



2025

APRIL

CAMBRIDGE

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

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 softened in April, with declines in pricing, sales, and new listings. The median sale price fell 7.37% to \$710,500, while the average sale price dipped 3.89% to \$756,484. Unit sales dropped 15.51% to 158 transactions, and sales volume declined 18.79% to \$119.52M. New listings decreased sharply by 29.62%, while expired listings rose 29.41%. With a unit sales-to-listings ratio of 43.17%, market conditions remain balanced, offering steady opportunities for both buyers and sellers.



April year-over-year sales volume of \$119,524,423

Down 18.79% from 2024's \$147,184,796 with unit sales of 158 down 15.51% from last April's 187. New listings of 366 are down 29.62% from last year's 520, with the sales/listing ratio of 43.17% up 7.21%.



Year-to-date sales volume of \$385,299,496

Down 13.81% from 2024's \$447,021,367 with unit sales of 510 down 12.37% from 2024's 582. New listings of 1,155 are down 3.35% from a year ago, with the sales/listing ratio of 44.16% down 4.55%.



Year-to-date average sale price of \$753,663

Down from \$764,701 one year ago with median sale price of \$705,250 down from \$758,500 a year ago. Average days-on-market of 25, down 16 days from last year.

APRIL NUMBERS

Median Sale Price

\$710,500

-7.37%

Average Sale Price

\$756,484

-3.89%

Sales Volume

\$119,524,423

-18.79%

Unit Sales

158

-15.51%

New Listings

366

-29.62%

Expired Listings

22

+29.41%

Unit Sales/Listings Ratio

43.17%

+7.21%

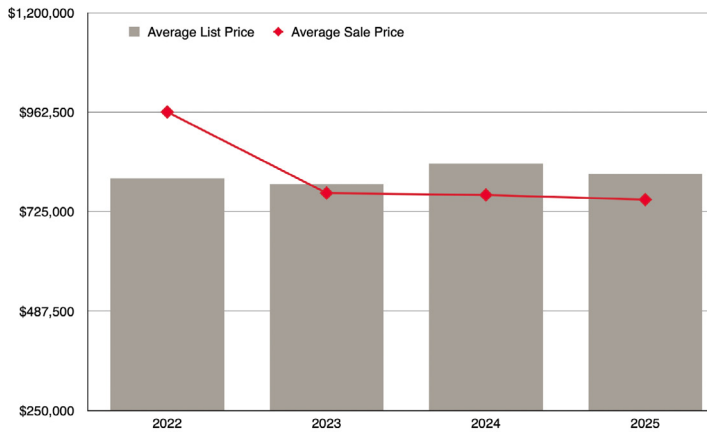
*Year-over-year comparison
(April 2024 vs. April 2025)*

THE MARKET IN DETAIL

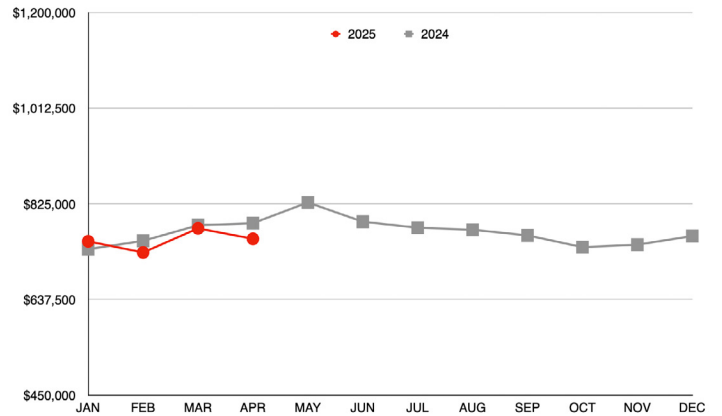
	2023	2024	2025	2024-2025
YTD Volume Sales	\$417,119,780	\$447,021,367	\$385,299,496	-13.81%
YTD Unit Sales	544	582	510	-12.37%
YTD New Listings	784	1,195	1,155	-3.35%
YDT Sales/Listings Ratio	69.39%	48.70%	44.16%	-4.55%
YTD Expired Listings	55	91	90	-1.1%
Monthly Volume Sales	\$148,804,151	\$147,184,796	\$119,524,423	-18.79%
Monthly Unit Sales	190	187	158	-15.51%
Monthly New Listings	248	520	366	-29.62%
Monthly Sales/Listings Ratio	76.61%	35.96%	43.17%	+7.21%
Monthly Expired Listings	10	17	22	+29.41%
YTD Sales: \$0-\$199K	0	2	2	No Change
YTD Sales: \$200k-349K	1	1	2	+100%
YTD Sales: \$350K-\$549K	78	58	71	+22.41%
YTD Sales: \$550K-\$749K	213	253	225	-11.07%
YTD Sales: \$750K-\$999K	197	206	153	-25.73%
YTD Sales: \$1M-\$2M	55	59	55	-6.78%
YTD Sales: \$2M+	5	4	3	-25%
YTD Average Days-On-Market	20.25	41.00	25.25	-38.41%
YTD Average Sale Price	\$769,214	\$764,701	\$753,663	-1.44%
YTD Median Sale Price	\$734,250	\$758,500	\$705,250	-7.02%

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

AVERAGE SALE PRICE

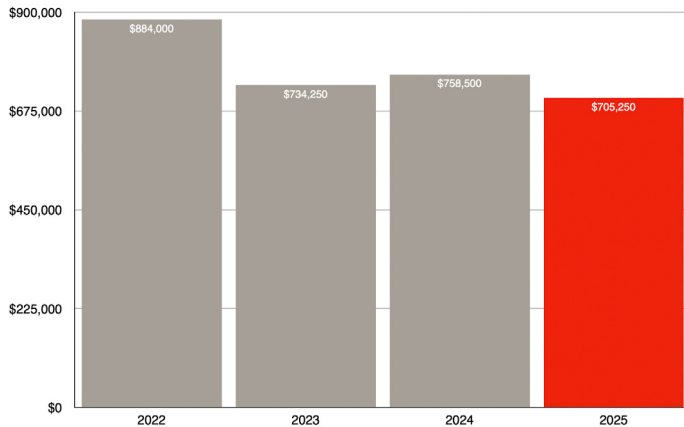


Year-Over-Year

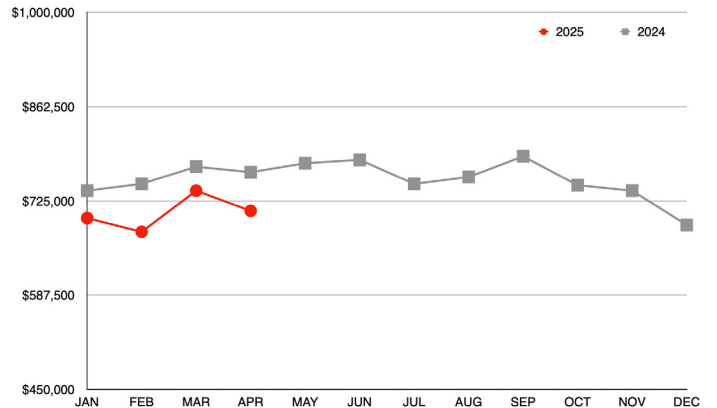


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



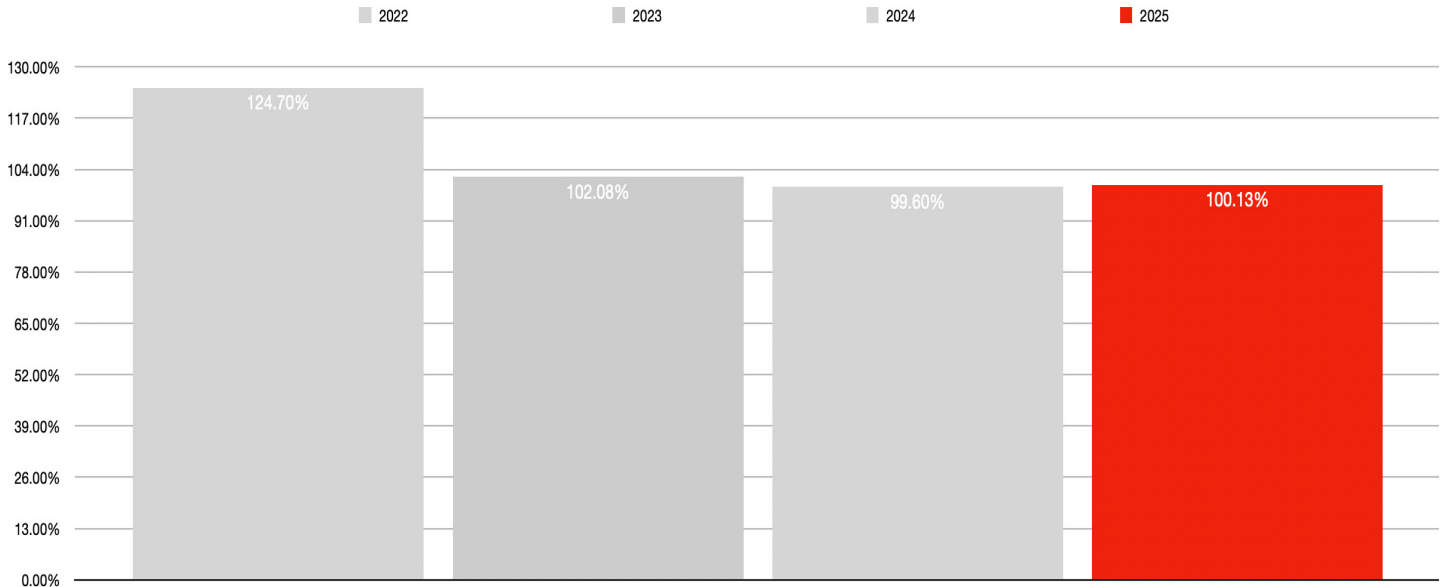
Year-Over-Year



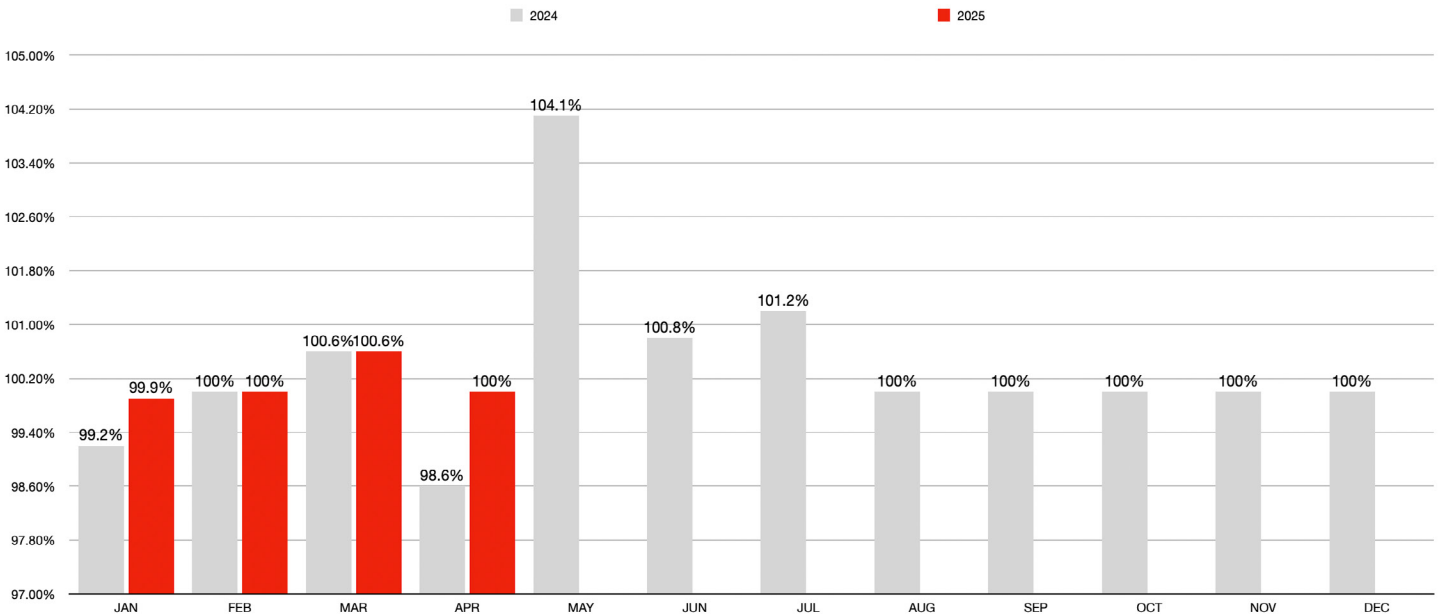
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

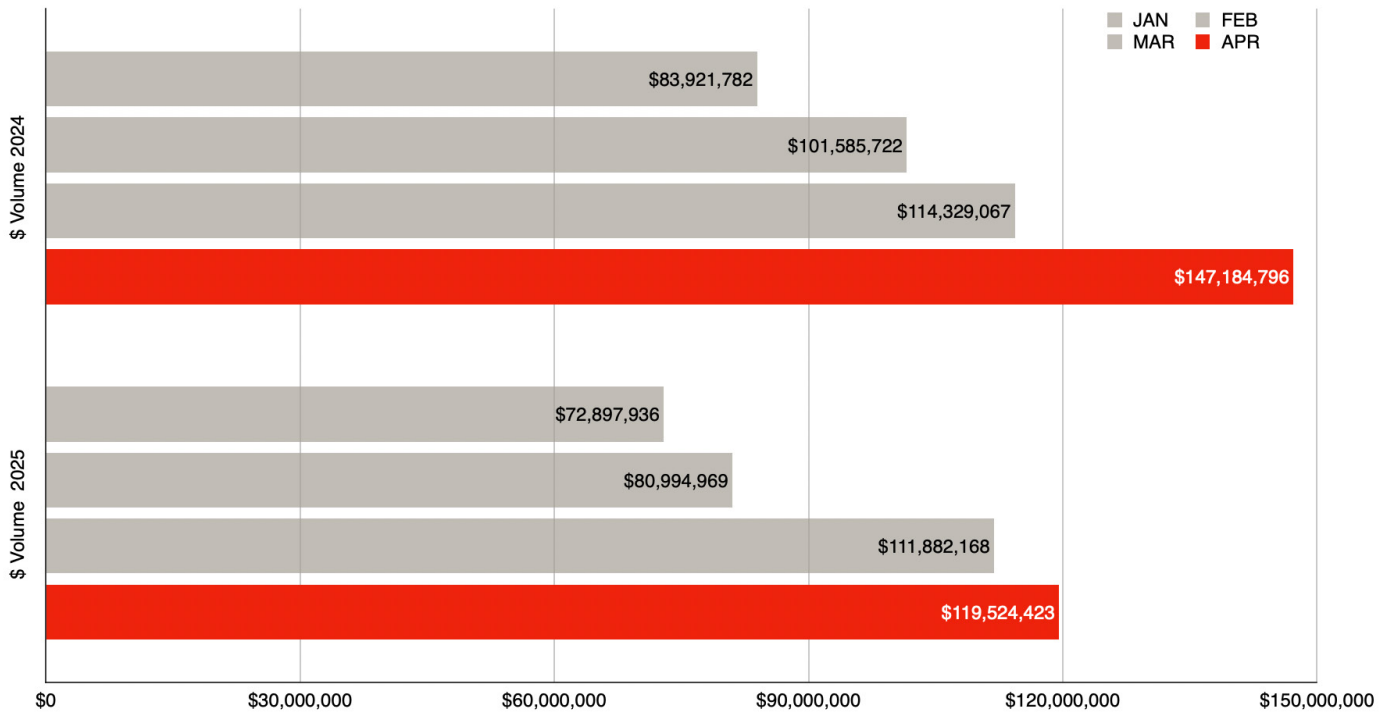


Year-Over-Year

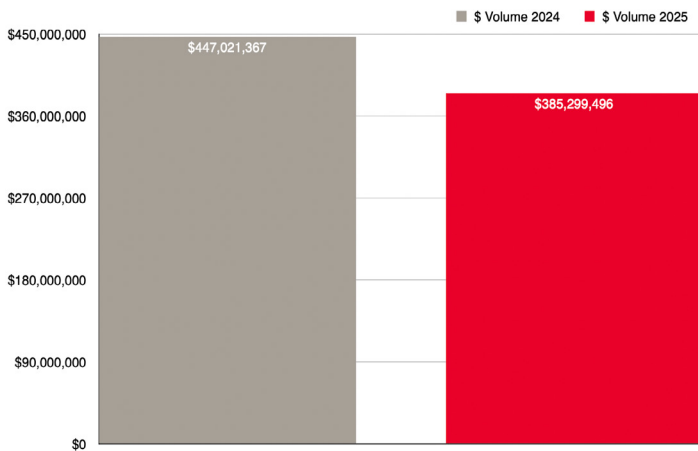


Month-Over-Month 2024 vs. 2025

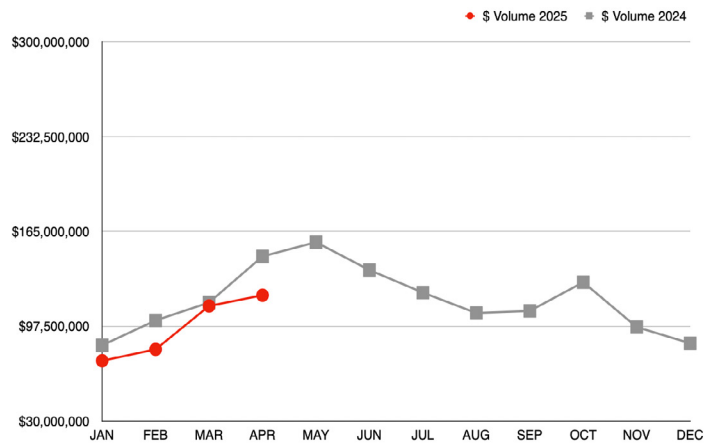
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

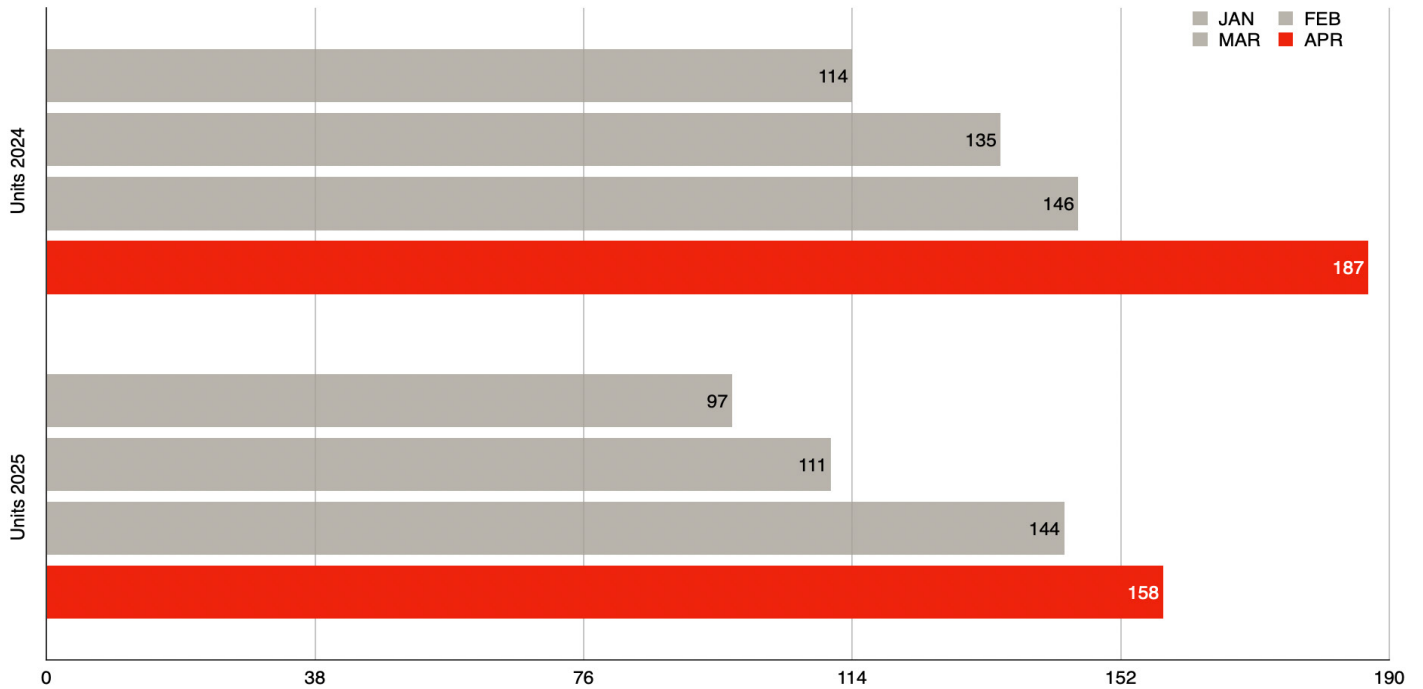


Yearly Totals 2024 vs. 2025

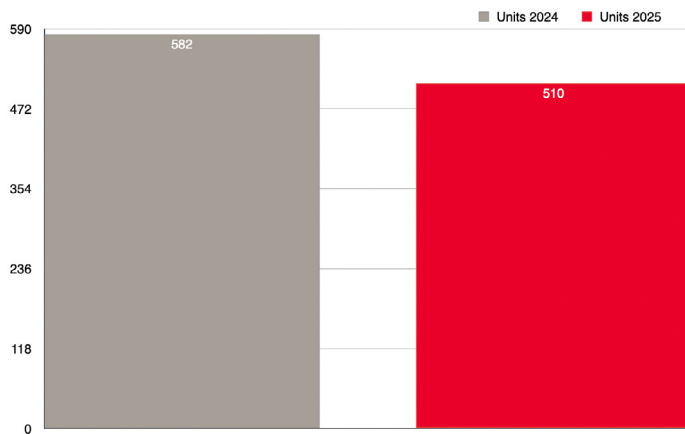


Month vs. Month 2024 vs. 2025

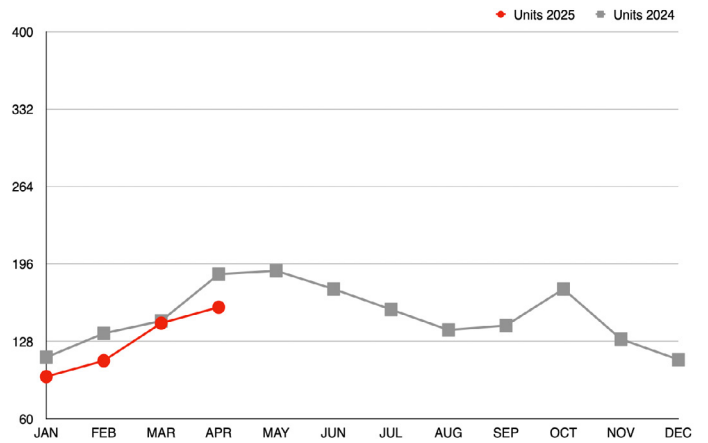
UNIT VOLUME SALES



Monthly Comparison 2024 vs. 2025

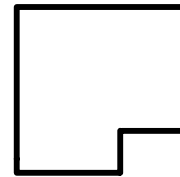


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$333,968,807 -12.88%	 \$49,860,689 -20.06%	 \$2,635,500 +808.79%
YTD Unit Sales	 418 -12.18%	 89 -14.42%	 10 +400%
YTD Average Sale Price	 \$798,968 -1.34%	 \$560,232 -6.59%	 \$263,550.00 -82.76%
April Sales Volume	 \$105,587,434 -19.51%	 \$13,936,989 -12.87%	 \$1,235,000 Up from \$0
April Unit Sales	 134 -15.72%	 24 -14.29%	 2 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 May 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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