



2025 JUNE WATERLOO Real Estate Market Report



Frances Snider
Sales Representative

519-824-9050
fsnider@royallepage.ca
francesnider.com



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 held steady in balanced territory this June, with modest gains in activity despite slight price declines. The median sale price dipped 3.26% to \$725,534, and the average fell 1.36% to \$779,641. Sales volume inched up 0.73%, supported by a 2.27% rise in unit sales to 675. New listings increased 6.11%, while expired listings rose 43.02%. With a unit sales-to-listings ratio of 44.64%, the market continues to offer balanced opportunities for both buyers and sellers.



June year-over-year sales volume of \$525,478,095

Up 0.73% from 2024's \$521,666,280 with unit sales of 675 up 2.27% from last June's 660. New listings of 1,512 are up 6.11% from a year ago, with the sales/listing ratio of 44.64% down 1.67%.



Year-to-date sales volume of \$2,434,377,009

Down 12.96% from 2024's \$2,797,005,918 with unit sales of 3,135 down 11.27% from 2024's 3,533. New listings of 7,604 are up 8.23% from a year ago, with the sales/listing ratio of 41.23% down 9.06%.



Year-to-date average sale price of \$773,906

Down from \$787,532 from last year, with median sale price of \$722,767 down from \$750,250 one year ago. Average days-on-market of 27 is up 5 days from last year.

JUNE NUMBERS

Median Sale Price

\$725,534

-3.26%

Average Sale Price

\$779,641

-1.36%

Sales Volume

\$525,478,095

+0.73%

Unit Sales

675

+2.27%

New Listings

1,512

+6.11%

Expired Listings

246

+43.02%

Unit Sales/Listings Ratio

44.64%

-1.67%

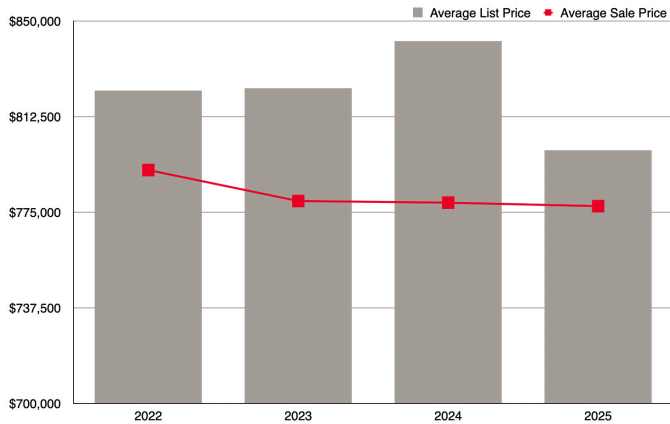
*Year-over-year comparison
(June 2025 vs. June 2024)*

THE MARKET IN DETAIL

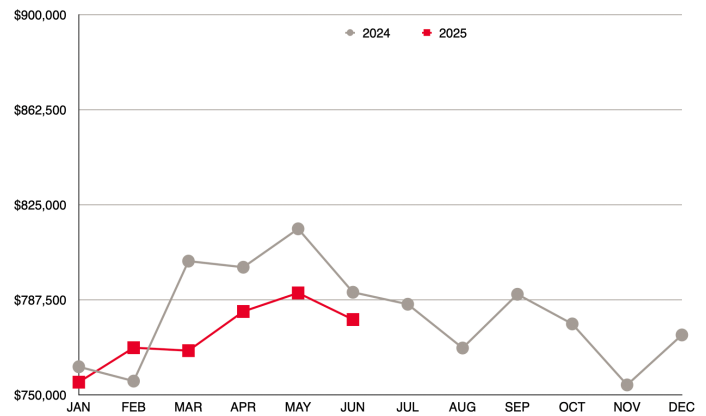
| | 2023 | 2024 | 2025 | 2024-2025 |
|------------------------------|-----------------|-----------------|-----------------|-----------|
| YTD Volume Sales | \$2,871,205,208 | \$2,797,005,918 | \$2,434,377,009 | -12.96% |
| YTD Unit Sales | 3,580 | 3,533 | 3,135 | -11.27% |
| YTD New Listings | 5,556 | 7,026 | 7,604 | +8.23% |
| YTD Sales/Listings Ratio | 64.43% | 50.28% | 41.23% | -9.06% |
| YTD Expired Listings | 333 | 556 | 848 | +52.52% |
| Monthly Volume Sales | \$652,194,916 | \$521,666,280 | \$525,478,095 | +0.73% |
| Monthly Unit Sales | 777 | 660 | 675 | +2.27% |
| Monthly New Listings | 1319 | 1425 | 1512 | +6.11% |
| Monthly Sales/Listings Ratio | 58.91% | 46.32% | 44.64% | -1.67% |
| Monthly Expired Listings | 51 | 172 | 246 | +43.02% |
| YTD Sales: \$0-\$199K | 6 | 6 | 8 | +33.33% |
| YTD Sales: \$200k-349K | 31 | 46 | 84 | +82.61% |
| YTD Sales: \$350K-\$549K | 616 | 555 | 503 | -9.37% |
| YTD Sales: \$550K-\$749K | 1,051 | 1,155 | 1,103 | -4.5% |
| YTD Sales: \$750K-\$999K | 1,273 | 1,213 | 940 | -22.51% |
| YTD Sales: \$1M-\$2M | 569 | 560 | 470 | -16.07% |
| YTD Sales: \$2M+ | 38 | 24 | 28 | +16.67% |
| YTD Average Days-On-Market | 18.50 | 21.33 | 26.50 | +24.22% |
| YTD Average Sale Price | \$793,969 | \$787,532 | \$773,906 | -1.73% |
| YTD Median Sale Price | \$750,450 | \$750,250 | \$722,767 | -3.66% |

Waterloo MLS Sales and Listing Summary
2023 vs. 2024 vs. 2025

AVERAGE SALE PRICE

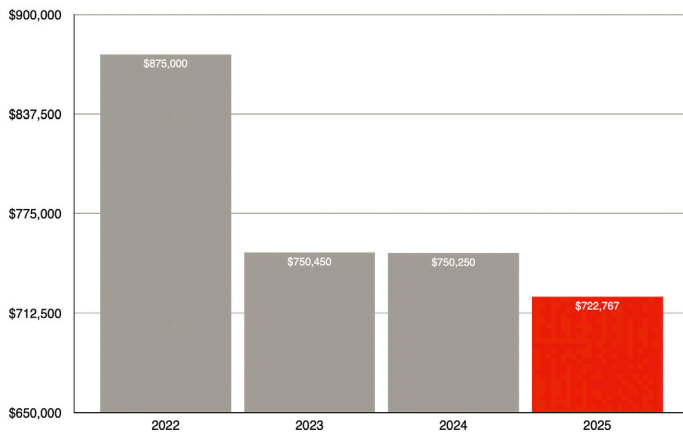


Year-Over-Year

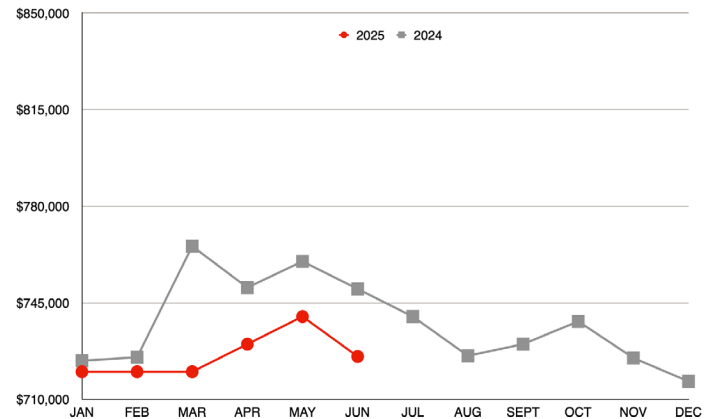


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



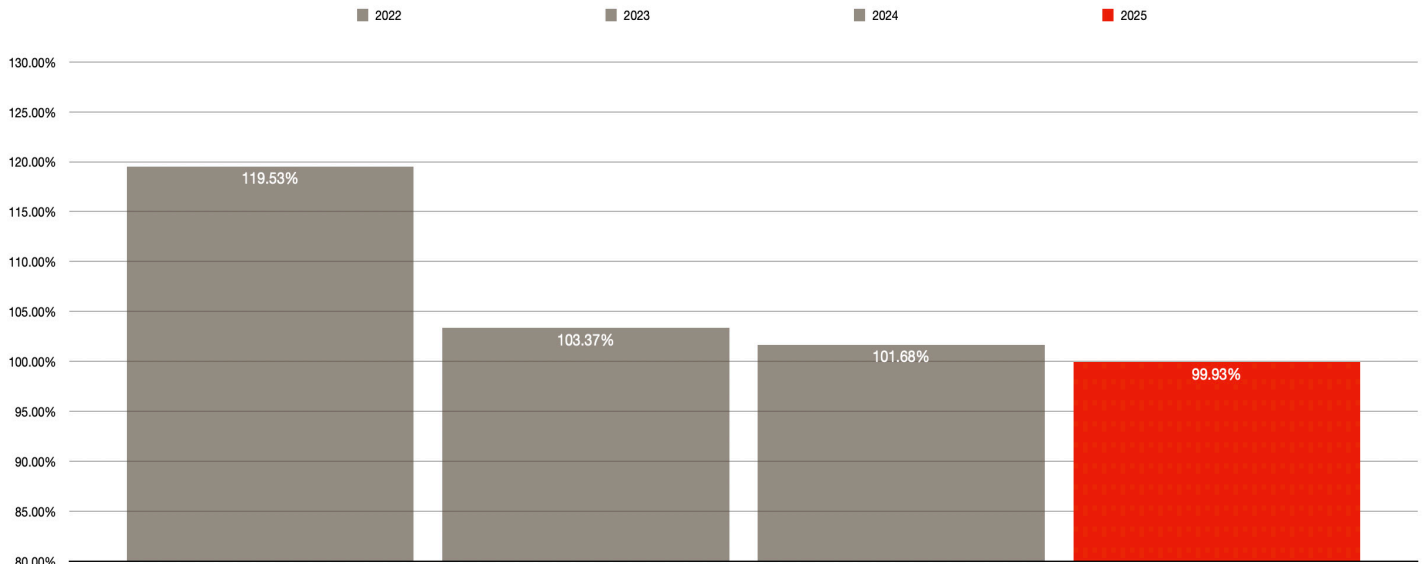
Year-Over-Year



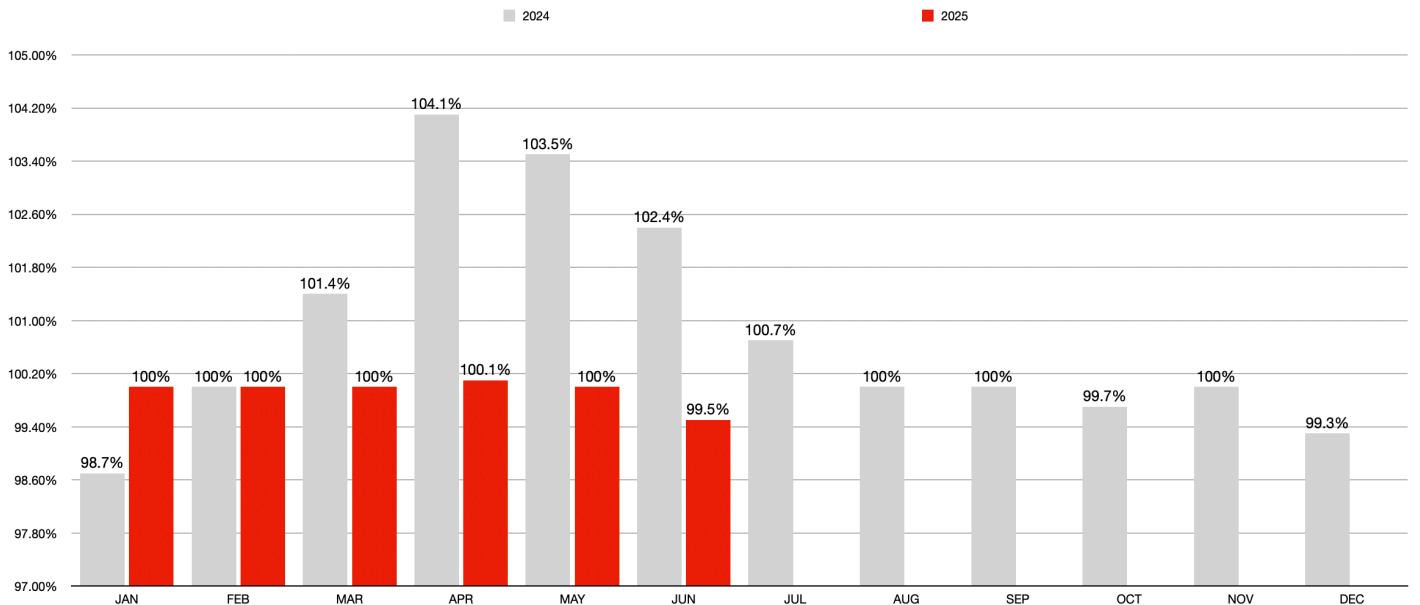
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

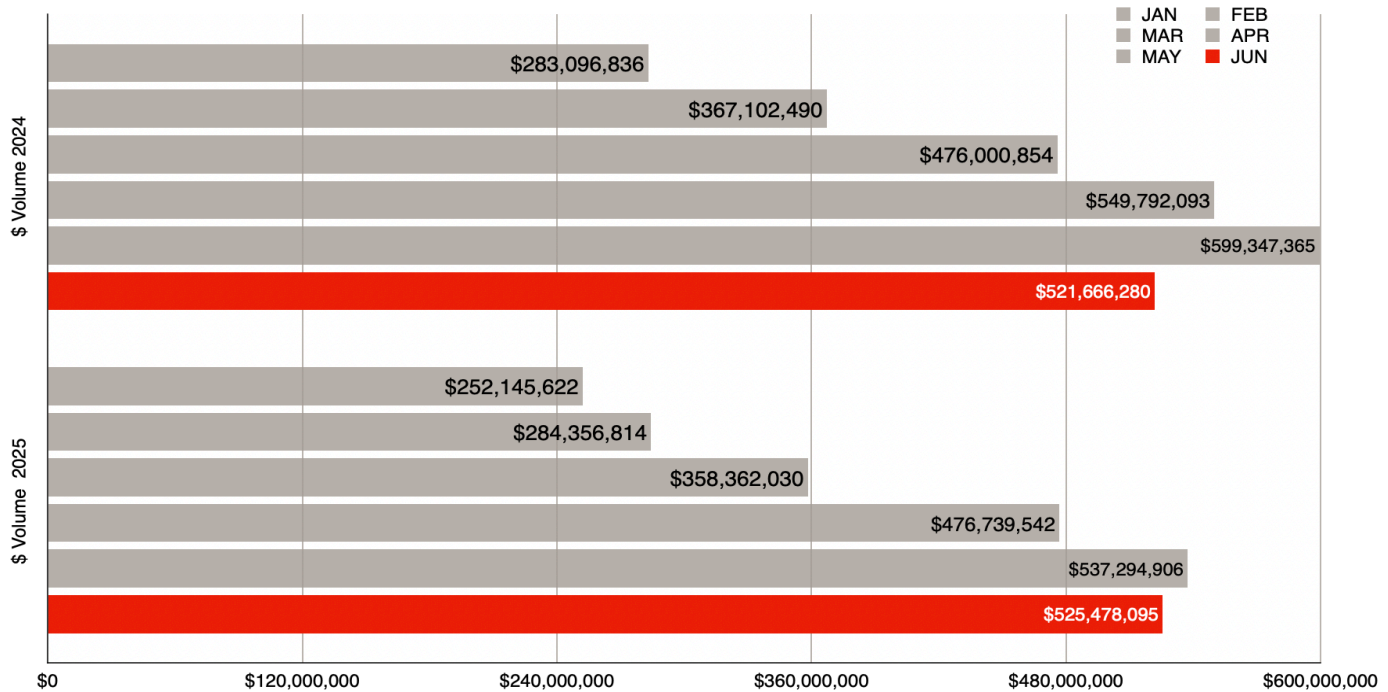


Year-Over-Year

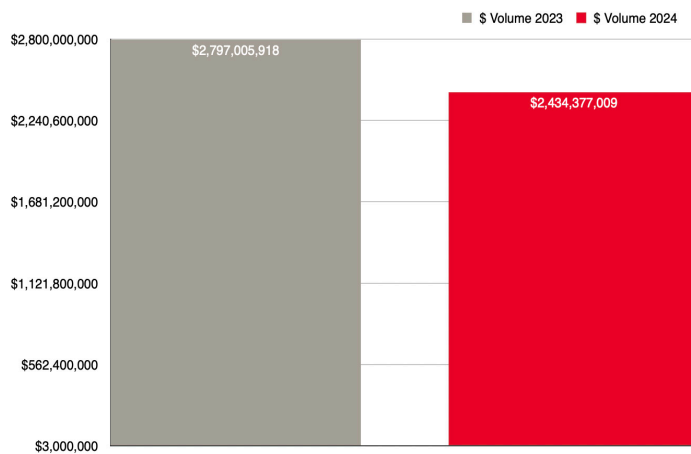


Month-Over-Month 2024 vs. 2025

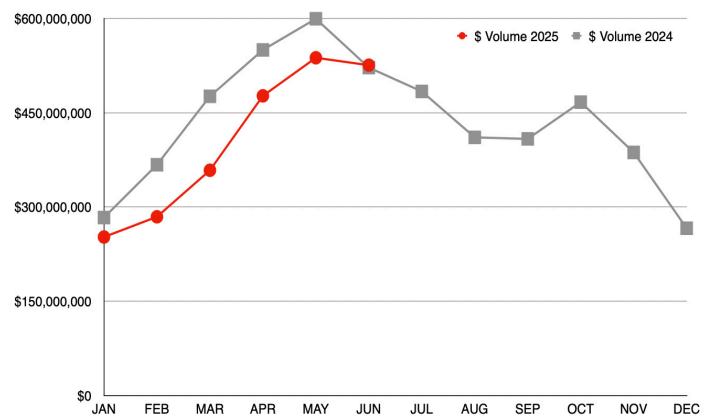
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

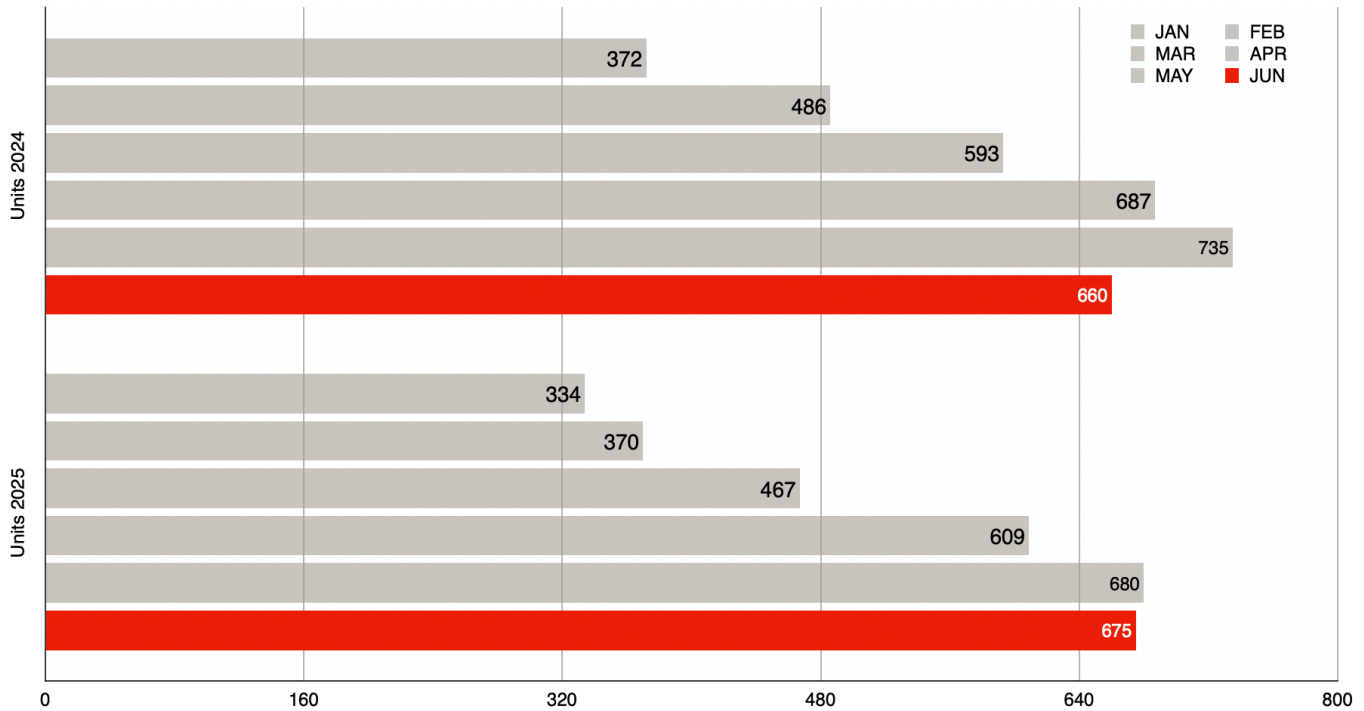


Yearly Totals 2024 vs. 2025

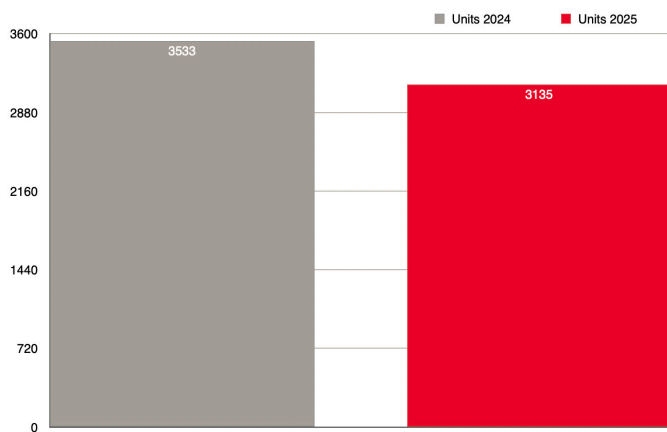


Month vs. Month 2024 vs. 2025

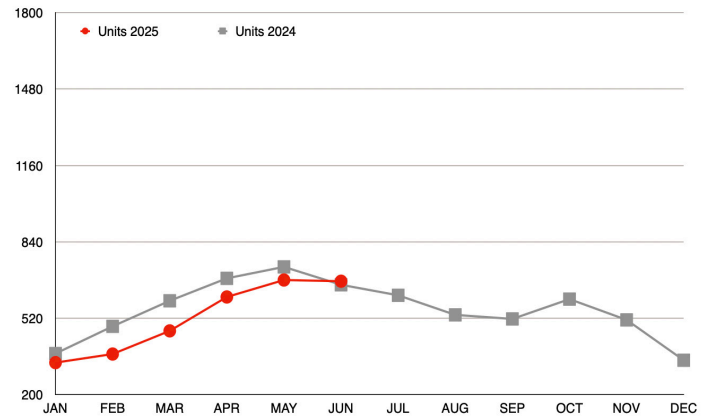
UNIT SALES



Monthly Comparison 2024 vs. 2025

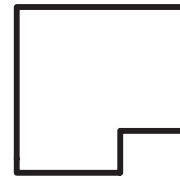

















Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



| | FREEHOLD | CONDOMINIUM | VACANT LAND |
|------------------------|--|--|---|
| YTD Sales Volume |  \$2,033,024,764 -12.37% |  \$393,158,445 -16.41% |  \$22,397,500 +6.33% |
| YTD Unit Sales |  2362 -10.77% |  753 -13.45% |  26 +44.44% |
| YTD Average Sale Price |  \$860,722 -2.72% |  \$522,123 -1.54% |  \$861,442.31 -24.06% |
| June Sales Volume |  \$452,052,920 +2.3% |  \$72,570,175 -8.54% |  \$8,542,000 +108.29% |
| June Unit Sales |  525 +1.55% |  147 +4.26% |  7 +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 July 1, 2025.

Year-Over-Year Comparison (2025 vs. 2024)

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

 /RoyalLePageRoyalCity

 /RoyalCityRealty

 /RLPRoyalCity

Helping You Is What We Do.

Find more Real Estate Market Reports for Wellington County at royalcity.com/market-update/