



2025 MARCH 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

BUYER'S MARKET

Buyers in the [Waterloo Region](#) are finding increased leverage as the real estate market significantly shifted in March. The median sale price dropped to \$726,000, and the average sale price decreased by 3.7% to \$772,982, indicating downward pressure on prices. Furthermore, sales volume plummeted by 25.3%, translating to only 460 units sold, a 22.43% decrease. New listings surged by 18.53%, expanding the available inventory, while expired listings skyrocketed by a dramatic 77.97%. With the unit sales-to-listings ratio at a low 38.05%, buyers now have a wider selection and stronger negotiating power, signaling a clear advantage in the current market.



March year-over-year sales volume of \$355,571,530

Down 25.3% from 2024's \$476,000,854 with unit sales of 460 down 22.43% from last March's 593. New listings of 1,209 are up 18.53% from a year ago, with the sales/listing ratio of 38.05% down 20.09%.



Year-to-date sales volume of \$888,425,066

Down 21.11% from 2024's \$1,126,200,180 with unit sales of 1,159 down 20.12% from 2024's 1,451. New listings of 2,990 are up 18.14% from a year ago, with the sales/listing ratio of 38.76% down 18.57%.



Year-to-date average sale price of \$765,676

Down from \$773,023 from last year, with median sale price of \$720,750 down from \$725,250 one year ago. Average days-on-market of 28 is up 3 days from last year.

MARCH NUMBERS

Median Sale Price

\$726,000

-5.16%

Average Sale Price

\$772,982

-3.7%

Sales Volume

\$355,571,530

-25.3%

Unit Sales

460

-22.43%

New Listings

1,209

+18.53%

Expired Listings

105

+77.97%

Unit Sales/Listings Ratio

38.05%

-20.09%

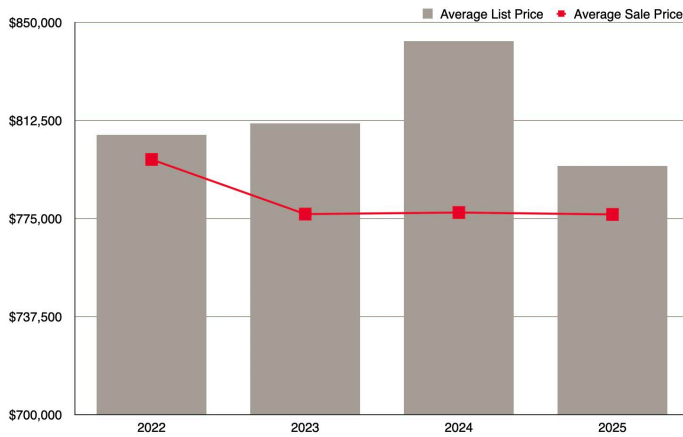
Year-over-year comparison
(March 2025 vs. March 2024)

THE MARKET IN DETAIL

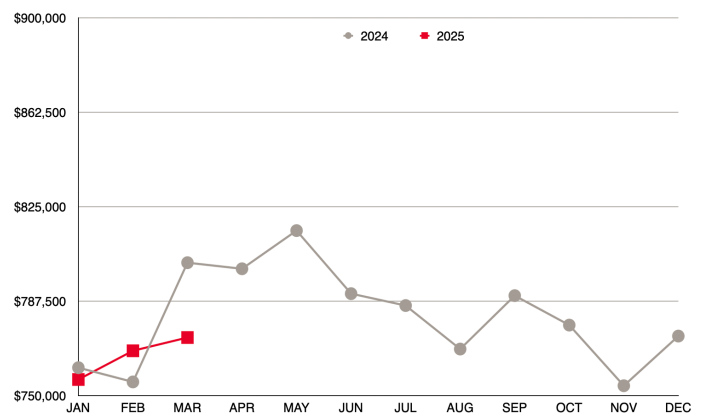
	2023	2024	2025	2024-2025
YTD Volume Sales	\$1,040,231,493	\$1,126,200,180	\$888,425,066	-21.11%
YTD Unit Sales	1,353	1,451	1,159	-20.12%
YTD New Listings	2,111	2,531	2,990	+18.14%
YTD Sales/Listings Ratio	64.09%	57.33%	38.76%	-18.57%
YTD Expired Listings	203	232	341	+46.98%
Monthly Volume Sales	\$477,610,046	\$476,000,854	\$355,571,530	-25.3%
Monthly Unit Sales	614	593	460	-22.43%
Monthly New Listings	858	1020	1209	+18.53%
Monthly Sales/Listings Ratio	71.56%	58.14%	38.05%	-20.09%
Monthly Expired Listings	56	59	105	+77.97%
YTD Sales: \$0-\$199K	1	3	1	-66.67%
YTD Sales: \$200k-349K	12	24	27	+12.5%
YTD Sales: \$350K-\$549K	264	255	199	-21.96%
YTD Sales: \$550K-\$749K	459	481	408	-15.18%
YTD Sales: \$750K-\$999K	433	469	360	-23.24%
YTD Sales: \$1M-\$2M	173	216	159	-26.39%
YTD Sales: \$2M+	13	10	6	-40%
YTD Average Days-On-Market	21.67	25.33	28.00	+10.53%
YTD Average Sale Price	\$766,965	\$773,023	\$765,676	-0.95%
YTD Median Sale Price	\$728,500	\$725,250	\$720,750	-0.62%

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

AVERAGE SALE PRICE

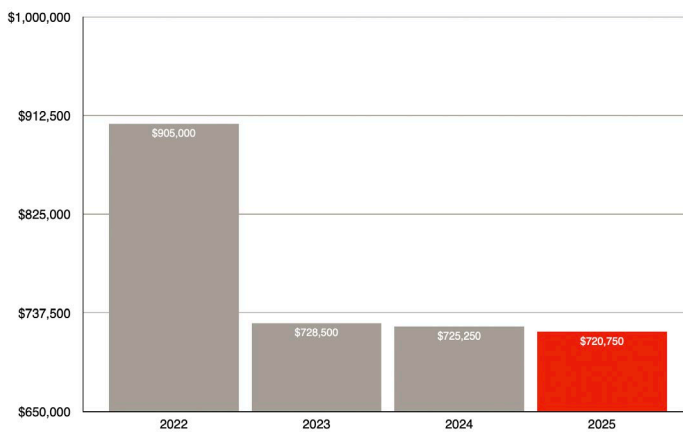


Year-Over-Year

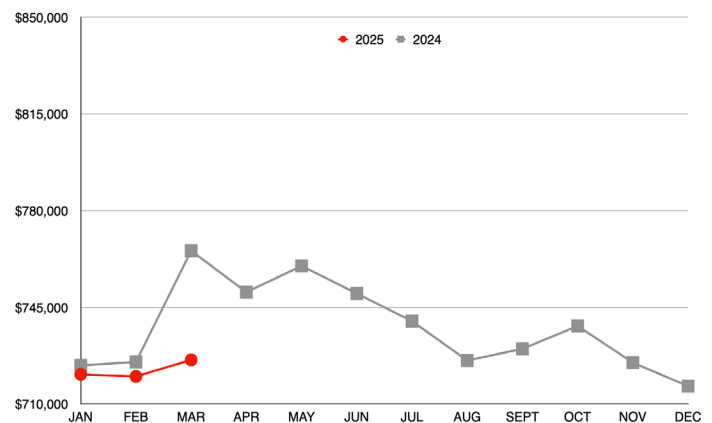


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



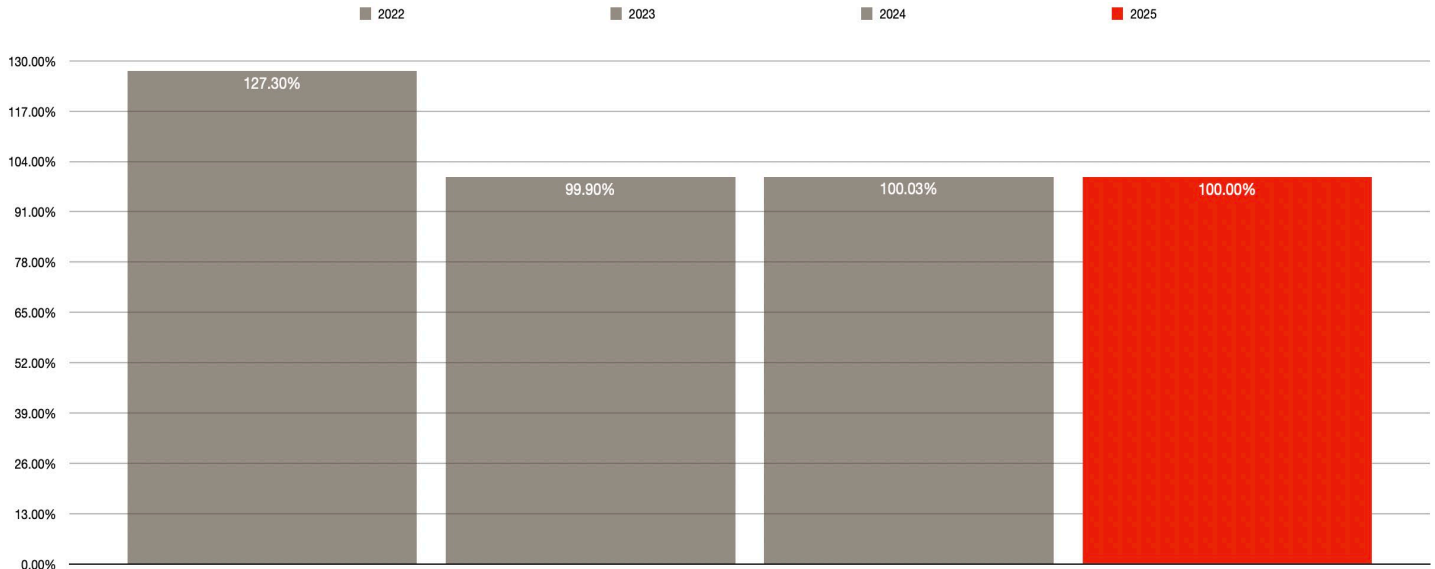
Year-Over-Year



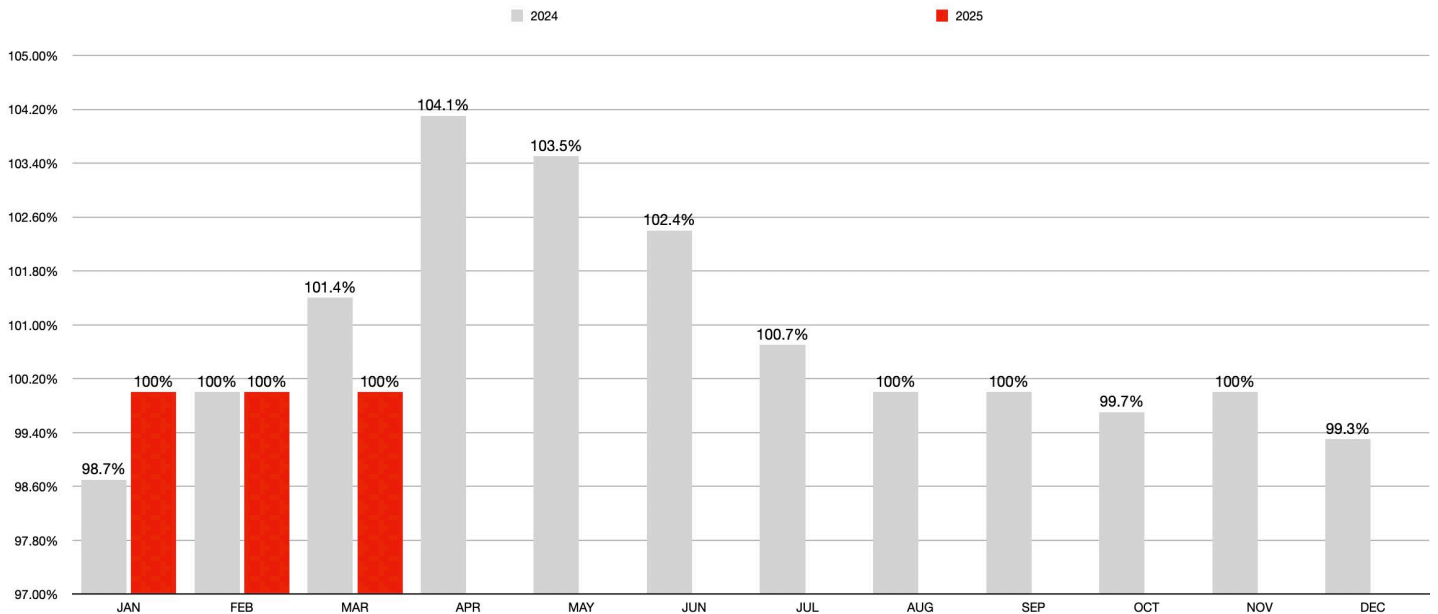
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

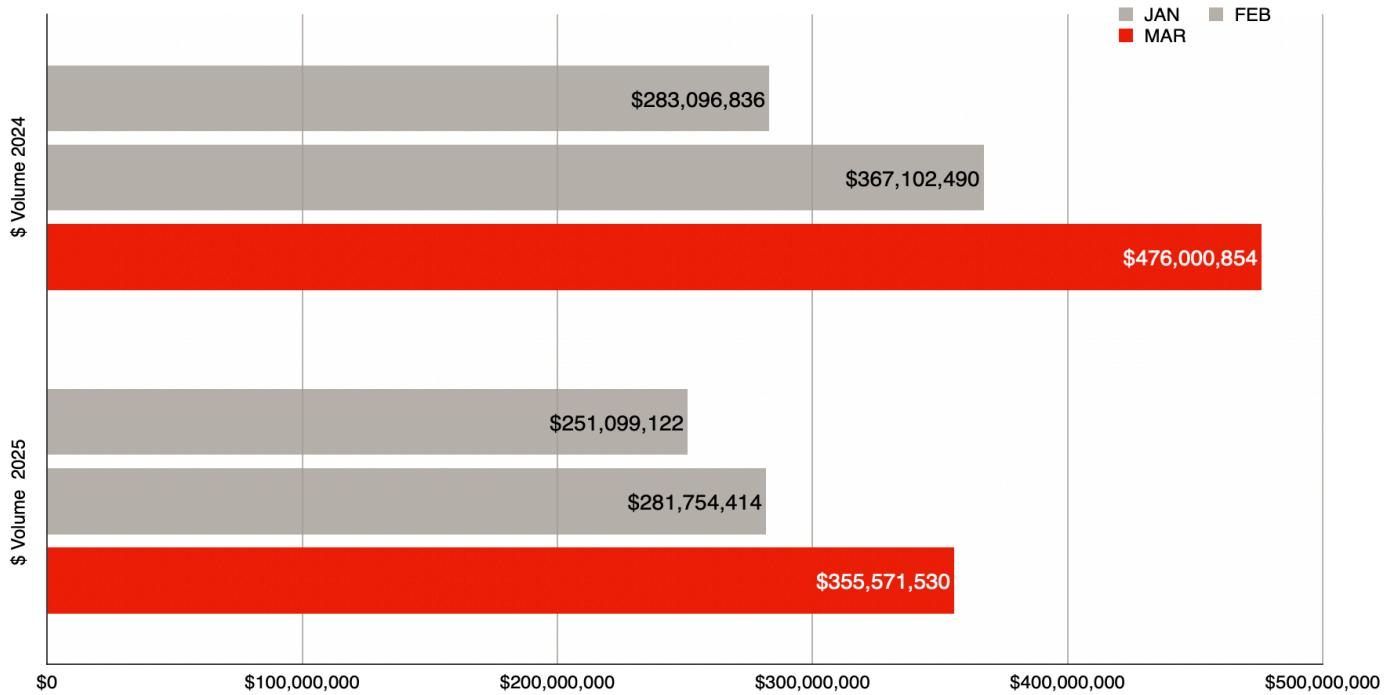


Year-Over-Year

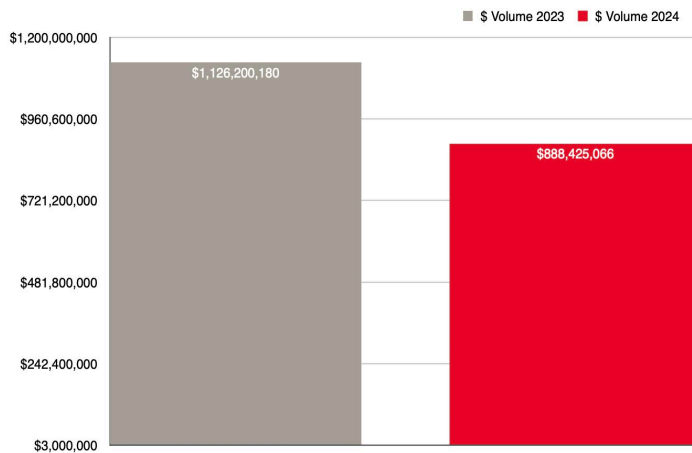


Month-Over-Month 2024 vs. 2025

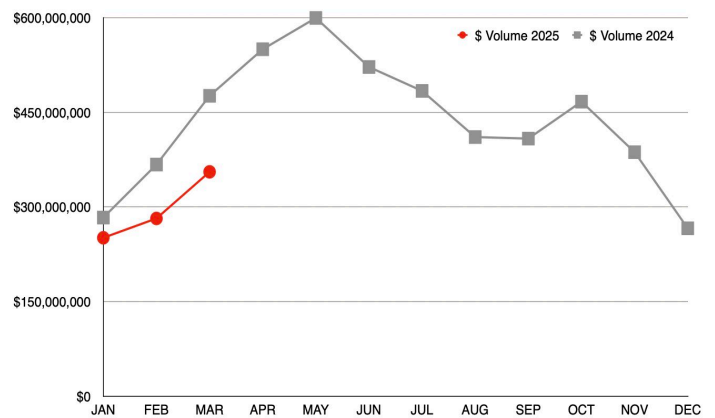
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

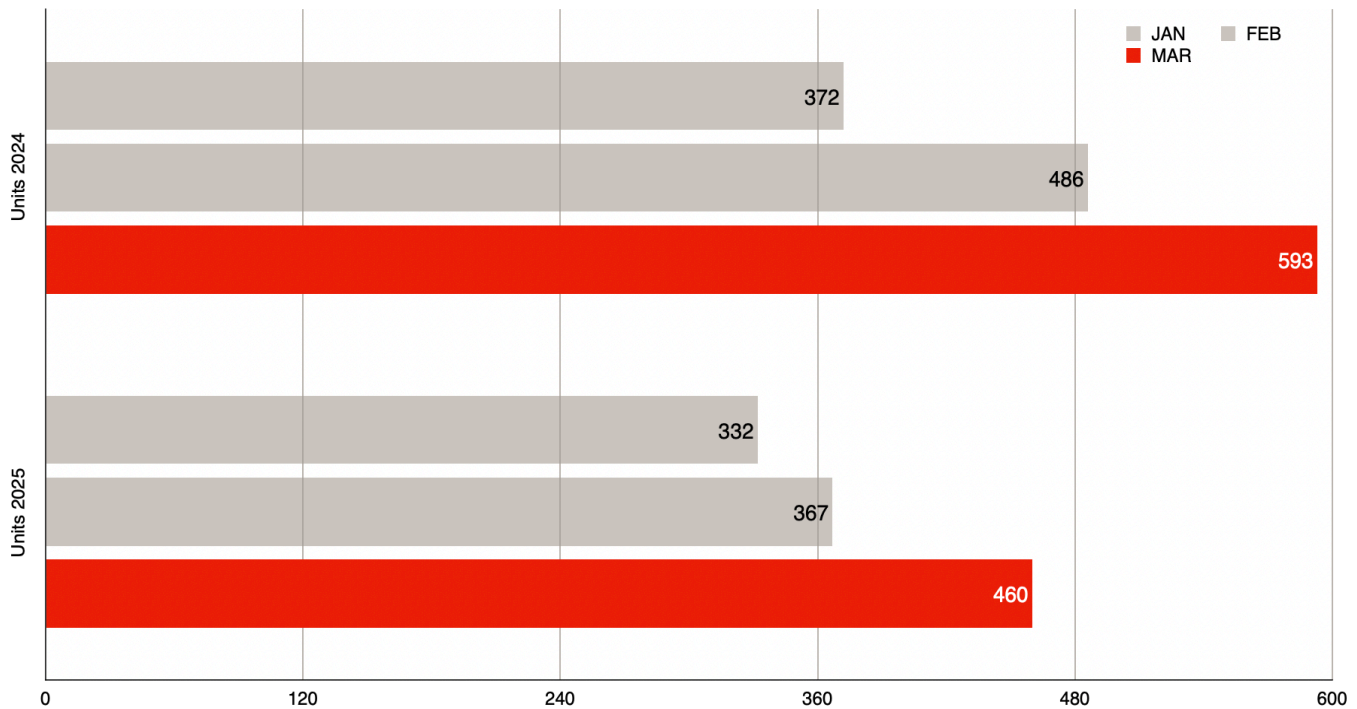


Yearly Totals 2024 vs. 2025

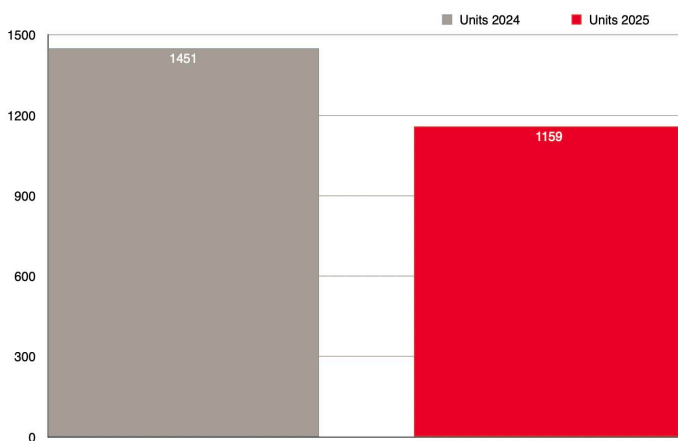


Month vs. Month 2024 vs. 2025

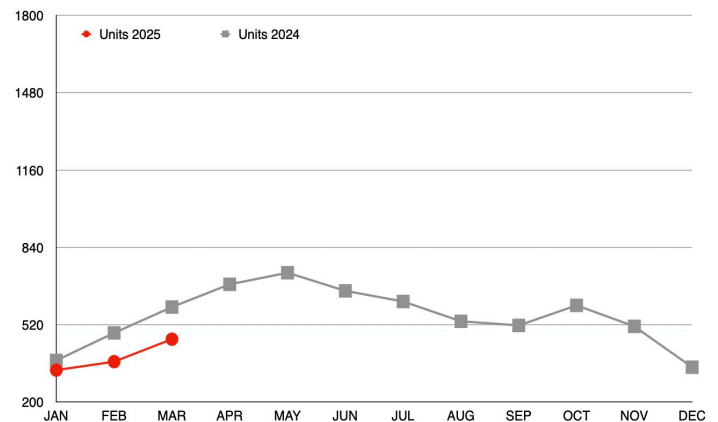
UNIT SALES



Monthly Comparison 2024 vs. 2025

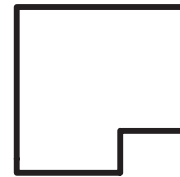

















Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$728,886,873 -19.87%	 \$156,284,893 -26.82%	 \$4,018,500 -72.56%
YTD Unit Sales	 852 -18.16%	 300 -25.56%	 13 +30%
YTD Average Sale Price	 \$855,501 +1.65%	 \$520,950 -2.57%	 \$309,115.38 +89.6%
March Sales Volume	 \$292,668,332 -24.66%	 \$60,119,898 -29.68%	 \$184,000 -98.32%
March Unit Sales	 338 -21.76%	 117 -25.48%	 2 -60%

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



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