



2026

MARCH

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 remained balanced this March, as declining sales activity and pricing were met with a corresponding reduction in inventory. The median sale price fell 10.2% to \$660,000, while the average sale price decreased 3.13% to \$748,039. Sales volume declined 16.62% to \$93.36M, driven by a 13.79% drop in unit sales to 125 transactions. New listings decreased 13.82% to 293 and expired listings fell 26.67% to 11, reflecting tighter supply conditions. With a unit sales-to-listings ratio of 42.66%, up slightly by 0.02% year over year, market conditions continue to reflect a balanced environment supporting both buyers and sellers in Cambridge.

March year-over-year sales volume of \$93,355,800

Down -16.62% from 2025's \$111,970,168 with unit sales of 125 down -13.79% from last March. New listings of 293 are down -13.82% from last year's 340, with the sales/listing ratio of 42.66% up +0.02%.

Year-to-date sales volume of \$202,536,784

Down -24.17% from 2025's \$111,970,168 with unit sales of 289 down -18.36% from 2025's 354. New listings of 658 are down -17.65% from a year ago, with the sales/listing ratio of 43.92% down -0.38%.

Year-to-date average sale price of \$693,607

Down from \$752,521 one year ago with median sale price of \$652,475 down from \$700,000 a year ago. Average days-on-market of 38, up 11 days from last year.

MARCH NUMBERS

Median Sale Price

\$660,000

-10.2%

Average Sale Price

\$748,039

-3.13%

Sales Volume

\$93,355,800

-16.62%

Unit Sales

125

-13.79%

New Listings

293

-13.82%

Expired Listings

11

-26.67%

Unit Sales/Listings Ratio

42.66%

+0.02%

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

THE MARKET IN DETAIL

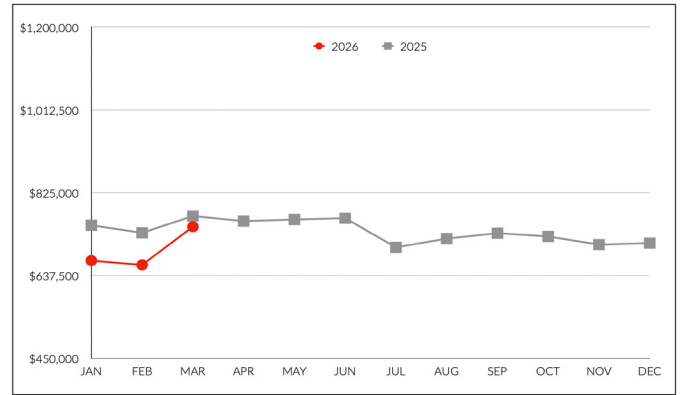
| | 2024 | 2025 | 2026 | 2025-2026 |
|------------------------------|---------------|---------------|---------------|-----------|
| YTD Volume Sales | \$299,836,571 | \$267,078,573 | \$202,536,784 | -24.17% |
| YTD Unit Sales | 395 | 354 | 289 | -18.36% |
| YTD New Listings | 675 | 799 | 658 | -17.65% |
| YTD Sales/Listings Ratio | 58.52% | 44.31% | 43.92% | -0.87% |
| YTD Expired Listings | 74 | 68 | 64 | -5.88% |
| Monthly Volume Sales | \$114,329,067 | \$111,970,168 | \$93,355,800 | -16.62% |
| Monthly Unit Sales | 146 | 145 | 125 | -13.79% |
| Monthly New Listings | 268 | 340 | 293 | -13.82% |
| Monthly Sales/Listings Ratio | 54.48% | 42.65% | 42.66% | +0.04% |
| Monthly Expired Listings | 21 | 15 | 11 | -26.67% |
| YTD Sales: \$0-\$199K | 2 | 0 | 1 | +100% |
| YTD Sales: \$200k-349K | 1 | 2 | 10 | +400% |
| YTD Sales: \$350K-\$549K | 37 | 51 | 56 | +9.8% |
| YTD Sales: \$550K-\$749K | 181 | 153 | 126 | -17.65% |
| YTD Sales: \$750K-\$999K | 134 | 108 | 72 | -33.33% |
| YTD Sales: \$1M-\$2M | 39 | 39 | 19 | -51.28% |
| YTD Sales: \$2M+ | 2 | 1 | 5 | +400% |
| YTD Average Days-On-Market | 43.00 | 27.33 | 38.33 | +40.24% |
| YTD Average Sale Price | \$757,240 | \$752,521 | \$693,607 | -7.83% |
| YTD Median Sale Price | \$750,000 | \$700,000 | \$652,475 | -6.79% |

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

AVERAGE SALE PRICE

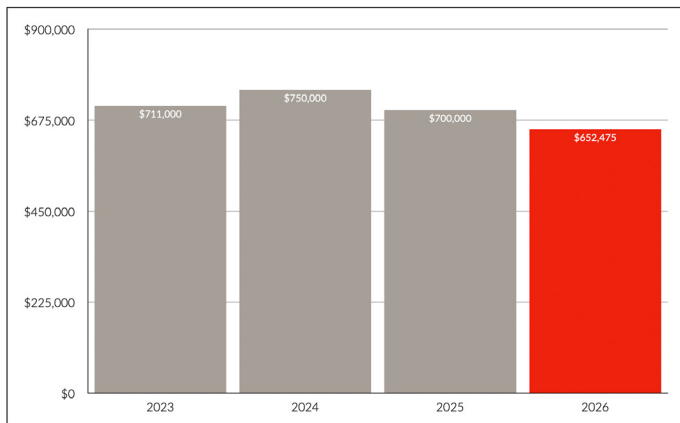


Year-Over-Year

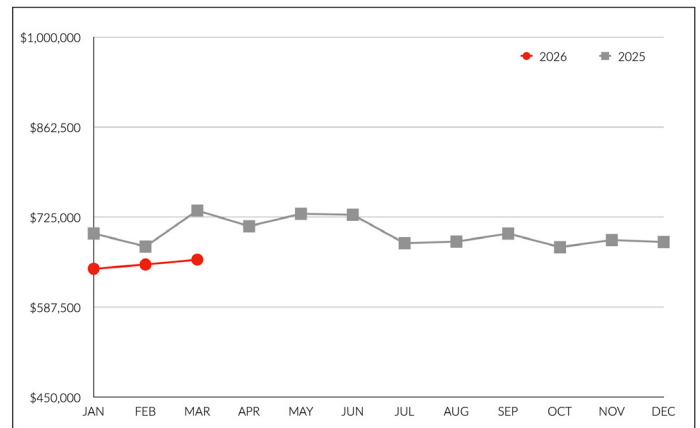


Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE



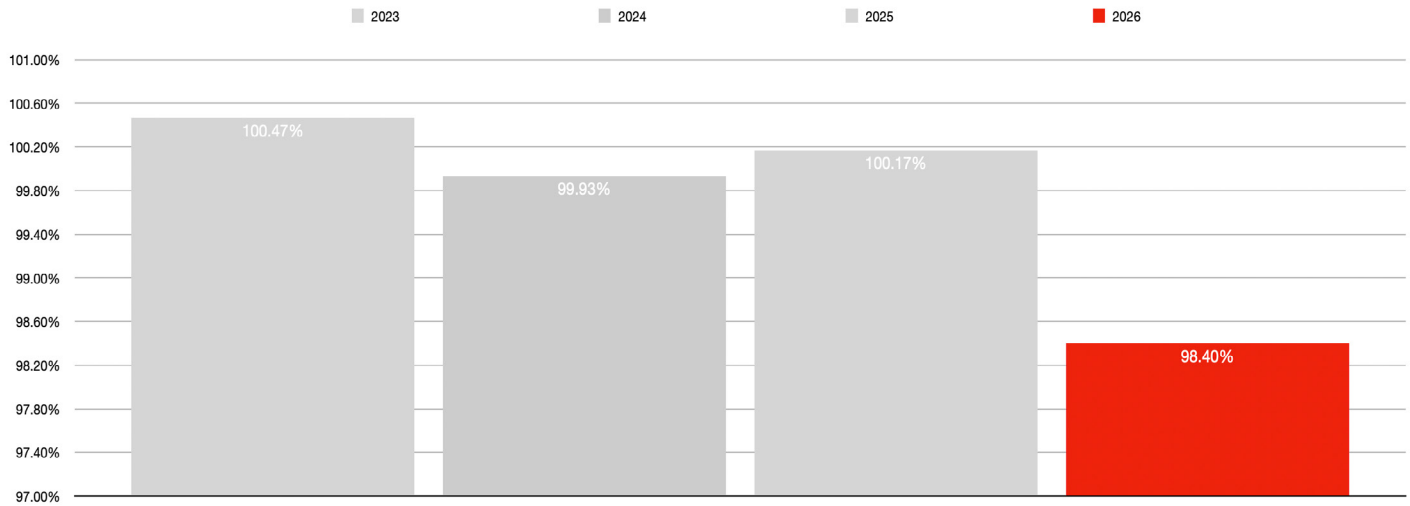
Year-Over-Year



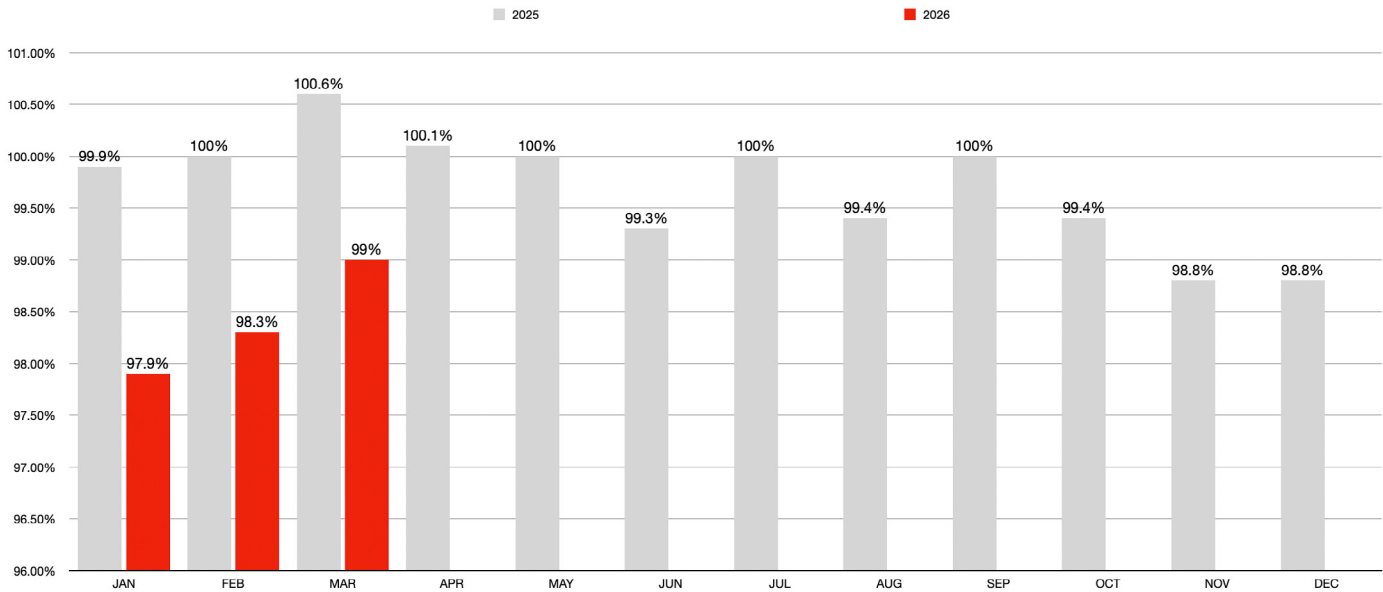
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. LIST PRICE RATIO

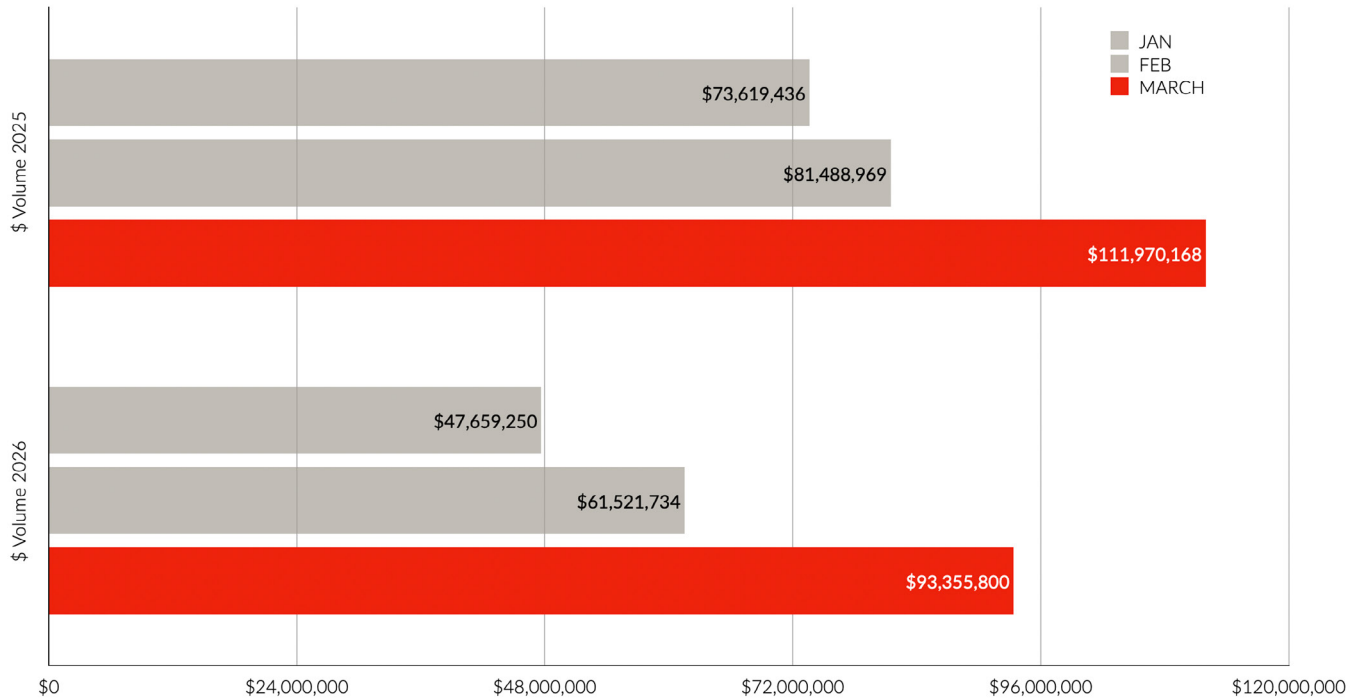


Year-Over-Year

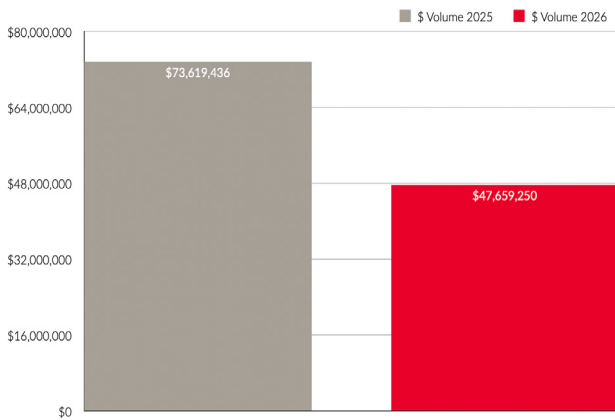


Month-Over-Month 2025 vs. 2026

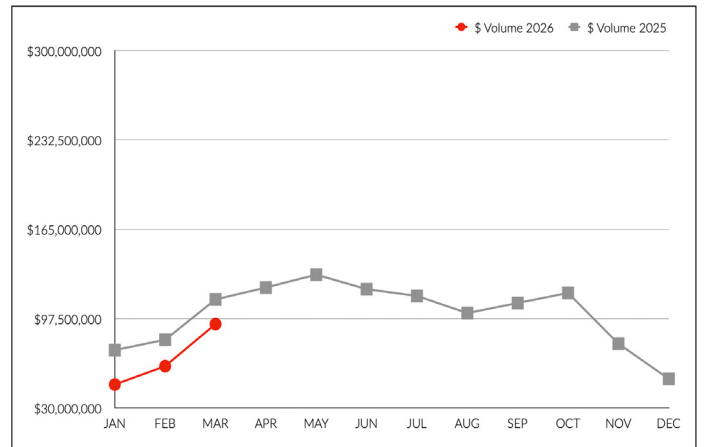
DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

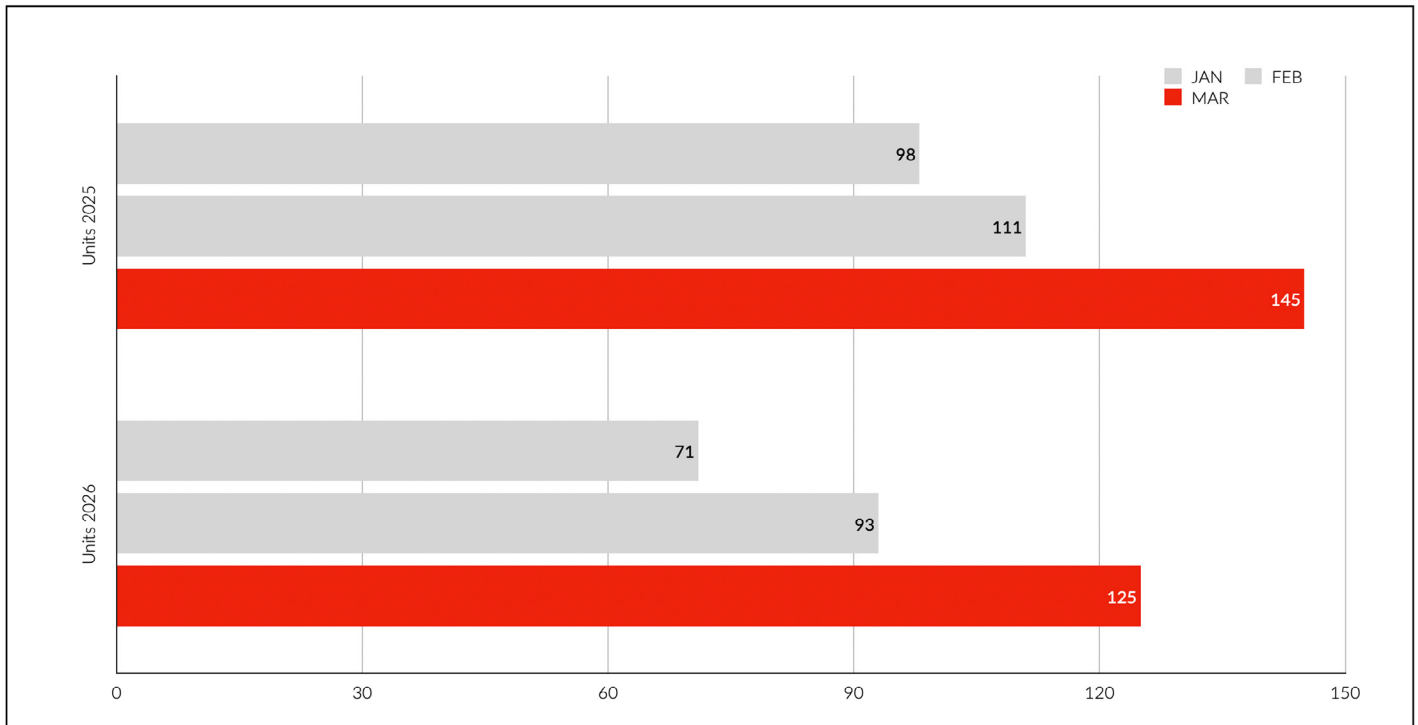


Yearly Totals 2025 vs. 2026

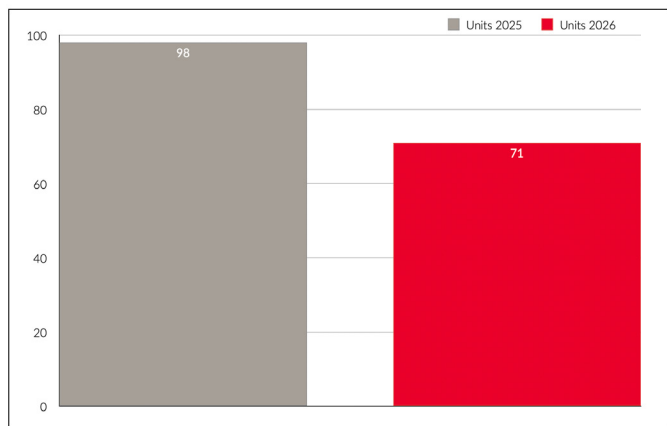


Month vs. Month 2025 vs. 2026

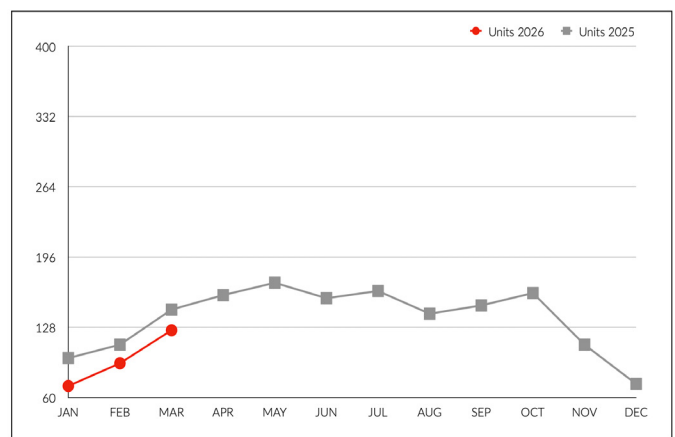
UNIT SALES



Monthly Comparison 2025 vs. 2026



Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

SALES BY TYPE



| | FREEHOLD | CONDOMINIUM | VACANT LAND |
|------------------------|-------------------------------------|------------------------------------|---------------------------------------|
| YTD Sales Volume | \$180,123,684 -21.17% | \$22,388,100 -39.67% | \$3,200,000 +128.49% |
| YTD Unit Sales | 241 -15.14% | 47 -29.85% | 2 -75% |
| YTD Average Sale Price | \$747,401 -7.11% | \$476,343 -14% | \$1,600,000.00 +813.96% |
| March Sales Volume | \$84,109,200 -13.23% | \$9,246,600 -33.13% | \$2,400,000 +1,204.35% |
| March Unit Sales | 105 -11.02% | 20 -20% | 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 March 1, 2026.

Year-Over-Year Comparison (2025 vs. 2026)

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/