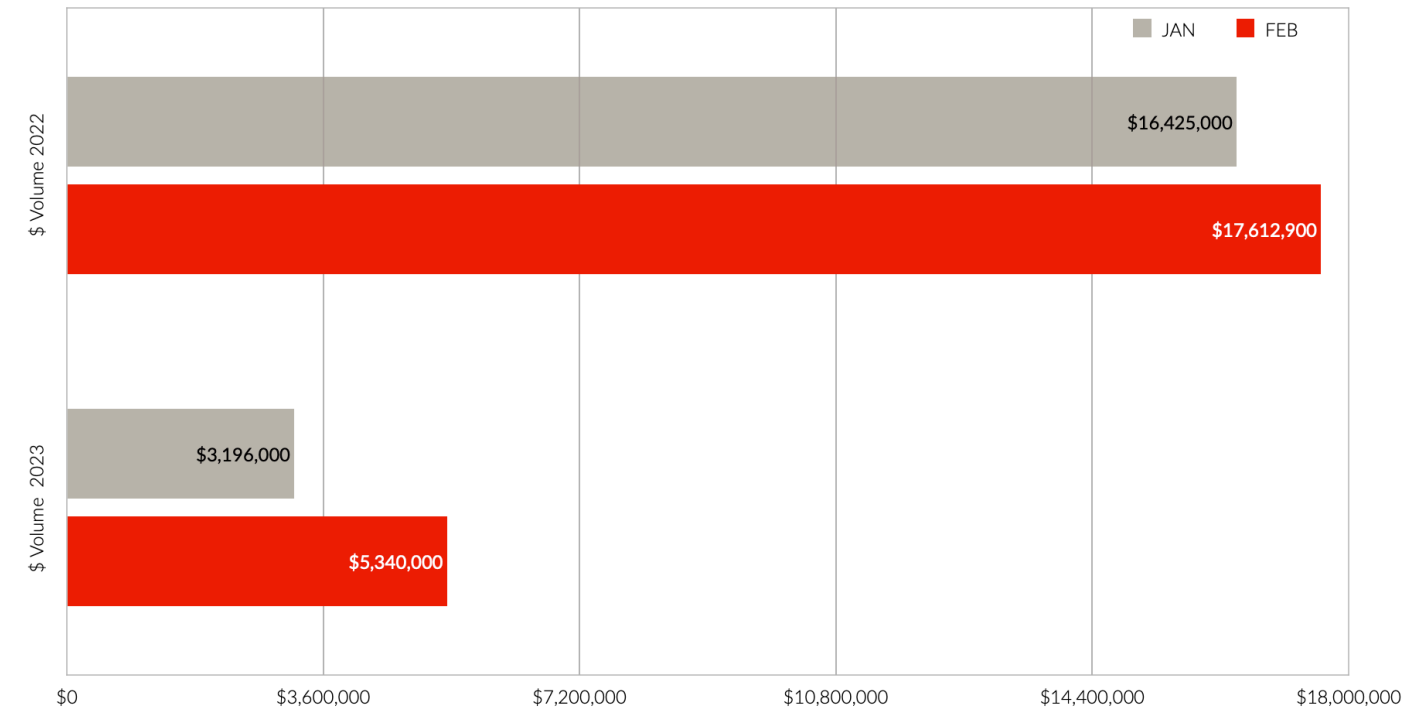
Month-Over-Month 2022 vs. 2023

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

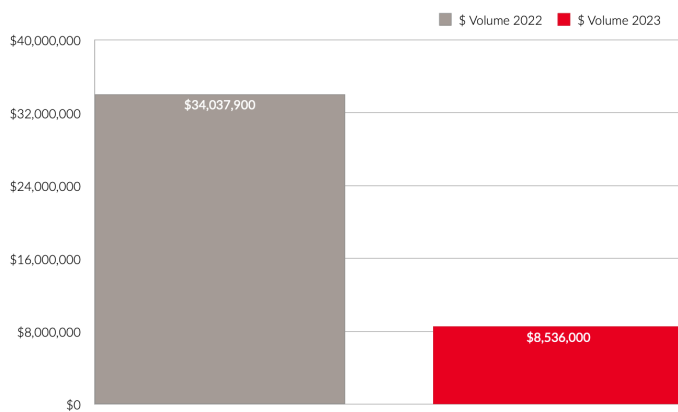
SALE PRICE VS. LIST PRICE RATIO



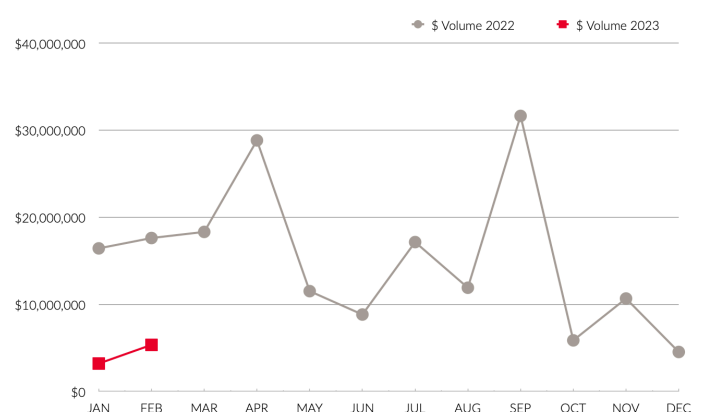
DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

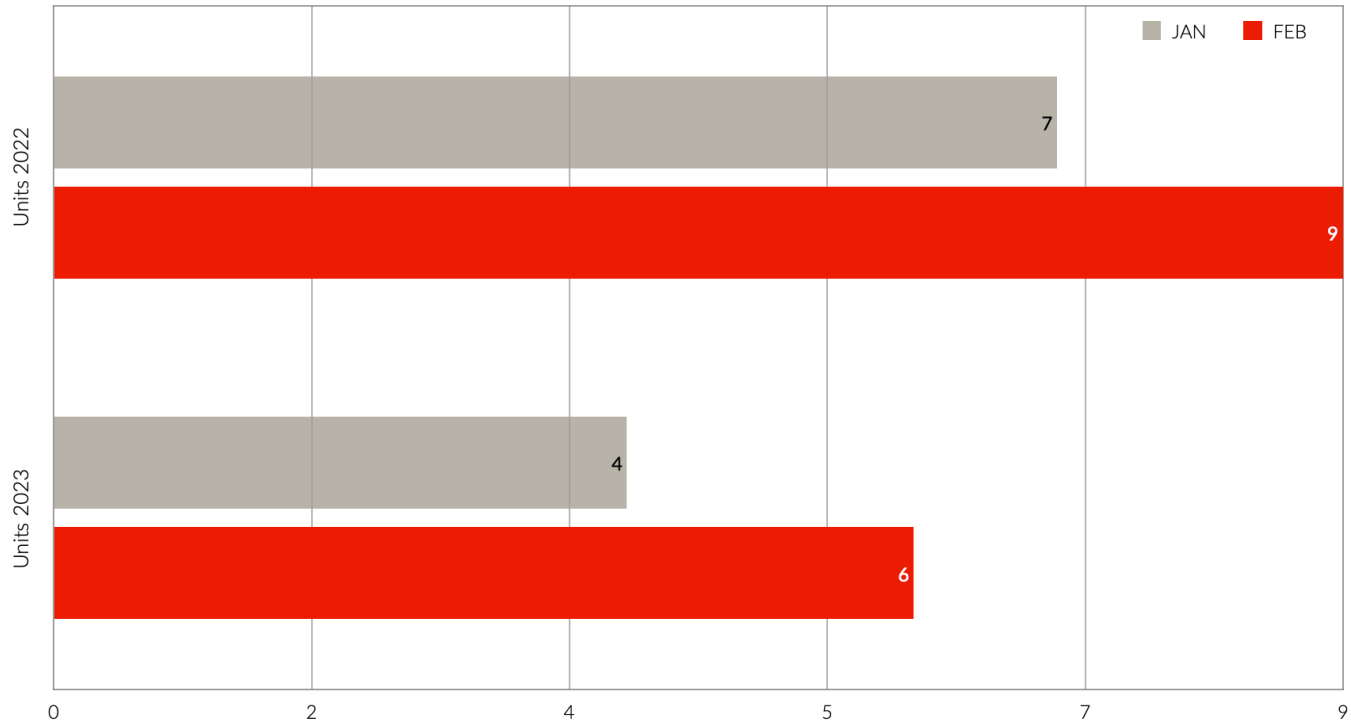


Yearly Totals 2022 vs. 2023

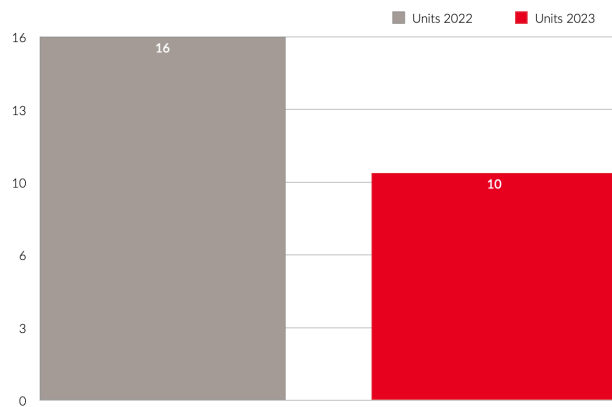


Month vs. Month 2022 vs. 2023

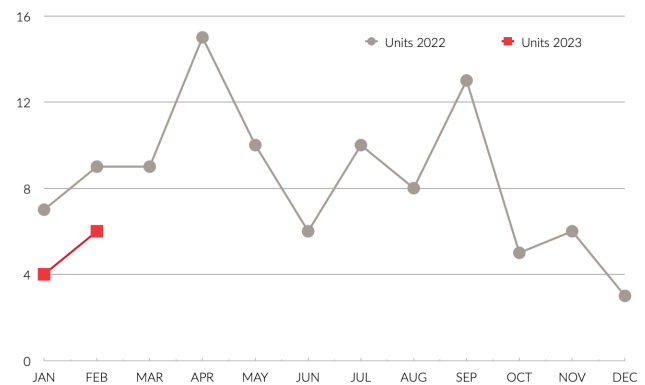
UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

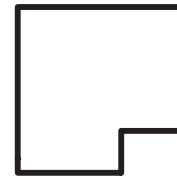
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



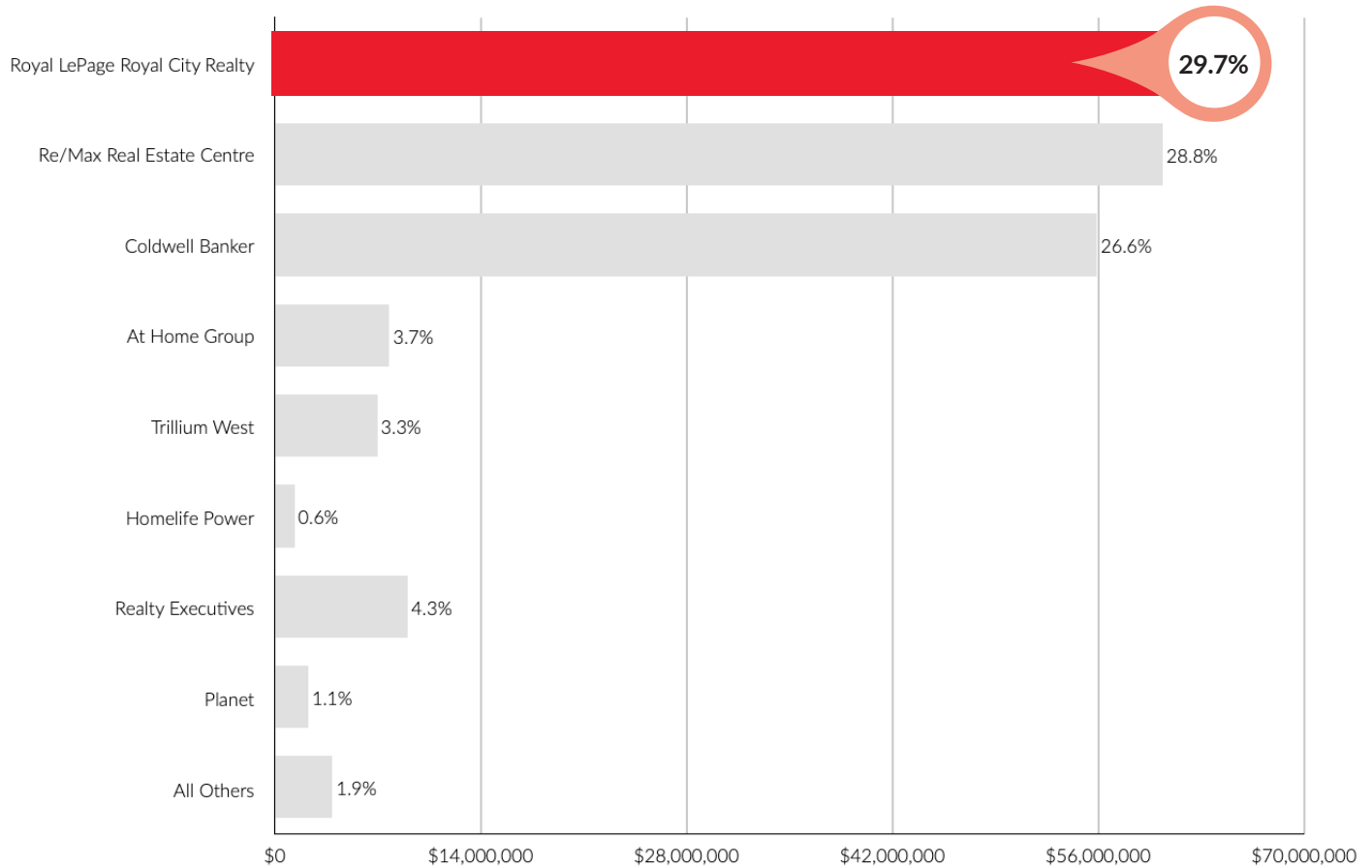
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$7,436,000 -71.44%	 \$0 Down from \$2,097,000	 \$1,100,000 -31.25%
YTD Unit Sales	 8 -33.33%	 0 Down from 2	 2 +100%
YTD Average Sale Price	 \$929,500 -57.17%	 \$0 Down from \$1,048,500	 \$550,000 -65.63%
February Sales Volume	 \$4,240,000 -73.52%	 \$0 Down from \$2,097,000	 \$2 +100%
February Unit Sales	 4 -50%	 0 Down from 2	 \$1,100,000 -31.25%

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



MARKET DOMINANCE

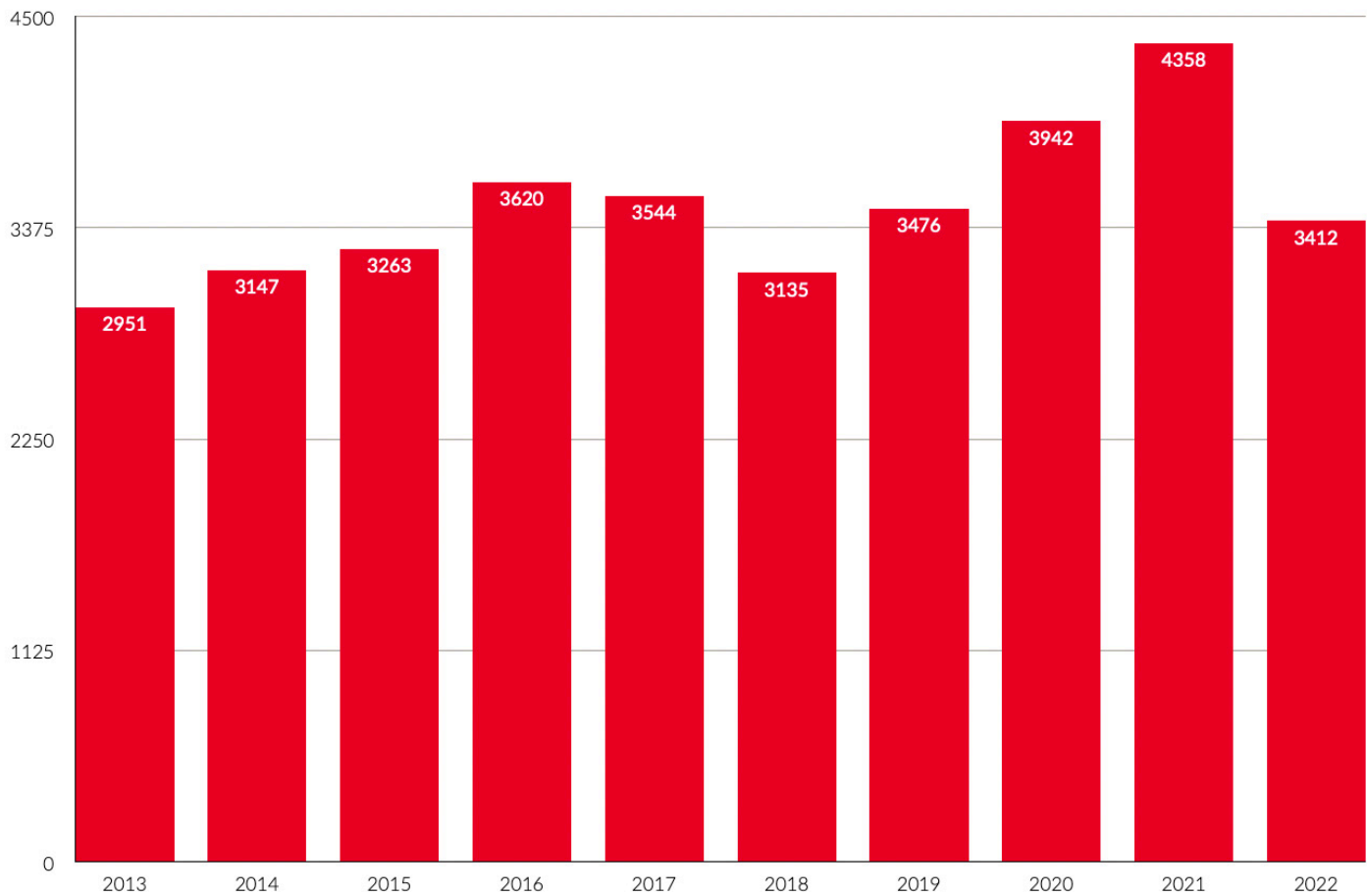


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
February 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



/RoyalLePageRoyalCity



/RoyalCityRealty



/RLPRoyalCity

Helping You Is What We Do.

Find more Real Estate Market Reports for Wellington County at royalcity.com/market-update/