



2025 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

BUYER'S MARKET

The [Waterloo Region](#) real estate market saw shifting trends in January, reflecting a transition into a buyer's market. The median sale price dipped slightly by 0.45% to \$720,750, while the average sale price declined by 0.62% to \$756,323. Sales volume fell by 11.3%, with unit sales down 10.75% to 332 properties. Meanwhile, new listings surged by 27.23%, increasing inventory and providing more options for buyers. With expired listings up 34.29% and the unit sales-to-listings ratio declining to 36.44%, market conditions now favour buyers.



January year-over-year sales volume of \$251,099,122

Down 11.3% from 2024's \$283,096,836 with unit sales of 332 down 10.75% from last January's 372. New listings of 911 are up 27.23% from a year ago, with the sales/listing ratio of 36.44% down 15.51%.



Year-to-date sales volume of \$251,099,122

Down 11.3% from 2024's \$283,096,836 with unit sales of 332 down 10.75% from 2024's 372. New listings of 911 are up 27.23% from a year ago, with the sales/listing ratio of 36.44% down 15.51%.



Year-to-date average sale price of \$756,323

Down from \$761,013 from last year, with median sale price of \$720,750 down from \$724,000 one year ago. Average days-on-market of 33 is the same as last year.

JANUARY NUMBERS

Median Sale Price
\$720,750
 -0.45%

Average Sale Price
\$756,323
 -0.62%

Sales Volume
\$251,099,122
 -11.3%

Unit Sales
332
 -10.75%

New Listings
911
 +27.23%

Expired Listings
141
 +34.29%

Unit Sales/Listings Ratio
36.44%
 -15.51%

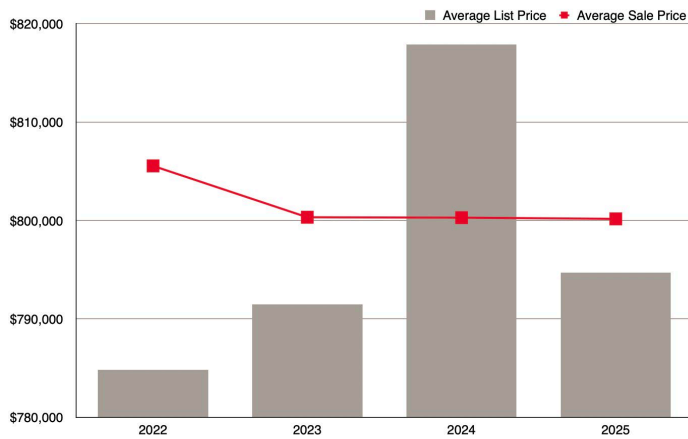
*Year-over-year comparison
 (January 2025 vs. January 2024)*

THE MARKET IN DETAIL

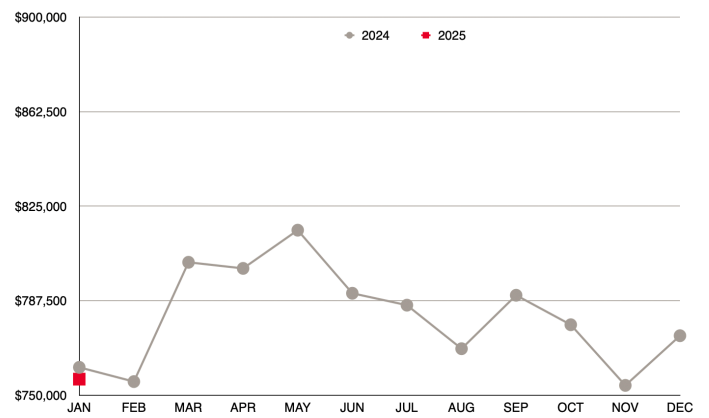
	2024	2025	2025	2025-2025
YTD Volume Sales	\$226,449,706	\$283,096,836	\$251,099,122	-11.3%
YTD Unit Sales	297	372	332	-10.75%
YTD New Listings	580	716	911	+27.23%
YTD Sales/Listings Ratio	51.21%	51.96%	36.44%	-15.51%
YTD Expired Listings	89	105	141	+34.29%
Monthly Volume Sales	\$226,449,706	\$283,096,836	\$251,099,122	-11.3%
Monthly Unit Sales	297	372	332	-10.75%
Monthly New Listings	580	716	911	+27.23%
Monthly Sales/Listings Ratio	51.21%	51.96%	36.44%	-15.51%
Monthly Expired Listings	89	105	141	+34.29%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	3	8	5	-37.5%
YTD Sales: \$350K-\$549K	69	71	57	-19.72%
YTD Sales: \$550K-\$749K	91	136	127	-6.62%
YTD Sales: \$750K-\$999K	97	108	101	-6.48%
YTD Sales: \$1M-\$2M	34	48	40	-16.67%
YTD Sales: \$2M+	3	4	2	-50%
YTD Average Days-On-Market	26.00	33.00	33.00	No Change
YTD Average Sale Price	\$762,457	\$761,013	\$756,323	-0.62%
YTD Median Sale Price	\$725,000	\$724,000	\$720,750	-0.45%

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

AVERAGE SALE PRICE

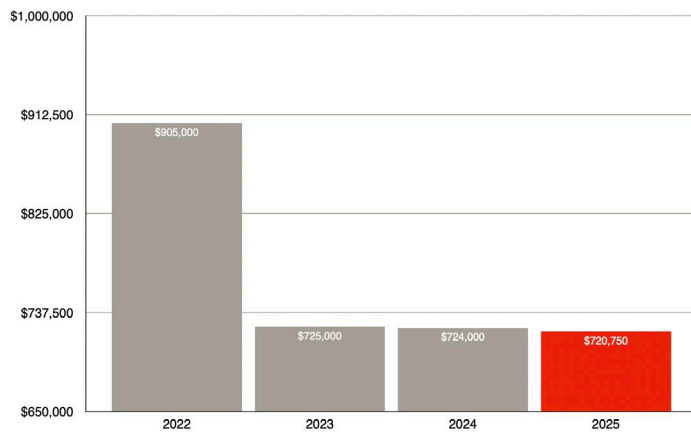


Year-Over-Year

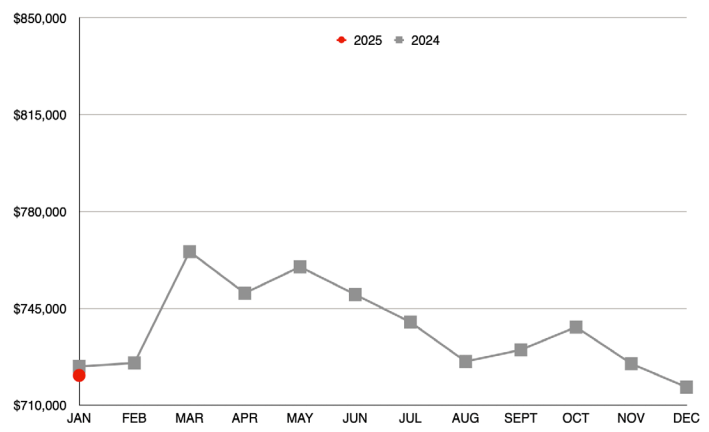


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



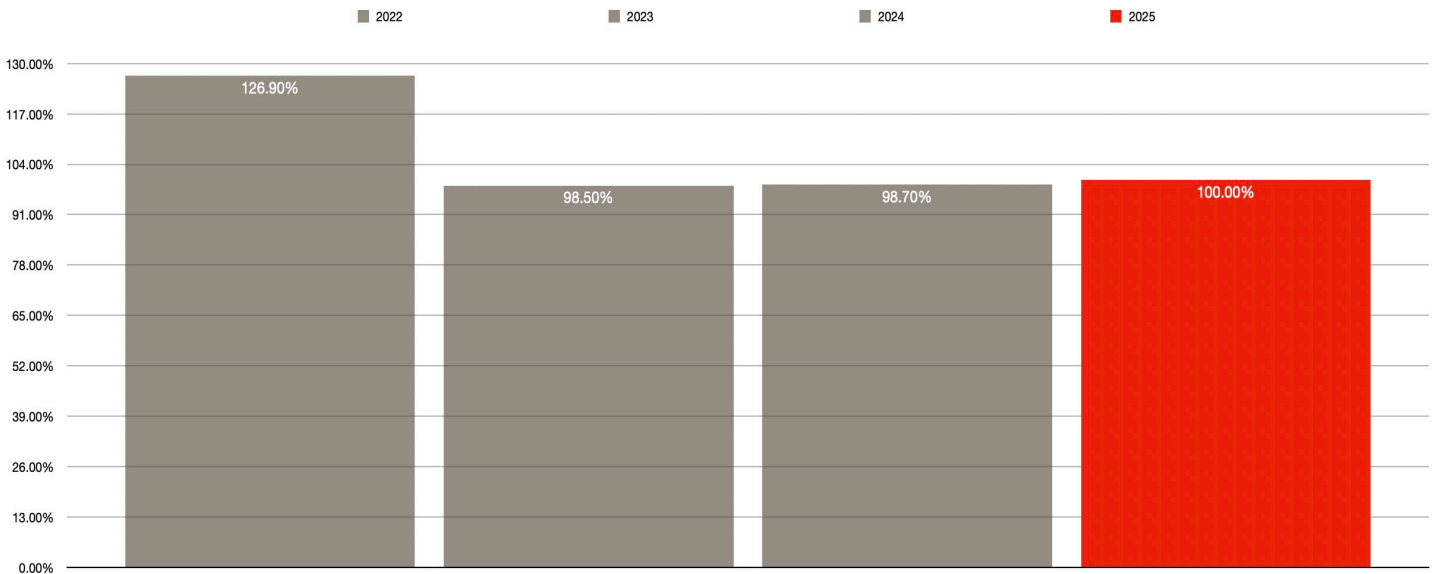
Year-Over-Year



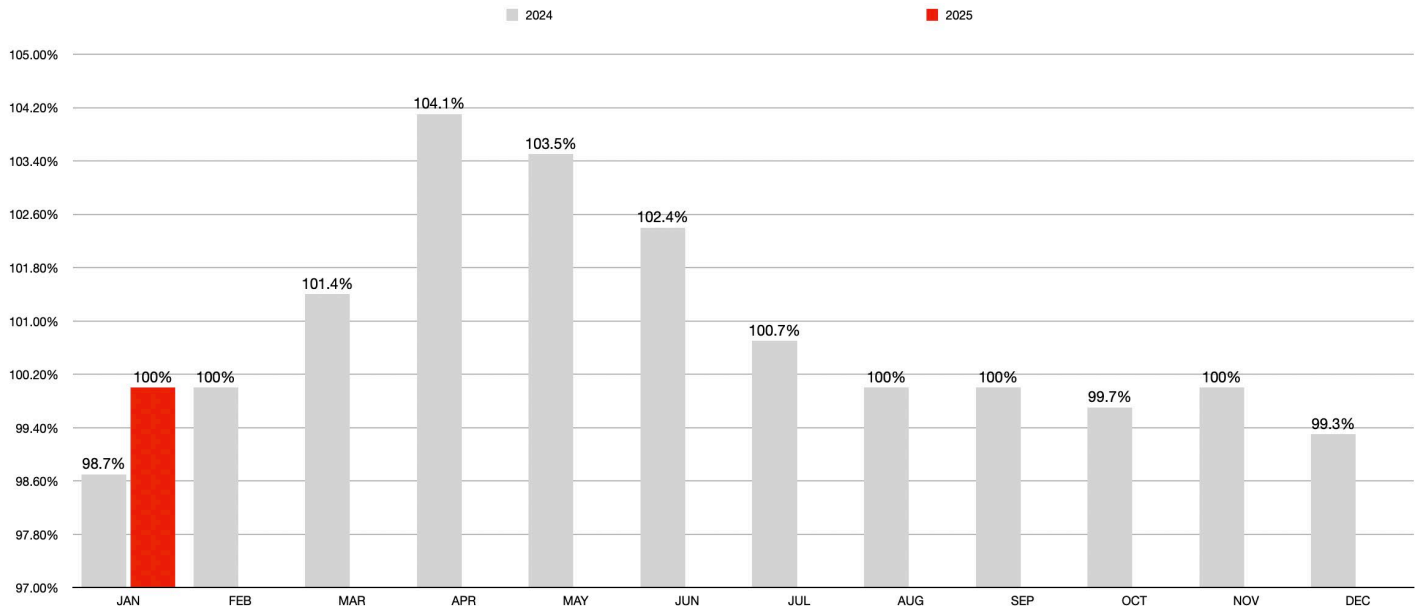
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

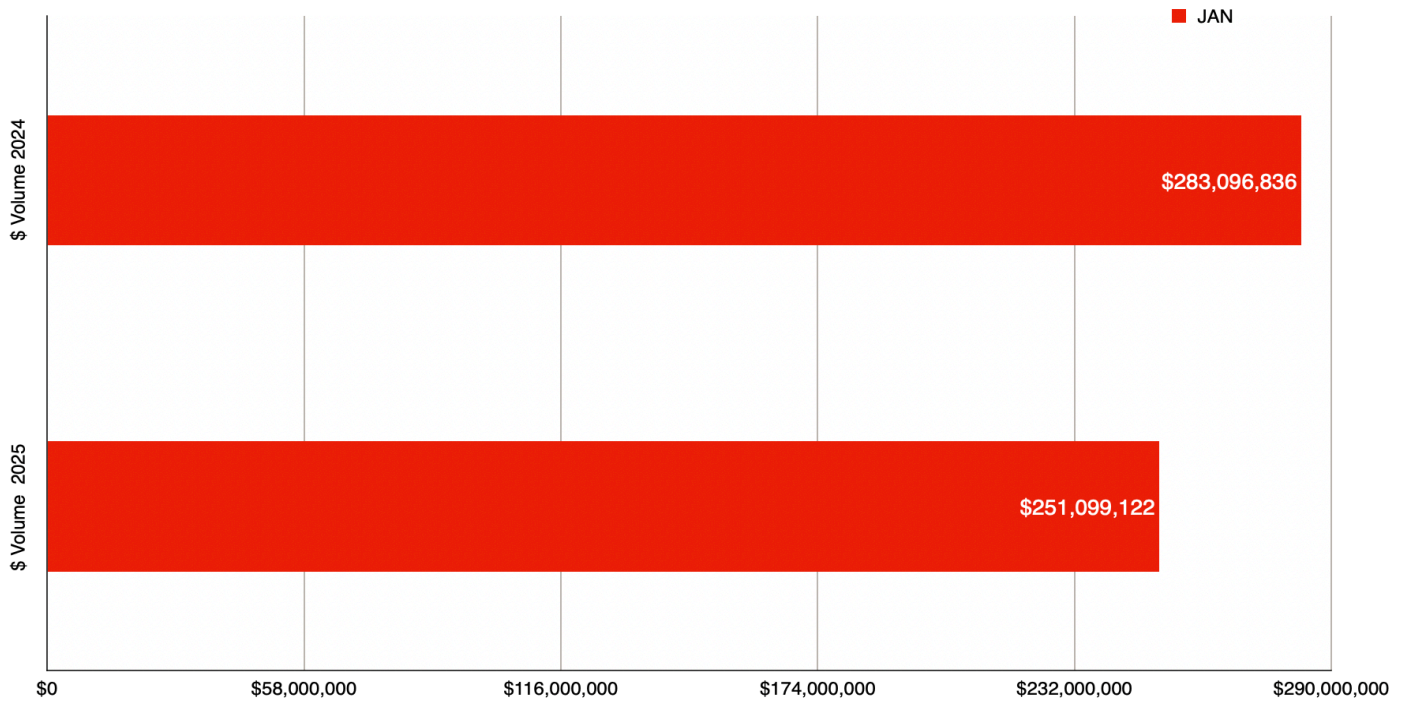


Year-Over-Year

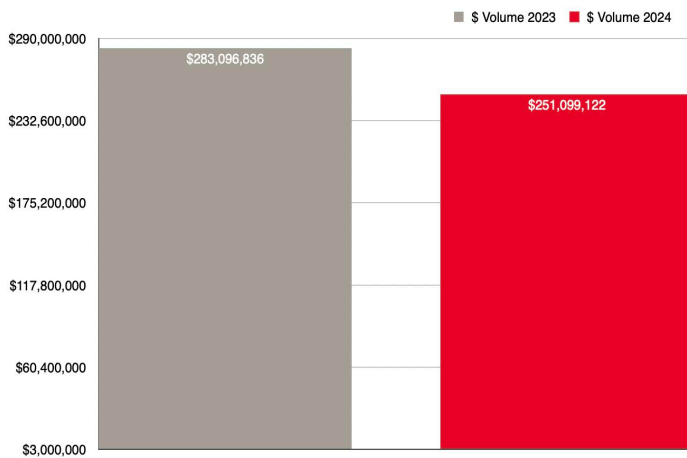


Month-Over-Month 2024 vs. 2025

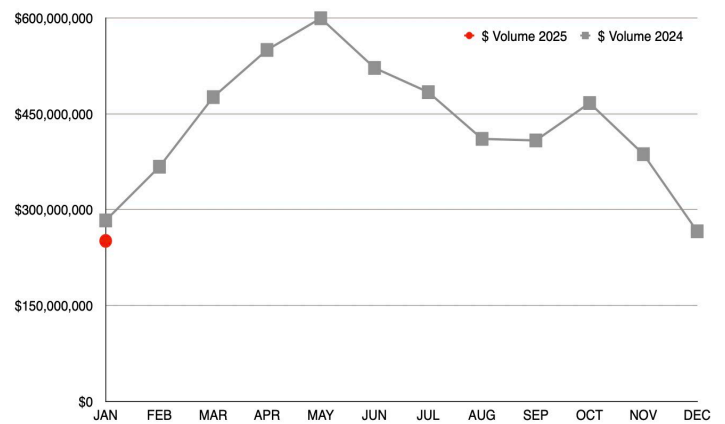
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

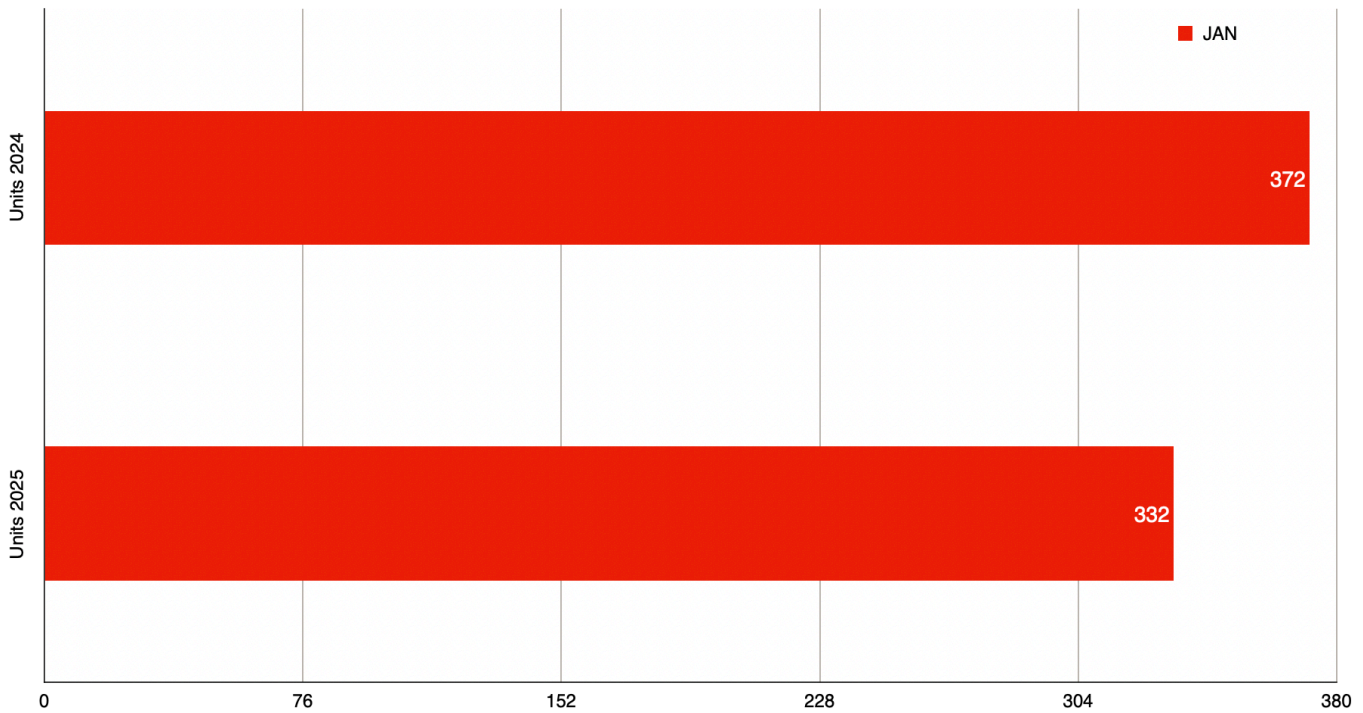


Yearly Totals 2024 vs. 2025

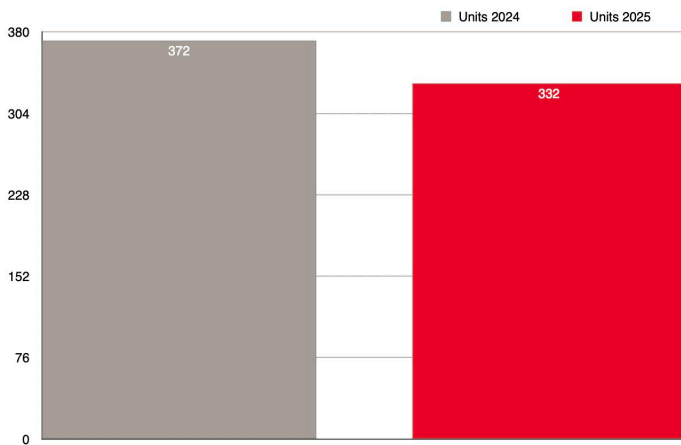


Month vs. Month 2024 vs. 2025

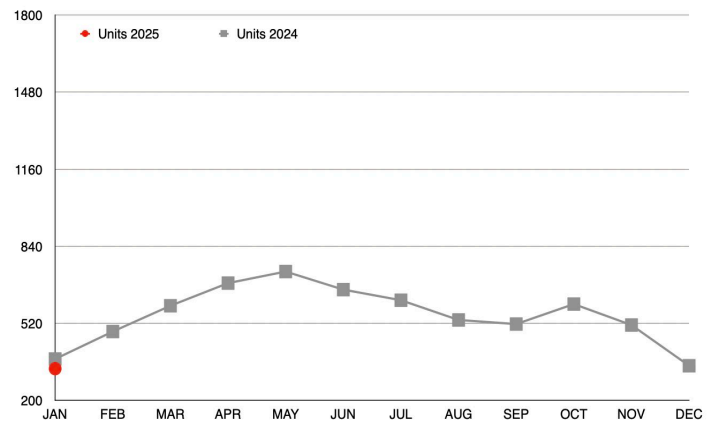
UNIT SALES



Monthly Comparison 2024 vs. 2025

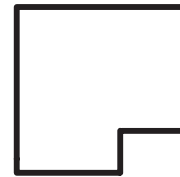


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$204,568,337 -10.9%	\$45,950,785 -12.37%	\$250,500* Up from \$0
YTD Unit Sales	245 -8.58%	86 -14.85%	4 Up from 0
YTD Average Sale Price	\$834,973 +0.63%	\$534,311 -1.41%	\$62,625* Up from \$0
January Sales Volume	\$204,568,337 -10.9%	\$45,950,785 -12.37%	\$250,500* Up from \$0
January Unit Sales	245 -8.58%	86 -14.85%	4 Up from 0

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, 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 surpressed, 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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