



2025

DECEMBER

PUSLINCH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

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Disclaimer:

Please note that we have recently transitioned to a new board and reporting system. While we strive to ensure that the information provided in this market report is as accurate and up-to-date as possible, there may be occasional discrepancies or errors in the data.

OVERVIEW

BUYER'S MARKET

The [Puslinch](#) real estate market remained firmly in buyer-friendly territory in December, as higher inventory levels continued to outweigh sales activity. The median sale price declined 29.26% to \$1.30M, while the average sale price fell 33.79% to \$1.22M. Sales volume edged down slightly by 0.68% to \$3.65M, despite unit sales increasing 50% to three transactions. New listings doubled to six, and expired listings rose 85.71% to 13, expanding buyer choice and adding pressure on sellers. With a unit sales-to-listings ratio of 50.00%, down 16.67% year over year, conditions clearly favoured buyers in the Puslinch market.



December year-over-year sales volume of \$3,649,900

Down -0.68% from 2024's \$3,675,000 with unit sales of 3 up +50% from last December's 2. New listings of 6 are up +100% from a year ago, with the sales/listing ratio of 50.00%, down -16.67%.



Year-to-date sales volume of \$119,637,199

Up +8.76% from 2024's \$109,998,4000 with unit sales of 87 up from 76 in 2024. New listings of 292 are up +30.94% from a year ago, with the sales/listing ratio of 29.79% down -4.29%.



Year-to-date average sale price of \$1,291,723

Down from \$1,372,251 one year ago with median sale price of \$1,234,950 down from \$1,381,250 one year ago. Average days-on-market of 69 is up 18 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.

DECEMBER NUMBERS

Median Sale Price

\$1,299,900

-29.26%

Average Sale Price

\$1,216,633

-33.79%

Sales Volume

\$3,649,900

-0.68%

Unit Sales

3

+50%

New Listings

6

+100%

Expired Listings

13

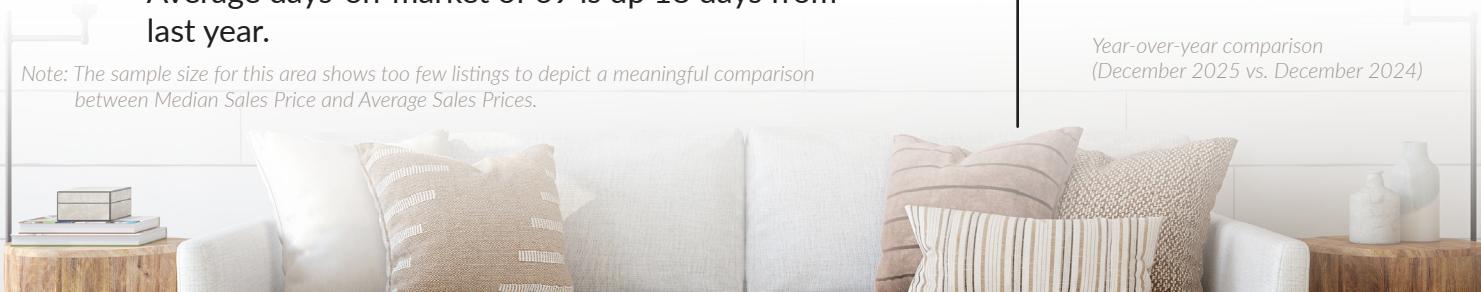
+85.71%

Unit Sales/Listings Ratio

50.00%

-16.67%

Year-over-year comparison
(December 2025 vs. December 2024)

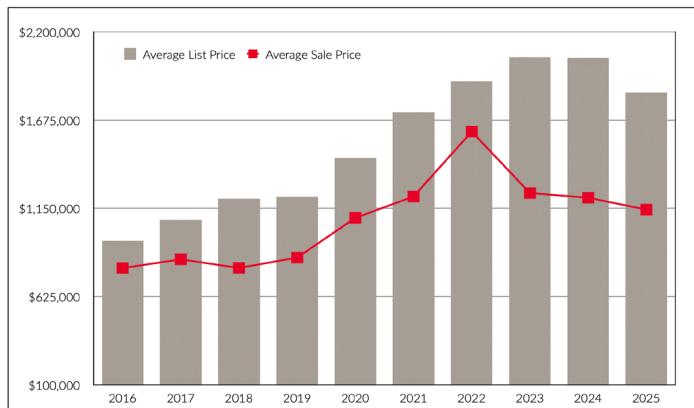


THE MARKET IN DETAIL

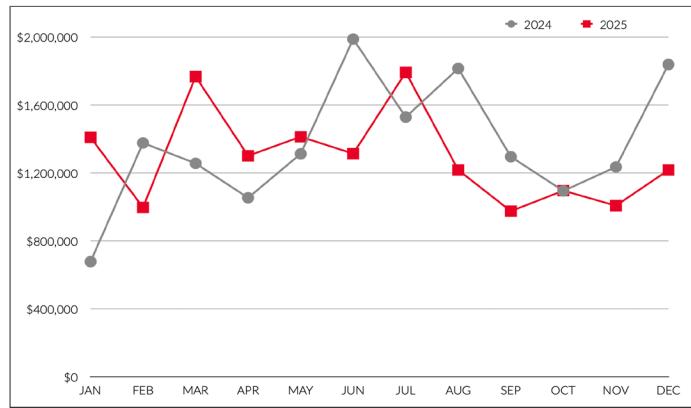
	2023	2024	2025	2024-2025
YTD Volume Sales	\$129,453,488	\$109,998,400	\$119,637,199	+8.76%
YTD Unit Sales	91	76	87	+14.47%
YTD New Listings	230	223	292	+30.94%
YTD Sales/Listings Ratio	39.57%	34.08%	29.79%	-4.29%
YTD Expired Listings	48	51	79	+54.9%
Monthly Volume Sales	\$1,650,000	\$3,675,000	\$3,649,900	-0.68%
Monthly Unit Sales	1	2	3	+50%
Monthly New Listings	7	3	6	+100%
Monthly Sales/Listings Ratio	14.29%	66.67%	50.00%	-16.67%
Monthly Expired Listings	11	7	13	+85.71%
YTD Sales: \$0-\$199K	0	0	1	+100%
YTD Sales: \$200k-349K	0	1	3	+200%
YTD Sales: \$350K-\$549K	20	11	18	+63.64%
YTD Sales: \$550K-\$749K	12	13	6	-53.85%
YTD Sales: \$750K-\$999K	9	5	9	+80%
YTD Sales: \$1M-\$2M	29	32	34	+6.25%
YTD Sales: \$2M+	21	13	18	+38.46%
YTD Average Days-On-Market	36.75	50.75	68.58	+35.14%
YTD Average Sale Price	\$1,404,046	\$1,372,251	\$1,291,723	-5.87%
YTD Median Sale Price	\$1,523,000	\$1,381,250	\$1,234,950	-10.59%

Puslinch MLS Sales and Listing Summary
2023 vs. 2024 vs. 2025

AVERAGE SALE PRICE

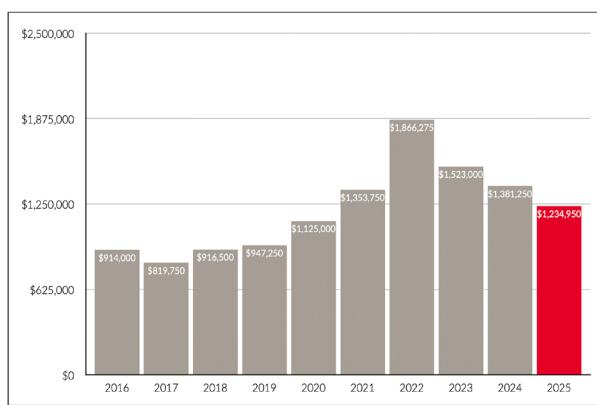


Year-Over-Year

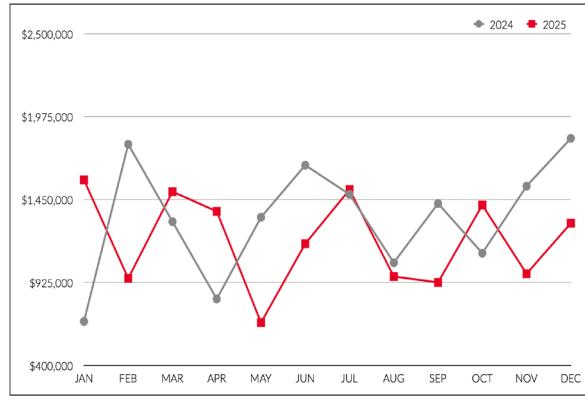


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



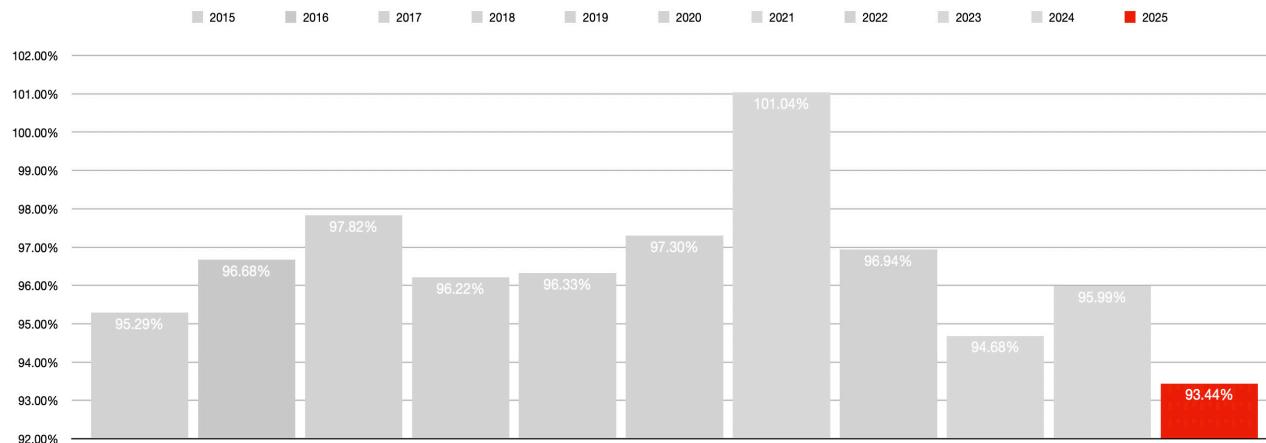
Year-Over-Year



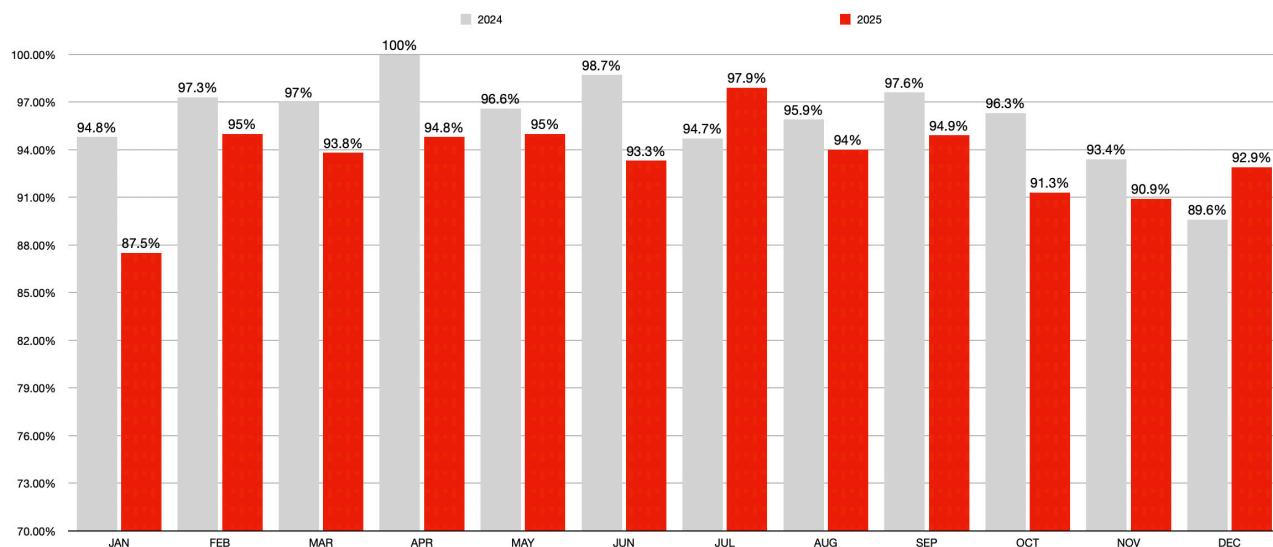
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

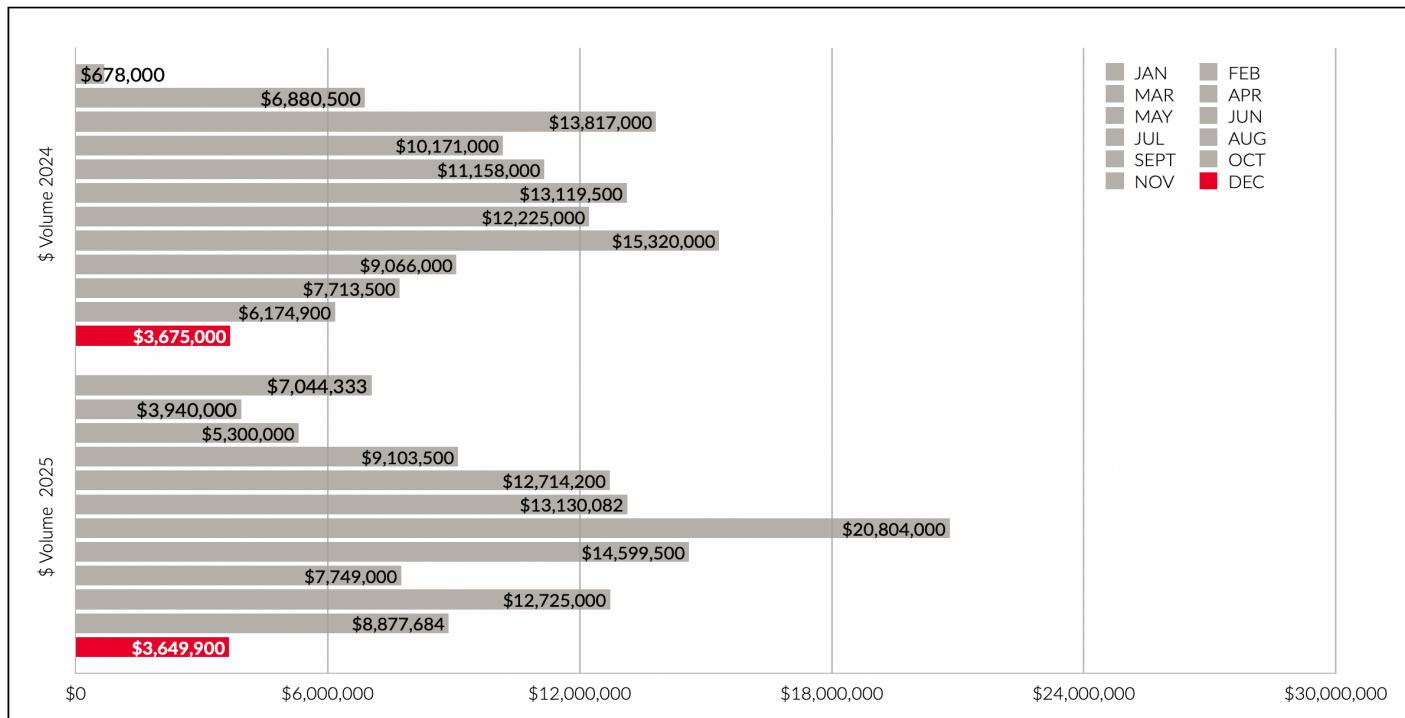


Year-Over-Year

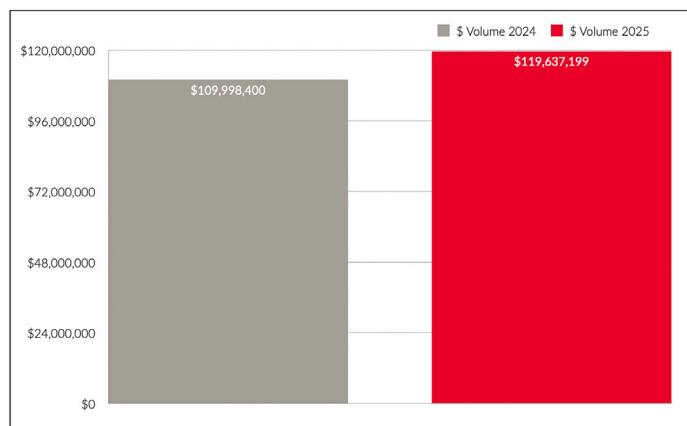


Month-Over-Month 2024 vs. 2025

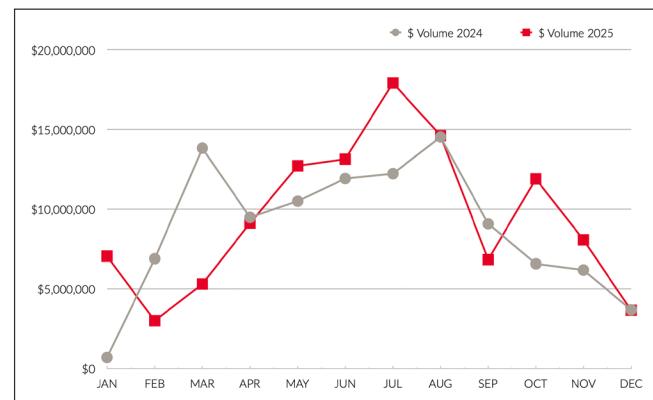
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

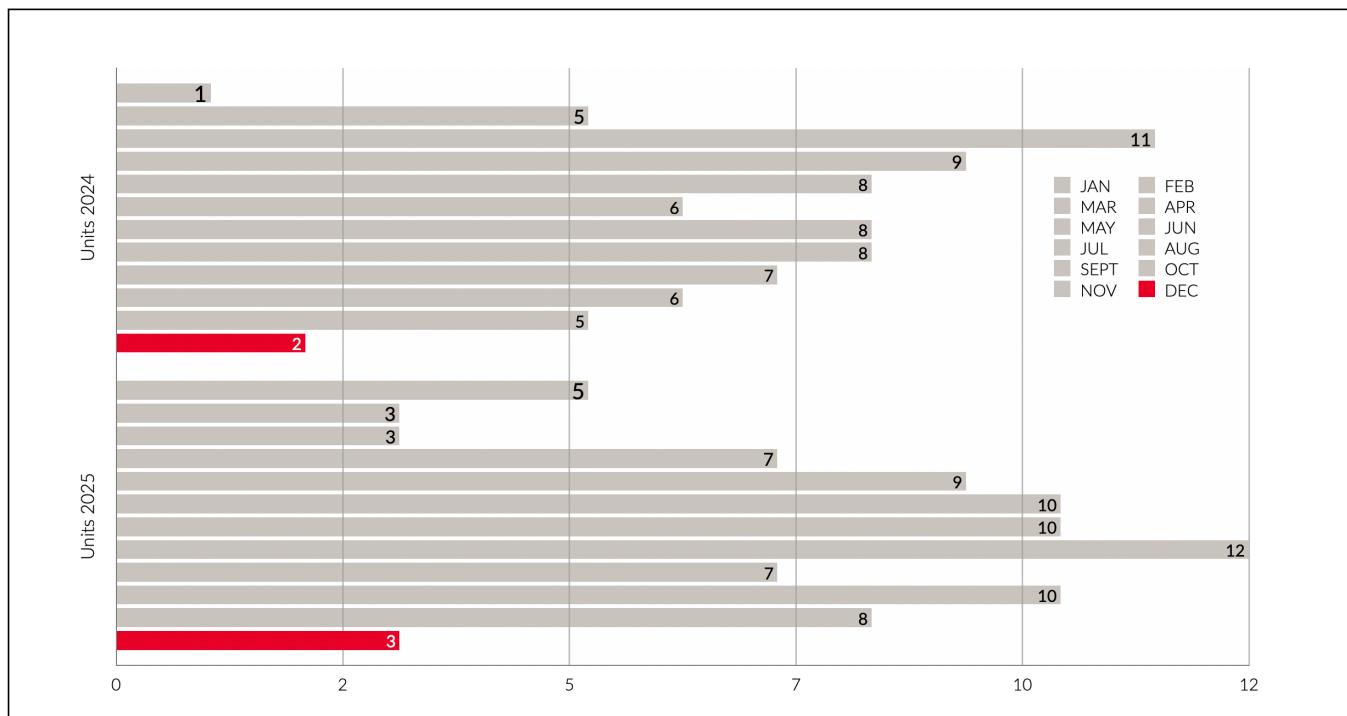


Yearly Totals 2024 vs. 2025

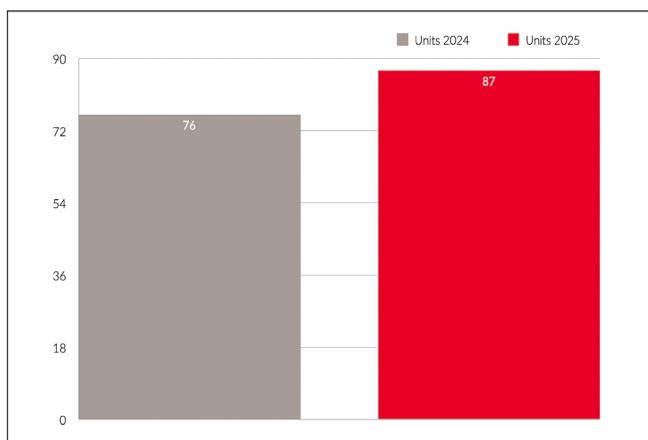


Month vs. Month 2024 vs. 2025

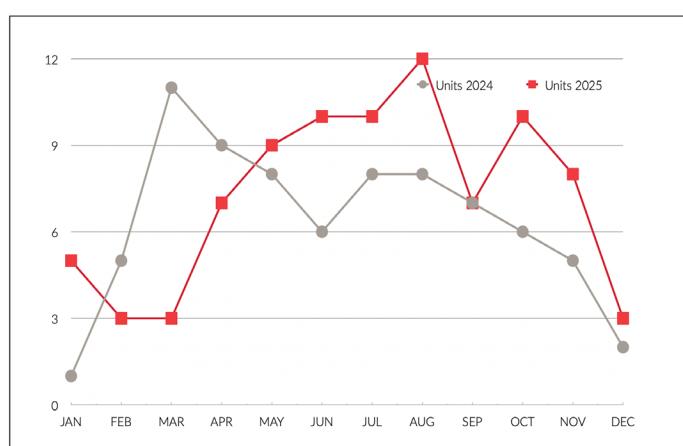
UNIT SALES



Monthly Comparison 2024 vs. 2025

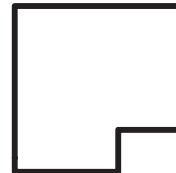


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	↑ \$109,999,199 +12.93%	↓ \$3,228,000 -52.46%	↑ \$6,410,000 +42.38%
YTD Unit Sales	↑ 82 +22.39%	↓ 5 -16.67%	↓ 5 -16.67%
YTD Average Sale Price	↓ \$1,341,454 -3.31%	↑ \$645,600 +131.88%	↑ \$1,282,000 +16.63%
December Sales Volume	↑ \$3,649,900 +11.96%	↓ \$0 -100%	\$0 No Change
December Unit Sales	↑ 3 +200%	↓ 0 -100%	\$0 No Change

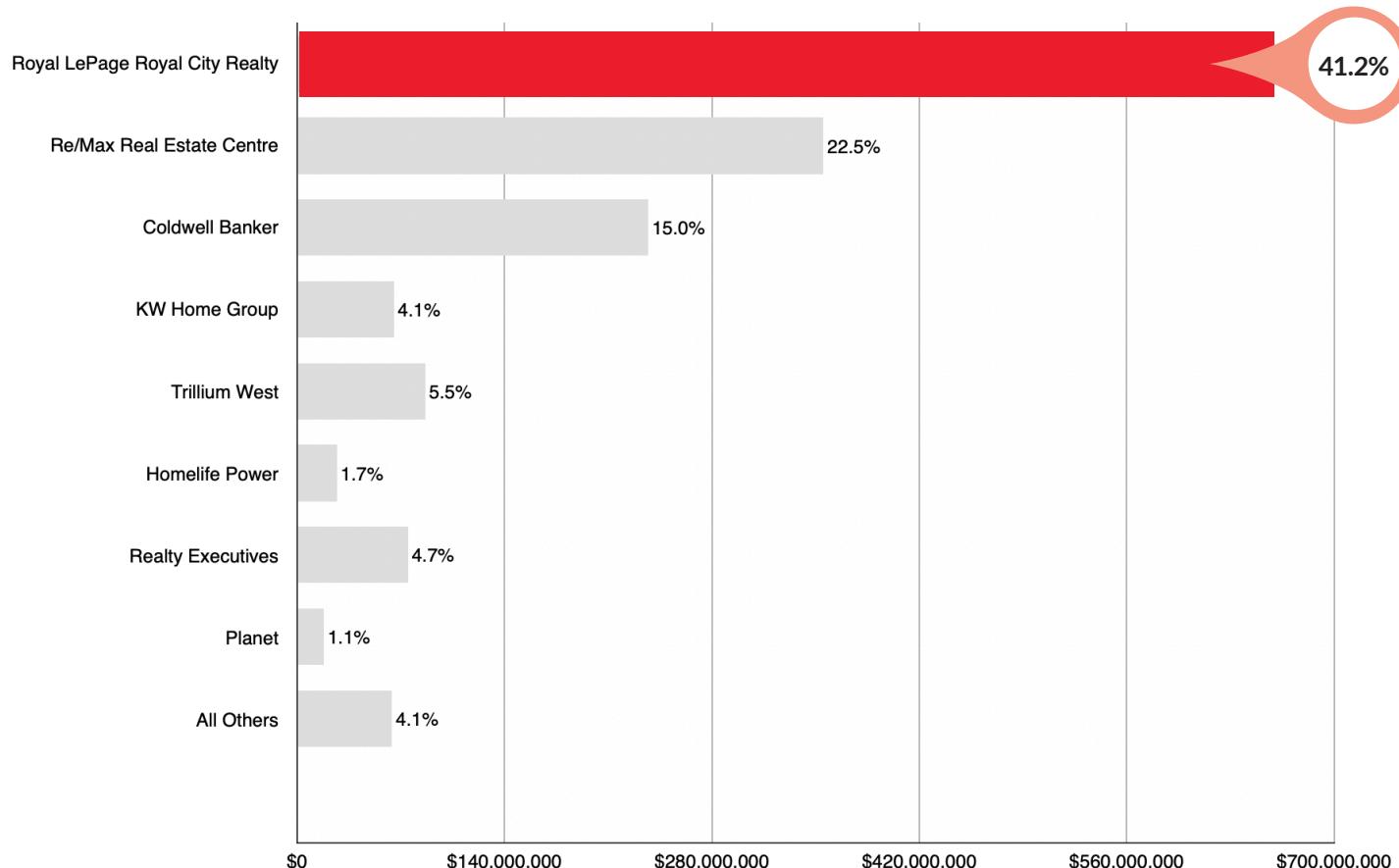
NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of December 1, 2025.

Year-Over-Year Comparison (2025 vs. 2024)

While deemed to be reliable, Royal LePage Royal City Realty assumes no responsibility for errors and omissions.

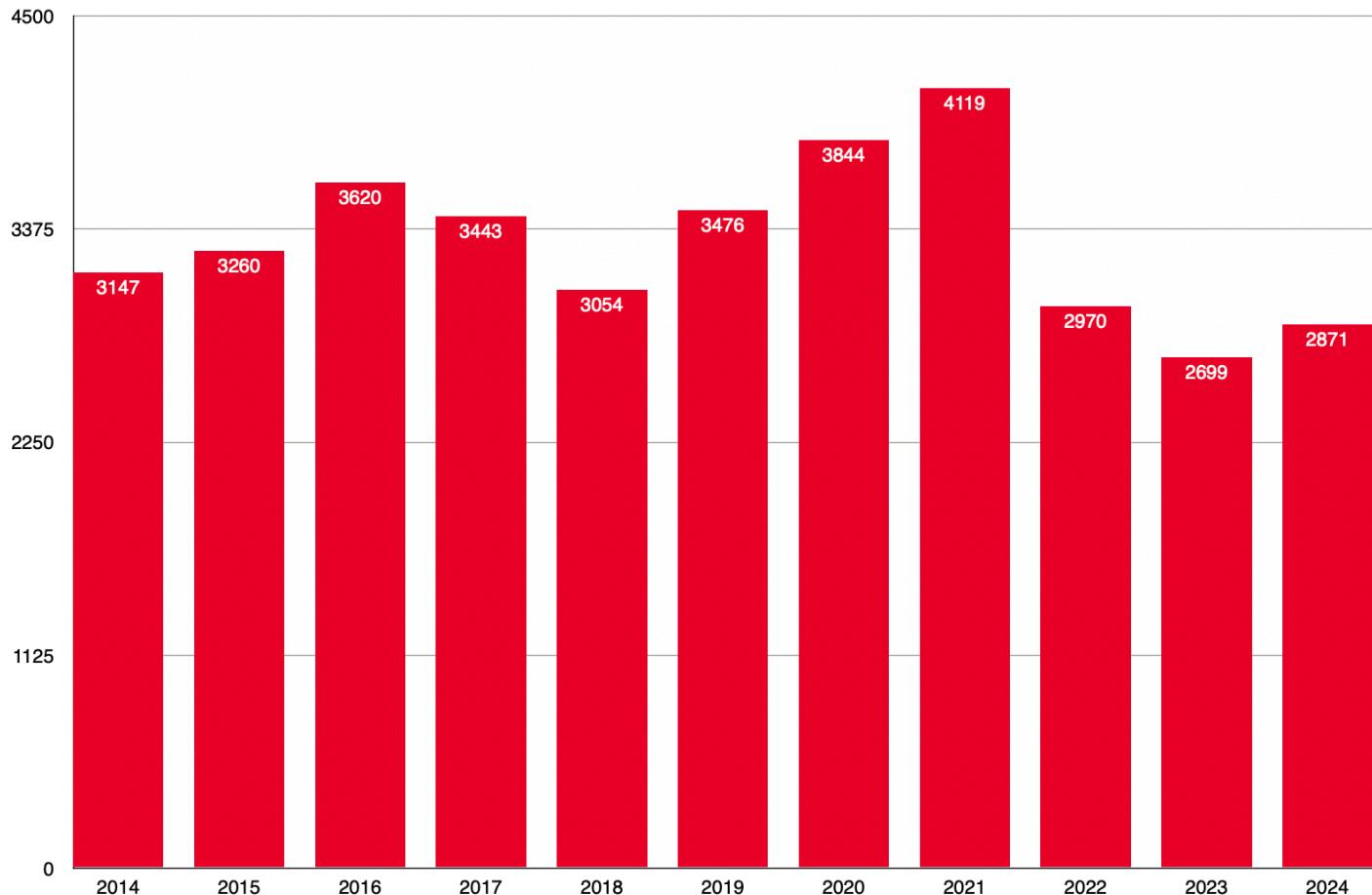


MARKET DOMINANCE



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