



2025

OCTOBER

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 continued to reflect balanced conditions in October, with softer pricing alongside steady listing activity. The median sale price fell 9.22% to \$679,000, while the average sale price declined 1.92% to \$725,928. Sales volume decreased 9.25% to \$116.87M, reflecting a 7.47% reduction in unit sales to 161 transactions. New listings held stable, up 0.98% to 308, while expired listings rose 61.54% to 42, indicating increased competition among sellers. With a unit sales-to-listings ratio of 38.99%, down 4.78% from last year, the market remains balanced, offering opportunities on both sides of the transaction depending on pricing and positioning.



October year-over-year sales volume of **\$116,874,383**

Down -9.25% from 2024's \$128,788,436 with unit sales of 161 down -7.47% from last October. New listings of 308 are up +0.98% from last year's 305, with the sales/listing ratio of 52.27% down -4.78%.



Year-to-date sales volume of **\$1,080,792,694**

Down -10.47% from 2024's \$1,207,184,592 with unit sales of 1454 down -6.56% from 2024's 1556. New listings of 3,283 are down -0.15% from a year ago, with the sales/listing ratio of 44.29% down -3.03%.



Year-to-date average sale price of **\$743,131**

Down from \$773,251 one year ago with median sale price of \$699,950 down from \$763,500 a year ago. Average days-on-market of 27, down 3 days from last year.

OCTOBER NUMBERS

Median Sale Price

\$679,000

-9.22%

Average Sale Price

\$725,928

-1.92%

Sales Volume

\$116,874,383

-9.25%

Unit Sales

161

-7.47%

New Listings

308

+0.98%

Expired Listings

42

+61.54%

Unit Sales/Listings Ratio

52.27%

-4.78%

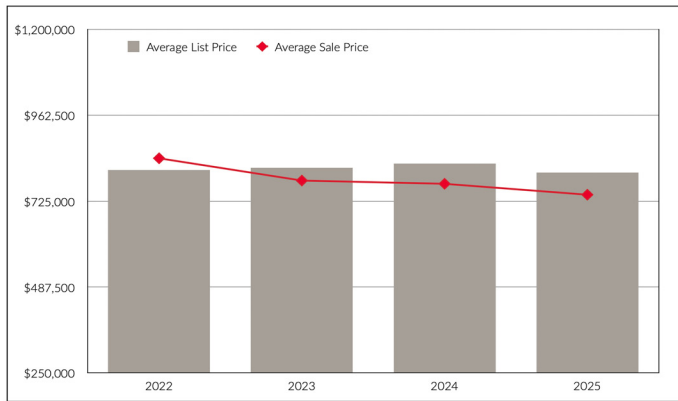
*Year-over-year comparison
(October 2024 vs. October 2025)*

THE MARKET IN DETAIL

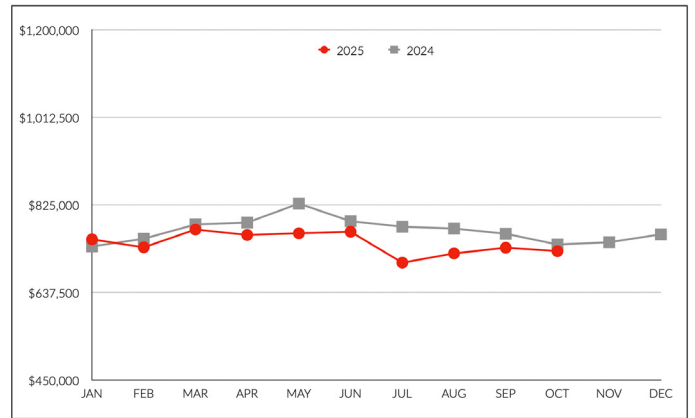
	2023	2024	2025	2024-2025
YTD Volume Sales	\$1,227,171,352	\$1,207,184,592	\$1,080,792,694	-10.47%
YTD Unit Sales	1,561	1,556	1,454	-6.56%
YTD New Listings	2,757	3,288	3,283	-0.15%
YTD Sales/Listings Ratio	56.62%	47.32%	44.29%	-3.03%
YTD Expired Listings	149	309	342	+10.68%
Monthly Volume Sales	\$96,954,816	\$128,788,436	\$116,874,383	-9.25%
Monthly Unit Sales	128	174	161	-7.47%
Monthly New Listings	321	305	308	+0.98%
Monthly Sales/Listings Ratio	39.88%	57.05%	52.27%	-4.78%
Monthly Expired Listings	26	26	42	+61.54%
YTD Sales: \$0-\$199K	2	2	2	No Change
YTD Sales: \$200k-349K	3	3	19	+533.33%
YTD Sales: \$350K-\$549K	179	168	191	+13.69%
YTD Sales: \$550K-\$749K	596	660	670	+1.52%
YTD Sales: \$750K-\$999K	589	546	424	-22.34%
YTD Sales: \$1M-\$2M	192	172	144	-16.28%
YTD Sales: \$2M+	10	10	6	-40%
YTD Average Days-On-Market	18.30	30.00	26.50	-11.67%
YTD Average Sale Price	\$782,188	\$773,251	\$743,131	-3.9%
YTD Median Sale Price	\$745,000	\$763,500	\$699,950	-8.32%

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

AVERAGE SALE PRICE

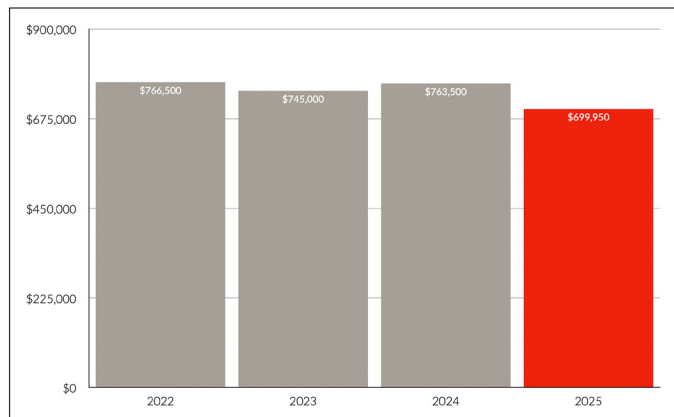


Year-Over-Year

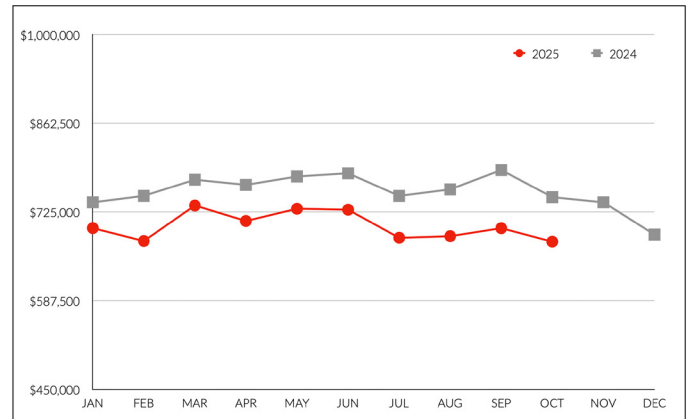


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



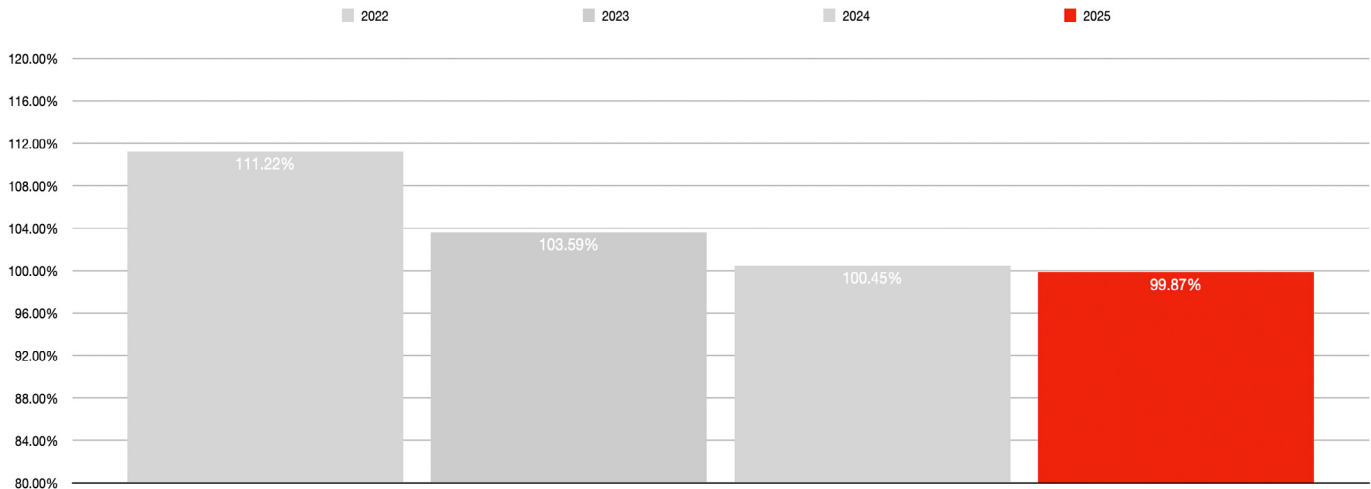
Year-Over-Year



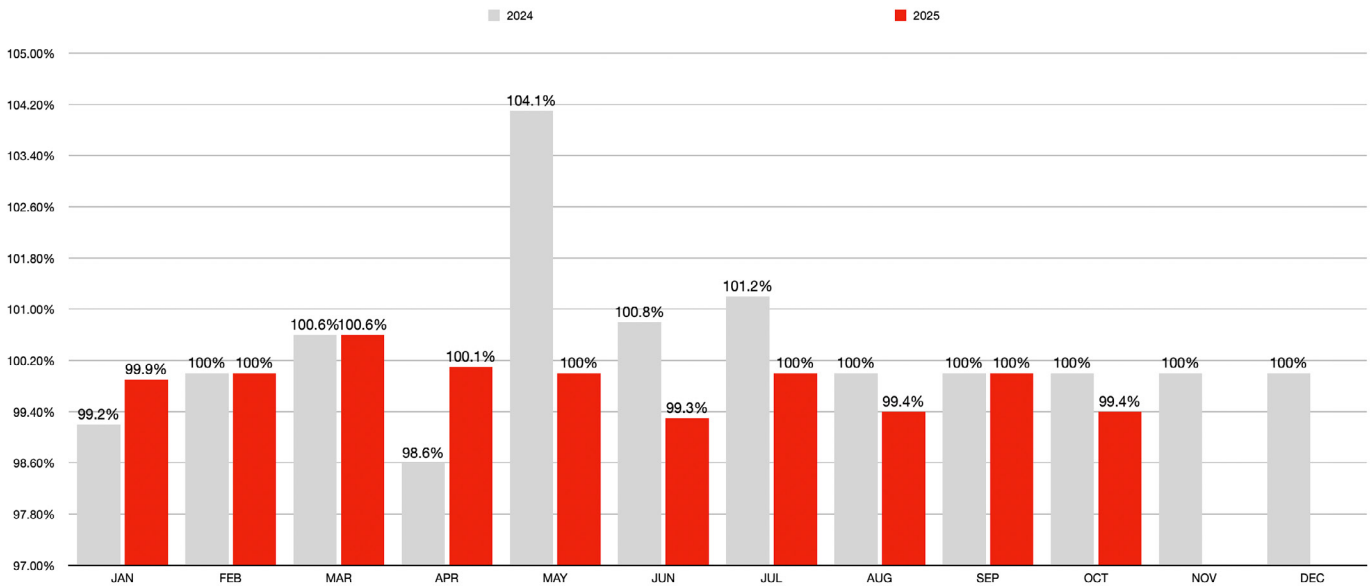
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

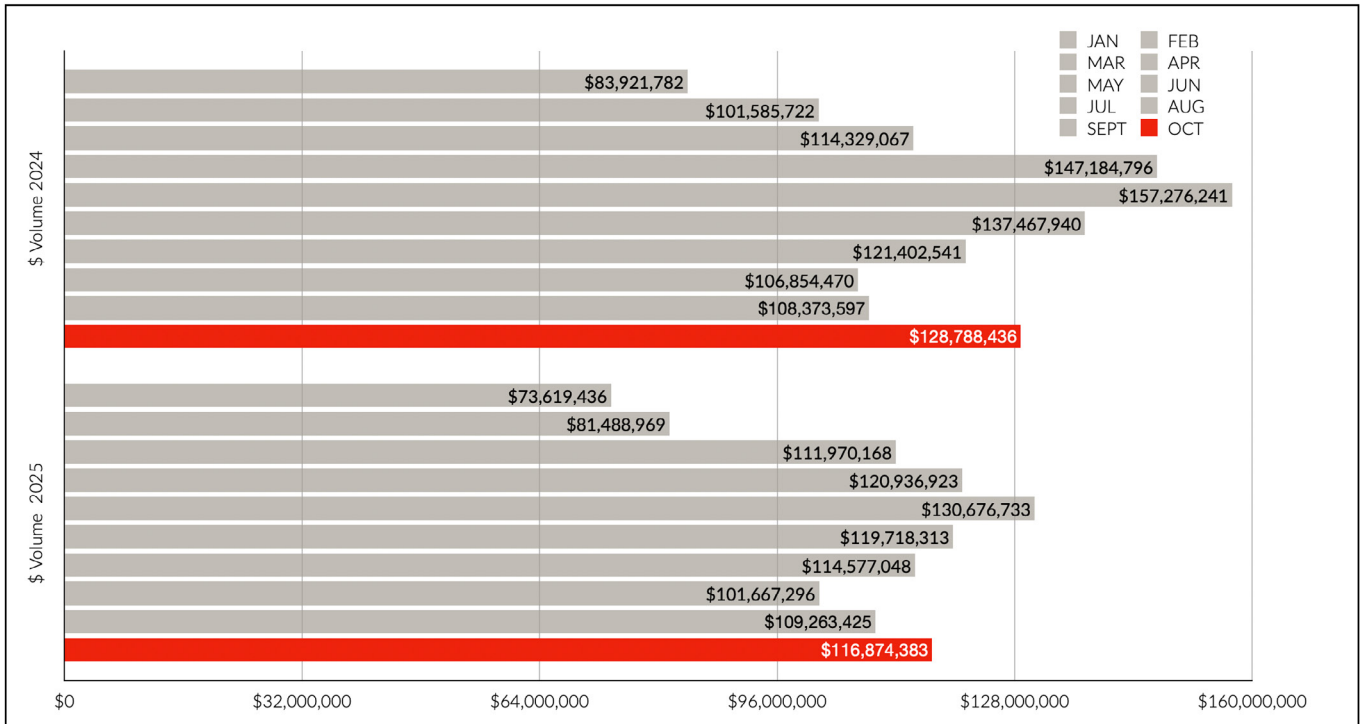


Year-Over-Year

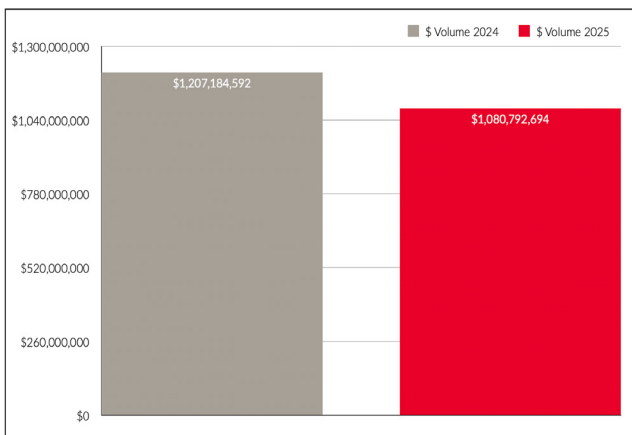


Month-Over-Month 2024 vs. 2025

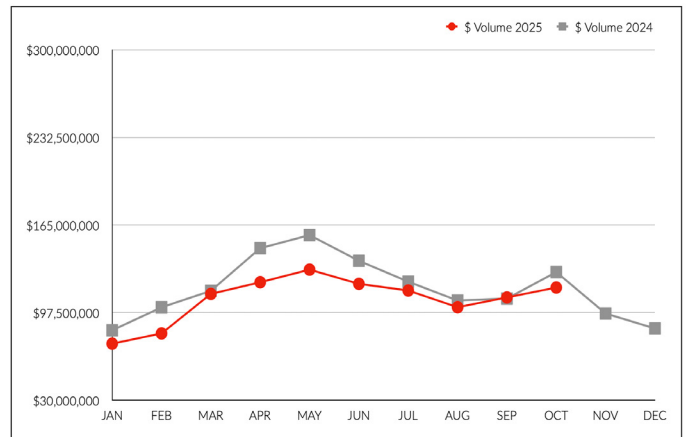
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

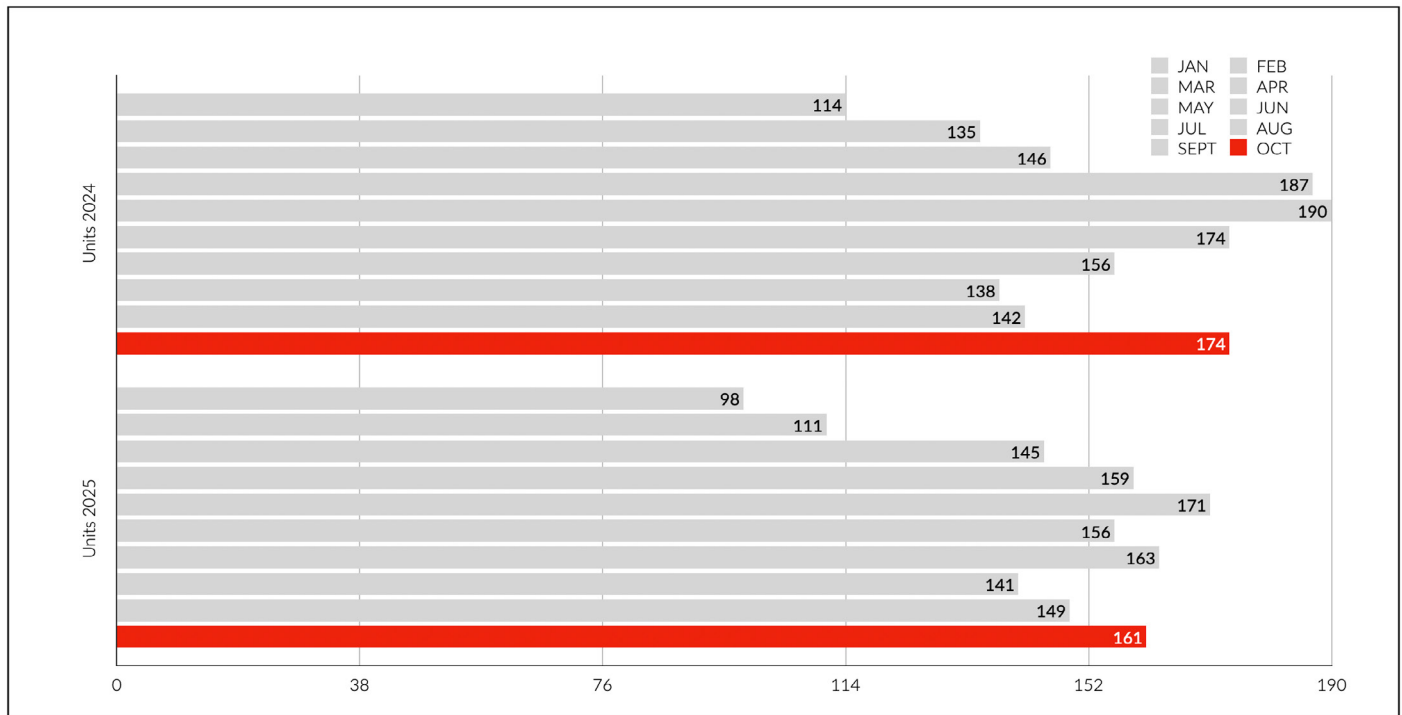


Yearly Totals 2024 vs. 2025

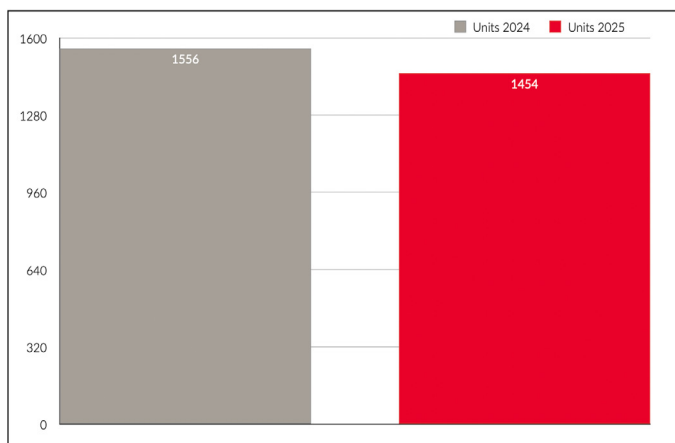


Month vs. Month 2024 vs. 2025

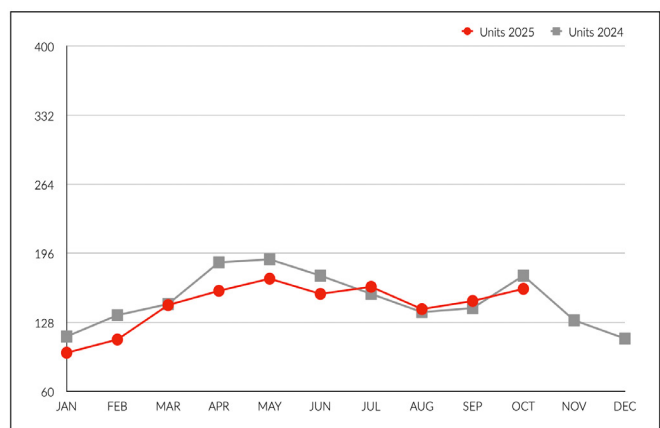
UNIT VOLUME SALES



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	 \$963,224,532 -8.81%	 \$115,573,162 -22.22%	 \$6,395,000 -64.76%
YTD Unit Sales	 1241 -4.46%	 210 -17%	 17 +112.5%
YTD Average Sale Price	 \$776,168 -2%	 \$550,348 -6.3%	 \$376,176.47 +27.24%
October Sales Volume	 \$110,721,784 -0%	 \$6,152,599 -65.48%	 \$825,000 -94.11%
October Unit Sales	 147 +2.8%	 14 -53.33%	 1 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 October 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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