



2025

JANUARY

CAMBRIDGE

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

BALANCED MARKET

Cambridge's real estate market experienced mixed activity in January, with shifts in both pricing and sales. The median sale price declined by 5.4% to \$700,000, while the average sale price saw a modest increase of 2.09% to \$751,525. Sales volume dropped by 13.14%, reflecting a 14.91% decrease in unit sales to 97 transactions. Meanwhile, new listings rose by 15.9% to 226, expanding inventory, while expired listings increased by 17.24%. With the unit sales-to-listings ratio at 42.92%, the market is offering more opportunities for buyers as conditions continue to balance.

January year-over-year sales volume of \$72,897,936
 Down 13.14% from 2024's \$59,101,184 with unit sales of 97 down 14.91% from last January's 114. New listings of 226 are up 15.9% from last year's 195, with the sales/listing ratio of 42.92% down 15.54%.

Year-to-date sales volume of \$72,897,936
 Down 13.14% from 2024's \$59,101,184 with unit sales of 97 down 14.91% from 2024's 114. New listings of 226 are up 15.9% from a year ago, with the sales/listing ratio of 42.92% down 15.54%.

Year-to-date average sale price of \$751,525
 Up from \$736,156 one year ago with median sale price of \$700,000 up from \$739,995 a year ago. Average days-on-market of 29, down 20 days from last year.

JANUARY NUMBERS

Median Sale Price
\$700,000
 -5.4%

Average Sale Price
\$751,525
 +2.09%

Sales Volume
\$72,897,936
 -13.14%

Unit Sales
97
 -14.91%

New Listings
226
 +15.9%

Expired Listings
34
 +17.24%

Unit Sales/Listings Ratio
42.92%
 -15.54%

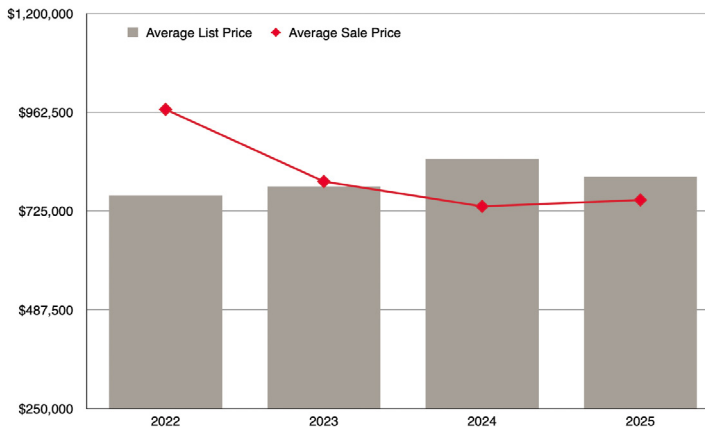
Year-over-year comparison
 (January 2024 vs. January 2025)

THE MARKET IN DETAIL

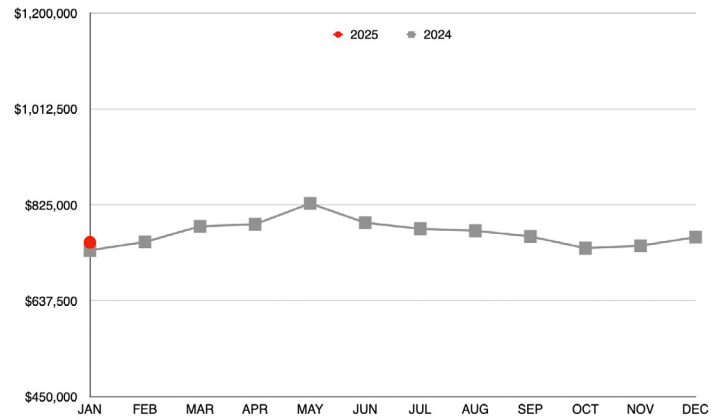
	2023	2024	2025	2024-2025
YTD Volume Sales	\$63,681,772	\$83,921,782	\$72,897,936	-13.14%
YTD Unit Sales	80	114	97	-14.91%
YTD New Listings	148	195	226	+15.9%
YDT Sales/Listings Ratio	54.05%	58.46%	42.92%	-15.54%
YTD Expired Listings	22	29	34	+17.24%
Monthly Volume Sales	\$63,681,772	\$83,921,782	\$72,897,936	-13.14%
Monthly Unit Sales	80	114	97	-14.91%
Monthly New Listings	148	195	226	+15.9%
Monthly Sales/Listings Ratio	54.05%	58.46%	42.92%	-15.54%
Monthly Expired Listings	22	29	34	+17.24%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	0	1	0	-100%
YTD Sales: \$350K-\$549K	13	11	12	+9.09%
YTD Sales: \$550K-\$749K	22	58	49	-15.52%
YTD Sales: \$750K-\$999K	38	34	27	-20.59%
YTD Sales: \$1M-\$2M	7	10	9	-10%
YTD Sales: \$2M+	1	0	0	No Change
YTD Average Days-On-Market	26.00	49.00	29.00	-40.82%
YTD Average Sale Price	\$796,022	\$736,156	\$751,525	+2.09%
YTD Median Sale Price	\$770,000	\$739,995	\$700,000	-5.4%

Cambridge MLS Sales and Listing Summary
2023 vs. 2024 vs. 2025

AVERAGE SALE PRICE

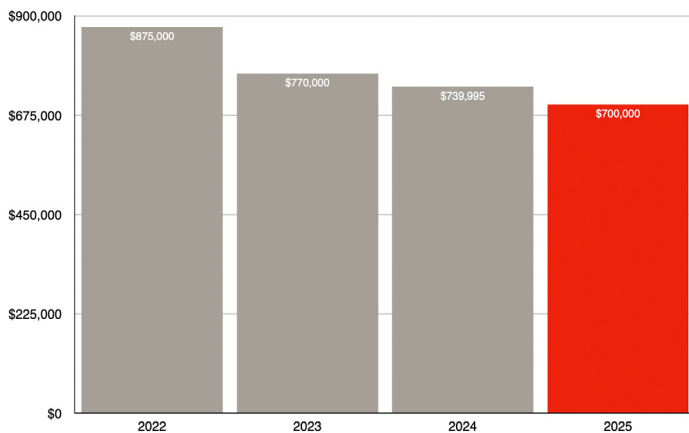


Year-Over-Year

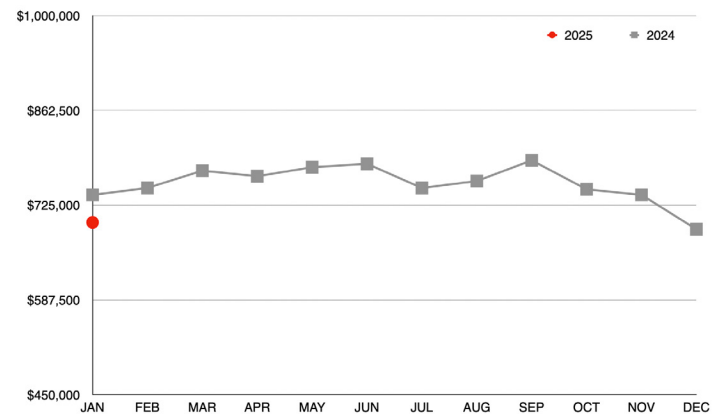


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



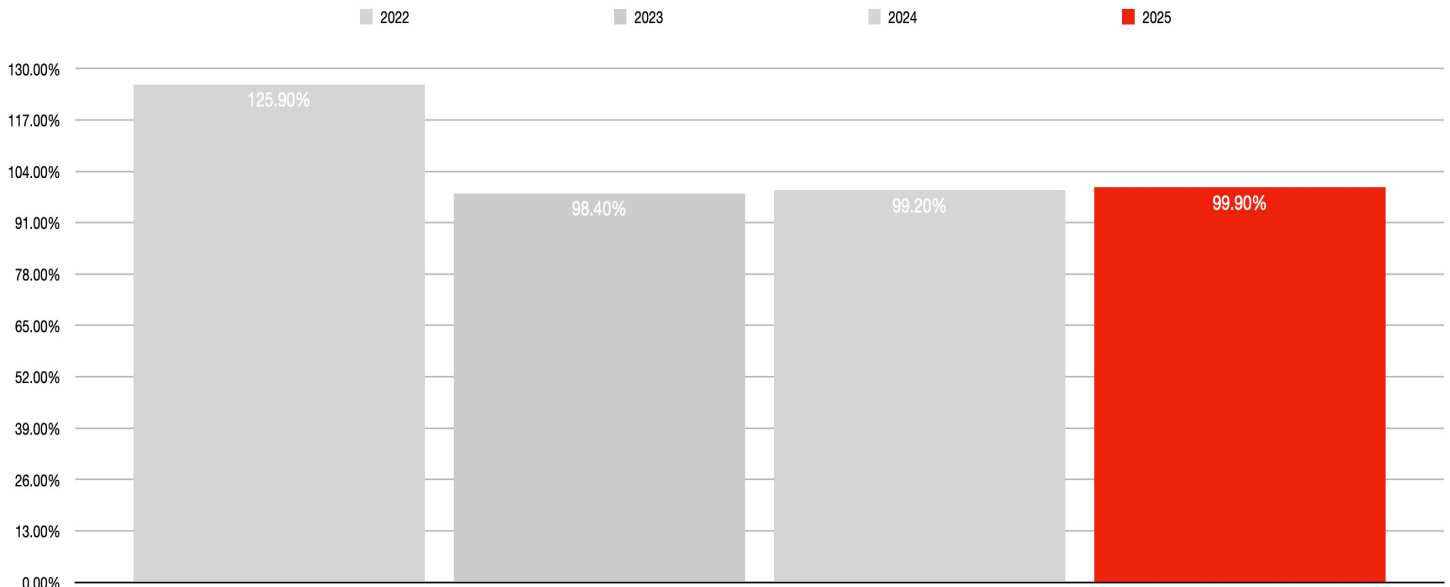
Year-Over-Year



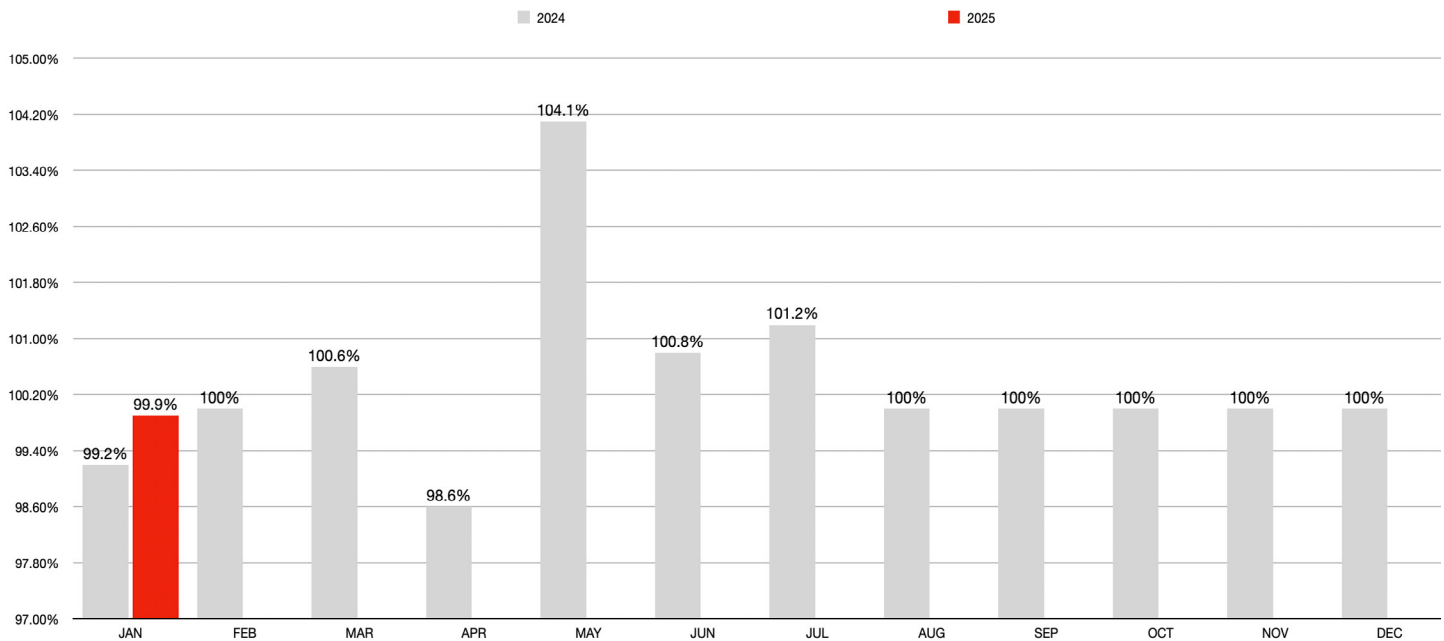
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

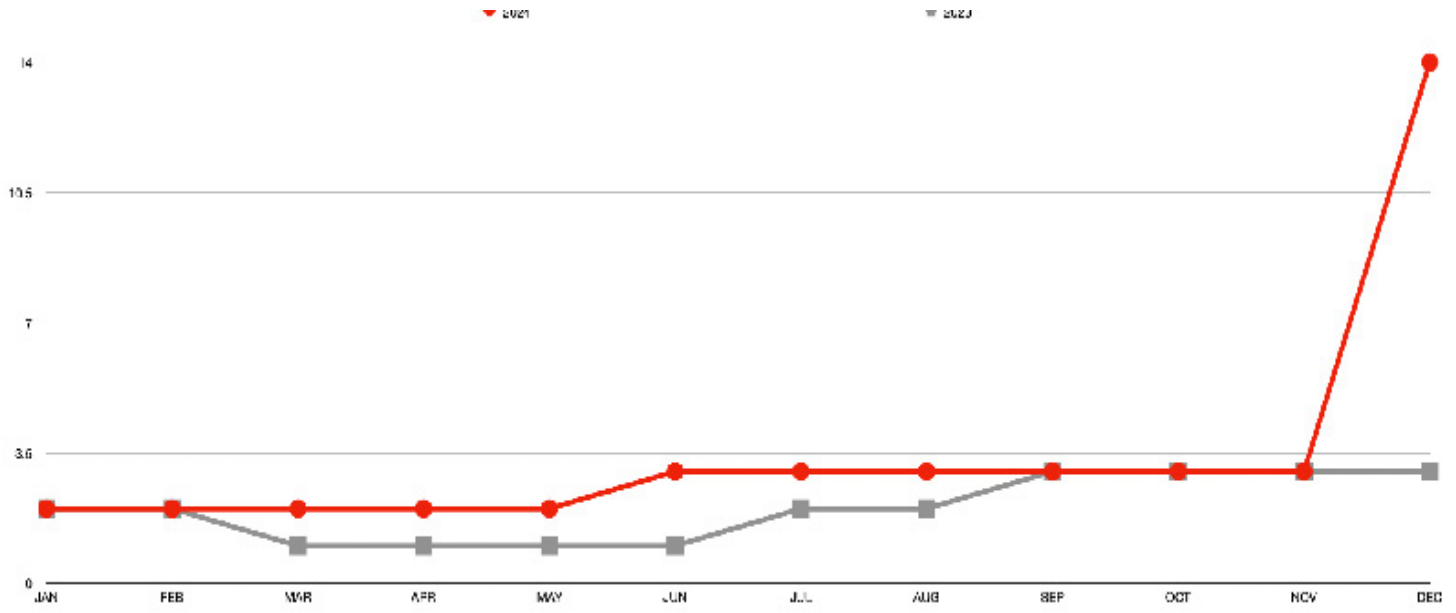


Year-Over-Year

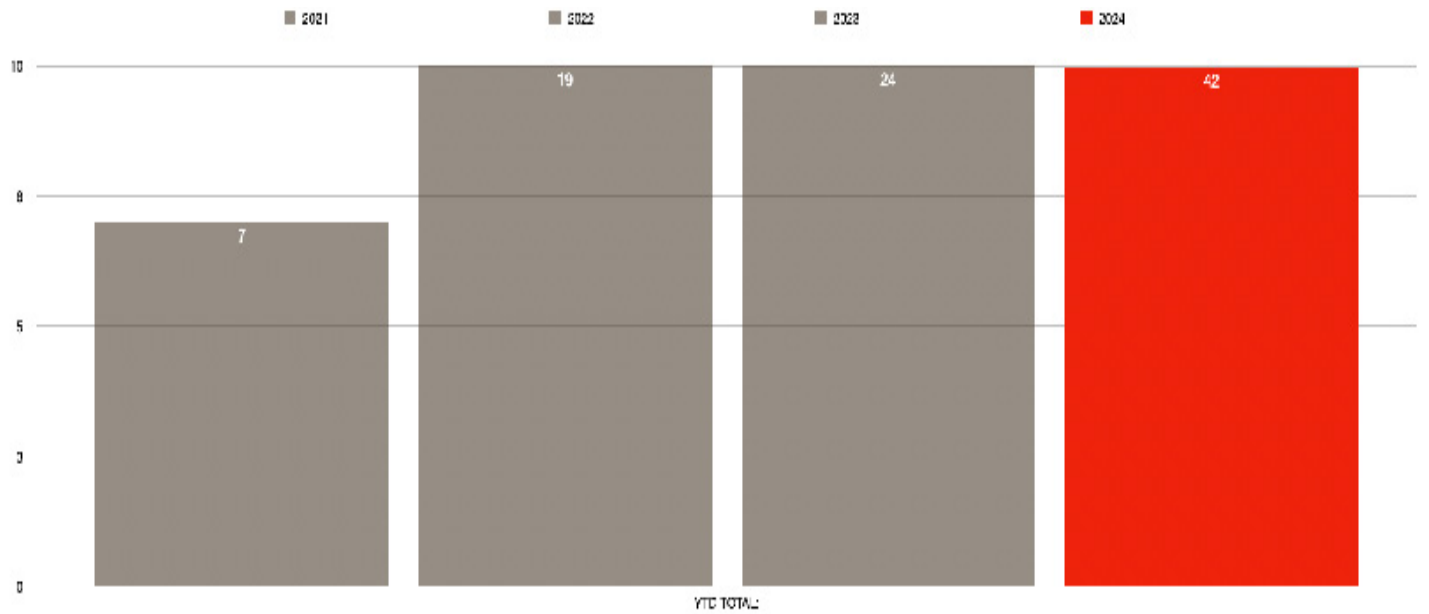


Month-Over-Month 2024 vs. 2025

MONTHS OF INVENTORY

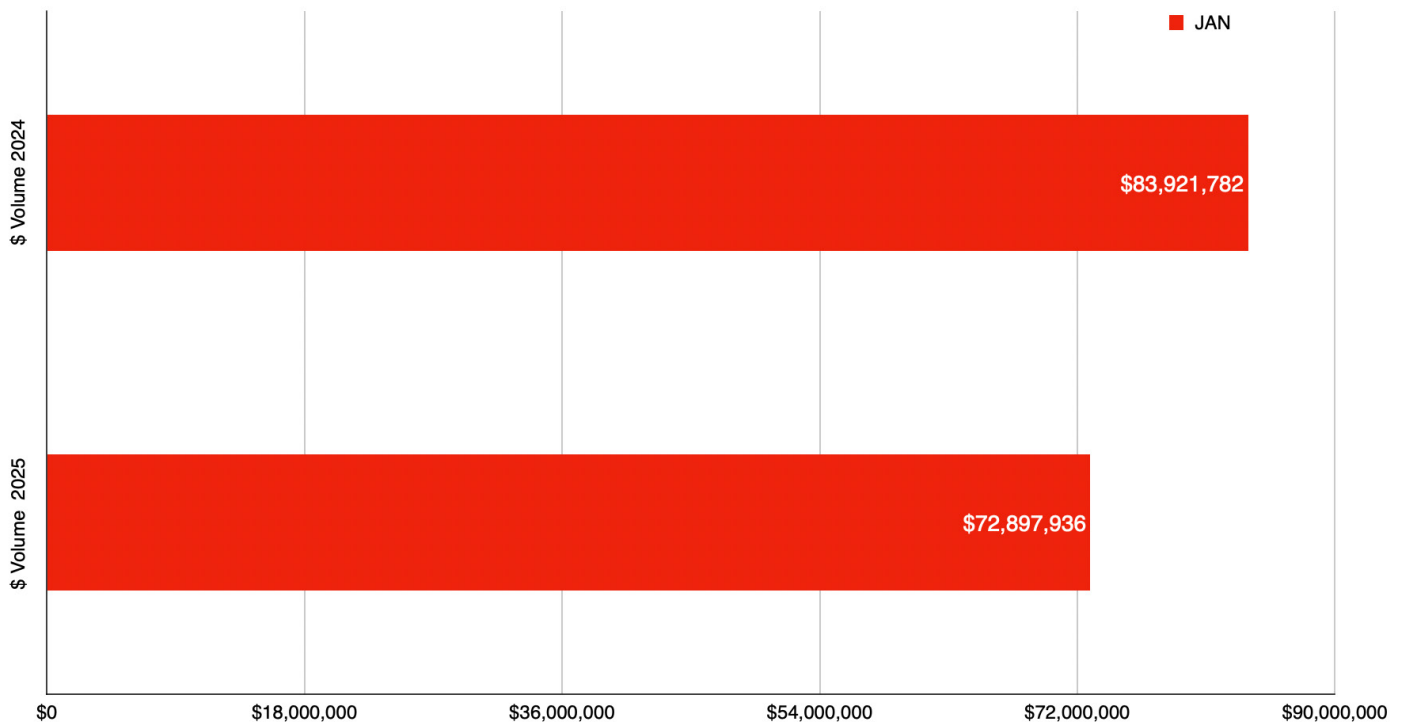


Month-Over-Month 2024 vs. 2025

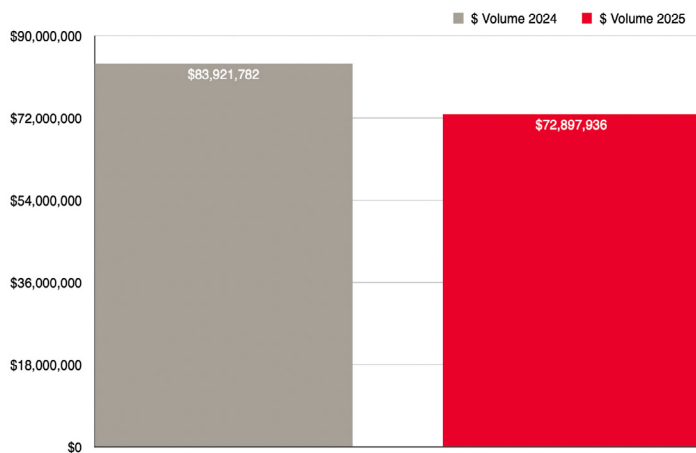


Year-Over-Year

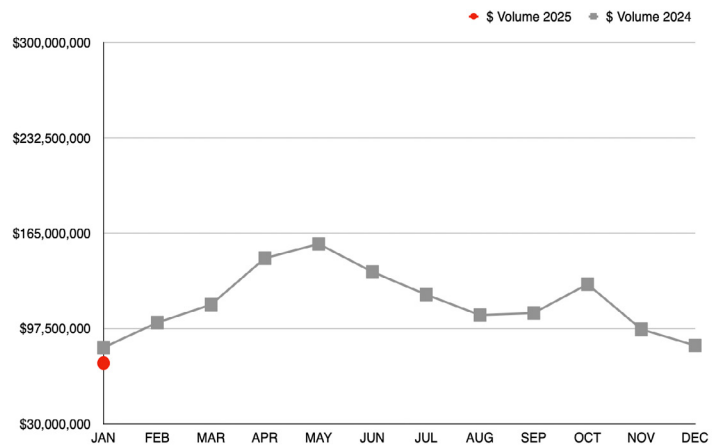
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

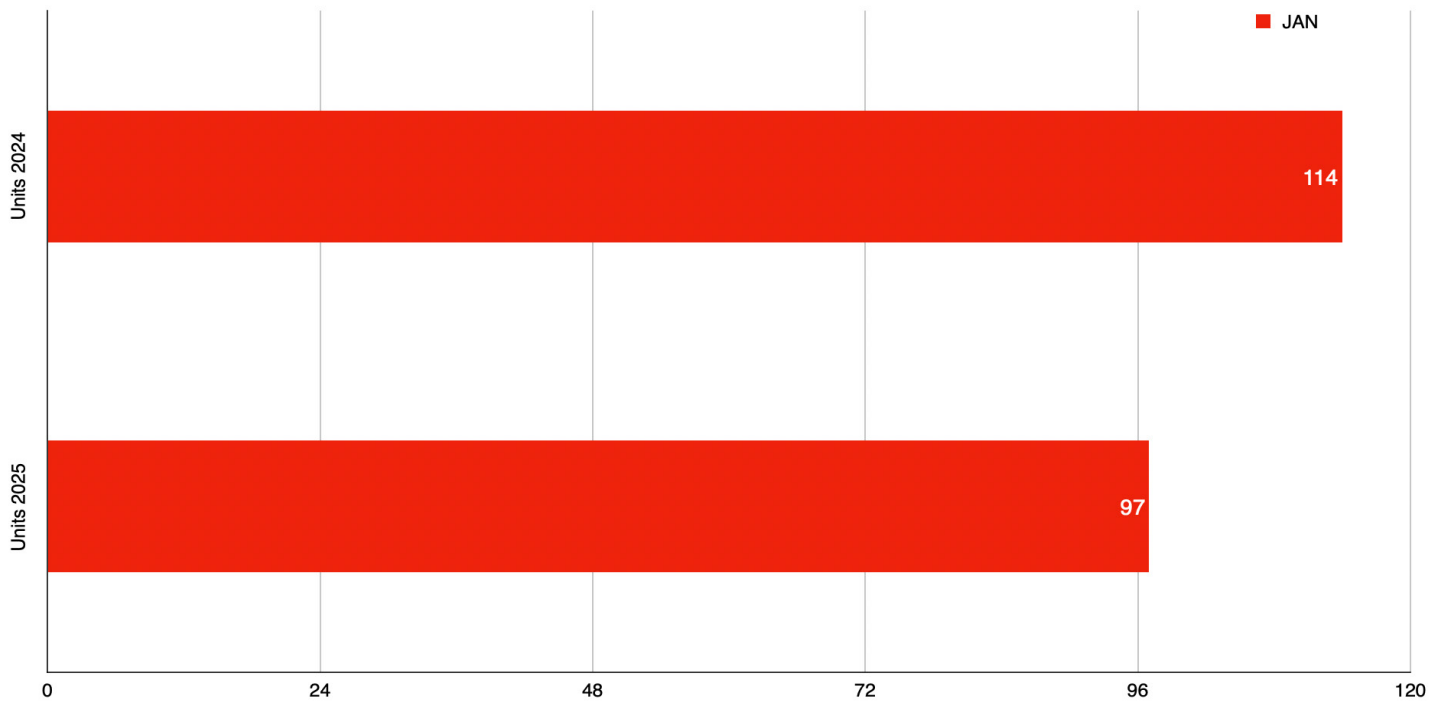


Yearly Totals 2024 vs. 2025

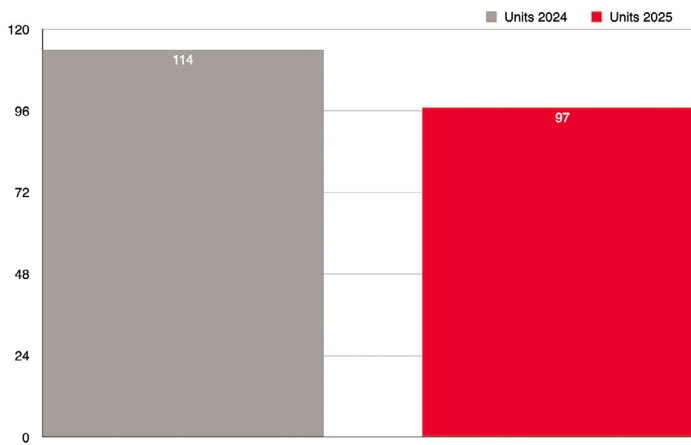


Month vs. Month 2024 vs. 2025

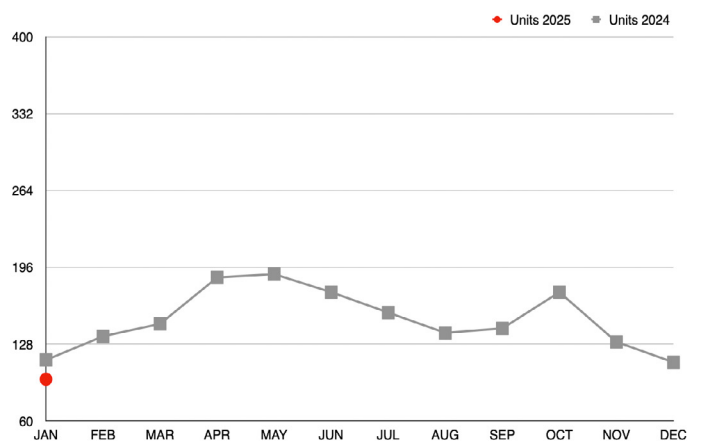
UNIT VOLUME SALES



Monthly Comparison 2024 vs. 2025

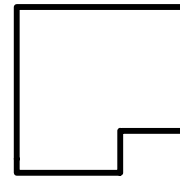


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$65,651,936 -8.36%	\$7,246,000 -37.62%	\$242,500 Up from \$0
YTD Unit Sales	84 -10.64%	13 -31.58%	3 Up from 0
YTD Average Sale Price	\$781,571 -6.51%	\$557,385 -8.82%	\$80,833 Up from \$0
January Sales Volume	\$65,651,936 -8.36%	\$7,246,000 -37.62%	\$242,500 Up from \$0
January Unit Sales	84 -10.64%	13 -31.58%	3 Up from 0

NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of February 1, 2025.

Year-Over-Year Comparison (2025 vs. 2024)

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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