



2023 SEPTEMBER

PUSLINCH

Real Estate Market Report



OVERVIEW

BALANCED MARKET

The Puslinch real estate market just barely remains a balanced market this month. 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.



September year-over-year sales volume of \$16,095,000

Down 38.19% from 2022's \$26,039,000 with unit sales of 8 down 20% from last year's 10. New listings of 33 are up 73.68% from a year ago, with the sales/listing ratio of 24.24% down 28.39%.



Year-to-date sales volume of \$105,359,988

Down 27.09% from 2022's \$144,516,147 with unit sales of 77 equal to those of 2022. New listings of 189 are up from 174 a year ago, with the sales/listing ratio of 40.74% down 3.51%.



Year-to-date average sale price of \$1,331,230

Down from \$1,845,742 one year ago with median sale price of \$937,500 down from \$1,837,550 one year ago. Average days-on-market of 36 is up 13.11 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.

SEPTEMBER NUMBERS

Median Sale Price

\$1,835,000

-7.21%

Average Sale Price

\$2,011,875

-22.74%

Sales Volume

\$16,095,000

-38.19%

Unit Sales

8

-20%

New Listings

33

+73.68%

Expired Listings

4

+33.33%

Unit Sales/Listings Ratio

24.24%

-28.39%

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

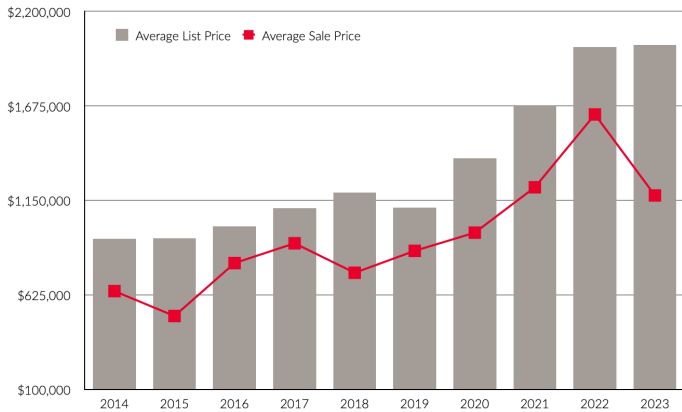


THE MARKET IN DETAIL

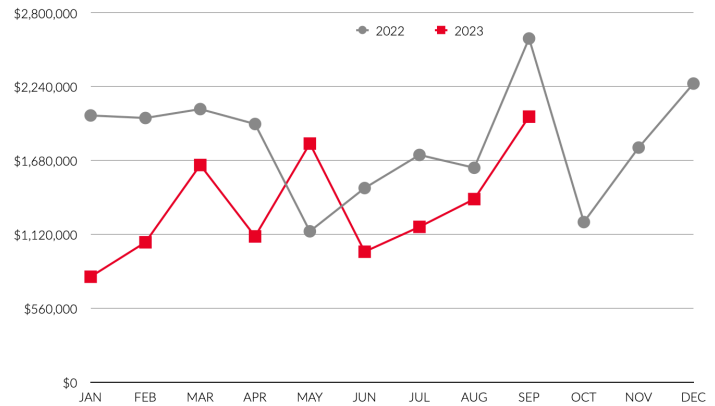
	2021	2022	2023	2022-2023
YTD Volume Sales	\$137,531,935	\$144,516,147	\$105,359,988	-27.09%
YTD Unit Sales	104	77	77	No Change
YTD New Listings	147	174	189	+8.62%
YTD Sales/Listings Ratio	70.75%	44.25%	40.74%	-7.94%
YTD Expired Listings	14	15	22	+46.67%
Monthly Volume Sales	\$14,018,000	\$26,039,000	\$16,095,000	-38.19%
Monthly Unit Sales	15	10	8	-20%
Monthly New Listings	14	19	33	+73.68%
Monthly Sales/Listings Ratio	107.14%	52.63%	24.24%	-53.94%
Monthly Expired Listings	3	3	4	+33.33%
YTD Sales: \$0-\$199K	14	0	0	No Change
YTD Sales: \$200k-349K	3	0	0	No Change
YTD Sales: \$350K-\$549K	7	2	17	+750%
YTD Sales: \$550K-\$749K	15	12	10	-16.67%
YTD Sales: \$750K-\$999K	5	2	9	+350%
YTD Sales: \$1M+	60	61	41	-32.79%
YTD Average Days-On-Market	24.56	22.89	36.00	+57.28%
YTD Average Sale Price	\$1,383,302	\$1,845,742	\$1,331,230	-27.88%
YTD Median Sale Price	\$1,457,500	\$1,837,550	\$937,500	-48.98%

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

AVERAGE SALE PRICE

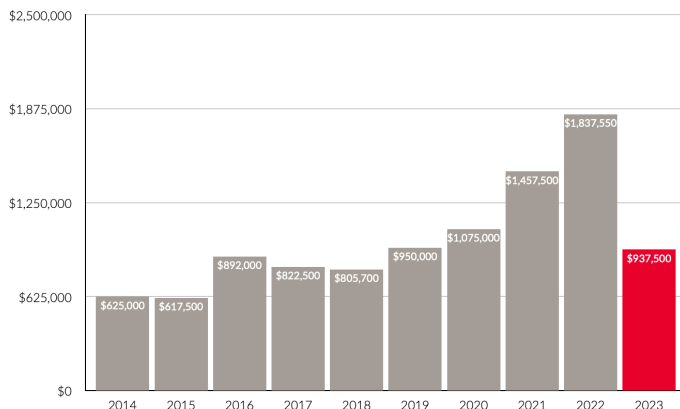


Year-Over-Year

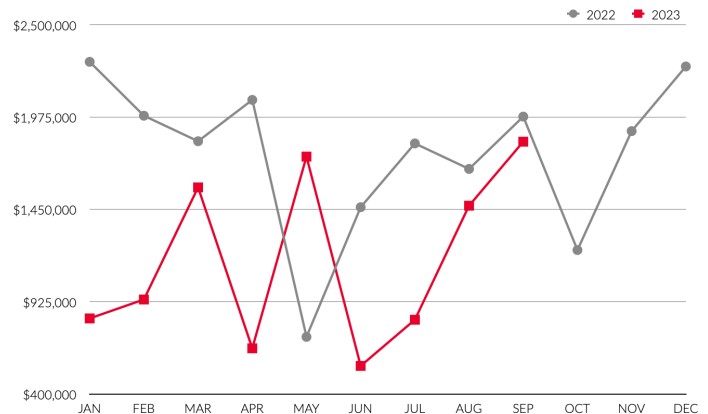


Month-Over-Month 2022 vs. 2023

MEDIAN SALE PRICE



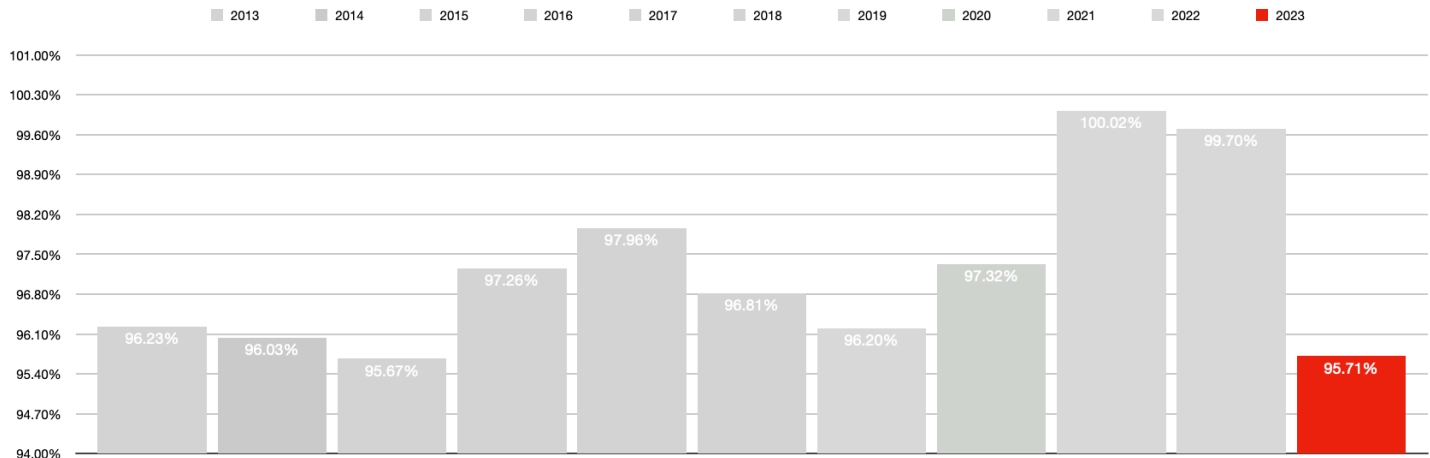
Year-Over-Year



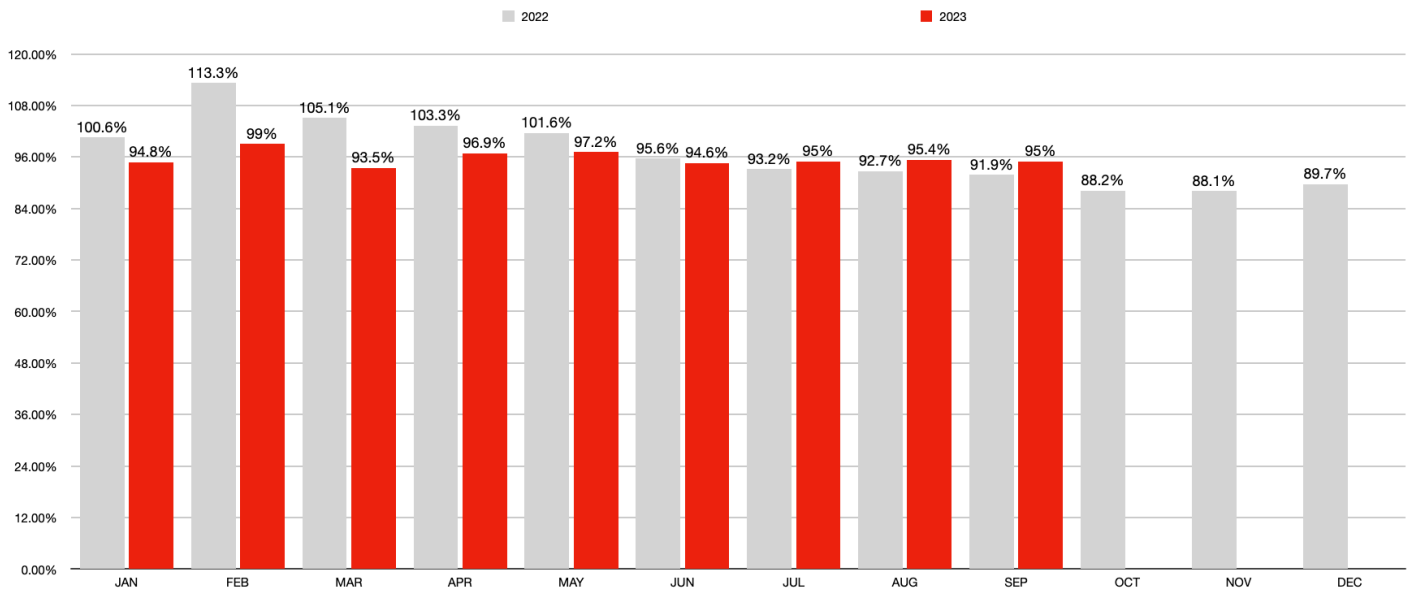
Month-Over-Month 2022 vs. 2023

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

SALE PRICE VS. LIST PRICE RATIO

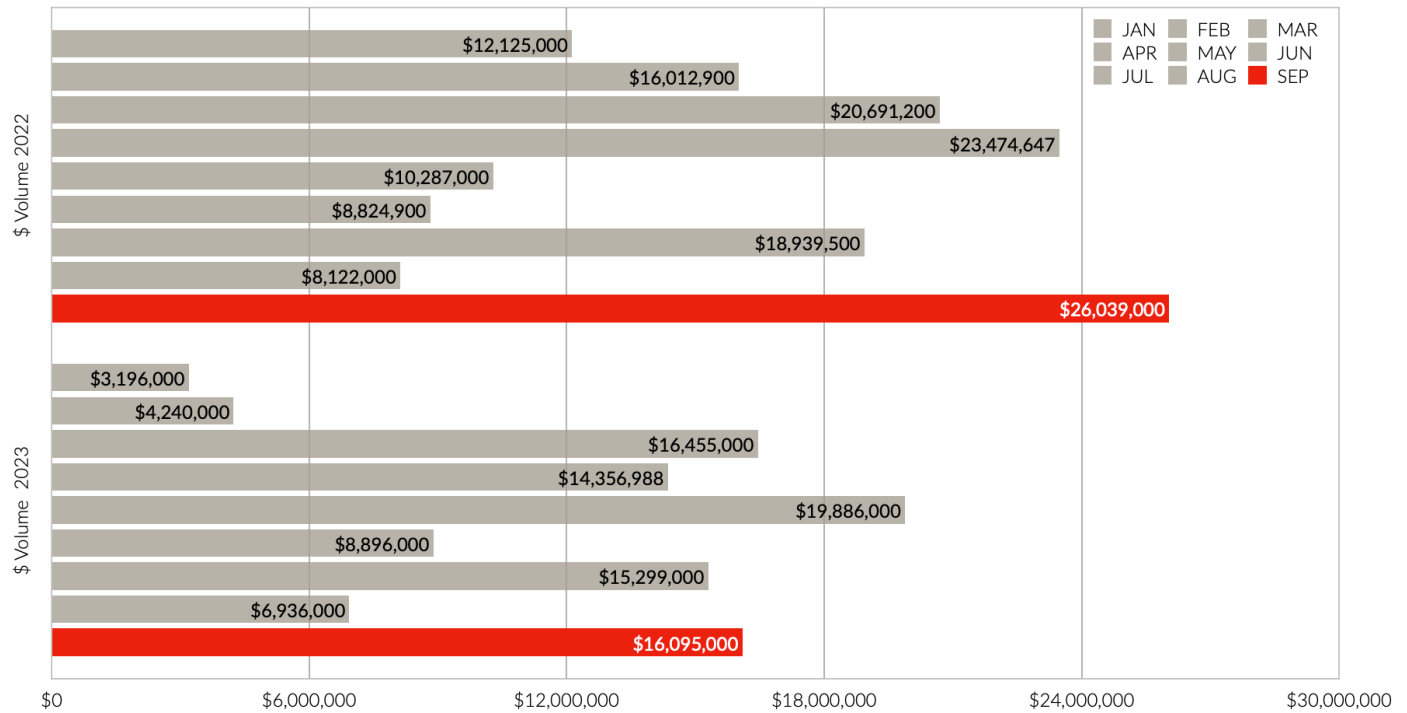


Year-Over-Year

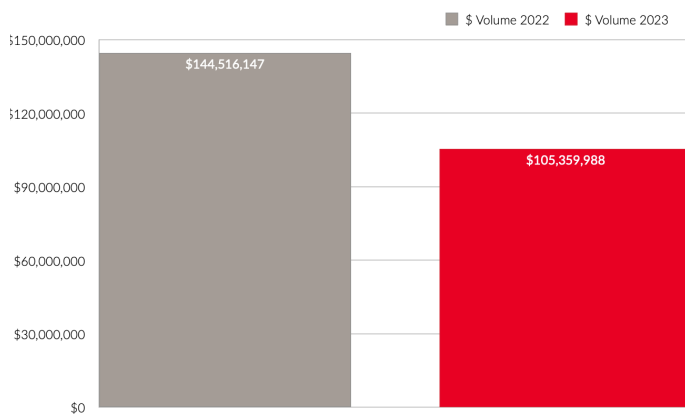


Month-Over-Month 2022 vs. 2023

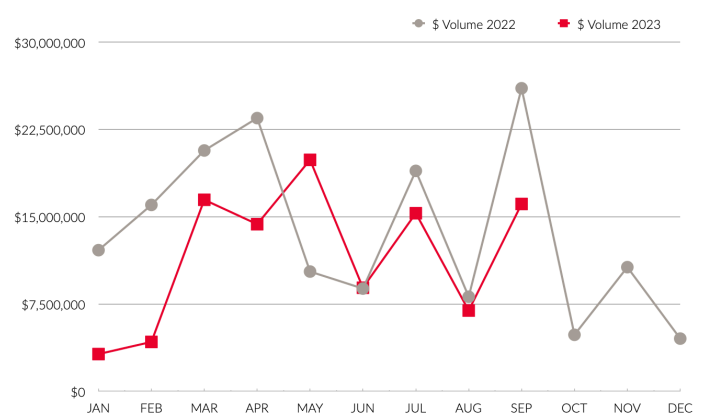
DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

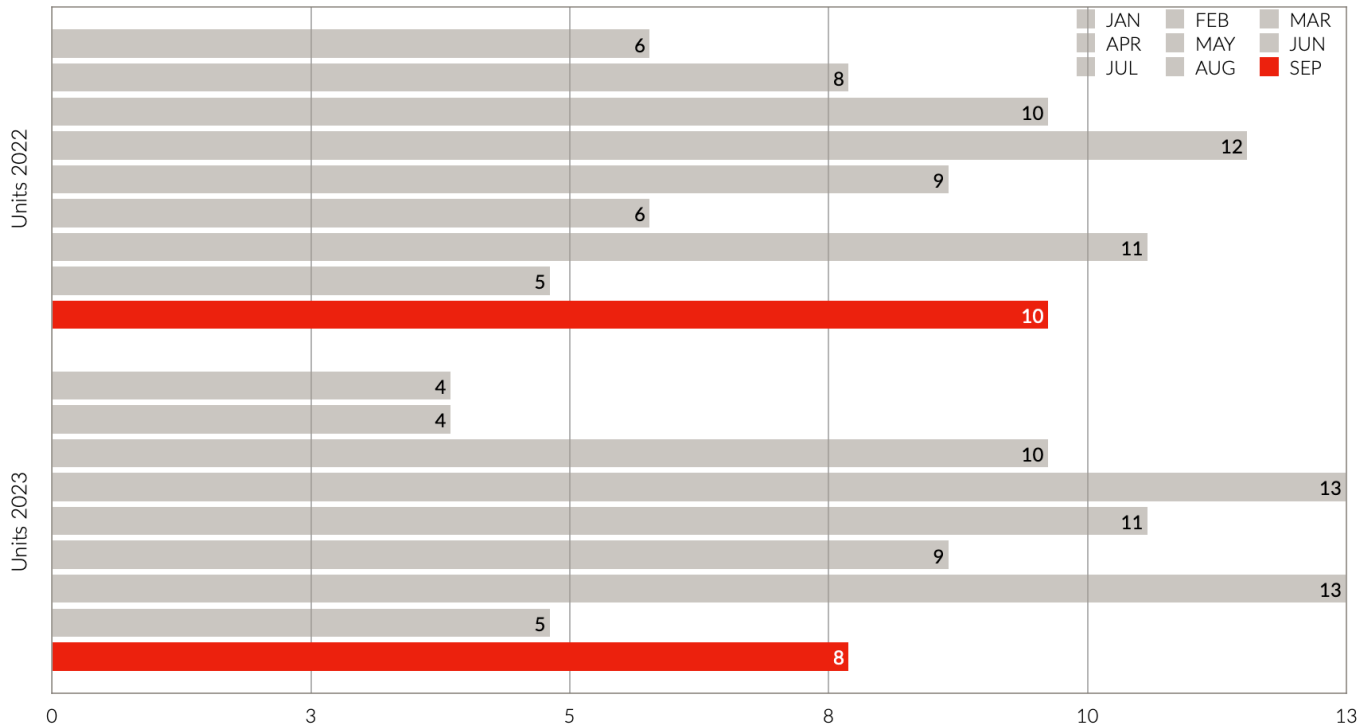


Yearly Totals 2022 vs. 2023

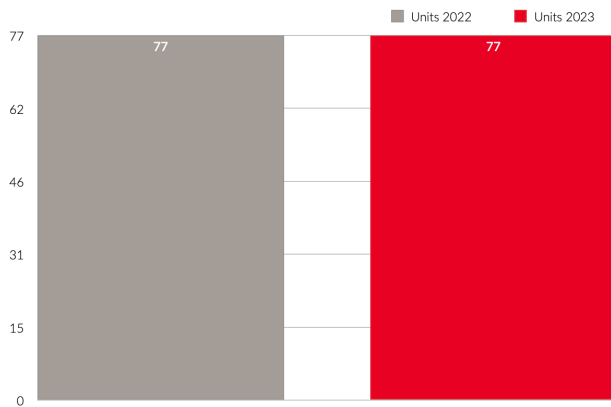


Month vs. Month 2022 vs. 2023

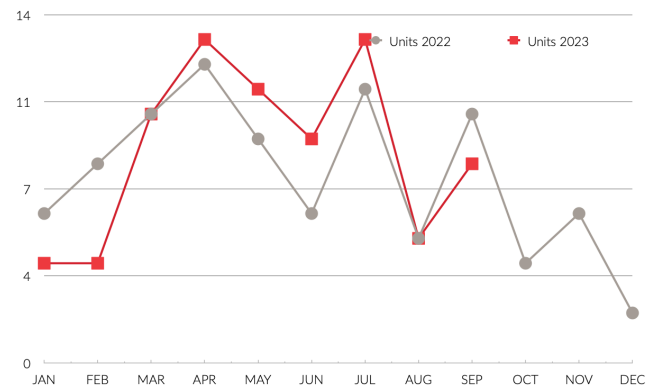
UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

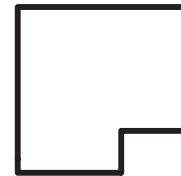
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



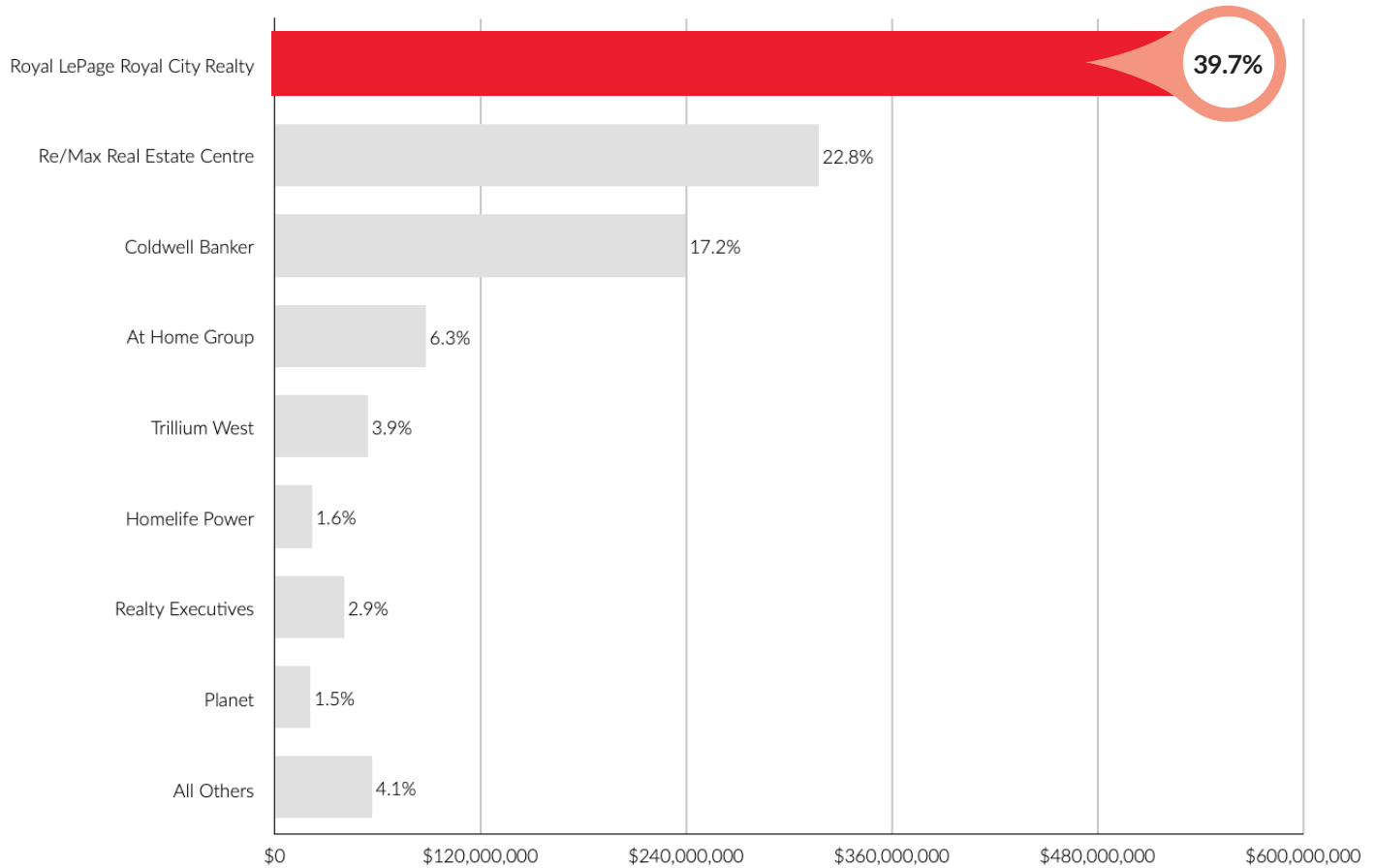
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$101,127,988 -26.33%	 \$1,952,000 -27.25%	 \$1,930,000 -78.97%
YTD Unit Sales	 68 -4.23%	 4 +33.33%	 3 -57.14%
YTD Average Sale Price	 \$1,487,176 -23.08%	 \$488,000 -45.43%	 \$643,333 -50.93%
September Sales Volume	 \$16,095,000 -38.19%	 \$0 No Change	 \$0 -100%
September Unit Sales	 8 -20%	 0 No Change	 0 -100%

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



MARKET DOMINANCE

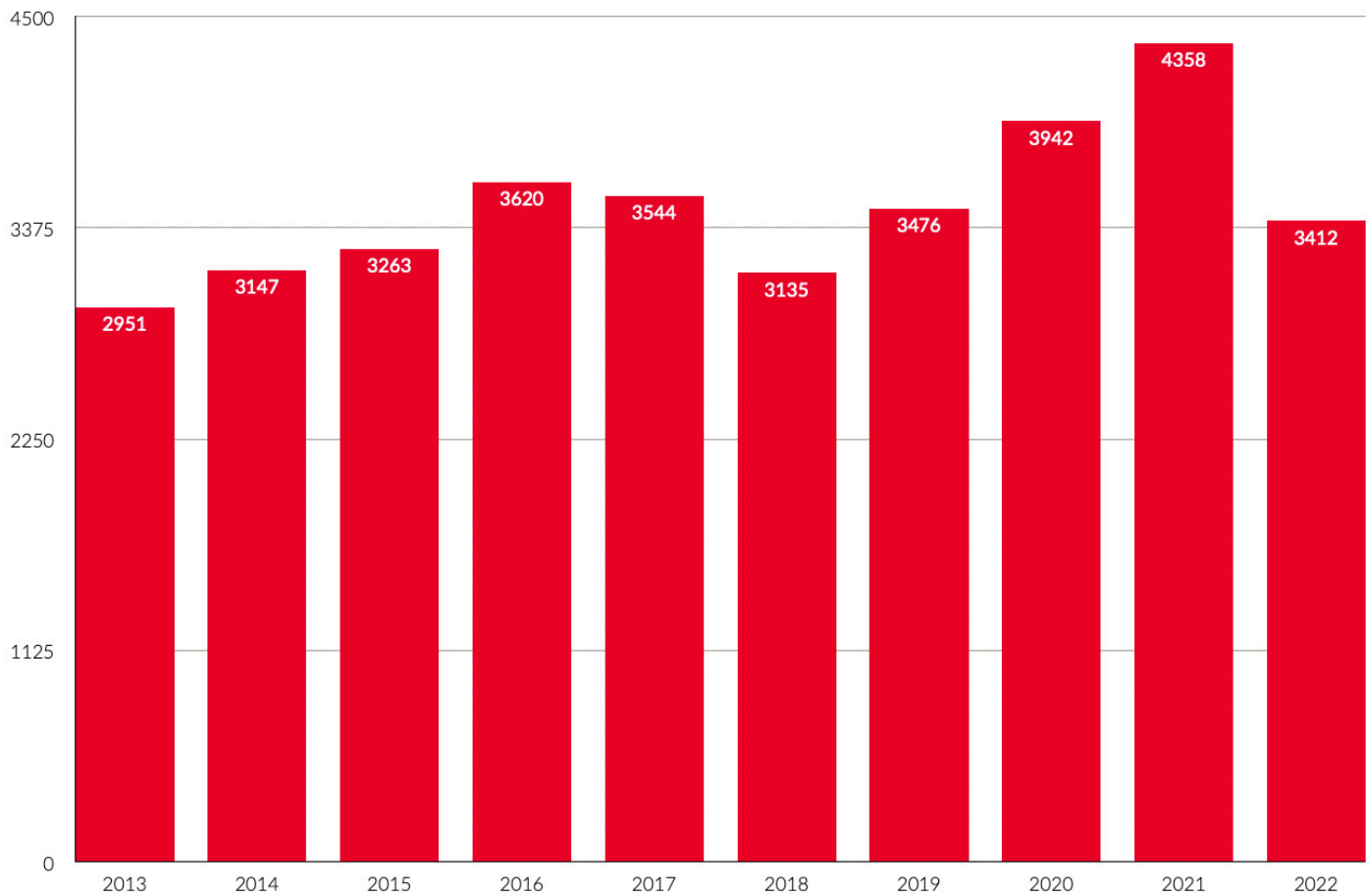


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
September 2023



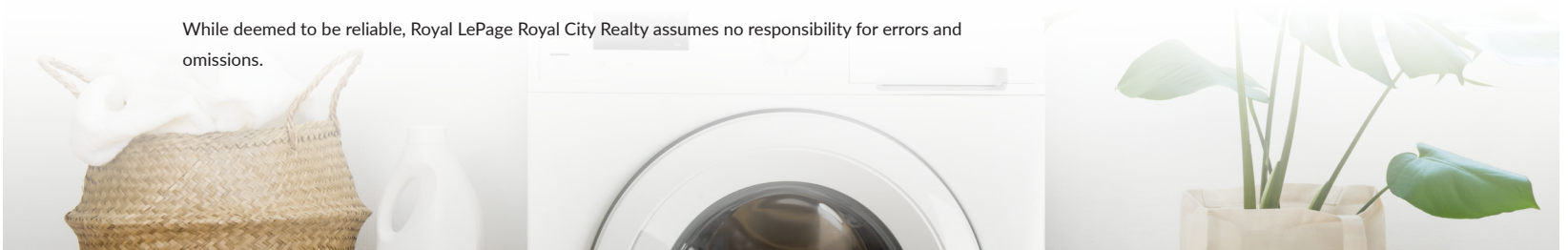
10 YEAR MARKET ANALYSIS



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 September 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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