2026 SEPTEMBER

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

Puslinch remained in buyer's market territory through September, with the year-to-date sales-to-listings ratio sitting at 31.10%, below the 39% threshold. September activity strengthened compared to last year, with sales volume rising 138.53% to $16.28M and unit sales increasing 114.29% to 15 transactions. Pricing was mixed, as the median sale price declined 5.95% year over year to $870,000, while the average sale price increased 11.31% to $1,085,133. New listings rose 9.09% to 36, while expired listings decreased 9.09% to 10. Although the monthly sales-to-listings ratio improved to 41.67%, the year-to-date ratio remains below the balanced market threshold, keeping Puslinch in buyer's market territory overall.

September year-over-year sales volume of $16,277,000

Up 138.53% from 2025's $6,824,000 with unit sales of 15 up 114.29% from last September's 7. New listings of 36 are up 9.09% from a year ago, with the sales/listing ratio of 41.67% up 20.45%.

Year-to-date sales volume of $115,096,400

Up 28.43% from 2025's $89,619,615 with unit sales of 79 up 19.70% from 2025's 66. New listings of 254 are up 4.10% from a year ago, with the sales/listing ratio of 31.10% up 4.05%.

Year-to-date average sale price of $1,456,848

Up from $1,353,476 one year ago, with median sale price of $1,295,000 up from $1,170,000 one year ago. Average days-on-market of 68 is down approximately 1 day 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.

SEPTEMBER NUMBERS

Median Sale Price
$870,000
-5.95%

Average Sale Price
$1,085,133
+11.31%

Sales Volume
$16,277,000
+138.53%

Unit Sales
15
+114.29%

New Listings
36
+9.09%

Expired Listings
10
-9.09%

Unit Sales/Listings Ratio
41.67%
+20.45%

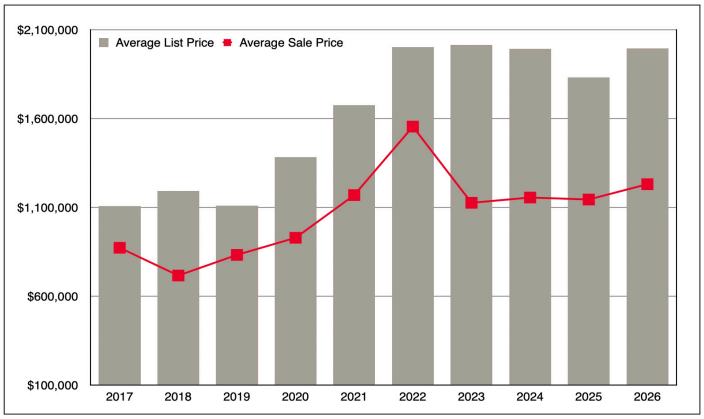
Year-over-year comparison
(September 2025 vs. September 2026)

THE MARKET IN DETAIL

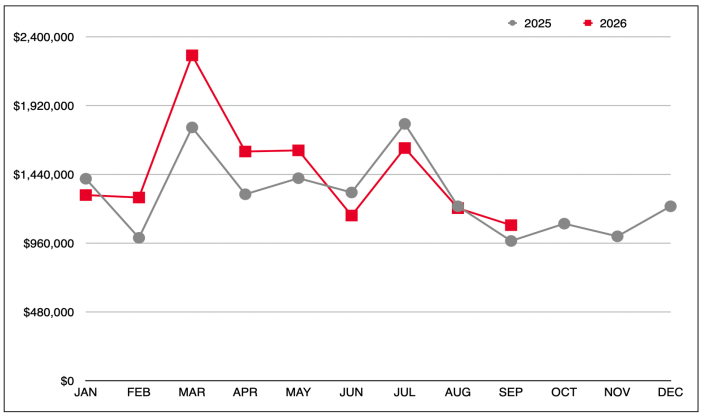
	2024	2025	2026	2025-2026
YTD Volume Sales	$89,083,000	$89,619,615	$115,096,400	+28.43%
YTD Unit Sales	63	66	79	+19.7%
YTD New Listings	185	244	254	+4.1%
YTD Sales/Listings Ratio	34.05%	27.05%	31.10%	+14.98%
YTD Expired Listings	35	50	49	-2%
Monthly Volume Sales	$9,066,000	$6,824,000	$16,277,000	+138.53%
Monthly Unit Sales	7	7	15	+114.29%
Monthly New Listings	26	33	36	+9.09%
Monthly Sales/Listings Ratio	26.92%	21.21%	41.67%	+96.43%
Monthly Expired Listings	2	11	10	-9.09%
YTD Sales: $0-$199K	0	1	0	-100%
YTD Sales: $200k-349K	0	2	3	+50%
YTD Sales: $350K-$549K	8	13	12	-7.69%
YTD Sales: $550K-$749K	12	6	6	No Change
YTD Sales: $750K-$999K	4	7	8	+14.29%
YTD Sales: $1M-$2M	27	23	30	+30.43%
YTD Sales: $2M+	11	16	23	+43.75%
YTD Average Days-On-Market	41.11	68.67	68.11	-0.81%
YTD Average Sale Price	$1,366,735	$1,353,476	$1,456,848	+7.64%
YTD Median Sale Price	$1,337,500	$1,170,000	$1,295,000	+10.68%

Puslinch MLS Sales and Listing Summary
2024 vs. 2025 vs. 2026

AVERAGE SALE PRICE

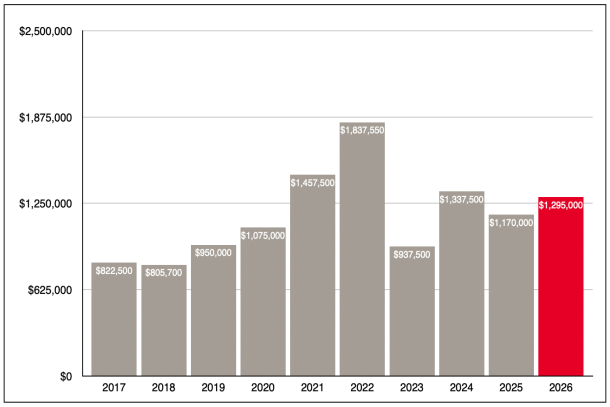


Year-Over-Year

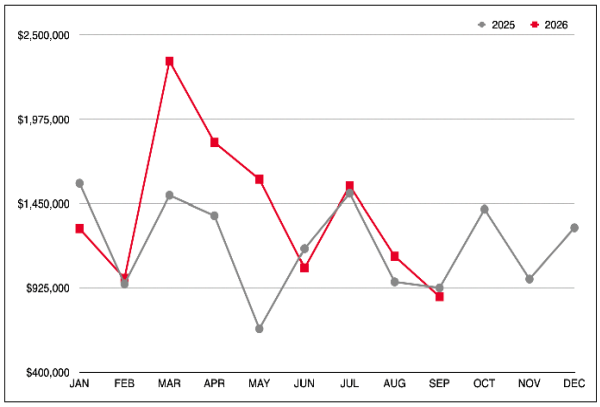


Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE



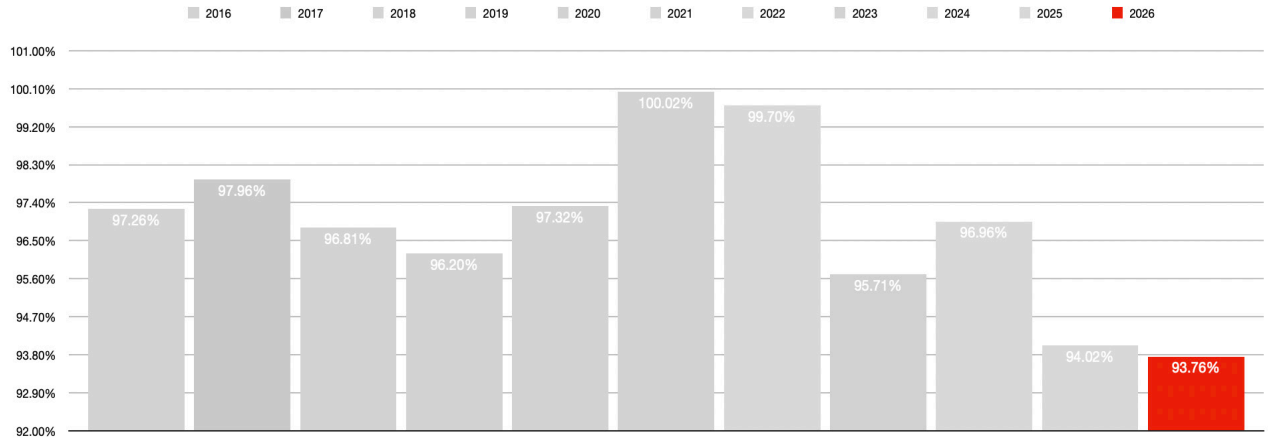
Year-Over-Year



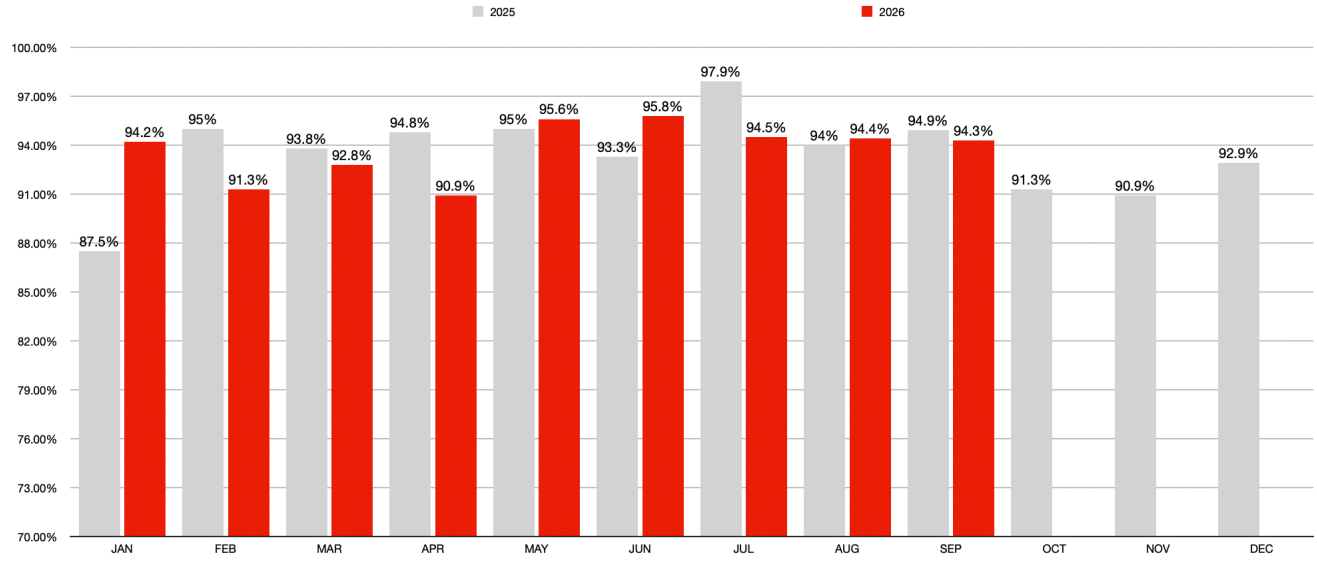
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. LIST PRICE RATIO

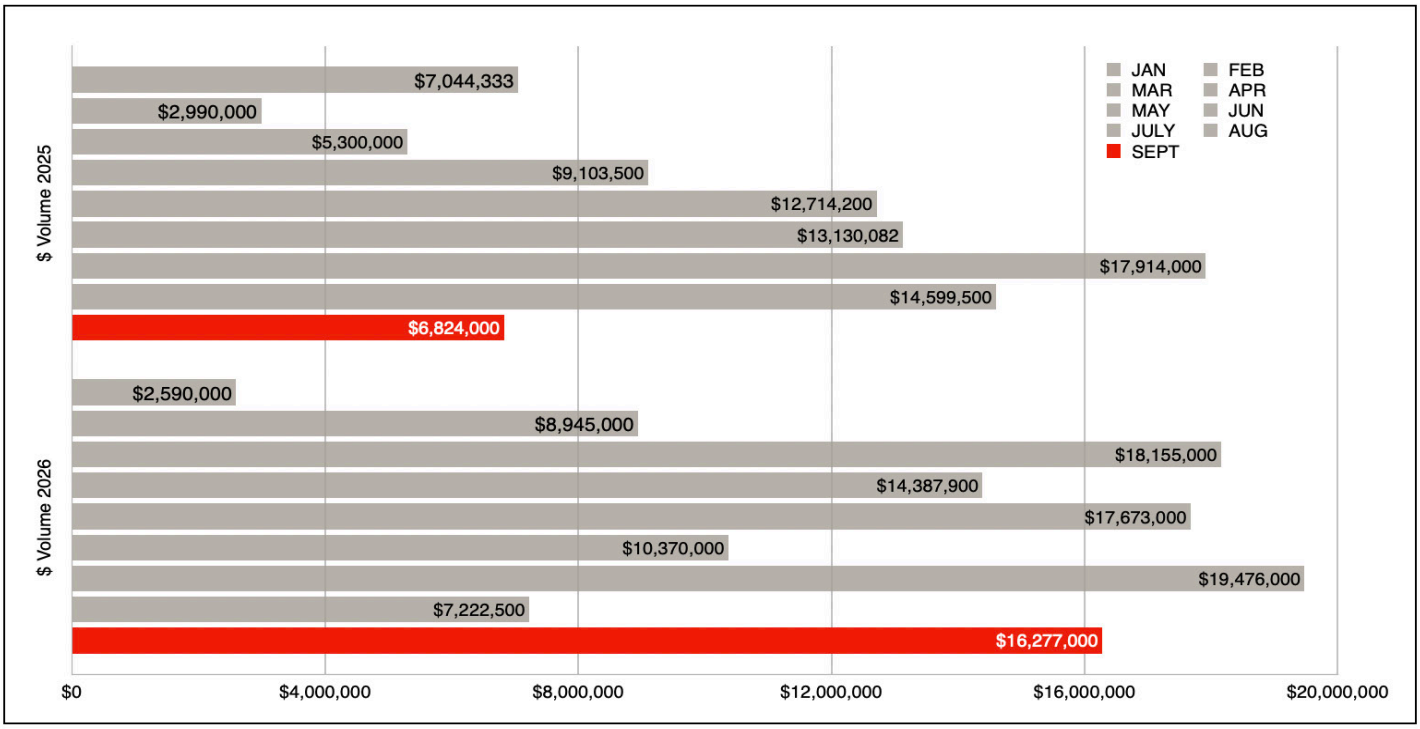


Year-Over-Year

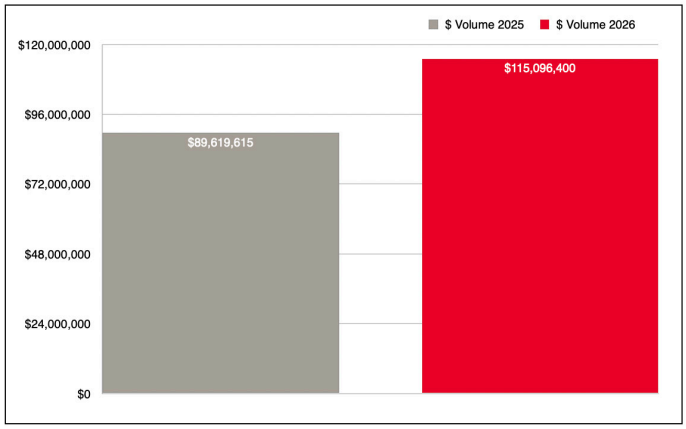


Month-Over-Month 2025 vs. 2026

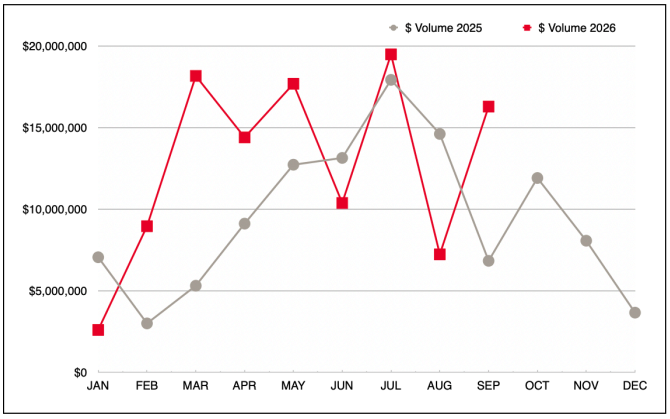
DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

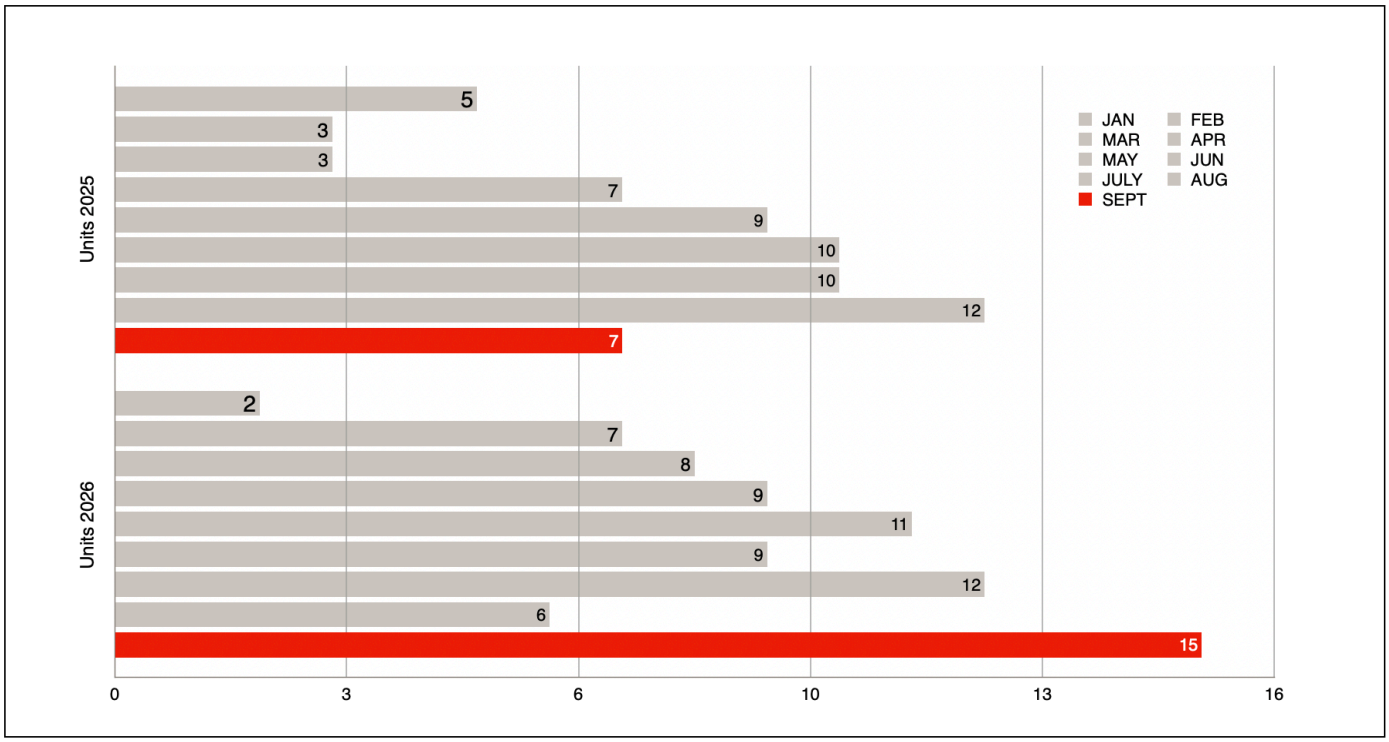


Yearly Totals 2025 vs. 2026

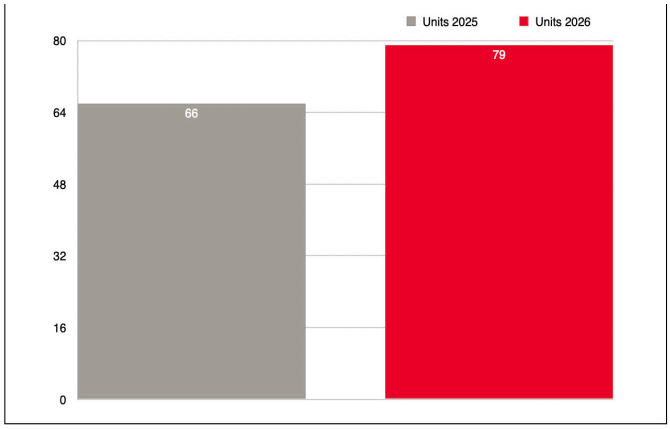


Month vs. Month 2025 vs. 2026

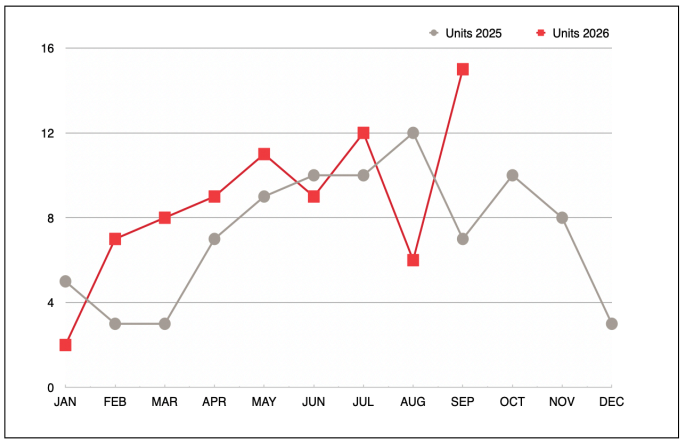
UNIT SALES



Monthly Comparison 2025 vs. 2026



Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

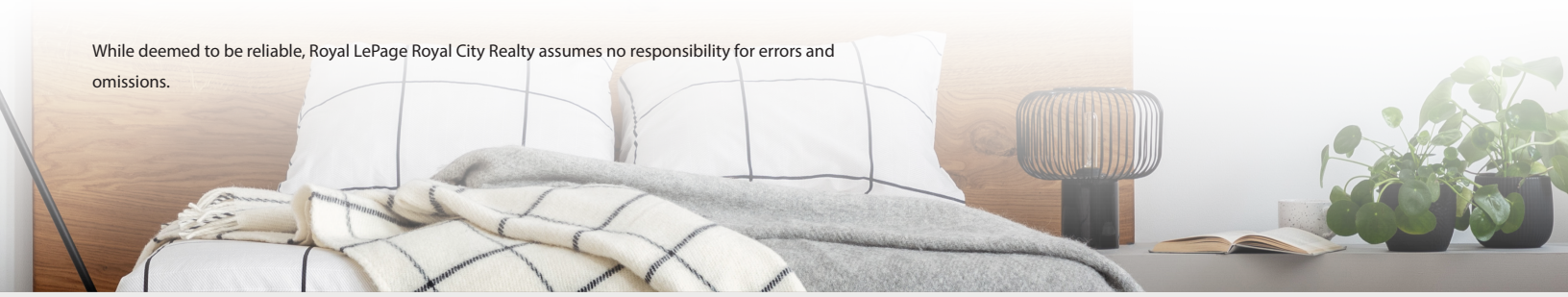
SALES BY TYPE

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	↑ $112,085,400 +29.08%	↑ $3,011,000 +8%	↓ $4,065,000 -14.69%
YTD Unit Sales	↑ 75 +20.97%	▮ 4 No Change	↑ 5 +66.67%
YTD Average Sale Price	↑ $1,494,472 +6.71%	↑ $752,750 +8%	↓ $813,000 -48.81%
September Sales Volume	↑ $15,541,000 +188.92%	↓ $736,000 -49.07%	↓ $0 -100%
September Unit Sales	↑ 13 +116.67%	↑ 2 +100%	↓ 0 -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 30, 2026.

Year-Over-Year Comparison (2025 vs. 2026)

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



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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