



2024 **AUGUST**

PUSLINCH

Real Estate Market Report



OVERVIEW

BUYER'S MARKET

The **Puslinch** real estate market is experiencing a shift this month with a unit sales/listings ratio of 80%. The median sale price dropped by 28.62%, but the average sale price surged by 30.79%, indicating high-value property sales. Sales volume more than doubled with a 109.27% increase, and unit sales rose by 60%. New listings decreased by 44.44%, while expired listings returned to the market. The unit sales/listings ratio jumped by 52.22%, reflecting strong demand and limited supply, favoring sellers.



August year-over-year sales volume of \$14,515,000

Up 109.27% from 2023's \$6,936,000 with unit sales of 8 that are up from the 5 last year. New listings of 10 are down 44.44% from a year ago, with the sales/listing ratio of 80%, up 52.22%.



Year-to-date sales volume of \$80,017,000

Down 10.36% from 2023's \$89,264,988 with unit sales of 56 down 18.84% from the 69 in 2023. New listings of 159 are up 1.92% from a year ago, with the sales/listing ratio of 35.22% down 9.01%.



Year-to-date average sale price of \$1,375,684

Up from \$1,246,149 one year ago with median sale price of \$1,323,750 up from \$883,750 one year ago. Average days-on-market of 40.4 is up 4.13 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.

AUGUST NUMBERS

Median Sale Price

\$1,050,000

-28.62%

Average Sale Price

\$1,814,375

+30.79%

Sales Volume

\$14,515,000

+109.27%

Unit Sales

8

+60%

New Listings

10

-44.44%

Expired Listings

9

Up from 0

Unit Sales/Listings Ratio

80%

+52.22%

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

THE MARKET IN DETAIL

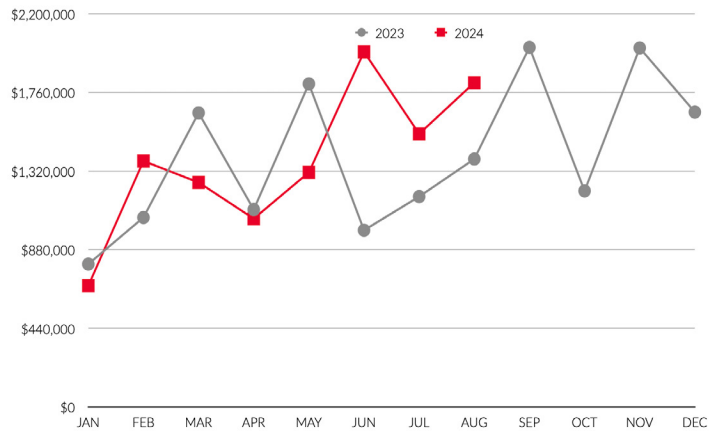
	2022	2023	2024	2023-2024
YTD Volume Sales	\$118,477,147	\$89,264,988	\$80,017,000	-10.36%
YTD Unit Sales	67	69	56	-18.84%
YTD New Listings	155	156	159	+1.92%
YTD Sales/Listings Ratio	43.23%	44.23%	35.22%	-9.01%
YTD Expired Listings	12	18	33	+83.33%
Monthly Volume Sales	\$8,122,000	\$6,936,000	\$14,515,000	+109.27%
Monthly Unit Sales	5	5	8	+60%
Monthly New Listings	19	18	10	-44.44%
Monthly Sales/Listings Ratio	26.32%	27.78%	80.00%	+52.22%
Monthly Expired Listings	0	0	9	Up 9
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	0	0	0	No Change
YTD Sales: \$350K-\$549K	2	17	5	-70.59%
YTD Sales: \$550K-\$749K	12	10	12	+20%
YTD Sales: \$750K-\$999K	1	9	4	-55.56%
YTD Sales: \$1M-\$2M	26	19	25	+31.58%
YTD Sales: \$2M+	26	14	9	-35.71%
YTD Average Days-On-Market	19.88	36.25	40.38	+11.38%
YTD Average Sale Price	\$1,750,972	\$1,246,149	\$1,375,684	+10.39%
YTD Median Sale Price	\$1,831,275	\$883,750	\$1,323,750	+49.79%

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

AVERAGE SALE PRICE

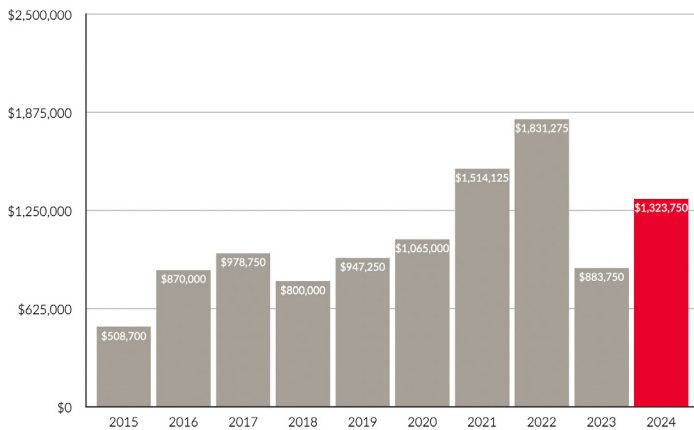


Year-Over-Year

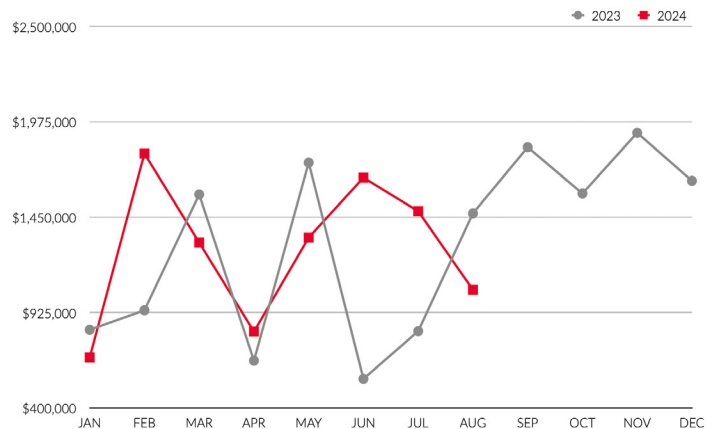


Month-Over-Month 2023 vs. 2024

MEDIAN SALE PRICE



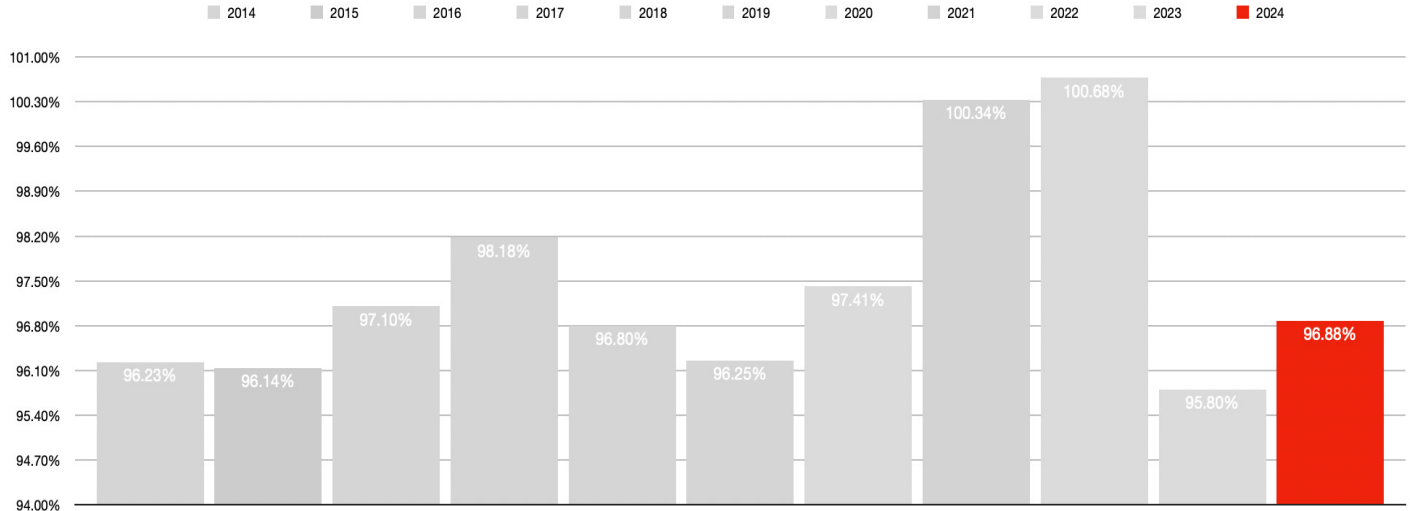
Year-Over-Year



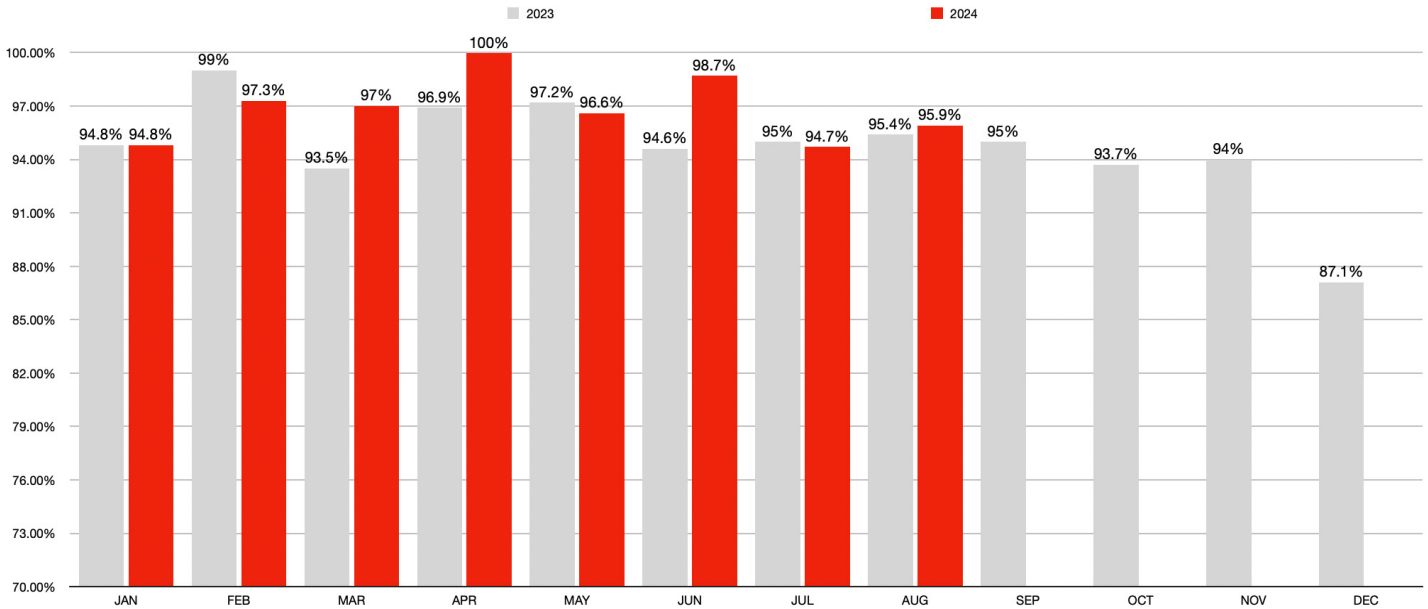
Month-Over-Month 2023 vs. 2024

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

SALE PRICE VS. LIST PRICE RATIO

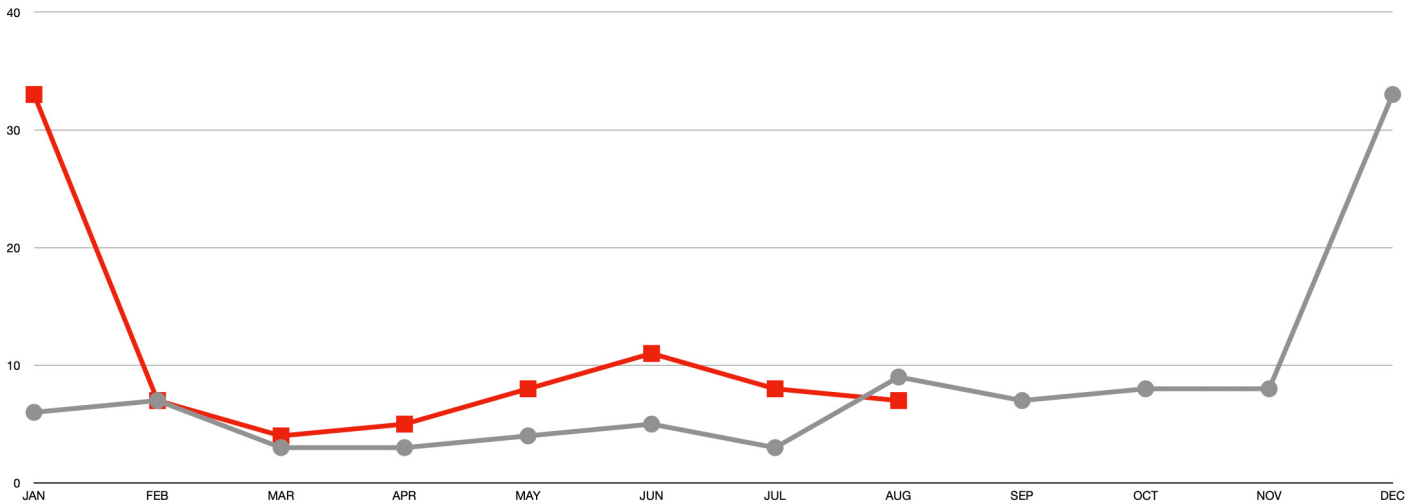


Year-Over-Year

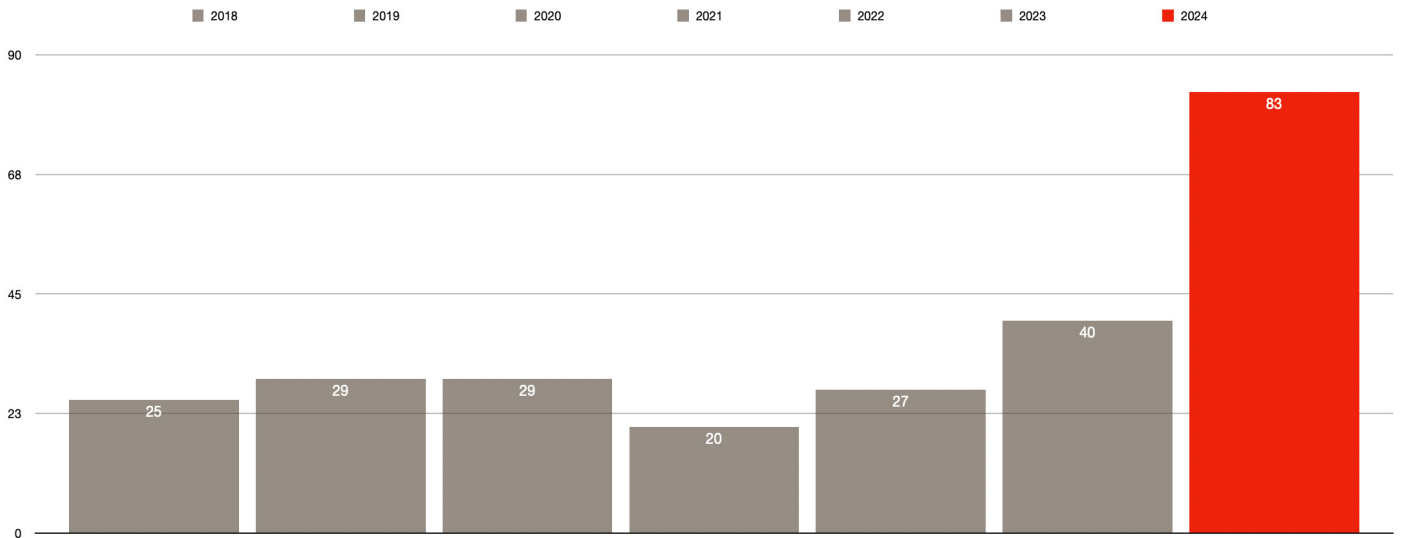


Month-Over-Month 2023 vs. 2024

MONTHS OF INVENTORY

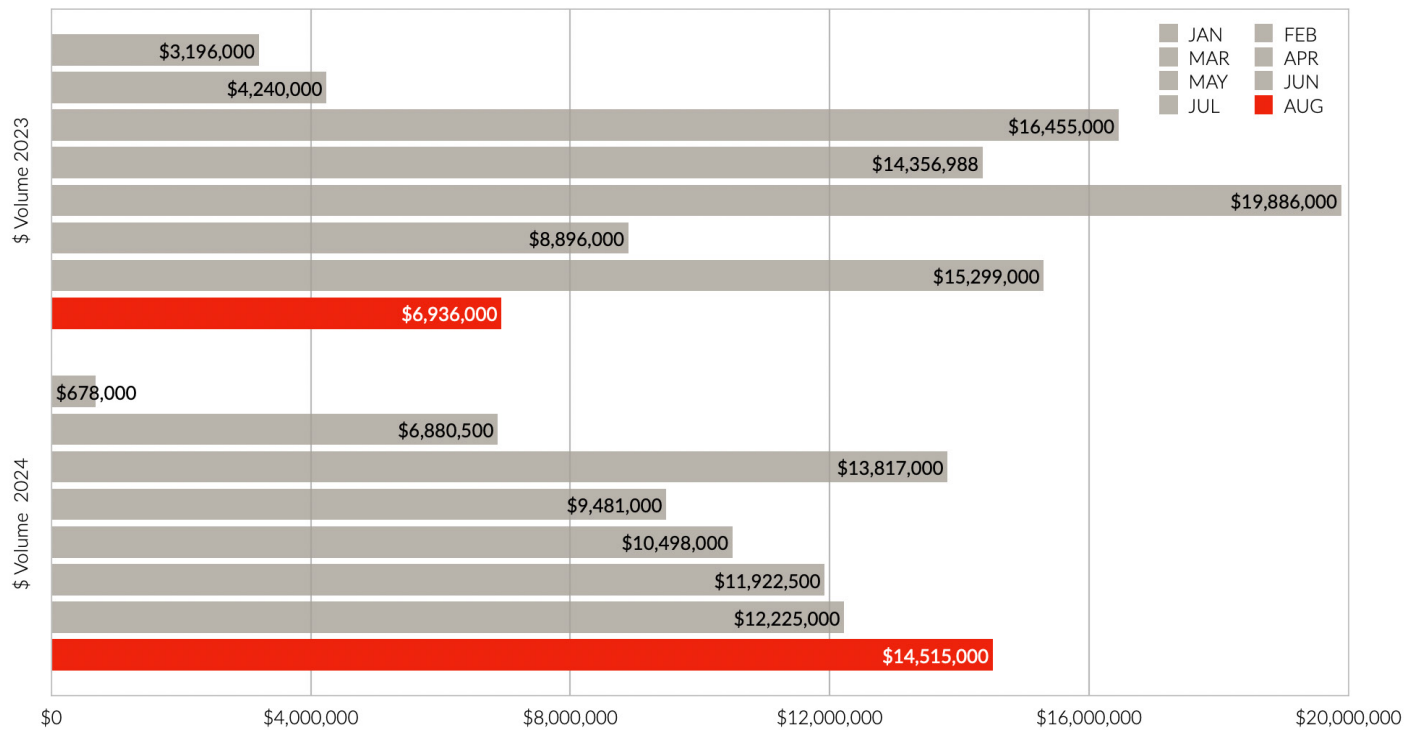


Month-Over-Month 2023 vs. 2024

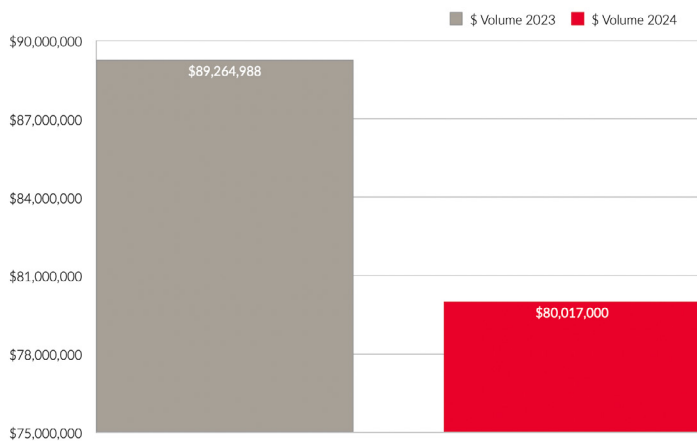


Year-Over-Year

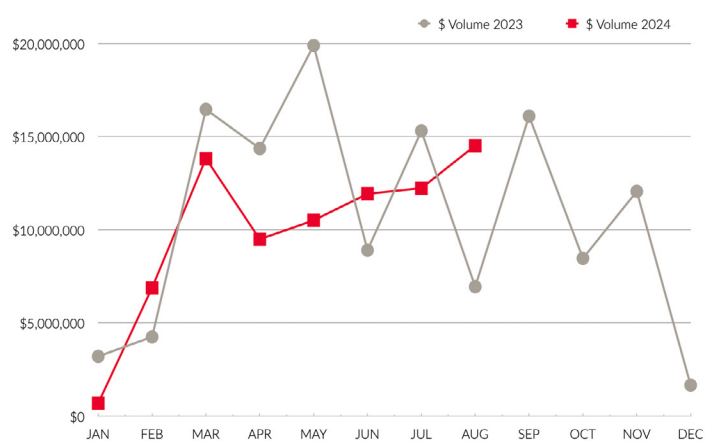
DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

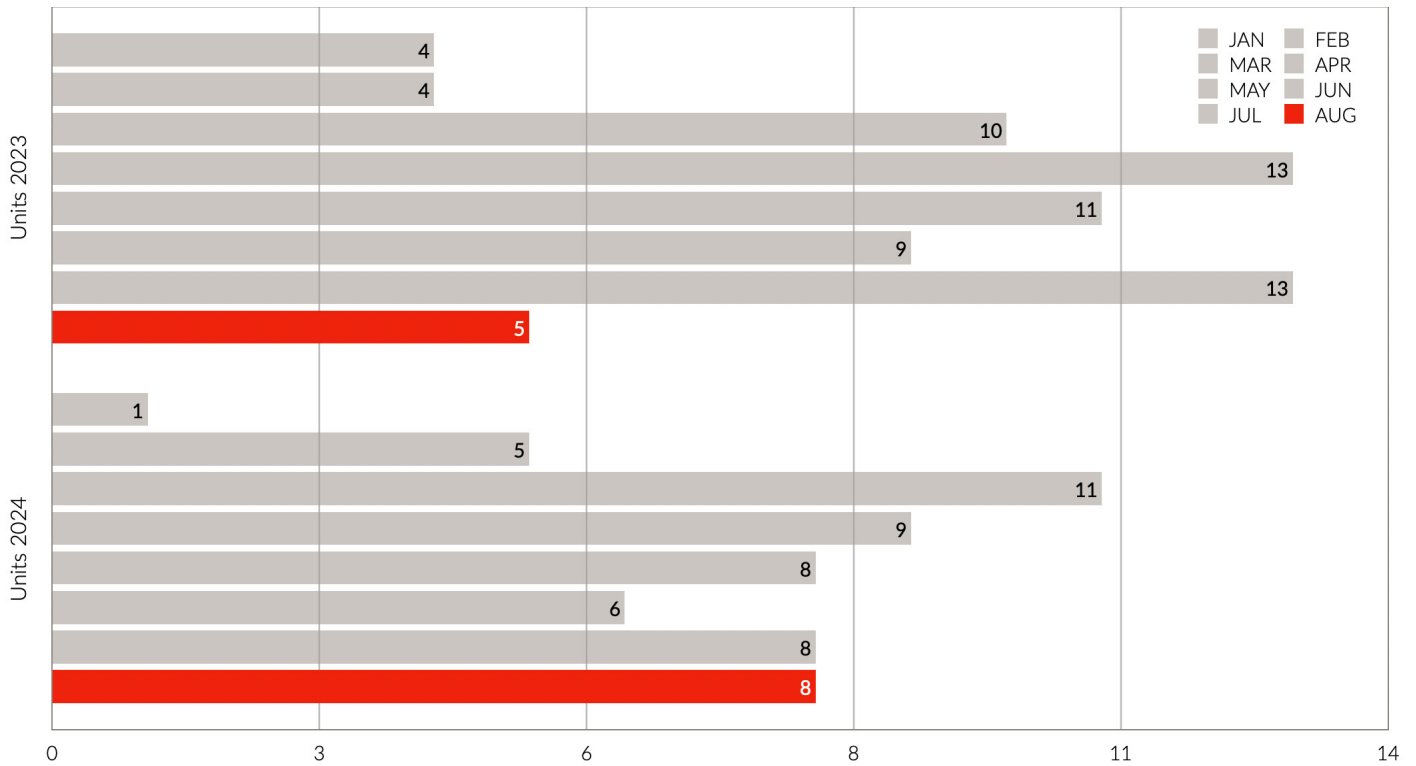


Yearly Totals 2023 vs. 2024

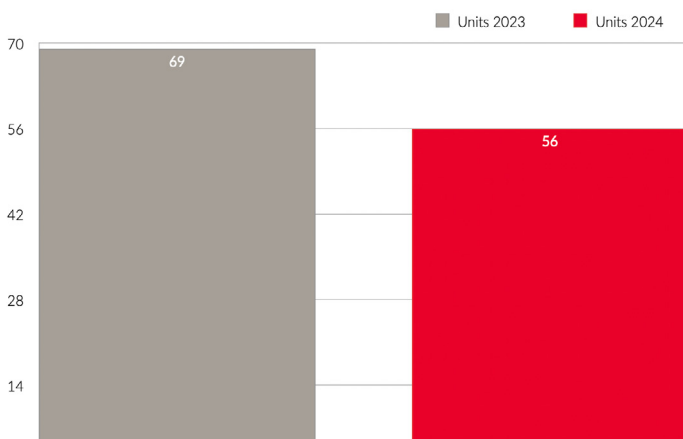


Month vs. Month 2023 vs. 2024

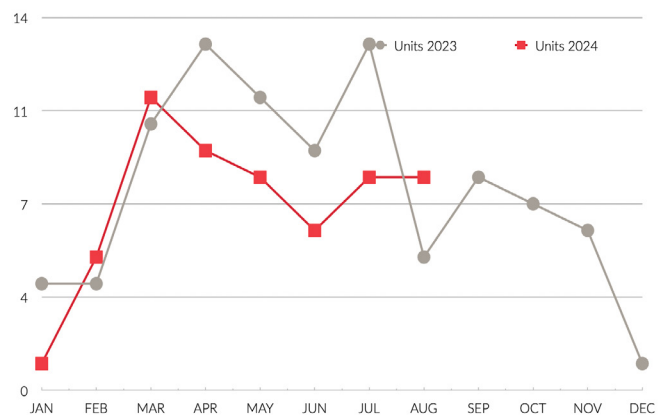
UNIT SALES



Monthly Comparison 2023 vs. 2024

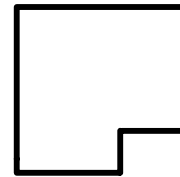


Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

SALES BY TYPE



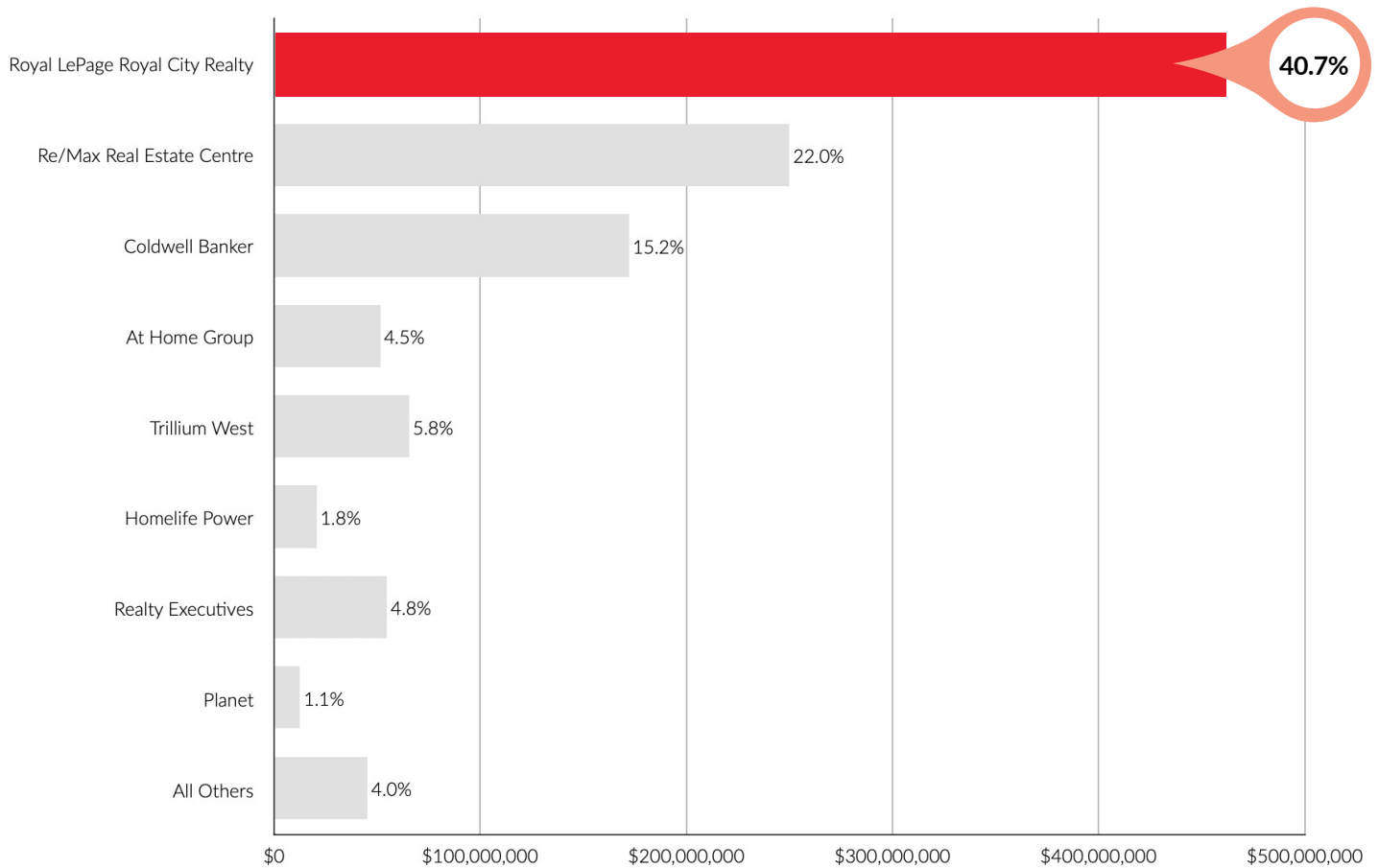
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$72,682,500 -14.52%	\$6,374,500 +226.56%	\$3,352,000 +73.68%
YTD Unit Sales	49 -18.33%	5 +25%	5 +66.67%
YTD Average Sale Price	\$1,483,316 +4.66%	\$1,274,900 +161.25%	\$670,400 +4.21%
August Sales Volume	\$14,515,000 +109.27%	\$0 No Change	\$805,000 Up from \$0
August Unit Sales	8 +60%	0 No Change	1 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 August 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.

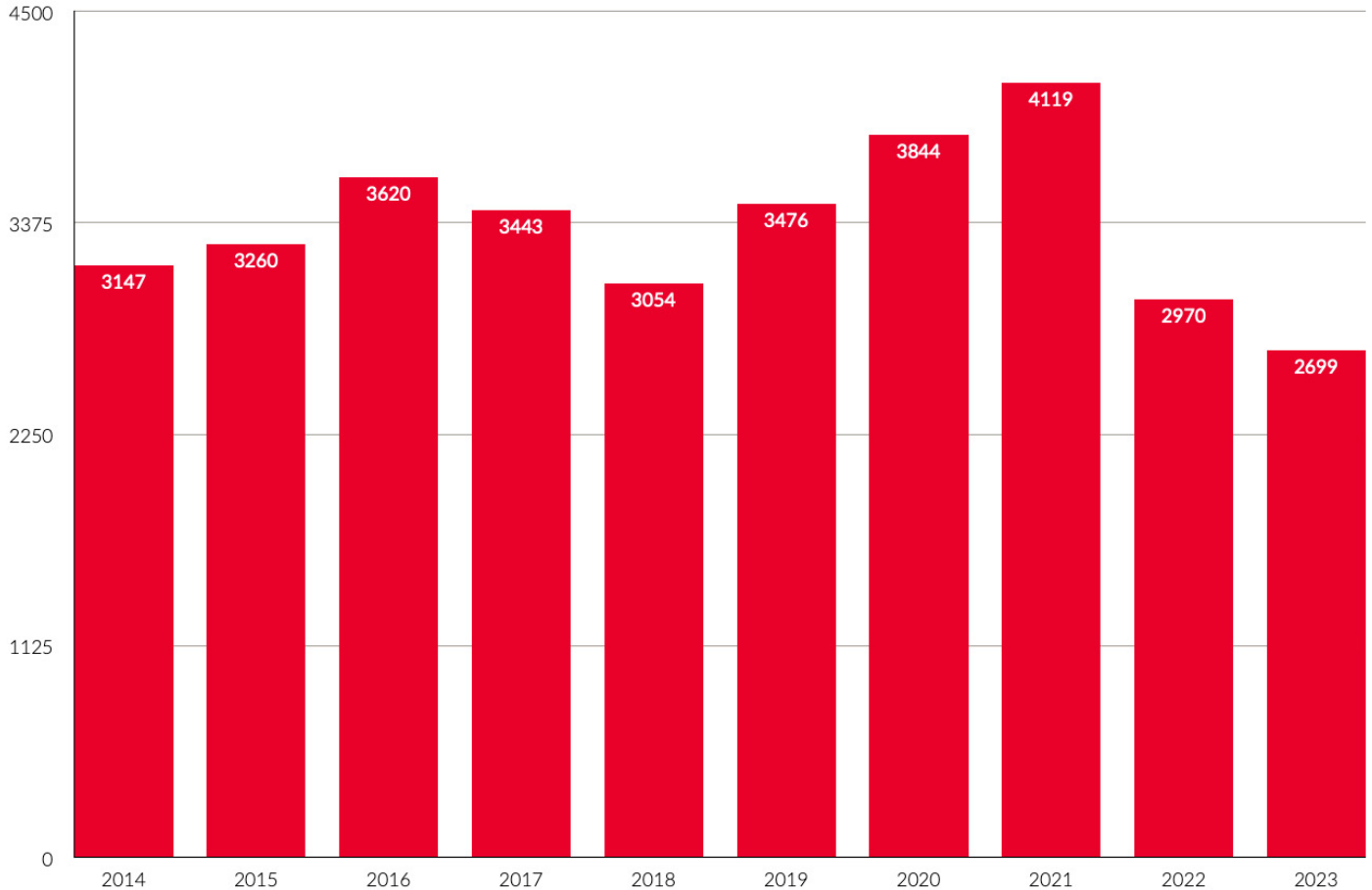
MARKET DOMINANCE



Market Share by Dollar Volume Within Wellington County
Listing Selling Ends Combined for Guelph Based Companies
August 2024



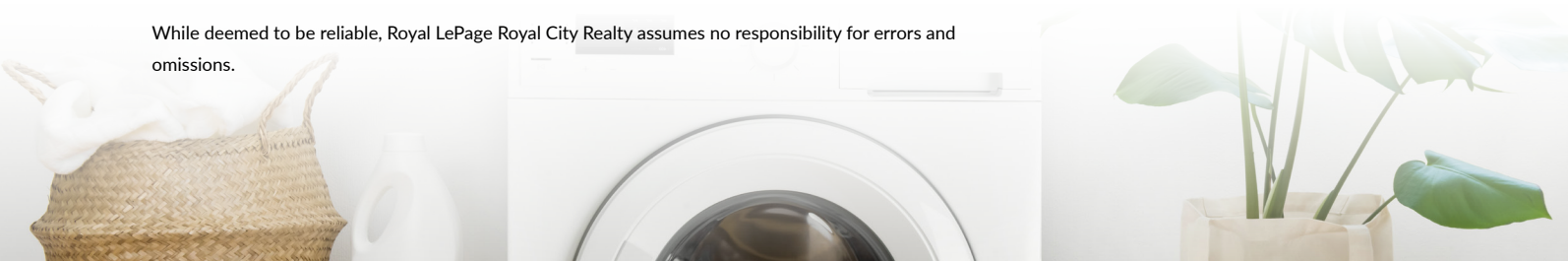
10 YEAR MARKET ANALYSIS



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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