2025 OCTOBER

PUSLINCH
Real Estate Market Report

ROYAL LEPAGE 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 leaned toward buyer-favouring conditions in October, with rising inventory and steady sales activity. The median sale price increased 27.48% to $1,415,000, while the average sale price remained stable at $1,095,556. Sales volume rose 50.22% to $9.86M, supported by a 50% increase in unit sales to 9 transactions. New listings climbed 47.06% to 25, and expired listings doubled to 10, creating more selection for buyers and heightened competition for sellers. With a unit sales-to-listings ratio of 36.00%, the market continues to reflect buyer-leaning conditions, offering purchasers greater leverage and choice.

October year-over-year sales volume of $9,860,000

Up +50.22% from 2024's $6,563,500 with unit sales of 9 up +50% from last October's 6. New listings of 25 are up +47.06% from a year ago, with the sales/listing ratio of 36.00%, up 0.71%.

Year-to-date sales volume of $99,479,615

Up +4.01% from 2024's $95,646,500 with unit sales of 75 up from 69 in 2024. New listings of 269 are up +33.17% from a year ago, with the sales/listing ratio of 27.88% down -6.28%.

Year-to-date average sale price of $1,327,684

Down from $1,339,453 one year ago with median sale price of $1,272,500 down from $1,323,750 one year ago. Average days-on-market of 68 is up 26 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.

OCTOBER NUMBERS

Median Sale Price
$1,415,000
+27.48%

Average Sale Price
$1,095,556
+0.15%

Sales Volume
$9,860,000
+50.22%

Unit Sales
9
+50%

New Listings
25
+47.06%

Expired Listings
10
+100%

Unit Sales/Listings Ratio
36.00%
+0.71%

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

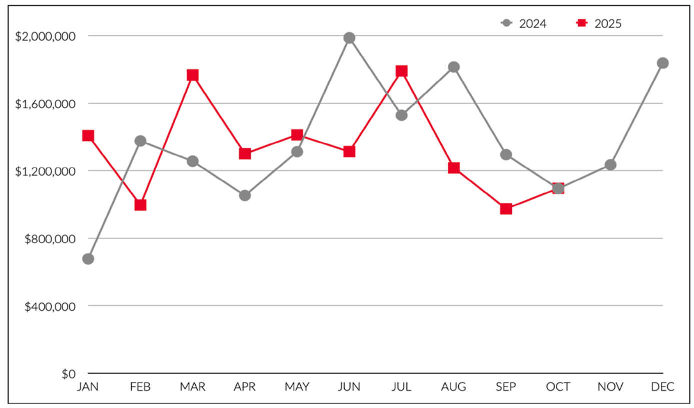
THE MARKET IN **DETAIL**

	2023	2024	2025	2024-2025
YTD Volume Sales	$113,819,988	$95,646,500	$99,479,615	+4.01%
YTD Unit Sales	84	69	75	+8.7%
YTD New Listings	208	202	269	+33.17%
YTD Sales/Listings Ratio	40.38%	34.16%	27.88%	-6.28%
YTD Expired Listings	29	40	60	+50%
Monthly Volume Sales	$8,460,000	$6,563,500	$9,860,000	+50.22%
Monthly Unit Sales	7	6	9	+50%
Monthly New Listings	19	17	25	+47.06%
Monthly Sales/Listings Ratio	36.84%	35.29%	36.00%	+0.71%
Monthly Expired Listings	7	5	10	+100%
YTD Sales: $0-$199K	0	0	1	+100%
YTD Sales: $200k-349K	0	0	3	+300%
YTD Sales: $350K-$549K	19	9	15	+66.67%
YTD Sales: $550K-$749K	11	13	6	-53.85%
YTD Sales: $750K-$999K	9	5	8	+60%
YTD Sales: $1M-$2M	27	30	28	-6.67%
YTD Sales: $2M+	18	11	16	+45.45%
YTD Average Days-On-Market	36.00	42.40	68.30	+61.08%
YTD Average Sale Price	$1,318,964	$1,339,453	$1,327,684	-0.88%
YTD Median Sale Price	$1,204,250	$1,323,750	$1,272,500	-3.87%

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

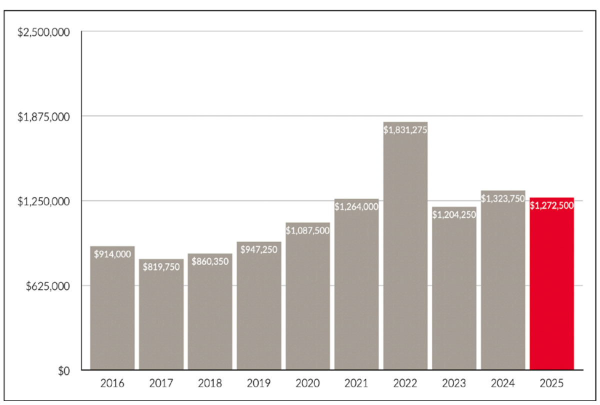
AVERAGE SALE PRICE

Year-Over-Year

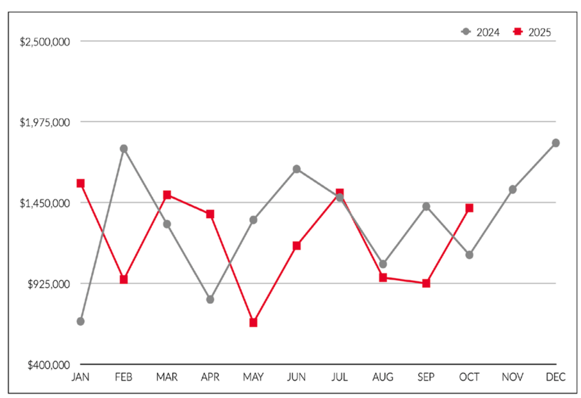


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



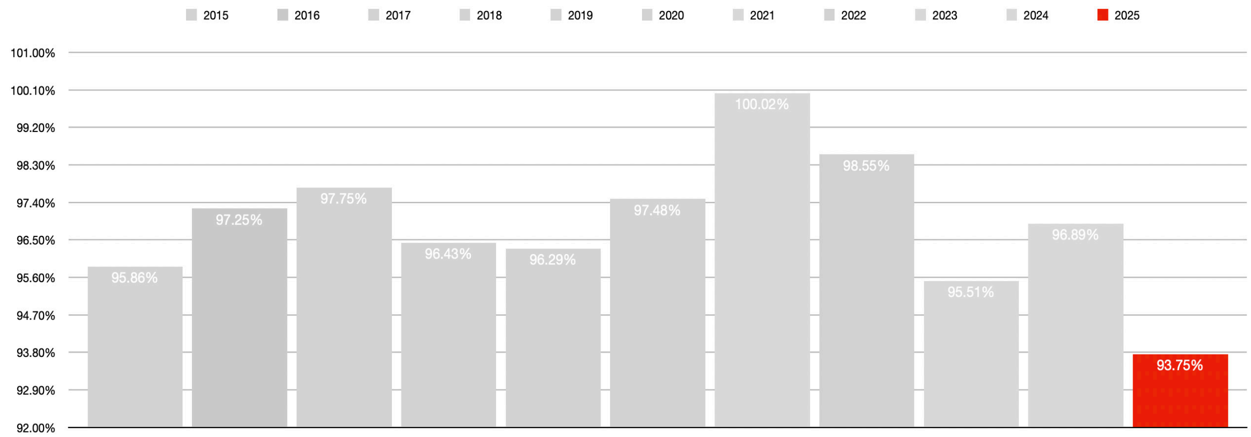
Year-Over-Year



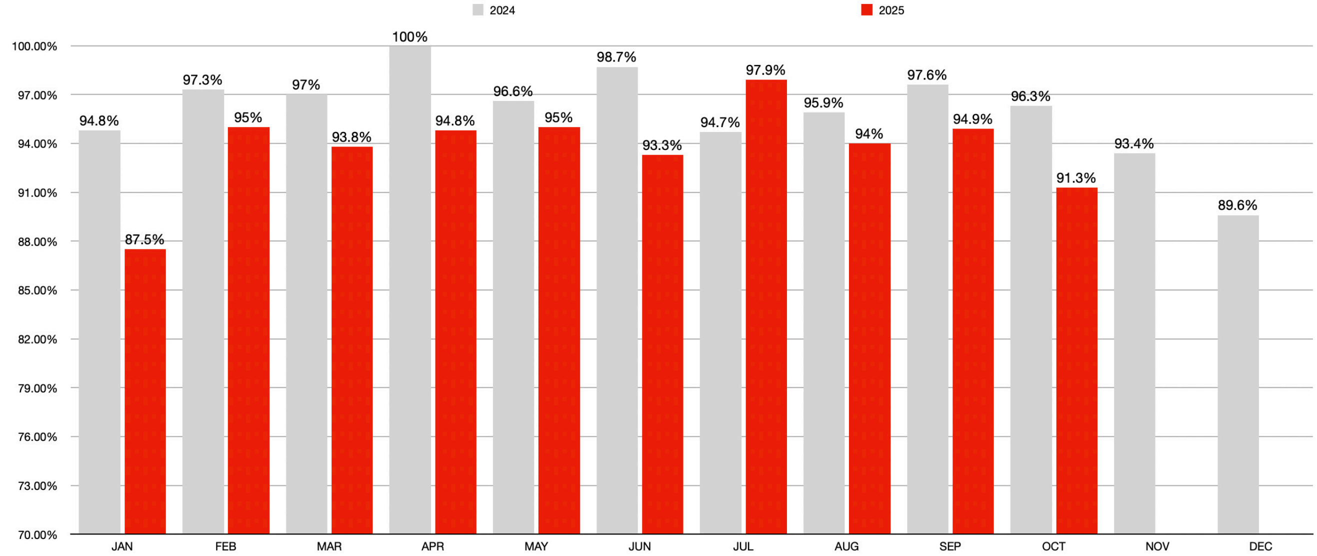
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

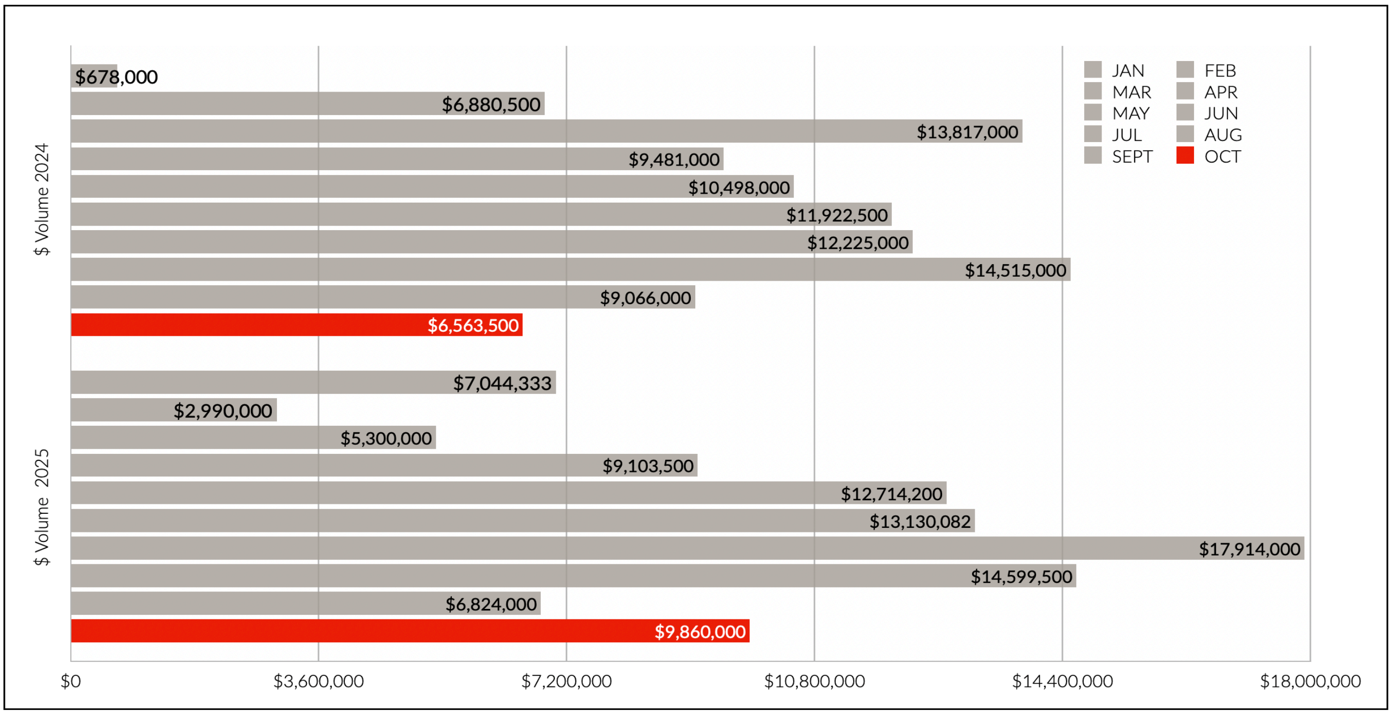


Year-Over-Year

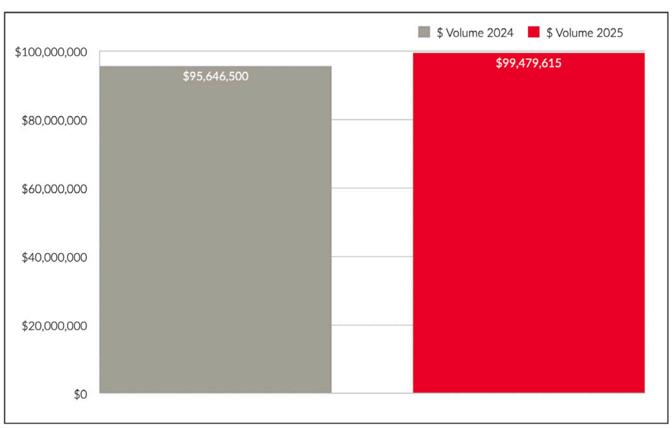


Month-Over-Month 2024 vs. 2025

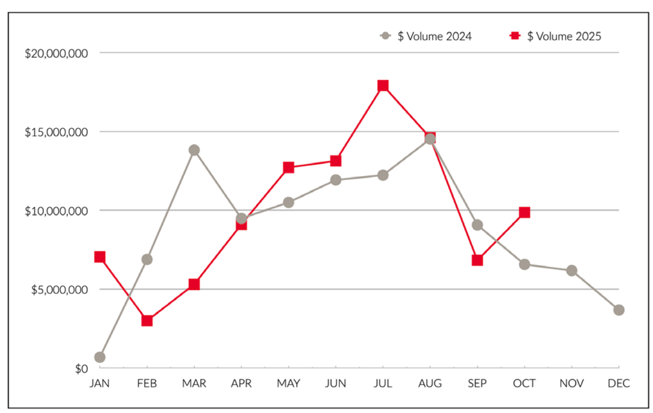
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

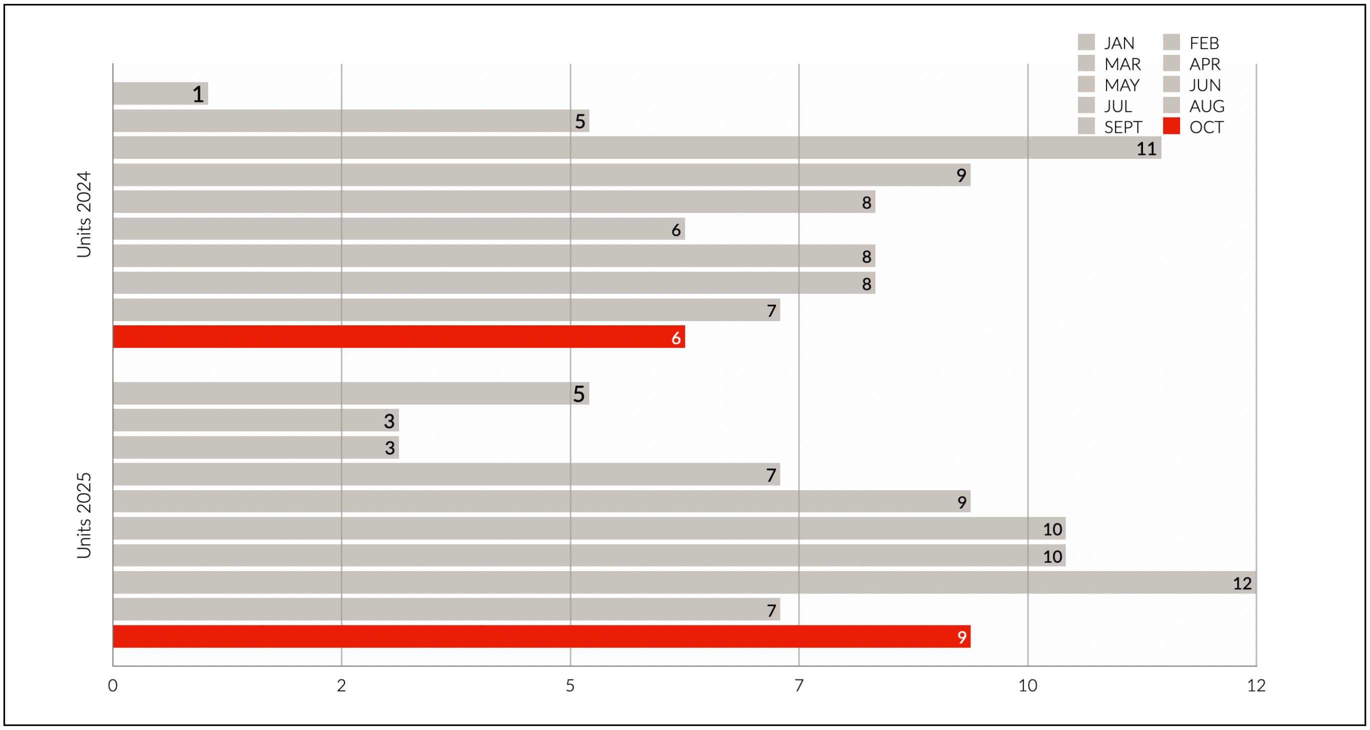


Yearly Totals 2024 vs. 2025

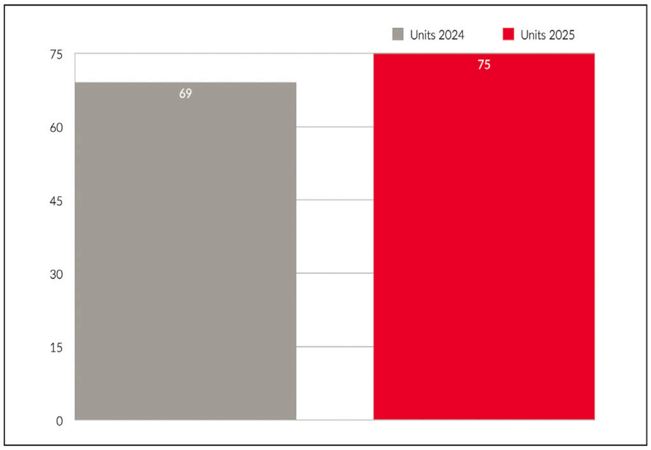


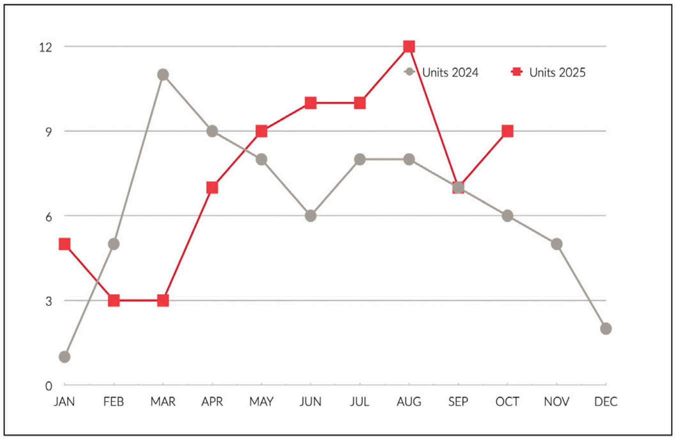
Month vs. Month 2024 vs. 2025

UNIT SALES



Monthly Comparison 2024 vs. 2025





Yearly Totals 2024 vs. 2025

Month vs. Month 2024 vs. 2025

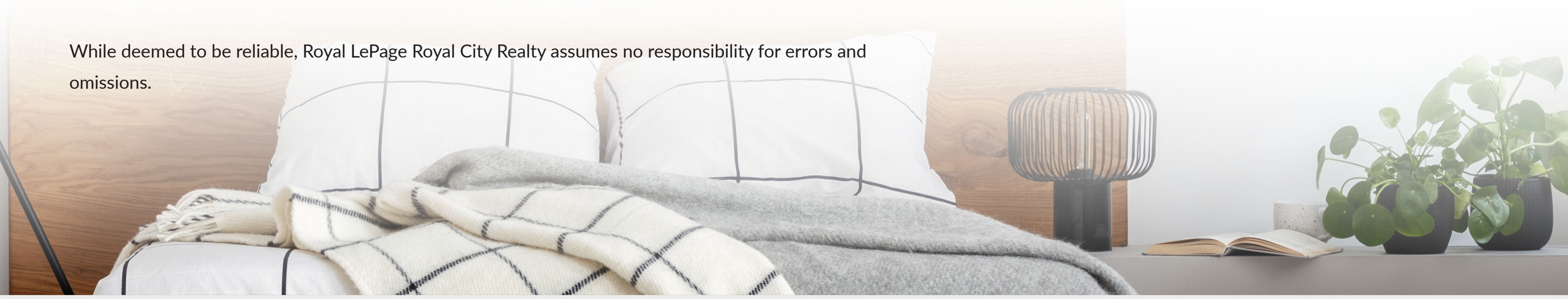
SALES BY **TYPE**

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	$96,691,615 +9.49%	$2,788,000 -56.26%	$5,590,000 +24.17%
YTD Unit Sales	71 +14.52%	4 -20%	4 -33.33%
YTD Average Sale Price	$1,361,854 -2.52%	$697,000 +161.25%	$1,397,500 +16.63%
October Sales Volume	$9,860,000 +50.22%	$0 No Change	$825,000 -28.26%
October Unit Sales	9 +50%	0 No Change	1 No Change

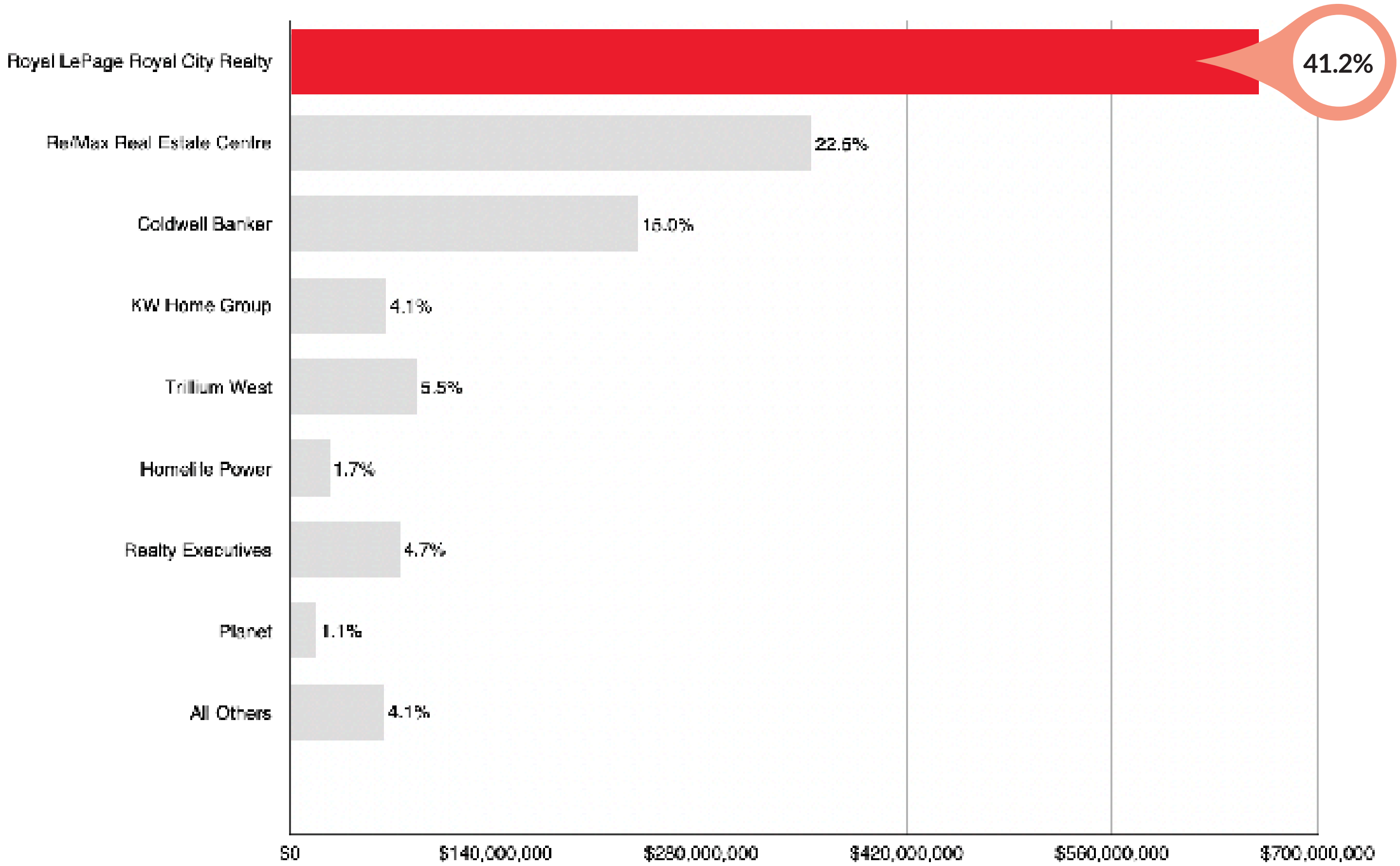
NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of October 1, 2025.

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

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

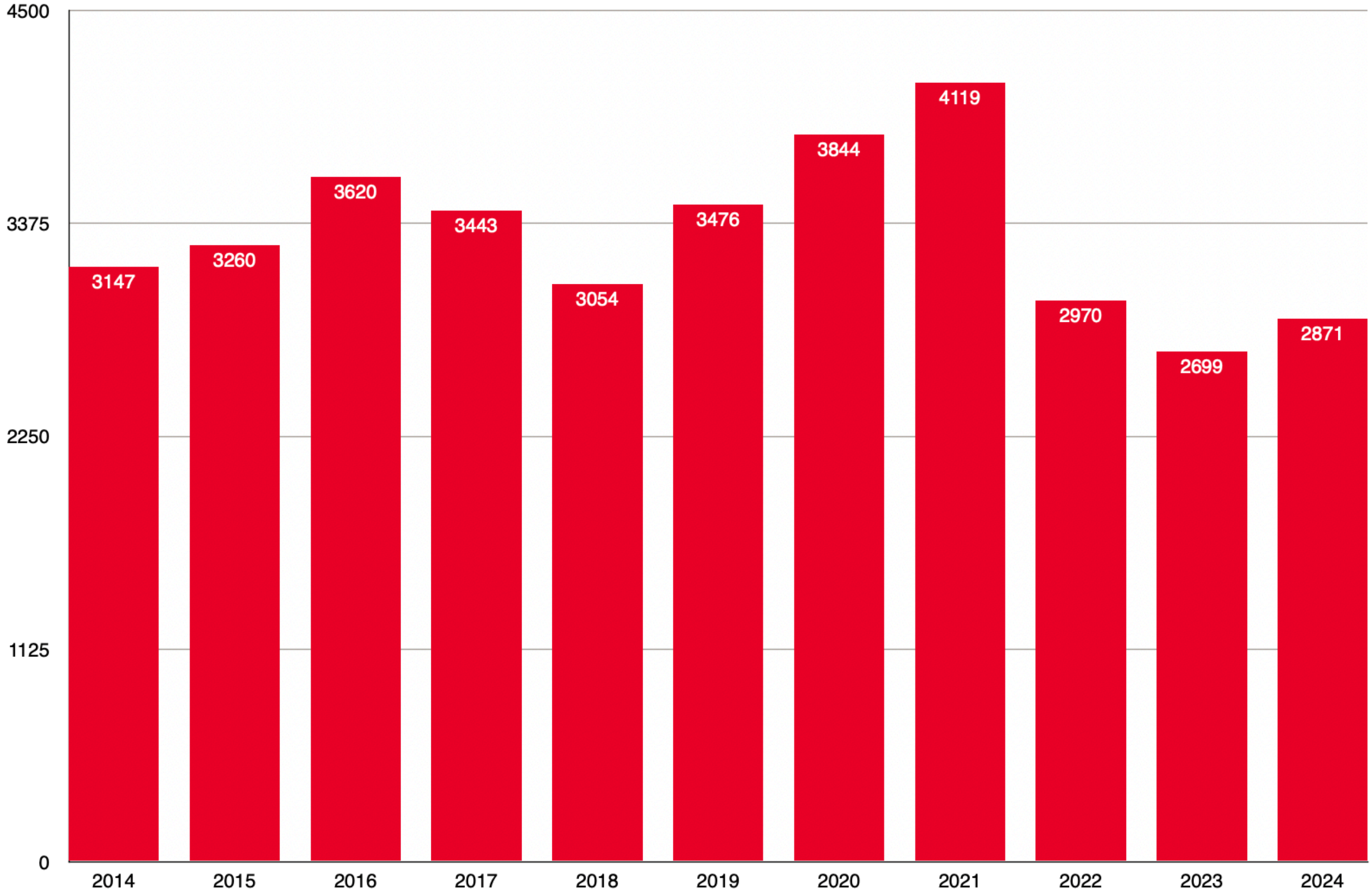


MARKET DOMINANCE



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

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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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