



2023 DECEMBER

PUSLINCH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

BALANCED MARKET

The Puslinch real estate market just barely remains a balanced market to end the year. The average and median sale prices also dropped much lower than they were this time last year, signaling this market may dip into a buyers market in the new year. It is good to keep in mind that since this market is smaller, it is more prone to erratic change.



December year-over-year sales volume of \$1,650,000

Down 63.54% from 2022's \$4,525,000 with unit sales of 1 that is down from the 2 from last year. New listings of 7 are up 250% from a year ago, with the sales/listing ratio of 14.29% down 85.71%.



Year-to-date sales volume of \$127,523,488

Down 22.51% from 2022's \$164,558,647 with unit sales of 91 up 2.25% from the 89 in 2022. New listings of 230 are up 13.3% from a year ago, with the sales/listing ratio of 39.57% down 4.28%.



Year-to-date average sale price of \$1,404,046

Down from \$1,822,067 one year ago with median sale price of \$1,523,000 down from \$1,866,275 one year ago. Average days-on-market of 36.75 is down 1.58 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.

DECEMBER NUMBERS

Median Sale Price

\$1,650,000

-27.07%

Average Sale Price

\$1,650,000

-27.07%

Sales Volume

\$1,650,000

+63.54%

Unit Sales

1

-50%

New Listings

7

+250%

Expired Listings

11

+120%

Unit Sales/Listings Ratio

14.29%

-85.71%

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

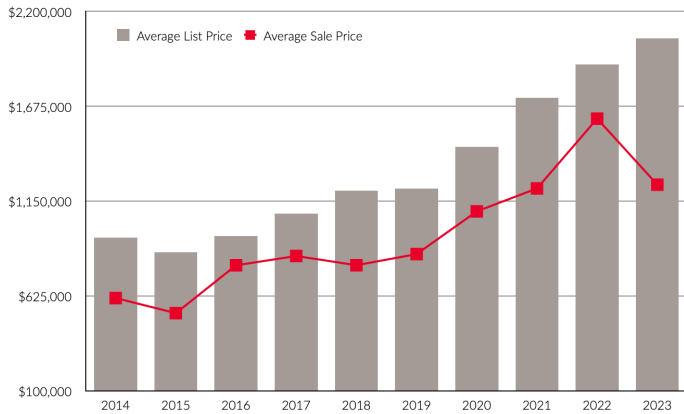


THE MARKET IN DETAIL

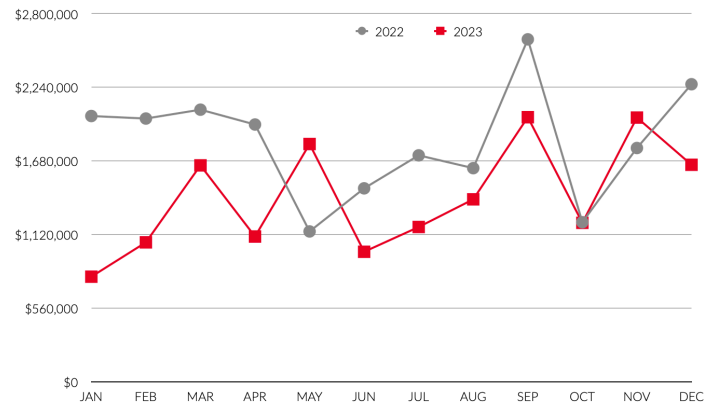
	2021	2022	2023	2022-2023
YTD Volume Sales	\$166,330,835	\$164,558,647	\$127,523,488	-22.51%
YTD Unit Sales	124	89	91	+2.25%
YTD New Listings	176	203	230	+13.3%
YTD Sales/Listings Ratio	70.45%	43.84%	39.57%	-4.28%
YTD Expired Listings	20	28	48	+71.43%
Monthly Volume Sales	\$1,250,000	\$4,525,000	\$1,650,000	-63.54%
Monthly Unit Sales	1	2	1	-50%
Monthly New Listings	4	2	7	+250%
Monthly Sales/Listings Ratio	25.00%	100.00%	14.29%	-85.71%
Monthly Expired Listings	1	5	11	+120%
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+	72	70	50	-28.57%
YTD Average Days-On-Market	24.75	38.33	36.75	-4.13%
YTD Average Sale Price	\$1,380,443	\$1,822,067	\$1,404,046	-22.94%
YTD Median Sale Price	\$1,353,750	\$1,866,275	\$1,523,000	-18.39%

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

AVERAGE SALE PRICE

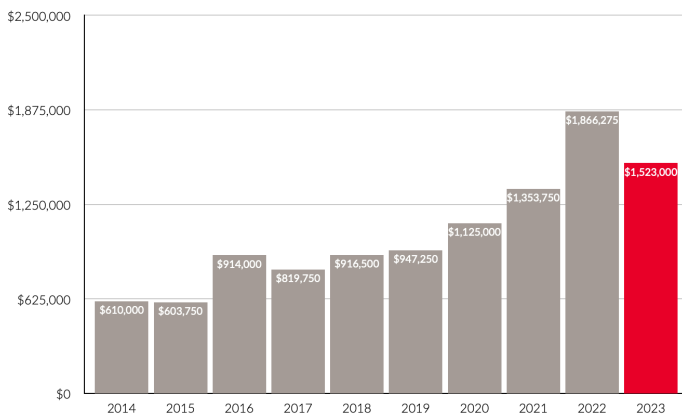


Year-Over-Year

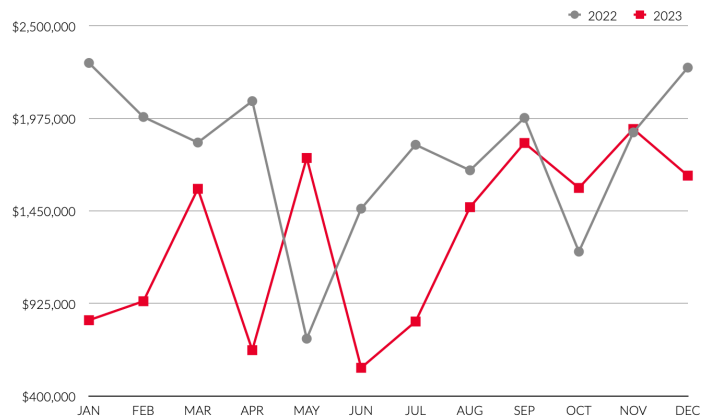


Month-Over-Month 2022 vs. 2023

MEDIAN SALE PRICE



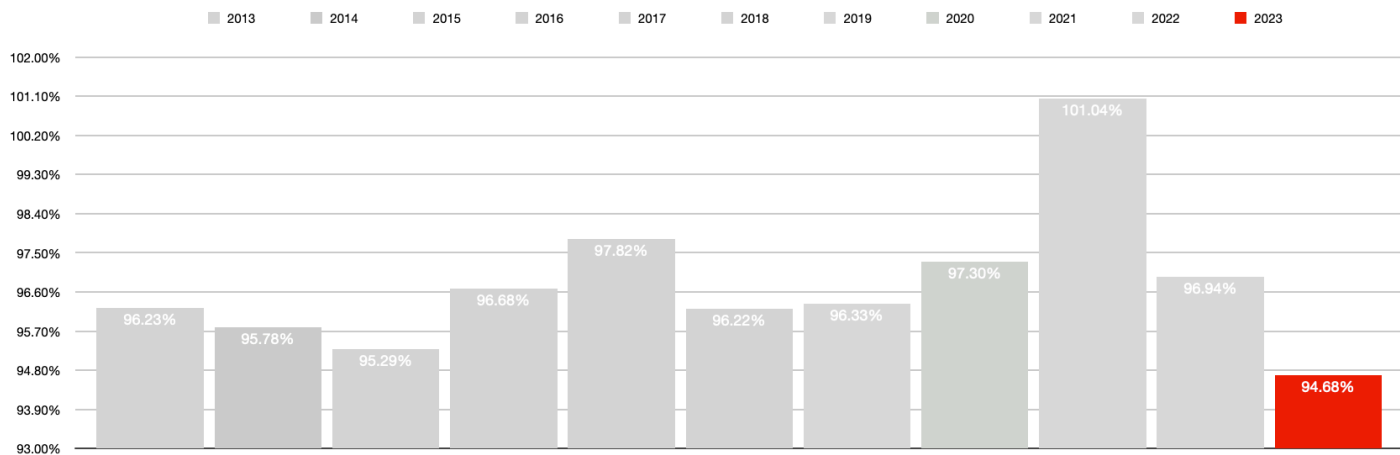
Year-Over-Year



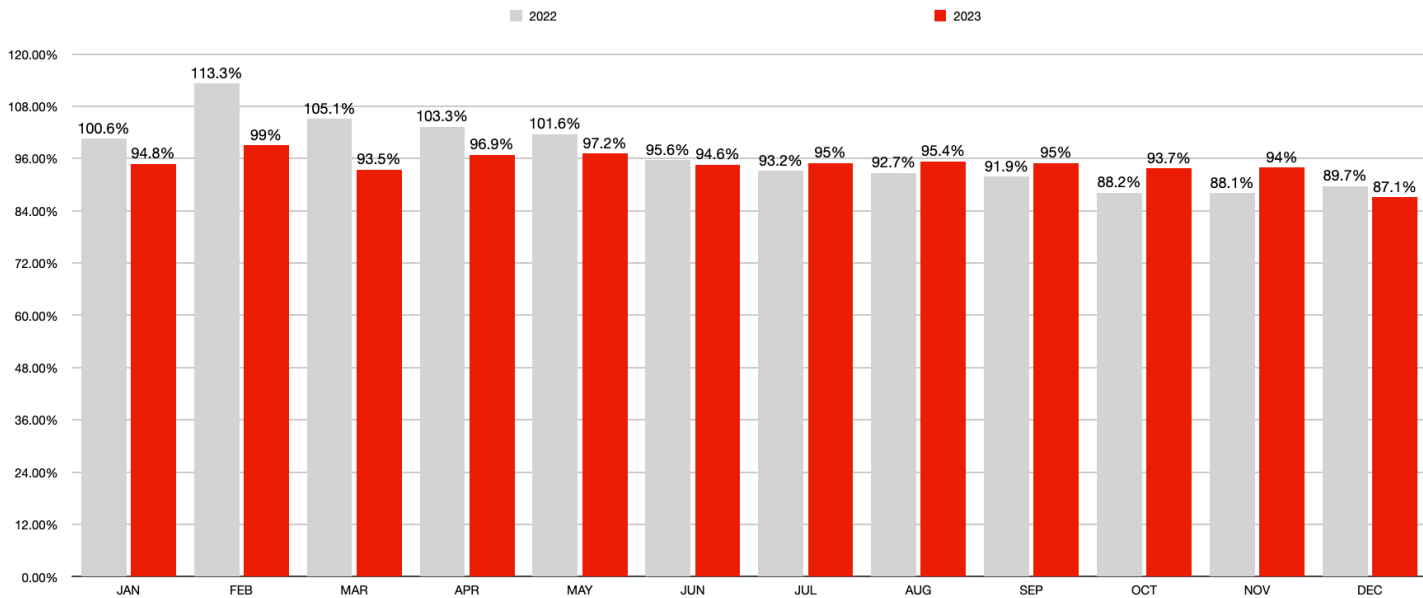
Month-Over-Month 2022 vs. 2023

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

SALE PRICE VS. LIST PRICE RATIO

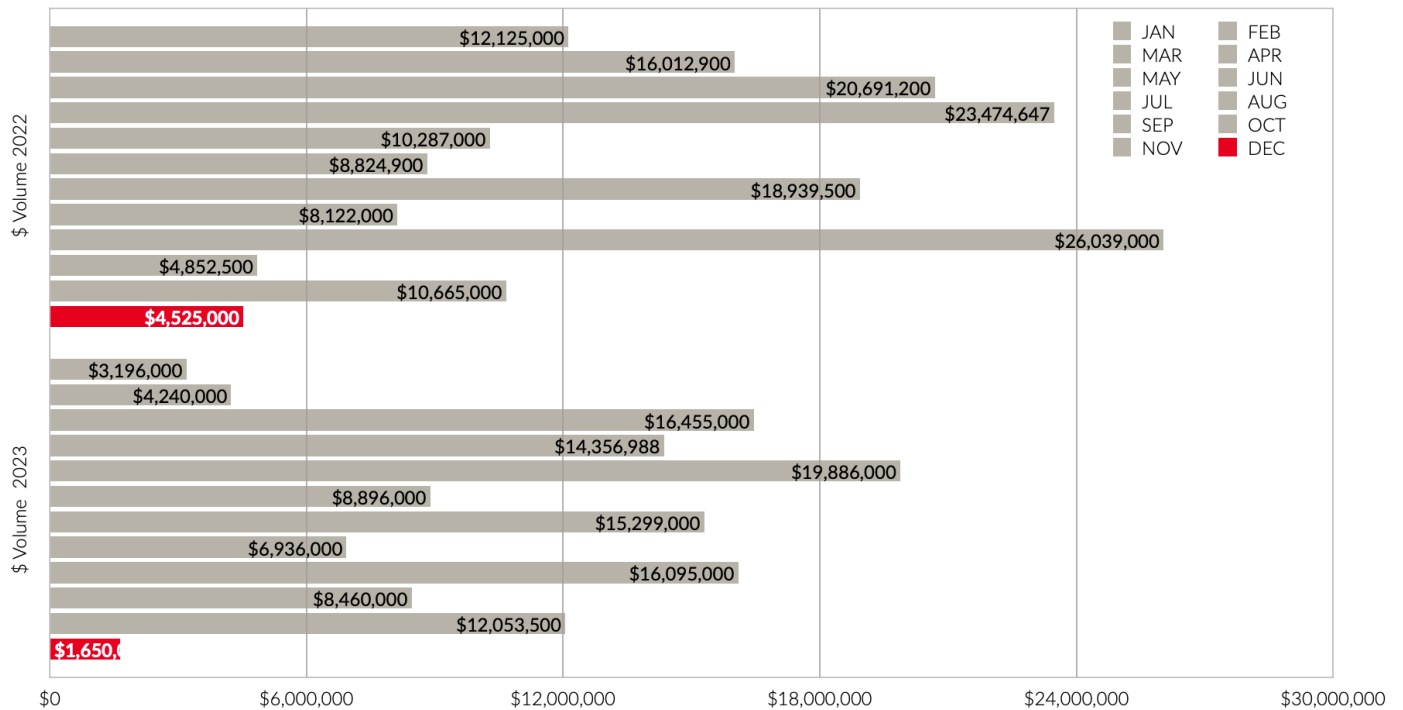


Year-Over-Year

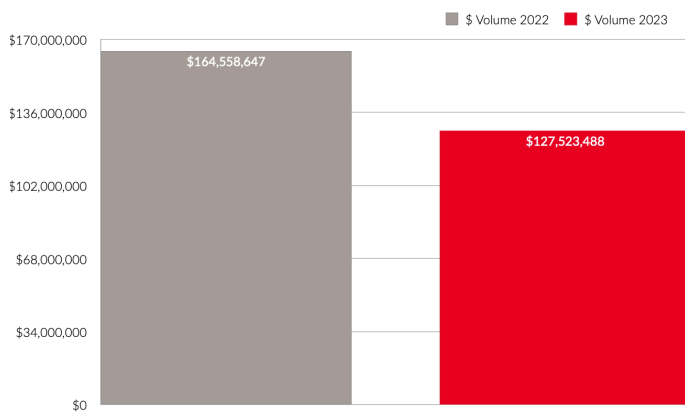


Month-Over-Month 2022 vs. 2023

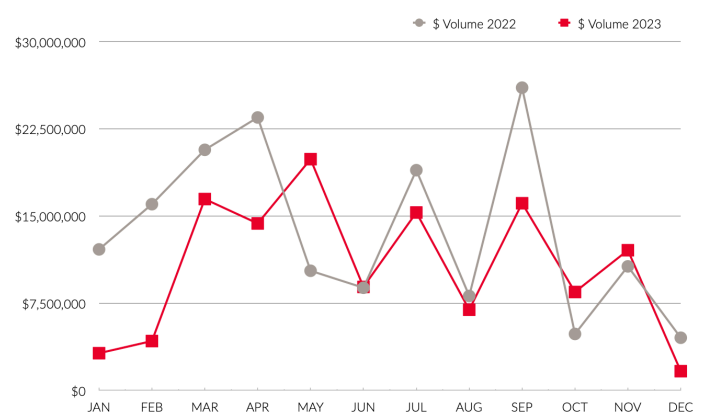
DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

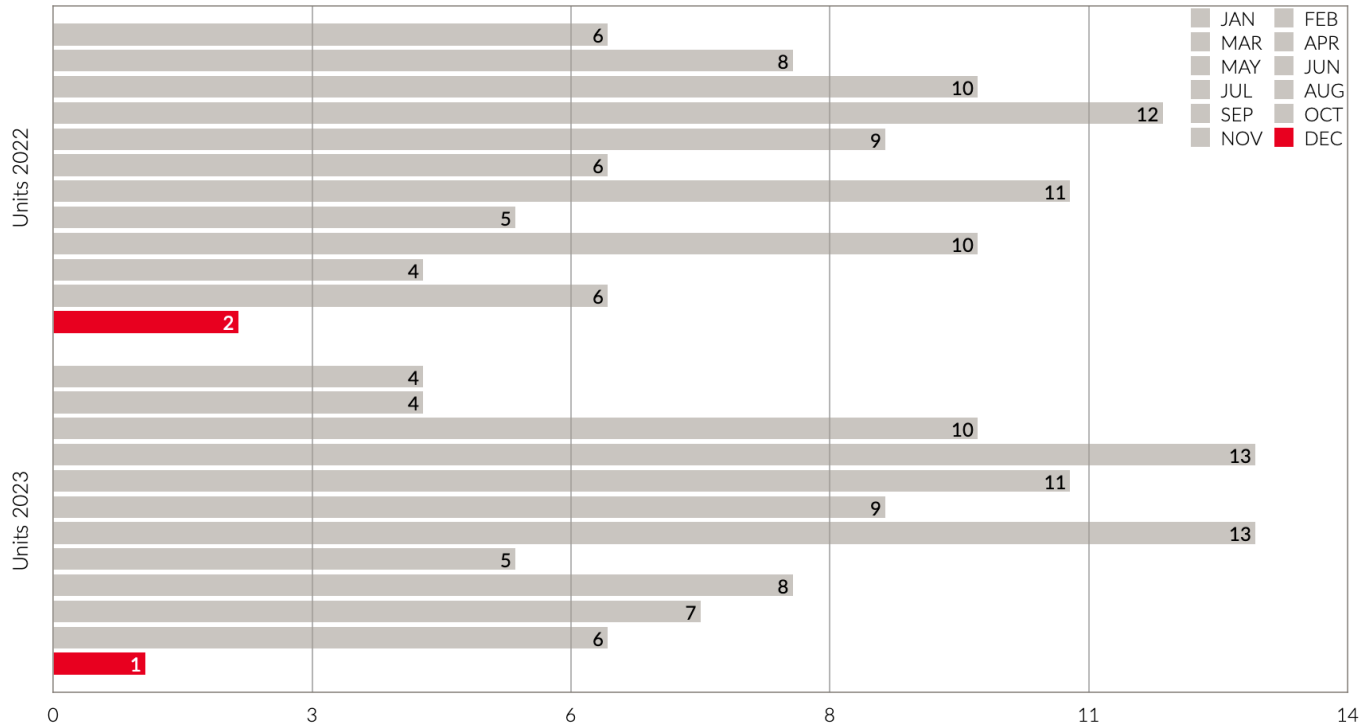


Yearly Totals 2022 vs. 2023

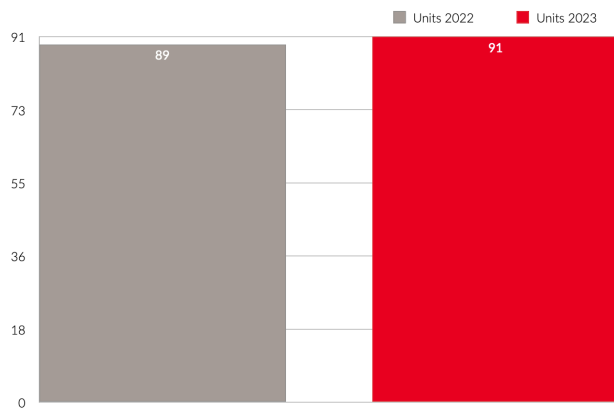


Month vs. Month 2022 vs. 2023

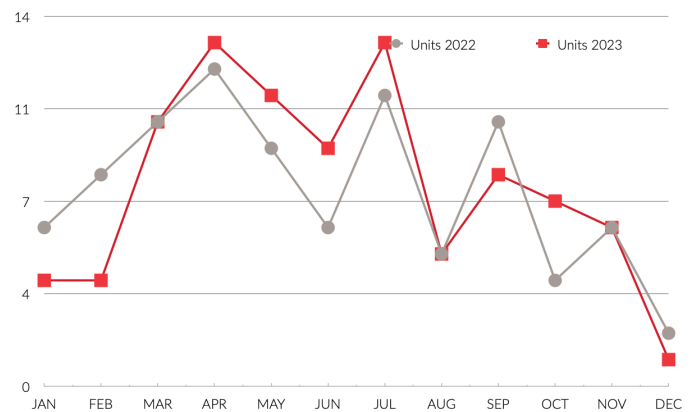
UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

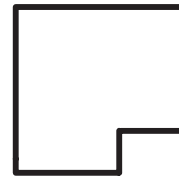
SALES BY TYPE



FREEHOLD



CONDOMINIUM



VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	↓ \$123,291,488 -21.63%	↓ \$1,952,000 -27.25%	↓ \$1,930,000 -81.05%
YTD Unit Sales	↓ 82 -1.2%	↑ 4 +33.33%	↓ 3 -62.5%
YTD Average Sale Price	↓ \$1,503,555 -20.67%	↓ \$488,000 -45.43%	↓ \$643,333 -49.46%
December Sales Volume	↓ \$1,650,000 -63.54%	█ \$0 No Change	█ \$0 No Change
December Unit Sales	↓ 1 -50%	█ 0 No Change	█ 0 No Change

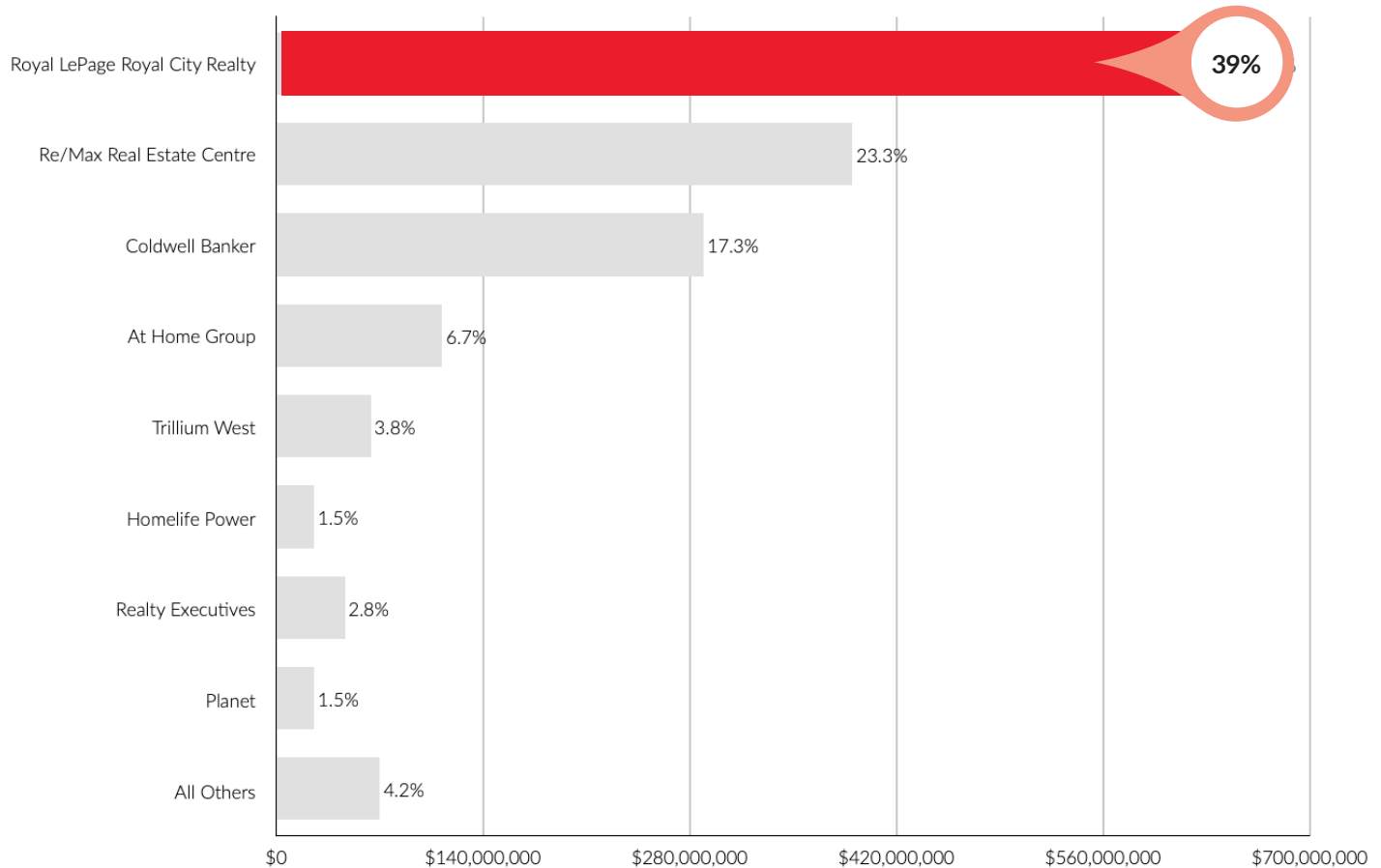
NOTE: All MLS® sales data in this report comes from the Guelph Association Of REALTORS® and refers specifically to residential sales as of December. 1, 2023.

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

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MARKET DOMINANCE

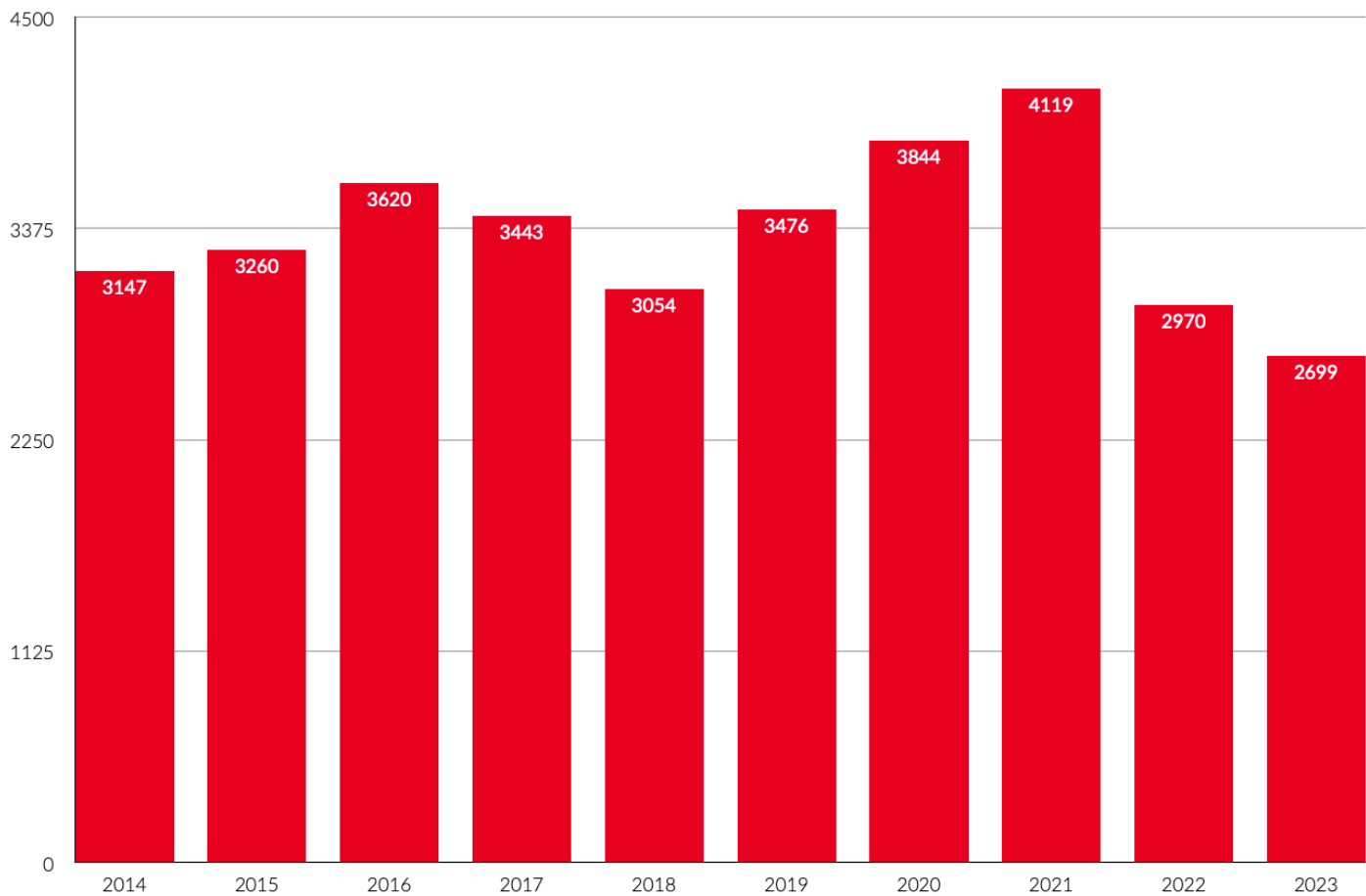


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
December 2023



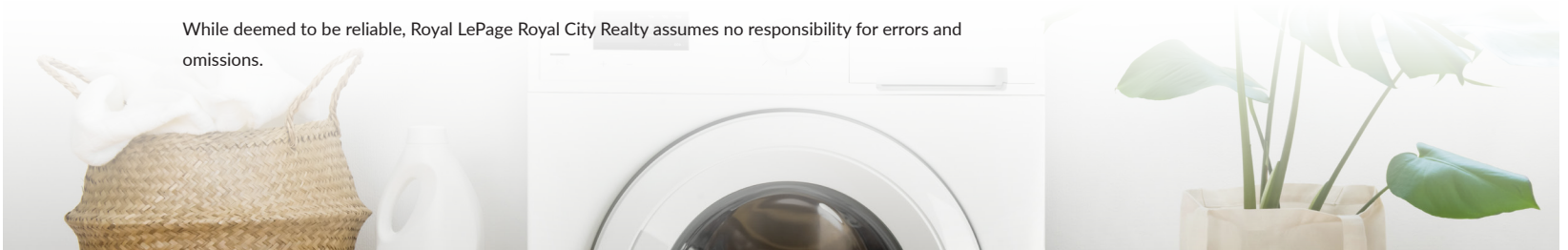
10 YEAR MARKET ANALYSIS



Units Sold

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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 (COMMERCIAL)

519-836-8060
1467 Gordon Street Unit L1, Guelph



ROCKWOOD

519-856-9922
118 Main Street S., Rockwood



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