



# 2025 JUNE **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 territory this June, despite an uptick in activity. While the median sale price dropped 29.84% to \$1,170,000 and the average fell 33.92% to \$1,313,008, sales volume rose 10.13%, driven by a 66.67% jump in unit sales to 10 transactions. New listings surged 126.32%, and expired listings increased fivefold. With a unit sales-to-listings ratio of just 23.26%, market conditions continue to favour buyers in this slower-moving, high-end segment.



### June year-over-year sales volume of \$13,130,082

Up 10.13% from 2024's \$11,922,500 with unit sales of 10 that are up from the 6 last year. New listings of 43 are up 126.32% from a year ago, with the sales/listing ratio of 23.26%, down 8.32%.



### Year-to-date sales volume of \$51,882,115

Down 2.62% from 2024's \$53,277,000 with unit sales of 38 down 5% from the 40 in 2024. New listings of 164 are up 28.13% from a year ago, with the sales/listing ratio of 23.17% down 8.08%.



### Year-to-date average sale price of \$1,369,522

Up from \$1,277,161 one year ago with median sale price of \$1,272,500 down from \$1,323,750 one year ago. Average days-on-market of 74 is up 40 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.*

## JUNE NUMBERS

Median Sale Price

**\$1,170,000**

-29.84%

Average Sale Price

**\$1,313,008**

-33.92%

Sales Volume

**\$13,130,082**

+10.13%

Unit Sales

**10**

+66.67%

New Listings

**43**

+126.32%

Expired Listings

**5**

+400%

Unit Sales/Listings Ratio

**23.26%**

-8.32%

*Year-over-year comparison  
(June 2025 vs. June 2024)*



# THE MARKET IN DETAIL

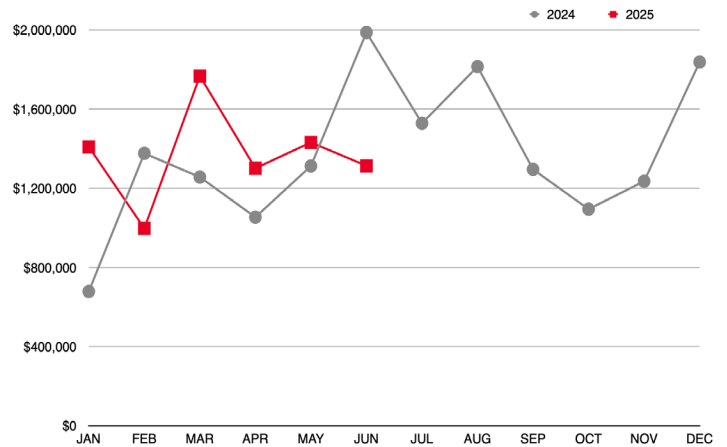
|                              | 2023         | 2024         | 2025         | 2024-2025 |
|------------------------------|--------------|--------------|--------------|-----------|
| YTD Volume Sales             | \$67,029,988 | \$53,277,000 | \$51,882,115 | -2.62%    |
| YTD Unit Sales               | 51           | 40           | 38           | -5%       |
| YTD New Listings             | 116          | 128          | 164          | +28.13%   |
| YTD Sales/Listings Ratio     | 43.97%       | 31.25%       | 23.17%       | -8.08%    |
| YTD Expired Listings         | 12           | 20           | 29           | +45%      |
| Monthly Volume Sales         | \$8,896,000  | \$11,922,500 | \$13,130,082 | +10.13%   |
| Monthly Unit Sales           | 9            | 6            | 10           | +66.67%   |
| Monthly New Listings         | 22           | 19           | 43           | +126.32%  |
| Monthly Sales/Listings Ratio | 40.91%       | 31.58%       | 23.26%       | -8.32%    |
| Monthly Expired Listings     | 1            | 1            | 5            | +400%     |
| YTD Sales: \$0-\$199K        | 0            | 0            | 0            | No Change |
| YTD Sales: \$200k-349K       | 0            | 0            | 1            | Up 1      |
| YTD Sales: \$350K-\$549K     | 14           | 2            | 8            | +300%     |
| YTD Sales: \$550K-\$749K     | 6            | 9            | 1            | -88.89%   |
| YTD Sales: \$750K-\$999K     | 6            | 3            | 6            | +100%     |
| YTD Sales: \$1M-\$2M         | 14           | 21           | 15           | -28.57%   |
| YTD Sales: \$2M+             | 11           | 4            | 9            | +125%     |
| YTD Average Days-On-Market   | 35.50        | 34.83        | 74.33        | +113.4%   |
| YTD Average Sale Price       | \$1,234,191  | \$1,277,161  | \$1,369,522  | +7.23%    |
| YTD Median Sale Price        | \$883,750    | \$1,323,750  | \$1,272,500  | -3.87%    |

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

# AVERAGE SALE PRICE

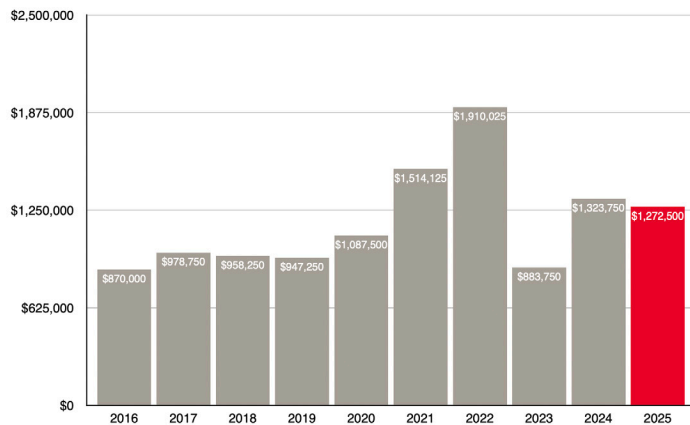


Year-Over-Year

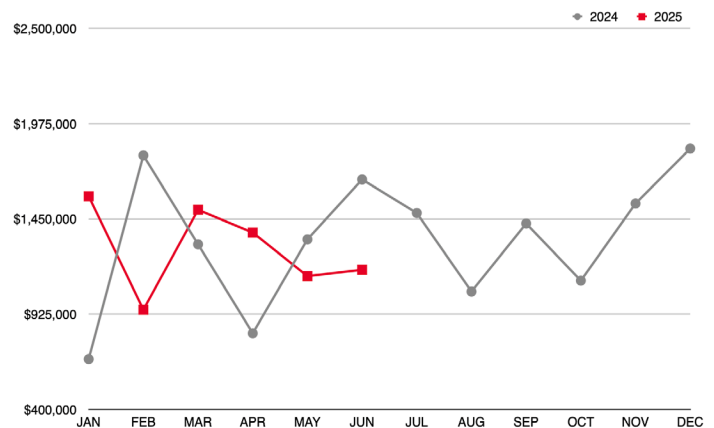


Month-Over-Month 2024 vs. 2025

# MEDIAN SALE PRICE



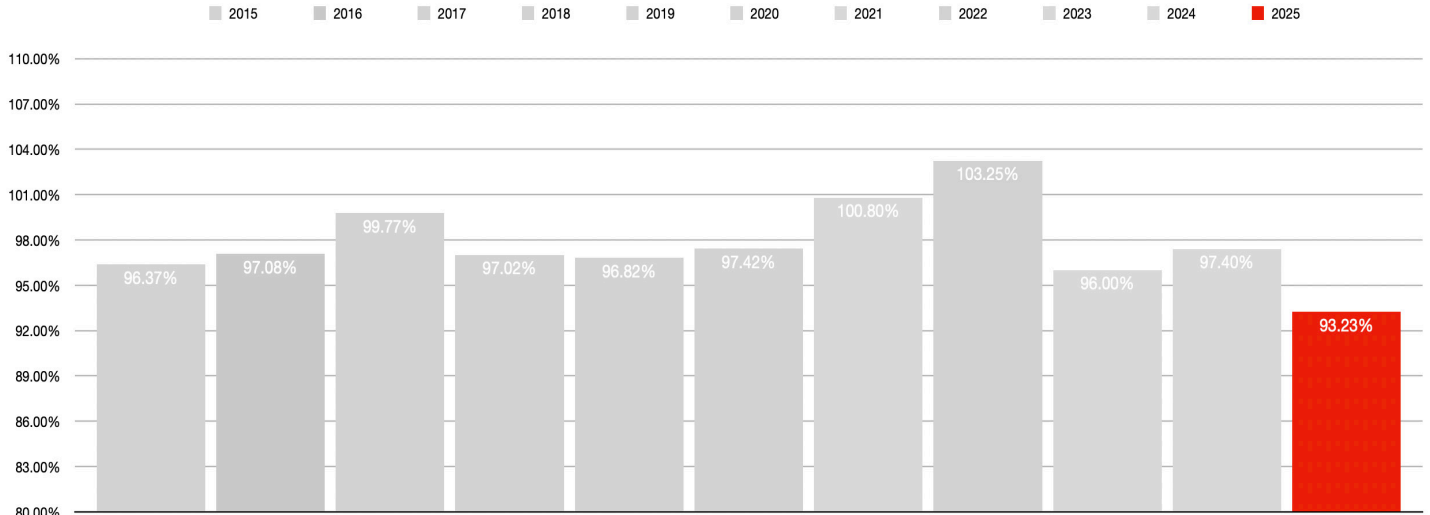
Year-Over-Year



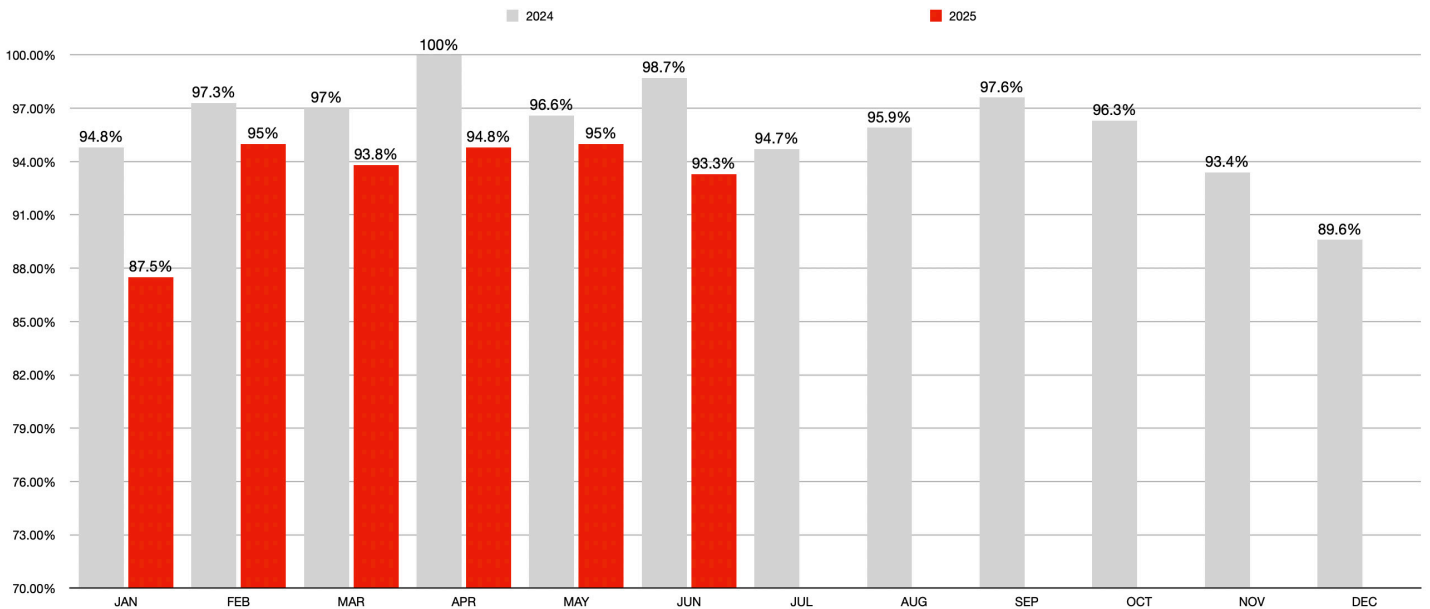
Month-Over-Month 2024 vs. 2025

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

# SALE PRICE VS. LIST PRICE RATIO

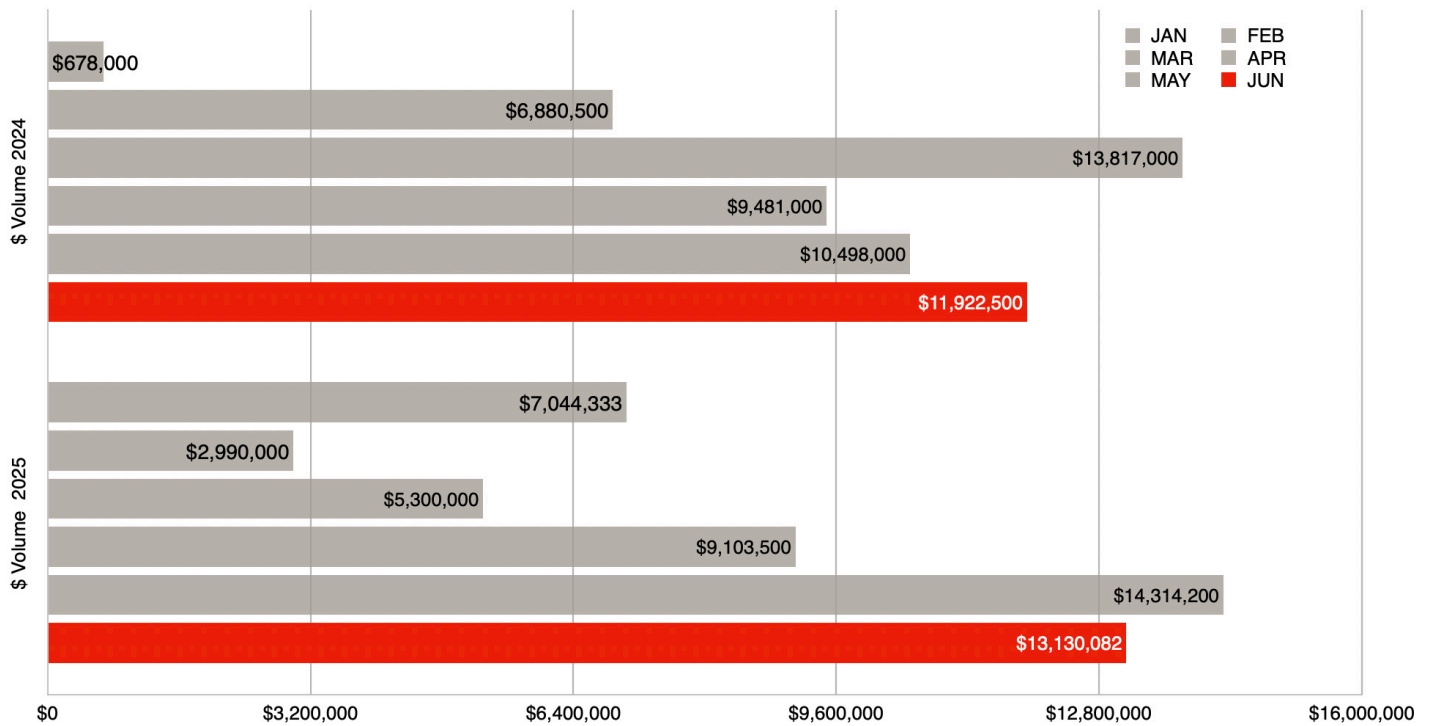


## Year-Over-Year

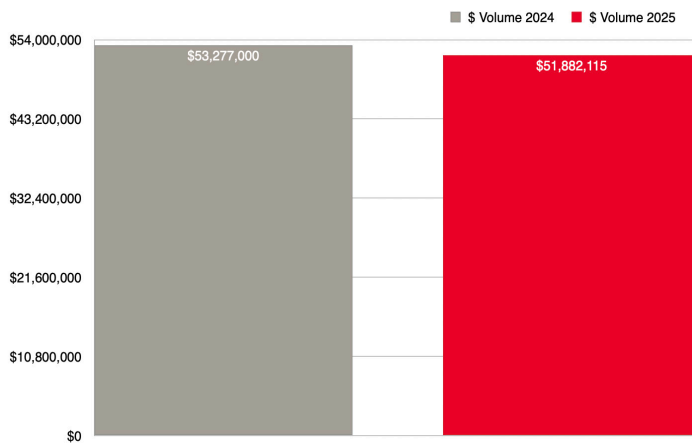


## Month-Over-Month 2024 vs. 2025

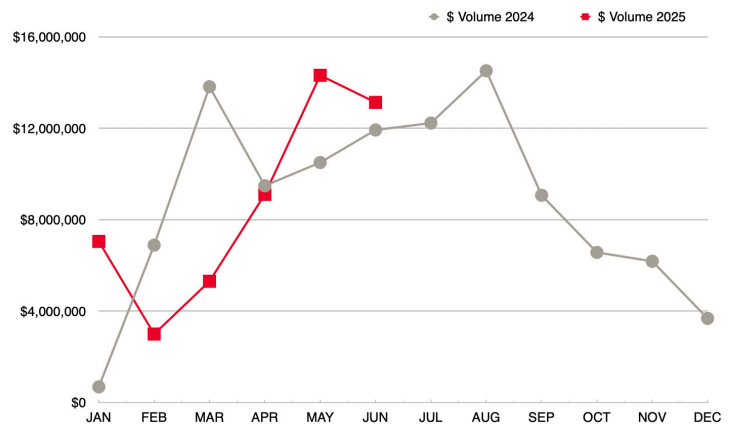
# DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

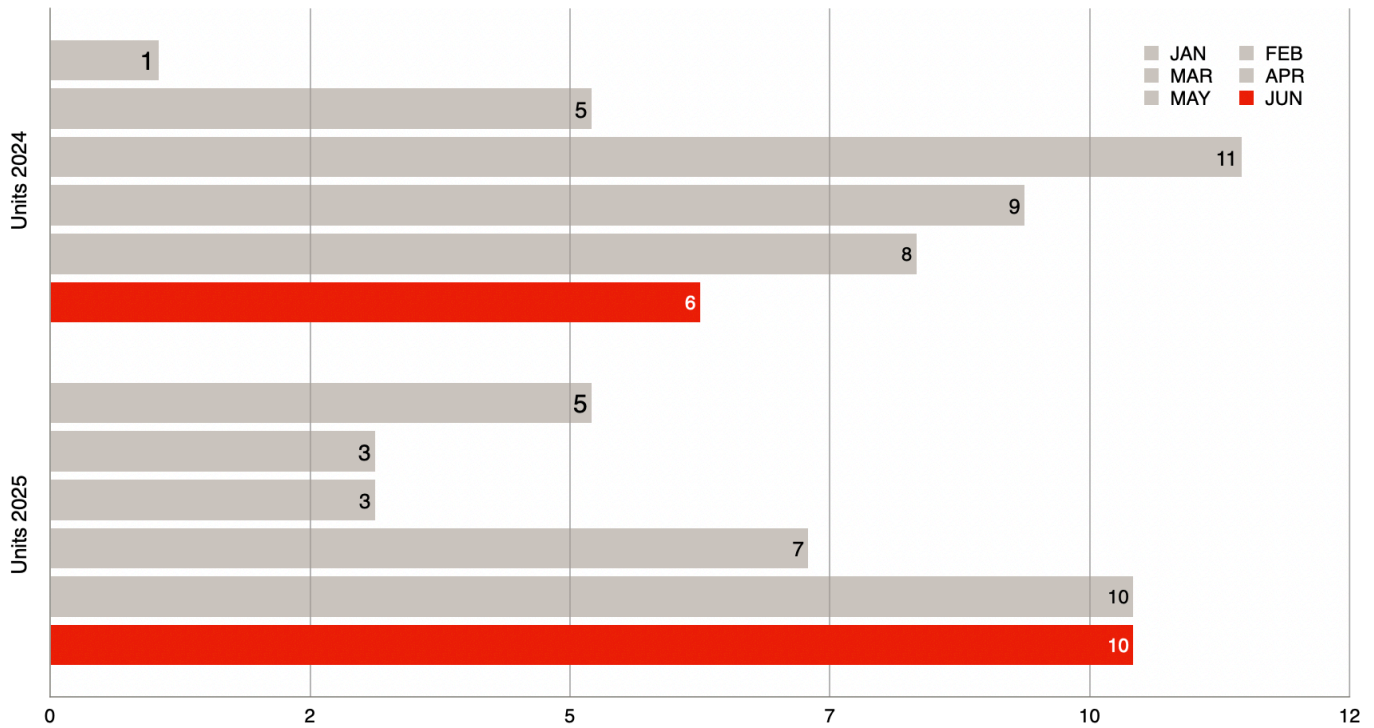


Yearly Totals 2024 vs. 2025

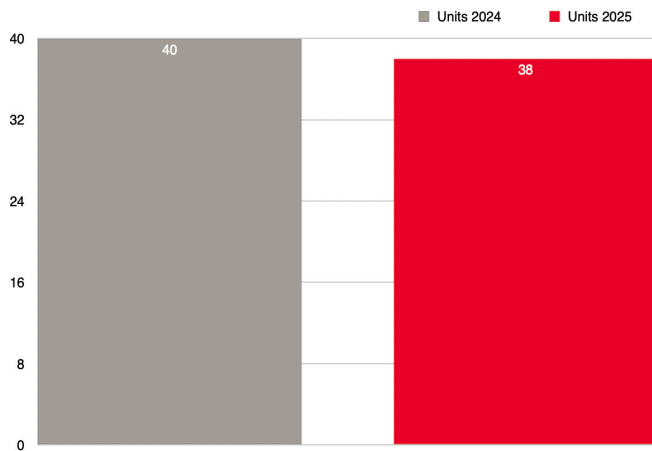


Month vs. Month 2024 vs. 2025

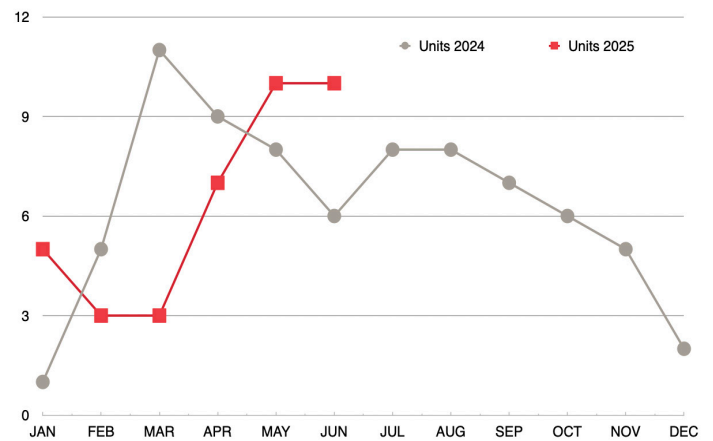
# UNIT SALES



Monthly Comparison 2024 vs. 2025

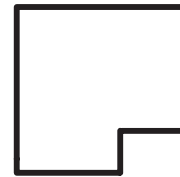

















Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

# SALES BY TYPE



|                        | FREEHOLD  | CONDOMINIUM   | VACANT LAND   |
|------------------------|---|---|---|
| YTD Sales Volume       |  \$51,019,115<br>+9.9%     |  \$863,000<br>-86.46%    |  \$950,000<br>-62.7%   |
| YTD Unit Sales         |  36<br>+5.88%             |  2<br>-60%              |  1<br>-75%            |
| YTD Average Sale Price |  \$1,417,198<br>-7.18%   |  \$431,500<br>+161.25% |  \$950,000<br>-1.02% |
| June Sales Volume      |  \$13,130,082<br>+49.67% |  \$0<br>-100%          |  \$0<br>-100%        |
| June Unit Sales        |  10<br>+100%             |  0<br>-100%            |  0<br>-100%          |

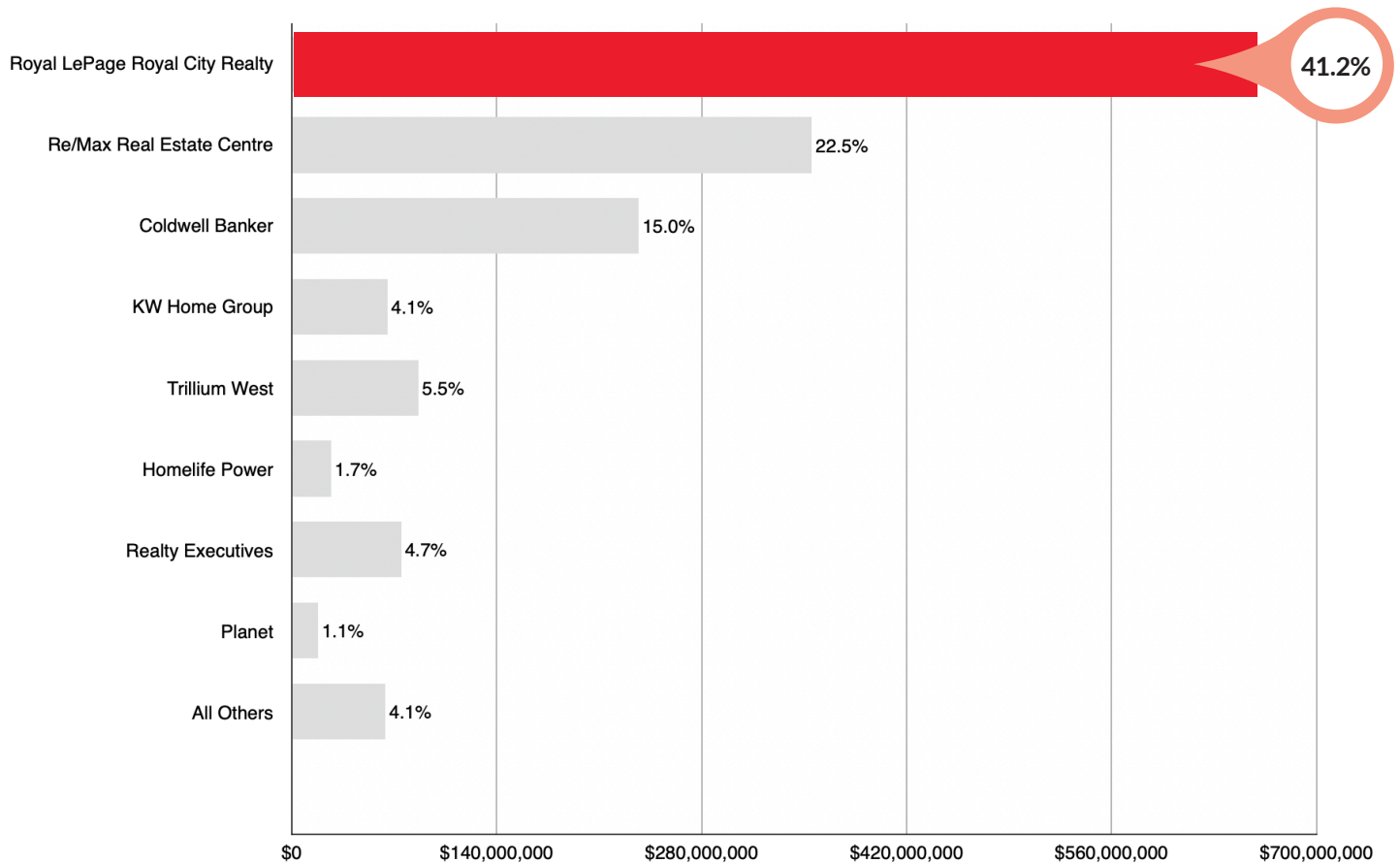
NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of July 1, 2025.

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

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



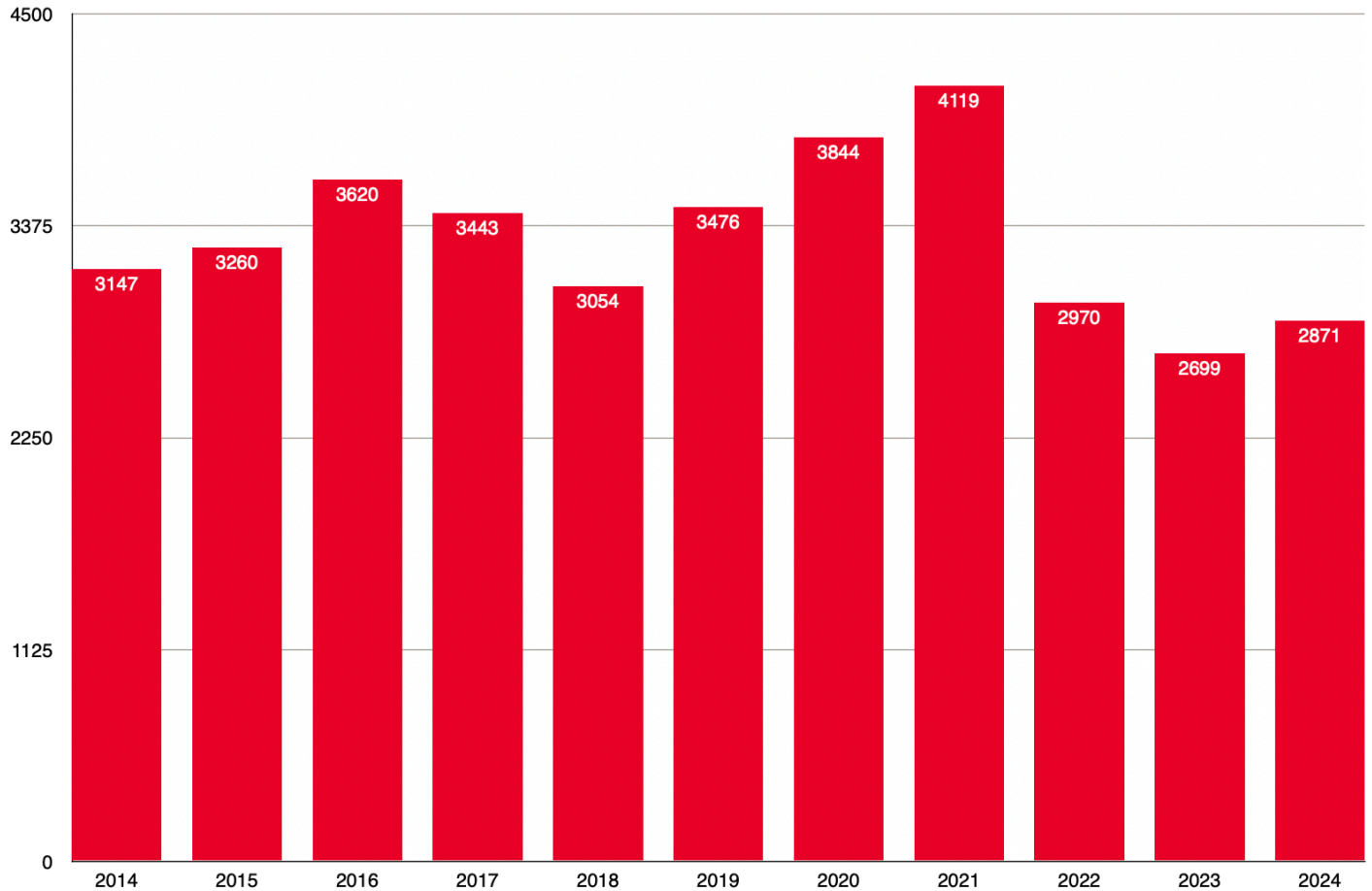
# MARKET DOMINANCE



**Market Share by Dollar Volume Within Wellington County**  
Listing Selling Ends Combined for Guelph Based Companies  
November 2024



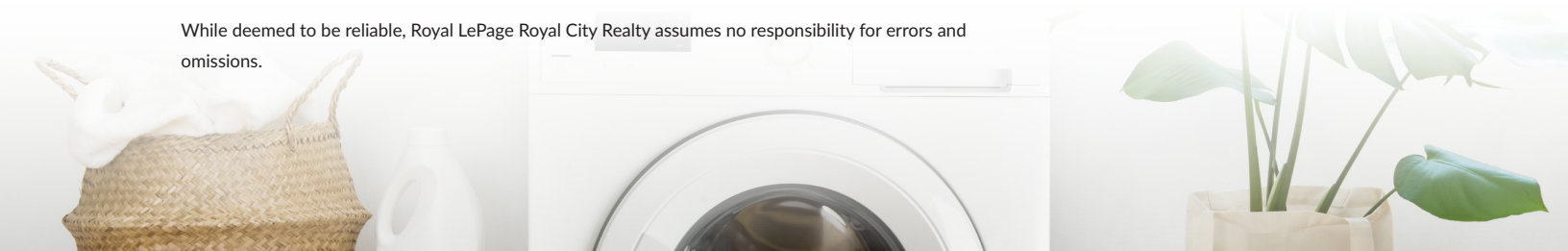
# 10 YEAR MARKET ANALYSIS



## 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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