



2023 MARCH

PUSLINCH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

BALANCED MARKET

The Puslinch real estate market remains a balanced market in March, while seeing a rise in unit sales and a drop in new listings compared to March of last year. The year-to-date and monthly median sales prices have both risen above what they were this time last year. It is good to keep in mind that since this market is smaller, it is more prone to erratic change.



March year-over-year sales volume of \$17,440,750

Down 5.61% from 2022's \$18,316,200 with unit sales of 12 up 33.33% from last year's 9. New listings of 19 are down 13.64% from a year ago, with the sales/listing ratio of 63.16% up 22.25%.



Year-to-date sales volume of \$25,824,750

Down 50.67% from 2022's \$52,354,100 with unit sales of 22 down from 2022's 25. New listings of 57 are up from 49 a year ago, with the sales/listing ratio of 38.6% down 12.42%.



Year-to-date average sale price of \$1,043,243

Down from \$2,112,850 one year ago with median sale price of \$1,867,500 up from \$1,600,100 one year ago. Average days-on-market of 40 is down 4.33 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.

MARCH NUMBERS

Median Sale Price

\$1,867,500
+16.71%

Average Sale Price

\$1,440,729
-29.21%

Sales Volume

\$17,288,750
-5.61%

Unit Sales

12
+33.33%

New Listings

19
-13.64%

Expired Listings

1
-66.67%

Unit Sales/Listings Ratio

63.16%
+22.25%

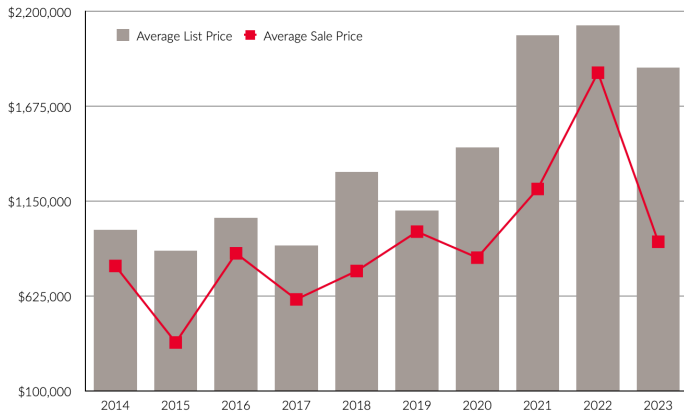
*Year-over-year comparison
(March 2023 vs. March 2022)*

THE MARKET IN DETAIL

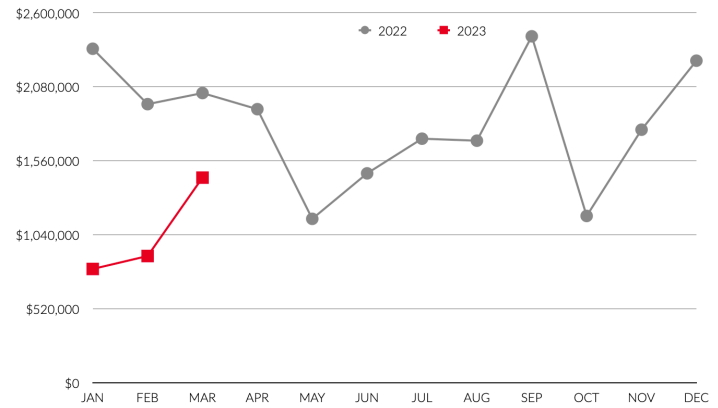
	2021	2022	2023	2022-2023
YTD Volume Sales	\$39,566,500	\$52,354,100	\$25,824,750	-50.67%
YTD Unit Sales	26	25	22	-12%
YTD New Listings	50	49	57	+16.33%
YTD Sales/Listings Ratio	52%	51.02%	38.6%	-12.42%
YTD Expired Listings	4	10	12	+20%
March Volume Sales	\$11,412,500	\$18,316,200	\$17,288,750	-5.61%
March Unit Sales	8	9	12	+33.33%
March New Listings	23	22	19	-13.64%
March Sales/Listings Ratio	34.78%	40.91%	63.16%	+22.25%
March Expired Listings	2	3	1	-66.67%
YTD Sales: \$0-\$199K	1	1	1	No Change
YTD Sales: \$200K-\$349K	0	0	0	No Change
YTD Sales: \$350K-\$549K	4	0	2	Up from 0
YTD Sales: \$550K-\$749K	3	4	4	No Change
YTD Sales: \$750K-\$999K	2	0	6	Up from 0
YTD Sales: \$1M+	16	21	9	-57.14%
YTD Average Days-On-Market	18.67	44.33	40	-9.77%
YTD Average Sale Price	\$1,377,164	\$2,112,850	\$1,043,243	-50.62%
YTD Median Sale Price	\$1,570,750	\$1,982,500	\$937,500	-52.71%

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

AVERAGE SALE PRICE

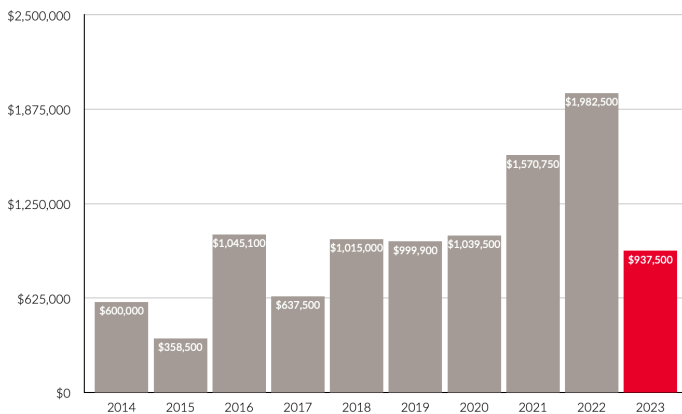


Year-Over-Year

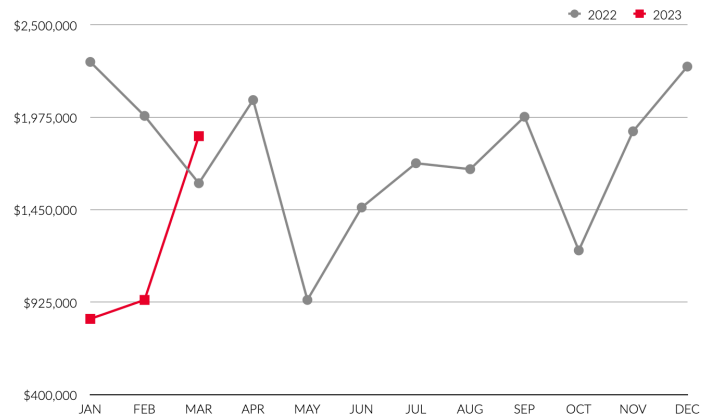


Month-Over-Month 2022 vs. 2023

MEDIAN SALE PRICE



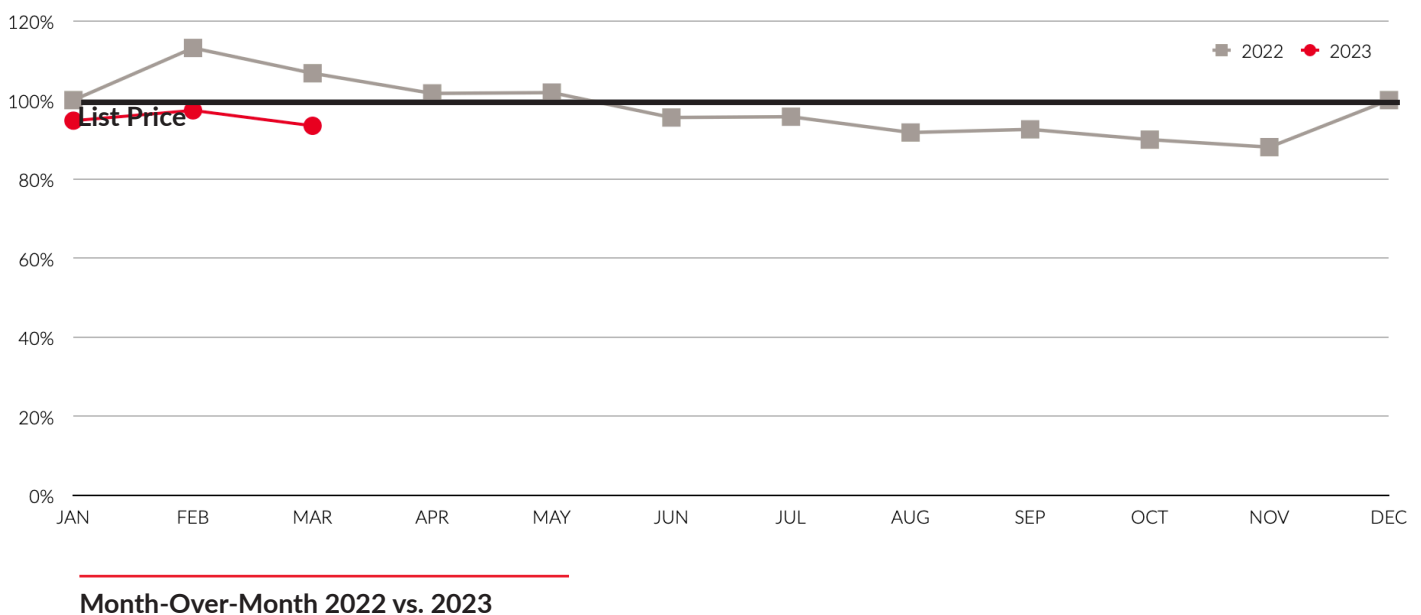
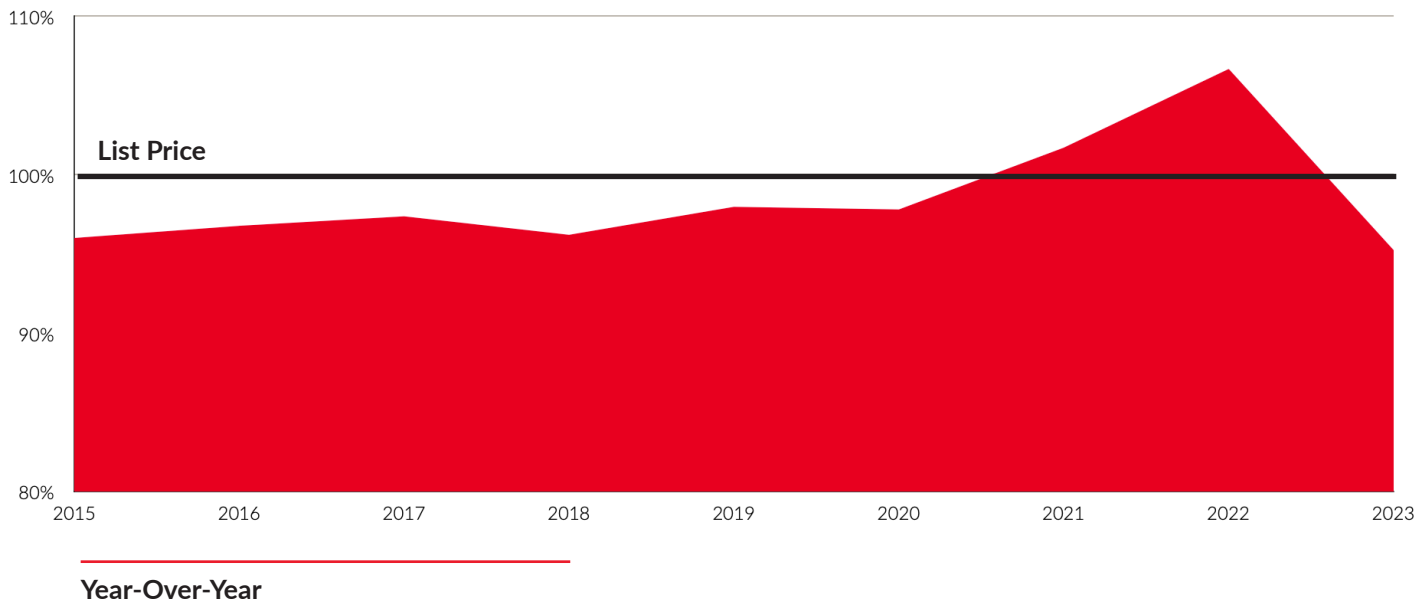
Year-Over-Year



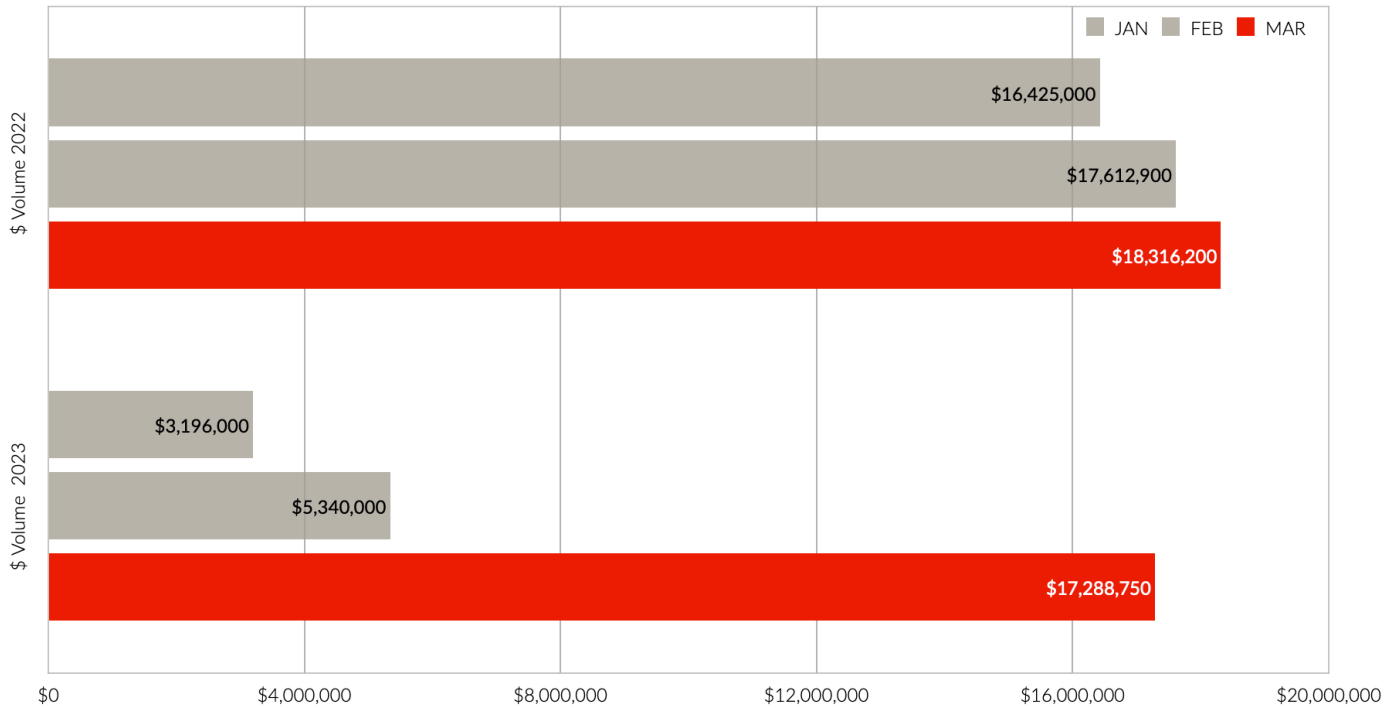
Month-Over-Month 2022 vs. 2023

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

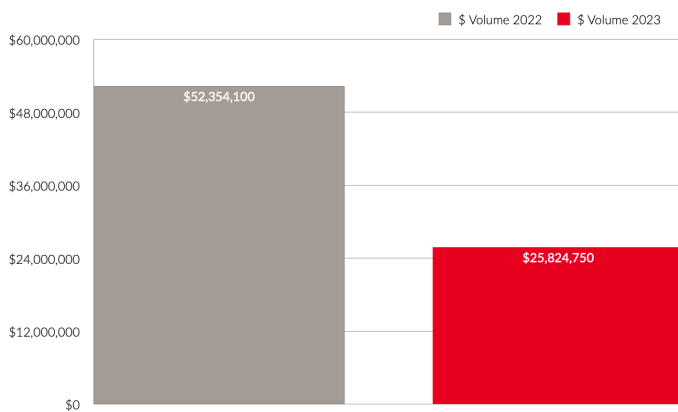
SALE PRICE VS. LIST PRICE RATIO



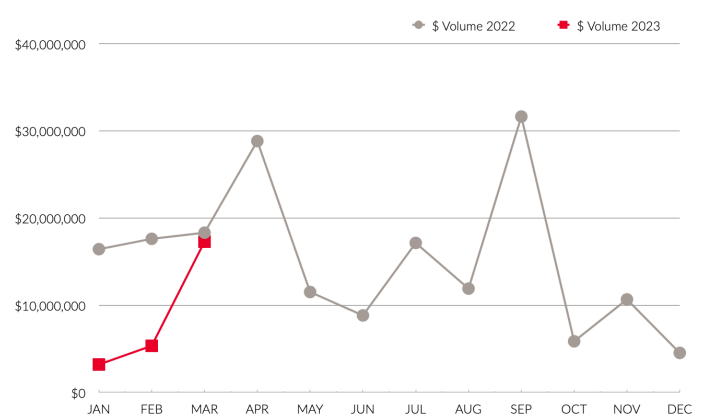
DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

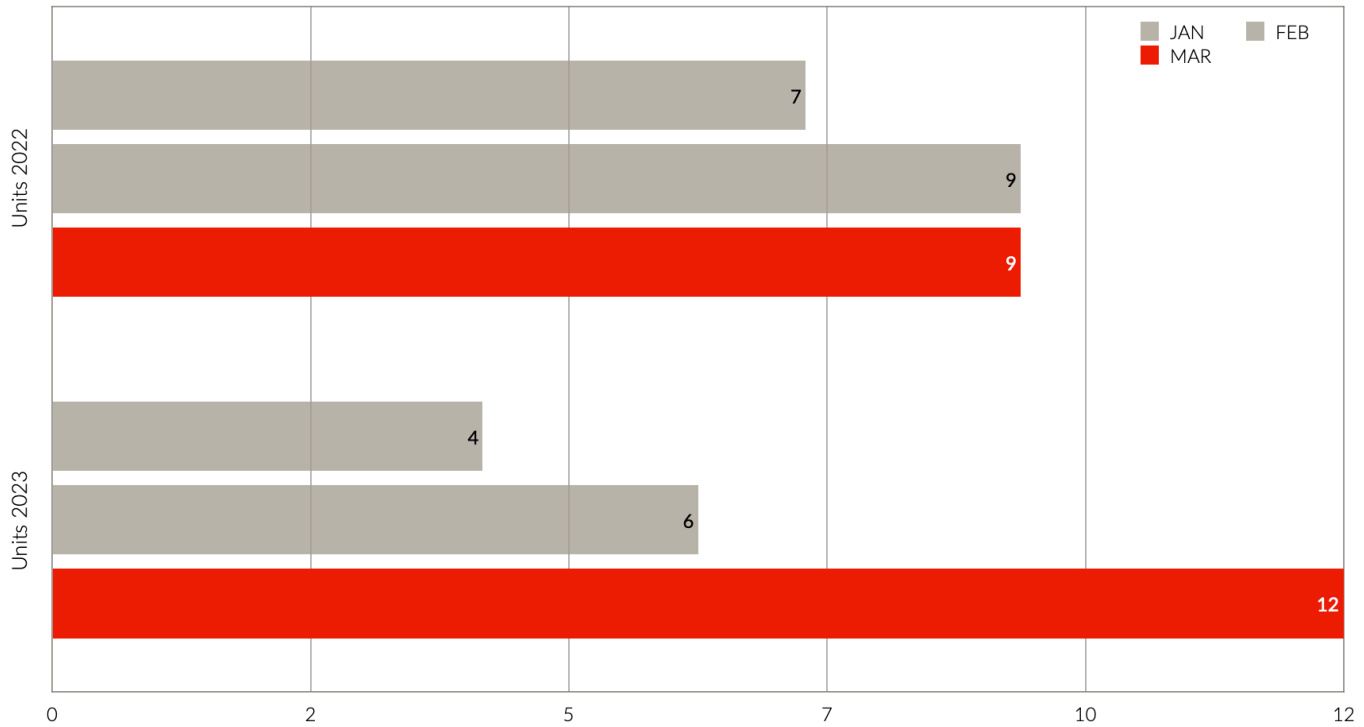


Yearly Totals 2022 vs. 2023

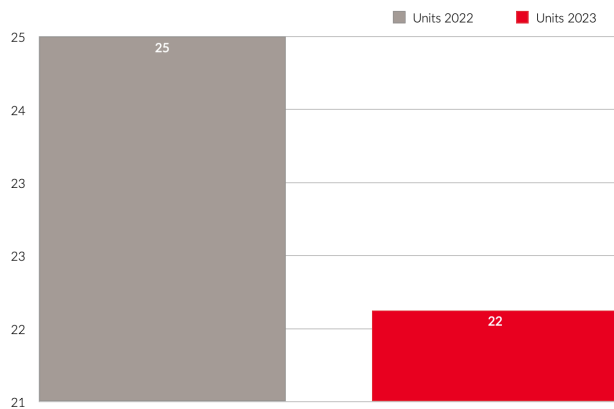


Month vs. Month 2022 vs. 2023

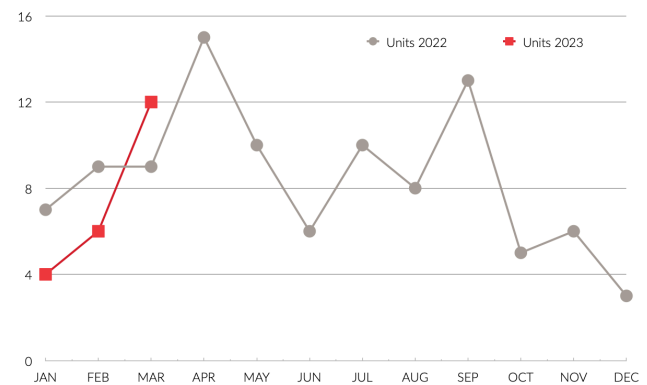
UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

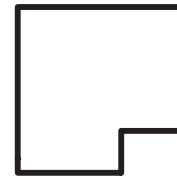
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



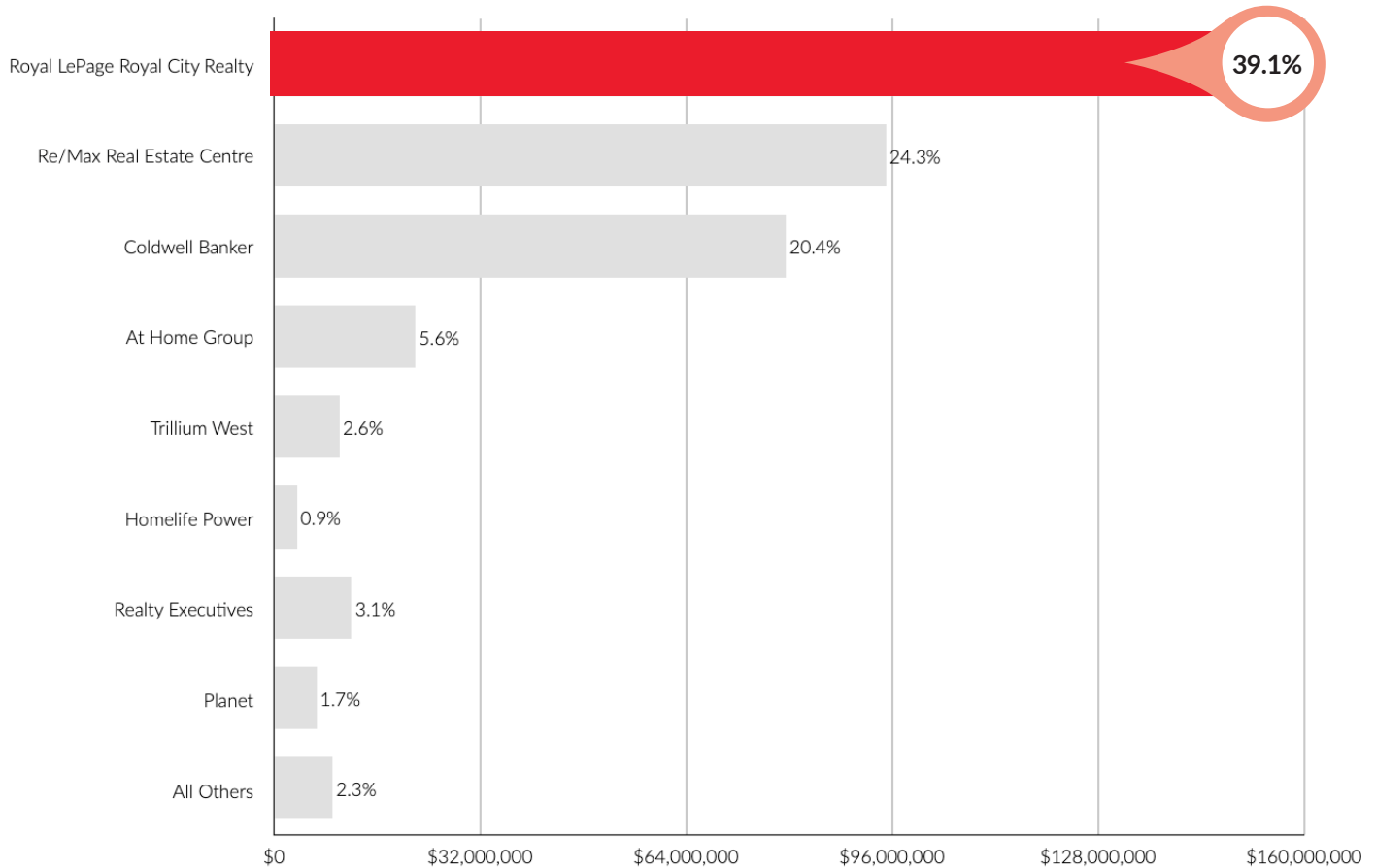
VACANT LAND

YTD Sales Volume	 \$23,016,000 -48.11%	 \$0 Down from \$2,097,000	 \$1,930,000 +20.63%
YTD Unit Sales	 16 -23.81%	 0 Down from 2	 3 +200%
YTD Average Sale Price	 \$1,438,500 -31.9%	 \$0 Down from \$1,048,500	 \$643,333 -59.79%
March Sales Volume	 \$15,580,000 -14.94%	 \$0 No Change	 \$830,000 Up from \$0
March Unit Sales	 8 -11.11%	 0 No Change	 1 Up from 0

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



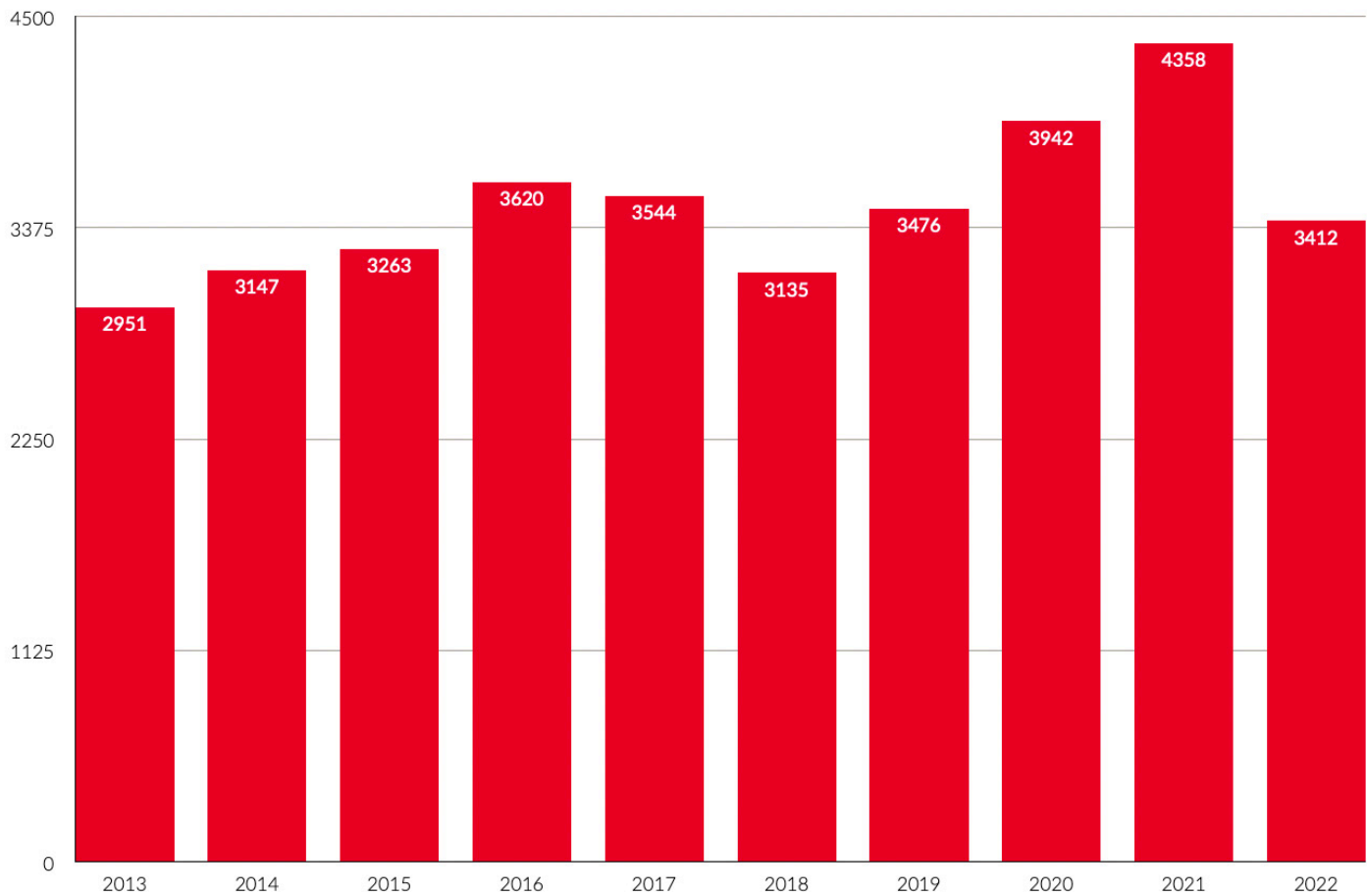
MARKET DOMINANCE



Market Share by Dollar Volume
 Listing Selling Ends Combined for Guelph Based Companies
 March 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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