



# 2025

# NOVEMBER

# CAMBRIDGE

# Real Estate Market Report

**ROYAL CITY REALTY**  
BROKERAGE

**ROYAL LEPAGE**

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 remained in balanced-market territory in November, with moderating prices and steady activity shaping local conditions. The median sale price declined 6.76% to \$690,000, while the average sale price eased 5.06% to \$707,352. Sales volume fell 18.93% to \$78.5M, with 111 sales, down 14.62% from last year. New listings decreased 8.76% to 198, while expired listings rose 69.23% to 44, reflecting shifting seller expectations. With a sales-to-listings ratio of 56.06%, the market stayed balanced overall, offering reasonable opportunities for both buyers and sellers heading into year-end.



November year-over-year sales volume of **\$78,516,084**

Down -18.93% from 2024's \$96,852,538 with unit sales of 111 down -14.62% from last November. New listings of 198 are down -8.76% from last year's 217, with the sales/listing ratio of 56.06% down -3.85%.



Year-to-date sales volume of **\$1,159,308,778**

Down -11.1% from 2024's \$1,304,037,130 with unit sales of 1565 down -7.18% from 2024's 1686. New listings of 3,481 are down -0.68% from a year ago, with the sales/listing ratio of 44.96% down -3.14%.



Year-to-date average sale price of **\$739,879**

Down from \$770,684 one year ago with median sale price of \$699,900 down from \$760,000 a year ago. Average days-on-market of 27, down 2 days from last year.

## NOVEMBER NUMBERS

Median Sale Price

**\$690,000**

-6.76%

Average Sale Price

**\$707,352**

-5.06%

Sales Volume

**\$78,516,084**

-18.93%

Unit Sales

**111**

-14.62%

New Listings

**198**

-8.76%

Expired Listings

**44**

+69.23%

Unit Sales/Listings Ratio

**56.06%**

-3.85%

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

# THE MARKET IN DETAIL

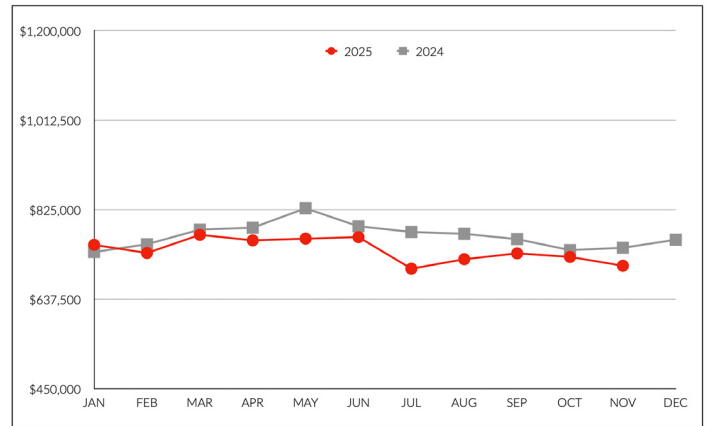
	2023	2024	2025	2024-2025
<b>YTD Volume Sales</b>	\$1,318,706,832	\$1,304,037,130	\$1,159,308,778	-11.1%
<b>YTD Unit Sales</b>	1,678	1,686	1,565	-7.18%
<b>YTD New Listings</b>	2,997	3,505	3,481	-0.68%
<b>YTD Sales/Listings Ratio</b>	55.99%	48.10%	44.96%	-3.14%
<b>YTD Expired Listings</b>	173	335	386	+15.22%
<b>Monthly Volume Sales</b>	\$91,535,480	\$96,852,538	\$78,516,084	-18.93%
<b>Monthly Unit Sales</b>	117	130	111	-14.62%
<b>Monthly New Listings</b>	240	217	198	-8.76%
<b>Monthly Sales/Listings Ratio</b>	48.75%	59.91%	56.06%	-3.85%
<b>Monthly Expired Listings</b>	24	26	44	+69.23%
<b>YTD Sales: \$0-\$199K</b>	2	2	2	No Change
<b>YTD Sales: \$200k-349K</b>	3	3	20	+566.67%
<b>YTD Sales: \$350K-\$549K</b>	197	186	213	+14.52%
<b>YTD Sales: \$550K-\$749K</b>	646	719	719	No Change
<b>YTD Sales: \$750K-\$999K</b>	625	587	455	-22.49%
<b>YTD Sales: \$1M-\$2M</b>	205	184	152	-17.39%
<b>YTD Sales: \$2M+</b>	12	10	6	-40%
<b>YTD Average Days-On-Market</b>	18.82	29.45	27.45	-6.79%
<b>YTD Average Sale Price</b>	\$782,203	\$770,684	\$739,879	-4%
<b>YTD Median Sale Price</b>	\$740,000	\$760,000	\$699,900	-7.91%

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

# AVERAGE SALE PRICE

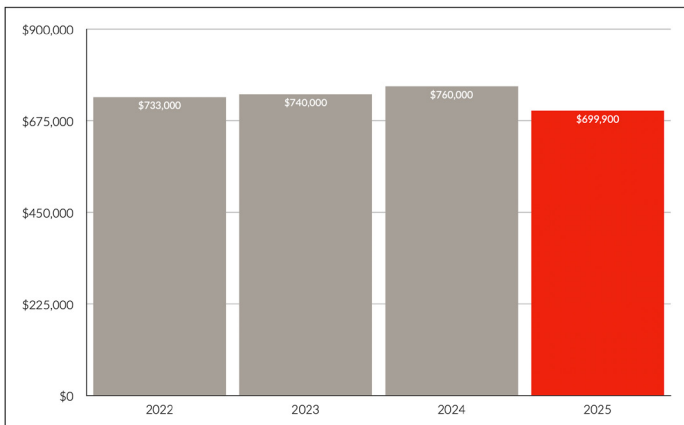


Year-Over-Year

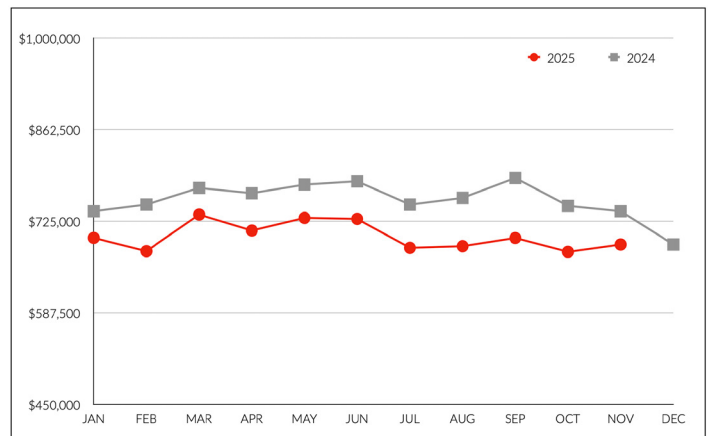


Month-Over-Month 2024 vs. 2025

# MEDIAN SALE PRICE



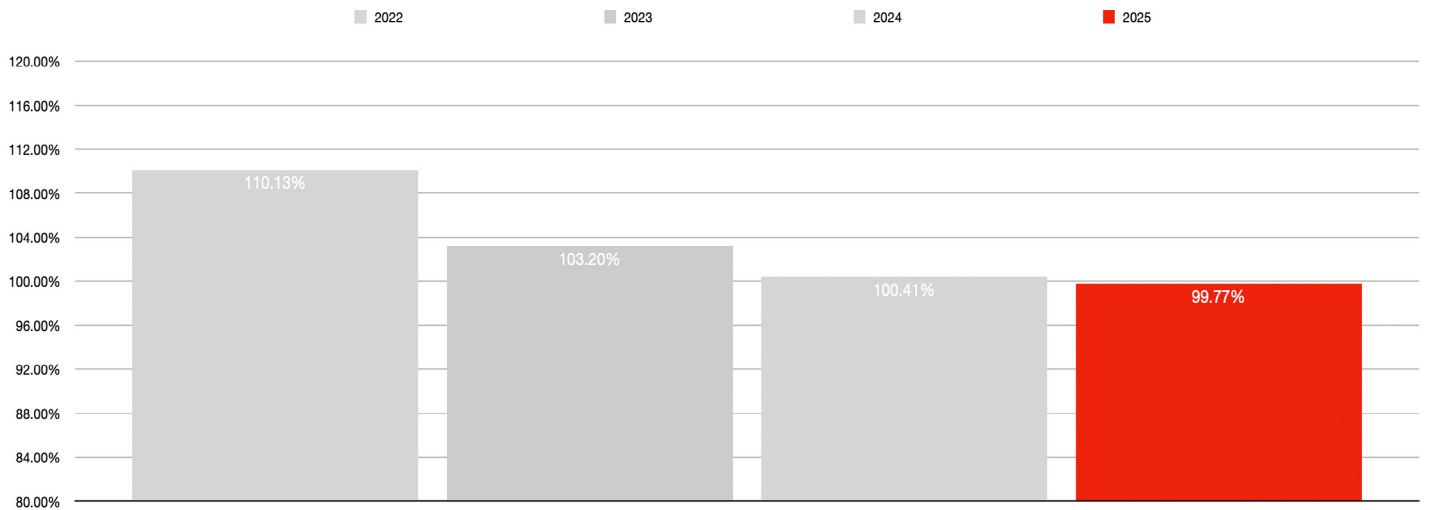
Year-Over-Year



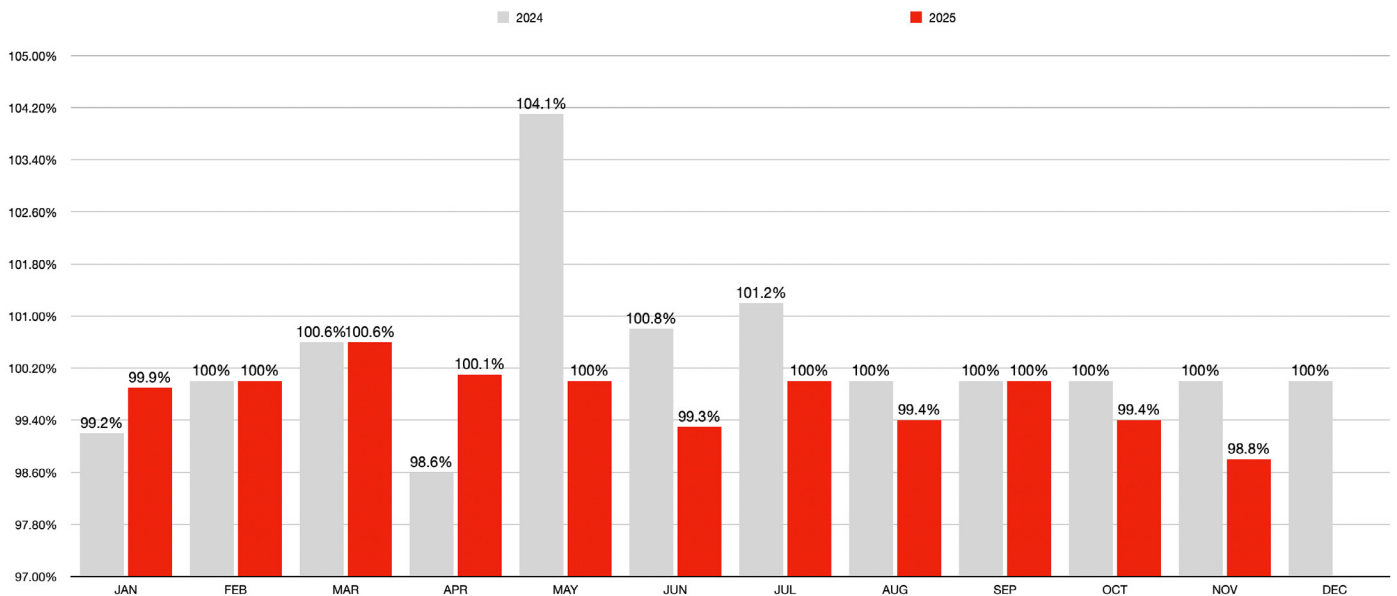
Month-Over-Month 2024 vs. 2025

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

# SALE PRICE VS. LIST PRICE RATIO

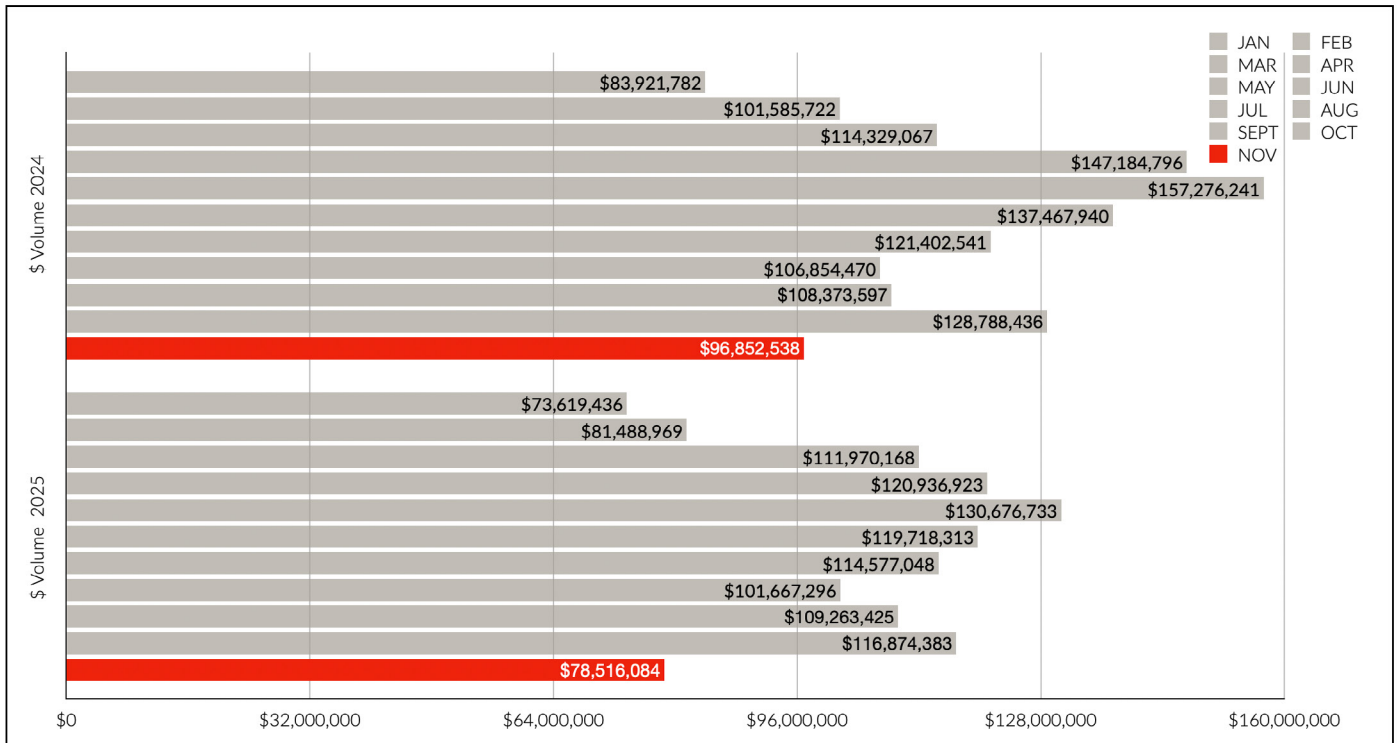


## Year-Over-Year

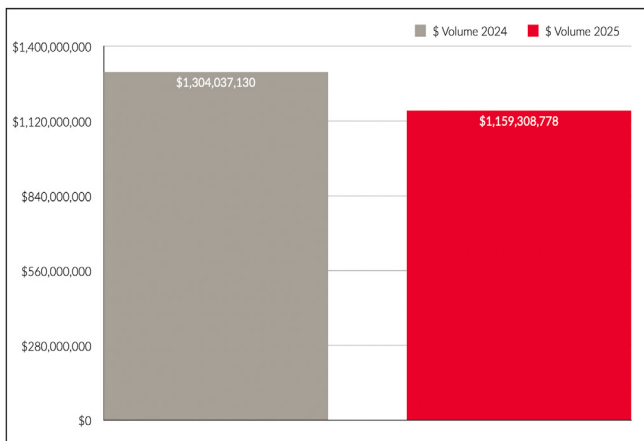


## Month-Over-Month 2024 vs. 2025

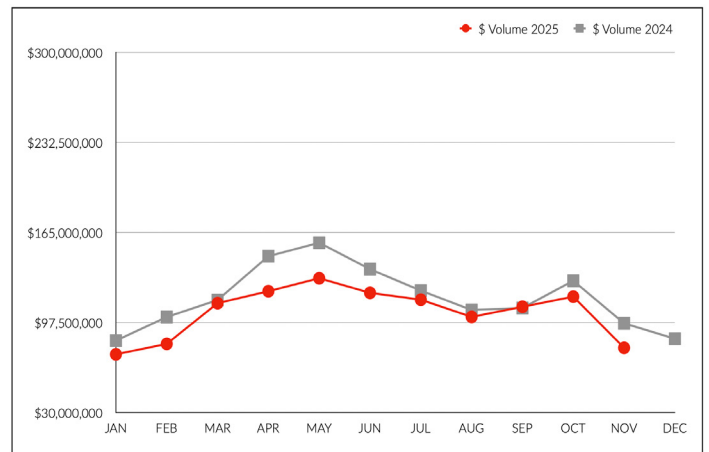
# DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

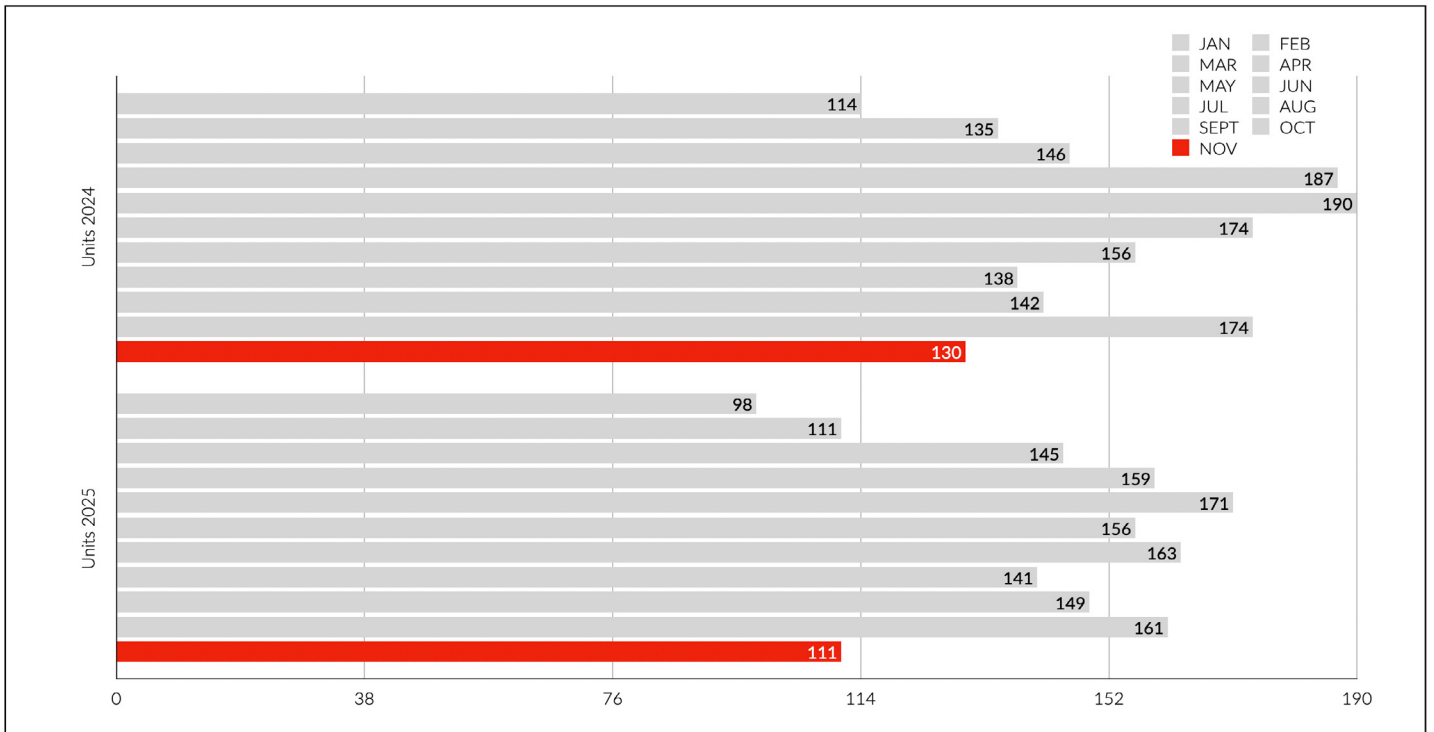


Yearly Totals 2024 vs. 2025

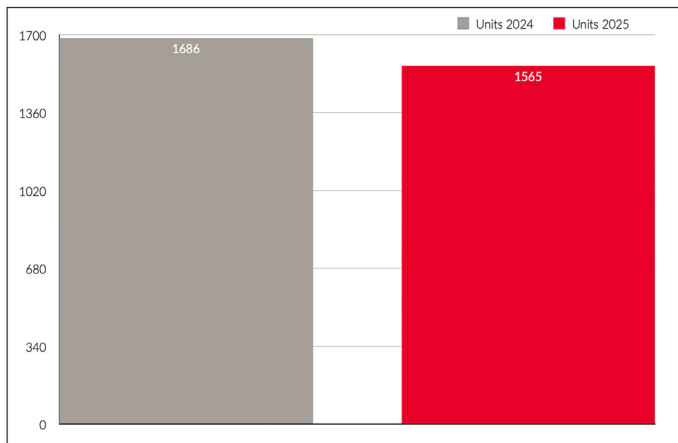


Month vs. Month 2024 vs. 2025

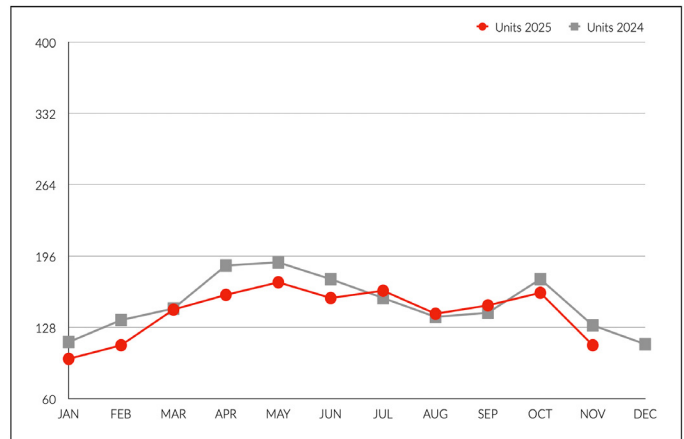
# UNIT VOLUME SALES



## Monthly Comparison 2024 vs. 2025



## Yearly Totals 2024 vs. 2025



## Month vs. Month 2024 vs. 2025

# SALES BY TYPE



	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
YTD Sales Volume	 <b>\$1,033,764,617</b> -9.54%	 <b>\$123,549,161</b> -22.27%	 <b>\$6,395,000</b> -64.76%
YTD Unit Sales	 <b>1337</b> -5.31%	 <b>225</b> -16.67%	 <b>17</b> +112.5%
YTD Average Sale Price	 <b>\$773,197</b> -2.46%	 <b>\$549,107</b> -6.73%	 <b>\$376,176.47</b> +34.11%
November Sales Volume	 <b>\$70,540,085</b> -18.45%	 <b>\$7,975,999</b> -22.96%	 <b>\$0</b> No Change
November Unit Sales	 <b>96</b> -15.04%	 <b>15</b> -11.76%	 <b>0</b> No Change

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