



2024 MARCH

PUSLINCH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

BUYER'S MARKET

The Puslinch real estate market remains a buyer's market this month despite unit sales being higher this year. Median and average sale prices also saw a significant drop, which explains why this month's sales volume is lower than last year despite unit sales being higher. It's important to note that since this is a smaller market, the stats will be much more volatile than the others.



March year-over-year sales volume of \$13,817,000

Down 16.03% from 2023's \$16,455,000 with unit sales of 11 that is up from the 10 from last year. New listings of 22 are up 57.14% from a year ago, with the sales/listing ratio of 50%, up 21.43%.



Year-to-date sales volume of \$21,375,500

Down 10.53% from 2023's \$23,891,000 with unit sales of 17 down 5.56% from the 18 in 2023. New listings of 48 are up 6.67% from a year ago, with the sales/listing ratio of 35.42% down 4.58%.



Year-to-date average sale price of \$1,103,397

Down from \$1,168,167 one year ago with median sale price of \$1,310,000 up from \$937,500 one year ago. Average days-on-market of 36.33 is up 2.66 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.

MARCH NUMBERS

Median Sale Price

\$1,310,000

-16.83%

Average Sale Price

\$1,256,091

-23.67%

Sales Volume

\$13,817,000

-16.03%

Unit Sales

11

+10%

New Listings

22

+57.14%

Expired Listings

4

+300%

Unit Sales/Listings Ratio

50%

-21.43%

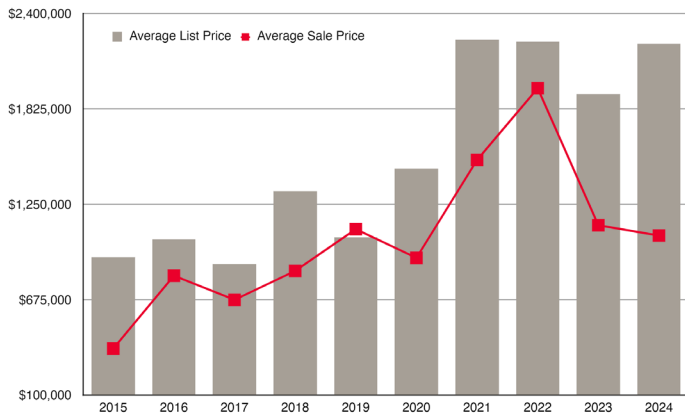
*Year-over-year comparison
(March 2024 vs. March 2023)*

THE MARKET IN DETAIL

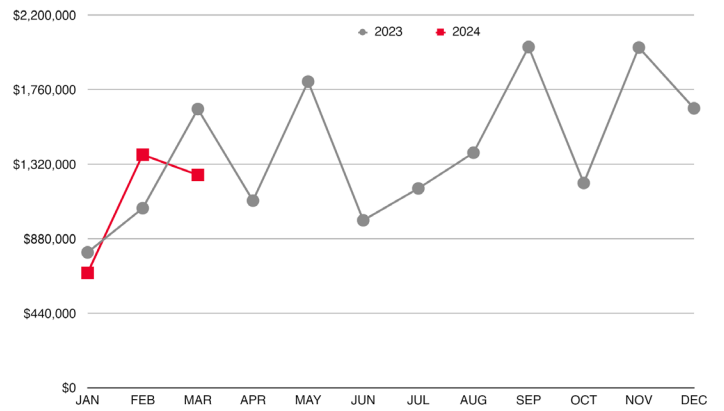
	2022	2023	2024	2023-2024
YTD Volume Sales	CA\$48,829,100	CA\$23,891,000	CA\$23,891,000	-10.53%
YTD Unit Sales	24	18	18	-5.56%
YTD New Listings	41	45	45	+6.67%
YTD Sales/Listings Ratio	58.54%	40.00%	40.00%	-4.58%
YTD Expired Listings	5	8	8	+62.5%
Monthly Volume Sales	CA\$20,691,200	CA\$16,455,000	CA\$16,455,000	-16.03%
Monthly Unit Sales	10	10	10	+10%
Monthly New Listings	18	14	14	+57.14%
Monthly Sales/Listings Ratio	55.56%	71.43%	71.43%	-21.43%
Monthly Expired Listings	0	1	1	+300%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	0	0	0	No Change
YTD Sales: \$350K-\$549K	0	2	2	No Change
YTD Sales: \$550K-\$749K	4	2	2	+100%
YTD Sales: \$750K-\$999K	0	5	5	-80%
YTD Sales: \$1M+	20	9	9	+11.11%
YTD Average Days-On-Market	15.67	33.67	33.67	+7.92%
YTD Average Sale Price	CA\$2,030,522	CA\$1,168,167	CA\$1,168,167	-5.54%
YTD Median Sale Price	CA\$1,982,500	CA\$937,500	CA\$937,500	+39.73%

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

AVERAGE SALE PRICE

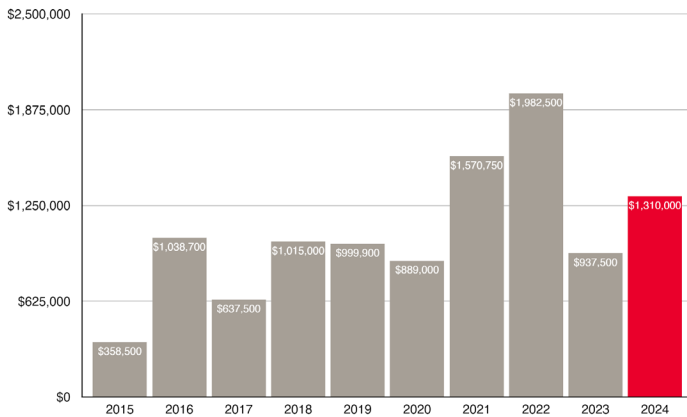


Year-Over-Year

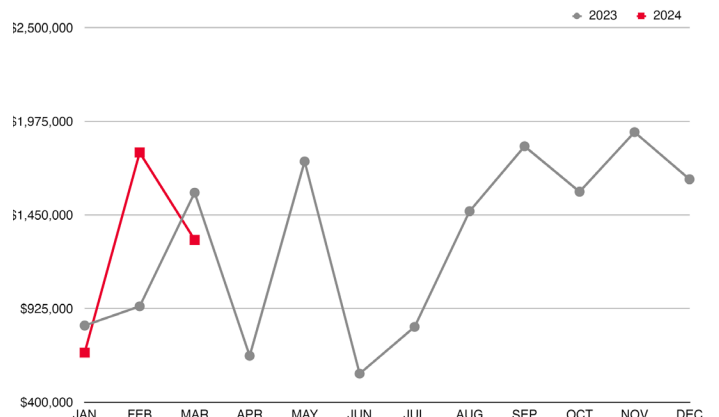


Month-Over-Month 2023 vs. 2024

MEDIAN SALE PRICE

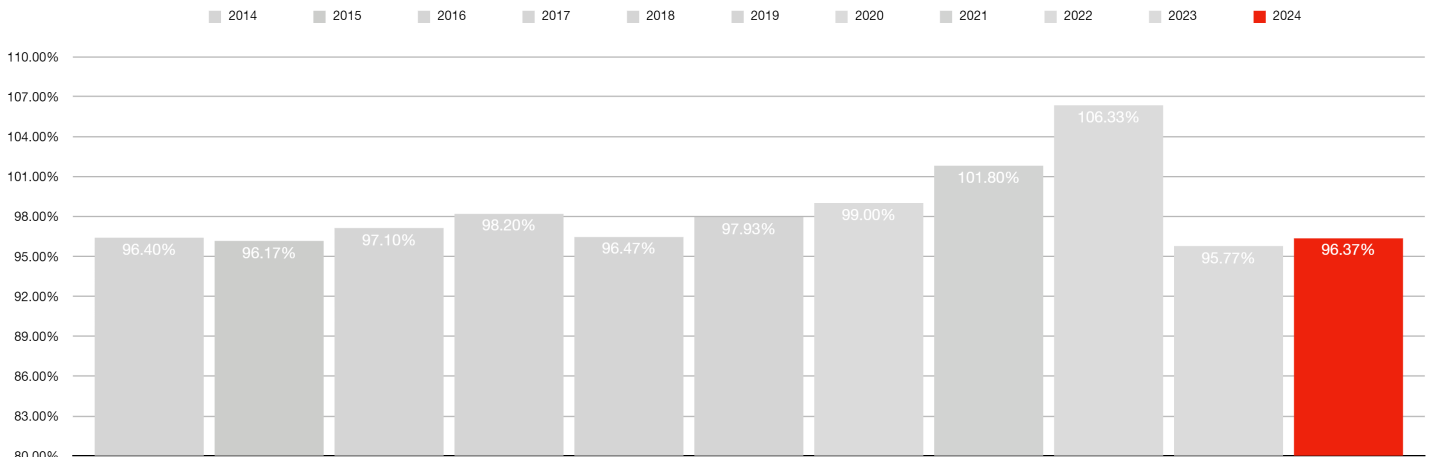


Year-Over-Year

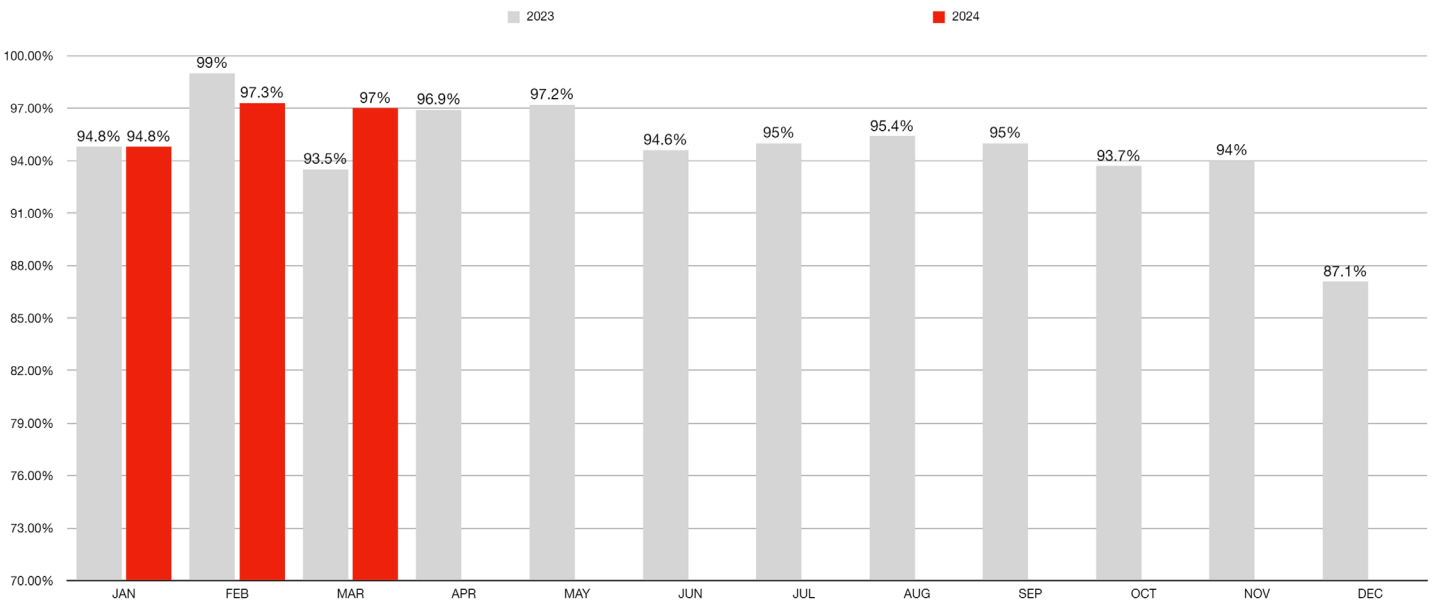


Month-Over-Month 2023 vs. 2024

SALE PRICE VS. LIST PRICE RATIO

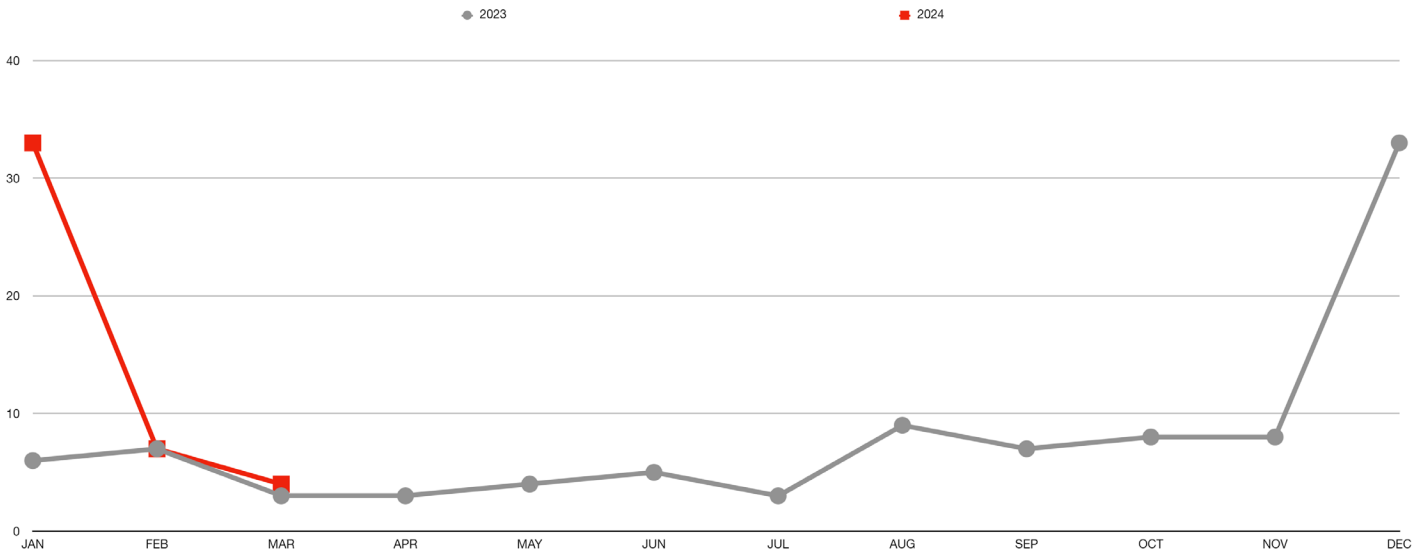


Year-Over-Year

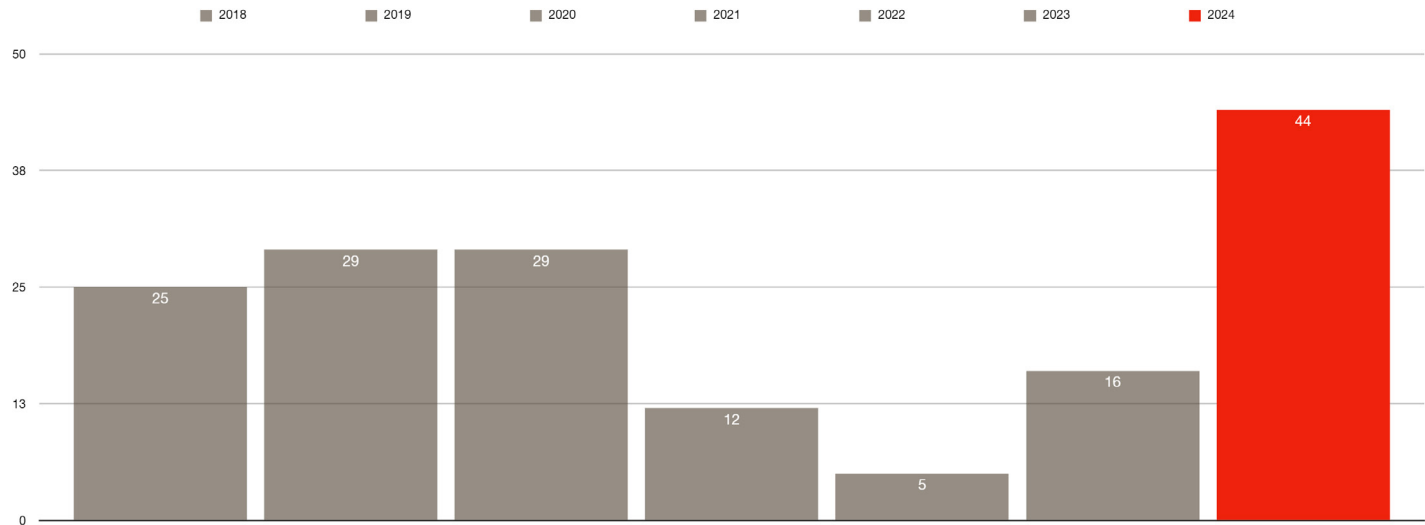


Month-Over-Month 2023 vs. 2024

MONTHS OF INVENTORY

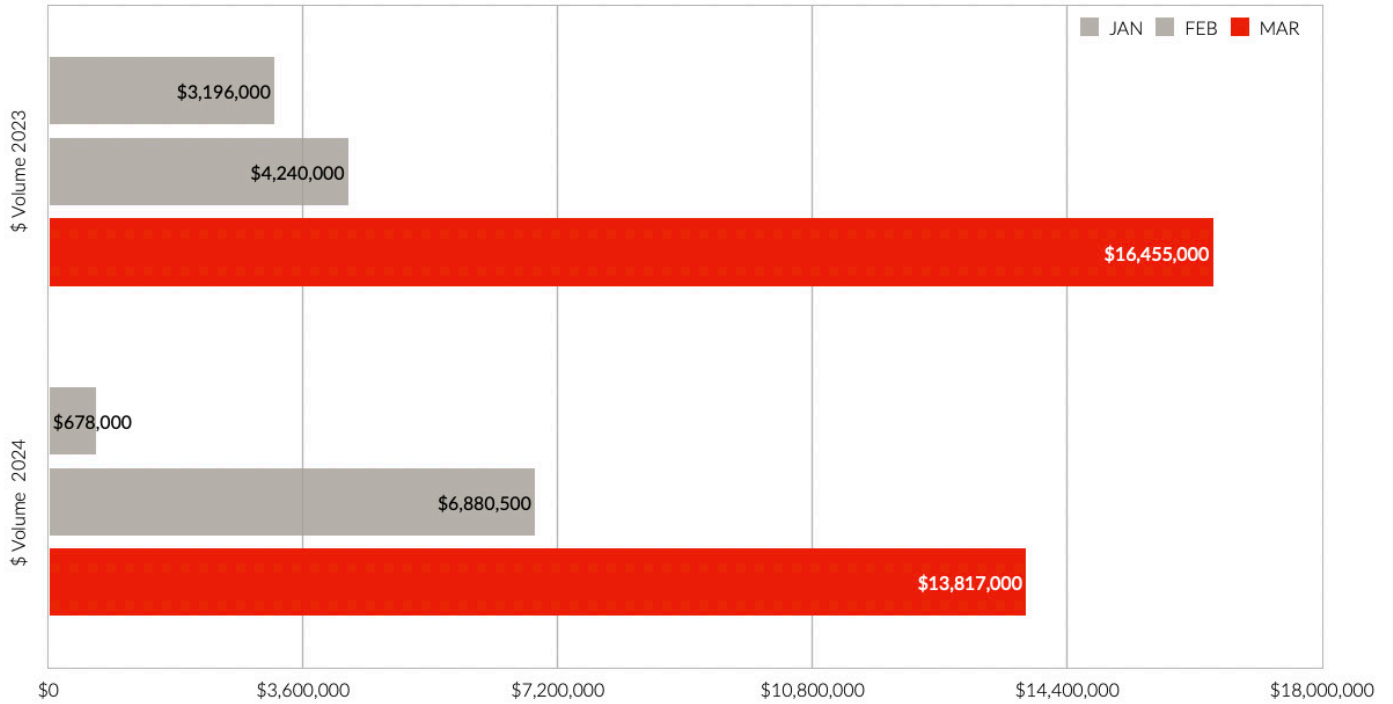


Month-Over-Month 2023 vs. 2024

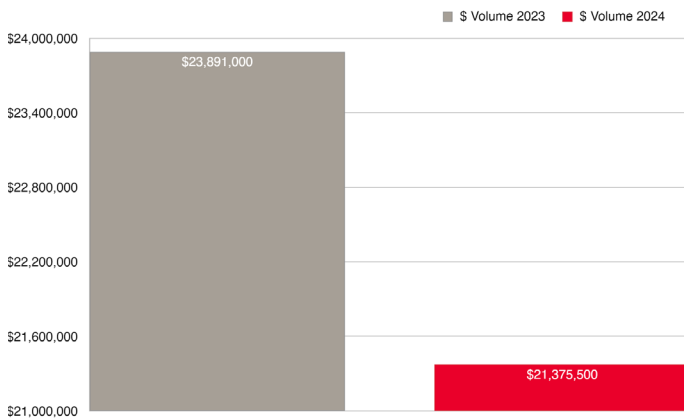


Year-Over-Year

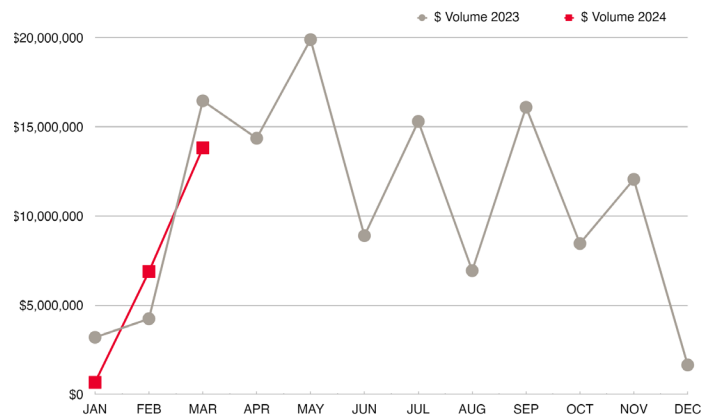
DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

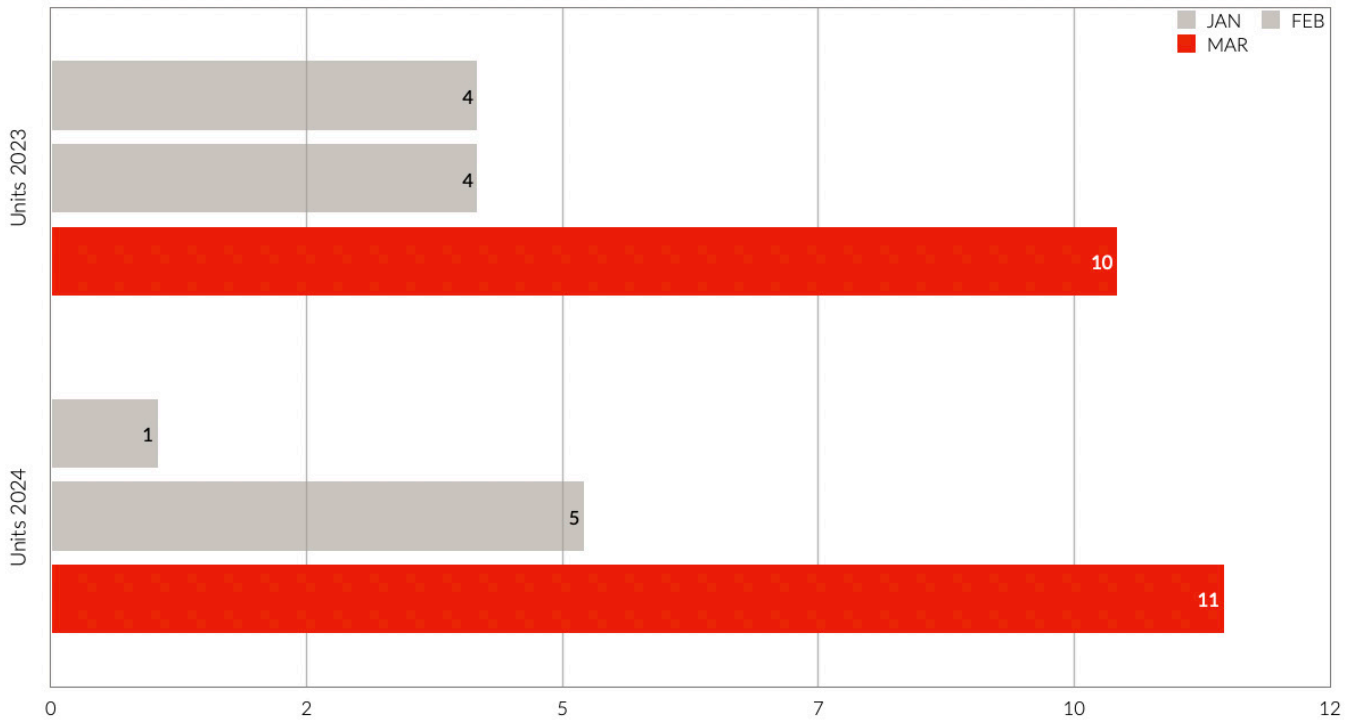


Yearly Totals 2023 vs. 2024

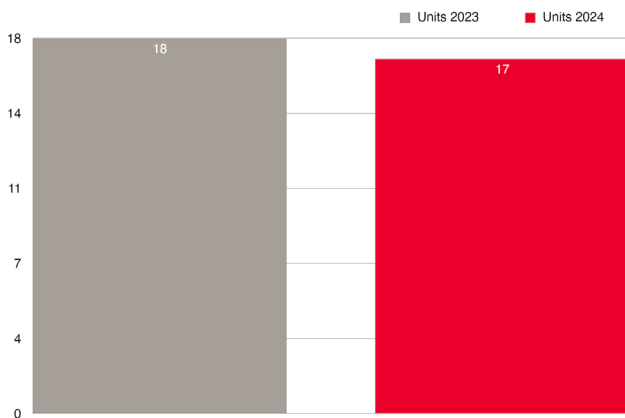


Month vs. Month 2023 vs. 2024

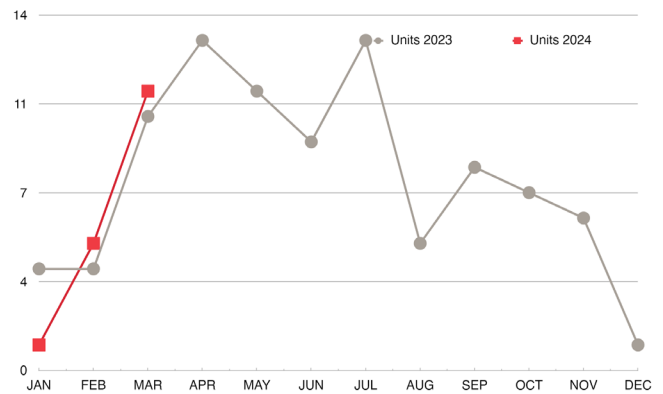
UNIT SALES



Monthly Comparison 2023 vs. 2024



Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

SALES BY TYPE



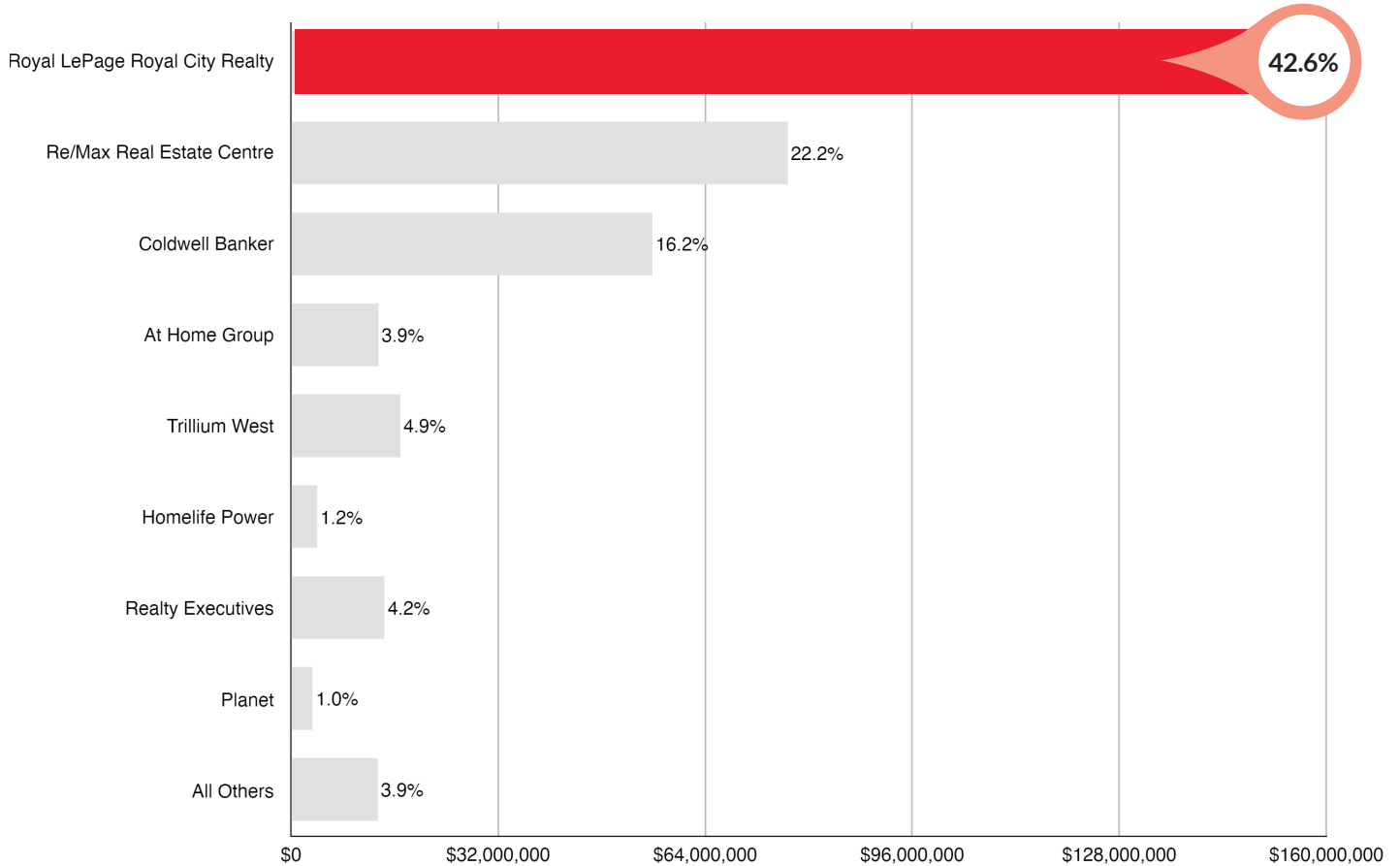
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$19,607,000 -14.81%	\$1,288,500 Up from \$0	\$0 -100%
YTD Unit Sales	14 -12.5%	2 Up from 0	0 -100%
YTD Average Sale Price	\$1,400,500 -2.64%	\$644,250 Up from \$0	\$0 -100%
March Sales Volume	\$12,528,500 -19.59%	\$1,288,500 Up from \$0	\$0 -100%
March Unit Sales	9 +12.5%	2 Up from 0	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 March 1, 2024.

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

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MARKET DOMINANCE

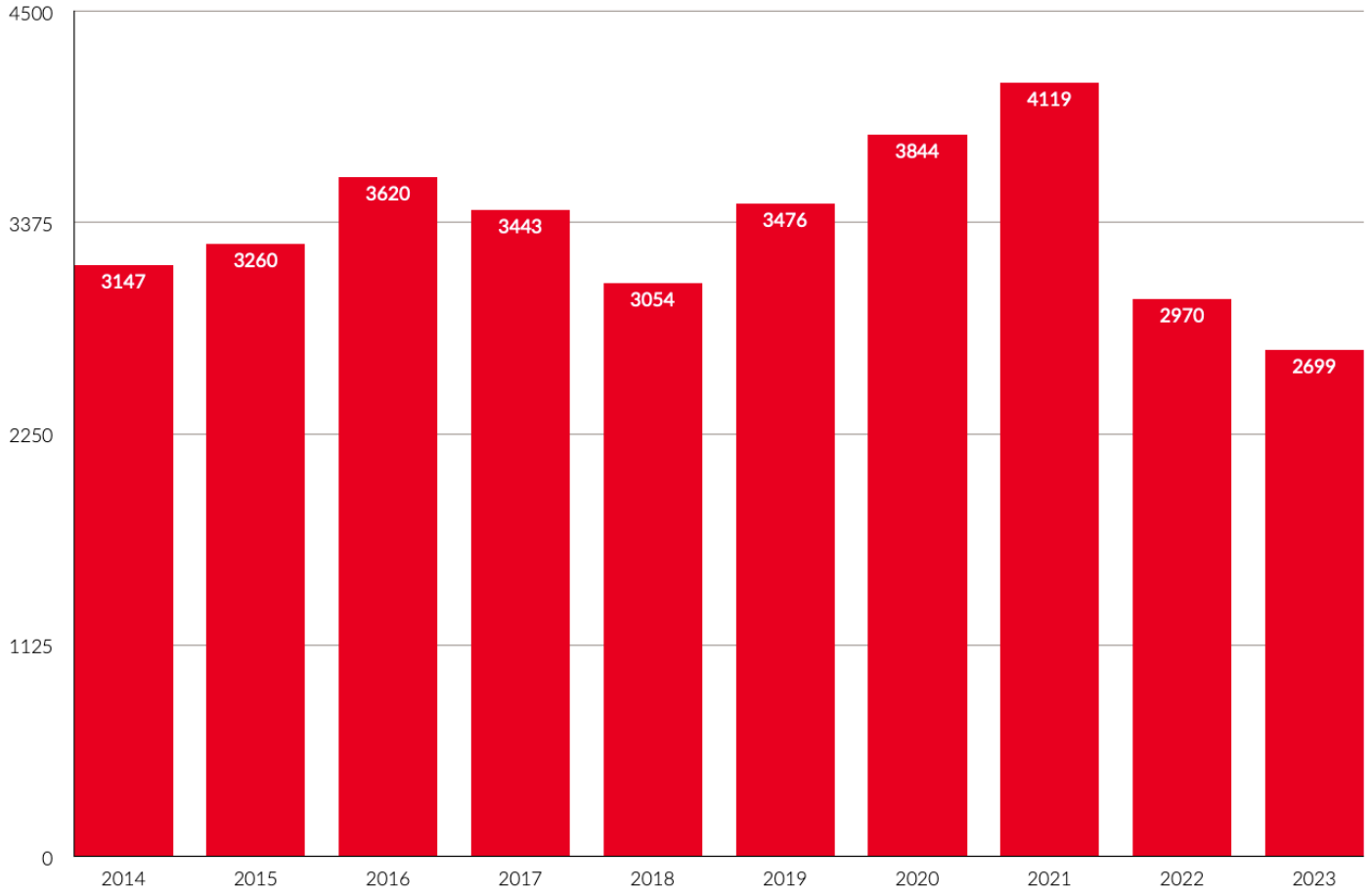


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
March 2024



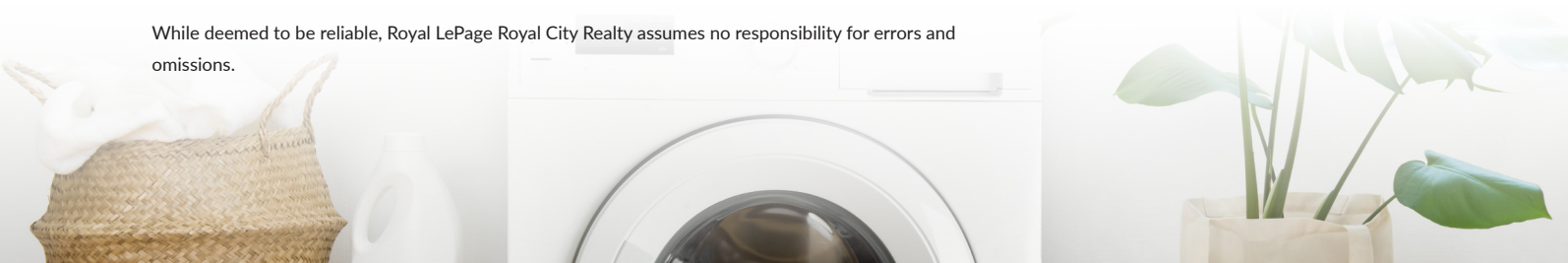
10 YEAR MARKET ANALYSIS



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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