



# 2026 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

## BALANCED MARKET

The [Waterloo Region](#) real estate market remained balanced this March, as relatively stable sales activity and moderating inventory levels supported more even conditions between buyers and sellers. The median sale price declined 4.86% to \$685,000, while the average sale price decreased 3.93% to \$737,213. Sales volume edged down 4.61% to \$341.83M, with unit sales holding nearly steady, down just 0.64% to 464 transactions. New listings decreased 12.41% to 1,066 and expired listings dropped significantly by 59.05% to 43, indicating tightening supply. With a unit sales-to-listings ratio of 43.53%, up 5.15% year over year, market conditions continue to reflect a balanced environment across Waterloo.



### March year-over-year sales volume of \$341,832,680

Down -4.61% from 2025's \$358,362,030 with unit sales of 464 down -0.64% from last March's 467. New listings of 1066 are down -12.41% from a year ago, with the sales/listing ratio of 43.53% up +5.15%.



### Year-to-date sales volume of \$797,275,012

Down -10.91% from 2025's \$894,864,466 with unit sales of 1088 down -12.22% from 2025's 1171. New listings of 2,565 are down -14.95% from a year ago, with the sales/listing ratio of 42.42% up +3.59%.



### Year-to-date average sale price of \$732,966

Down from \$763,610 from last year, with median sale price of \$685,000 down from \$720,000 one year ago. Average days-on-market of 37 is up 8 days from last year.

## MARCH NUMBERS

Median Sale Price

**\$685,000**

-4.86%

Average Sale Price

**\$737,213**

-3.93%

Sales Volume

**\$341,832,680**

-4.61%

Unit Sales

**464**

-0.64%

New Listings

**1066**

-12.41%

Expired Listings

**43**

-59.05%

Unit Sales/Listings Ratio

**43.53%**

+5.15%

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

# THE MARKET IN DETAIL

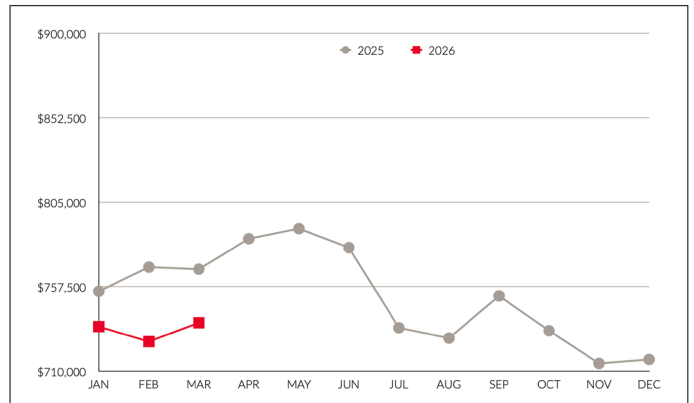
	2024	2025	2026	2025-2026
YTD Volume Sales	\$1,126,200,180	\$894,864,466	\$797,275,012	-10.91%
YTD Unit Sales	1,451	1,171	1,088	-7.09%
YTD New Listings	2,531	3,016	2,565	-14.95%
YTD Sales/Listings Ratio	57.33%	38.83%	42.42%	+9.25%
YTD Expired Listings	232	341	358	+4.99%
Monthly Volume Sales	\$476,000,854	\$358,362,030	\$341,832,680	-4.61%
Monthly Unit Sales	593	467	464	-0.64%
Monthly New Listings	1020	1217	1066	-12.41%
Monthly Sales/Listings Ratio	58.14%	38.37%	43.53%	+13.43%
Monthly Expired Listings	59	105	43	-59.05%
YTD Sales: \$0-\$199K	3	1	2	+100%
YTD Sales: \$200k-349K	24	28	67	+139.29%
YTD Sales: \$350K-\$549K	255	206	195	-5.34%
YTD Sales: \$550K-\$749K	481	412	408	-0.97%
YTD Sales: \$750K-\$999K	469	360	277	-23.06%
YTD Sales: \$1M-\$2M	216	159	124	-22.01%
YTD Sales: \$2M+	10	6	14	+133.33%
YTD Average Days-On-Market	25.33	28.33	37.33	+31.76%
YTD Average Sale Price	\$773,023	\$763,610	\$732,966	-4.01%
YTD Median Sale Price	\$725,250	\$720,000	\$685,000	-4.86%

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

# AVERAGE SALE PRICE

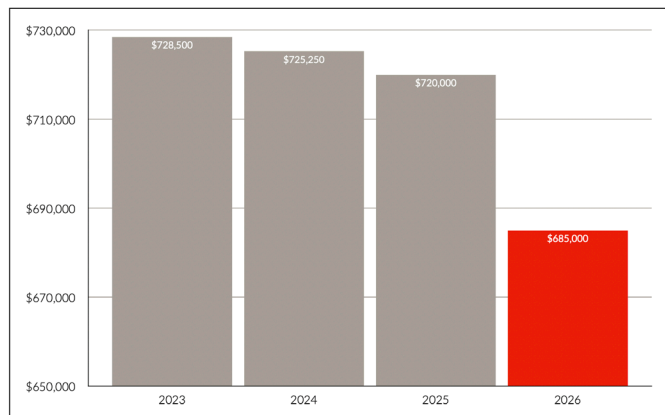


Year-Over-Year

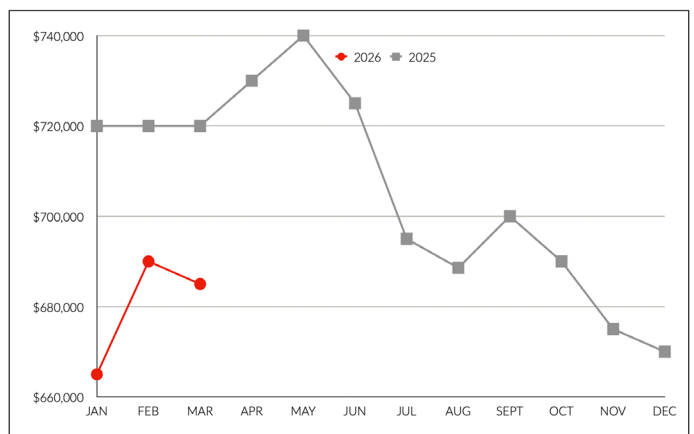


Month-Over-Month 2025 vs. 2026

# MEDIAN SALE PRICE



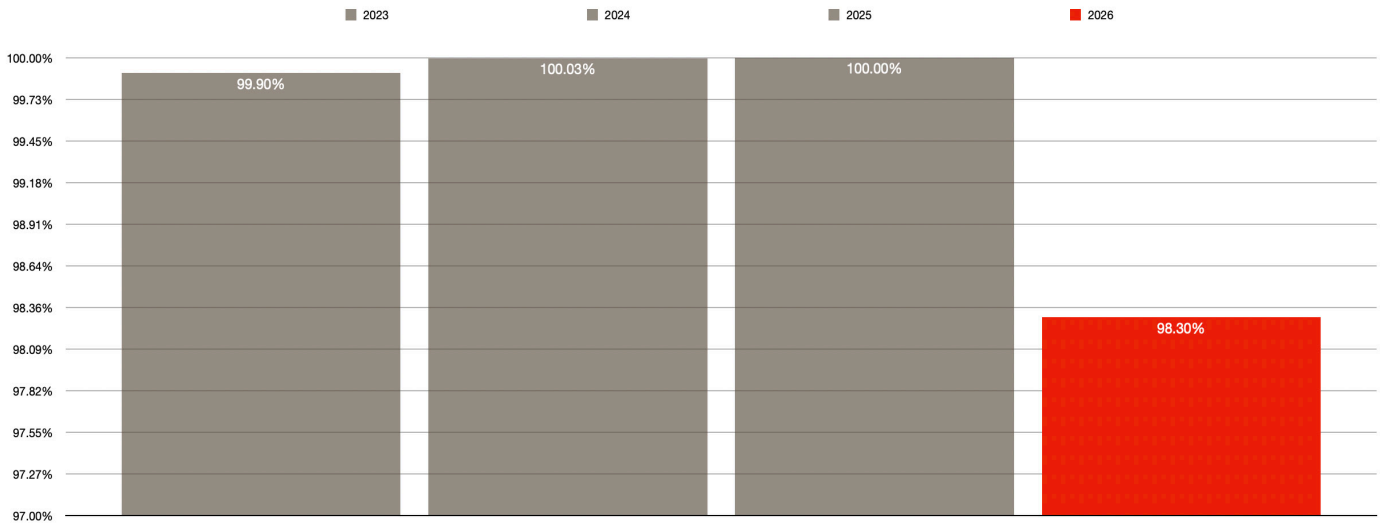
Year-Over-Year



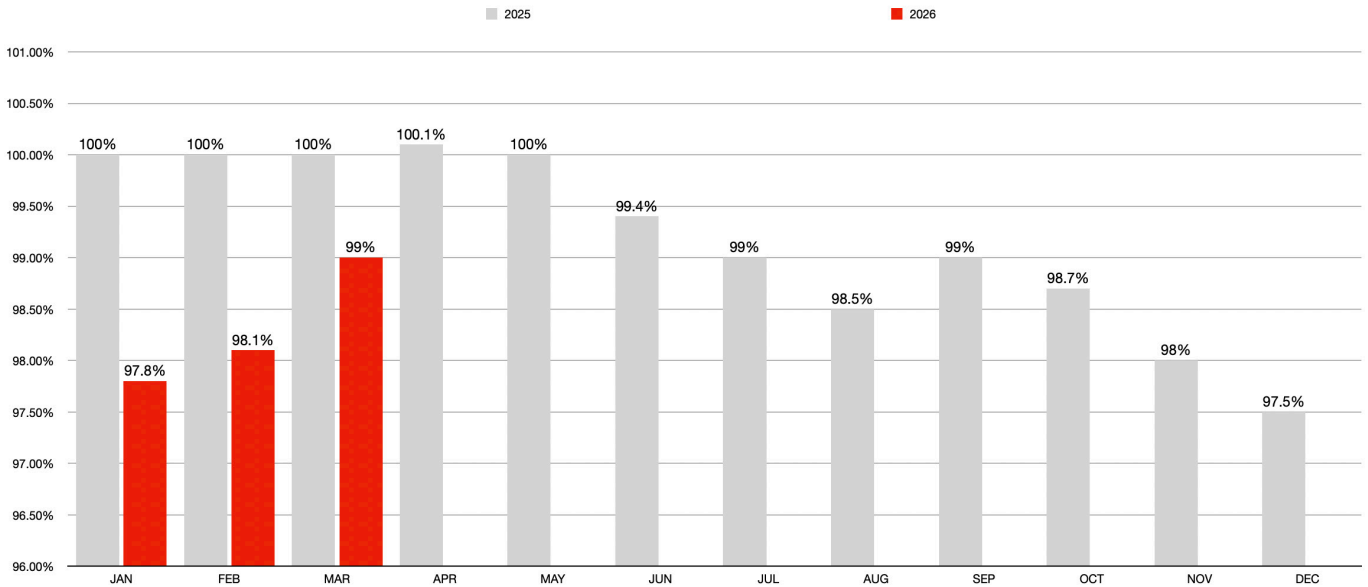
Month-Over-Month 2025 vs. 2026

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

# SALE PRICE VS. LIST PRICE RATIO

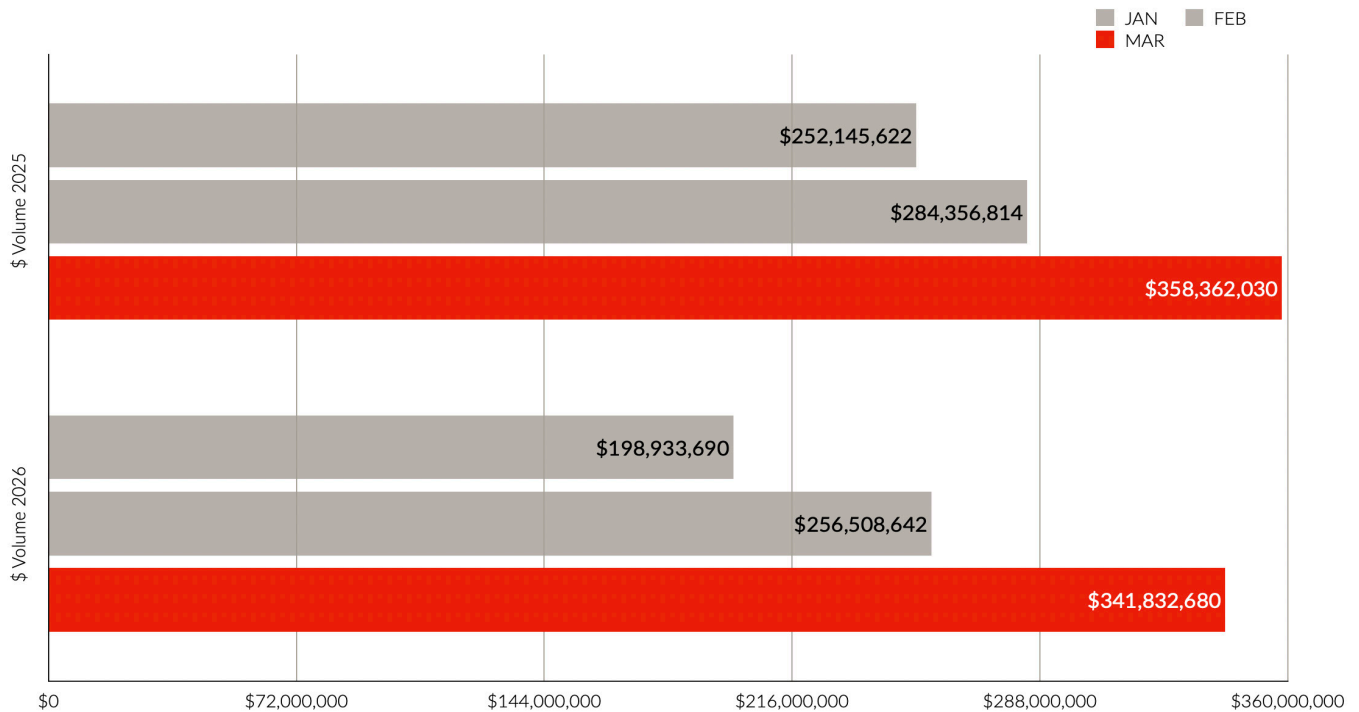


## Year-Over-Year

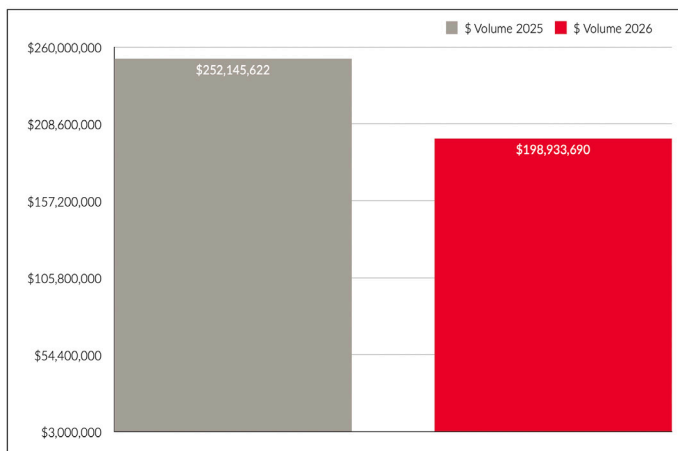


## Month-Over-Month 2025 vs. 2026

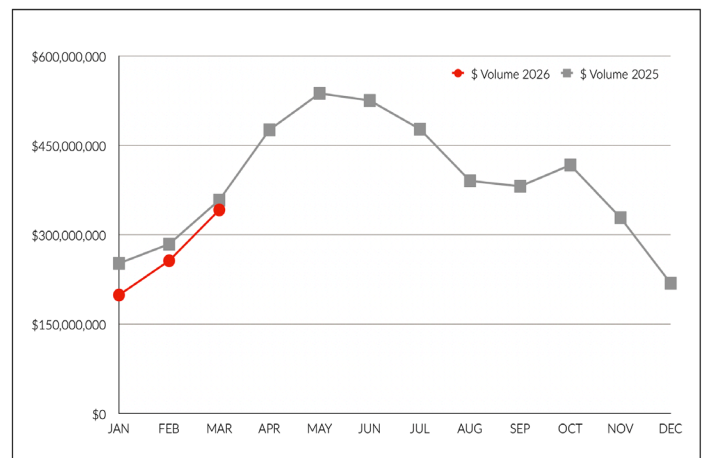
# DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

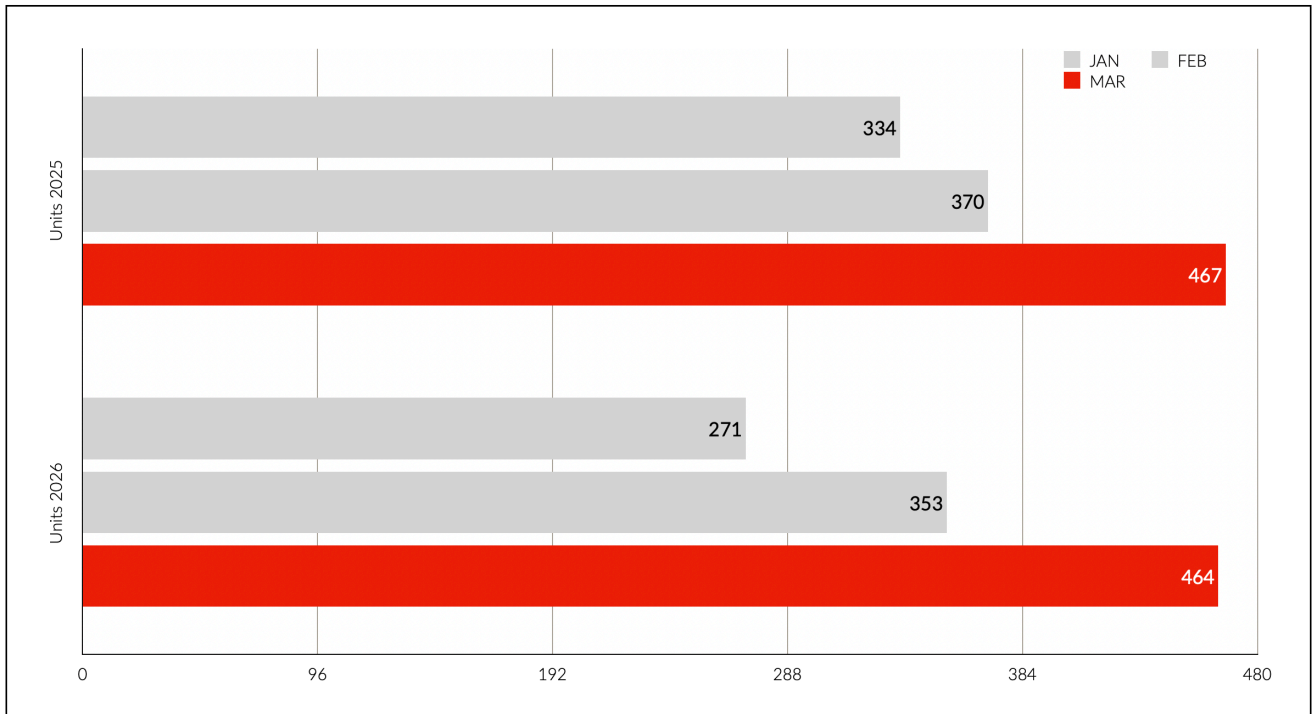


Yearly Totals 2025 vs. 2026

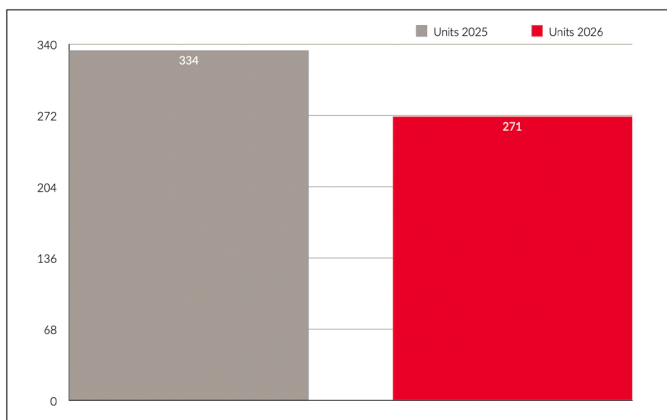


Month vs. Month 2025 vs. 2026

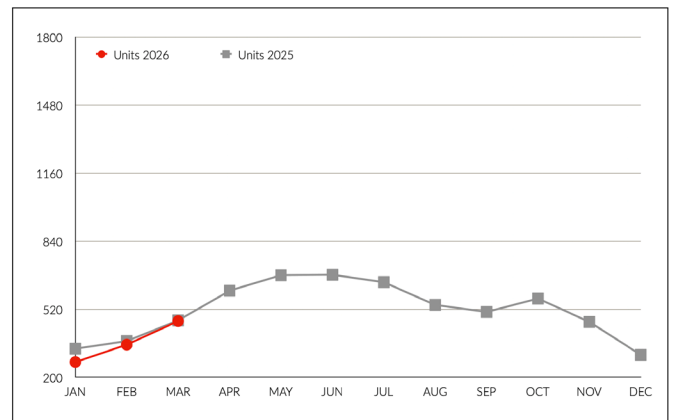
# UNIT SALES



Monthly Comparison 2025 vs. 2026

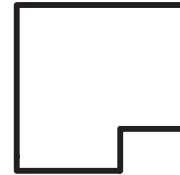


Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

# SALES BY TYPE



	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
YTD Sales Volume	\$672,685,832 -7.82%	\$121,628,180 -24.26%	\$17,669,000 +339.69%
YTD Unit Sales	818 -4.1%	264 -14.29%	6 -53.85%
YTD Average Sale Price	\$822,354 -3.88%	\$460,713 -11.64%	\$2,944,833.33 +852.66%
March Sales Volume	\$292,232,080 -0.44%	\$48,545,600 -21.65%	\$5,175,000 +2,712.5%
March Unit Sales	355 +4.41%	107 -11.57%	3 +50%

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