

Your 2026 Mulmur Market Report

A clear read on the Mulmur real estate market, prepared by Kevin Flaherty, Broker. Mulmur is a small, rural, high-value market where a handful of sales set the tone for the entire month. Every property that trades here is a detached home, most on acreage, and many are estate or country properties well above the Dufferin County average. This report breaks down the current TRREB data, compares Mulmur to the wider county, and explains what the numbers mean if you are thinking of selling. Questions? Call Kevin at 226-270-6433.

At a Glance: Year-to-Date 2026 (January to May)

15 sales | Average price \$1,052,493 | Median price \$1,015,000 | 43 new listings | 93% average sale-to-list ratio | 69 average days on market. The year-to-date figures are the most reliable read on the Mulmur market because they blend five months of activity and reduce the distortion any single month creates in such a low-volume area.

1. Mulmur Q1 2026 Market Data

The Q1 2026 TRREB Community Housing Market Report is the most complete quarterly view of the Mulmur market. Because it aggregates three months of activity, it smooths out much of the month-to-month noise. Every one of these nine sales was a detached home. Mulmur reported no semi-detached, townhouse, or condominium transactions, which is normal for a market built almost entirely on rural and estate properties.

Metric	Mulmur Q1 2026
Sales	9
Dollar Volume	\$7,982,400
Average Price	\$886,933
Median Price	\$660,000
New Listings	24
Active Listings	25
Avg. Sale-to-List Ratio	95%
Avg. Days on Market	53
Property Type	100% Detached

Reading the Q1 Numbers

The gap between the average price of \$886,933 and the median of \$660,000 is the most telling figure here. When the average sits well above the median, a few higher-priced sales are pulling the average up while the typical home trades closer to the median. In Mulmur that pattern is permanent, because the market always ranges from modest country homes to sprawling estates. A 95% sale-to-list ratio shows accurately priced sellers got close to asking, while 53 days on market confirms even well-priced rural homes need time to find the right buyer.

2. Mulmur May 2026 Monthly Snapshot

The May 2026 Dufferin County Monthly Report captures a single month, and in a market as thin as Mulmur, one month can look dramatic. Only two homes sold in May, and both were higher-end acreage properties, which is why the monthly average and median both landed at \$1,485,000. This is a textbook example of why you should never judge the Mulmur market on one month of data alone.

Metric	Mulmur May 2026
Sales	2
Dollar Volume	\$2,970,000
Average Price	\$1,485,000
Median Price	\$1,485,000
New Listings	9
Active Listings	30
Avg. Sale-to-List Ratio	89%
Avg. Days on Market	130

Why May Looks So Different

Three figures matter more than the headline price. First, 30 active listings against just two sales point to a large standing inventory relative to how quickly homes are being absorbed. Second, the sale-to-list ratio dropped to 89%, meaning the homes that sold went for roughly eleven percent under asking, a sign some sellers had to negotiate. Third, 130 days on market shows these were patient sales. Together they tell us the spring 2026 Mulmur market rewarded realistic pricing and penalized overpricing.

3. Mulmur Year-to-Date 2026 (January to May)

The year-to-date view is the number to lean on most, because it blends five months of activity and reduces the distortion any single quarter or month creates. Across the first five months of 2026, fifteen Mulmur homes sold for a combined \$15,787,400.

Metric	Mulmur YTD 2026
Sales	15
Dollar Volume	\$15,787,400
Average Price	\$1,052,493
Median Price	\$1,015,000
New Listings	43
Avg. Sale-to-List Ratio	93%
Avg. Days on Market	69

The Most Reliable Picture

The year-to-date average of \$1,052,493 sits much closer to the median of \$1,015,000 than the quarterly figures did.

That tighter spread is exactly what you would expect once enough sales balance out the extremes. A 93% blended sale-to-list ratio and 69 days on market give a realistic benchmark for a well-prepared Mulmur home in 2026: strong pricing power for sellers who position correctly, paired with a selling timeline measured in months rather than days.

4. How Mulmur Compares to Dufferin County

The county figures below cover all municipalities and all home types, which is why they run lower than Mulmur. Dufferin includes Orangeville and Shelburne, where townhouses, semis, and smaller detached homes trade well below the acreage and estate homes that define Mulmur.

Metric	Mulmur (May 2026)	Dufferin County (May)
Sales	2	79
Average Price	\$1,485,000	\$788,289
Median Price	\$1,485,000	\$735,000
New Listings	9	250
Active Listings	30	444
Sale-to-List Ratio	89%	96%
Days on Market	130	44

Detached Homes: The Fairest Comparison

Because every Mulmur sale is a detached home, the most apples-to-apples comparison is against Dufferin County detached sales. In May 2026 the county recorded 60 detached sales at an average of \$850,392 and a median of \$795,000. Mulmur detached properties trade above that county average because they typically sit on acreage and include estate features, outbuildings, and privacy that in-town detached homes cannot offer.

Metric	Dufferin Detached (May 2026)
Sales	60
Average Price	\$850,392
Median Price	\$795,000

What the Comparison Tells You

The clearest takeaway is that Mulmur is not a discount market. It commands a premium over the county average because buyers here are purchasing land, privacy, and lifestyle, not just square footage. The trade-off for that premium is time. County-wide, homes sold in an average of 44 days in May, while Mulmur's rural and estate properties took far longer because the pool of qualified buyers is smaller and more specific.

5. What This Means for Mulmur Sellers

Price to the Median, Not the Headline Average

Because a single luxury sale can pull the Mulmur average far above what most homes fetch, the headline average is the wrong anchor for pricing. Kevin Flaherty prices Mulmur properties off comparable sales and the median trend, then adjusts for the specific attributes of your land and buildings. The May 2026 sale-to-list ratio of 89% is a warning to any seller tempted to test a high number: overpricing here leads to a long, quiet listing and eventual price cuts.

Plan for a Longer Timeline

With days on market running from 53 in Q1 to 130 in May and a year-to-date average of 69, a Mulmur sale is a marathon, not a sprint. The homes that sell fastest launch fully prepared, with professional marketing live from day one. Rushing to market with poor photos or missing documentation only extends the wait.

Market Beyond the Local Buyer Pool

The 30 active listings sitting against only two May sales show inventory competing hard for a small local audience. The way to win is to expand the audience. Kevin's Video Narrated VR Animated Online Showings let buyers from the GTA and beyond experience a property in full before they ever drive up, which is how thin rural markets like Mulmur reach the out-of-area buyers who pay the strongest prices.

Get the Documentation Ready Early

Rural buyers in Mulmur are cautious about well and septic systems, and any uncertainty during due diligence can cost you time and price. Gathering your records before listing removes friction and protects your number.

6. Pre-Listing Market Readiness Checklist

Work through these items before you list. Check each box as you complete it.

Know Your Numbers

- Request a free, professional home evaluation from Kevin Flaherty
- Review comparable Mulmur sales for properties similar to yours
- Understand the current year-to-date average (\$1,052,493) and median (\$1,015,000)
- Note the typical days on market so you can plan your timeline (about 69 days YTD)
- Set a realistic price based on comparables and the median, not the headline average

Prepare Your Documentation

- Locate your property survey
- Gather well records and a recent water test
- Collect septic pump-out receipts and any inspection reports
- Obtain a WETT certificate if you have a wood-burning appliance
- Confirm zoning, conservation, and any Niagara Escarpment designations
- Assemble permits for any renovations, additions, or outbuildings

Prepare the Property and Marketing

- Declutter and deep clean the home and key outbuildings
- Address safety and deferred maintenance items
- Maximize curb appeal and clear the driveway and access
- Confirm your listing will launch with professional photography and drone footage
- Insist on a Video Narrated VR Animated Online Showing to reach out-of-area buyers
- Confirm syndication reach well beyond the local MLS

Find Out What Your Mulmur Home Is Worth Today

Market averages are a starting point. Get a free, no-obligation home evaluation from Kevin Flaherty for a number grounded in your specific land, buildings, and location.

flaherty.ca/homeeval | 226-270-6433

Data sourced from TRREB. Updated quarterly. Figures drawn from the TRREB Q1 2026 Community Housing Market Report and the May 2026 Dufferin County Monthly Report.