2026 JULY

PUSLINCH

Real Estate Market Report

ROYAL LEPAGE® ROYAL CITY REALTY BROKERAGE

OVERVIEW

BUYER'S MARKET

Puslinch remained in buyer's market territory through July, with the year-to-date sales-to-listings ratio sitting at 30.53%, below the 39% threshold. July activity strengthened compared to last year, with sales volume rising 8.72% to $19.48M and unit sales increasing 20% to 12 transactions. Pricing was mixed, as the median sale price rose 3.14% year over year to $1,560,000, while the average sale price decreased 9.4% to $1,623,000. New listings held steady at 30, while expired listings increased 150% to 5, reflecting continued competition among sellers. Although the monthly sales-to-listings ratio improved to 40.00%, the year-to-date ratio remains below the balanced market threshold, keeping Puslinch in buyer's market territory overall.

July year-over-year sales volume of $19,476,000

Up 8.72% from 2025's $17,914,000 with unit sales of 12 up 20% from last July's 10. New listings of 30 showed no change from a year ago, with the sales/listing ratio of 40.00% up 6.67%.

Year-to-date sales volume of $91,596,900

Up 34.31% from 2025's $68,196,115 with unit sales of 58 up 23.40% from 2025's 47. New listings of 190 are down 2.56% from a year ago, with the sales/listing ratio of 30.53% up 6.42%.

Year-to-date average sale price of $1,546,107

Up from $1,427,114 one year ago, with median sale price of $1,560,000 up from $1,375,000 one year ago. Average days-on-market of 71 is down 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.

JULY NUMBERS

Median Sale Price
$1,560,000
+3.14%

Average Sale Price
$1,623,000
-9.4%

Sales Volume
$19,476,000
+8.72%

Unit Sales
12
+20%

New Listings
30
No Change

Expired Listings
5
+150%

Unit Sales/Listings Ratio
40.00%
+6.67%

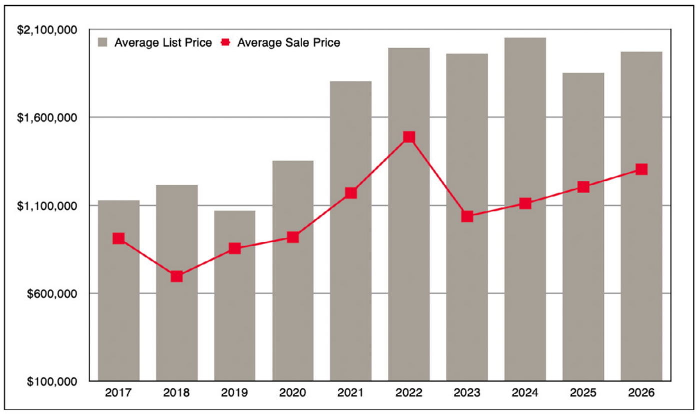
Year-over-year comparison (July 2025 vs. July 2026)

THE MARKET IN DETAIL

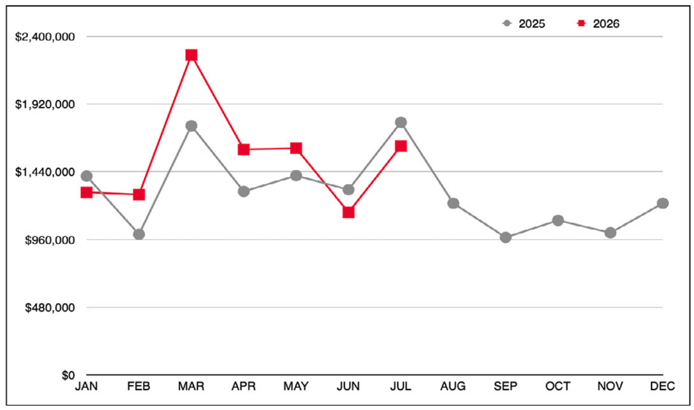
	2024	2025	2026	2025-2026
YTD Volume Sales	$65,502,000	$68,196,115	$91,596,900	+34.31%
YTD Unit Sales	48	47	58	+23.4%
YTD New Listings	149	195	190	-2.56%
YTD Sales/Listings Ratio	32.21%	24.10%	30.53%	+26.65%
YTD Expired Listings	24	31	34	+9.68%
Monthly Volume Sales	$12,225,000	$17,914,000	$19,476,000	+8.72%
Monthly Unit Sales	8	10	12	+20%
Monthly New Listings	21	30	30	No Change
Monthly Sales/Listings Ratio	38.10%	33.33%	40.00%	+20%
Monthly Expired Listings	4	2	5	+150%
YTD Sales: $0-$199K	0	1	0	-100%
YTD Sales: $200k-349K	0	1	0	-100%
YTD Sales: $350K-$549K	3	10	7	-30%
YTD Sales: $550K-$749K	10	1	5	+400%
YTD Sales: $750K-$999K	4	6	6	No Change
YTD Sales: $1M-$2M	24	17	23	+35.29%
YTD Sales: $2M+	6	13	20	+53.85%
YTD Average Days-On-Market	39.00	71.71	70.57	-1.59%
YTD Average Sale Price	$1,313,013	$1,427,114	$1,546,107	+8.34%
YTD Median Sale Price	$1,337,500	$1,375,000	$1,560,000	+13.45%

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

AVERAGE SALE PRICE

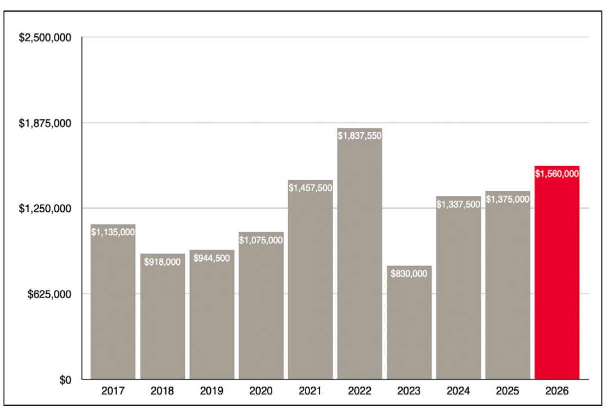


Year-Over-Year

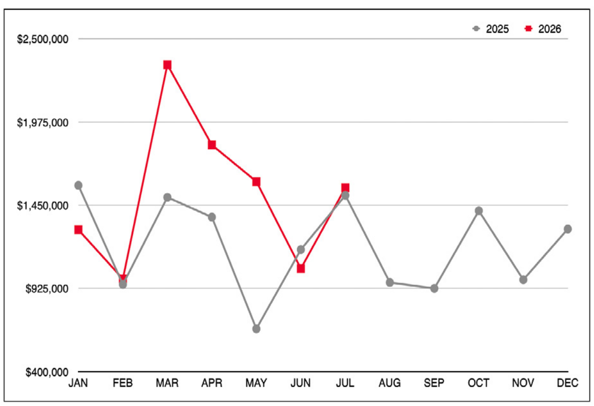


Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE



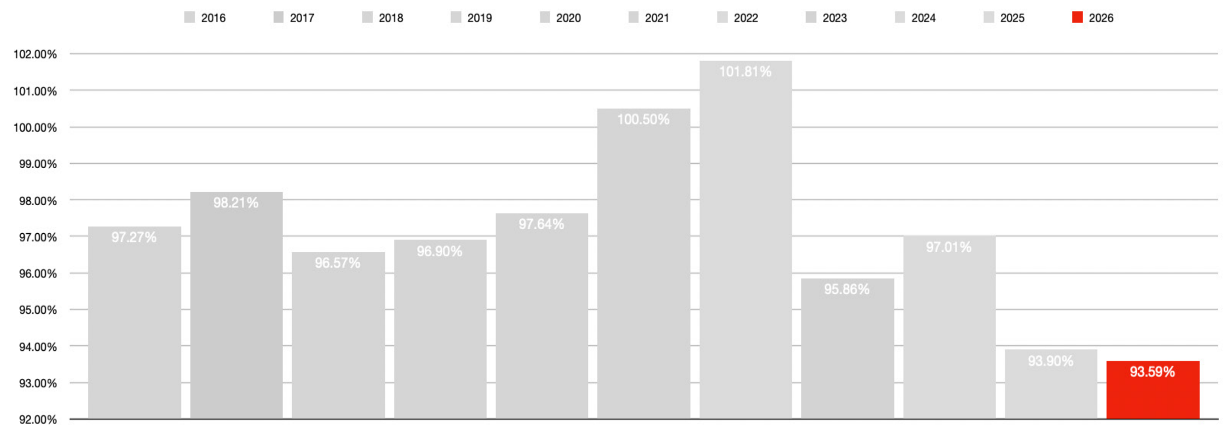
Year-Over-Year



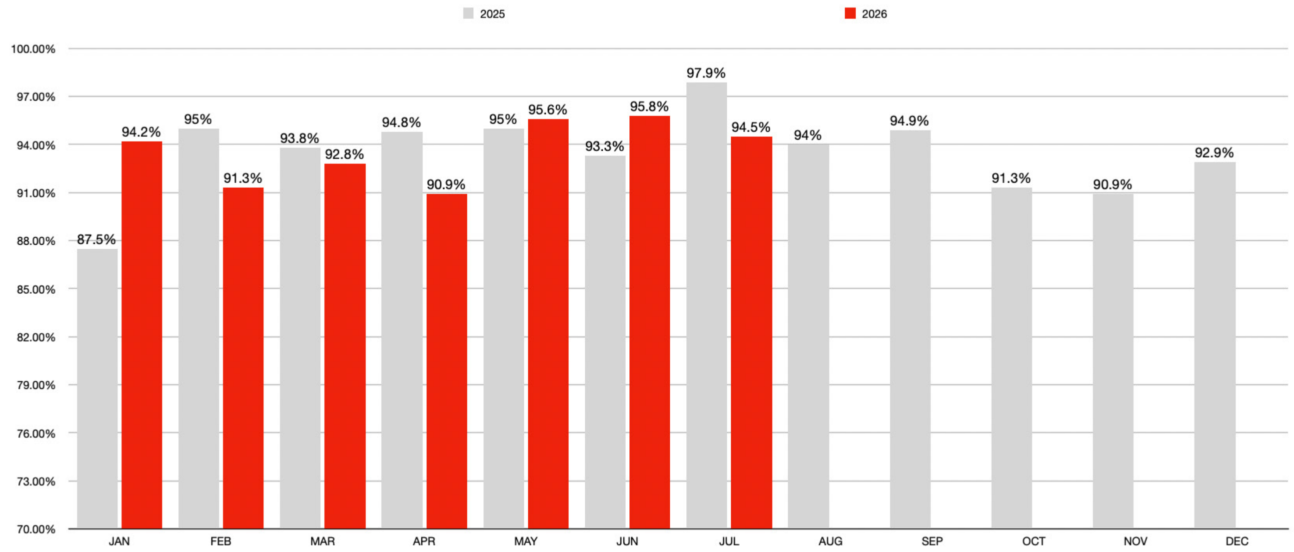
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. LIST PRICE RATIO

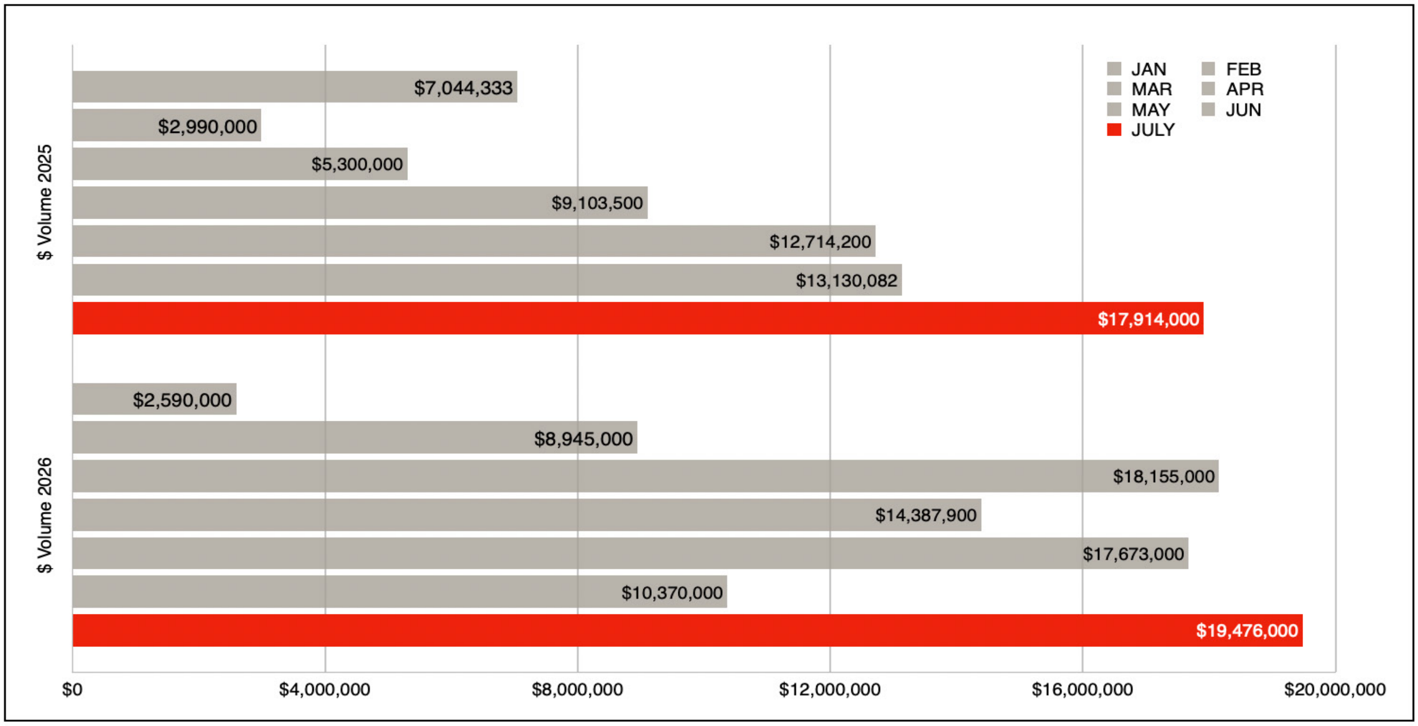


Year-Over-Year

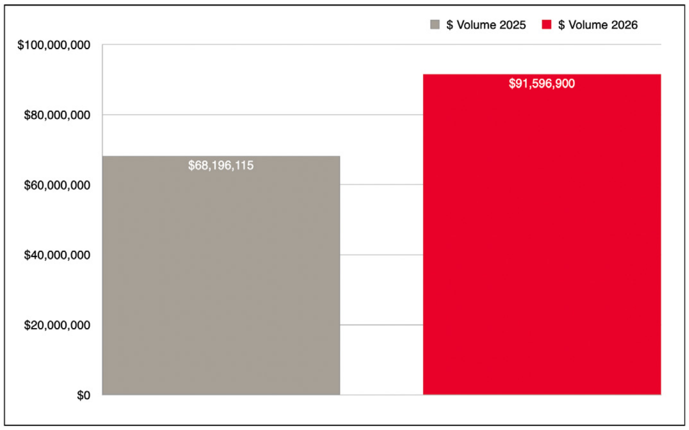


Month-Over-Month 2025 vs. 2026

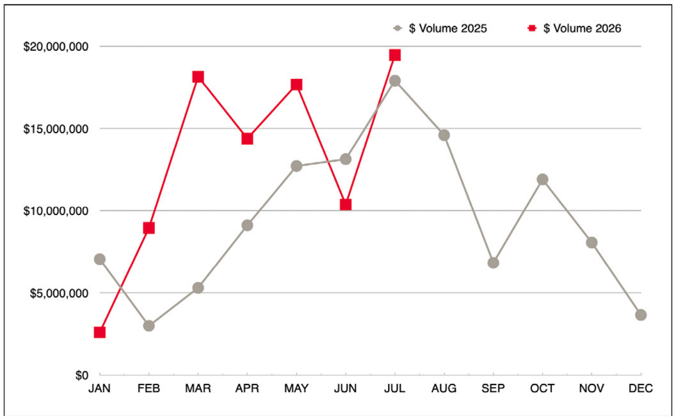
DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

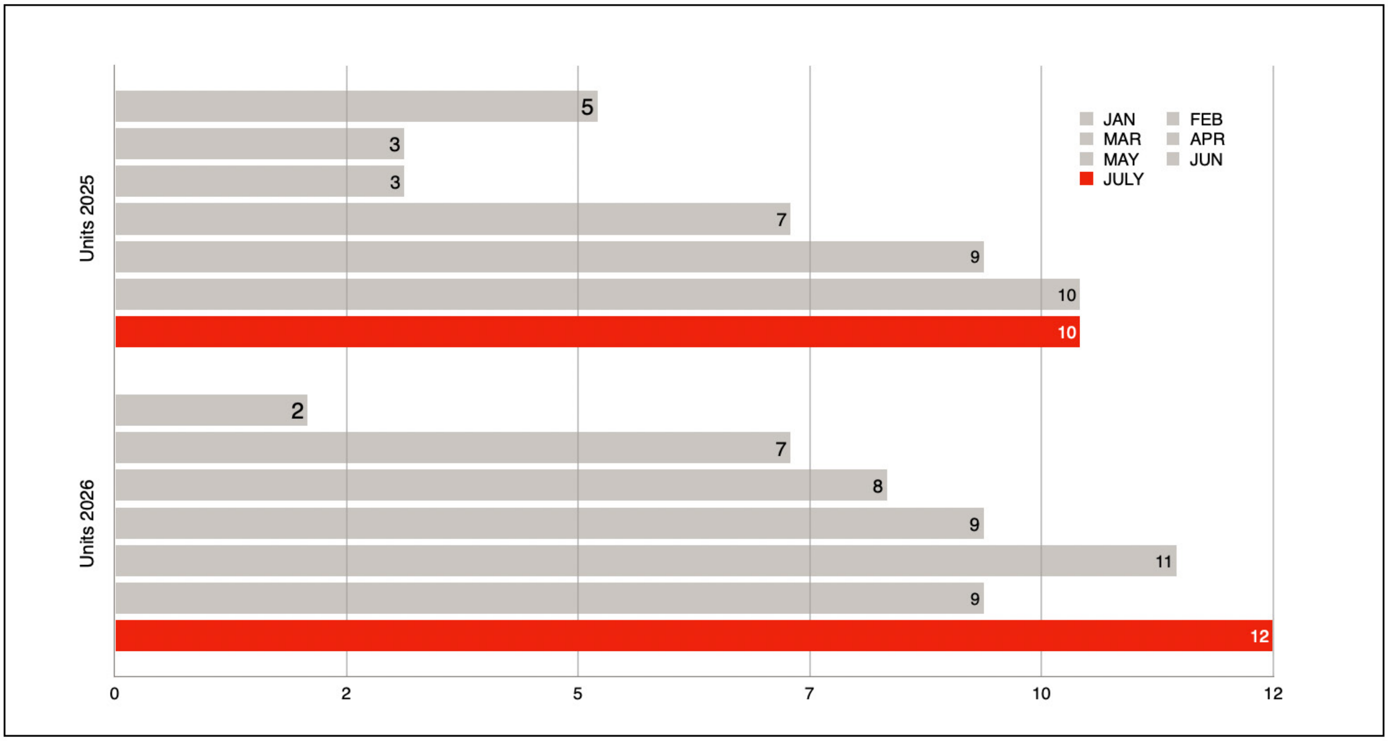


Yearly Totals 2025 vs. 2026

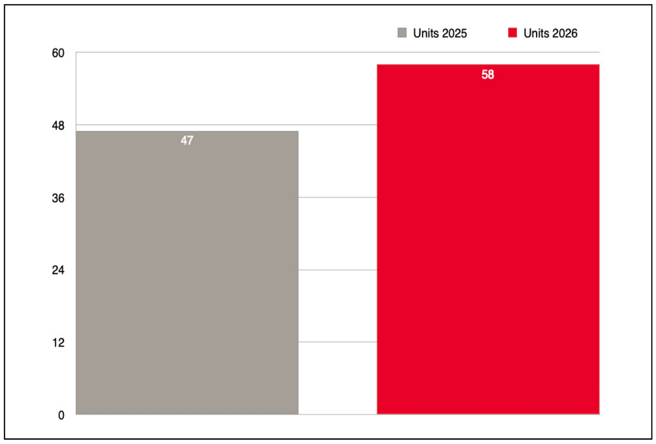


Month vs. Month 2025 vs. 2026

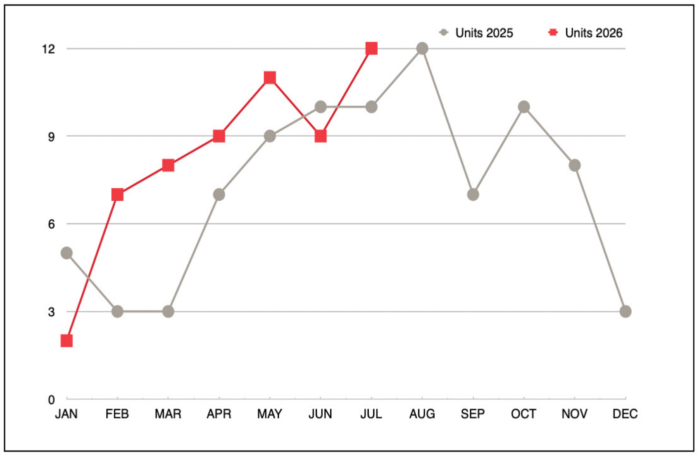
UNIT SALES



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	$89,321,900 +33.61%	$2,275,000 +69.4%	$2,210,000 -42.45%
YTD Unit Sales	56 +27.27%	2 -33.33%	3 +50%
YTD Average Sale Price	$1,595,034 +4.98%	$1,137,500 +154.1%	$736,667 -61.63%
July Sales Volume	$18,251,000 +4.69%	$1,225,000 +155.21%	$645,000 -77.68%
July Unit Sales	11 +22.22%	1 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 July 31, 2026.

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

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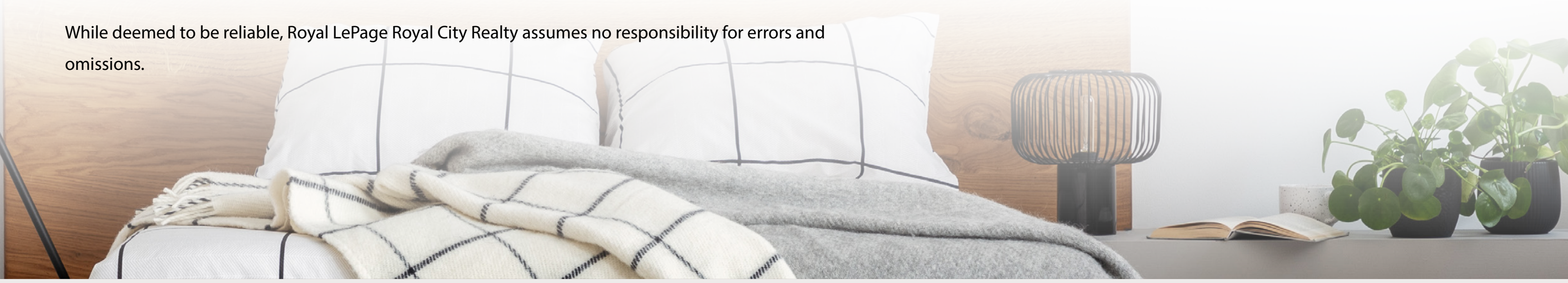
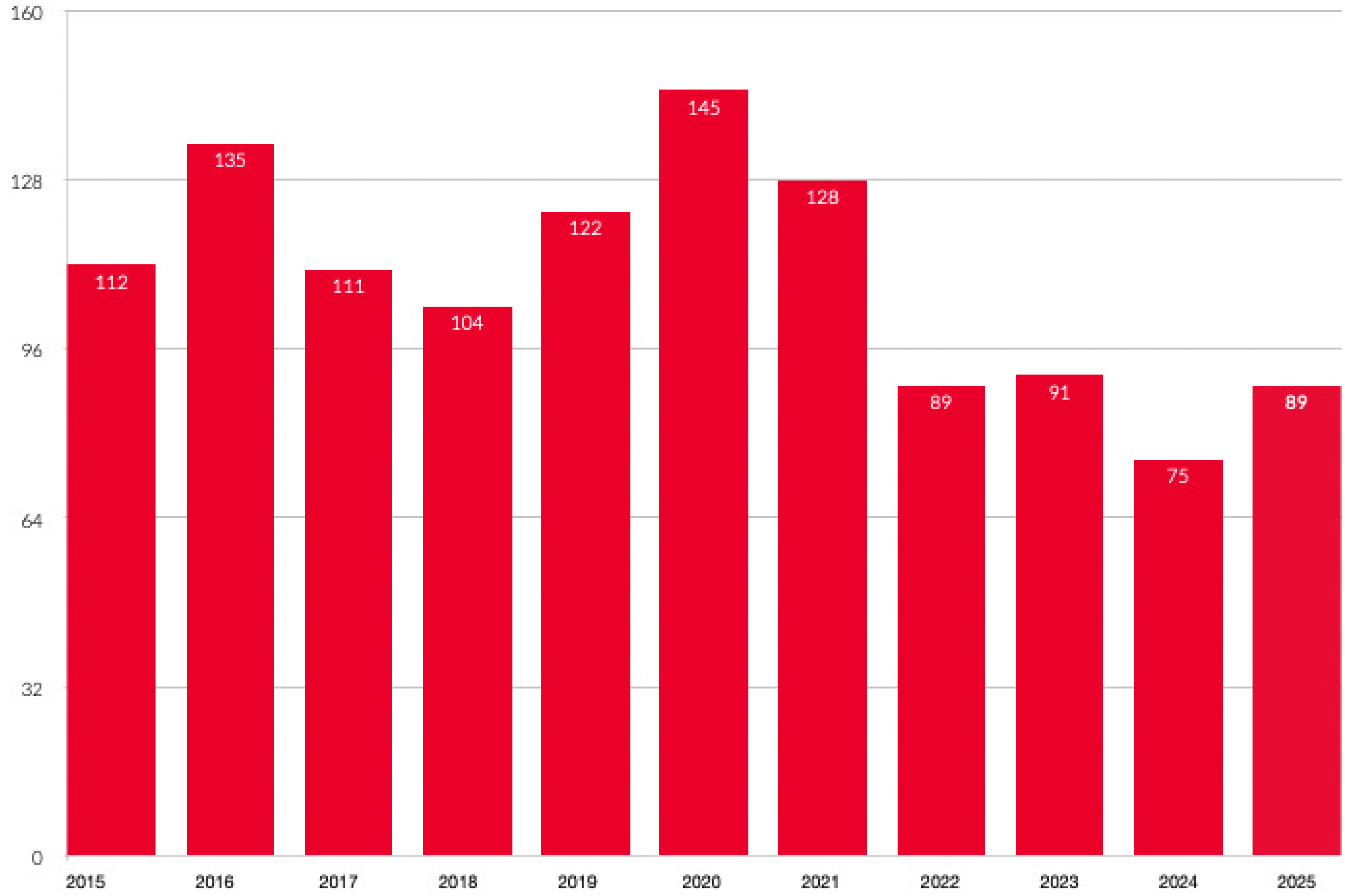


10 YEAR MARKET ANALYSIS



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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