



# 2024 MARCH

## PUSLINCH

### Real Estate Market Report



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# OVERVIEW

## BUYER'S MARKET

The Puslinch real estate market remains a buyer's market this month despite unit sales being higher this year. Median and average sale prices also saw a significant drop, which explains why this month's sales volume is lower than last year despite unit sales being higher. It's important to note that since this is a smaller market, the stats will be much more volatile than the others.



### March year-over-year sales volume of \$13,817,000

Down 16.03% from 2023's \$16,455,000 with unit sales of 11 that is up from the 10 from last year. New listings of 22 are up 57.14% from a year ago, with the sales/listing ratio of 50%, up 21.43%.



### Year-to-date sales volume of \$21,375,500

Down 10.53% from 2023's \$23,891,000 with unit sales of 17 down 5.56% from the 18 in 2023. New listings of 48 are up 6.67% from a year ago, with the sales/listing ratio of 35.42% down 4.58%.



### Year-to-date average sale price of \$1,103,397

Down from \$1,168,167 one year ago with median sale price of \$1,310,000 up from \$937,500 one year ago. Average days-on-market of 36.33 is up 2.66 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.*

## MARCH NUMBERS

Median Sale Price

**\$1,310,000**

-16.83%

Average Sale Price

**\$1,256,091**

-23.67%

Sales Volume

**\$13,817,000**

-16.03%

Unit Sales

**11**

+10%

New Listings

**22**

+57.14%

Expired Listings

**4**

+300%

Unit Sales/Listings Ratio

**50%**

-21.43%

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

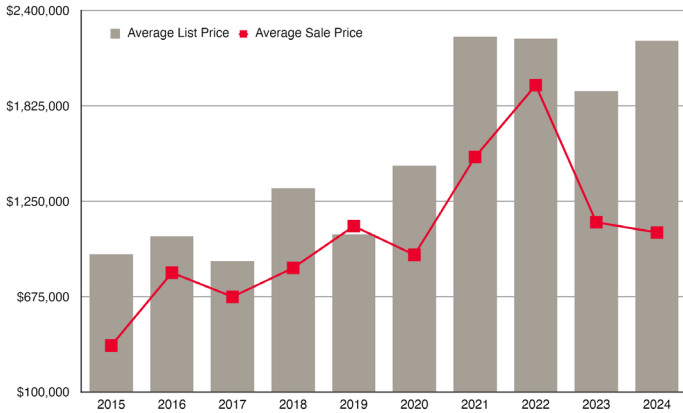


# THE MARKET IN DETAIL

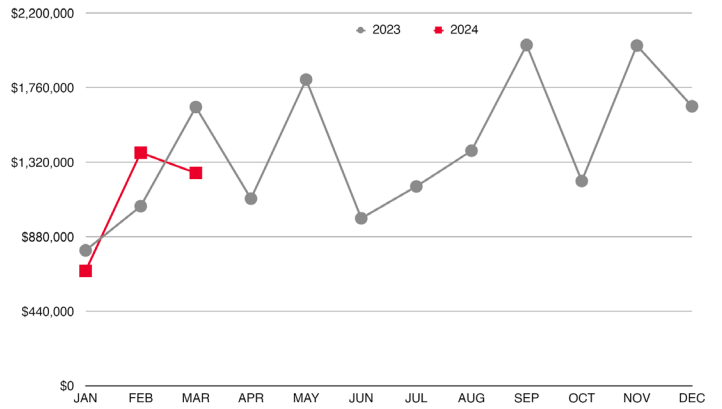
	2022	2023	2024	2023-2024
<b>YTD Volume Sales</b>	CA\$48,829,100	CA\$23,891,000	CA\$23,891,000	-10.53%
<b>YTD Unit Sales</b>	24	18	18	-5.56%
<b>YTD New Listings</b>	41	45	45	+6.67%
<b>YTD Sales/Listings Ratio</b>	58.54%	40.00%	40.00%	-4.58%
<b>YTD Expired Listings</b>	5	8	8	+62.5%
<b>Monthly Volume Sales</b>	CA\$20,691,200	CA\$16,455,000	CA\$16,455,000	-16.03%
<b>Monthly Unit Sales</b>	10	10	10	+10%
<b>Monthly New Listings</b>	18	14	14	+57.14%
<b>Monthly Sales/Listings Ratio</b>	55.56%	71.43%	71.43%	-21.43%
<b>Monthly Expired Listings</b>	0	1	1	+300%
<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>	0	2	2	No Change
<b>YTD Sales: \$550K-\$749K</b>	4	2	2	+100%
<b>YTD Sales: \$750K-\$999K</b>	0	5	5	-80%
<b>YTD Sales: \$1M+</b>	20	9	9	+11.11%
<b>YTD Average Days-On-Market</b>	15.67	33.67	33.67	+7.92%
<b>YTD Average Sale Price</b>	CA\$2,030,522	CA\$1,168,167	CA\$1,168,167	-5.54%
<b>YTD Median Sale Price</b>	CA\$1,982,500	CA\$937,500	CA\$937,500	+39.73%

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

# AVERAGE SALE PRICE

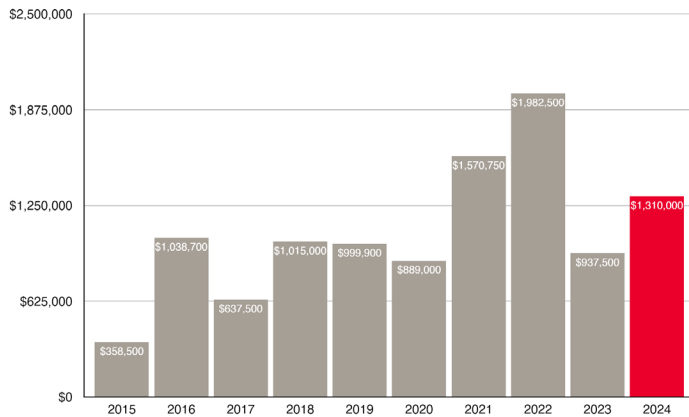


Year-Over-Year

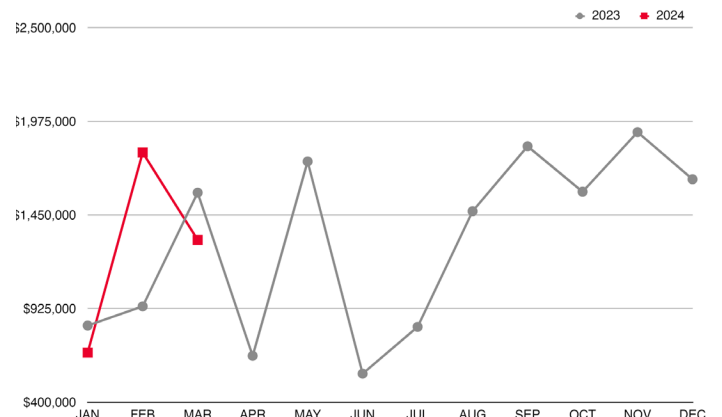


Month-Over-Month 2023 vs. 2024

# MEDIAN SALE PRICE

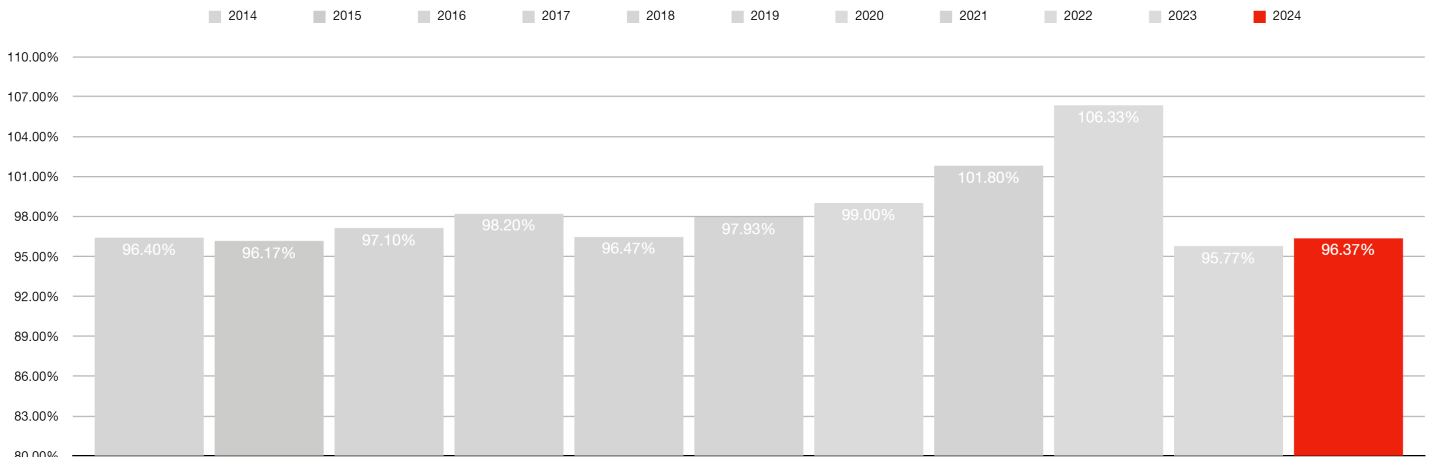


Year-Over-Year

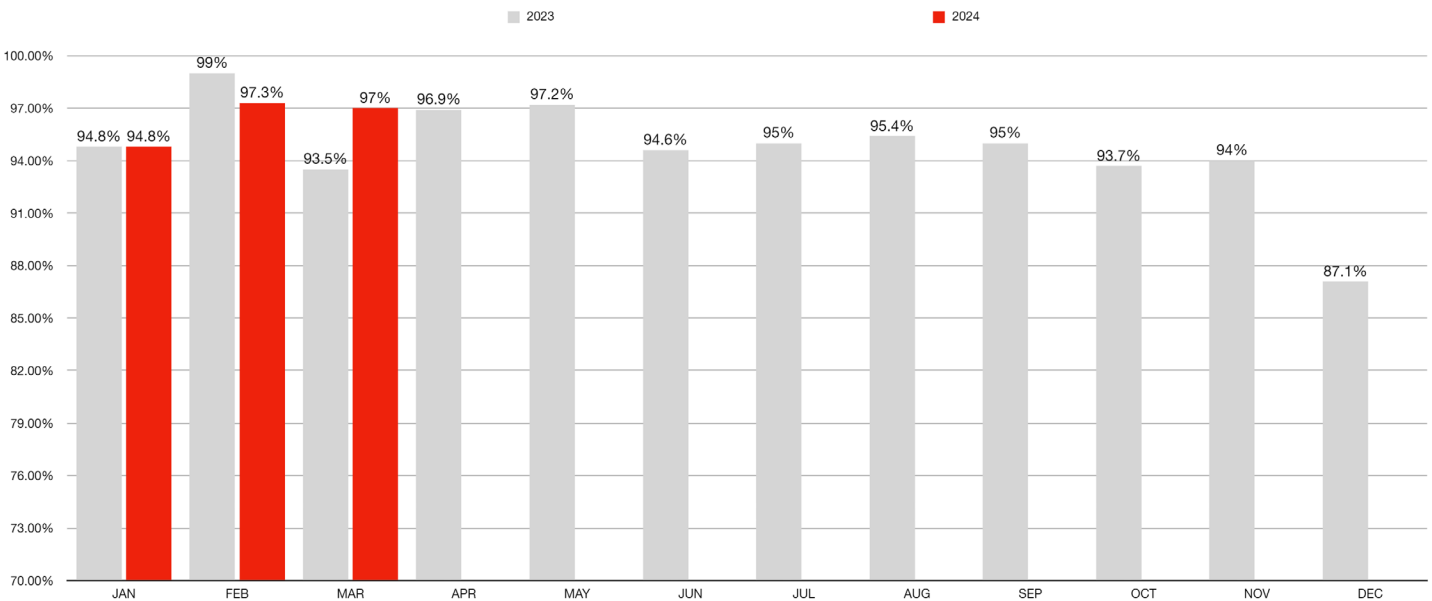


Month-Over-Month 2023 vs. 2024

# SALE PRICE VS. LIST PRICE RATIO

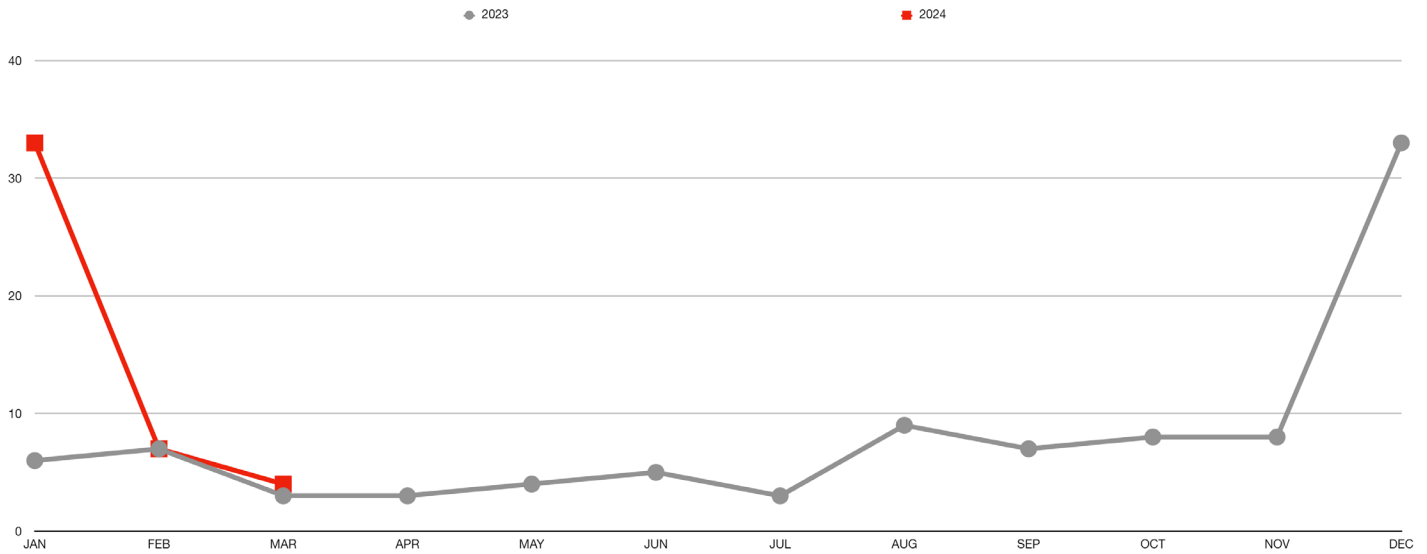


## Year-Over-Year

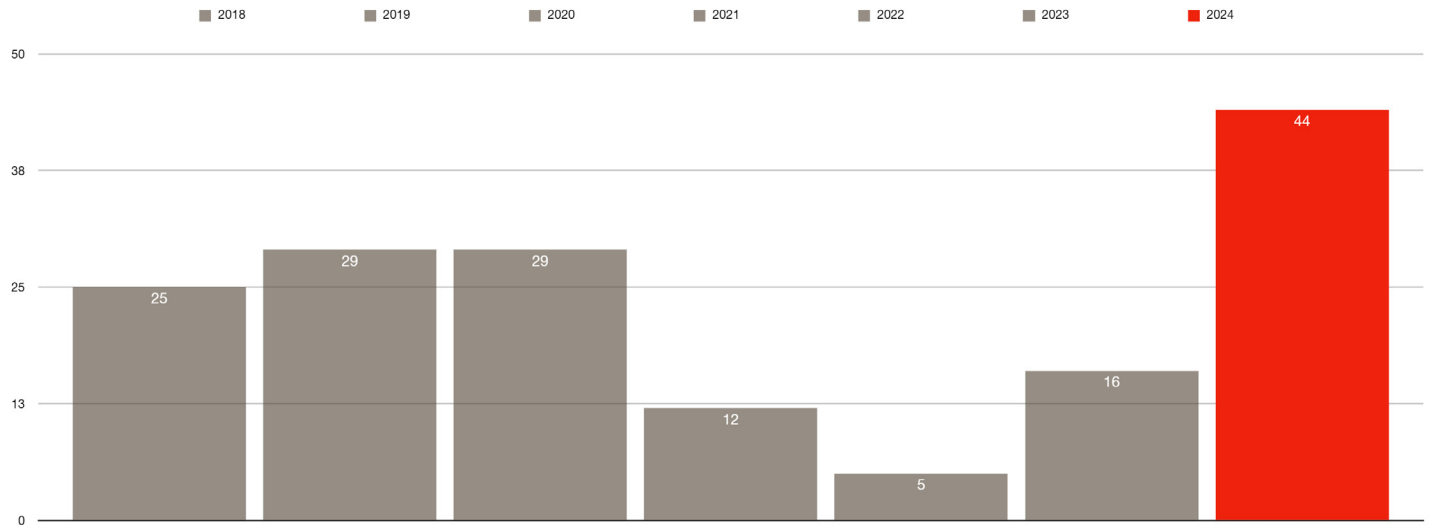


## Month-Over-Month 2023 vs. 2024

# MONTHS OF INVENTORY

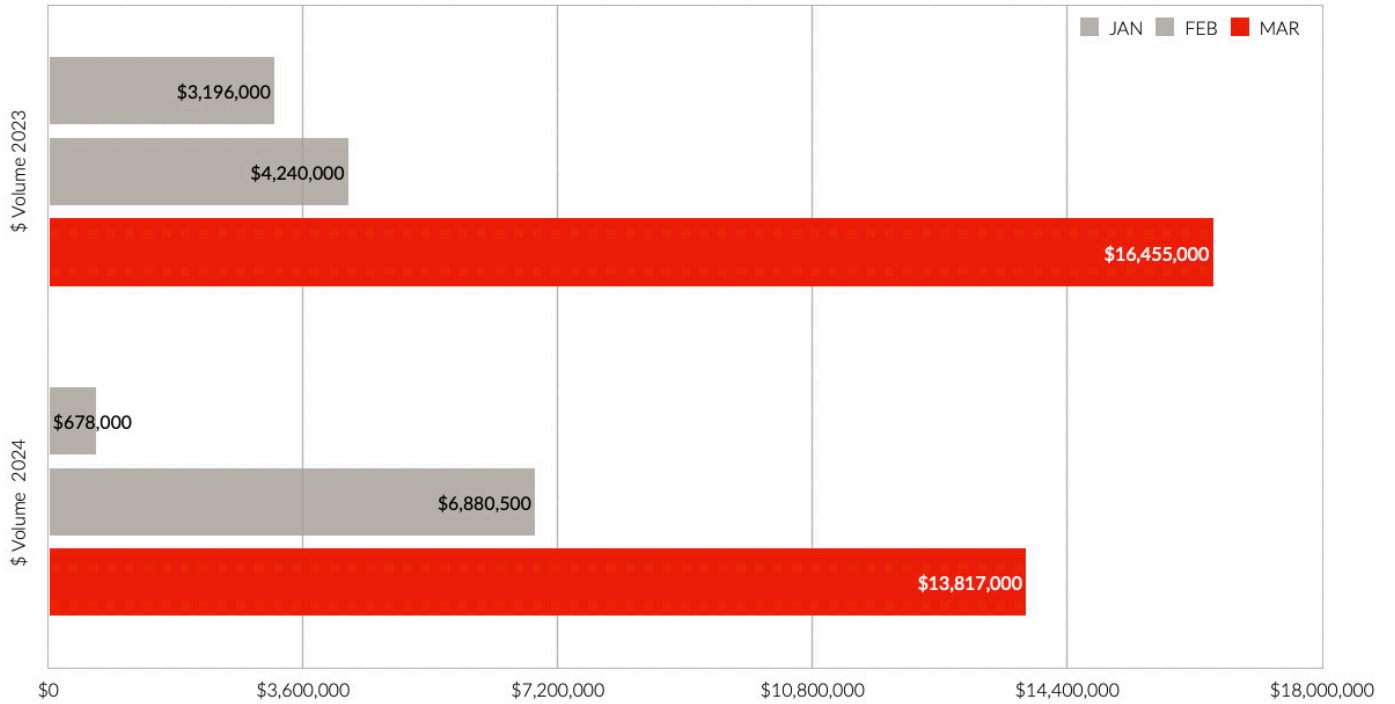


Month-Over-Month 2023 vs. 2024

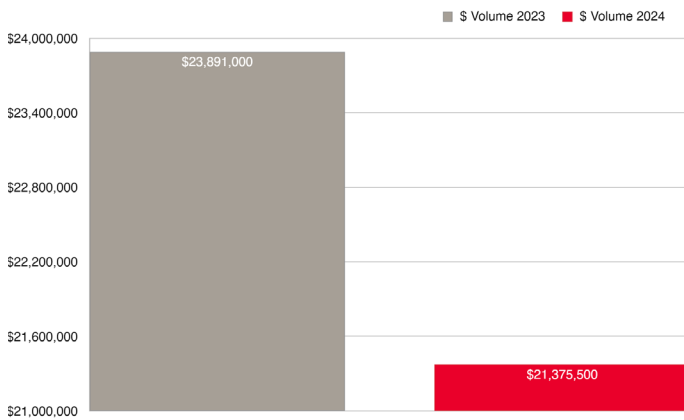


Year-Over-Year

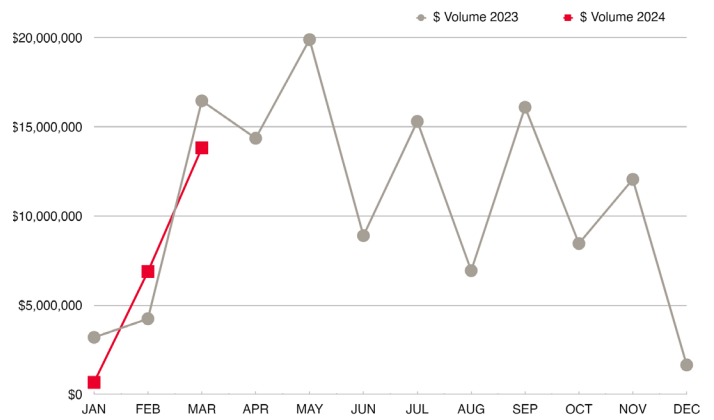
# DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

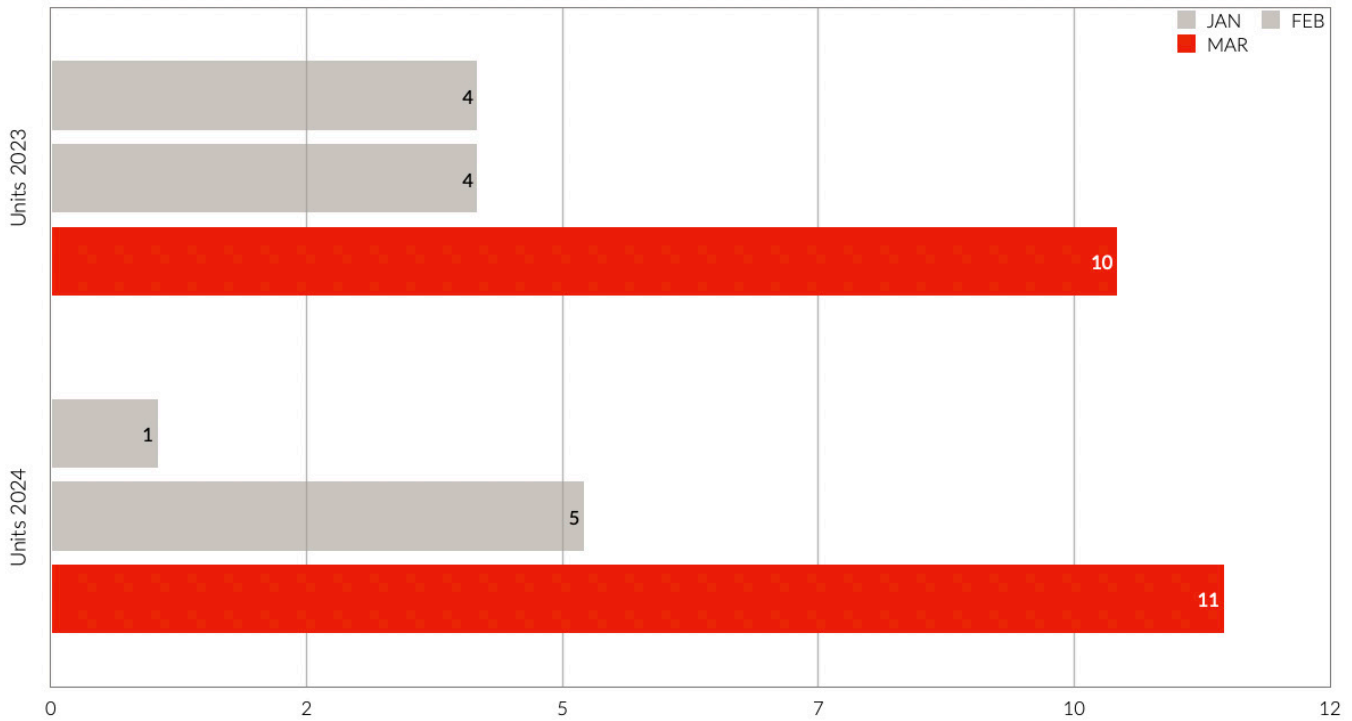


Yearly Totals 2023 vs. 2024

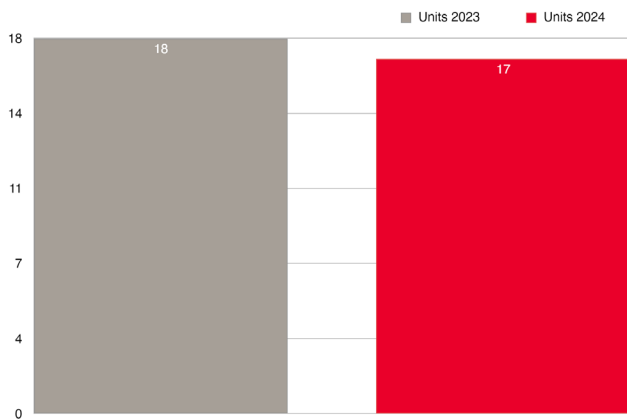


Month vs. Month 2023 vs. 2024

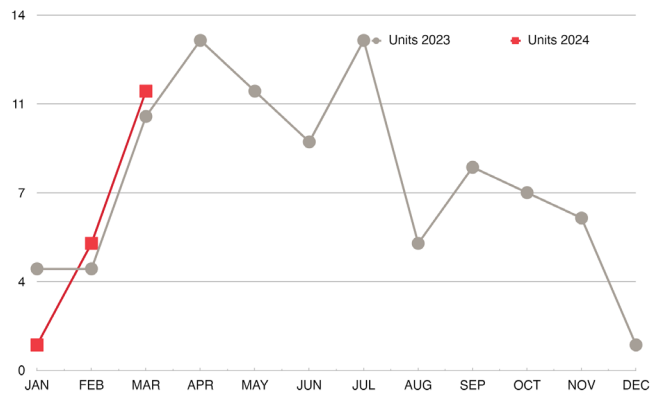
# UNIT SALES



Monthly Comparison 2023 vs. 2024



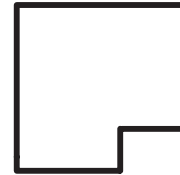
Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024



# SALES BY TYPE



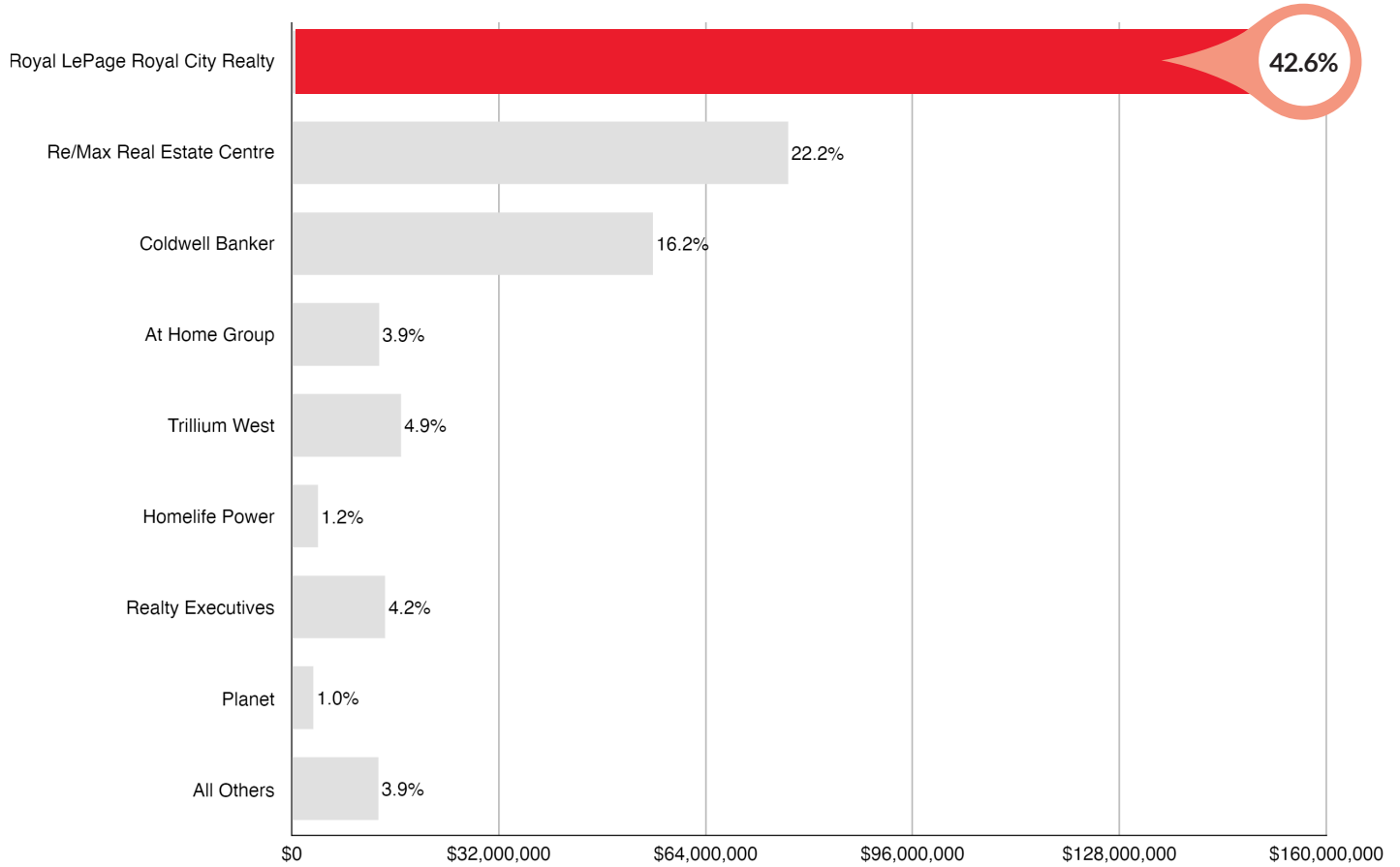
	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
YTD Sales Volume	\$19,607,000 -14.81%	\$1,288,500 Up from \$0	\$0 -100%
YTD Unit Sales	14 -12.5%	2 Up from 0	0 -100%
YTD Average Sale Price	\$1,400,500 -2.64%	\$644,250 Up from \$0	\$0 -100%
March Sales Volume	\$12,528,500 -19.59%	\$1,288,500 Up from \$0	\$0 -100%
March Unit Sales	9 +12.5%	2 Up from 0	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 March 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

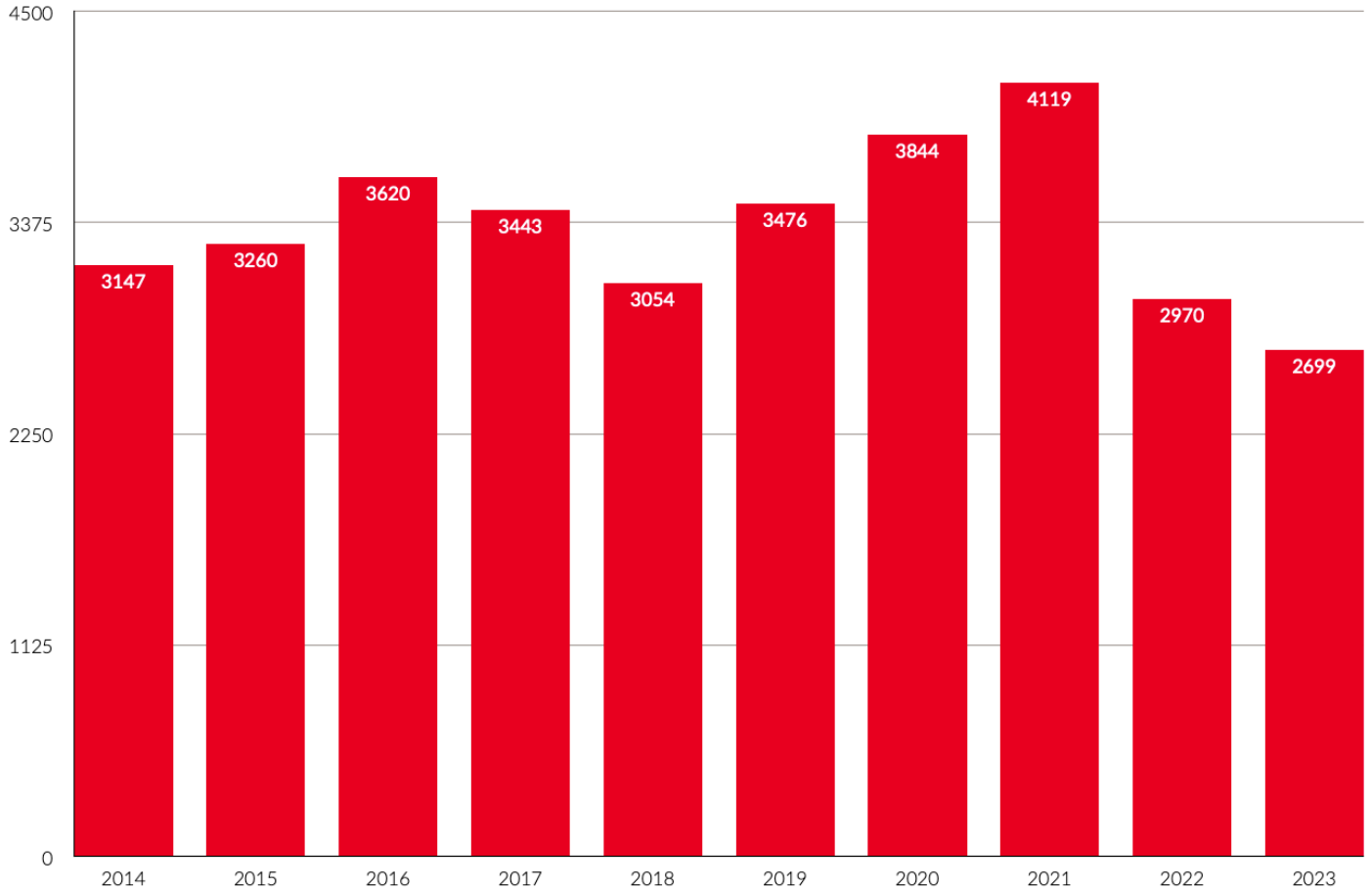


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
March 2024



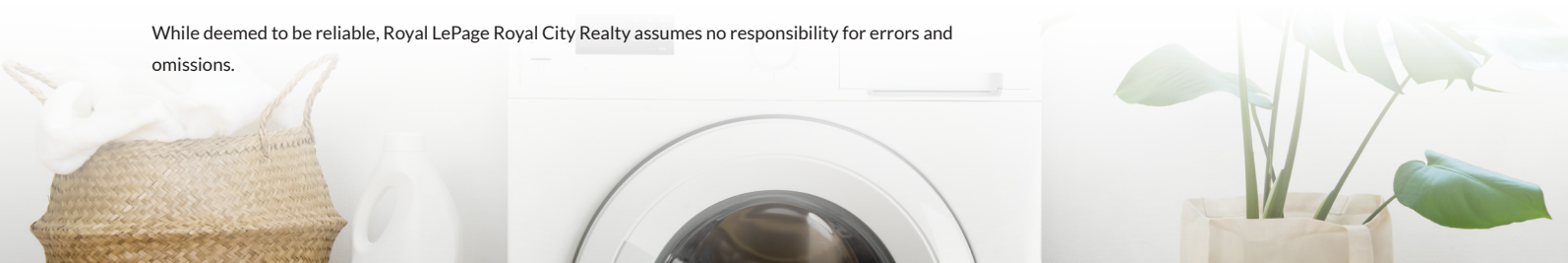
# 10 YEAR MARKET ANALYSIS



## 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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