# 2026
# AUGUST
# WATERLOO
## Real Estate Market Report

ROYAL LEPAGE ROYAL CITY REALTY BROKERAGE

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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.

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# OVERVIEW

## BALANCED MARKET

The Waterloo Region remained in balanced market territory through August, with the year-to-date sales-to-listings ratio sitting at 45.34%, above the 39% threshold. August pricing softened slightly year over year, as the median sale price declined 1.25% to $680,000, while the average sale price decreased 0.76% to $723,056. Sales activity also eased, with sales volume falling 11.85% to $344.17M and unit sales declining 11.85% to 476 transactions. New listings decreased 15.03% to 882, while expired listings dropped 14.55% to 182. With the monthly sales-to-listings ratio at 53.97%, balanced market conditions continued across Waterloo Region through August.

### August year-over-year sales volume of $344,174,624

Down 11.85% from 2025's $390,457,136 with unit sales of 476 down 11.85% from last August's 540. New listings of 882 are down 15.03% from a year ago, with the sales/listing ratio of 53.97% up 1.95%.

### Year-to-date sales volume of $2,948,797,275

Down 10.69% from 2025's $3,301,619,229 with unit sales of 4,027 down 6.93% from 2025's 4,327. New listings of 8,881 are down 11.32% from a year ago, with the sales/listing ratio of 45.34% up 4.95%.

### Year-to-date average sale price of $731,805

Down from $763,490 one year ago, with median sale price of $687,500 down from $720,000 one year ago. Average days-on-market of 32 is up approximately 4 days from last year.

## AUGUST NUMBERS

Median Sale Price
**$680,000**
-1.25%

Average Sale Price
**$723,056**
-0.76%

Sales Volume
**$344,174,624**
-11.85%

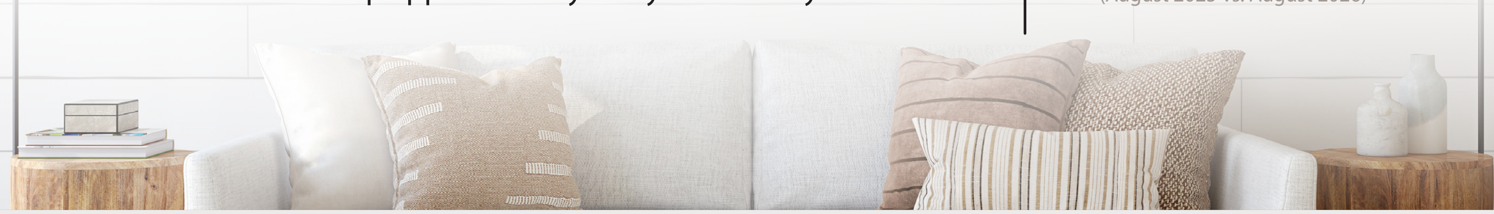
Unit Sales
**476**
-11.85%

New Listings
**882**
-15.03%

Expired Listings
**182**
-14.55%

Unit Sales/Listings Ratio
**53.97%**
+1.95%

Year-over-year comparison
(August 2025 vs. August 2026)



# THE MARKET IN DETAIL

| | 2024 | 2025 | 2026 | 2025-2026 |
|---|---|---|---|---|
| YTD Volume Sales | $3,691,414,878 | $3,301,619,229 | $2,948,797,275 | -10.69% |
| YTD Unit Sales | 4,683 | 4,327 | 4,027 | -6.93% |
| YTD New Listings | 9,378 | 10,015 | 8,881 | -11.32% |
| YTD Sales/Listings Ratio | 49.94% | 43.21% | 45.34% | +4.95% |
| YTD Expired Listings | 829 | 1,219 | 1,098 | -9.93% |
| Monthly Volume Sales | $410,659,606 | $390,457,136 | $344,174,624 | -11.85% |
| Monthly Unit Sales | 534 | 540 | 476 | -11.85% |
| Monthly New Listings | 988 | 1038 | 882 | -15.03% |
| Monthly Sales/Listings Ratio | 54.05% | 52.02% | 53.97% | +3.74% |
| Monthly Expired Listings | 191 | 213 | 182 | -14.55% |
| YTD Sales: $0-$199K | 7 | 11 | 7 | -36.36% |
| YTD Sales: $200k-349K | 56 | 124 | 207 | +66.94% |
| YTD Sales: $350K-$549K | 758 | 726 | 719 | -0.96% |
| YTD Sales: $550K-$749K | 1,548 | 1,581 | 1,549 | -2.02% |
| YTD Sales: $750K-$999K | 1,595 | 1,236 | 1,027 | -16.91% |
| YTD Sales: $1M-$2M | 709 | 619 | 480 | -22.46% |
| YTD Sales: $2M+ | 37 | 32 | 33 | +3.13% |

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

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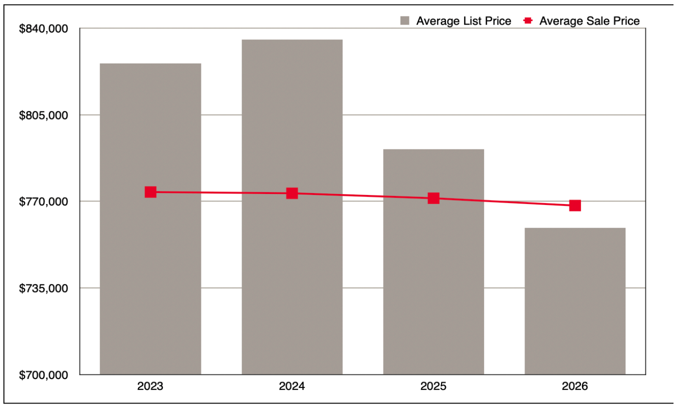
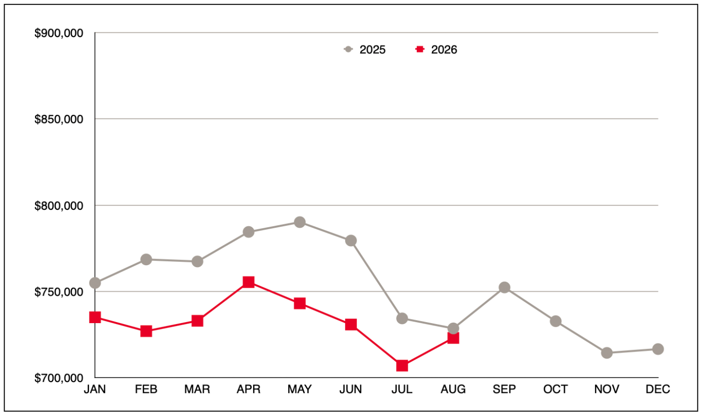
# AVERAGE SALE PRICE

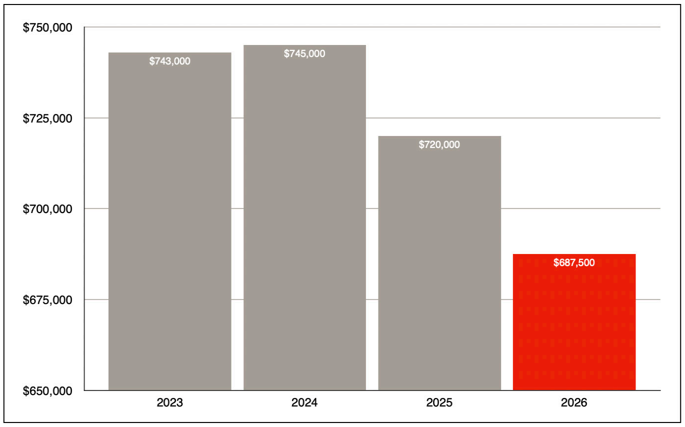



Year-Over-Year

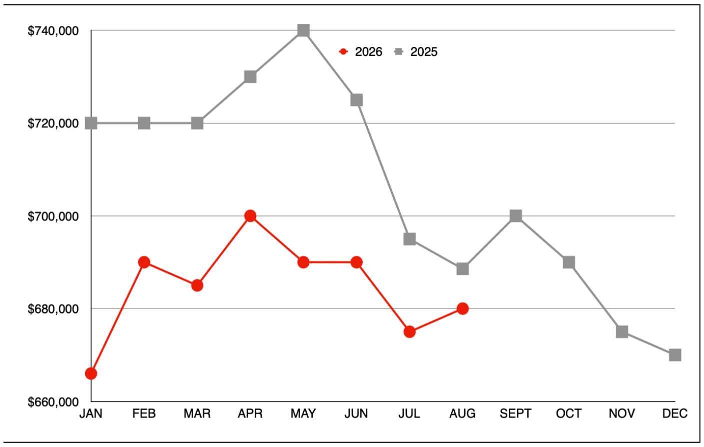



Month-Over-Month 2025 vs. 2026

# MEDIAN SALE PRICE




Year-Over-Year




Month-Over-Month 2025 vs. 2026

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

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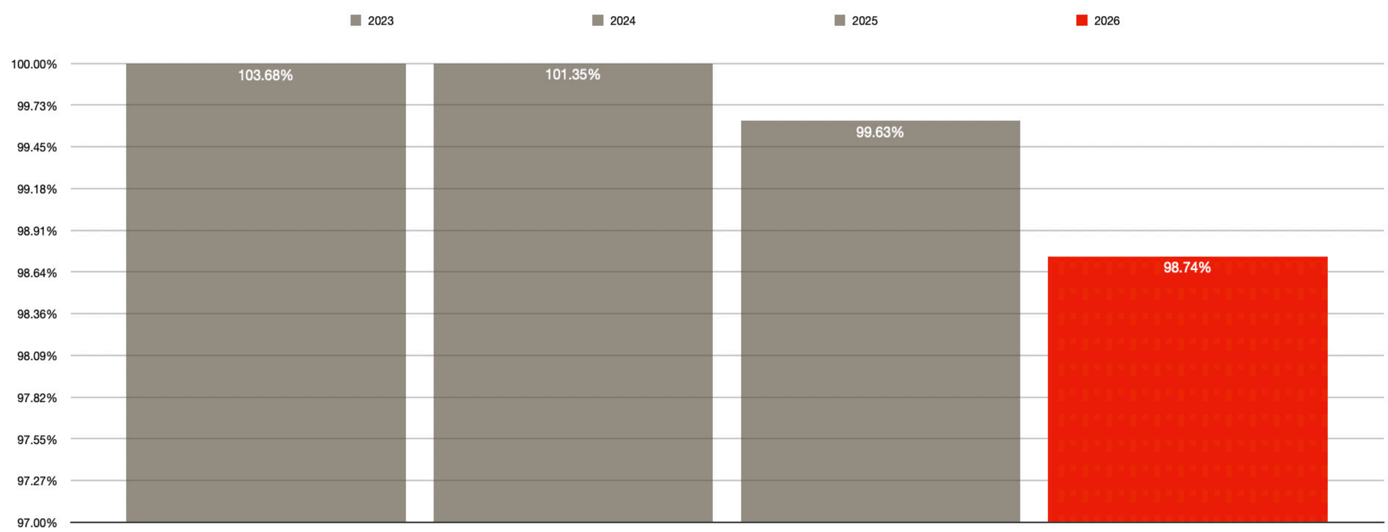
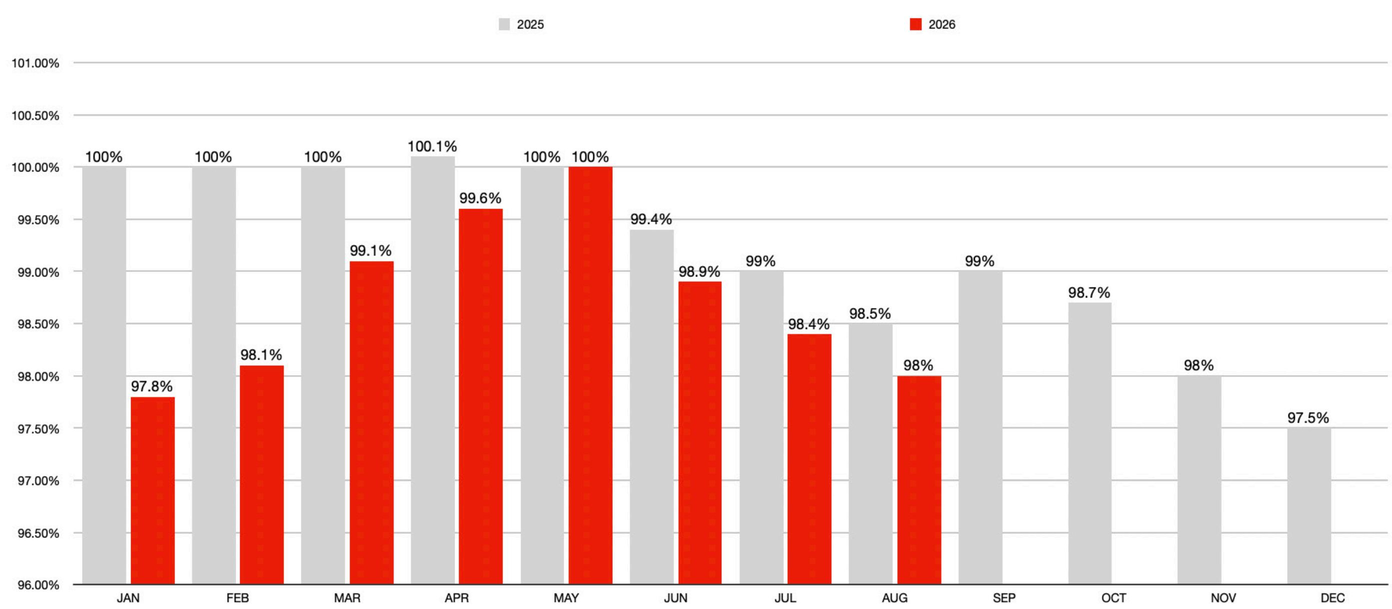
# SALE PRICE VS. LIST PRICE RATIO

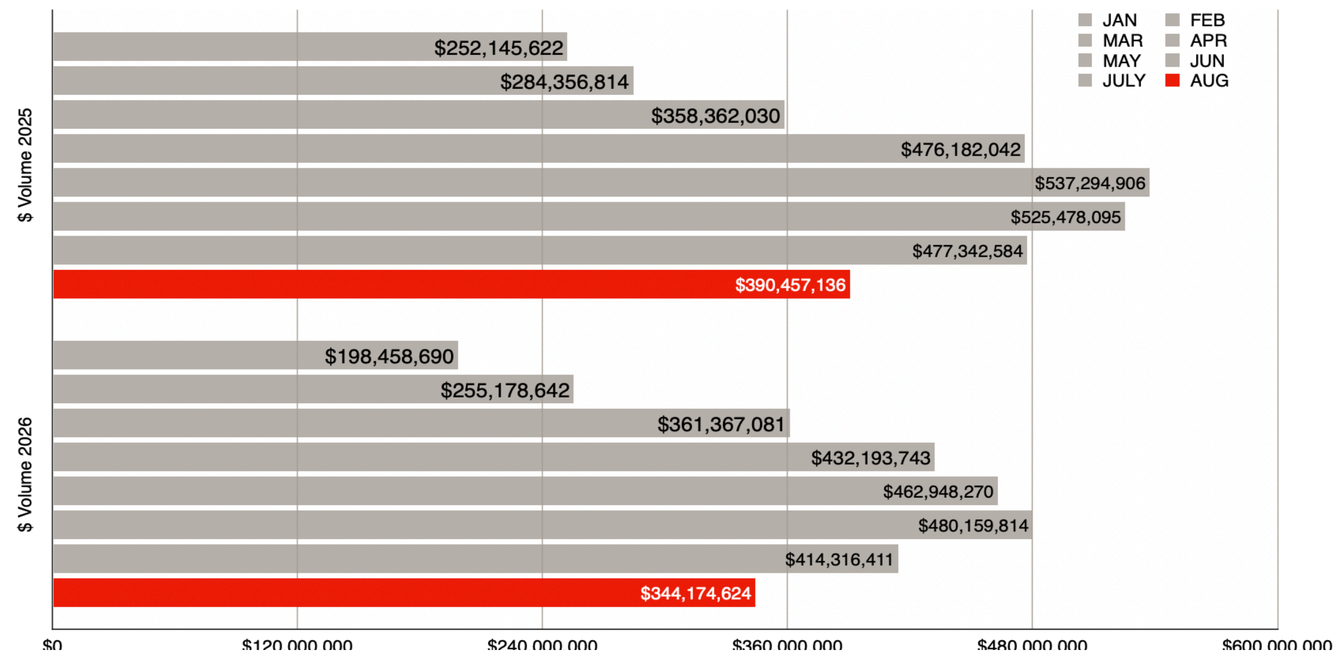



Year-Over-Year

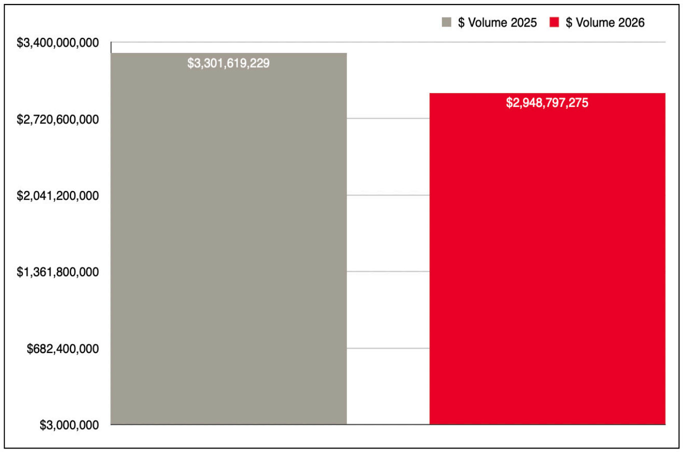



Month-Over-Month 2025 vs. 2026

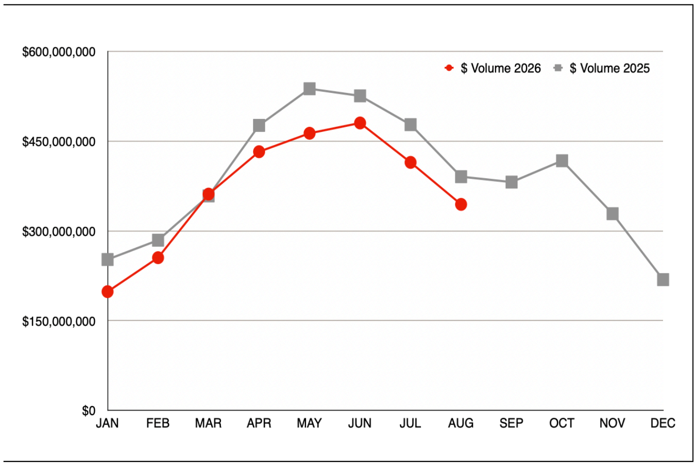
# DOLLAR VOLUME SALES




Monthly Comparison 2025 vs. 2026

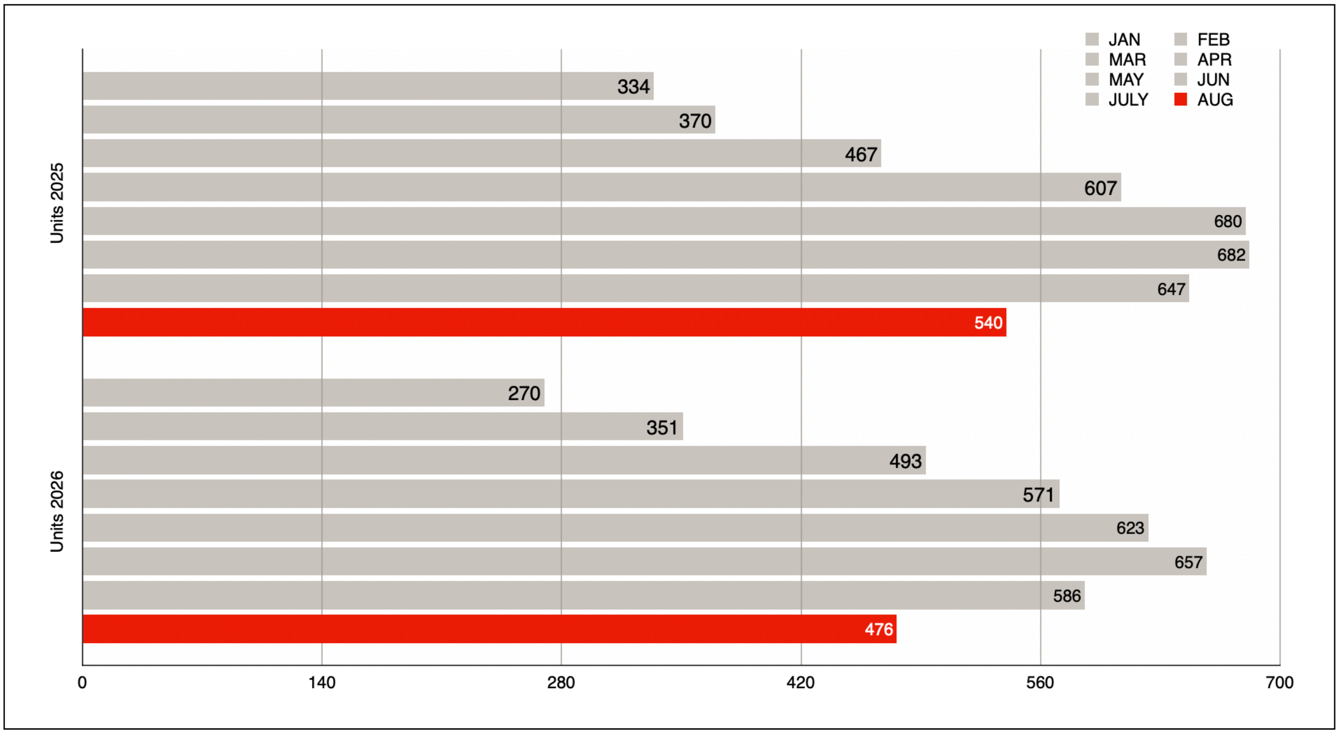



Yearly Totals 2025 vs. 2026

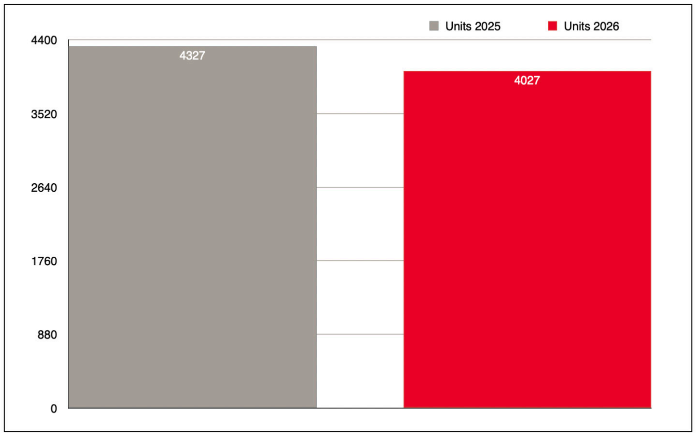



Month vs. Month 2025 vs. 2026

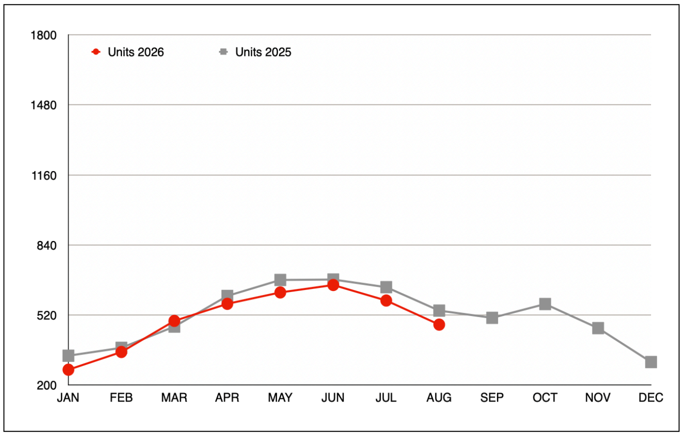
# UNIT SALES




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 | $2,539,298,725<br>-8.38% | $397,126,650<br>-24.69% | $50,045,802<br>+104.25% |
| YTD Unit Sales | 3147<br>-3.91% | 850<br>-17.48% | 27<br>-10% |
| YTD Average Sale Price | $806,895<br>-4.65% | $467,208<br>-8.74% | $1,853,548.22<br>+126.94% |
| August Sales Volume | $298,064,566<br>-10.05% | $45,296,058<br>-27.03% | $15,223,525<br>+1,137.68% |
| August Unit Sales | 375<br>-9.42% | 98<br>-22.22% | 5<br>+66.67% |

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

NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of August 31, 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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