

2026 OCTOBER

WATERLOO

Real Estate Market Report

ROYAL LEPAGE ROYAL CITY REALTY BROKERAGE

Frances Snider
Sales Representative
519-824-9050
fsnider@royallepage.ca
francessnider.com



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 October, with the year-to-date sales-to-listings ratio sitting at 44.39%, above the 39% threshold. October pricing softened year over year, as the median sale price declined 2.90% to $670,000, while the average sale price decreased 1.13% to $724,468. Sales activity also slowed, with sales volume falling 12.11% to $366.58M and unit sales declining 11.23% to 506 transactions. New listings decreased 16.38% to 1,031, while expired listings dropped 4.71% to 162, reflecting reduced inventory activity. With the monthly sales-to-listings ratio improving to 49.08%, Waterloo Region continued to show balanced market conditions through October despite softer sales activity.

October year-over-year sales volume of $366,580,733

Down 12.11% from 2025's $417,088,005 with unit sales of 506 down 11.23% from last October's 570. New listings of 1,031 are down 16.38% from a year ago, with the sales/listings ratio of 49.08% up from 46.23% last year.

Year-to-date sales volume of $3,605,036,337

Down 12.08% from 2025's $4,100,140,248 with unit sales of 4,945 down 8.49% from 2025's 5,404. New listings of 11,139 are down 12.46% from a year ago, with the sales/listings ratio of 44.39% up from 42.47% last year.

Year-to-date average sale price of $728,196

Down from $759,303 one year ago, with a median sale price of $682,500 down from $720,000 one year ago. Average days-on-market of approximately 32 is up about 4 days from last year.

OCTOBER NUMBERS

Median Sale Price
$670,000
-2.9%

Average Sale Price
$724,468
-1.13%

Sales Volume
$366,580,733
-12.11%

Unit Sales
506
-11.23%

New Listings
1031
-16.38%

Expired Listings
162
-4.71%

Unit Sales/Listings Ratio
49.08%
+2.85%

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

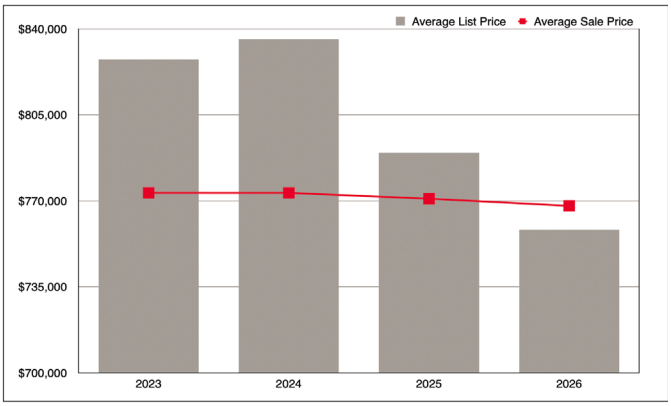


THE MARKET IN DETAIL

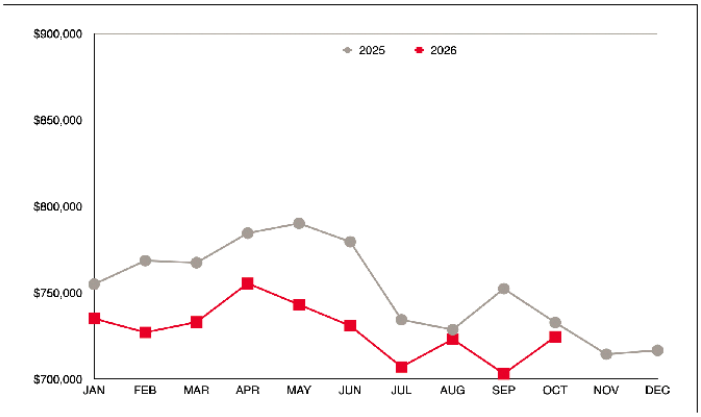
	2024	2025	2026	2025-2026
YTD Volume Sales	$4,566,395,721	$4,100,140,248	$3,605,036,337	-12.08%
YTD Unit Sales	5,800	5,404	4,945	-8.49%
YTD New Listings	11,827	12,725	11,139	-12.46%
YTD Sales/Listings Ratio	49.04%	42.47%	44.39%	+4.54%
YTD Expired Listings	1,185	1,610	1,470	-8.7%
Monthly Volume Sales	$466,751,076	$417,088,005	$366,580,733	-12.11%
Monthly Unit Sales	600	570	506	-11.23%
Monthly New Listings	1141	1233	1031	-16.38%
Monthly Sales/Listings Ratio	52.59%	46.23%	49.08%	+6.16%
Monthly Expired Listings	156	170	162	-4.71%
YTD Sales: $0-$199K	9	18	16	-11.11%
YTD Sales: $200k-349K	74	164	265	+61.59%
YTD Sales: $350K-$549K	928	899	890	-1%
YTD Sales: $550K-$749K	1,954	2,011	1,902	-5.42%
YTD Sales: $750K-$999K	1,958	1,525	1,260	-17.38%
YTD Sales: $1M-$2M	856	749	565	-24.57%
YTD Sales: $2M+	48	41	42	+2.44%
YTD Average Days-On-Market	23.00	28.70	32.20	+12.2%
YTD Average Sale Price	$784,681	$759,303	$728,196	-4.1%
YTD Median Sale Price	$739,125	$720,000	$682,500	-5.21%

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

AVERAGE SALE PRICE

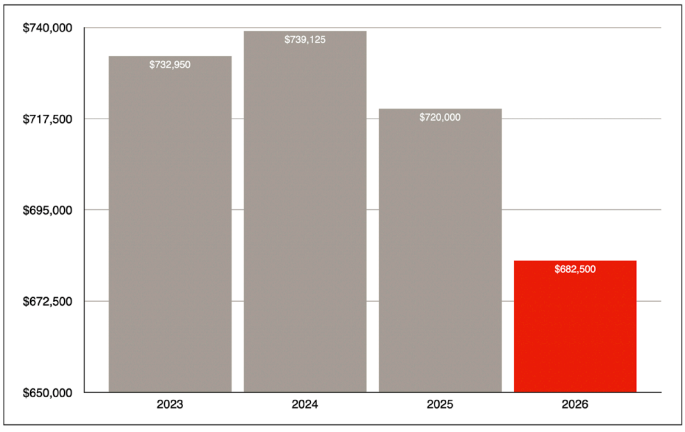


Year-Over-Year

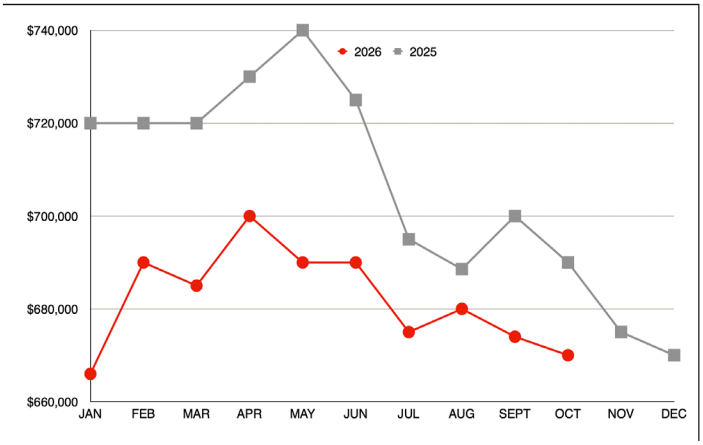


Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE



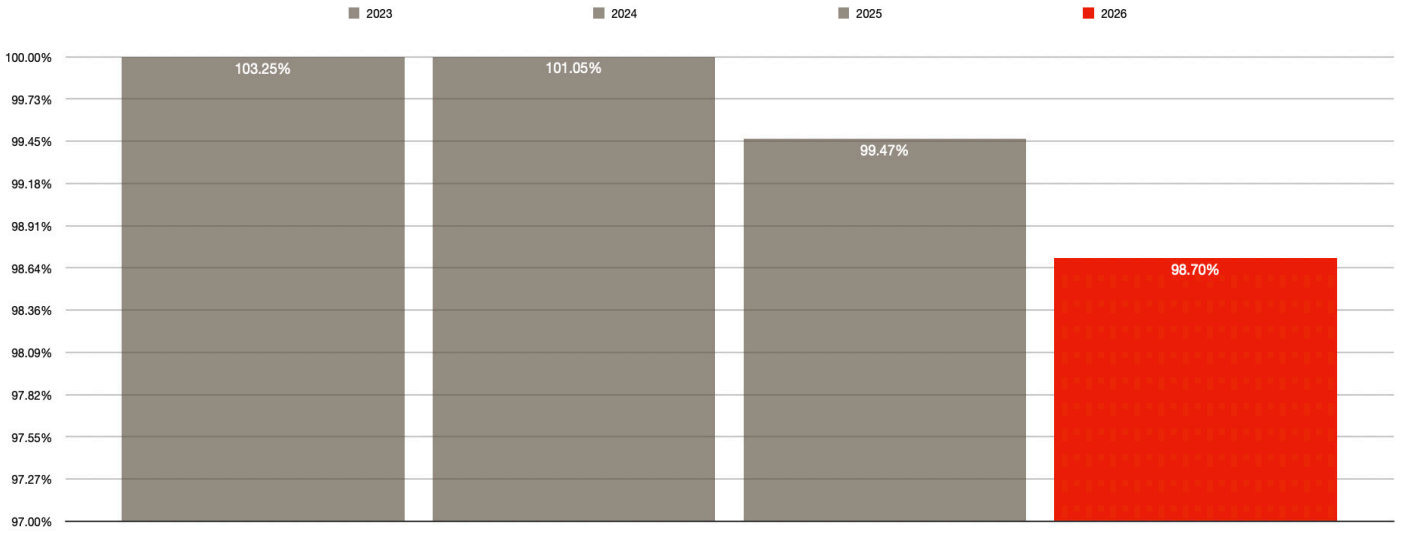
Year-Over-Year



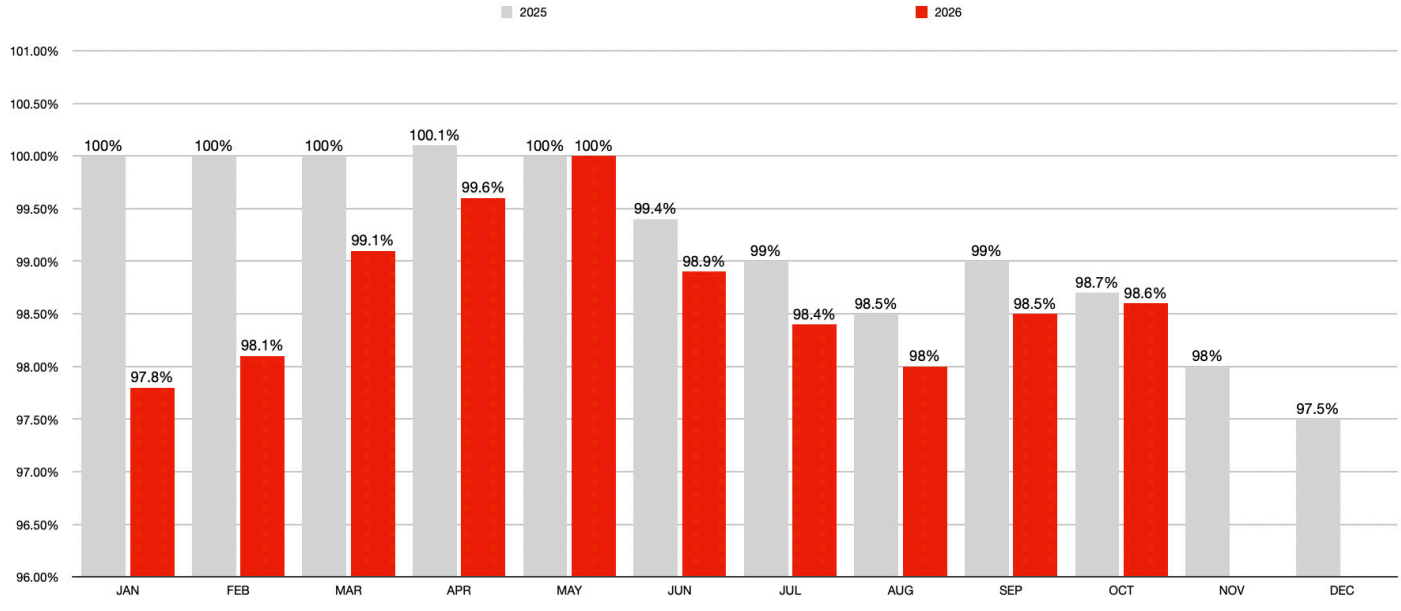
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. LIST PRICE RATIO

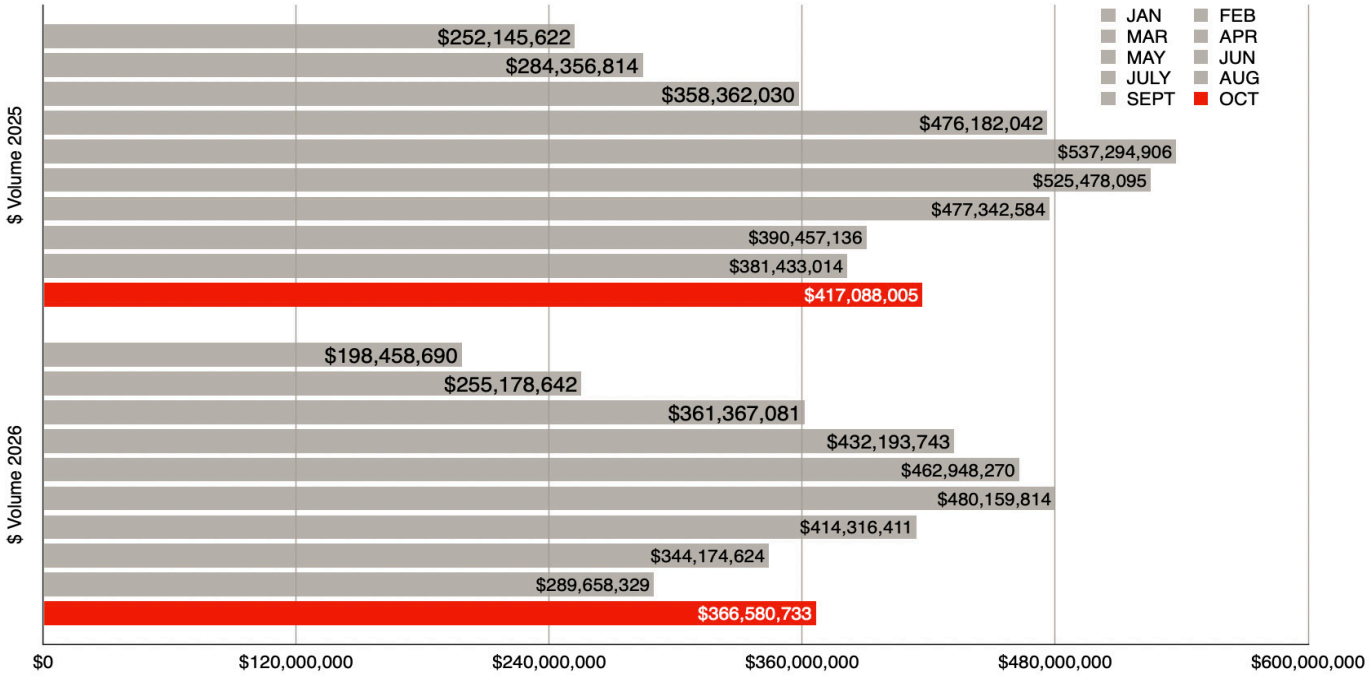


Year-Over-Year

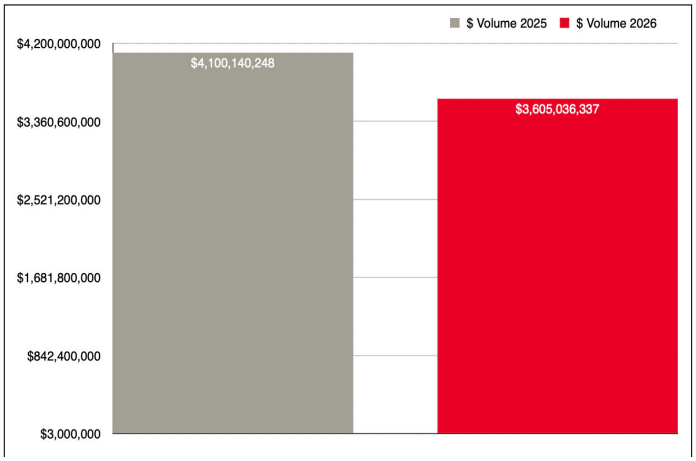


Month-Over-Month 2025 vs. 2026

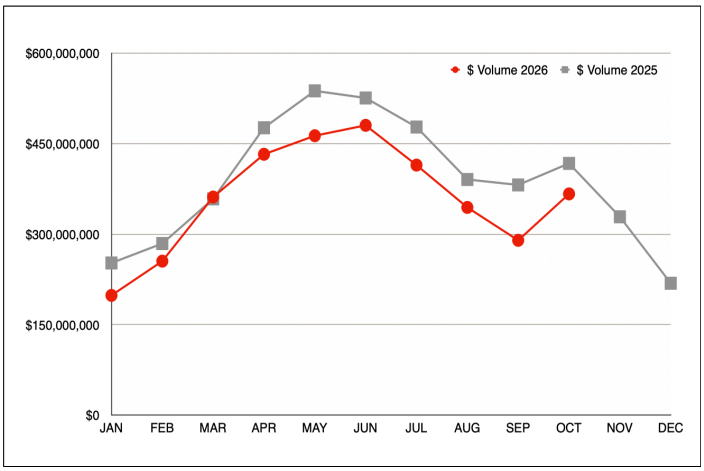
DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

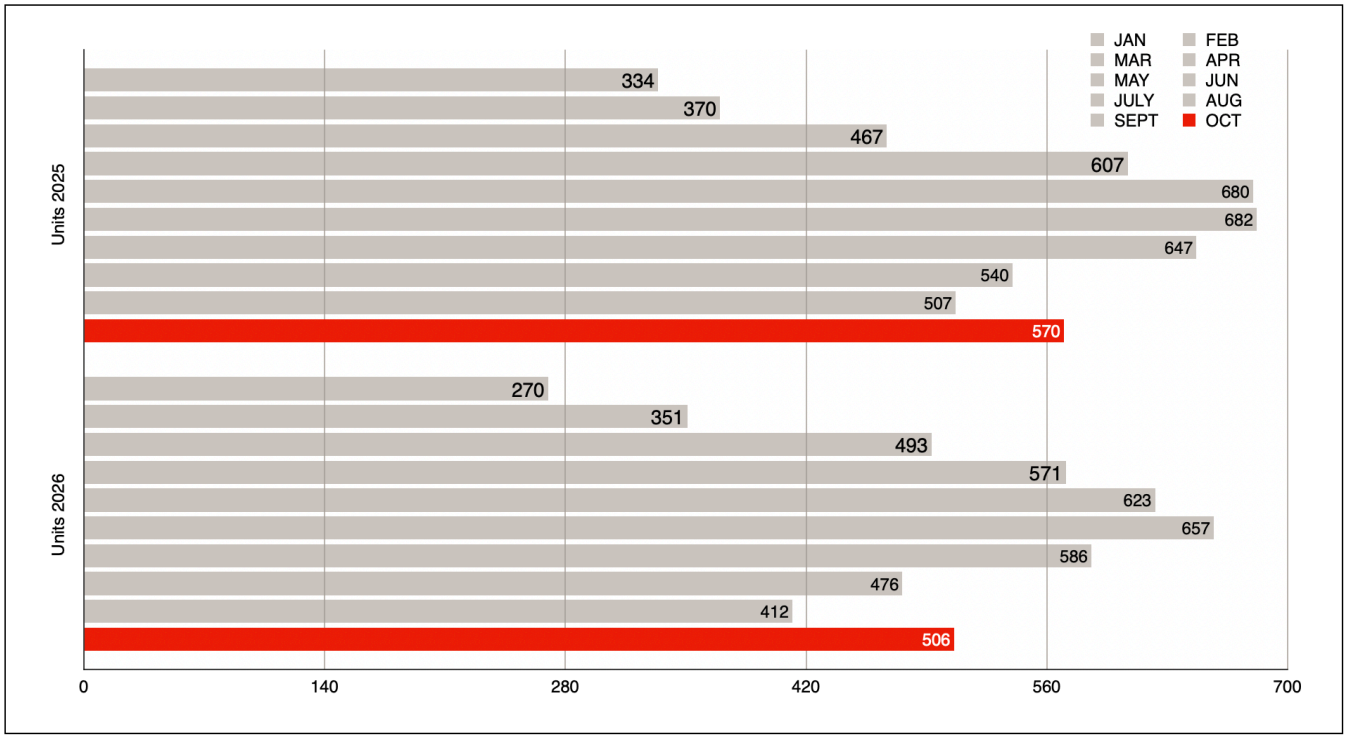


Yearly Totals 2025 vs. 2026

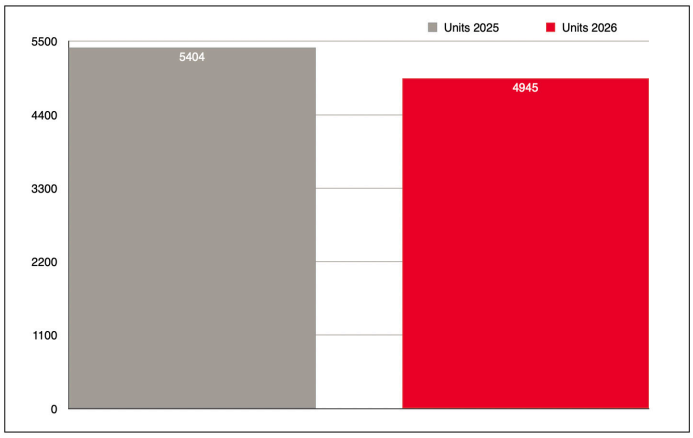


Month vs. Month 2025 vs. 2026

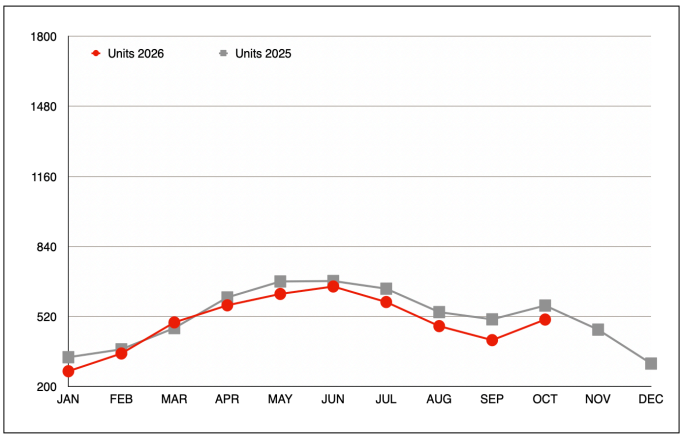
UNIT SALES



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	$3,114,885,998 -9.99%	$473,691,739 -25.52%	$68,090,903 +111.32%
YTD Unit Sales	3879 -6.03%	1024 -18.01%	34 -15%
YTD Average Sale Price	$803,013 -4.21%	$462,590 -9.15%	$2,002,673.62 +148.61%
October Sales Volume	$323,775,234 -10.38%	$39,852,799 -27.61%	$4,226,000 -8.78%
October Unit Sales	410 -9.49%	89 -21.24%	2 -66.67%

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 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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