Monthly Indicators

Waterloo Region

October 2026

Canadian home sales fell 2.3 percent from August on a seasonally adjusted basis, according to the Canadian Real Estate Association. Actual sales in September were 7.7 percent below a year earlier. New listings fell 1.8 percent from the previous month. The sales-to-new-listings ratio eased to 48.8 percent, a reading CREA treats as balanced.

New Listings decreased 6.7 percent for Single Family homes and 29.7 percent for Townhouse/Condo homes. Sales decreased 11.1 percent for Single Family homes and 20.1 percent for Townhouse/Condo homes. Inventory decreased 4.2 percent for Single Family homes and 24.2 percent for Townhouse/Condo homes.

Median Sales Price decreased 5.7 percent to $750,000 for Single Family homes and 9.1 percent to $513,500 for Townhouse/Condo homes. Days on Market remained flat for Single Family homes but increased 5.7 percent for Townhouse/Condo properties. Months Supply of Inventory remained flat for Single Family homes but decreased 9.8 percent for Townhouse/Condo properties.

Heading into October, slightly more than 200,000 properties were listed for sale on Canadian MLS® Systems, up 1.8 percent from a year earlier, according to CREA. There were 4.9 months of inventory at the end of September, in line with the long-term average for that measure. The National Composite MLS® Home Price Index fell 0.4 percent from August and 3.4 percent from a year earlier, the first time that annual decline had widened since January. The national average sale price was $666,538, down 1.6 percent from September 2025.

Quick Facts

- 14.3%	- 1.6%	- 14.3%
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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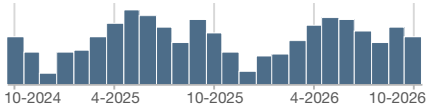
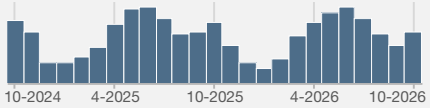
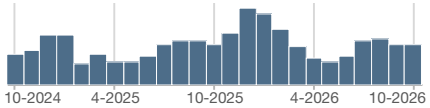
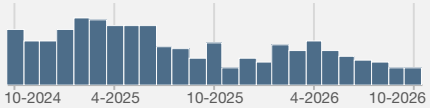
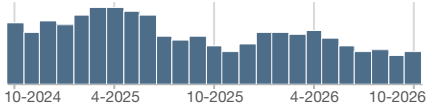
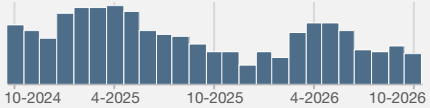
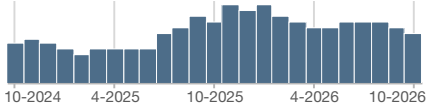
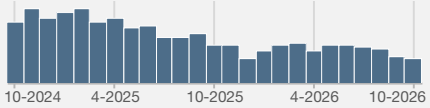
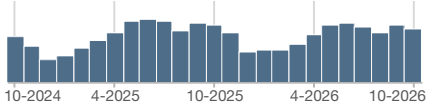
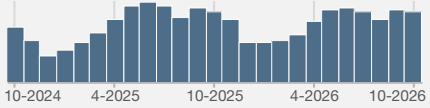
Current as of November 2, 2026. All data from ITSO. Report © 2026 ShowingTime Plus, LLC.

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.

Cornerstone Association of REALTORS®

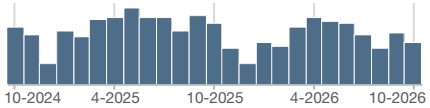
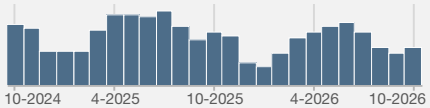
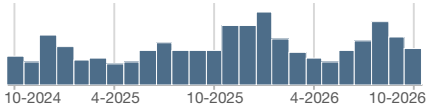
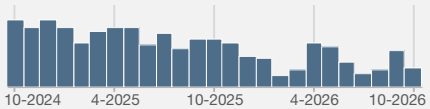
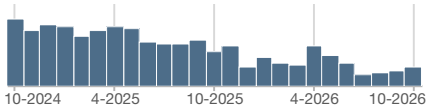
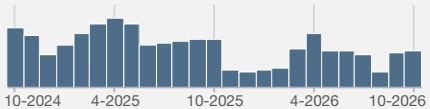
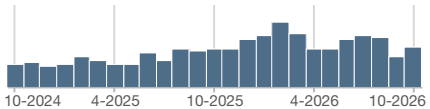
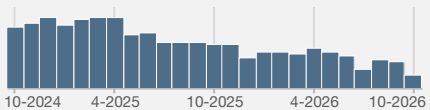
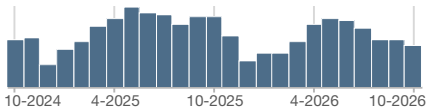
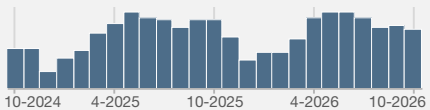
Waterloo Region

Key Metrics	Historical Sparkbars	10-2025	10-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		688	**642**	- 6.7%	7,117	**6,580**	- 7.5%
Sales		369	**328**	- 11.1%	3,313	**3,231**	- 2.5%
Days on Market Until Sale		28	**28**	0.0%	25	**27**	+ 8.0%
Median Sales Price		$795,000	**$750,000**	- 5.7%	$810,000	**$775,000**	- 4.3%
Average Sales Price		$835,906	**$822,272**	- 1.6%	$883,032	**$842,072**	- 4.6%
Percent of List Price Received		100.2%	**100.0%**	- 0.2%	101.9%	**100.9%**	- 1.0%
Housing Affordability Index		55	**53**	- 3.6%	54	**51**	- 5.6%
Housing Value Index		147	**141**	- 4.1%	—	**—**	—
Inventory of Homes for Sale		1,006	**964**	- 4.2%	—	**—**	—
Months Supply of Inventory		3.1	**3.1**	0.0%	—	**—**	—

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.

Cornerstone Association of REALTORS®
Waterloo Region

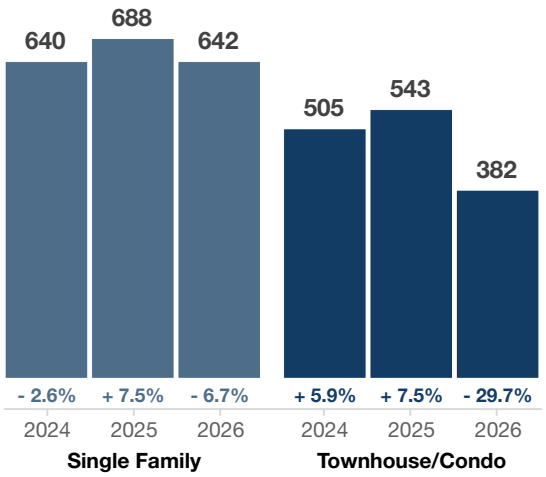
Key Metrics	Historical Sparkbars	10-2025	10-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		543	**382**	- 29.7%	5,562	**4,579**	- 17.7%
Sales		199	**159**	- 20.1%	2,082	**1,718**	- 17.5%
Days on Market Until Sale		35	**37**	+ 5.7%	34	**38**	+ 11.8%
Median Sales Price		$565,000	**$513,500**	- 9.1%	$570,000	**$530,000**	- 7.0%
Average Sales Price		$541,584	**$512,666**	- 5.3%	$567,104	**$520,700**	- 8.2%
Percent of List Price Received		100.6%	**100.0%**	- 0.6%	100.9%	**99.9%**	- 1.0%
Housing Affordability Index		77	**78**	+ 1.3%	76	**75**	- 1.3%
Housing Value Index		144	**128**	- 11.1%	—	—	—
Inventory of Homes for Sale		1,030	**781**	- 24.2%	—	—	—
Months Supply of Inventory		5.1	**4.6**	- 9.8%	—	—	—

New Listings

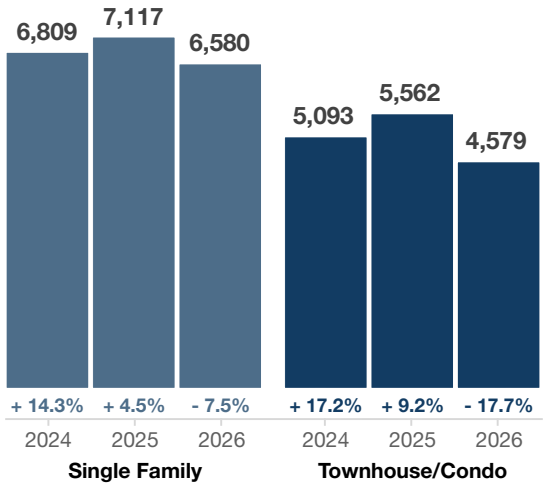
A count of the properties that have been newly listed on the market in a given month.

Cornerstone Association of REALTORS®
Waterloo Region

October

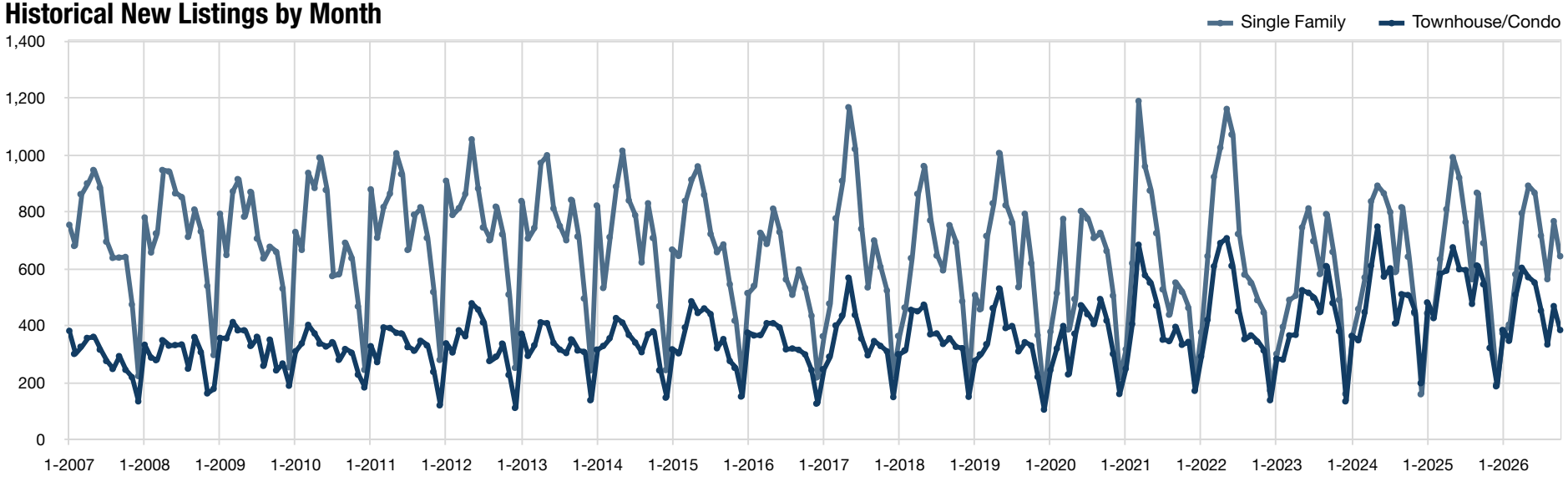


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	865	- 5.8%	549	- 7.9%
Jul-2026	714	- 6.3%	450	- 24.1%
Aug-2026	561	0.0%	331	- 30.2%
Sep-2026	765	- 11.6%	466	- 23.5%
Oct-2026	**642**	**- 6.7%**	**382**	**- 29.7%**
12-Month Avg	601	- 6.5%	424	- 18.0%

Historical New Listings by Month

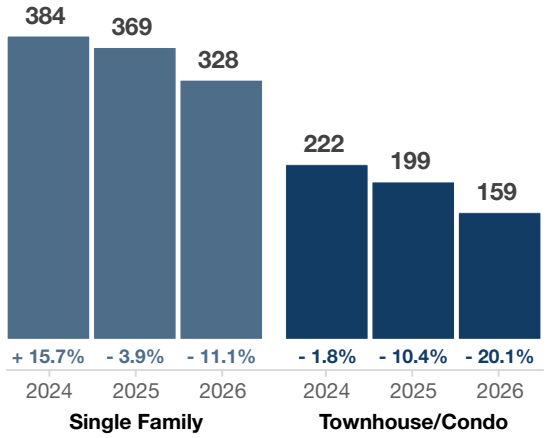


Sales

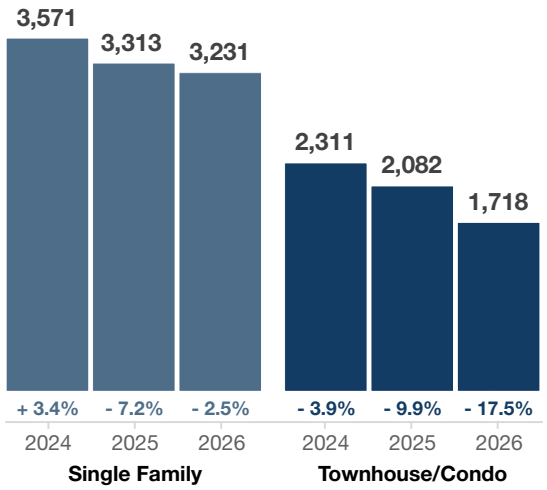
A count of the properties on which offers have been accepted in a given month.

Cornerstone Association of REALTORS®
Waterloo Region

October

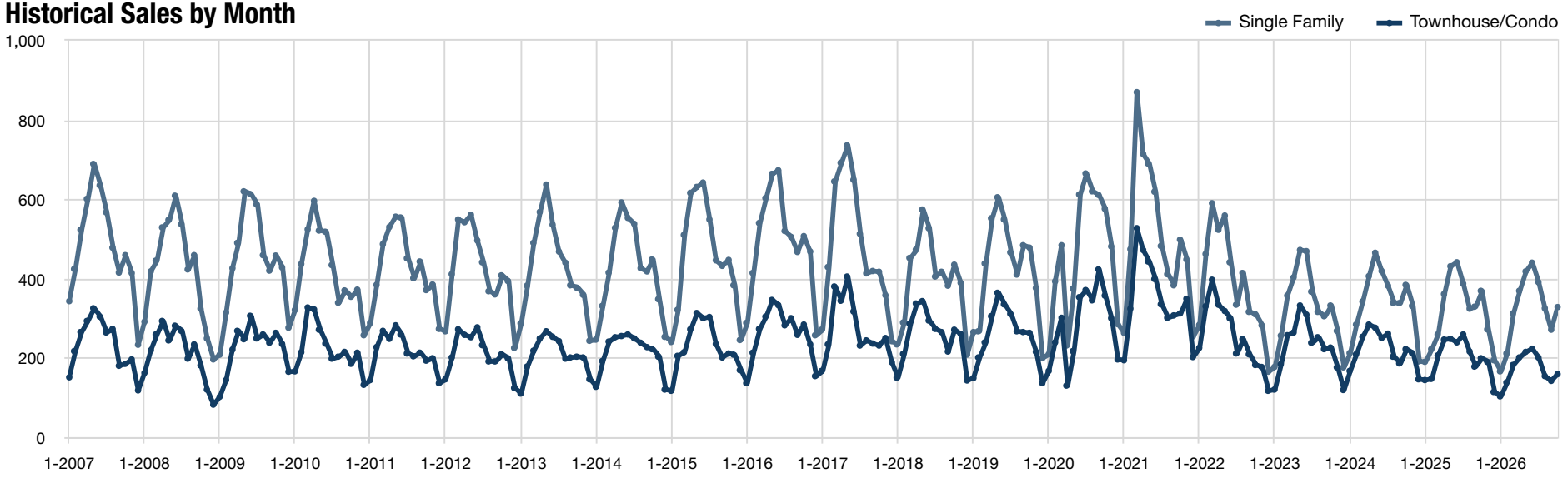


Year to Date



Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Nov-2025	272	- 17.8%	190	- 10.4%
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	369	+ 2.2%	201	- 18.3%
May-2026	418	- 3.0%	215	- 13.3%
Jun-2026	440	- 0.2%	223	- 6.7%
Jul-2026	391	+ 1.0%	201	- 22.4%
Aug-2026	325	+ 0.3%	154	- 28.7%
Sep-2026	271	- 17.6%	142	- 20.2%
Oct-2026	**328**	**- 11.1%**	**159**	**- 20.1%**
12-Month Avg	308	- 3.8%	169	- 16.7%

Historical Sales by Month

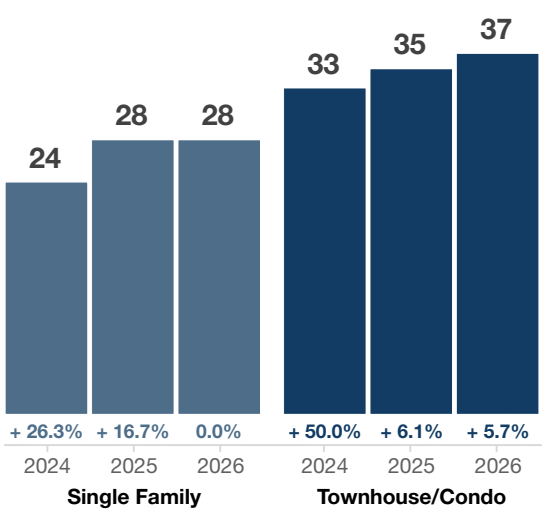


Days on Market Until Sale

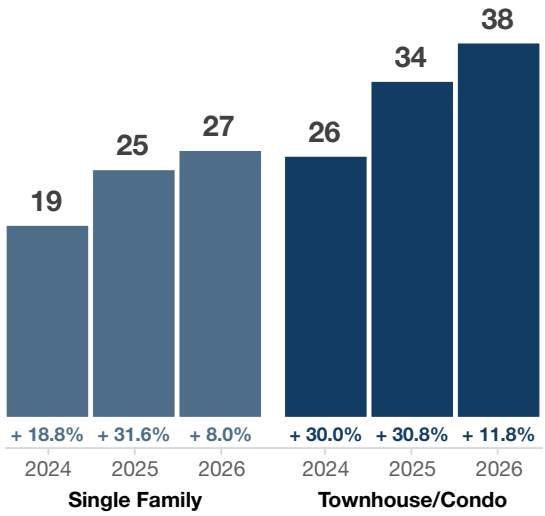
Average number of days between when a property is listed and when an offer is accepted in a given month.

Cornerstone Association of REALTORS®
Waterloo Region

October



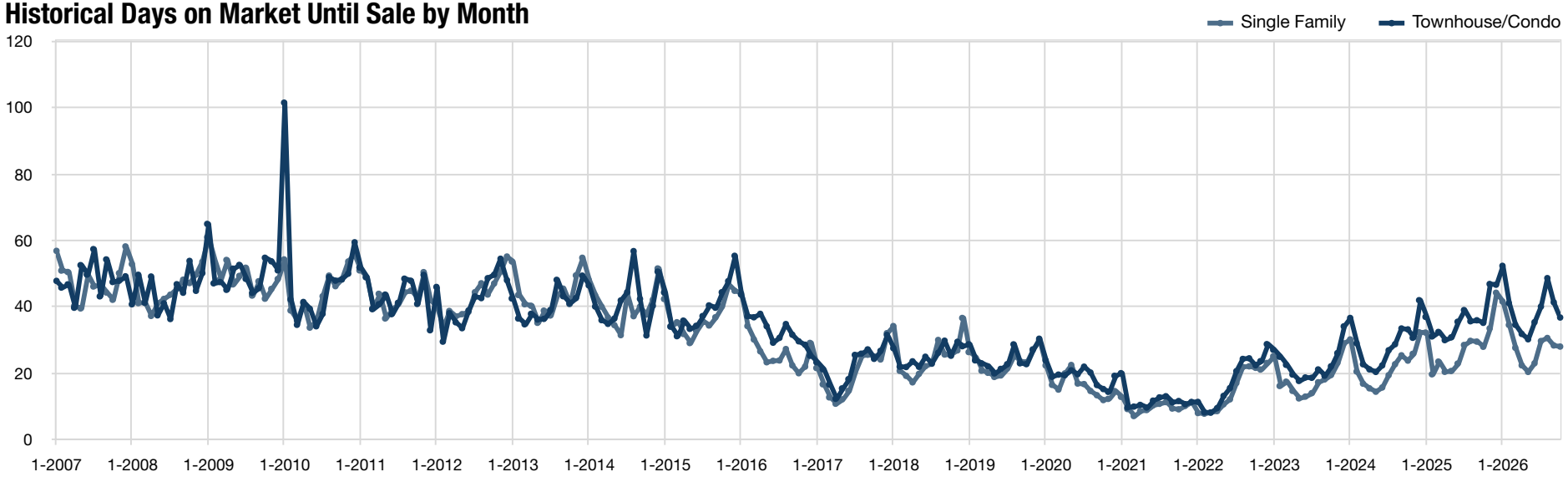
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	29	+ 3.6%	40	+ 2.6%
Aug-2026	30	+ 3.4%	48	+ 37.1%
Sep-2026	28	- 3.4%	41	+ 13.9%
Oct-2026	**28**	**0.0%**	**37**	**+ 5.7%**
12-Month Avg*	28	+ 11.8%	39	+ 14.7%

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

Historical Days on Market Until Sale by Month



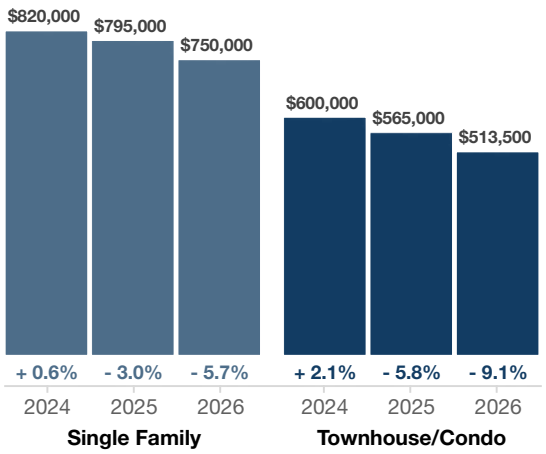
Median Sales Price

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

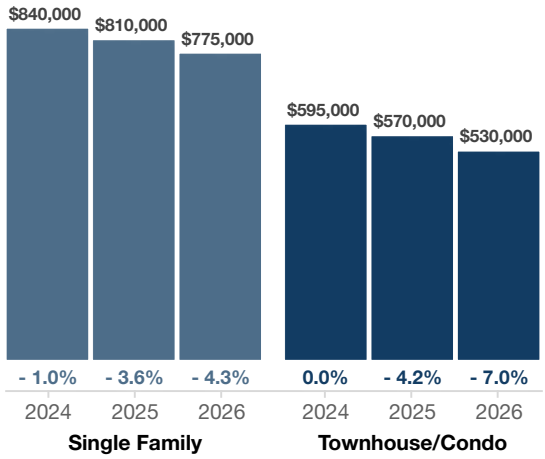
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Waterloo Region

October



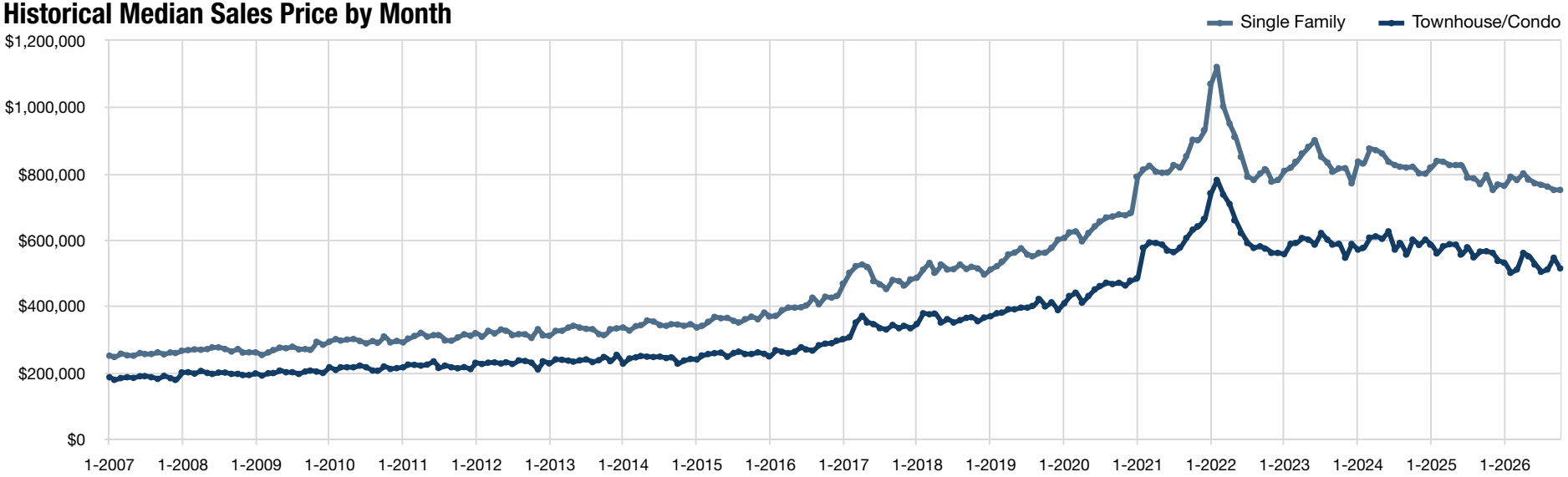
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	$765,500	- 2.7%	$503,000	- 12.8%
Aug-2026	$760,000	- 3.2%	$510,000	- 6.7%
Sep-2026	$750,000	- 2.3%	$545,450	- 3.3%
Oct-2026	**$750,000**	**- 5.7%**	**$513,500**	**- 9.1%**
12-Month Avg*	$770,000	- 4.7%	$530,000	- 7.8%

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

Historical Median Sales Price by Month



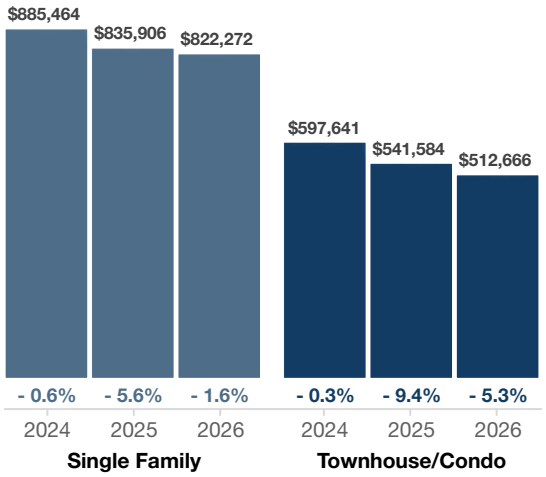
Average Sales Price

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

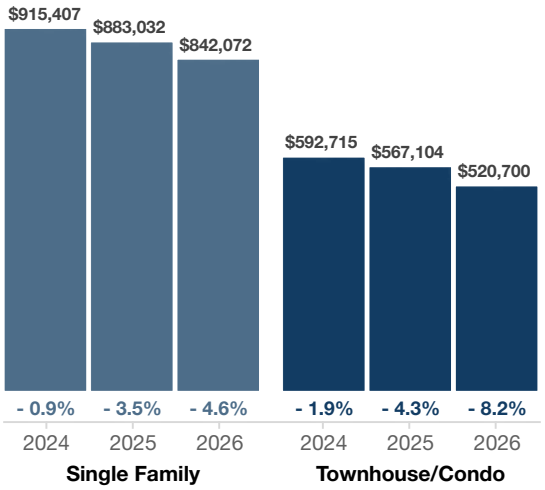
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Waterloo Region

October



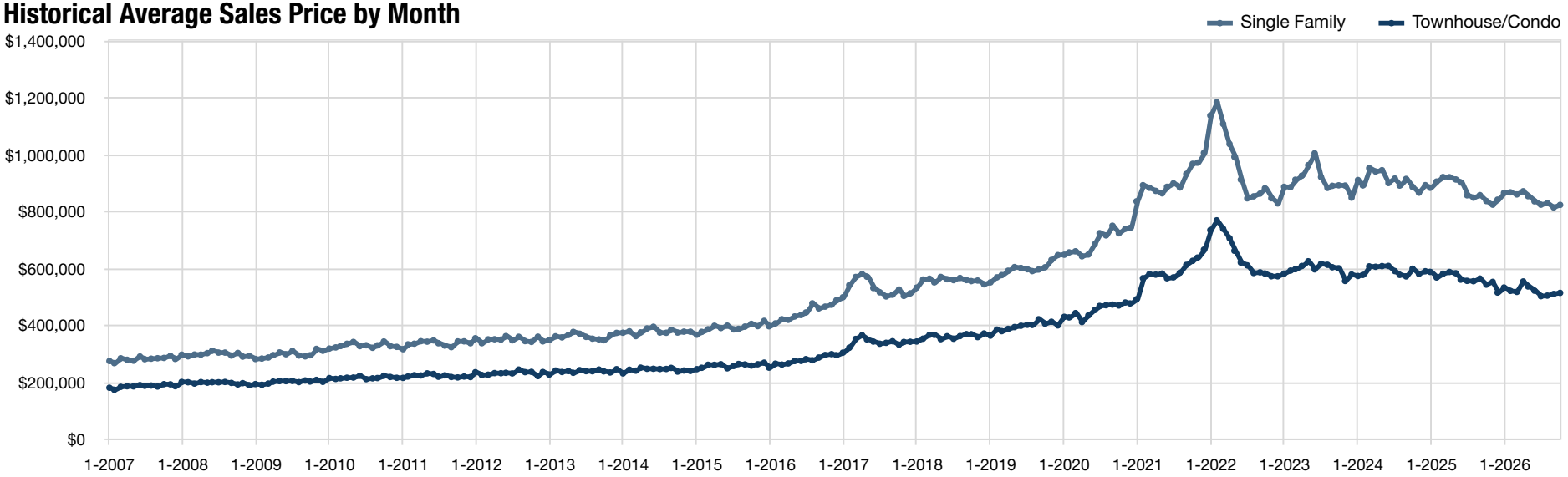
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Nov-2025	$823,040	- 4.9%	$551,316	- 4.9%
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	$870,311	- 5.4%	$552,831	- 5.7%
May-2026	$853,098	- 6.4%	$535,244	- 8.0%
Jun-2026	$834,884	- 7.4%	$520,297	- 6.9%
Jul-2026	$823,044	- 3.9%	$501,057	- 9.7%
Aug-2026	$828,640	- 2.3%	$503,034	- 9.2%
Sep-2026	$813,319	- 5.1%	$508,777	- 9.6%
Oct-2026	**$822,272**	**- 1.6%**	**$512,666**	**- 5.3%**
12-Month Avg*	$840,602	- 4.7%	$523,188	- 8.1%

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

Historical Average Sales Price by Month

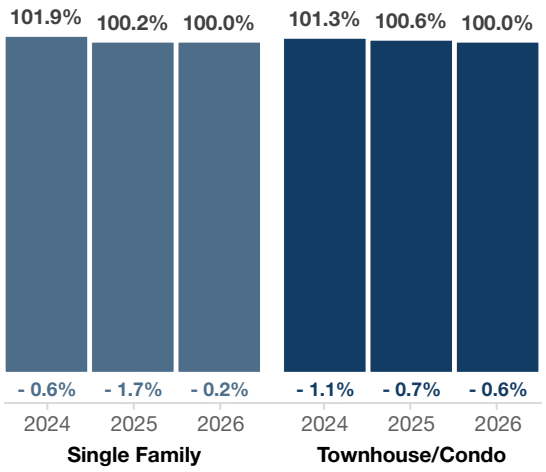


Percent of List Price Received

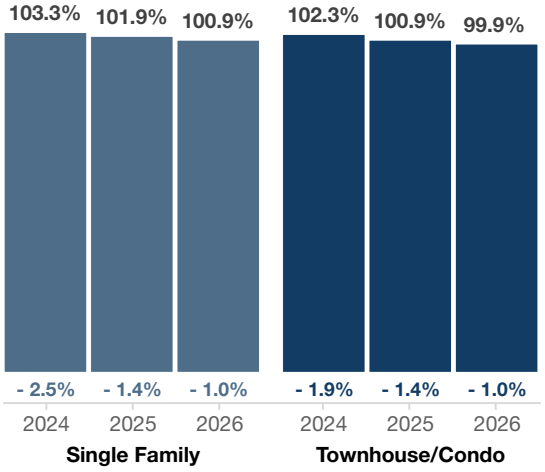
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

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October



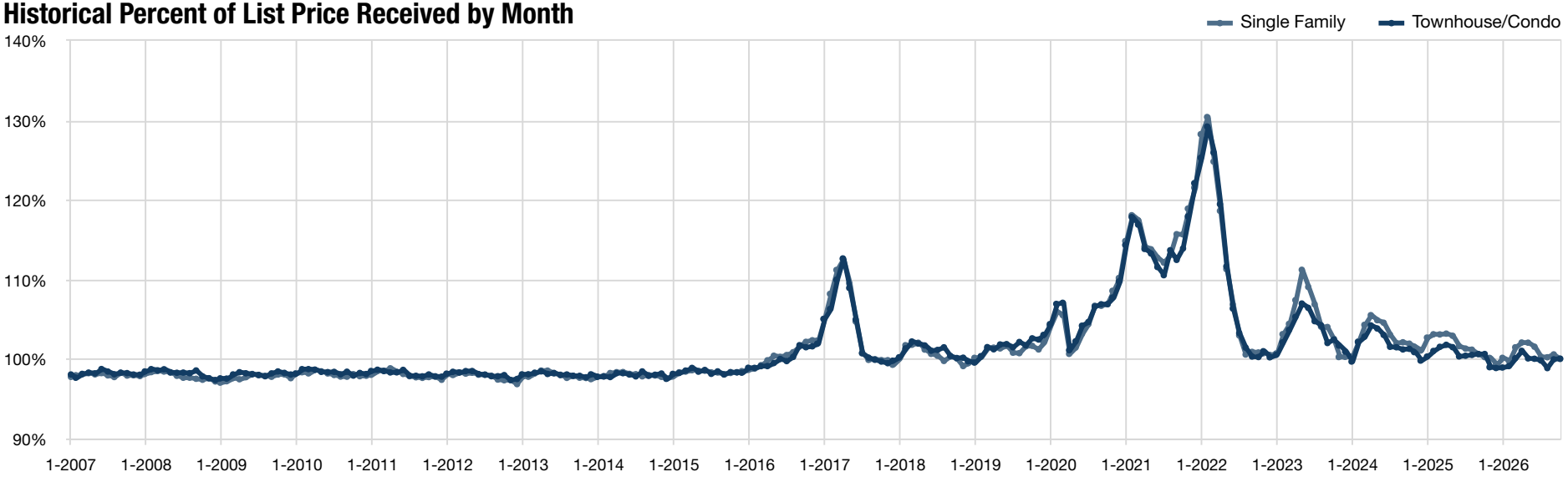
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Nov-2025	100.1%	- 1.4%	99.0%	- 1.9%
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%	100.0%	- 0.3%
Jul-2026	100.3%	- 1.0%	99.8%	- 0.6%
Aug-2026	100.2%	- 1.0%	98.9%	- 1.6%
Sep-2026	100.6%	0.0%	100.0%	- 0.6%
Oct-2026	**100.0%**	**- 0.2%**	**100.0%**	**- 0.6%**
12-Month Avg*	100.8%	- 1.0%	99.7%	- 1.1%

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

Historical Percent of List Price Received by Month



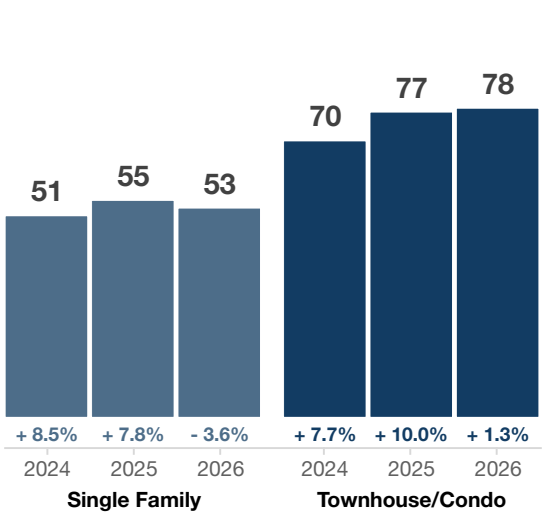
Housing Affordability Index

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.

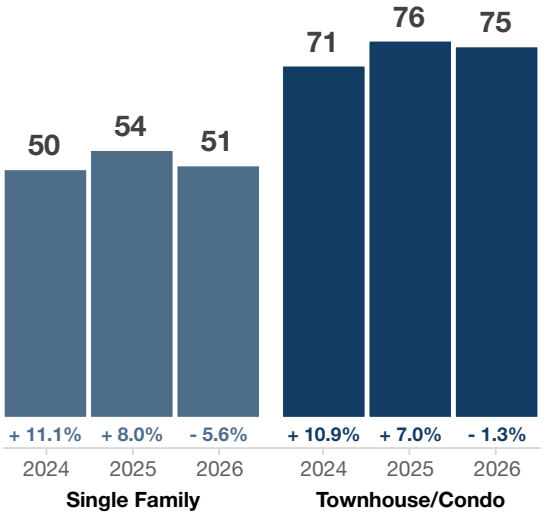
Cornerstone Association of REALTORS®

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Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	83	+ 15.3%
Aug-2026	55	+ 1.9%	82	+ 6.5%
Sep-2026	54	- 3.6%	74	- 2.6%
Oct-2026	**53**	**- 3.6%**	**78**	**+ 1.3%**
12-Month Avg	55	+ 5.8%	81	+ 11.0%

Historical Housing Affordability Index by Month

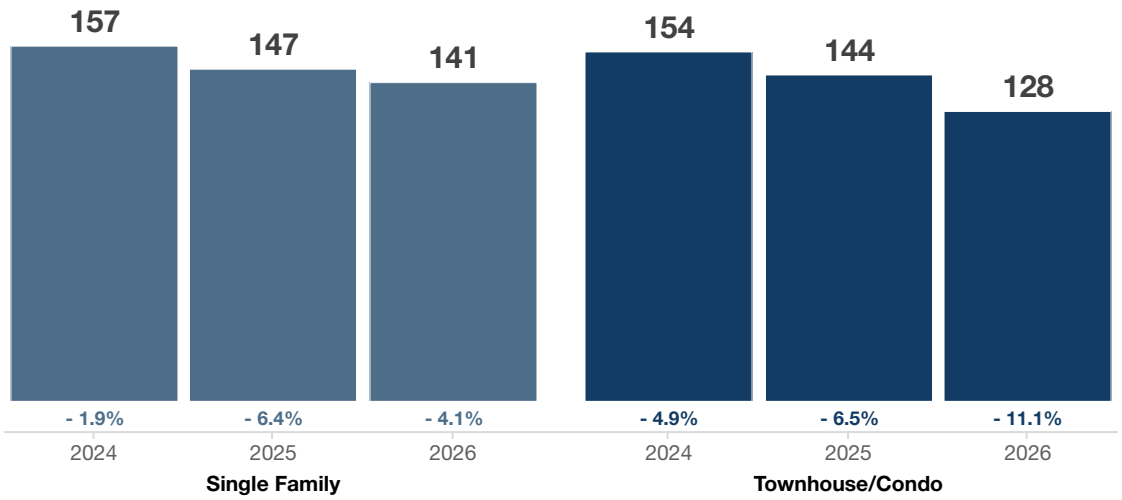


ShowingTime Housing Value Index

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.

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Housing Value Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Nov-2025	147	- 9.8%	144	- 8.3%
Dec-2025	141	- 11.3%	137	- 13.8%
Jan-2026	144	- 10.6%	140	- 9.7%
Feb-2026	147	- 9.8%	141	- 10.8%
Mar-2026	148	- 5.7%	139	- 12.6%
Apr-2026	145	- 8.8%	142	- 11.3%
May-2026	147	- 4.5%	140	- 6.7%
Jun-2026	147	- 5.2%	138	- 8.6%
Jul-2026	147	- 2.6%	130	- 11.0%
Aug-2026	145	- 4.0%	135	- 6.9%
Sep-2026	142	- 6.6%	135	- 6.9%
Oct-2026	**141**	**- 4.1%**	**128**	**- 11.1%**
12-Month Avg*	—	—	—	—

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

Historical ShowingTime Housing Value Index by Month

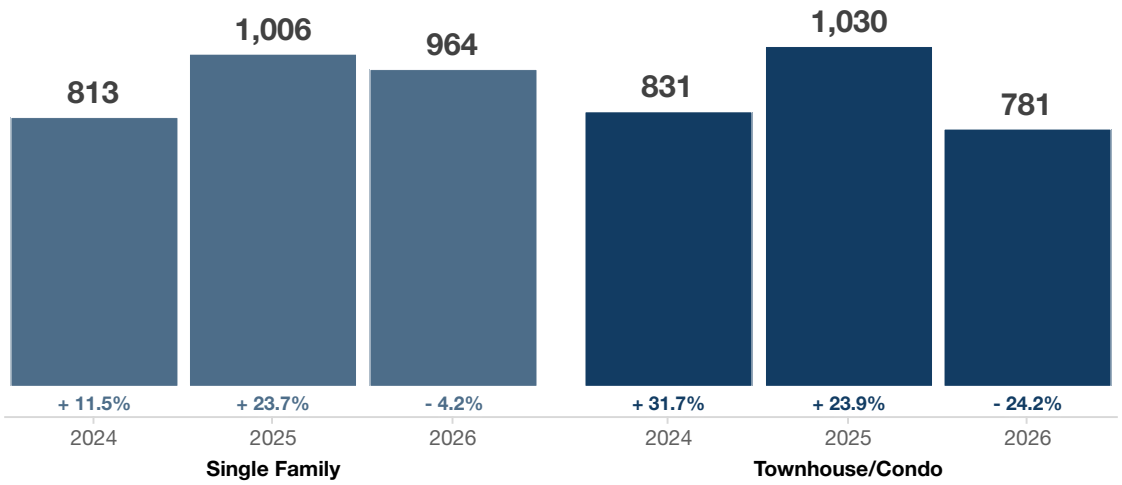


Inventory of Homes for Sale

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

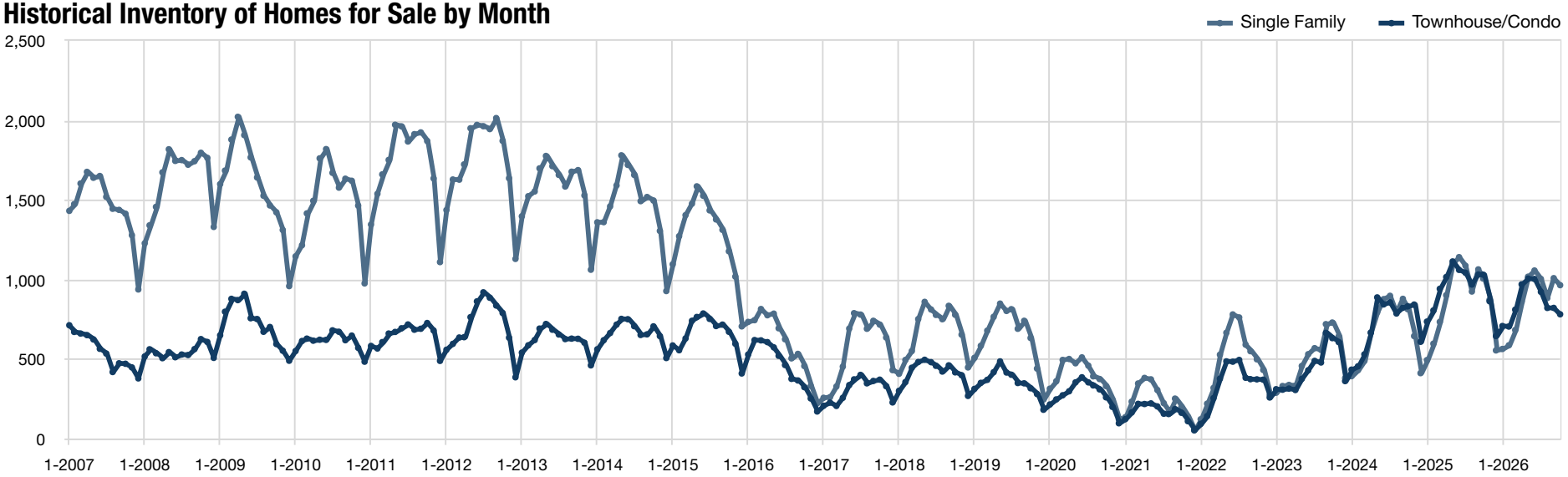
Cornerstone Association of REALTORS®
Waterloo Region

October



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	1,005	- 9.7%
Jun-2026	1,056	- 7.4%	1,003	- 5.4%
Jul-2026	1,003	- 7.6%	922	- 11.5%
Aug-2026	883	- 4.4%	821	- 15.2%
Sep-2026	1,008	- 5.2%	821	- 20.4%
Oct-2026	**964**	**- 4.2%**	**781**	**- 24.2%**
12-Month Avg	837	- 0.5%	838	- 10.2%

Historical Inventory of Homes for Sale by Month

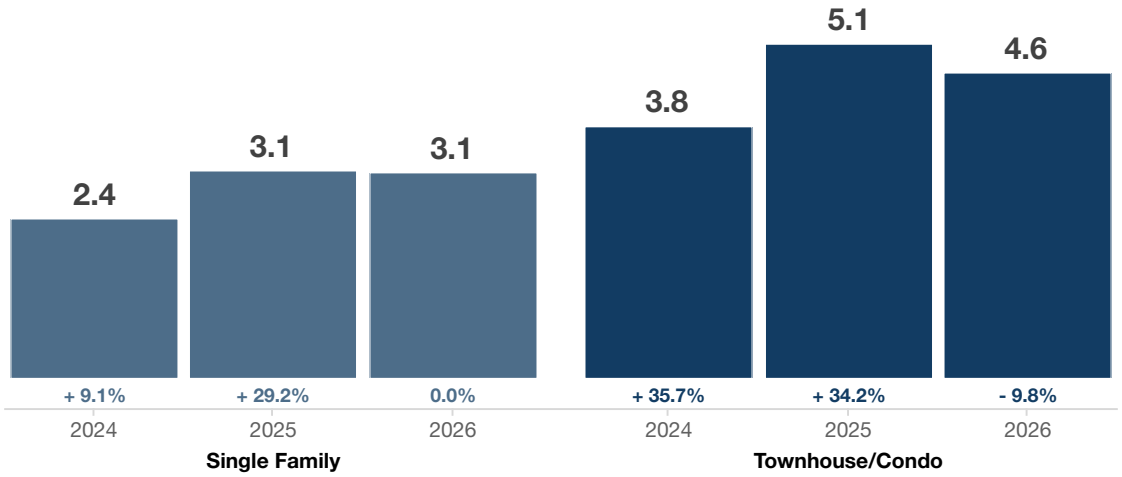


Months Supply of Inventory

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.

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October



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Aug-2026	2.8	- 3.4%	4.7	0.0%
Sep-2026	3.2	- 3.0%	4.8	- 4.0%
Oct-2026	**3.1**	**0.0%**	**4.6**	**- 9.8%**
12-Month Avg*	2.7	+ 3.0%	4.5	+ 1.4%

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

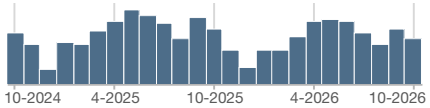
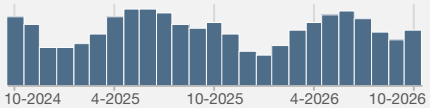
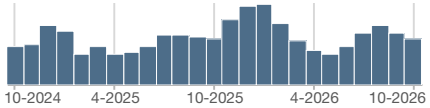
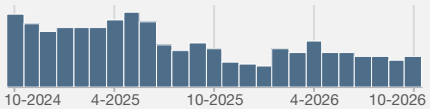
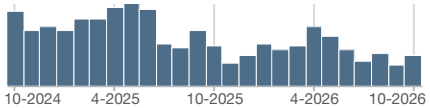
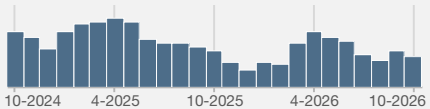
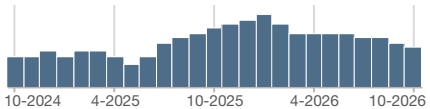
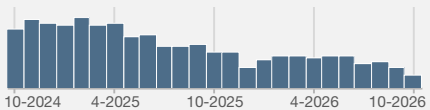
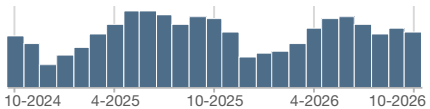
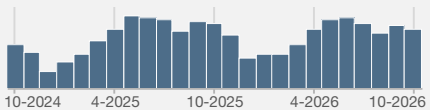
Historical Months Supply of Inventory by Month



All Residential Properties Market Overview

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

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Key Metrics	Historical Sparkbars	10-2025	10-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		1,231	**1,024**	- 16.8%	12,679	**11,159**	- 12.0%
Sales		568	**487**	- 14.3%	5,395	**4,949**	- 8.3%
Days on Market Until Sale		30	**31**	+ 3.3%	28	**31**	+ 10.7%
Median Sales Price		$691,250	**$680,000**	- 1.6%	$713,000	**$685,000**	- 3.9%
Average Sales Price		$732,790	**$721,189**	- 1.6%	$761,125	**$730,510**	- 4.0%
Percent of List Price Received		100.4%	**100.0%**	- 0.4%	101.5%	**100.6%**	- 0.9%
Housing Affordability Index		63	**59**	- 6.3%	61	**58**	- 4.9%
Housing Value Index		146	**136**	- 6.8%	—	**—**	—
Inventory of Homes for Sale		2,036	**1,745**	- 14.3%	—	**—**	—
Months Supply of Inventory		3.9	**3.7**	- 5.1%	—	**—**	—