



2024

NOVEMBER

PUSLINCH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

BUYER'S MARKET

The **Puslinch** real estate market shifted further into a buyer's market this November, experiencing notable declines. The median sale price dropped by 19.81%, while the average sale price fell significantly by 38.53%. Sales volume plummeted by 48.77%, with unit sales decreasing by 16.67% to just 5 transactions. While new listings rose by 20%, expired listings decreased by 50%. The unit sales-to-listings ratio declined by 12.22%, signaling a cooling market with increased options for buyers.



November year-over-year sales volume of \$6,174,900

Down 48.77% from 2023's \$12,053,500 with unit sales of 5 that are down from the 6 last year. New listings of 18 are up 20% from a year ago, with the sales/listing ratio of 27.78%, down 12.22%.



Year-to-date sales volume of \$101,821,400

Down 19.11% from 2023's \$125,873,488 with unit sales of 74 down 17.78% from the 90 in 2023. New listings of 220 are down 1.35% from a year ago, with the sales/listing ratio of 33.64% down 6.72%.



Year-to-date average sale price of \$1,329,955

Down from \$1,381,687 one year ago with median sale price of \$1,337,500 down from \$1,471,000 one year ago. Average days-on-market of 47.6 is up 9.5 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.

NOVEMBER NUMBERS

Median Sale Price

\$1,535,000

-19.81%

Average Sale Price

\$1,234,980

-38.53%

Sales Volume

\$6,174,900

-48.77%

Unit Sales

5

-16.67%

New Listings

18

+20%

Expired Listings

4

-50%

Unit Sales/Listings Ratio

27.78%

-12.22%

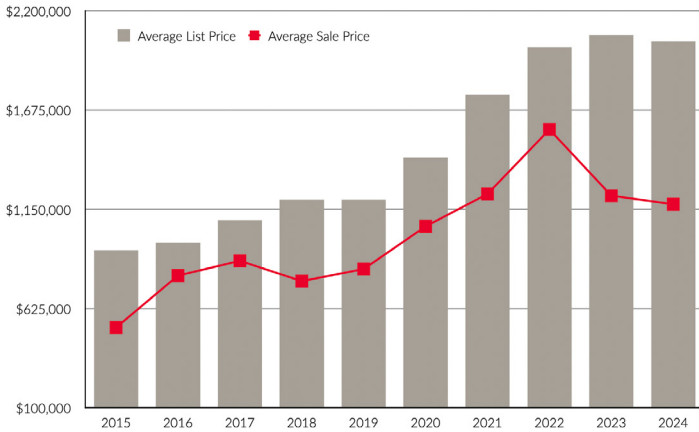
*Year-over-year comparison
(November 2024 vs. November 2023)*

THE MARKET IN DETAIL

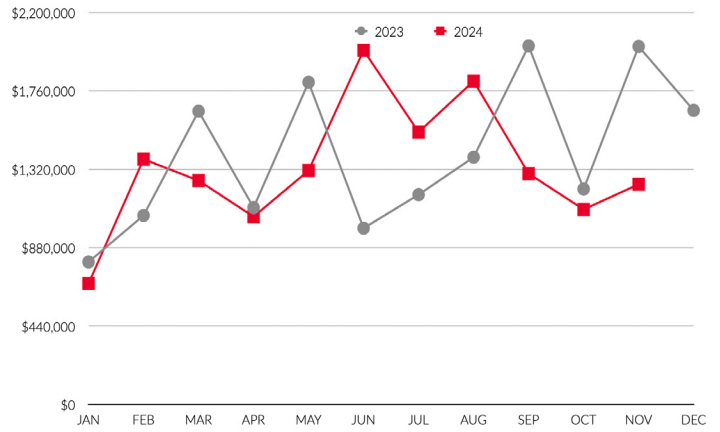
	2022	2023	2024	2023-2024
YTD Volume Sales	\$160,033,647	\$125,873,488	\$101,821,400	-19.11%
YTD Unit Sales	87	90	74	-17.78%
YTD New Listings	201	223	220	-1.35%
YDT Sales/Listings Ratio	43.28%	40.36%	33.64%	-6.72%
YTD Expired Listings	23	37	44	+18.92%
Monthly Volume Sales	\$10,665,000	\$12,053,500	\$6,174,900	-48.77%
Monthly Unit Sales	6	6	5	-16.67%
Monthly New Listings	10	15	18	+20%
Monthly Sales/Listings Ratio	60.00%	40.00%	27.78%	-12.22%
Monthly Expired Listings	6	8	4	-50%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	1	0	1	Up 1
YTD Sales: \$350K-\$549K	3	20	10	-50%
YTD Sales: \$550K-\$749K	13	12	13	+8.33%
YTD Sales: \$750K-\$999K	2	9	5	-44.44%
YTD Sales: \$1M-\$2M	33	28	32	+14.29%
YTD Sales: \$2M+	35	21	12	-42.86%
YTD Average Days-On-Market	30.64	38.18	47.64	+24.76%
YTD Average Sale Price	\$1,782,027	\$1,381,687	\$1,329,955	-3.74%
YTD Median Sale Price	\$1,837,550	\$1,471,000	\$1,337,500	-9.08%

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

AVERAGE SALE PRICE

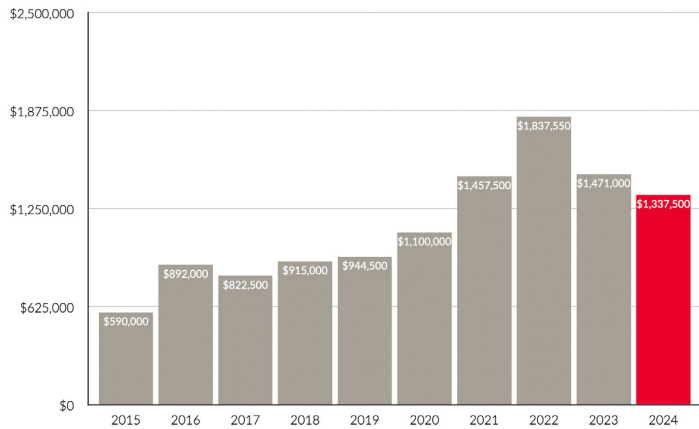


Year-Over-Year

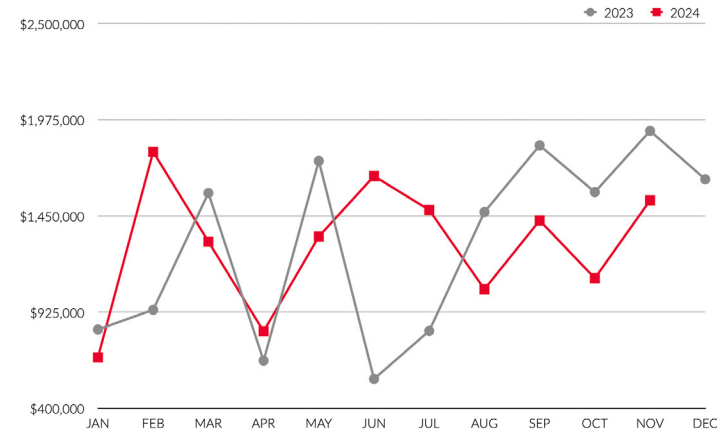


Month-Over-Month 2023 vs. 2024

MEDIAN SALE PRICE



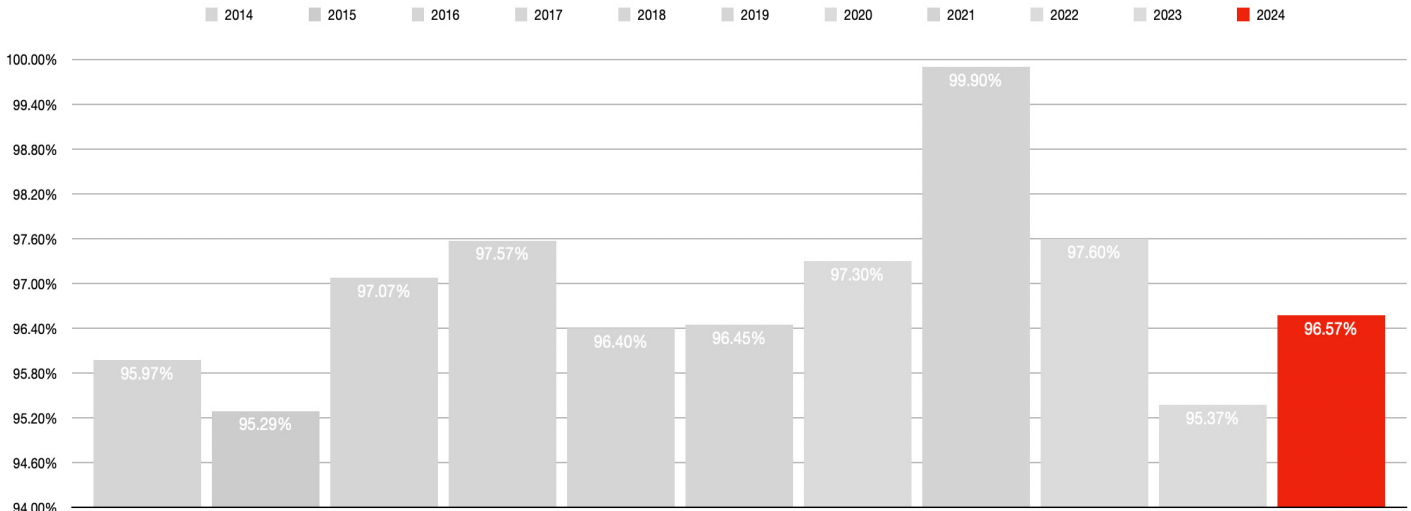
Year-Over-Year



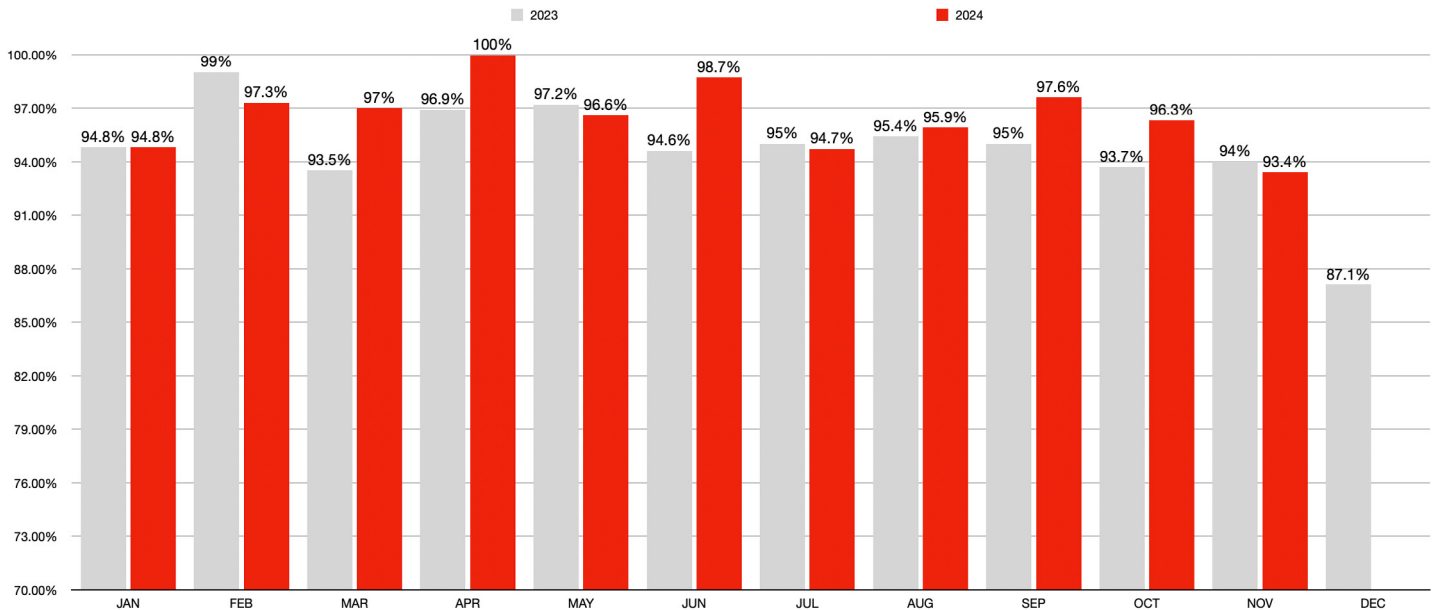
Month-Over-Month 2023 vs. 2024

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

SALE PRICE VS. LIST PRICE RATIO

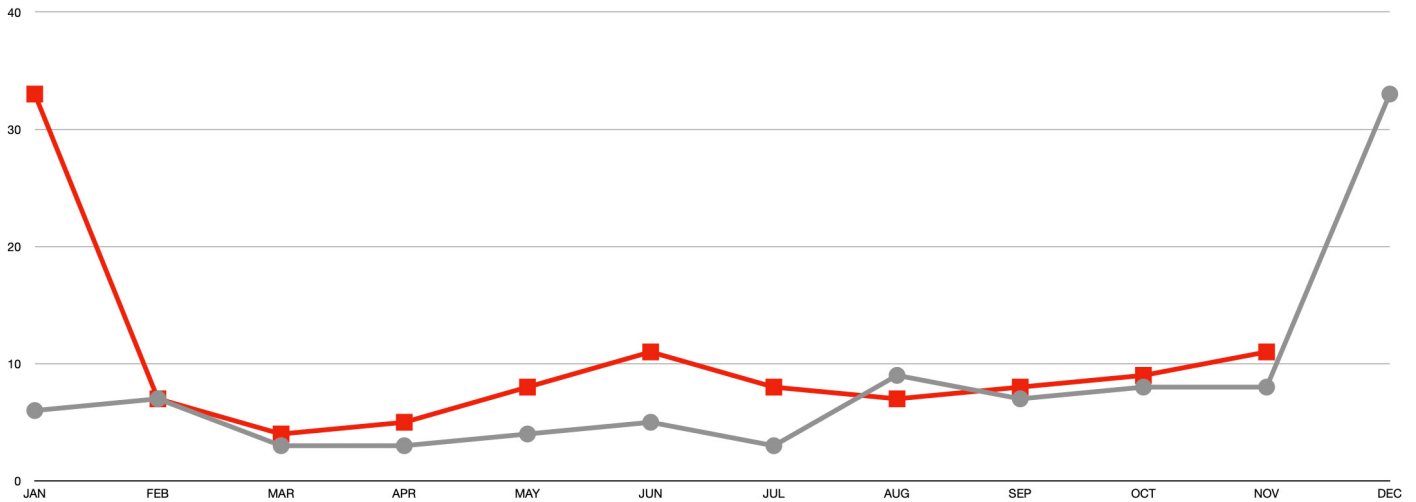


Year-Over-Year

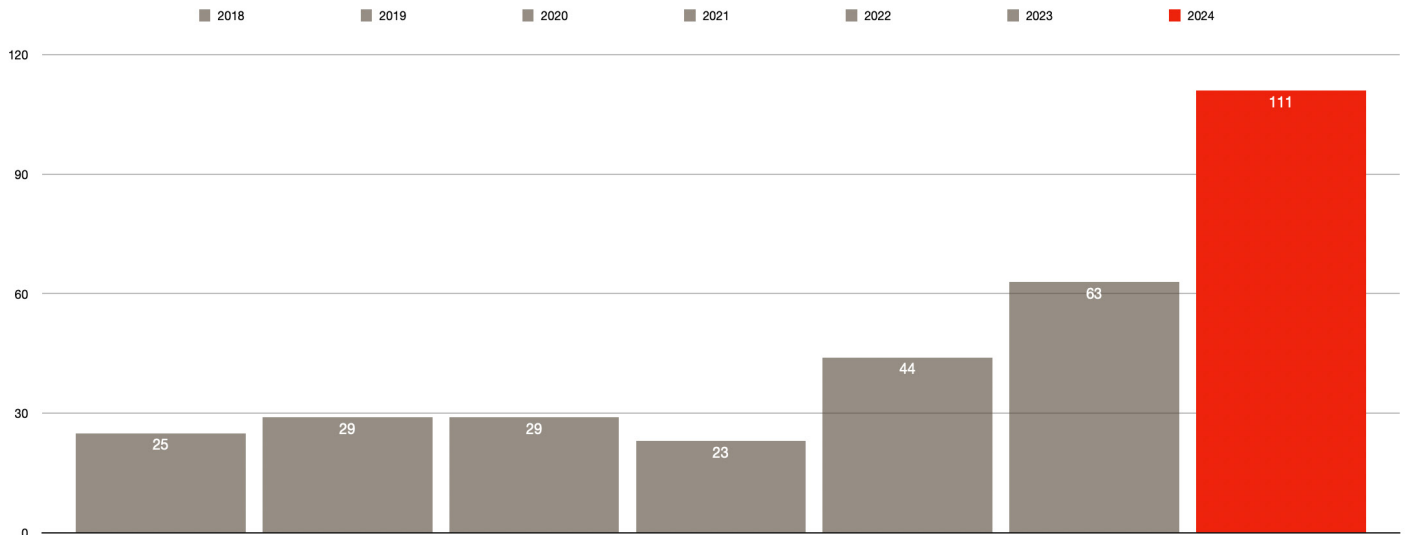


Month-Over-Month 2023 vs. 2024

MONTHS OF INVENTORY

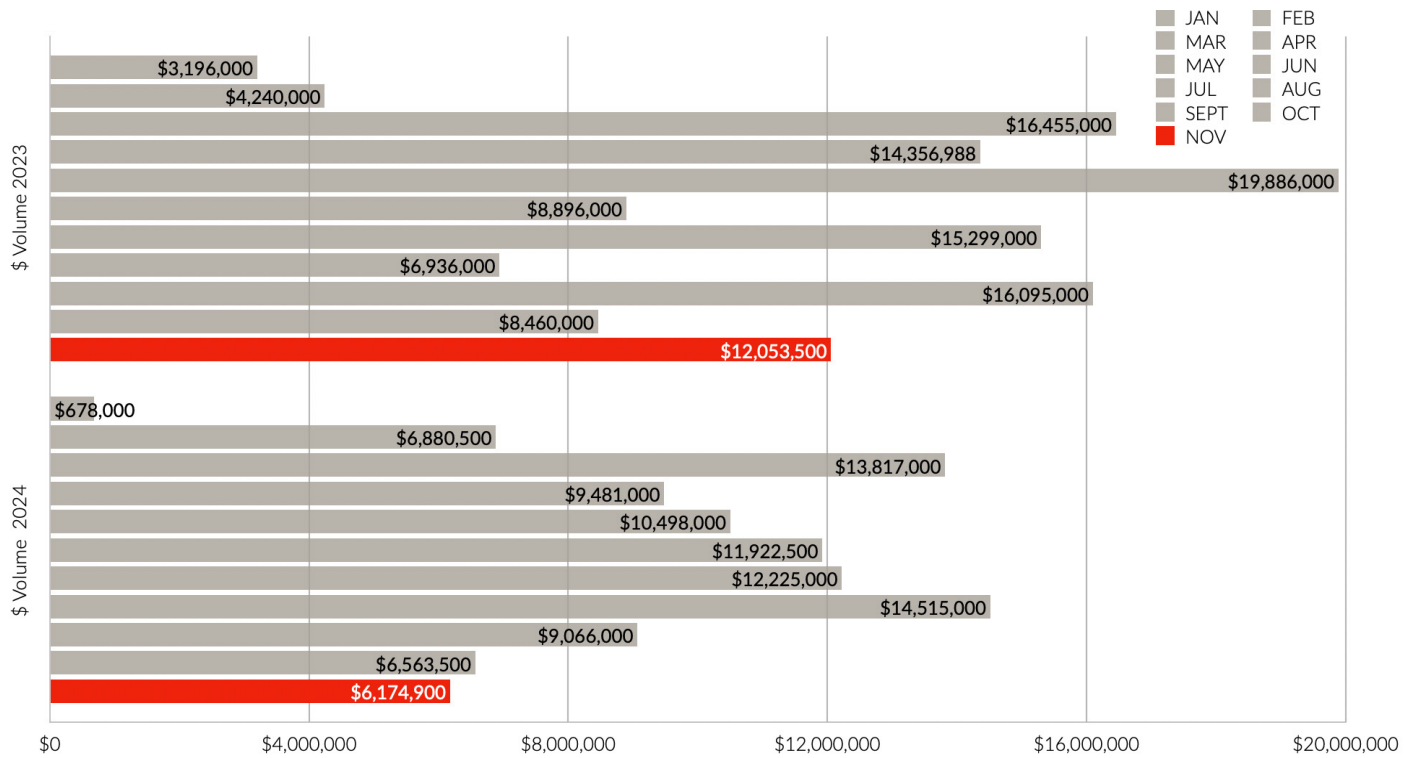


Month-Over-Month 2023 vs. 2024

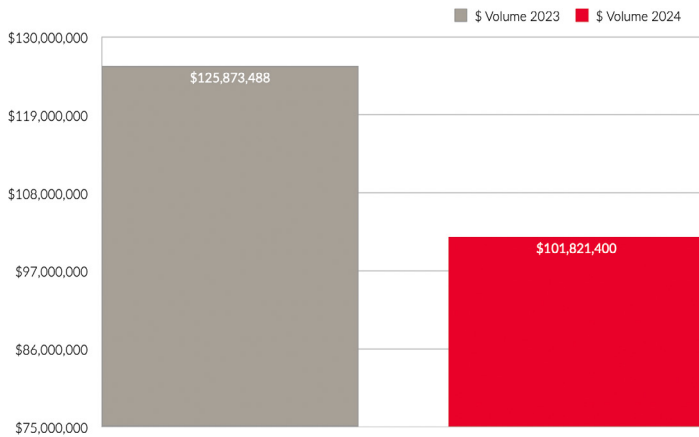


Year-Over-Year

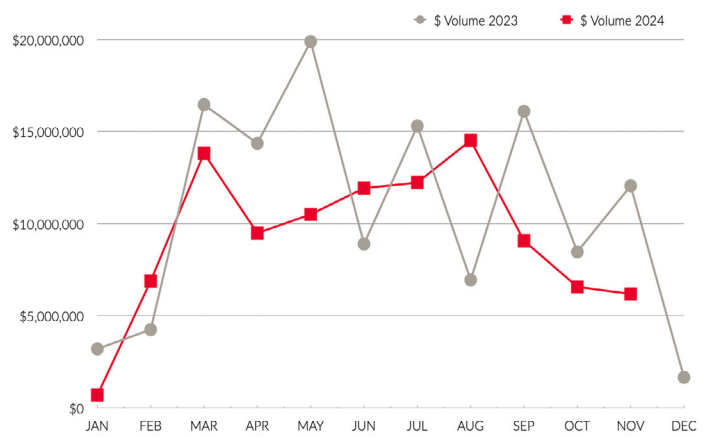
DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

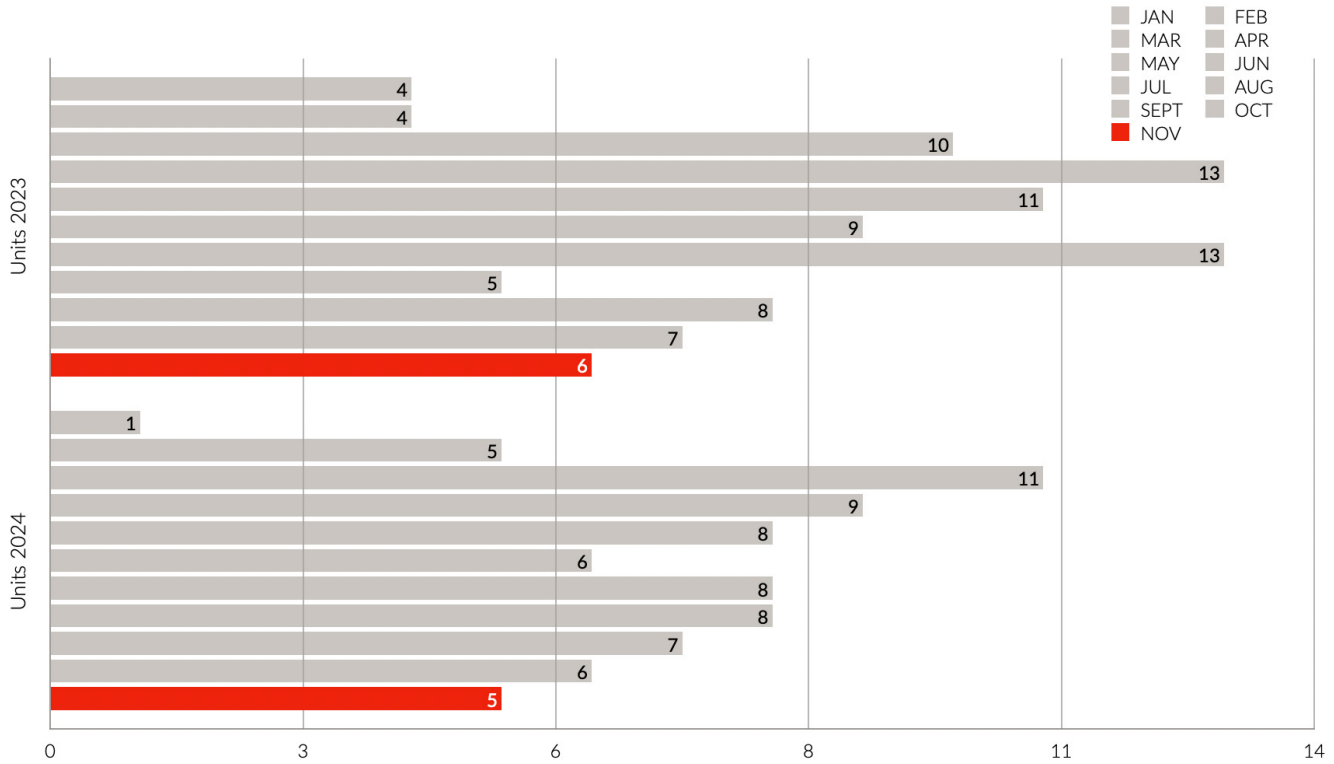


Yearly Totals 2023 vs. 2024

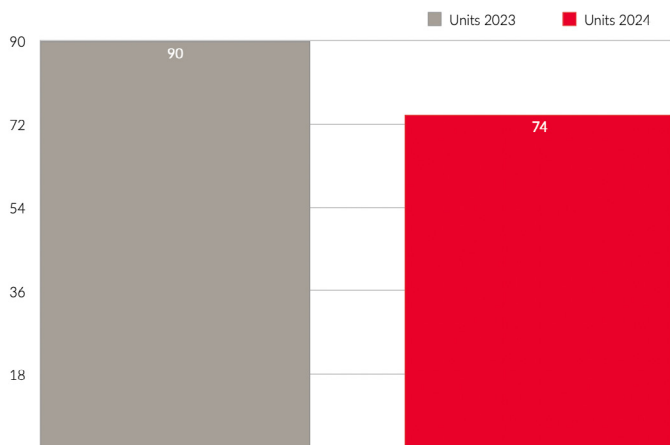


Month vs. Month 2023 vs. 2024

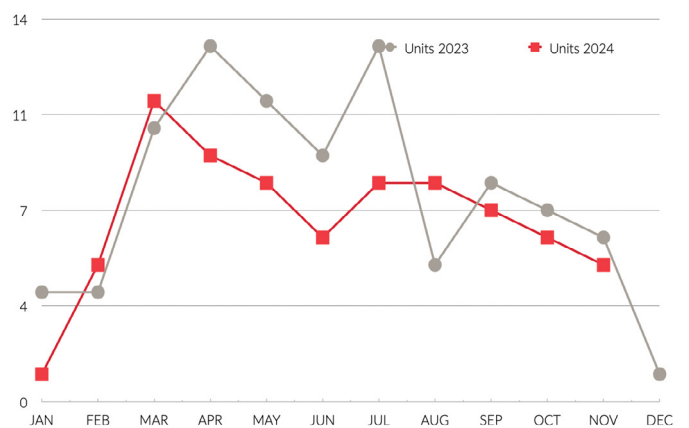
UNIT SALES



Monthly Comparison 2023 vs. 2024

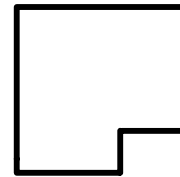


Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

SALES BY TYPE

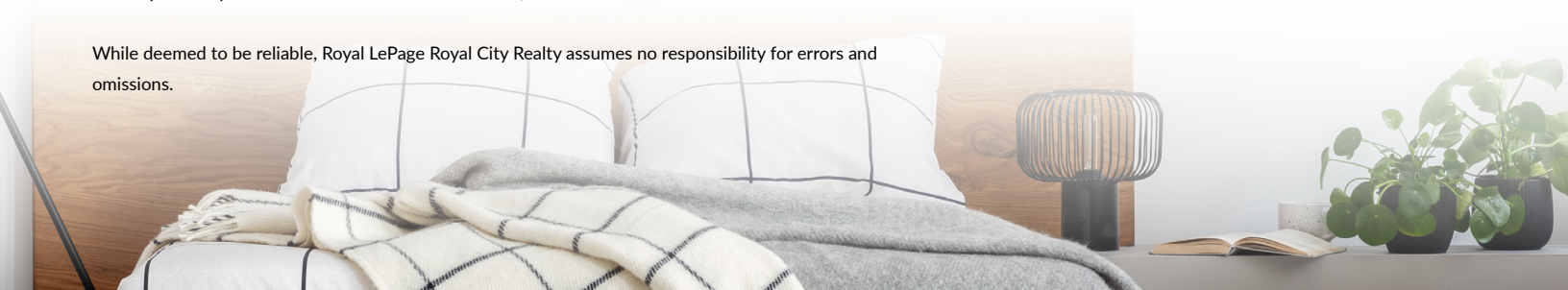


	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$94,146,900 -22.6%	\$6,374,500 +226.56%	\$4,502,000 +133.26%
YTD Unit Sales	66 -18.52%	5 +25%	6 +100%
YTD Average Sale Price	\$1,426,468 -5.01%	\$1,274,900 +161.25%	\$750,333 +16.63%
November Sales Volume	\$5,834,900 -51.59%	\$0 No Change	\$0 No Change
November Unit Sales	4 -33.33%	0 No Change	0 No Change

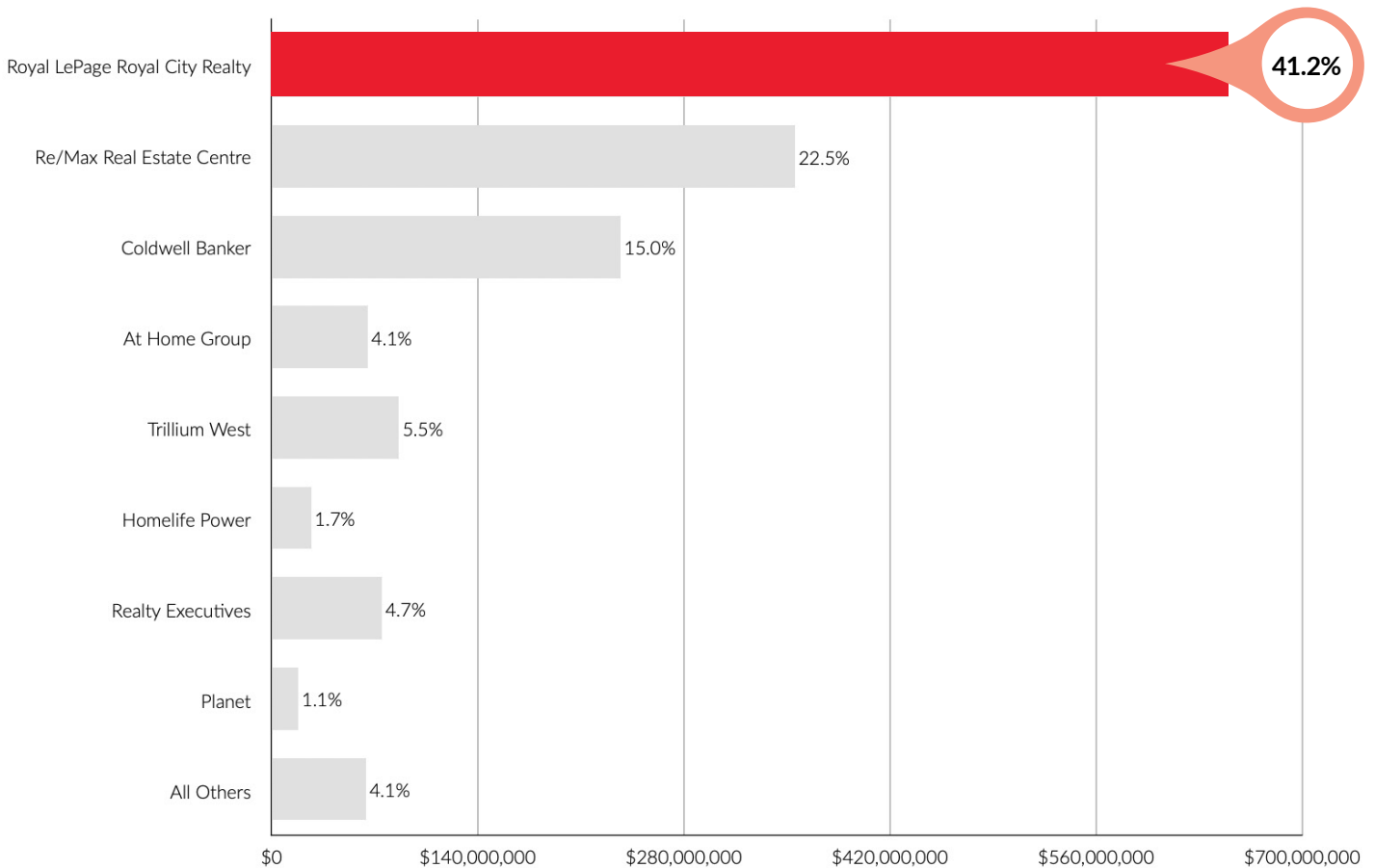
NOTE: All MLS® sales data in this report comes from the Guelph Association Of REALTORS® and refers specifically to residential sales as of November 1, 2024.

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

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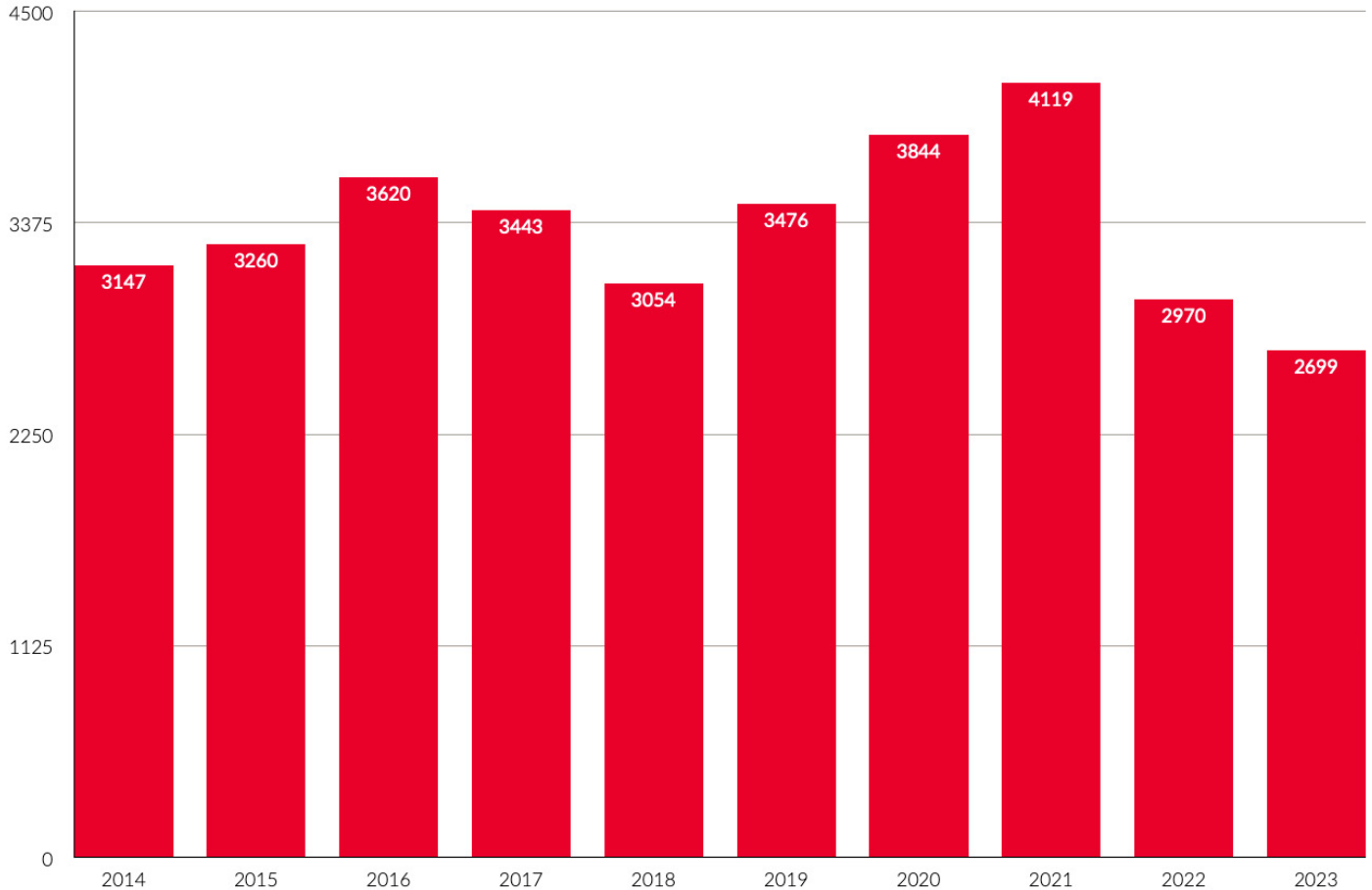
MARKET DOMINANCE



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



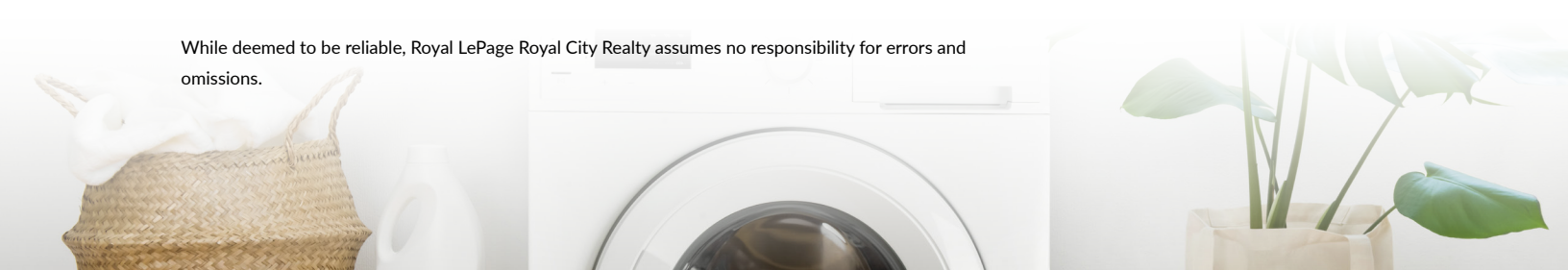
10 YEAR MARKET ANALYSIS



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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