



# 2024 **SEPTEMBER**

**PUSLINCH**

Real Estate Market Report



**ROYAL CITY REALTY**  
BROKERAGE

# OVERVIEW

## BUYER'S MARKET

The **Puslinch** real estate market has shifted to a buyer's market in September, facing significant declines this month. The median sale price dropped by 22.34%, and the average sale price fell by 35.63%. Sales volume plunged by 43.67%, with unit sales down by 12.5%. New listings decreased by 21.21%, while expired listings were cut in half, down by 50%. Despite these drops, the unit sales/listings ratio saw a slight improvement of 2.68%, indicating a modest shift in buyer activity amidst a slowing market.



### September year-over-year sales volume of \$9,066,000

Down 43.67% from 2023's \$16,095,000 with unit sales of 7 that are down from the 8 last year. New listings of 26 are down 21.21% from a year ago, with the sales/listing ratio of 26.92%, up 2.68%.



### Year-to-date sales volume of \$89,083,000

Down 15.45% from 2023's \$105,359,988 with unit sales of 63 down 18.18% from the 77 in 2023. New listings of 185 are down 2.12% from a year ago, with the sales/listing ratio of 34.05% down 6.69%.



### Year-to-date average sale price of \$1,366,735

Up from \$1,331,230 one year ago with median sale price of \$1,337,500 up from \$937,500 one year ago. Average days-on-market of 41.1 is up 5.1 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.*

## SEPTEMBER NUMBERS

Median Sale Price

**\$1,425,000**

-22.34%

Average Sale Price

**\$1,295,143**

-35.63%

Sales Volume

**\$9,066,000**

-43.67%

Unit Sales

**7**

-12.5%

New Listings

**26**

-21.21%

Expired Listings

**2**

-50%

Unit Sales/Listings Ratio

**26.92%**

+2.68%

*Year-over-year comparison*

*(September 2024 vs. September 2023)*

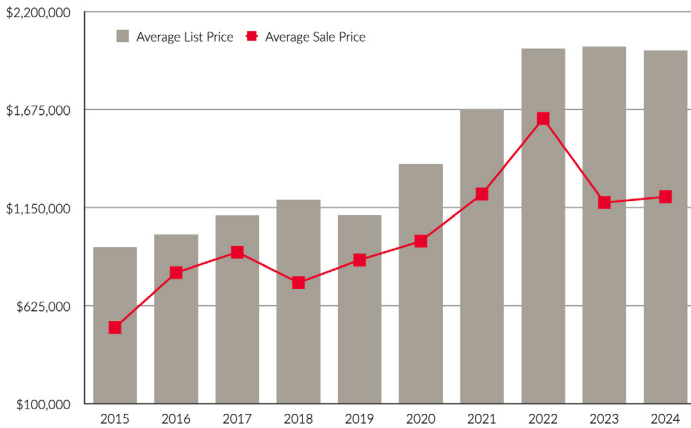


# THE MARKET IN DETAIL

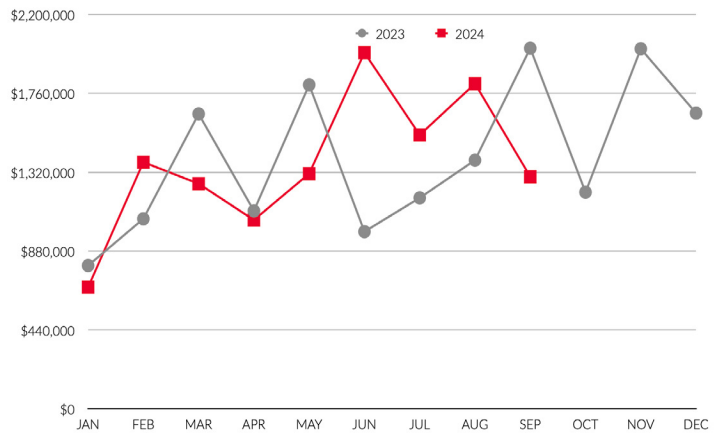
	2022	2023	2024	2023-2024
<b>YTD Volume Sales</b>	\$144,516,147	\$105,359,988	\$89,083,000	-15.45%
<b>YTD Unit Sales</b>	77	77	63	-18.18%
<b>YTD New Listings</b>	174	189	185	-2.12%
<b>YTD Sales/Listings Ratio</b>	44.25%	40.74%	34.05%	-6.69%
<b>YTD Expired Listings</b>	15	22	35	+59.09%
<b>Monthly Volume Sales</b>	\$26,039,000	\$16,095,000	\$9,066,000	-43.67%
<b>Monthly Unit Sales</b>	10	8	7	-12.5%
<b>Monthly New Listings</b>	19	33	26	-21.21%
<b>Monthly Sales/Listings Ratio</b>	52.63%	24.24%	26.92%	+2.68%
<b>Monthly Expired Listings</b>	3	4	2	-50%
<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>	2	17	8	-52.94%
<b>YTD Sales: \$550K-\$749K</b>	12	10	12	+20%
<b>YTD Sales: \$750K-\$999K</b>	2	9	4	-55.56%
<b>YTD Sales: \$1M-\$2M</b>	30	23	27	+17.39%
<b>YTD Sales: \$2M+</b>	31	18	11	-38.89%
<b>YTD Average Days-On-Market</b>	22.89	36.00	41.11	+14.2%
<b>YTD Average Sale Price</b>	\$1,845,742	\$1,331,230	\$1,366,735	+2.67%
<b>YTD Median Sale Price</b>	\$1,837,550	\$937,500	\$1,337,500	+42.67%

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

# AVERAGE SALE PRICE

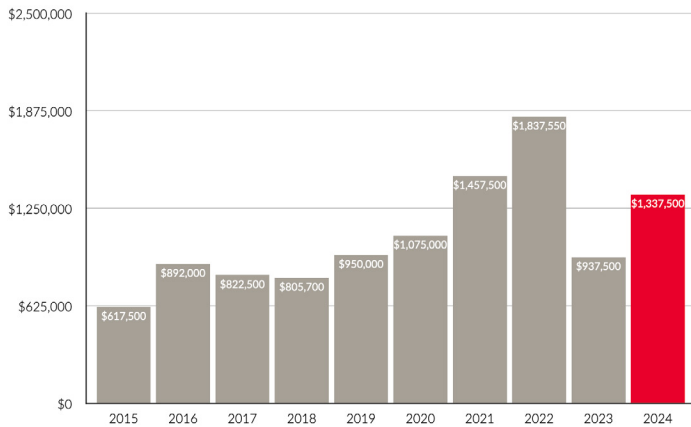


Year-Over-Year

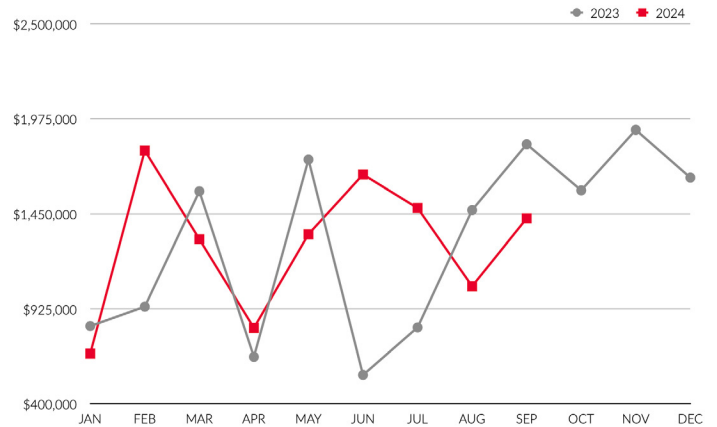


Month-Over-Month 2023 vs. 2024

# MEDIAN SALE PRICE



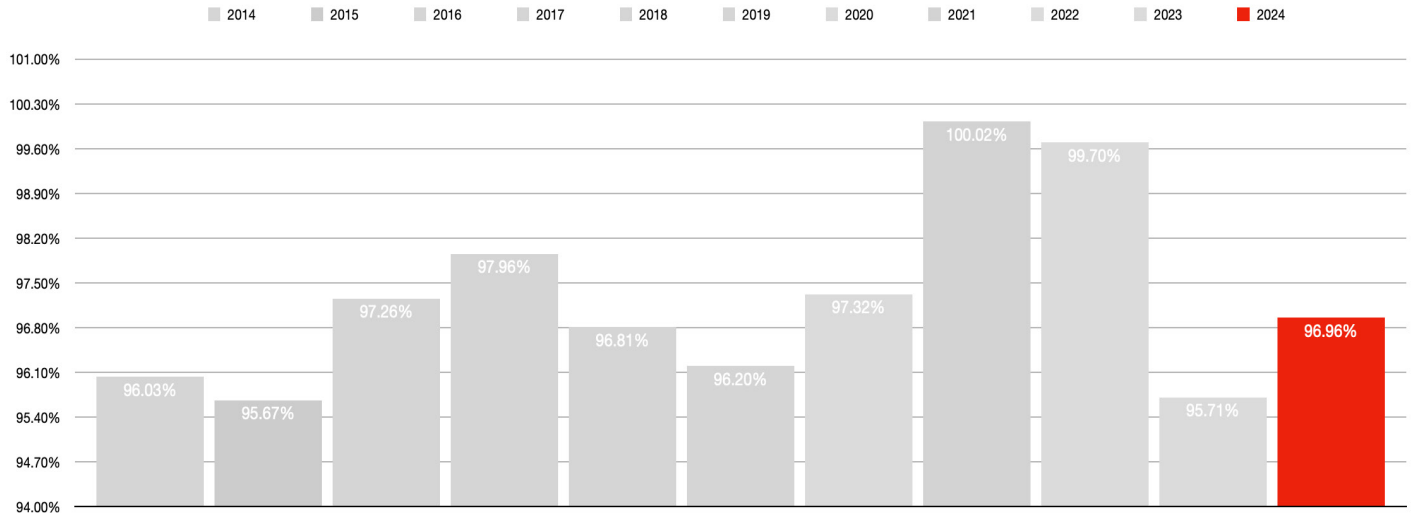
Year-Over-Year



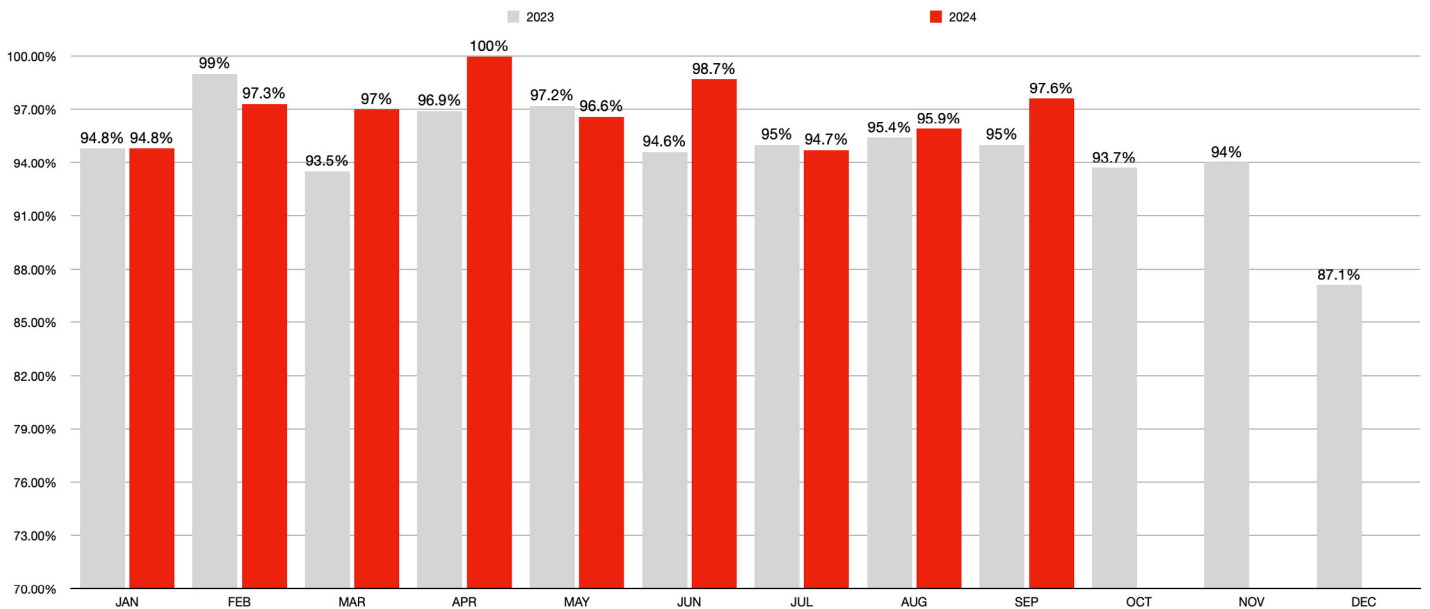
Month-Over-Month 2023 vs. 2024

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

# SALE PRICE VS. LIST PRICE RATIO

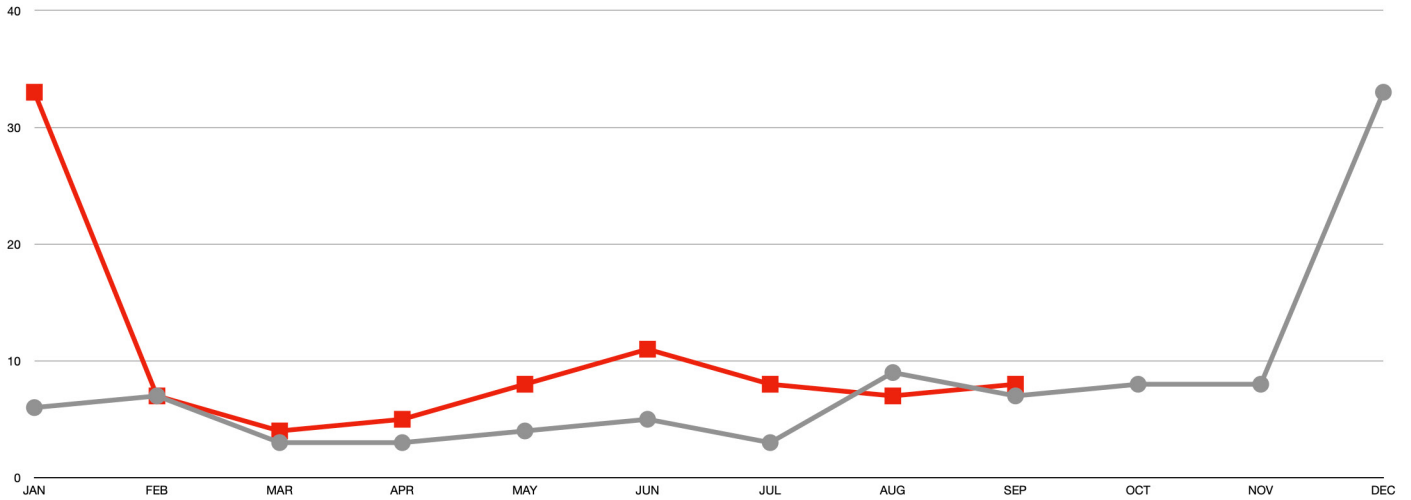


## Year-Over-Year

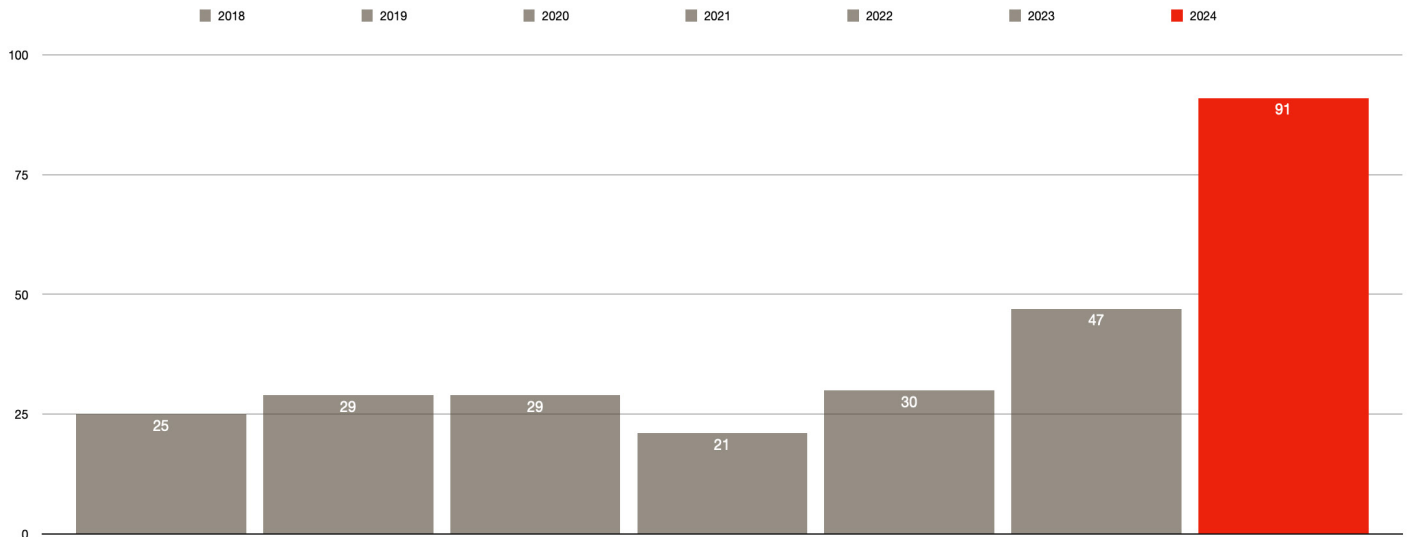


## Month-Over-Month 2023 vs. 2024

# MONTHS OF INVENTORY

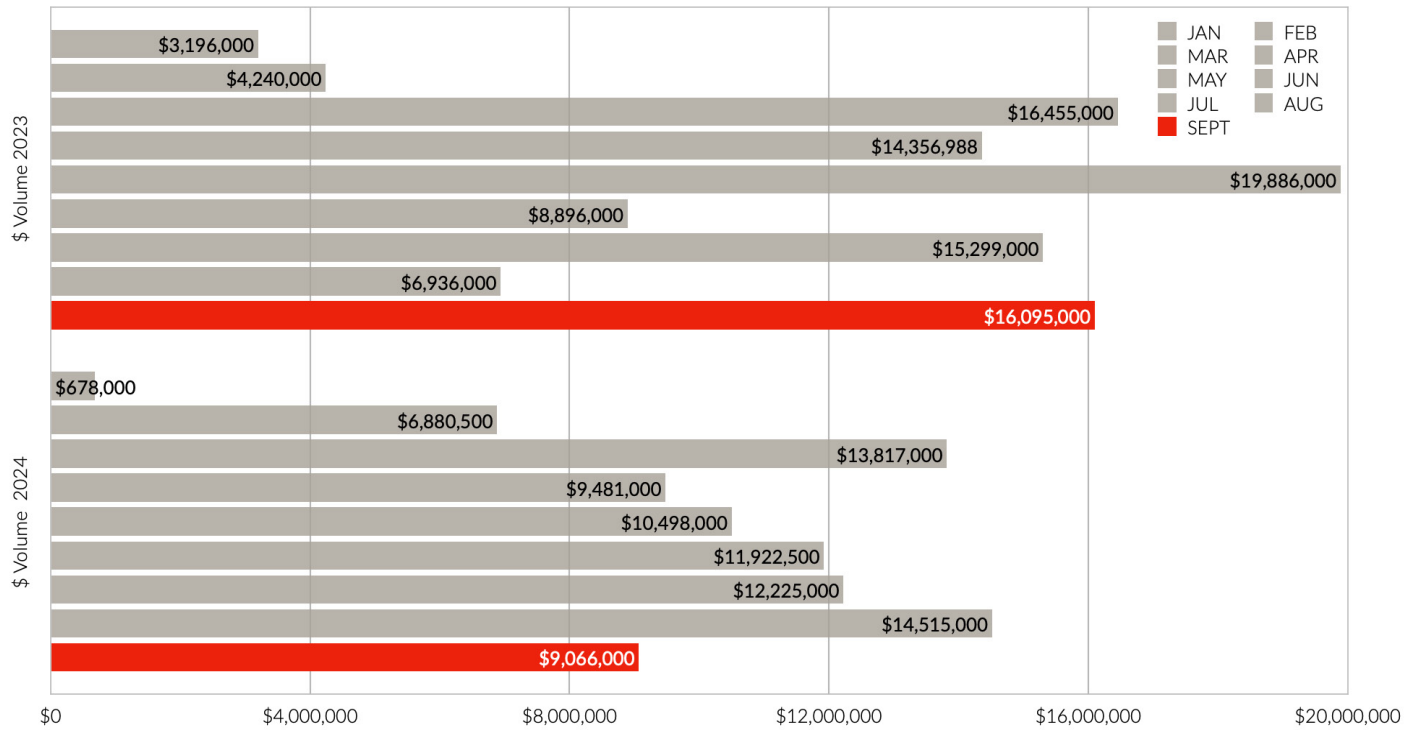


Month-Over-Month 2023 vs. 2024

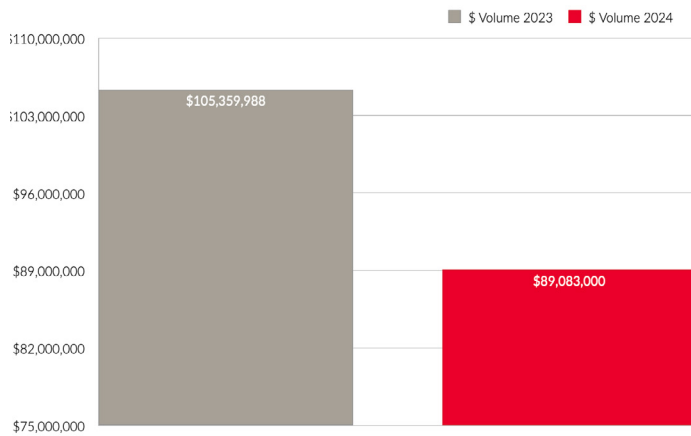


Year-Over-Year

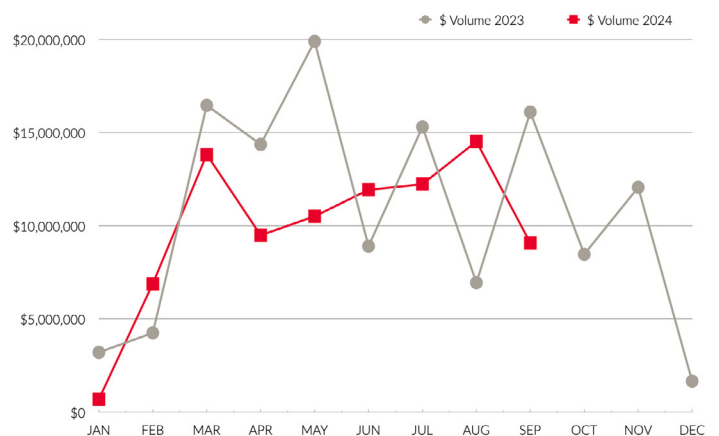
# DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

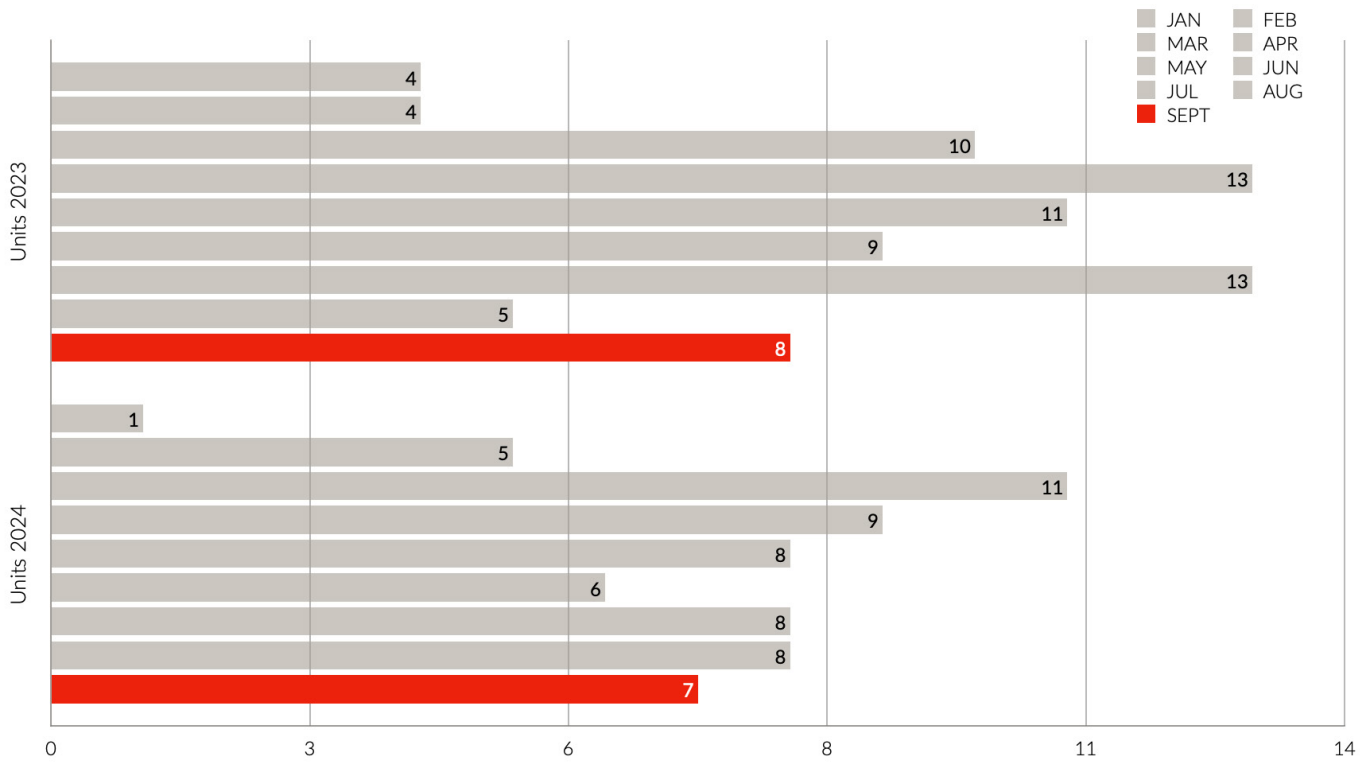


Yearly Totals 2023 vs. 2024

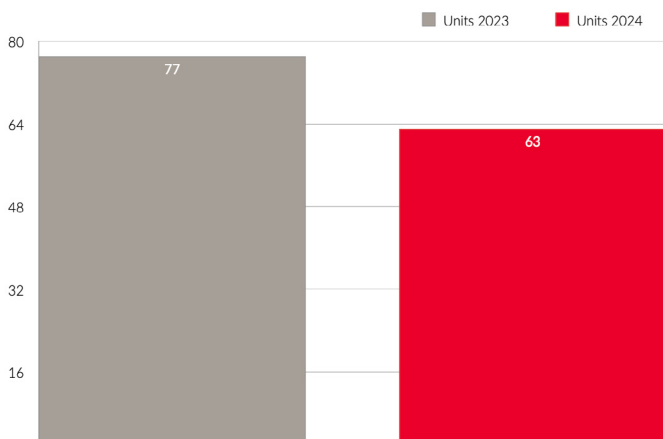


Month vs. Month 2023 vs. 2024

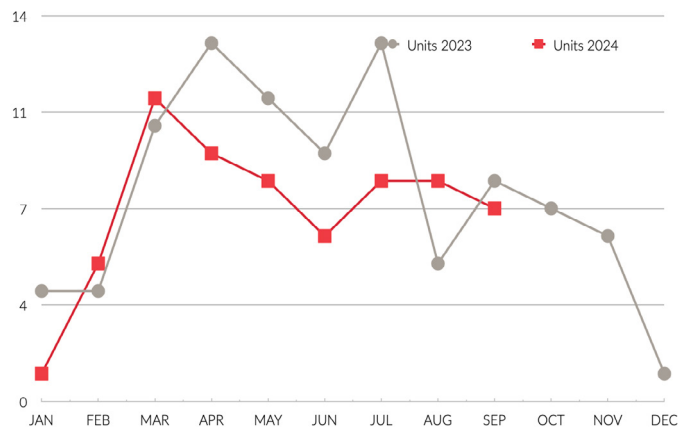
# UNIT SALES



Monthly Comparison 2023 vs. 2024



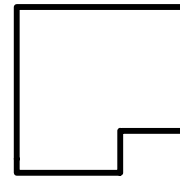
Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024



# SALES BY TYPE

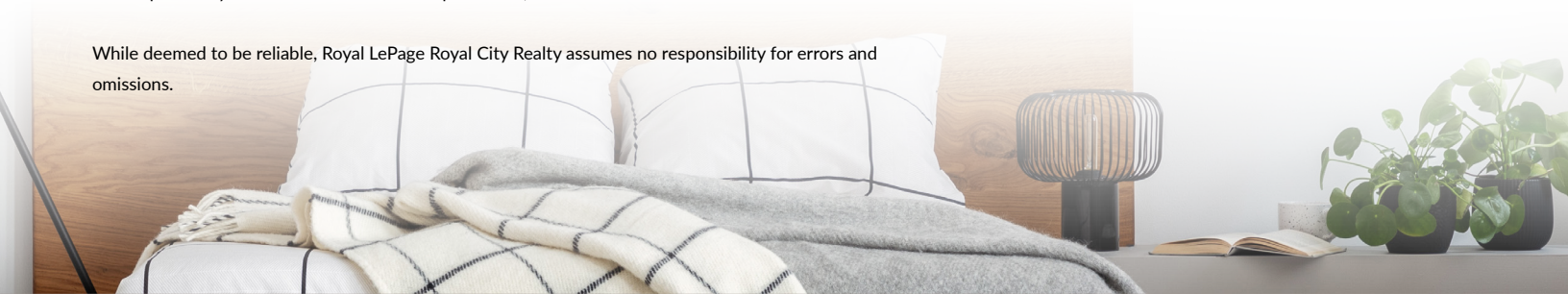


	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
YTD Sales Volume	\$81,748,500 -19.16%	\$6,374,500 +226.56%	\$3,352,000 +73.68%
YTD Unit Sales	56 -17.65%	5 +25%	5 +66.67%
YTD Average Sale Price	\$1,459,795 -1.84%	\$1,274,900 +161.25%	\$670,400 +4.21%
September Sales Volume	\$9,066,000 -43.67%	\$0 No Change	\$0 No Change
September Unit Sales	7 -12.5%	0 No Change	0 No Change

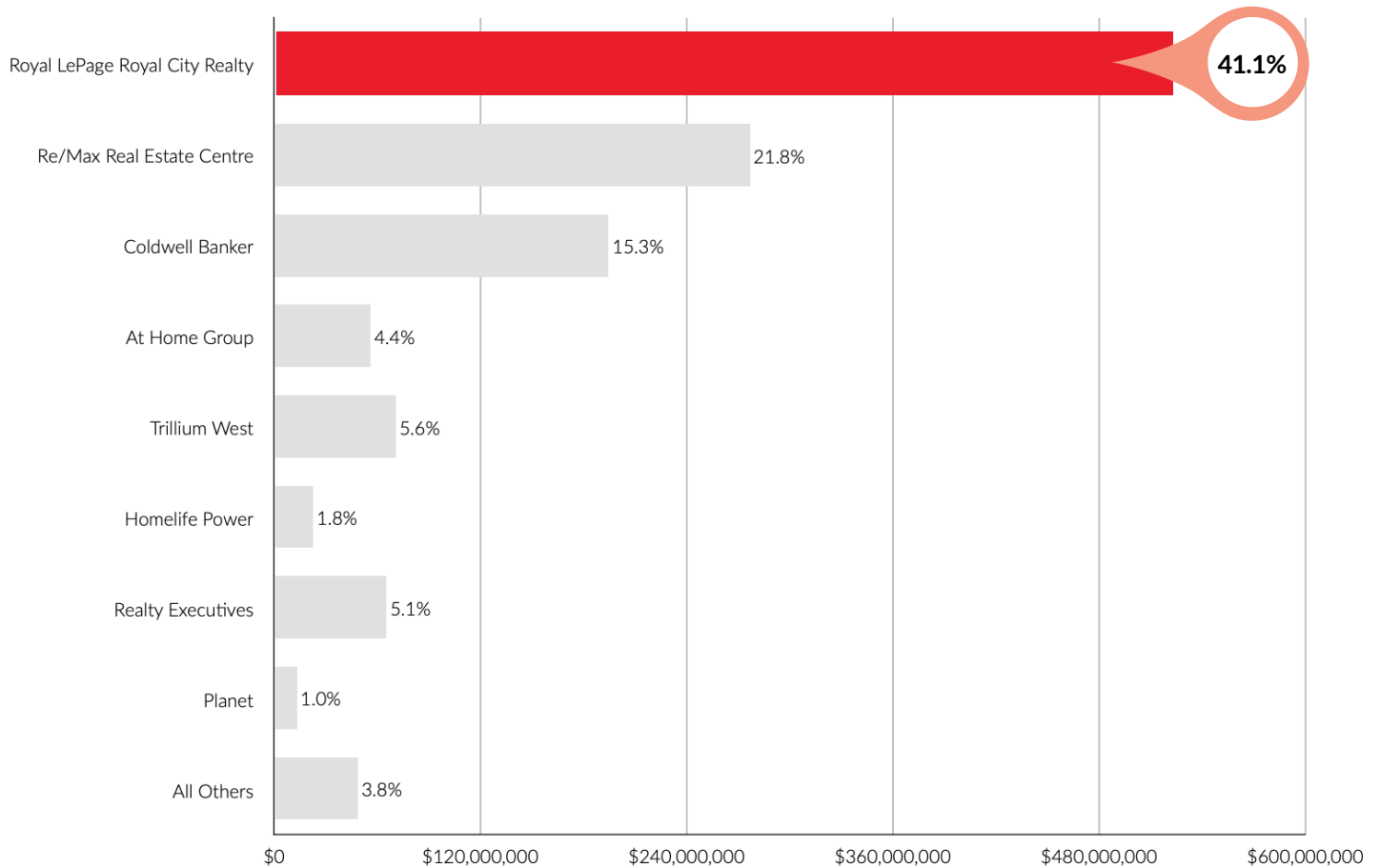
NOTE: All MLS® sales data in this report comes from the Guelph Association Of REALTORS® and refers specifically to residential sales as of September 1, 2024.

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

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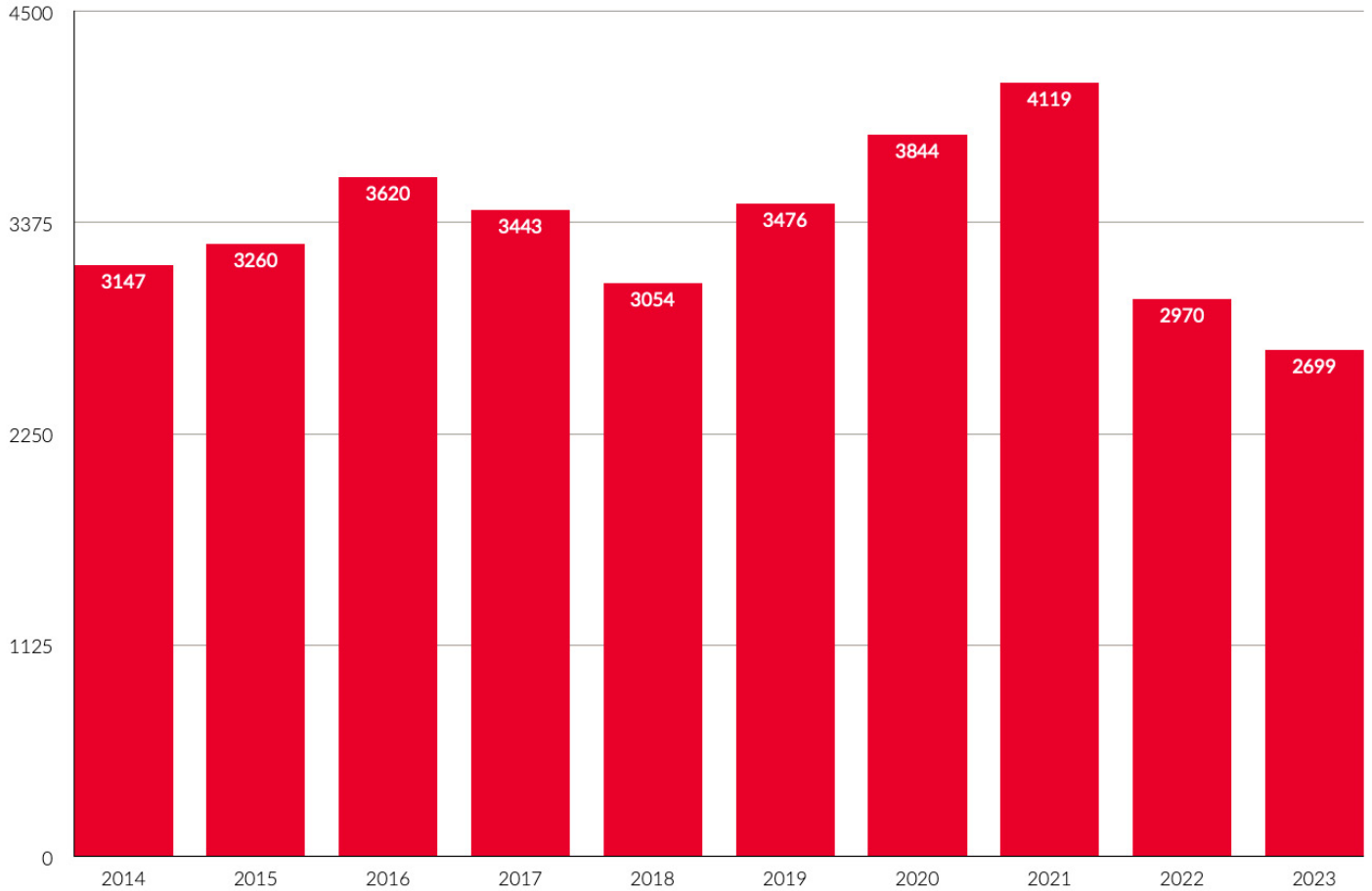
# MARKET DOMINANCE



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



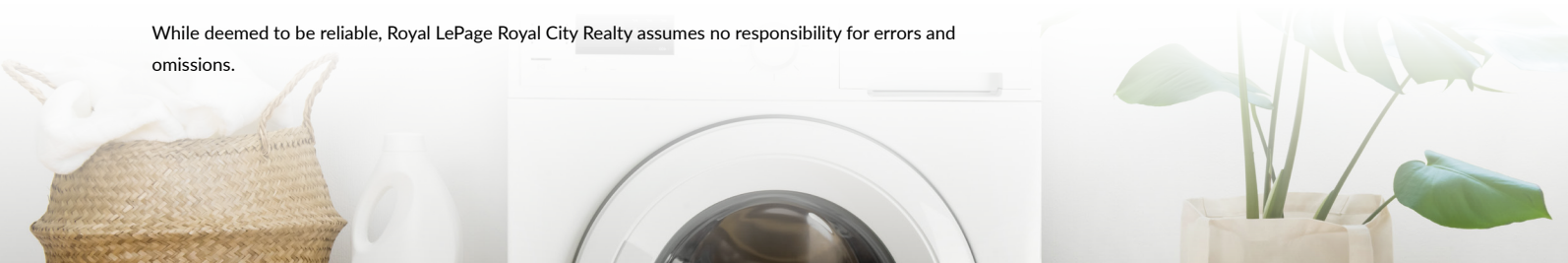
# 10 YEAR MARKET ANALYSIS



## 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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