



# 2023 AUGUST

**PUSLINCH**

Real Estate Market Report



# OVERVIEW

## BALANCED MARKET

The Puslinch real estate market remains a balanced market in August. Though they continue to rise 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.



### August year-over-year sales volume of \$6,936,000

Down 14.6% from 2022's \$8,122,000 with unit sales of 5 are the same as last year. New listings of 18 are down 5.26% from a year ago, with the sales/listing ratio of 27.78% up 1.46%.



### Year-to-date sales volume of \$89,264,988

Down 24.66% from 2022's \$118,477,147 with unit sales of 69 up 2.99% from 2022. New listings of 156 are up from 155 a year ago, with the sales/listing ratio of 44.23% up 1%.



### Year-to-date average sale price of \$1,246,149

Down from \$1,750,972 one year ago with median sale price of \$883,750 down from \$1,831,275 one year ago. Average days-on-market of 36.25 is up 16.37 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.*

## AUGUST NUMBERS

Median Sale Price

**\$1,471,000**

-12.44%

Average Sale Price

**\$1,246,149**

-28.83%

Sales Volume

**\$6,936,000**

-14.6%

Unit Sales

**5**

No Change

New Listings

**18**

-5.26%

Expired Listings

**0**

No Change

Unit Sales/Listings Ratio

**27.78%**

+1.46%

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



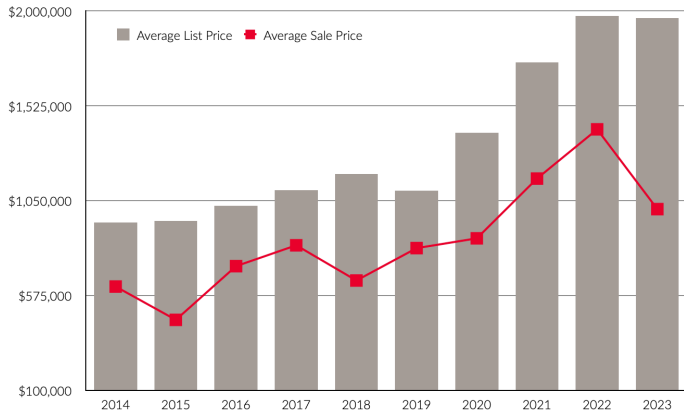


# THE MARKET IN DETAIL

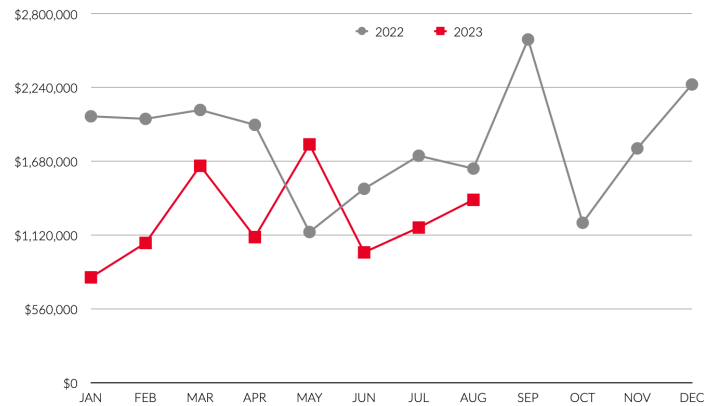
	2021	2022	2023	2022-2023
<b>YTD Volume Sales</b>	\$123,513,935	\$118,477,147	\$89,264,988	-24.66%
<b>YTD Unit Sales</b>	89	67	69	+2.99%
<b>YTD New Listings</b>	133	155	156	+0.65%
<b>YTD Sales/Listings Ratio</b>	66.92%	43.23%	44.23%	+1%
<b>YTD Expired Listings</b>	11	12	18	+50%
<b>August Volume Sales</b>	\$18,192,035	\$8,122,000	\$6,936,000	-14.6%
<b>August Unit Sales</b>	10	5	5	No Change
<b>August New Listings</b>	17	19	18	-5.26%
<b>August Sales/Listings Ratio</b>	85.71%	61.11%	59.09%	-2.02%
<b>August Expired Listings</b>	3	0	0	No Change
<b>YTD Sales: \$0-\$199K</b>	9	0	0	No Change
<b>YTD Sales: \$200K-\$349K</b>	3	0	0	No Change
<b>YTD Sales: \$350K-\$549K</b>	7	2	17	Up from 2
<b>YTD Sales: \$550K-\$749K</b>	11	12	10	-16.67%
<b>YTD Sales: \$750K-\$999K</b>	5	1	9	Up from 1
<b>YTD Sales: \$1M+</b>	54	52	33	-36.54%
<b>YTD Average Days-On-Market</b>	24	19.88	36.25	+82.39%
<b>YTD Average Sale Price</b>	\$1,439,389	\$1,750,972	\$1,246,149	-28.83%
<b>YTD Median Sale Price</b>	\$1,514,125	\$1,831,275	\$883,750	-51.74%

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

# AVERAGE SALE PRICE

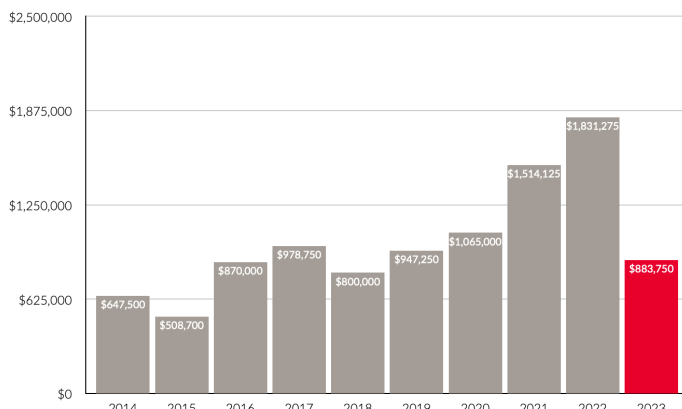


Year-Over-Year

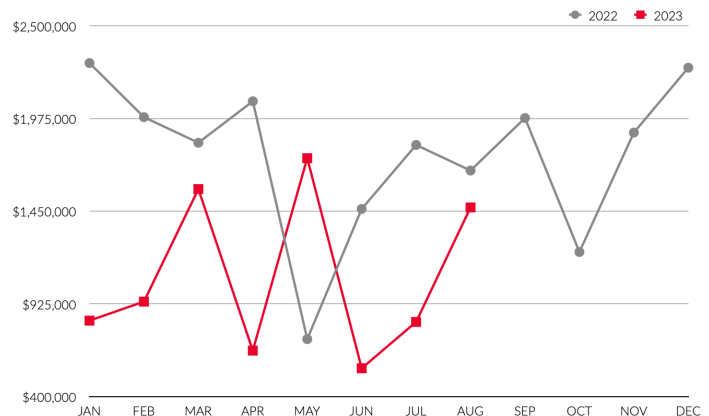


Month-Over-Month 2022 vs. 2023

# MEDIAN SALE PRICE



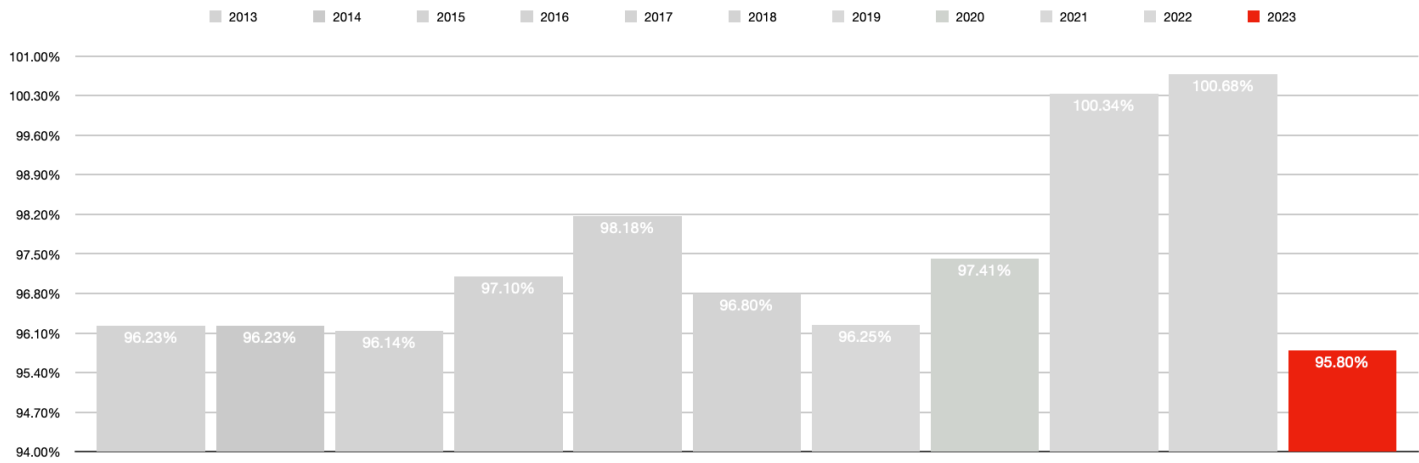
Year-Over-Year



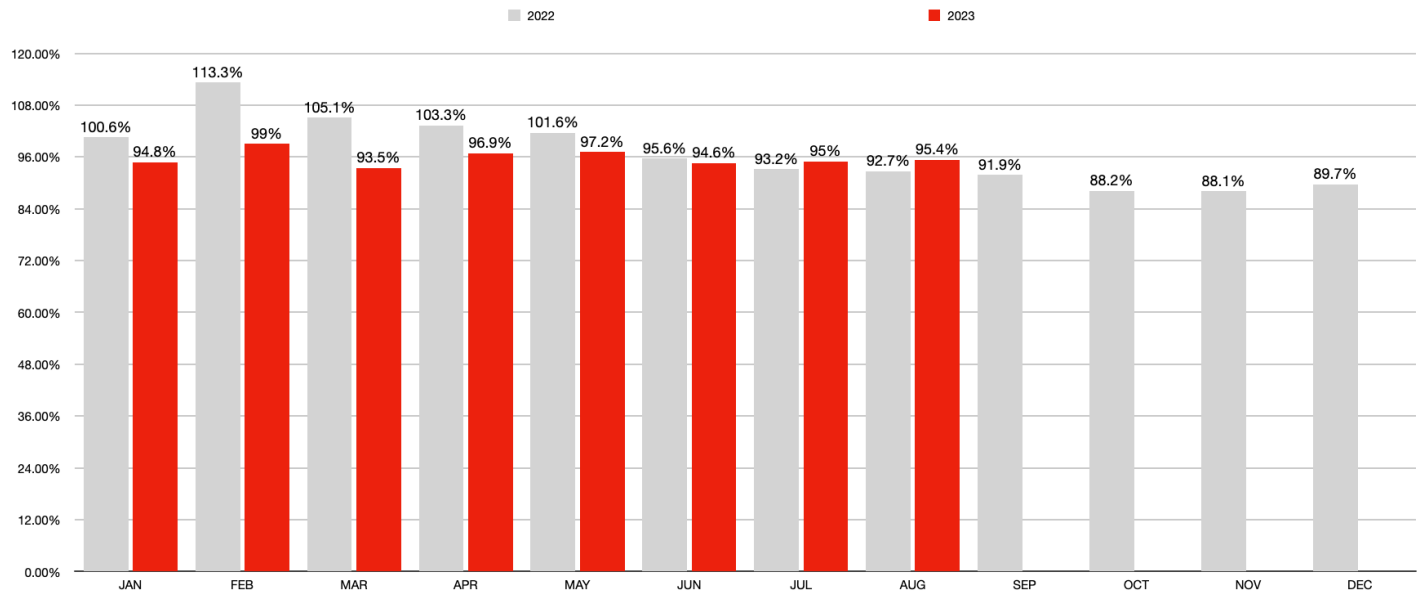
Month-Over-Month 2022 vs. 2023

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

# SALE PRICE VS. LIST PRICE RATIO

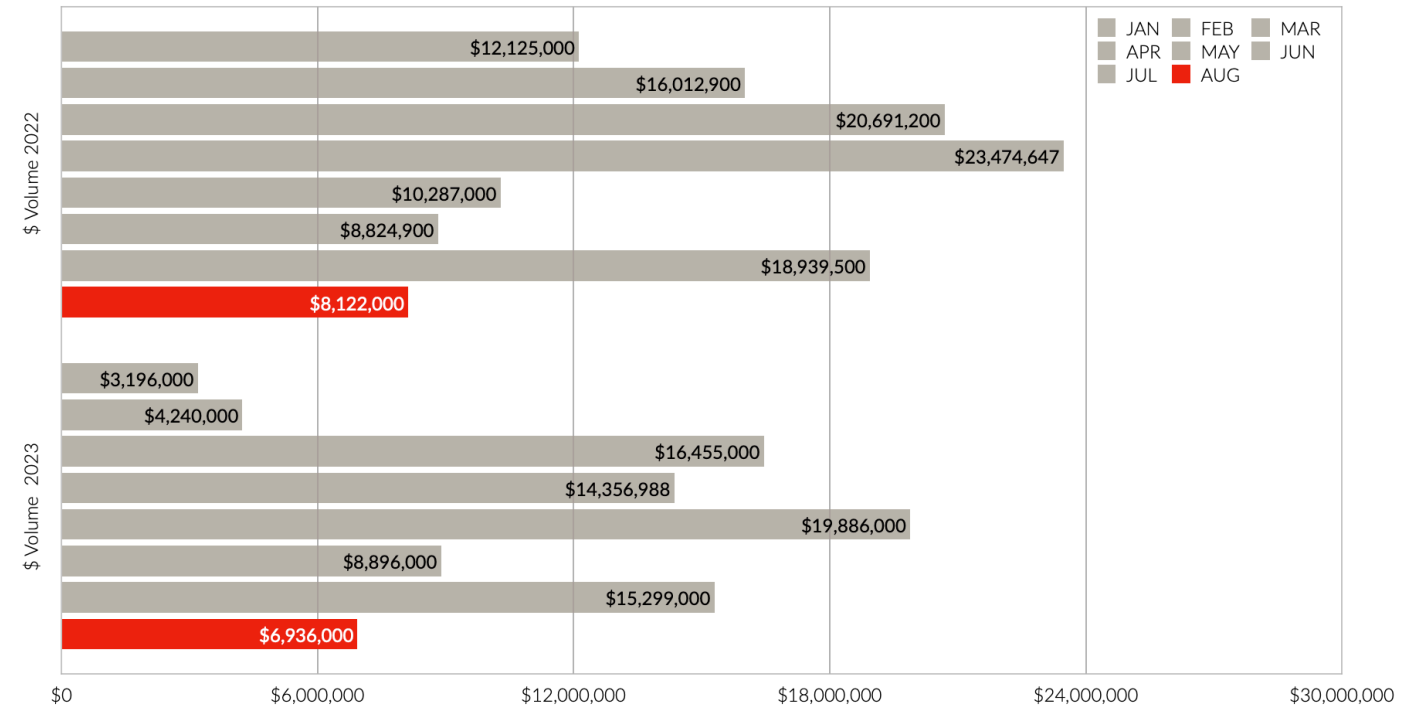


## Year-Over-Year

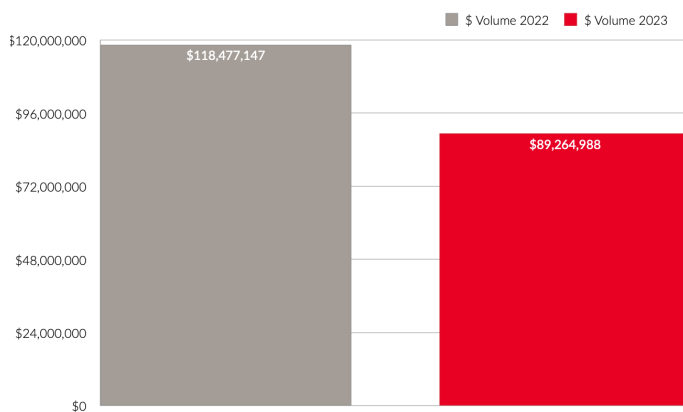


## Month-Over-Month 2022 vs. 2023

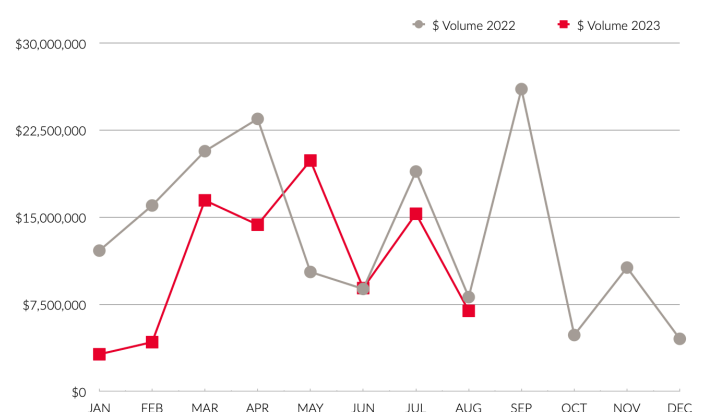
# DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

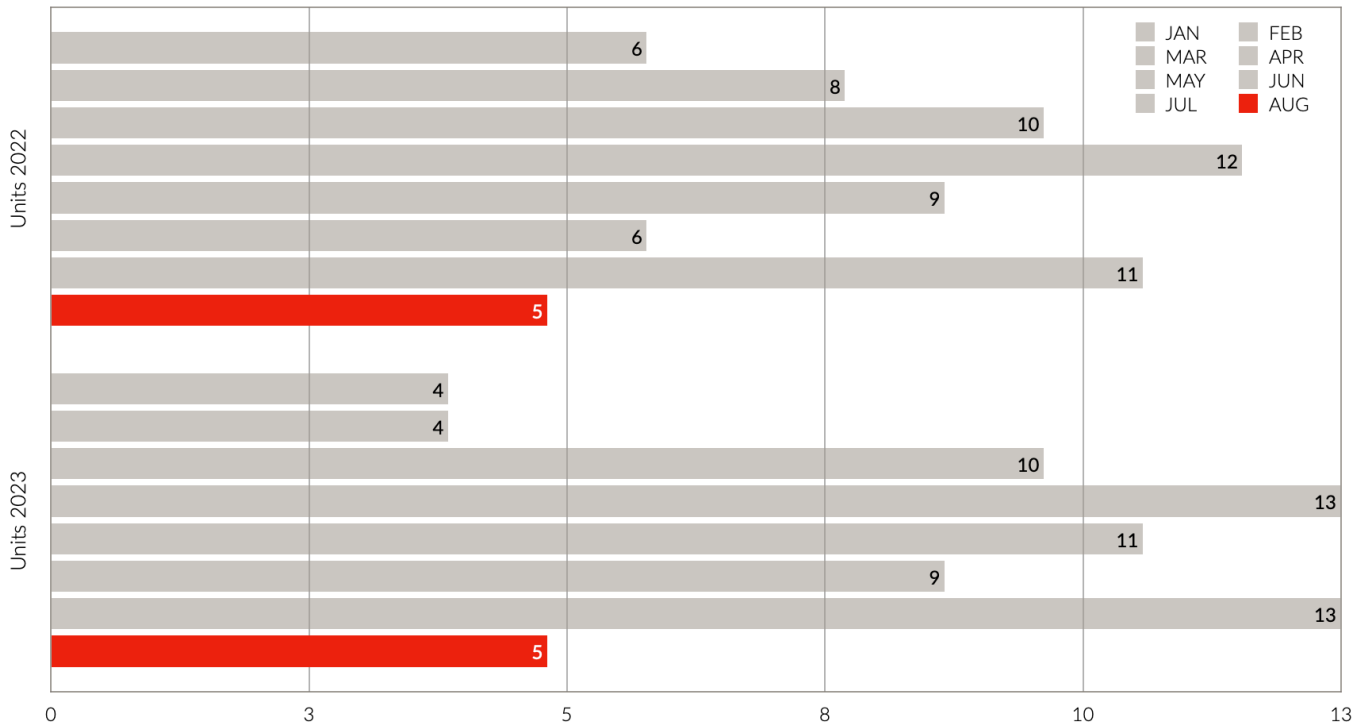


Yearly Totals 2022 vs. 2023

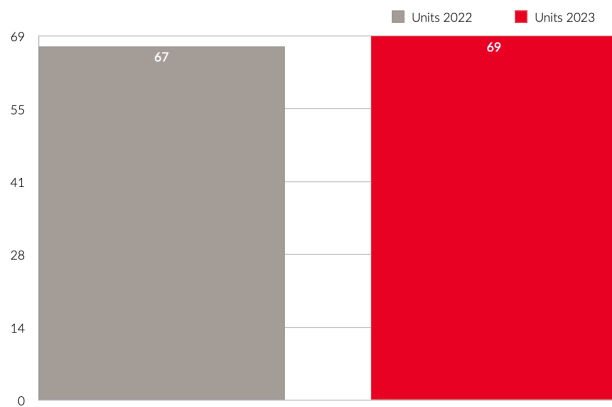


Month vs. Month 2022 vs. 2023

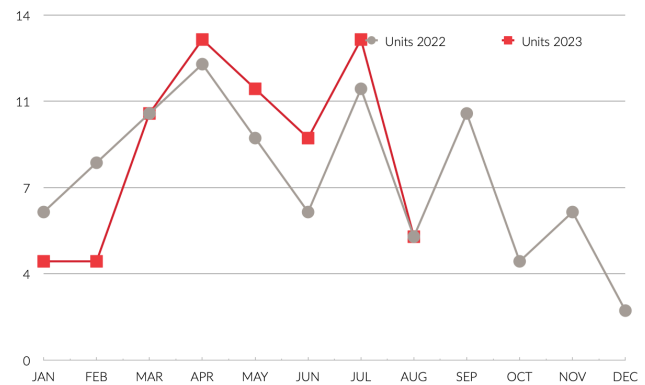
# UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

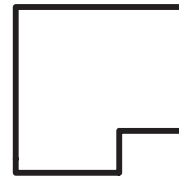
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

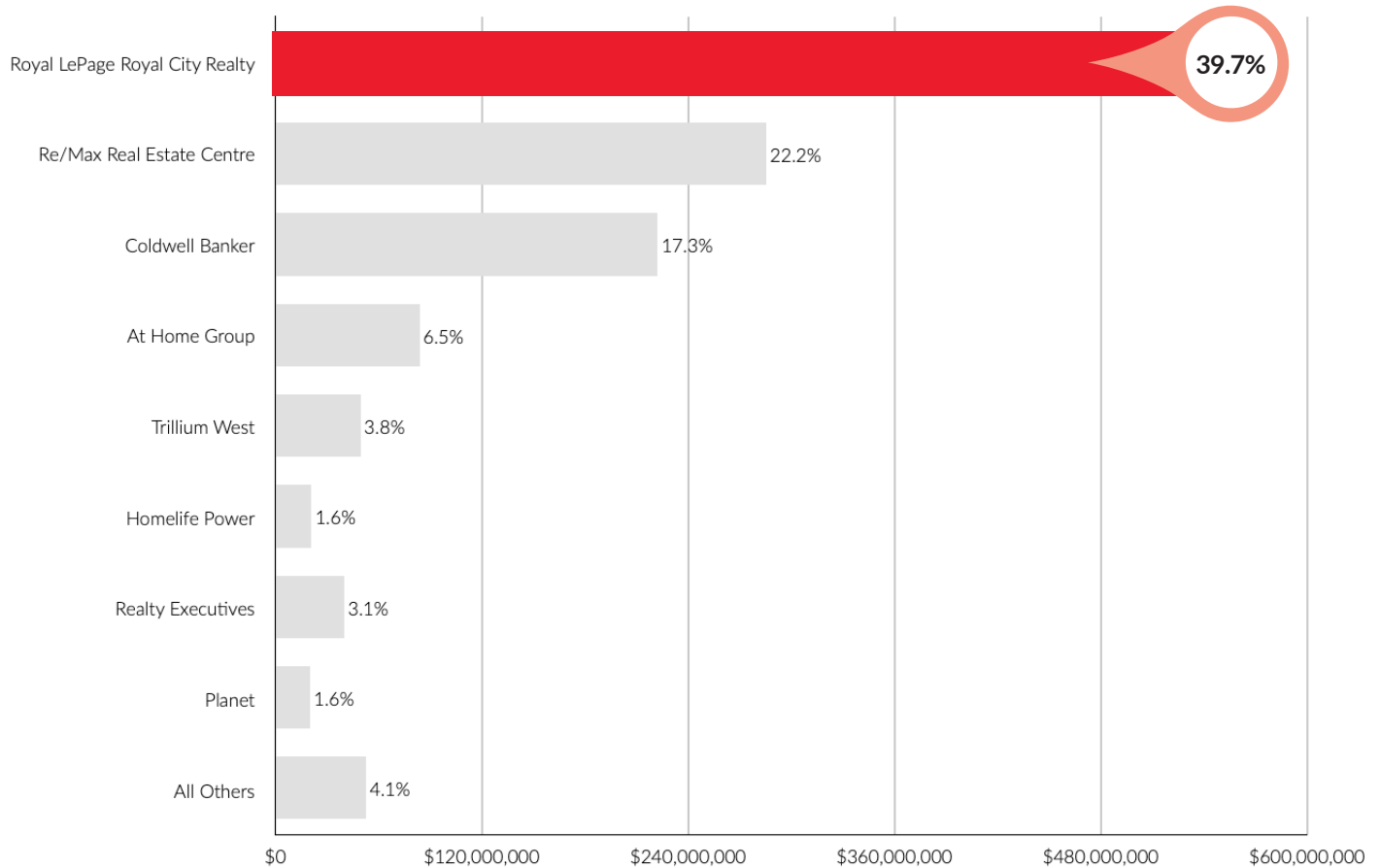
YTD Sales Volume	 <b>\$85,032,988</b> -23.55%	 <b>\$1,952,000</b> -27.2%	 <b>\$1,930,000</b> -69.74%
YTD Unit Sales	 <b>60</b> -1.64%	 <b>4</b> +33.3%	 <b>3</b> -40%
YTD Average Sale Price	 <b>\$1,417,126</b> -22.28%	 <b>\$488,000</b> -45.4%	 <b>\$643,333</b> -49.57%
August Sales Volume	 <b>\$6,936,000</b> -14.6%	 <b>\$0</b> No Change	 <b>\$0</b> Down from \$1,000,000
August Unit Sales	 <b>5</b> No change	 <b>0</b> No Change	 <b>0</b> Down from 1

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





# MARKET DOMINANCE

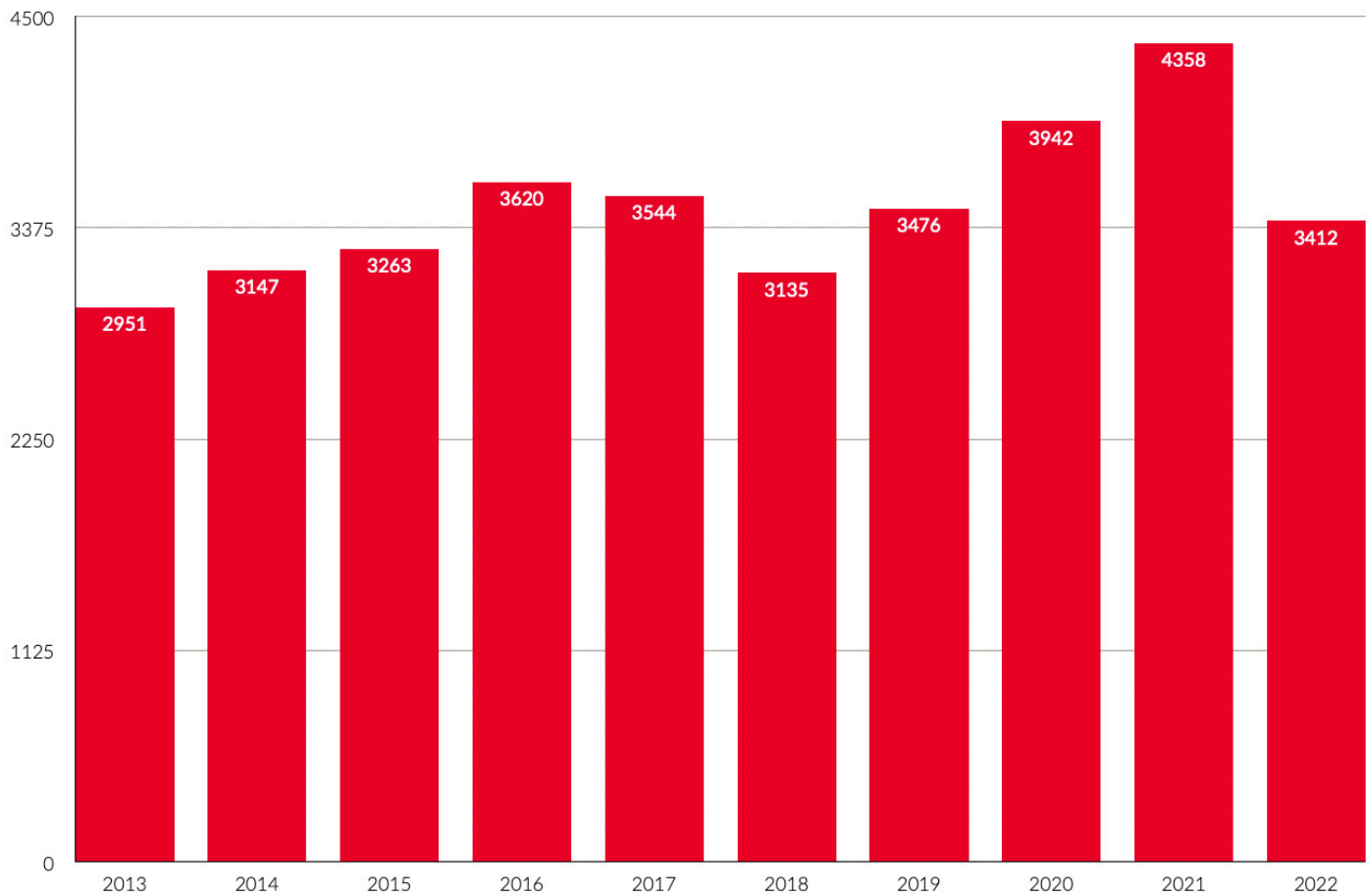


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
August 2023



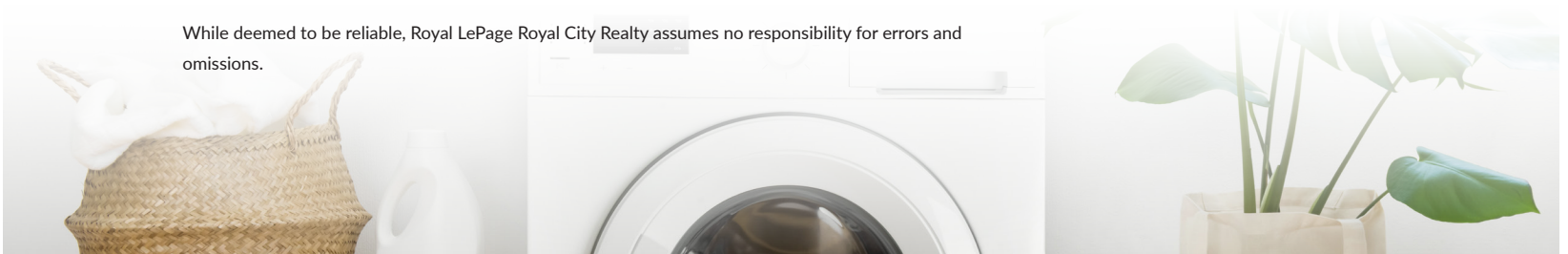
# 10 YEAR MARKET ANALYSIS



## 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 August 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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