



2025 MAY WATERLOO Real Estate Market Report



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.

OVERVIEW

BALANCED MARKET

The [Waterloo Region](#) real estate market remained in balanced territory this May, despite slight cooling in prices and sales. The median sale price declined 2.63% to \$740,000, while the average dipped 3.22% to \$789,154. Sales volume dropped 10.99%, with unit sales down 8.03% to 676 transactions. New listings rose modestly by 1.53%, while expired listings more than doubled, up 115.94%. With a unit sales-to-listings ratio of 40.67%, the market continues to offer stable opportunities for both buyers and sellers.



May year-over-year sales volume of \$533,467,906

Down 10.99% from 2024's \$599,347,365 with unit sales of 676 down 8.03% from last May's 735. New listings of 1,662 are up 1.53% from a year ago, with the sales/listing ratio of 40.67% down 4.23%.



Year-to-date sales volume of \$1,905,703,914

Down 16.25% from 2024's \$2,275,339,638 with unit sales of 2,455 down 14.55% from 2024's 2,138. New listings of 6,037 are up 7.78% from a year ago, with the sales/listing ratio of 40.67% down 10.63%.



Year-to-date average sale price of \$773,812

Down from \$786,957 from last year, with median sale price of \$726,000 down from \$750,500 one year ago. Average days-on-market of 26 is up 4 days from last year.

MAY NUMBERS

Median Sale Price

\$740,000

-2.63%

Average Sale Price

\$789,154

-3.22%

Sales Volume

\$533,467,906

-10.99%

Unit Sales

676

-8.03%

New Listings

1,662

+1.53%

Expired Listings

149

+115.94%

Unit Sales/Listings Ratio

40.67%

-4.23%

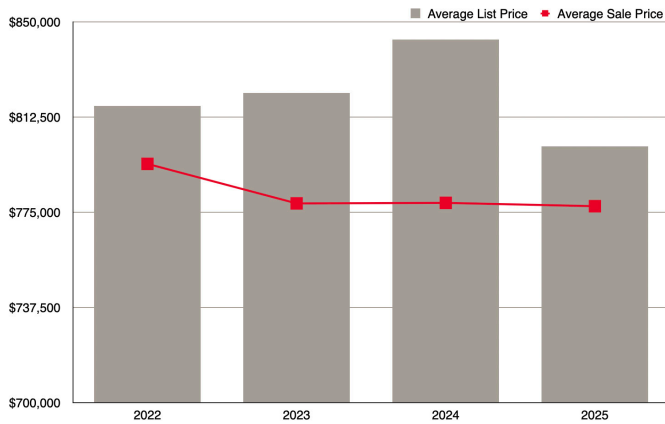
*Year-over-year comparison
(May 2025 vs. May 2024)*

THE MARKET IN DETAIL

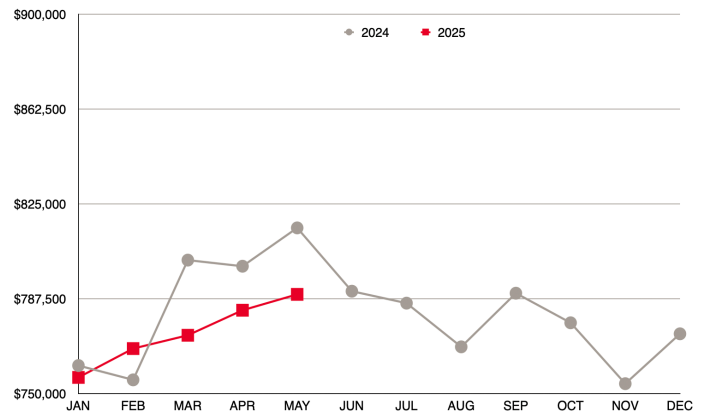
	2023	2024	2025	2024-2025
YTD Volume Sales	\$2,219,010,292	\$2,275,339,638	\$1,905,703,914	-16.25%
YTD Unit Sales	2,803	2,873	2,455	-14.55%
YTD New Listings	4,237	5,601	6,037	+7.78%
YTD Sales/Listings Ratio	66.16%	51.29%	40.67%	-10.63%
YTD Expired Listings	282	384	602	+56.77%
Monthly Volume Sales	\$652,360,371	\$599,347,365	\$533,467,906	-10.99%
Monthly Unit Sales	791	735	676	-8.03%
Monthly New Listings	1261	1637	1662	+1.53%
Monthly Sales/Listings Ratio	62.73%	44.90%	40.67%	-4.23%
Monthly Expired Listings	40	69	149	+115.94%
YTD Sales: \$0-\$199K	4	3	4	+33.33%
YTD Sales: \$200k-349K	22	37	59	+59.46%
YTD Sales: \$350K-\$549K	483	470	404	-14.04%
YTD Sales: \$550K-\$749K	851	924	862	-6.71%
YTD Sales: \$750K-\$999K	1,008	972	736	-24.28%
YTD Sales: \$1M-\$2M	413	457	369	-19.26%
YTD Sales: \$2M+	26	22	21	-4.55%
YTD Average Days-On-Market	19.20	22.00	26.40	+20%
YTD Average Sale Price	\$784,887	\$786,957	\$773,812	-1.67%
YTD Median Sale Price	\$730,900	\$750,500	\$726,000	-3.26%

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

AVERAGE SALE PRICE

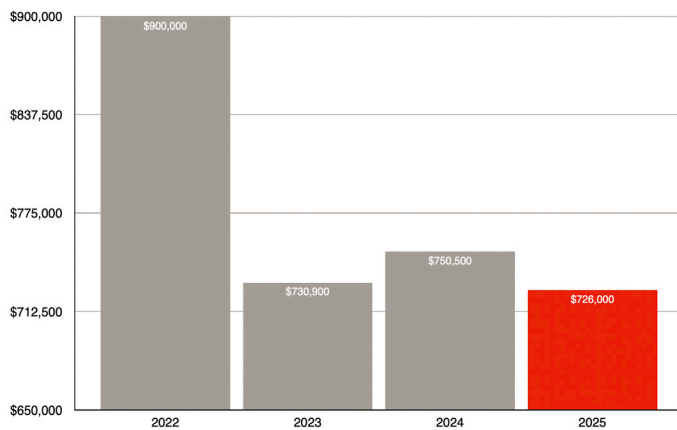


Year-Over-Year

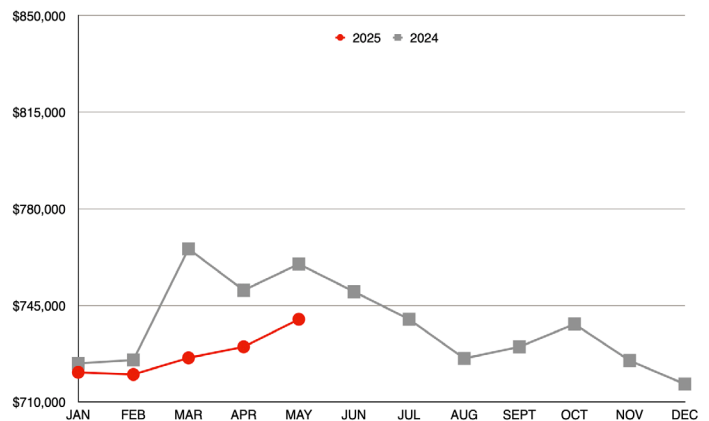


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



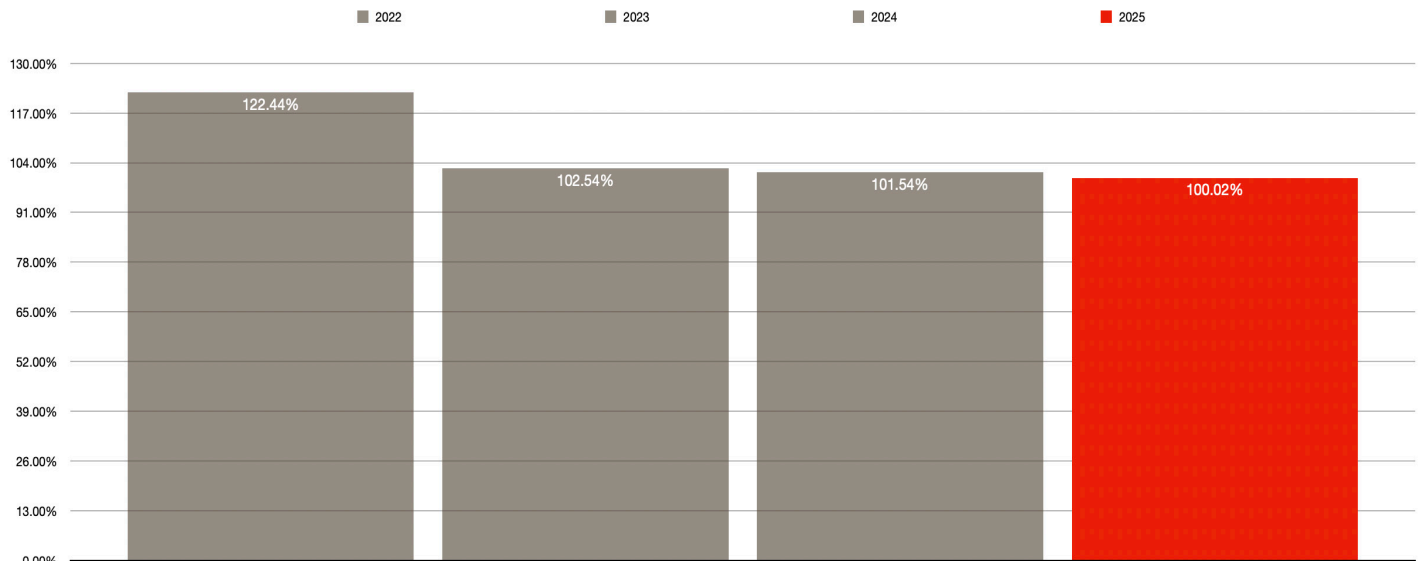
Year-Over-Year



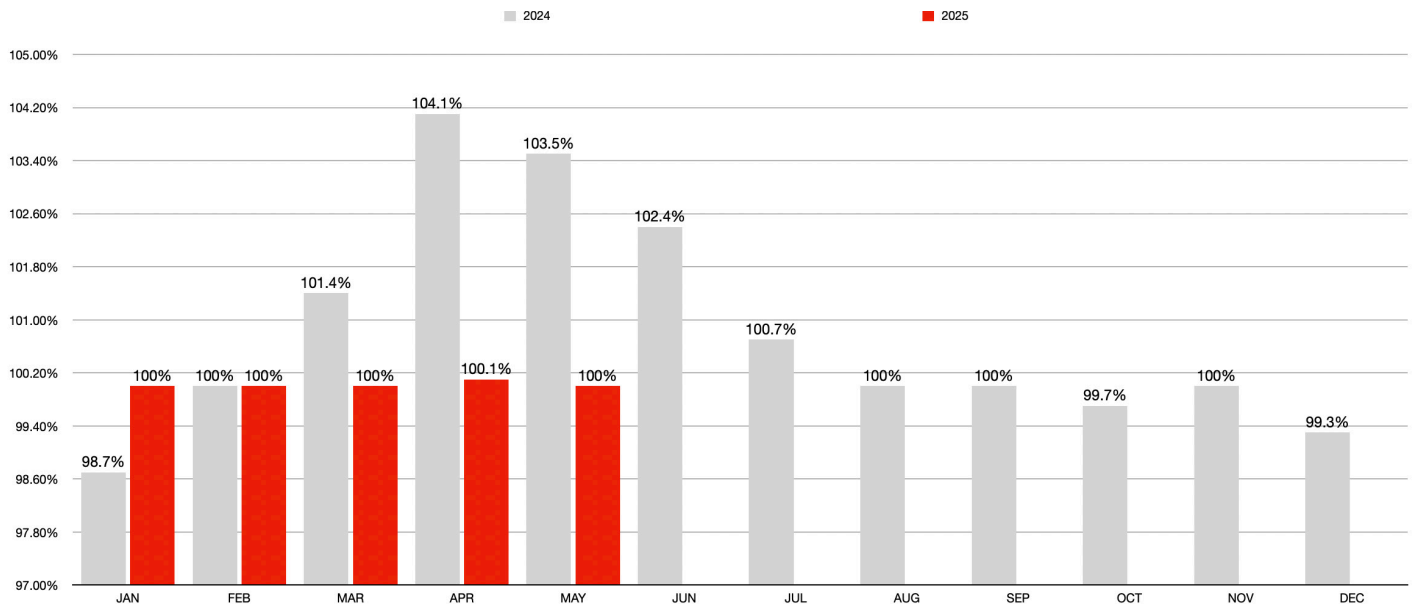
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

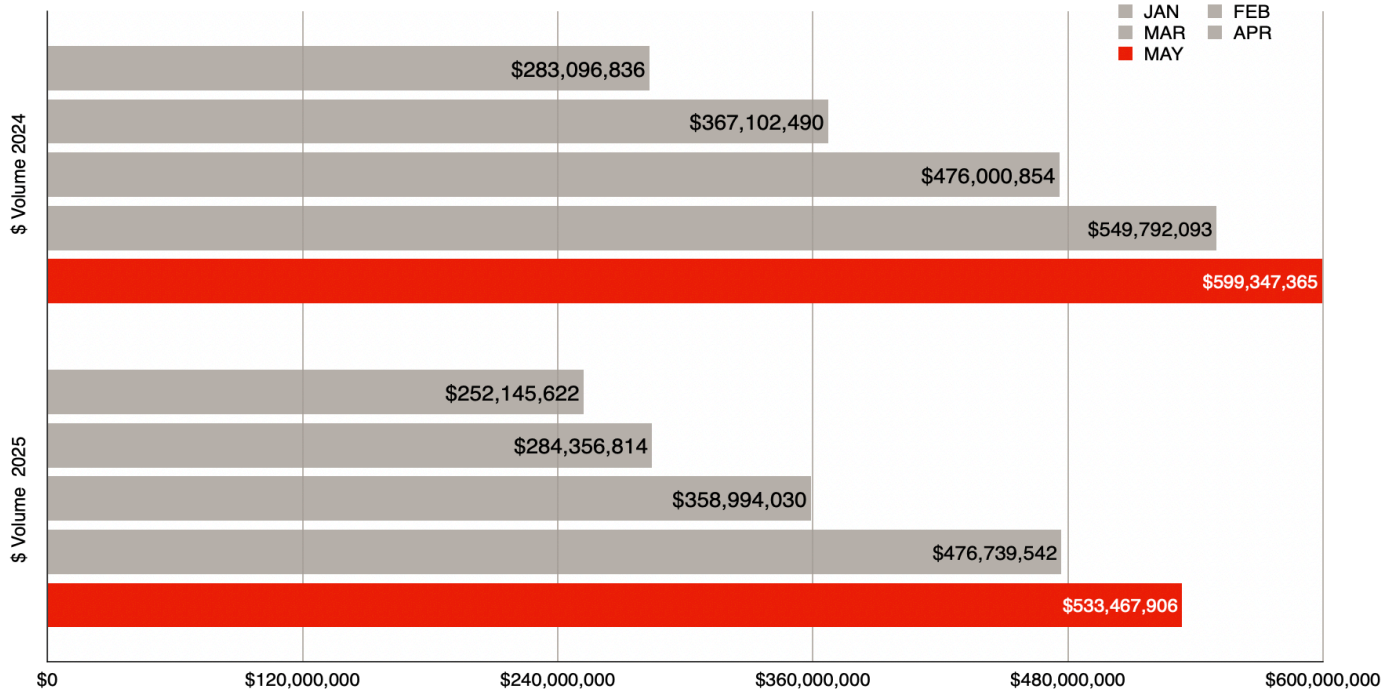


Year-Over-Year

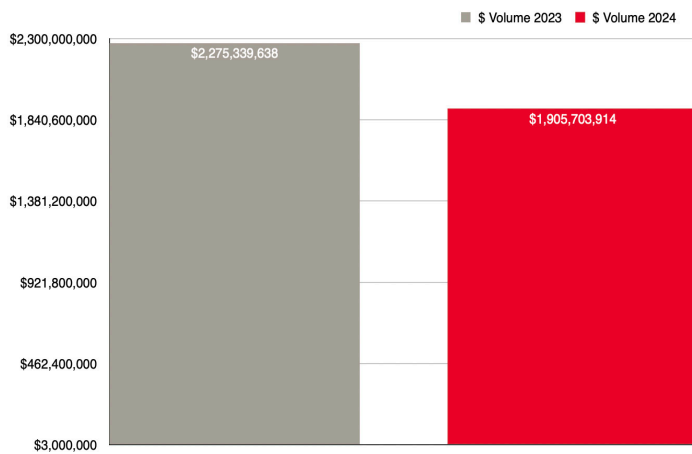


Month-Over-Month 2024 vs. 2025

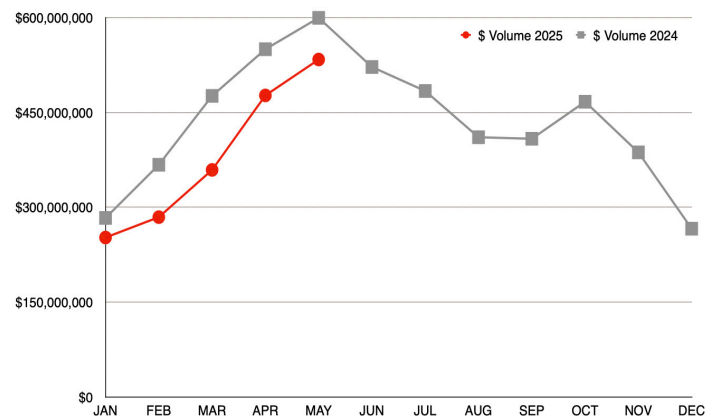
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

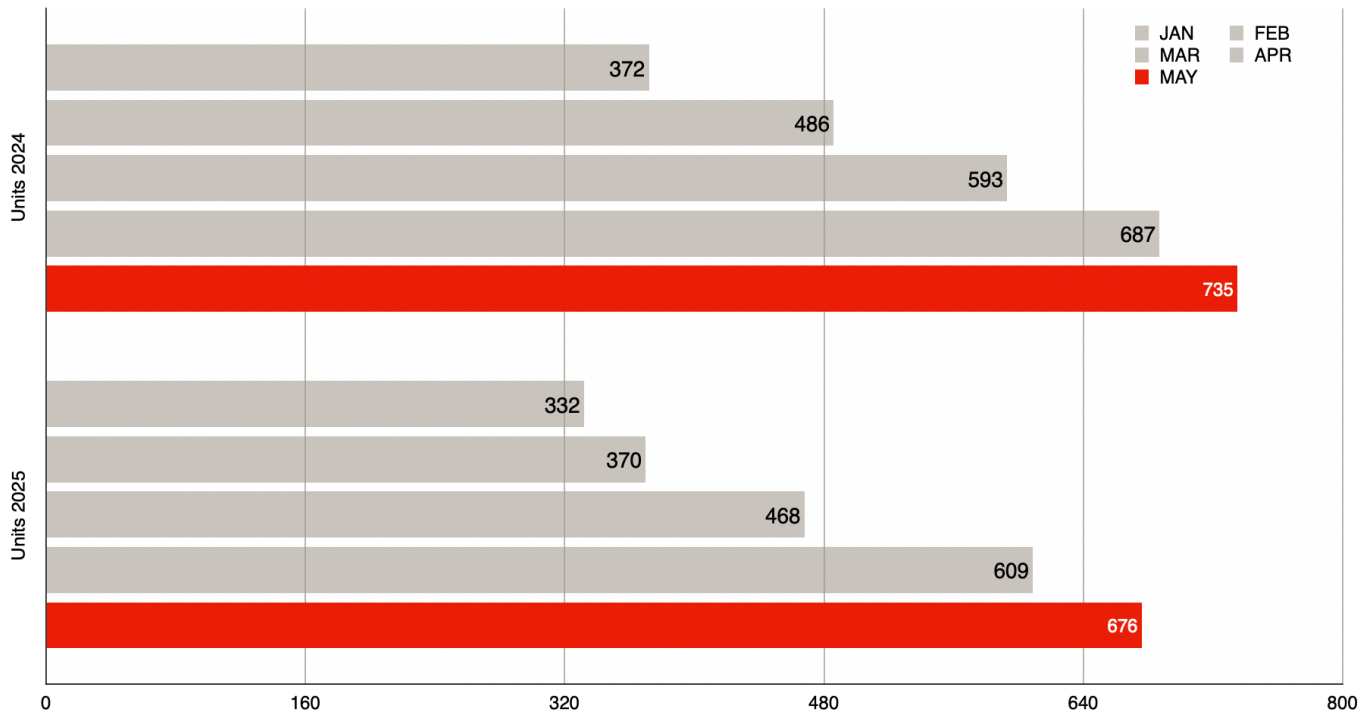


Yearly Totals 2024 vs. 2025

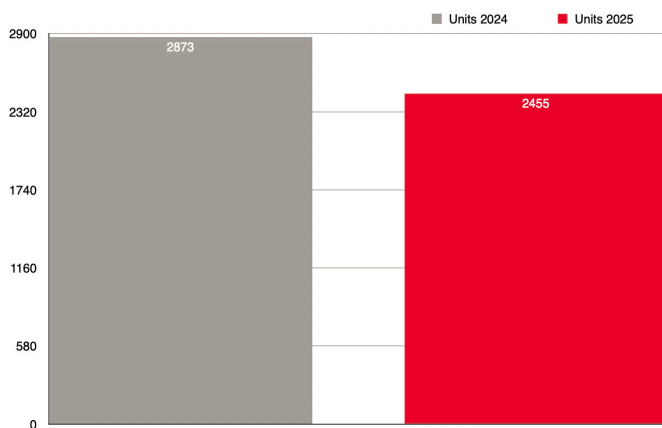


Month vs. Month 2024 vs. 2025

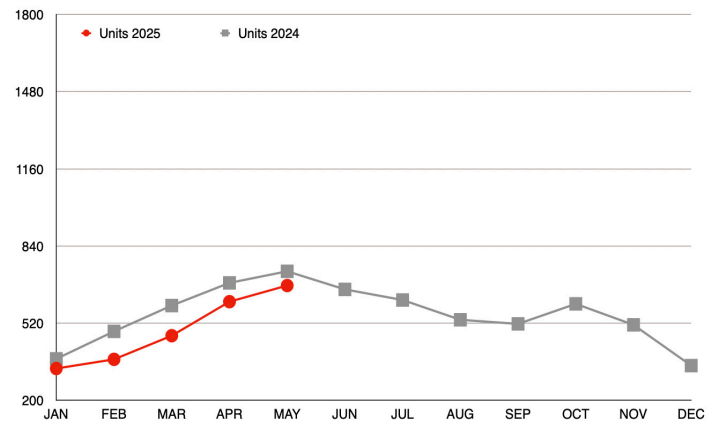
UNIT SALES



Monthly Comparison 2024 vs. 2025

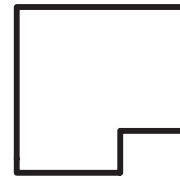

















Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$1,577,776,844 -15.99%	 \$320,588,270 -18.01%	 \$13,855,500 -18.32%
YTD Unit Sales	 1834 -13.9%	 606 -16.87%	 19 +35.71%
YTD Average Sale Price	 \$860,293 -0.41%	 \$529,024 -2.12%	 \$729,236.84 +21.63%
May Sales Volume	 \$452,284,135 -11.88%	 \$80,228,271 -4.81%	 \$101,000 -86.5%
May Unit Sales	 522 -9.22%	 151 -3.82%	 1 -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 June 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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