



# 2025 MARCH

## 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 in buyers' favour this March, with significant declines in sales activity despite rising prices. The median sale price increased by 14.5% to \$1,500,000, while the average sale price surged by 40.65% to \$1,766,667. However, sales volume dropped by 61.64%, reflecting a 72.73% decline in unit sales to just 3 transactions. Meanwhile, new listings rose by 9.09%, adding to inventory, while expired listings fell by 25%. With the unit sales-to-listings ratio at just 12.5%, the market continues to show reduced buyer activity compared to previous months.



### March year-over-year sales volume of \$5,300,000

Down 61.64% from 2024's \$13,817,000 with unit sales of 3 that are down from the 11 last year. New listings of 24 are up 9.09% from a year ago, with the sales/listing ratio of 12.50%, down 37.50%.



### Year-to-date sales volume of \$17,545,333

Down 17.92% from 2024's \$21,375,500 with unit sales of 12 down 29.41% from the 17 in 2024. New listings of 59 are up 22.92% from a year ago, with the sales/listing ratio of 20.34% down 15.08%.



### Year-to-date average sale price of \$1,491,928

Up from \$1,103,397 one year ago with median sale price of \$1,500,000 up from \$1,310,000 one year ago. Average days-on-market of 94 is up 58 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

**\$1,500,000**  
+14.50%

Average Sale Price

**\$1,766,667**  
+40.65%

Sales Volume

**\$5,300,000**  
-61.64%

Unit Sales

**3**  
-72.73%

New Listings

**24**  
+9.09%

Expired Listings

**3**  
-25%

Unit Sales/Listings Ratio

**12.50%**  
-37.50%

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



# THE MARKET IN DETAIL

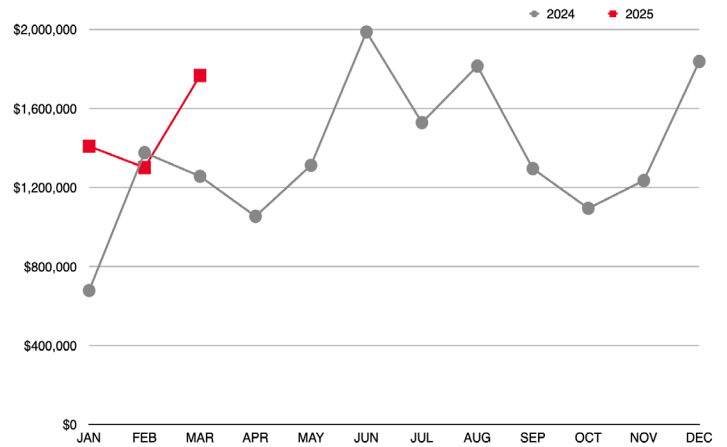
	2023	2024	2025	2024-2025
YTD Volume Sales	\$23,891,000	\$21,375,500	\$17,545,333	-17.92%
YTD Unit Sales	18	17	12	-29.41%
YTD New Listings	45	48	59	+22.92%
YTD Sales/Listings Ratio	40.00%	35.42%	20.34%	-15.08%
YTD Expired Listings	8	13	20	+53.85%
Monthly Volume Sales	\$16,455,000	\$13,817,000	\$5,300,000	-61.64%
Monthly Unit Sales	10	11	3	-72.73%
Monthly New Listings	14	22	24	+9.09%
Monthly Sales/Listings Ratio	71.43%	50.00%	12.50%	-37.5%
Monthly Expired Listings	1	4	3	-25%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	0	0	0	No Change
YTD Sales: \$350K-\$549K	2	2	2	No Change
YTD Sales: \$550K-\$749K	2	4	0	-100%
YTD Sales: \$750K-\$999K	5	1	2	+100%
YTD Sales: \$1M-\$2M	5	9	6	-33.33%
YTD Sales: \$2M+	4	1	2	+100%
YTD Average Days-On-Market	33.67	36.33	94.33	+159.63%
YTD Average Sale Price	\$1,168,167	\$1,103,397	\$1,491,928	+35.21%
YTD Median Sale Price	\$937,500	\$1,310,000	\$1,500,000	+14.5%

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

# AVERAGE SALE PRICE

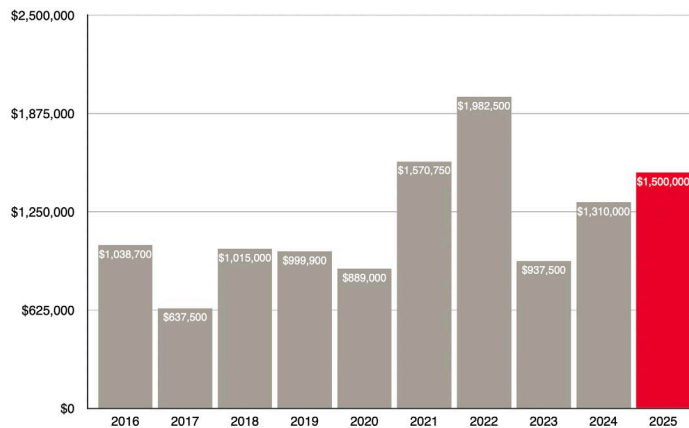


Year-Over-Year

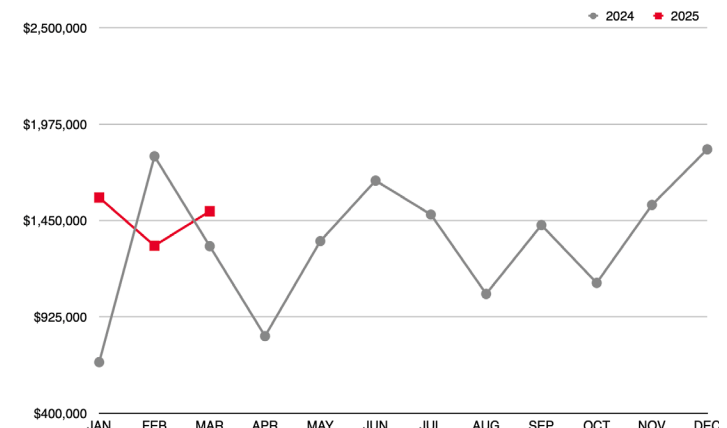


Month-Over-Month 2024 vs. 2025

# MEDIAN SALE PRICE



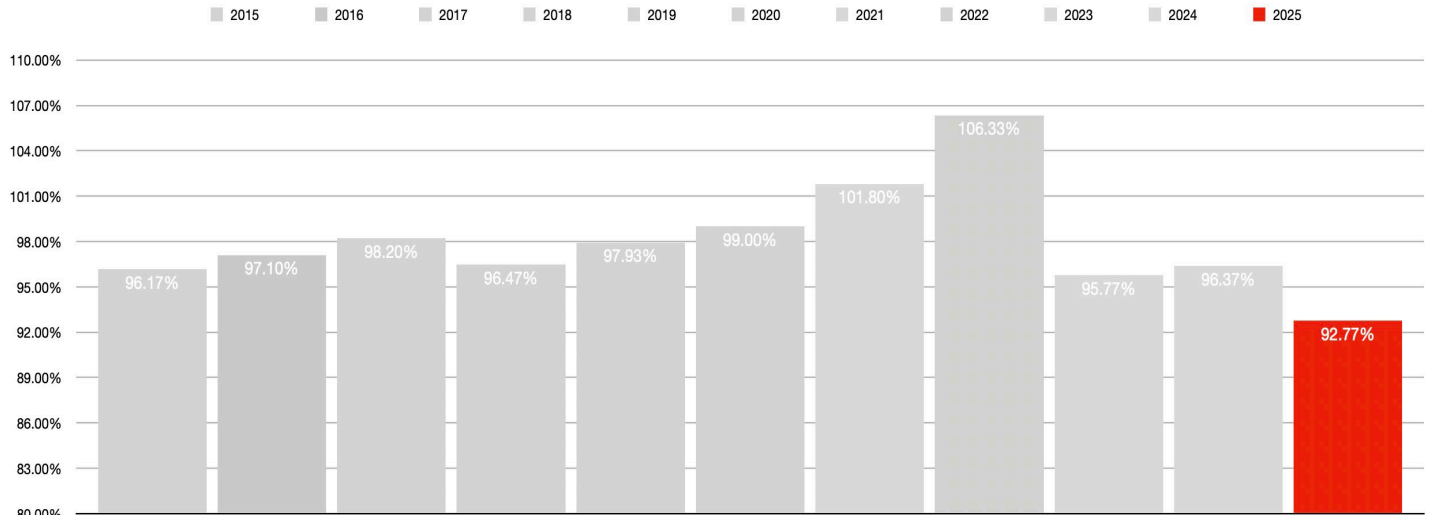
Year-Over-Year



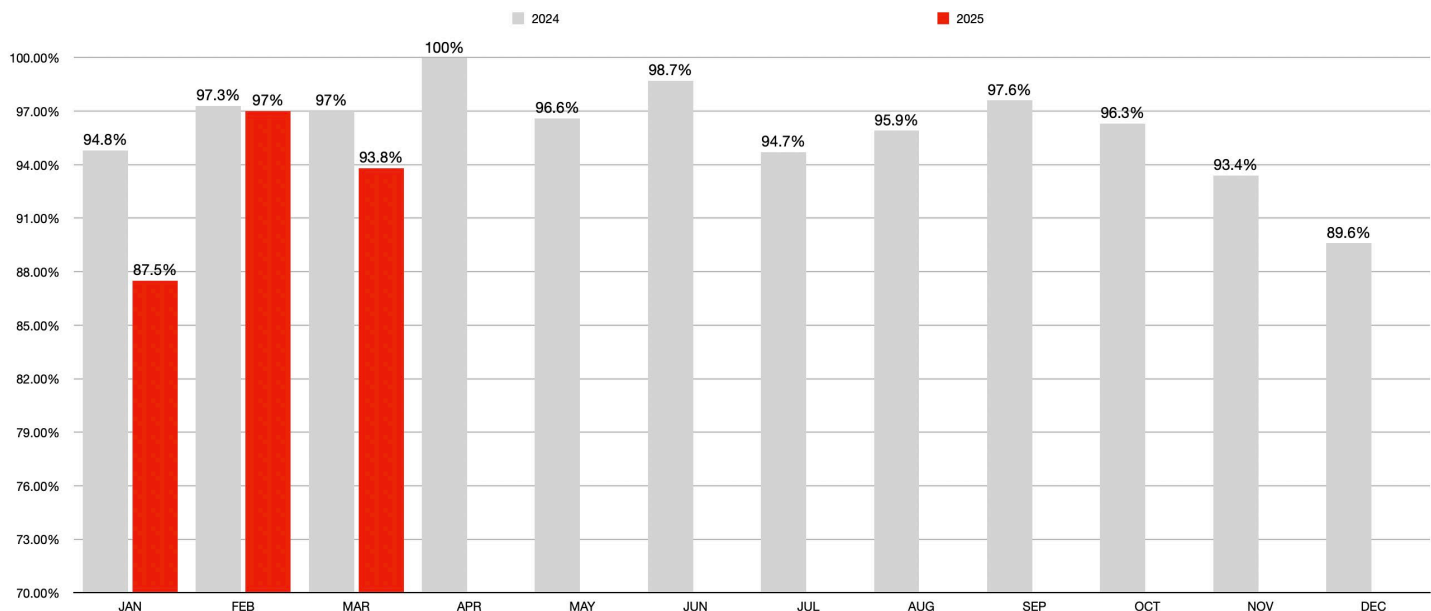
Month-Over-Month 2024 vs. 2025

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

# SALE PRICE VS. LIST PRICE RATIO

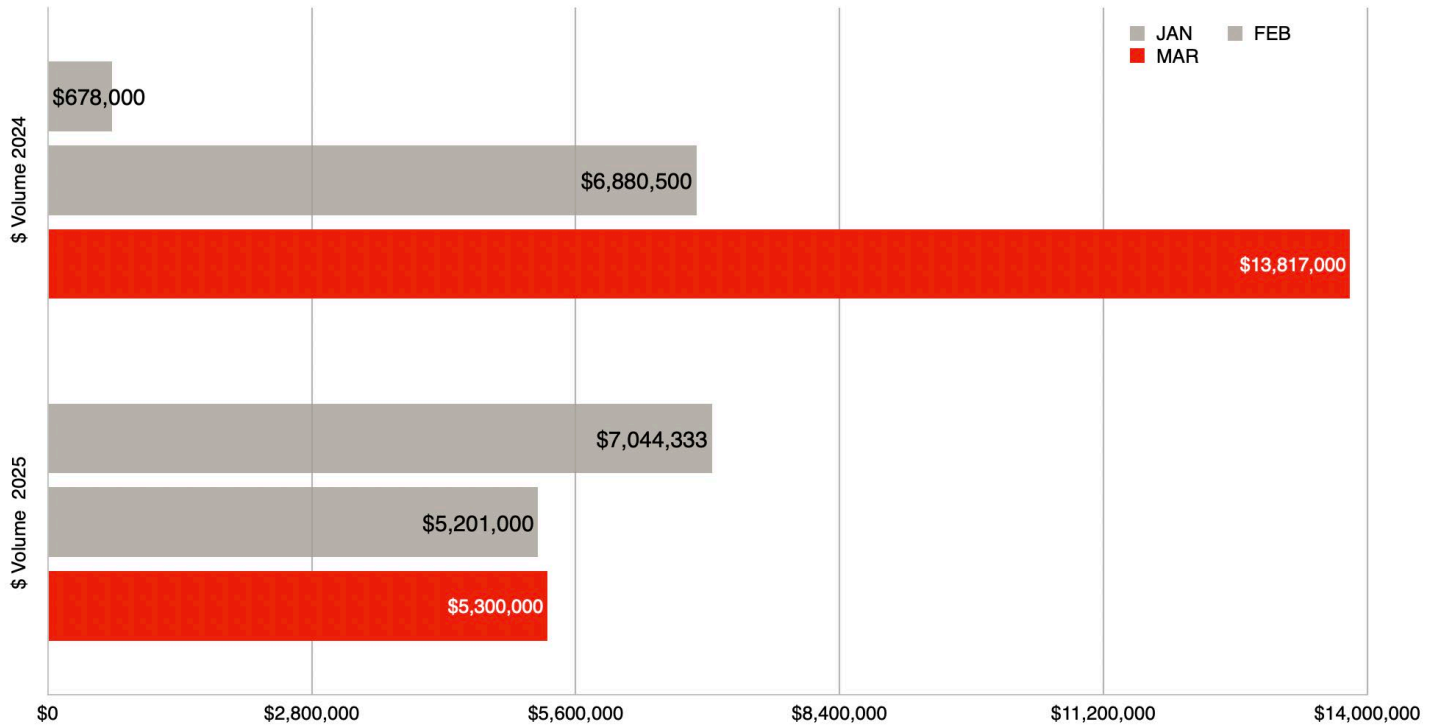


## Year-Over-Year

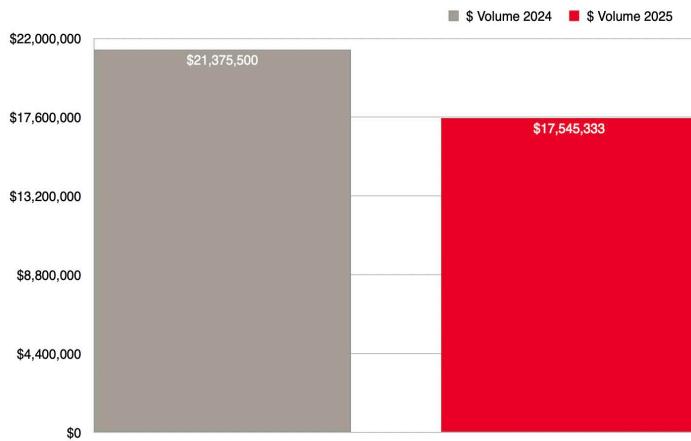


## Month-Over-Month 2024 vs. 2025

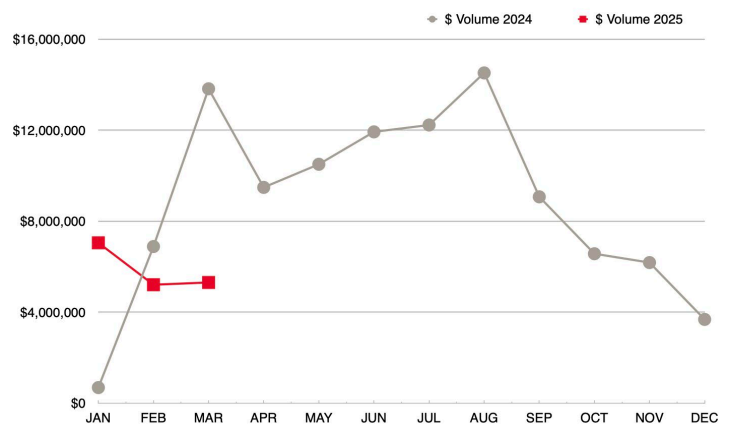
# DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

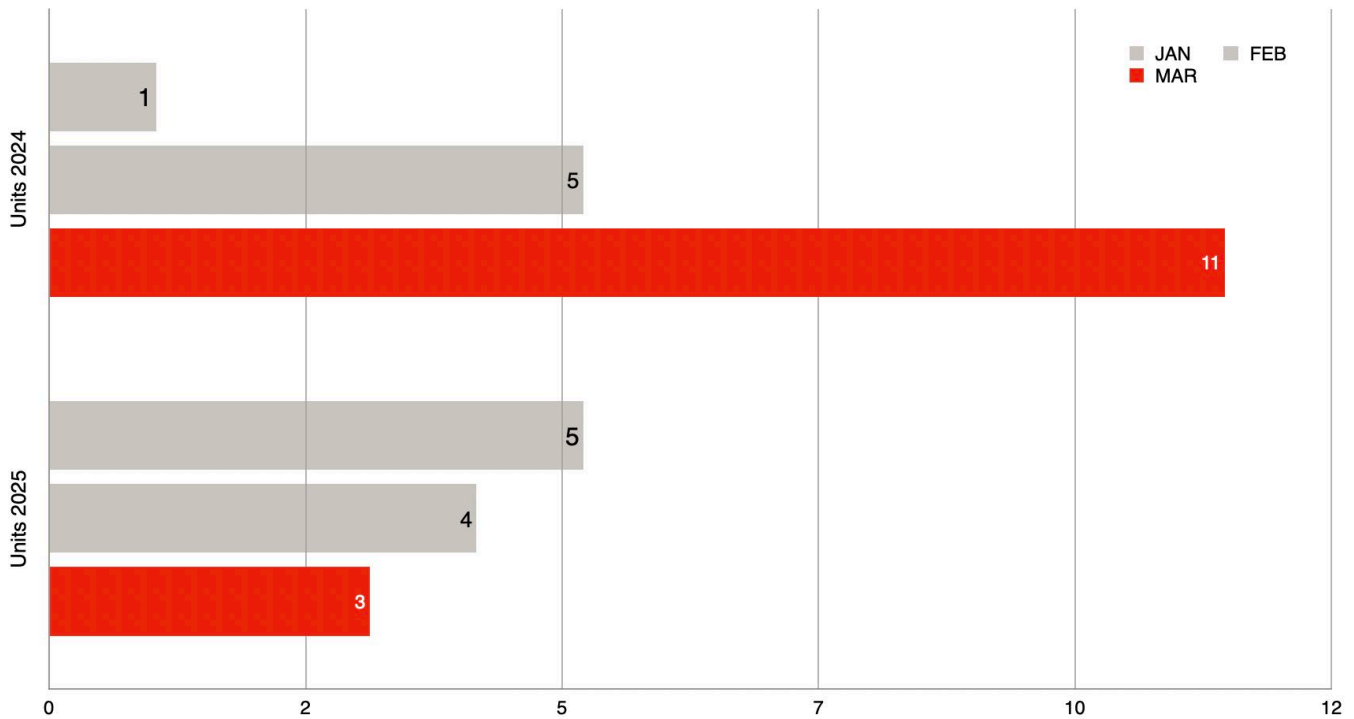


Yearly Totals 2024 vs. 2025

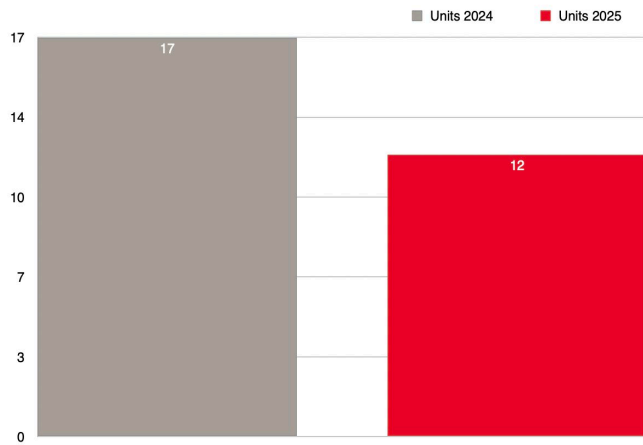


Month vs. Month 2024 vs. 2025

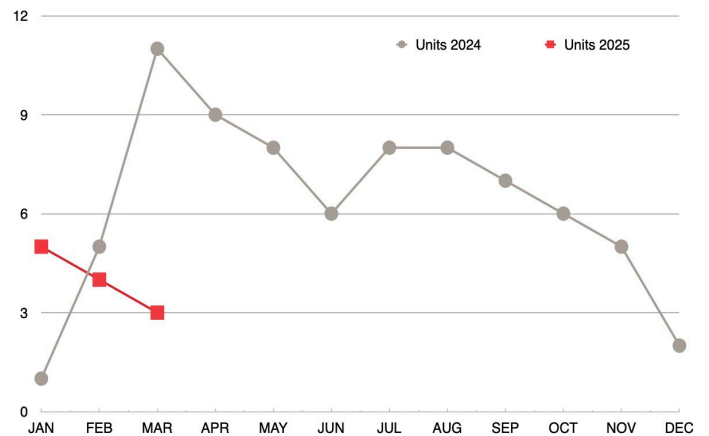
# UNIT SALES



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	 \$17,545,333 -10.51%	 \$0 -100%	 \$950,000 Up from \$0
YTD Unit Sales	 12 -14.29%	 0 -100%	 1 Up from 0
YTD Average Sale Price	 \$1,462,111 -2.64%	 \$0 -100%	 \$950,000 Up from \$0
March Sales Volume	 \$5,300,000 -57.7%	 \$0 -100%	 \$0 No Change
March Unit Sales	 3 -66.67%	 0 -100%	 0 No Change

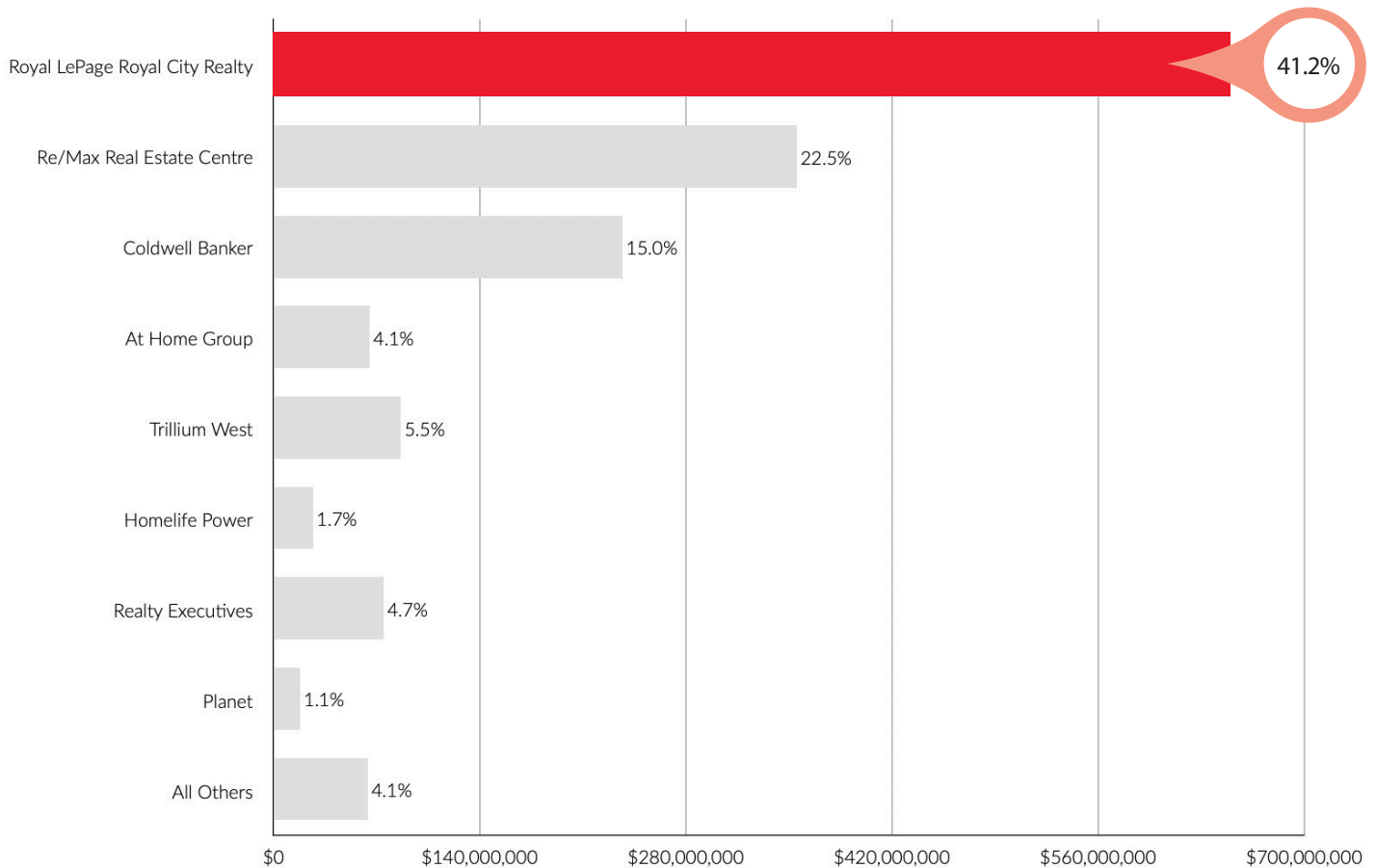
NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of April 1, 2025.

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

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



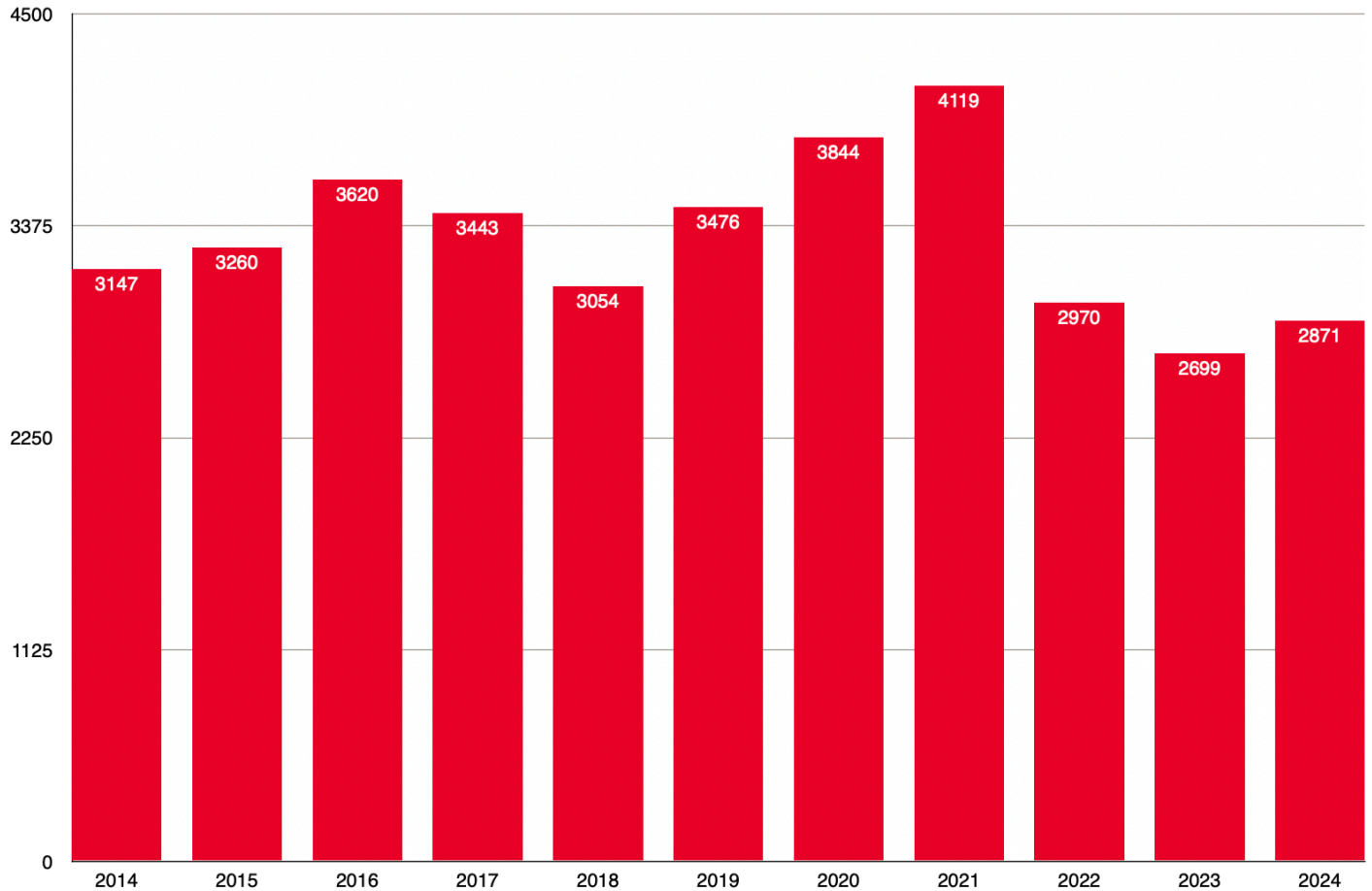
# MARKET DOMINANCE



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



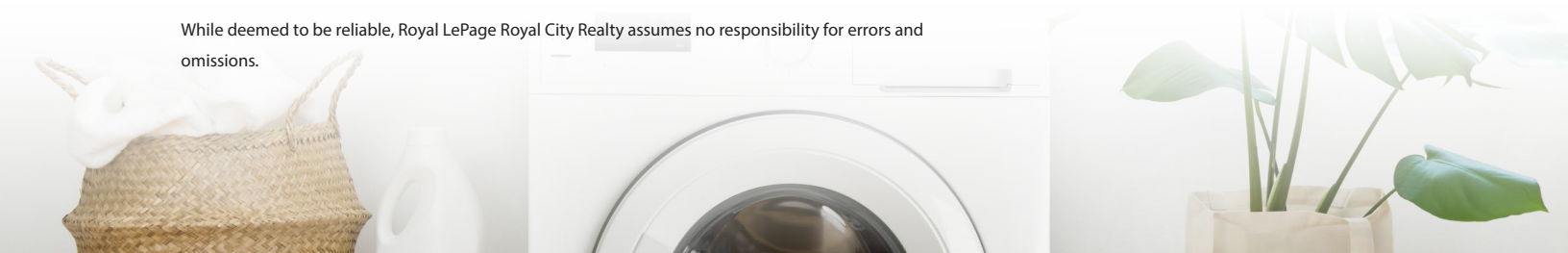
# 10 YEAR MARKET ANALYSIS



## 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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