



2026

**MAY**

**WATERLOO REGION**

**Real Estate Market Report**



# OVERVIEW

## BALANCED MARKET

The [Waterloo Region](#) remained in balanced market territory through May, as buyer demand continued to keep pace with available inventory despite softer pricing and reduced sales activity. The median sale price declined 6.76% year over year to \$690,000, while the average sale price decreased 5.96% to \$743,095. Sales volume fell 13.84% to \$462.95M, with unit sales decreasing 8.38% to 623 transactions. New listings declined 13.23% to 1,450, while expired listings dropped 25.50% to 111, suggesting fewer properties were leaving the market unsold. The sales-to-listings ratio improved to 42.97%, up 2.27% from last year and above the 39% threshold, indicating that balanced market conditions continue across Waterloo Region.



### May year-over-year sales volume of \$462,948,270

Down -13.84% from 2025's \$537,294,949 with unit sales of 623 down -8.38% from last May's 680. New listings of 1450 are down -13.23% from a year ago, with the sales/listing ratio of 42.97% up +2.27%.



### Year-to-date sales volume of \$1,710,146,426

Down -10.39% from 2025's \$1,908,341,414 with unit sales of 2308 down -6.1% from 2025's 2458. New listings of 5,427 are down -10.93% from a year ago, with the sales/listing ratio of 42.53% up +2.19%.



### Year-to-date average sale price of \$738,704

Down from \$773,094 from last year, with median sale price of \$690,000 down from \$720,000 one year ago. Average days-on-market of 32 is up 5 days from last year.

## MAY NUMBERS

Median Sale Price

**\$690,000**

-6.76%

Average Sale Price

**\$743,095**

-5.96%

Sales Volume

**\$462,948,270**

-13.84%

Unit Sales

**623**

-8.38%

New Listings

**1,450**

-13.23%

Expired Listings

**111**

-25.50%

Unit Sales/Listings Ratio

**42.97%**

+2.27%

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

# THE MARKET IN DETAIL

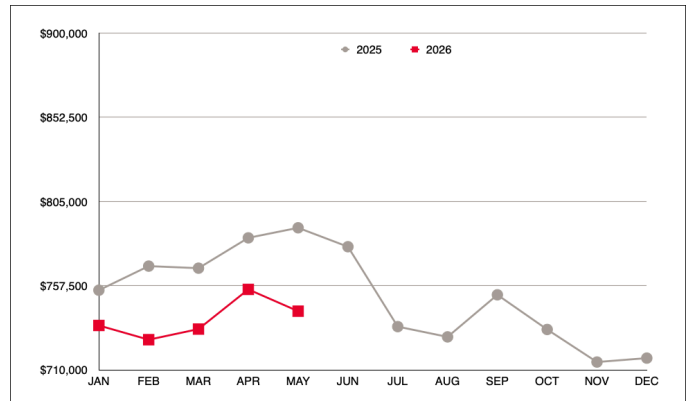
	2024	2025	2026	2025-2026
YTD Volume Sales	\$2,275,339,638	\$1,908,341,414	\$1,710,146,426	-10.39%
YTD Unit Sales	2,873	2,458	2,308	-6.1%
YTD New Listings	5,601	6,093	5,427	-10.93%
YTD Sales/Listings Ratio	51.29%	40.34%	42.53%	+5.42%
YTD Expired Listings	384	602	610	+1.33%
Monthly Volume Sales	\$599,347,365	\$537,294,906	\$462,948,270	-13.84%
Monthly Unit Sales	735	680	623	-8.38%
Monthly New Listings	1637	1671	1450	-13.23%
Monthly Sales/Listings Ratio	44.90%	40.69%	42.97%	+5.58%
Monthly Expired Listings	69	149	111	-25.5%
YTD Sales: \$0-\$199K	3	3	5	+66.67%
YTD Sales: \$200k-349K	37	60	108	+80%
YTD Sales: \$350K-\$549K	470	407	405	-0.49%
YTD Sales: \$550K-\$749K	924	859	882	+2.68%
YTD Sales: \$750K-\$999K	972	739	595	-19.49%
YTD Sales: \$1M-\$2M	457	371	286	-22.91%
YTD Sales: \$2M+	22	21	22	+4.76%
YTD Average Days-On-Market	22.00	26.60	32.40	+21.8%
YTD Average Sale Price	\$786,957	\$773,094	\$738,704	-4.45%
YTD Median Sale Price	\$750,500	\$720,000	\$690,000	-4.17%

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

# AVERAGE SALE PRICE

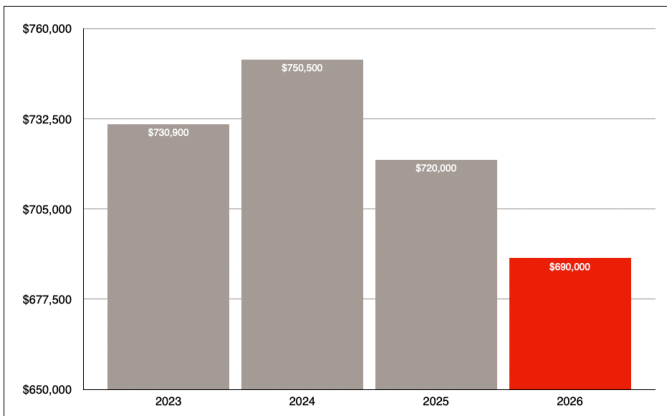


Year-Over-Year

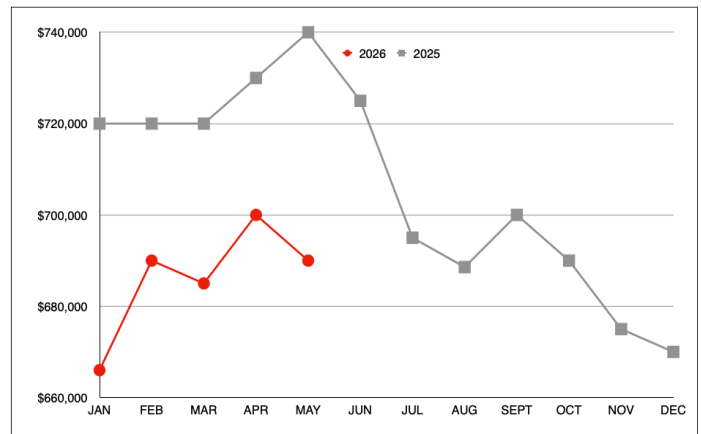


Month-Over-Month 2025 vs. 2026

# MEDIAN SALE PRICE



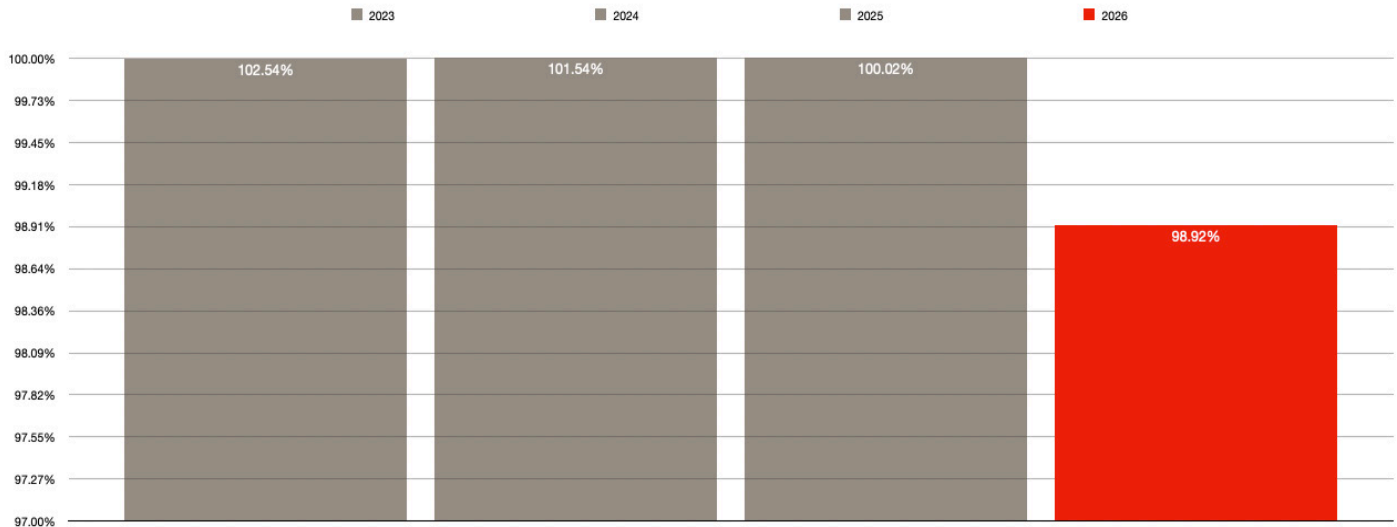
Year-Over-Year



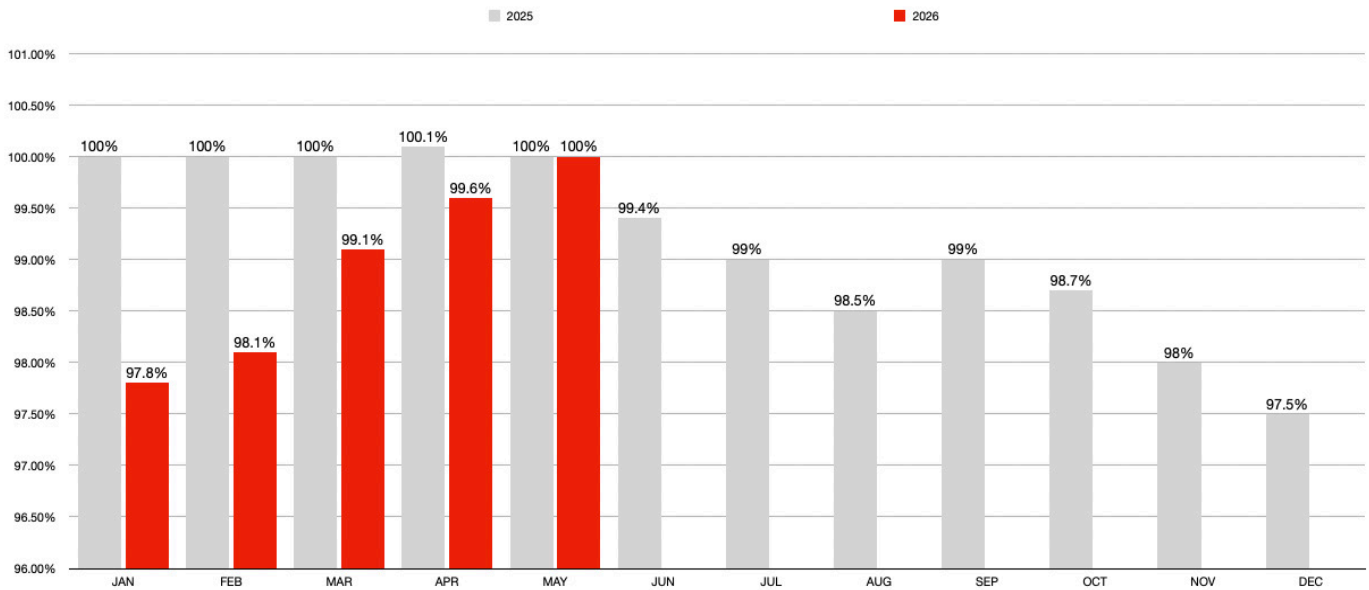
Month-Over-Month 2025 vs. 2026

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

# SALE PRICE VS. LIST PRICE RATIO

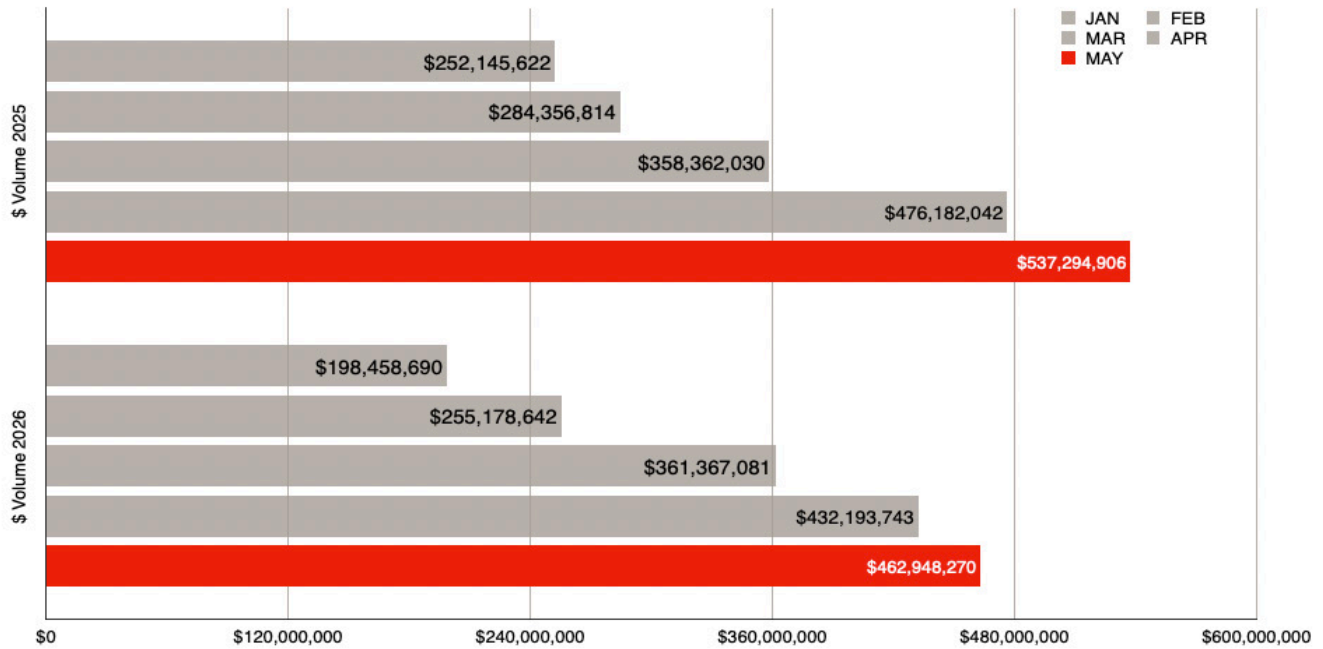


## Year-Over-Year

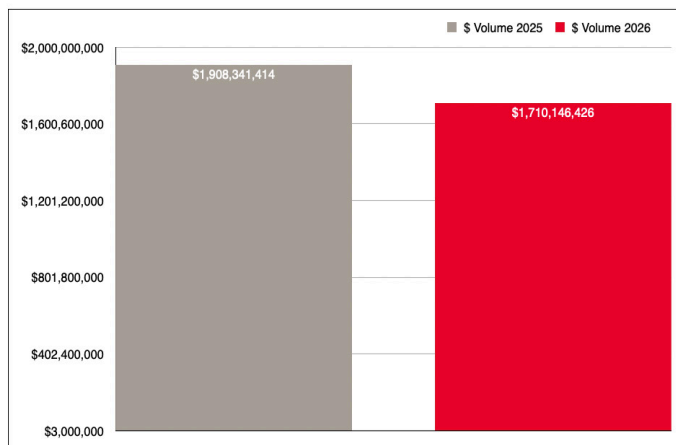


## Month-Over-Month 2025 vs. 2026

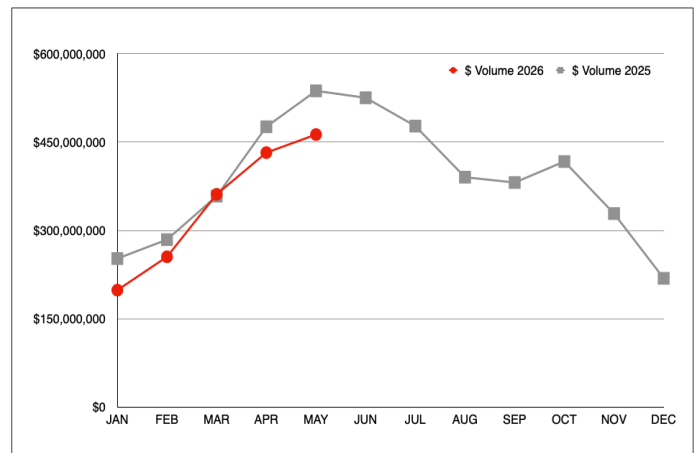
# DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

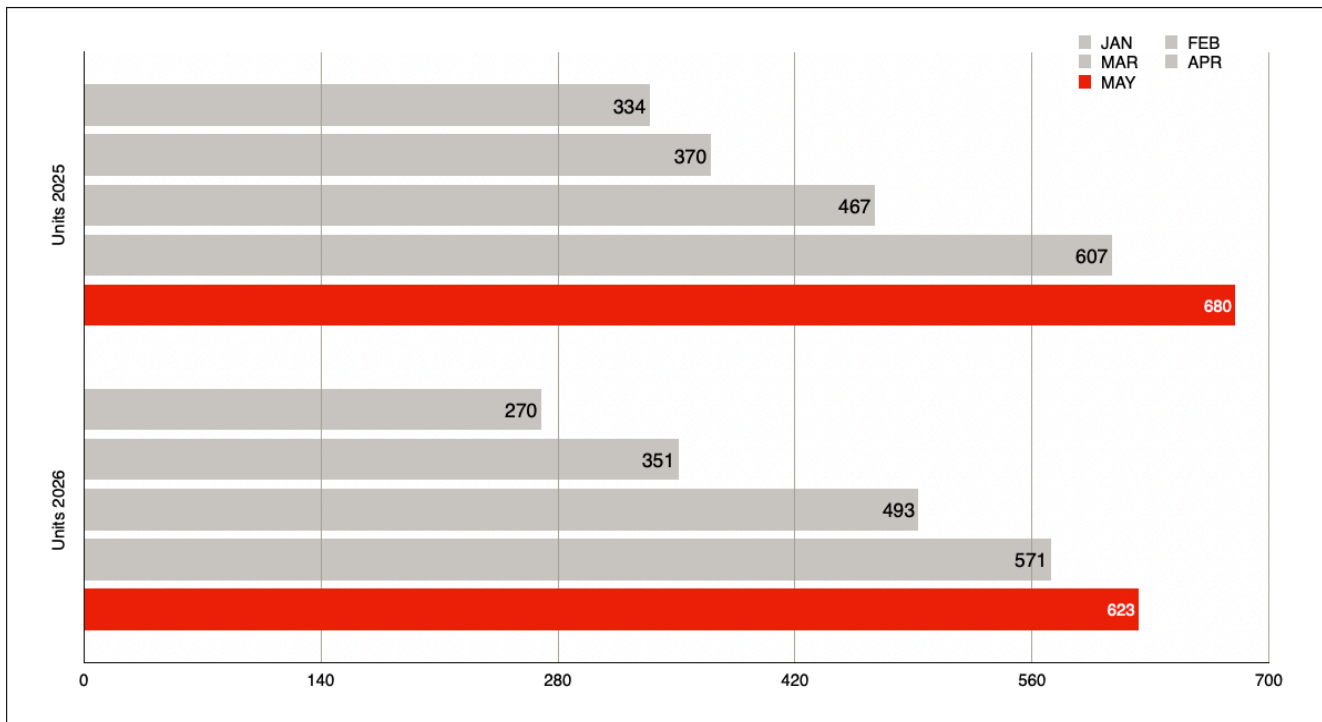


Yearly Totals 2025 vs. 2026

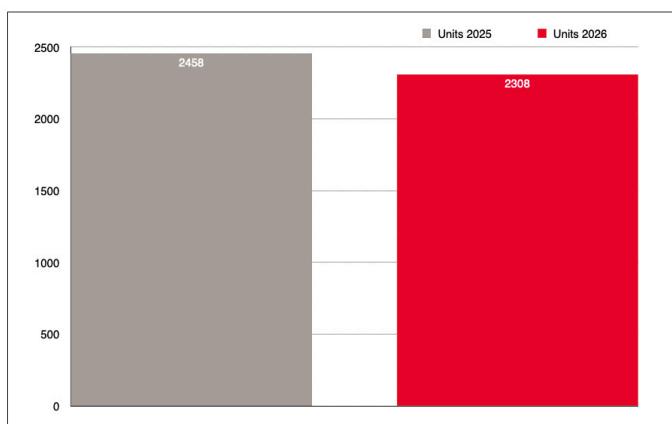


Month vs. Month 2025 vs. 2026

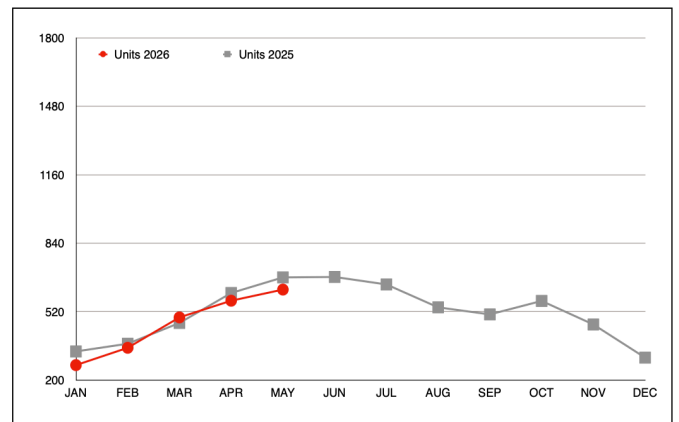
# UNIT SALES



Monthly Comparison 2025 vs. 2026

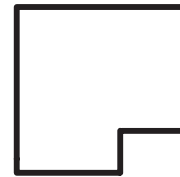

















Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

# SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$1,462,888,444 -7.47%	 \$240,554,982 -24.96%	 \$21,811,777 +57.42%
YTD Unit Sales	 1787 -2.67%	 505 -16.67%	 14 -26.32%
YTD Average Sale Price	 \$818,628 -4.93%	 \$476,346 -9.96%	 \$1,557,984.07 +113.65%
May Sales Volume	 \$399,272,549 -12.46%	 \$62,451,721 -22.16%	 \$817,777 +709.68%
May Unit Sales	 493 -6.27%	 126 -16.56%	 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 May 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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