



2025 OCTOBER 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 in balanced territory in October, with softer pricing alongside steady buyer activity. The median sale price declined 6.54% to \$690,000, while the average sale price fell 5.8% to \$732,772. Sales volume decreased 10.98% to \$415.48M, reflecting a 5.5% dip in unit sales to 567 transactions. New listings rose 8.06% to 1,233, while expired listings increased 8.97% to 170, adding more choice to the market. With a unit sales-to-listings ratio of 45.99%, down 6.60% from last year, the market continues to reflect balanced conditions, offering opportunities for both buyers and sellers depending on pricing and strategy.



October year-over-year sales volume of \$415,482,005

Down -10.98% from 2024's \$466,751,076 with unit sales of 567 down -5.5% from last October's 600. New listings of 1233 are up +8.06% from a year ago, with the sales/listing ratio of 45.99% down -6.60%.



Year-to-date sales volume of \$4,098,534,248

Down -10.25% from 2024's \$4,566,395,721 with unit sales of 5401 down -6.88% from 2024's 5800. New listings of 12,725 are up +7.59% from a year ago, with the sales/listing ratio of 42.44% down -6.60%.



Year-to-date average sale price of \$759,303

Down from \$784,681 from last year, with median sale price of \$720,000 from \$739,125 one year ago. Average days-on-market of 29 is up 6 days from last year.

OCTOBER NUMBERS

Median Sale Price

\$690,000

-6.54%

Average Sale Price

\$732,772

-5.8%

Sales Volume

\$415,482,005

-10.98%

Unit Sales

567

-5.5%

New Listings

1233

+8.06%

Expired Listings

170

+8.97%

Unit Sales/Listings Ratio

45.99%

-6.60%

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

THE MARKET IN DETAIL

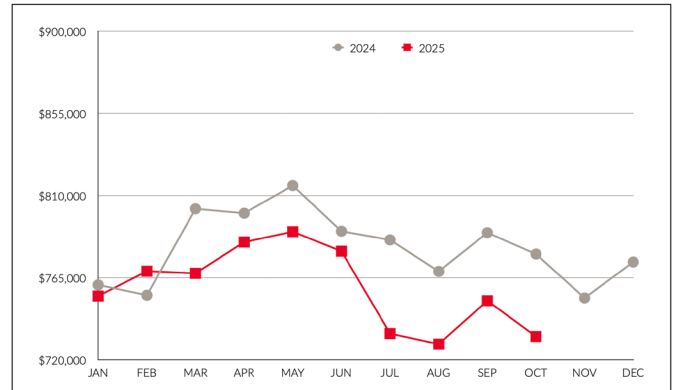
	2023	2024	2025	2024-2025
YTD Volume Sales	\$4,595,805,116	\$4,566,395,721	\$4,098,534,248	-10.25%
YTD Unit Sales	5,815	5,800	5,401	-6.88%
YTD New Listings	10,286	11,827	12,725	+7.59%
YTD Sales/Listings Ratio	56.53%	49.04%	42.44%	-6.6%
YTD Expired Listings	691	1,185	1,610	+35.86%
Monthly Volume Sales	\$425,969,302	\$466,751,076	\$415,482,005	-10.98%
Monthly Unit Sales	555	600	567	-5.5%
Monthly New Listings	1129	1141	1233	+8.06%
Monthly Sales/Listings Ratio	49.16%	52.59%	45.99%	-6.6%
Monthly Expired Listings	111	156	170	+8.97%
YTD Sales: \$0-\$199K	16	9	18	+100%
YTD Sales: \$200k-349K	42	74	163	+120.27%
YTD Sales: \$350K-\$549K	989	928	898	-3.23%
YTD Sales: \$550K-\$749K	1,838	1,954	2,011	+2.92%
YTD Sales: \$750K-\$999K	2,014	1,958	1,524	-22.17%
YTD Sales: \$1M-\$2M	881	856	749	-12.5%
YTD Sales: \$2M+	45	48	41	-14.58%
YTD Average Days-On-Market	18.50	23.00	28.70	+24.78%
YTD Average Sale Price	\$784,775	\$784,681	\$759,303	-3.23%
YTD Median Sale Price	\$732,950	\$739,125	\$720,000	-2.59%

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

AVERAGE SALE PRICE

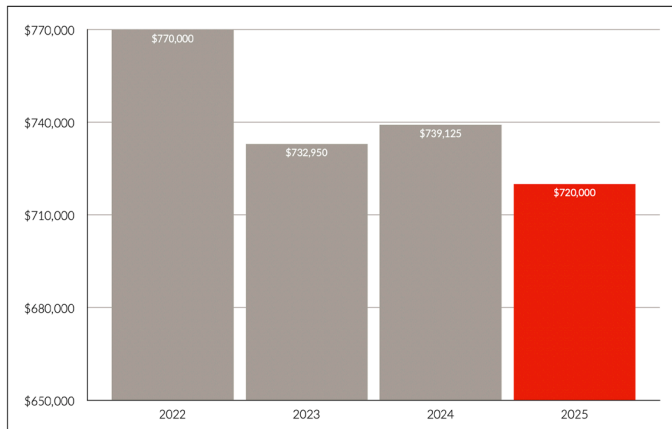


Year-Over-Year

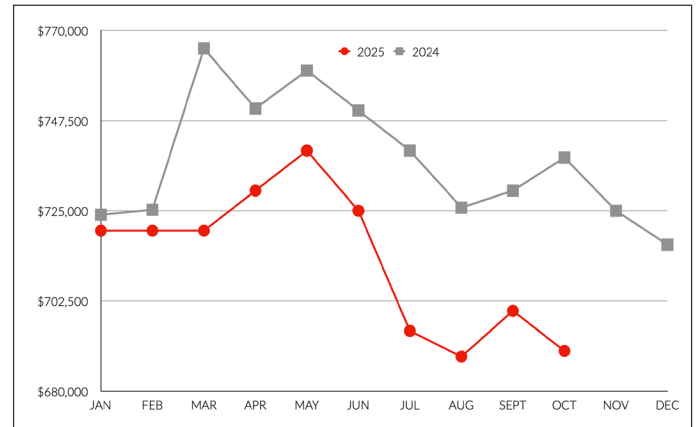


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



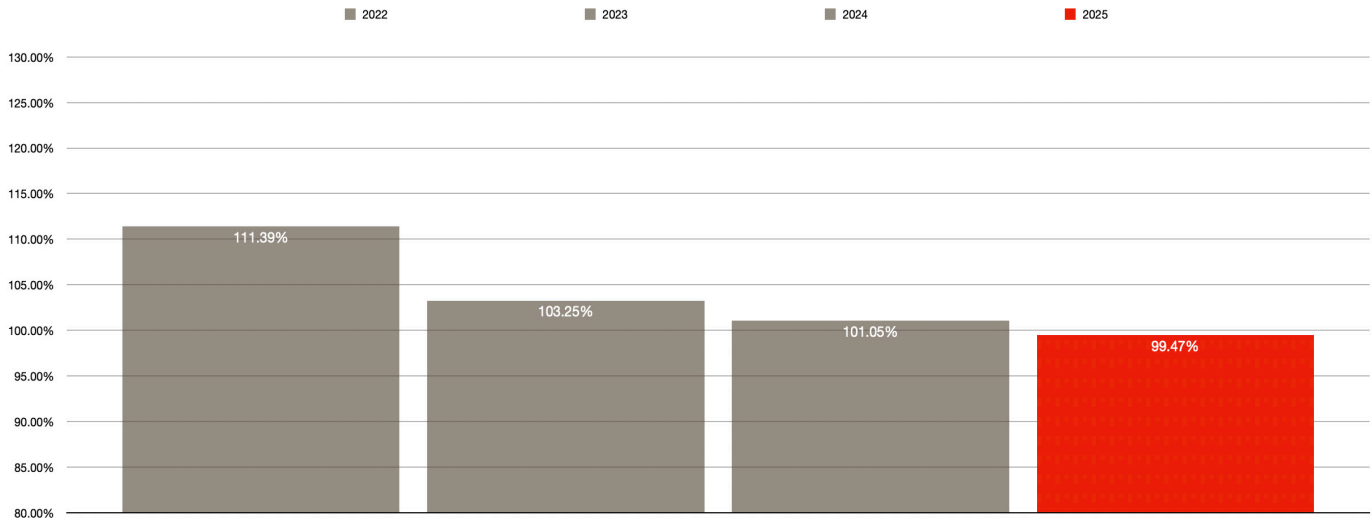
Year-Over-Year



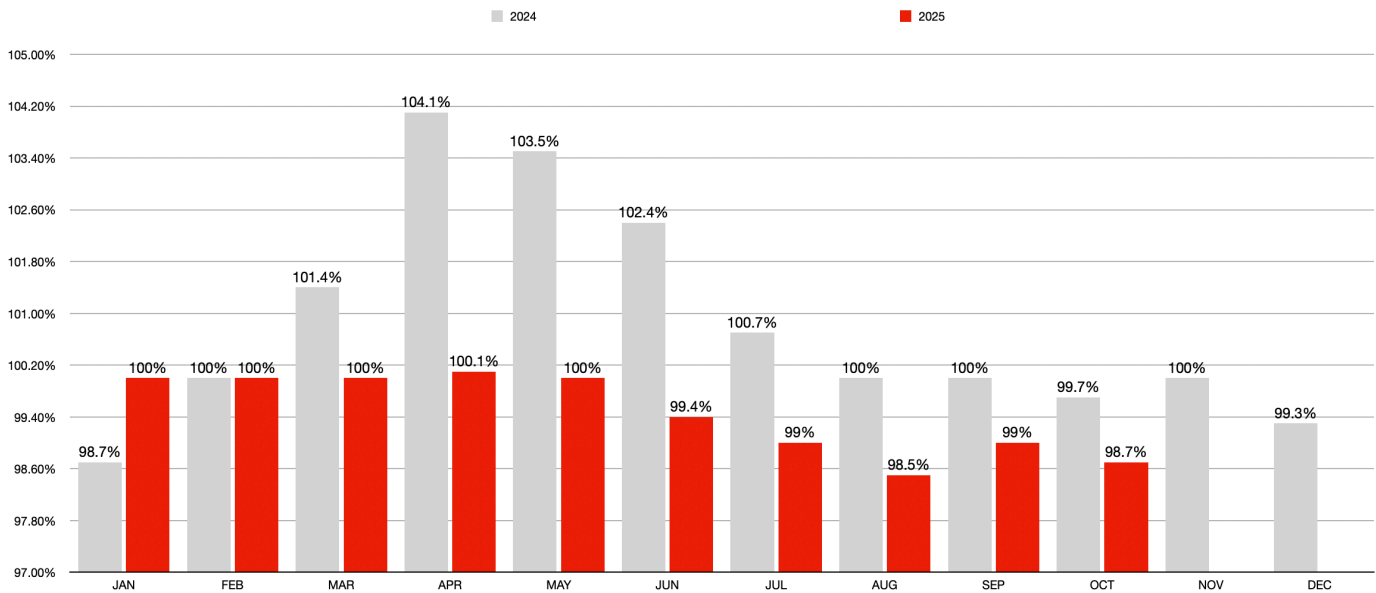
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

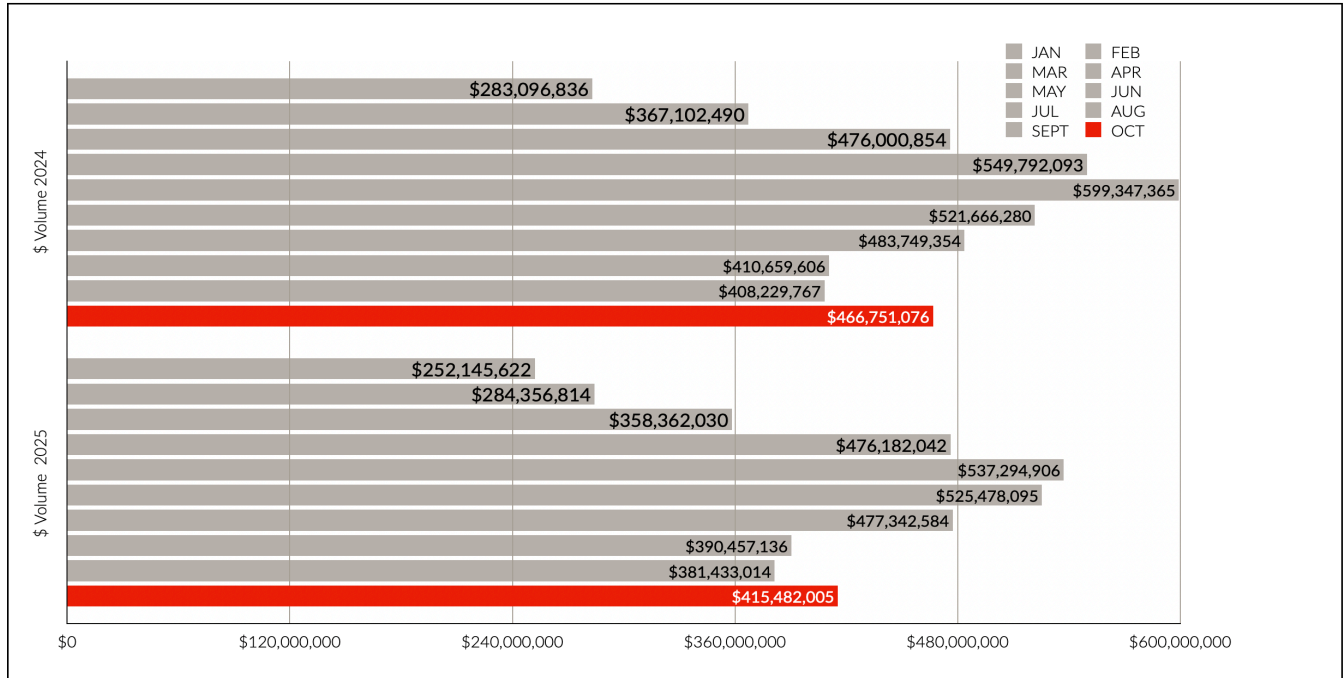


Year-Over-Year

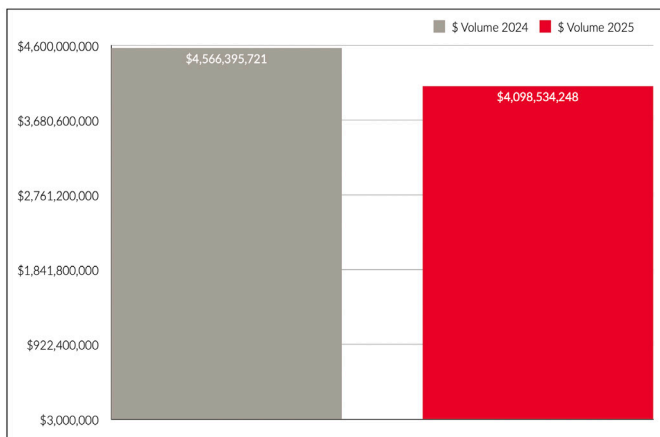


Month-Over-Month 2024 vs. 2025

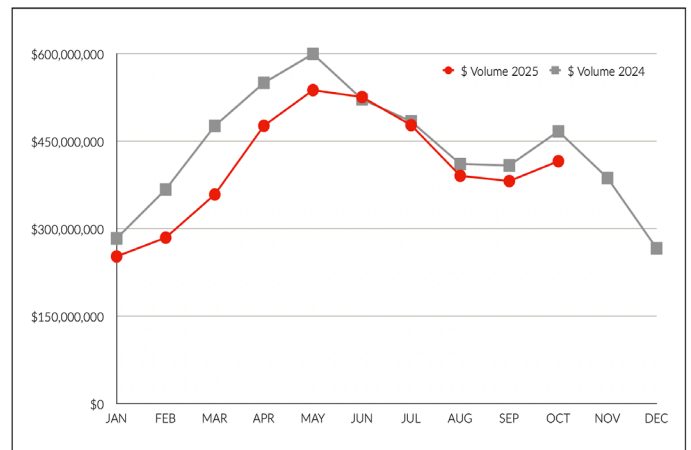
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

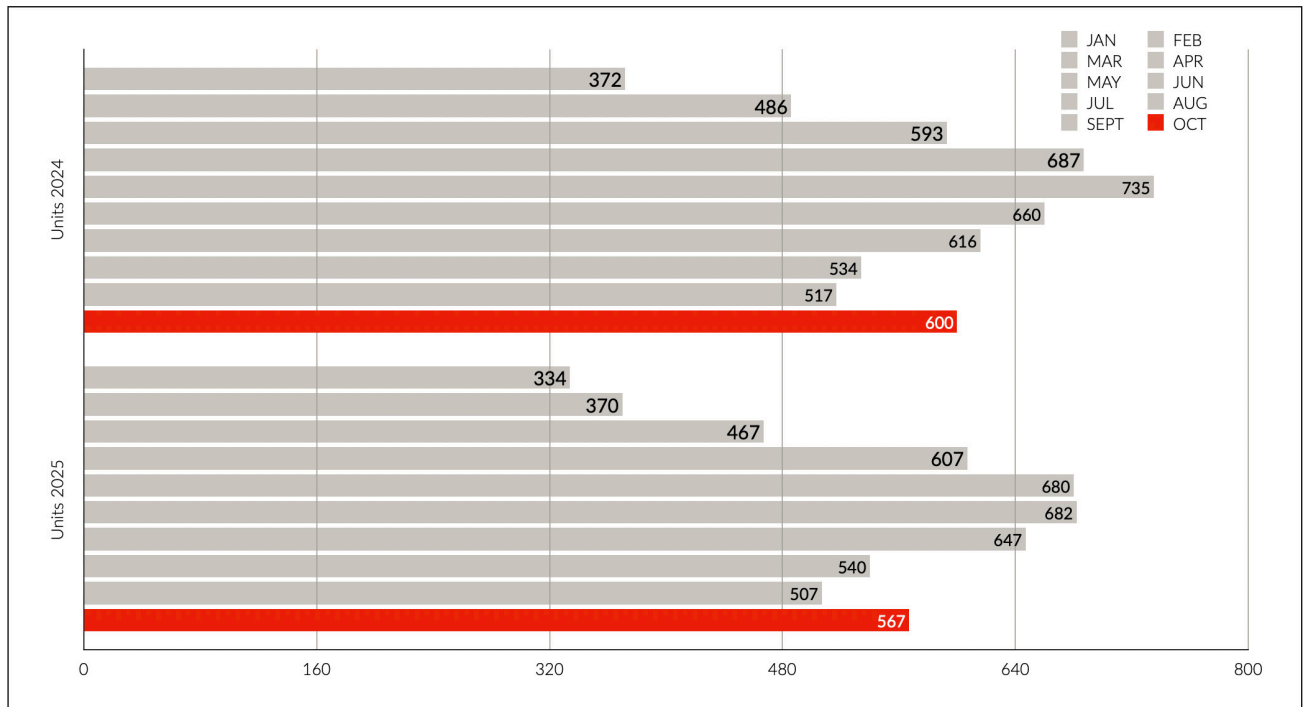


Yearly Totals 2024 vs. 2025

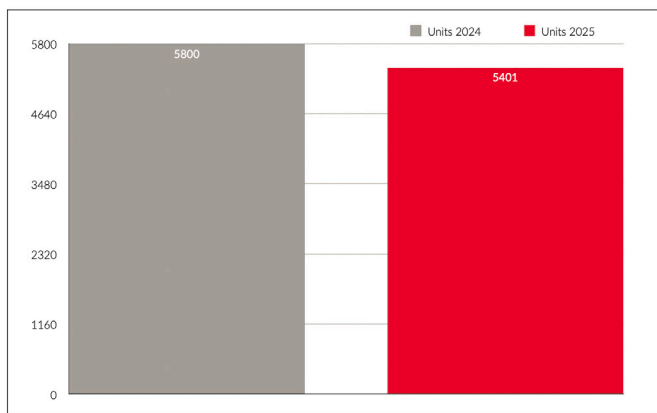


Month vs. Month 2024 vs. 2025

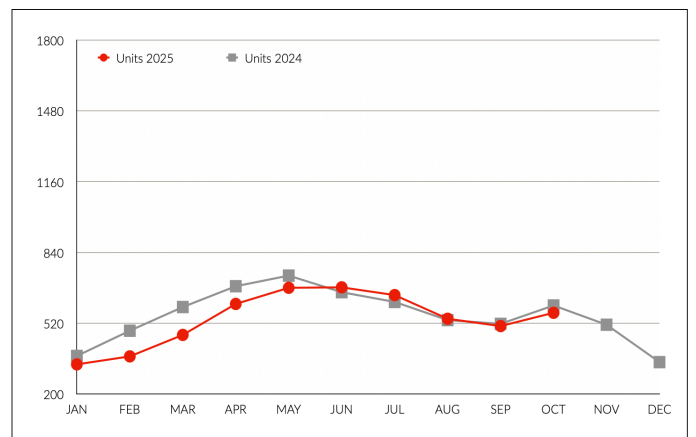
UNIT SALES



Monthly Comparison 2024 vs. 2025

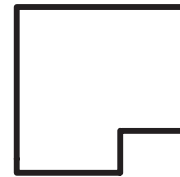


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$3,459,704,554 -8.84%	 \$635,174,207 -16.55%	 \$32,221,470 -75.47%
YTD Unit Sales	 4127 -5.41%	 1247 -11.62%	 40 +37.93%
YTD Average Sale Price	 \$838,310 -1.58%	 \$509,362 -2.32%	 \$805,536.75 +164.78%
October Sales Volume	 \$360,488,006 -8.69%	 \$54,246,499 -23.96%	 \$4,632,580 -69.79%
October Unit Sales	 452 -3%	 111 -15.27%	 6 +100%

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