



2024 SEPTEMBER

WATERLOO

Real Estate Market Report



Frances Snider
Sales Representative

519-824-9050
fsnider@royallepage.ca
francesnider.com



OVERVIEW

BUYER'S MARKET

The [Waterloo Region](#) real estate market has dipped into a buyer's market and is showing slight declines this month. The median sale price increased by 1.23%, while the average sale price rose by 4.19%. Sales volume saw a slight boost of 3.39%, though unit sales dipped by 0.77%. New listings decreased by 6.1%, and expired listings surged by 90.48%. Despite these shifts, the unit sales/listings ratio improved by 2.12%.



September year-over-year sales volume of \$408,229,767

Up 3.39% from 2023's \$394,854,226 with unit sales of 517 down 0.77% from last September's 521. New listings of 1,308 are down 6.1% from a year ago, with the sales/listing ratio of 39.53% up 2.12%.



Year-to-date sales volume of \$4,099,644,645

Down 1.68% from 2023's \$4,169,835,814 with unit sales of 5,200 down 1.14% from 2023's 5,260. New listings of 10,686 are up 16.7% from a year ago, with the sales/listing ratio of 48.66% down 8.78%.



Year-to-date average sale price of \$785,432

Down from \$786,686 from last year, with median sale price of \$740,000 up from \$735,000 one year ago. Average days-on-market of 22.6 is up 4.3 days from last year.

SEPTEMBER NUMBERS

Median Sale Price

\$730,000

+1.23%

Average Sale Price

\$789,613

+4.19%

Sales Volume

\$408,229,767

+3.39%

Unit Sales

517

-0.77%

New Listings

1,308

-6.1%

Expired Listings

200

+90.48%

Unit Sales/Listings Ratio

39.53%

+2.12%

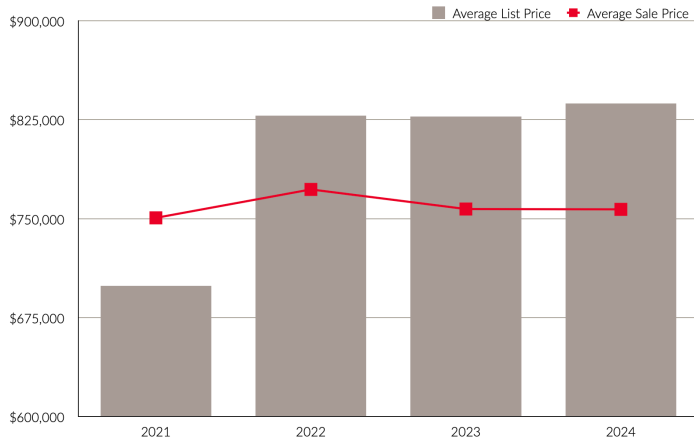
*Year-over-year comparison
(September 2024 vs. September 2023)*

THE MARKET IN DETAIL

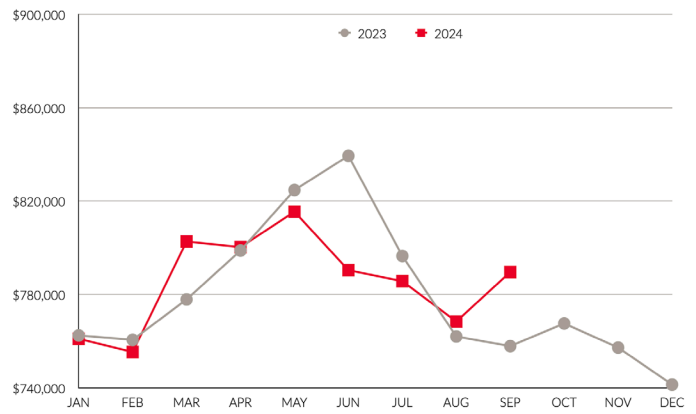
	2022	2023	2024	2023-2024
YTD Volume Sales	\$5,671,346,986	\$4,169,835,814	\$4,099,644,645	-1.68%
YTD Unit Sales	6,508	5,260	5,200	-1.14%
YTD New Listings	11,544	9,157	10,686	+16.7%
YDT Sales/Listings Ratio	56.38%	57.44%	48.66%	-8.78%
YTD Expired Listings	564	580	1,029	+77.41%
Monthly Volume Sales	\$394,636,373	\$394,854,226	\$408,229,767	+3.39%
Monthly Unit Sales	525	521	517	-0.77%
Monthly New Listings	917	1393	1308	-6.1%
Monthly Sales/Listings Ratio	57.25%	37.40%	39.53%	+2.12%
Monthly Expired Listings	111	105	200	+90.48%
YTD Sales: \$0-\$199K	14	13	8	-38.46%
YTD Sales: \$200k-349K	30	40	62	+55%
YTD Sales: \$350K-\$549K	716	882	848	-3.85%
YTD Sales: \$550K-\$749K	1,821	1,647	1,730	+5.04%
YTD Sales: \$750K-\$999K	2,324	1,844	1,757	-4.72%
YTD Sales: \$1M-\$2M	1,536	799	778	-2.63%
YTD Sales: \$2M+	76	43	44	+2.33%
YTD Average Days-On-Market	13.44	18.22	22.56	+23.78%
YTD Average Sale Price	\$860,979	\$786,686	\$785,432	-0.16%
YTD Median Sale Price	\$803,500	\$735,000	\$740,000	+0.68%

Waterloo MLS Sales and Listing Summary
2022 vs. 2023 vs. 2024

AVERAGE SALE PRICE

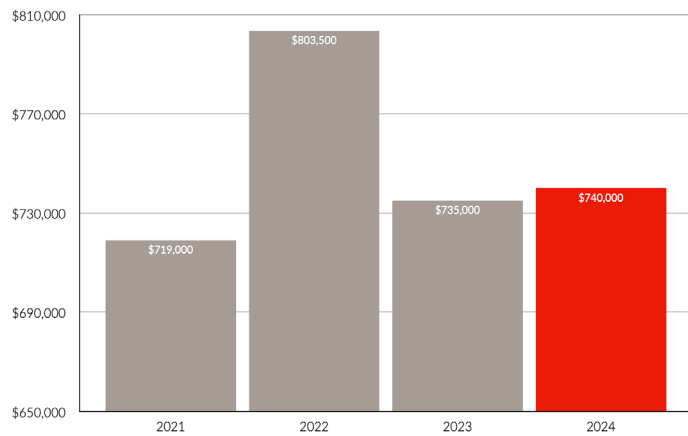


Year-Over-Year

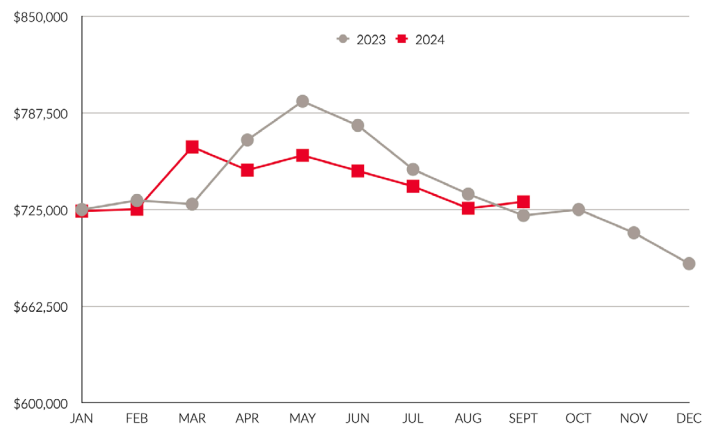


Month-Over-Month 2023 vs. 2024

MEDIAN SALE PRICE



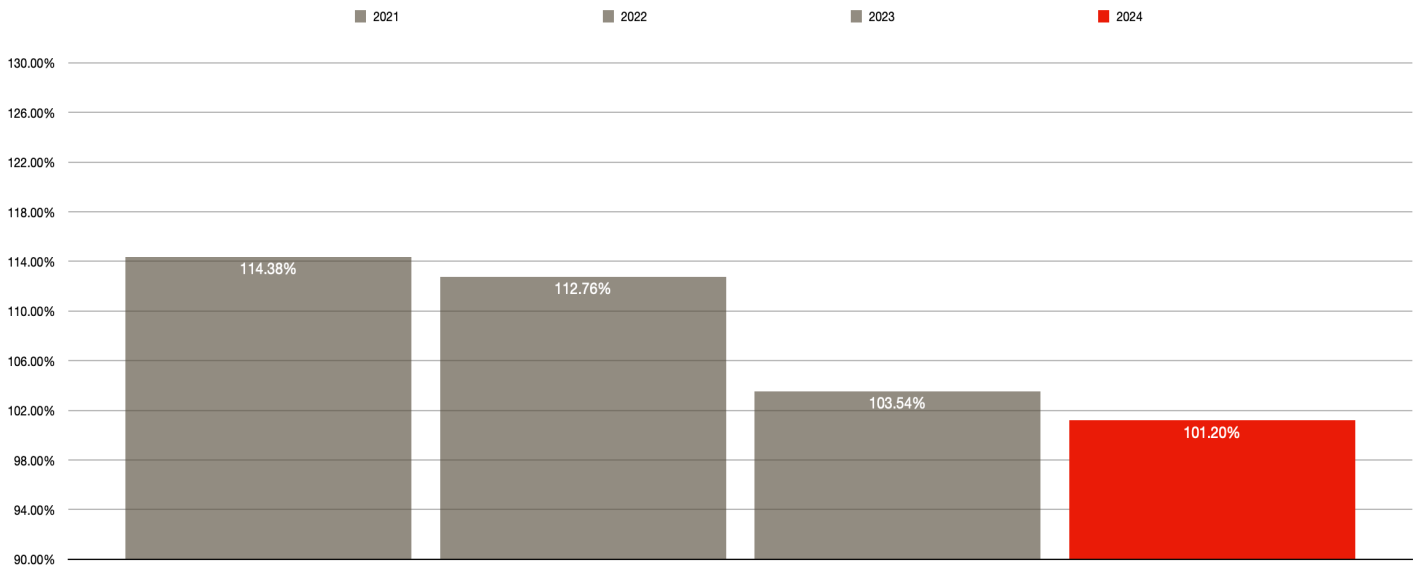
Year-Over-Year



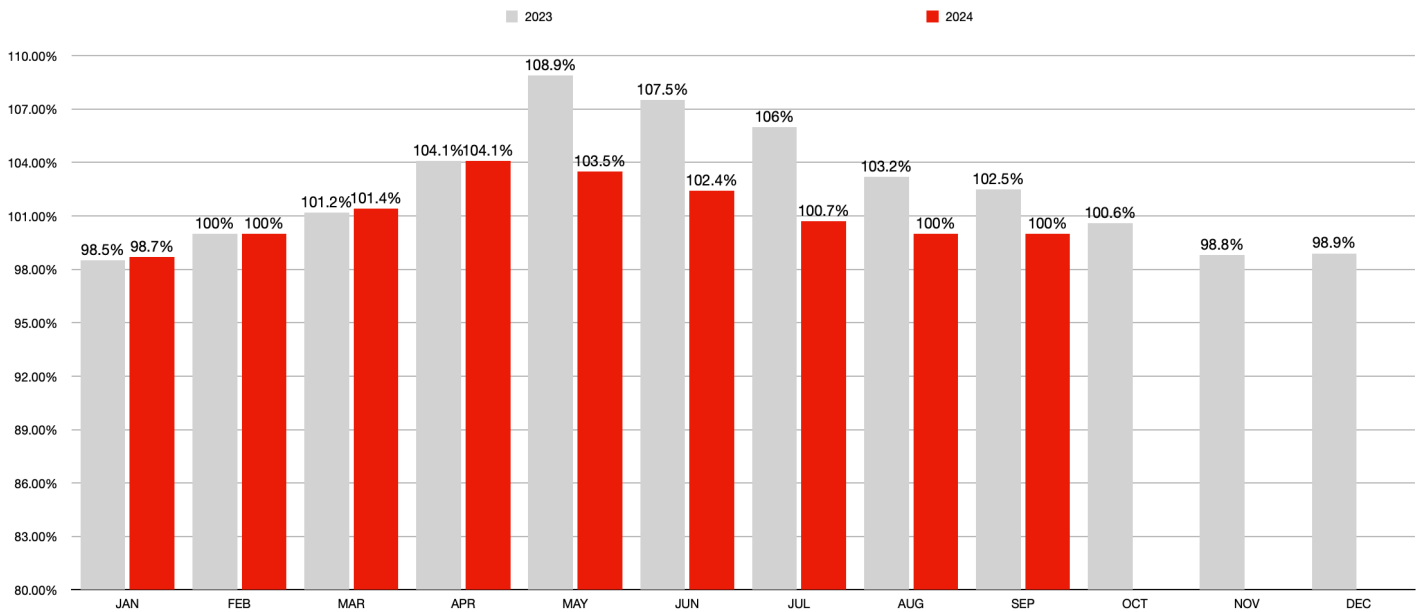
Month-Over-Month 2023 vs. 2024

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

SALE PRICE VS. LIST PRICE RATIO

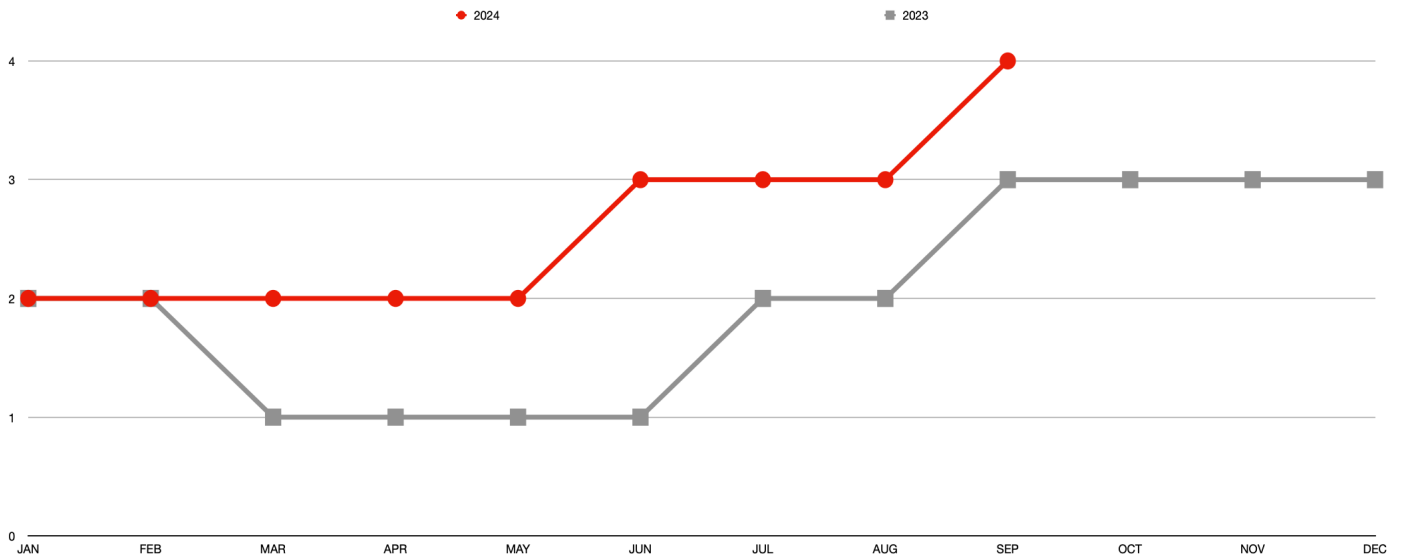


Year-Over-Year

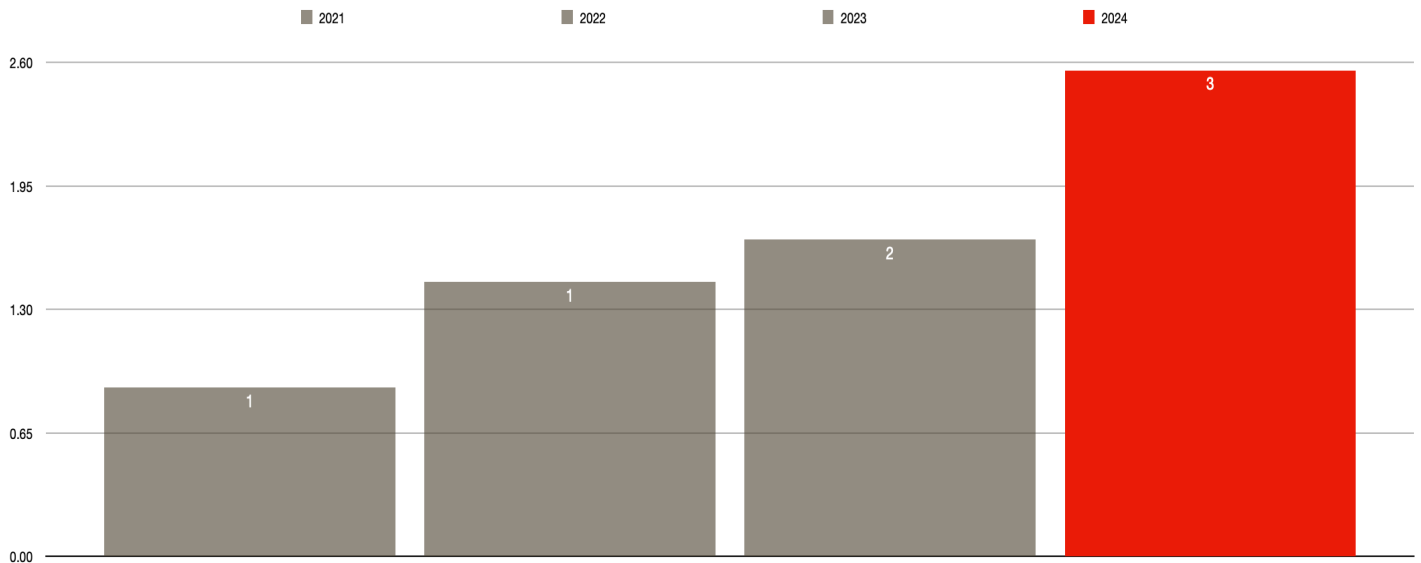


Month-Over-Month 2023 vs. 2024

MONTHS OF INVENTORY

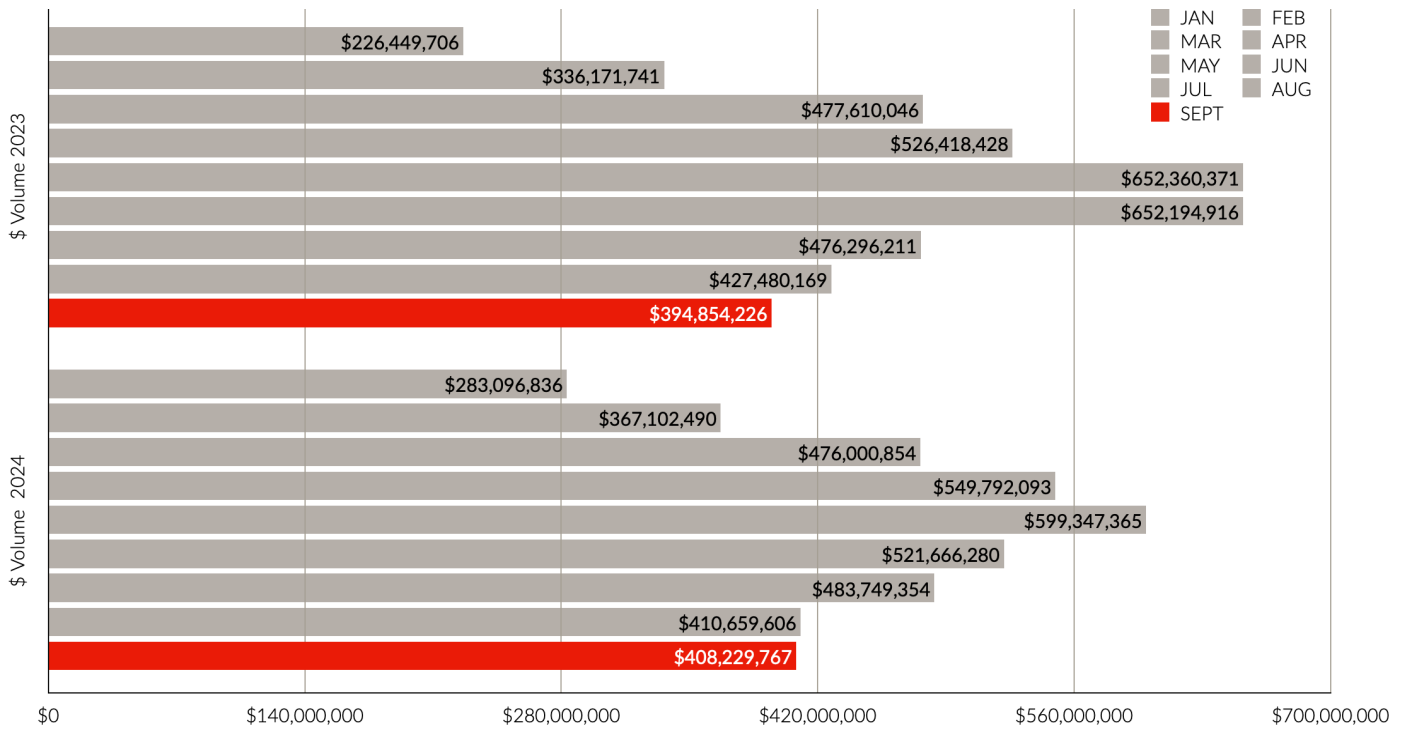


Month-Over-Month 2023 vs. 2024

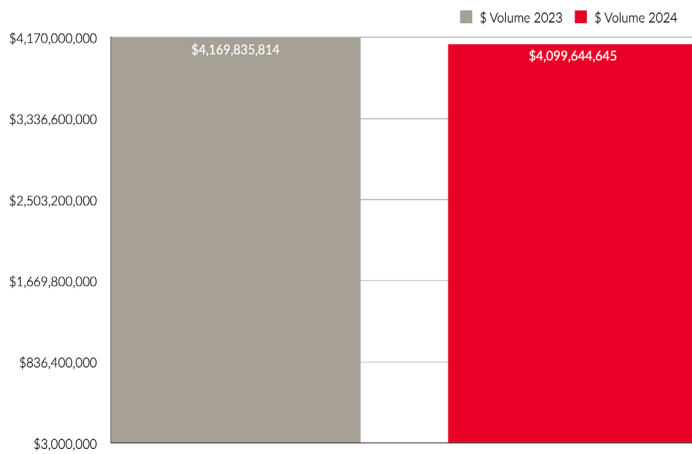


Year-Over-Year

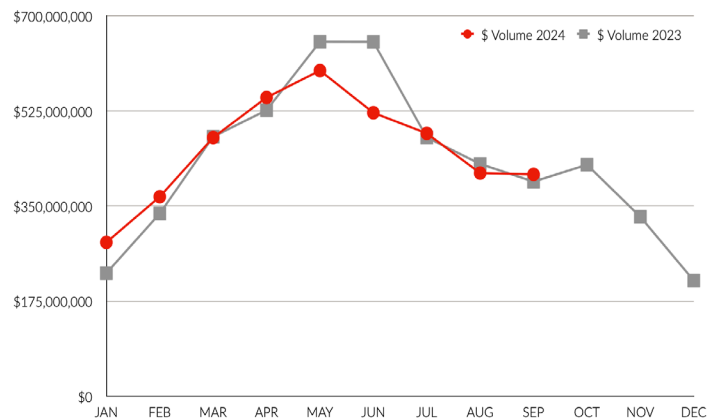
DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

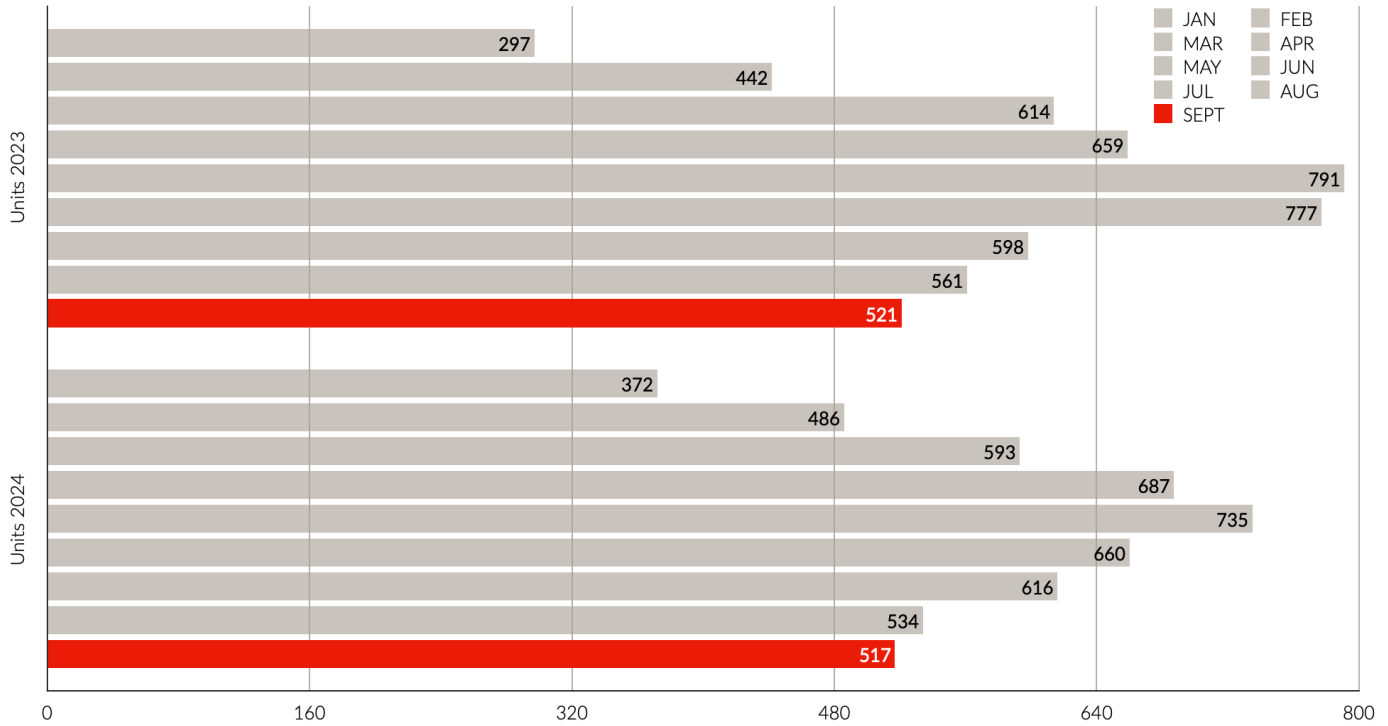


Yearly Totals 2023 vs. 2024

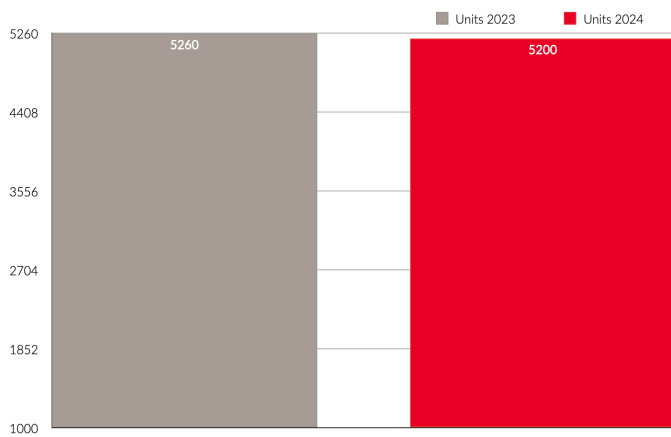


Month vs. Month 2023 vs. 2024

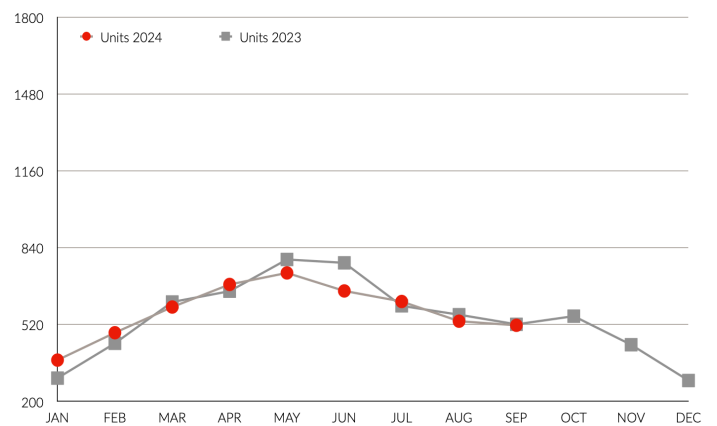
UNIT SALES



Monthly Comparison 2023 vs. 2024



Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$3,400,264,104 +1.21%	 \$689,771,360 -11.25%	 \$116,015,189 +91.73%
YTD Unit Sales	 3897 +2.85%	 1280 -8.83%	 26 -23.53%
YTD Average Sale Price	 \$872,534 -1.6%	 \$538,884 -2.65%	 \$4,462,122.65 +150.73%
September Sales Volume	 \$346,759,892 +12.52%	 \$60,324,875 -28.49%	 \$82,000,000 +416.05%
September Unit Sales	 398 +9.04%	 116 -22.67%	 1 -83.33%

NOTE: All MLS® sales data in this report comes from the Guelph Association Of REALTORS® and refers specifically to residential sales as of September 1, 2024.

Year-Over-Year Comparison (2024 vs. 2023)

While deemed to be reliable, Royal LePage Royal City Realty assumes no responsibility for errors and omissions.



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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