



# 2024 MAY

**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. New listings increased but so did expired listings. The unit sales/listings ratio decreased as we, suggesting a more buyer-friendly environment due to a higher supply relative to sales.



### May year-over-year sales volume of \$10,498,000

Down 47.21% from 2023's \$19,886,000 with unit sales of 8 that is down from the 11 from last year. New listings of 36 are up 33.33% from a year ago, with the sales/listing ratio of 22.22%, down 18.52%.



### Year-to-date sales volume of \$41,354,500

Down 28.86% from 2023's \$58,133,988 with unit sales of 34 down 19.05% from the 42 in 2023. New listings of 109 are up 15.96% from a year ago, with the sales/listing ratio of 31.19% down 13.49%.



### Year-to-date average sale price of \$1,135,177

Down from \$1,283,340 one year ago with median sale price of \$1,310,000 up from \$937,500 one year ago. Average days-on-market of 31.2 is down 4.6 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.*

## MAY NUMBERS

Median Sale Price

**\$1,337,500**

-23.57%

Average Sale Price

**\$1,312,250**

-27.41%

Sales Volume

**\$10,498,000**

-47.21%

Unit Sales

**8**

-27.27%

New Listings

**36**

+33.33%

Expired Listings

**2**

-33.33%

Unit Sales/Listings Ratio

**22.22%**

-18.52%

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

# THE MARKET IN DETAIL

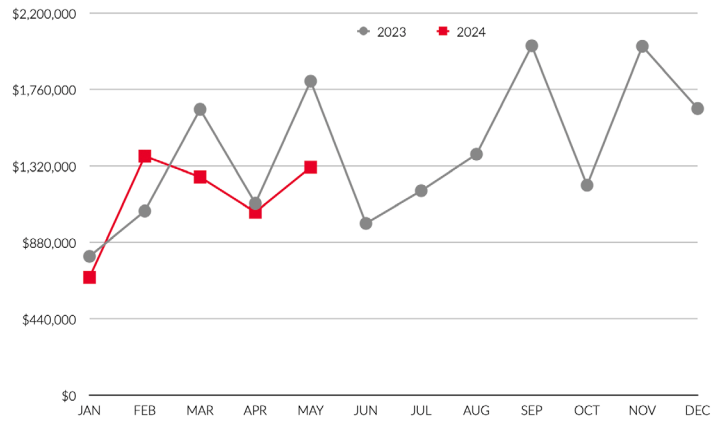
	2022	2023	2024	2023-2024
<b>YTD Volume Sales</b>	\$82,590,747	\$58,133,988	\$41,354,500	-28.86%
<b>YTD Unit Sales</b>	45	42	34	-19.05%
<b>YTD New Listings</b>	89	94	109	+15.96%
<b>YTD Sales/Listings Ratio</b>	50.56%	44.68%	31.19%	-13.49%
<b>YTD Expired Listings</b>	6	11	19	+72.73%
<b>Monthly Volume Sales</b>	\$10,287,000	\$19,886,000	\$10,498,000	-47.21%
<b>Monthly Unit Sales</b>	9	11	8	-27.27%
<b>Monthly New Listings</b>	27	27	36	+33.33%
<b>Monthly Sales/Listings Ratio</b>	33.33%	40.74%	22.22%	-18.52%
<b>Monthly Expired Listings</b>	1	3	2	-33.33%
<b>YTD Sales: \$0-\$199K</b>	0	0	0	No Change
<b>YTD Sales: \$200k-349K</b>	0	0	0	No Change
<b>YTD Sales: \$350K-\$549K</b>	1	10	2	-80%
<b>YTD Sales: \$550K-\$749K</b>	11	5	9	+80%
<b>YTD Sales: \$750K-\$999K</b>	0	5	2	-60%
<b>YTD Sales: \$1M+</b>	33	22	20	-9.09%
<b>YTD Average Days-On-Market</b>	15.20	35.80	31.20	-12.85%
<b>YTD Average Sale Price</b>	\$1,838,157	\$1,283,340	\$1,135,177	-11.55%
<b>YTD Median Sale Price</b>	\$1,982,500	\$937,500	\$1,310,000	+39.73%

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

# AVERAGE SALE PRICE

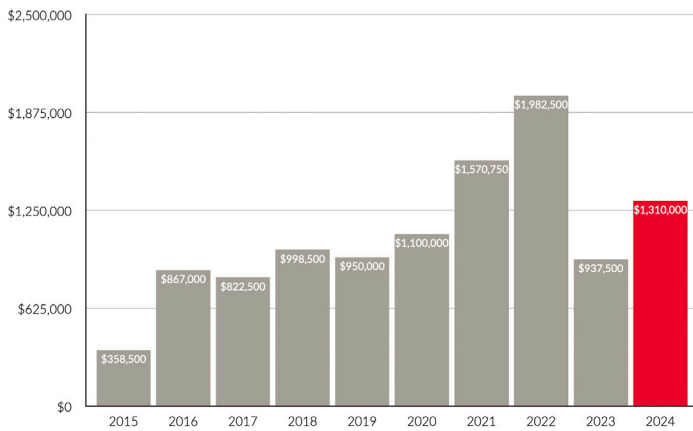


Year-Over-Year

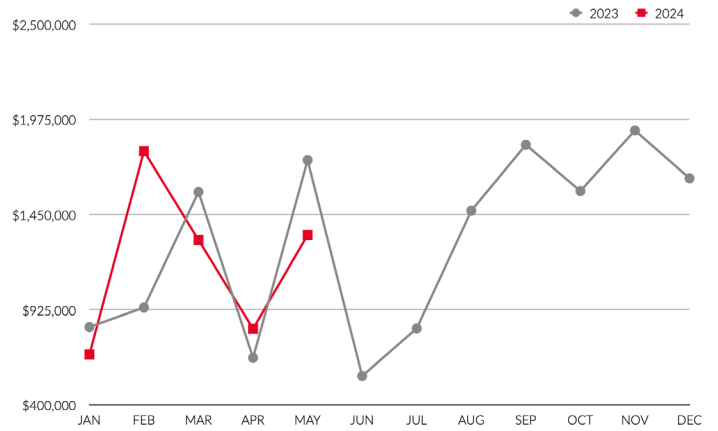


Month-Over-Month 2023 vs. 2024

# MEDIAN SALE PRICE



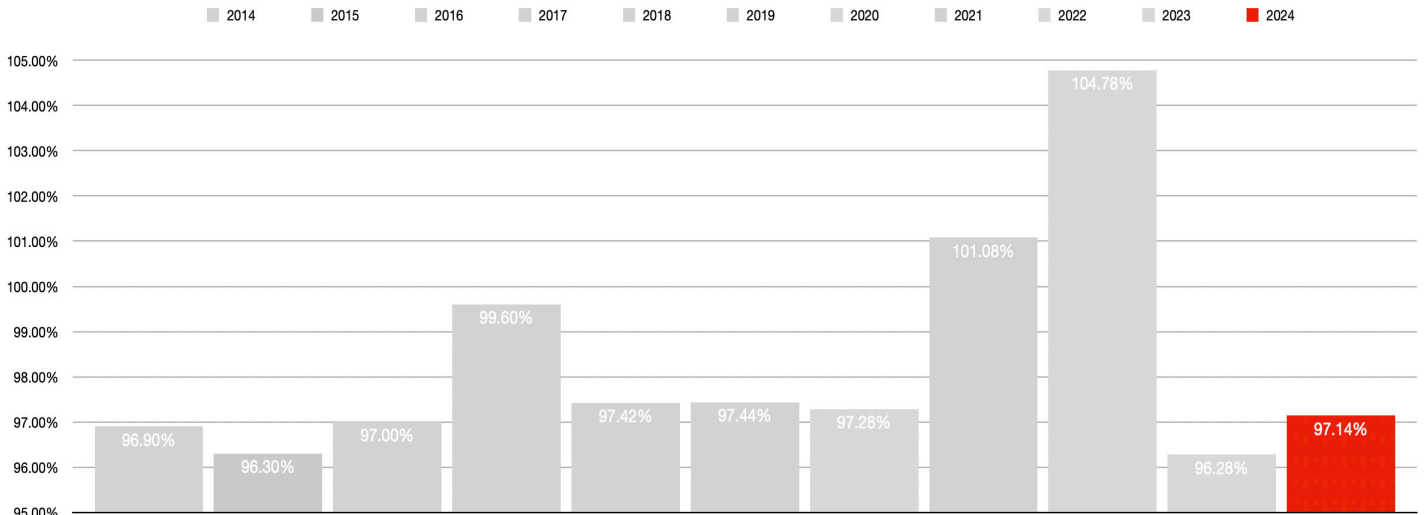
Year-Over-Year



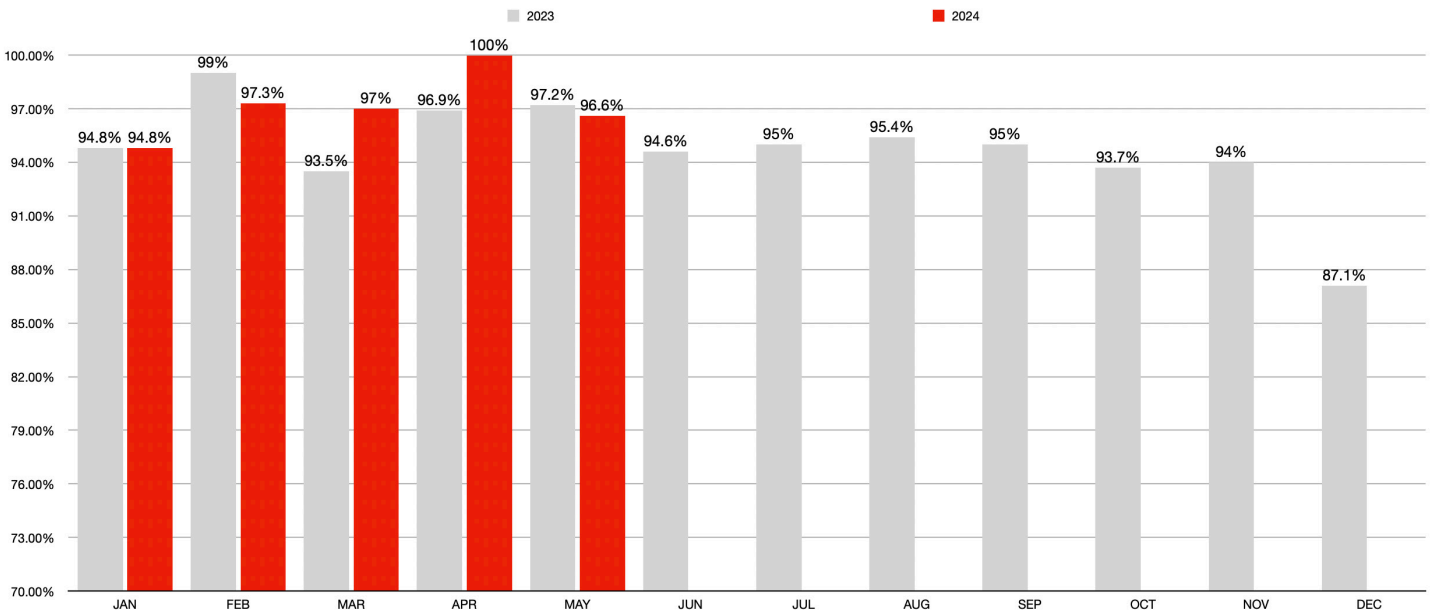
Month-Over-Month 2023 vs. 2024

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

# SALE PRICE VS. LIST PRICE RATIO

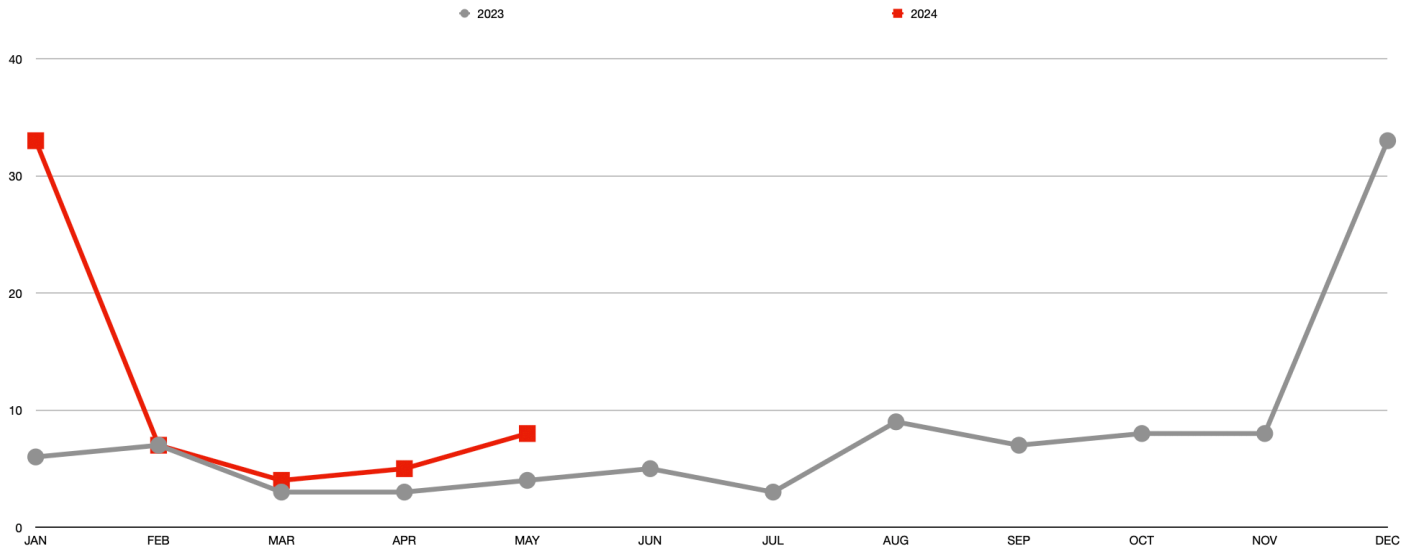


## Year-Over-Year

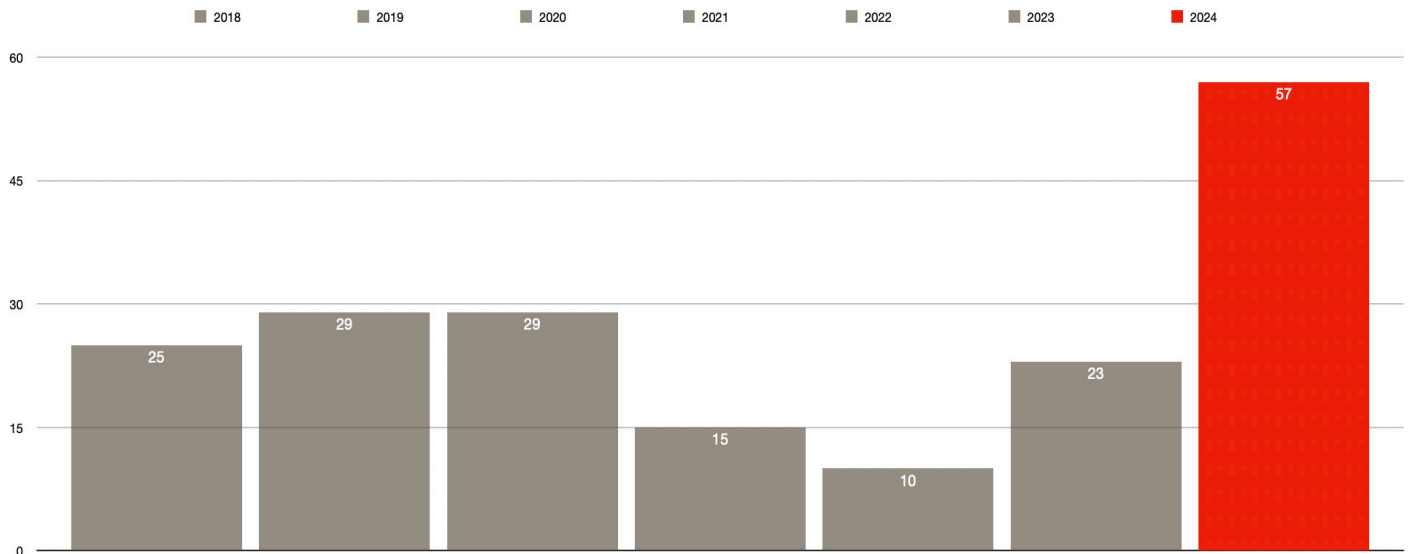


## Month-Over-Month 2023 vs. 2024

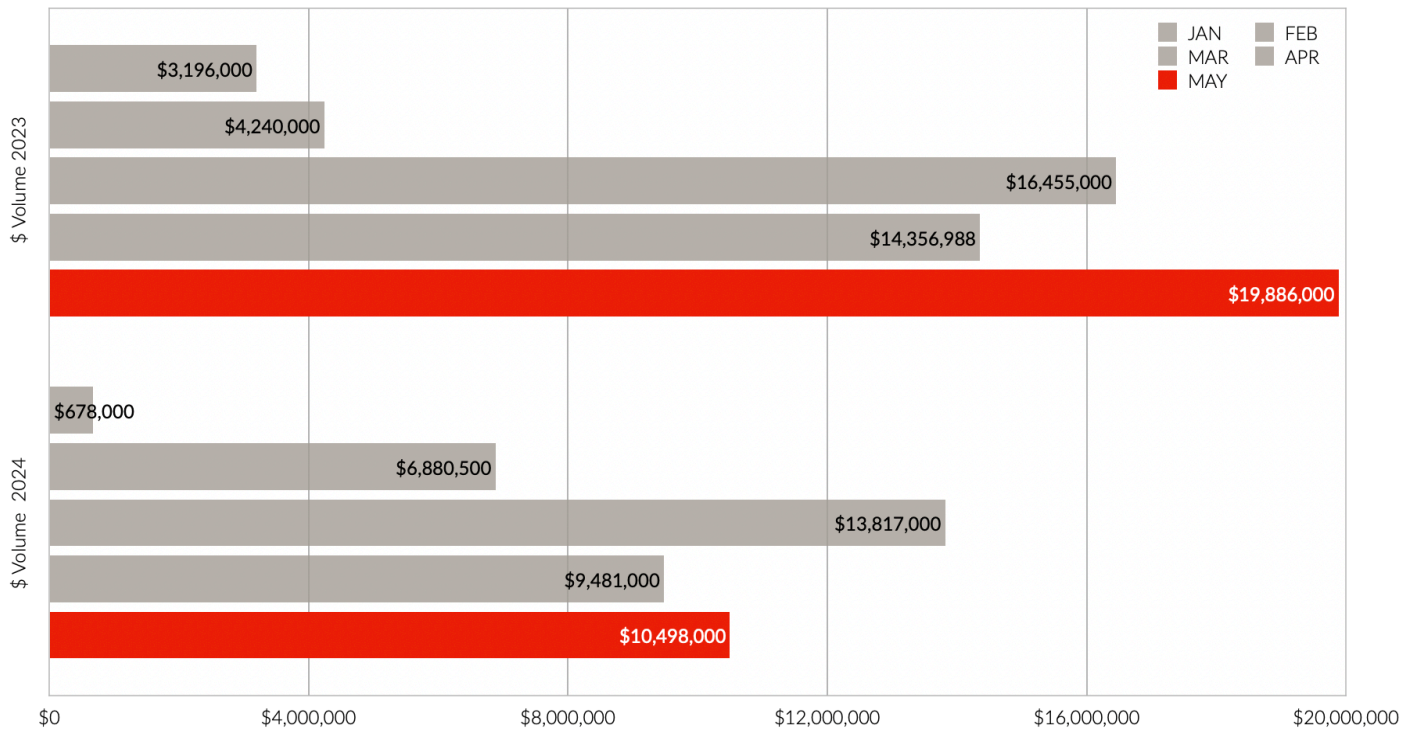
# MONTHS OF INVENTORY



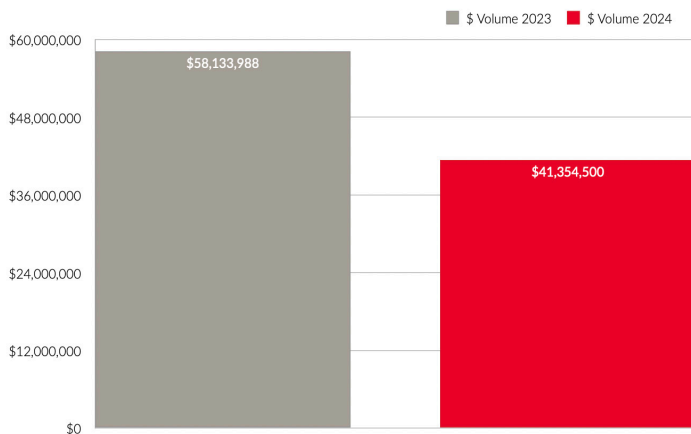
Month-Over-Month 2023 vs. 2024



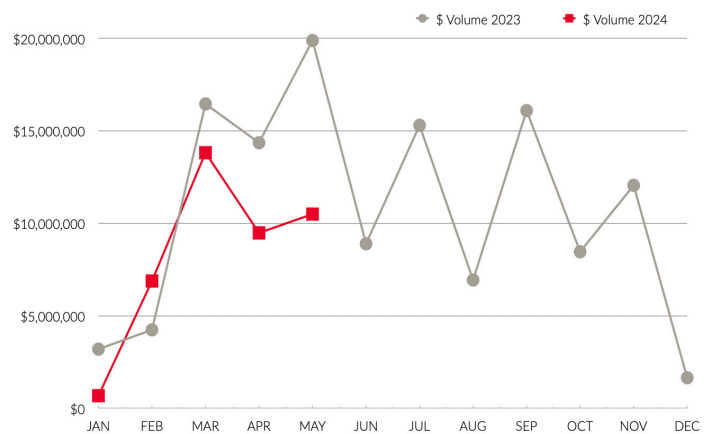
# DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

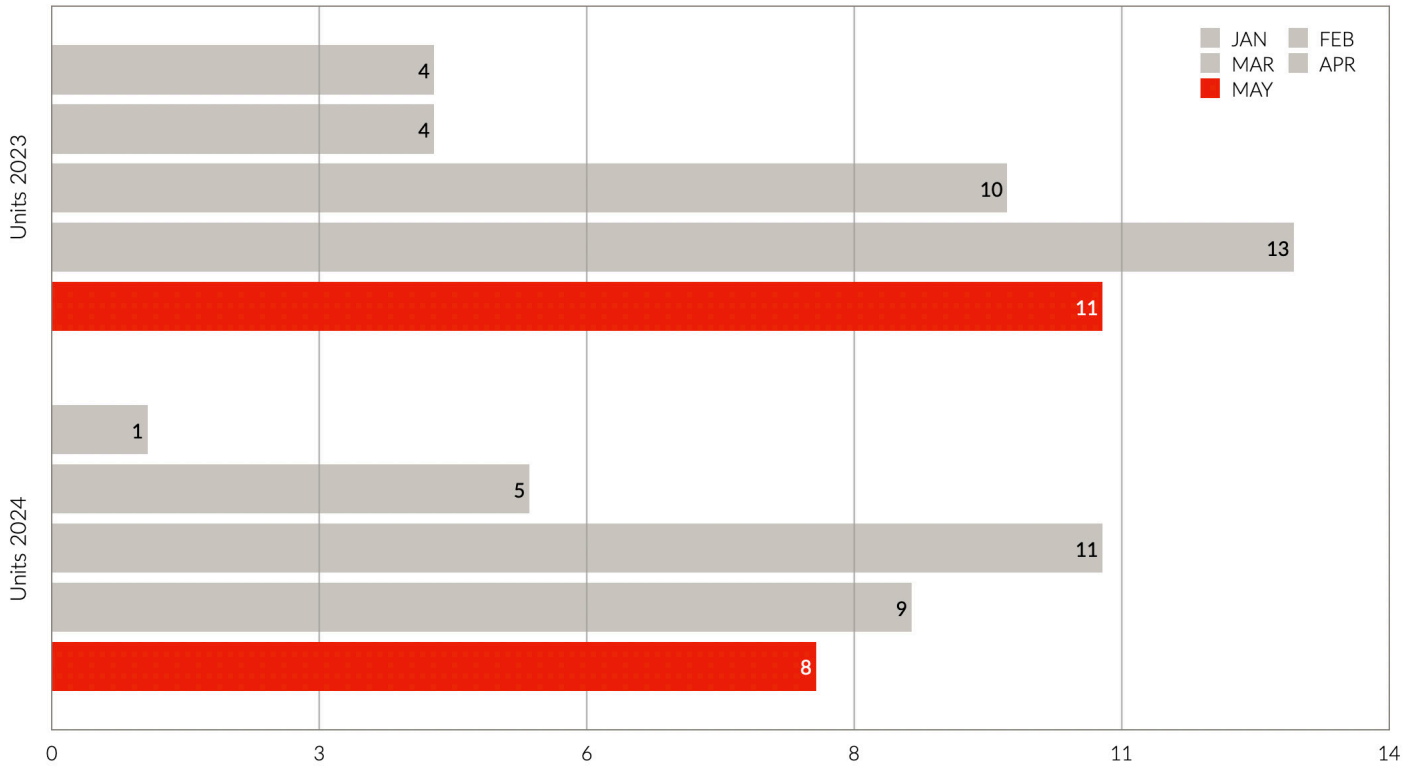


Yearly Totals 2023 vs. 2024

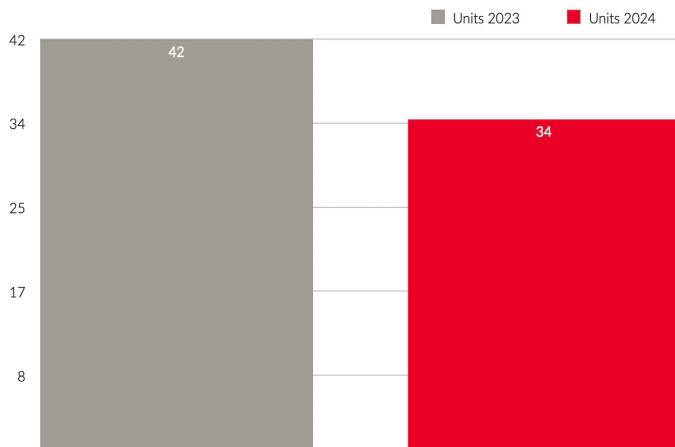


Month vs. Month 2023 vs. 2024

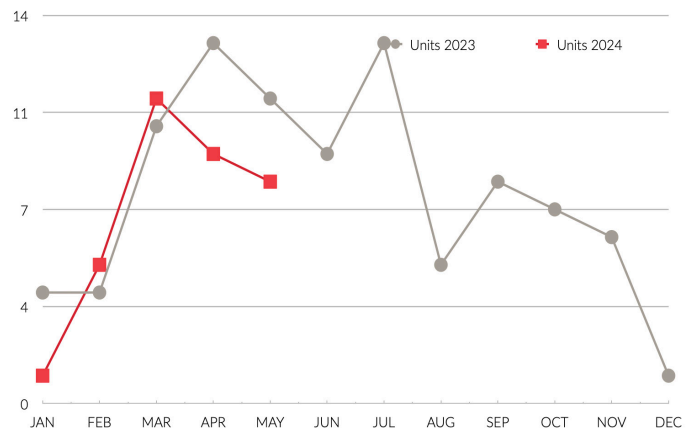
# UNIT SALES



Monthly Comparison 2023 vs. 2024



Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024



# SALES BY TYPE



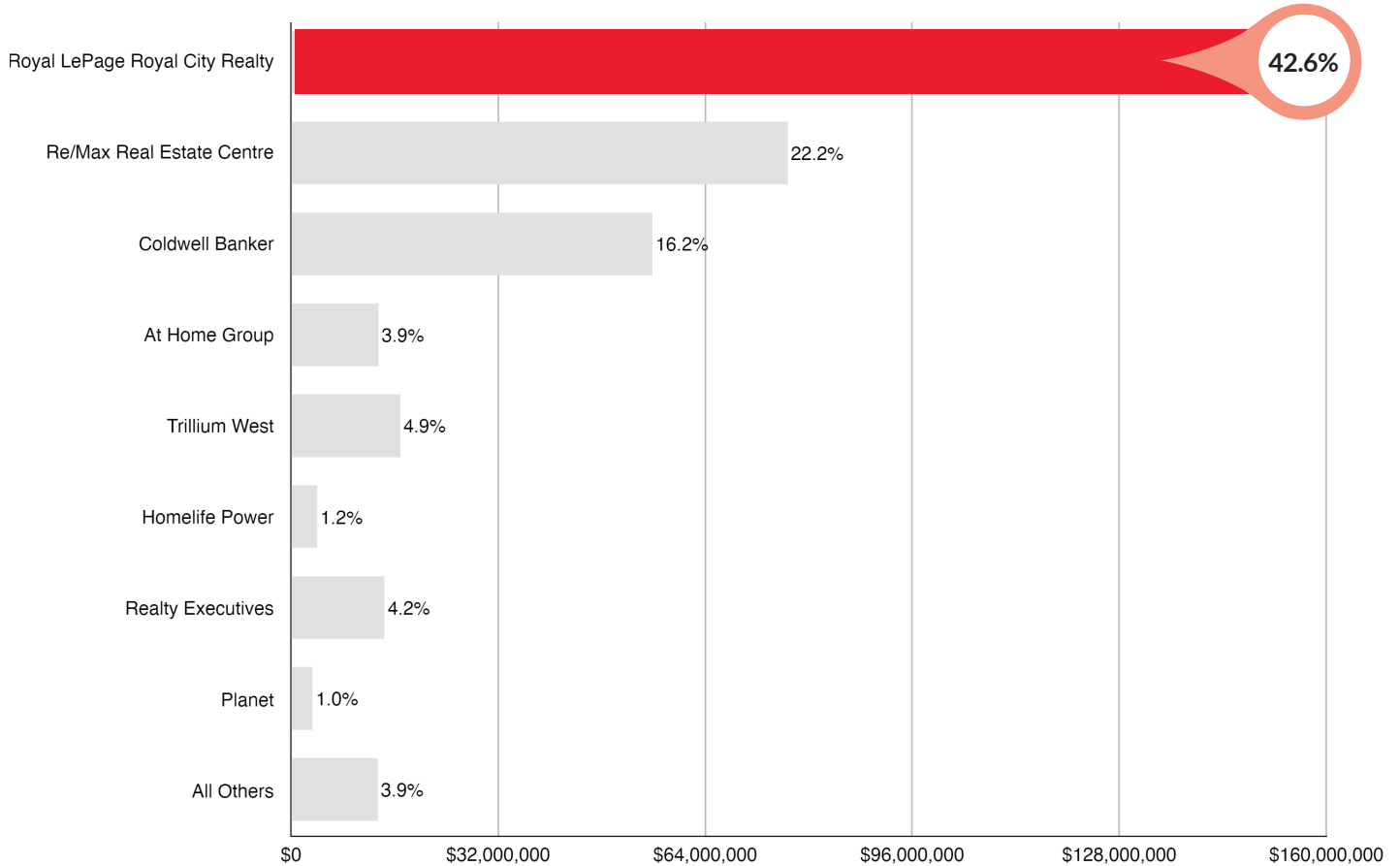
	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
YTD Sales Volume	\$37,650,000 -31.85%	\$3,224,500 +112.84%	\$1,350,000 -30.05%
YTD Unit Sales	29 -19.44%	4 +33.33%	2 -33.33%
YTD Average Sale Price	\$1,298,276 -15.4%	\$806,125 +59.63%	\$675,000 +4.92%
May Sales Volume	\$10,498,000 -45.88%	\$0 -100%	\$660,000 +100%
May Unit Sales	8 -20%	0 -100%	1 +100%

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

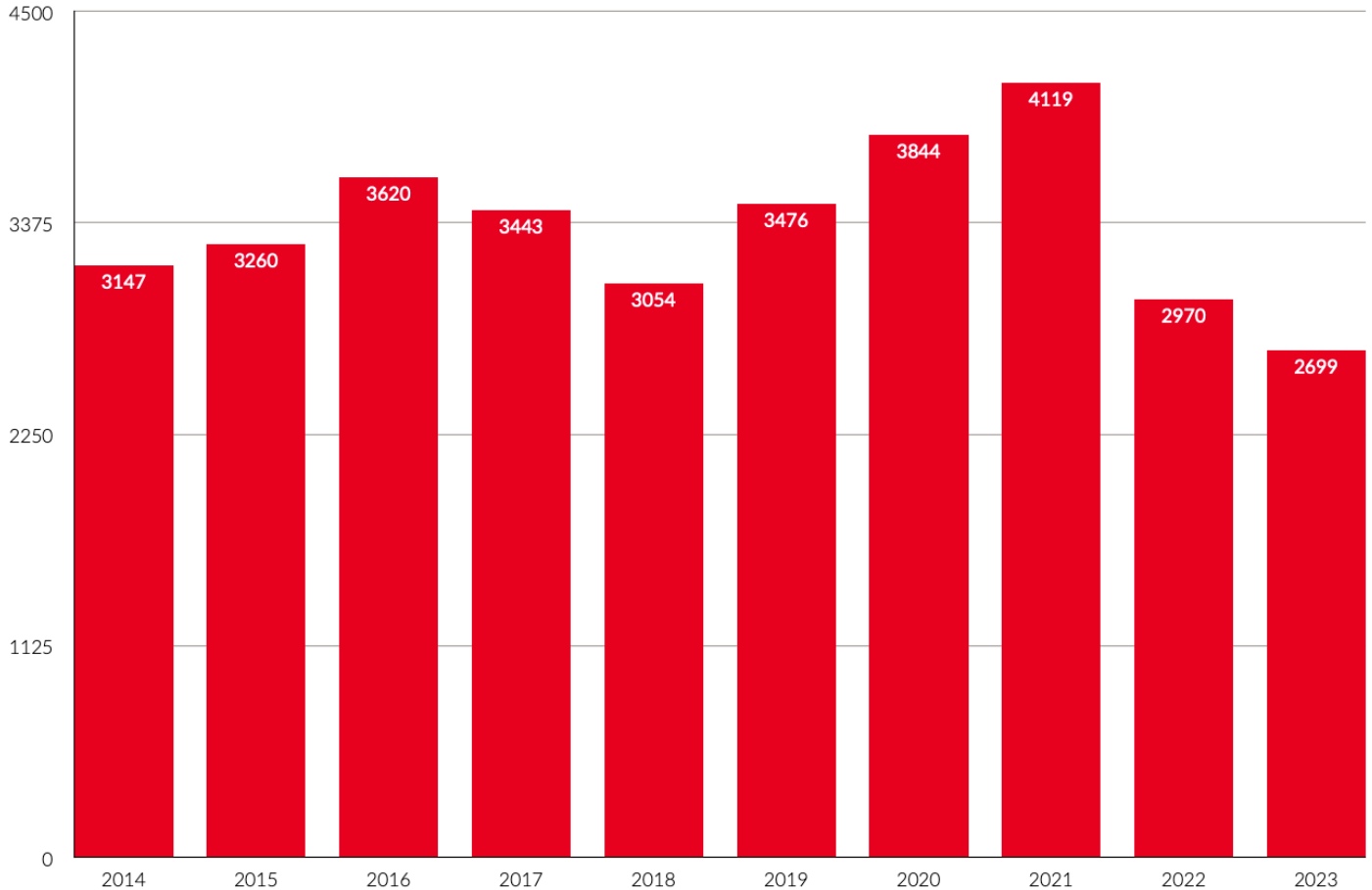


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
May 2024



# 10 YEAR MARKET ANALYSIS



## Units Sold

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# OUR LOCATIONS



## ELORA

519-846-1365  
9 Mill Street E., Elora



## FERGUS

519-843-1365  
162 St. Andrew Street E., Fergus



## GUELPH

519-824-9050  
30 Edinburgh Road N., Guelph



## ROCKWOOD

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



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