



2023 JULY

PUSLINCH

Real Estate Market Report



OVERVIEW

BALANCED MARKET

The Puslinch real estate market remains a balanced market in July. Though they have risen above where they were last month, the average and median sale prices remain below where they were last year due to the volatility of this market. It is good to keep in mind that since this market is smaller, it is more prone to erratic change.



July year-over-year sales volume of \$15,299,000

Down 19.22% from 2022's \$19,939,500 with unit sales of 13 are up 18.18% from last year's 11. New listings of 22 are up 22.22% from a year ago, with the sales/listing ratio of 59.09% down 2.02%.



Year-to-date sales volume of \$82,328,988

Down 25.4% from 2022's \$110,355,147 with unit sales of 64 up 3.23% from 2022. New listings of 138 are up from 136 a year ago, with the sales/listing ratio of 46.38% up 0.79%.



Year-to-date average sale price of \$1,255,999

Down from \$1,769,054 one year ago with median sale price of \$830,000 down from \$1,837,550 one year ago. Average days-on-market of 35.29 is up 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.

JULY NUMBERS

Median Sale Price

\$822,500

-54.93%

Average Sale Price

\$1,176,846

-31.65%

Sales Volume

\$15,299,000

-19.22%

Unit Sales

13

+18.18%

New Listings

22

+22.22%

Expired Listings

6

+100%

Unit Sales/Listings Ratio

59.09%

-2.02%

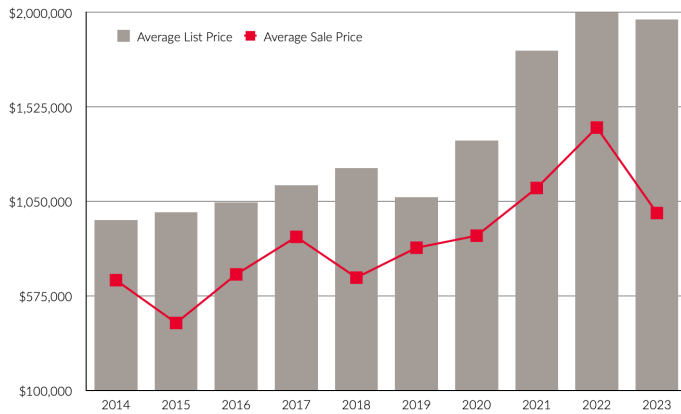
*Year-over-year comparison
(July 2023 vs. July 2022)*

THE MARKET IN DETAIL

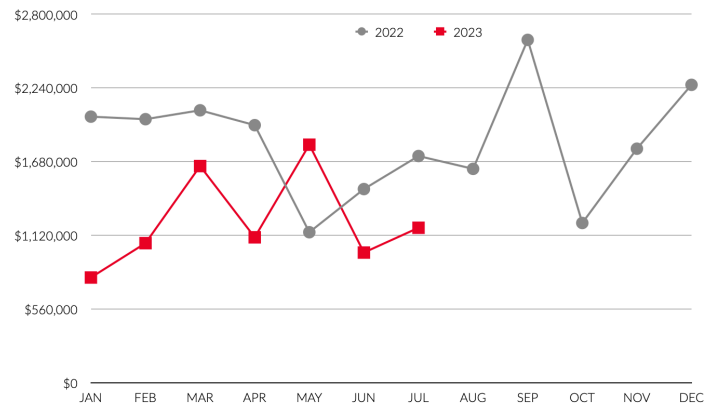
	2021	2022	2023	2022-2023
YTD Volume Sales	\$105,321,900	\$110,355,147	\$82,328,988	-25.4%
YTD Unit Sales	79	62	64	+3.23%
YTD New Listings	116	136	138	-1.47%
YTD Sales/Listings Ratio	68.1%	45.59%	46.38%	+0.79%
YTD Expired Listings	8	12	18	+33.33%
July Volume Sales	\$11,317,500	\$18,939,500	\$15,299,000	-19.22%
July Unit Sales	12	11	13	+18.18%
July New Listings	14	18	22	+22.22%
July Sales/Listings Ratio	85.71%	61.11%	59.09%	-2.02%
July Expired Listings	1	3	6	+100%
YTD Sales: \$0-\$199K	9	0	0	No Change
YTD Sales: \$200K-\$349K	3	0	0	No Change
YTD Sales: \$350K-\$549K	7	1	16	Up from 1
YTD Sales: \$550K-\$749K	10	12	10	-16.67%
YTD Sales: \$750K-\$999K	4	1	8	Up from 1
YTD Sales: \$1M+	46	48	30	-37.5%
YTD Average Days-On-Market	24.86	17.29	35.29	+104.13%
YTD Average Sale Price	\$1,385,140	\$1,769,054	\$1,225,999	-30.7%
YTD Median Sale Price	\$1,457,500	\$1,837,550	\$830,000	-54.83%

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

AVERAGE SALE PRICE

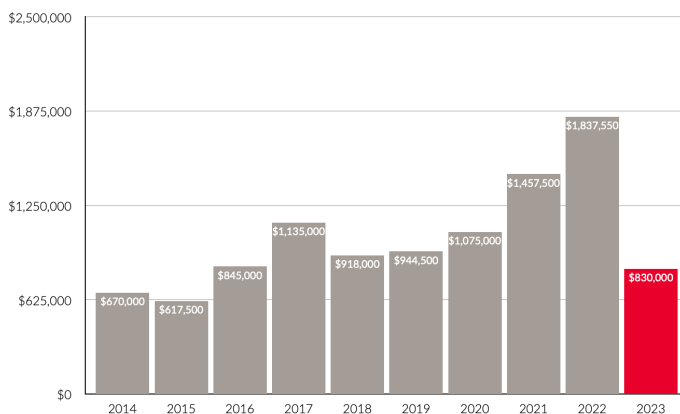


Year-Over-Year

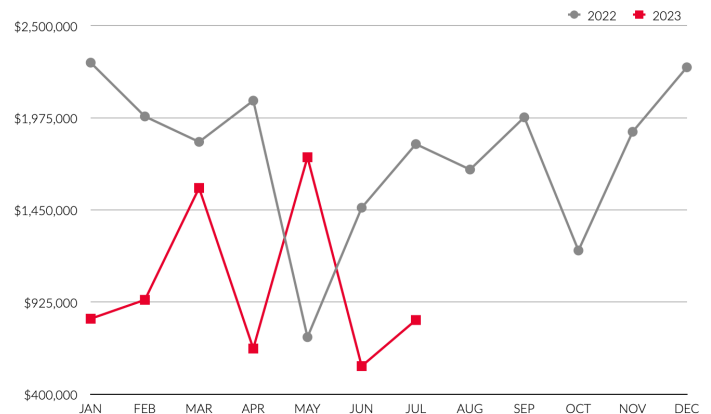


Month-Over-Month 2022 vs. 2023

MEDIAN SALE PRICE



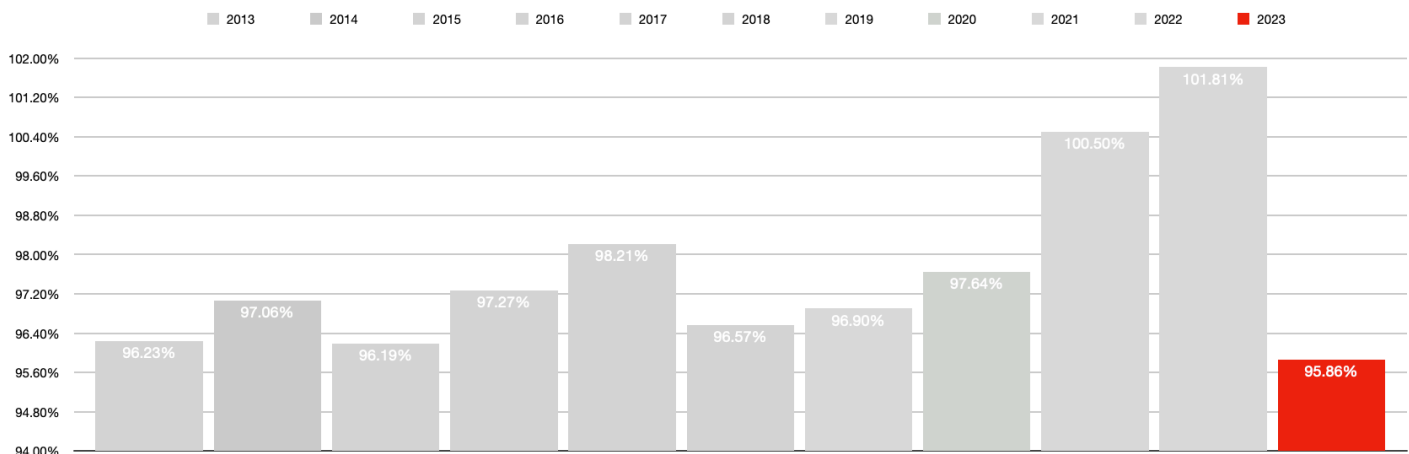
Year-Over-Year



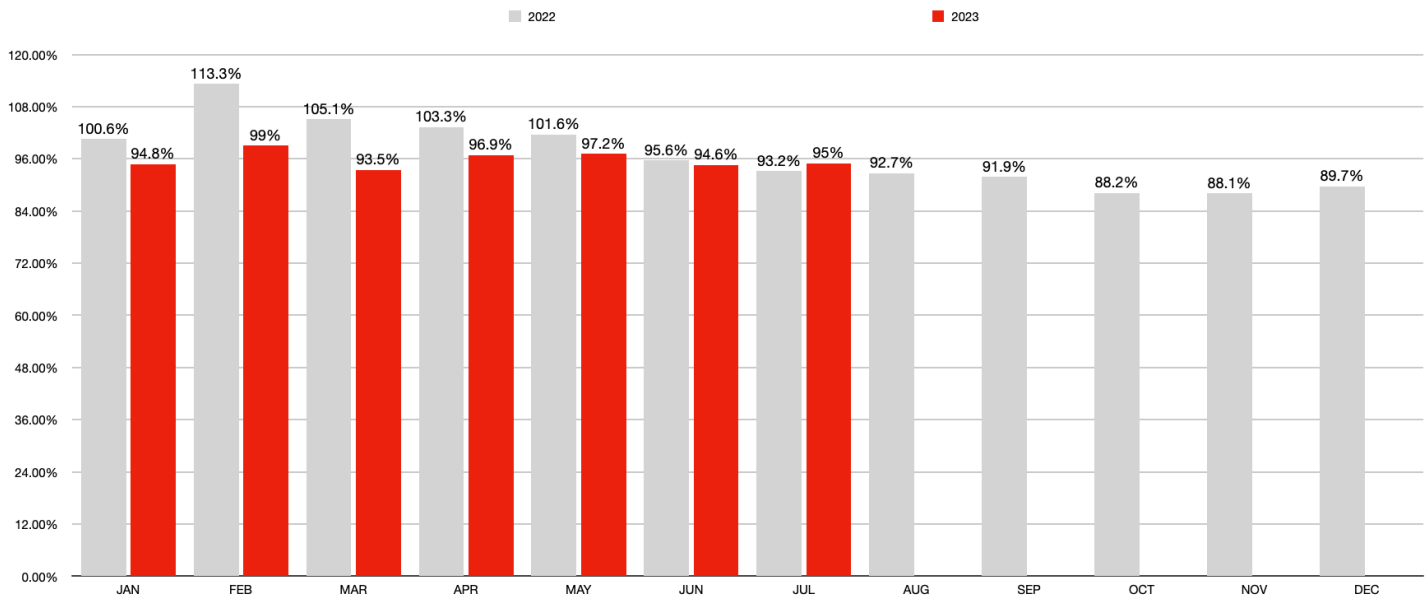
Month-Over-Month 2022 vs. 2023

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

SALE PRICE VS. LIST PRICE RATIO

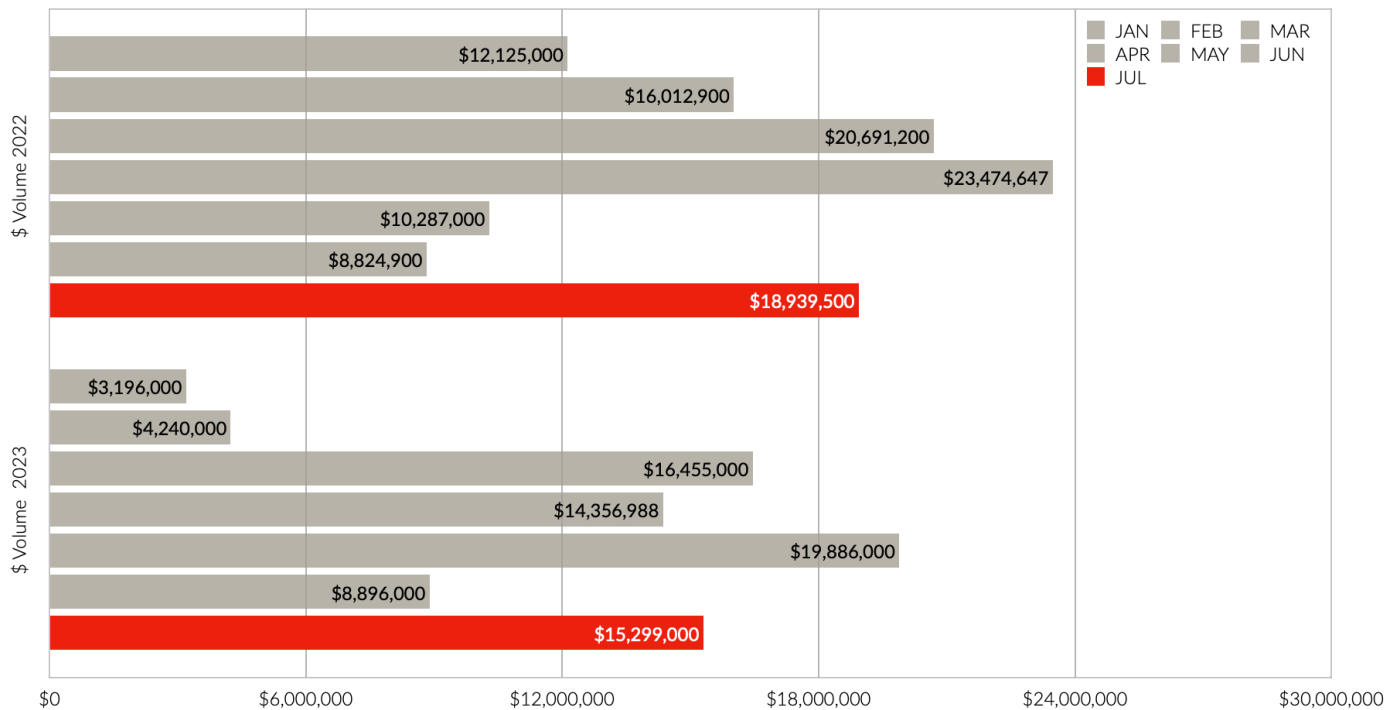


Year-Over-Year

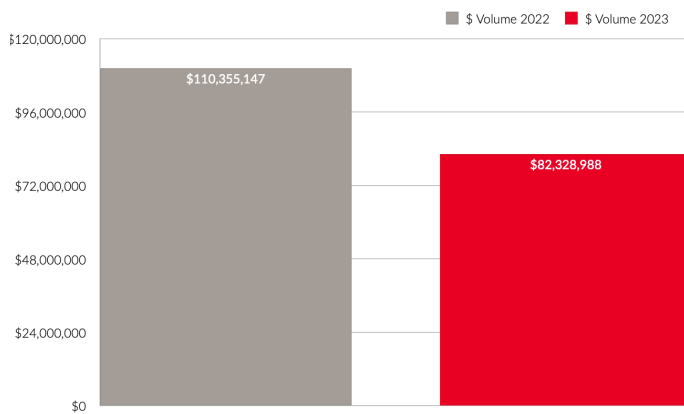


Month-Over-Month 2022 vs. 2023

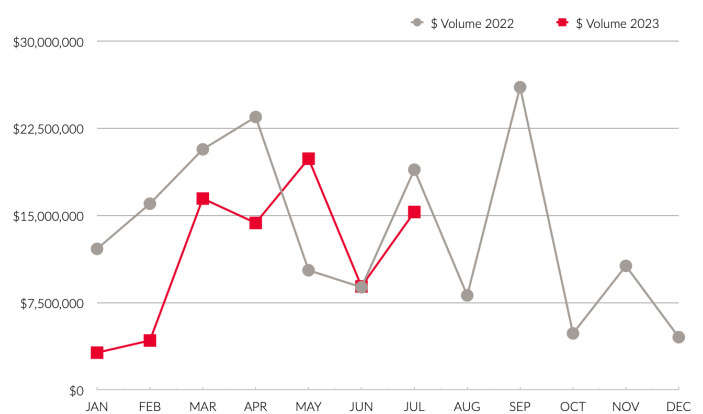
DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

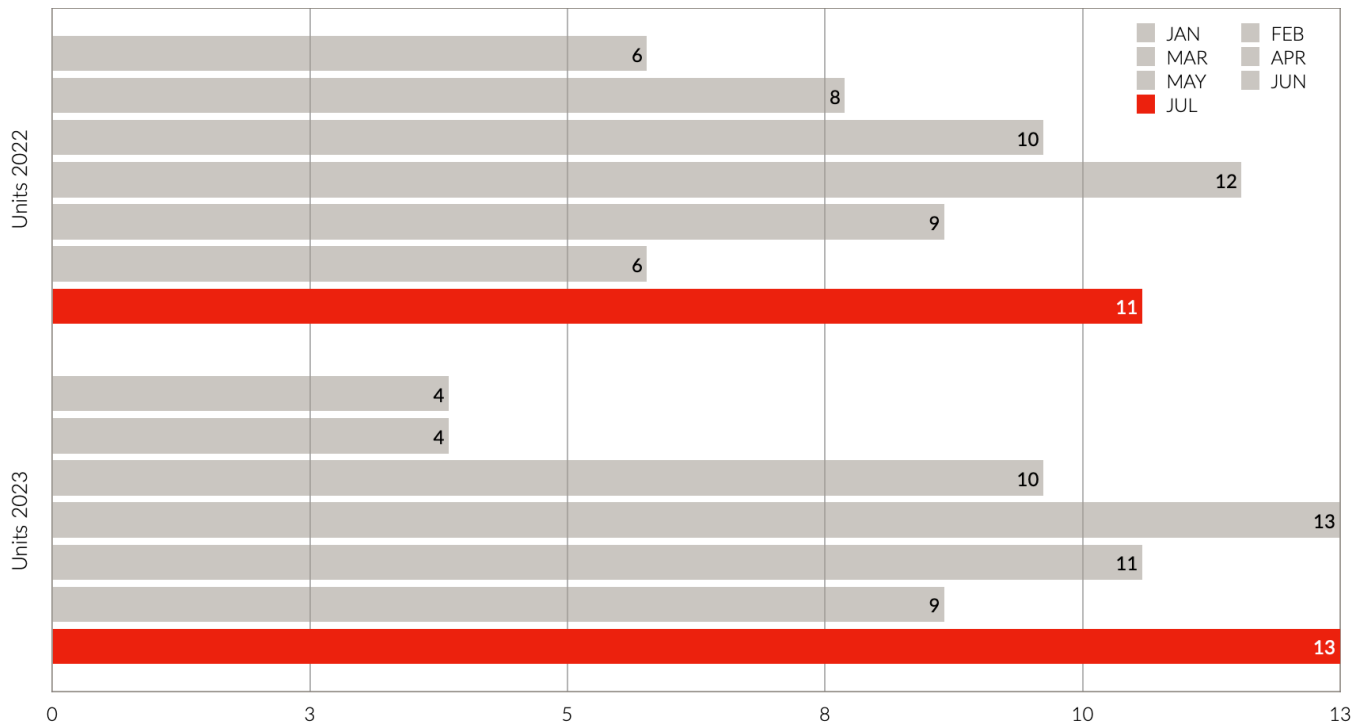


Yearly Totals 2022 vs. 2023

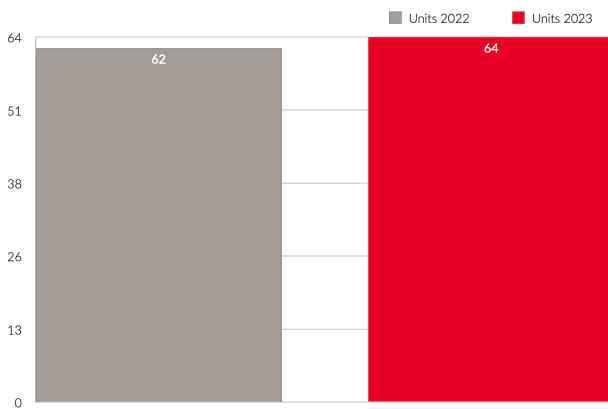


Month vs. Month 2022 vs. 2023

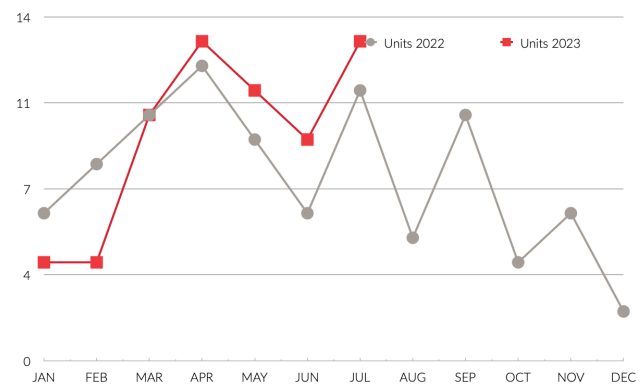
UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

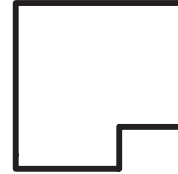
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



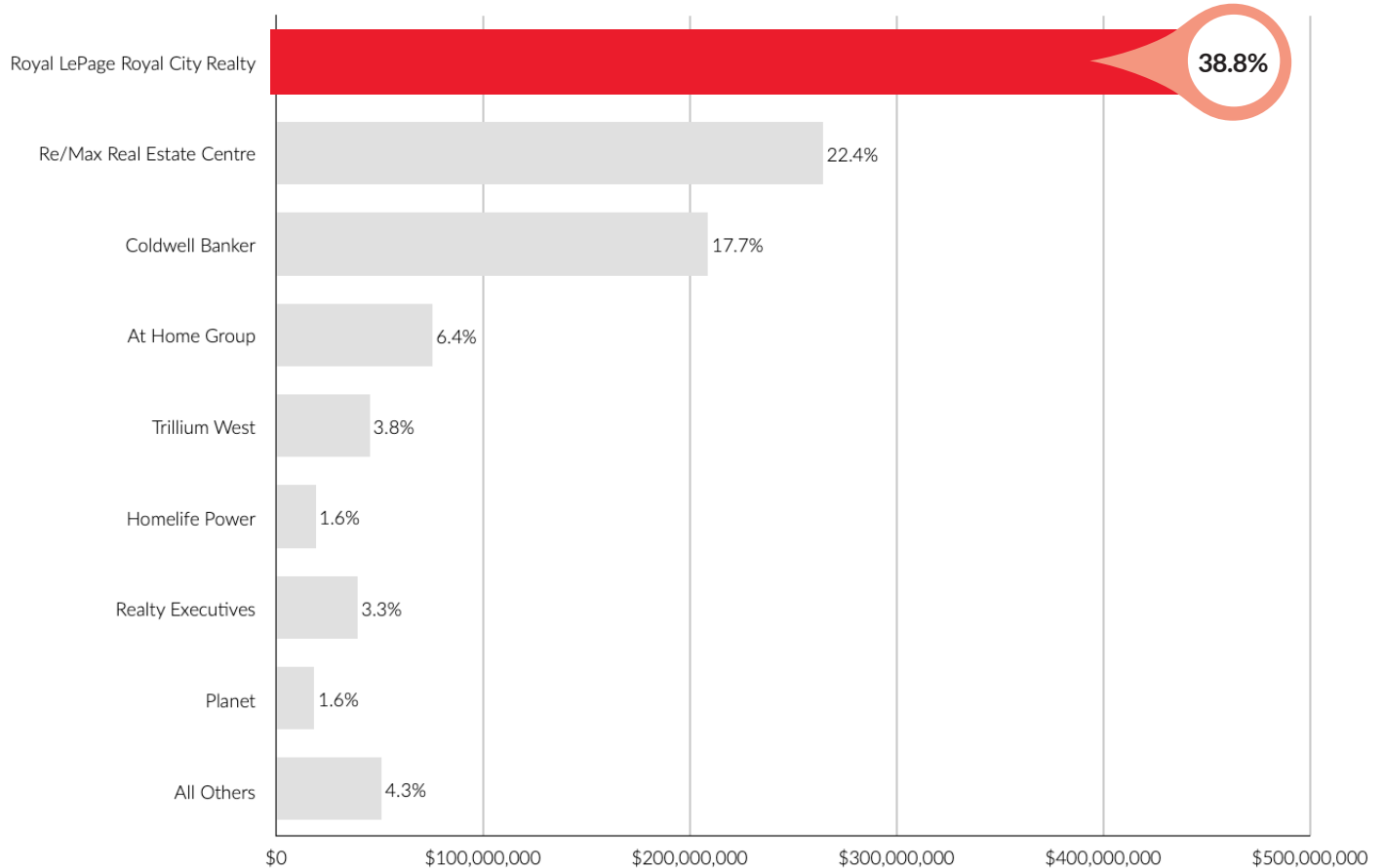
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$78,096,988 -24.26%	 \$1,952,000 -27.2%	 \$1,930,000 -64.11%
YTD Unit Sales	 55 -1.79%	 4 +33.3%	 3 -25%
YTD Average Sale Price	 \$1,419,945 -22.88%	 \$488,000 -45.4%	 \$643,333 -51.15%
July Sales Volume	 \$14,844,000 -13.42%	 \$0 No Change	 \$0 No change
July Unit Sales	 12 +20%	 0 No Change	 0 No Change

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



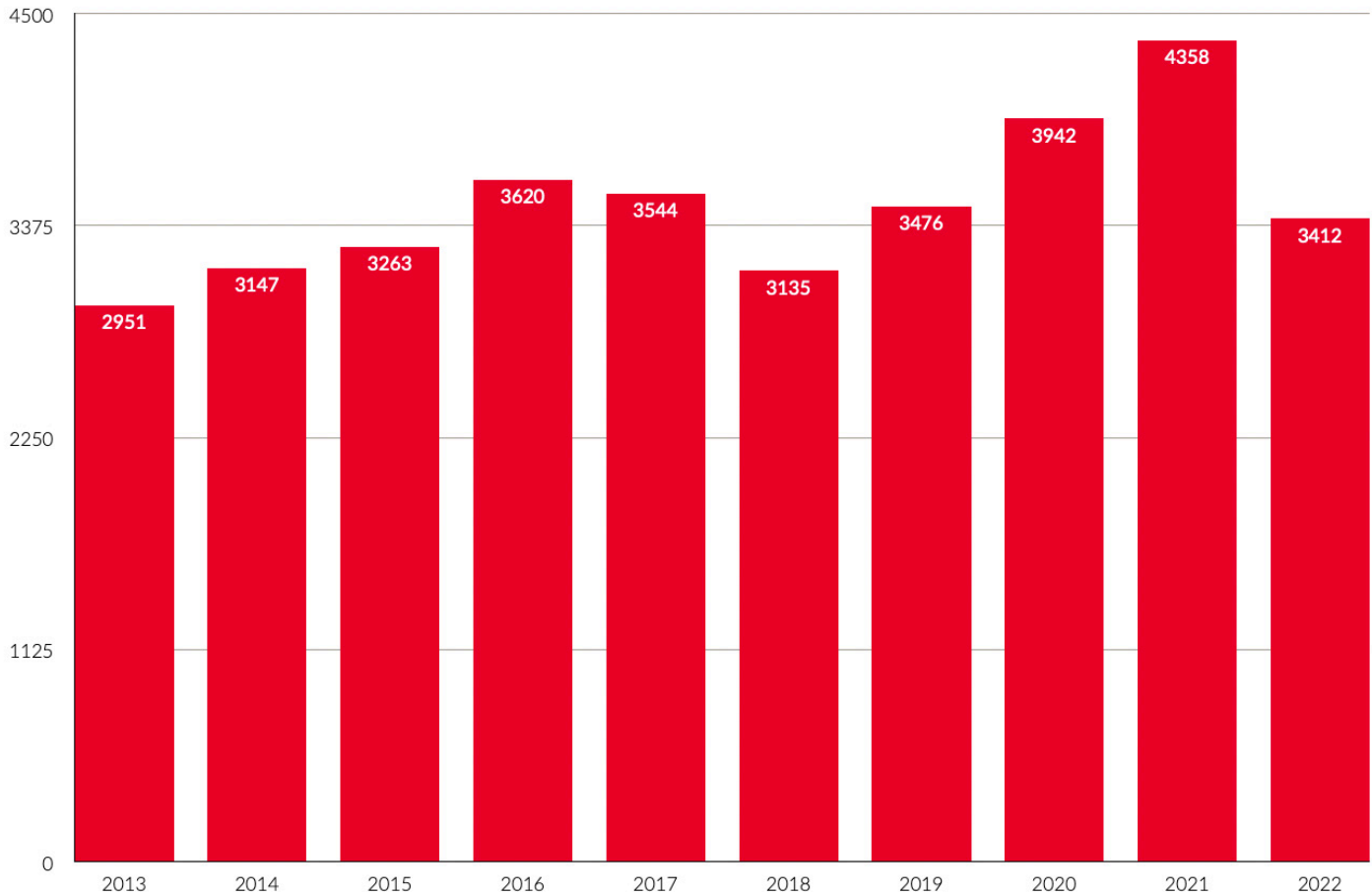
MARKET DOMINANCE



Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
July 2023

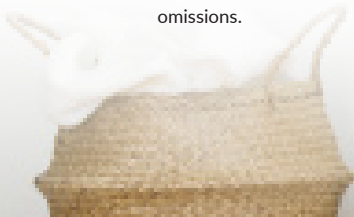
10 YEAR MARKET ANALYSIS



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 July 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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