



2026 JULY

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** remained in balanced market territory through July, with the year-to-date sales-to-listings ratio sitting at 44.39%, above the 39% threshold. Pricing continued to soften year over year, as the median sale price declined 2.88% to \$675,000, while the average sale price decreased 3.73% to \$707,025. Sales activity also eased, with sales volume falling 13.20% to \$414.32M and unit sales declining 9.43% to 586 transactions. New listings decreased 14.39% to 1,166, while expired listings rose 10.13% to 174. With the monthly sales-to-listings ratio improving to 50.26%, balanced market conditions continued across Waterloo Region despite ongoing price moderation.

July year-over-year sales volume of \$414,316,411

Down 13.20% from 2025's \$477,342,584 with unit sales of 586 down 9.43% from last July's 647. New listings of 1,166 are down 14.39% from a year ago, with the sales/listing ratio of 50.26% up 5.80%.

Year-to-date sales volume of \$2,604,622,651

Down 10.53% from 2025's \$2,911,162,093 with unit sales of 3,551 down 6.23% from 2025's 3,787. New listings of 7,999 are down 10.89% from a year ago, with the sales/listing ratio of 44.39% up 5.23%.

Year-to-date average sale price of \$733,055

Down from \$768,476 one year ago, with median sale price of \$690,000 down from \$720,000 one year ago. Average days-on-market of 32 is up 5 days from last year.

JULY NUMBERS

Median Sale Price

\$675,000

-2.88%

Average Sale Price

\$707,025

-3.73%

Sales Volume

\$414,316,411

-13.2%

Unit Sales

586

-9.43%

New Listings

1,166

-14.39%

Expired Listings

174

+10.13%

Unit Sales/Listings Ratio

50.26%

+5.80%

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

THE MARKET IN DETAIL

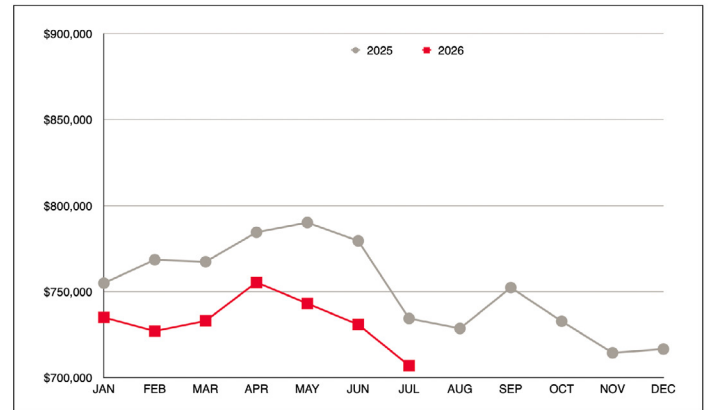
	2024	2025	2026	2025-2026
YTD Volume Sales	\$3,280,755,272	\$2,911,162,093	\$2,604,622,651	-10.53%
YTD Unit Sales	4,149	3,787	3,551	-6.23%
YTD New Listings	8,390	8,977	7,999	-10.89%
YTD Sales/Listings Ratio	49.45%	42.19%	44.39%	+5.23%
YTD Expired Listings	638	1,006	916	-8.95%
Monthly Volume Sales	\$483,749,354	\$477,342,584	\$414,316,411	-13.2%
Monthly Unit Sales	616	647	586	-9.43%
Monthly New Listings	1364	1362	1166	-14.39%
Monthly Sales/Listings Ratio	45.16%	47.50%	50.26%	+5.8%
Monthly Expired Listings	82	158	174	+10.13%
YTD Sales: \$0-\$199K	7	10	7	-30%
YTD Sales: \$200k-349K	51	109	183	+67.89%
YTD Sales: \$350K-\$549K	670	612	620	+1.31%
YTD Sales: \$550K-\$749K	1,352	1,370	1,373	+0.22%
YTD Sales: \$750K-\$999K	1,425	1,099	904	-17.74%
YTD Sales: \$1M-\$2M	637	560	432	-22.86%
YTD Sales: \$2M+	33	29	27	-6.9%
YTD Average Days-On-Market	21.43	27.43	31.71	+15.63%
YTD Average Sale Price	\$787,267	\$768,476	\$733,055	-4.61%
YTD Median Sale Price	\$750,000	\$720,000	\$690,000	-4.17%

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

AVERAGE SALE PRICE

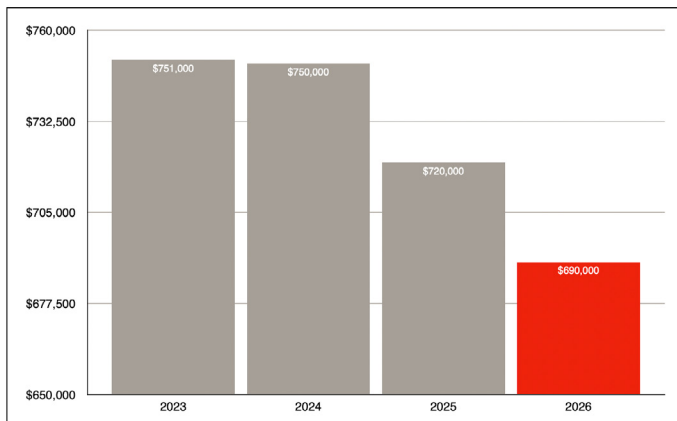


Year-Over-Year

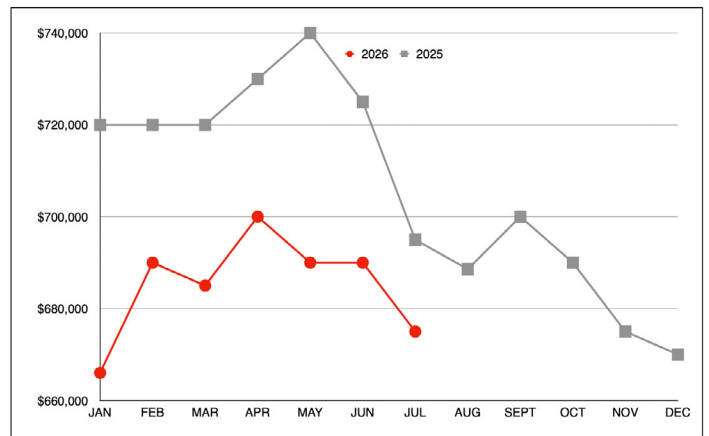


Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE



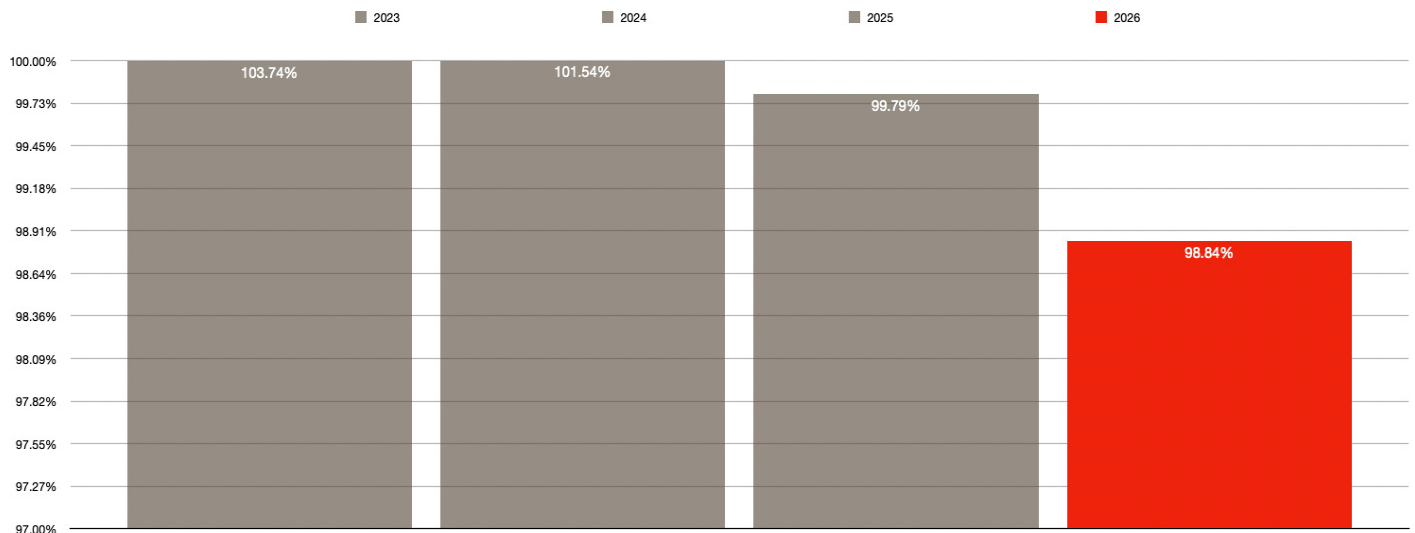
Year-Over-Year



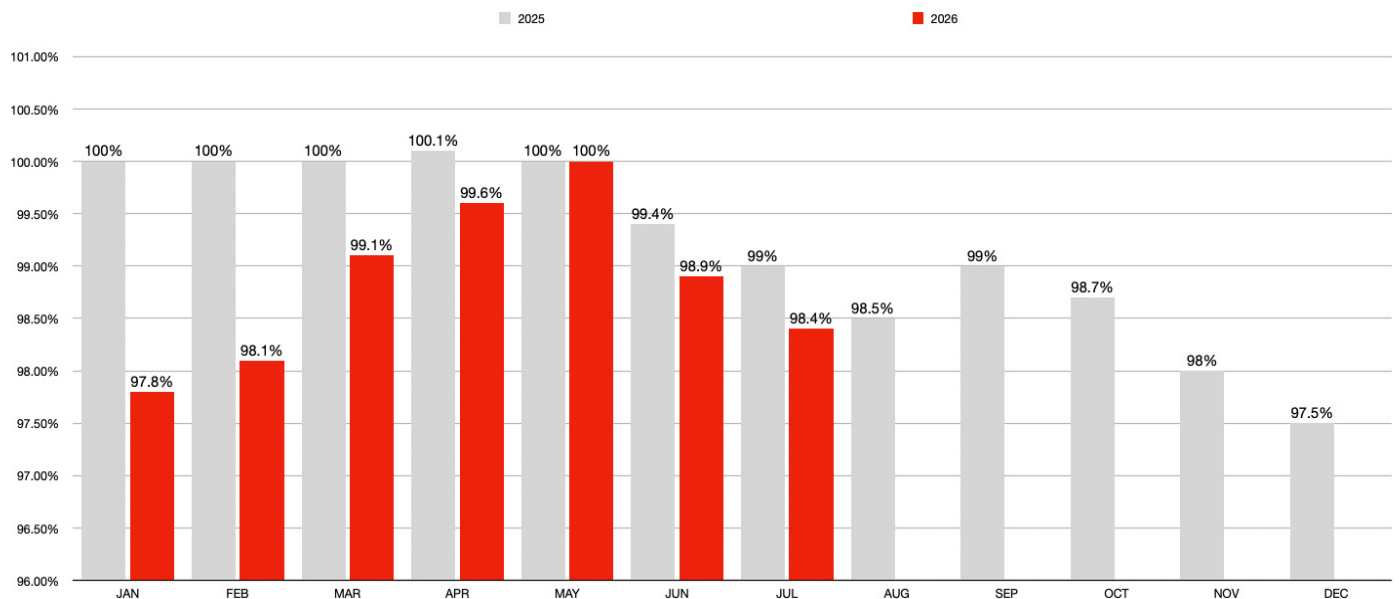
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. LIST PRICE RATIO

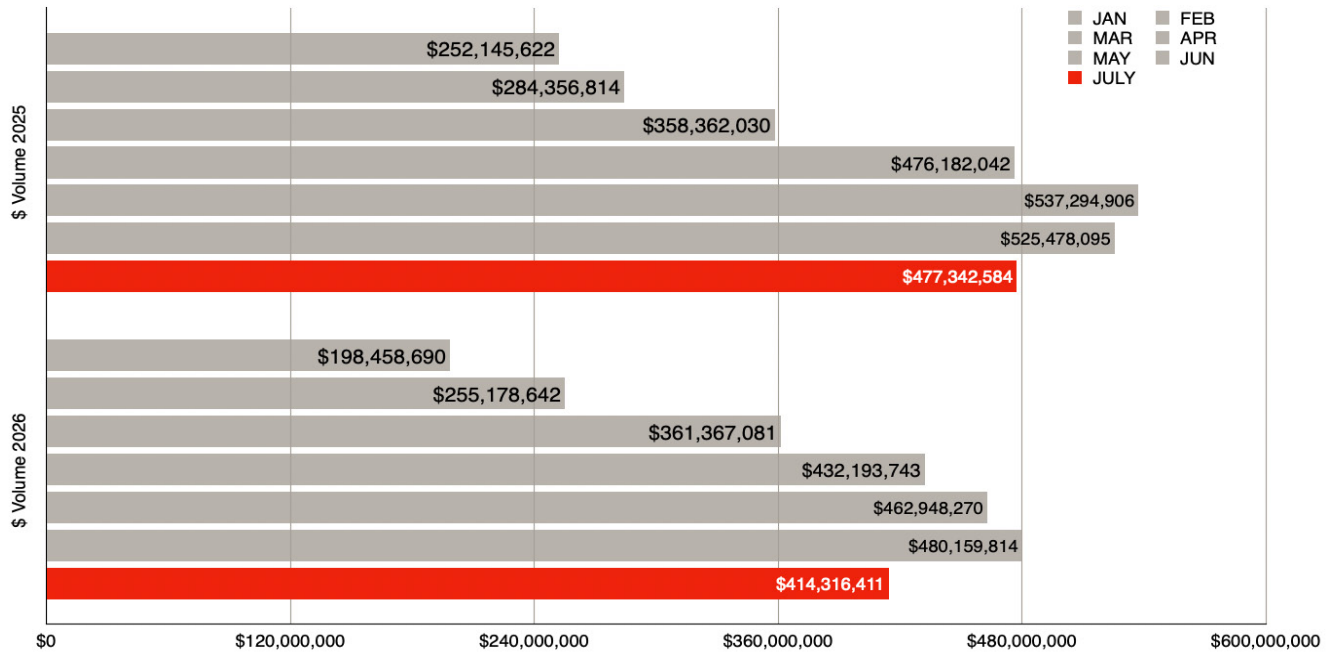


Year-Over-Year

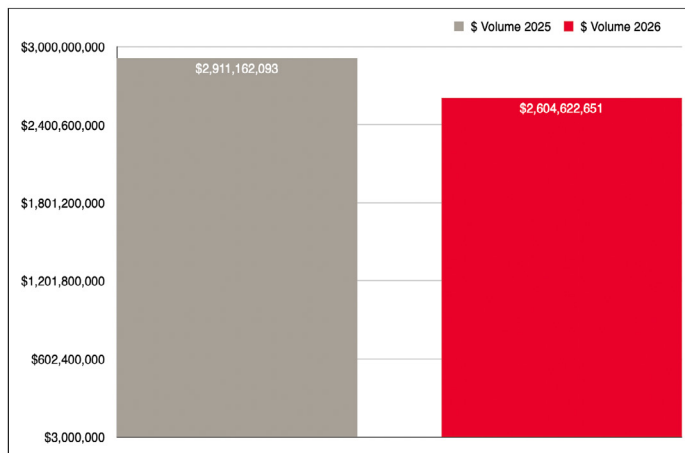


Month-Over-Month 2025 vs. 2026

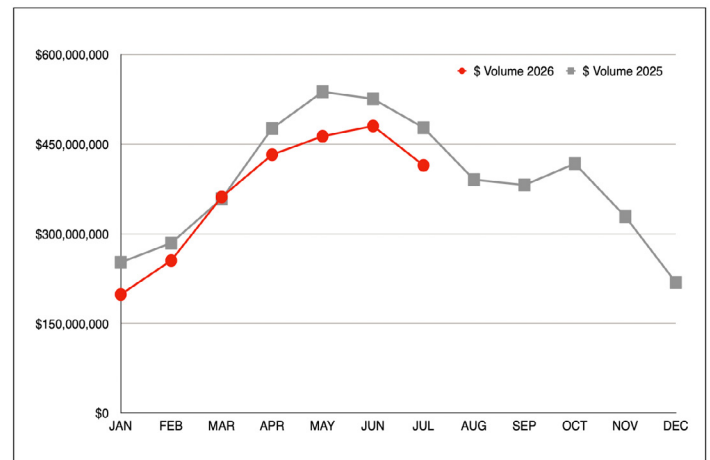
DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

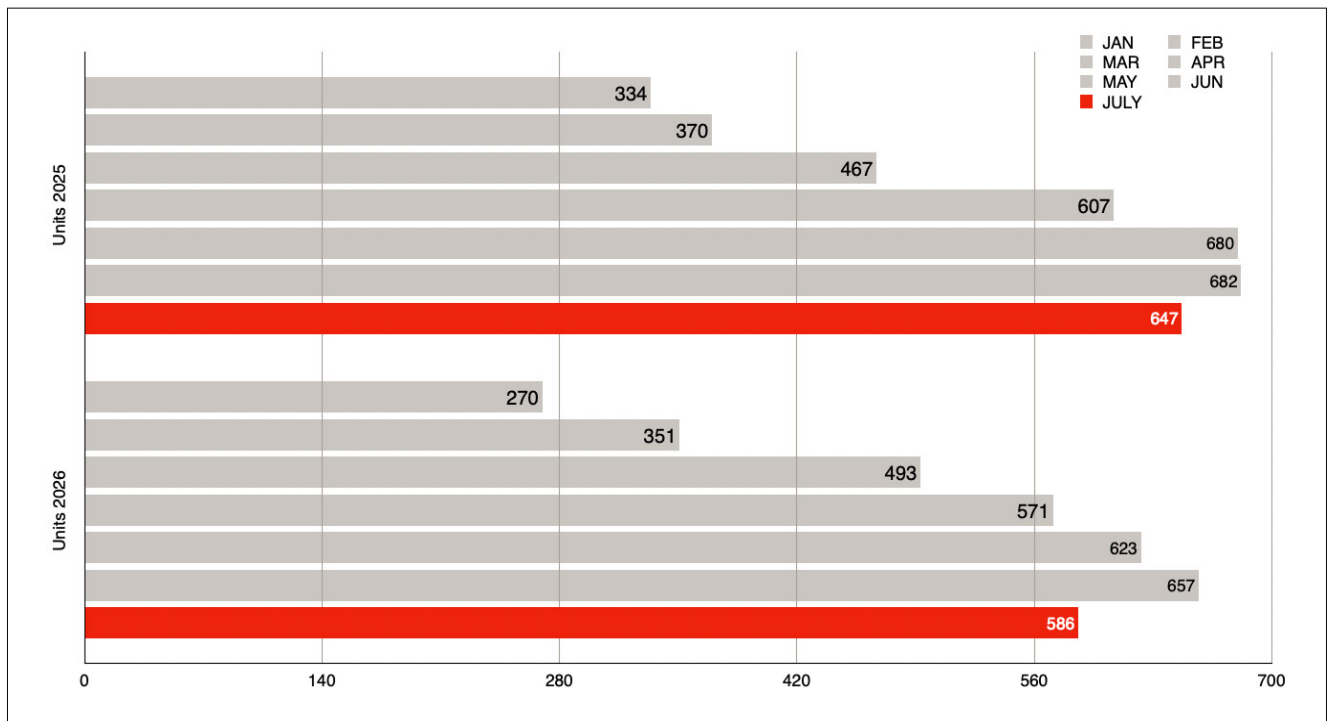


Yearly Totals 2025 vs. 2026

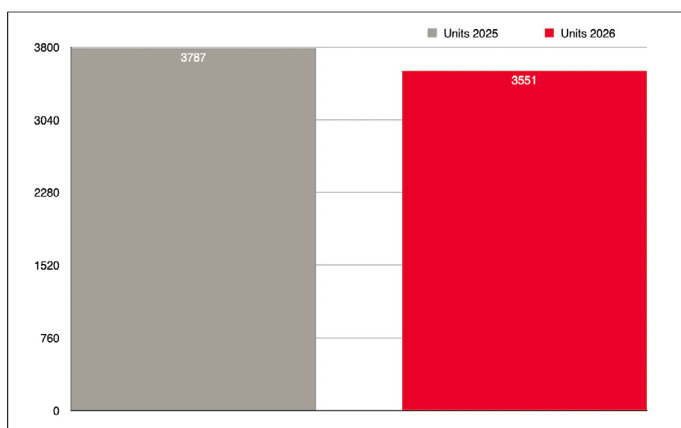


Month vs. Month 2025 vs. 2026

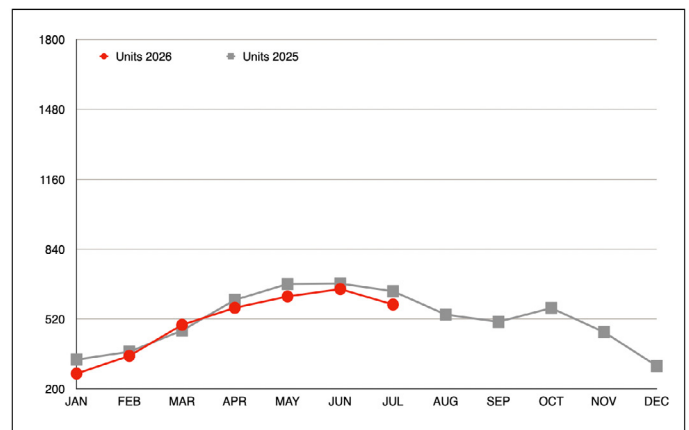
UNIT SALES



Monthly Comparison 2025 vs. 2026



Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$2,241,234,159 -8.15%	\$351,830,592 -24.38%	\$34,822,277 +49.63%
YTD Unit Sales	2772 -3.11%	752 -16.81%	22 -18.52%
YTD Average Sale Price	\$808,526 -5.2%	\$467,860 -9.09%	\$1,582,830.77 +83.63%
July Sales Volume	\$360,160,046 -10.84%	\$52,631,365 -24.67%	\$11,432,000 +1,206.51%
July Unit Sales	462 -7.04%	120 -18.37%	5 +400%

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 31, 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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