



# 2024 JUNE

**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. Although there was a decline in unit sales, the average price and sales volume are higher than last year. The unit sales/listings ratio witnessed a slight decrease, suggesting a more buyer-friendly environment.



### June year-over-year sales volume of \$11,922,500

Up 34.02% from 2023's \$8,896,000 with unit sales of 6 that are down from the 9 last year. New listings of 19 are down 13.64% from a year ago, with the sales/listing ratio of 31.58%, down 9.33%.



### Year-to-date sales volume of \$53,277,000

Down 20.52% from 2023's \$67,029,988 with unit sales of 40 down 21.57% from the 51 in 2023. New listings of 128 are up 10.34% from a year ago, with the sales/listing ratio of 31.25% down 12.72%.



### Year-to-date average sale price of \$1,277,161

Up from \$1,234,191 one year ago with median sale price of \$1,323,750 up from \$883,750 one year ago. Average days-on-market of 34.8 is down 0.7 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.*

## JUNE NUMBERS

Median Sale Price

**\$1,667,500**

+197.77%

Average Sale Price

**\$1,987,083**

+101.03%

Sales Volume

**\$11,922,500**

+34.02%

Unit Sales

**6**

-33.33%

New Listings

**19**

-13.64%

Expired Listings

**1**

No Change

Unit Sales/Listings Ratio

**31.58%**

-9.33%

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

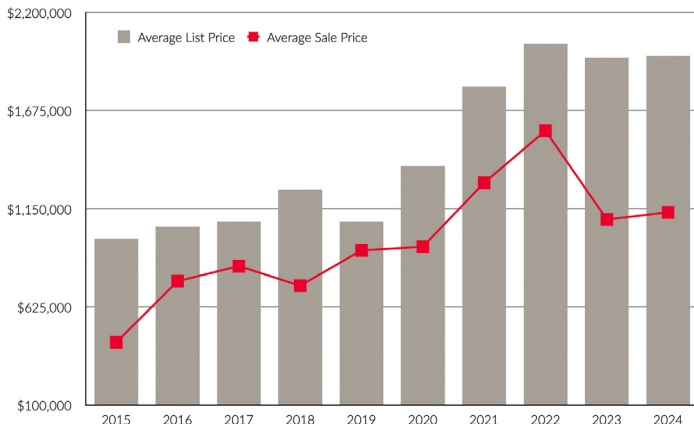
# THE MARKET IN DETAIL

	2022	2023	2024	2023-2024
<b>YTD Volume Sales</b>	\$91,415,647	\$67,029,988	\$53,277,000	-20.52%
<b>YTD Unit Sales</b>	51	51	40	-21.57%
<b>YTD New Listings</b>	118	116	128	+10.34%
<b>YTD Sales/Listings Ratio</b>	43.22%	43.97%	31.25%	-12.72%
<b>YTD Expired Listings</b>	9	12	20	+66.67%
<b>Monthly Volume Sales</b>	\$8,824,900	\$8,896,000	\$11,922,500	+34.02%
<b>Monthly Unit Sales</b>	6	9	6	-33.33%
<b>Monthly New Listings</b>	29	22	19	-13.64%
<b>Monthly Sales/Listings Ratio</b>	20.69%	40.91%	31.58%	-9.33%
<b>Monthly Expired Listings</b>	3	1	1	No Change
<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	14	2	-85.71%
<b>YTD Sales: \$550K-\$749K</b>	11	6	9	+50%
<b>YTD Sales: \$750K-\$999K</b>	0	6	3	-50%
<b>YTD Sales: \$1M-\$2M</b>	19	14	21	+50%
<b>YTD Sales: \$2M+</b>	20	0	0	No Change
<b>YTD Average Days-On-Market</b>	15.50	35.50	34.83	-1.88%
<b>YTD Average Sale Price</b>	\$1,776,934	\$1,234,191	\$1,277,161	+3.48%
<b>YTD Median Sale Price</b>	\$1,910,025	\$883,750	\$1,323,750	+49.79%

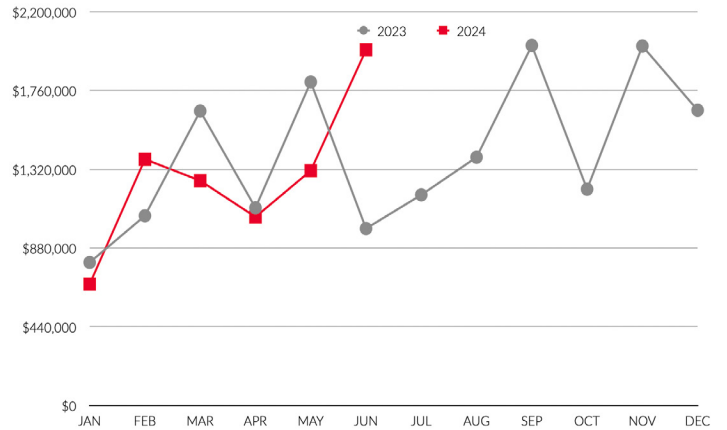
Puslinch MLS Sales and Listing Summary  
2022 vs. 2023 vs. 2024



# AVERAGE SALE PRICE

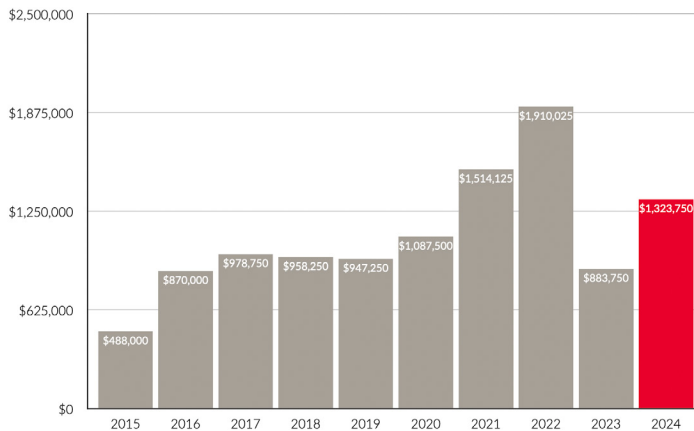


Year-Over-Year

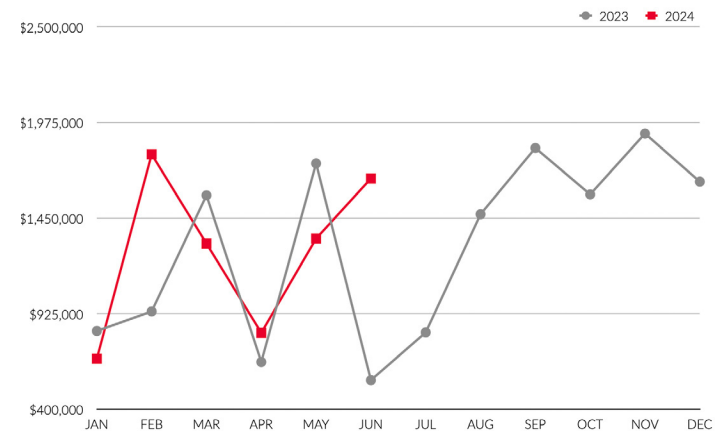


Month-Over-Month 2023 vs. 2024

# MEDIAN SALE PRICE



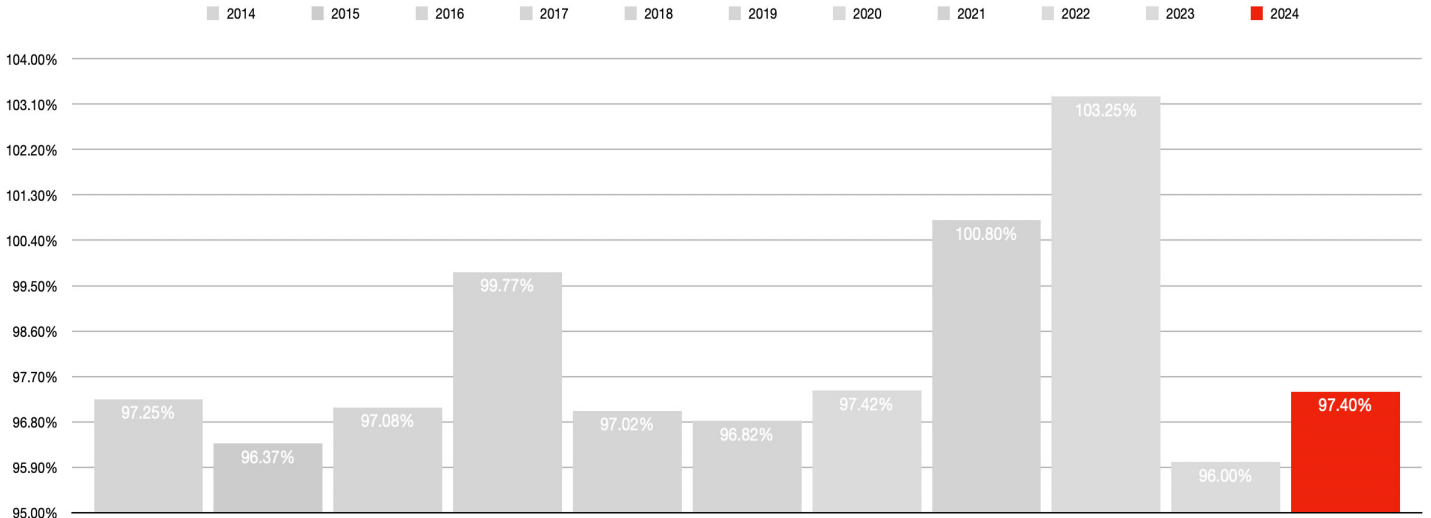
Year-Over-Year



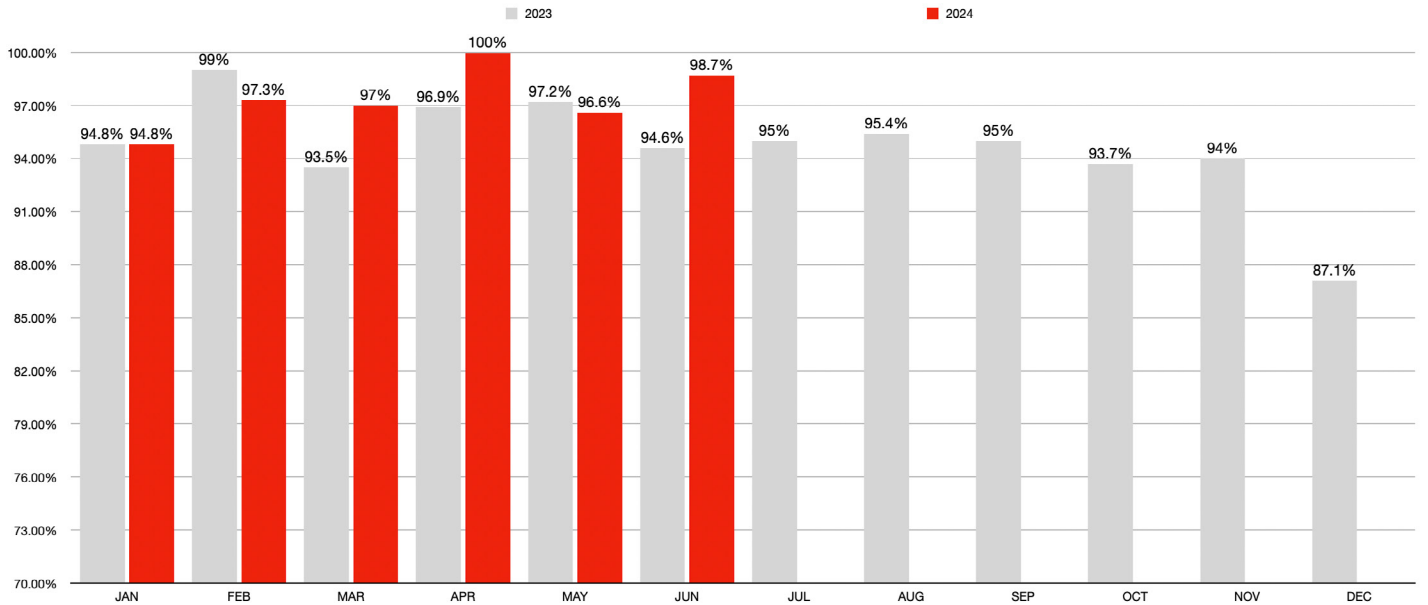
Month-Over-Month 2023 vs. 2024

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

# SALE PRICE VS. LIST PRICE RATIO

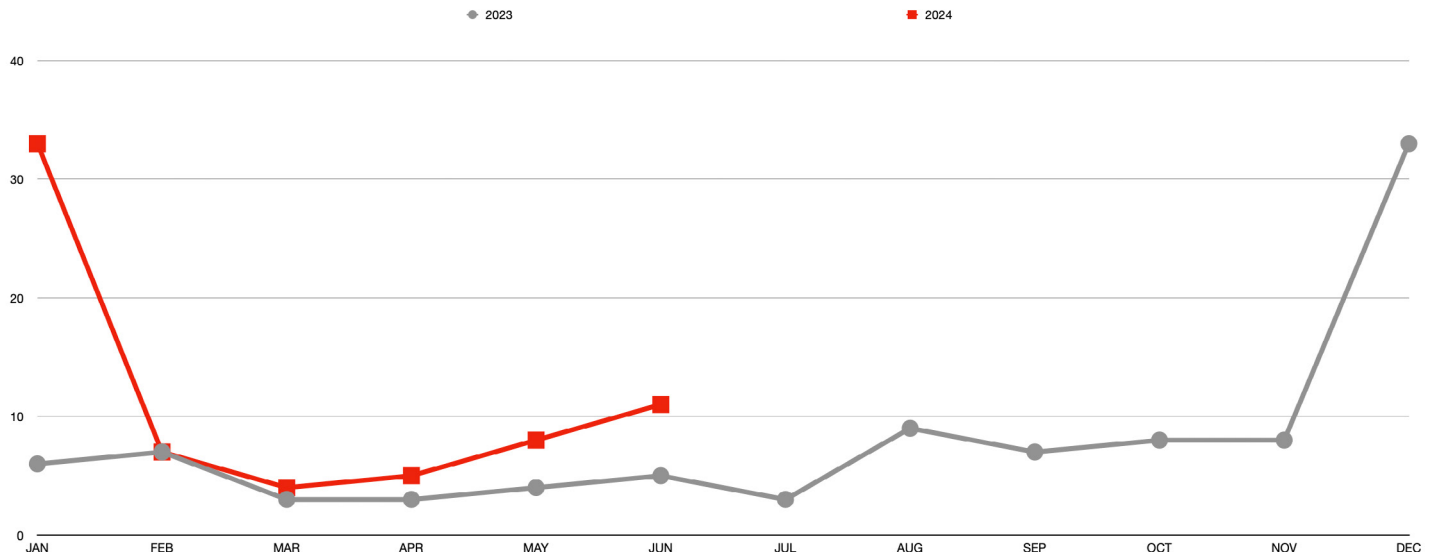


## Year-Over-Year

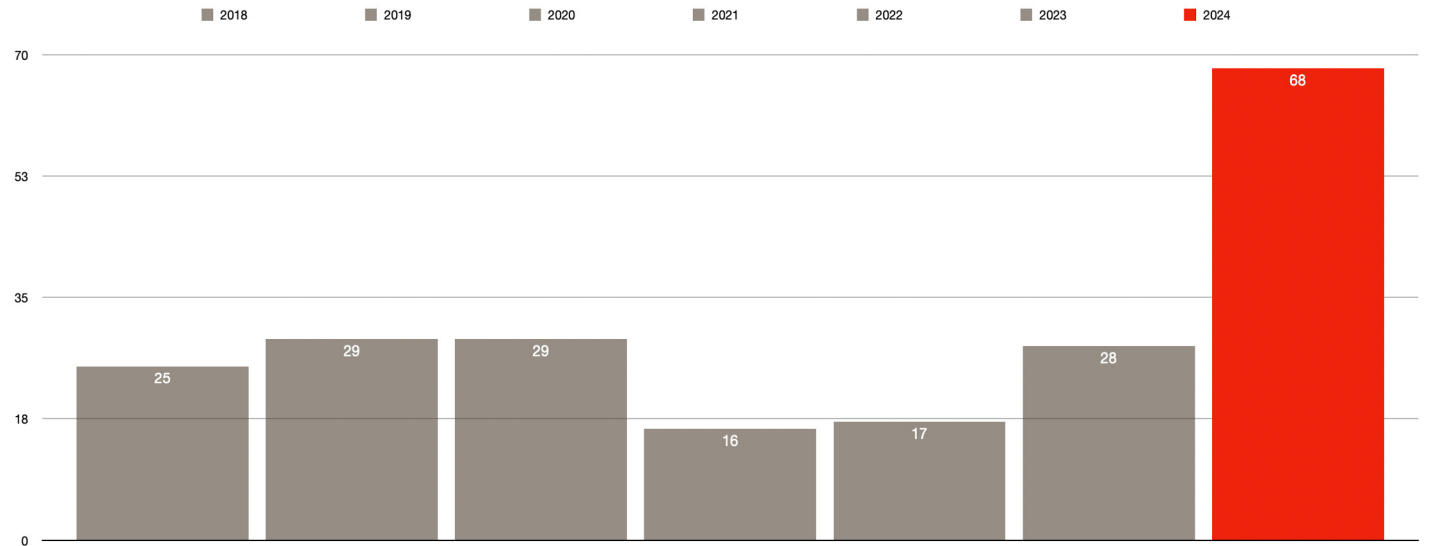


## Month-Over-Month 2023 vs. 2024

# MONTHS OF INVENTORY

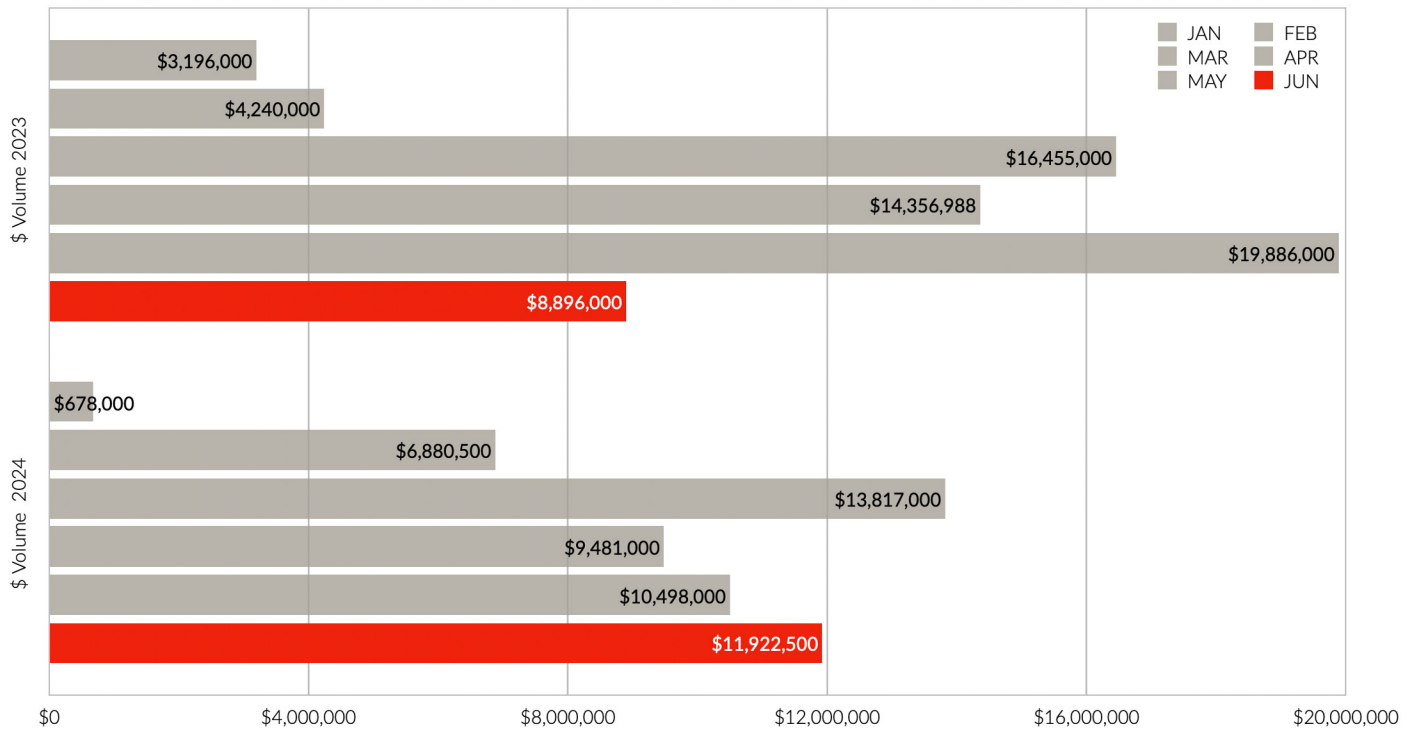


Month-Over-Month 2023 vs. 2024

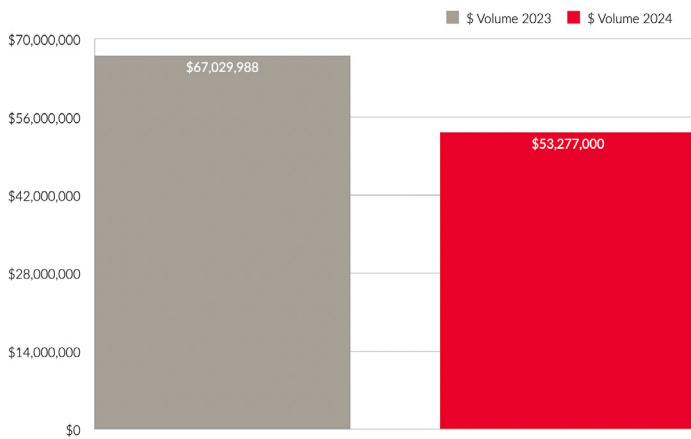


Year-Over-Year

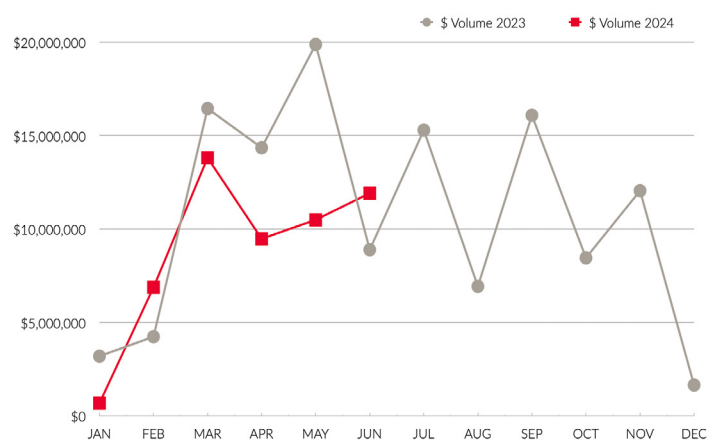
# DOLLAR VOLUME SALES



## Monthly Comparison 2023 vs. 2024

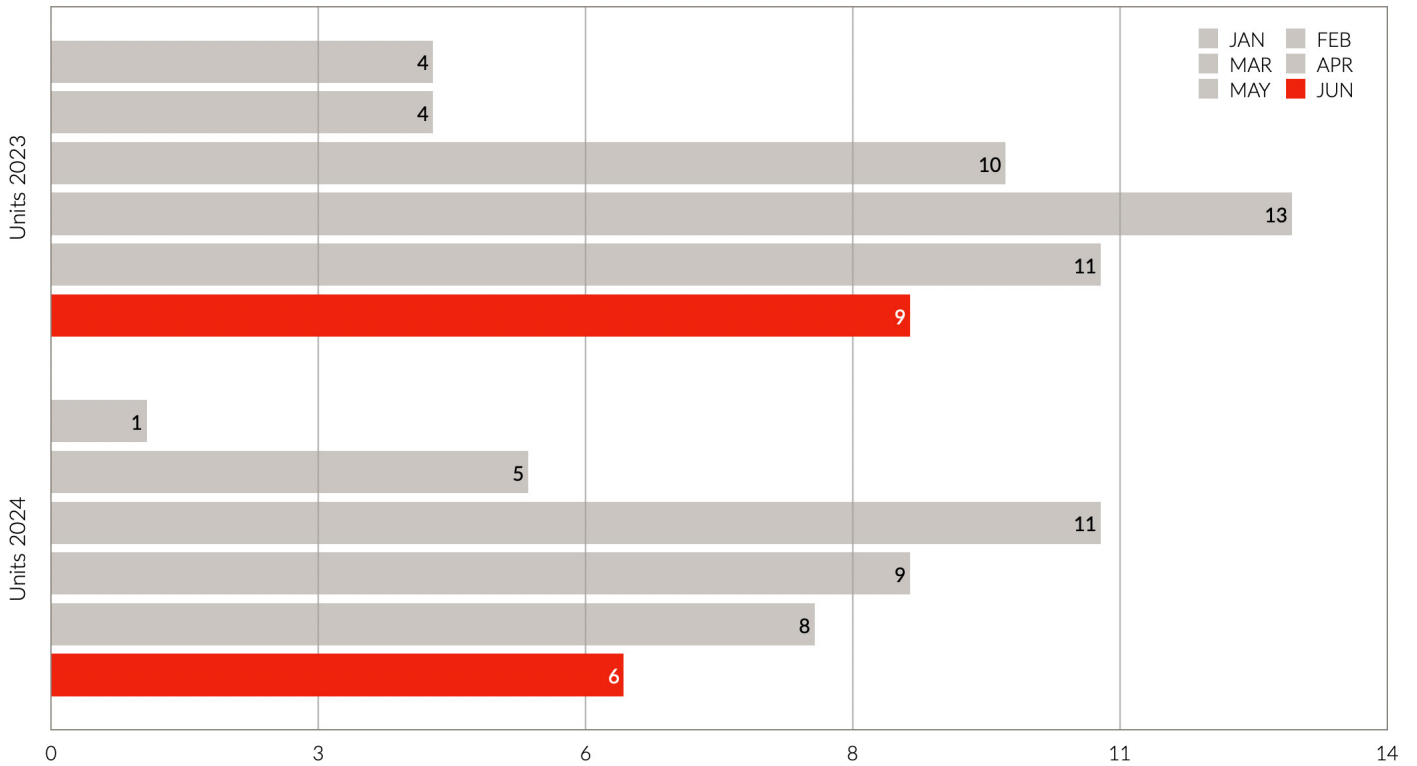


## Yearly Totals 2023 vs. 2024

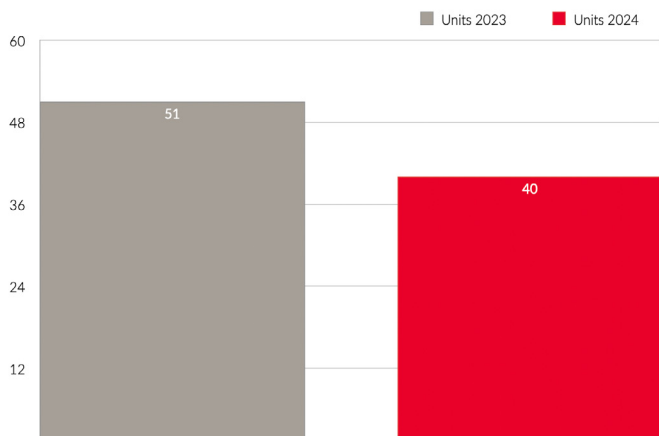


## Month vs. Month 2023 vs. 2024

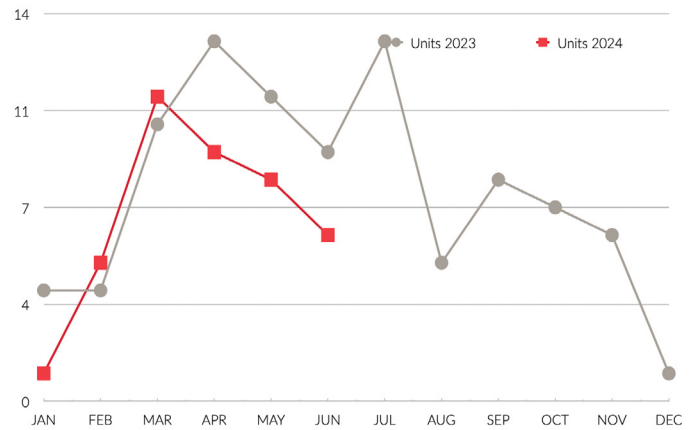
# UNIT SALES



Monthly Comparison 2023 vs. 2024



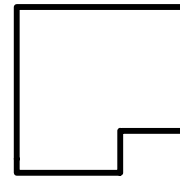
Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024



# SALES BY TYPE

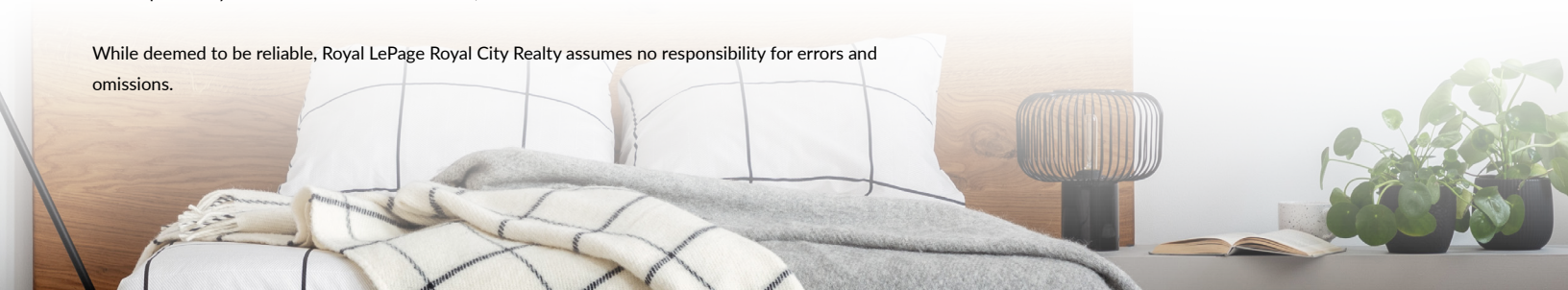


	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
YTD Sales Volume	\$46,422,500 -26.61%	\$6,374,500 +226.56%	\$2,547,000 +31.97%
YTD Unit Sales	34 -20.93%	5 +25%	4 +33.33%
YTD Average Sale Price	\$1,365,368 -7.18%	\$1,274,900 +161.25%	\$636,750 -1.02%
June Sales Volume	\$8,772,500 +9.53%	\$3,150,000 +620.82%	\$1,197,000 Up from \$0
June Unit Sales	5 -28.57%	1 No Change	2 Up from 0

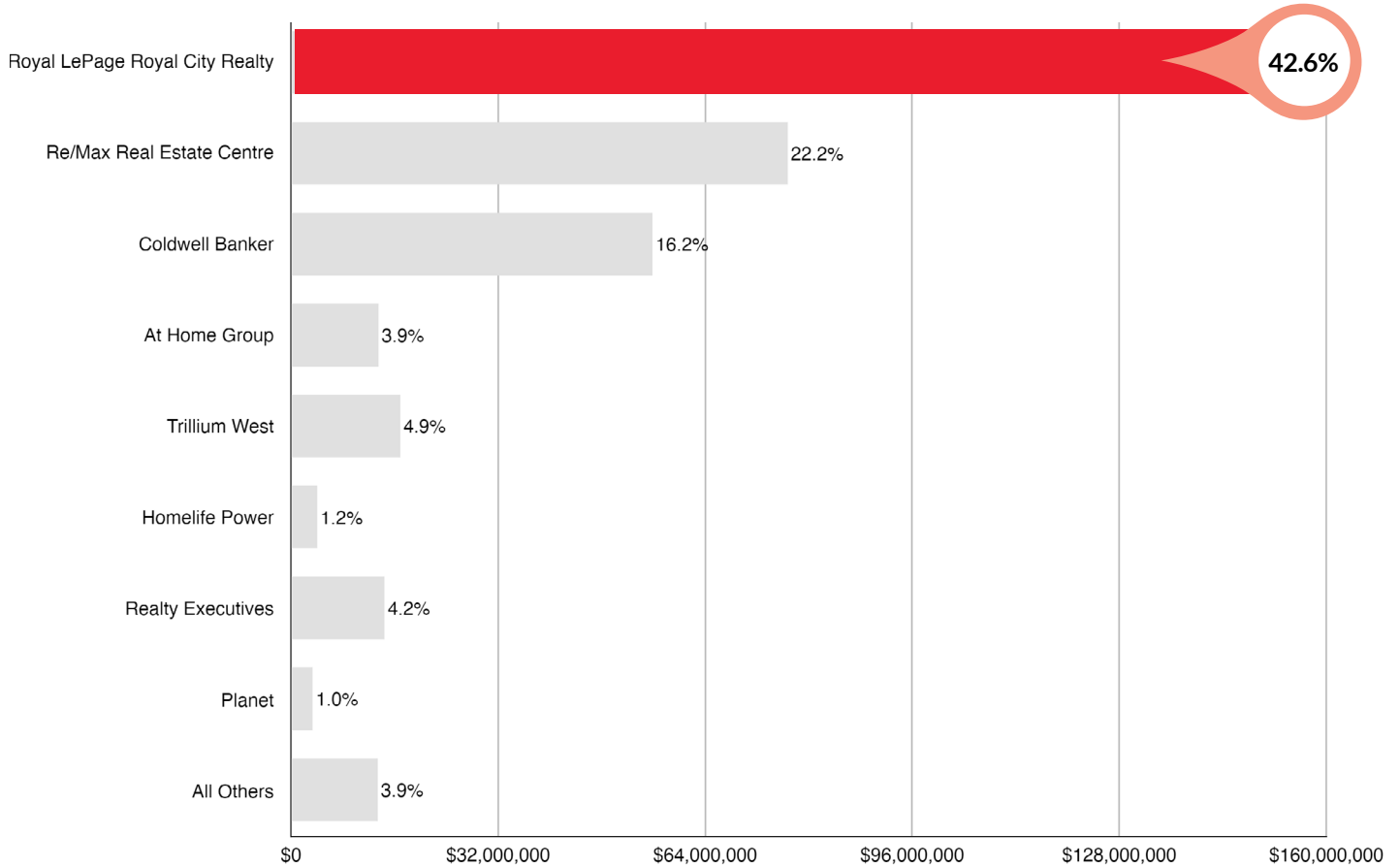
NOTE: All MLS® sales data in this report comes from the Guelph Association Of REALTORS® and refers specifically to residential sales as of June 1, 2024.

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

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# MARKET DOMINANCE

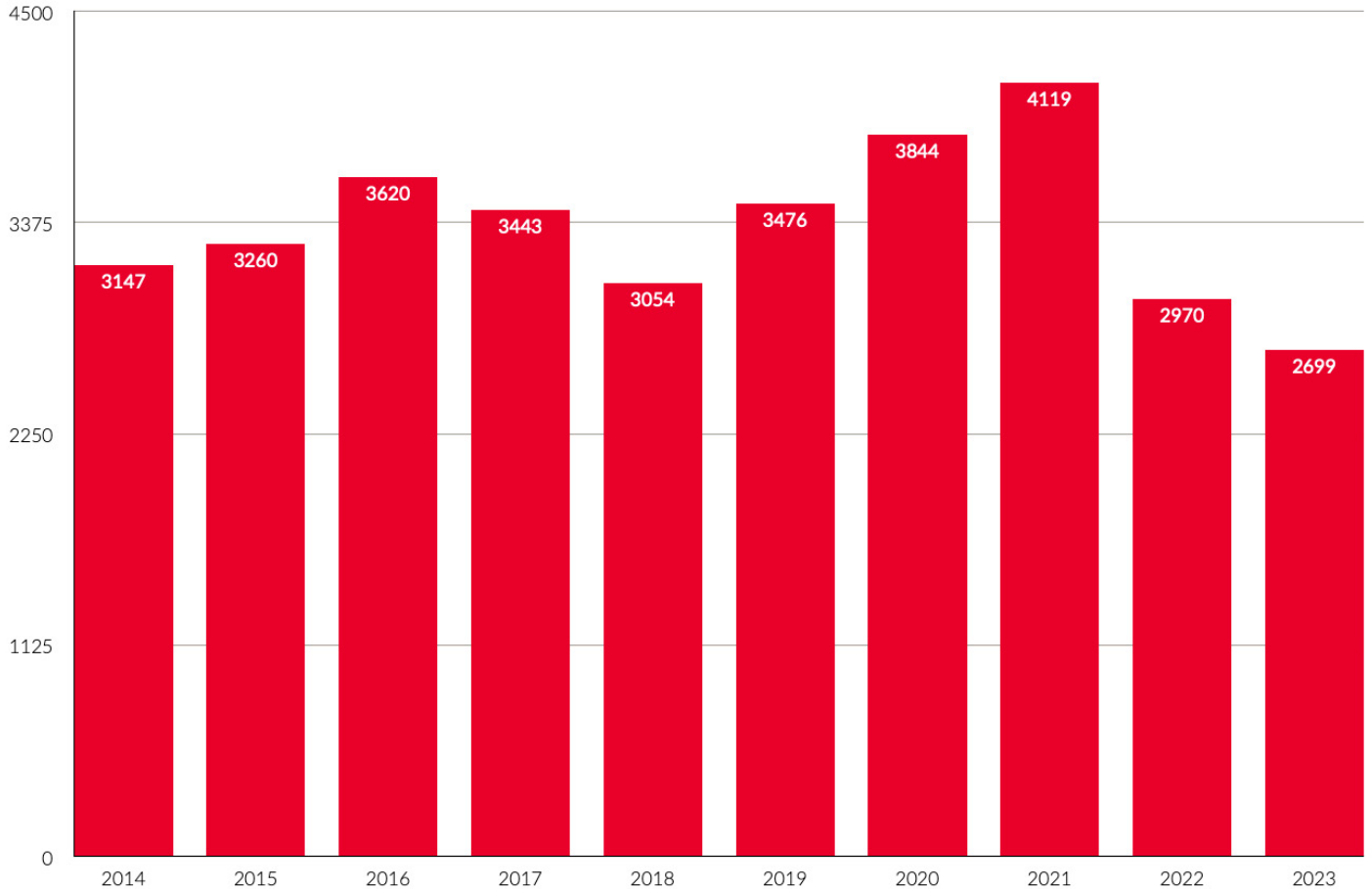


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
June 2024



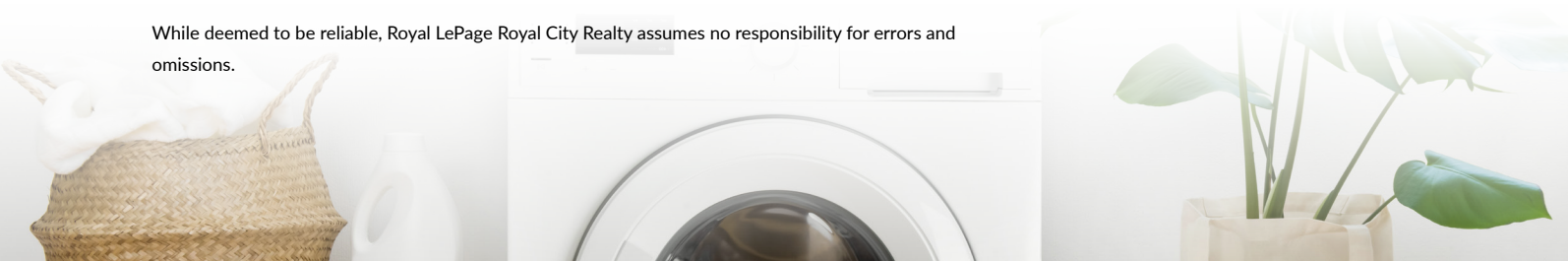
# 10 YEAR MARKET ANALYSIS



## 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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