



2025

DECEMBER

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 balanced this period, as modest price adjustments were met with slower sales activity. The median sale price edged down 0.45% to \$686,900, while the average sale price declined 6.69% to \$710,880. Sales volume dropped 39.18% to \$51.89M, driven by a 34.82% decrease in unit sales to 73 transactions. New listings fell 19.42% to 112, helping limit inventory growth, though expired listings rose 16.18% to 79. With a unit sales-to-listings ratio of 65.18%, down 15.40% year over year, market conditions continue to reflect a balanced environment for both buyers and sellers.



December year-over-year sales volume of **\$51,894,213**

Down -39.18% from 2024's \$85,329,211 with unit sales of 73 down -34.82% from last December. New listings of 112 are down -19.42% from last year's 139, with the sales/listing ratio of 65.18% down -15.40%.



Year-to-date sales volume of **\$1,211,202,991**

Down -12.82% from 2024's \$1,389,366,341 with unit sales of 1638 down -8.9% from 2024's 1798. New listings of 3,593 are down -1.4% from a year ago, with the sales/listing ratio of 45.59% down -3.75%.



Year-to-date average sale price of **\$737,462**

Down from \$769,949 one year ago with median sale price of \$694,950 down from \$755,000 a year ago. Average days-on-market of 28, down 2 days from last year.

DECEMBER NUMBERS

Median Sale Price

\$686,900

-0.45%

Average Sale Price

\$710,880

-6.69%

Sales Volume

\$51,894,213

-39.18%

Unit Sales

73

-34.82%

New Listings

112

-19.42%

Expired Listings

79

+16.18%

Unit Sales/Listings Ratio

65.18%

-15.40%

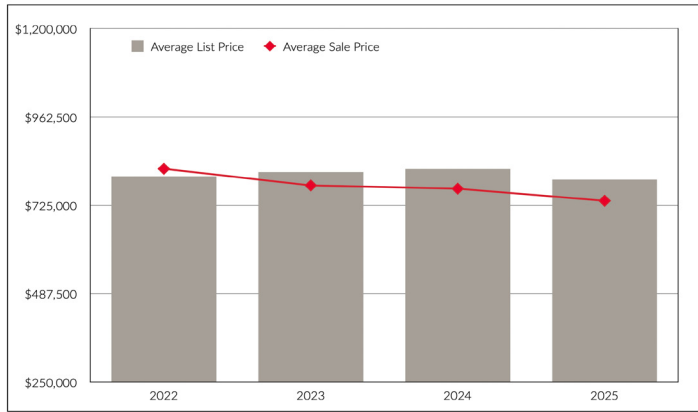
*Year-over-year comparison
(December 2024 vs. December 2025)*

THE MARKET IN DETAIL

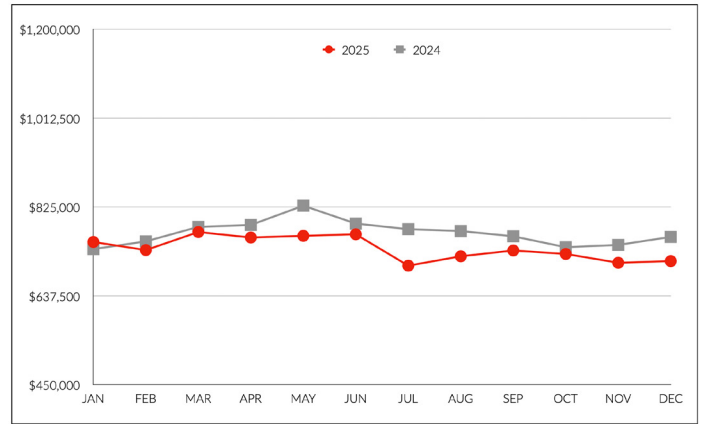
	2023	2024	2025	2024-2025
YTD Volume Sales	\$1,377,808,016	\$1,389,366,341	\$1,211,202,991	-12.82%
YTD Unit Sales	1,758	1,798	1,638	-8.9%
YTD New Listings	3,066	3,644	3,593	-1.4%
YTD Sales/Listings Ratio	57.34%	49.34%	45.59%	-3.75%
YTD Expired Listings	229	403	465	+15.38%
Monthly Volume Sales	\$59,101,184	\$85,329,211	\$51,894,213	-39.18%
Monthly Unit Sales	80	112	73	-34.82%
Monthly New Listings	69	139	112	-19.42%
Monthly Sales/Listings Ratio	115.94%	80.58%	65.18%	-15.4%
Monthly Expired Listings	56	68	79	+16.18%
YTD Sales: \$0-\$199K	2	2	2	No Change
YTD Sales: \$200k-349K	4	3	20	+566.67%
YTD Sales: \$350K-\$549K	202	203	225	+10.84%
YTD Sales: \$550K-\$749K	689	768	757	-1.43%
YTD Sales: \$750K-\$999K	650	625	473	-24.32%
YTD Sales: \$1M-\$2M	211	190	157	-17.37%
YTD Sales: \$2M+	12	12	6	-50%
YTD Average Days-On-Market	19.58	29.83	28.17	-5.59%
YTD Average Sale Price	\$778,583	\$769,949	\$737,462	-4.22%
YTD Median Sale Price	\$739,000	\$755,000	\$694,950	-7.95%

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

AVERAGE SALE PRICE

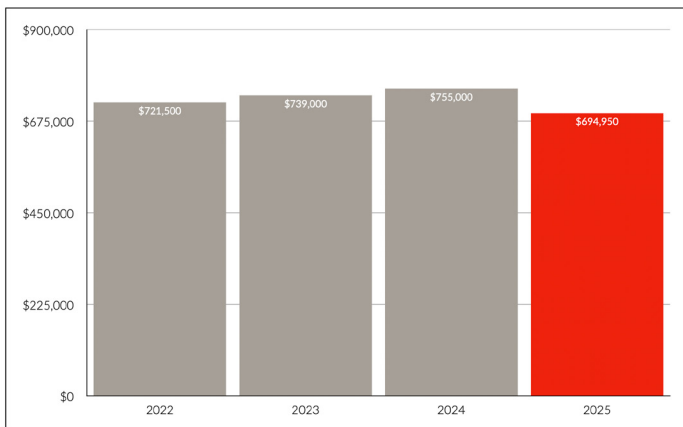


Year-Over-Year

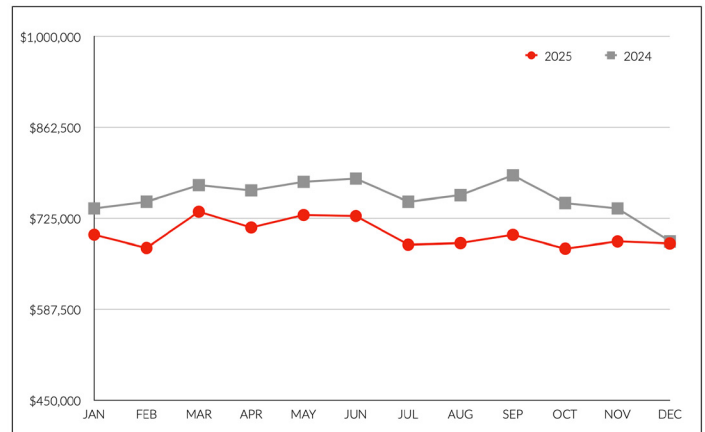


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



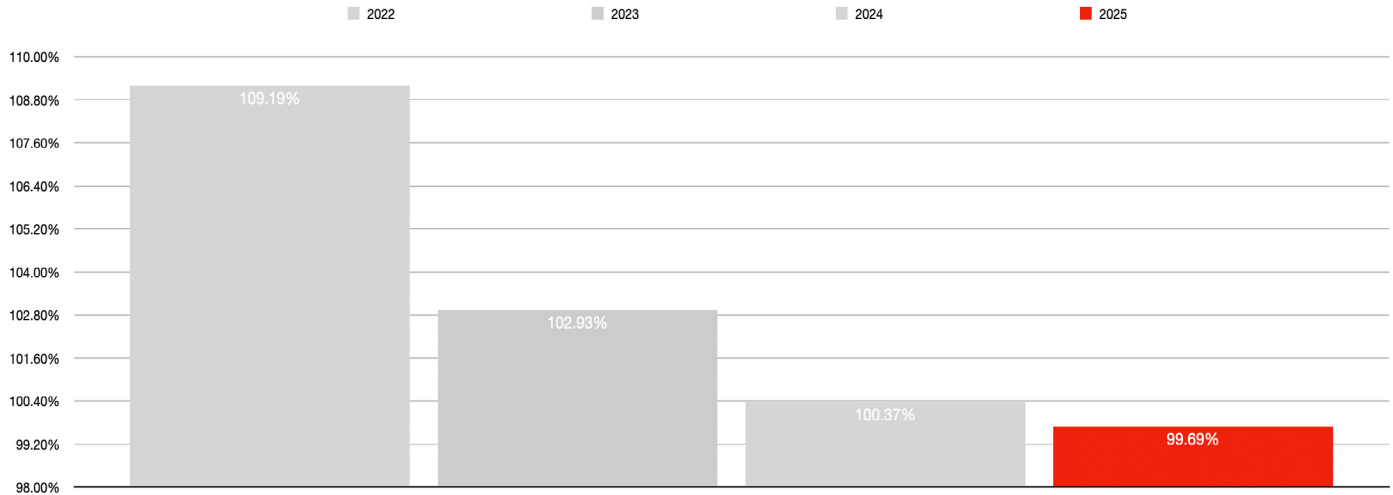
Year-Over-Year



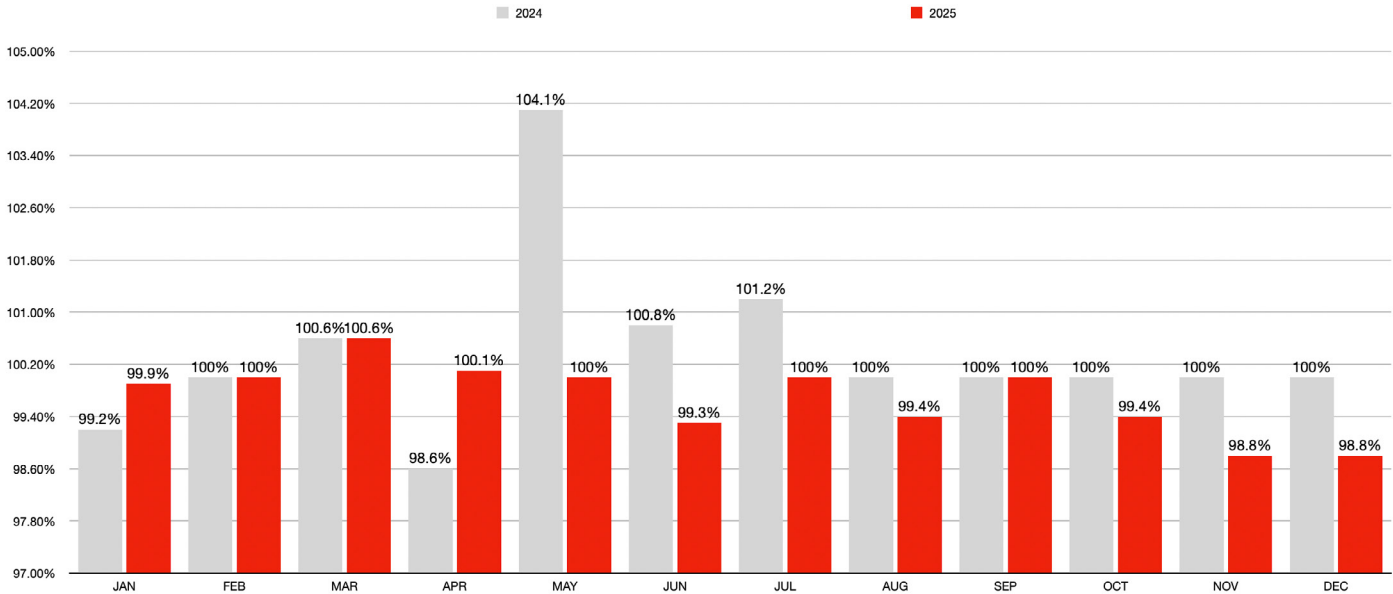
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

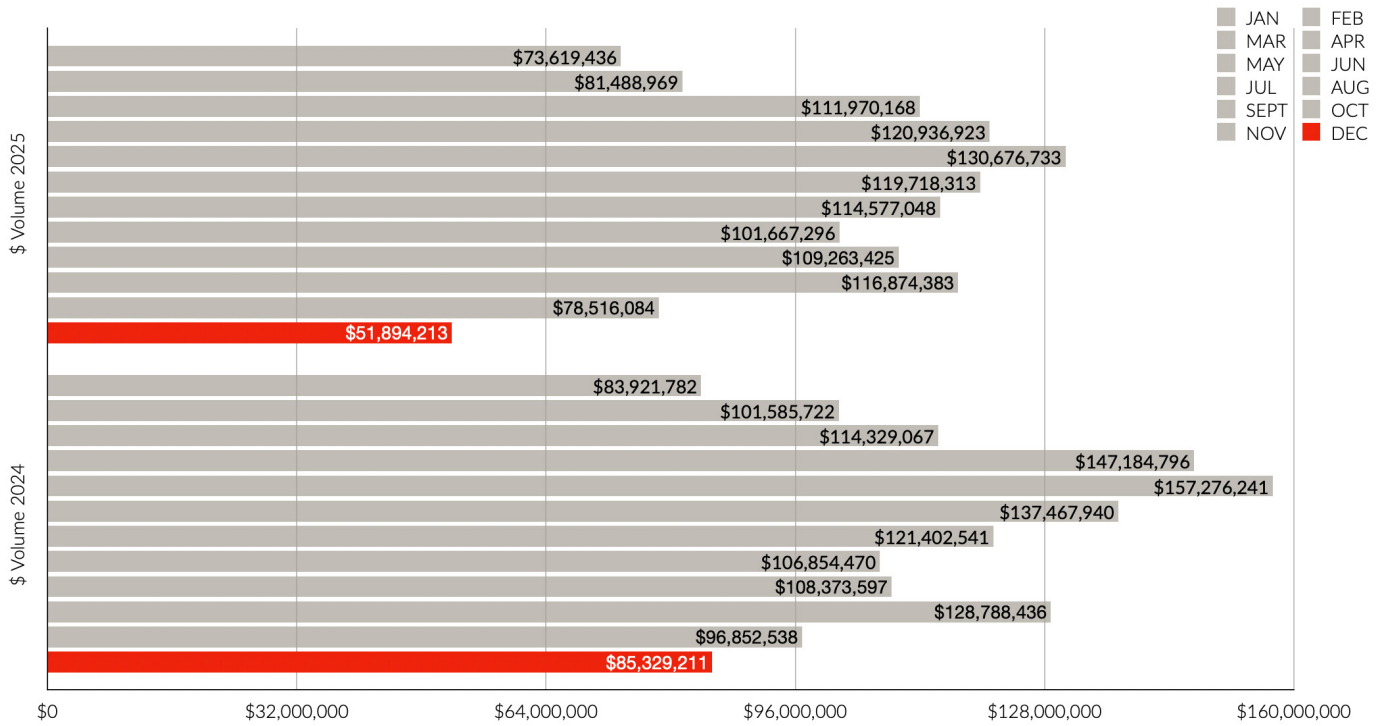


Year-Over-Year

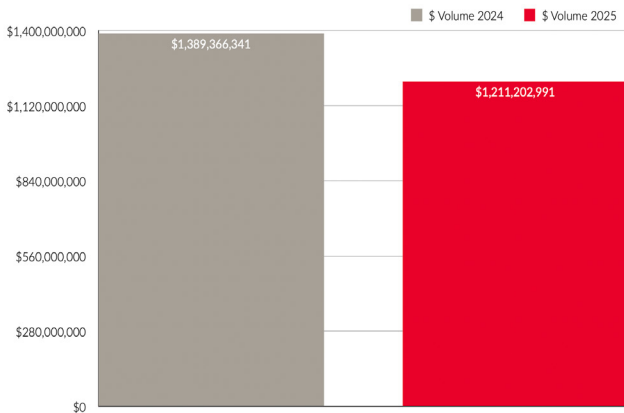


Month-Over-Month 2024 vs. 2025

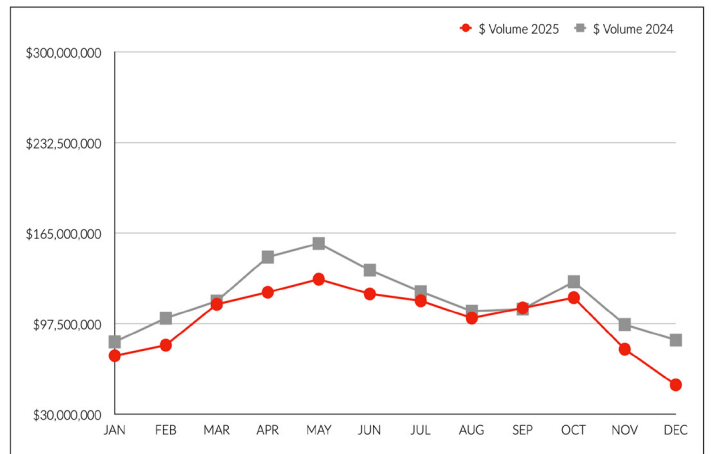
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

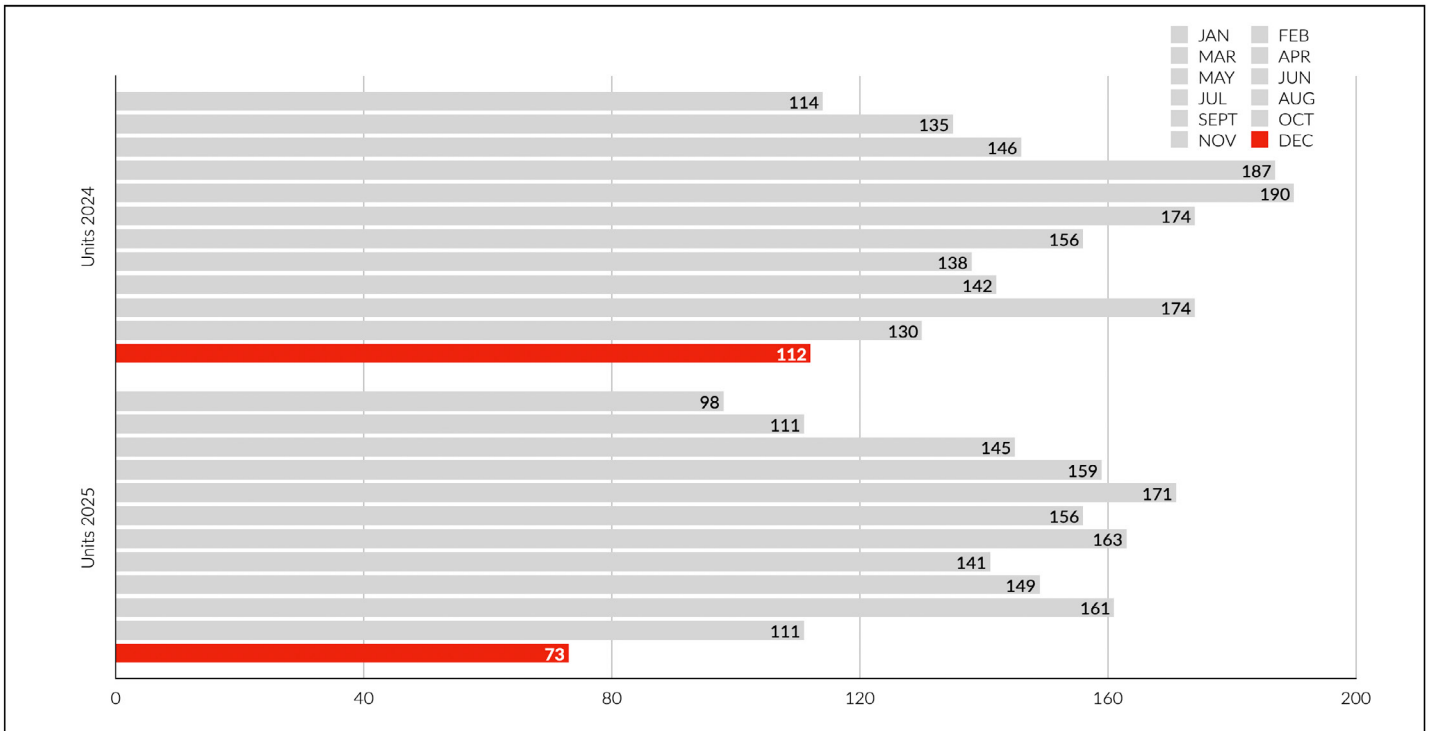


Yearly Totals 2024 vs. 2025

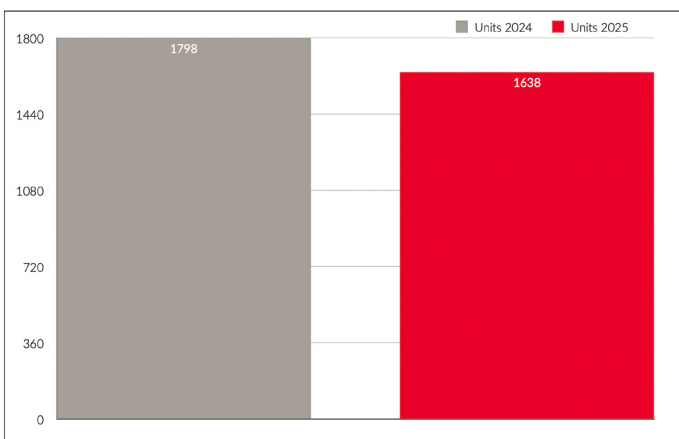


Month vs. Month 2024 vs. 2025

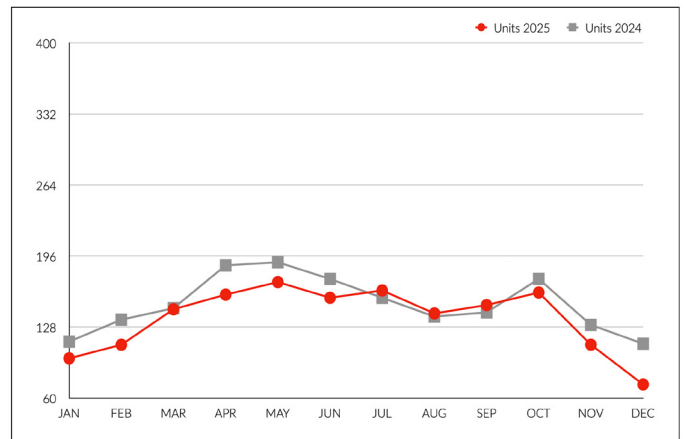
UNIT VOLUME SALES



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	 \$1,082,673,830 -11.32%	 \$126,534,161 -24.61%	 \$11,145,000 -41.17%
YTD Unit Sales	 1404 -7.08%	 231 -18.95%	 18 +80%
YTD Average Sale Price	 \$771,135 -2.24%	 \$547,767 -6.98%	 \$619,166.67 -33.18%
December Sales Volume	 \$48,909,213 -37.35%	 \$2,985,000 -66.4%	 \$4,750,000 +493.75%
December Unit Sales	 67 -32.32%	 6 -60%	 1 -50%

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

 /RoyalLePageRoyalCity

 /RoyalCityRealty

 /RLPRoyalCity

Helping You Is What We Do.

Find more Real Estate Market Reports for Wellington County at royalcity.com/market-update/