



2024 APRIL

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. The decline in the average price, alongside a drop in unit sales, explains why the sales volume is significantly lower than last year, despite the median price increase. New listings increased but so did expired listings. The unit sales/listings ratio decreased, suggesting a more buyer-friendly environment due to a higher supply relative to sales.



April year-over-year sales volume of \$9,481,000

Down 33.96% from 2023's \$14,356,988 with unit sales of 9 that is down from the 13 from last year. New listings of 25 are up 13.64% from a year ago, with the sales/listing ratio of 36%, down 23.09%.



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

Down 10.53% from 2023's \$23,891,000 with unit sales of 26 down 16.13% from the 31 in 2023. New listings of 73 are up 8.96% from a year ago, with the sales/listing ratio of 35.62% down 10.65%.



Year-to-date average sale price of \$1,090,909

Down from \$1,152,221 one year ago with median sale price of \$820,000 up from \$660,000 one year ago. Average days-on-market of 33.25 is down 1.75 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.

APRIL NUMBERS

Median Sale Price

\$820,000

+24.24%

Average Sale Price

\$1,053,444

-4.61%

Sales Volume

\$9,481,000

-33.96%

Unit Sales

9

-30.77%

New Listings

25

+13.64%

Expired Listings

4

Up from 0

Unit Sales/Listings Ratio

36%

-23.09%

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

THE MARKET IN DETAIL

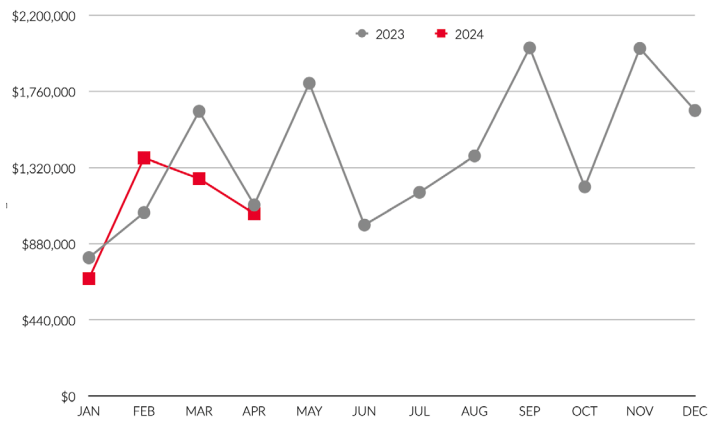
	2022	2023	2024	2023-2024
YTD Volume Sales	\$72,303,747	\$38,247,988	\$30,856,500	-19.33%
YTD Unit Sales	36	31	26	-16.13%
YTD New Listings	62	67	73	+8.96%
YTD Sales/Listings Ratio	58.06%	46.27%	35.62%	-10.65%
YTD Expired Listings	5	8	17	+112.5%
Monthly Volume Sales	\$23,474,647	\$14,356,988	\$9,481,000	-33.96%
Monthly Unit Sales	12	13	9	-30.77%
Monthly New Listings	21	22	25	+13.64%
Monthly Sales/Listings Ratio	57.14%	59.09%	36.00%	-23.09%
Monthly Expired Listings	0	0	4	+400%
YTD Sales: \$0-\$199K	0	0	0	No change
YTD Sales: \$200k-349K	0	0	0	No change
YTD Sales: \$350K-\$549K	0	7	2	-71.43%
YTD Sales: \$550K-\$749K	7	4	8	+100%
YTD Sales: \$750K-\$999K	0	5	2	-60%
YTD Sales: \$1M+	29	15	14	-6.67%
YTD Average Days-On-Market	17.00	35.00	33.25	-5%
YTD Average Sale Price	\$2,011,947	\$1,152,221	\$1,090,909	-5.32%
YTD Median Sale Price	\$2,027,500	\$883,750	\$1,065,000	+20.51%

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

AVERAGE SALE PRICE

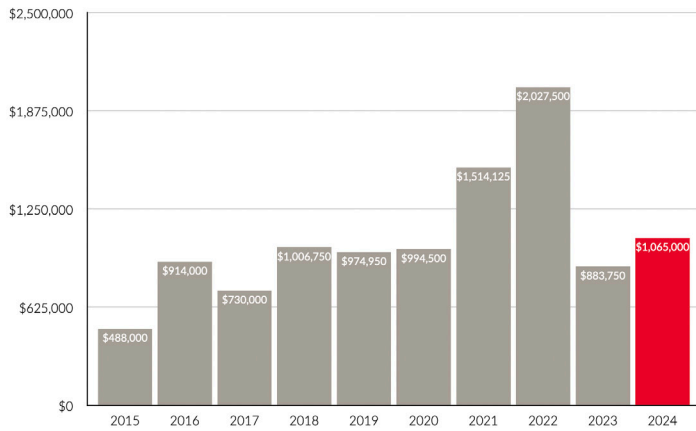


Year-Over-Year

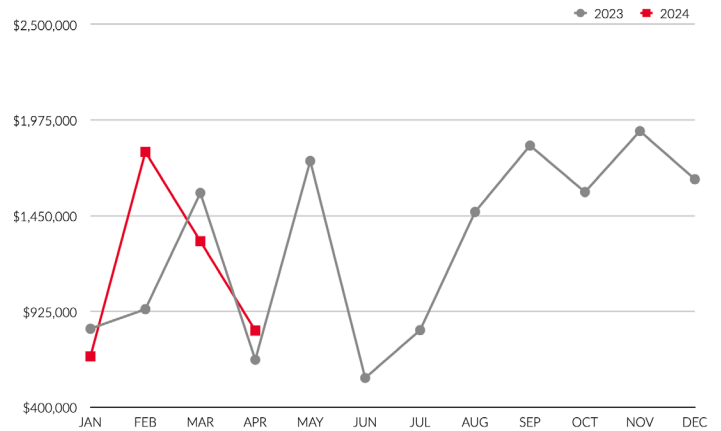


Month-Over-Month 2023 vs. 2024

MEDIAN SALE PRICE



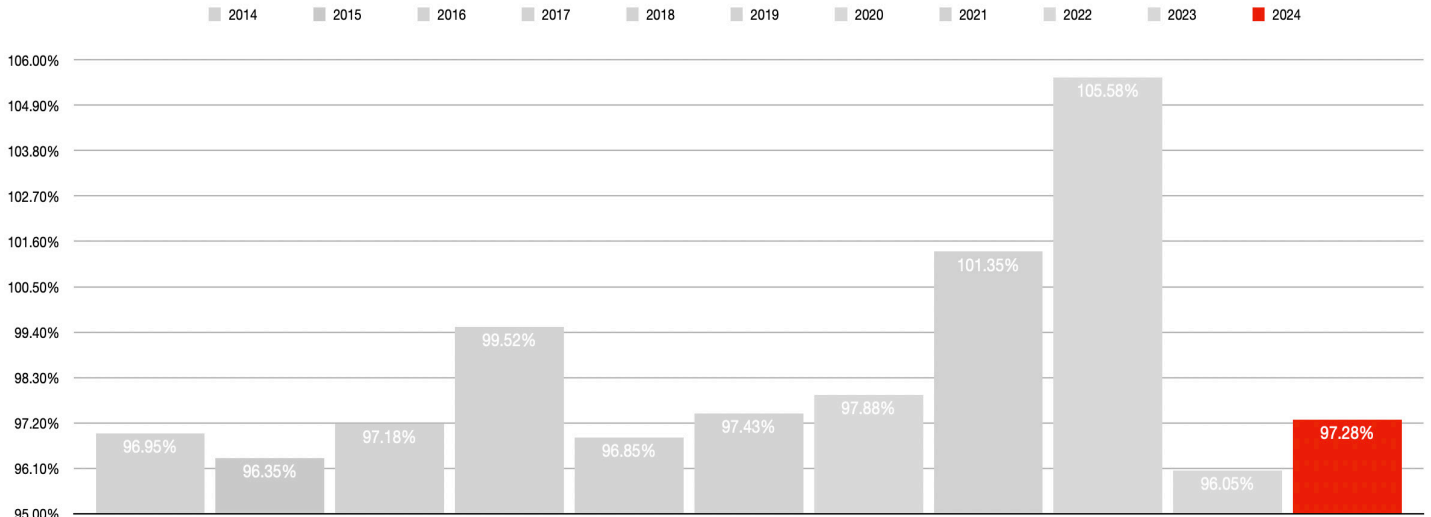
Year-Over-Year



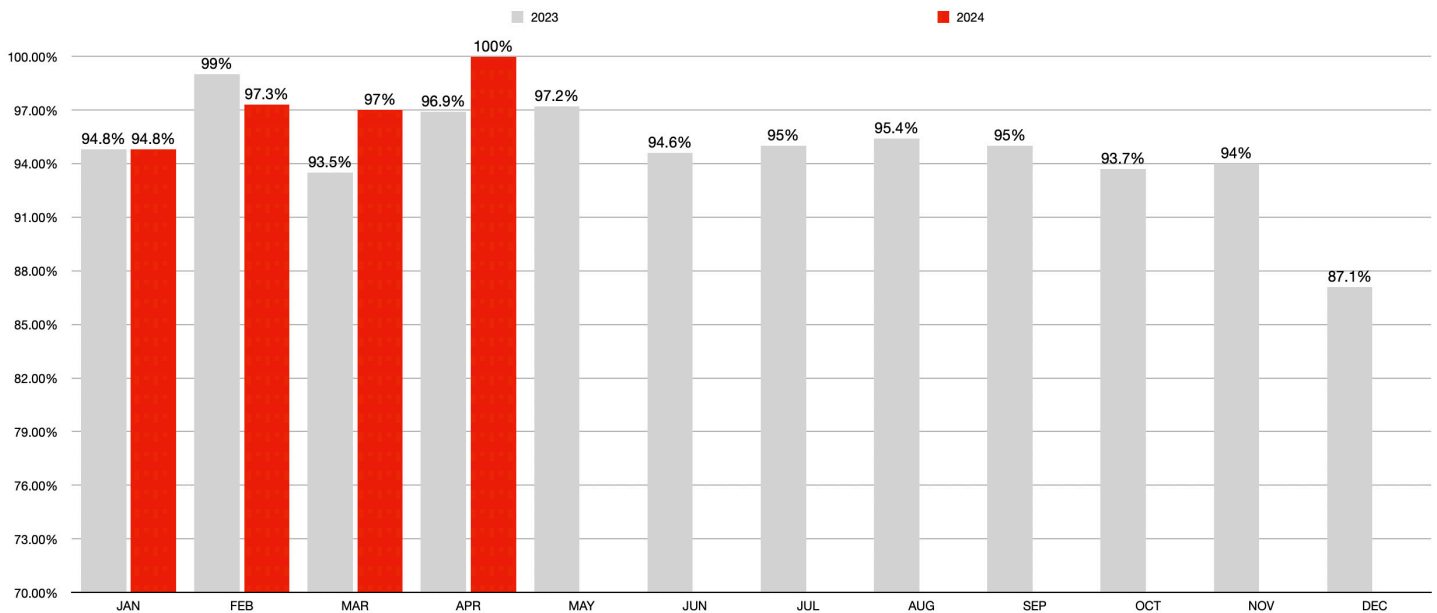
Month-Over-Month 2023 vs. 2024

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

SALE PRICE VS. LIST PRICE RATIO

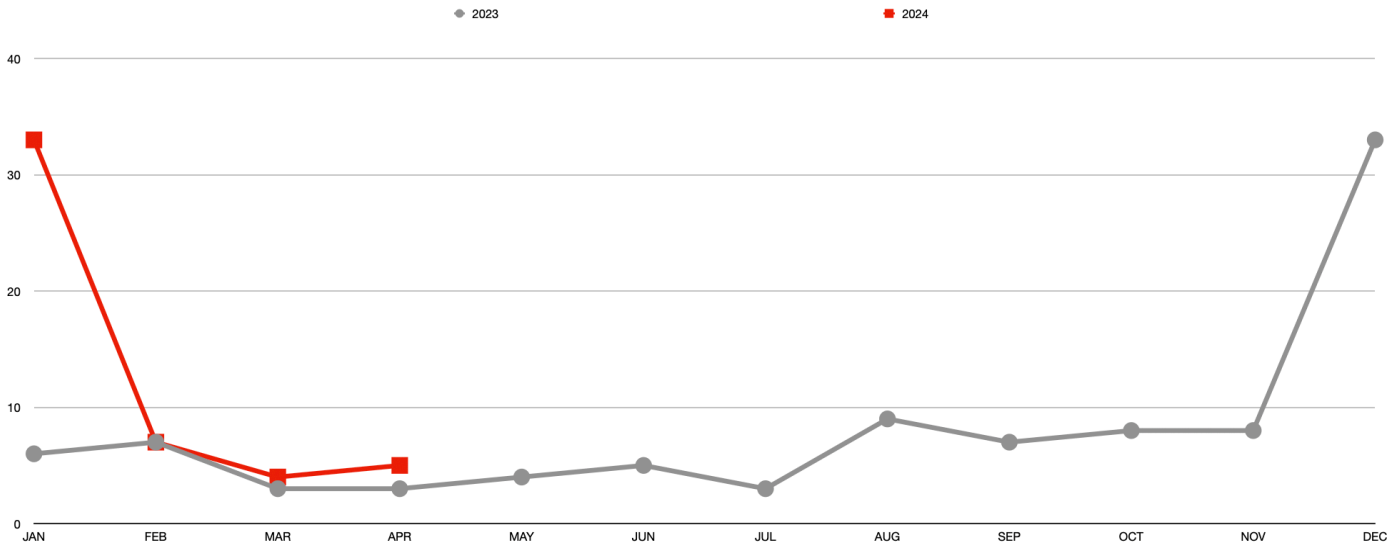


Year-Over-Year

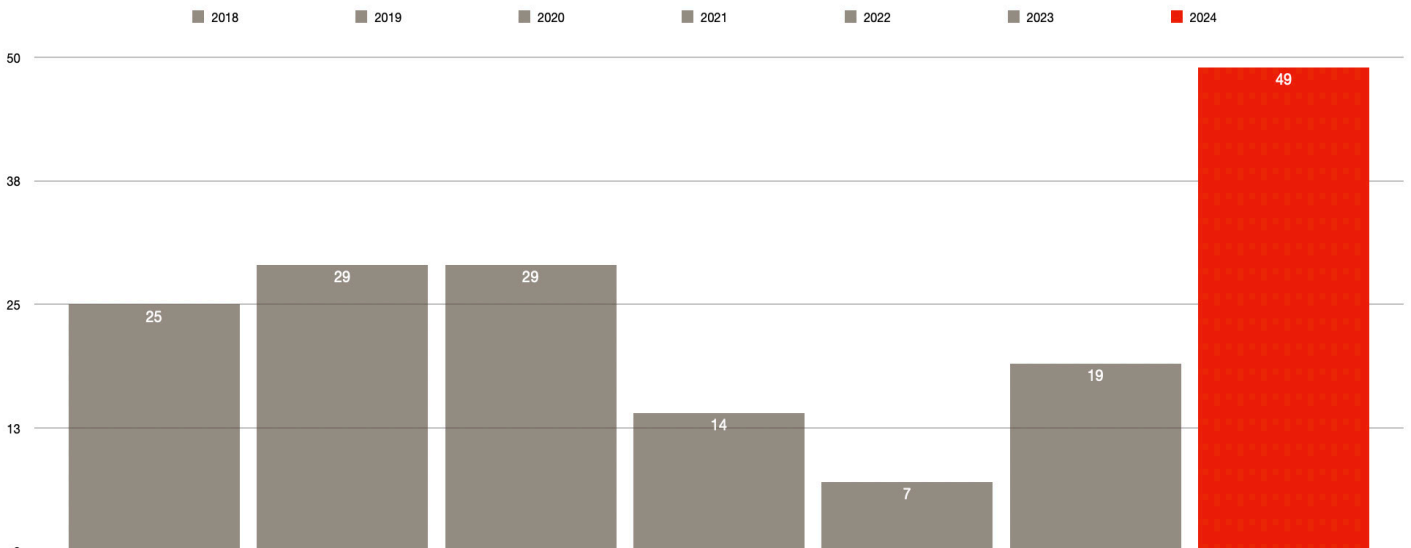


Month-Over-Month 2023 vs. 2024

MONTHS OF INVENTORY

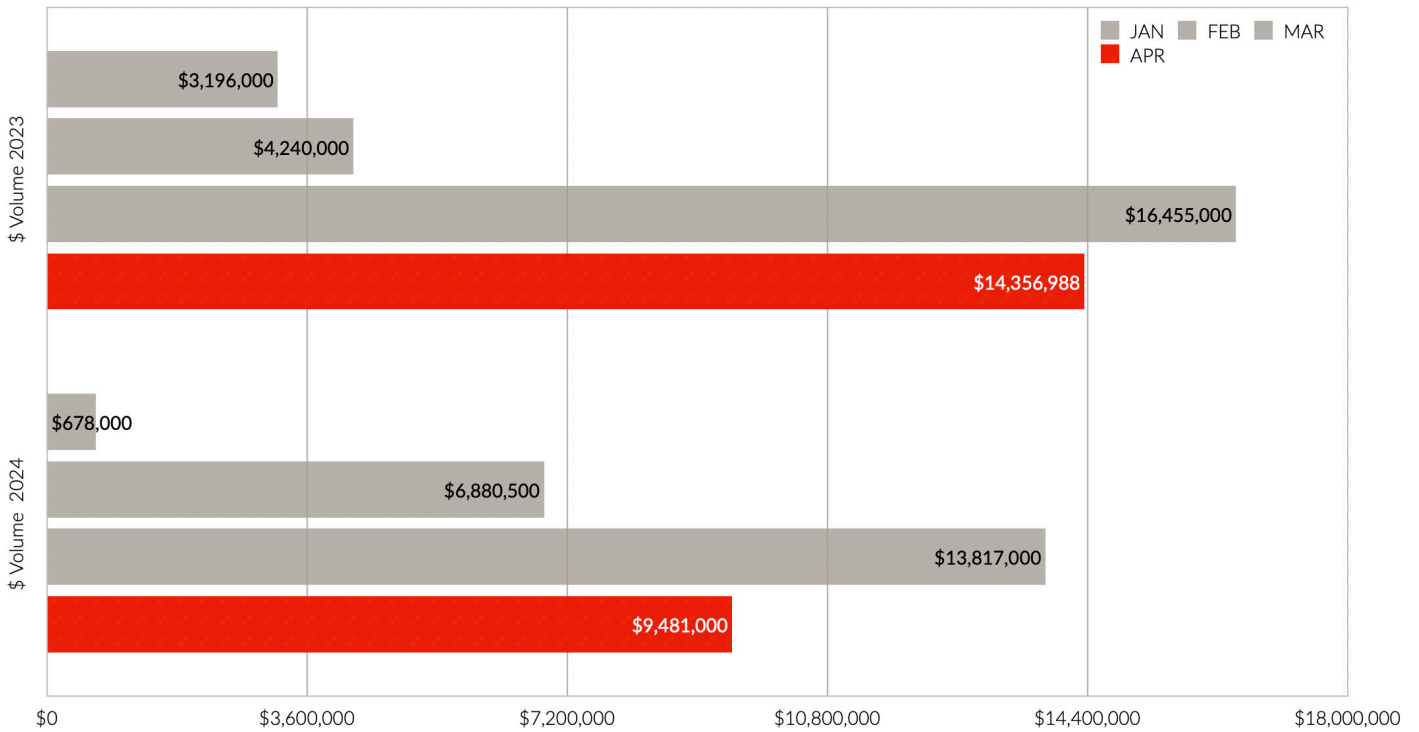


Month-Over-Month 2023 vs. 2024

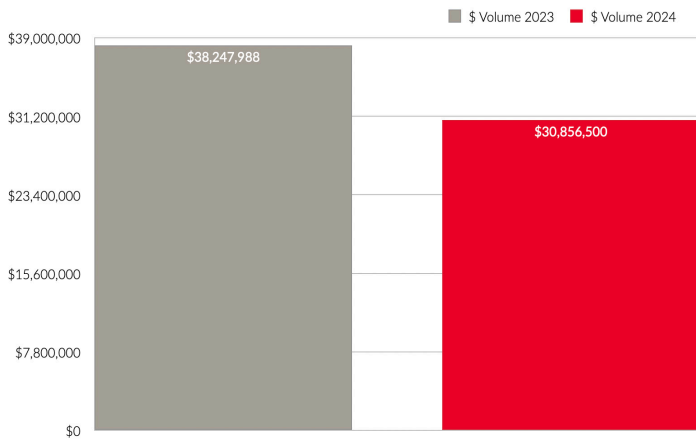


Year-Over-Year

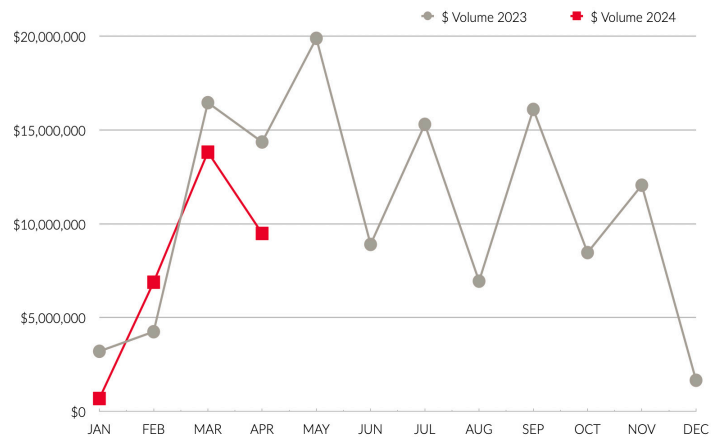
DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

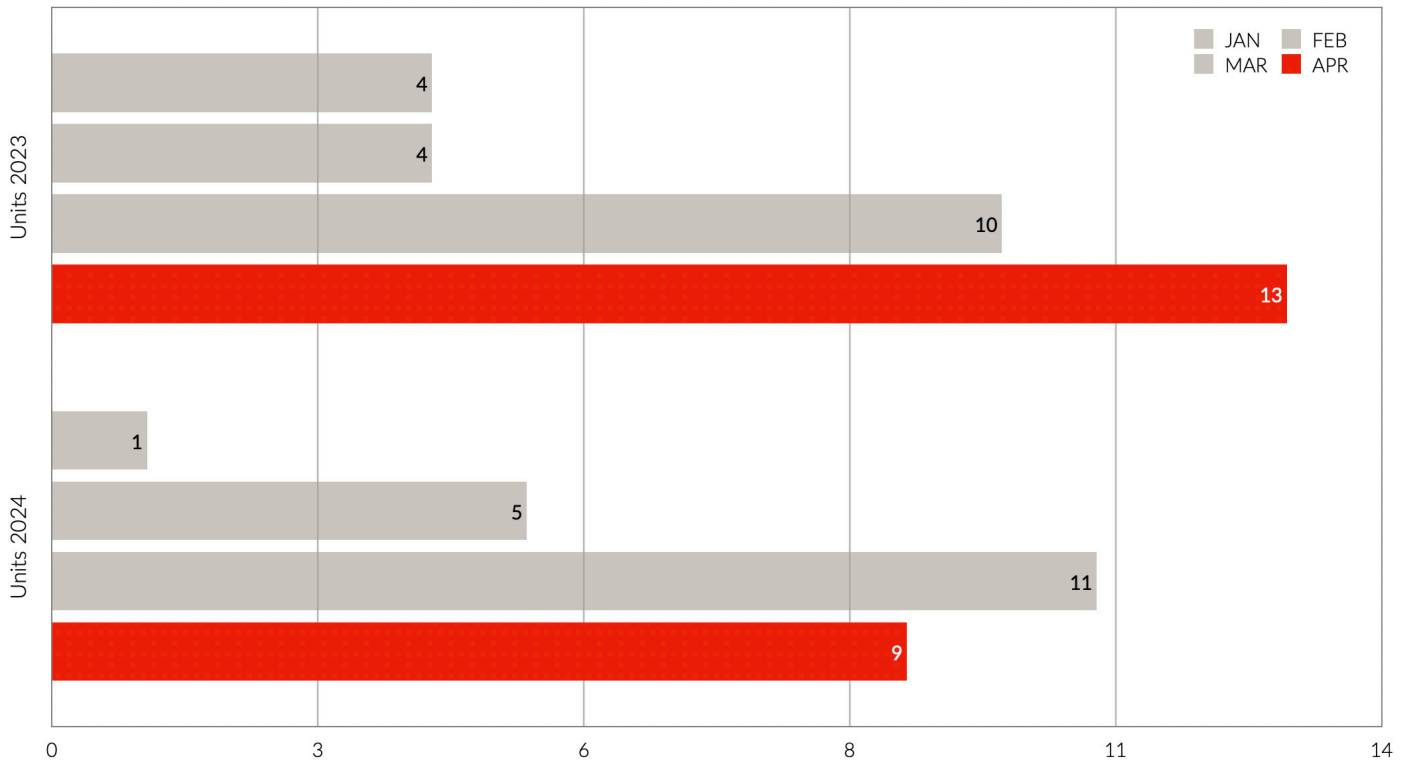


Yearly Totals 2023 vs. 2024

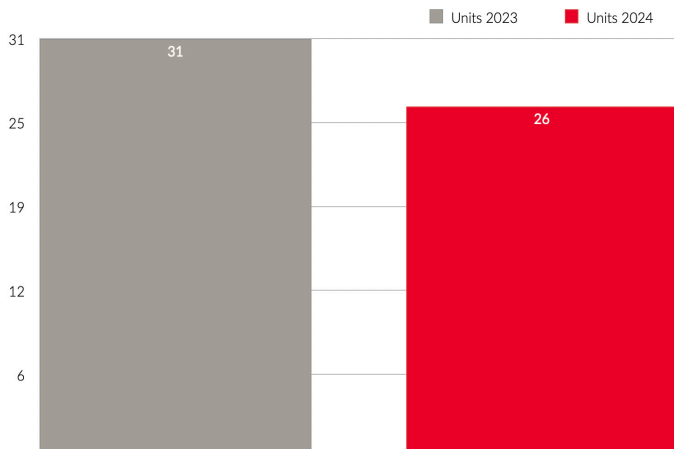


Month vs. Month 2023 vs. 2024

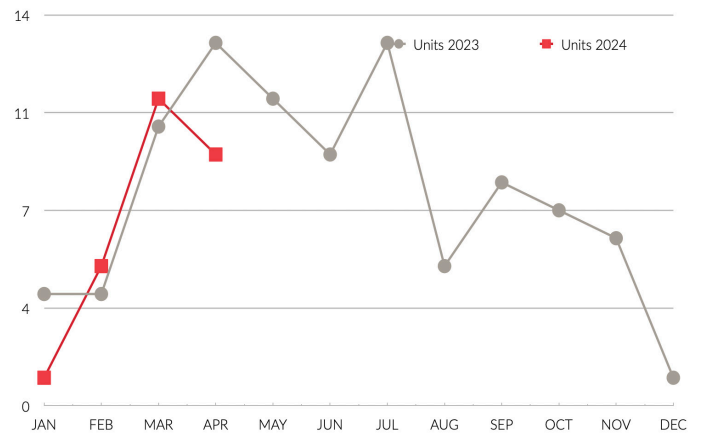
UNIT SALES



Monthly Comparison 2023 vs. 2024

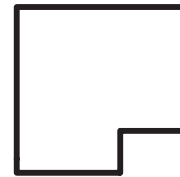


Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

SALES BY TYPE

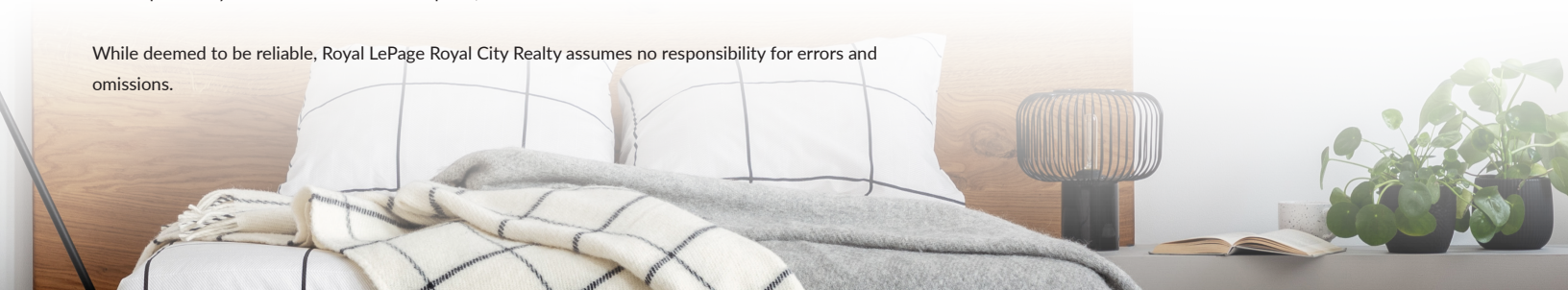


	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$27,152,000 -24.26%	\$3,224,500 +214.59%	\$690,000 -64.25%
YTD Unit Sales	21 -19.23%	4 +100%	1 -66.67%
YTD Average Sale Price	\$1,292,952 -6.22%	\$806,125 +57.29%	\$690,000 +7.25%
April Sales Volume	\$12,528,500 -19.59%	\$1,936,000 +88.88%	\$0 -100%
April Unit Sales	9 +12.5%	2 No Change	0 -100%

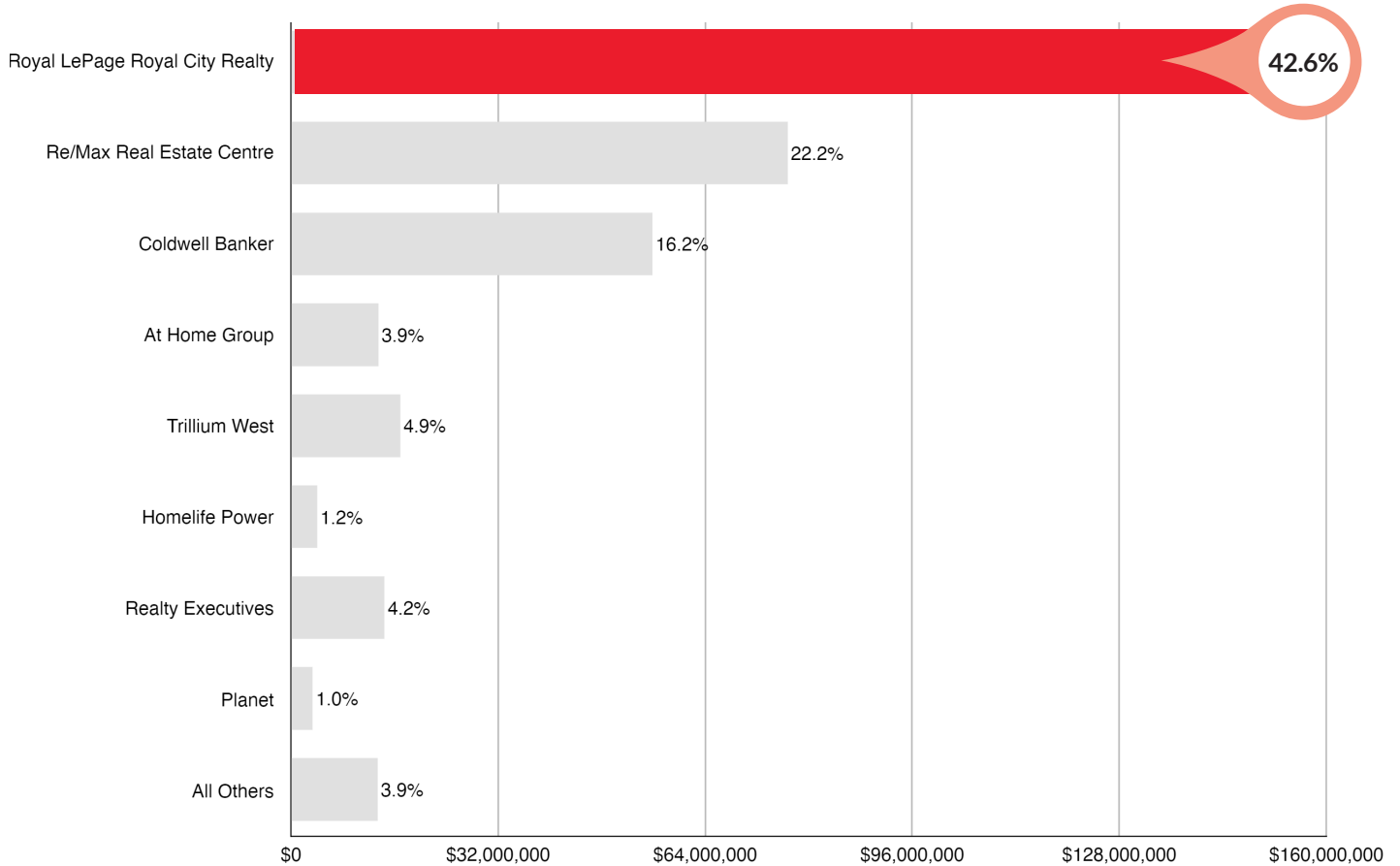
NOTE: All MLS® sales data in this report comes from the Guelph Association Of REALTORS® and refers specifically to residential sales as of April 1, 2024.

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

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MARKET DOMINANCE

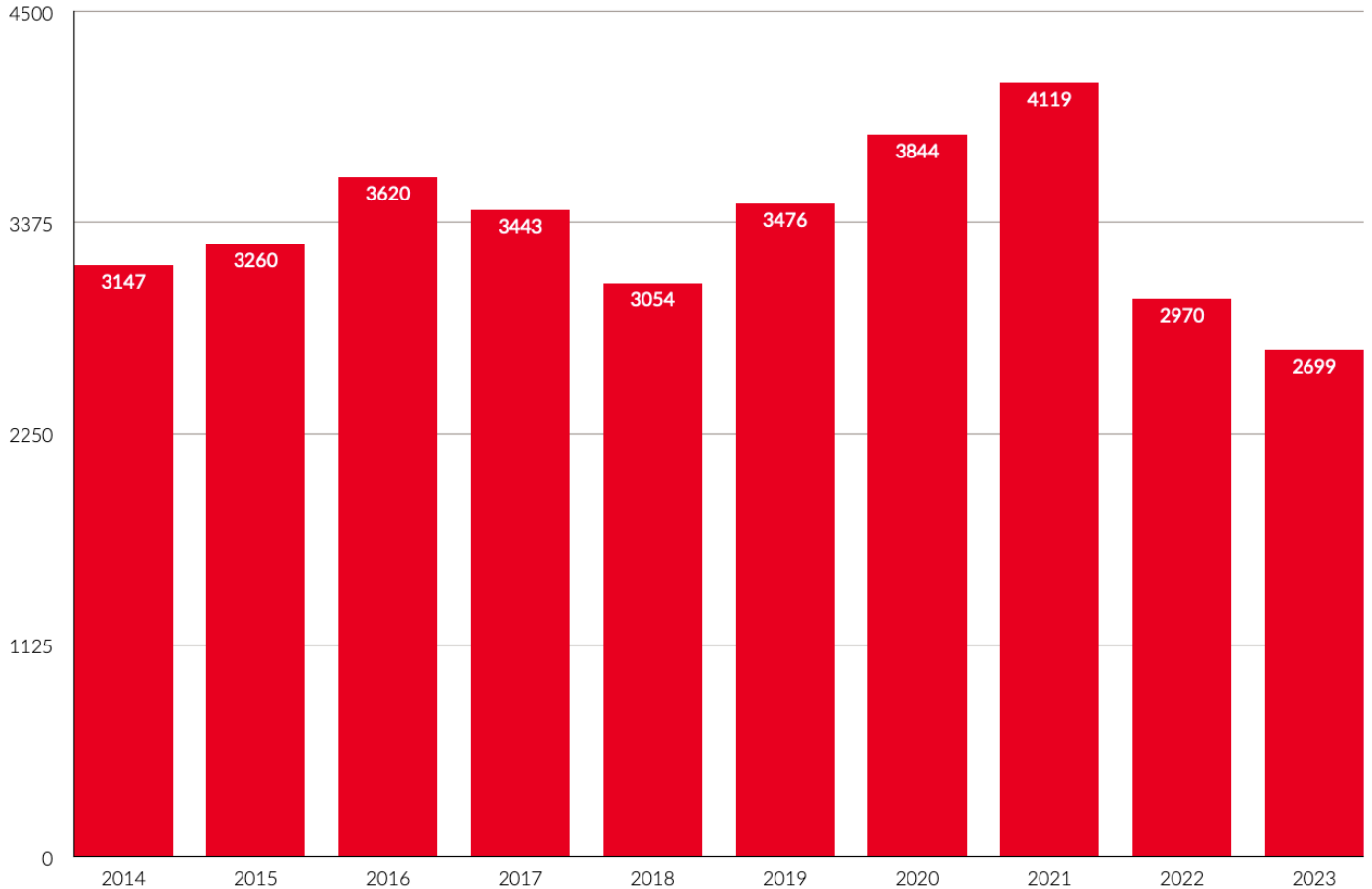


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
April 2024



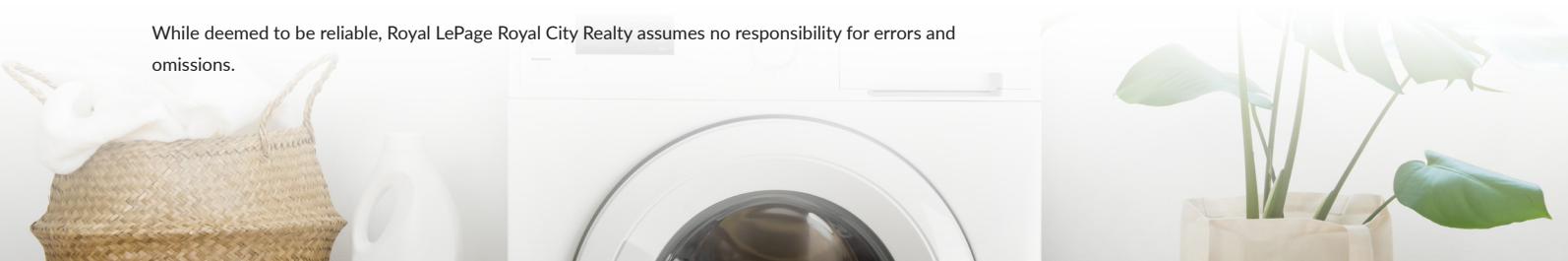
10 YEAR MARKET ANALYSIS



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



ROCKWOOD

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

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