



2023 NOVEMBER

PUSLINCH

Real Estate Market Report



OVERVIEW

BALANCED MARKET

The Puslinch real estate market just barely remains a balanced market this month. The average and median sale price jumps up above where it was last year showing some strengths to this market. It is good to keep in mind that since this market is smaller, it is more prone to erratic change.

NOVEMBER NUMBERS

Median Sale Price
\$1,914,250
+1.02%

Average Sale Price
\$2,008,917
+13.02%

Sales Volume
\$12,053,500
+13.02%

Unit Sales
6

No Change

New Listings
15
+50%

Expired Listings
8
+33.33%

Unit Sales/Listings Ratio
40%
-20%

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

November year-over-year sales volume of \$12,053,500

Up 13.02% from 2022's \$10,665,000 with unit sales of 6 that are the same as last year's. New listings of 15 are up 50% from a year ago, with the sales/listing ratio of 40% down 20%.

Year-to-date sales volume of \$125,873,488

Down 21.35% from 2022's \$160,033,647 with unit sales of 90 up 3.45% from the 87 in 2022. New listings of 223 are up from 201 a year ago, with the sales/listing ratio of 40.36% down 2.92%.

Year-to-date average sale price of \$1,381,687

Down from \$1,782,027 one year ago with median sale price of \$1,471,000 down from \$1,837,550 one year ago. Average days-on-market of 38.18 is up 7.54 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.

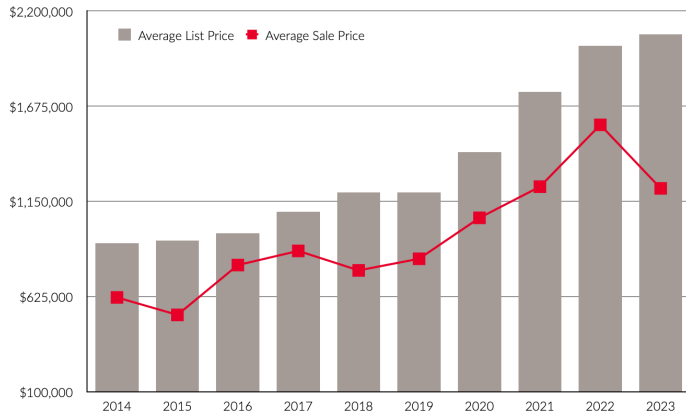


THE MARKET IN DETAIL

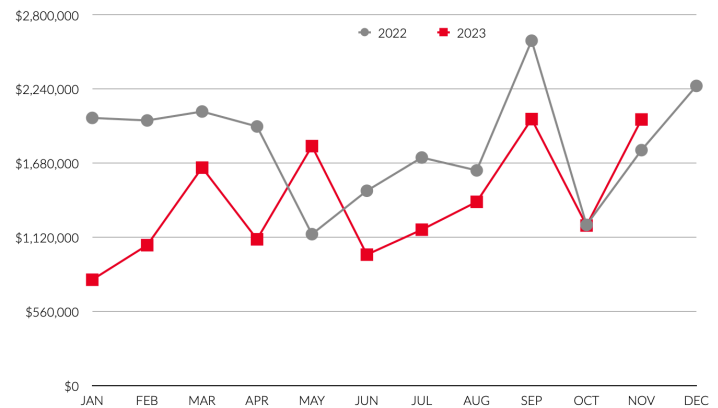
	2021	2022	2023	2022-2023
YTD Volume Sales	\$165,080,835	\$160,033,647	\$125,873,488	-21.35%
YTD Unit Sales	123	87	90	+3.45%
YTD New Listings	172	201	223	+10.95%
YTD Sales/Listings Ratio	71.51%	43.28%	40.36%	-2.92%
YTD Expired Listings	19	23	37	+60.87%
Monthly Volume Sales	\$17,585,000	\$10,665,000	\$12,053,500	+13.02%
Monthly Unit Sales	10	6	6	No Change
Monthly New Listings	12	10	15	+50%
Monthly Sales/Listings Ratio	83.33%	60.00%	40.00%	-20%
Monthly Expired Listings	1	6	8	+33.33%
YTD Sales: \$0-\$199K	16	0	0	No Change
YTD Sales: \$200k-349K	4	1	0	-100%
YTD Sales: \$350K-\$549K	9	3	20	+566.67%
YTD Sales: \$550K-\$749K	16	13	12	-7.69%
YTD Sales: \$750K-\$999K	7	2	9	+350%
YTD Sales: \$1M+	71	68	49	-27.94%
YTD Average Days-On-Market	26.18	30.64	38.18	+24.63%
YTD Average Sale Price	\$1,392,302	\$1,782,027	\$1,381,687	-22.47%
YTD Median Sale Price	\$1,457,500	\$1,837,550	\$1,471,000	-19.95%

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

AVERAGE SALE PRICE

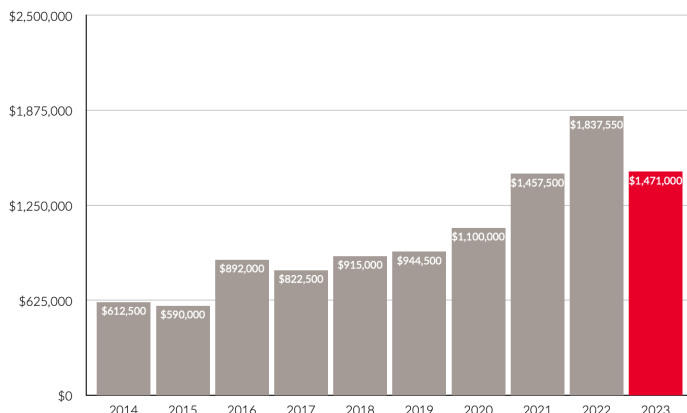


Year-Over-Year

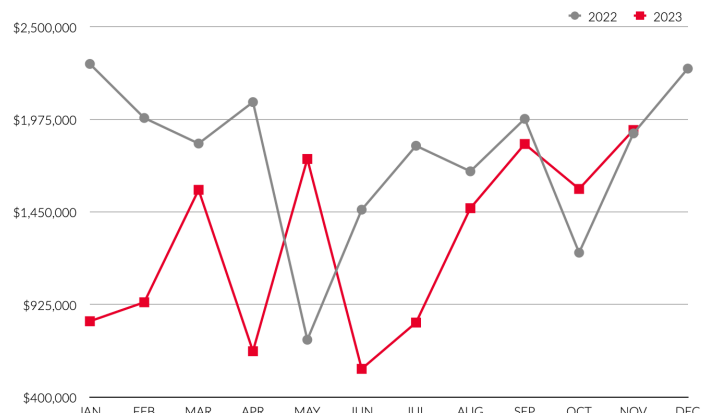


Month-Over-Month 2022 vs. 2023

MEDIAN SALE PRICE



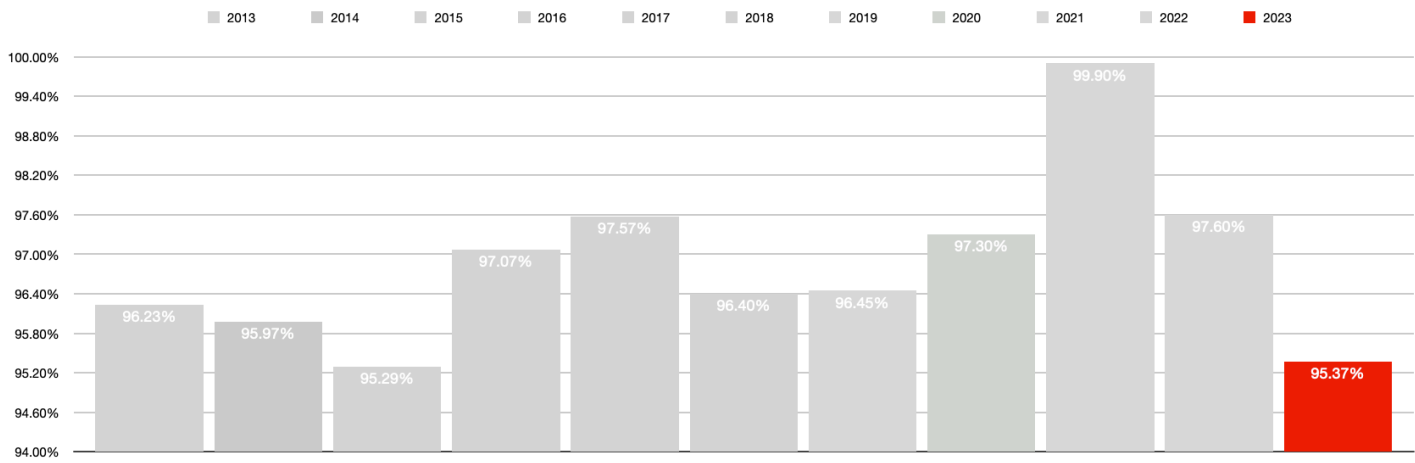
Year-Over-Year



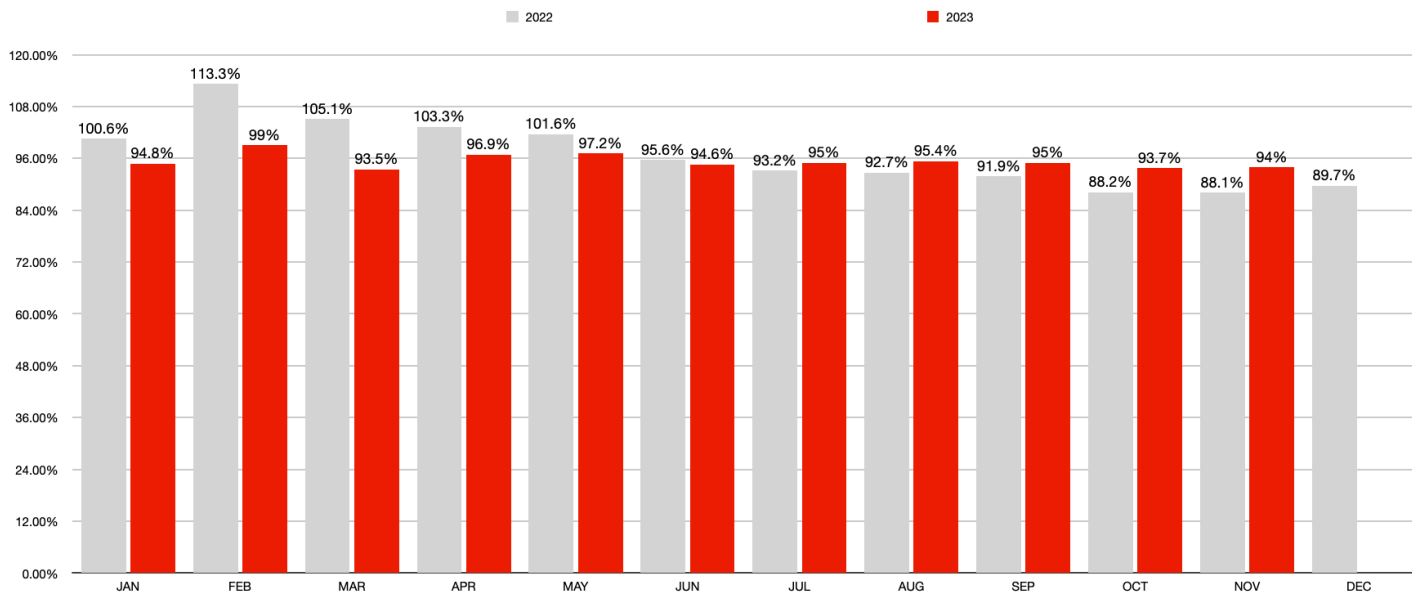
Month-Over-Month 2022 vs. 2023

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

SALE PRICE VS. LIST PRICE RATIO

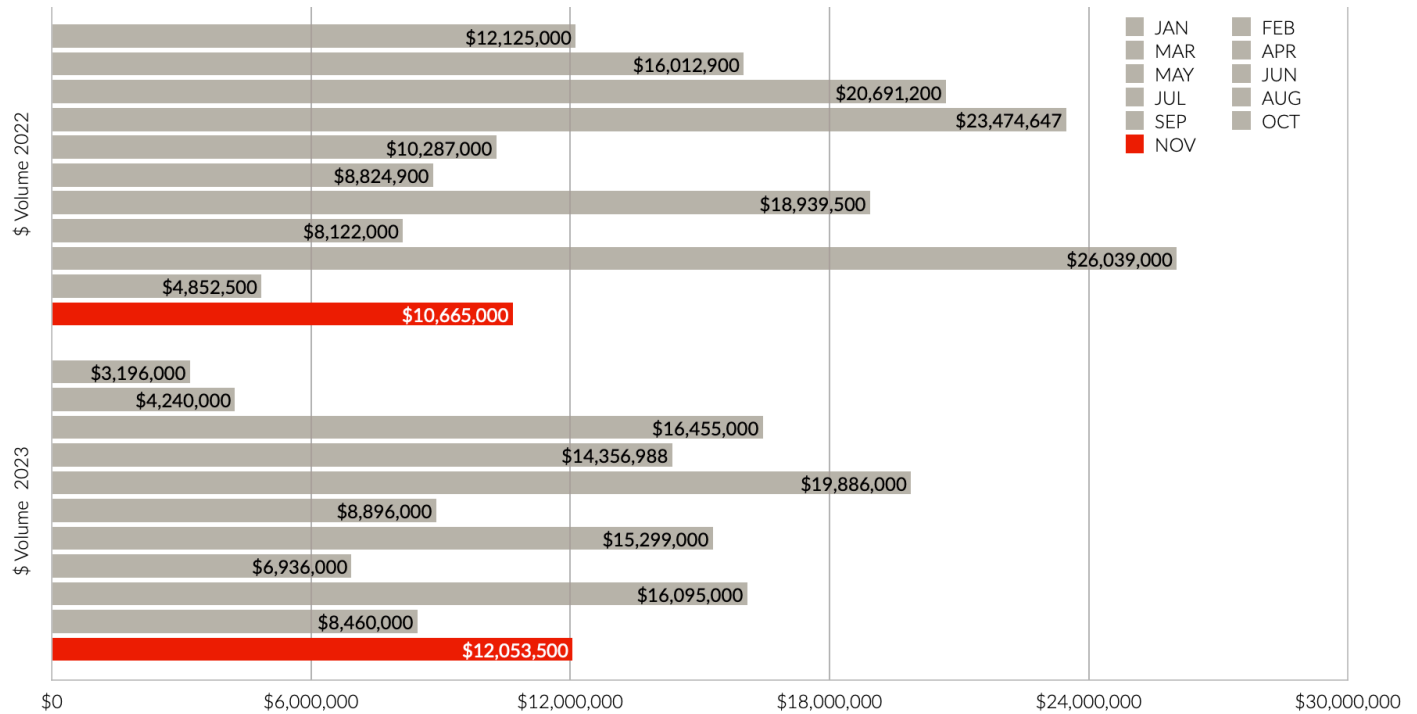


Year-Over-Year

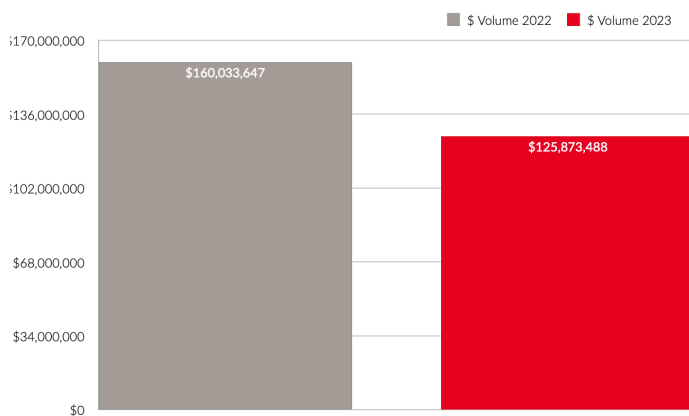


Month-Over-Month 2022 vs. 2023

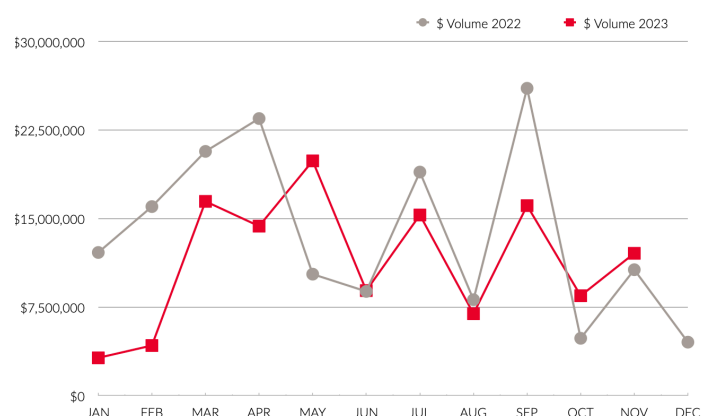
DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

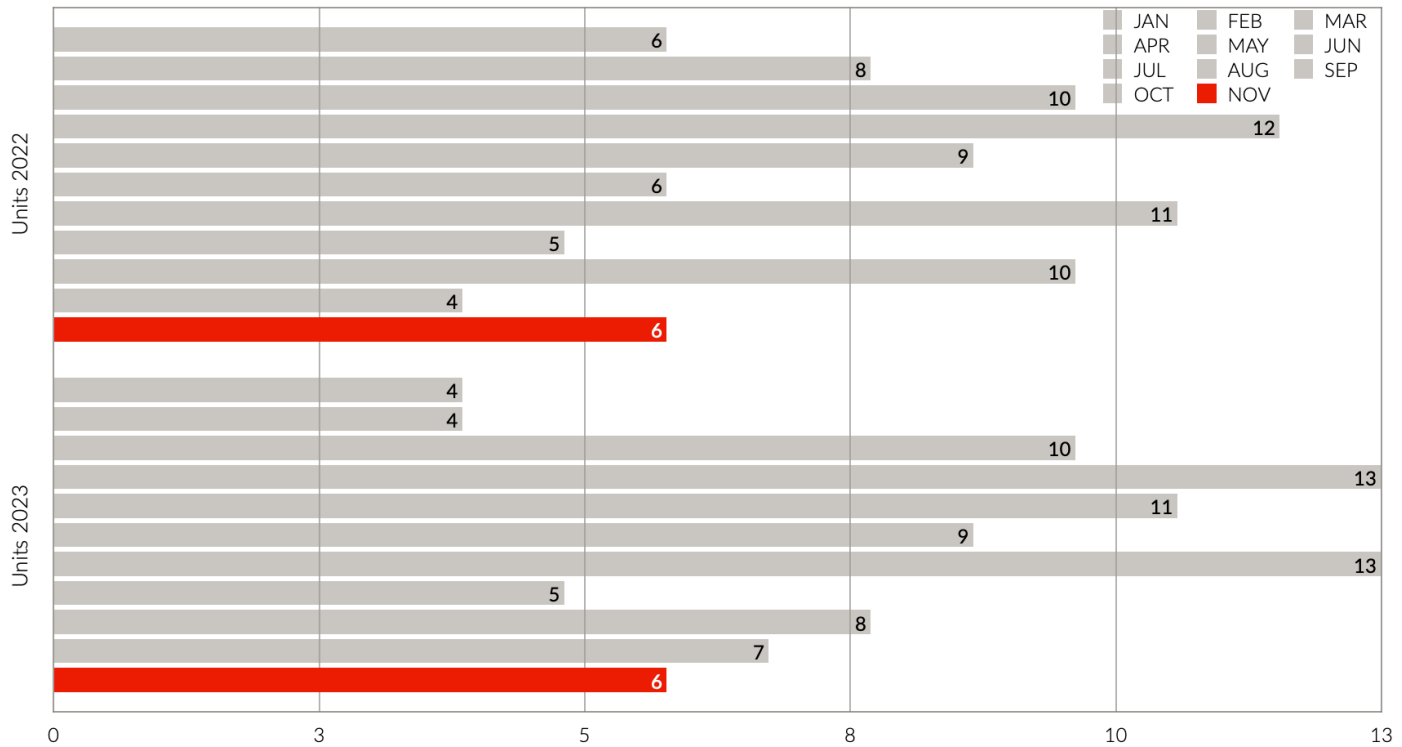


Yearly Totals 2022 vs. 2023

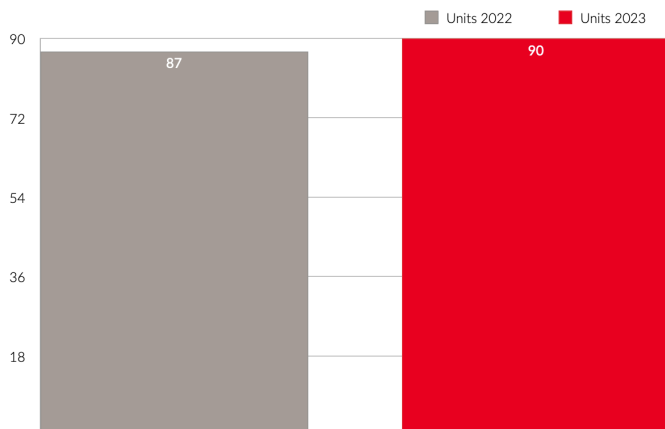


Month vs. Month 2022 vs. 2023

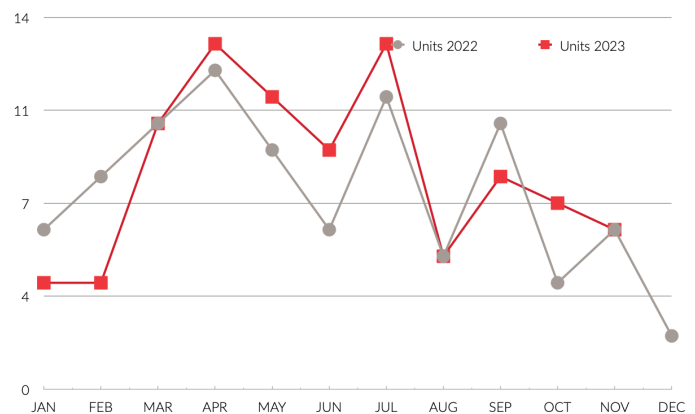
UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

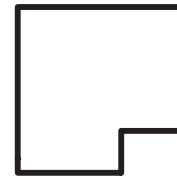
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



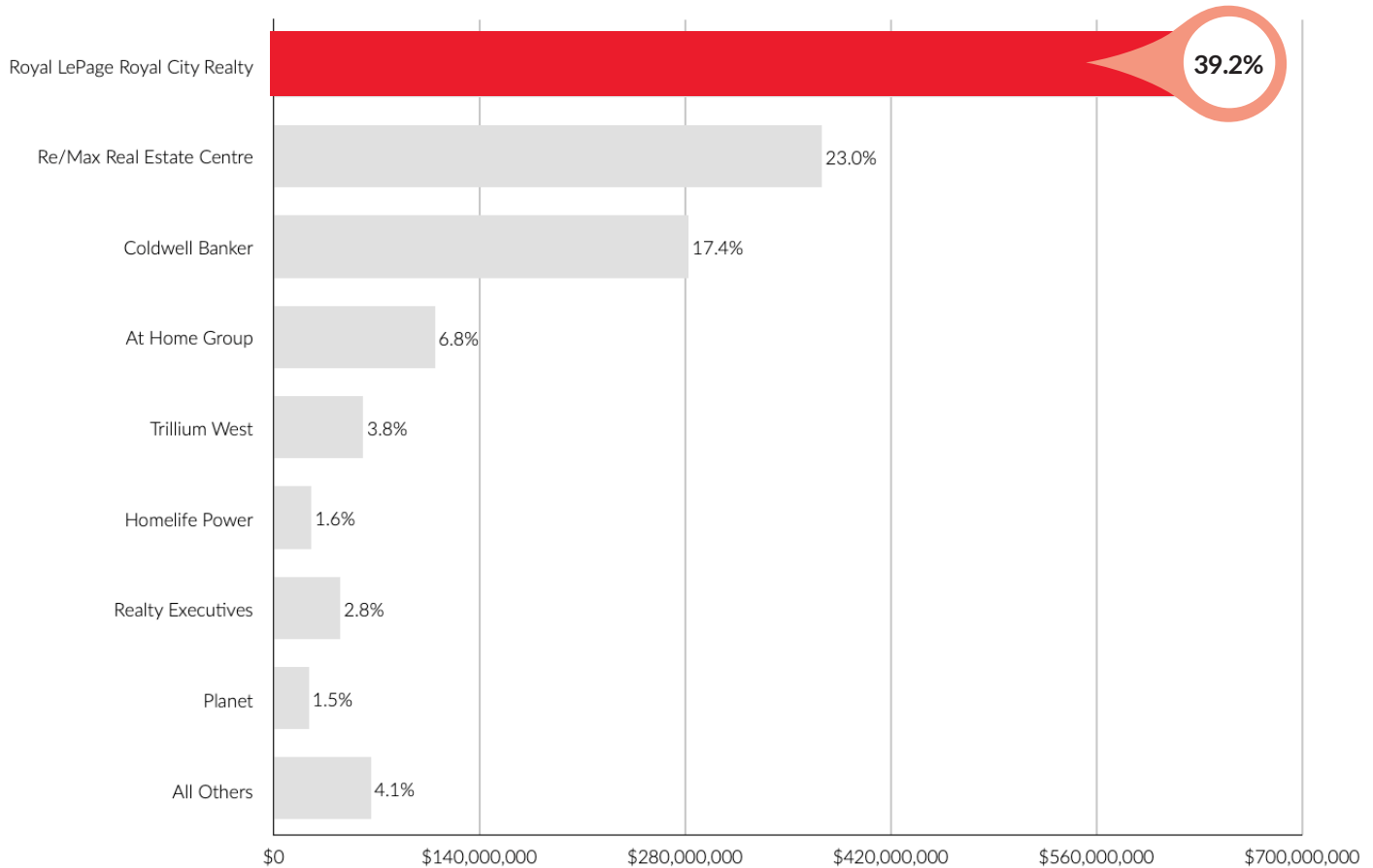
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$121,641,488 -20.38%	 \$1,952,000 -27.25%	 \$1,930,000 -81.05%
YTD Unit Sales	 81 No Change	 4 +33.33%	 3 -62.5%
YTD Average Sale Price	 \$1,501,747 -20.38%	 \$488,000 -45.43%	 \$643,333 -49.46%
August Sales Volume	 \$12,053,500 +13.02%	 \$0 No Change	 \$0 No Change
August Unit Sales	 6 No Change	 0 No Change	 0 No Change

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



MARKET DOMINANCE

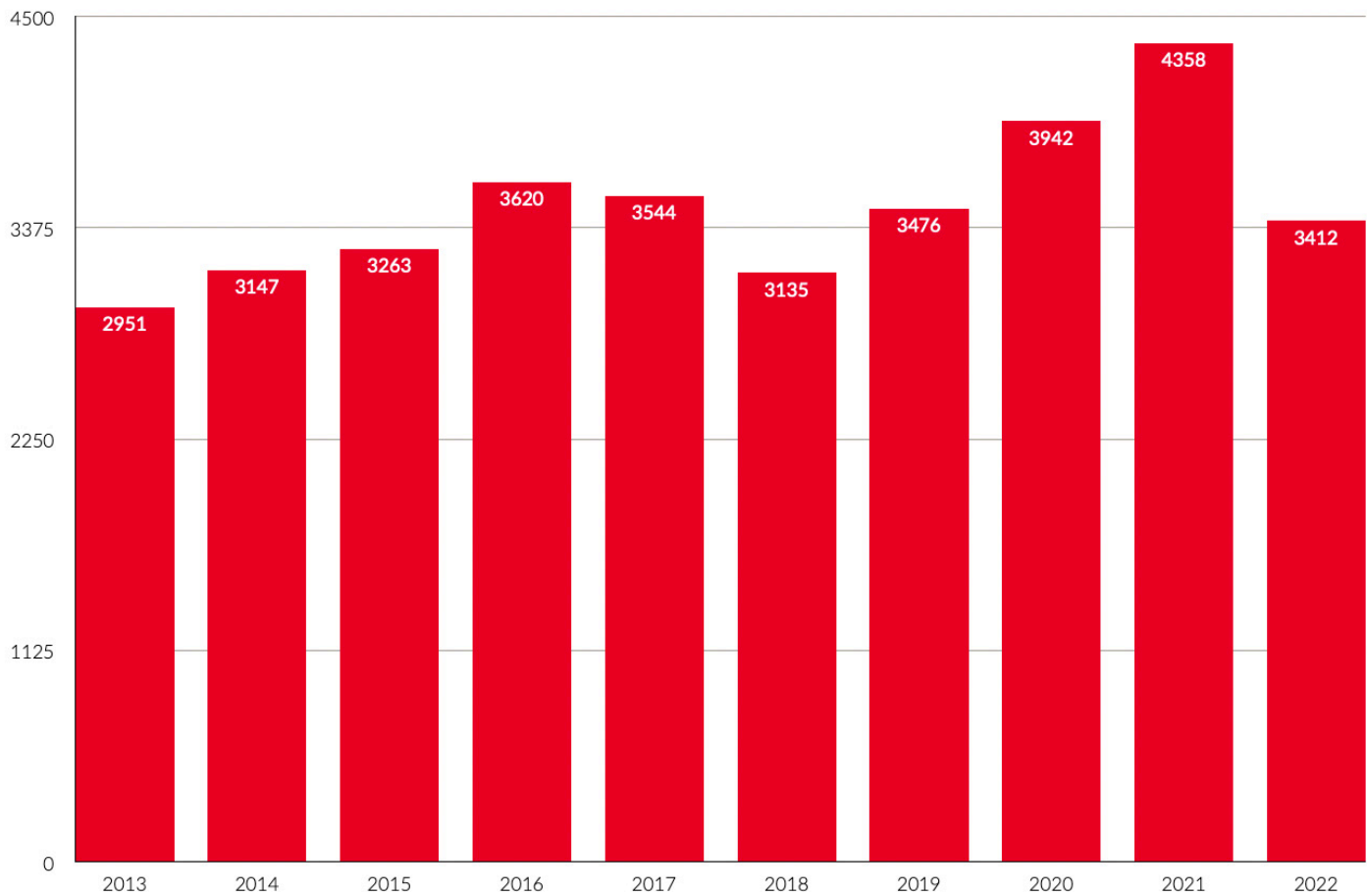


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
November 2023



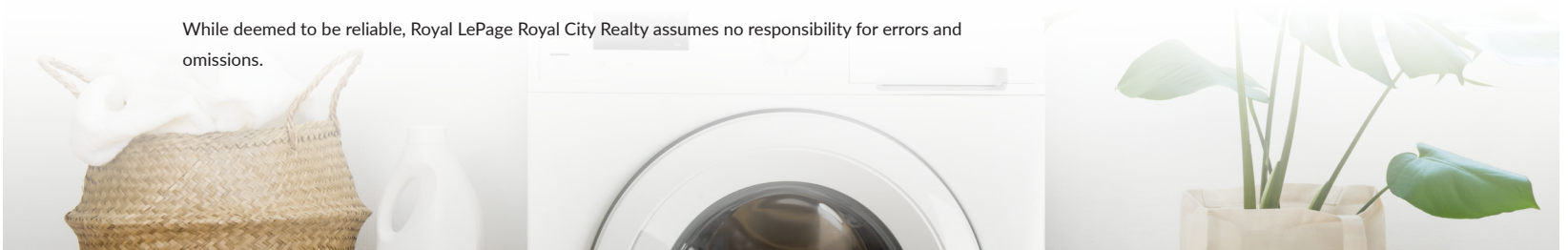
10 YEAR MARKET ANALYSIS



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 November 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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