



2026 SEPTEMBER 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 September, with the year-to-date sales-to-listings ratio sitting at 43.92%, above the 39% threshold. September pricing softened year over year, as the median sale price declined 3.71% to \$674,000, while the average sale price decreased 6.65% to \$703,054. Sales activity also eased, with sales volume falling 24.06% to \$289.66M and unit sales declining 18.72% to 412 transactions. New listings decreased 16.93% to 1,227, while expired listings dropped 4.98% to 210. Although the monthly sales-to-listings ratio fell to 33.58%, the year-to-date ratio remains above the balanced market threshold, keeping Waterloo Region in balanced market territory overall.



September year-over-year sales volume of \$289,658,329

Down 24.06% from 2025's \$381,433,014 with unit sales of 412 down 18.72% from last September's 507. New listings of 1,227 are down 16.93% from a year ago, with the sales/listing ratio of 33.58% down 0.75%.



Year-to-date sales volume of \$3,238,455,604

Down 12.07% from 2025's \$3,683,052,243 with unit sales of 4,439 down 8.17% from 2025's 4,834. New listings of 10,108 are down 12.04% from a year ago, with the sales/listing ratio of 43.92% up 4.40%.



Year-to-date average sale price of \$728,610

Down from \$762,250 one year ago, with median sale price of \$685,000 down from \$720,000 one year ago. Average days-on-market of 32 is up approximately 4 days from last year.

SEPTEMBER NUMBERS

Median Sale Price

\$674,000

-3.71%

Average Sale Price

\$703,054

-6.55%

Sales Volume

\$289,658,329

-24.06%

Unit Sales

412

-18.74%

New Listings

1227

-16.93%

Expired Listings

210

-4.98%

Unit Sales/Listings Ratio

33.58%

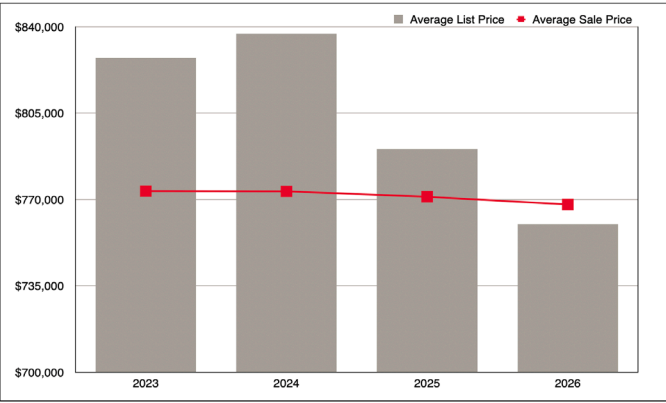
-0.75%

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

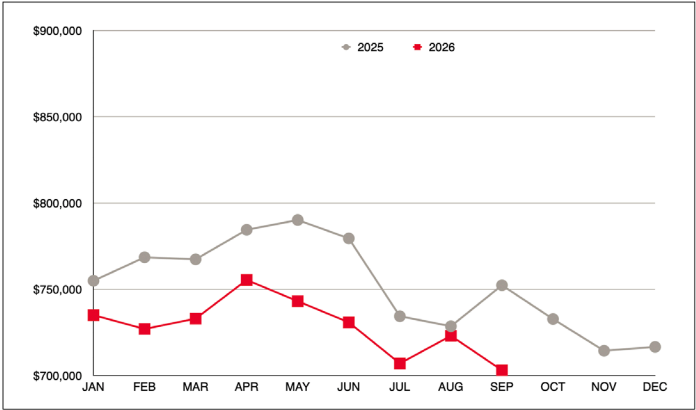
THE MARKET IN DETAIL

	2024	2025	2026	2025-2026
YTD Volume Sales	\$4,099,644,645	\$3,683,052,243	\$3,238,455,604	-12.07%
YTD Unit Sales	5,200	4,834	4,439	-8.17%
YTD New Listings	10,686	11,492	10,108	-12.04%
YTD Sales/Listings Ratio	48.66%	42.06%	43.92%	+4.4%
YTD Expired Listings	1,029	1,440	1,308	-9.17%
Monthly Volume Sales	\$408,229,767	\$381,433,014	\$289,658,329	-24.06%
Monthly Unit Sales	517	507	412	-18.74%
Monthly New Listings	1308	1,477	1227	-16.93%
Monthly Sales/Listings Ratio	39.53%	34.33%	33.58%	-2.18%
Monthly Expired Listings	200	221	210	-4.98%
YTD Sales: \$0-\$199K	8	12	11	-8.33%
YTD Sales: \$200k-349K	62	141	236	+67.38%
YTD Sales: \$350K-\$549K	848	808	789	-2.35%
YTD Sales: \$550K-\$749K	1,730	1,783	1,711	-4.04%
YTD Sales: \$750K-\$999K	1,757	1,375	1,133	-17.6%
YTD Sales: \$1M-\$2M	778	681	518	-23.94%
YTD Sales: \$2M+	44	37	36	-2.7%
YTD Average Days-On-Market	22.56	28.44	32.33	+13.67%
YTD Average Sale Price	\$785,432	\$762,250	\$728,610	-4.41%
YTD Median Sale Price	\$740,000	\$720,000	\$685,000	-4.86%

AVERAGE SALE PRICE

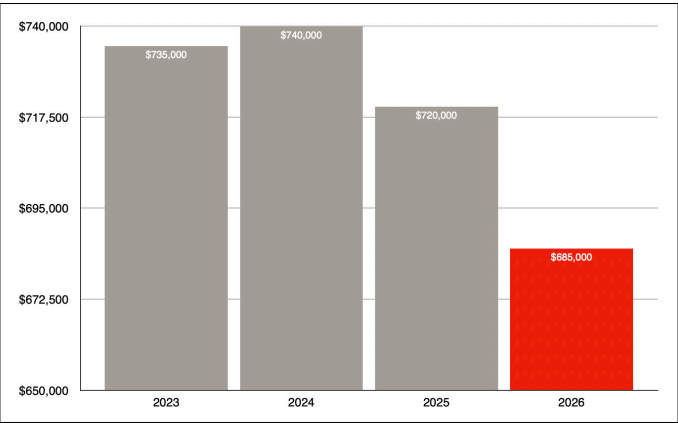


Year-Over-Year

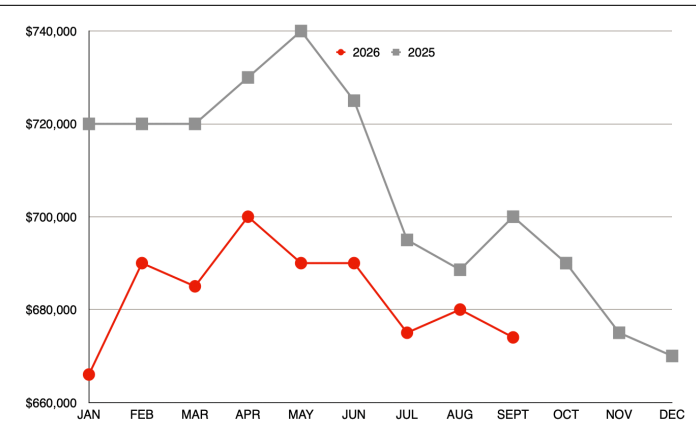


Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE



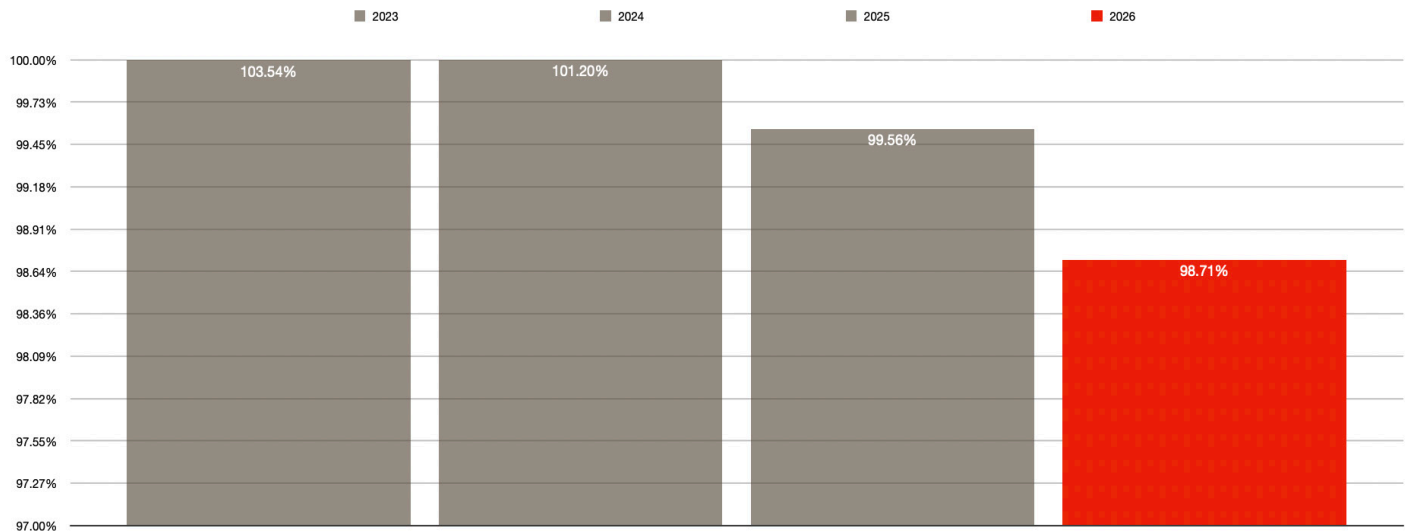
Year-Over-Year



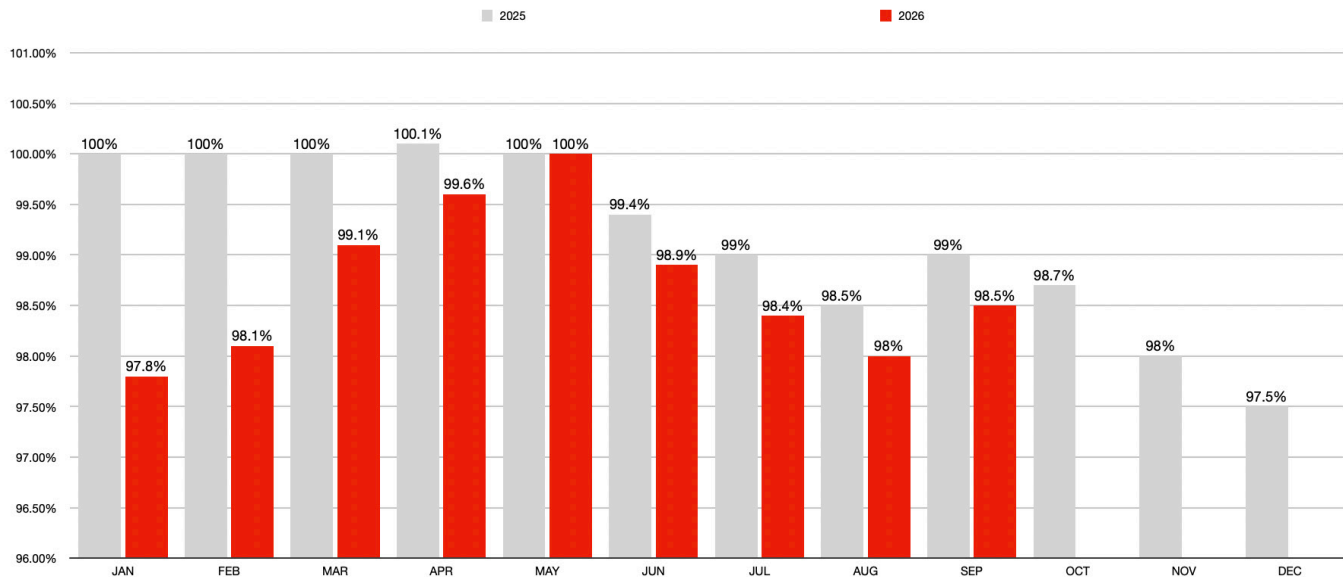
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. LIST PRICE RATIO

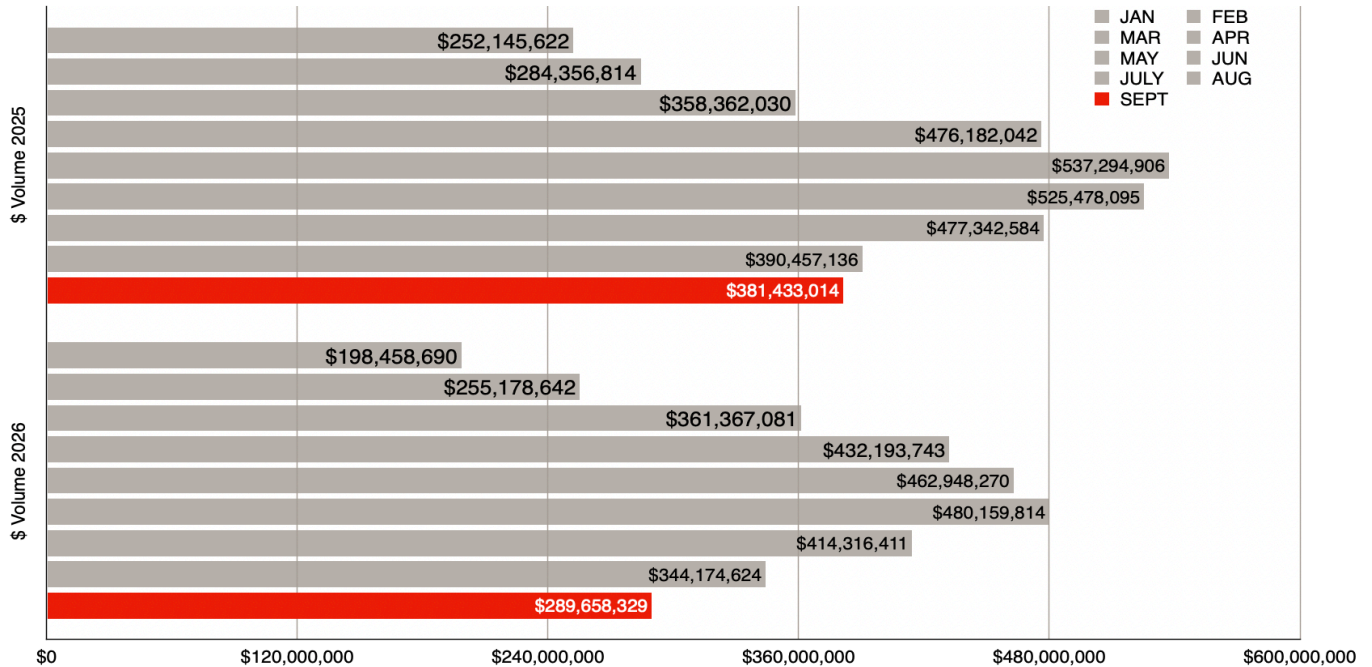


Year-Over-Year

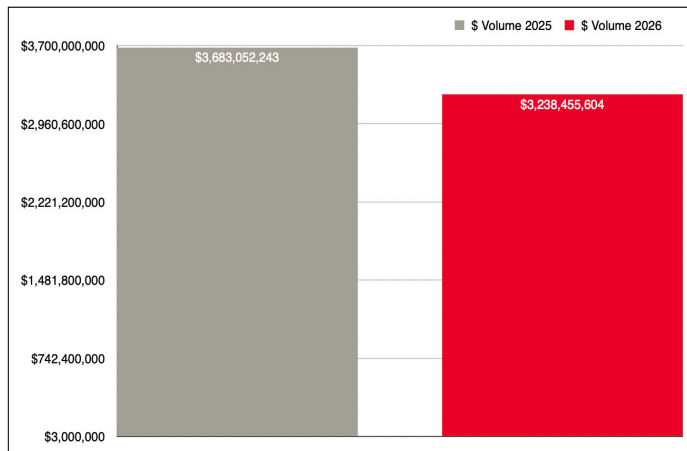


Month-Over-Month 2025 vs. 2026

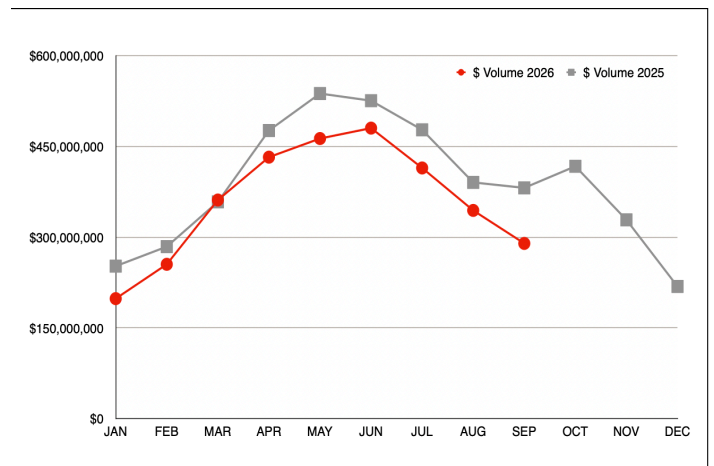
DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

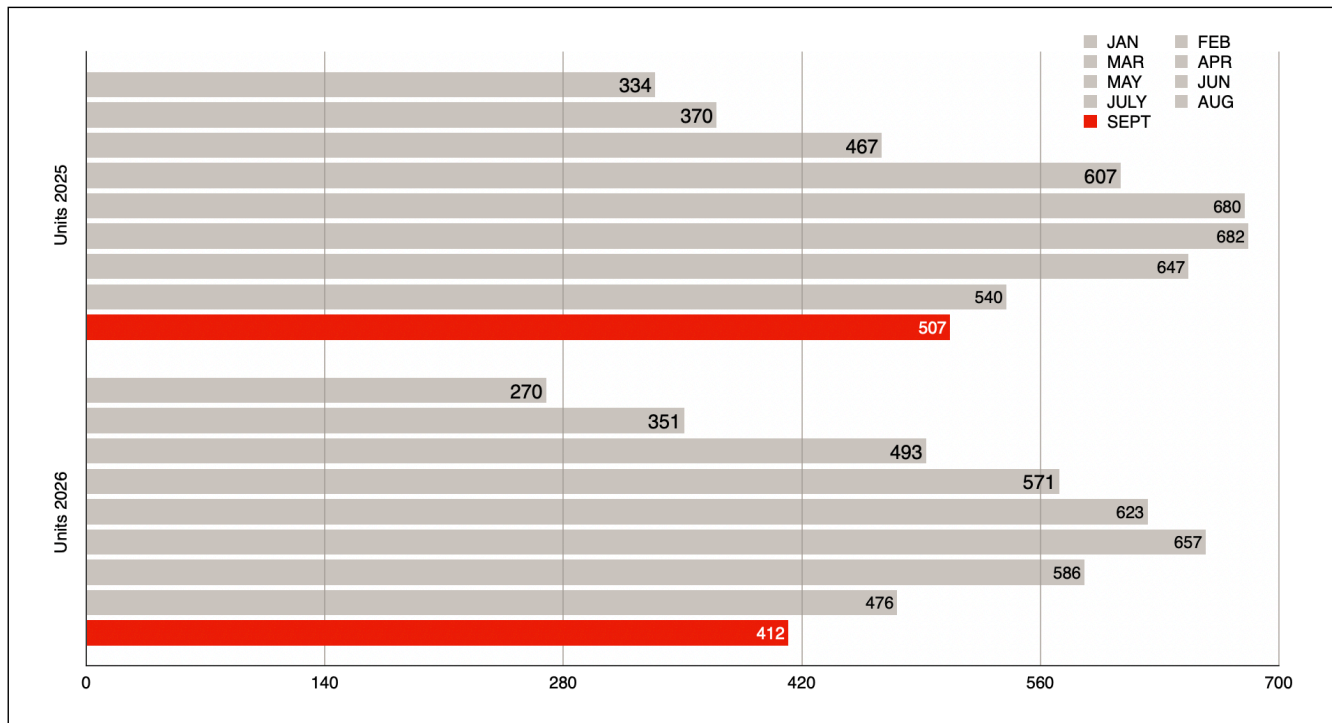


Yearly Totals 2025 vs. 2026

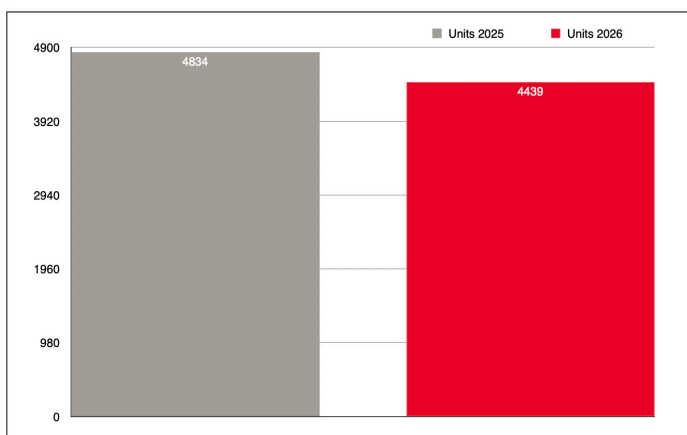


Month vs. Month 2025 vs. 2026

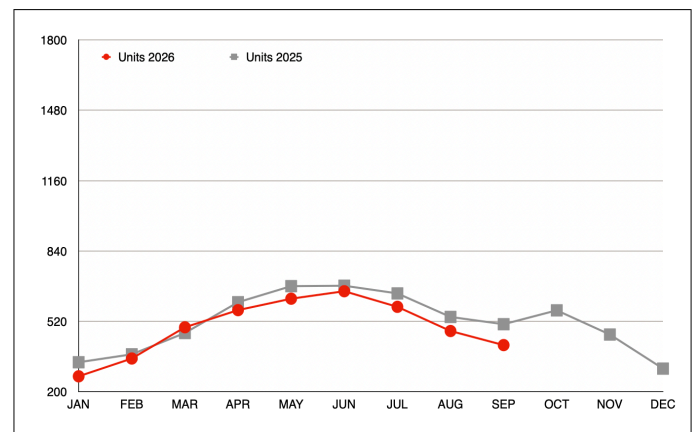
UNIT SALES



Monthly Comparison 2025 vs. 2026



Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

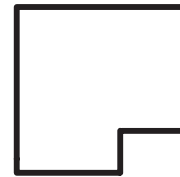
SALES BY TYPE



FREEHOLD



CONDOMINIUM



VACANT LAND

YTD Sales Volume	\$2,791,110,764 -9.94%	\$433,838,940 -25.32%	\$63,864,903 +131.49%
YTD Unit Sales	3469 -5.61%	935 -17.69%	32 -5.88%
YTD Average Sale Price	\$804,587 -4.59%	\$463,999 -9.27%	\$1,995,778.22 +145.96%
September Sales Volume	\$251,812,039 -23.17%	\$36,712,290 -31.54%	\$13,819,101 +347.74%
September Unit Sales	322 -19.5%	85 -19.81%	5 +25%

NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of September 30, 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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