

Monthly Indicators

Waterloo Region



July 2026

Canadian home sales increased for the third consecutive month, edging up 0.5% on a seasonally adjusted basis, according to the Canadian Real Estate Association (CREA). Sales increased 0.9% year-over-year on a non-seasonally adjusted basis. CREA said lower fixed mortgage rates, stabilizing home prices, and diminishing expectations for additional Bank of Canada rate hikes this year have helped bring some buyers back to the market.

New Listings decreased 6.4 percent for Single Family homes and 25.0 percent for Townhouse/Condo homes. Sales decreased 1.0 percent for Single Family homes and 24.3 percent for Townhouse/Condo homes. Inventory decreased 6.8 percent for Single Family homes and 12.2 percent for Townhouse/Condo homes.

Median Sales Price decreased 3.4 percent to \$760,000 for Single Family homes and 10.5 percent to \$516,500 for Townhouse/Condo homes. Days on Market increased 7.1 percent for Single Family homes but remained flat for Townhouse/Condo homes. Months Supply of Inventory decreased 5.9 percent for Single Family homes but remained flat for Townhouse/Condo homes.

Nationally, new listings declined 1.3% month-over-month, pushing the national sales-to-new listings ratio to 50.2%, CREA reported. Heading into July, there were 208,578 properties listed for sale across Canadian MLS systems, a 0.6% increase from one year earlier, representing a 4.8-month supply at the current sales pace. Meanwhile, the National Composite MLS Home Price Index (HPI) was unchanged from the previous month, ending a streak of month-over-month declines that began in January 2025.

Quick Facts

- 10.4%	- 2.9%	- 9.4%
Change in Sales All Properties	Change in Median Sales Price All Properties	Change in Homes for Sale All Properties

This is a research tool provided by ITSO, covering the Waterloo Region Association of REALTORS® service area. Percent changes are calculated using rounded figures.

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Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.



Waterloo Region

Key Metrics	Historical Sparkbars	7-2025	7-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		762	713	- 6.4%	5,003	4,610	- 7.9%
Sales		387	383	- 1.0%	2,291	2,301	+ 0.4%
Days on Market Until Sale		28	30	+ 7.1%	23	26	+ 13.0%
Median Sales Price		\$787,000	\$760,000	- 3.4%	\$825,000	\$780,000	- 5.5%
Average Sales Price		\$856,043	\$811,734	- 5.2%	\$899,377	\$848,172	- 5.7%
Percent of List Price Received		101.3%	100.3%	- 1.0%	102.5%	101.2%	- 1.3%
Housing Affordability Index		53	55	+ 3.8%	50	54	+ 8.0%
Housing Value Index		151	147	- 2.6%	—	—	—
Inventory of Homes for Sale		1,086	1,012	- 6.8%	—	—	—
Months Supply of Inventory		3.4	3.2	- 5.9%	—	—	—

Townhouse/Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Townhouse, Condo and Semi-Detached properties only.



Waterloo Region

Key Metrics	Historical Sparkbars	7-2025	7-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		593	445	- 25.0%	3,936	3,394	- 13.8%
Sales		259	196	- 24.3%	1,489	1,257	- 15.6%
Days on Market Until Sale		39	39	0.0%	33	36	+ 9.1%
Median Sales Price		\$577,000	\$516,500	- 10.5%	\$578,250	\$530,500	- 8.3%
Average Sales Price		\$554,945	\$502,390	- 9.5%	\$572,950	\$525,407	- 8.3%
Percent of List Price Received		100.4%	99.9%	- 0.5%	101.0%	100.0%	- 1.0%
Housing Affordability Index		72	81	+ 12.5%	72	79	+ 9.7%
Housing Value Index		146	131	- 10.3%	—	—	—
Inventory of Homes for Sale		1,042	915	- 12.2%	—	—	—
Months Supply of Inventory		5.1	5.1	0.0%	—	—	—

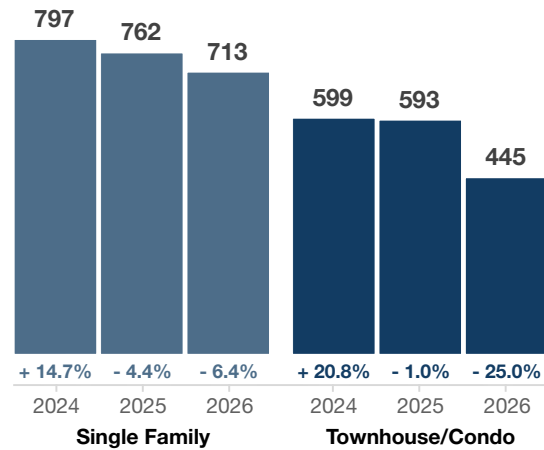
New Listings

A count of the properties that have been newly listed on the market in a given month.

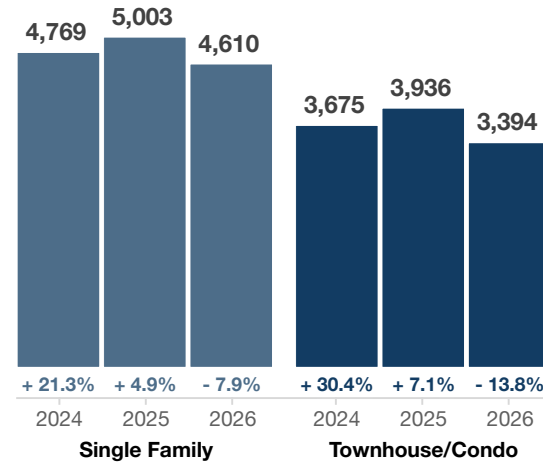


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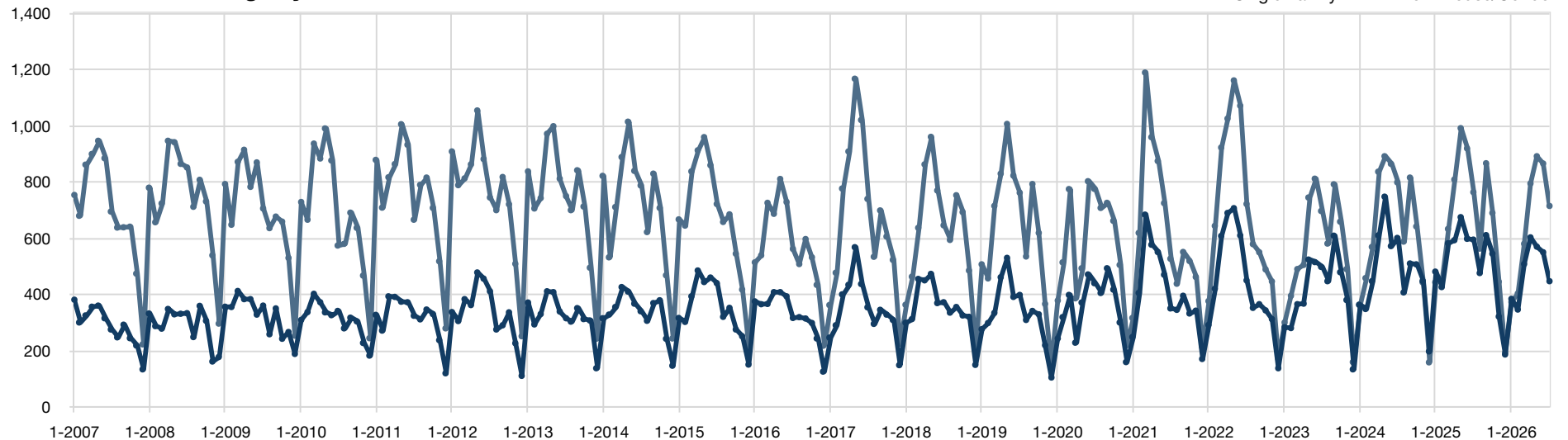


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2025	561	- 4.3%	474	+ 17.0%
Sep-2025	865	+ 6.3%	609	+ 19.9%
Oct-2025	688	+ 7.5%	543	+ 7.5%
Nov-2025	443	+ 0.5%	319	- 28.5%
Dec-2025	190	+ 21.8%	184	- 5.6%
Jan-2026	371	- 15.9%	382	- 20.3%
Feb-2026	401	- 11.7%	344	- 18.9%
Mar-2026	578	- 8.4%	506	- 12.8%
Apr-2026	793	- 1.7%	601	+ 1.7%
May-2026	890	- 10.1%	568	- 15.6%
Jun-2026	864	- 5.9%	548	- 8.1%
Jul-2026	713	- 6.4%	445	- 25.0%
12-Month Avg	613	- 3.8%	460	- 8.0%

Historical New Listings by Month



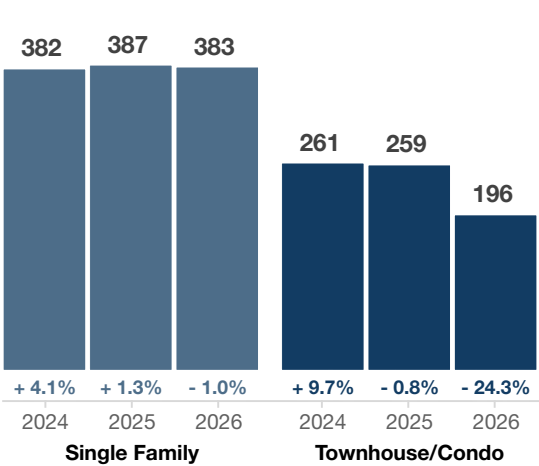
Sales

A count of the properties on which offers have been accepted in a given month.

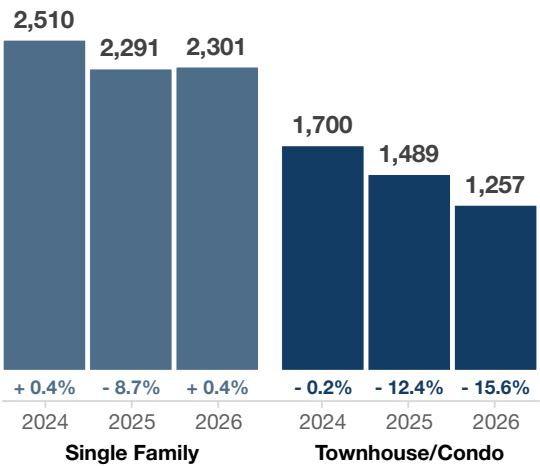


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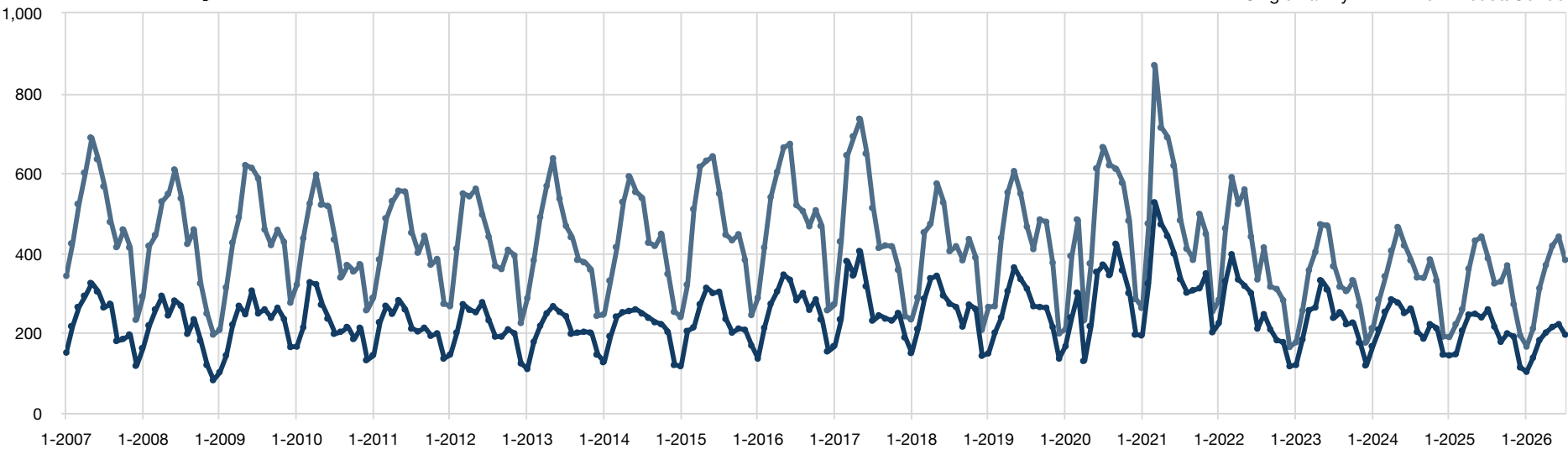


Year to Date



Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2025	324	- 4.4%	216	+ 6.4%
Sep-2025	329	- 2.7%	178	- 4.3%
Oct-2025	369	- 3.9%	199	- 10.4%
Nov-2025	272	- 17.8%	191	- 9.9%
Dec-2025	194	+ 1.6%	114	- 21.9%
Jan-2026	166	- 12.6%	103	- 28.5%
Feb-2026	211	- 5.0%	138	- 6.1%
Mar-2026	312	+ 20.5%	182	- 11.7%
Apr-2026	370	+ 2.5%	201	- 18.3%
May-2026	418	- 3.0%	215	- 13.3%
Jun-2026	441	0.0%	222	- 7.1%
Jul-2026	383	- 1.0%	196	- 24.3%
12-Month Avg	316	- 2.2%	180	- 12.2%

Historical Sales by Month



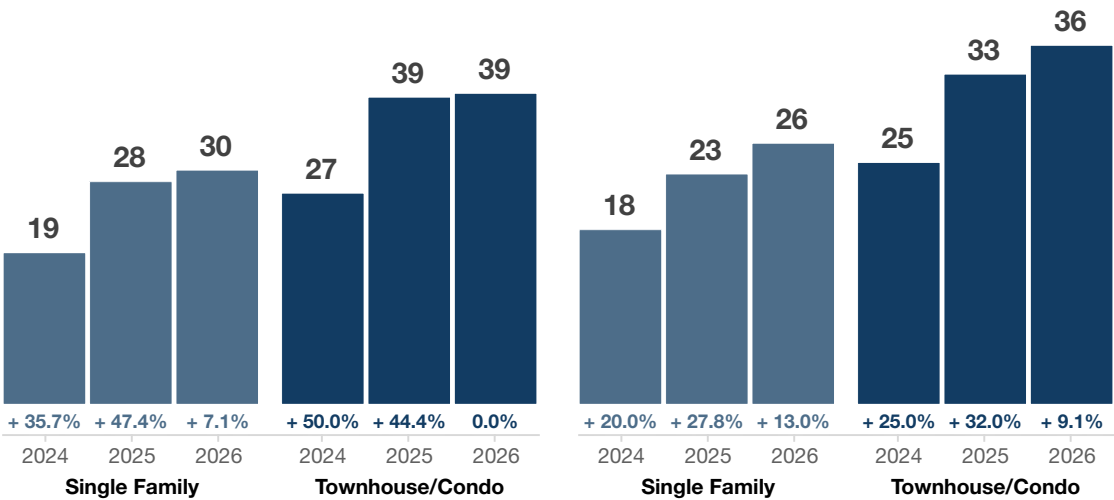
Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.



Waterloo Region

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Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2025	29	+ 31.8%	35	+ 25.0%
Sep-2025	29	+ 16.0%	36	+ 9.1%
Oct-2025	28	+ 16.7%	35	+ 6.1%
Nov-2025	33	+ 26.9%	47	+ 56.7%
Dec-2025	44	+ 37.5%	46	+ 9.5%
Jan-2026	41	+ 28.1%	52	+ 40.5%
Feb-2026	34	+ 78.9%	41	+ 32.3%
Mar-2026	27	+ 17.4%	34	+ 6.3%
Apr-2026	22	+ 10.0%	32	+ 6.7%
May-2026	20	0.0%	30	- 3.2%
Jun-2026	23	0.0%	35	0.0%
Jul-2026	30	+ 7.1%	39	0.0%
12-Month Avg*	28	+ 18.2%	37	+ 12.8%

* Days on Market for all properties from August 2025 through July 2026. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



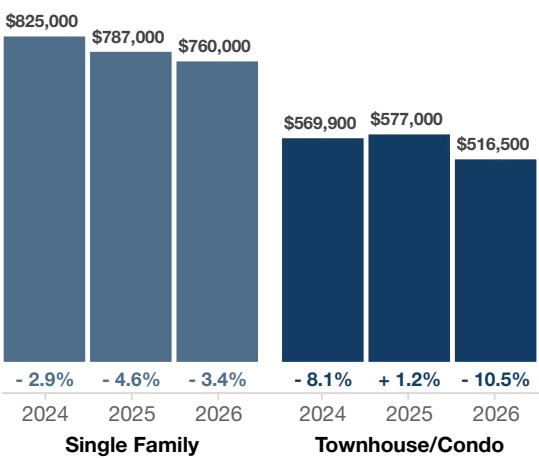
Median Sales Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

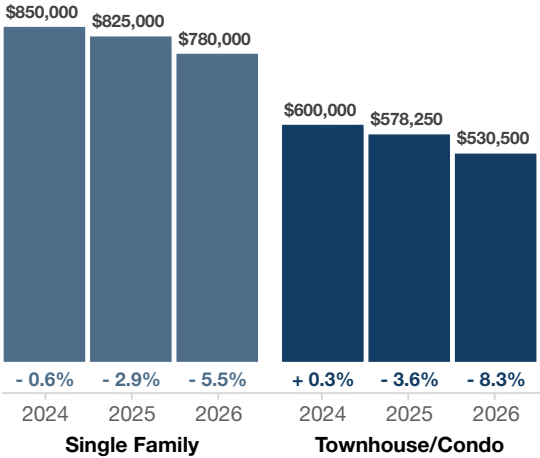


Waterloo Region

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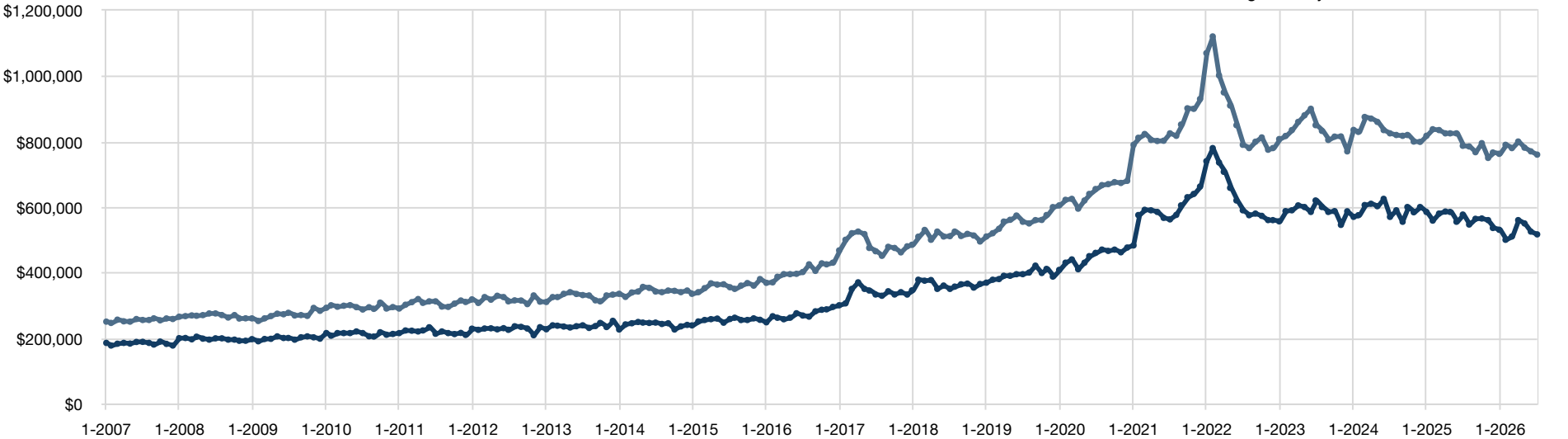
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2025	\$785,000	- 4.3%	\$546,550	- 7.4%
Sep-2025	\$767,500	- 6.1%	\$564,000	+ 1.6%
Oct-2025	\$795,000	- 3.0%	\$565,000	- 5.8%
Nov-2025	\$750,000	- 6.3%	\$560,000	- 4.1%
Dec-2025	\$766,500	- 4.1%	\$536,000	- 10.7%
Jan-2026	\$762,500	- 6.7%	\$530,500	- 9.3%
Feb-2026	\$790,000	- 5.7%	\$500,000	- 10.5%
Mar-2026	\$780,000	- 6.6%	\$510,000	- 12.1%
Apr-2026	\$800,000	- 3.0%	\$560,000	- 4.5%
May-2026	\$781,250	- 5.3%	\$549,900	- 6.0%
Jun-2026	\$770,000	- 6.7%	\$525,000	- 5.4%
Jul-2026	\$760,000	- 3.4%	\$516,500	- 10.5%
12-Month Avg*	\$775,000	- 5.5%	\$540,000	- 6.9%

* Median Sales Price for all properties from August 2025 through July 2026. This is not the average of the individual figures above.

Historical Median Sales Price by Month



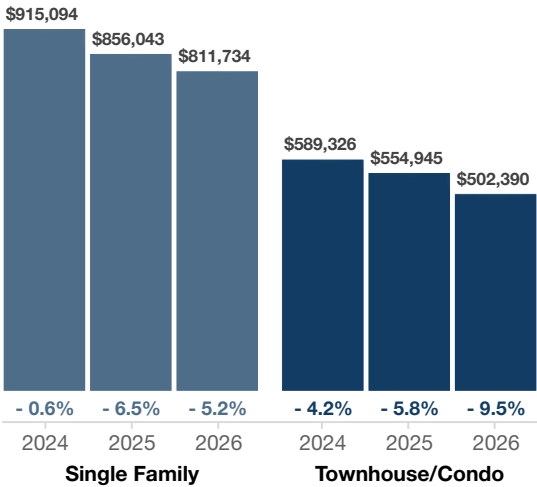
Average Sales Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.

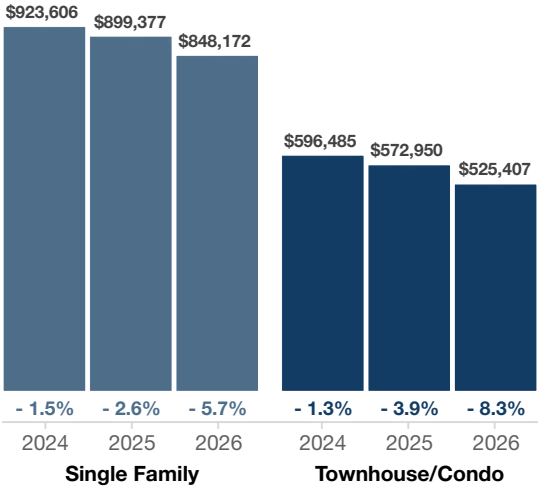


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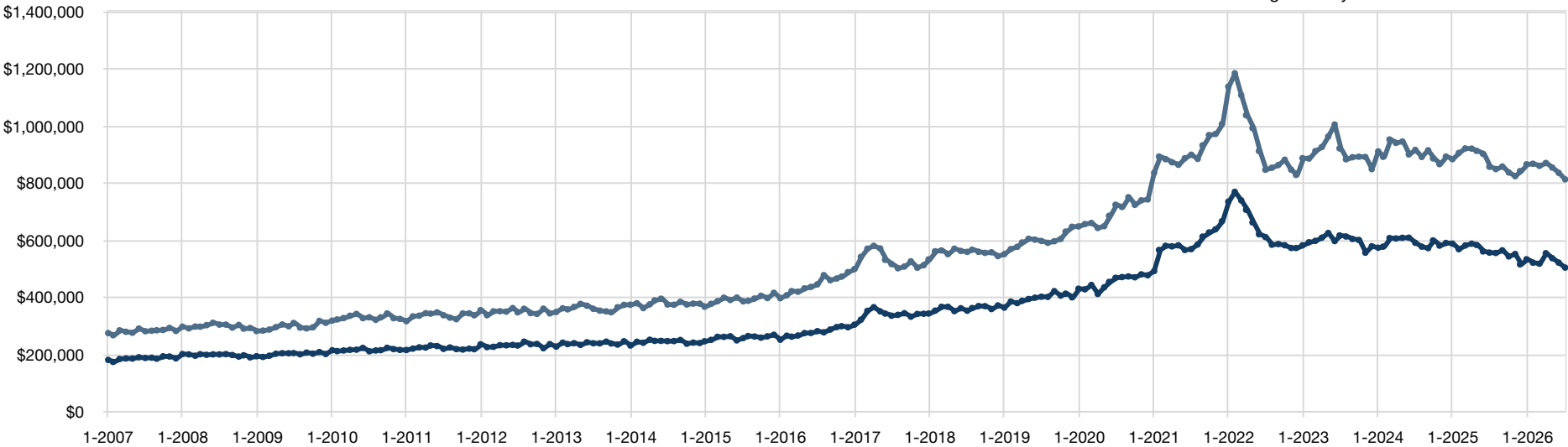
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2025	\$847,776	- 4.8%	\$553,712	- 3.9%
Sep-2025	\$856,679	- 6.2%	\$563,018	- 1.3%
Oct-2025	\$835,906	- 5.6%	\$541,584	- 9.4%
Nov-2025	\$823,040	- 4.9%	\$550,053	- 5.1%
Dec-2025	\$840,740	- 5.7%	\$513,805	- 12.7%
Jan-2026	\$864,572	- 2.0%	\$531,551	- 9.4%
Feb-2026	\$866,536	- 4.2%	\$519,649	- 8.3%
Mar-2026	\$859,147	- 6.6%	\$516,145	- 11.0%
Apr-2026	\$869,256	- 5.5%	\$552,831	- 5.7%
May-2026	\$853,098	- 6.4%	\$535,244	- 8.0%
Jun-2026	\$834,737	- 7.4%	\$519,696	- 7.1%
Jul-2026	\$811,734	- 5.2%	\$502,390	- 9.5%
12-Month Avg*	\$845,497	- 5.5%	\$534,415	- 7.3%

* Avg. Sales Price for all properties from August 2025 through July 2026. This is not the average of the individual figures above.

Historical Average Sales Price by Month



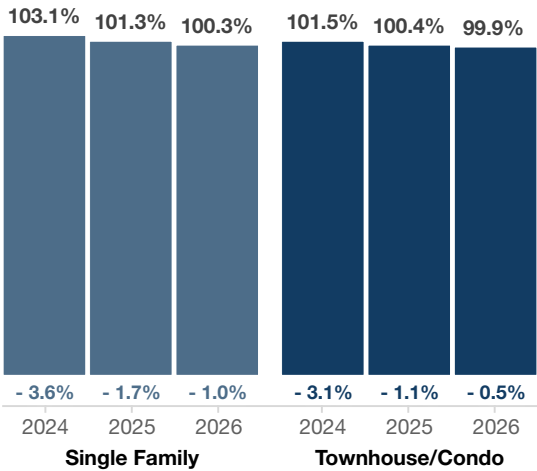
Percent of List Price Received

Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

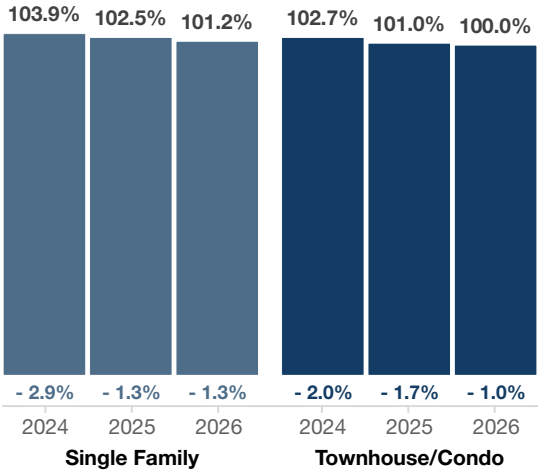


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Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2025	101.2%	- 0.8%	100.5%	- 1.0%
Sep-2025	100.6%	- 1.5%	100.6%	- 0.6%
Oct-2025	100.2%	- 1.7%	100.6%	- 0.7%
Nov-2025	100.1%	- 1.4%	98.9%	- 2.0%
Dec-2025	99.3%	- 1.8%	98.9%	- 0.9%
Jan-2026	100.1%	- 2.5%	98.9%	- 1.4%
Feb-2026	99.8%	- 3.2%	99.1%	- 1.9%
Mar-2026	101.5%	- 1.6%	100.1%	- 1.4%
Apr-2026	102.1%	- 1.1%	101.0%	- 0.8%
May-2026	102.0%	- 0.9%	100.1%	- 1.4%
Jun-2026	101.5%	- 0.1%	99.9%	- 0.4%
Jul-2026	100.3%	- 1.0%	99.9%	- 0.5%
12-Month Avg*	100.9%	- 1.3%	100.0%	- 1.0%

* Pct. of List Price Received for all properties from August 2025 through July 2026. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



Housing Affordability Index

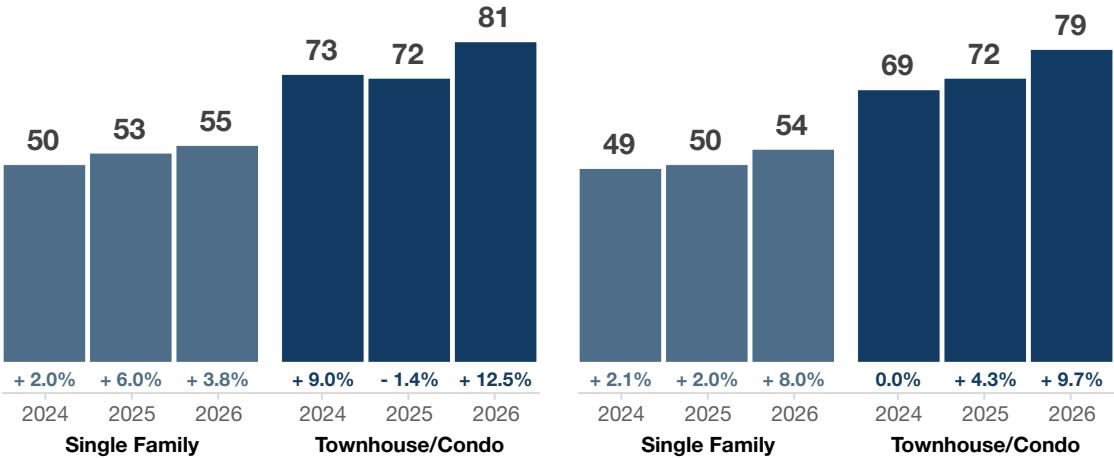
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



Waterloo Region

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Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2025	54	+ 3.8%	77	+ 5.5%
Sep-2025	56	+ 3.7%	76	- 3.8%
Oct-2025	55	+ 7.8%	77	+ 10.0%
Nov-2025	58	+ 11.5%	77	+ 8.5%
Dec-2025	57	+ 11.8%	81	+ 17.4%
Jan-2026	58	+ 16.0%	83	+ 18.6%
Feb-2026	56	+ 14.3%	89	+ 20.3%
Mar-2026	55	+ 10.0%	84	+ 16.7%
Apr-2026	54	+ 8.0%	77	+ 10.0%
May-2026	54	+ 8.0%	77	+ 10.0%
Jun-2026	55	+ 10.0%	81	+ 8.0%
Jul-2026	55	+ 3.8%	81	+ 12.5%
12-Month Avg	56	+ 9.8%	80	+ 11.1%

Historical Housing Affordability Index by Month



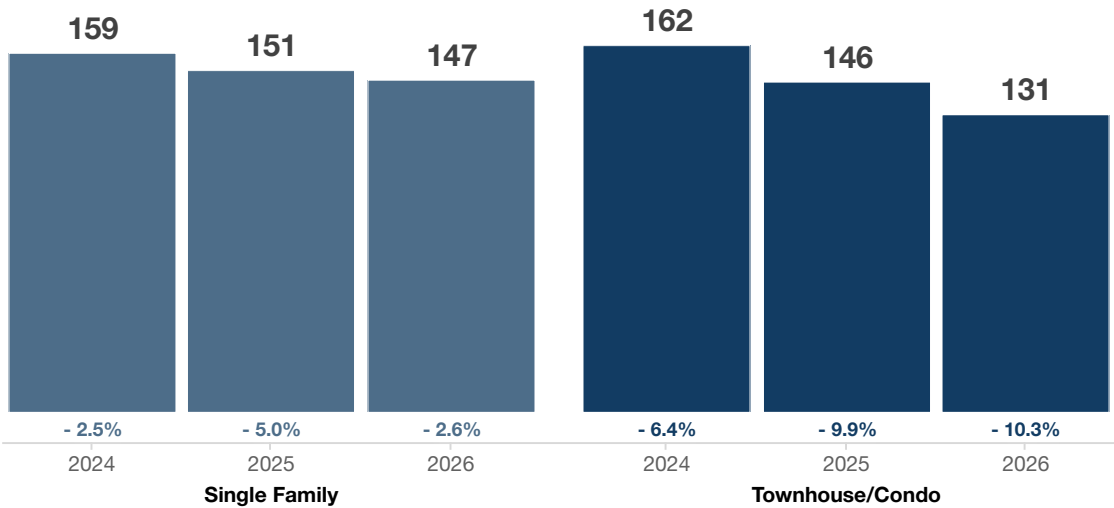
ShowingTime Housing Value Index

The value index employs a multi-variate, linear regression methodology to determine specific weights that adjust for both seasonality and segment bias to arrive at a real, constant-quality view of home values. The index is set to the median sales price in January 2008.



Waterloo Region

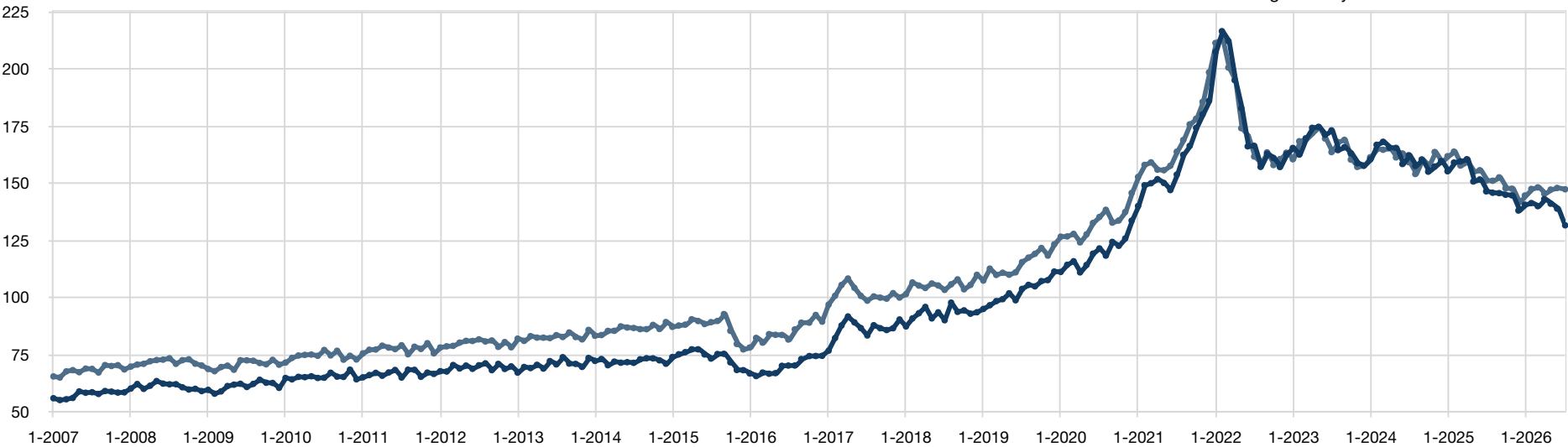
July



Housing Value Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2025	151	- 1.9%	146	- 7.0%
Sep-2025	152	- 5.0%	145	- 9.4%
Oct-2025	148	- 5.7%	145	- 6.5%
Nov-2025	147	- 9.8%	144	- 8.3%
Dec-2025	141	- 11.3%	138	- 13.8%
Jan-2026	144	- 11.1%	140	- 9.7%
Feb-2026	147	- 10.4%	141	- 11.3%
Mar-2026	148	- 6.3%	140	- 11.9%
Apr-2026	145	- 8.8%	143	- 10.6%
May-2026	147	- 5.2%	141	- 6.6%
Jun-2026	148	- 4.5%	139	- 7.9%
Jul-2026	147	- 2.6%	131	- 10.3%
12-Month Avg*	—	—	—	—

* Housing Value Index for all properties from August 2025 through July 2026. This is not the average of the individual figures above.

Historical ShowingTime Housing Value Index by Month



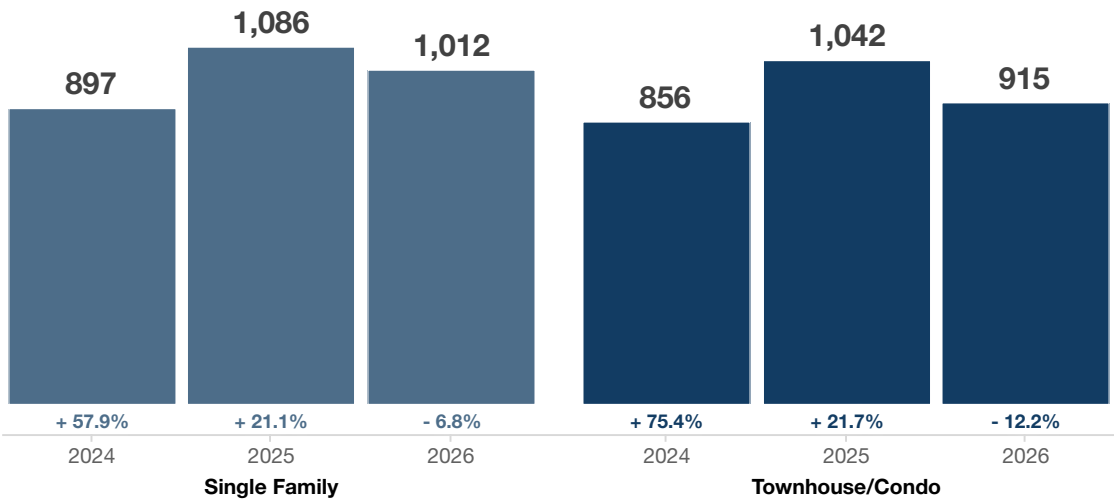
Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.



Waterloo Region

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Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2025	924	+ 16.7%	968	+ 23.2%
Sep-2025	1,063	+ 21.1%	1,031	+ 25.4%
Oct-2025	1,006	+ 23.7%	1,030	+ 23.9%
Nov-2025	872	+ 35.4%	863	+ 2.5%
Dec-2025	554	+ 34.8%	644	+ 5.9%
Jan-2026	563	+ 14.2%	707	- 3.8%
Feb-2026	586	- 1.7%	704	- 12.5%
Mar-2026	682	- 7.0%	810	- 13.9%
Apr-2026	860	- 4.6%	969	- 4.5%
May-2026	1,017	- 7.4%	1,006	- 9.6%
Jun-2026	1,056	- 7.4%	1,003	- 5.4%
Jul-2026	1,012	- 6.8%	915	- 12.2%
12-Month Avg	850	+ 6.4%	888	+ 0.6%

Historical Inventory of Homes for Sale by Month



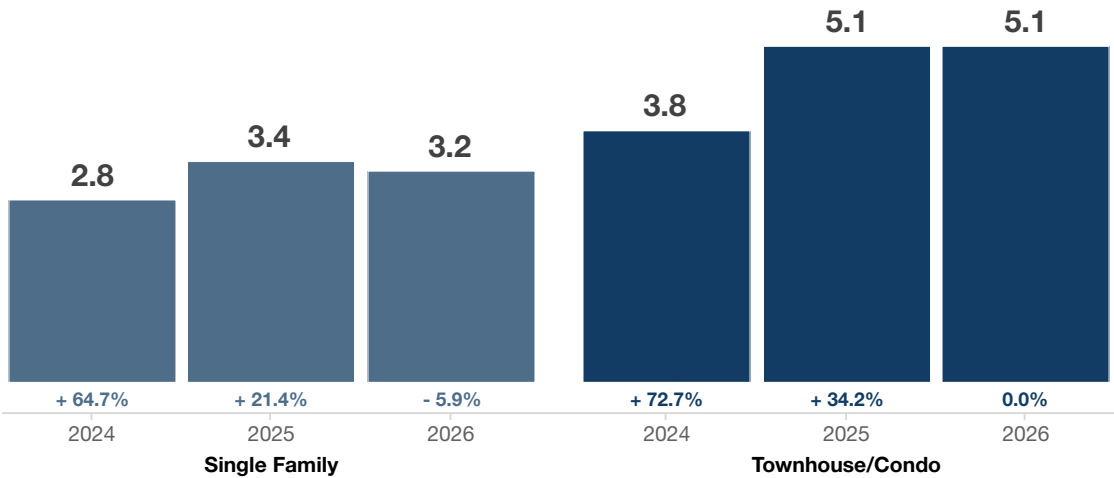
Months Supply of Inventory

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.



Waterloo Region

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Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Aug-2025	2.9	+ 20.8%	4.7	+ 30.6%
Sep-2025	3.3	+ 22.2%	5.0	+ 31.6%
Oct-2025	3.1	+ 29.2%	5.1	+ 34.2%
Nov-2025	2.8	+ 47.4%	4.3	+ 13.2%
Dec-2025	1.8	+ 50.0%	3.2	+ 18.5%
Jan-2026	1.8	+ 20.0%	3.6	+ 9.1%
Feb-2026	1.9	+ 5.6%	3.6	- 2.7%
Mar-2026	2.2	0.0%	4.2	- 6.7%
Apr-2026	2.7	- 3.6%	5.1	+ 4.1%
May-2026	3.2	- 5.9%	5.4	0.0%
Jun-2026	3.3	- 5.7%	5.4	+ 3.8%
Jul-2026	3.2	- 5.9%	5.1	0.0%
12-Month Avg*	2.7	+ 10.2%	4.6	+ 10.1%

* Months Supply for all properties from August 2025 through July 2026. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



All Residential Properties Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Waterloo Region

Key Metrics	Historical Sparkbars	7-2025	7-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		1,355	1,158	- 14.5%	8,939	8,004	- 10.5%
Sales		646	579	- 10.4%	3,780	3,558	- 5.9%
Days on Market Until Sale		32	33	+ 3.1%	27	30	+ 11.1%
Median Sales Price		\$695,000	\$675,000	- 2.9%	\$721,000	\$685,000	- 5.0%
Average Sales Price		\$735,324	\$707,016	- 3.8%	\$770,845	\$734,143	- 4.8%
Percent of List Price Received		100.9%	100.2%	- 0.7%	101.9%	100.8%	- 1.1%
Housing Affordability Index		60	62	+ 3.3%	58	61	+ 5.2%
Housing Value Index		149	142	- 4.7%	—	—	—
Inventory of Homes for Sale		2,128	1,927	- 9.4%	—	—	—
Months Supply of Inventory		4.0	3.9	- 2.5%	—	—	—