



2023
MAY

PUSLINCH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

BALANCED MARKET

The Puslinch real estate market remains a balanced market in May, while seeing a significant rise in both unit sales and new listings this month. 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.

MAY NUMBERS

Median Sale Price
\$1,750,000
+141.38%

Average Sale Price
\$1,807,818
+58.16%

Sales Volume
\$19,886,000
+93.31%

Unit Sales
11
+22.22%

New Listings
27
No Change

Expired Listings
3
+200%

Unit Sales/Listings Ratio
40.74%
+7.41%

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

May year-over-year sales volume of \$19,886,000

Up 93.31% from 2022's \$10,278,000 with unit sales of 11 up 22.22% from last year's 9. New listings of 27 are the same as a year ago, with the sales/listing ratio of 40.71% up 7.41%.

Year-to-date sales volume of \$58,133,988

Down 29.61% from 2022's \$82,590,747 with unit sales of 42 down from 2022's 45. New listings of 94 are up from 89 a year ago, with the sales/listing ratio of 44.68% down 5.88%.

Year-to-date average sale price of \$1,283,340

Down from \$1,838,157 one year ago with median sale price of \$937,500 down from \$1,982,500 one year ago. Average days-on-market of 35.8 is down 20.6 days from last year.

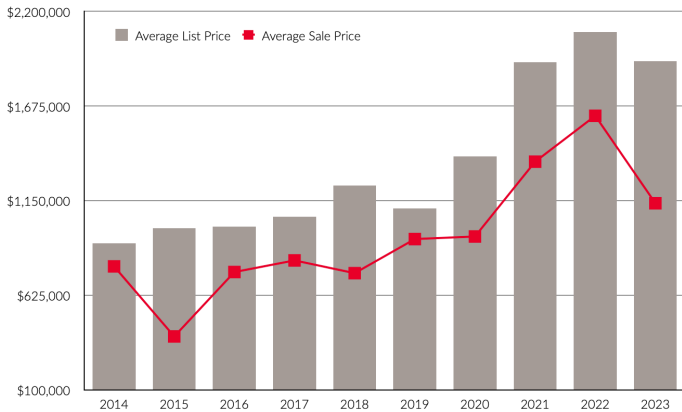
Note: The sample size for this area shows too few listings to depict a meaningful comparison between Median Sales Price and Average Sales Prices.

THE MARKET IN DETAIL

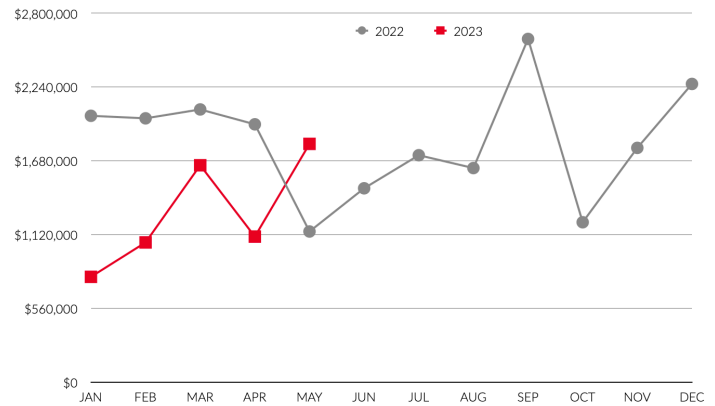
	2021	2022	2023	2022-2023
YTD Volume Sales	\$73,657,800	\$82,590,747	\$58,133,988	-29.60%
YTD Unit Sales	47	45	42	-6.67%
YTD New Listings	74	89	94	+5.62%
YTD Sales/Listings Ratio	63.51%	50.56%	44.68%	-5.88%
YTD Expired Listings	5	6	11	+83.33%
May Volume Sales	\$28,799,300	\$10,287,000	\$19,886,000	+96.31%
May Unit Sales	17	9	11	+22.22%
May New Listings	23	27	27	No Change
May Sales/Listings Ratio	73.91%	33.33%	40.74%	+7.41%
May Expired Listings	1	1	3	+200%
YTD Sales: \$0-\$199K	2	0	0	No Change
YTD Sales: \$200K-\$349K	1	0	0	No Change
YTD Sales: \$350K-\$549K	4	1	10	Up from 1
YTD Sales: \$550K-\$749K	6	11	5	-54.55%
YTD Sales: \$750K-\$999K	2	0	5	Up from 0
YTD Sales: \$1M+	32	33	22	-33.33%
YTD Average Days-On-Market	28.2	15.2	35.8	+135.53%
YTD Average Sale Price	\$1,547,105	\$1,838,157	\$1,283,340	-30.18%
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

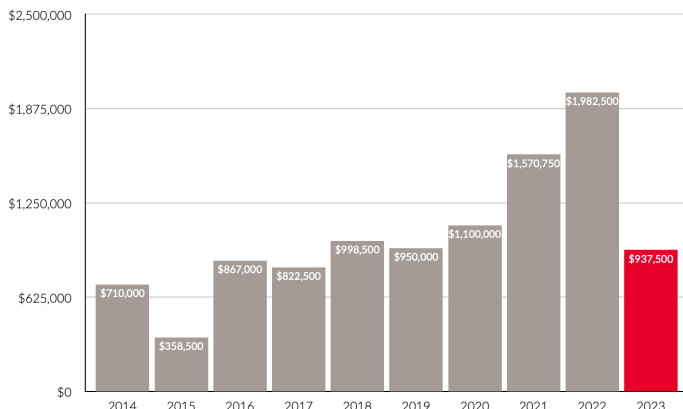


Year-Over-Year

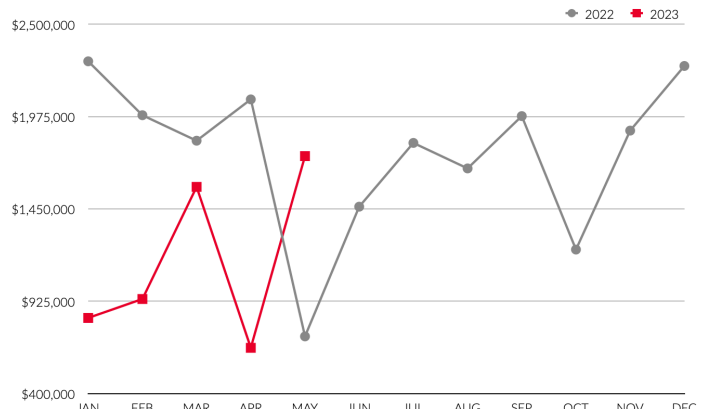


Month-Over-Month 2022 vs. 2023

MEDIAN SALE PRICE



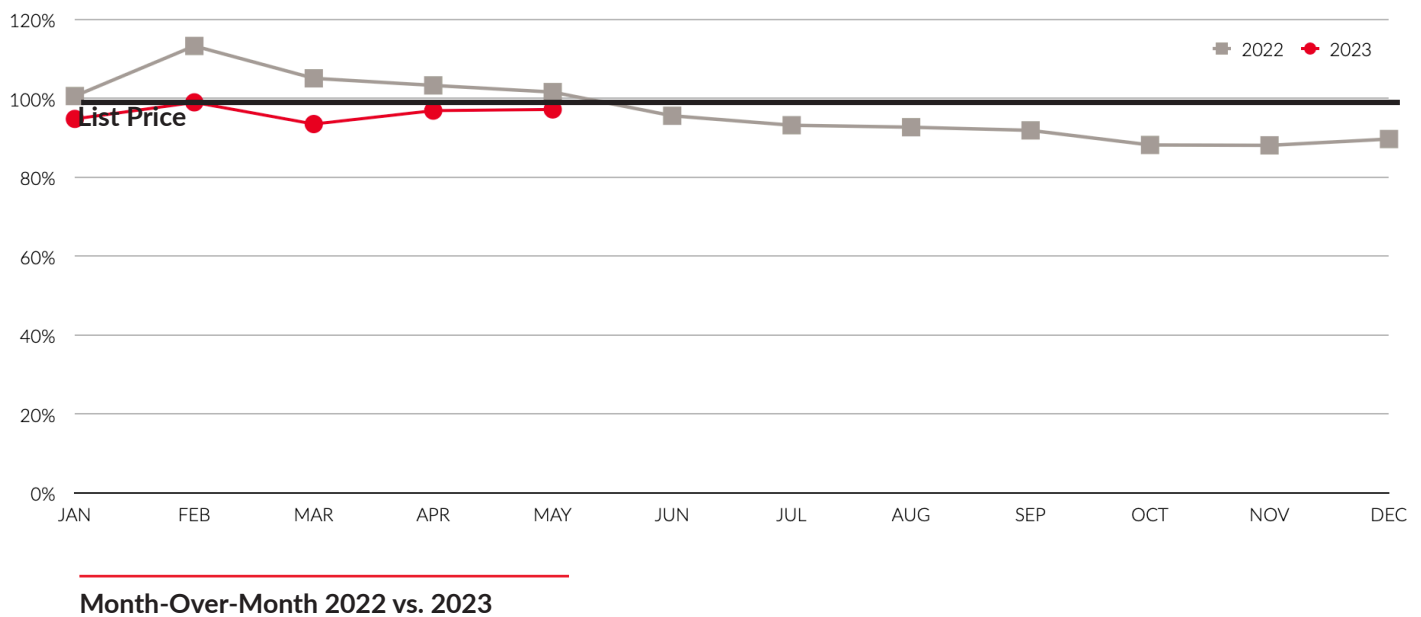
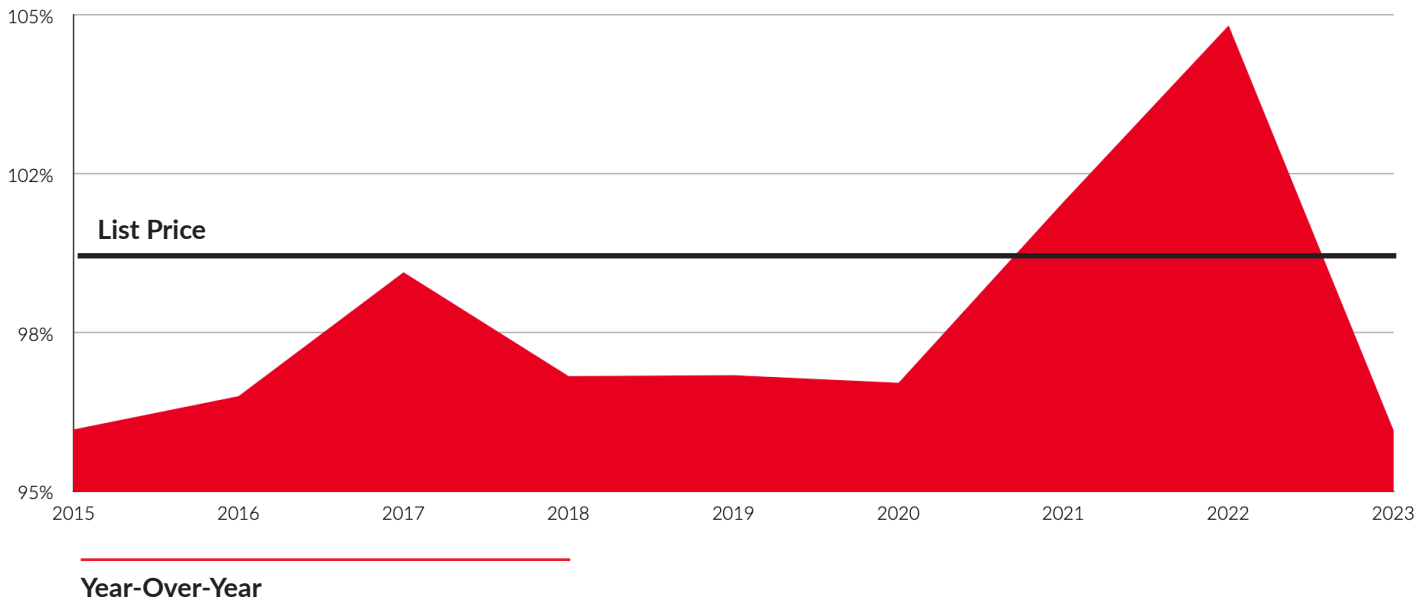
Year-Over-Year



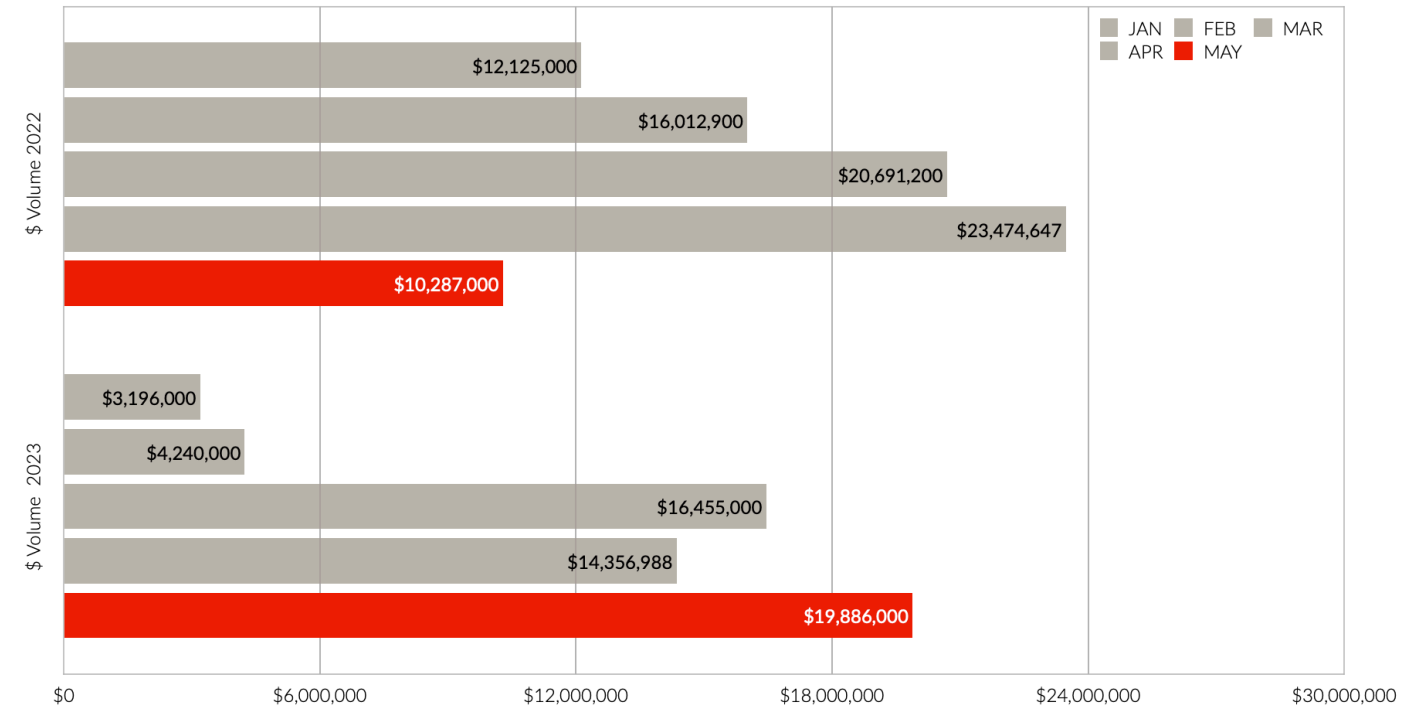
Month-Over-Month 2022 vs. 2023

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

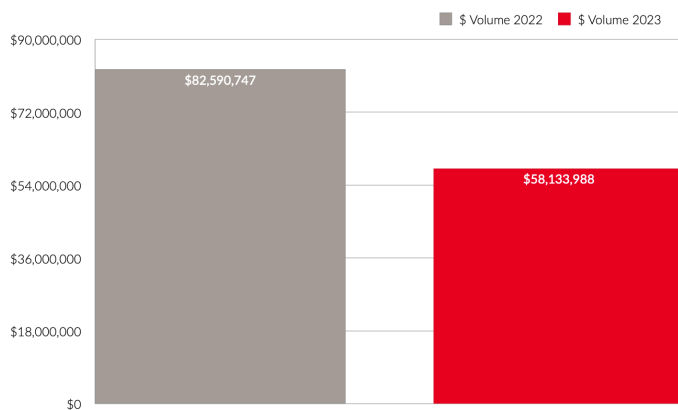
SALE PRICE VS. LIST PRICE RATIO



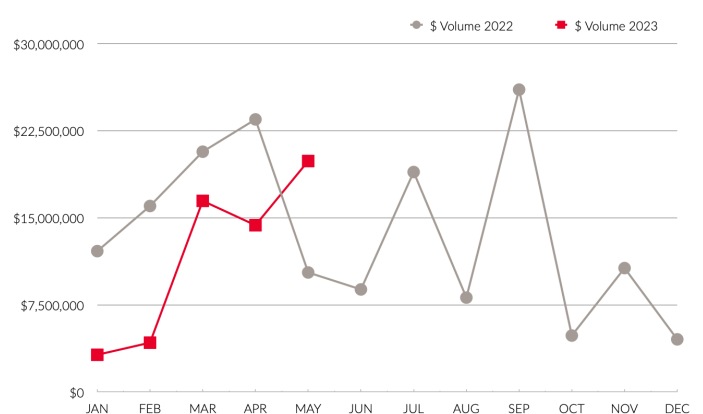
DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

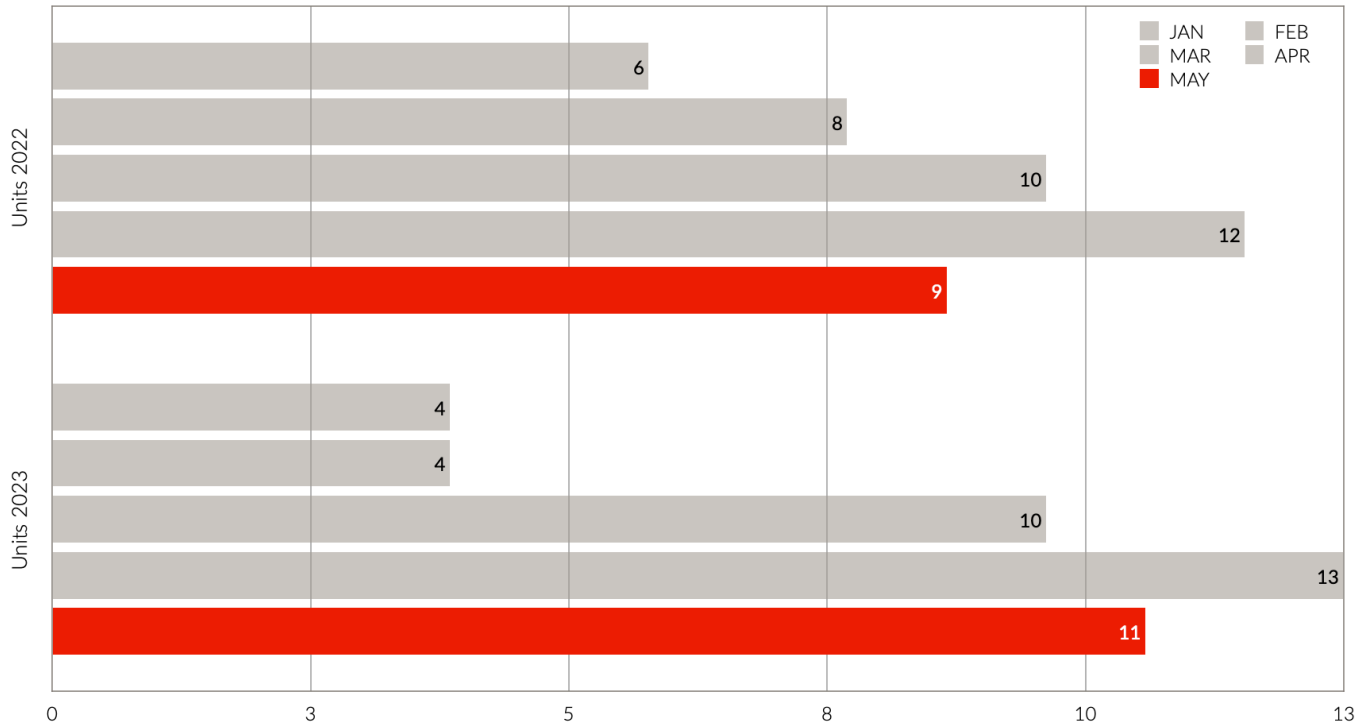


Yearly Totals 2022 vs. 2023

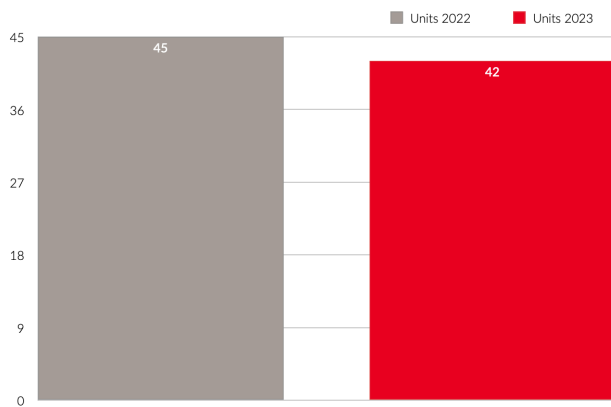


Month vs. Month 2022 vs. 2023

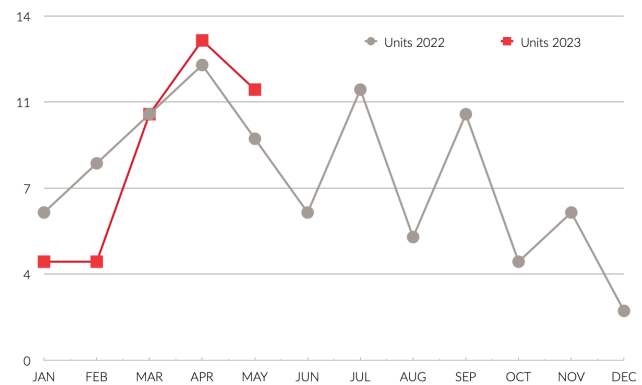
UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

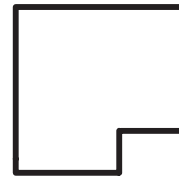
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



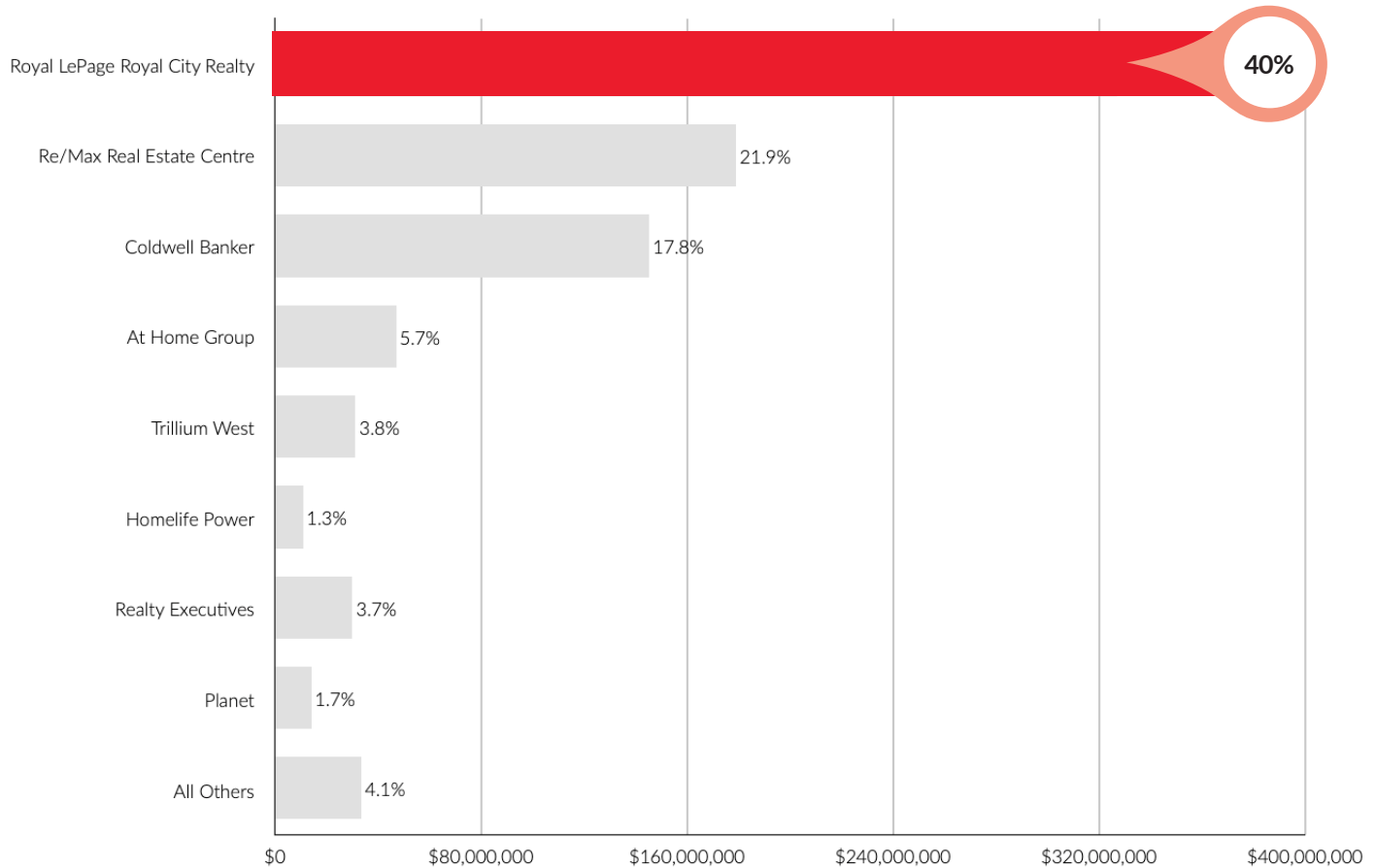
VACANT LAND

YTD Sales Volume	 \$55,243,988 -28.38%	 \$1,515,000 -43.5%	 \$1,930,000 -64.11%
YTD Unit Sales	 36 -10%	 3 No Change	 3 -25%
YTD Average Sale Price	 \$1,534,555 -20.43%	 \$505,000 -43.5%	 \$643,333 -51.15%
May Sales Volume	 \$19,396,000 +96.08%	 \$490,000 Up from \$0	 \$0 Down from \$1,125,000
May Unit Sales	 10 +25%	 1 Up from 0	 0 Down from 1

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



MARKET DOMINANCE

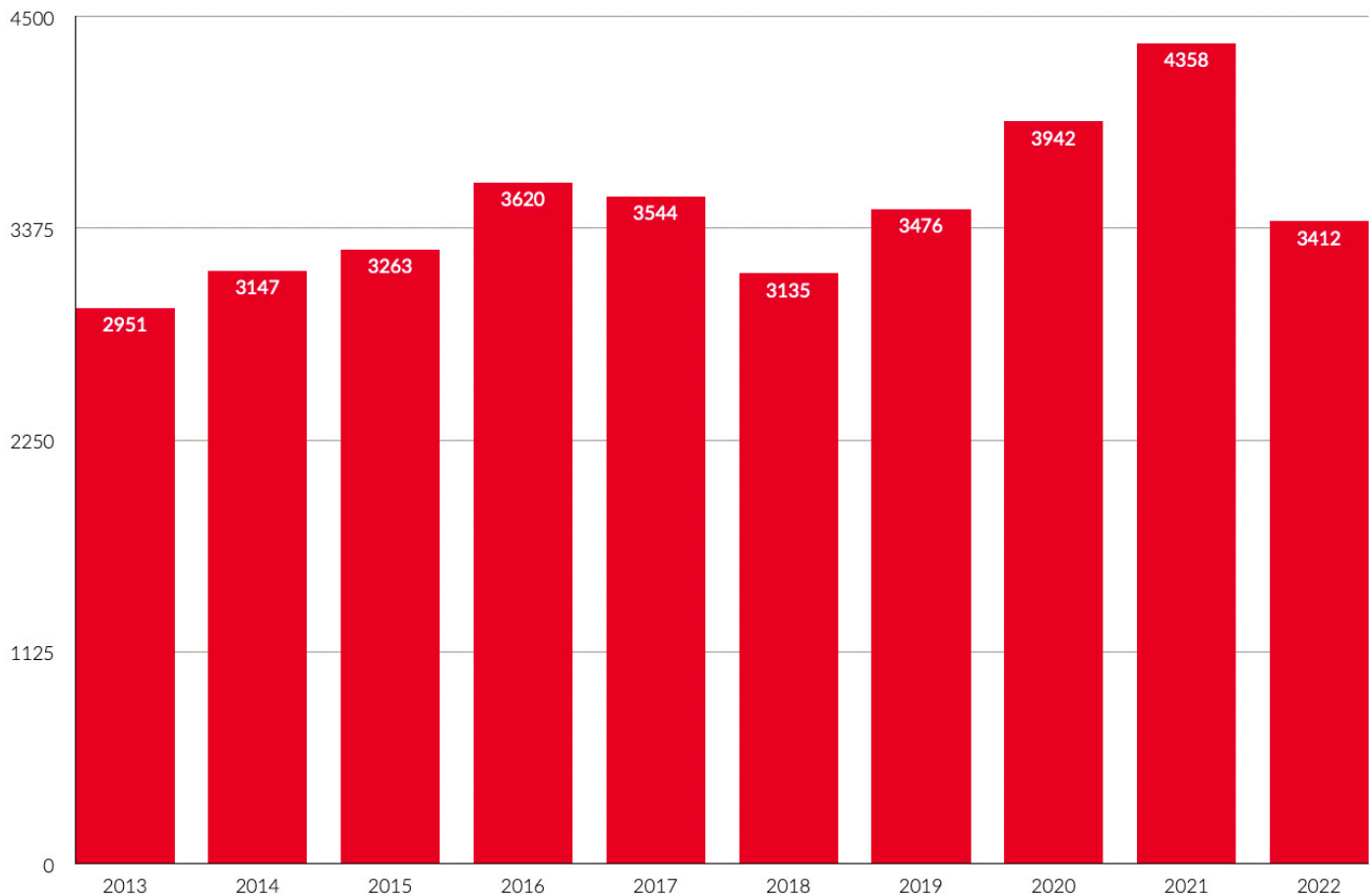


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
May 2023



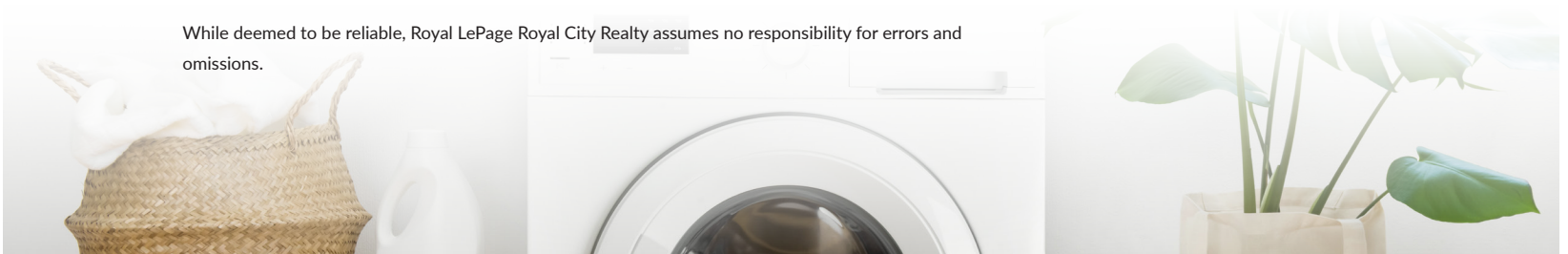
10 YEAR MARKET ANALYSIS



Units Sold

NOTE: All MLS® sales data in this report comes from the Guelph Association Of REALTORS® and refers specifically to residential sales as of May. 1, 2023.

While deemed to be reliable, Royal LePage Royal City Realty assumes no responsibility for errors and omissions.



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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