



# 2024

# SEPTEMBER

## CAMBRIDGE

### Real Estate Market Report



# OVERVIEW

## BUYER'S MARKET

Cambridge's real estate market shifted to a buyer's market in September. The median sale price increased by 9.55%, while the average sale price rose by 2.55%. Sales volume saw a boost of 9.49%, with unit sales up by 6.77%. New listings climbed by 12.98%, though expired listings surged by 126.92%. Despite a 2.16% decline in the unit sales/listings ratio, the market remains active with rising prices and strong buyer interest.



### September year-over-year sales volume of \$108,373,597

Up 9.49% from 2023's \$98,981,381 with unit sales of 142 up 6.77% from last September's 133. New listings of 383 are up 12.98% from a year ago, with the sales/listing ratio of 37.08% down 2.16%.



### Year-to-date sales volume of \$1,078,396,156

Down 4.58% from 2023's \$1,130,216,536 with unit sales of 1,382 down 3.56% from 2023's 1,433. New listings of 2,983 are up 22.45% from a year ago, with the sales/listing ratio of 46.33% down 12.5%.



### Year-to-date average sale price of \$776,927

Down from \$784,936 one year ago with median sale price of \$767,000 up from \$750,000 a year ago. Average days-on-market of 30.3, up 12.1 days from last year.

## SEPTEMBER NUMBERS

Median Sale Price

**\$790,000**

+9.55%

Average Sale Price

**\$763,194**

+2.55%

Sales Volume

**\$108,373,597**

+9.49%

Unit Sales

**142**

+6.77%

New Listings

**383**

+12.98%

Expired Listings

**59**

+126.92%

Unit Sales/Listings Ratio

**37.08%**

-2.16%

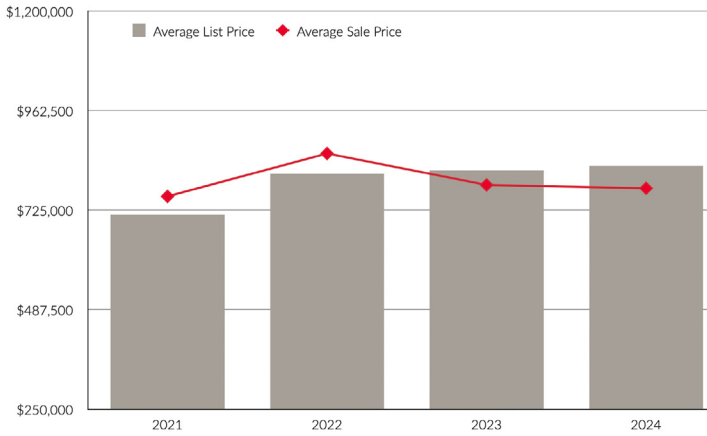
*Year-over-year comparison  
(September 2023 vs. September 2024)*

# THE MARKET IN DETAIL

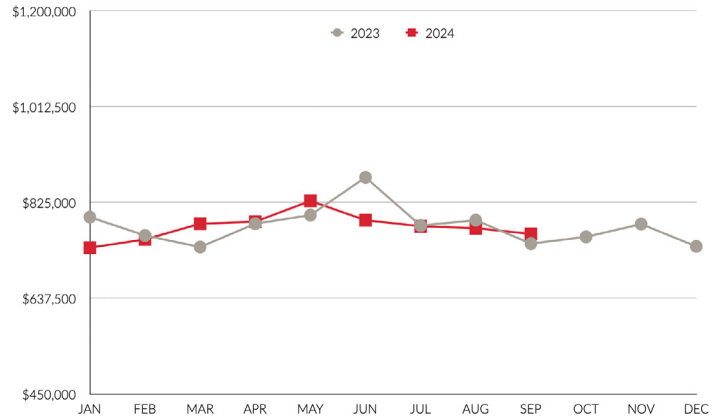
	2022	2023	2024	2023-2024
YTD Volume Sales	\$1,461,648,689	\$1,130,216,536		-4.58%
YTD Unit Sales	1,690	1,433	1,382	-3.56%
YTD New Listings	2,949	2,436	2,983	+22.45%
YTD Sales/Listings Ratio	57.31%	58.83%	46.33%	-12.5%
YTD Expired Listings	103	123	283	+130.08%
Monthly Volume Sales	\$116,362,451	\$98,981,381	\$108,373,597	+9.49%
Monthly Unit Sales	156	133	142	+6.77%
Monthly New Listings	240	339	383	+12.98%
Monthly Sales/Listings Ratio	65.00%	39.23%	37.08%	-2.16%
Monthly Expired Listings	33	26	59	+126.92%
YTD Sales: \$0-\$199K	0	2	2	No Change
YTD Sales: \$200k-349K	2	2	1	-50%
YTD Sales: \$350K-\$549K	8	24	12	-50%
YTD Sales: \$550K-\$749K	537	546	579	+6.04%
YTD Sales: \$750K-\$999K	642	542	490	-9.59%
YTD Sales: \$1M-\$2M	370	178	155	-12.92%
YTD Sales: \$2M+	21	10	10	No Change
YTD Average Days-On-Market	13.11	18.22	30.33	+66.46%
YTD Average Sale Price	\$859,856	\$784,936	\$776,927	-1.02%
YTD Median Sale Price	\$800,000	\$750,000	\$767,000	+2.27%

Cambridge MLS Sales and Listing Summary  
2022 vs. 2023 vs. 2024

# AVERAGE SALE PRICE

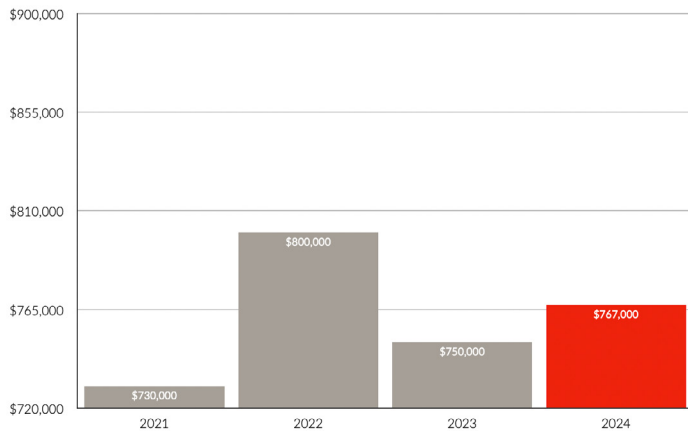


Year-Over-Year

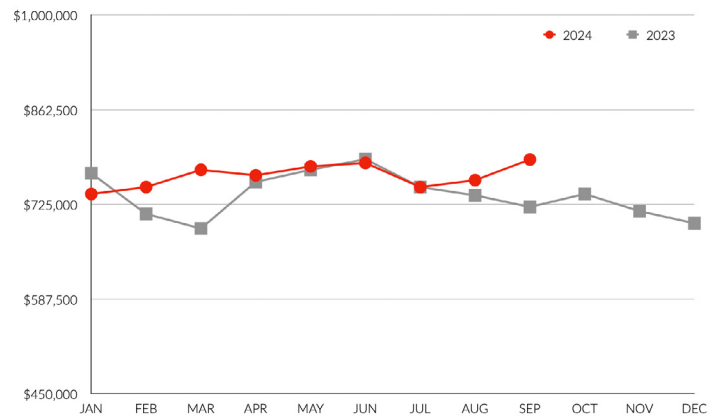


Month-Over-Month 2023 vs. 2024

# MEDIAN SALE PRICE



Year-Over-Year

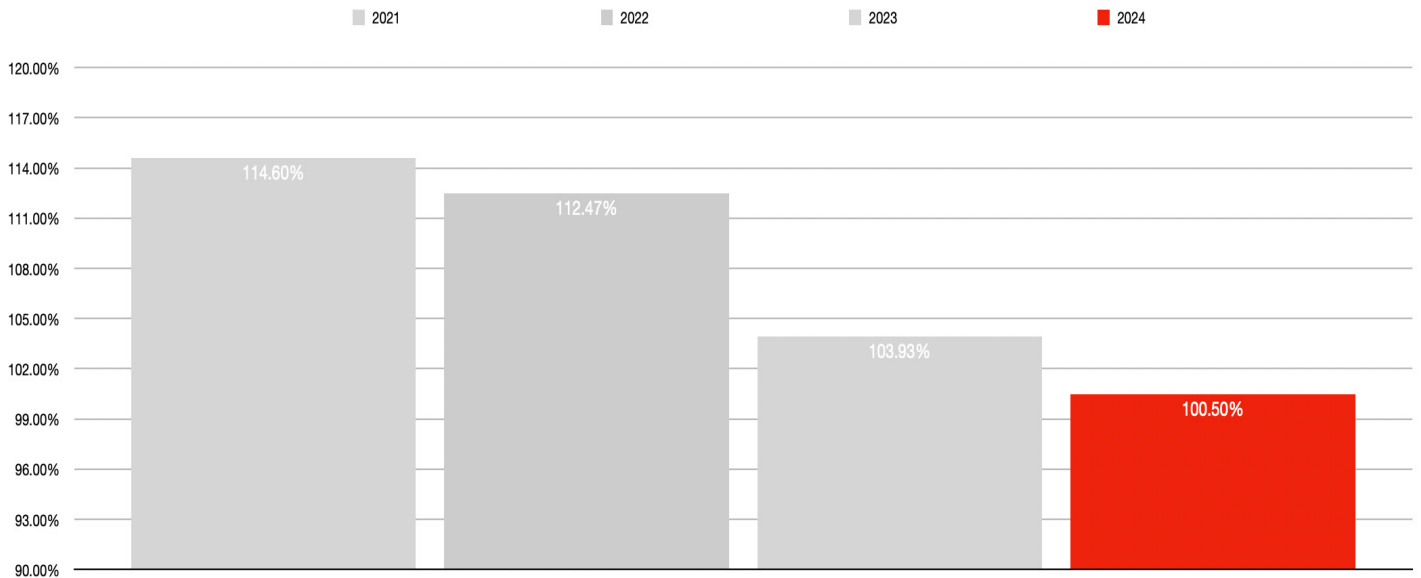


Month-Over-Month 2023 vs. 2024

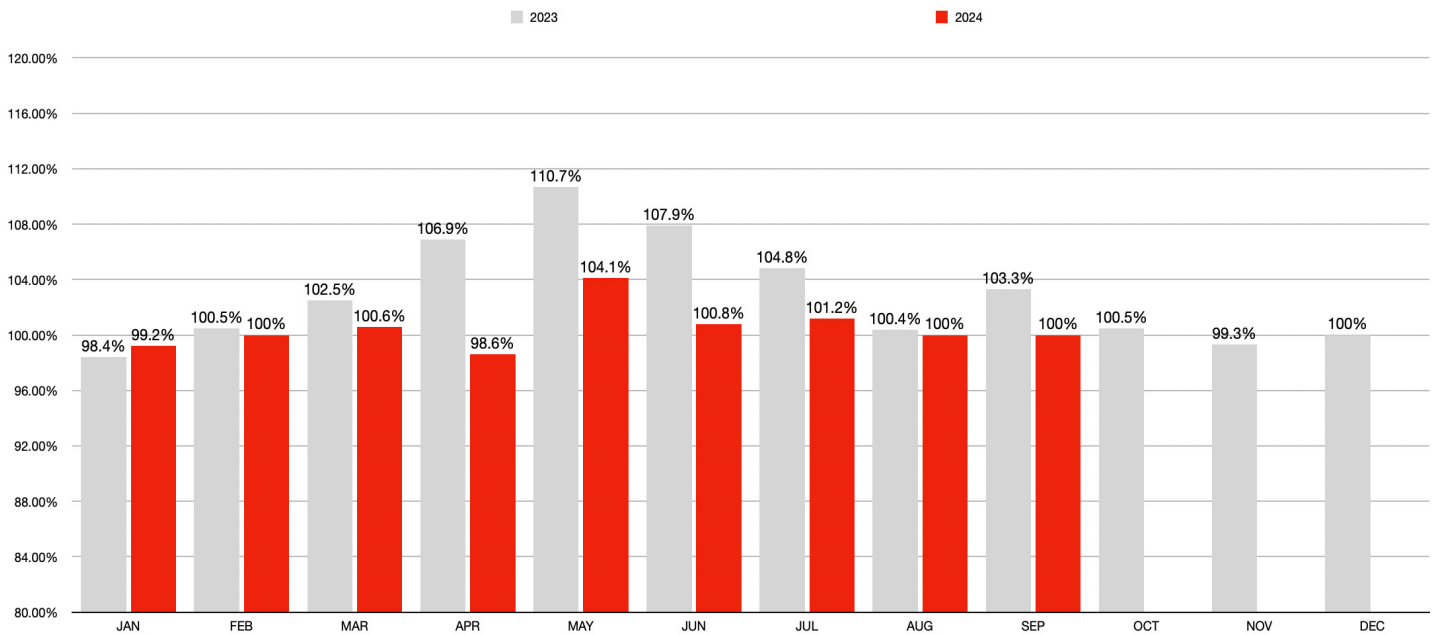
\* Median sale price is based on residential sales (including freehold and condominiums).



# SALE PRICE VS. LIST PRICE RATIO

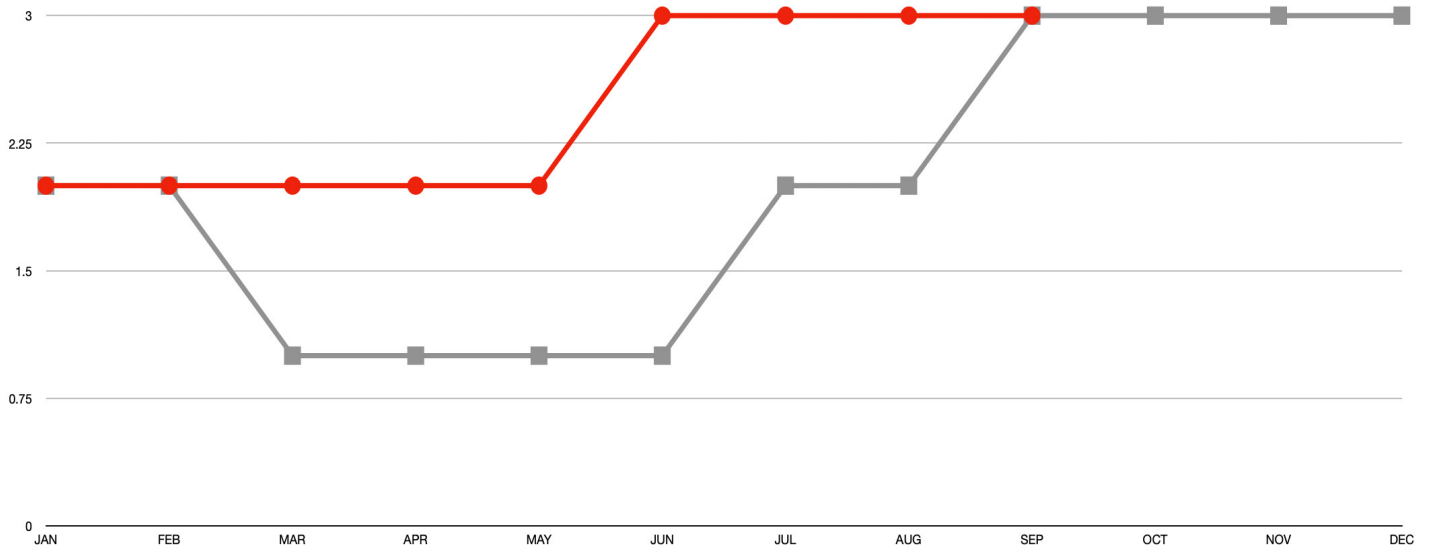


## Year-Over-Year

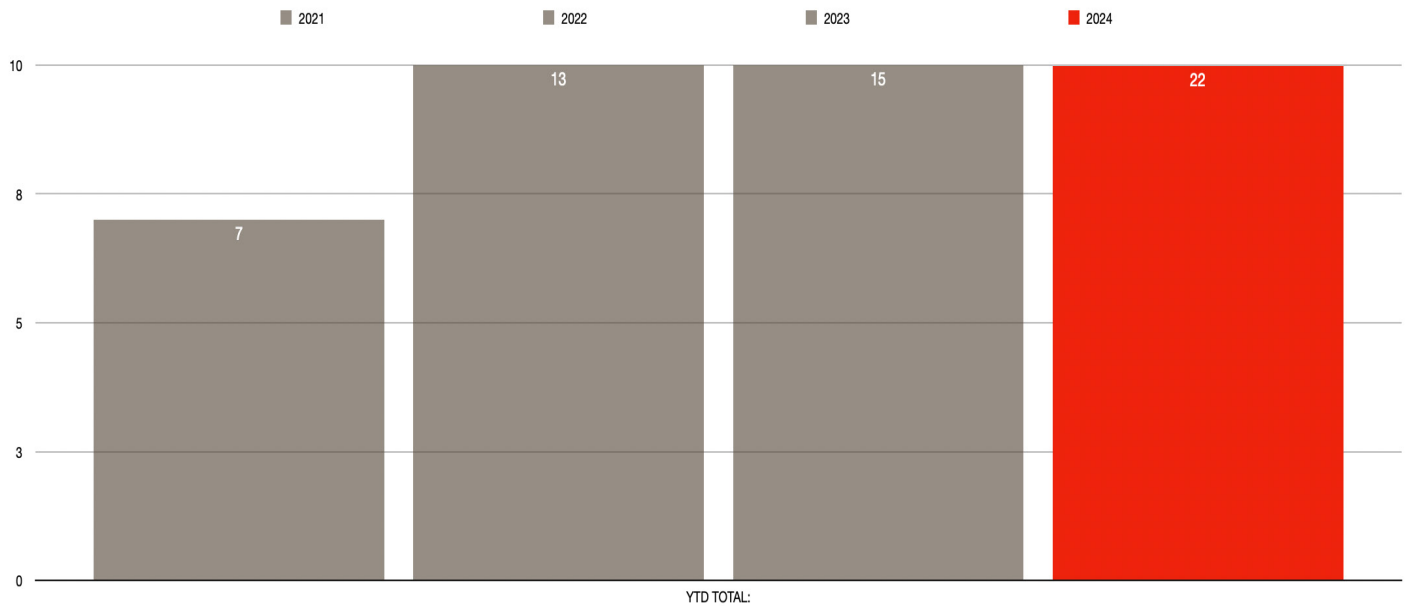


## Month-Over-Month 2023 vs. 2024

# MONTHS OF INVENTORY

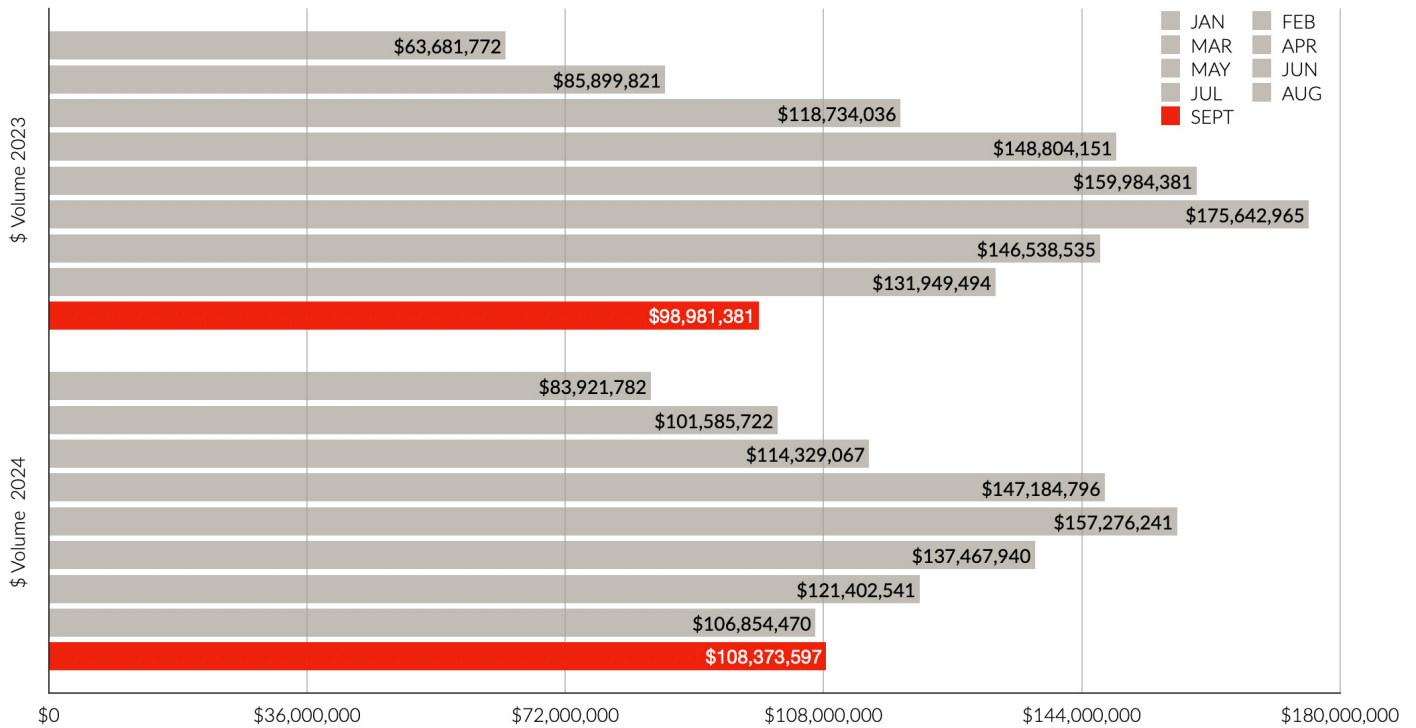


## Month-Over-Month 2023 vs. 2024

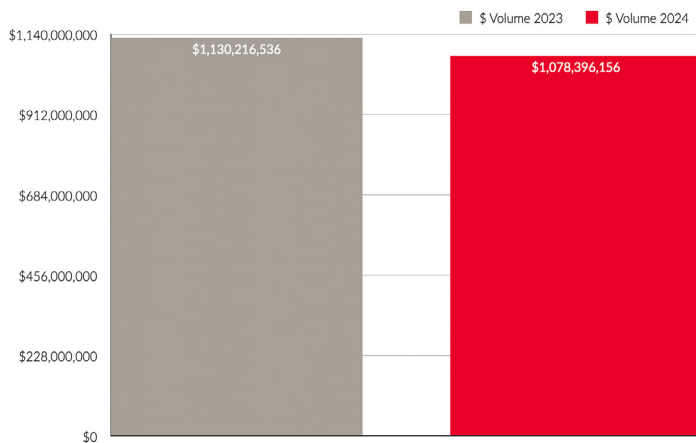


## Year-Over-Year

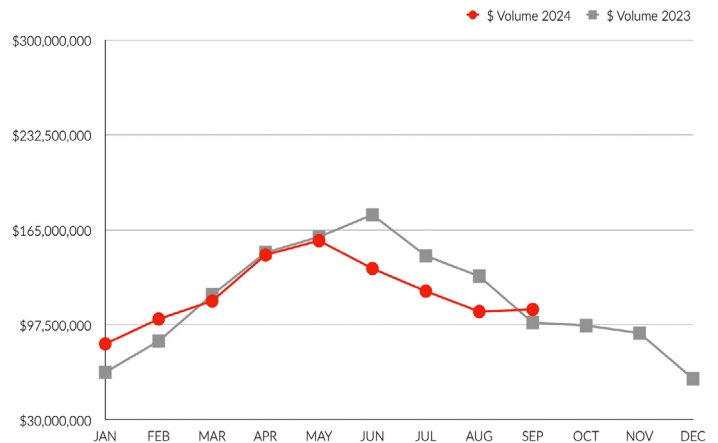
# DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

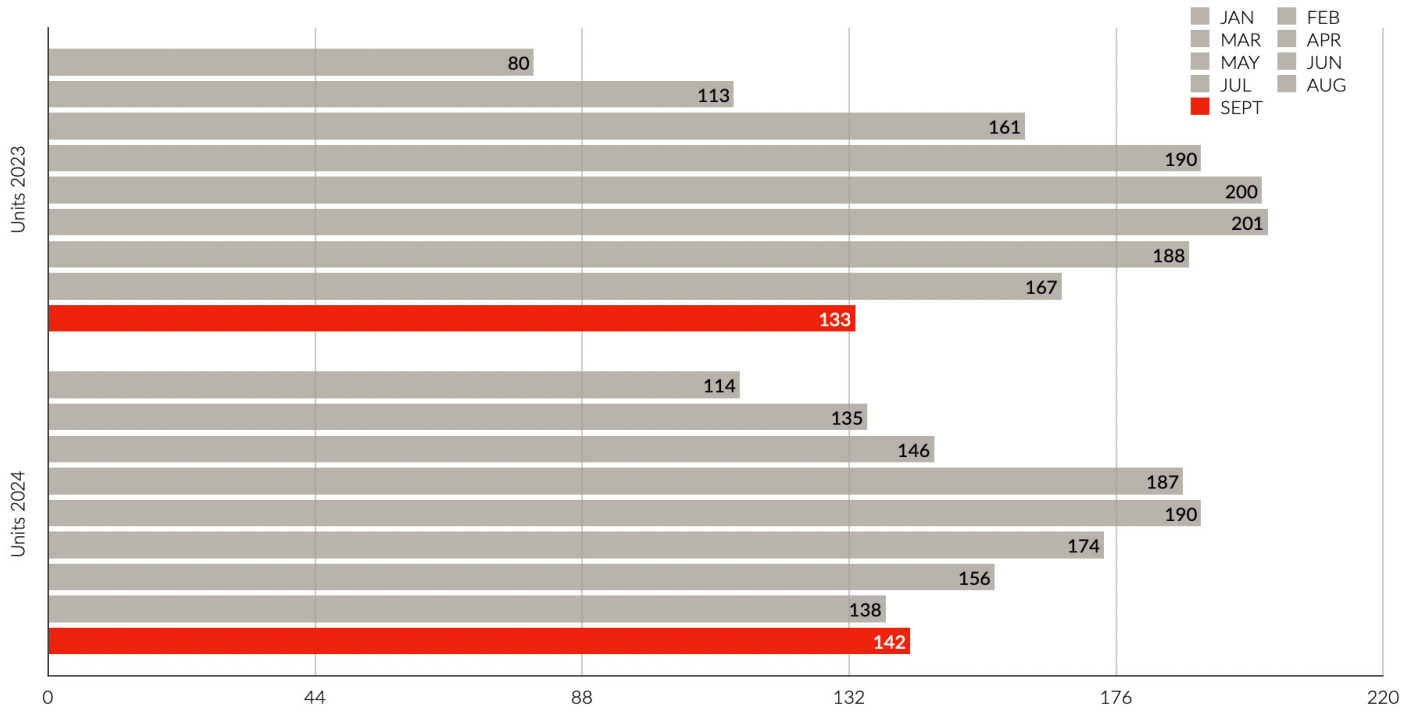


Yearly Totals 2023 vs. 2024

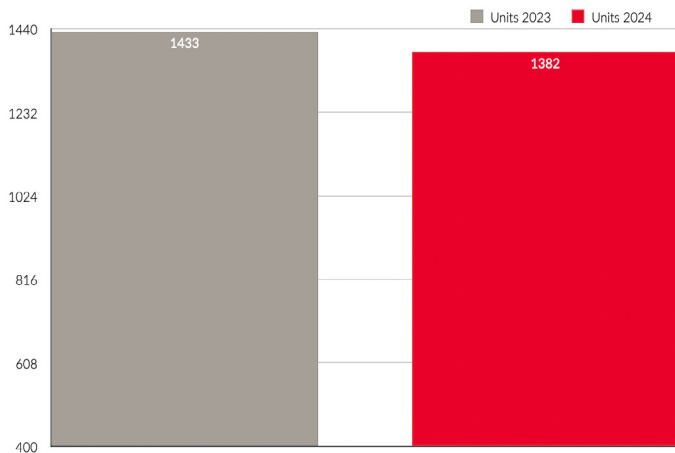


Month vs. Month 2023 vs. 2024

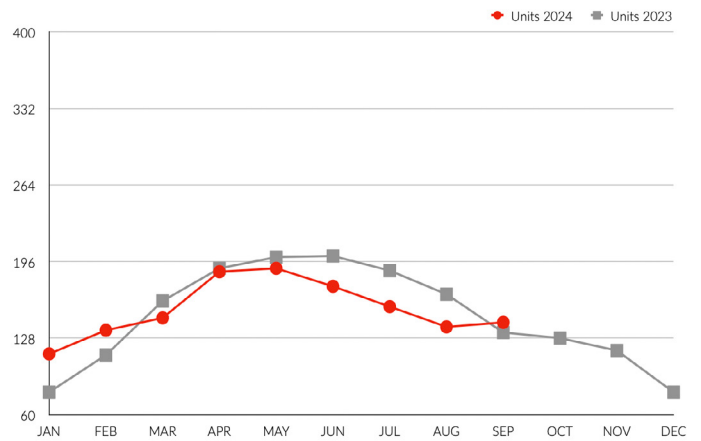
# UNIT VOLUME SALES



Monthly Comparison 2023 vs. 2024



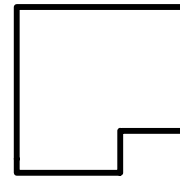
Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024



# SALES BY TYPE



	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
YTD Sales Volume	 <b>\$945,608,602</b> -3.2%	 <b>\$130,770,554</b> -13.5%	 <b>\$4,145,889</b> -80.96%
YTD Unit Sales	 <b>1156</b> -1.45%	 <b>223</b> -12.55%	 <b>7</b> -41.67%
YTD Average Sale Price	 <b>\$818,001</b> -1.78%	 <b>\$586,415</b> -1.09%	 <b>\$592,269.86</b> -67.36%
September Sales Volume	 <b>\$96,885,597</b> +9.47%	 <b>\$10,798,000</b> +3.09%	 <b>\$0</b> -100%
September Unit Sales	 <b>121</b> +5.22%	 <b>20</b> +11.11%	 <b>0</b> -100%

NOTE: All MLS® sales data in this report comes from the Guelph Association Of REALTORS® and refers specifically to residential sales as of September 2, 2024.

Year-Over-Year Comparison (2024 vs. 2023)

While deemed to be reliable, Royal LePage Royal City Realty assumes no responsibility for errors and omissions.



# OUR LOCATIONS



## ELORA

519-846-1365  
9 Mill Street E., Elora



## FERGUS

519-843-1365  
162 St. Andrew Street E., Fergus



## GUELPH

519-824-9050  
30 Edinburgh Road N., Guelph



## ROCKWOOD

519-856-9922  
118 Main Street S., Rockwood

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