

Cornerstone Association of REALTORS®



The statistics provided in this release are based on information from the ITSO MLS® System. Multiple MLS® Systems operate within Ontario, and while none can be guaranteed to include every property listed or sold within a given area, they effectively illustrate market trends. As part of Cornerstone's ongoing systems harmonizations, we are currently upgrading the data feed from Matrix to MarketStats. During this period, the usual InfoSparks graphs will be omitted, but we anticipate their return soon.

July Sees Stable Sales and Market Balance in Waterloo Region Housing

WATERLOO REGION, ON (August 7, 2025) —In July, a total of 644 homes were sold in the Waterloo Region via the Multiple Listing Service® (MLS®) System of the Cornerstone Association of REALTORS® (Cornerstone). This is on par with the same period last year and a decline of 14.3 per cent compared to the average number of homes sold in the previous ten years for the same month.

"While sales volumes remained stable compared to last year, we're seeing continued price adjustments across all property types," says Christal Moura, spokesperson for the Waterloo Region market. "The Bank of Canada's decision to hold rates steady in July, combined with increased inventory and price moderation, is creating more opportunities for buyers who have been waiting to enter the market, though broader economic uncertainties surrounding the Canada-US trade war continue to impact consumer confidence."

Total residential sales in July included 383 detached homes (up 0.5 per cent from July 2024), and 123 townhouses (down 5.4 per cent). Sales also included 80 condominium units (down 3.6 per cent) and 55 semi-detached homes (up 14.6 per cent).

In July, the average sale price for all residential properties in Waterloo Region was \$735,082. This represents a 6.0 per cent decrease compared to July 2024 and a 5.7 per cent decrease compared to June 2025.

- The average sale price of a detached home was \$857,579. This represents a 6.2 per cent decrease from July 2024 and a decrease of 4.5 per cent compared to June 2025.
- The average sale price for a townhouse was \$603,245. This represents a 2.8 percent decrease from July 2024 and a 3.5 percent decrease compared to June 2025.
- The average sale price for an apartment-style condominium was \$415,559. This represents a 16.7 per cent decrease from July 2024 and a decrease of 4.4 per cent compared to June 2025.

- The average sale price for a semi was \$644,930. This represents a 3.3 per cent decrease from July 2024 and a 0.6 per cent decrease compared to June 2025.

CORNERSTONE cautions that average sale price information can help establish long-term trends but does not indicate specific properties have increased or decreased in value. The MLS® Home Price Index (HPI) provides the best way to gauge price trends because averages are strongly distorted by changes in the mix of sales activity from one month to the next.

MLS® Home Price Index Benchmark Price (HPI)						
	Kitchener-Waterloo			Cambridge		
Benchmark Type:	July 2025	Monthly % Change	Yr./Yr. % Change	July 2025	Monthly % Change	Yr./Yr. % Change
Composite	\$677,900	-1.2	-7.3	\$711,600	-1.7	-4.2
Single Family	\$796,000	-1.2	-5.1	\$755,000	-1.6	-2.8
Townhouse	\$562,600	-1.0	-9.0	\$610,700	-2.1	-6.2
Apartment	\$410,600	-1.7	-9.7	\$457,600	-0.1	-7.8

MLS® Home Price Index

[Click here to learn more](#)

HPI or Benchmark Price

(Applies to all tabs)

○ HPI

● Benchmark Price

Adding labels

Hold Ctrl (Cmd) and select points on the chart to show multiple date/value labels

Property Type (Applies to all tabs)

Multiple values

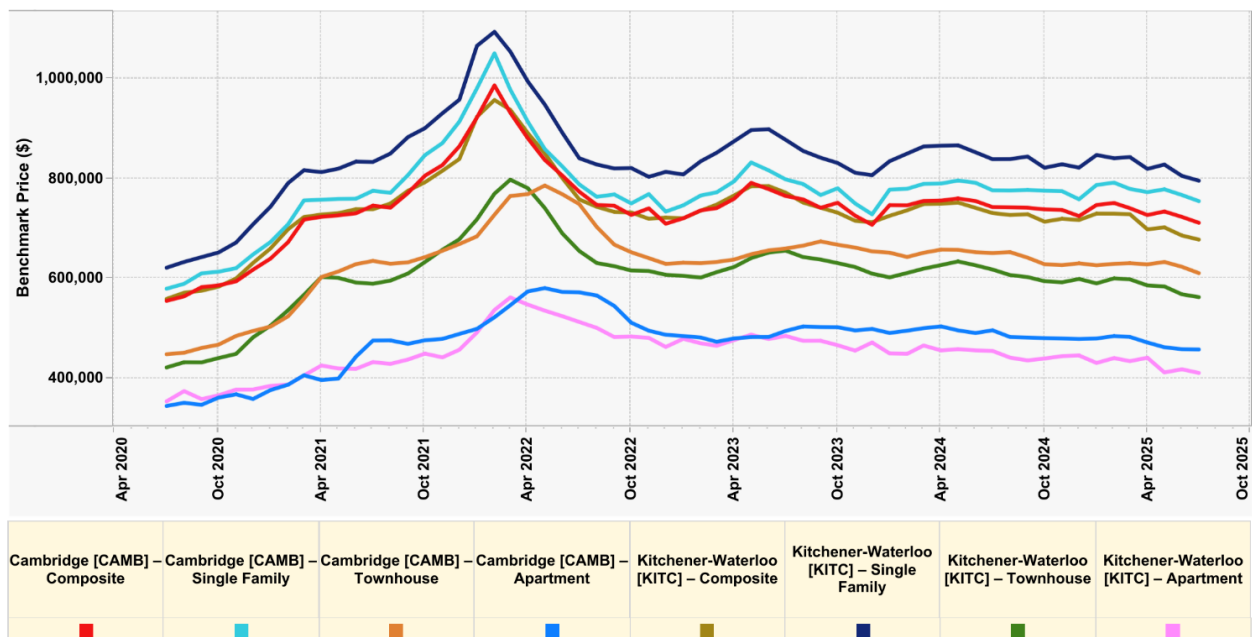
Area/Property Type Selection (Applies to all tabs)

Multiple values

Benchmark Price Performance over Time

Select Date Range:

July 2020 to July 2025
and Null values



Note: Areas with insufficient sales are not included in the HPI. Contact your local REALTOR® for exclusive and in-depth neighbourhood level price information.

Source: Cornerstone Association of REALTORS®

There were 1,356 new listings added to the MLS® System in Waterloo Region last month, a decrease of 3.1 per cent compared to July last year and a 21.2 per cent increase compared to the previous ten-year average for July.

The average time to sell a home in July was 32 days, compared to 27 days in the previous month. In July 2024, it took 22 days for a home to sell, and the five-year average was 17 days.

“The longer average days on the market reflect that we’re in a more balanced market environment,” Moura says. “This means that buyers can take their time to make informed decisions, while sellers are adjusting their expectations to fit the current market conditions.”

View our HPI tool here to learn more: <https://www.cornerstone.inc/stats/>

[Cornerstone Association of REALTORS®](#) cautions that average sale price information can help identify long-term trends but should not indicate that specific properties have increased or decreased in value. The average sale price is calculated based on the total dollar volume of all properties sold. Months' Supply is the inventory of homes for sale at the end of a given month, divided by the average monthly closed sales from the last 12 months. Those requiring specific information on property values should contact a Waterloo Region REALTOR®. REALTORS® have their fingers on the pulse of the market. They know the questions to ask, the areas to probe and what to look for to get a complete picture of the property and community you’re considering.

ABOUT CORNERSTONE

Cornerstone Association of REALTORS® (Cornerstone) is a not-for-profit organization with over 325 years of collective service from its founding associations.

Established on July 1, 2024, Cornerstone leads with purpose, advocates boldly, and creates positive change for the success of our members throughout Mississauga, Burlington, Hamilton, Waterloo Region, Niagara North, Haldimand County, Norfolk County, and surrounding areas.

With approximately 8,000 members, Cornerstone is the second-largest REALTOR® association in Ontario, dedicated to promoting the greater good of the real estate community.

More information at www.cornerstone.inc

The trademarks REALTOR®, REALTORS®, and the REALTOR® logo are controlled by The Canadian Real Estate Association (CREA) and identify real estate professionals who are members of CREA.

The trademarks MLS®, Multiple Listing Service® and the associated logos are owned by The Canadian Real Estate Association (CREA) and identify the quality of services provided by real estate professionals who are members of CREA. Used under license.