



# 2026

# JUNE

# 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** remained in balanced market territory through June, with the year-to-date sales-to-listings ratio sitting at 43.39%, above the 39% threshold. Pricing continued to soften year over year, with the median sale price declining 4.83% to \$690,000, while the average sale price decreased 6.24% to \$730,837. Sales volume fell 8.62% to \$480.16M, with unit sales down 3.67% to 657 transactions. New listings declined 7.62% to 1,406, while expired listings dropped 46.34% to 132. With the monthly sales-to-listings ratio improving to 46.73%, balanced market conditions continue across Waterloo Region despite ongoing price moderation.



### June year-over-year sales volume of \$480,159,814

Down 8.62% from 2025's \$525,478,095 with unit sales of 657 down 3.67% from last June's 682. New listings of 1,406 are down 7.62% from a year ago, with the sales/listing ratio of 46.73% up 4.28%.



### Year-to-date sales volume of \$2,190,306,240

Down 10.01% from 2025's \$2,433,819,509 with unit sales of 2,965 down 5.57% from 2025's 3,140. New listings of 6,833 are down 10.27% from a year ago, with the sales/listing ratio of 43.39% up 5.23%.



### Year-to-date average sale price of \$737,393

Down from \$774,158 one year ago, with median sale price of \$690,000 down from \$722,500 one year ago. Average days-on-market of 32 is up 5 days from last year.

## JUNE NUMBERS

Median Sale Price

**\$690,000**

-4.83%

Average Sale Price

**\$730,837**

-6.24%

Sales Volume

**\$480,159,814**

-8.62%

Unit Sales

**657**

-3.67%

New Listings

**1,406**

-7.62%

Expired Listings

**132**

-46.34%

Unit Sales/Listings Ratio

**46.73%**

+4.28%

*Year-over-year comparison  
(June 2025 vs. June 2026)*

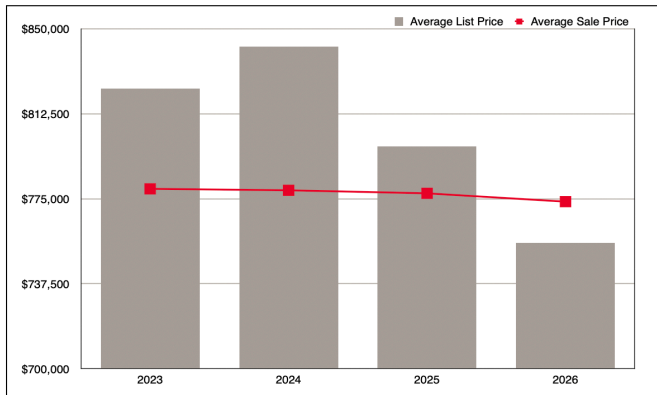


# THE MARKET IN DETAIL

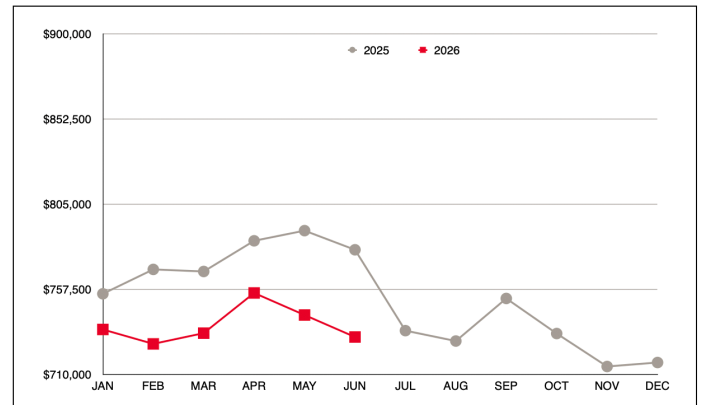
|                              | 2024            | 2025            | 2026            | 2025-2026 |
|------------------------------|-----------------|-----------------|-----------------|-----------|
| YTD Volume Sales             | \$2,797,005,918 | \$2,433,819,509 | \$2,190,306,240 | -10.01%   |
| YTD Unit Sales               | 3,533           | 3,140           | 2,965           | -5.57%    |
| YTD New Listings             | 7,026           | 7,615           | 6,833           | -10.27%   |
| YTD Sales/Listings Ratio     | 50.28%          | 41.23%          | 43.39%          | +5.23%    |
| YTD Expired Listings         | 556             | 848             | 742             | -12.5%    |
| Monthly Volume Sales         | \$521,666,280   | \$525,478,095   | \$480,159,814   | -8.62%    |
| Monthly Unit Sales           | 660             | 682             | 657             | -3.67%    |
| Monthly New Listings         | 1425            | 1522            | 1,406           | -7.62%    |
| Monthly Sales/Listings Ratio | 46.32%          | 44.81%          | 46.73%          | +4.28%    |
| Monthly Expired Listings     | 172             | 246             | 132             | -46.34%   |
| YTD Sales: \$0-\$199K        | 6               | 7               | 6               | -14.29%   |
| YTD Sales: \$200k-349K       | 46              | 84              | 139             | +65.48%   |
| YTD Sales: \$350K-\$549K     | 555             | 507             | 521             | +2.76%    |
| YTD Sales: \$550K-\$749K     | 1,155           | 1,101           | 1,144           | +3.91%    |
| YTD Sales: \$750K-\$999K     | 1,213           | 943             | 754             | -20.04%   |
| YTD Sales: \$1M-\$2M         | 560             | 472             | 370             | -21.61%   |
| YTD Sales: \$2M+             | 24              | 28              | 26              | -7.14%    |
| YTD Average Days-On-Market   | 21.33           | 26.67           | 31.50           | +18.12%   |
| YTD Average Sale Price       | \$787,532       | \$774,158       | \$737,393       | -4.75%    |
| YTD Median Sale Price        | \$750,250       | \$722,500       | \$690,000       | -4.5%     |

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

# AVERAGE SALE PRICE

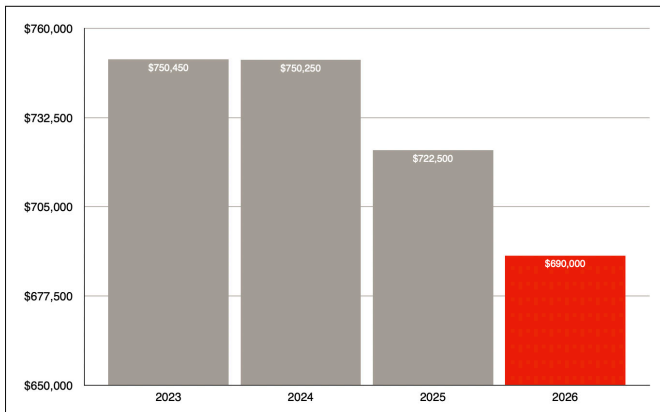


Year-Over-Year

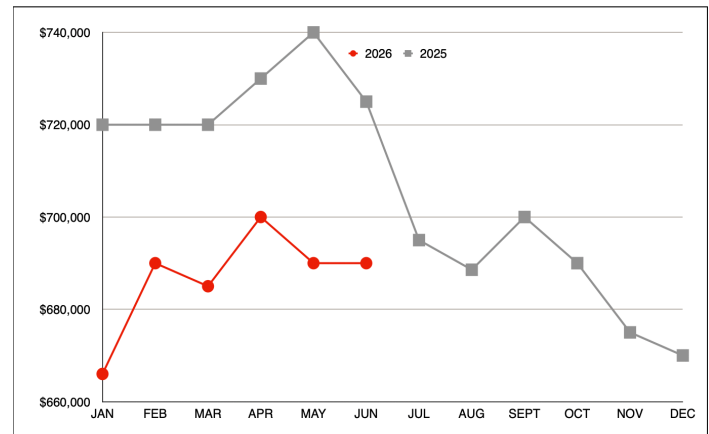


Month-Over-Month 2025 vs. 2026

# MEDIAN SALE PRICE



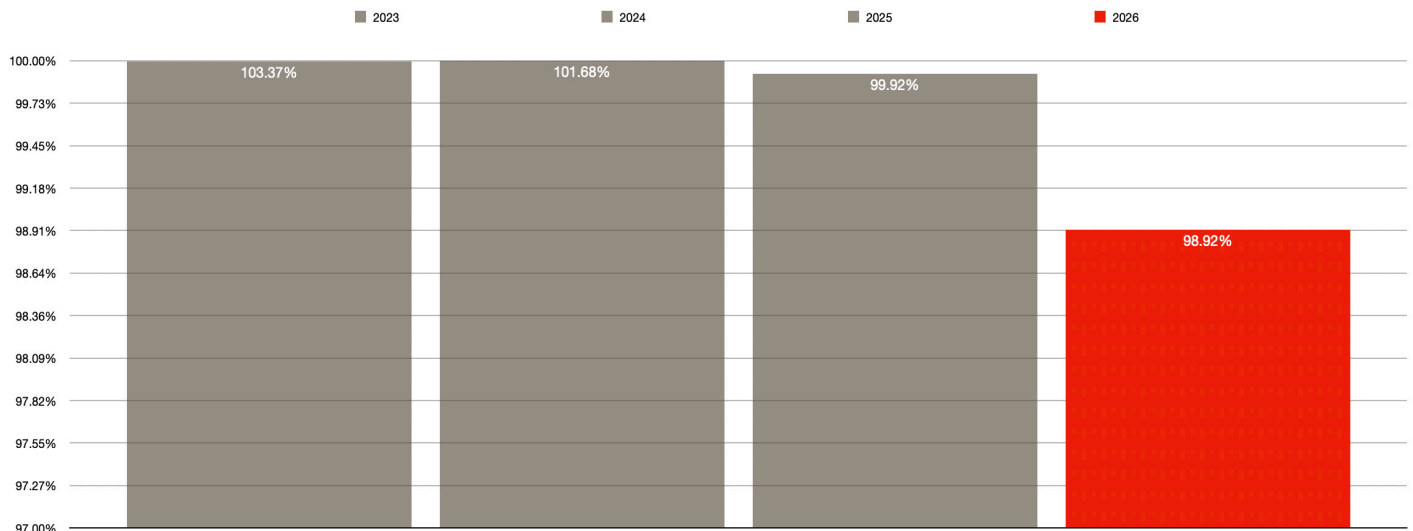
Year-Over-Year



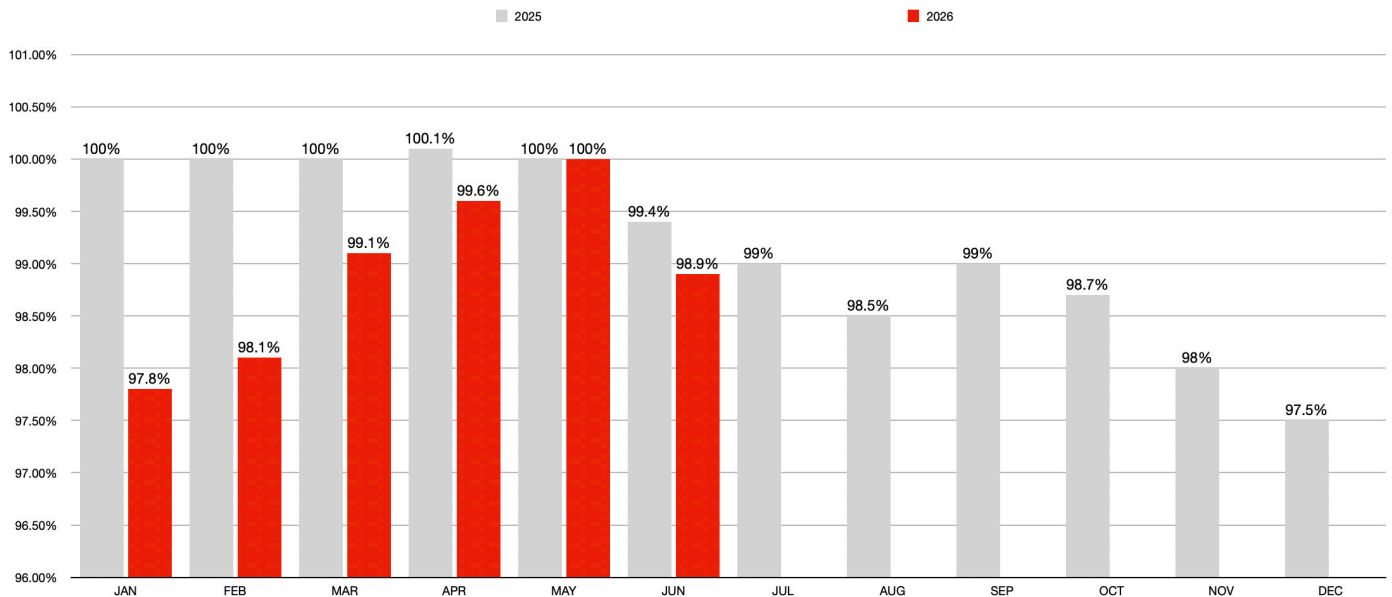
Month-Over-Month 2025 vs. 2026

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

# SALE PRICE VS. LIST PRICE RATIO

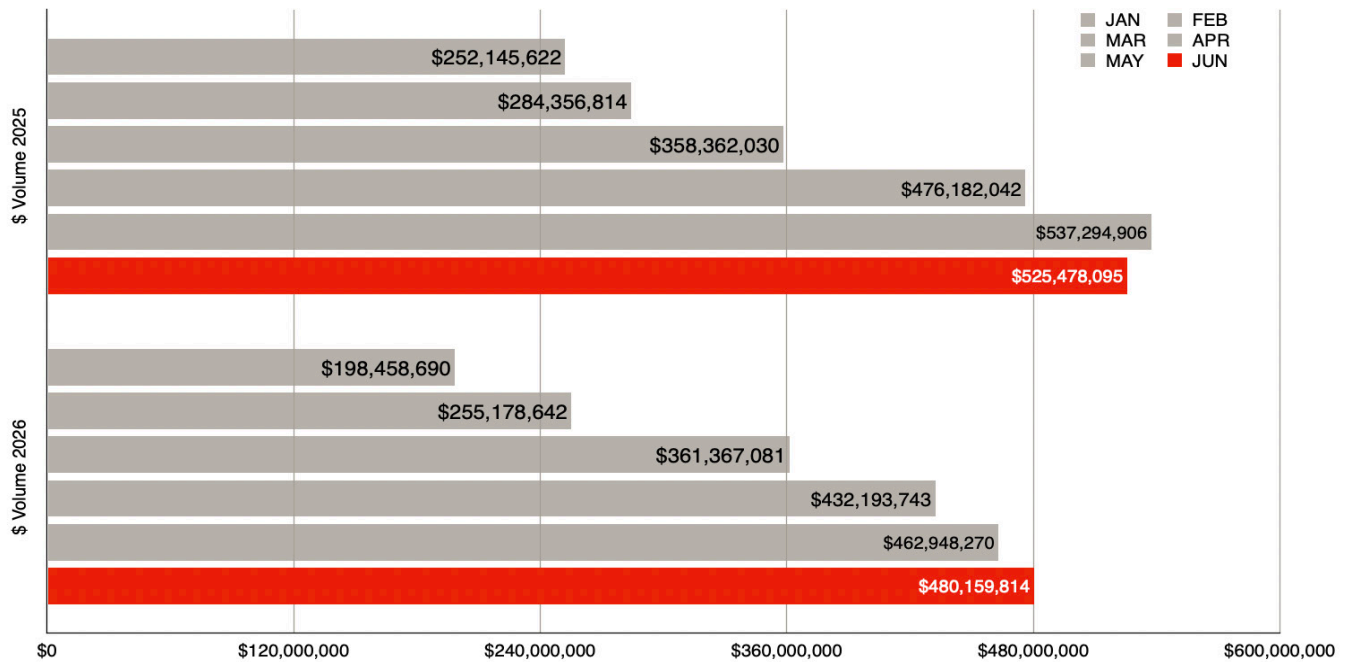


## Year-Over-Year

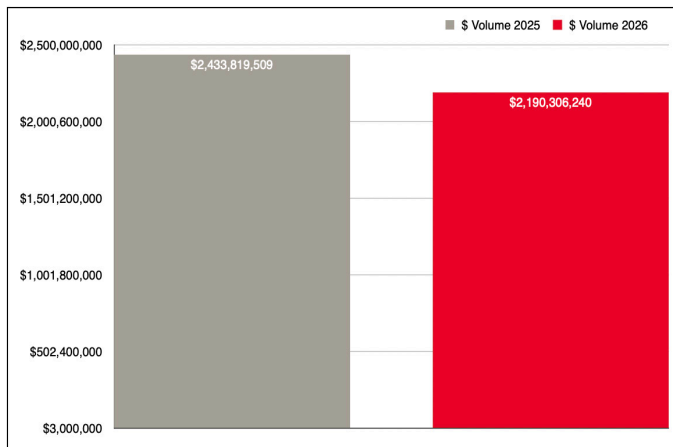


## Month-Over-Month 2025 vs. 2026

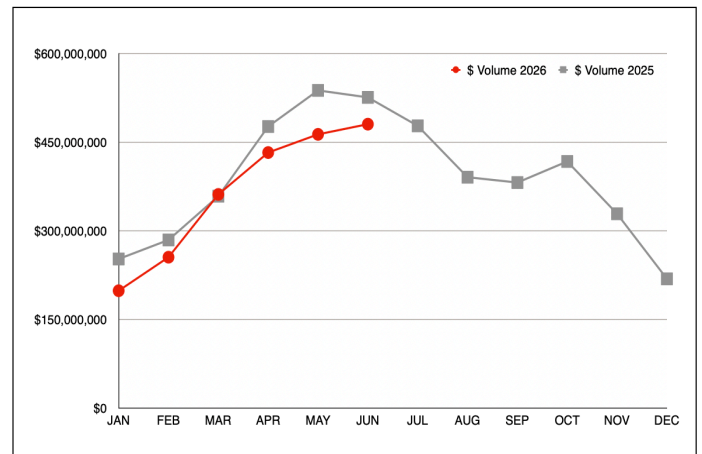
# DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

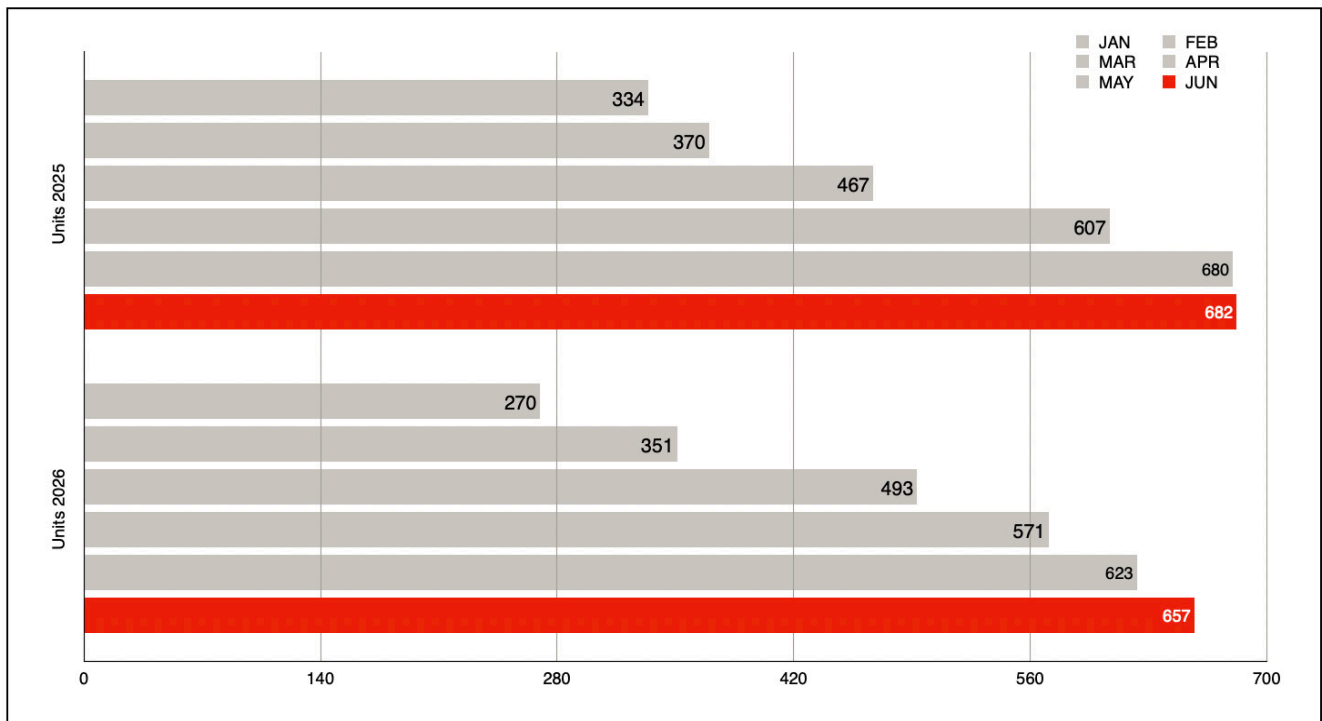


Yearly Totals 2025 vs. 2026

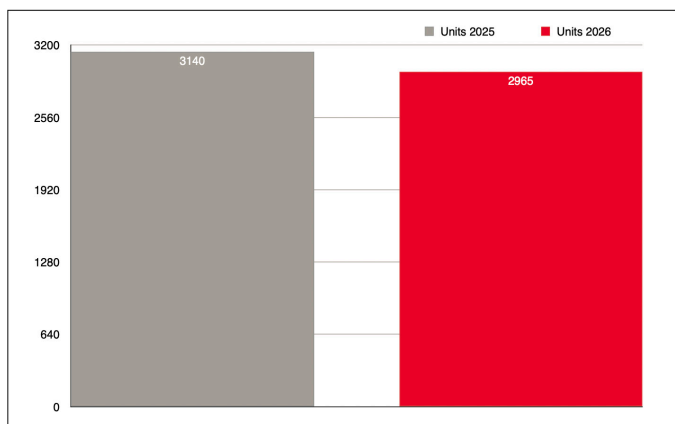


Month vs. Month 2025 vs. 2026

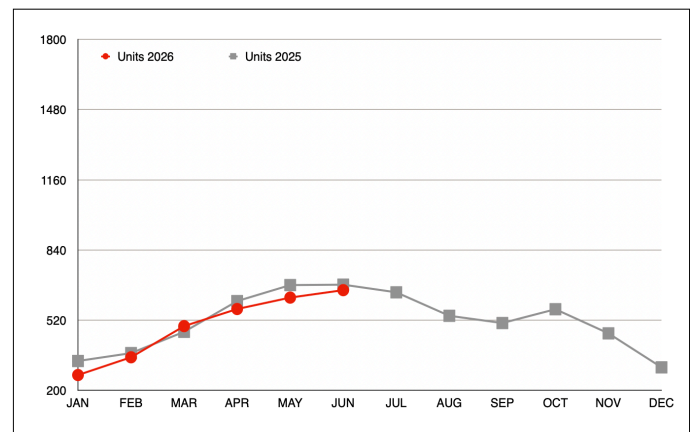
# UNIT SALES



Monthly Comparison 2025 vs. 2026

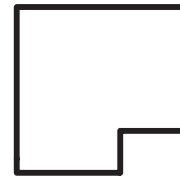


Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

# SALES BY TYPE



|                        | FREEHOLD                  | CONDOMINIUM              | VACANT LAND               |
|------------------------|---------------------------|--------------------------|---------------------------|
| YTD Sales Volume       | \$1,881,074,113<br>-7.62% | \$299,199,227<br>-24.32% | \$23,390,277<br>+4.43%    |
| YTD Unit Sales         | 2310<br>-2.28%            | 632<br>-16.51%           | 17<br>-34.62%             |
| YTD Average Sale Price | \$814,318<br>-5.46%       | \$473,416<br>-9.36%      | \$1,375,898.65<br>+59.72% |
| June Sales Volume      | \$418,185,669<br>-8.13%   | \$58,644,245<br>-21.58%  | \$1,578,500<br>-81.52%    |
| June Unit Sales        | 523<br>-0.95%             | 127<br>-15.89%           | 3<br>+200%                |

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 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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