



2025 SEPTEMBER

PUSLINCH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

Frances Snider
Sales Representative

519-824-9050
fsnider@royallepage.ca
francesnider.com

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](#) market shifted deeper into buyer's territory this September, as steep price declines combined with rising inventory. The median sale price fell 35.09% year-over-year to \$925,000, while the average dropped 24.73% to \$974,857. Sales volume mirrored the decline, down 24.73% to \$6.82 million, even as unit sales held steady at 7 transactions. New listings surged 26.92% to 33, while expired listings spiked 450% to 11, highlighting challenges for sellers in attracting offers. With a sales-to-listings ratio of just 21.21%—down 5.71% from last year—the market firmly favors buyers, offering increased choice and leverage heading into the fall.

SEPTEMBER NUMBERS

Median Sale Price

\$925,000

-35.09%

Average Sale Price

\$974,857

-24.73%

Sales Volume

\$6,824,000

-24.73%

Unit Sales

7

No Change

New Listings

33

+26.92%

Expired Listings

11

+450%

Unit Sales/Listings Ratio

21.21%

-5.71%

Year-over-year comparison

(September 2025 vs. September 2024)

September year-over-year sales volume of \$6,824,000

Down -24.73% from 2024's \$9,066,000 with unit sales of 7 same as last year. New listings of 33 are up +26.92% from a year ago, with the sales/listing ratio of 21.21%, down -5.71%.

Year-to-date sales volume of \$91,219,615

Up +2.4% from 2024's \$89,083,000 with unit sales of 67 up from 63 in 2024. New listings of 243 are up +31.35% from a year ago, with the sales/listing ratio of 27.57% down -6.48%.

Year-to-date average sale price of \$1,355,557

Down from \$1,366,735 one year ago with median sale price of \$1,170,000 down from \$1,337,500 one year ago. Average days-on-market of 68 is up 27 days from last year.

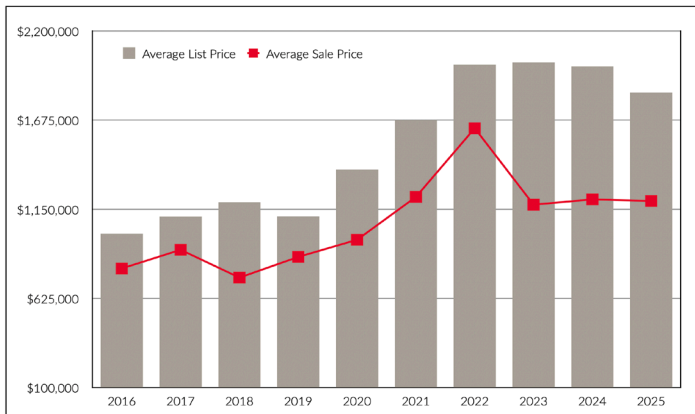
Note: The sample size for this area shows too few listings to depict a meaningful comparison between Median Sales Price and Average Sales Prices.

THE MARKET IN DETAIL

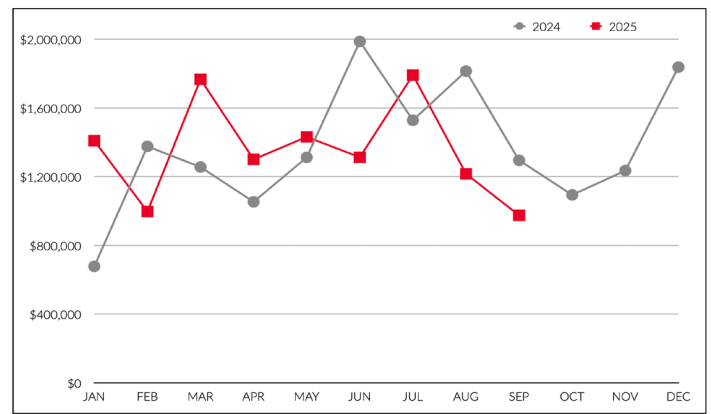
	2023	2024	2025	2024-2025
YTD Volume Sales	\$105,359,988	\$89,083,000	\$91,219,615	+2.4%
YTD Unit Sales	77	63	67	+6.35%
YTD New Listings	189	185	243	+31.35%
YTD Sales/Listings Ratio	40.74%	34.05%	27.57%	-6.48%
YTD Expired Listings	22	35	50	+42.86%
Monthly Volume Sales	\$16,095,000	\$9,066,000	\$6,824,000	-24.73%
Monthly Unit Sales	8	7	7	No Change
Monthly New Listings	18	10	16	+60%
Monthly Sales/Listings Ratio	24.24%	26.92%	21.21%	-5.71%
Monthly Expired Listings	4	2	11	+450%
YTD Sales: \$0-\$199K	0	0	1	+100%
YTD Sales: \$200k-349K	0	0	2	+200%
YTD Sales: \$350K-\$549K	17	8	13	+62.5%
YTD Sales: \$550K-\$749K	10	12	6	-50%
YTD Sales: \$750K-\$999K	9	4	7	+75%
YTD Sales: \$1M-\$2M	23	27	24	-11.11%
YTD Sales: \$2M+	18	11	16	+45.45%
YTD Average Days-On-Market	36.00	41.11	68.00	+65.41%
YTD Average Sale Price	\$1,331,230	\$1,366,735	\$1,355,557	-0.82%
YTD Median Sale Price	\$937,500	\$1,337,500	\$1,170,000	-12.52%

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

AVERAGE SALE PRICE

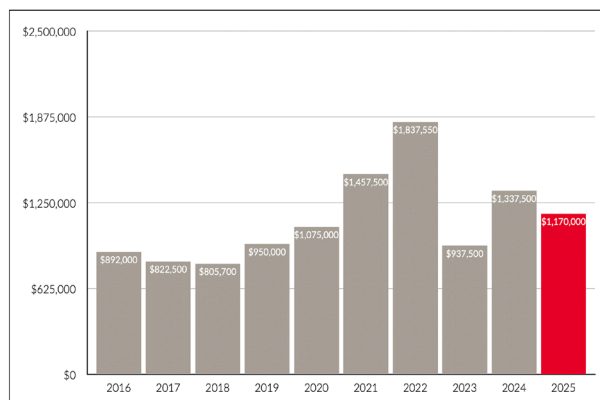


Year-Over-Year

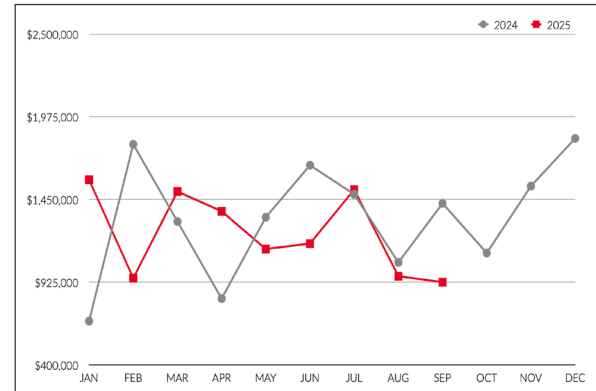


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



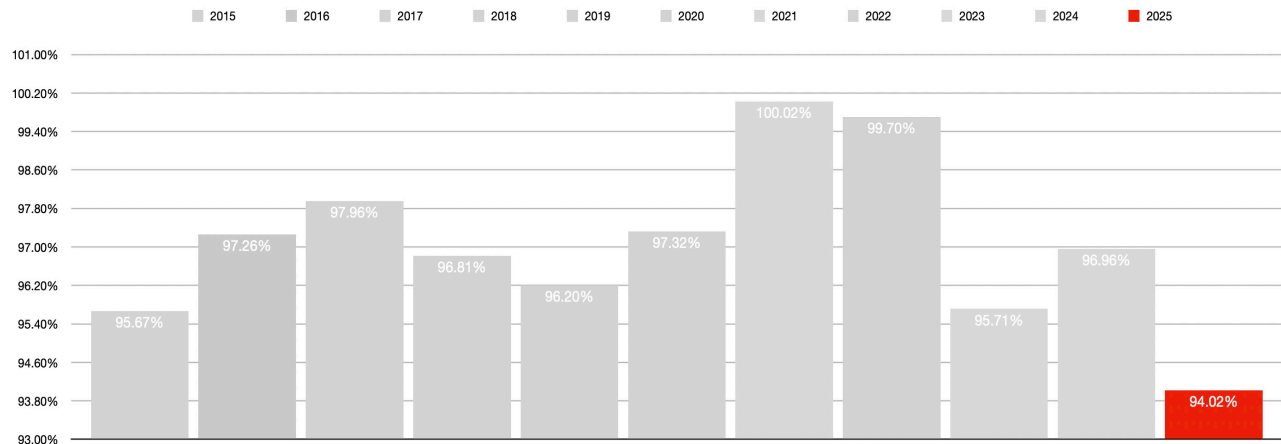
Year-Over-Year



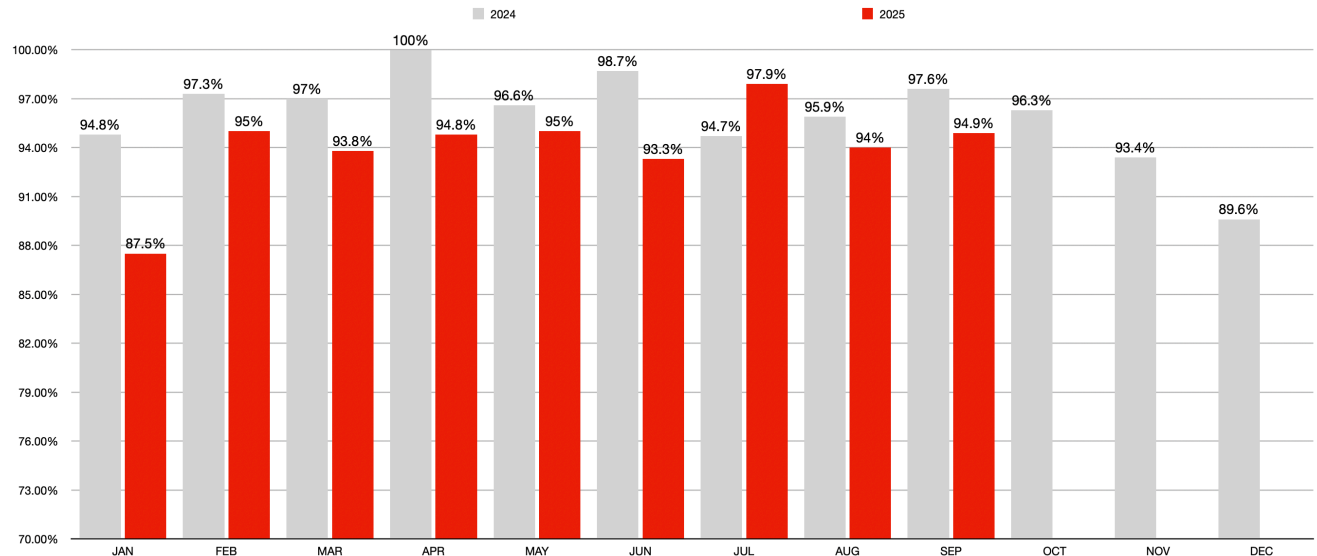
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

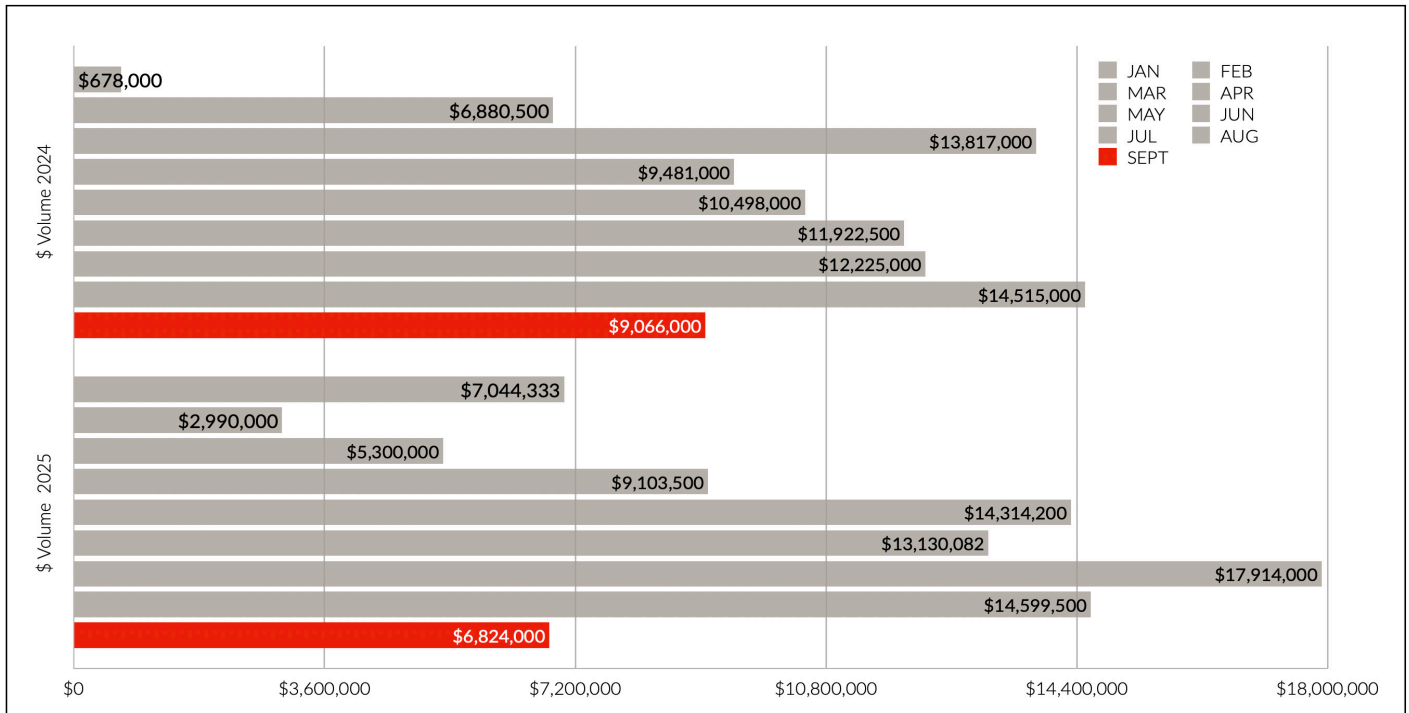


Year-Over-Year

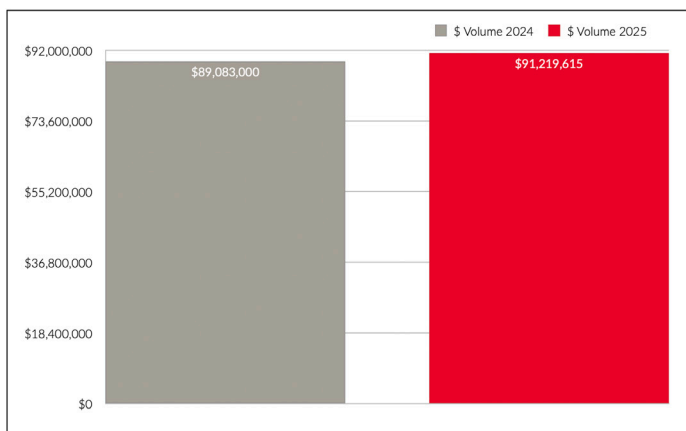


Month-Over-Month 2024 vs. 2025

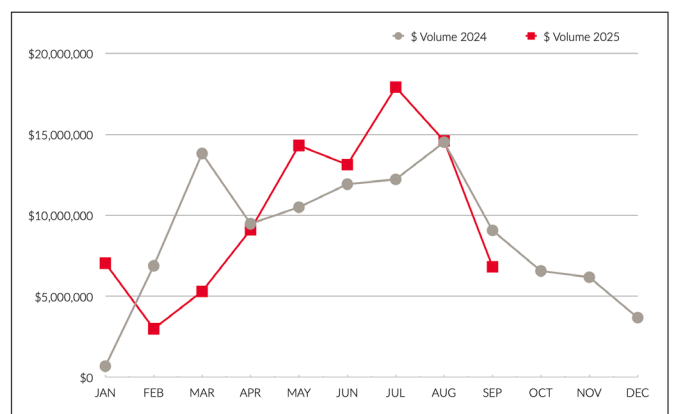
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

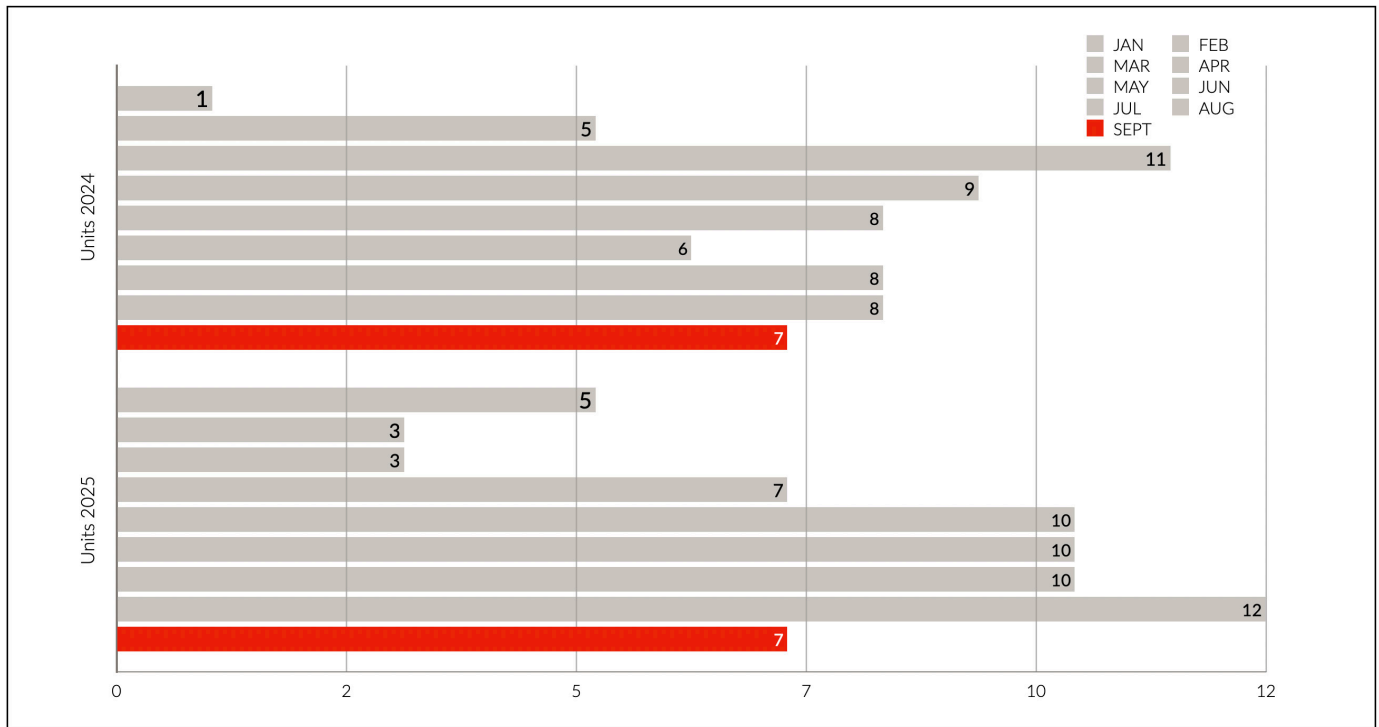


Yearly Totals 2024 vs. 2025

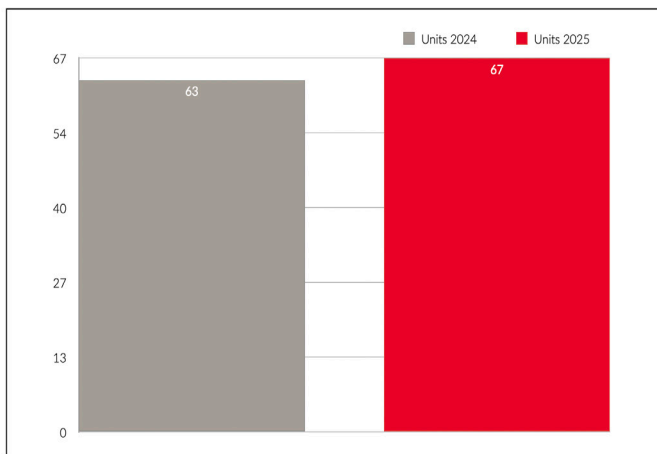


Month vs. Month 2024 vs. 2025

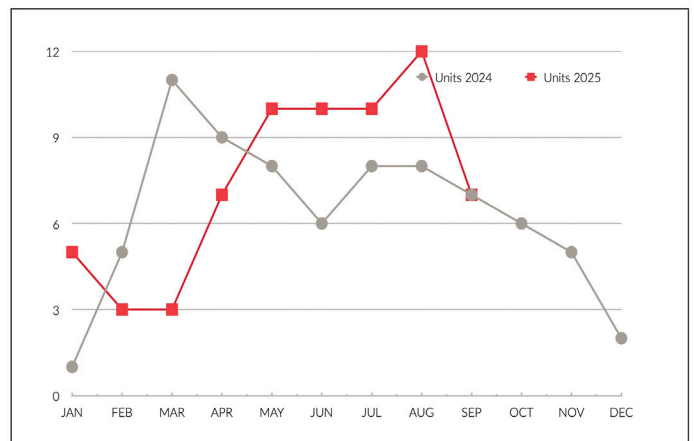
UNIT SALES



Monthly Comparison 2024 vs. 2025

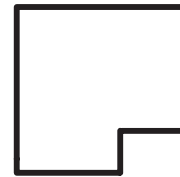

















Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



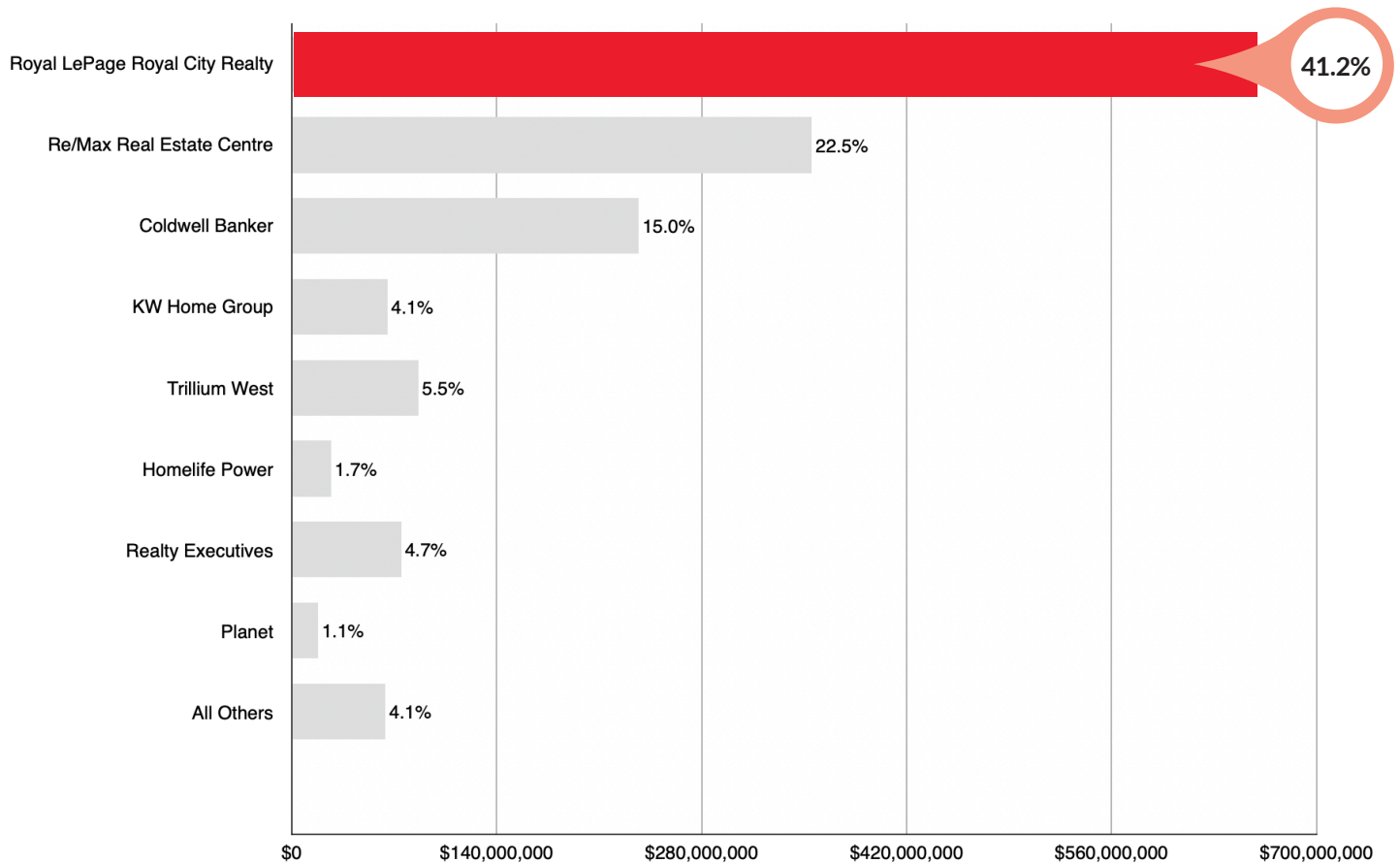
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$88,431,615 +8.18%	 \$2,788,000 -56.26%	 \$4,765,000 +42.15%
YTD Unit Sales	 63 +12.5%	 4 -20%	 3 -40%
YTD Average Sale Price	 \$1,403,676 -1.84%	 \$697,000 +161.25%	 \$1,588,333 +4.21%
September Sales Volume	 \$5,379,000 -40.67%	 \$1,445,000 Up From \$0	 \$925,000 Up From \$0
September Unit Sales	 6 -14.29%	 1 + 100%	 1 + 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 September 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.

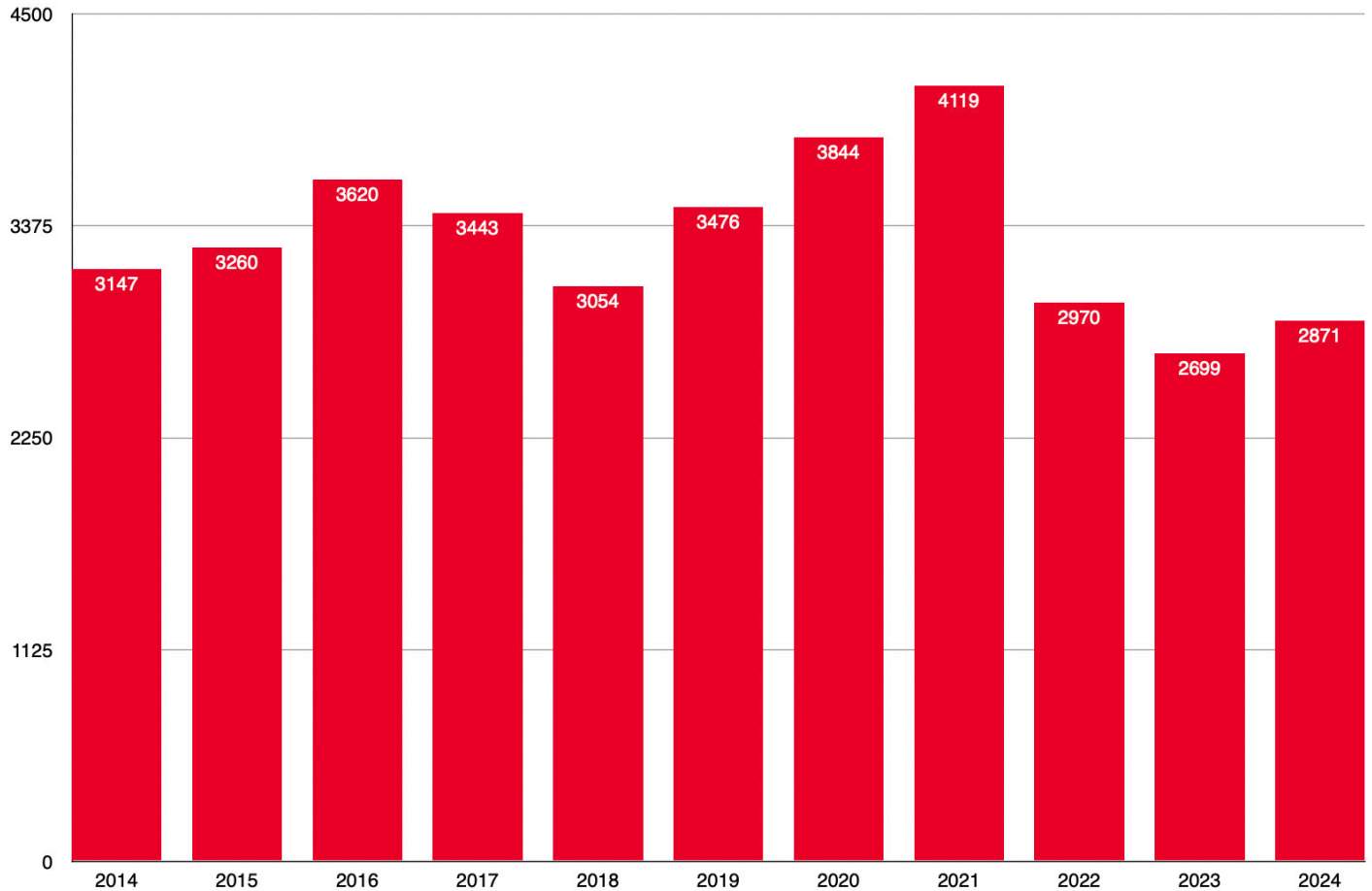
MARKET DOMINANCE



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



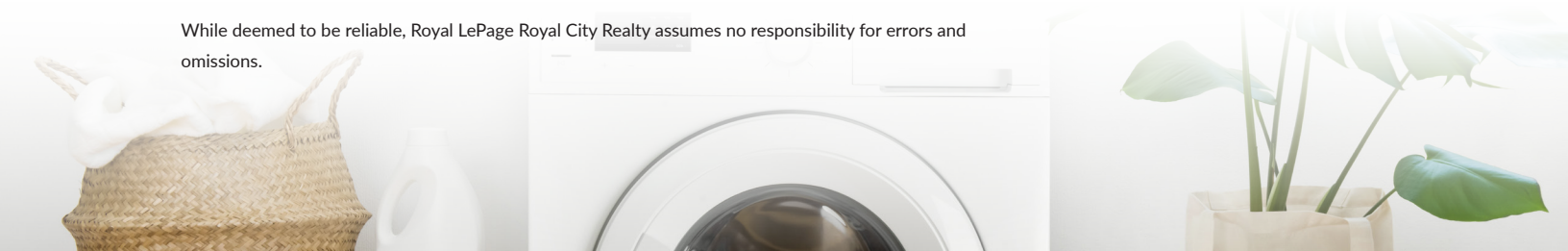
10 YEAR MARKET ANALYSIS



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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