



2023 JUNE

PUSLINCH

Real Estate Market Report



OVERVIEW

BALANCED MARKET

The Puslinch real estate market remains a balanced market in June, while seeing a rise in both unit sales and sale volume this month. The average and median sale prices have again dropped 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.

JUNE NUMBERS

Median Sale Price
\$560,000
-61.71%

Average Sale Price
\$988,444
-32.8%

Sales Volume
\$8,896,000
+0.81%

Unit Sales
9
+50%

New Listings
22
-24.14%

Expired Listings
1
-66.67%

Unit Sales/Listings Ratio
40.91%
+20.22%

Year-over-year comparison
(June 2023 vs. June 2022)

June year-over-year sales volume of \$8,896,000

Up 0.81% from 2022's \$8,824,900 with unit sales of 9 up 50% from last year's 6. New listings of 22 are down 24.14% from a year ago, with the sales/listing ratio of 40.91% up 20.22%.

Year-to-date sales volume of \$67,029,988

Down 26.68% from 2022's \$91,415,647 with unit sales of 51 equal to number of sales in 2022. New listings of 116 are down from 118 a year ago, with the sales/listing ratio of 43.97% up 0.75%.

Year-to-date average sale price of \$1,234,191

Down from \$1,776,934 one year ago with median sale price of \$766,750 down from \$912,625 one year ago. Average days-on-market of 35.5 is up 20 days from last year.

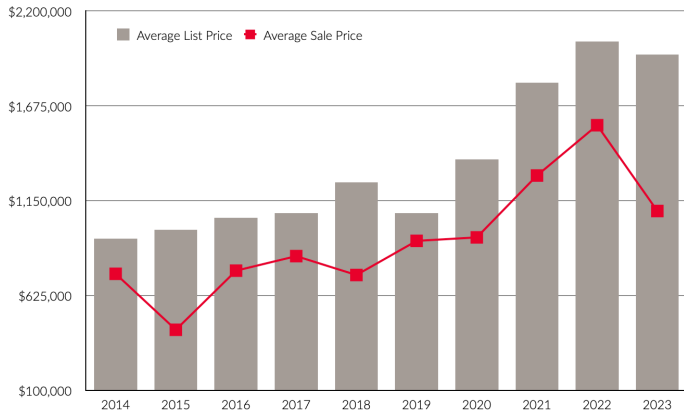
Note: The sample size for this area shows too few listings to depict a meaningful comparison between Median Sales Price and Average Sales Prices.

THE MARKET IN DETAIL

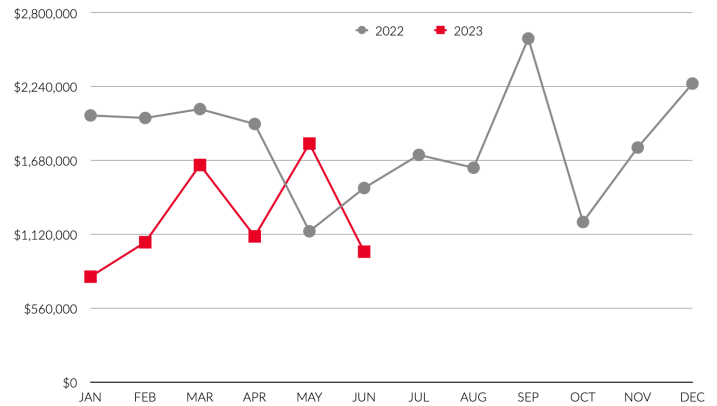
	2021	2022	2023	2022-2023
YTD Volume Sales	\$94,004,400	\$91,415,647	\$67,029,988	-26.68%
YTD Unit Sales	67	51	51	No Change
YTD New Listings	102	118	116	-1.69%
YTD Sales/Listings Ratio	65.69%	43.22%	43.97%	+0.75%
YTD Expired Listings	7	9	12	+33.33%
June Volume Sales	\$20,346,600	\$8,824,900	\$8,896,000	+0.81%
June Unit Sales	20	6	9	+50%
June New Listings	28	29	22	-24.14%
June Sales/Listings Ratio	71.43%	20.69%	40.91%	+20.22%
June Expired Listings	2	3	1	-66.67%
YTD Sales: \$0-\$199K	7	0	0	No Change
YTD Sales: \$200K-\$349K	1	0	0	No Change
YTD Sales: \$350K-\$549K	6	1	14	Up from 1
YTD Sales: \$550K-\$749K	7	11	6	-45.45%
YTD Sales: \$750K-\$999K	4	0	6	Up from 0
YTD Sales: \$1M+	42	39	25	-35.9%
YTD Average Days-On-Market	25.67	15.5	35.5	+129.03%
YTD Average Sale Price	\$1,458,810	\$1,776,934	\$1,234,191	-30.54%
YTD Median Sale Price	\$1,514,125	\$1,910,025	\$883,750	-53.73%

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

AVERAGE SALE PRICE

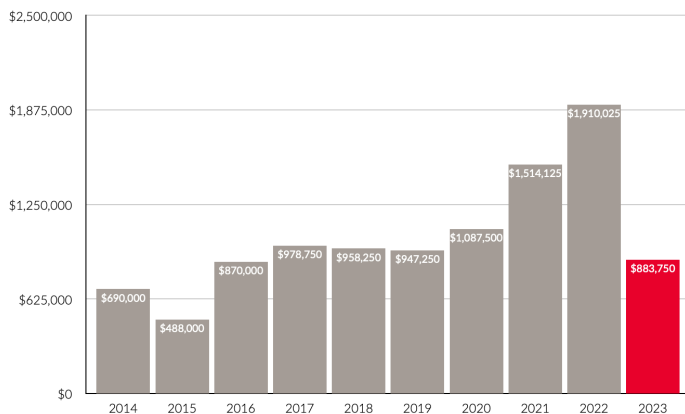


Year-Over-Year

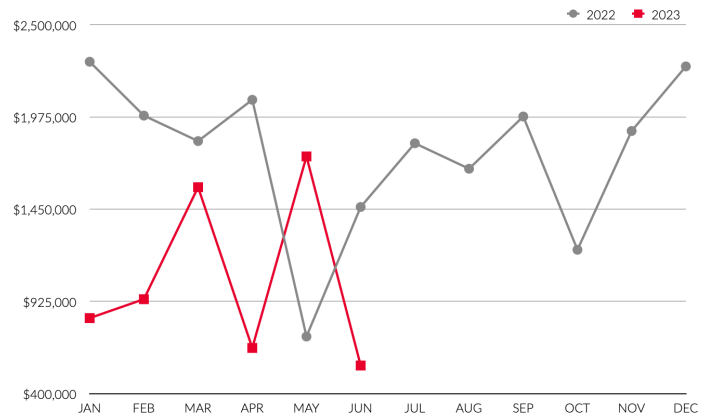


Month-Over-Month 2022 vs. 2023

MEDIAN SALE PRICE



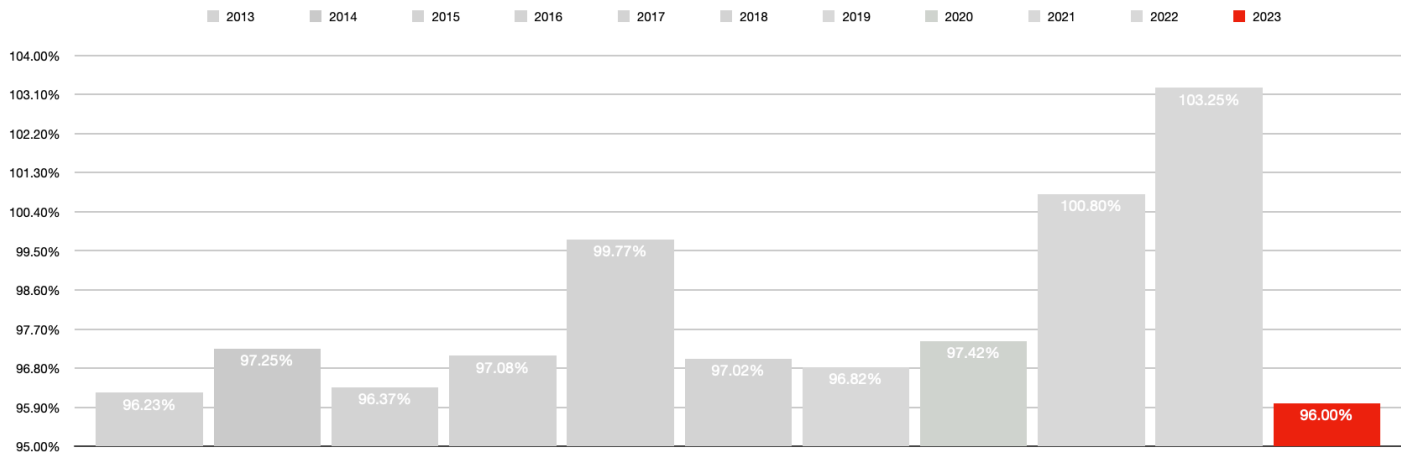
Year-Over-Year



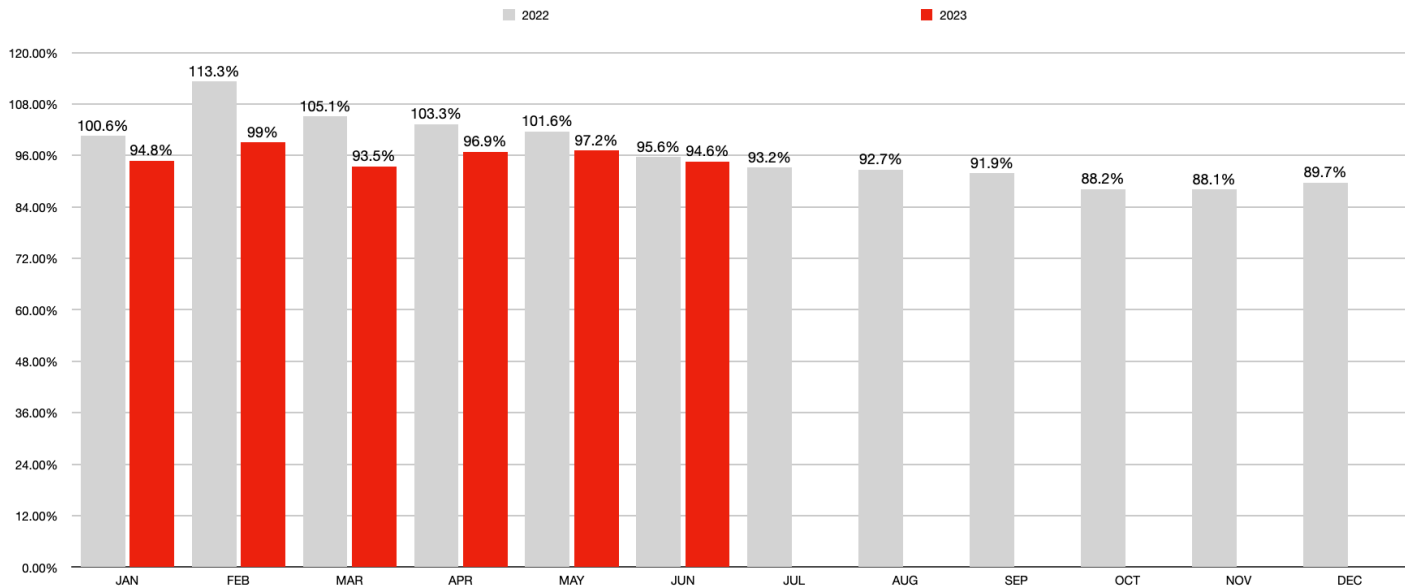
Month-Over-Month 2022 vs. 2023

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

SALE PRICE VS. LIST PRICE RATIO

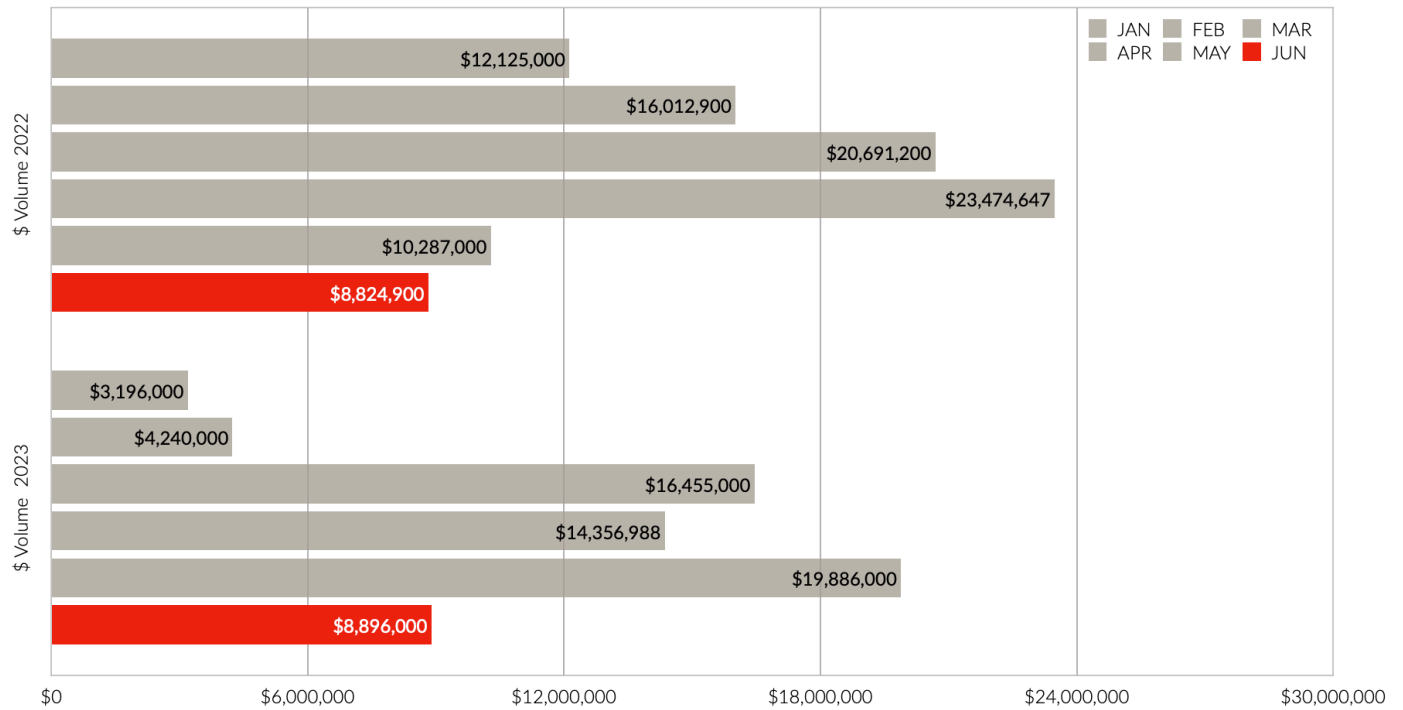


Year-Over-Year

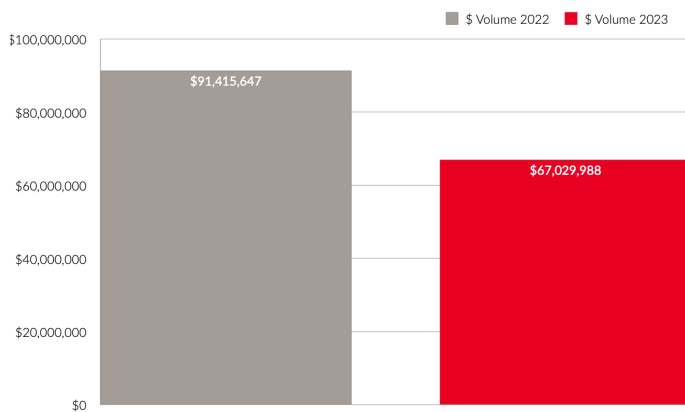


Month-Over-Month 2022 vs. 2023

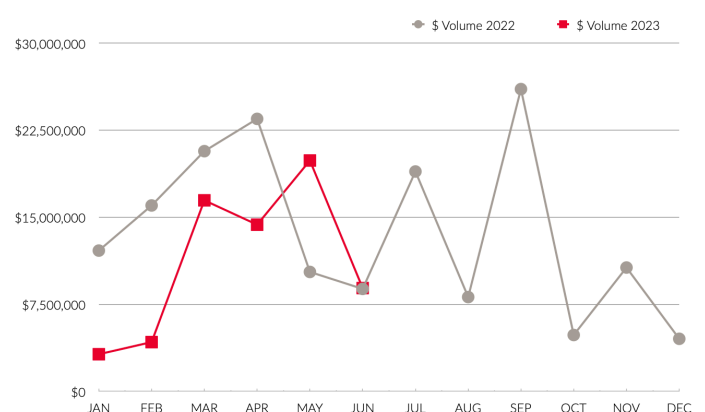
DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

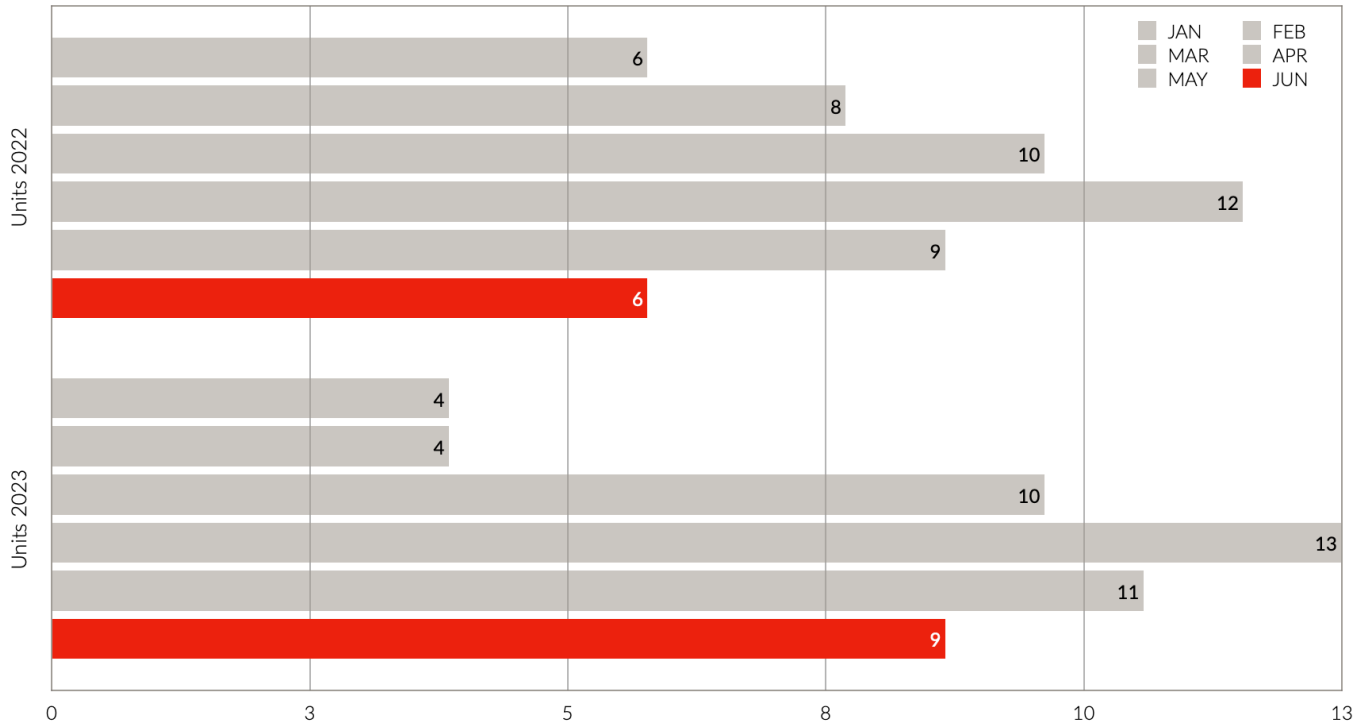


Yearly Totals 2022 vs. 2023

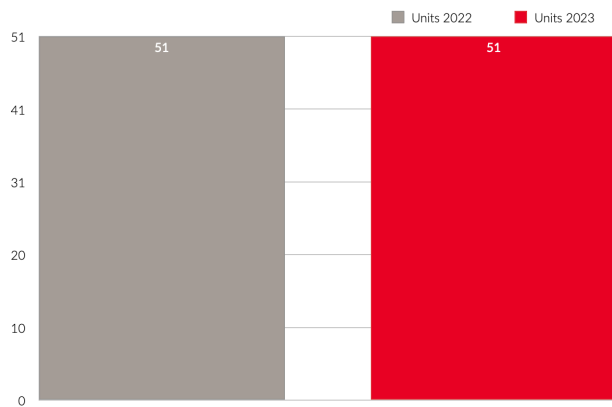


Month vs. Month 2022 vs. 2023

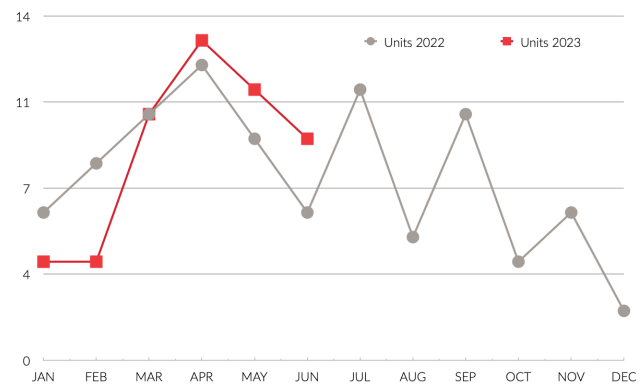
UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

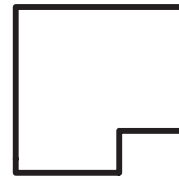
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



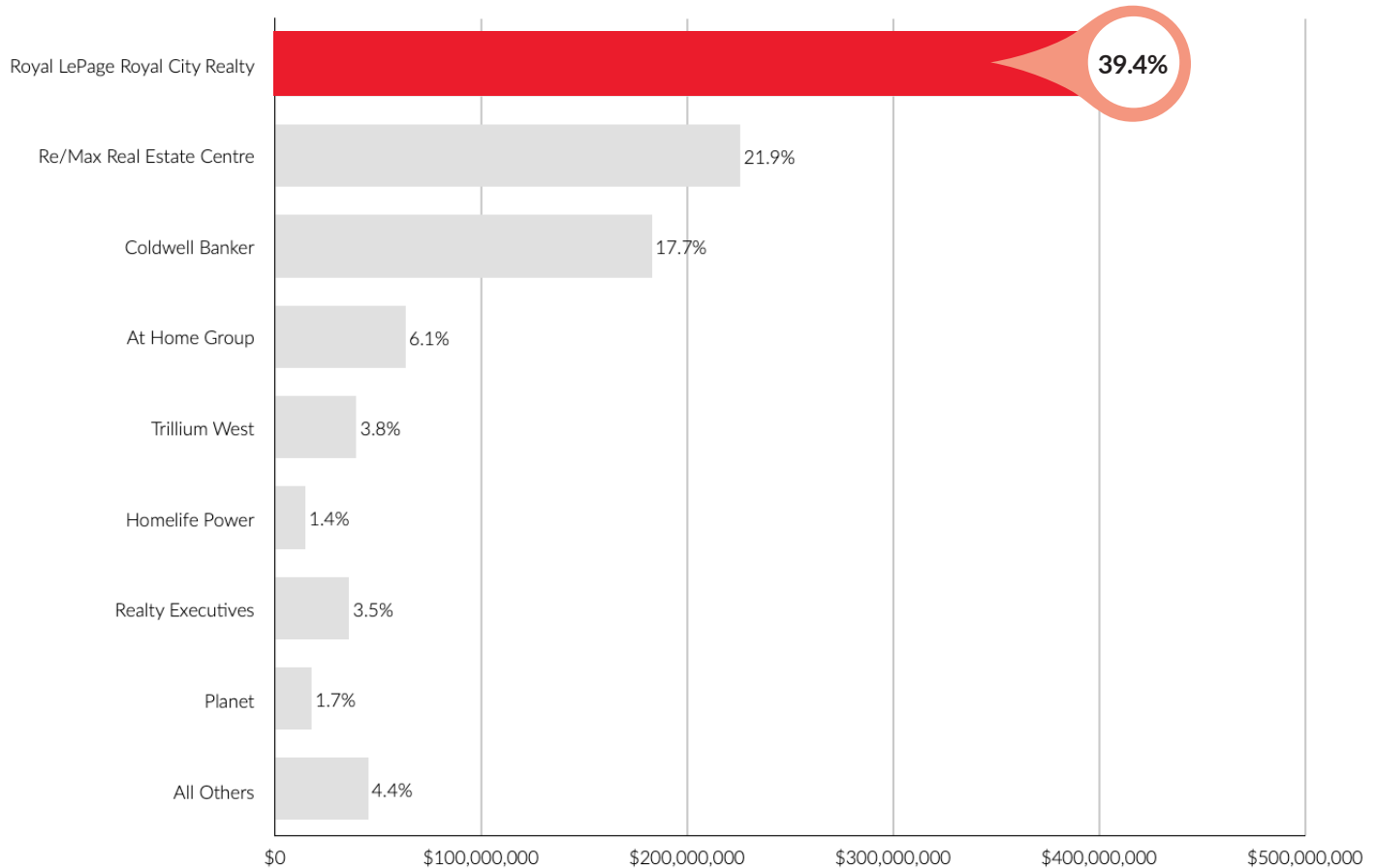
VACANT LAND

YTD Sales Volume	 \$63,252,988 -26.42%	 \$1,952,000 -27.2%	 \$1,930,000 -64.11%
YTD Unit Sales	 43 -6.52%	 4 +33.3%	 3 -25%
YTD Average Sale Price	 \$1,471,000 -21.28%	 \$488,000 -45.4%	 \$643,333 -51.15%
June Sales Volume	 \$8,009,000 -9.25%	 \$437,000 Up from 0	 \$0 Down from \$1,125,000
June Unit Sales	 7 +16.67%	 1 Up from 0	 0 Down from 1

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



MARKET DOMINANCE

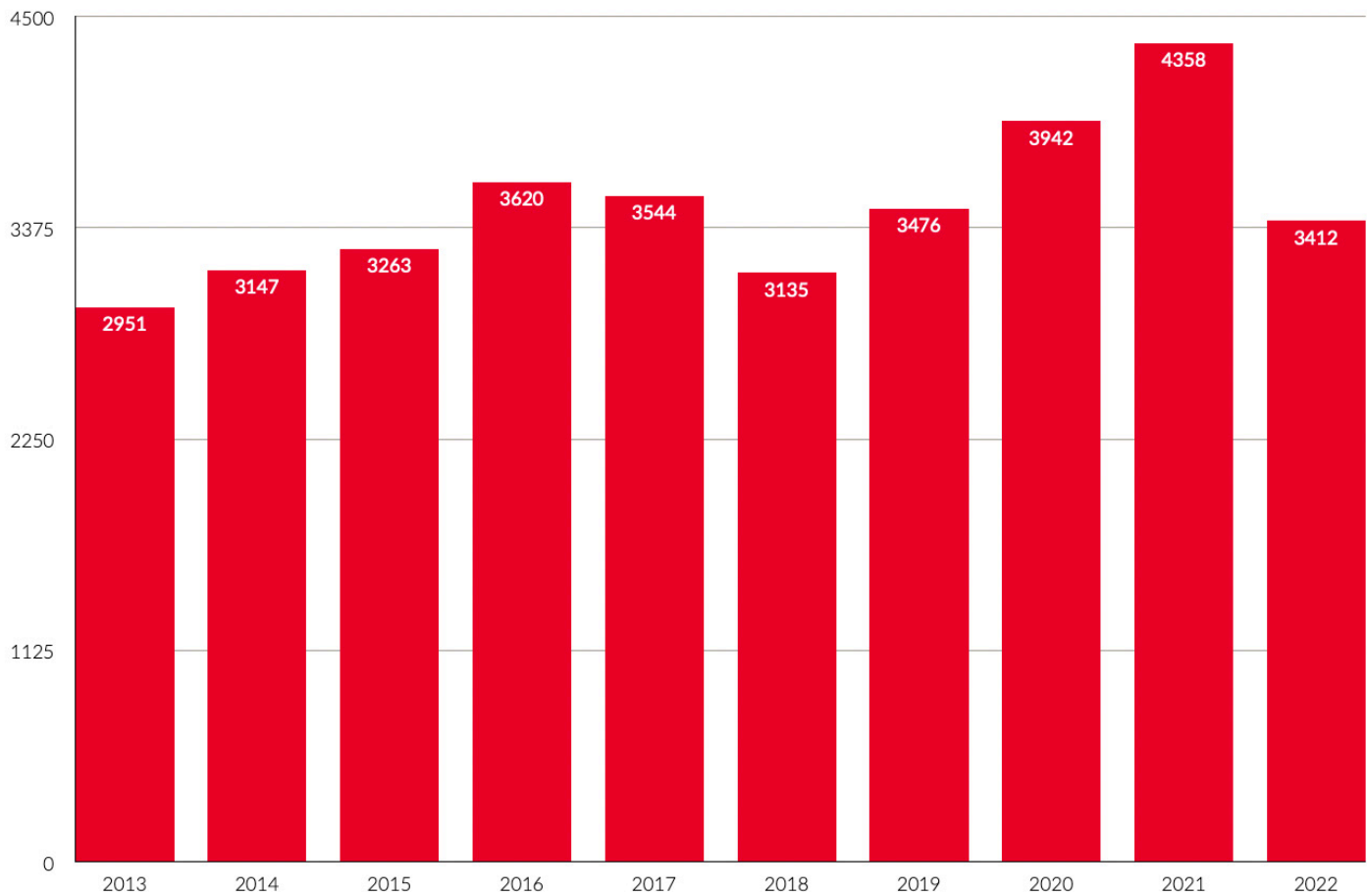


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
June 2023



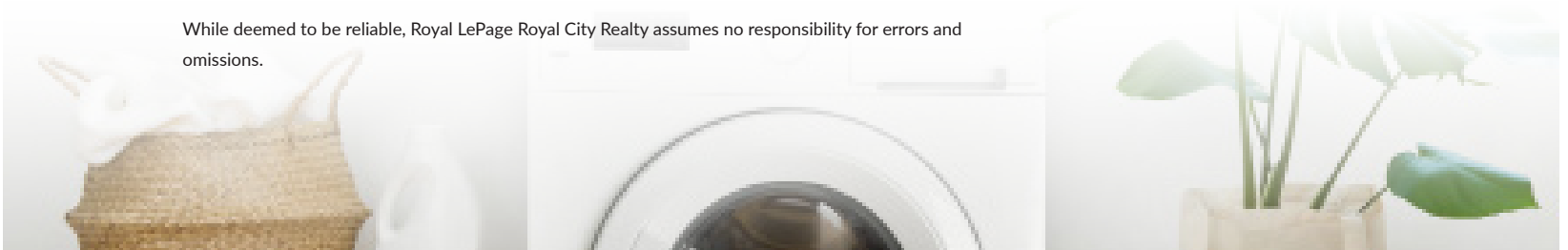
10 YEAR MARKET ANALYSIS



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 June 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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