



# 2025 DECEMBER

**PUSLINCH**

Real Estate Market Report



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 firmly in buyer-friendly territory in December, as higher inventory levels continued to outweigh sales activity. The median sale price declined 29.26% to \$1.30M, while the average sale price fell 33.79% to \$1.22M. Sales volume edged down slightly by 0.68% to \$3.65M, despite unit sales increasing 50% to three transactions. New listings doubled to six, and expired listings rose 85.71% to 13, expanding buyer choice and adding pressure on sellers. With a unit sales-to-listings ratio of 50.00%, down 16.67% year over year, conditions clearly favoured buyers in the Puslinch market.

## DECEMBER NUMBERS

Median Sale Price

**\$1,299,900**

-29.26%

Average Sale Price

**\$1,216,633**

-33.79%

Sales Volume

**\$3,649,900**

-0.68%

Unit Sales

**3**

+50%

New Listings

**6**

+100%

Expired Listings

**13**

+85.71%

Unit Sales/Listings Ratio

**50.00%**

-16.67%

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



**December year-over-year sales volume of \$3,649,900**

Down -0.68% from 2024's \$3,675,000 with unit sales of 3 up +50% from last December's 2. New listings of 6 are up +100% from a year ago, with the sales/listing ratio of 50.00%, down -16.67%.



**Year-to-date sales volume of \$113,227,199**

Up +7.33% from 2024's \$105,496,400 with unit sales of 87 up from 76 in 2024. New listings of 292 are up +30.94% from a year ago, with the sales/listing ratio of 29.79% down -4.29%.



**Year-to-date average sale price of \$1,291,723**

Down from \$1,372,251 one year ago with median sale price of \$1,234,950 down from \$1,381,250 one year ago. Average days-on-market of 69 is up 18 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.*

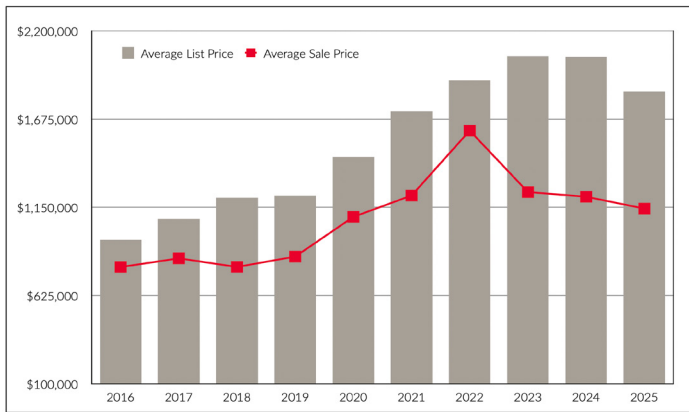


# THE MARKET IN DETAIL

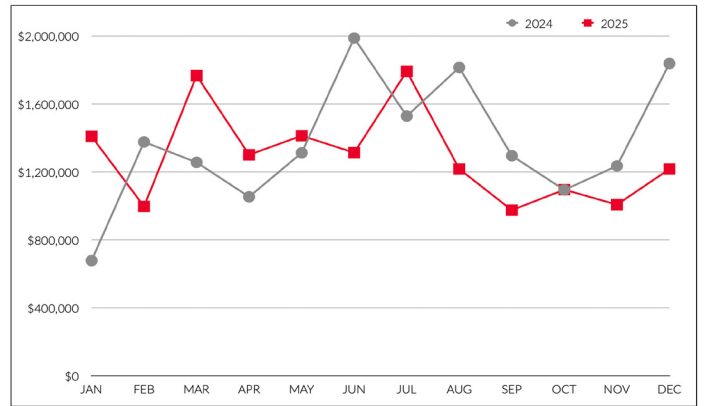
	2023	2024	2025	2024-2025
<b>YTD Volume Sales</b>	\$127,523,488	\$105,496,400	\$113,227,199	+7.33%
<b>YTD Unit Sales</b>	91	76	87	+14.47%
<b>YTD New Listings</b>	230	223	292	+30.94%
<b>YTD Sales/Listings Ratio</b>	39.57%	34.08%	29.79%	-4.29%
<b>YTD Expired Listings</b>	48	51	79	+54.9%
<b>Monthly Volume Sales</b>	\$1,650,000	\$3,675,000	\$3,649,900	-0.68%
<b>Monthly Unit Sales</b>	1	2	3	+50%
<b>Monthly New Listings</b>	7	3	6	+100%
<b>Monthly Sales/Listings Ratio</b>	14.29%	66.67%	50.00%	-16.67%
<b>Monthly Expired Listings</b>	11	7	13	+85.71%
<b>YTD Sales: \$0-\$199K</b>	0	0	1	+100%
<b>YTD Sales: \$200k-349K</b>	0	1	3	+200%
<b>YTD Sales: \$350K-\$549K</b>	20	11	18	+63.64%
<b>YTD Sales: \$550K-\$749K</b>	12	13	6	-53.85%
<b>YTD Sales: \$750K-\$999K</b>	9	5	9	+80%
<b>YTD Sales: \$1M-\$2M</b>	29	32	34	+6.25%
<b>YTD Sales: \$2M+</b>	21	13	18	+38.46%
<b>YTD Average Days-On-Market</b>	36.75	50.75	68.58	+35.14%
<b>YTD Average Sale Price</b>	\$1,404,046	\$1,372,251	\$1,291,723	-5.87%
<b>YTD Median Sale Price</b>	\$1,523,000	\$1,381,250	\$1,234,950	-10.59%

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

# AVERAGE SALE PRICE

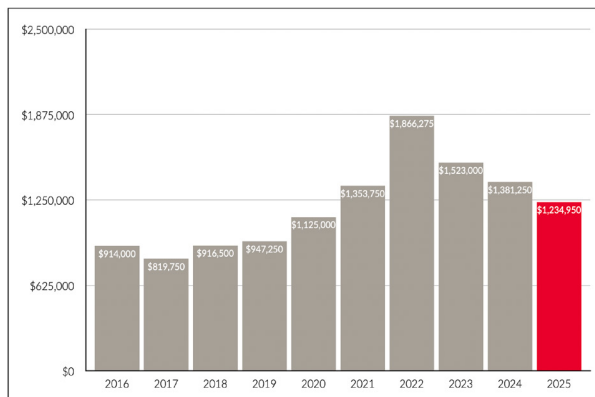


Year-Over-Year

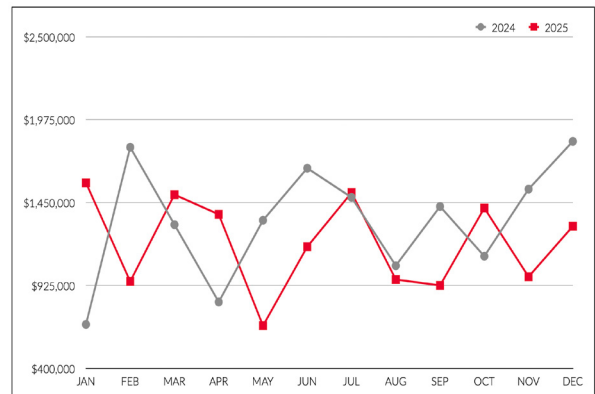


Month-Over-Month 2024 vs. 2025

# MEDIAN SALE PRICE



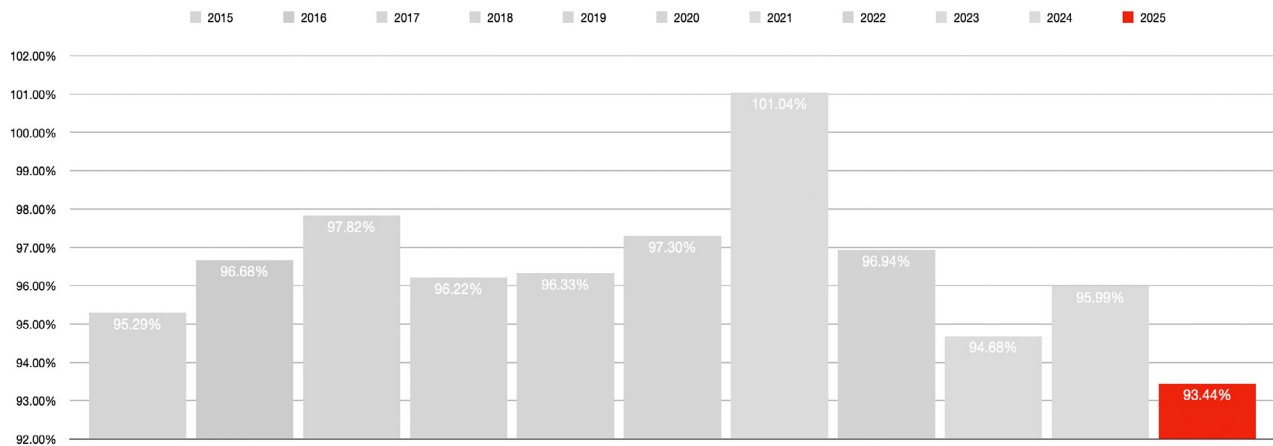
Year-Over-Year



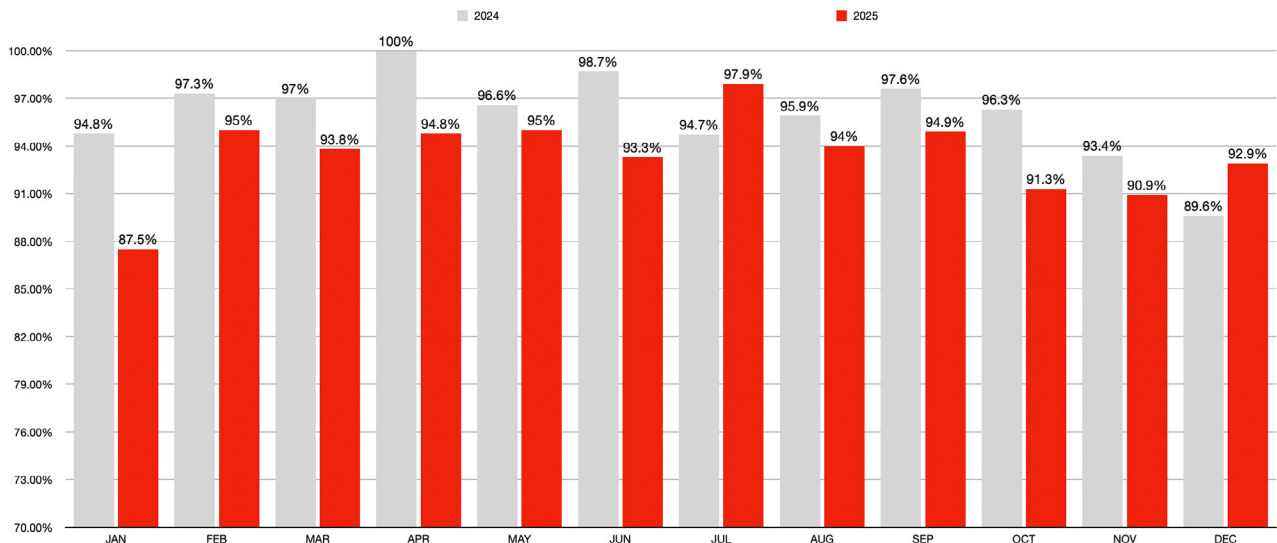
Month-Over-Month 2024 vs. 2025

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

# SALE PRICE VS. LIST PRICE RATIO

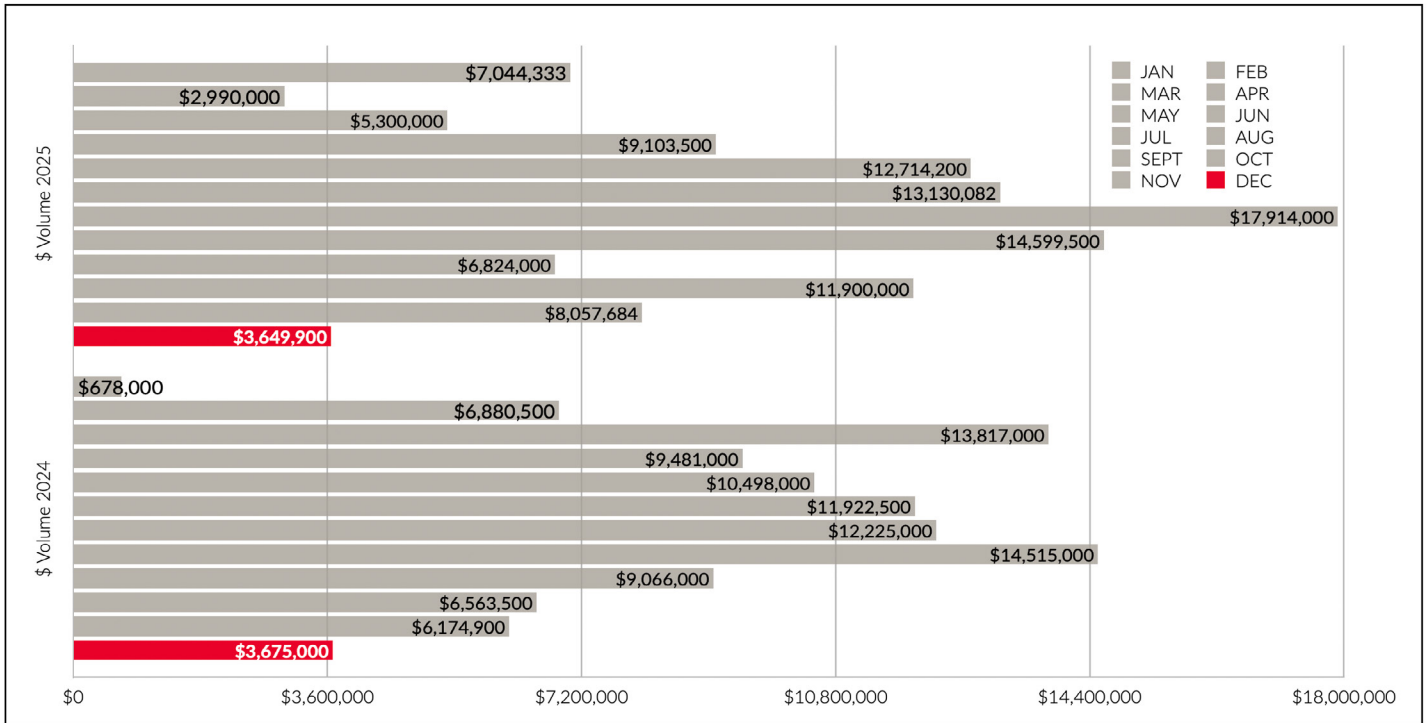


## Year-Over-Year

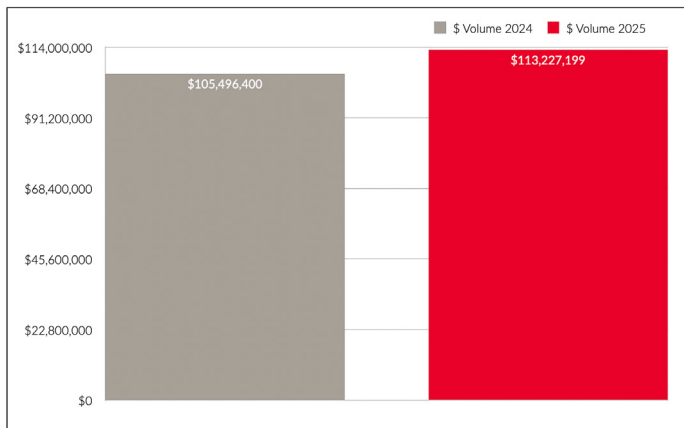


## Month-Over-Month 2024 vs. 2025

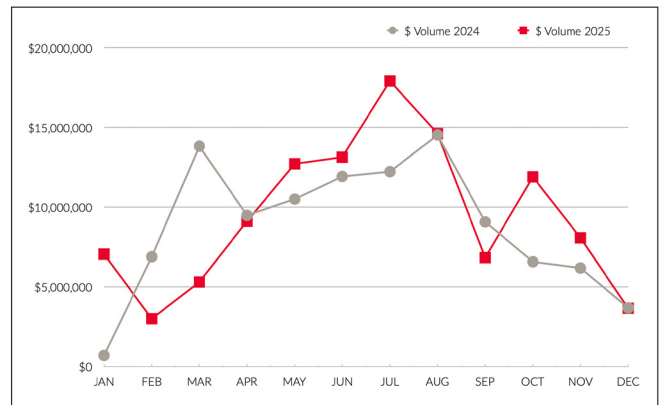
# DOLLAR VOLUME SALES



## Monthly Comparison 2024 vs. 2025

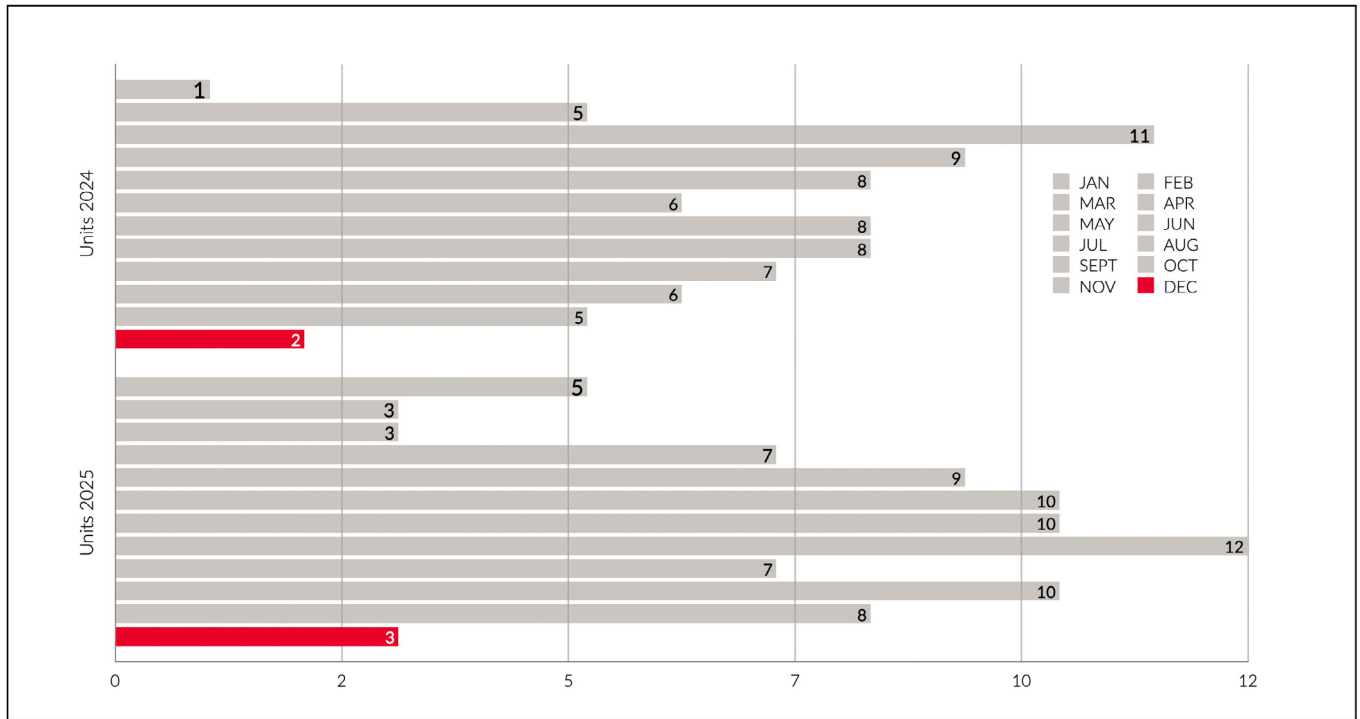


## Yearly Totals 2024 vs. 2025

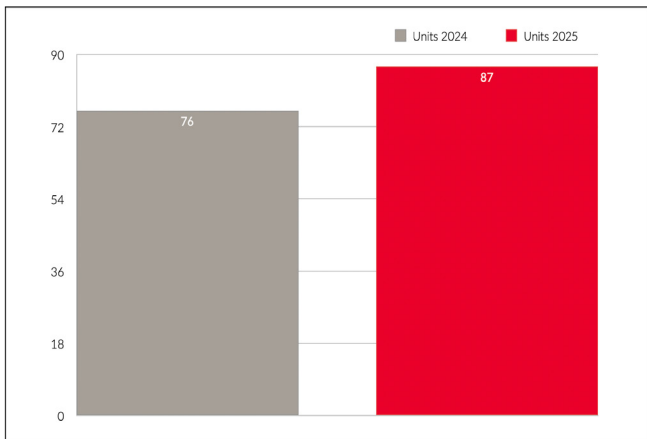


## Month vs. Month 2024 vs. 2025

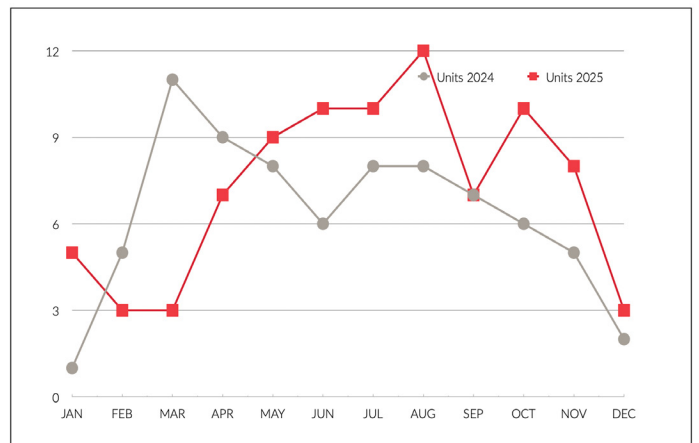
# UNIT SALES



Monthly Comparison 2024 vs. 2025



Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

# SALES BY TYPE

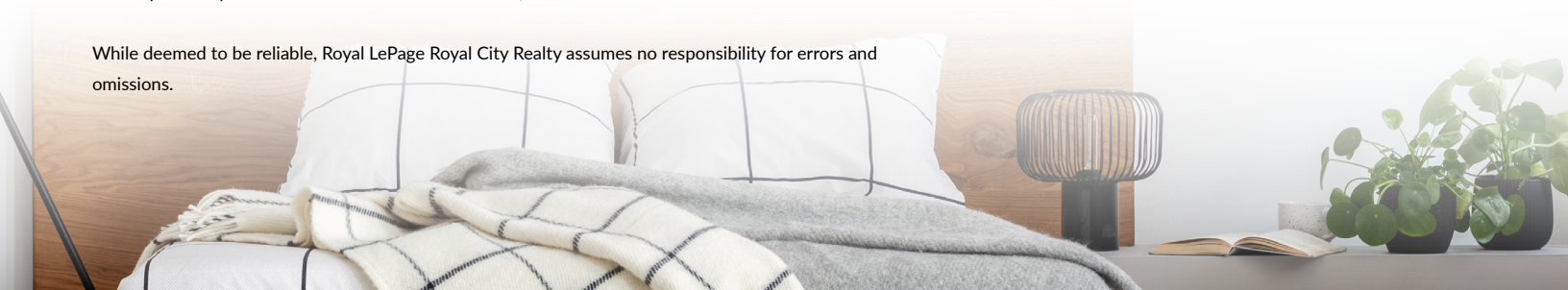


	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
YTD Sales Volume	 <b>\$109,999,199</b> +12.93%	 <b>\$3,228,000</b> -52.46%	 <b>\$6,410,000</b> +42.38%
YTD Unit Sales	 <b>82</b> +22.39%	 <b>5</b> -16.67%	 <b>5</b> -16.67%
YTD Average Sale Price	 <b>\$1,341,454</b> -3.31%	 <b>\$645,600</b> +131.88%	 <b>\$1,282,000</b> +16.63%
December Sales Volume	 <b>\$3,649,900</b> +11.96%	 <b>\$0</b> -100%	 <b>\$0</b> No Change
December Unit Sales	 <b>3</b> +200%	 <b>0</b> -100%	 <b>0</b> No Change

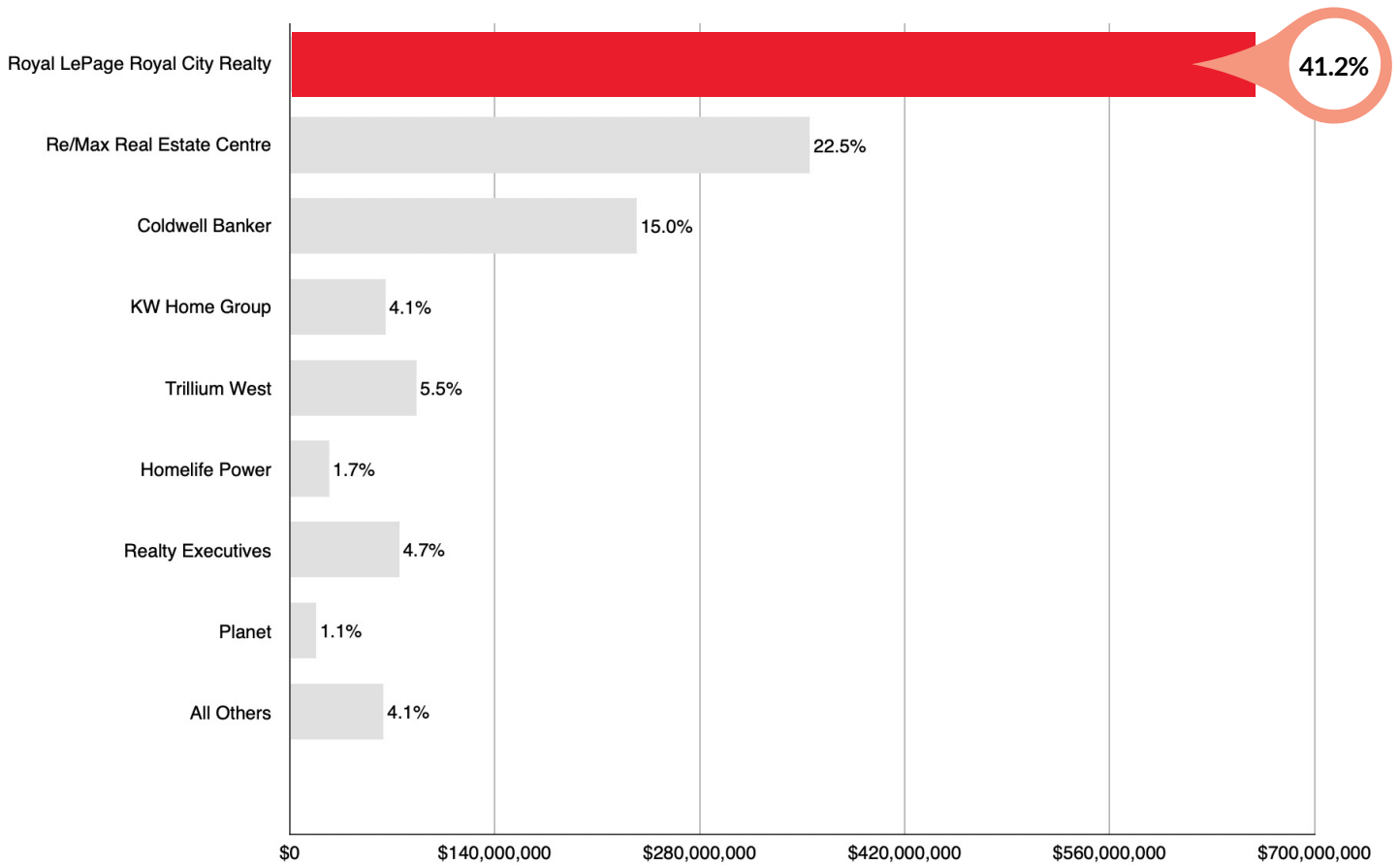
NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of December 1, 2025.

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

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



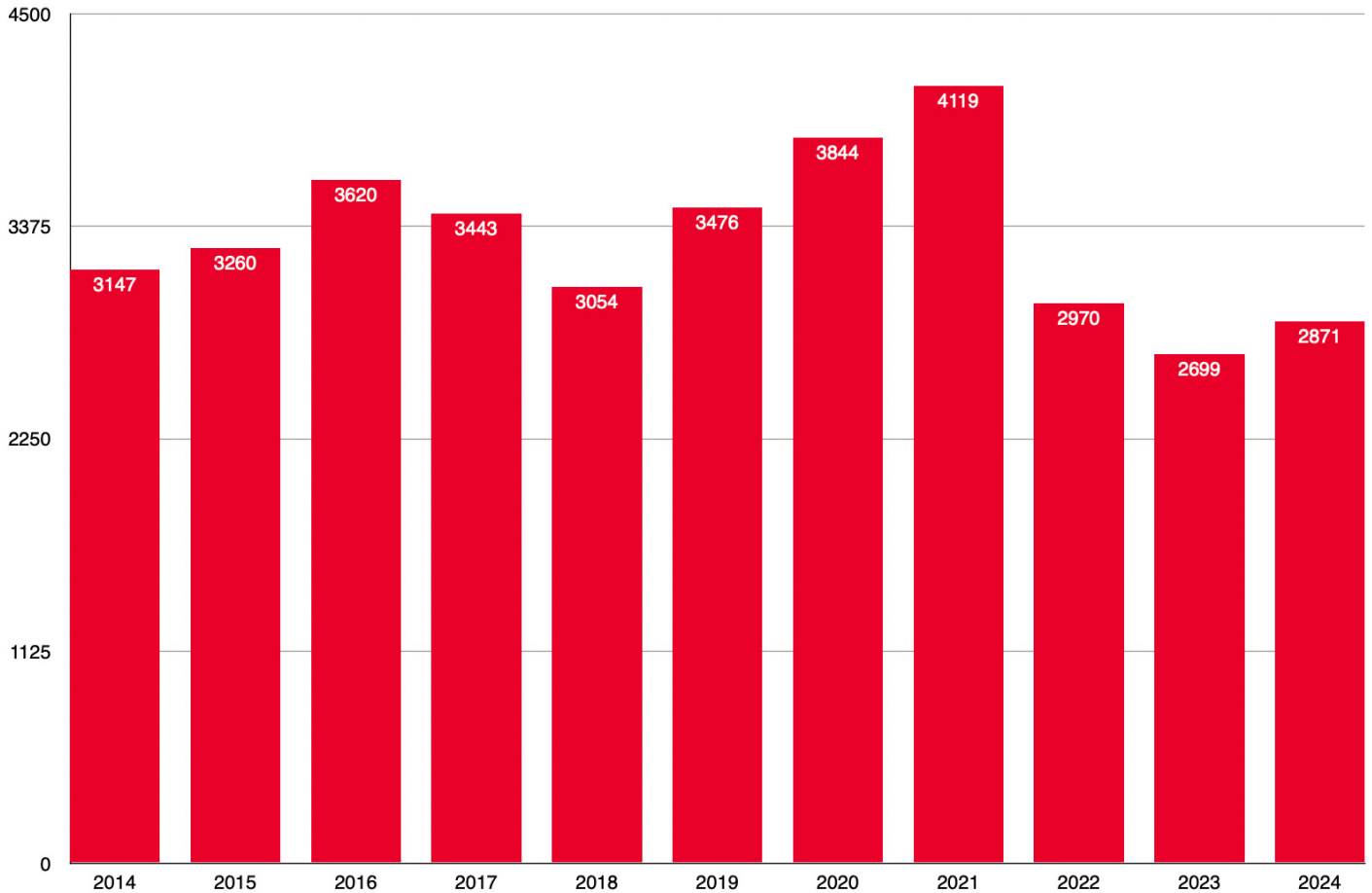
# MARKET DOMINANCE



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



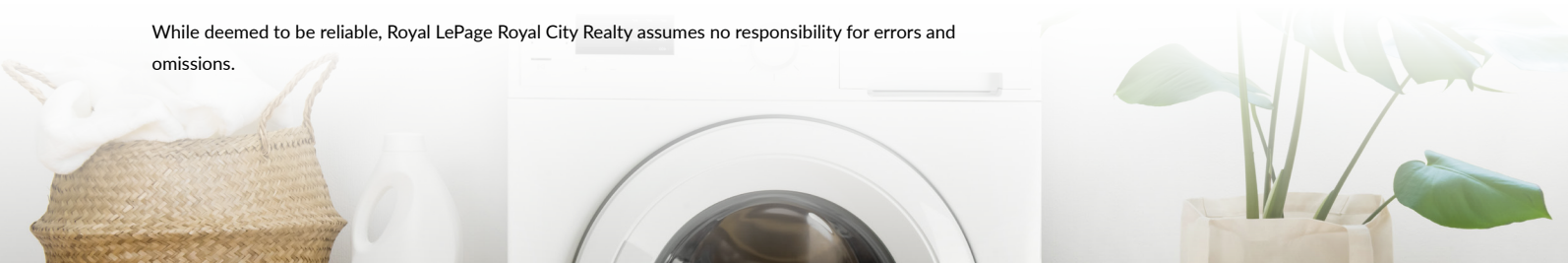
# 10 YEAR MARKET ANALYSIS



## 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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