



2024
JULY

PUSLINCH

Real Estate Market Report



OVERVIEW

BUYER'S MARKET

The **Puslinch** real estate market remains a buyer's market this month. Although there was a decline in unit sales and sales volume, both the median and average sale prices are significantly higher than last year. The unit sales/listings ratio witnessed a notable decrease, suggesting a more buyer-friendly environment.



July year-over-year sales volume of \$12,225,000

Down 20.09% from 2023's \$15,299,000 with unit sales of 8 that are down from the 13 last year. New listings of 21 are down 4.55% from a year ago, with the sales/listing ratio of 38.1%, down 21%.



Year-to-date sales volume of \$65,502,000

Down 20.44% from 2023's \$82,328,988 with unit sales of 48 down 25% from the 64 in 2023. New listings of 149 are up 7.97% from a year ago, with the sales/listing ratio of 32.21% down 14.16%.



Year-to-date average sale price of \$1,313,013

Up from \$1,225,999 one year ago with median sale price of \$1,337,500 up from \$830,000 one year ago. Average days-on-market of 39 is up 3.7 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.

JULY NUMBERS

Median Sale Price

\$1,482,500

+80.24%

Average Sale Price

\$1,528,125

+29.85%

Sales Volume

\$12,225,000

-20.09%

Unit Sales

8

-38.46%

New Listings

21

-4.55%

Expired Listings

4

-33.33%

Unit Sales/Listings Ratio

38.1%

-21%

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

THE MARKET IN DETAIL

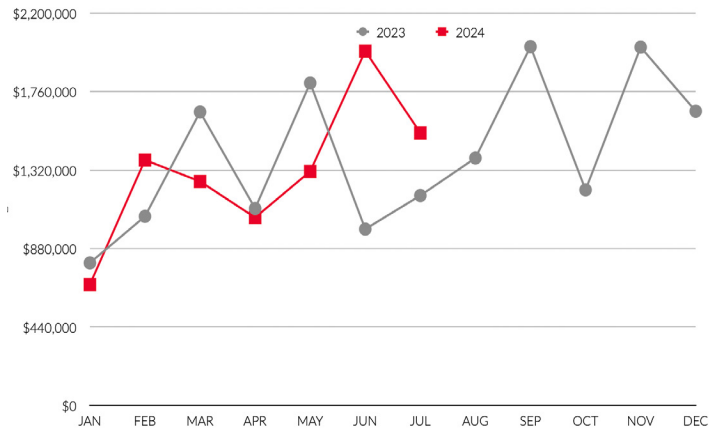
	2022	2023	2024	2023-2024
YTD Volume Sales	\$110,355,147	\$82,328,988	\$65,502,000	-20.44%
YTD Unit Sales	62	64	48	-25%
YTD New Listings	136	138	149	+7.97%
YTD Sales/Listings Ratio	45.59%	46.38%	32.21%	-14.16%
YTD Expired Listings	12	18	24	+33.33%
Monthly Volume Sales	\$18,939,500	\$15,299,000	\$12,225,000	-20.09%
Monthly Unit Sales	11	13	8	-38.46%
Monthly New Listings	18	22	21	-4.55%
Monthly Sales/Listings Ratio	61.11%	59.09%	38.10%	-21%
Monthly Expired Listings	3	6	4	-33.33%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	0	0	0	No Change
YTD Sales: \$350K-\$549K	1	16	3	-81.25%
YTD Sales: \$550K-\$749K	12	10	10	No Change
YTD Sales: \$750K-\$999K	1	8	4	-50%
YTD Sales: \$1M-\$2M	23	17	24	+41.18%
YTD Sales: \$2M+	25	13	6	-53.85%
YTD Average Days-On-Market	17.29	35.29	39.00	+10.53%
YTD Average Sale Price	\$1,769,054	\$1,225,999	\$1,313,013	+7.1%
YTD Median Sale Price	\$1,837,550	\$830,000	\$1,337,500	+61.14%

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

AVERAGE SALE PRICE

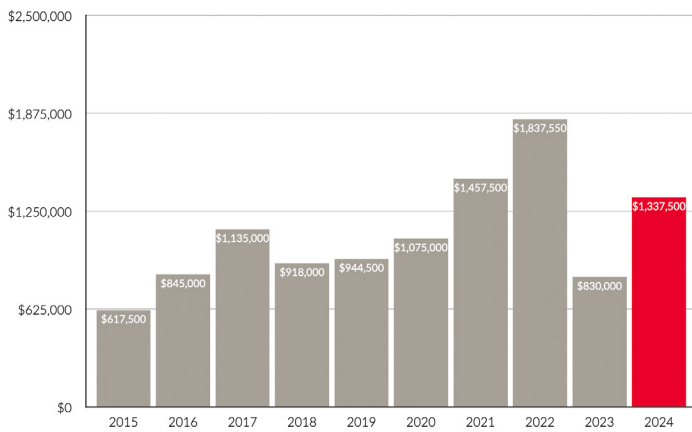


Year-Over-Year

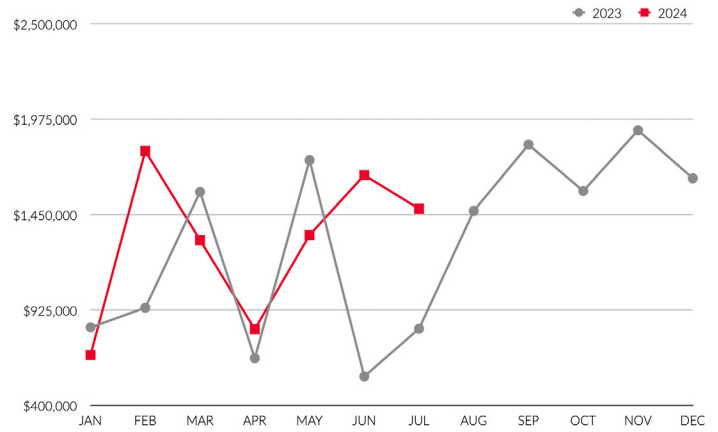


Month-Over-Month 2023 vs. 2024

MEDIAN SALE PRICE



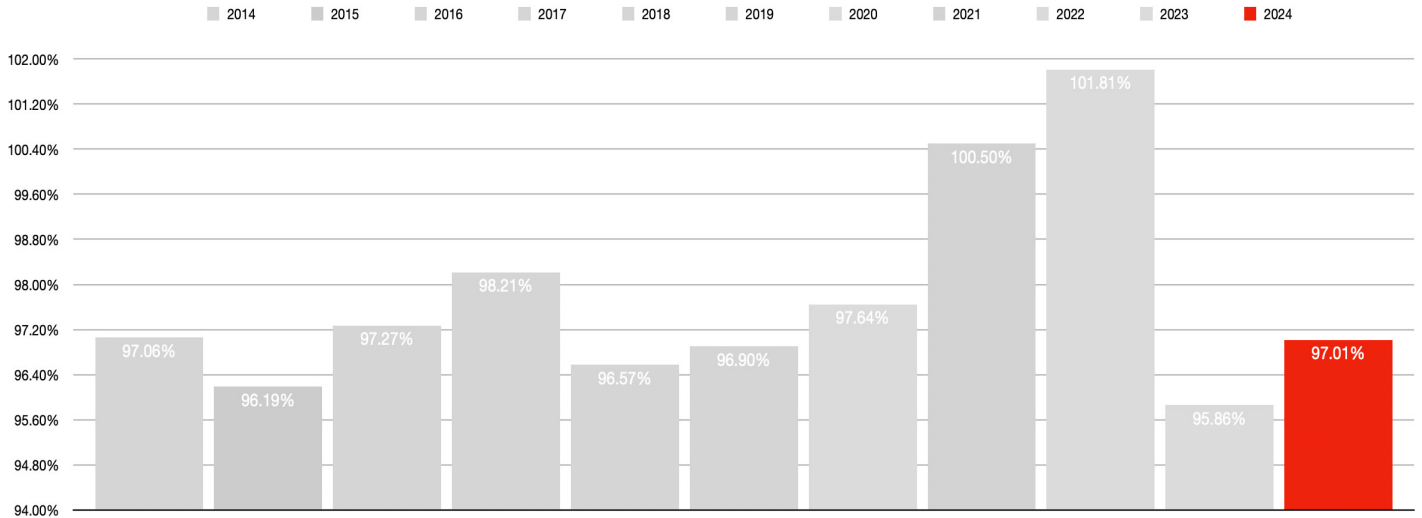
Year-Over-Year



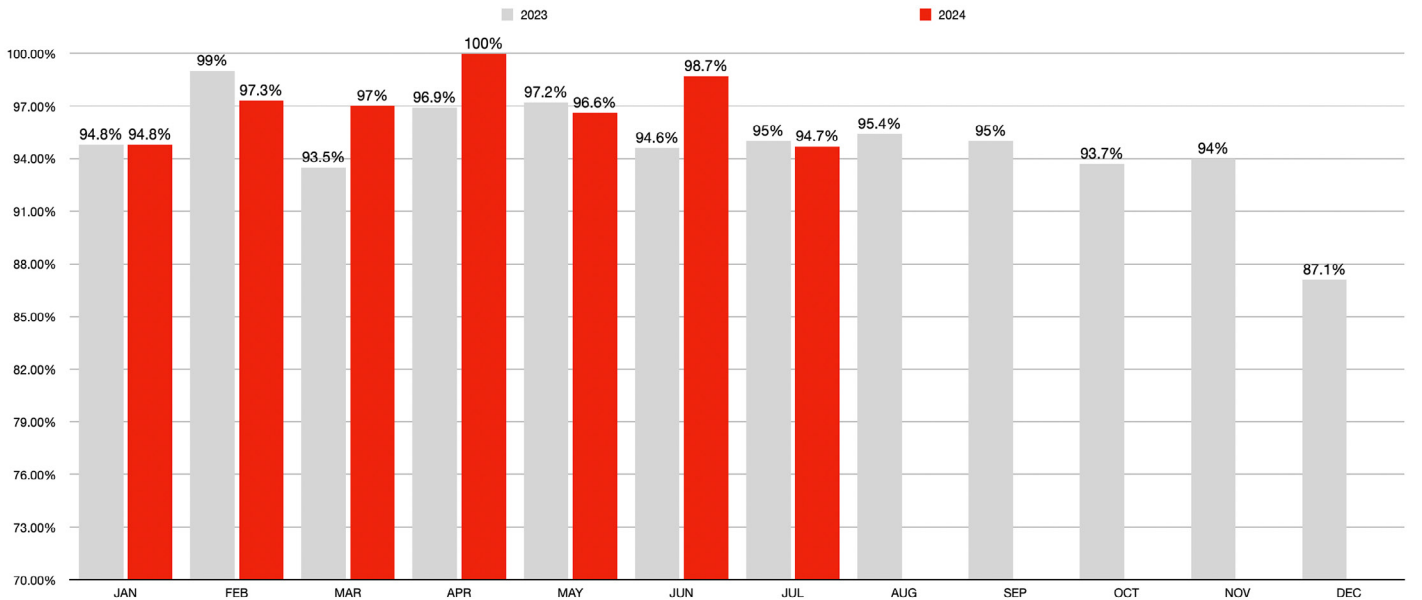
Month-Over-Month 2023 vs. 2024

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

SALE PRICE VS. LIST PRICE RATIO

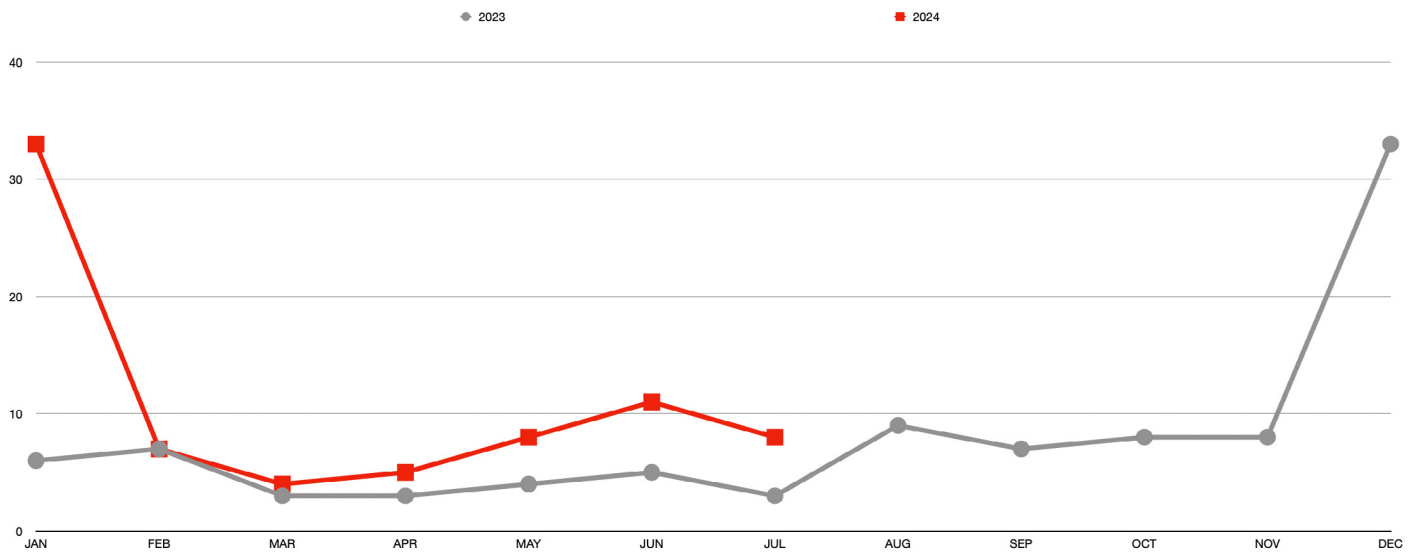


Year-Over-Year

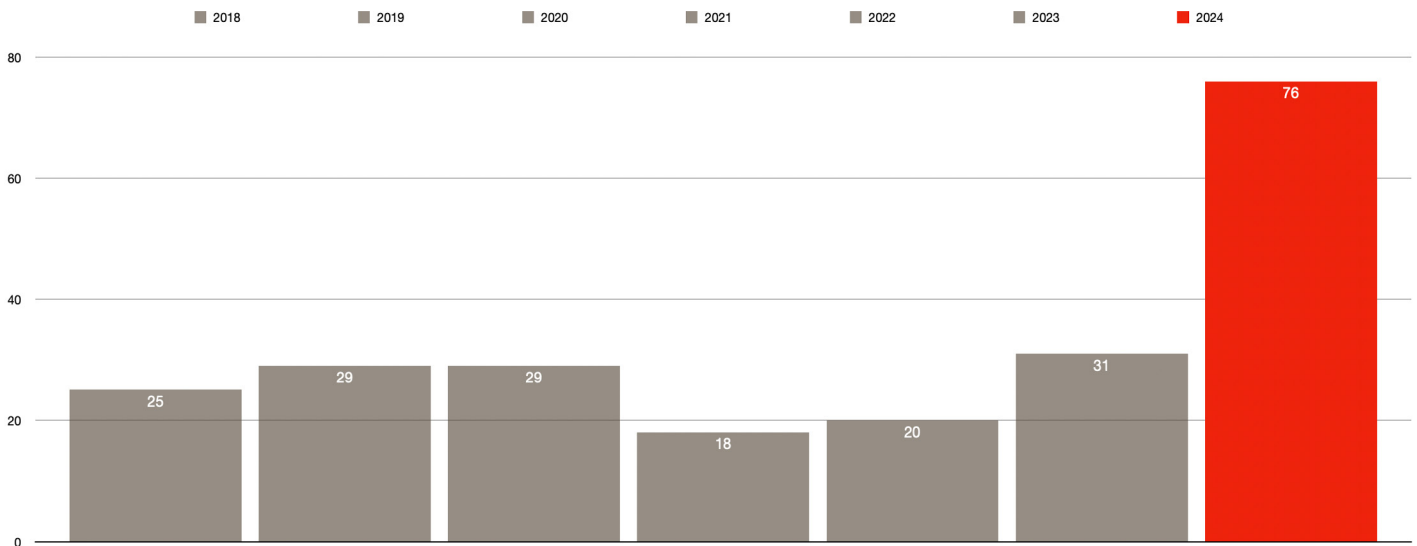


Month-Over-Month 2023 vs. 2024

MONTHS OF INVENTORY

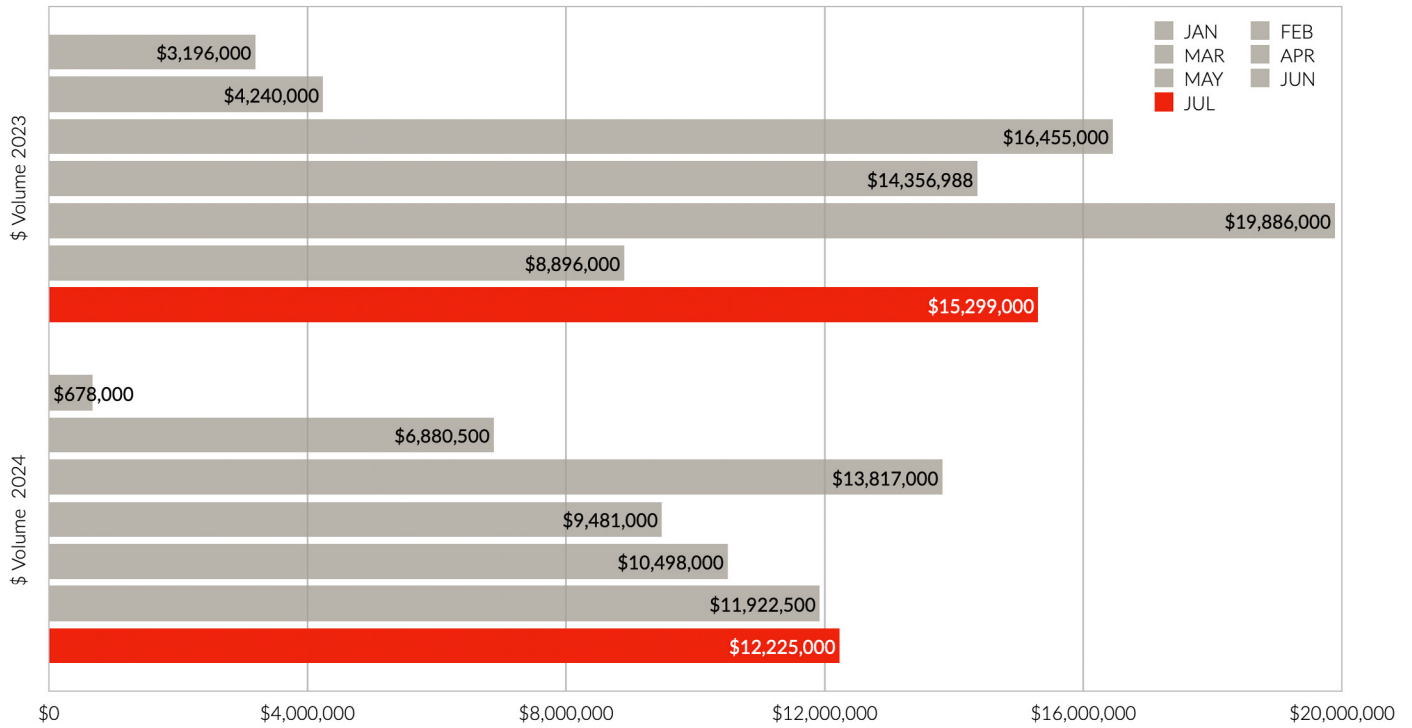


Month-Over-Month 2023 vs. 2024

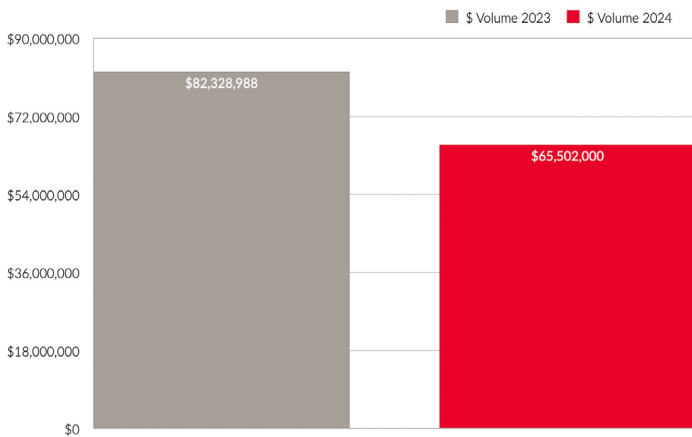


Year-Over-Year

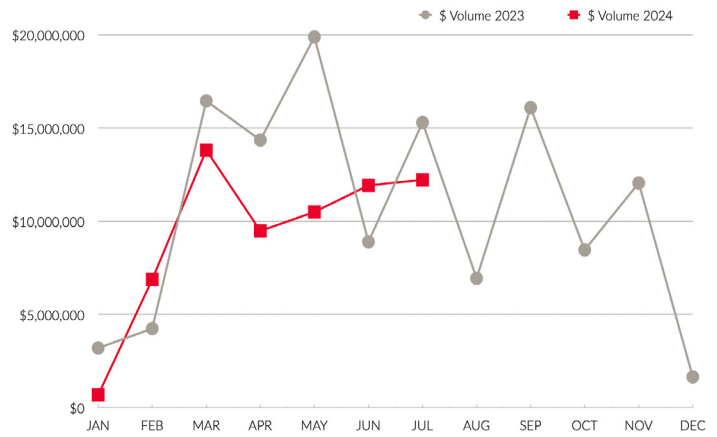
DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

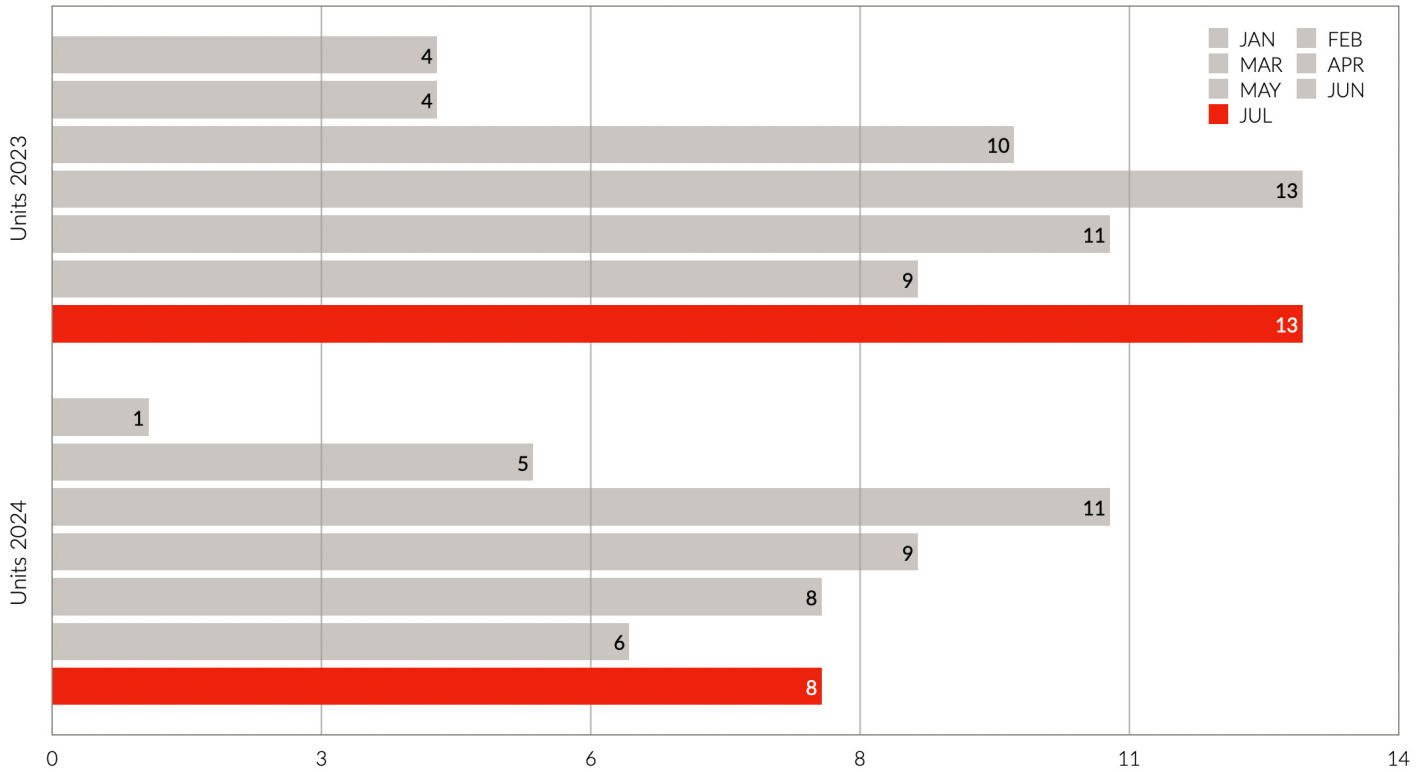


Yearly Totals 2023 vs. 2024

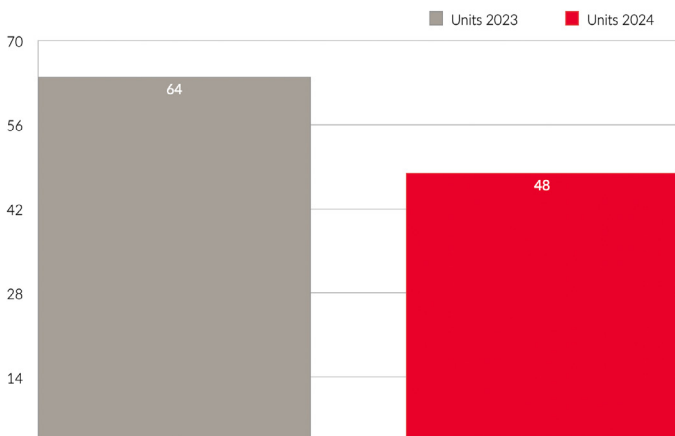


Month vs. Month 2023 vs. 2024

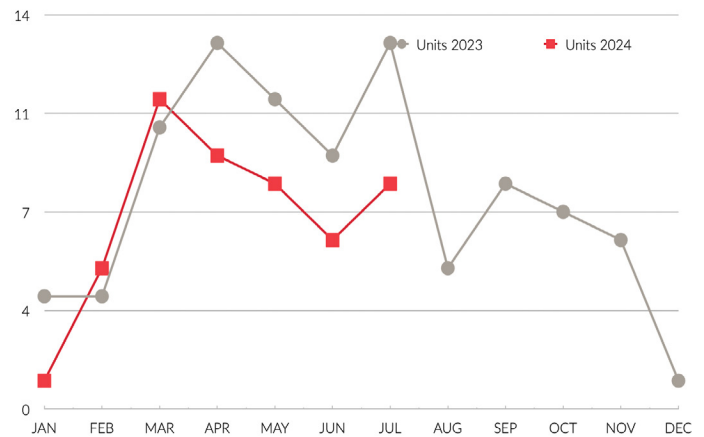
UNIT SALES



Monthly Comparison 2023 vs. 2024

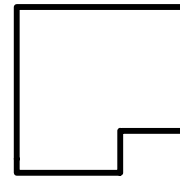


Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

SALES BY TYPE

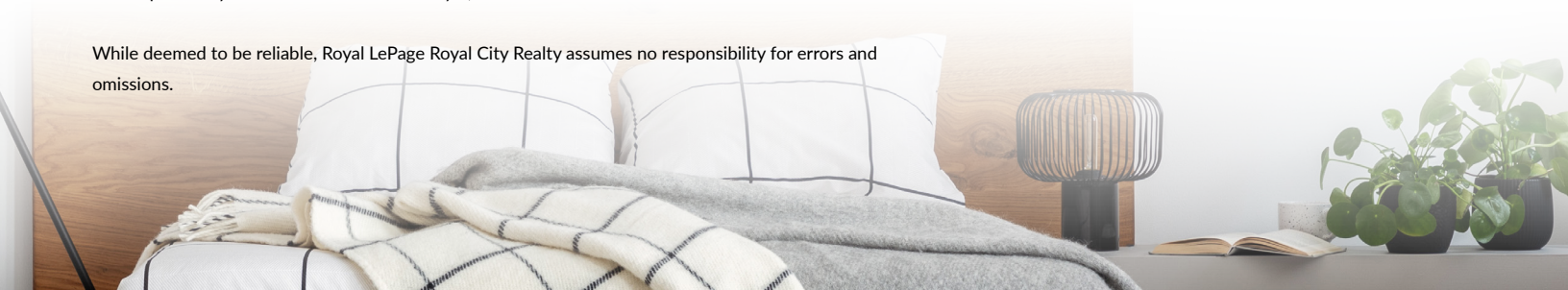


	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$58,167,500 -25.52%	\$6,374,500 +226.56%	\$2,547,000 +31.97%
YTD Unit Sales	41 -25.45%	5 +25%	4 +33.33%
YTD Average Sale Price	\$1,418,720 -0.09%	\$1,274,900 +161.25%	\$636,750 -1.02%
July Sales Volume	\$11,745,000 -20.88%	\$0 No Change	\$0 No Change
July Unit Sales	7 -41.67%	0 No Change	0 No Change

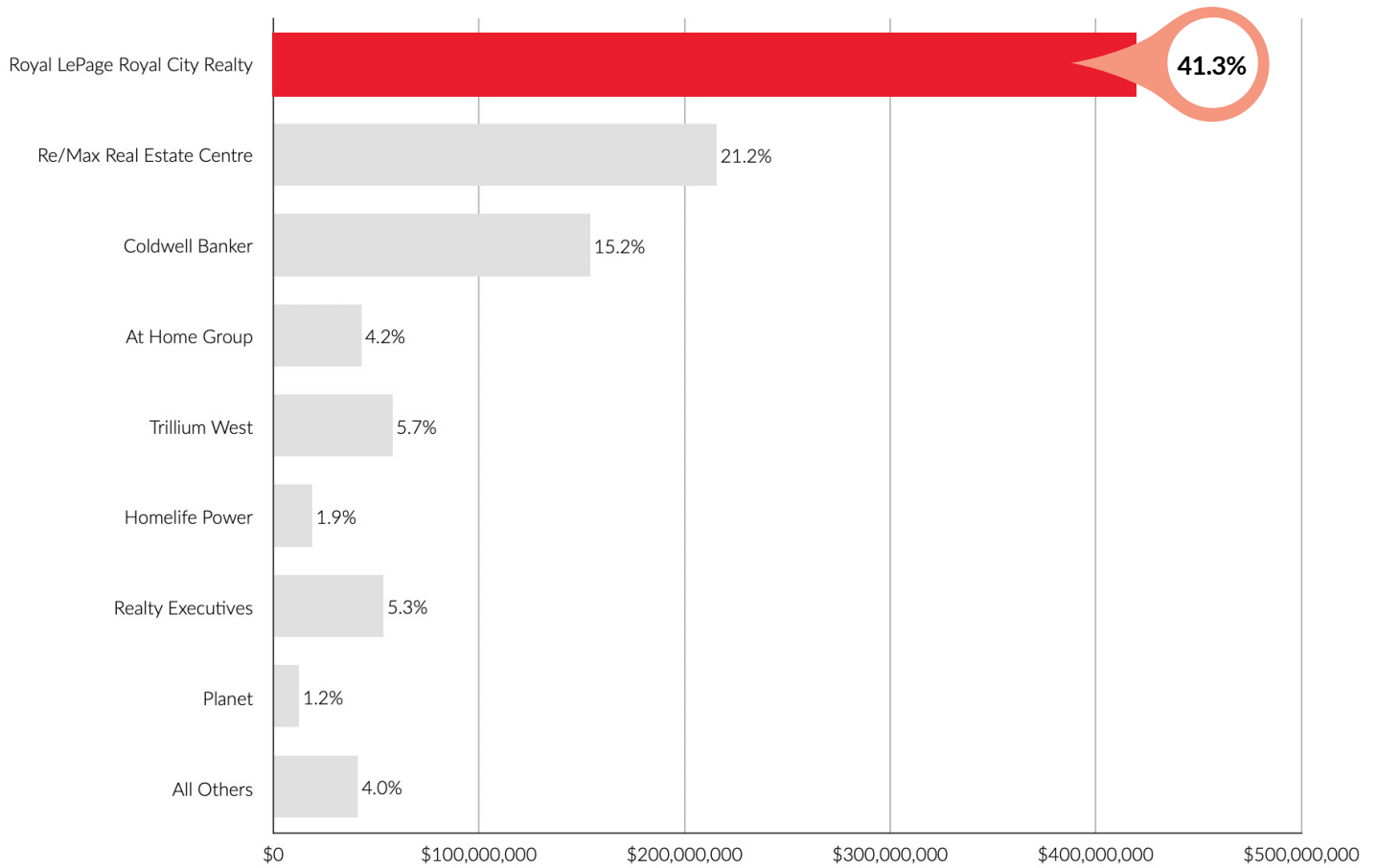
NOTE: All MLS® sales data in this report comes from the Guelph Association Of REALTORS® and refers specifically to residential sales as of July 1, 2024.

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

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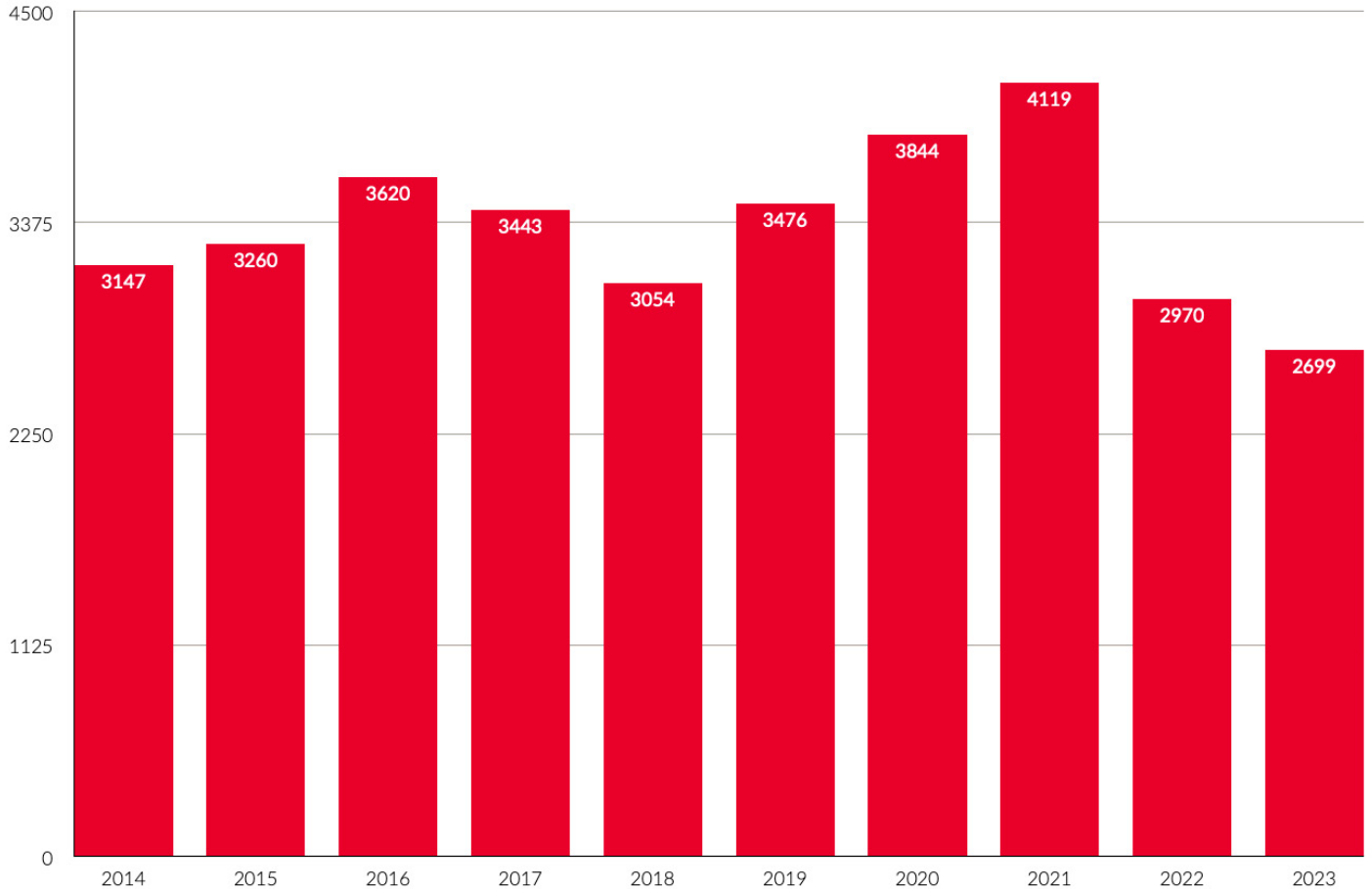
MARKET DOMINANCE



Market Share by Dollar Volume Within Wellington County
Listing Selling Ends Combined for Guelph Based Companies
July 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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