



2025

FEBRUARY

CAMBRIDGE

Real Estate Market Report



Disclaimer:

Please note that we have recently transitioned to a new board and reporting system. While we strive to ensure that the information provided in this market report is as accurate and up-to-date as possible, there may be occasional discrepancies or errors in the data.

OVERVIEW

BALANCED MARKET

Cambridge's real estate market saw mixed activity in February, with declines in both pricing and sales. The median sale price fell by 9.33% to \$680,000, while the average sale price declined by 3.03% to \$729,684. Sales volume dropped by 20.27%, reflecting a 17.78% decrease in unit sales to 111 transactions. Meanwhile, new listings rose by 7.08%, adding to inventory, while expired listings declined by 20.83%. With the unit sales-to-listings ratio at 48.90%, the market is offering more opportunities for buyers as conditions continue to balance.



February year-over-year sales volume of \$80,994,969

Down 20.27% from 2024's \$101,585,722 with unit sales of 111 down 17.78% from last February's 135. New listings of 227 are up 7.08% from last year's 212, with the sales/listing ratio of 48.90% down 14.78%.



Year-to-date sales volume of \$153,892,905

Down 17.04% from 2024's \$185,507,504 with unit sales of 208 down 16.47% from 2024's 249. New listings of 453 are up 11.3% from a year ago, with the sales/listing ratio of 45.92% down 15.26%.



Year-to-date average sale price of \$740,605

Down from \$744,322 one year ago with median sale price of \$690,000 down from \$744,998 a year ago. Average days-on-market of 27, down 21 days from last year.

FEBRUARY NUMBERS

Median Sale Price

\$680,000

-9.33%

Average Sale Price

\$729,684

-3.03%

Sales Volume

\$80,994,969

-20.27%

Unit Sales

111

-17.78%

New Listings

227

+7.08%

Expired Listings

19

-20.83%

Unit Sales/Listings Ratio

48.90%

-14.78%

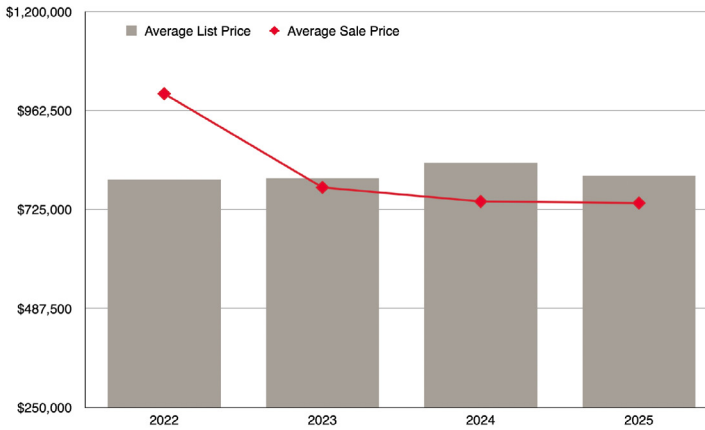
*Year-over-year comparison
(February 2024 vs. February 2025)*

THE MARKET IN DETAIL

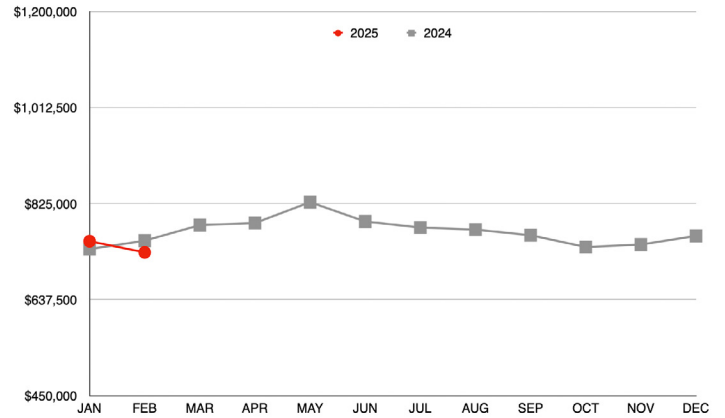
	2023	2024	2025	2024-2025
YTD Volume Sales	\$149,581,593	\$185,507,504	\$153,892,905	-17.04%
YTD Unit Sales	193	249	208	-16.47%
YTD New Listings	331	407	453	+11.3%
YDT Sales/Listings Ratio	58.31%	61.18%	45.92%	-15.26%
YTD Expired Listings	34	53	53	No Change
Monthly Volume Sales	\$85,899,821	\$101,585,722	\$80,994,969	-20.27%
Monthly Unit Sales	113	135	111	-17.78%
Monthly New Listings	183	212	227	+7.08%
Monthly Sales/Listings Ratio	61.75%	63.68%	48.90%	-14.78%
Monthly Expired Listings	12	24	19	-20.83%
YTD Sales: \$0-\$199K	0	2	2	No Change
YTD Sales: \$200k-349K	0	1	1	No Change
YTD Sales: \$350K-\$549K	30	25	30	+20%
YTD Sales: \$550K-\$749K	68	116	97	-16.38%
YTD Sales: \$750K-\$999K	79	81	62	-23.46%
YTD Sales: \$1M-\$2M	16	24	18	-25%
YTD Sales: \$2M+	3	1	0	-100%
YTD Average Days-On-Market	23.00	46.00	27.00	-41.3%
YTD Average Sale Price	\$778,099	\$744,322	\$740,605	-0.5%
YTD Median Sale Price	\$740,500	\$744,998	\$690,000	-7.38%

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

AVERAGE SALE PRICE

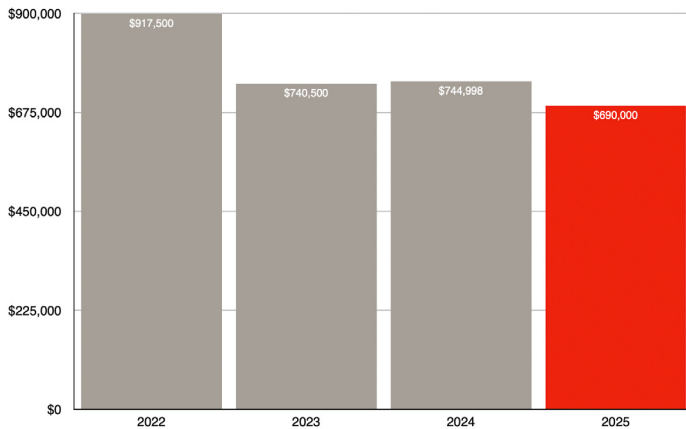


Year-Over-Year

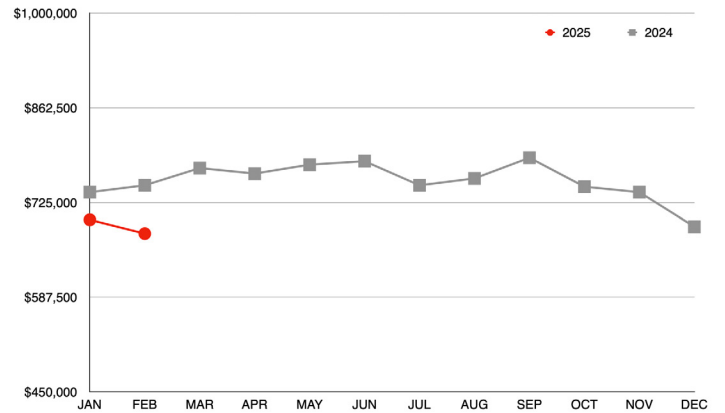


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



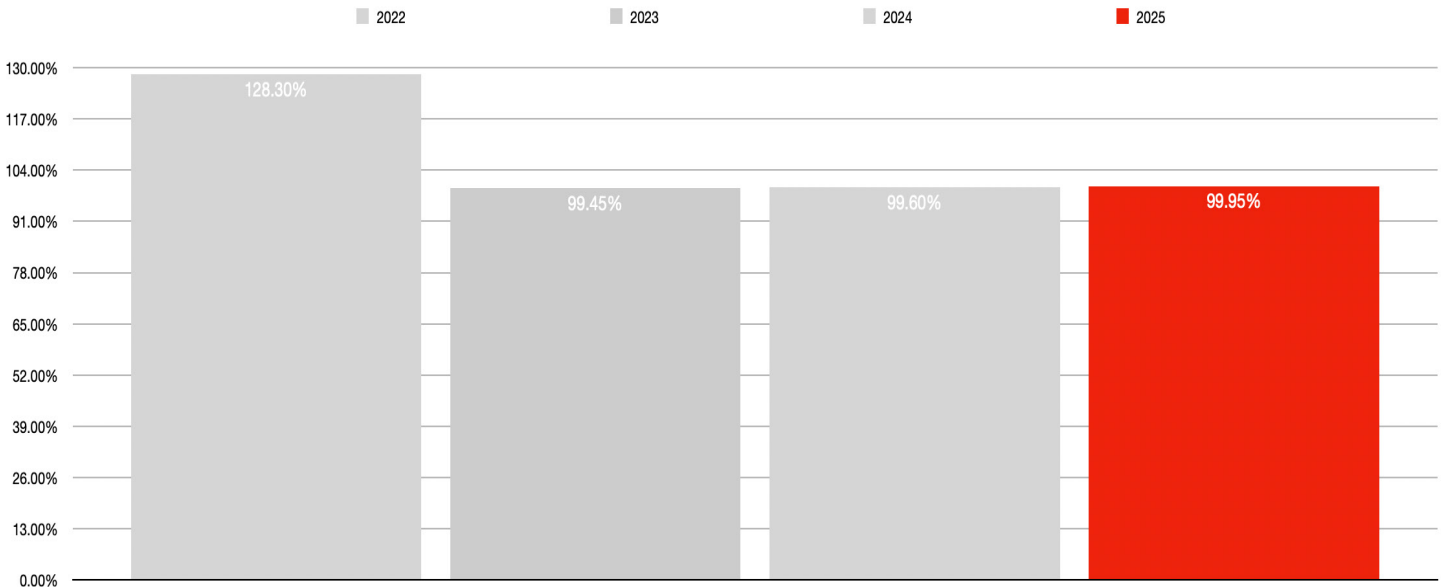
Year-Over-Year



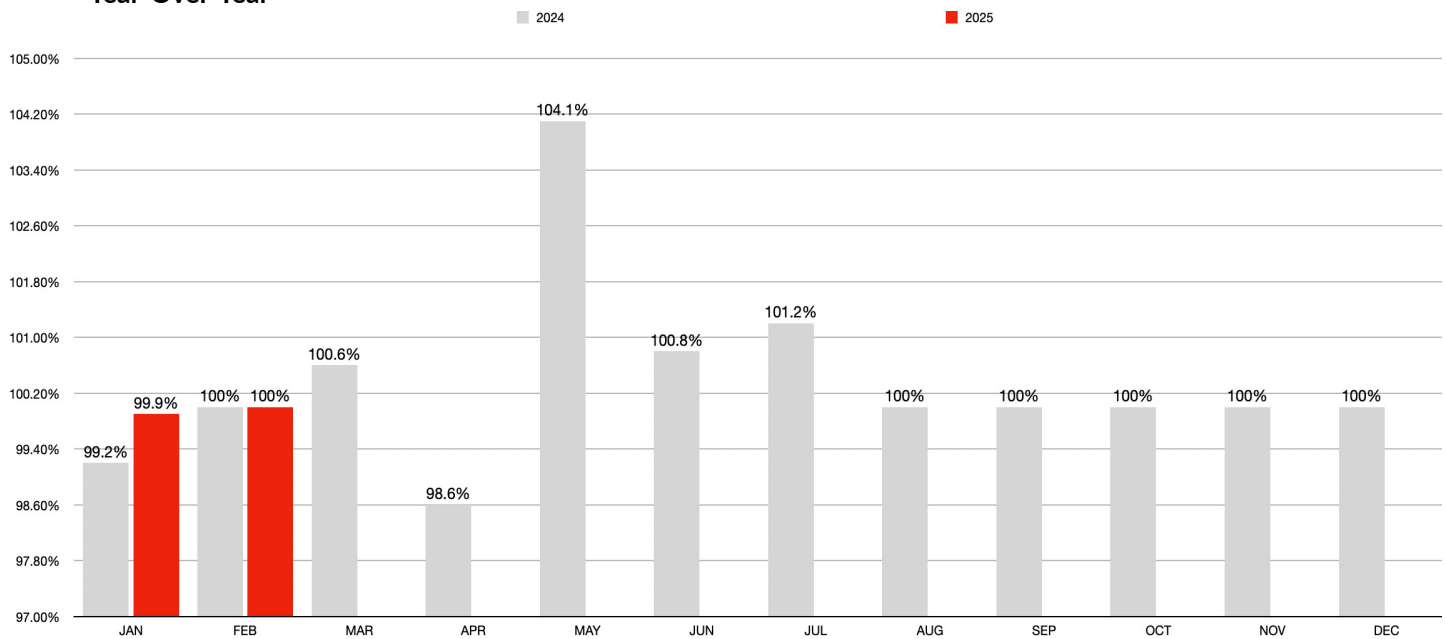
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

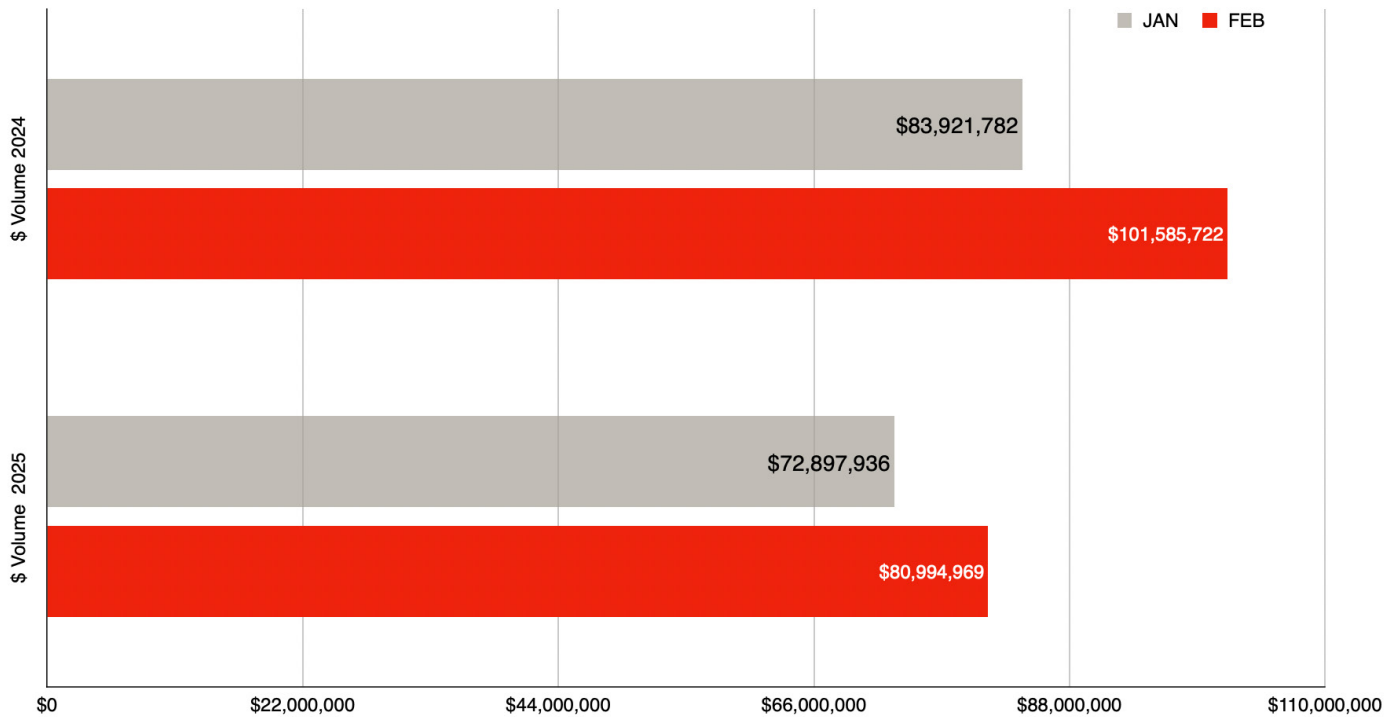


Year-Over-Year

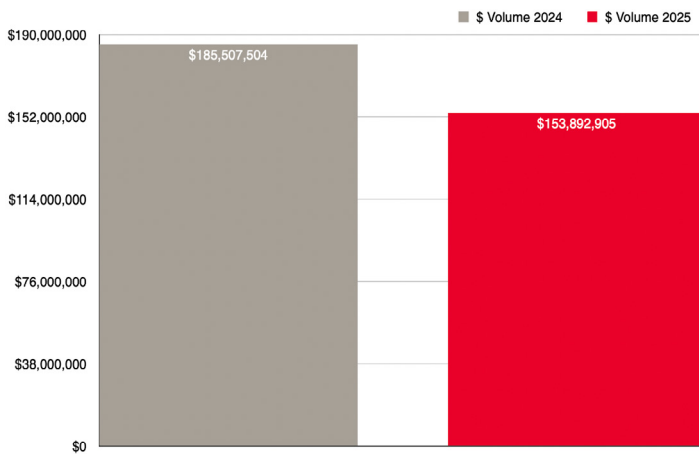


Month-Over-Month 2024 vs. 2025

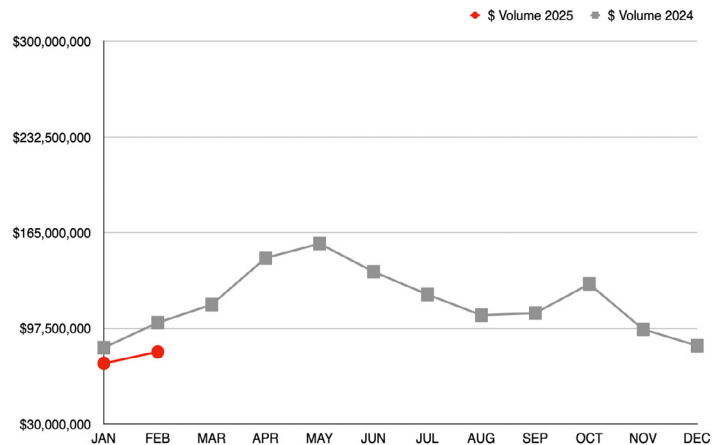
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

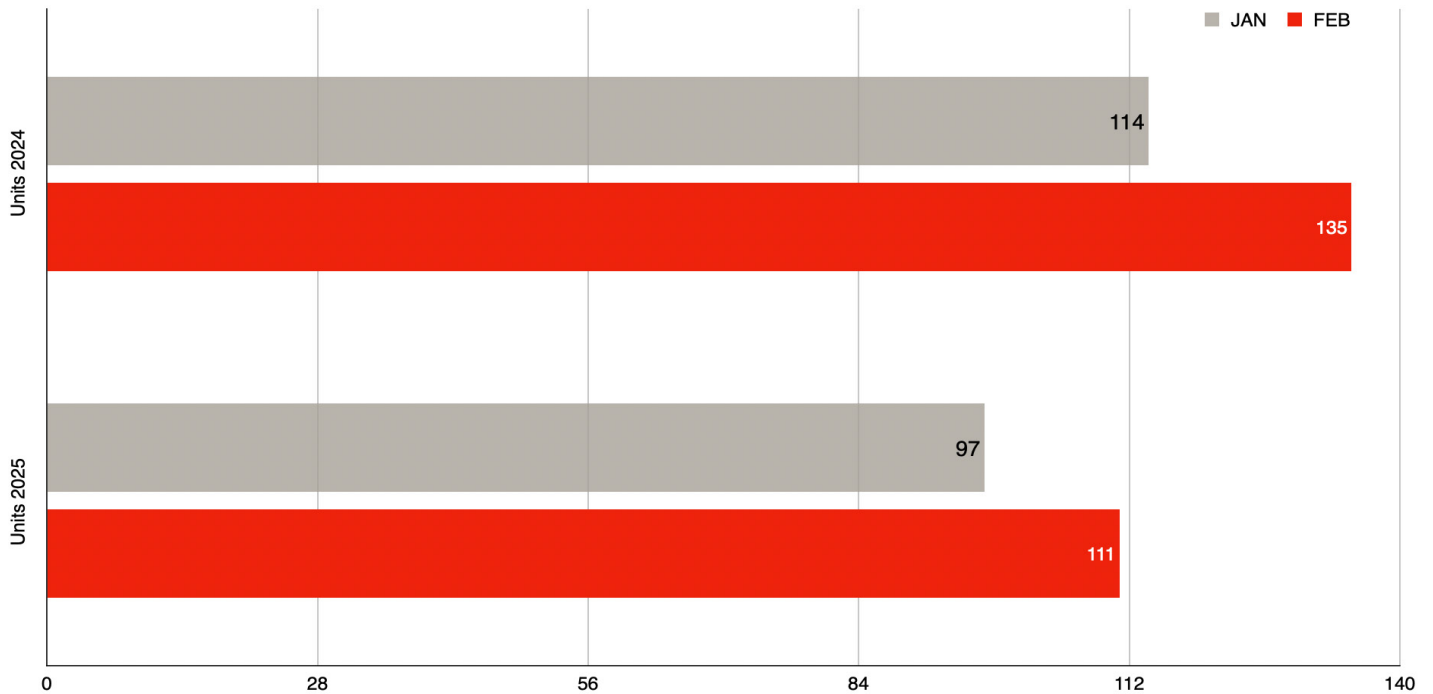


Yearly Totals 2024 vs. 2025

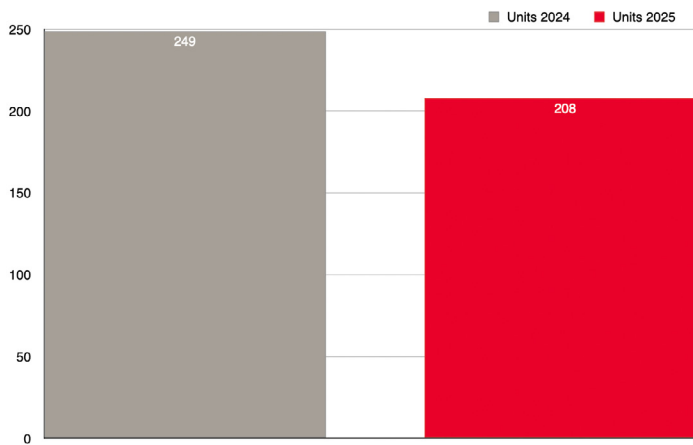


Month vs. Month 2024 vs. 2025

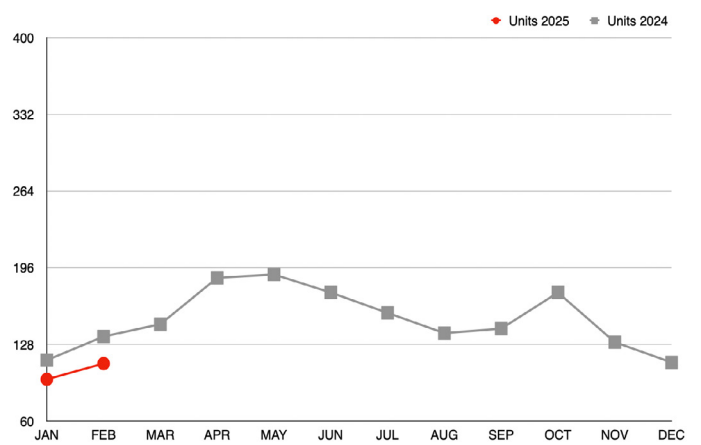
UNIT VOLUME SALES



Monthly Comparison 2024 vs. 2025

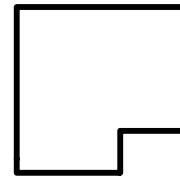


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$131,067,005 -17%	 \$22,560,900 -16.2%	 \$1,216,500 +768.93%
YTD Unit Sales	 166 -18.23%	 41 -8.89%	 6 +500%
YTD Average Sale Price	 \$789,560 -4.05%	 \$550,266 -8.02%	 \$202,750.00 -77.78%
February Sales Volume	 \$65,415,069 -24.18%	 \$15,314,900 +0.06%	 \$974,000 +595.71%
February Unit Sales	 82 -24.77%	 28 +7.69%	 3 +200%

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

*Data pulled included commercial lots in which one was suppressed, leading to a skewed number.

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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