



2026

JANUARY

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 activity continued to outweigh demand. The median sale price fell 7.64% to \$665,000, while the average sale price decreased 2.77% to \$734,053. Sales volume declined 29.43% to \$177.94M, driven by a 27.25% drop in unit sales to 243 transactions. New listings decreased 20.87% to 728, while expired listings fell 32.62% to 95, signalling some easing in seller activity. With a unit sales-to-listings ratio of 33.38%, down 2.93% year over year, conditions continue to favour buyers across the Waterloo market.



January year-over-year sales volume of \$177,944,180

Down -29.43% from 2025's \$252,145,622 with unit sales of 243 down -27.25% from last January's 334. New listings of 728 are down -20.87% from a year ago, with the sales/listing ratio of 33.38% down -2.93%.



Year-to-date sales volume of \$177,944,180

Down -2.93% from 2025's \$252,145,622 with unit sales of 243 down -27.25% from 2025's 334. New listings of 728 are down -20.87% from a year ago, with the sales/listing ratio of 33.38% down -2.93%.



Year-to-date average sale price of \$734,053

Down from \$754,927 from last year, with median sale price of \$665,000 down from \$720,000 one year ago. Average days-on-market of 45 is up 11 days from last year.

JANUARY NUMBERS

Median Sale Price

\$665,000

-7.64%

Average Sale Price

\$734,053

-2.77%

Sales Volume

\$177,944,180

-29.43%

Unit Sales

243

-27.25%

New Listings

728

-20.87%

Expired Listings

95

-32.62%

Unit Sales/Listings Ratio

33.38%

-2.93%

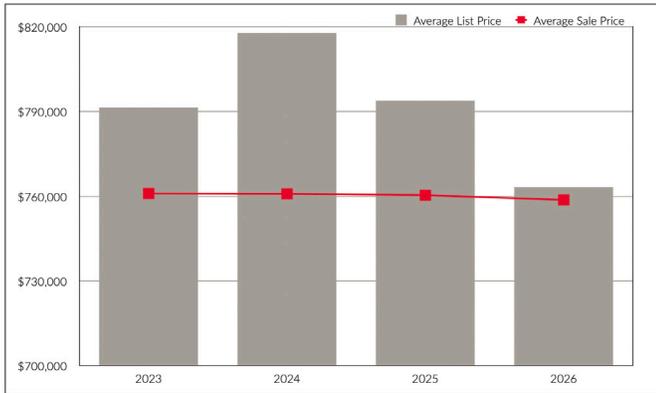
*Year-over-year comparison
(January 2026 vs. January 2025)*

THE MARKET IN DETAIL

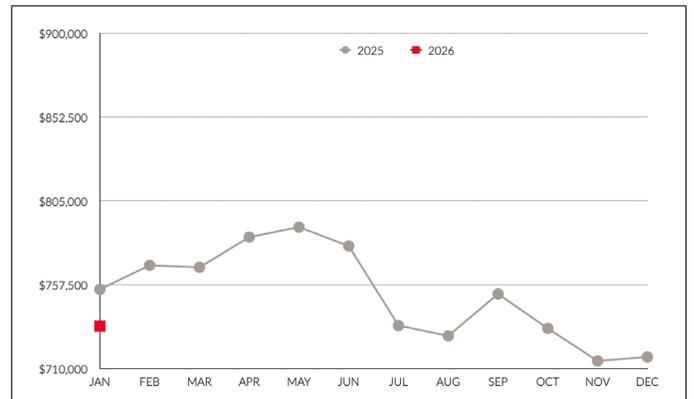
	2024	2025	2026	2025-2026
YTD Volume Sales	\$283,096,836	\$252,145,622	\$177,944,180	-29.43%
YTD Unit Sales	372	334	243	-27.25%
YTD New Listings	716	920	728	-20.87%
YTD Sales/Listings Ratio	51.96%	36.30%	33.38%	-8.06%
YTD Expired Listings	105	141	95	-32.62%
Monthly Volume Sales	\$283,096,836	\$252,145,622	\$177,944,180	-29.43%
Monthly Unit Sales	372	334	243	-27.25%
Monthly New Listings	716	920	728	-20.87%
Monthly Sales/Listings Ratio	51.96%	36.30%	33.38%	-8.06%
Monthly Expired Listings	105	141	95	-32.62%
YTD Sales: \$0-\$199K	0	0	1	+100%
YTD Sales: \$200k-349K	8	5	12	+140%
YTD Sales: \$350K-\$549K	71	58	44	-24.14%
YTD Sales: \$550K-\$749K	136	129	106	-17.83%
YTD Sales: \$750K-\$999K	108	100	49	-51%
YTD Sales: \$1M-\$2M	48	40	26	-35%
YTD Sales: \$2M+	4	2	5	+150%
YTD Average Days-On-Market	33.00	34.00	45.00	+32.35%
YTD Average Sale Price	\$761,013	\$754,927	\$734,053	-2.77%
YTD Median Sale Price	\$724,000	\$720,000	\$665,000	-7.64%

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

AVERAGE SALE PRICE

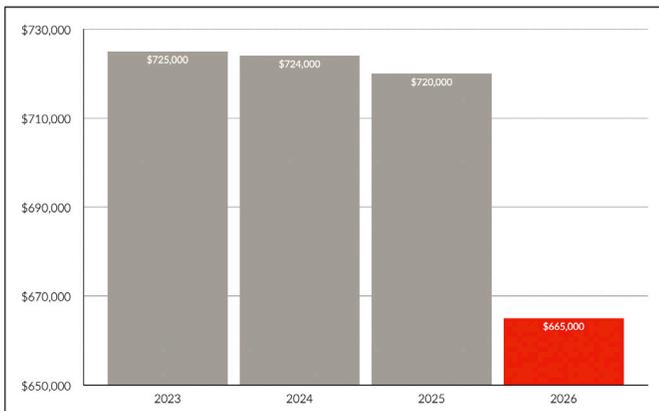


Year-Over-Year

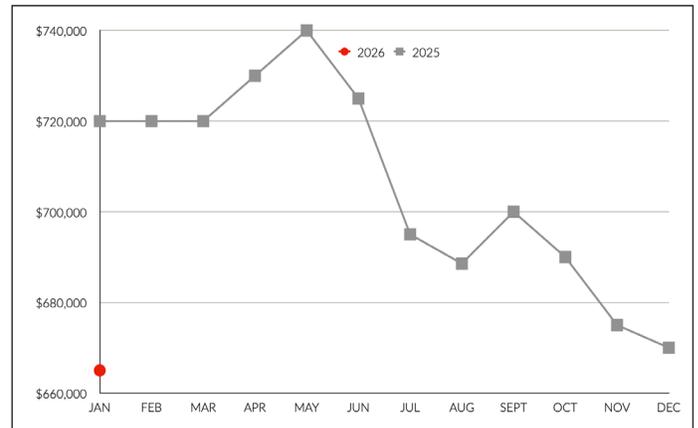


Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE



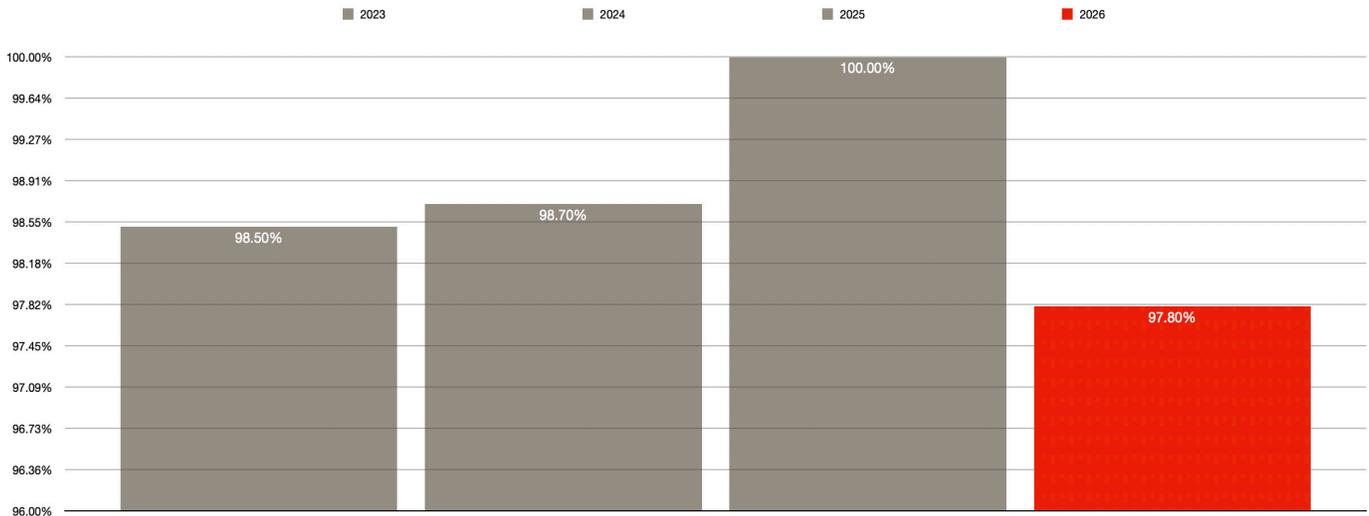
Year-Over-Year



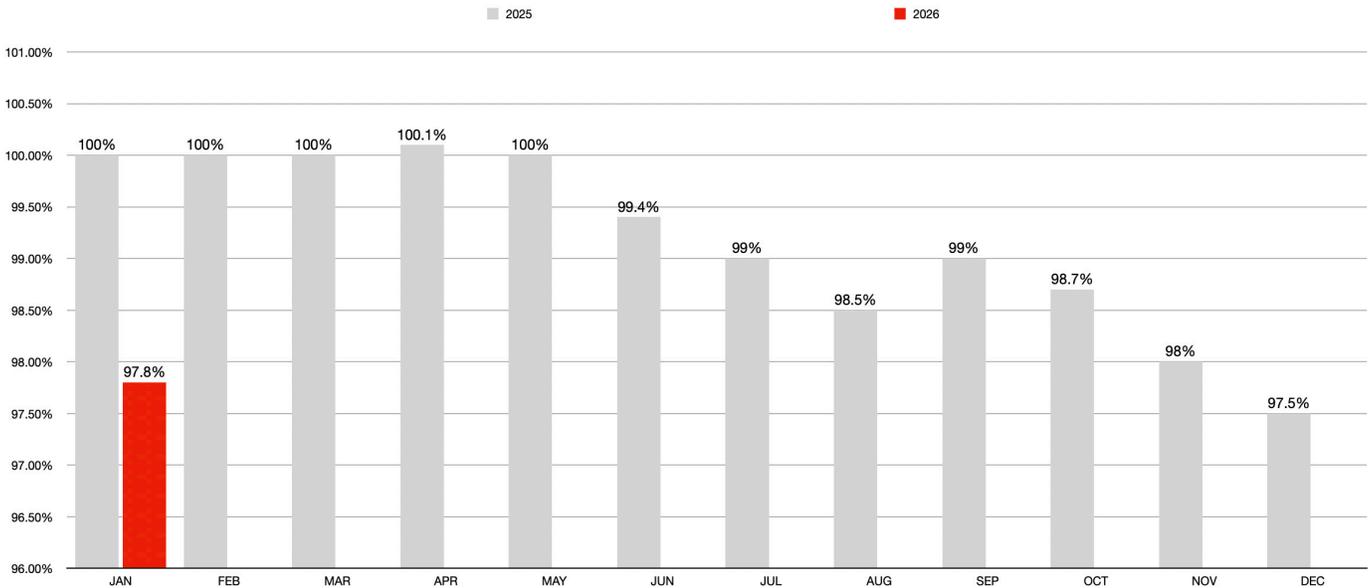
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. LIST PRICE RATIO

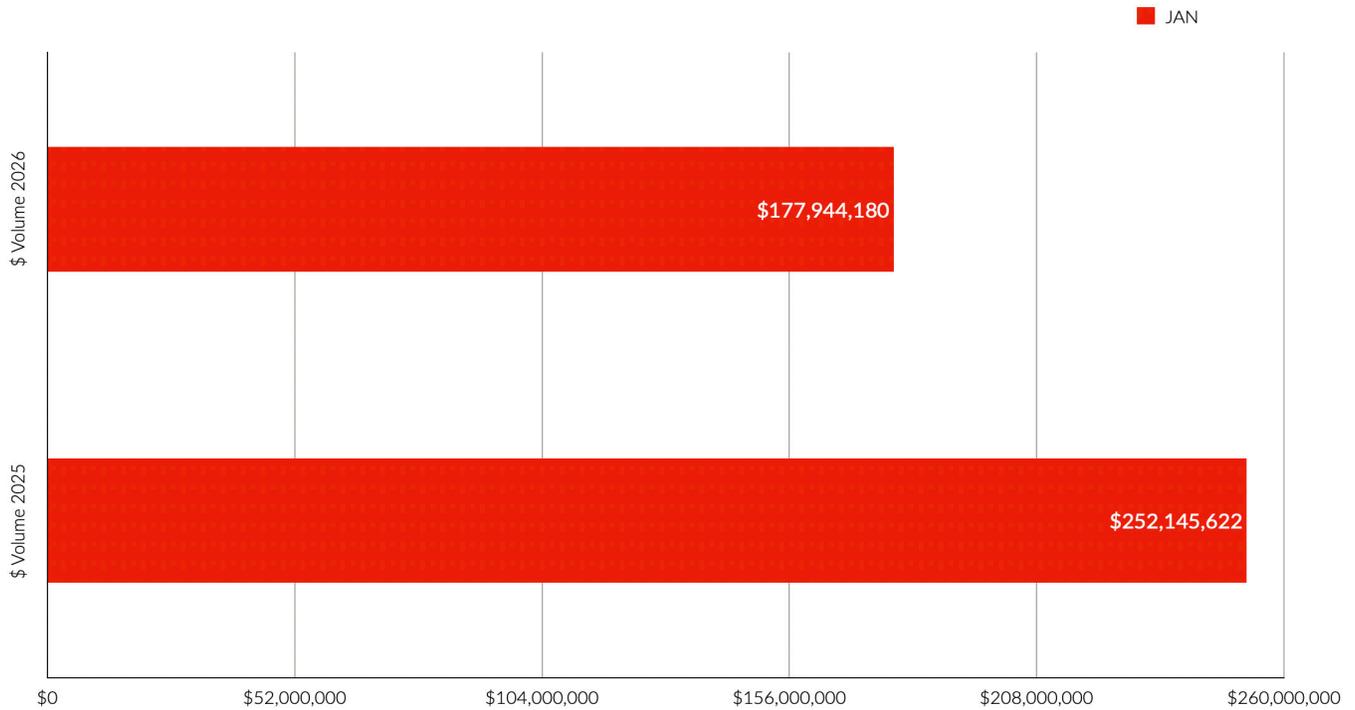


Year-Over-Year

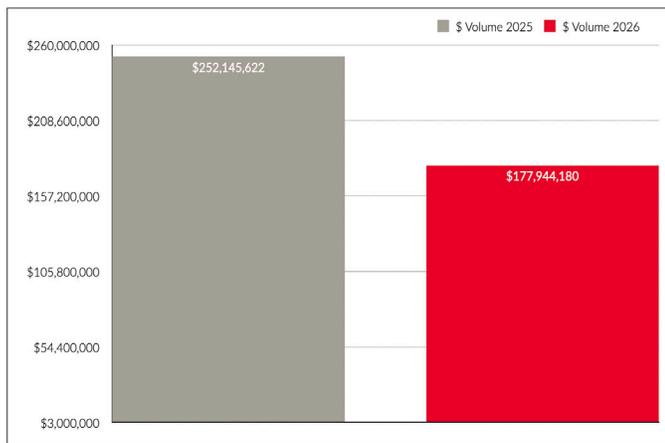


Month-Over-Month 2025 vs. 2026

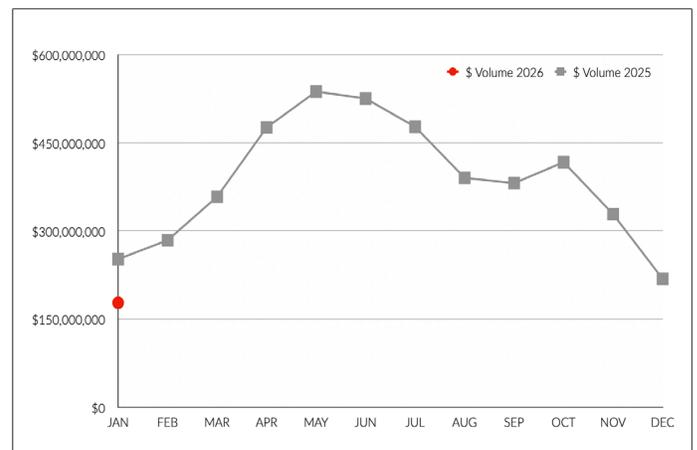
DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

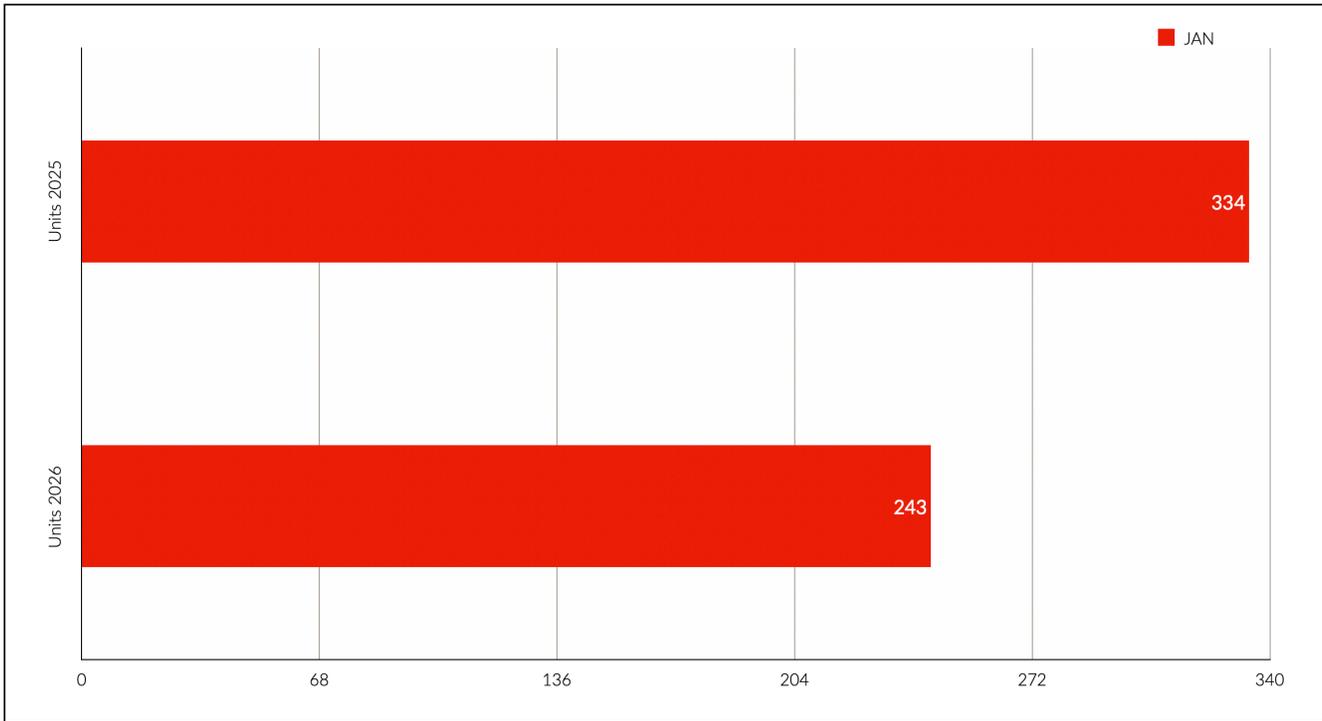


Yearly Totals 2025 vs. 2026

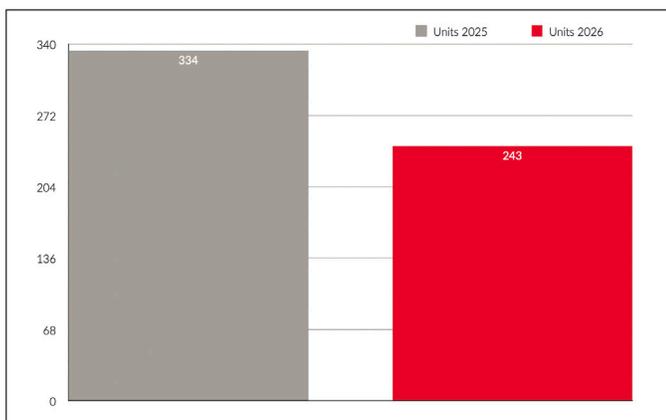


Month vs. Month 2025 vs. 2026

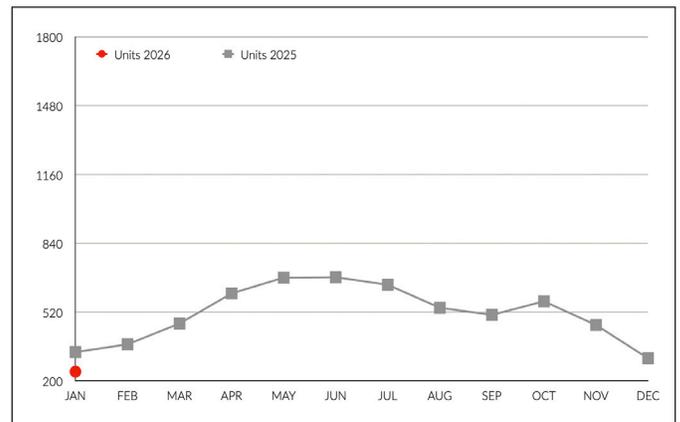
UNIT SALES



Monthly Comparison 2025 vs. 2026

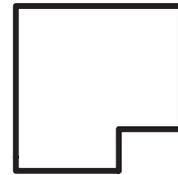


Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$149,557,190 -26.62%	 \$27,666,490 -41.37%	 \$1,200,000 +379.04%
YTD Unit Sales	 183 -25%	 58 -34.09%	 1 -75%
YTD Average Sale Price	 \$817,252 -2.16%	 \$477,008 -11.04%	 \$1,200,000.00 +1,816.17%
January Sales Volume	 \$149,557,190 -26.62%	 \$27,666,490 -41.37%	 \$1,200,000 +379.04%
January Unit Sales	 183 -25%	 58 -34.09%	 1 -75%

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

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

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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