



# 2026

# FEBRUARY

## WATERLOO

## Real Estate Market Report



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**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

## BALANCED MARKET

The [Waterloo Region](#) real estate market remained in buyer's market territory this period, as declining sales and softer pricing continued to shape market conditions. The median sale price fell 4.17% to \$690,000, while the average sale price decreased 5.38% to \$727,206. Sales volume declined 11.26% to \$252.34M, driven by a 6.22% drop in unit sales to 347 transactions. New listings decreased 15.59% to 742, while expired listings surged 73.68% to 165, highlighting increased pressure on sellers. With a unit sales-to-listings ratio of 46.77%, up 4.67% year over year, conditions remain favourable for buyers as supply continues to outweigh demand.



### February year-over-year sales volume of \$252,340,642

Down -11.26% from 2025's \$284,356,814 with unit sales of 347 down -6.22% from last February's 370. New listings of 742 are down -15.59% from a year ago, with the sales/listing ratio of 46.77% up +4.67%.



### Year-to-date sales volume of \$451,274,332

Down -15.89% from 2025's \$536,502,436 with unit sales of 618 down -12.22% from 2025's 704. New listings of 1,494 are down -16.95% from a year ago, with the sales/listing ratio of 41.37% up +2.23%.



### Year-to-date average sale price of \$730,640

Down from \$761,730 from last year, with median sale price of \$677,500 down from \$720,000 one year ago. Average days-on-market of 41 is up 12 days from last year.

## FEBRUARY NUMBERS

Median Sale Price

**\$690,000**

-4.17%

Average Sale Price

**\$727,206**

-5.38%

Sales Volume

**\$252,340,642**

-11.26%

Unit Sales

**347**

-6.22%

New Listings

**742**

-15.59%

Expired Listings

**165**

+73.68%

Unit Sales/Listings Ratio

**46.77%**

+4.67%

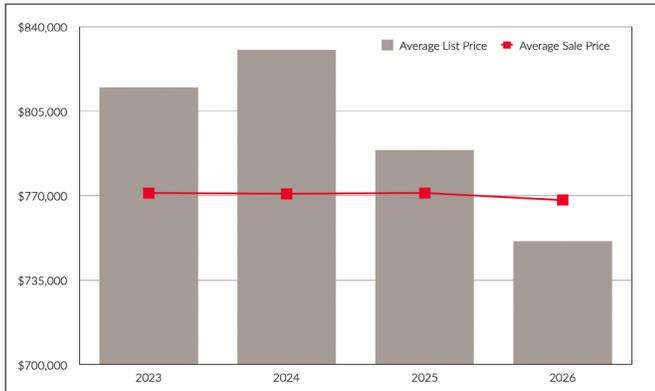
*Year-over-year comparison  
(February 2026 vs. February 2025)*

# THE MARKET IN DETAIL

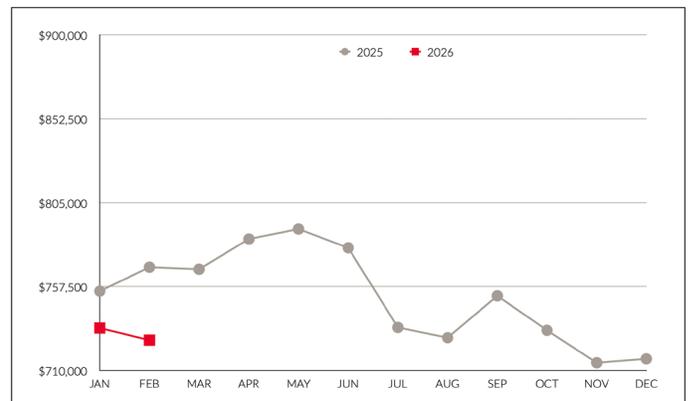
	2024	2025	2026	2025-2026
YTD Volume Sales	\$650,199,326	\$536,502,436	\$451,274,332	-15.89%
YTD Unit Sales	858	704	618	-12.22%
YTD New Listings	1,511	1,799	1,494	-16.95%
YTD Sales/Listings Ratio	56.78%	39.13%	41.37%	+5.71%
YTD Expired Listings	173	236	315	+33.47%
Monthly Volume Sales	\$367,102,490	\$284,356,814	\$252,340,642	-11.26%
Monthly Unit Sales	486	370	347	-6.22%
Monthly New Listings	795	879	742	-15.59%
Monthly Sales/Listings Ratio	61.13%	42.09%	46.77%	+11.1%
Monthly Expired Listings	68	95	165	+73.68%
YTD Sales: \$0-\$199K	2	0	2	+100%
YTD Sales: \$200k-349K	17	15	37	+146.67%
YTD Sales: \$350K-\$549K	167	120	110	-8.33%
YTD Sales: \$550K-\$749K	294	254	236	-7.09%
YTD Sales: \$750K-\$999K	257	215	154	-28.37%
YTD Sales: \$1M-\$2M	121	97	72	-25.77%
YTD Sales: \$2M+	5	4	7	+75%
YTD Average Days-On-Market	28.50	29.00	41.00	+41.38%
YTD Average Sale Price	\$758,184	\$761,730	\$730,640	-4.08%
YTD Median Sale Price	\$724,625	\$720,000	\$677,500	-5.9%

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

# AVERAGE SALE PRICE

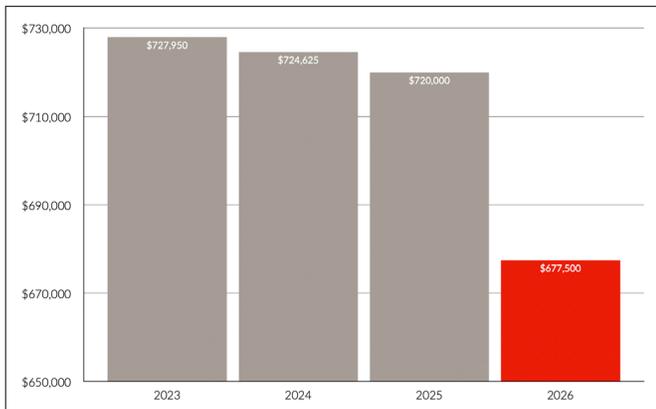


Year-Over-Year

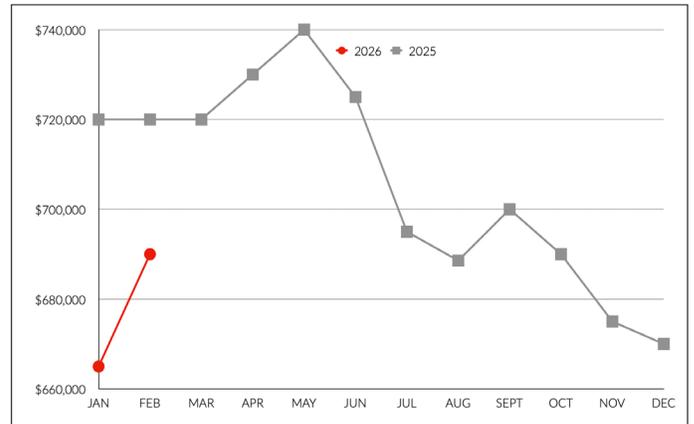


Month-Over-Month 2025 vs. 2026

# MEDIAN SALE PRICE



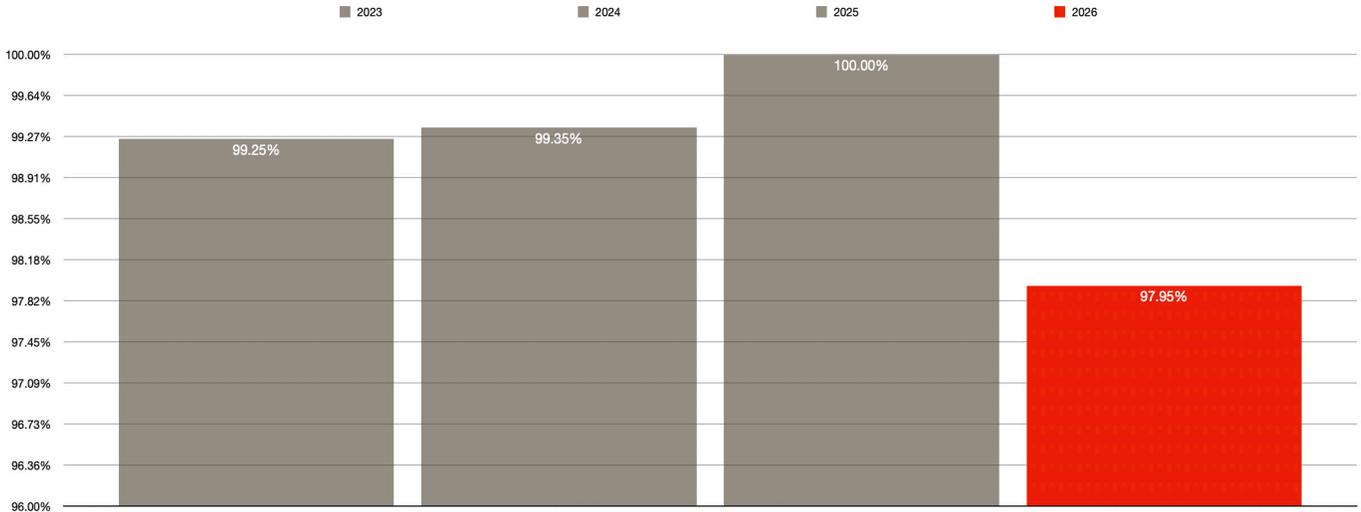
Year-Over-Year



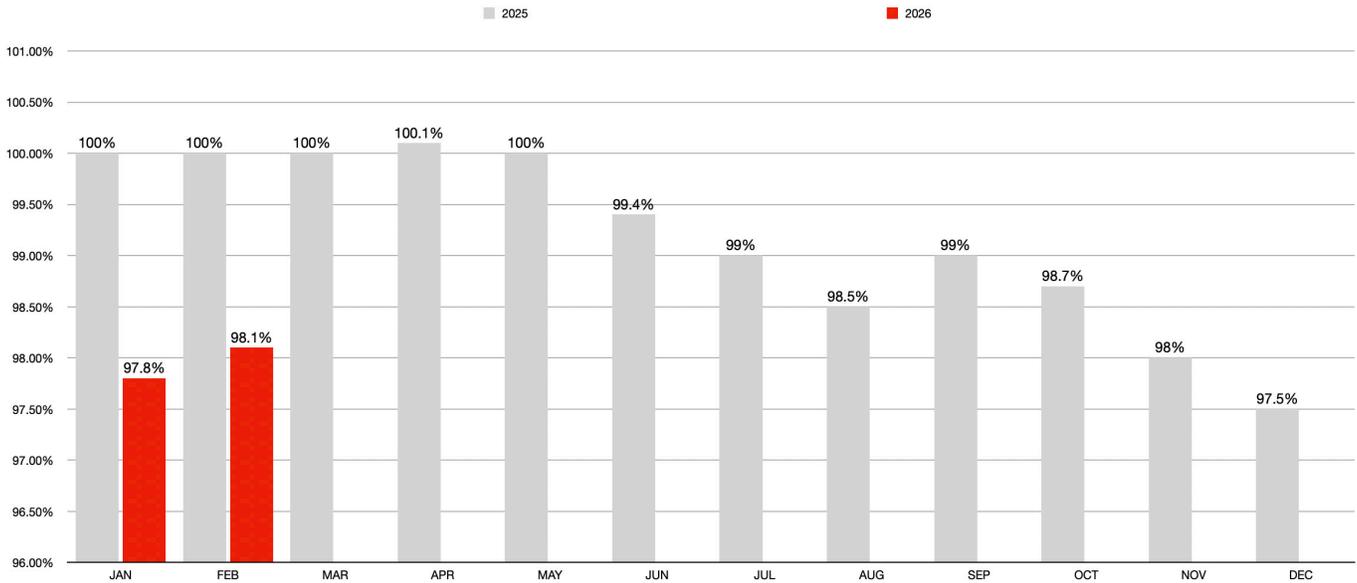
Month-Over-Month 2025 vs. 2026

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

# SALE PRICE VS. LIST PRICE RATIO



## Year-Over-Year

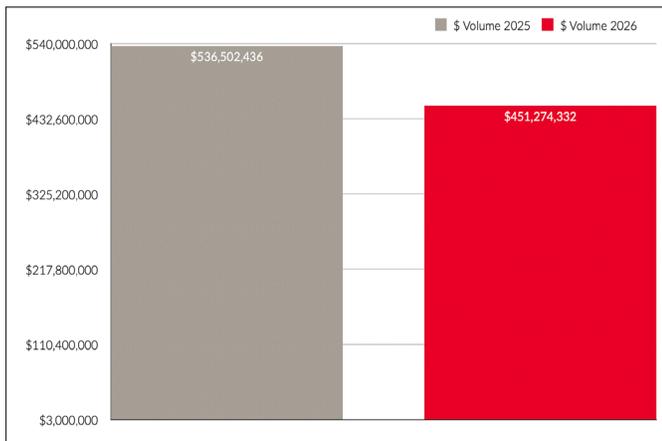


## Month-Over-Month 2025 vs. 2026

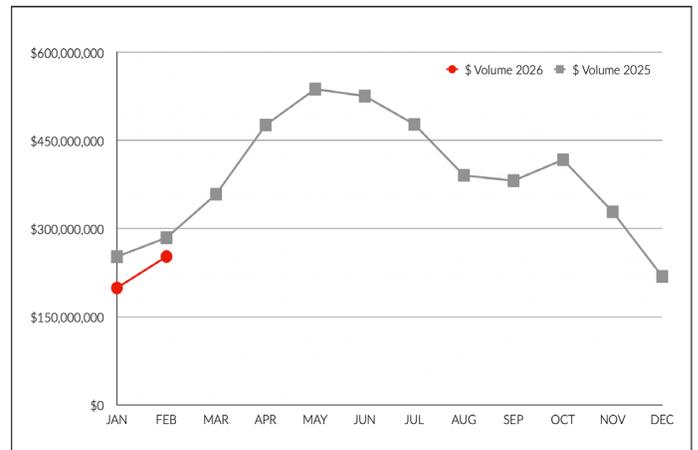
# DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

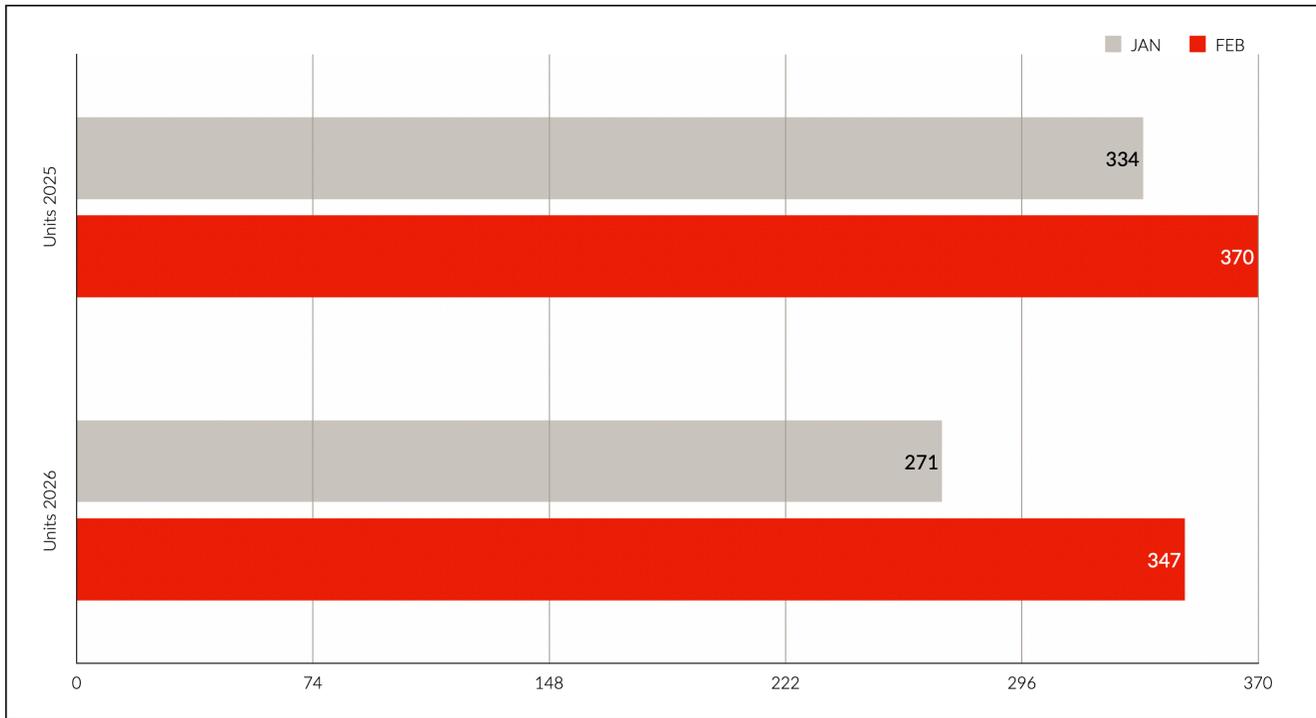


Yearly Totals 2025 vs. 2026

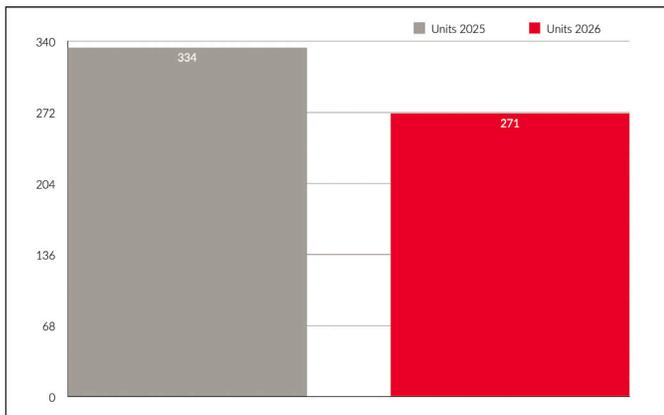


Month vs. Month 2025 vs. 2026

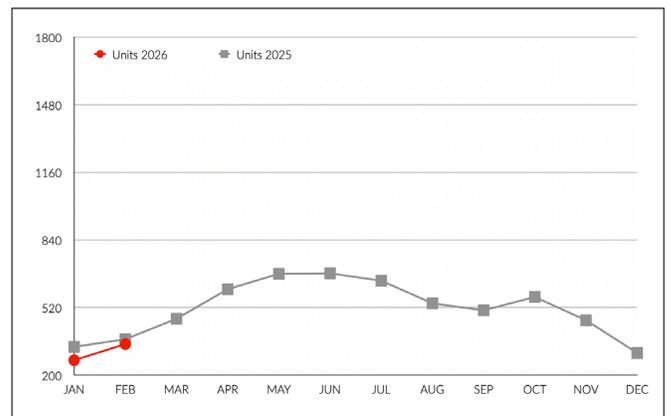
# UNIT SALES



Monthly Comparison 2025 vs. 2026

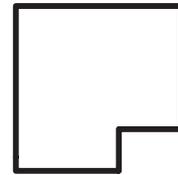


Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

# SALES BY TYPE



	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
YTD Sales Volume	 <b>\$377,230,752</b> -13.53%	 <b>\$72,137,580</b> -26.87%	 <b>\$12,494,000</b> +225.83%
YTD Unit Sales	 <b>459</b> -10.53%	 <b>155</b> -17.11%	 <b>3</b> -72.73%
YTD Average Sale Price	 <b>\$821,853</b> -3.36%	 <b>\$465,404</b> -11.77%	 <b>\$4,164,666.67</b> +1,094.71%
February Sales Volume	 <b>\$210,274,452</b> -9.54%	 <b>\$40,880,690</b> -20.55%	 <b>\$11,294,000</b> +215.12%
February Unit Sales	 <b>256</b> -4.83%	 <b>89</b> -10.1%	 <b>2</b> -71.43%

NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of February 1, 2026.

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

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

\*Data pulled included commercial lots in which one was suppressed, leading to a skewed number.

# 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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