



2026

APRIL

WATERLOO REGION

Real Estate Market Report



OVERVIEW

BALANCED MARKET

The [Waterloo Region](#) real estate market remained in balanced market territory, as relatively stable inventory levels and moderating sales activity kept conditions near equilibrium. The median sale price declined 4.11% to \$700,000, while the average sale price decreased 3.71% to \$755,393, reflecting modest price softening. Sales volume dropped 10.21% to \$427.55M, driven by a 6.75% decrease in unit sales to 566 transactions. New listings edged down slightly by 1.14% to 1,390, while expired listings fell 12.5% to 98, indicating improved absorption compared to previous periods. With a unit sales-to-listings ratio of 40.72%, down 2.45% year over year but still above the 39% threshold, conditions continue to reflect a balanced and stable market across Waterloo.



April year-over-year sales volume of \$427,552,644

Down -10.21% from 2025's \$476,182,042 with unit sales of 566 down -6.75% from last April's 607. New listings of 1,390 are down -1.14% from a year ago, with the sales/listing ratio of 40.72% down -2.45%.



Year-to-date sales volume of \$1,242,557,057

Down -9.37% from 2025's \$1,371,046,508 with unit sales of 1680 down -5.51% from 2025's 1778. New listings of 3,977 are down -10.06% from a year ago, with the sales/listing ratio of 42.24% up +2.03%.



Year-to-date average sale price of \$737,607

Down from \$768,829 from last year, with median sale price of \$687,500 down from \$720,000 one year ago. Average days-on-market of 35 is up 8 days from last year.

APRIL NUMBERS

Median Sale Price

\$700,000
-4.11%

Average Sale Price

\$755,393
-3.71%

Sales Volume

\$427,552,644
-10.21%

Unit Sales

566
-6.75%

New Listings

1390
-1.14%

Expired Listings

98
-12.5%

Unit Sales/Listings Ratio

40.72%
-2.45%

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

THE MARKET IN DETAIL

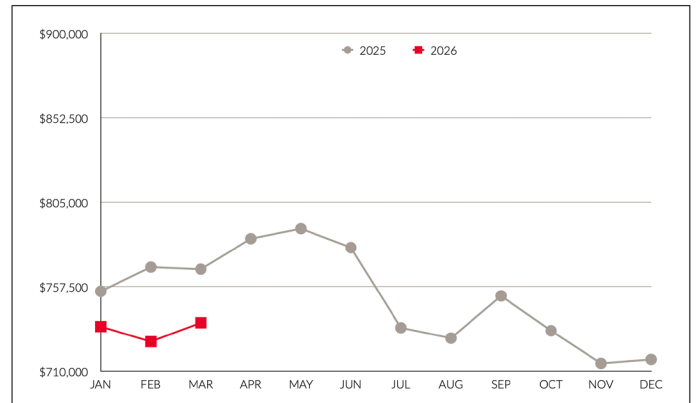
	2024	2025	2026	2025-2026
YTD Volume Sales	\$1,675,992,273	\$1,371,046,508	\$1,242,557,057	-9.37%
YTD Unit Sales	2,138	1,778	1,680	-5.51%
YTD New Listings	3,964	4,422	3,977	-10.06%
YTD Sales/Listings Ratio	53.94%	40.21%	42.24%	+5.06%
YTD Expired Listings	315	453	499	+10.15%
Monthly Volume Sales	\$549,792,093	\$476,182,042	\$427,552,644	-10.21%
Monthly Unit Sales	687	607	566	-6.75%
Monthly New Listings	1433	1406	1390	-1.14%
Monthly Sales/Listings Ratio	47.94%	43.17%	40.72%	-5.68%
Monthly Expired Listings	83	112	98	-12.5%
YTD Sales: \$0-\$199K	3	1	2	+100%
YTD Sales: \$200k-349K	32	40	87	+117.5%
YTD Sales: \$350K-\$549K	367	309	300	-2.91%
YTD Sales: \$550K-\$749K	692	629	636	+1.11%
YTD Sales: \$750K-\$999K	712	530	431	-18.68%
YTD Sales: \$1M-\$2M	325	257	204	-20.62%
YTD Sales: \$2M+	16	13	20	+53.85%
YTD Average Days-On-Market	23.50	27.25	34.50	+26.61%
YTD Average Sale Price	\$779,837	\$768,829	\$737,607	-4.06%
YTD Median Sale Price	\$737,875	\$720,000	\$687,500	-4.51%

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

AVERAGE SALE PRICE

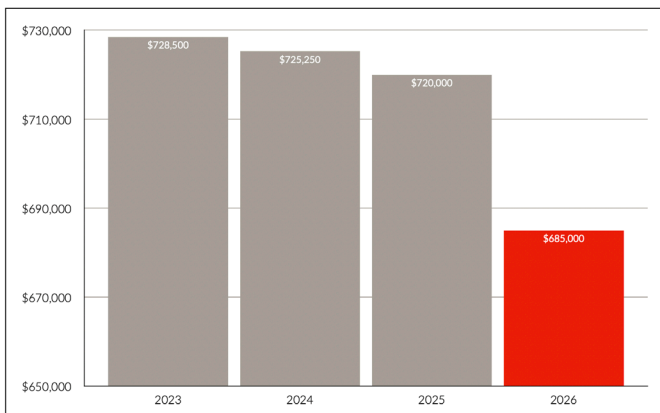


Year-Over-Year

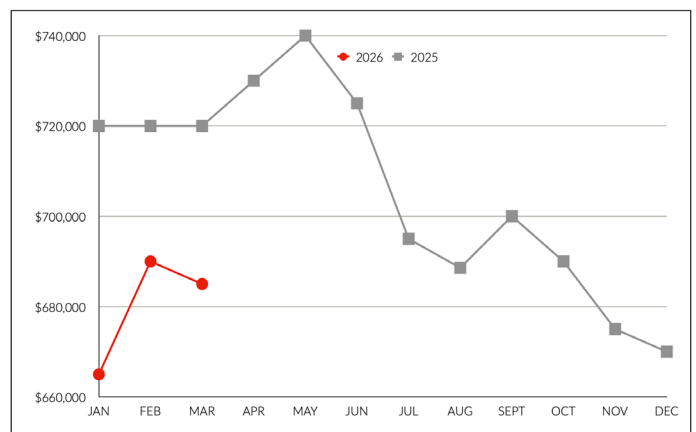


Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE



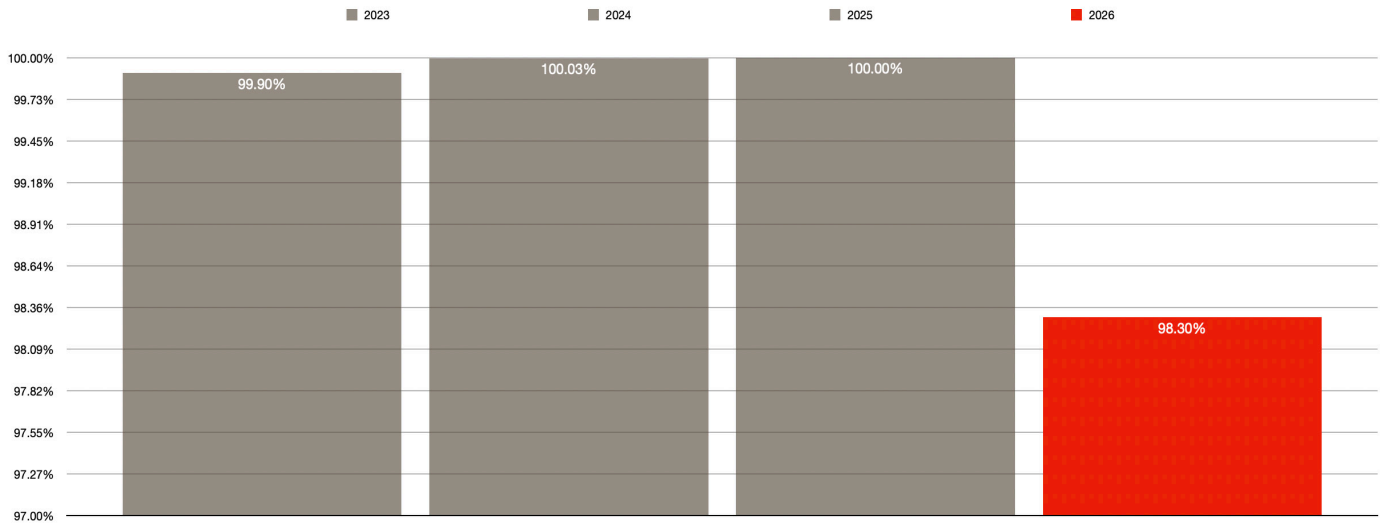
Year-Over-Year



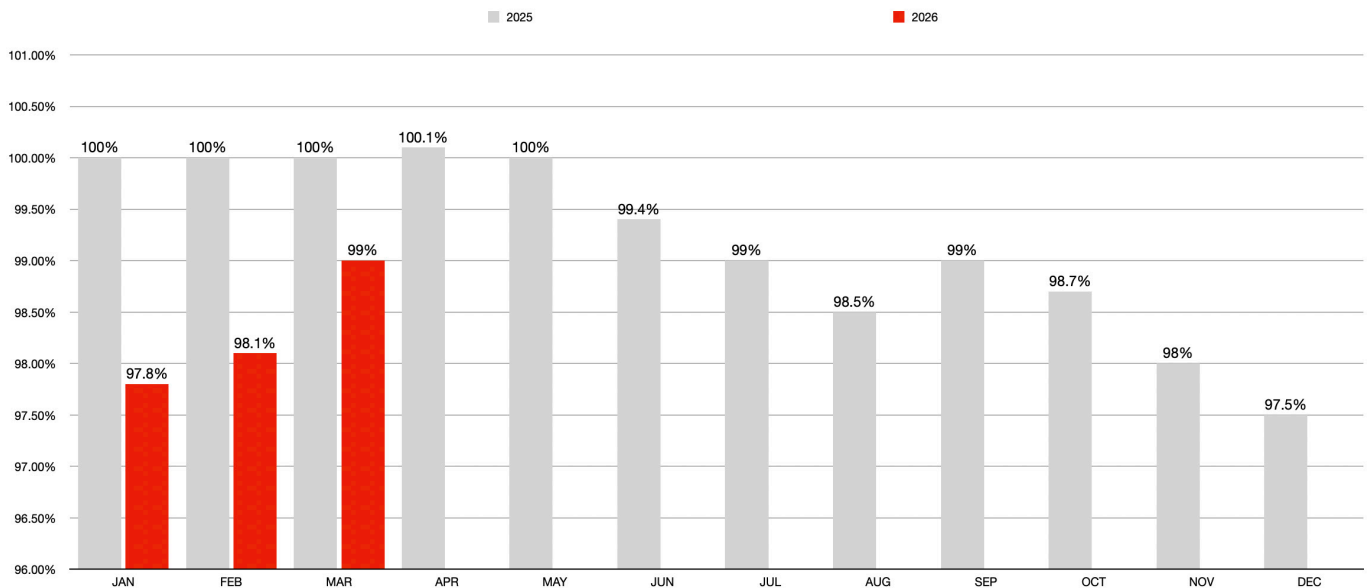
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. LIST PRICE RATIO

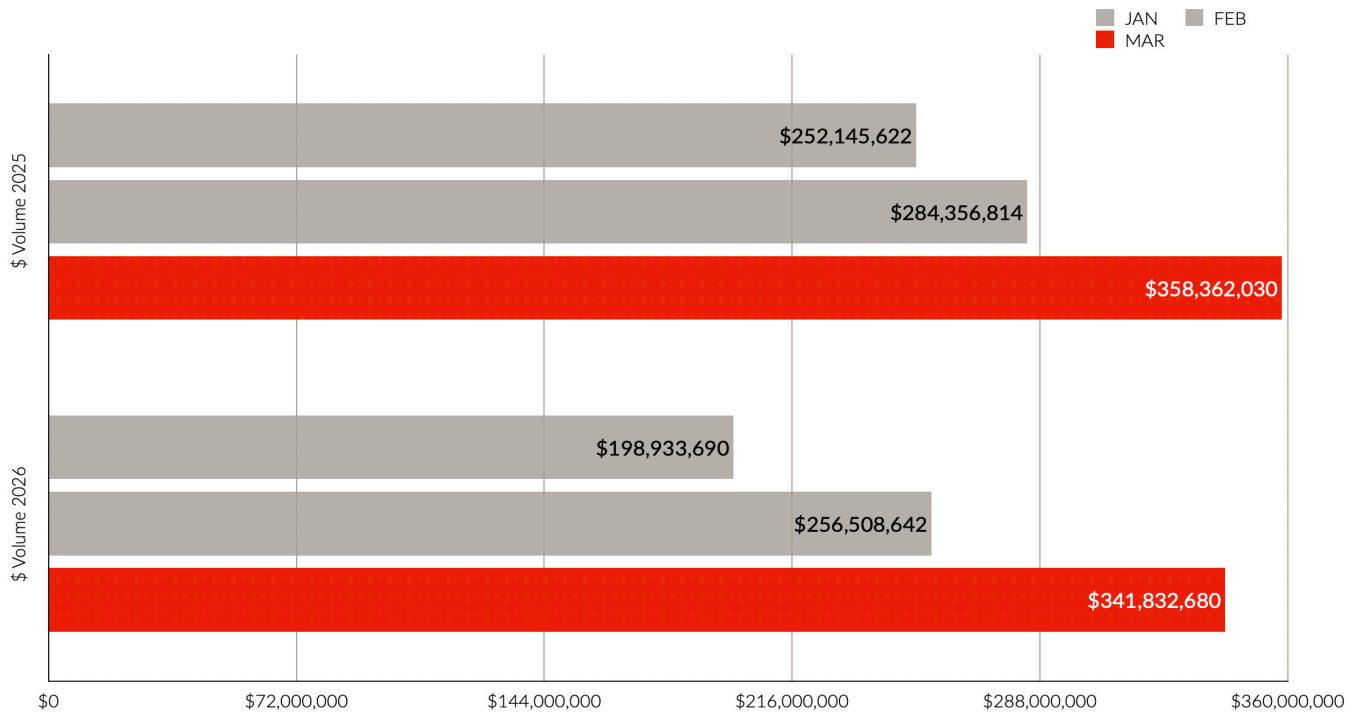


Year-Over-Year

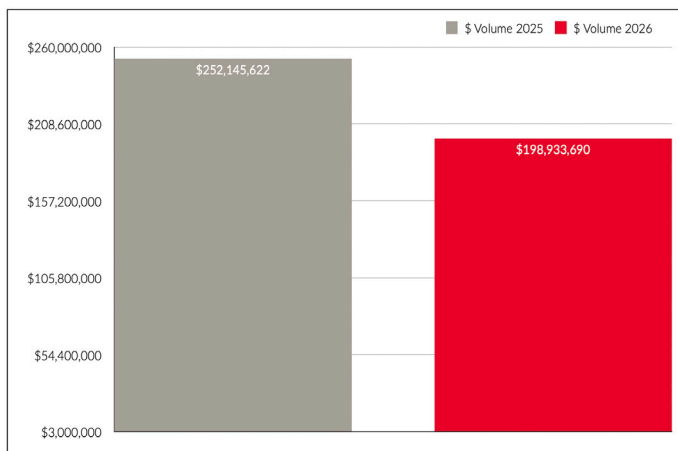


Month-Over-Month 2025 vs. 2026

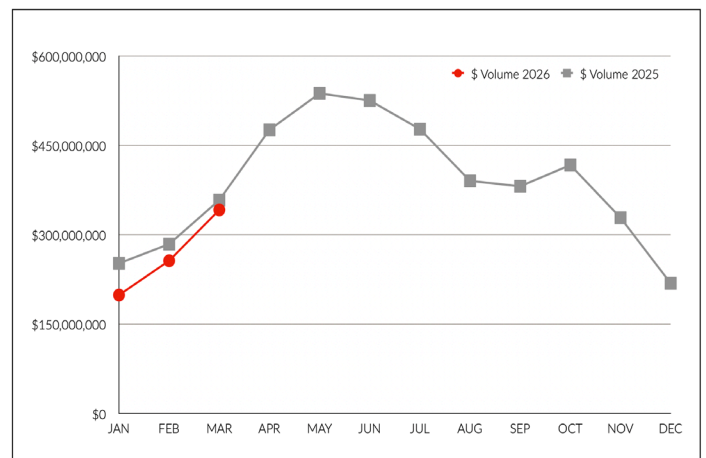
DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

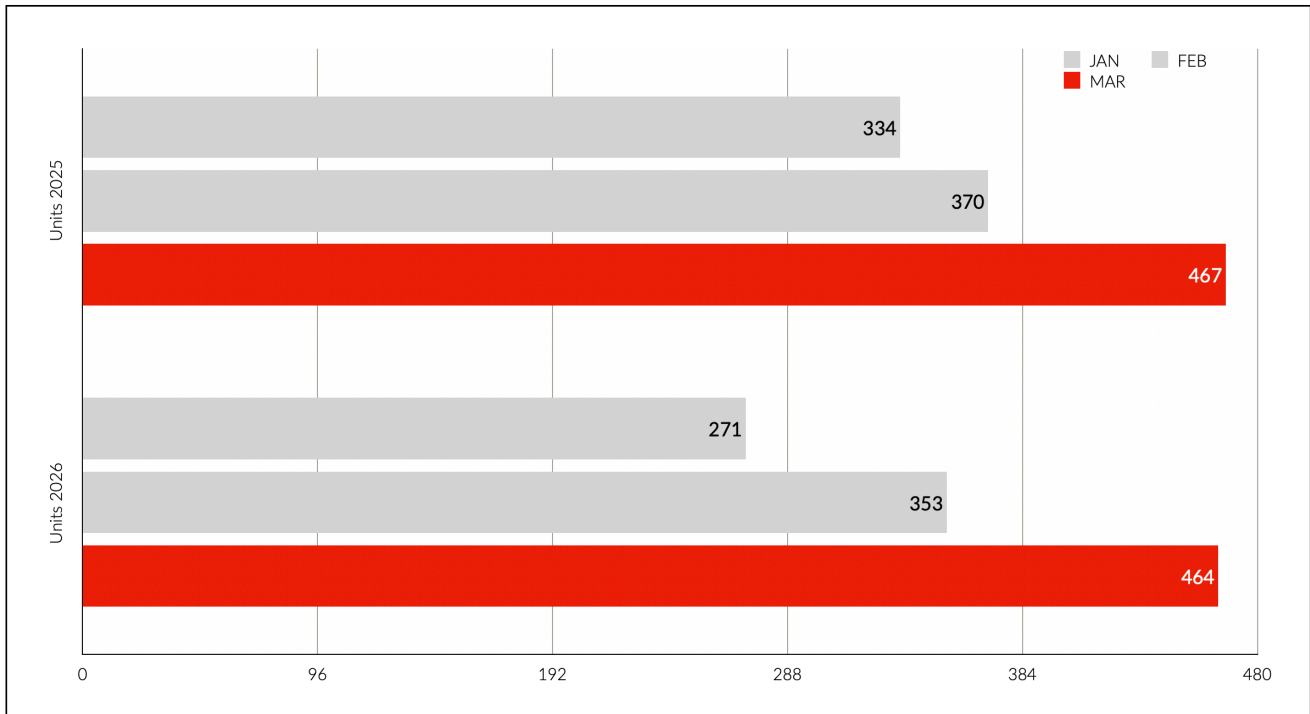


Yearly Totals 2025 vs. 2026

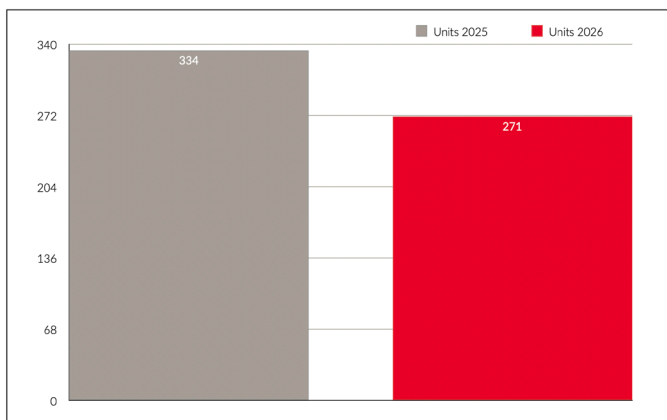


Month vs. Month 2025 vs. 2026

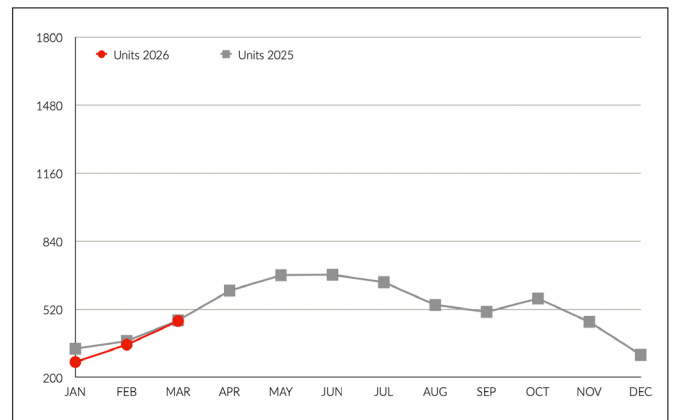
UNIT SALES



Monthly Comparison 2025 vs. 2026

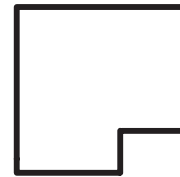

















Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$1,058,974,796 -5.86%	 \$178,103,261 -25.9%	 \$20,994,000 +52.63%
YTD Unit Sales	 1289 -1.6%	 379 -16.7%	 11 -38.89%
YTD Average Sale Price	 \$821,548 -4.32%	 \$469,929 -11.04%	 \$1,908,545.45 +149.76%
April Sales Volume	 \$369,948,563 -6.36%	 \$55,086,081 -30.94%	 \$3,325,000 -65.85%
April Unit Sales	 449 -1.75%	 111 -24.49%	 5 No Change

NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of April 1, 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 LOCATION



CAMBRIDGE

519-621-2000
471 Hespeler Rd, Unit # 4, N1R 6J2

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