



2022 DECEMBER

PUSLINCH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

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OVERVIEW

BALANCED MARKET

The Puslinch real estate market remains a balanced market to end off the year, while seeing a small rise in unit sales and a drop in new listings compared to December of last year. The year-to-date average and median sales prices are still higher than this time last year, showing an overall solid foundation. It is good to keep in mind that since this market is smaller, it is more prone to erratic change.



December year-over-year sales volume of \$4,525,000

Up 262% from 2021's \$1,250,000 with unit sales of 3 up 300% from last year's 1. New listings of 6 are down 14.29% from a year ago, with the sales/listing ratio of 50% up 35.71%.



Year-to-date sales volume of \$183,251,647

Down 9.5% from 2021's \$202,487,335 with unit sales of 101 down from 2021's 146. New listings of 256 are up from 222 year ago, with the sales/listing ratio of 39.45% down 26.31%.



Year-to-date average sale price of \$1,828,535

Up from \$1,373,638 one year ago with median sale price of \$1,804,375 up from \$1,531,625 one year ago. Average days-on-market of 34.17 is up 6.25 days from last year.

DECEMBER NUMBERS

Median Sale Price

\$2,262,500

+81%

Sales Volume

\$4,525,000

+262%

Unit Sales

3

+300%

New Listings

6

-14.29%

Expired Listings

7

+250%

Unit Sales/Listings Ratio

50%

-35.71%

*Year-over-year comparison
(December 2022 vs. December 2021)*

Note: The sample size for this area shows too few listings to depict a meaningful comparison between Median Sales Price and Average Sales Prices.

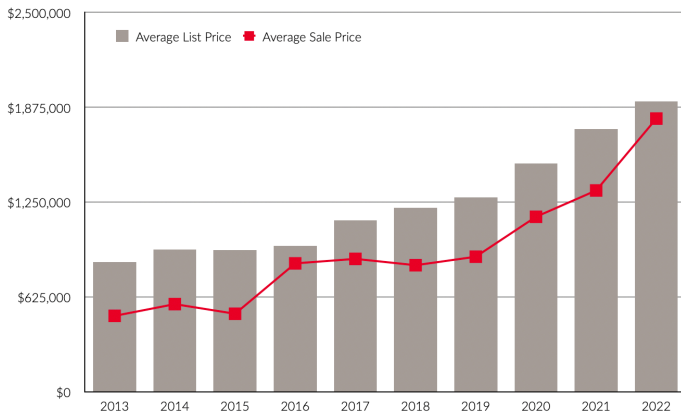


THE MARKET IN DETAIL

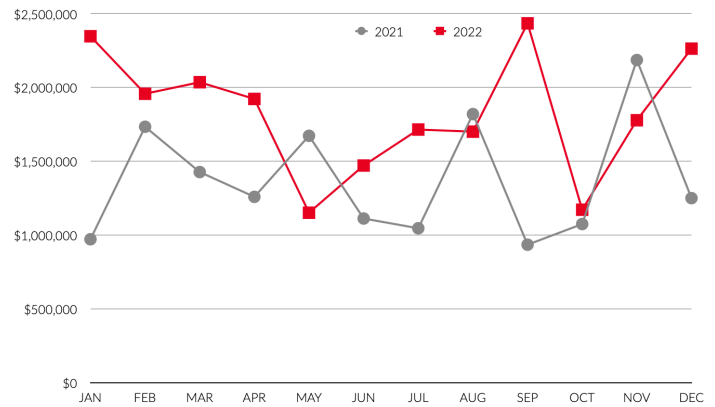
	2020	2021	2022	2021-2022
YTD Volume Sales	\$183,575,684	\$202,487,335	\$183,251,647	-9.5%
YTD Unit Sales	154	146	101	-30.82%
YTD New Listings	229	222	256	+15.32%
YTD Sales/Listings Ratio	67.25%	65.77%	39.45%	-26.31%
YTD Expired Listings	54	32	64	+100%
December Volume Sales	\$27,388,754	\$1,250,000	\$4,525,000	+262%
December Unit Sales	16	1	3	+300%
December New Listings	4	7	6	-14.29%
December Sales/Listings Ratio	400%	14.29%	50%	+35.71%
December Expired Listings	4	2	7	+250%
YTD Sales: \$0-\$199K	6	16	3	-81.25%
YTD Sales: \$200K-\$349K	8	4	1	-75%
YTD Sales: \$350K-\$549K	27	11	3	-72.73%
YTD Sales: \$550K-\$749K	7	19	13	-31.58%
YTD Sales: \$750K-\$999K	21	13	3	-76.92%
YTD Sales: \$1M+	86	83	79	-4.82%
YTD Average Days-On-Market	69	27.92	34.17	+22.39%
YTD Average Sale Price	\$1,206,951	\$1,373,638	\$1,828,353	+33.12%
YTD Median Sale Price	\$1,252,250	\$1,531,625	\$1,804,375	+17.81%

Puslinch MLS Sales and Listing Summary
2020 vs. 2021 vs. 2022

AVERAGE SALE PRICE

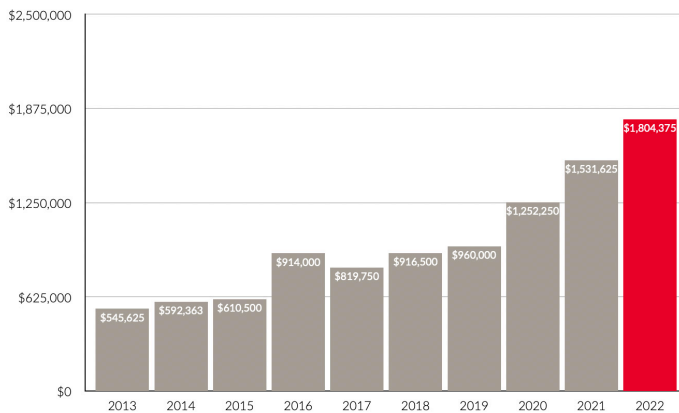


Year-Over-Year

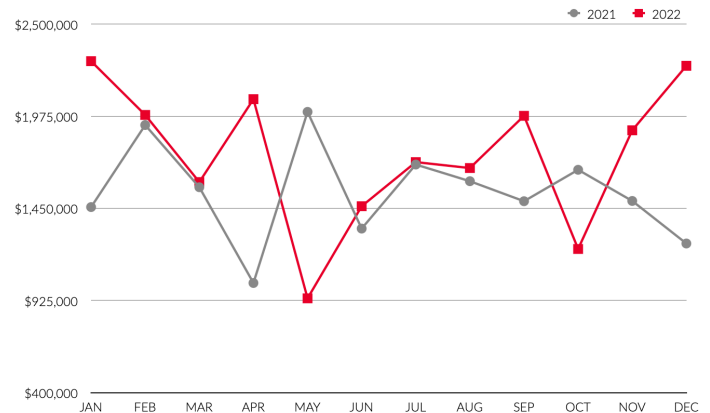


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



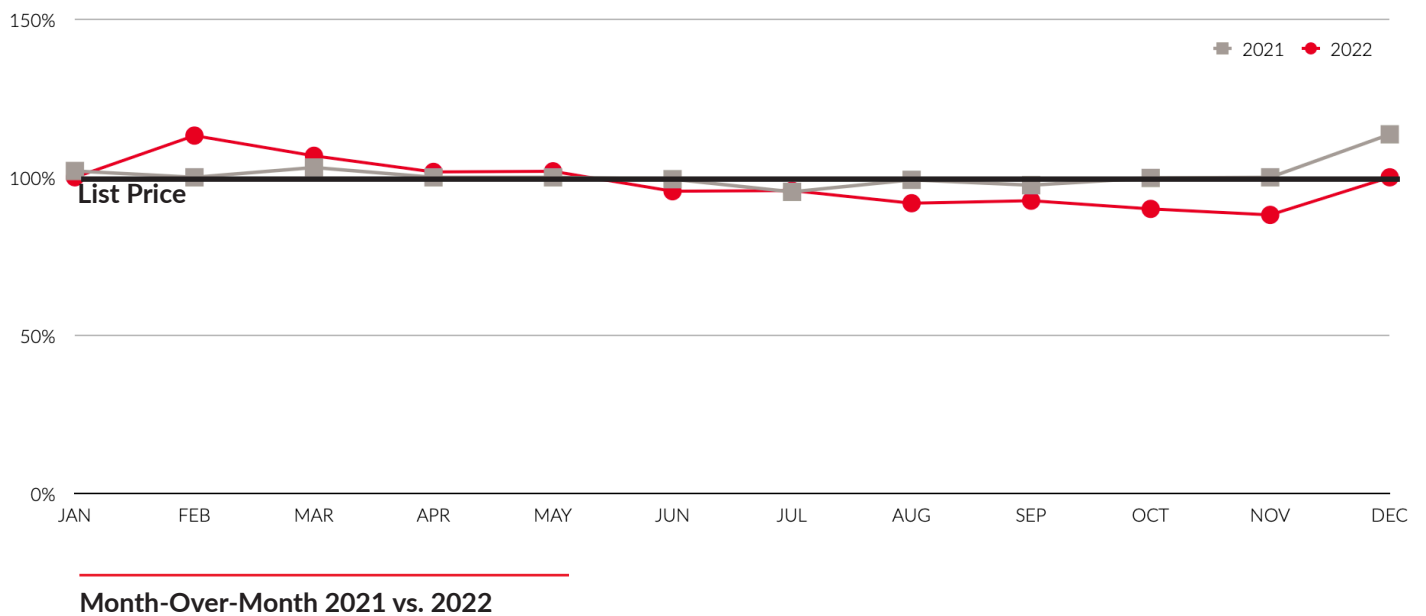
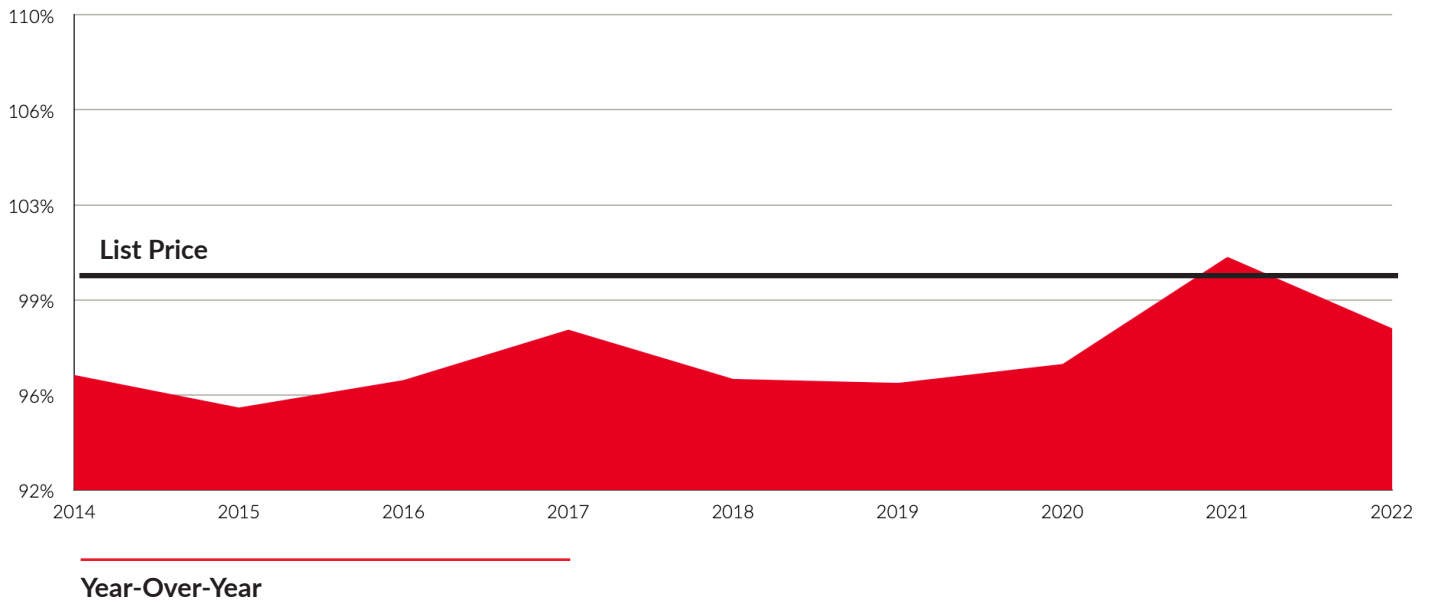
Year-Over-Year



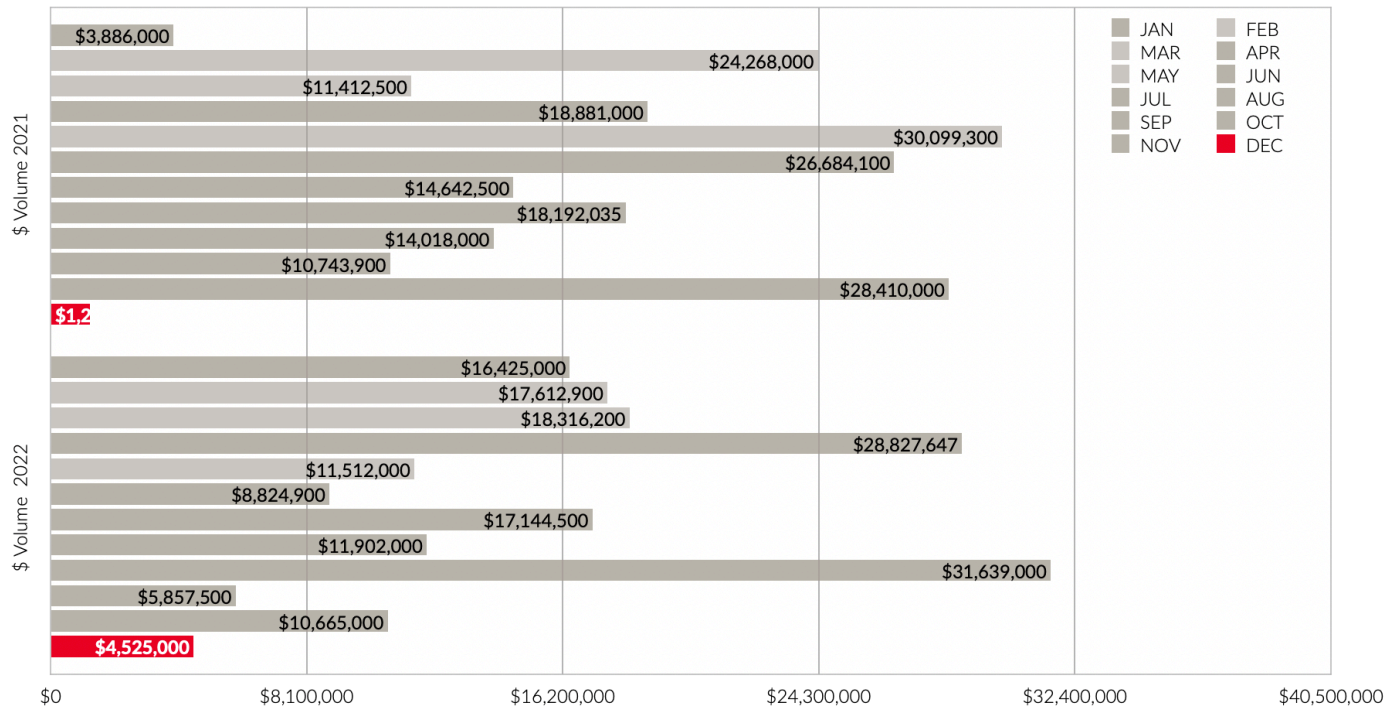
Month-Over-Month 2021 vs. 2022

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

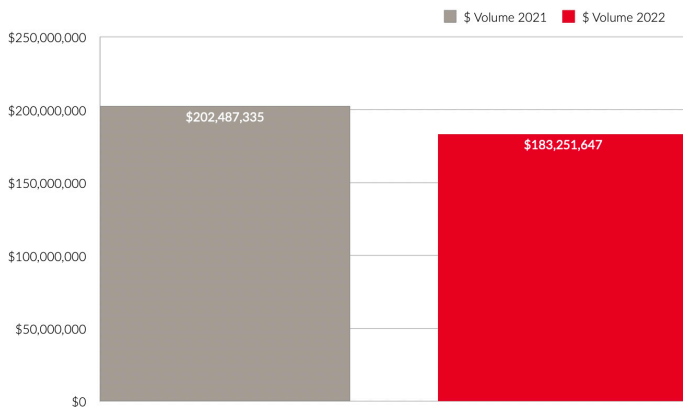
SALE PRICE VS. LIST PRICE RATIO



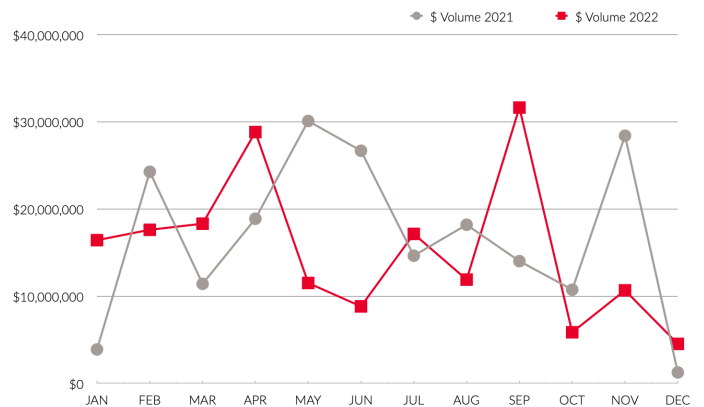
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

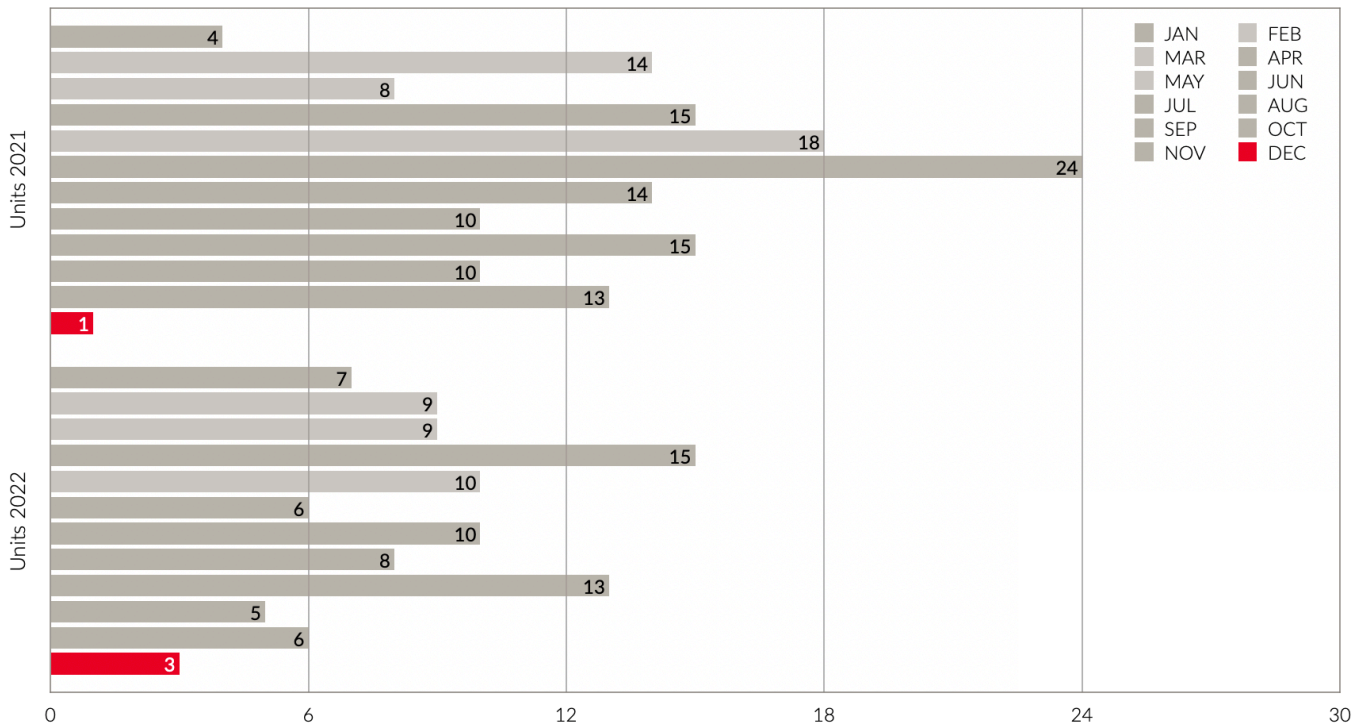


Yearly Totals 2021 vs. 2022

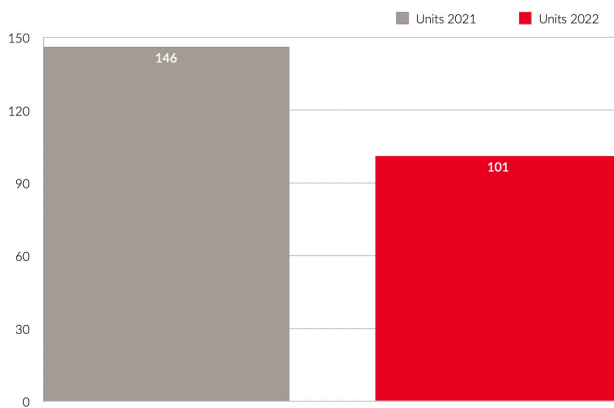


Month vs. Month 2021 vs. 2022

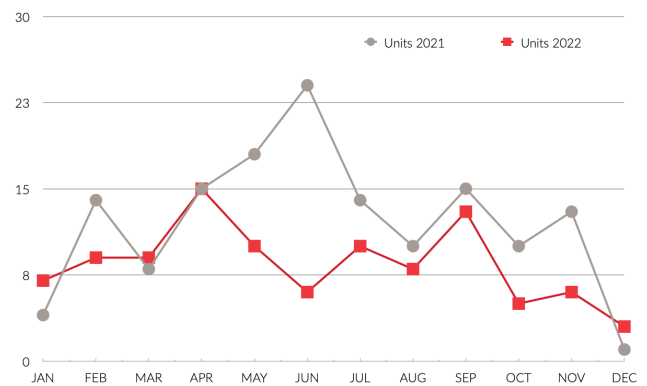
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

SALES BY TYPE


















FREEHOLD



CONDOMINIUM



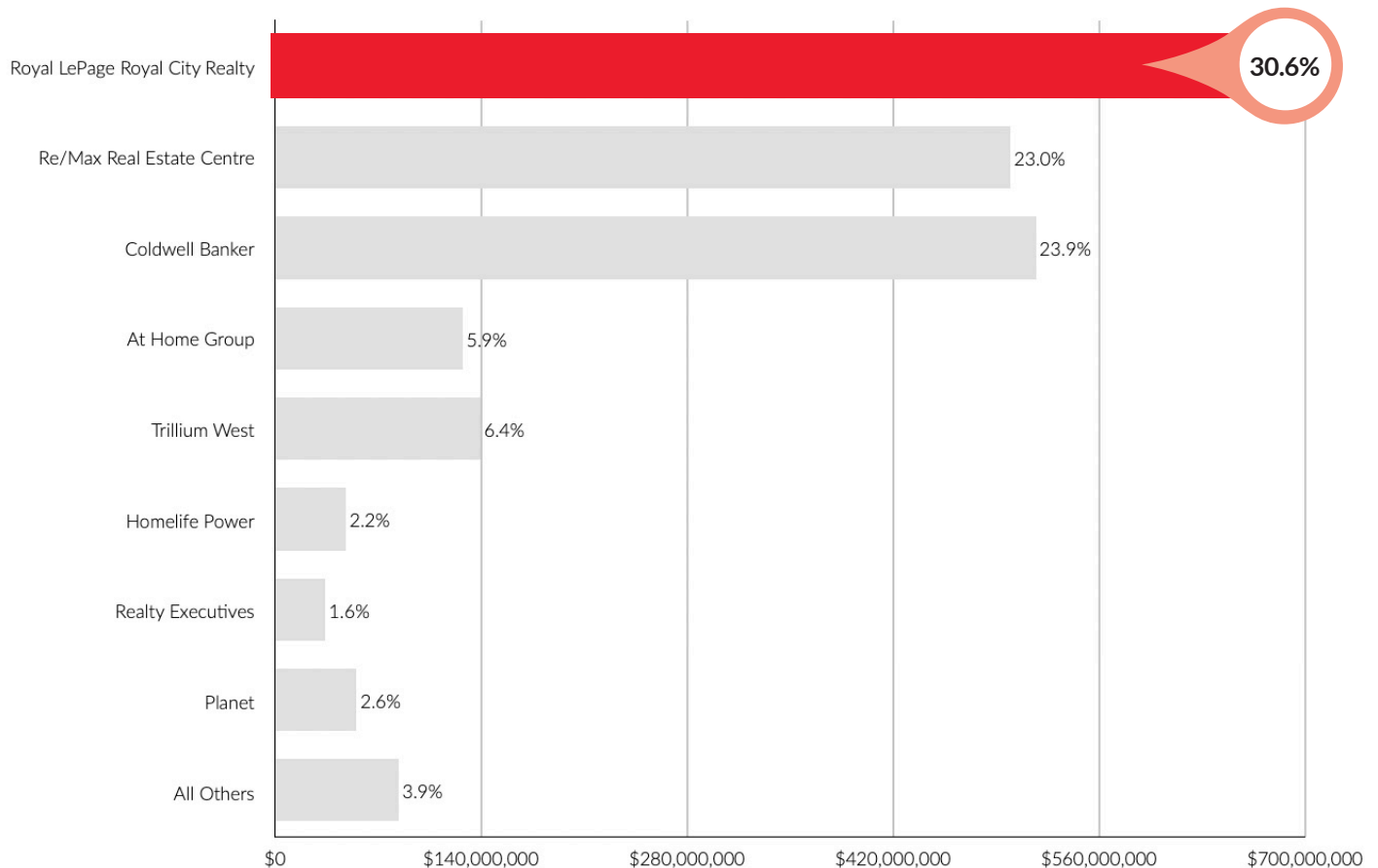
VACANT LAND

YTD Sales Volume	 \$157,310,647 -1.32%	 \$2,683,000 +8.2%	 \$10,183,000 -50.56%
YTD Unit Sales	 83 -14.43%	 3 No change	 8 -42.86%
YTD Average Sale Price	 \$1,895,309 +15.32%	 \$894,333 +8.2%	 \$1,272,875 -13.49%
December Sales Volume	 \$4,525,000 +262%	 \$0 No change	 \$0 No change
December Unit Sales	 2 +100%	 0 No change	 0 No change

Year-Over-Year Comparison (2022 vs. 2021)



MARKET DOMINANCE

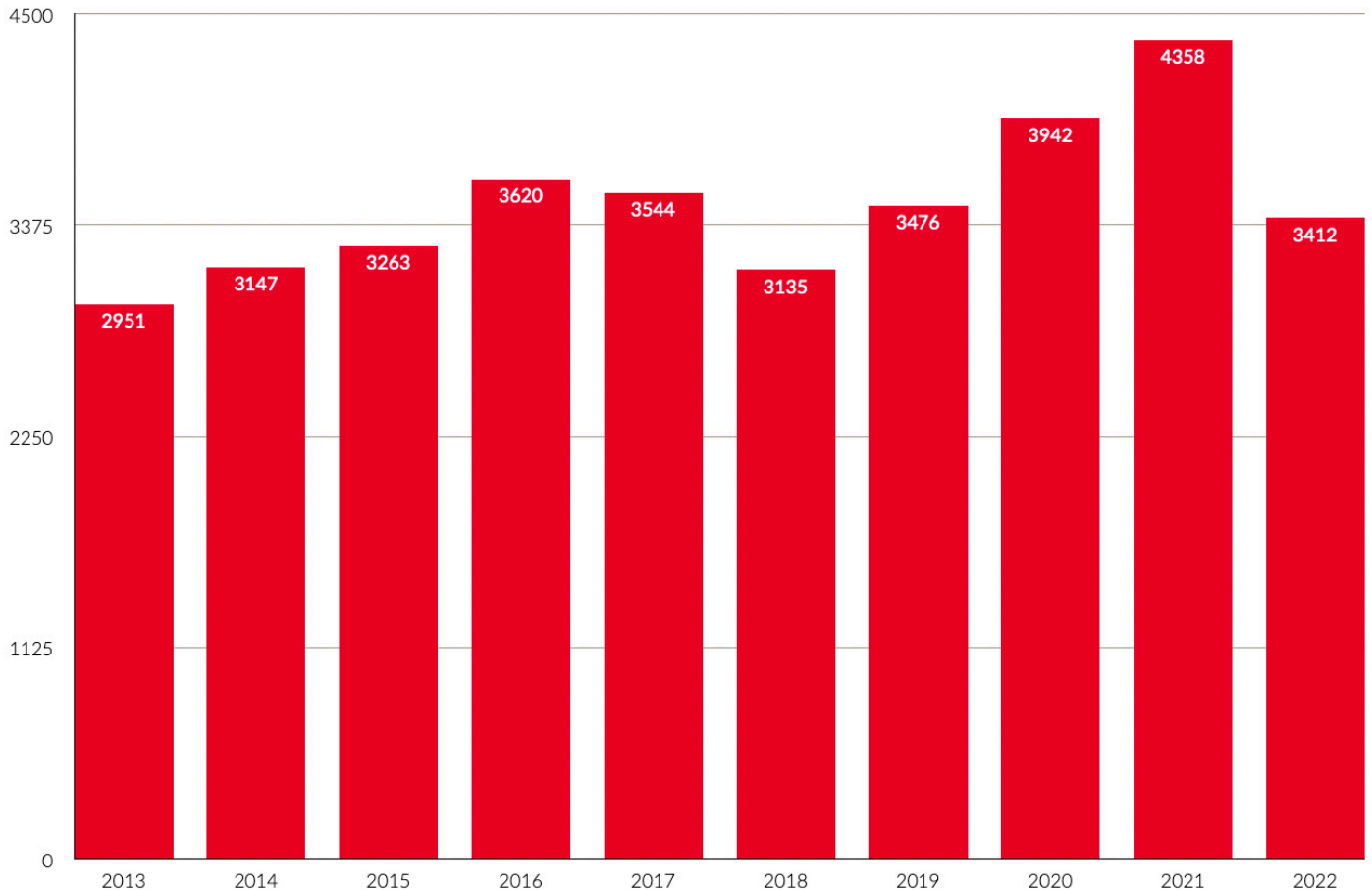


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
December 2022



10 YEAR MARKET ANALYSIS



Units Sold



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

519-821-6191
214 Speedvale Ave W., 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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