



# 2025 OCTOBER

**PUSLINCH**

Real Estate Market Report



**ROYAL CITY REALTY**  
BROKERAGE

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%

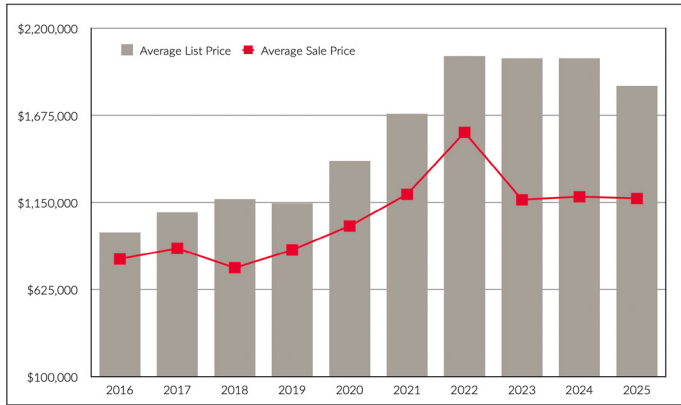
*Year-over-year comparison  
(October 2025 vs. October 2024)*

# THE MARKET IN DETAIL

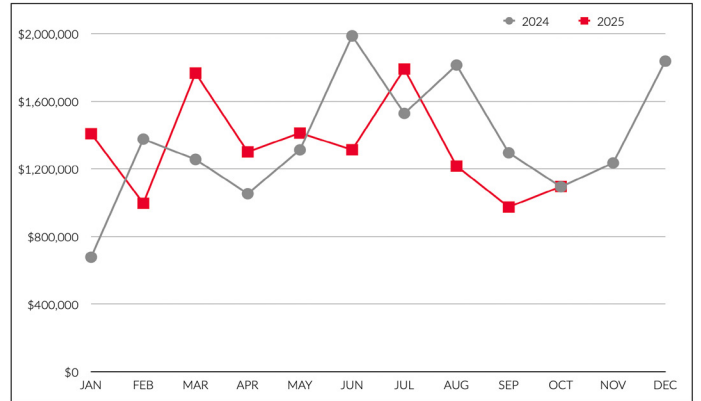
|                                     | 2023          | 2024         | 2025         | 2024-2025 |
|-------------------------------------|---------------|--------------|--------------|-----------|
| <b>YTD Volume Sales</b>             | \$113,819,988 | \$95,646,500 | \$99,479,615 | +4.01%    |
| <b>YTD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

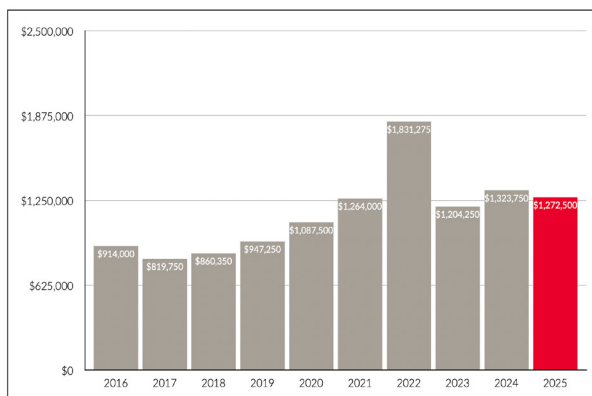


Year-Over-Year

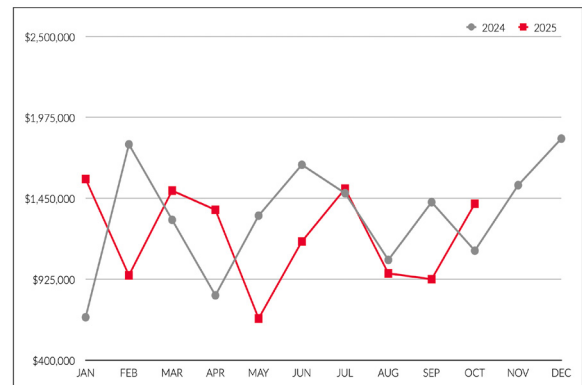


Month-Over-Month 2024 vs. 2025

# MEDIAN SALE PRICE



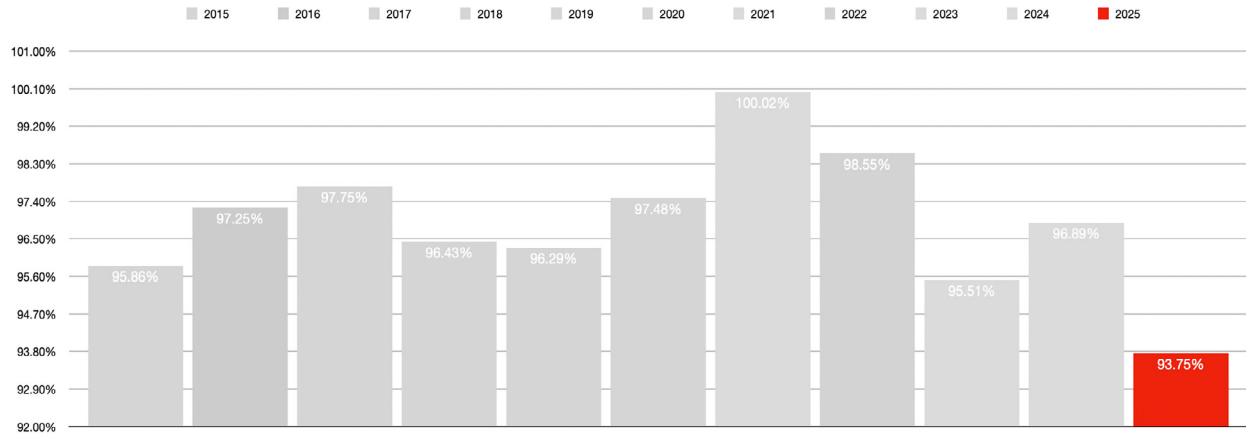
Year-Over-Year



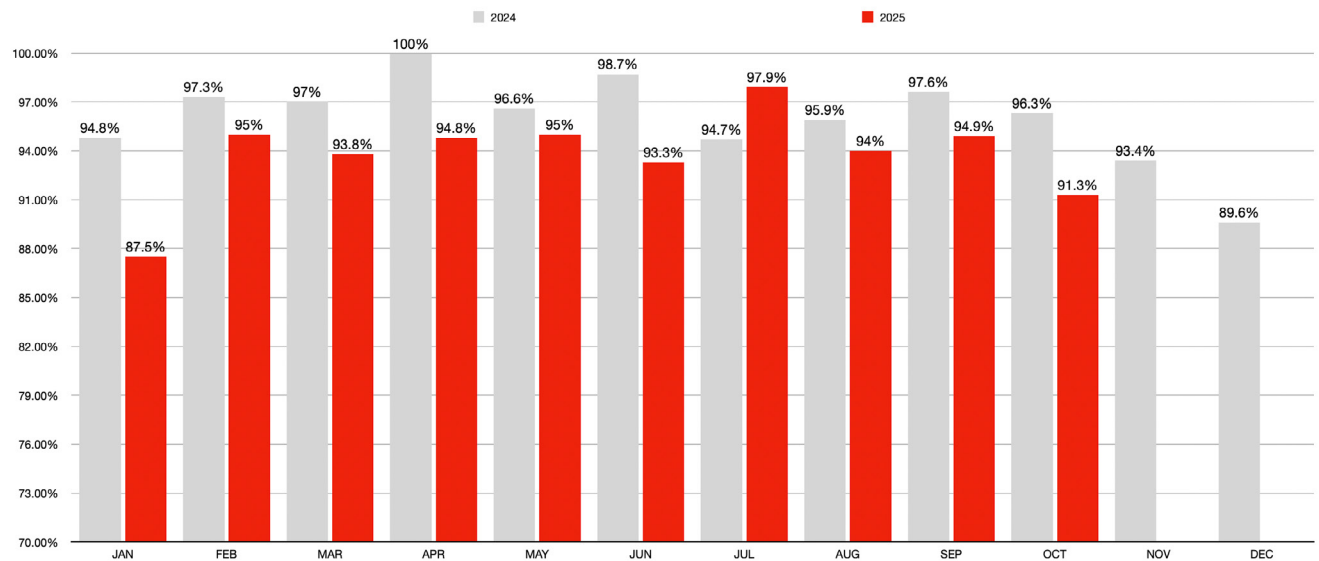
Month-Over-Month 2024 vs. 2025

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

# SALE PRICE VS. LIST PRICE RATIO

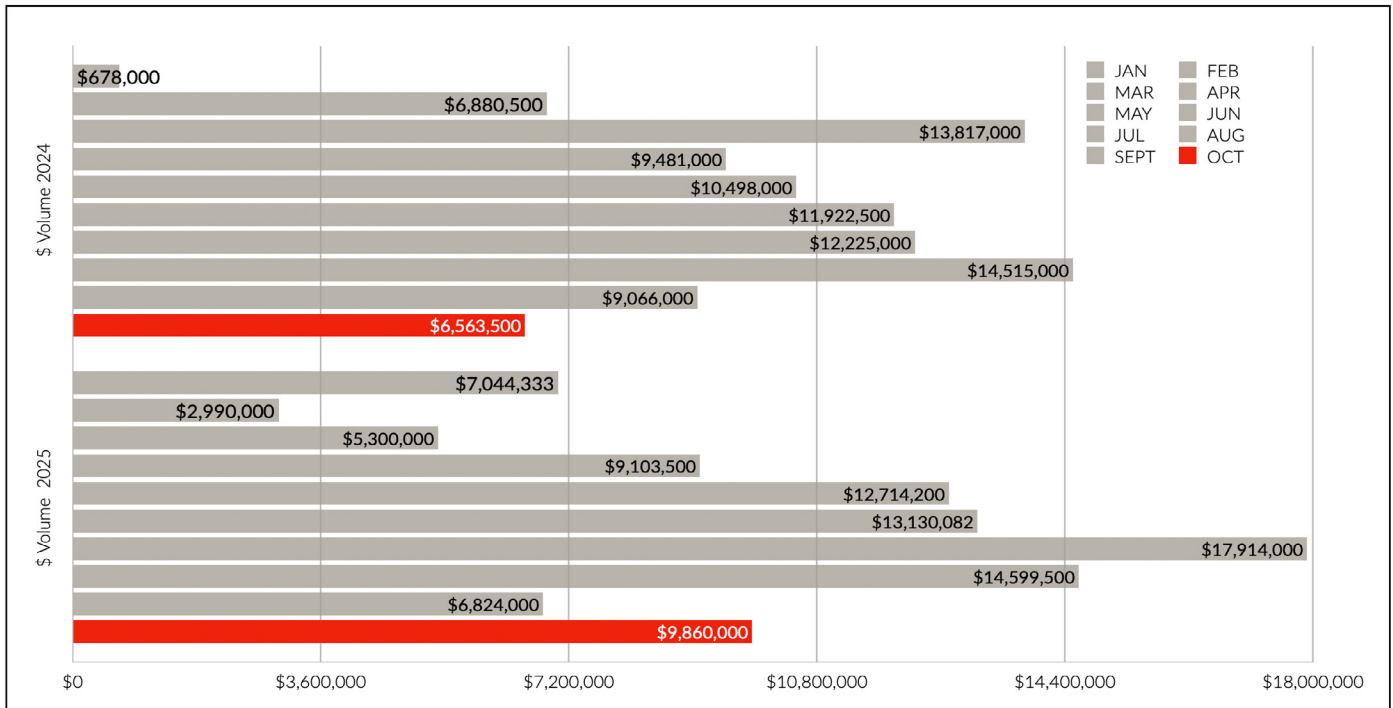


## Year-Over-Year

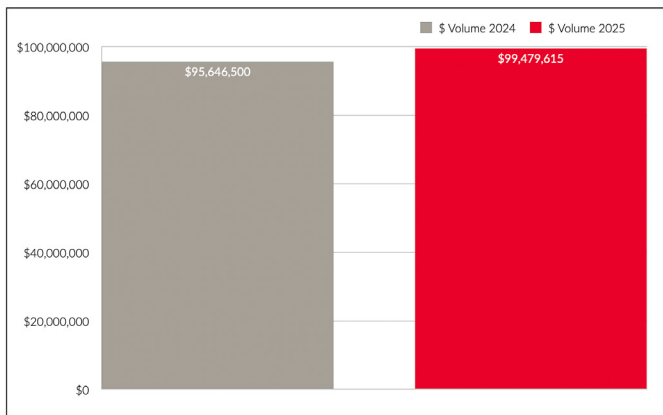


## Month-Over-Month 2024 vs. 2025

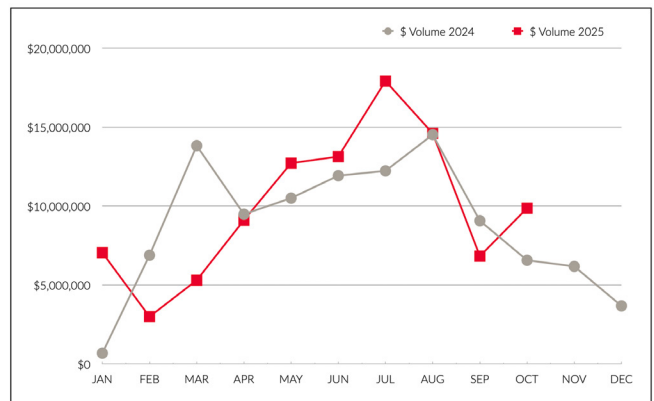
# DOLLAR VOLUME SALES



## Monthly Comparison 2024 vs. 2025

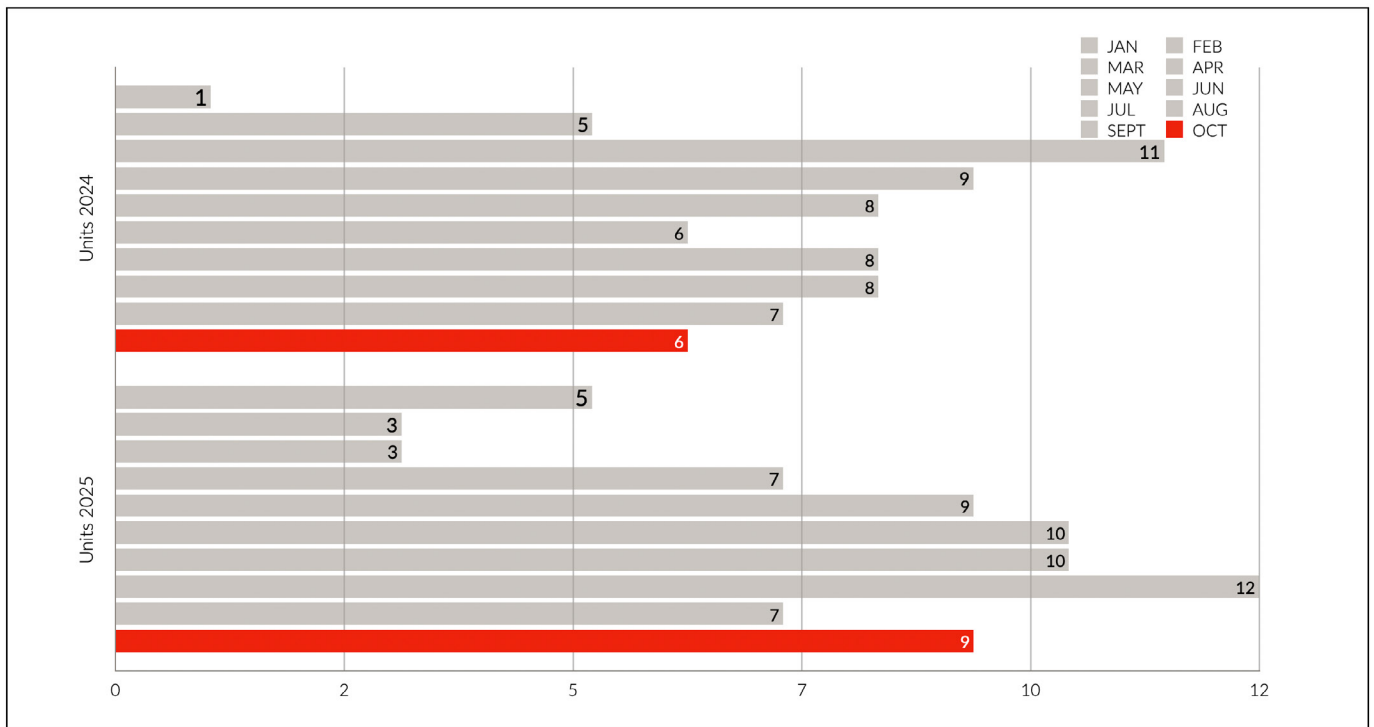


## Yearly Totals 2024 vs. 2025

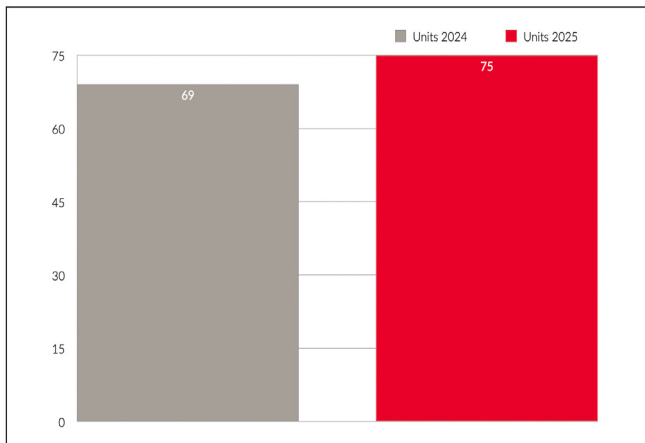


## Month vs. Month 2024 vs. 2025

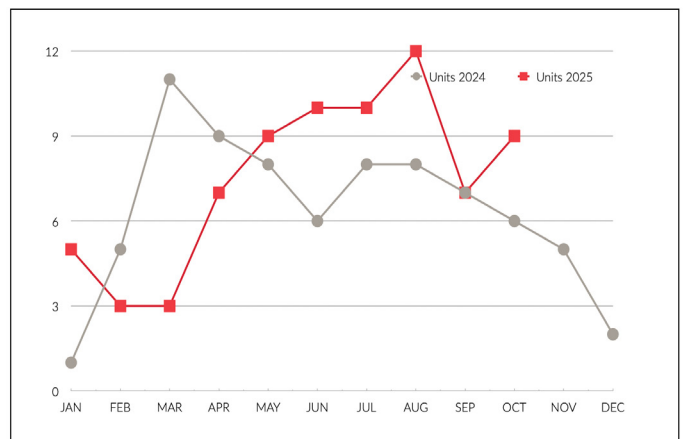
# UNIT SALES



## Monthly Comparison 2024 vs. 2025



## Yearly Totals 2024 vs. 2025



## Month vs. Month 2024 vs. 2025

# SALES BY TYPE



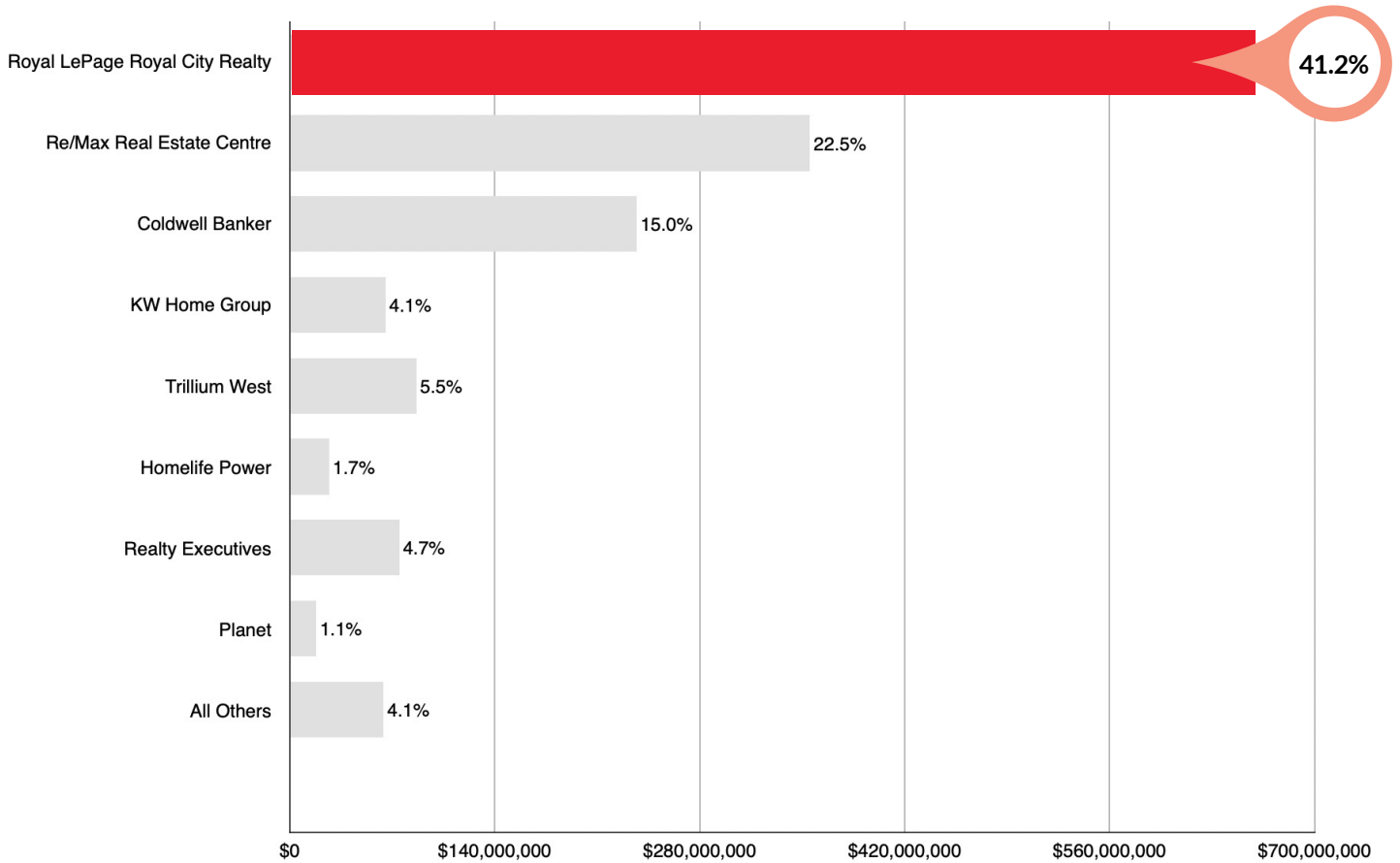
|                        | <b>FREEHOLD</b>        | <b>CONDOMINIUM</b>     | <b>VACANT LAND</b>     |
|------------------------|------------------------|------------------------|------------------------|
| YTD Sales Volume       | \$96,691,615<br>+9.49% | \$2,788,000<br>-56.26% | \$5,590,000<br>+24.17%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

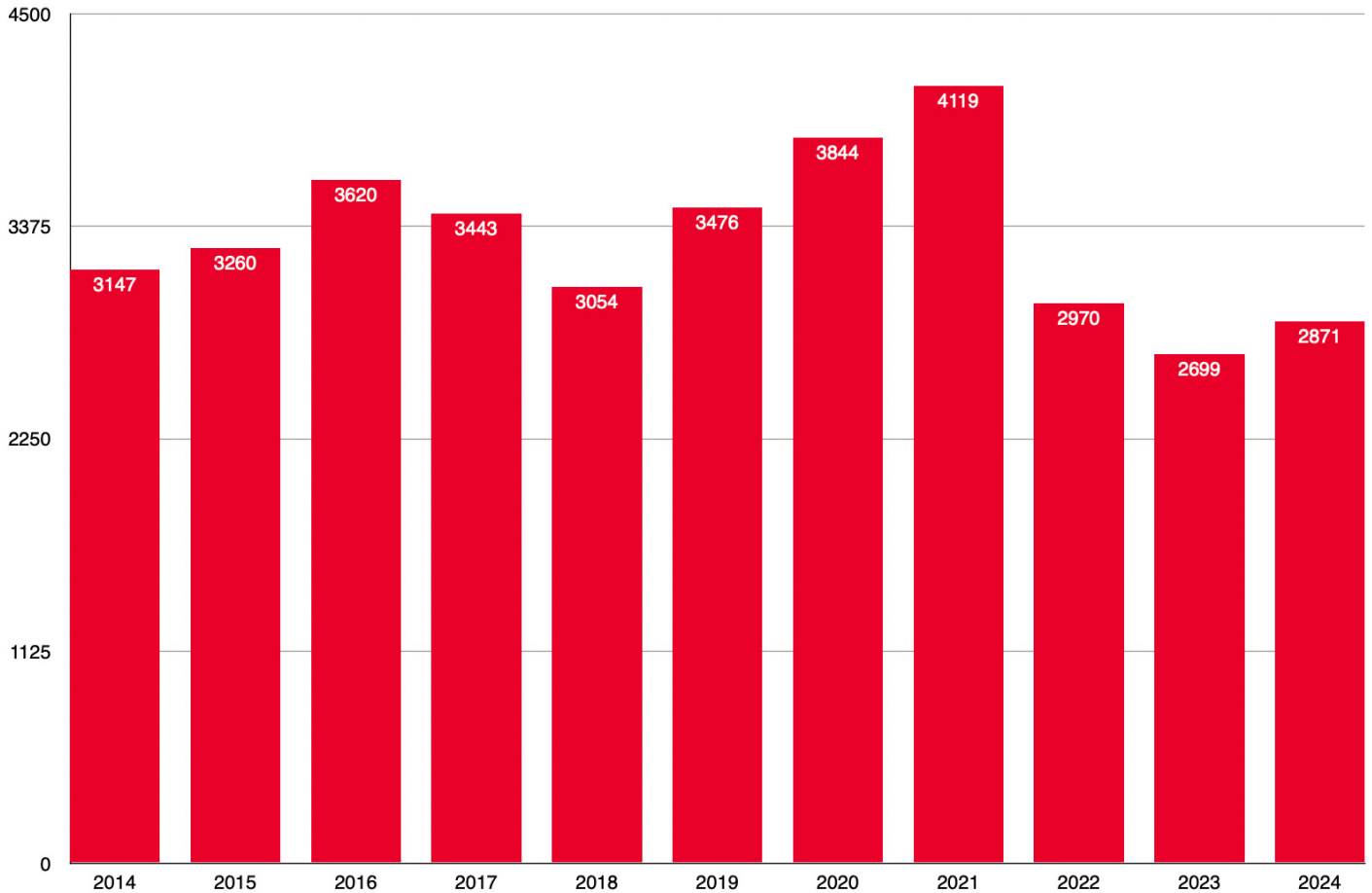
# MARKET DOMINANCE



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



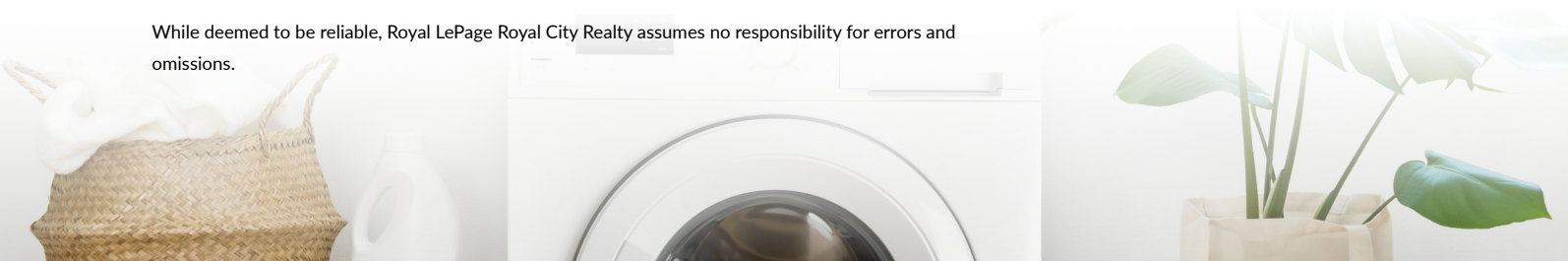
# 10 YEAR MARKET ANALYSIS



## Units Sold

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# OUR LOCATIONS



## 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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