



2022 NOVEMBER

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 this month despite a drop in both unit sales and new listings. The year-to-date average and median sales prices are still higher than this time last year, showing a strong foundation for this market. It is good to keep in mind that since this market is smaller, it is more prone to erratic change.



November year-over-year sales volume of \$10,665,000

Down 62.46% from 2021's \$28,410,000 with unit sales of 6 down 53.85% from last year's 13. New listings of 12 are down 25% from a year ago, with the sales/listing ratio of 50% down 31.25%.



Year-to-date sales volume of \$178,726,647

Down 11.19% from 2021's \$201,237,335 with unit sales of 98 down from 2021's 145. New listings of 250 are up from 215 year ago, with the sales/listing ratio of 39.2% down 28.24%.



Year-to-date average sale price of \$1,789,083

Up from \$1,384,877 one year ago with median sale price of \$1,713,750 up from \$1,570,750 one year ago. Average days-on-market of 33.36 is up 3.72 days from last year.

NOVEMBER NUMBERS

Median Sale Price

\$1,895,000

+26.97%

Sales Volume

\$10,665,000

-62.46%

Unit Sales

6

-53.85%

New Listings

12

-25%

Expired Listings

26

-2,500%

Unit Sales/Listings Ratio

39.2%

-28.24%

*Year-over-year comparison
(November 2022 vs. November 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.

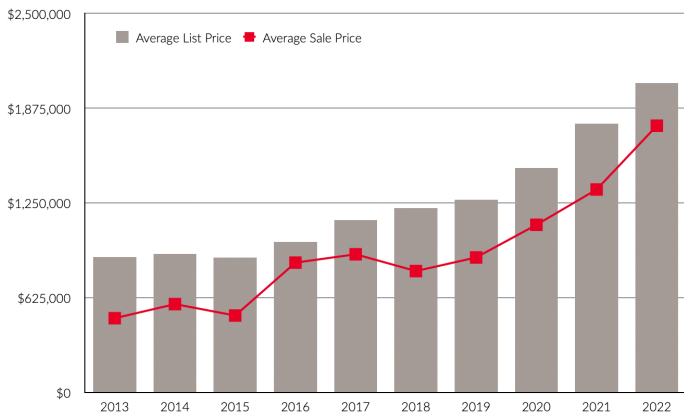


THE MARKET IN DETAIL

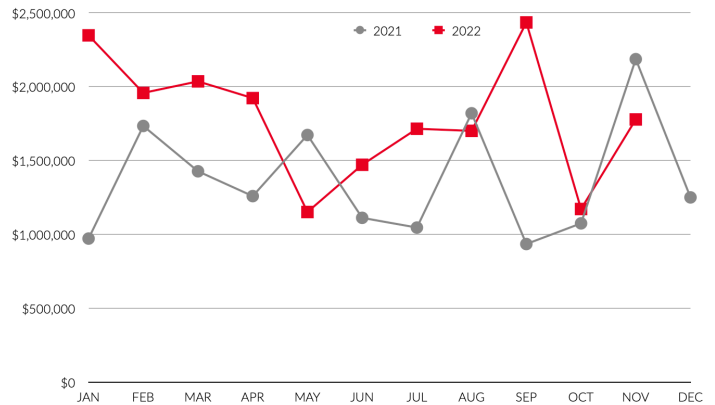
	2020	2021	2022	2021-2022
YTD Volume Sales	\$156,186,930	\$201,237,335	\$178,726,647	-11.19%
YTD Unit Sales	138	145	98	-32.41%
YTD New Listings	225	215	250	+16.28%
YTD Sales/Listings Ratio	61.33%	67.44%	39.2%	-28.24%
YTD Expired Listings	50	30	57	+90%
November Volume Sales	\$16,455,000	\$28,410,000	\$10,665,000	-62.46%
November Unit Sales	11	13	6	-53.85%
November New Listings	11	16	12	-25%
November Sales/Listings Ratio	100%	81.25%	50%	-31.25%
November Expired Listings	2	1	26	-2,500%
YTD Sales: \$0-\$199K	6	16	2	-87.5%
YTD Sales: \$200K-\$349K	7	4	1	-75%
YTD Sales: \$350K-\$549K	27	11	3	-72.73%
YTD Sales: \$550K-\$749K	6	19	13	-31.58%
YTD Sales: \$750K-\$999K	21	13	3	-76.92%
YTD Sales: \$1M+	72	82	77	-6.1%
YTD Average Days-On-Market	68.45	29.64	33.36	+12.58%
YTD Average Sale Price	\$1,161,056	\$1,384,877	\$1,789,083	+29.19%
YTD Median Sale Price	\$1,200,000	\$1,570,750	\$1,713,750	+9.1%

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

AVERAGE SALE PRICE

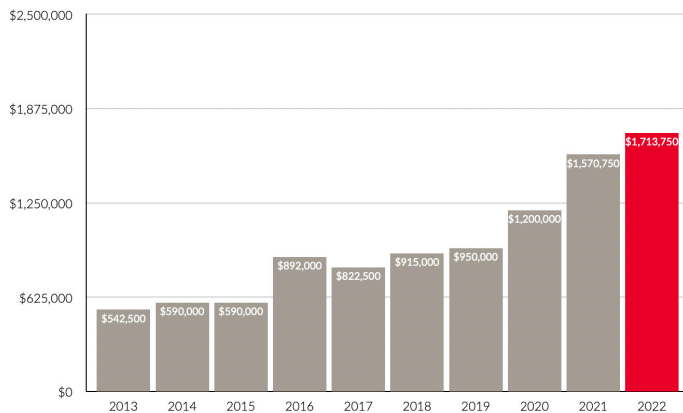


Year-Over-Year

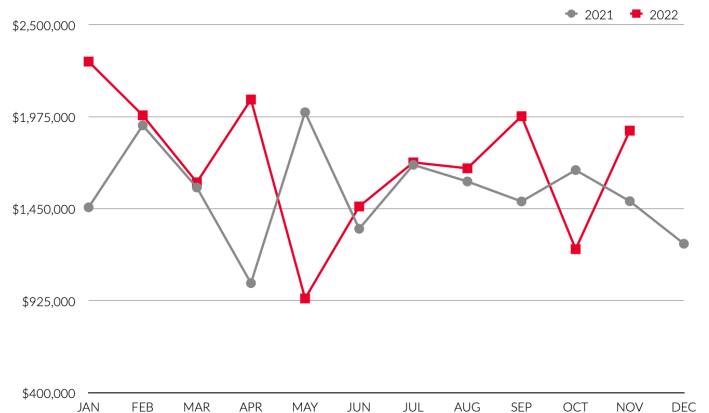


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



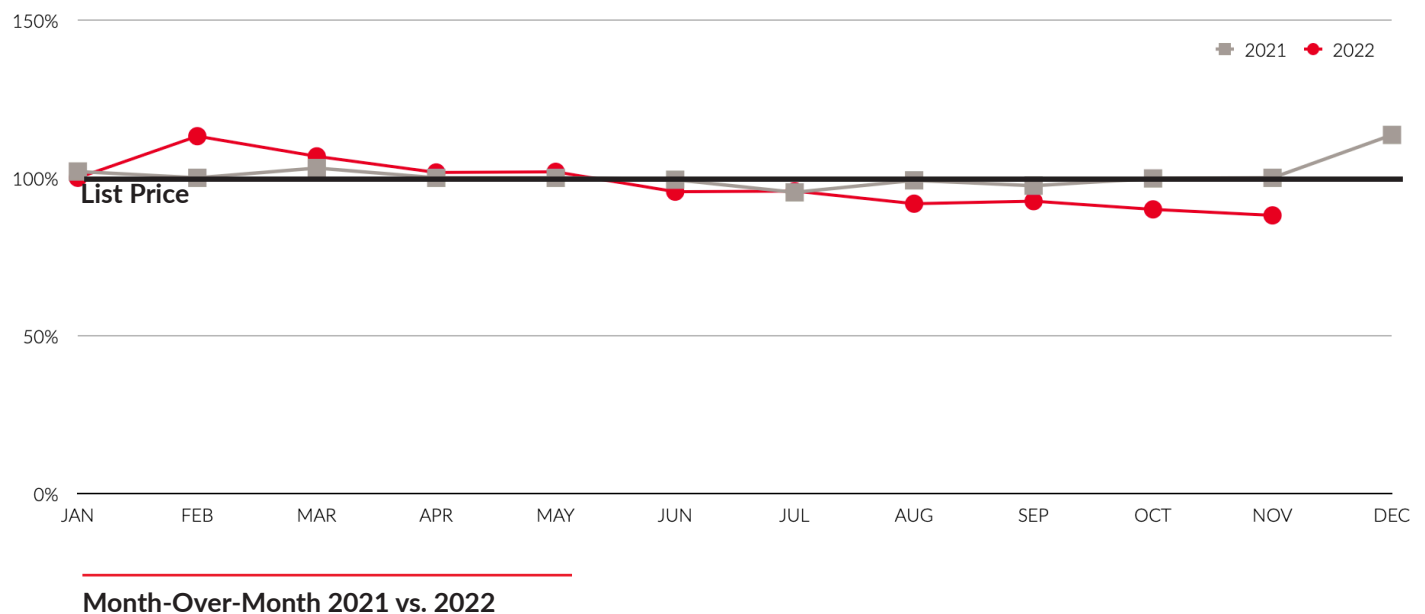
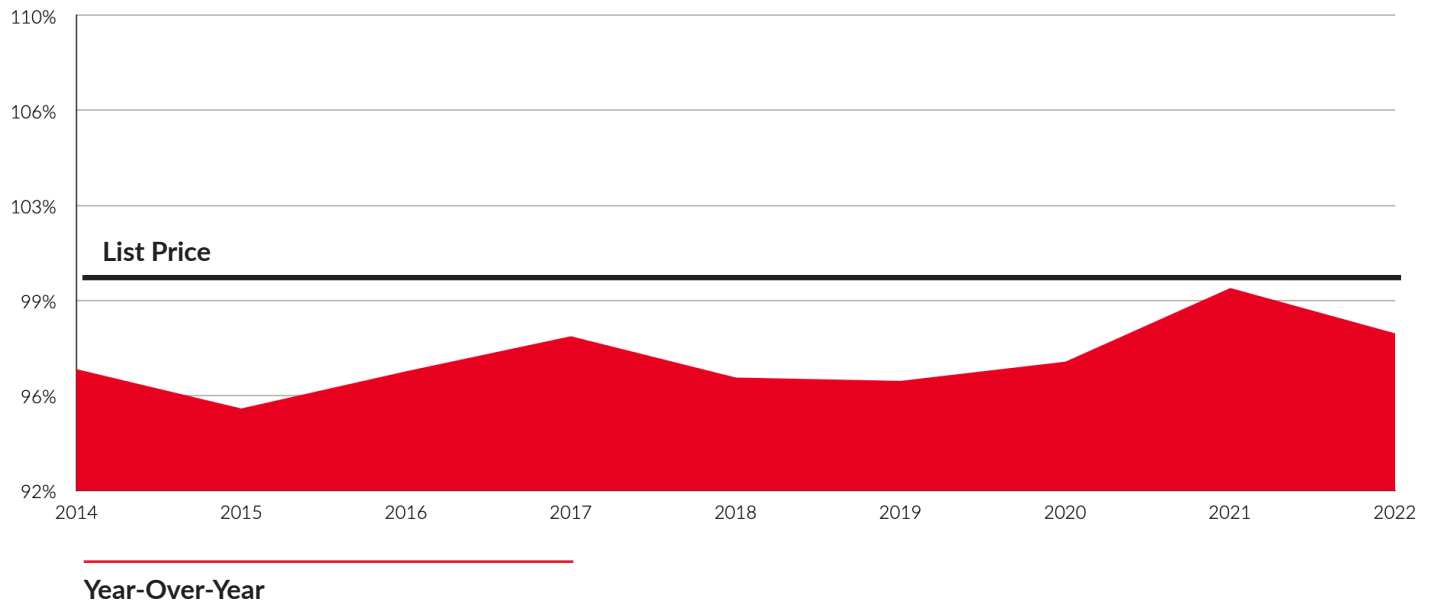
Year-Over-Year



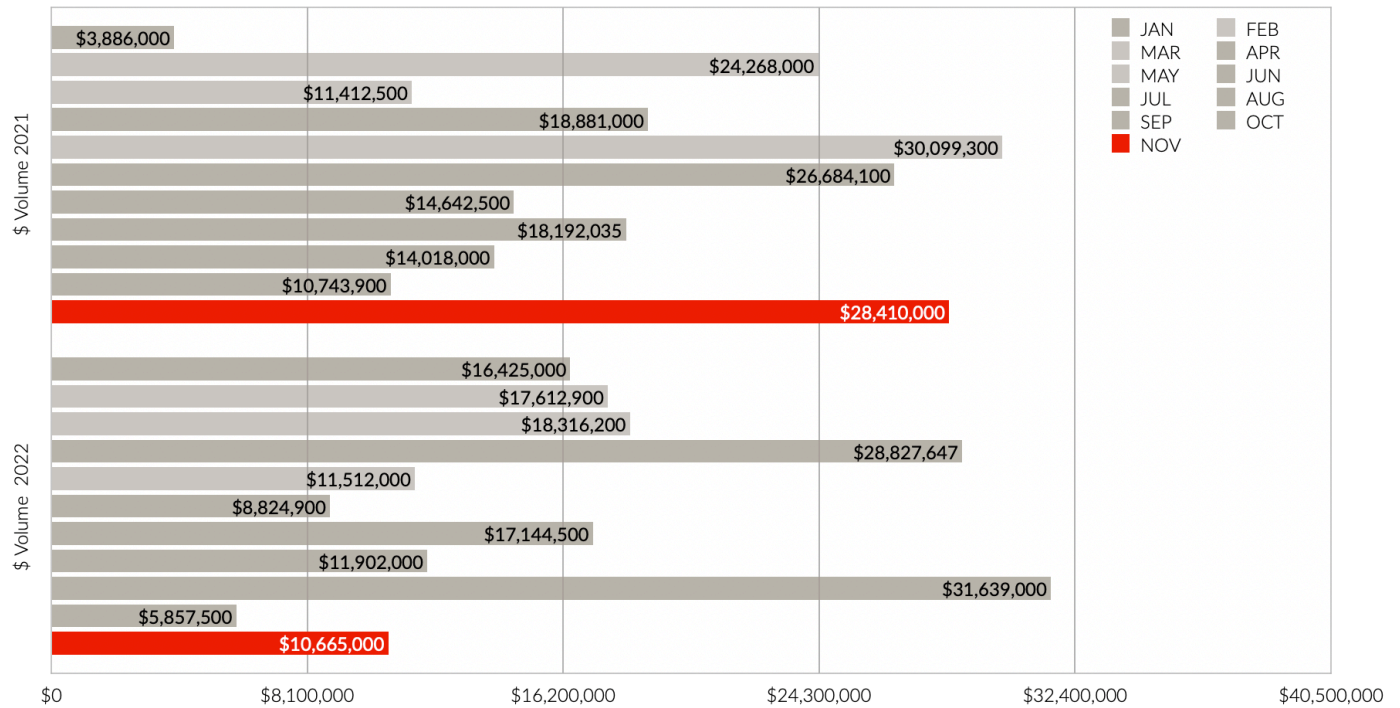
Month-Over-Month 2021 vs. 2022

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

SALE PRICE VS. LIST PRICE RATIO



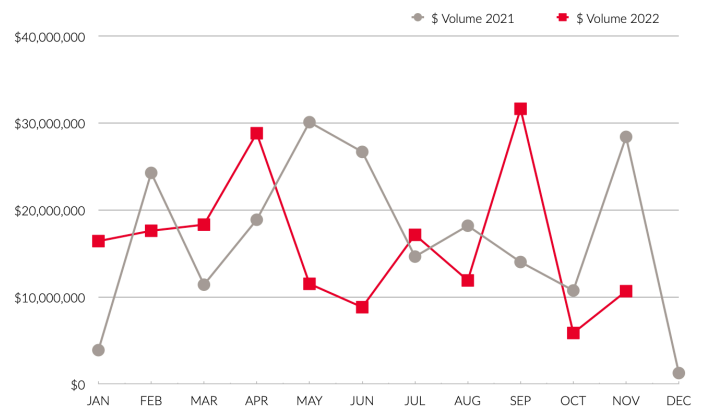
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

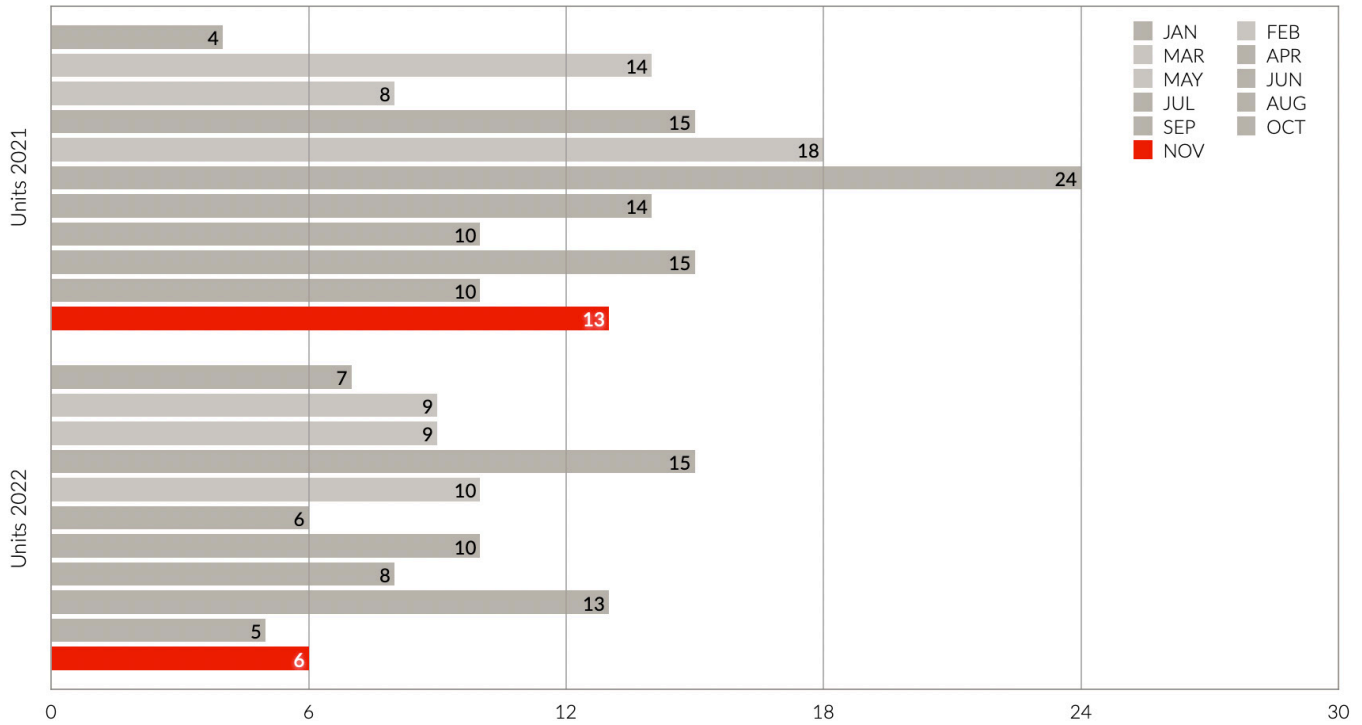


Yearly Totals 2021 vs. 2022

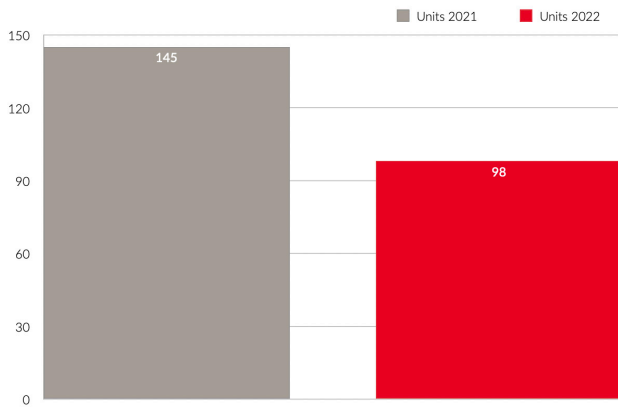


Month vs. Month 2021 vs. 2022

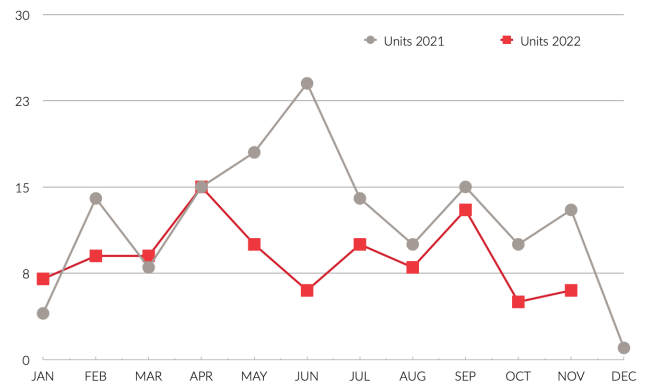
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

SALES BY TYPE


















FREEHOLD



CONDOMINIUM



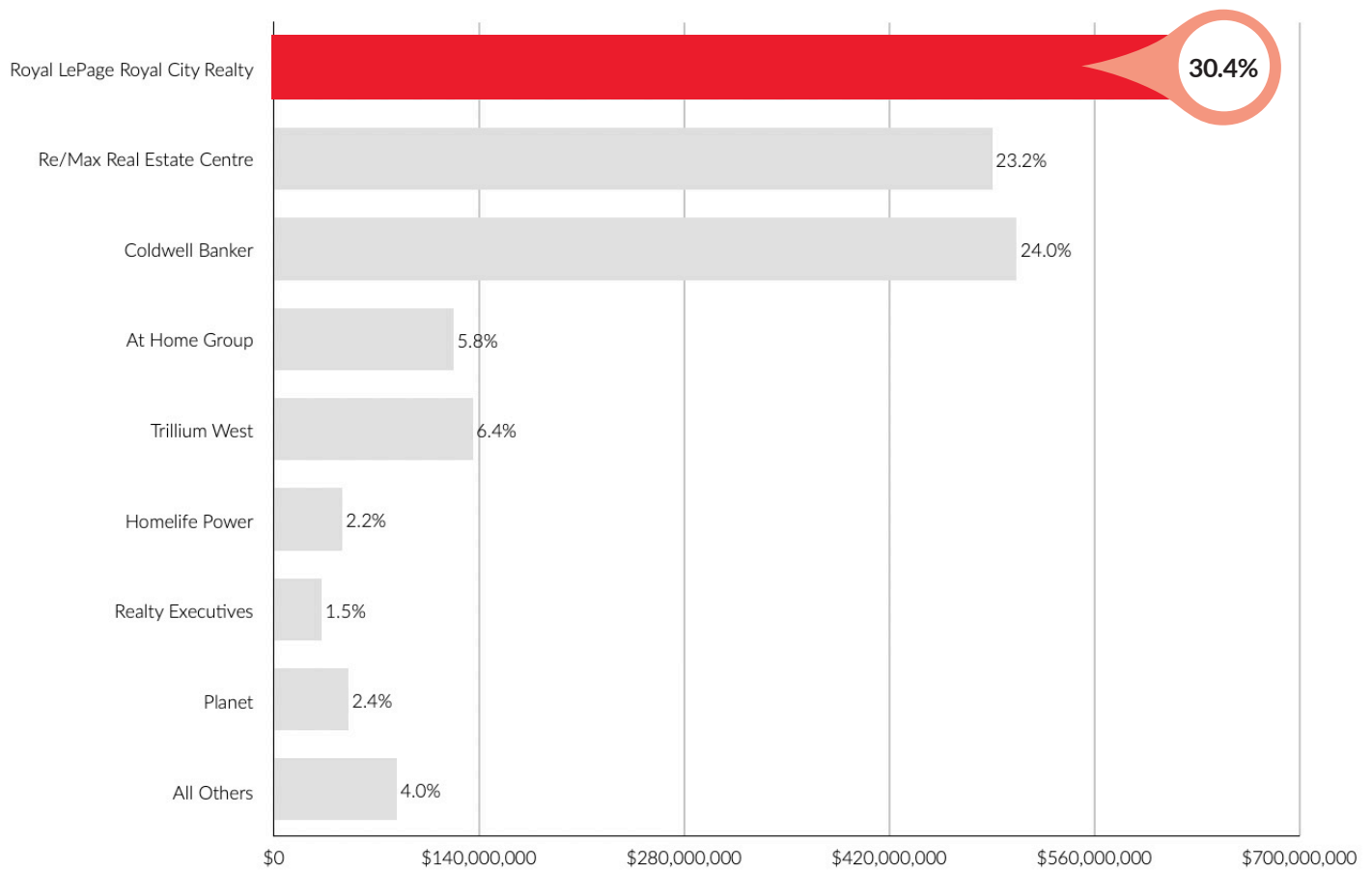
VACANT LAND

YTD Sales Volume	 \$152,785,647 -3.4%	 \$2,683,000 +8.2%	 \$10,183,000 -50.56%
YTD Unit Sales	 81 -15.63%	 3 No change	 8 -42.86%
YTD Average Sale Price	 \$1,886,243 +14.49%	 \$894,333 +8.2%	 \$1,272,875 -13.49%
November Sales Volume	 \$10,665,000 -37.21%	 \$0 Down from \$600,000	 \$0 Down from \$10,825,000
November Unit Sales	 6 -33.33%	 0 Down from 1	 0 Down from 3

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



MARKET DOMINANCE

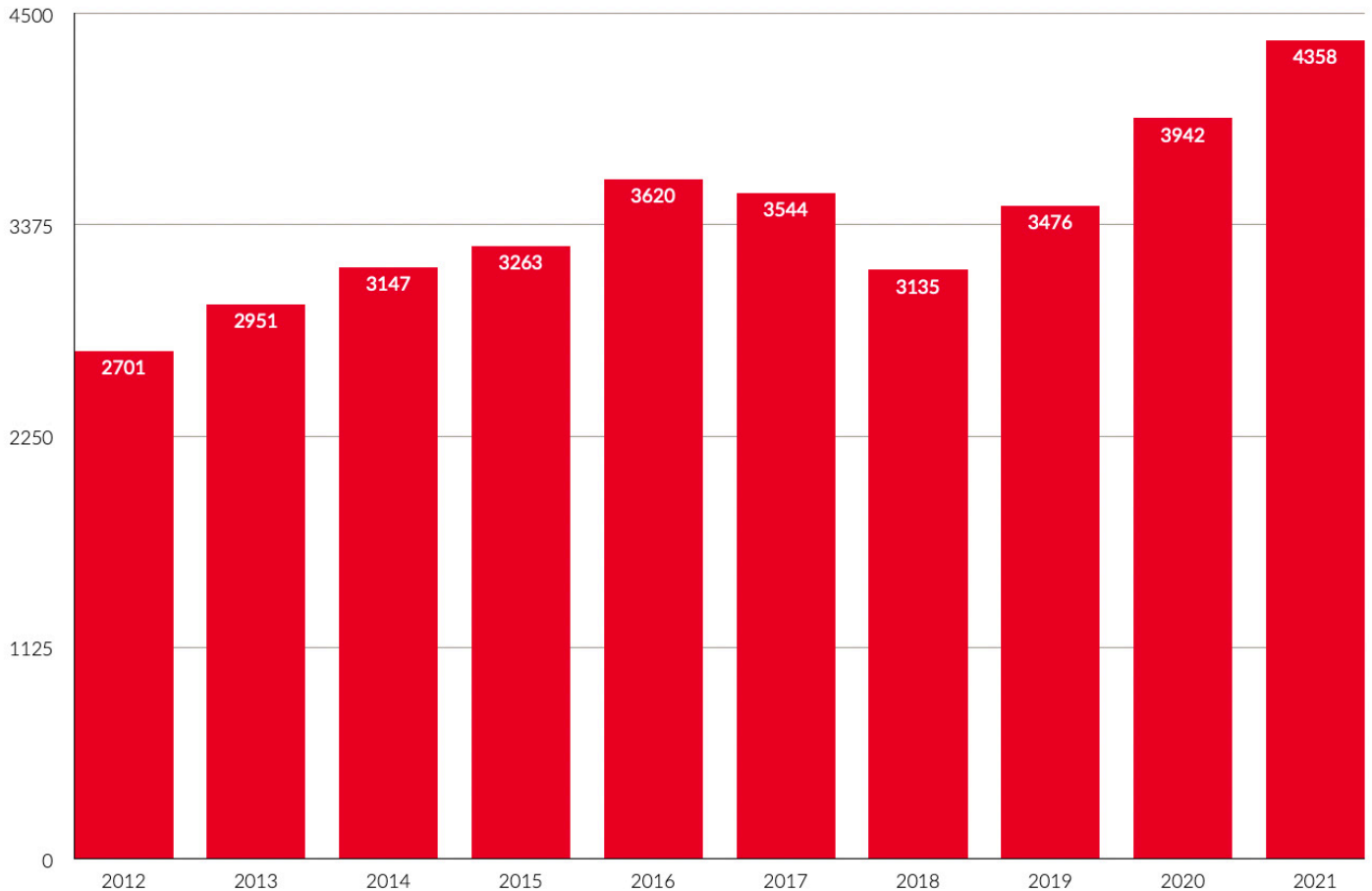


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
November 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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