



# 2026

# JANUARY

# 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

## BUYER'S MARKET

Cambridge's real estate market shifted firmly into buyer's market territory this period, as declining prices and softer sales activity continued to shape conditions. The median sale price fell 8.21% to \$642,500, while the average sale price dropped 10.94% to \$669,011. Sales volume decreased significantly by 40.02% to \$44.15M, largely driven by a 32.65% decline in unit sales to 66 transactions. New listings were down 17.54% to 188, though inventory levels remained elevated relative to demand. Expired listings declined 32.35% to 23, indicating some seller pullback. With a unit sales-to-listings ratio of 35.11%, down 7.88% year over year, market conditions clearly favor buyers, offering increased negotiating power and greater choice across the Cambridge market.

### January year-over-year sales volume of \$44,154,750

Down -40.02% from 2024's \$73,619,436 with unit sales of 66 down -32.65% from last January. New listings of 188 are down -17.54% from last year's 228, with the sales/listing ratio of 35.11% down -7.88%.

### Year-to-date sales volume of \$44,154,750

Down -40.02% from 2024's \$73,619,436 with unit sales of 66 down -32.65% from 2024's 98. New listings of 188 are down -17.54% from a year ago, with the sales/listing ratio of 35.11% down -7.88%.

### Year-to-date average sale price of \$669,011

Down from \$751,219 one year ago with median sale price of \$642,500 down from \$700,000 a year ago. Average days-on-market of 47, up 17 days from last year.

## JANUARY NUMBERS

Median Sale Price

**\$642,500**

-8.21%

Average Sale Price

**\$669,011**

-10.94%

Sales Volume

**\$44,154,750**

-40.02%

Unit Sales

**66**

-32.65%

New Listings

**188**

-17.54%

Expired Listings

**23**

-32.35%

Unit Sales/Listings Ratio

**35.11%**

-7.88%

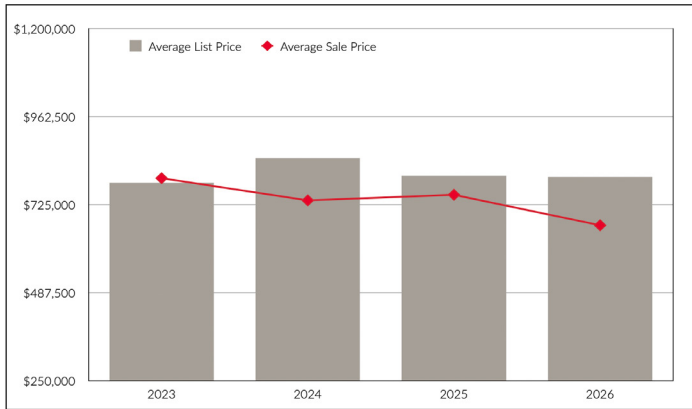
*Year-over-year comparison  
(January 2025 vs. January 2026)*

# THE MARKET IN DETAIL

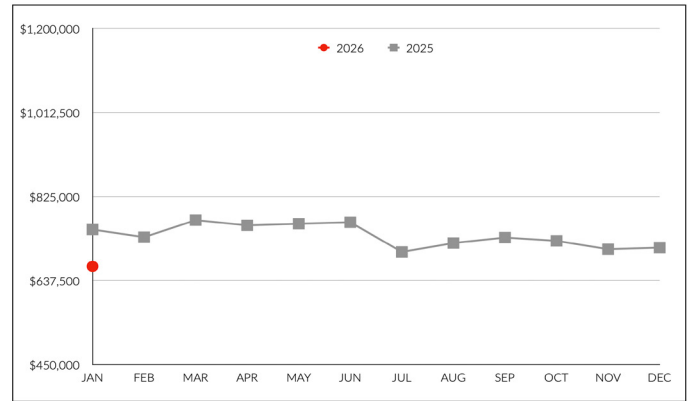
	2024	2025	2026	2025-2026
<b>YTD Volume Sales</b>	\$83,921,782	\$73,619,436	\$44,154,750	-40.02%
<b>YTD Unit Sales</b>	114	98	66	-32.65%
<b>YTD New Listings</b>	195	228	188	-17.54%
<b>YTD Sales/Listings Ratio</b>	58.46%	42.98%	35.11%	-18.32%
<b>YTD Expired Listings</b>	29	34	23	-32.35%
<b>Monthly Volume Sales</b>	\$83,921,782	\$73,619,436	\$44,154,750	-40.02%
<b>Monthly Unit Sales</b>	114	98	66	-32.65%
<b>Monthly New Listings</b>	195	228	188	-17.54%
<b>Monthly Sales/Listings Ratio</b>	58.46%	42.98%	35.11%	-18.32%
<b>Monthly Expired Listings</b>	29	34	23	-32.35%
<b>YTD Sales: \$0-\$199K</b>	0	0	1	+100%
<b>YTD Sales: \$200k-349K</b>	1	0	2	+200%
<b>YTD Sales: \$350K-\$549K</b>	11	12	10	-16.67%
<b>YTD Sales: \$550K-\$749K</b>	58	50	34	-32%
<b>YTD Sales: \$750K-\$999K</b>	34	27	15	-44.44%
<b>YTD Sales: \$1M-\$2M</b>	10	9	4	-55.56%
<b>YTD Sales: \$2M+</b>	0	0	0	No Change
<b>YTD Average Days-On-Market</b>	49.00	30.00	47.00	+56.67%
<b>YTD Average Sale Price</b>	\$736,156	\$751,219	\$669,011	-10.94%
<b>YTD Median Sale Price</b>	\$739,995	\$700,000	\$642,500	-8.21%

Cambridge MLS Sales and Listing Summary  
2024 vs. 2025 vs. 2026

# AVERAGE SALE PRICE

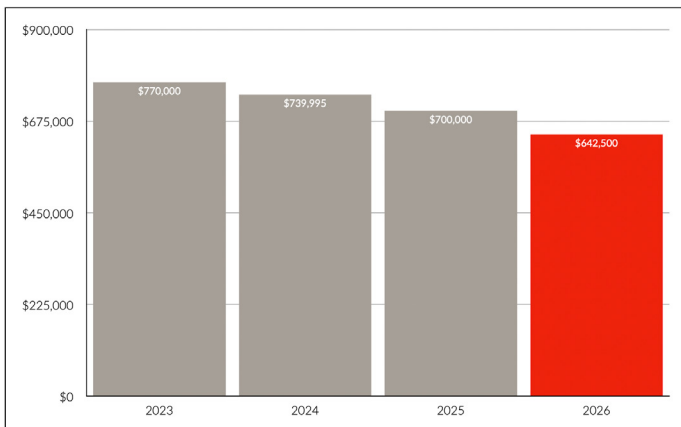


Year-Over-Year

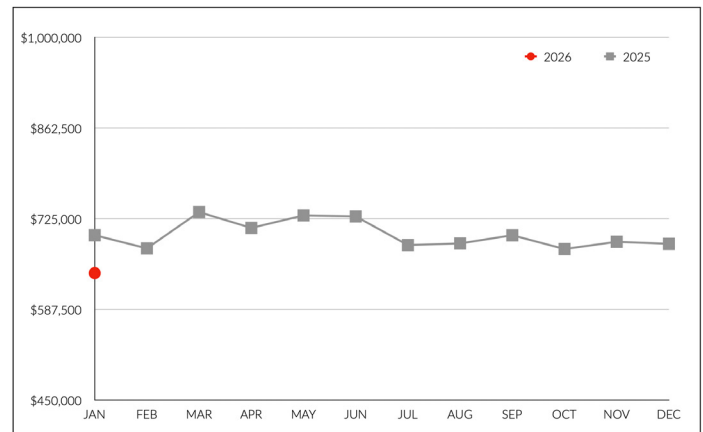


Month-Over-Month 2025 vs. 2026

# MEDIAN SALE PRICE



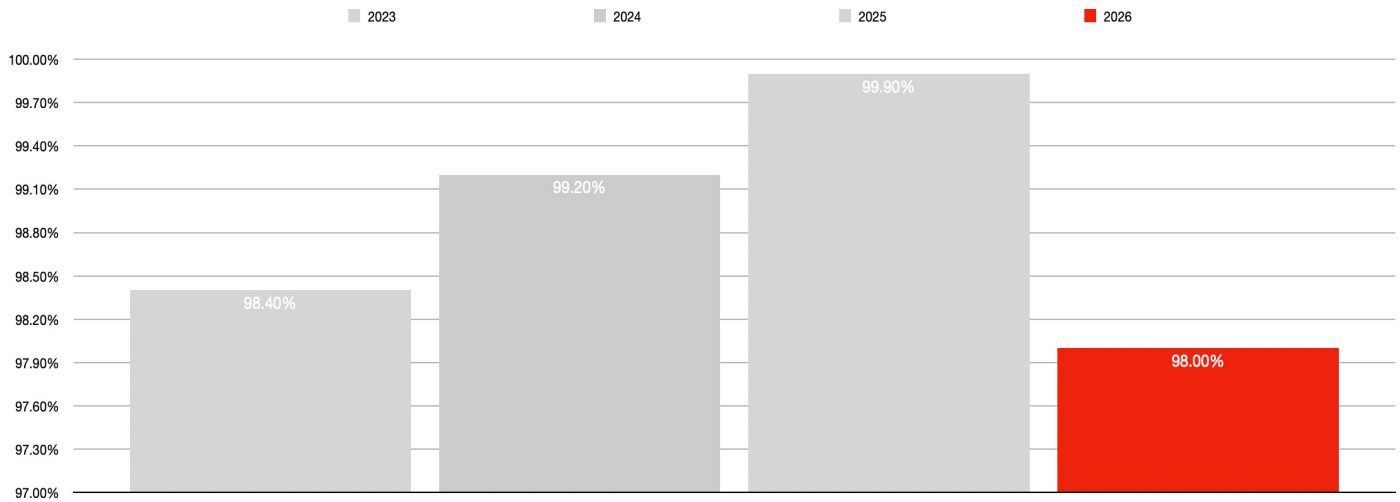
Year-Over-Year



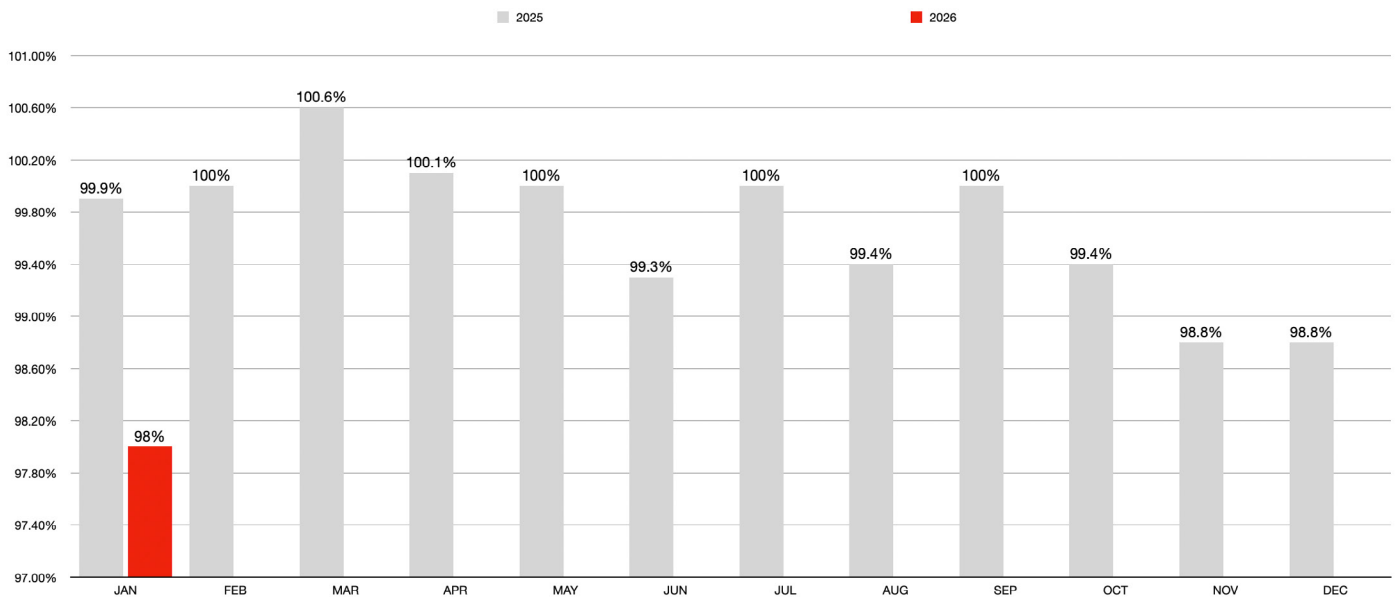
Month-Over-Month 2025 vs. 2026

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

# SALE PRICE VS. LIST PRICE RATIO

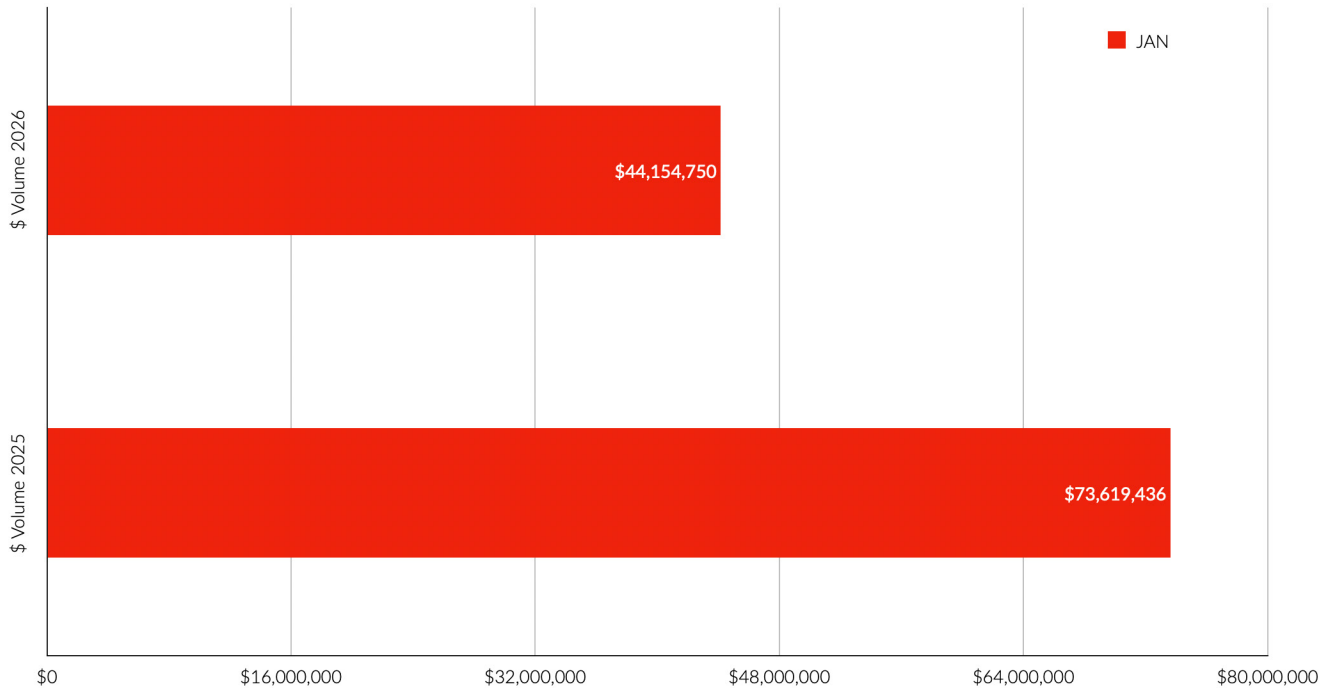


## Year-Over-Year

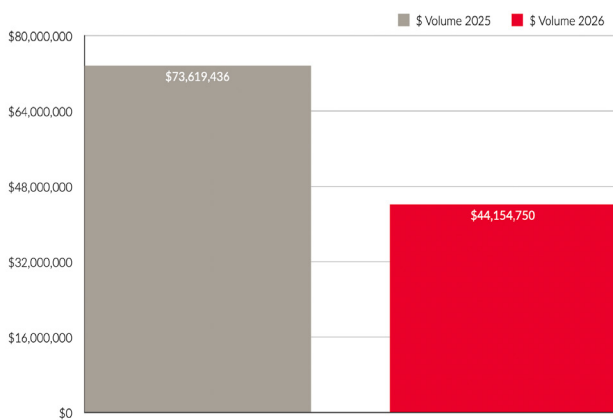


## Month-Over-Month 2025 vs. 2026

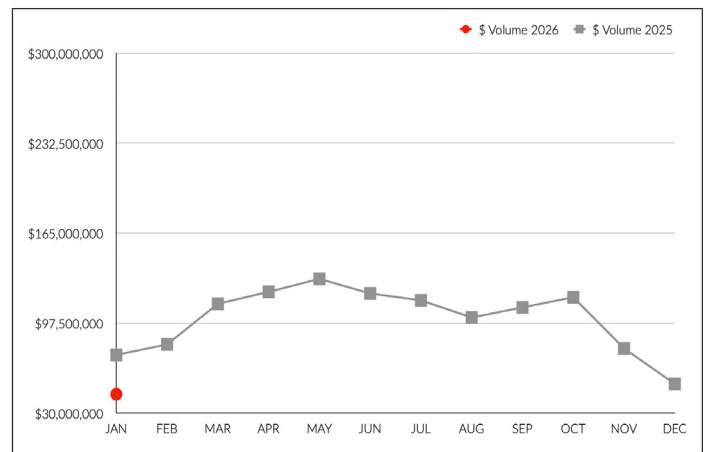
# DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

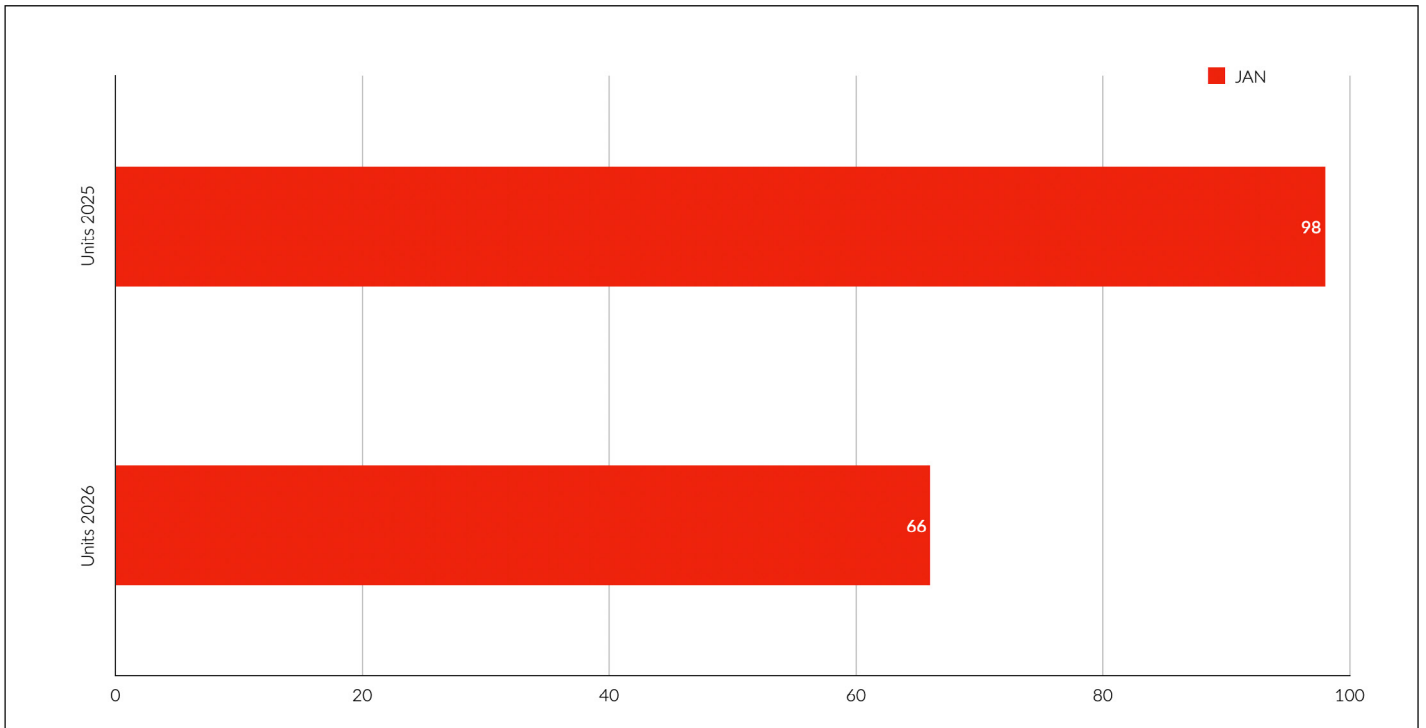


Yearly Totals 2025 vs. 2026

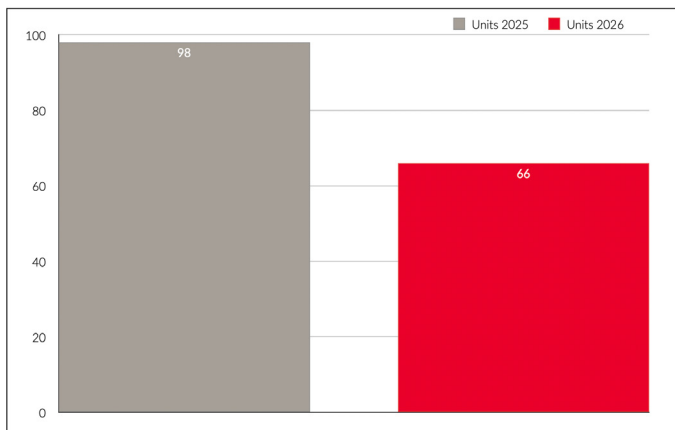


Month vs. Month 2025 vs. 2026

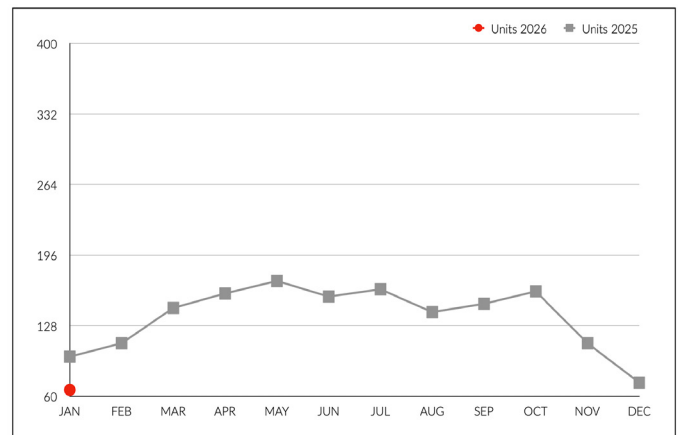
# UNIT VOLUME SALES



Monthly Comparison 2025 vs. 2026



Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

# SALES BY TYPE



	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
YTD Sales Volume	 <b>\$40,202,750</b> -38.77%	 <b>\$3,762,000</b> -52.77%	 <b>\$0</b> -100%
YTD Unit Sales	 <b>58</b> -30.95%	 <b>7</b> -50%	 <b>0</b> -100%
YTD Average Sale Price	 <b>\$693,151</b> -11.32%	 <b>\$537,429</b> -5.55%	 <b>0</b> -100%
January Sales Volume	 <b>\$40,202,750</b> -38.77%	 <b>\$3,762,000</b> -52.77%	 <b>\$0</b> -100%
January Unit Sales	 <b>58</b> -30.95%	 <b>7</b> -50%	 <b>0</b> -100%

NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of January 1, 2026.

*Year-Over-Year Comparison (2026 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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