



2024 FEBRUARY

PUSLINCH

Real Estate Market Report



OVERVIEW

BUYER'S MARKET

The Puslinch real estate market starts swings into a buyer's market this month as we continue to see low unit sales that are not keeping up with the inventory. Despite this, average and median sale prices are both much higher than they were last year, as well as the monthly sales volume. It's important to note that since this is a smaller market, the stats will be much more volatile than the others.



February year-over-year sales volume of \$6,880,500

Up 62.28% from 2023's \$4,240,000 with unit sales of 5 that is up from the 4 from last year. New listings of 16 are the same as a year ago, with the sales/listing ratio of 31.25% up 6.25%.



Year-to-date sales volume of \$7,558,500

Up 1.65% from 2023's \$7,436,000 with unit sales of 6 down 25% from the 8 in 2023. New listings of 26 are down 16.13% from a year ago, with the sales/listing ratio of 23.08% down 2.73%.



Year-to-date average sale price of \$1,027,050

Up from \$929,500 one year ago with median sale price of \$1,239,000 up from \$883,750 one year ago. Average days-on-market of 28.5 is up 1 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.

FEBRUARY NUMBERS

Median Sale Price

\$1,800,000

+92%

Average Sale Price

\$1,376,100

+29.82%

Sales Volume

\$6,880,500

+62.28%

Unit Sales

5

+25%

New Listings

16

No Change

Expired Listings

5

Up from 0

Unit Sales/Listings Ratio

31.25%

+6.25%

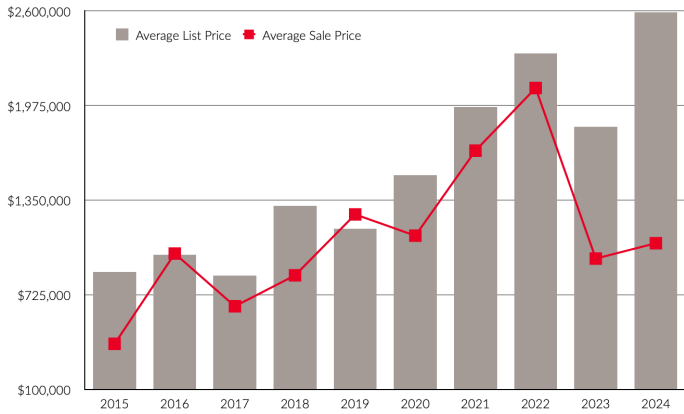
*Year-over-year comparison
(February 2024 vs. February 2023)*

THE MARKET IN DETAIL

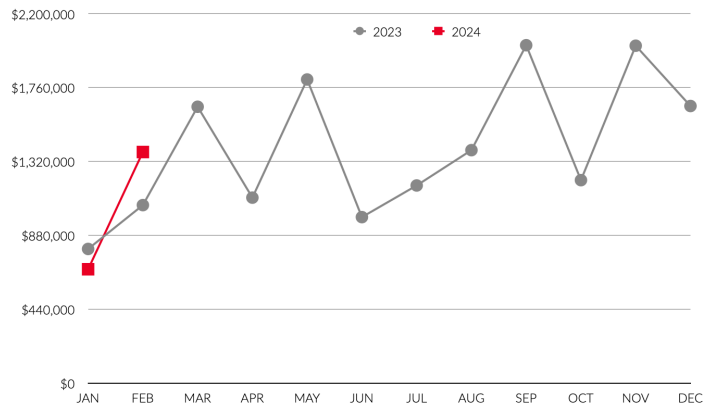
	2022	2023	2024	2023-2024
YTD Volume Sales	\$28,137,900	\$7,436,000	\$7,558,500	+1.65%
YTD Unit Sales	14	8	6	-25%
YTD New Listings	23	31	26	-16.13%
YDT Sales/Listings Ratio	60.87%	25.81%	23.08%	-2.73%
YTD Expired Listings	5	7	9	+28.57%
Monthly Volume Sales	\$16,012,900	\$4,240,000	\$6,880,500	+62.28%
Monthly Unit Sales	8	4	5	+25%
Monthly New Listings	14	16	16	No Change
Monthly Sales/Listings Ratio	57.14%	25.00%	31.25%	+6.25%
Monthly Expired Listings	1	0	5	Up from 0
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	0	0	0	No Change
YTD Sales: \$350K-\$549K	0	0	2	Up from 0
YTD Sales: \$550K-\$749K	1	1	1	No Change
YTD Sales: \$750K-\$999K	0	5	0	-100%
YTD Sales: \$1M+	13	2	3	+50%
YTD Average Days-On-Market	16.00	27.50	28.50	+3.64%
YTD Average Sale Price	\$2,011,223	\$929,500	\$1,027,050	+10.49%
YTD Median Sale Price	\$2,135,750	\$883,750	\$1,239,000	+40.2%

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

AVERAGE SALE PRICE

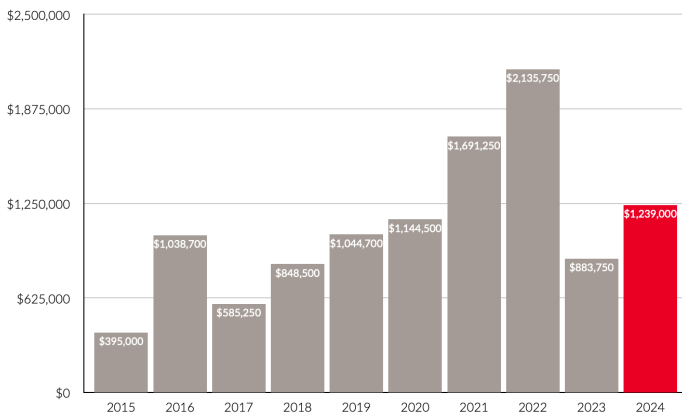


Year-Over-Year

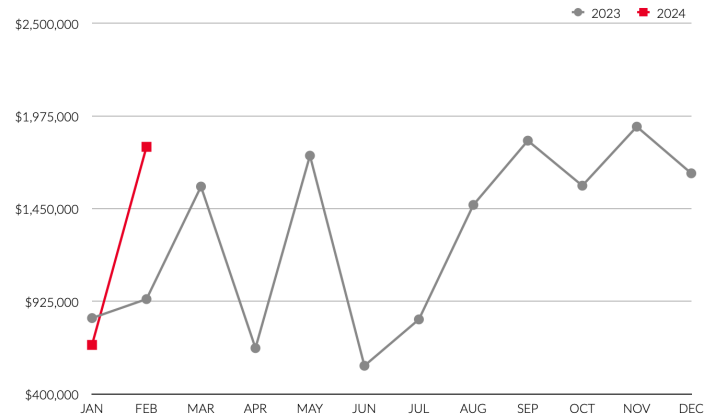


Month-Over-Month 2023 vs. 2024

MEDIAN SALE PRICE



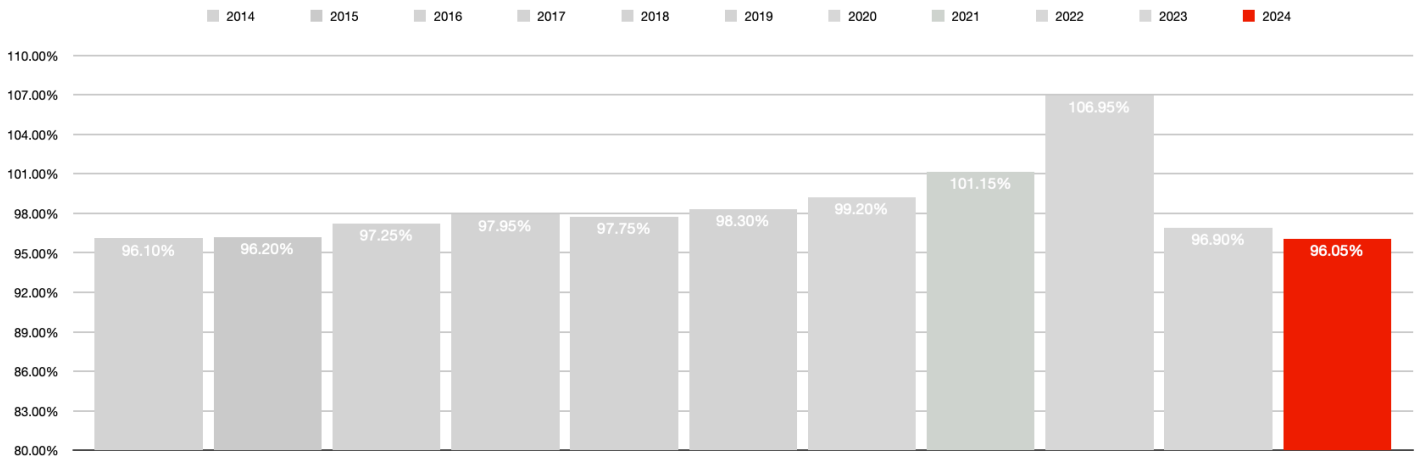
Year-Over-Year



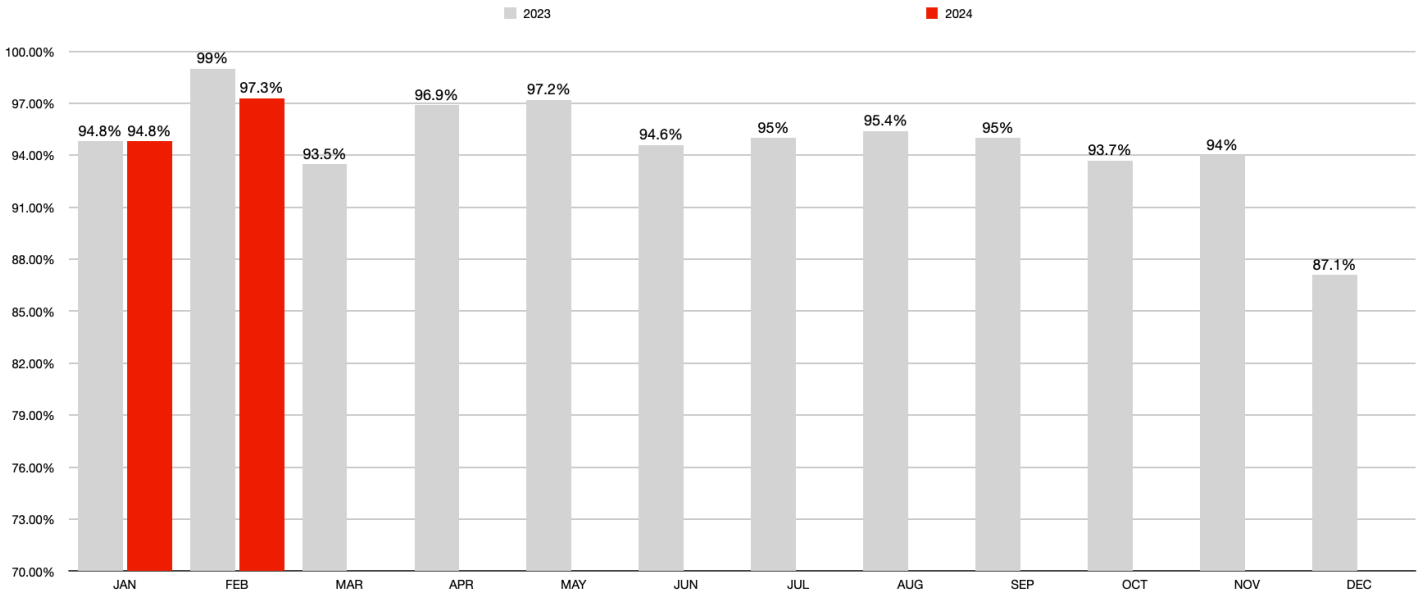
Month-Over-Month 2023 vs. 2024

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

SALE PRICE VS. LIST PRICE RATIO

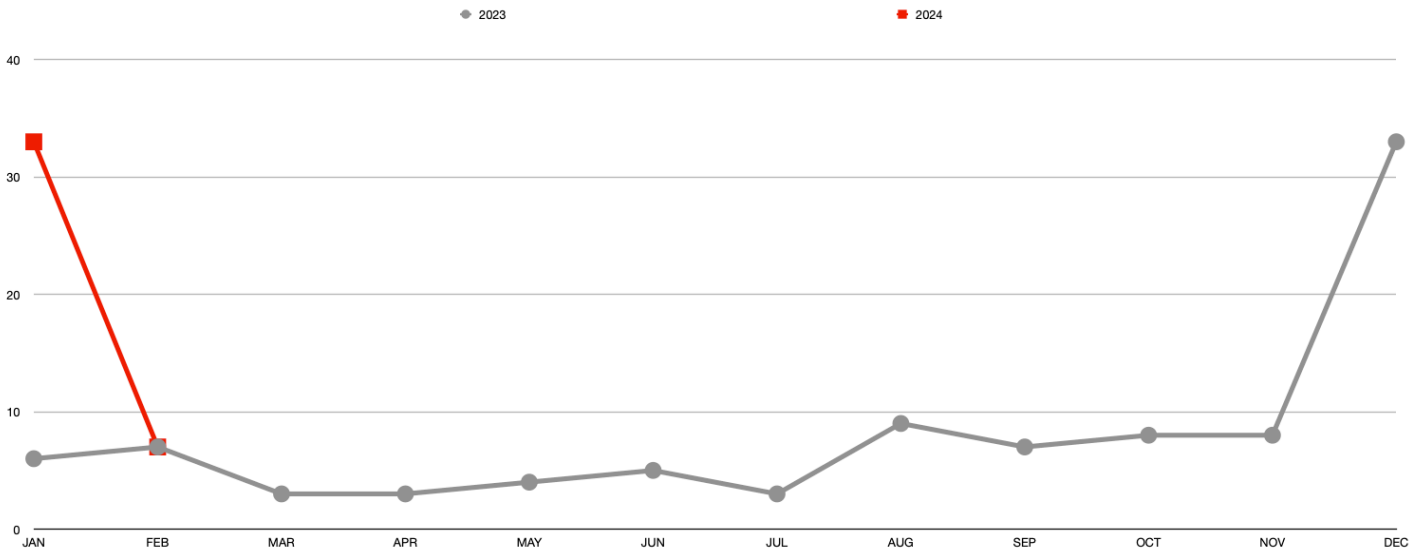


Year-Over-Year

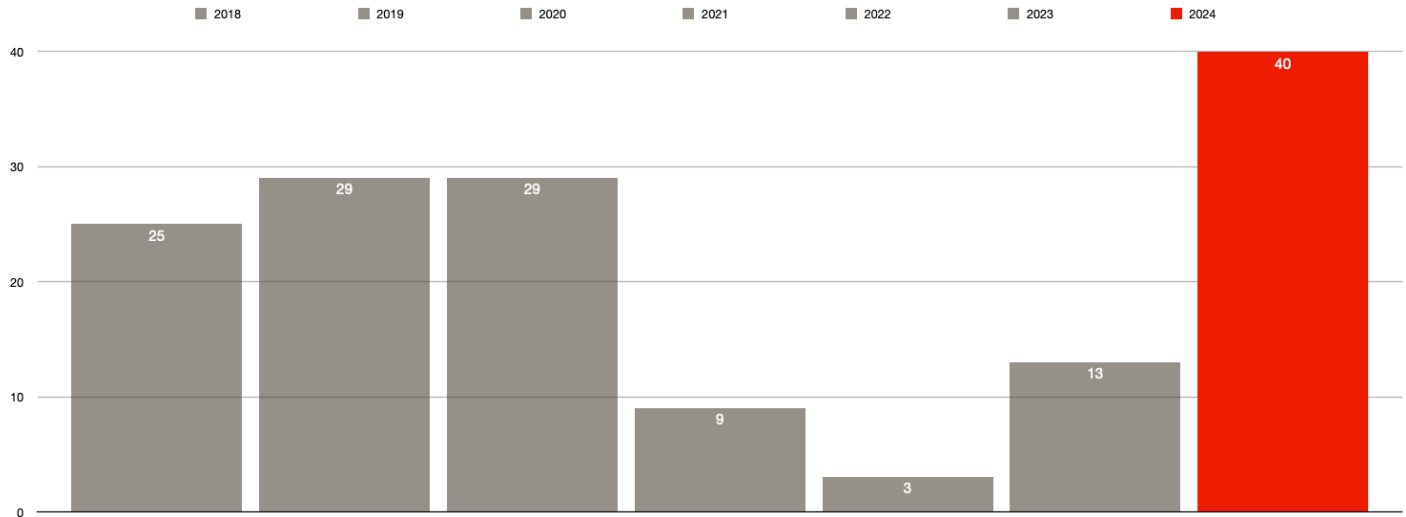


Month-Over-Month 2023 vs. 2024

MONTHS OF INVENTORY

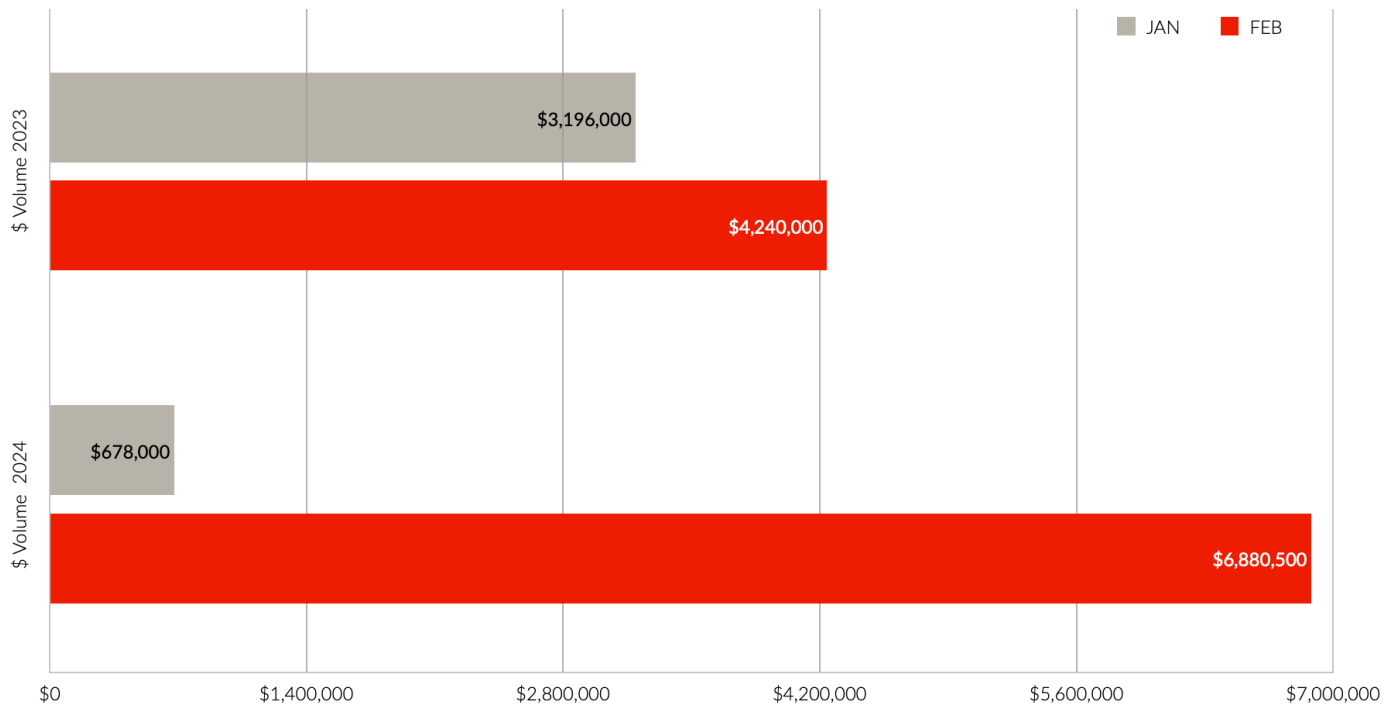


Month-Over-Month 2023 vs. 2024

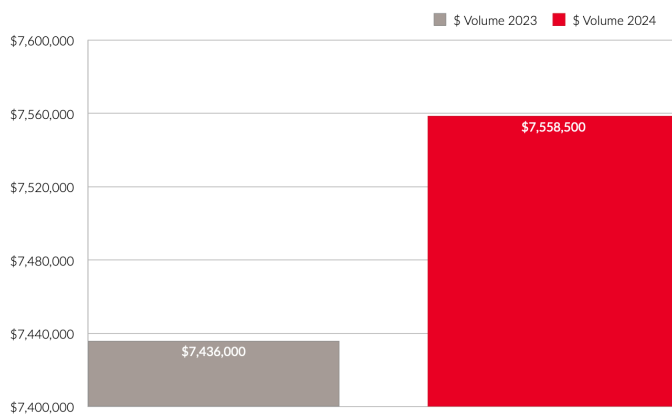


Year-Over-Year

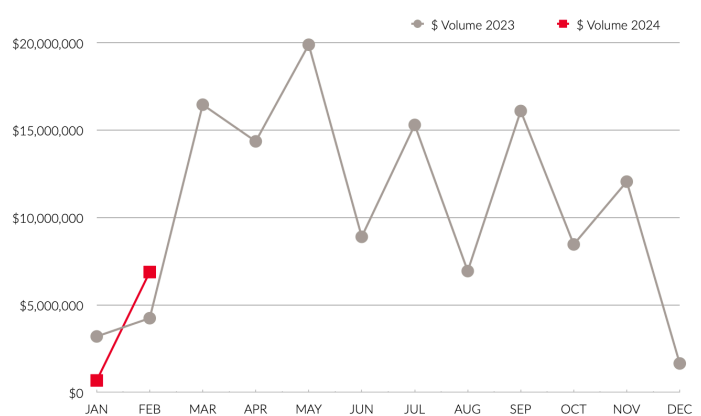
DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

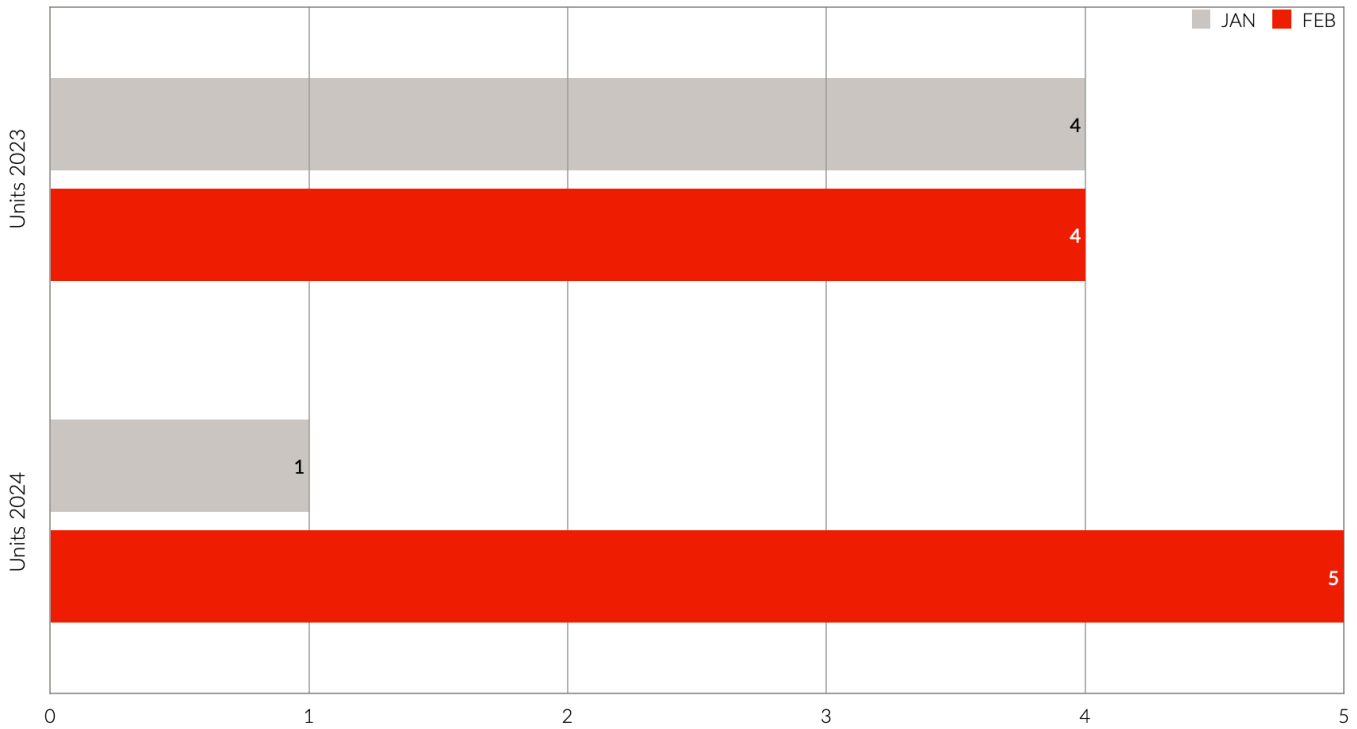


Yearly Totals 2023 vs. 2024

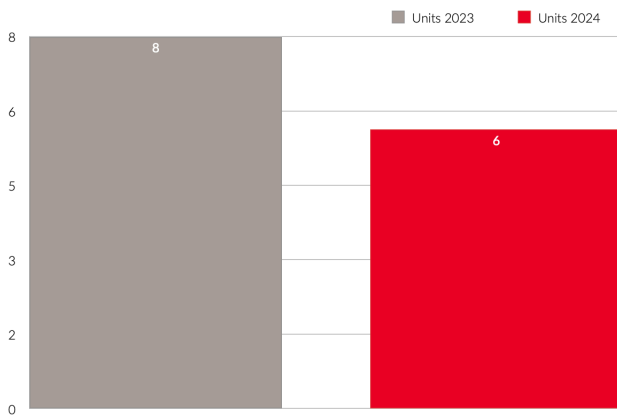


Month vs. Month 2023 vs. 2024

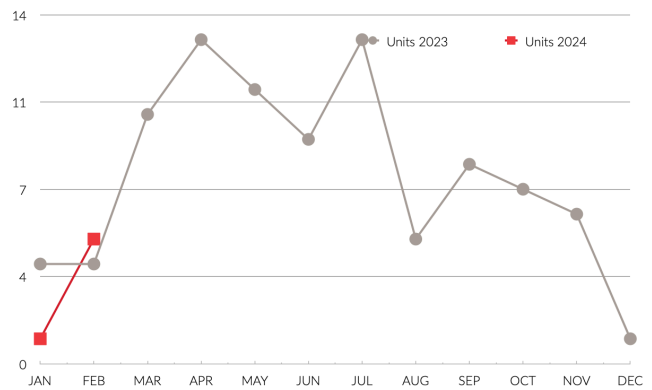
UNIT SALES



Monthly Comparison 2023 vs. 2024

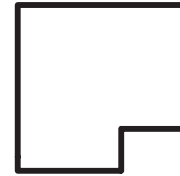


Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$7,078,500 -4.81%	\$0 No Change	\$0 -100%
YTD Unit Sales	5 -37.5%	0 No Change	0 -100%
YTD Average Sale Price	\$1,415,700 +52.31%	\$0 No Change	\$0 Down from \$550,000
February Sales Volume	\$6,400,500 +50.96%	\$0 No Change	\$0 -100%
February Unit Sales	4 No Change	0 No Change	0 -100%

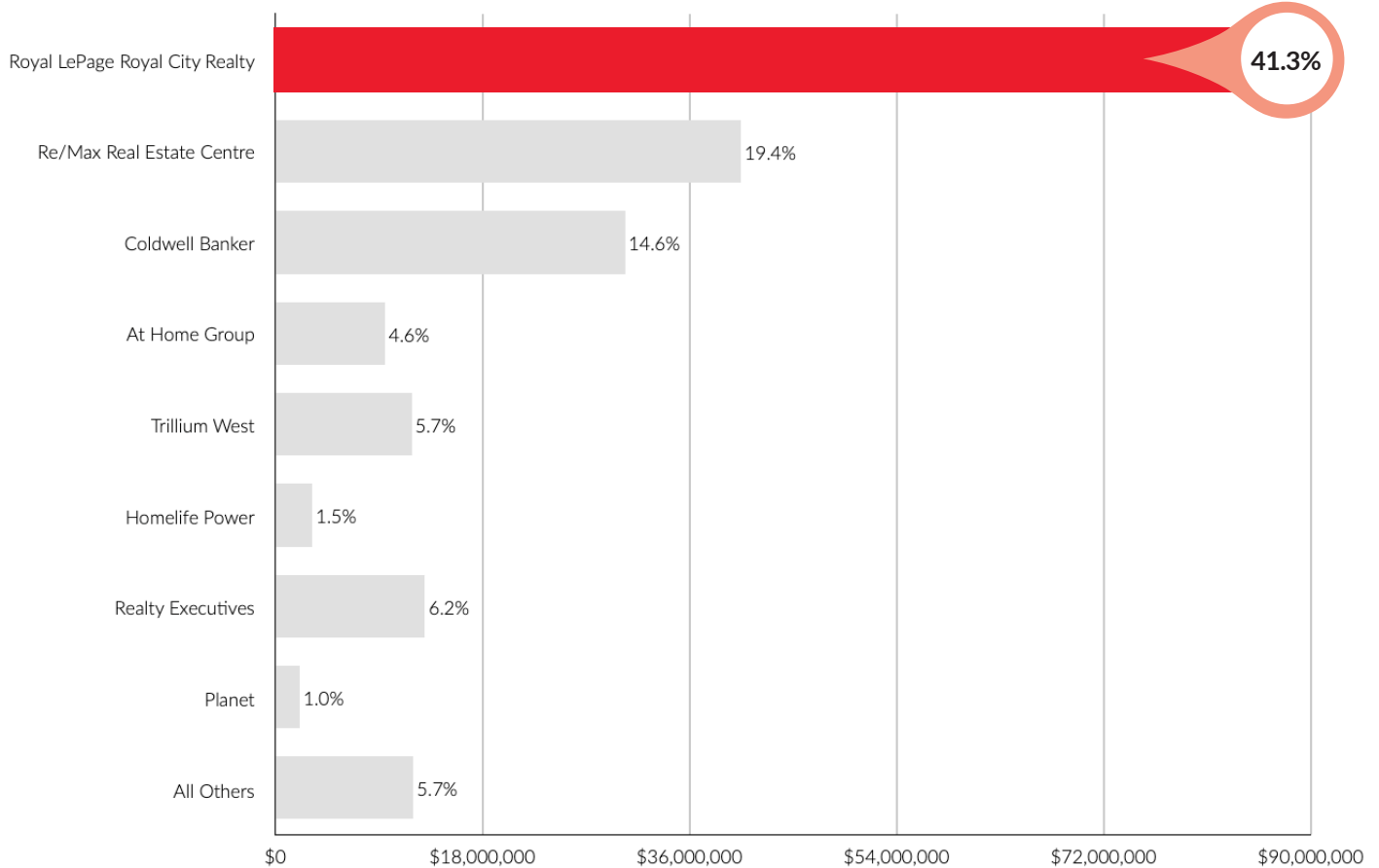
NOTE: All MLS® sales data in this report comes from the Guelph Association Of REALTORS® and refers specifically to residential sales as of February 1, 2024.

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

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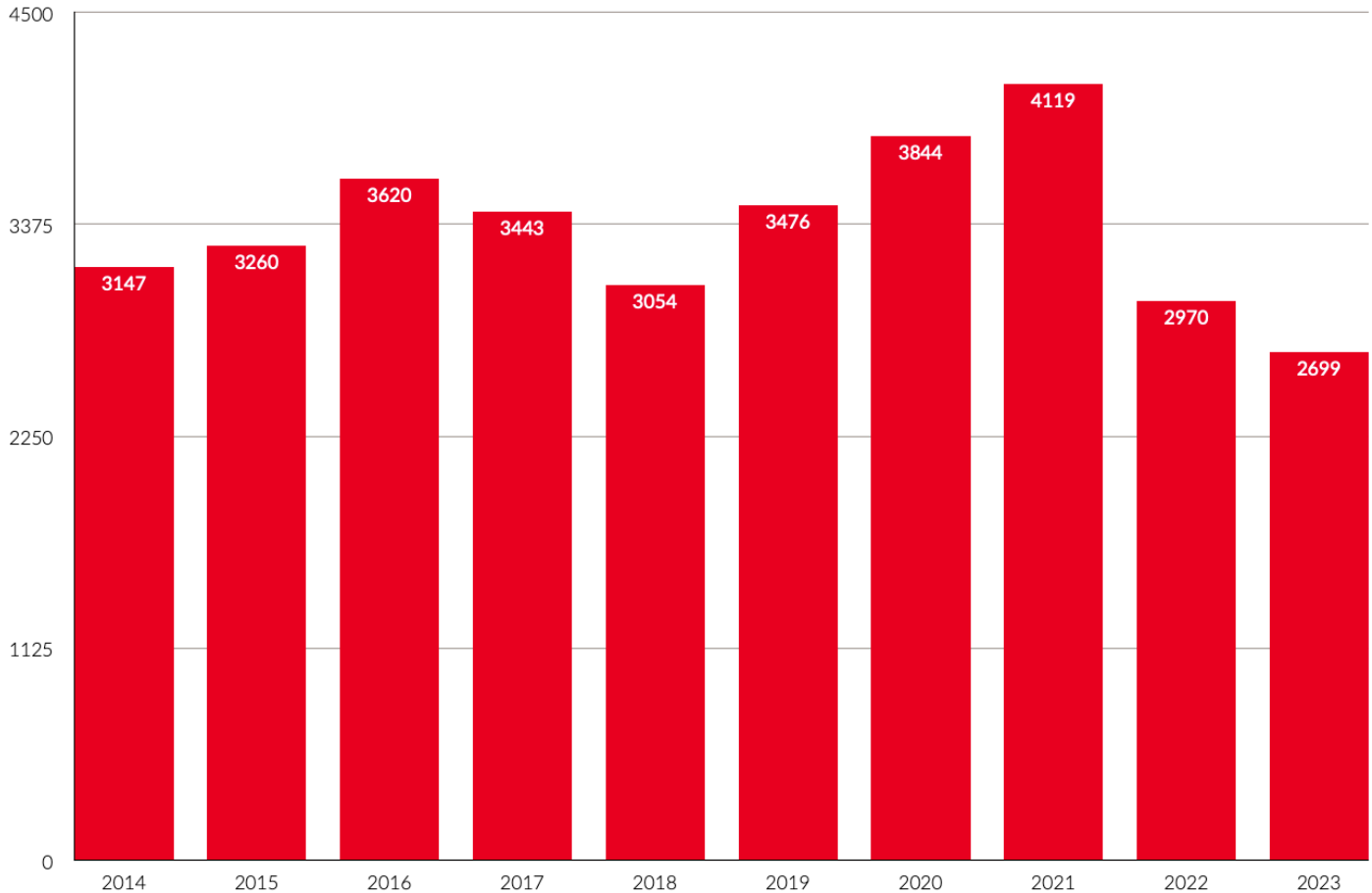
MARKET DOMINANCE



Market Share by Dollar Volume
 Listing Selling Ends Combined for Guelph Based Companies
 February 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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