



# 2024 JANUARY

**PUSLINCH**

Real Estate Market Report



# OVERVIEW

## BALANCED MARKET

The Puslinch real estate market starts off 2024 with a low unit sales to listings ratio due to there only being one unit sale this month. Since this is normally a volatile market, we do not consider this substantial data in order to decide weather this market has moved to a buyers market from it's previously balanced state.



### January year-over-year sales volume of \$678,000

Down 15.14% from 2023's \$3,196,000 with unit sales of 1 that is down from the 4 from last year. New listings of 10 are down 33.33% from a year ago, with the sales/listing ratio of 10% down 16.67%.



### Year-to-date sales volume of \$678,000

Down 15.14% from 2023's \$3,196,000 with unit sales of 1 down 75% from the 4 in 2023. New listings of 10 are down 33.33% from a year ago, with the sales/listing ratio of 10% down 16.67%.



### Year-to-date average sale price of \$678,000

Down from \$799,000 one year ago with median sale price of \$678,000 down from \$830,000 one year ago. Average days-on-market of 38 is up 3 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.*

## JANUARY NUMBERS

Median Sale Price

**\$678,000**

-18.31%

Average Sale Price

**\$678,000**

-15.14%

Sales Volume

**\$678,000**

-78.79%

Unit Sales

**1**

-75%

New Listings

**10**

-33.33%

Expired Listings

**4**

-42.86%

Unit Sales/Listings Ratio

**10%**

-16.67%

*Year-over-year comparison  
(January 2024 vs. January 2023)*

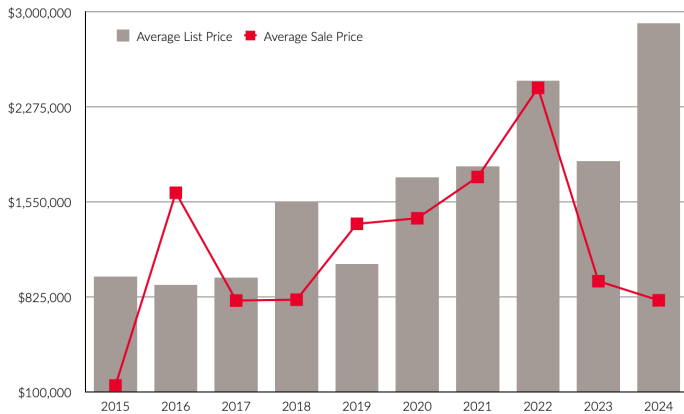


# THE MARKET IN DETAIL

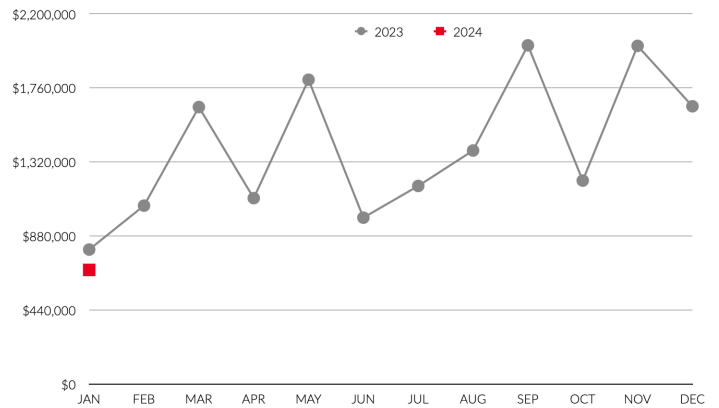
	2022	2023	2024	2023-2024
YTD Volume Sales	\$12,125,000	\$3,196,000	\$678,000	-78.79%
YTD Unit Sales	6	4	1	-75%
YTD New Listings	9	15	10	-33.33%
YTD Sales/Listings Ratio	66.67%	26.67%	10.00%	-16.67%
YTD Expired Listings	4	7	4	-42.86%
Monthly Volume Sales	\$12,125,000	\$3,196,000	\$678,000	-78.79%
Monthly Unit Sales	6	4	1	-75%
Monthly New Listings	9	15	10	-33.33%
Monthly Sales/Listings Ratio	66.67%	26.67%	10.00%	-16.67%
Monthly Expired Listings	4	7	4	-42.86%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	0	0	0	No Change
YTD Sales: \$350K-\$549K	0	0	0	No Change
YTD Sales: \$550K-\$749K	1	1	1	No Change
YTD Sales: \$750K-\$999K	0	3	0	-100%
YTD Sales: \$1M+	5	0	0	No Change
YTD Average Days-On-Market	13.00	35.00	38.00	+8.57%
YTD Average Sale Price	\$2,020,833	\$799,000	\$678,000	-15.14%
YTD Median Sale Price	\$2,289,000	\$830,000	\$678,000	-18.31%

Puslinch MLS Sales and Listing Summary  
2022 vs. 2023 vs. 2024

# AVERAGE SALE PRICE

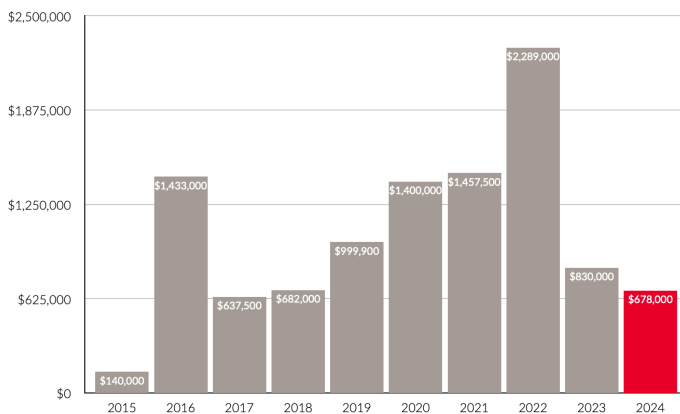


Year-Over-Year

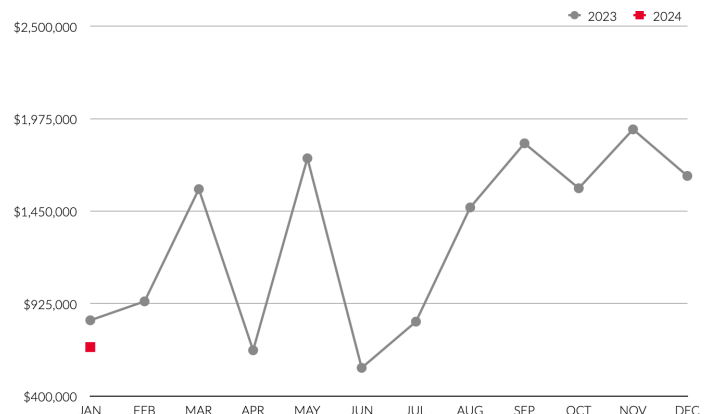


Month-Over-Month 2023 vs. 2024

# MEDIAN SALE PRICE



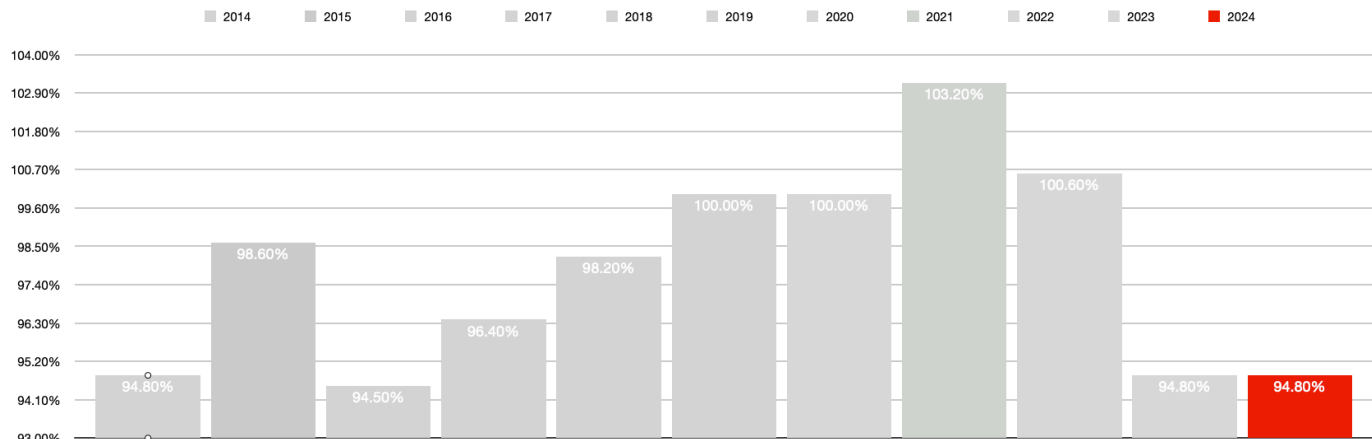
Year-Over-Year



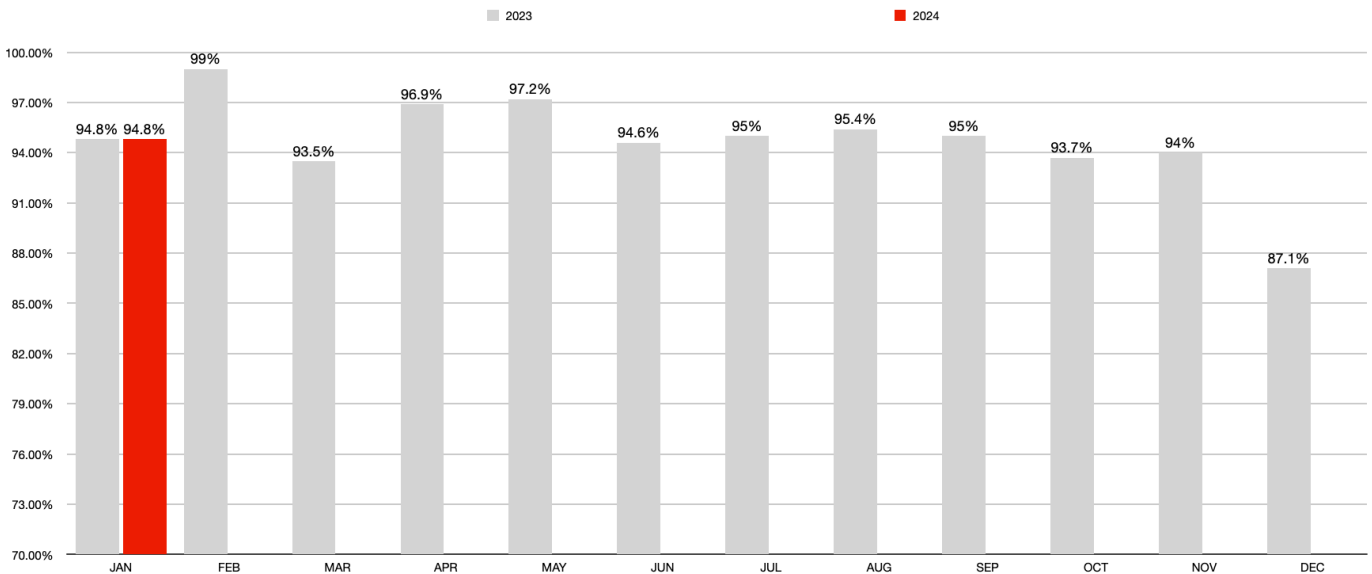
Month-Over-Month 2023 vs. 2024

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

# SALE PRICE VS. LIST PRICE RATIO

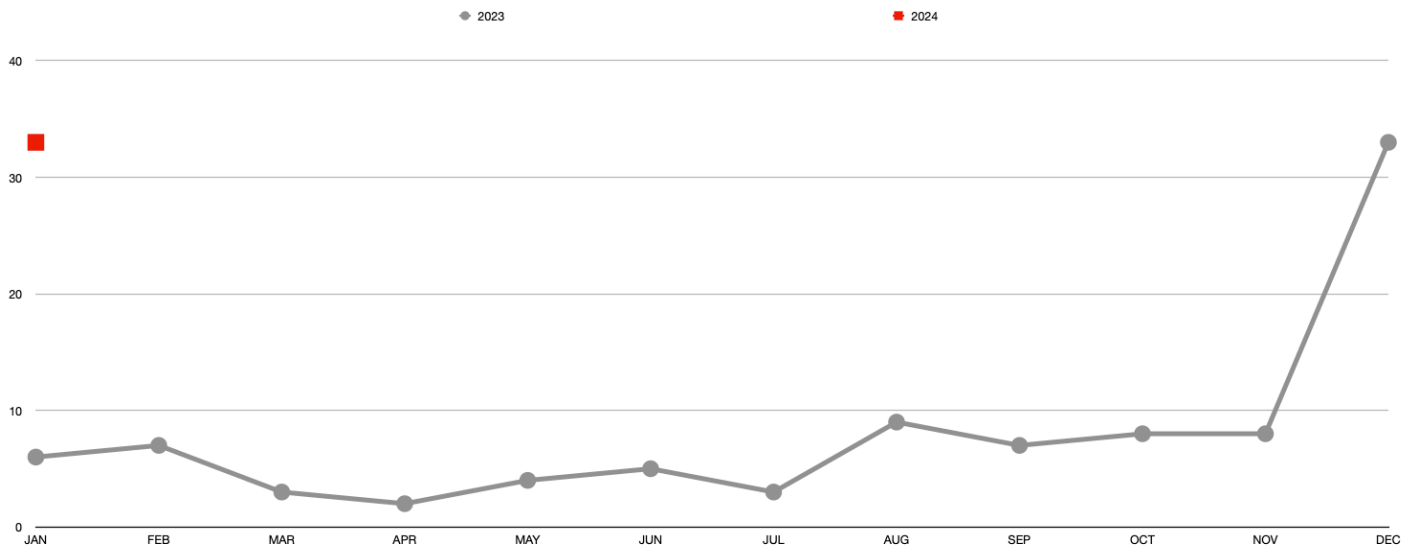


## Year-Over-Year

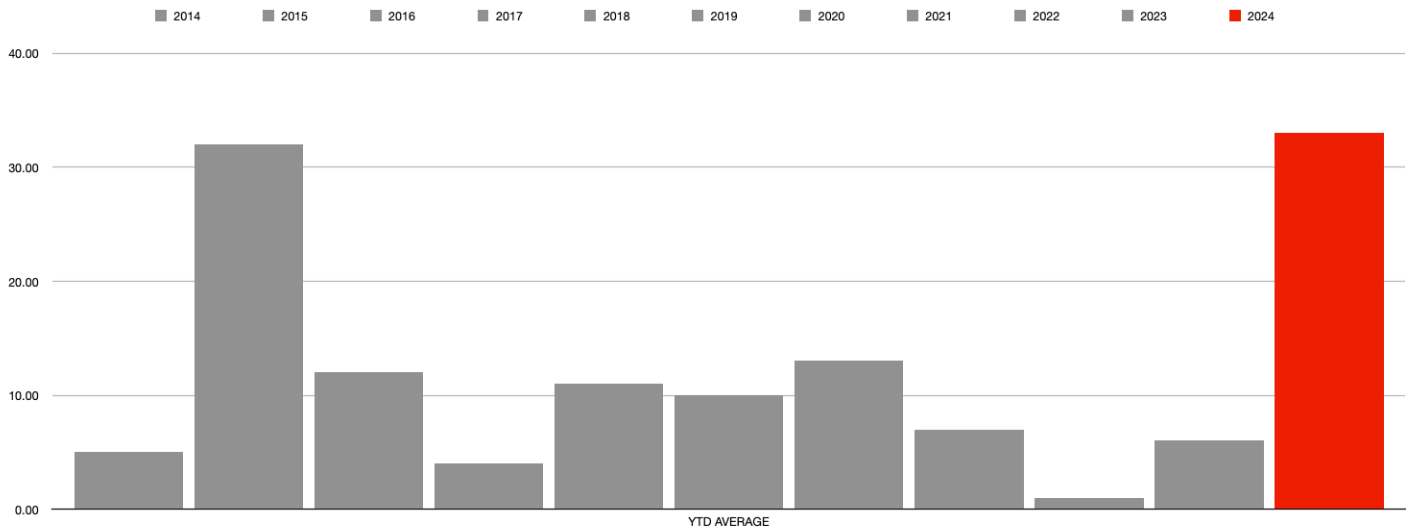


## Month-Over-Month 2023 vs. 2024

# MONTHS OF INVENTORY

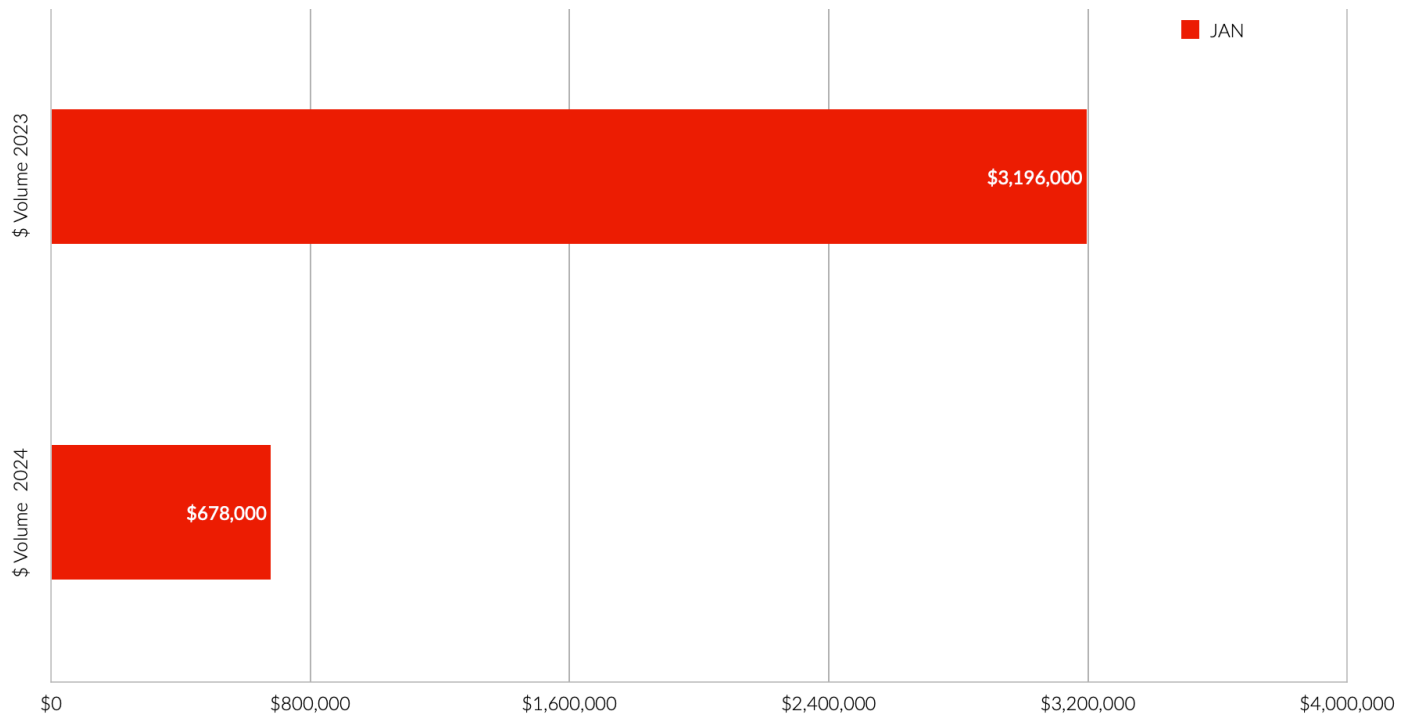


## Month-Over-Month 2023 vs. 2024

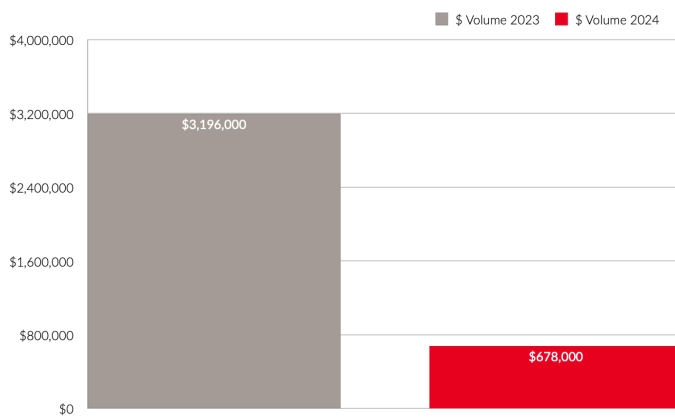


## Year-Over-Year

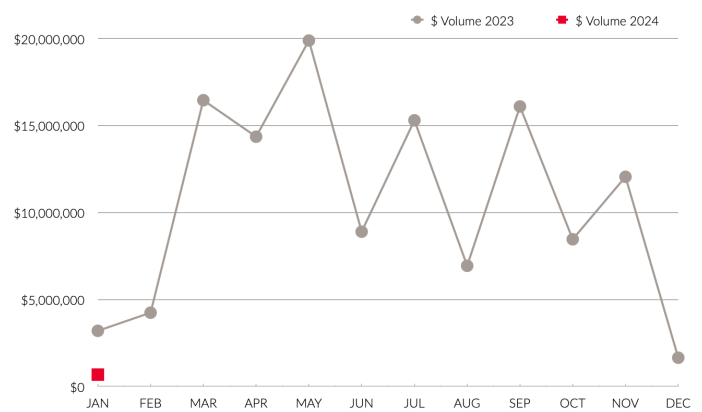
# DOLLAR VOLUME SALES



## Monthly Comparison 2023 vs. 2024

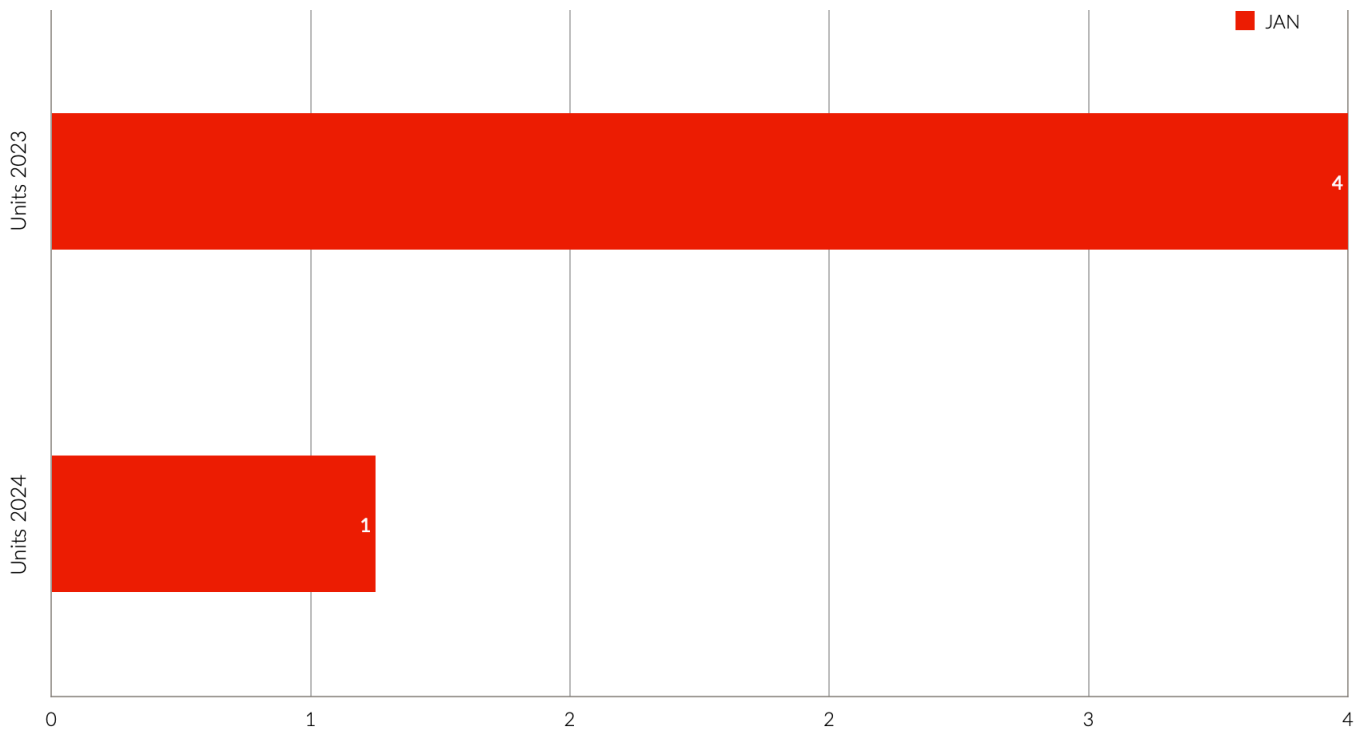


## Yearly Totals 2023 vs. 2024

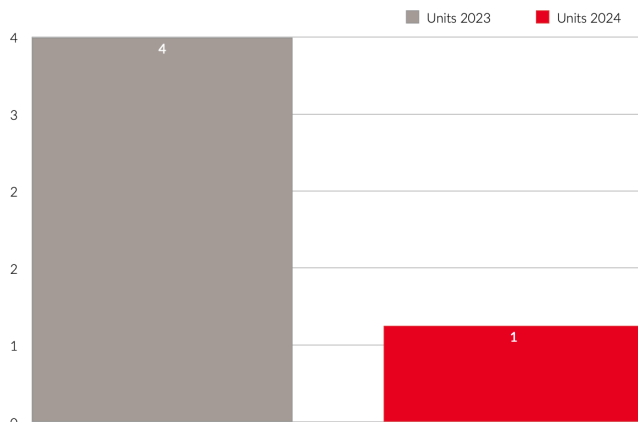


## Month vs. Month 2023 vs. 2024

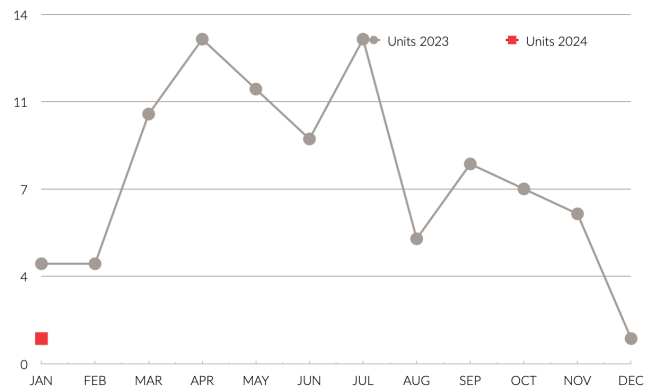
# UNIT SALES



Monthly Comparison 2023 vs. 2024



Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024



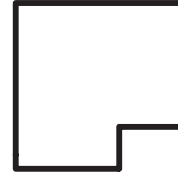
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

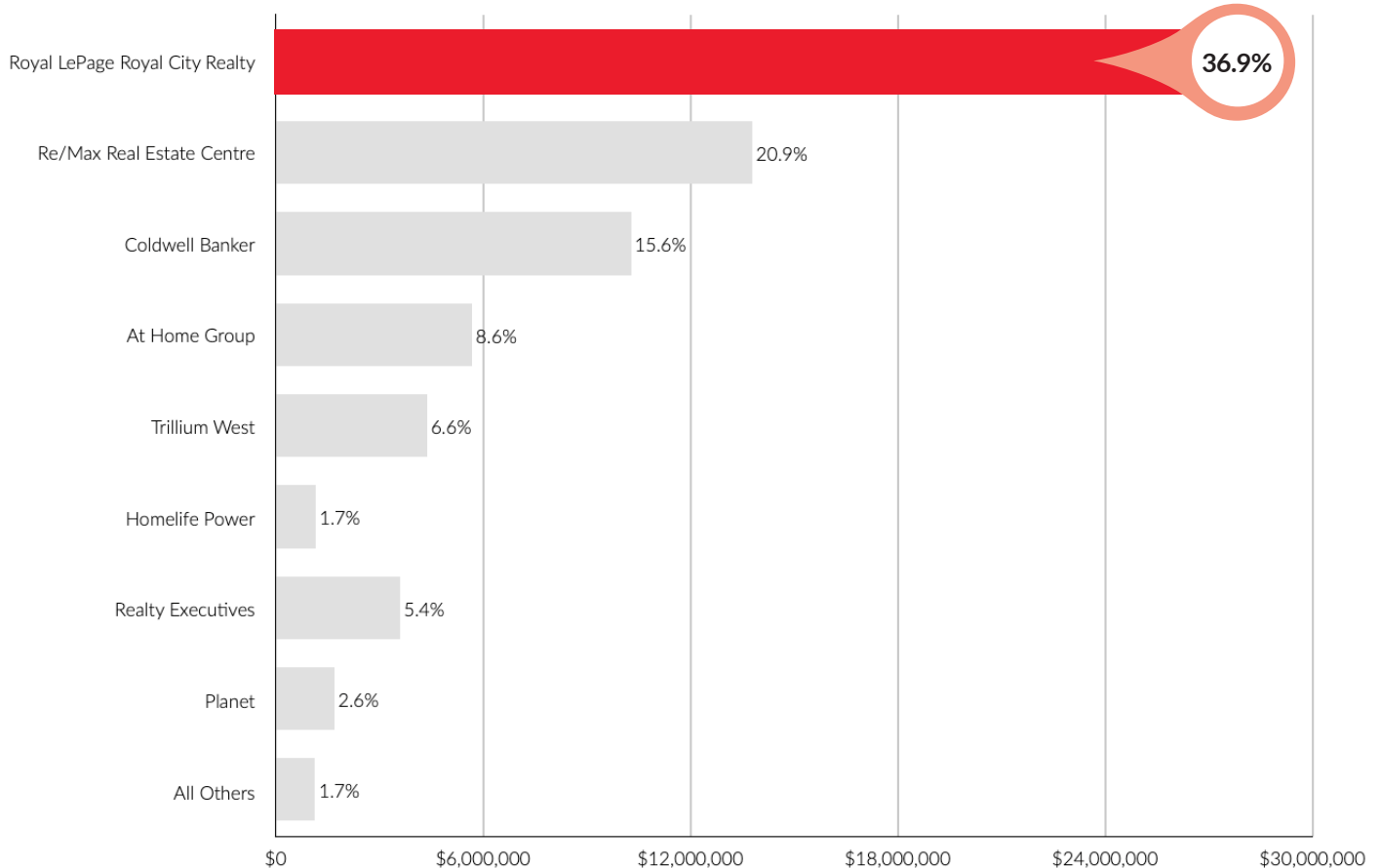
YTD Sales Volume	 \$678,000 -78.79%	 \$0 No Change	 \$0 No Change
YTD Unit Sales	 1 -75%	 0 No Change	 0 No Change
YTD Average Sale Price	 \$678,000 -15.14%	 \$0 No Change	 \$0 No Change
January Sales Volume	 \$678,000 -78.79%	 \$0 No Change	 \$0 No Change
January Unit Sales	 1 -75%	 0 No Change	 0 No Change

NOTE: All MLS® sales data in this report comes from the Guelph Association Of REALTORS® and refers specifically to residential sales as of January 1, 2024.

Year-Over-Year Comparison (2024 vs. 2023)

While deemed to be reliable, Royal LePage Royal City Realty assumes no responsibility for errors and omissions.

# MARKET DOMINANCE

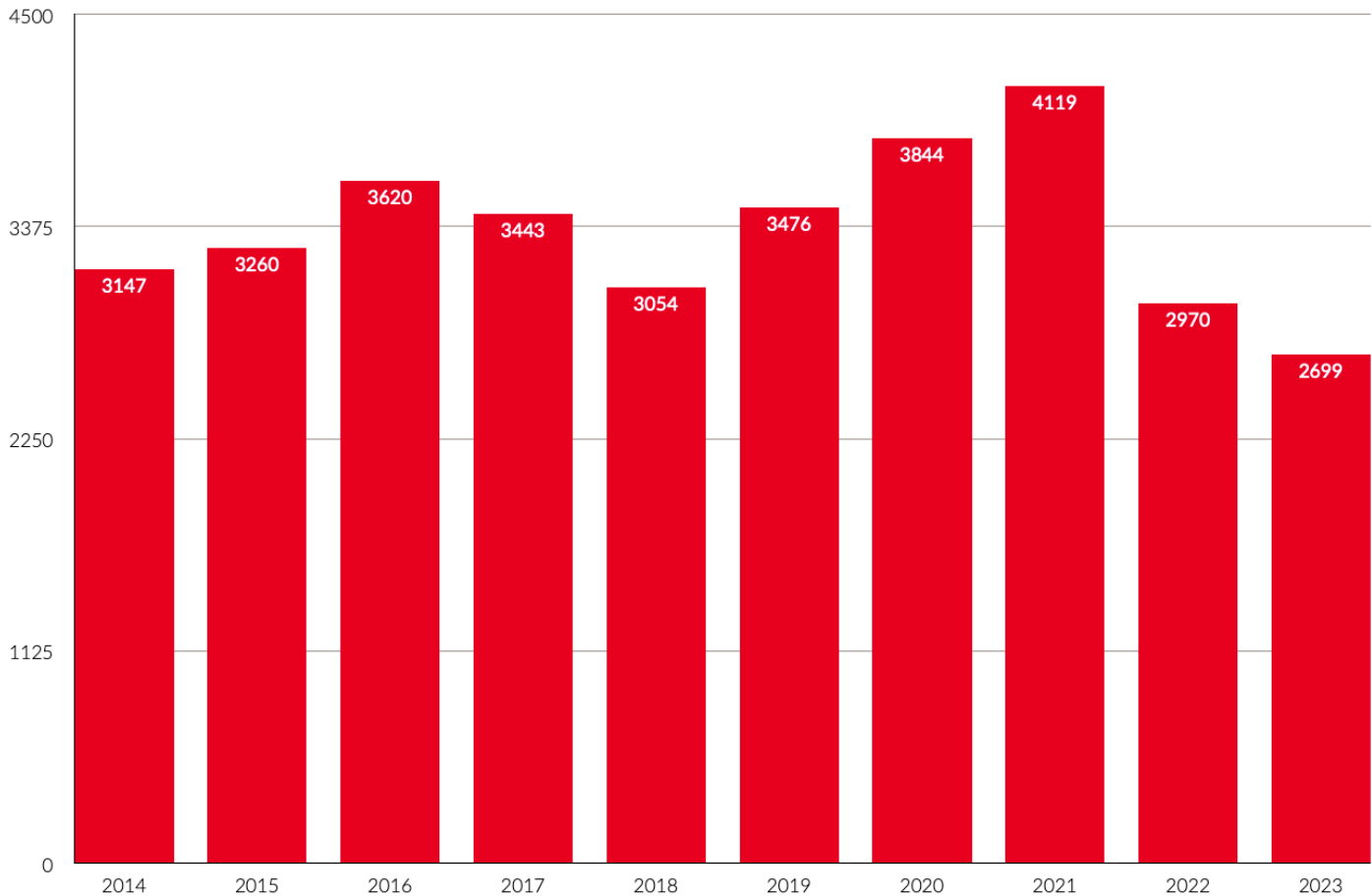


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
January 2024



# 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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