
# Answer first

**Mulmur's June 2026 market remained low-volume and buyer-leaning. Seven sales closed against 36 active listings, the average sale-to-list-price ratio was 92%, and completed listings averaged 84 listing days on market. The average price was well above the median, so no individual property should be valued from the headline average alone.**

The six-month view provides better context: 22 Mulmur sales from January through June averaged $1,185,791, with a $1,027,500 median and 74 average listing days on market. Even that is a small sample, which makes comparable sales, acreage, buildings, servicing, access and condition essential to a property-specific opinion of value.

Sources: TRREB Dufferin County Regional Housing Market Report, June 2026, Mulmur page 8; TRREB Mulmur Community Housing Market Report, Q1 2026, community breakdown page 2.

### Prepared for Mulmur homeowners by Kevin Flaherty, Broker

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# Mulmur June 2026 snapshot

The June report recorded seven sales, all detached. Because the average was $402,143 above the median, the month's property mix materially affected the headline average.

| Metric | June 2026 |
|---|---|
| **Sales** | 7 |
| **Dollar volume** | $10,305,000 |
| **Average price** | $1,472,143 |
| **Median price** | $1,070,000 |
| **New listings** | 17 |
| **Active listings** | 36 |
| **Average sale-to-list ratio** | 92% |
| **Average listing days on market** | 84 |

Source: TRREB Dufferin County Regional Housing Market Report, June 2026, Mulmur page 8. Active listings are a June month-end inventory measure. LDOM is the report's listing-days-on-market measure.

## How to read the June figures

- Low sales volume: Seven closings are useful evidence, but too few to establish a broad trend by themselves.
- Average versus median: The $1,472,143 average exceeded the $1,070,000 median, indicating that higher-value transactions pulled the average upward.
- Buyer choice: Thirty-six active listings compared with seven sales equals about 5.1 active listings for every June sale. This is not a formal months-of-inventory calculation.
- Negotiation: The 92% average sale-to-list ratio describes completed sales and suggests that pricing expectations and negotiated outcomes differed.
- Timing: The 84-day average LDOM supports planning for a patient rural sale rather than assuming an in-town timeline.

## What this does not tell you

The report does not identify which acreage sizes, outbuildings, renovations, views, road types, well or septic conditions, or Escarpment constraints produced the reported prices. Those details must be evaluated property by property.

# January-June 2026: the broader view

The year-to-date figures combine six months of transactions and reduce some month-to-month volatility. They remain a small sample, but they are more useful for planning than June alone.

| Metric | January-June 2026 |
|---|---|
| **Sales** | 22 |
| **Dollar volume** | $26,087,400 |
| **Average price** | $1,185,791 |
| **Median price** | $1,027,500 |
| **New listings** | 60 |
| **Average sale-to-list ratio** | 92% |
| **Average listing days on market** | 74 |

Source: TRREB Dufferin County Regional Housing Market Report, June 2026, Mulmur year-to-date table on page 8.

## What changed when June was added

The January-June average of $1,185,791 was $158,291 above the $1,027,500 median. That gap was narrower than June's monthly spread, which illustrates why the six-month view is less sensitive to one month's mix of sales.

The 92% average sale-to-list ratio and 74 average listing days on market reinforce two practical planning points: evidence-based pricing matters, and rural sellers should allow enough time for the right buyer to understand and investigate the property.

## A valuation is not a formula

- Use recent comparable sales with similar acreage, location, servicing and improvements.
- Read average and median prices together; neither is a direct estimate of one home.
- Treat active listings as current competition, not just background statistics.
- Account for the condition and documentation of wells, septic systems, outbuildings and access.
- Review how the home will be presented online before setting the launch price.

# Mulmur compared with Dufferin County

County figures help establish context, but they are not direct substitutes for Mulmur. Dufferin County includes municipalities and property types that differ from Mulmur's rural detached market.

| June metric | Mulmur | Dufferin County |
| --- | --- | --- |
| **Sales** | 7 | 69 |
| **Average price** | $1,472,143 | $900,994 |
| **Median price** | $1,070,000 | $772,000 |
| **New listings** | 17 | 250 |
| **Active listings** | 36 | 497 |
| **Average sale-to-list ratio** | 92% | 96% |
| **Average listing days on market** | 84 | 53 |

Sources: TRREB Dufferin County Regional Housing Market Report, June 2026, county page 2 and Mulmur page 8.

## Detached homes: the closer comparison

| Dufferin County detached | June 2026 |
| --- | --- |
| **Sales** | 52 |
| **Average price** | $999,402 |
| **Median price** | $835,000 |

Source: TRREB Dufferin County Regional Housing Market Report, June 2026, detached row on county page 2.

## The useful conclusion

Mulmur's June average and median were above both the county-wide and county-detached figures. That does not prove a uniform Mulmur premium: the local result came from only seven detached sales, and the reports do not describe the property characteristics behind those transactions.

Mulmur's 84 average LDOM and 92% average sale-to-list ratio, compared with 53 days and 96% county-wide, are stronger planning signals. They point to a market where sellers should expect more negotiation and a longer exposure period.

# Q1 2026 community context

The Q1 community report remains useful because it groups three months of Rural Mulmur activity. It should stay clearly labelled as quarterly context rather than being blended with the June or January-June tables.

| Q1 metric | Rural Mulmur |
|---|---|
| **Sales** | 9 |
| **Dollar volume** | $7,982,400 |
| **Average price** | $886,933 |
| **Median price** | $660,000 |
| **New listings** | 24 |
| **Active listings** | 25 |
| **Average sale-to-list ratio** | 95% |
| **Average days on market** | 53 |

Source: TRREB Mulmur Community Housing Market Report, 2026 Q1, community breakdown page 2. The quarterly report uses DOM; the June regional report uses LDOM.

## Rural factors that market averages cannot price

- Usable acreage, topography, privacy and views.
- Well flow, water quality, septic condition and supporting records.
- Outbuilding quality, permitted use, hydro and access.
- Road maintenance, driveway grade and year-round accessibility.
- Niagara Escarpment or other planning constraints.
- Dwelling condition, renovations, layout and energy systems.
- Online presentation and how clearly the property is explained to out-of-area buyers.

## The role of marketing

Buyers often decide online whether a rural property is worth the drive. Video Narrated VR Animated Online Showings are designed to explain the home's flow, buildings, land and lifestyle before a showing, helping qualified buyers understand what supports the asking price.

# A practical Mulmur seller plan

## 1. Establish the evidence

Compare the property with recent sales and current competition that match its land, buildings, servicing, condition and location. Use the market averages as context, not as the answer.

## 2. Prepare rural documentation

Gather the survey, well records, water tests, septic information, permits, WETT documentation and any relevant Escarpment or planning materials before buyer questions create delays.

## 3. Price for the current choice set

June ended with 36 active listings and seven sales. A launch price should make the property's value understandable within that competitive set rather than relying on the highest headline average.

## 4. Explain the property online

Use professional photography, floor plans, narration and an online showing that helps out-of-area buyers understand the house, land, buildings and lifestyle before booking a visit.

## 5. Review the response

Track qualified inquiries, showings, repeated objections and competing listings. Reassess pricing or presentation when the evidence changes rather than waiting without a defined review process.

**Get a property-specific opinion of value**

Market averages cannot account for your acreage, buildings, servicing, condition or exact location. Kevin Flaherty offers a free, no-obligation home evaluation grounded in the current Mulmur market.

**Start your home evaluation at Flaherty.ca/homeeval**
**Call 226-270-6433 | Kevin@Flaherty.ca**

## Sources and limits

Toronto Regional Real Estate Board, Dufferin County Regional Housing Market Report, June 2026, pages 2 and 8; Toronto Regional Real Estate Board, Mulmur Community Housing Market Report, Q1 2026, community breakdown page 2. Figures describe reported MLS activity for the stated periods. Market statistics are not an appraisal, prediction or guarantee of an individual selling result.