



# 2024 FEBRUARY

## PUSLINCH

### Real Estate Market Report



**ROYAL CITY REALTY**  
BROKERAGE

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# OVERVIEW

## BUYER'S MARKET

The Puslinch real estate market starts swings into a buyer's market this month as we continue to see low unit sales that are not keeping up with the inventory. Despite this, average and median sale prices are both much higher than they were last year, as well as the monthly sales volume. It's important to note that since this is a smaller market, the stats will be much more volatile than the others.



### February year-over-year sales volume of \$6,880,500

Up 62.28% from 2023's \$4,240,000 with unit sales of 5 that is up from the 4 from last year. New listings of 16 are the same as a year ago, with the sales/listing ratio of 31.25% up 6.25%.



### Year-to-date sales volume of \$7,558,500

Up 1.65% from 2023's \$7,436,000 with unit sales of 6 down 25% from the 8 in 2023. New listings of 26 are down 16.13% from a year ago, with the sales/listing ratio of 23.08% down 2.73%.



### Year-to-date average sale price of \$1,027,050

Up from \$929,500 one year ago with median sale price of \$1,239,000 up from \$883,750 one year ago. Average days-on-market of 28.5 is up 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.*

## FEBRUARY NUMBERS

Median Sale Price

**\$1,800,000**

+92%

Average Sale Price

**\$1,376,100**

+29.82%

Sales Volume

**\$6,880,500**

+62.28%

Unit Sales

**5**

+25%

New Listings

**16**

No Change

Expired Listings

**5**

Up from 0

Unit Sales/Listings Ratio

**31.25%**

+6.25%

*Year-over-year comparison*

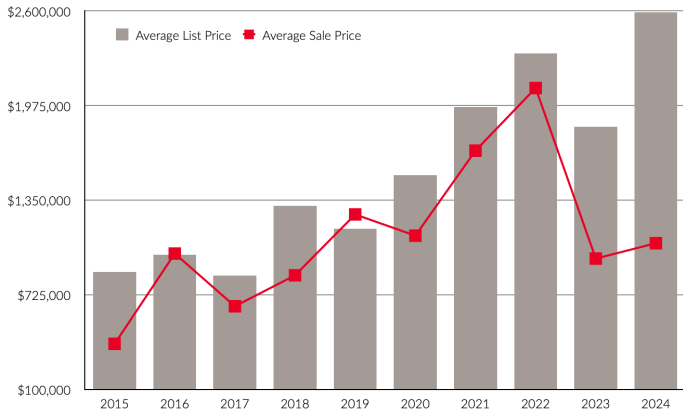
*(February 2024 vs. February 2023)*

# THE MARKET IN DETAIL

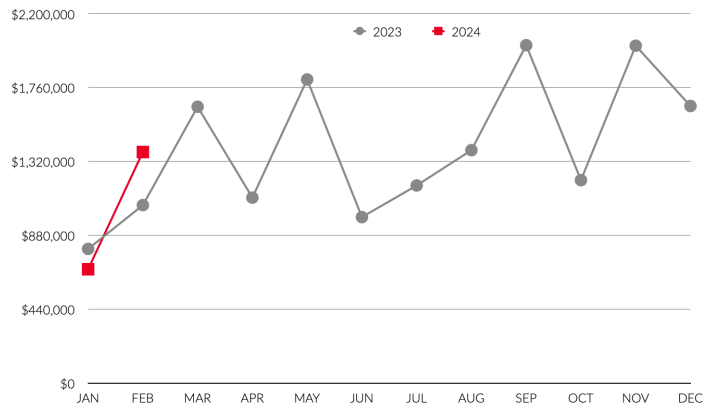
	2022	2023	2024	2023-2024
YTD Volume Sales	\$28,137,900	\$7,436,000	\$7,558,500	+1.65%
YTD Unit Sales	14	8	6	-25%
YTD New Listings	23	31	26	-16.13%
YTD Sales/Listings Ratio	60.87%	25.81%	23.08%	-2.73%
YTD Expired Listings	5	7	9	+28.57%
Monthly Volume Sales	\$16,012,900	\$4,240,000	\$6,880,500	+62.28%
Monthly Unit Sales	8	4	5	+25%
Monthly New Listings	14	16	16	No Change
Monthly Sales/Listings Ratio	57.14%	25.00%	31.25%	+6.25%
Monthly Expired Listings	1	0	5	Up from 0
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	0	0	0	No Change
YTD Sales: \$350K-\$549K	0	0	2	Up from 0
YTD Sales: \$550K-\$749K	1	1	1	No Change
YTD Sales: \$750K-\$999K	0	5	0	-100%
YTD Sales: \$1M+	13	2	3	+50%
YTD Average Days-On-Market	16.00	27.50	28.50	+3.64%
YTD Average Sale Price	\$2,011,223	\$929,500	\$1,027,050	+10.49%
YTD Median Sale Price	\$2,135,750	\$883,750	\$1,239,000	+40.2%

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

# AVERAGE SALE PRICE

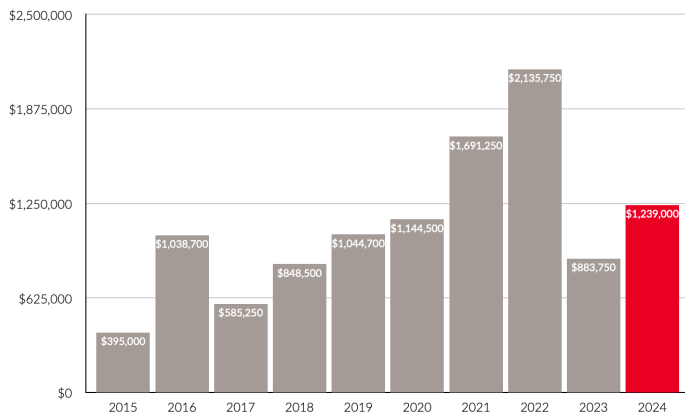


Year-Over-Year

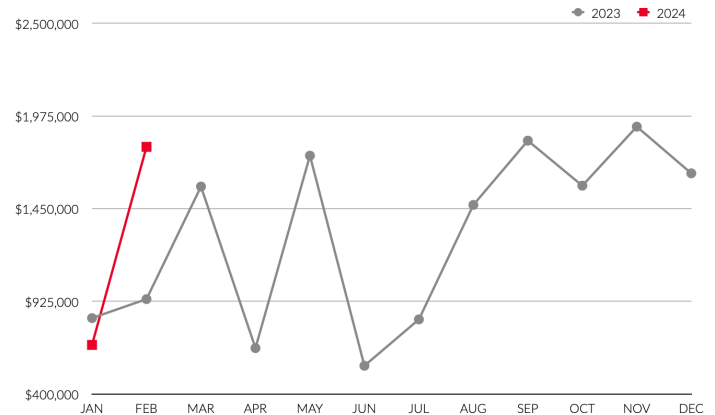


Month-Over-Month 2023 vs. 2024

# MEDIAN SALE PRICE



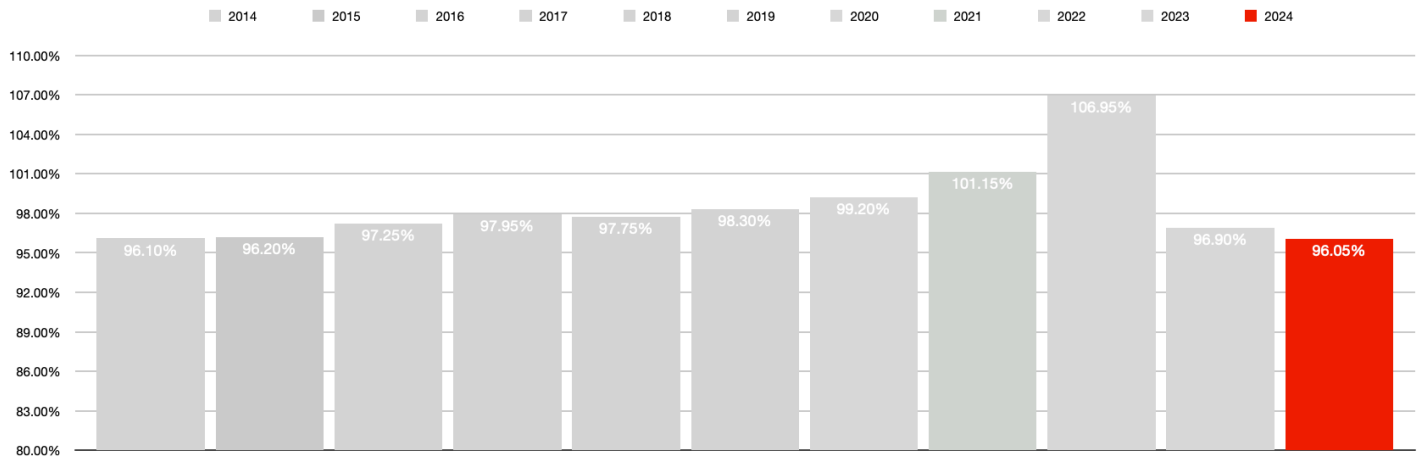
Year-Over-Year



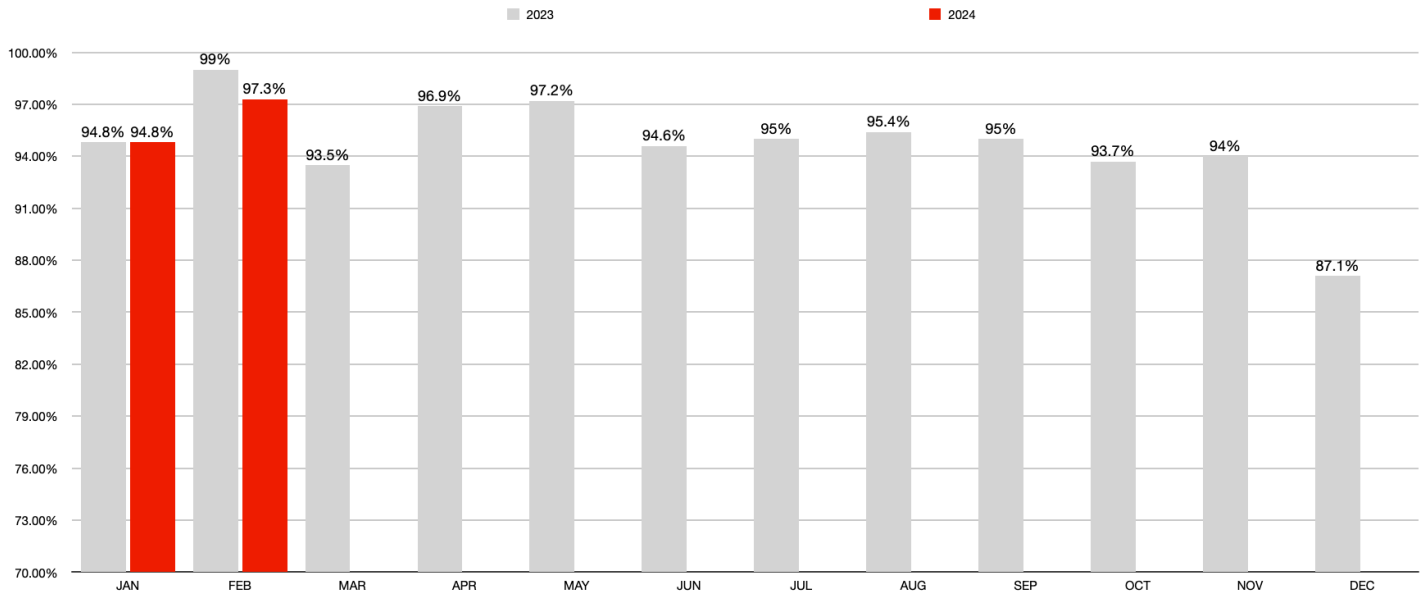
Month-Over-Month 2023 vs. 2024

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

# SALE PRICE VS. LIST PRICE RATIO

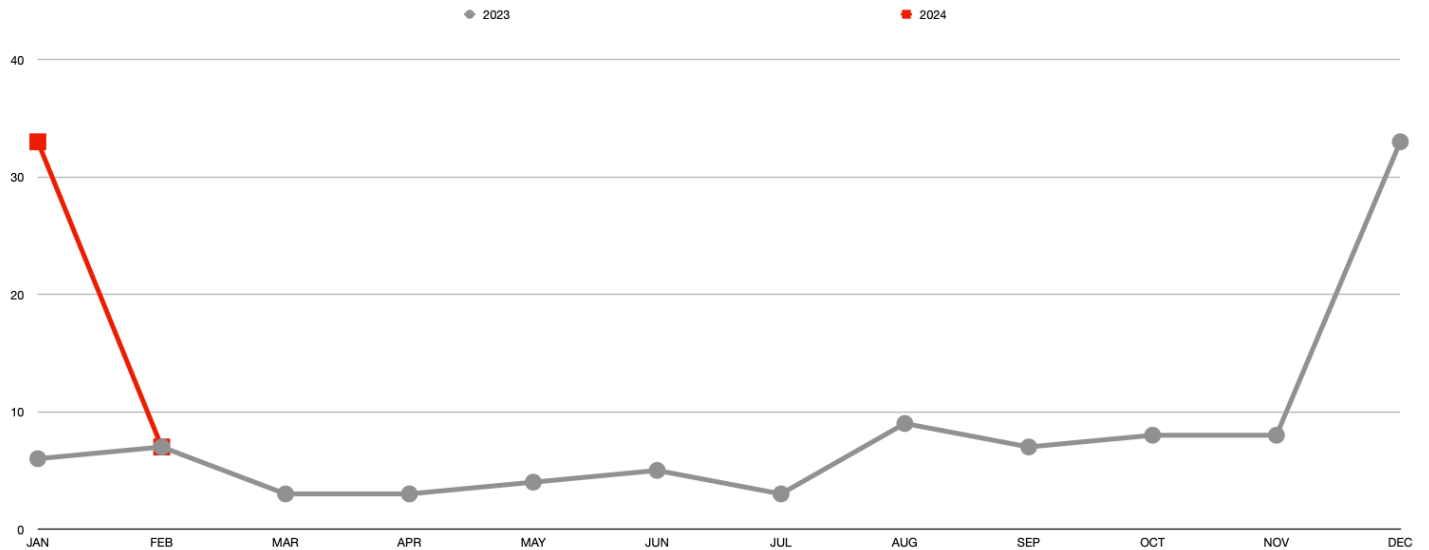


## Year-Over-Year

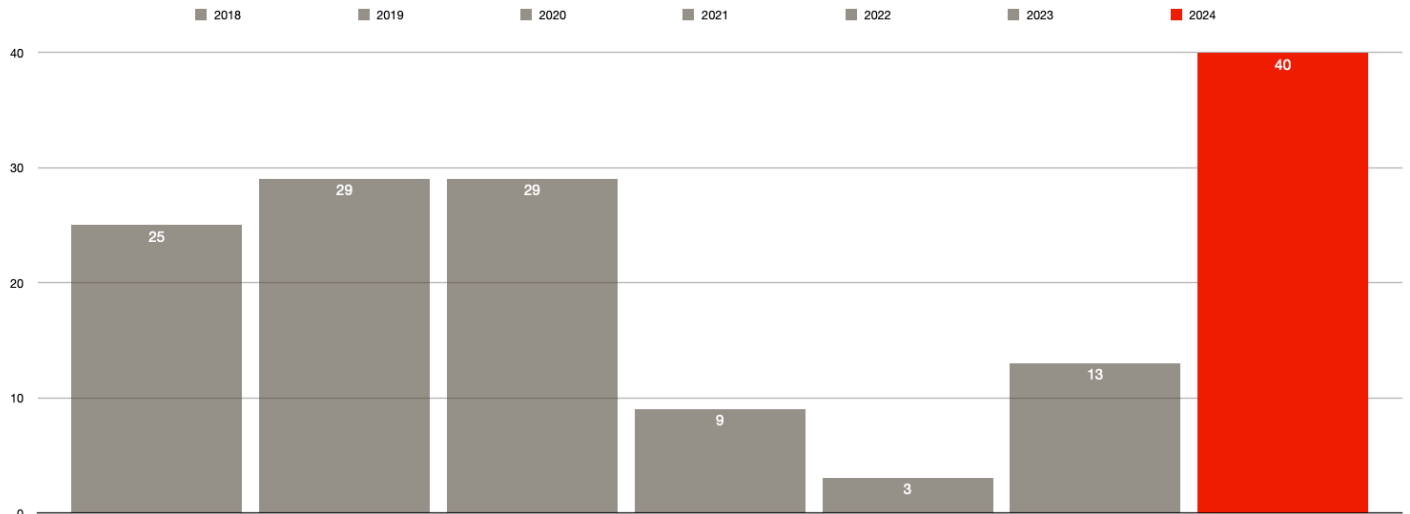


## Month-Over-Month 2023 vs. 2024

# MONTHS OF INVENTORY

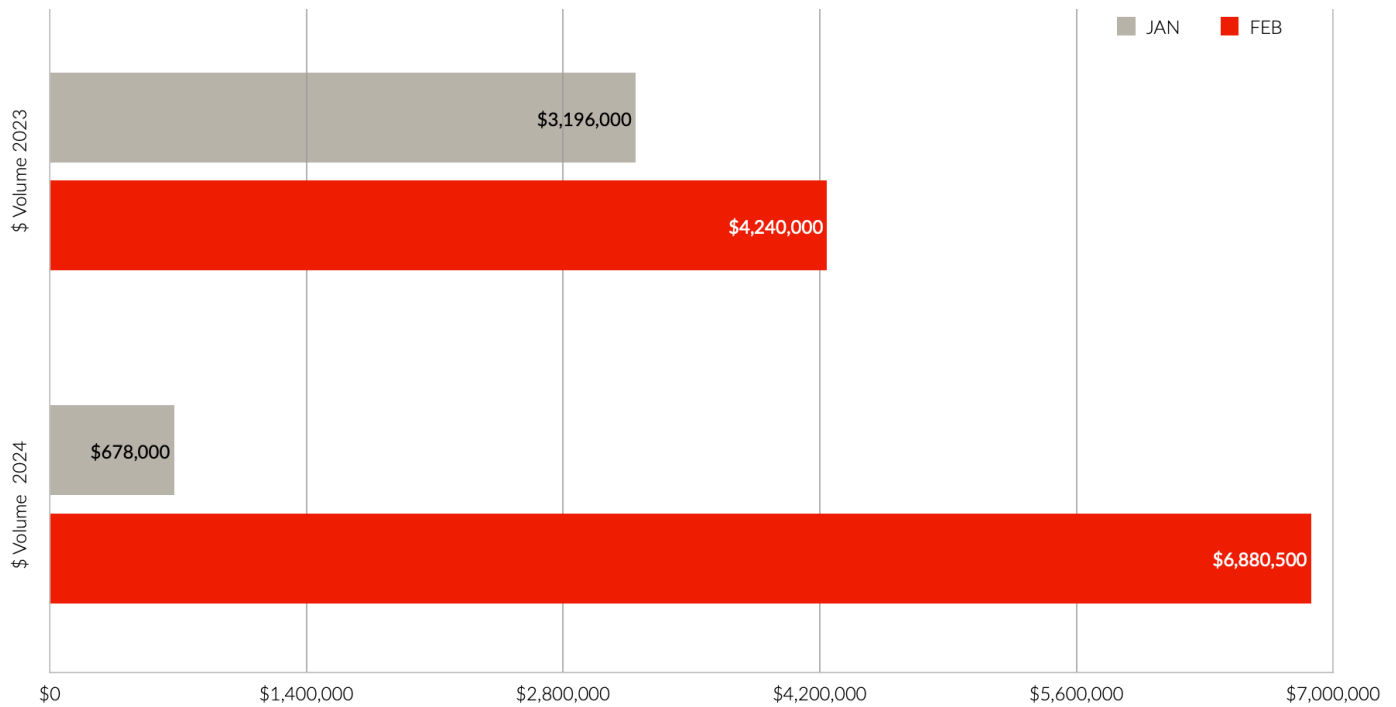


Month-Over-Month 2023 vs. 2024

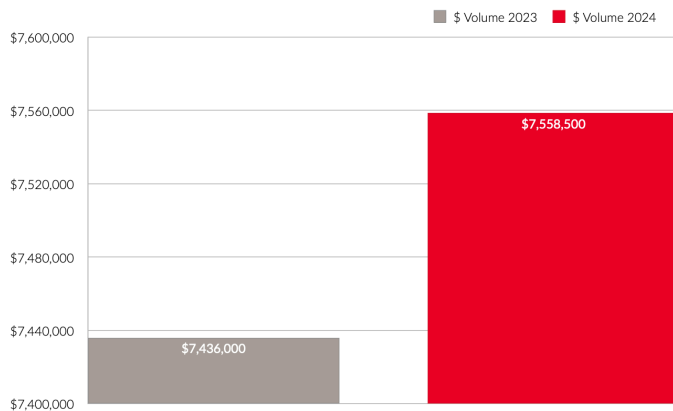


Year-Over-Year

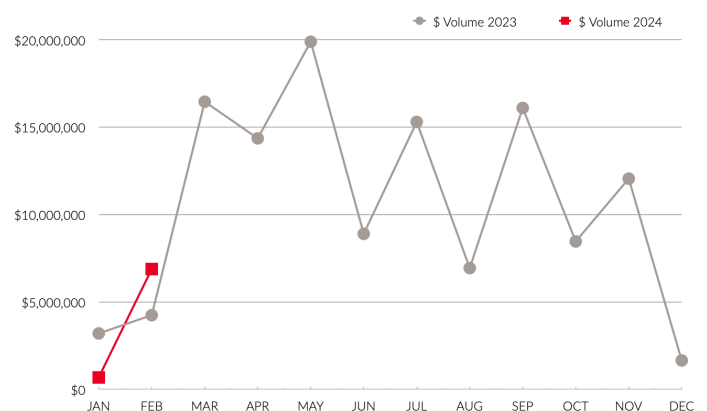
# DOLLAR VOLUME SALES



## Monthly Comparison 2023 vs. 2024



## Yearly Totals 2023 vs. 2024

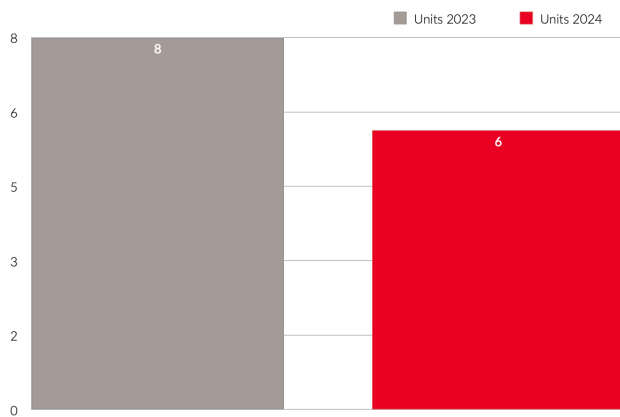


## Month vs. Month 2023 vs. 2024

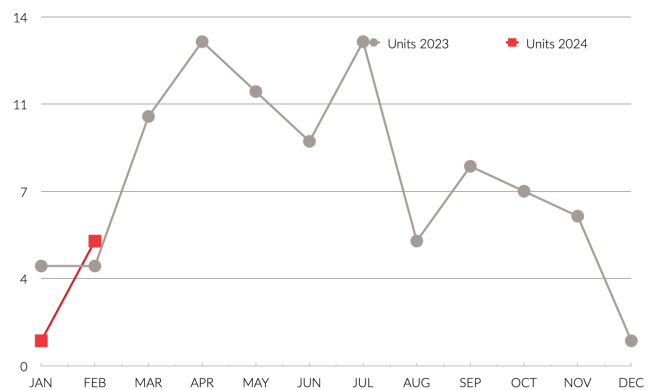
# UNIT SALES



Monthly Comparison 2023 vs. 2024

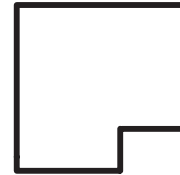

















Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

# SALES BY TYPE



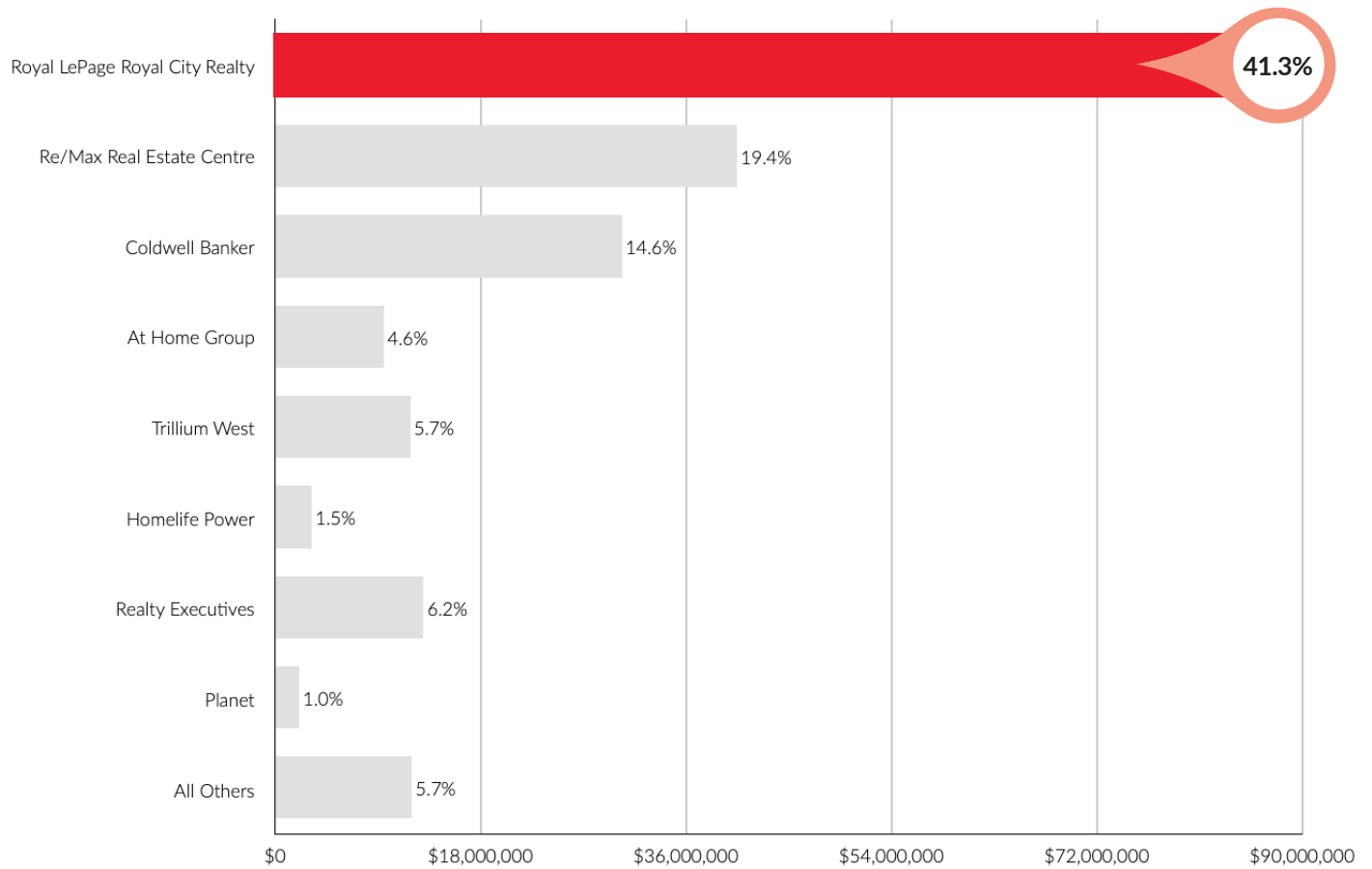
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$7,078,500 -4.81%	 \$0 No Change	 \$0 -100%
YTD Unit Sales	 5 -37.5%	 0 No Change	 0 -100%
YTD Average Sale Price	 \$1,415,700 +52.31%	 \$0 No Change	 \$0 Down from \$550,000
February Sales Volume	 \$6,400,500 +50.96%	 \$0 No Change	 \$0 -100%
February Unit Sales	 4 No Change	 0 No Change	 0 -100%

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

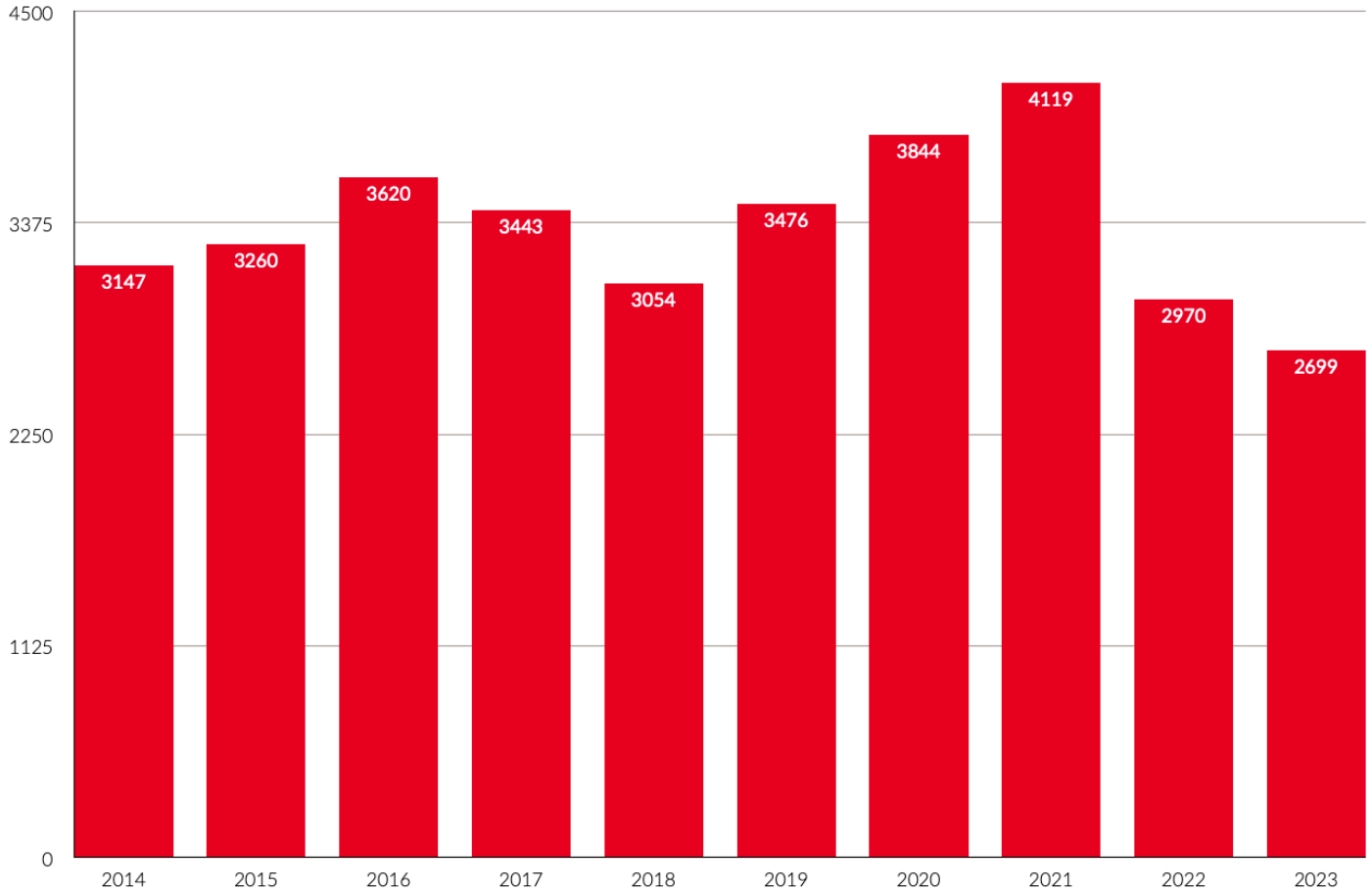


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
February 2024



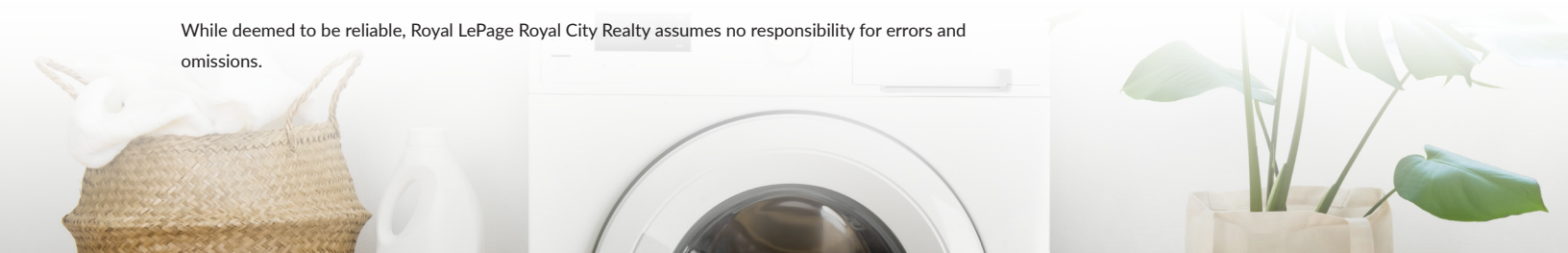
# 10 YEAR MARKET ANALYSIS



## Units Sold

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# OUR LOCATIONS



## ELORA

519-846-1365  
9 Mill Street East, Elora



## FERGUS

519-843-1365  
162 St. Andrew Street East, Fergus



## GUELPH

519-824-9050  
848 Gordon Street Unit 101, Guelph



## GUELPH (COMMERCIAL)

519-836-8060  
1467 Gordon Street Unit L1, Guelph



## ROCKWOOD

519-856-9922  
118 Main Street S., Rockwood



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