



# 2025 DECEMBER CAMBRIDGE

## Real Estate Market Report



**ROYAL CITY REALTY**  
BROKERAGE

**Frances Snider**  
Sales Representative

519-824-9050  
fsnider@royalpage.ca  
francesnider.com



**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 \$1,222,347,991

Down -13.2% from 2024's \$1,408,312,230 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)*

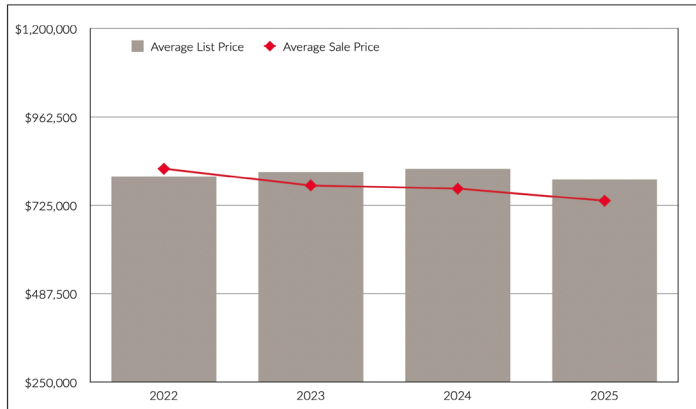
# THE MARKET IN DETAIL

	2023	2024	2025	2024-2025
YTD Volume Sales	\$1,420,336,916	\$1,408,312,230	\$1,222,347,991	-13.2%
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%

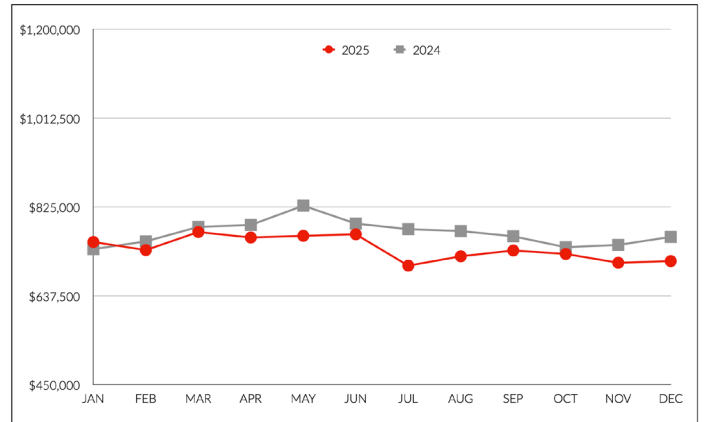
Cambridge MLS Sales and Listing Summary  
2023 vs. 2024 vs. 2025



# AVERAGE SALE PRICE

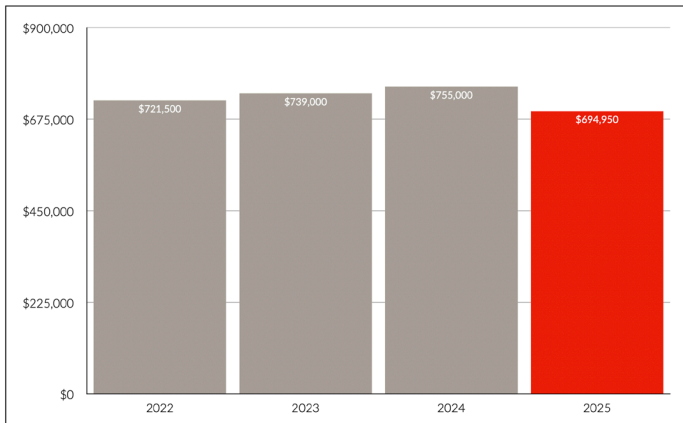


Year-Over-Year

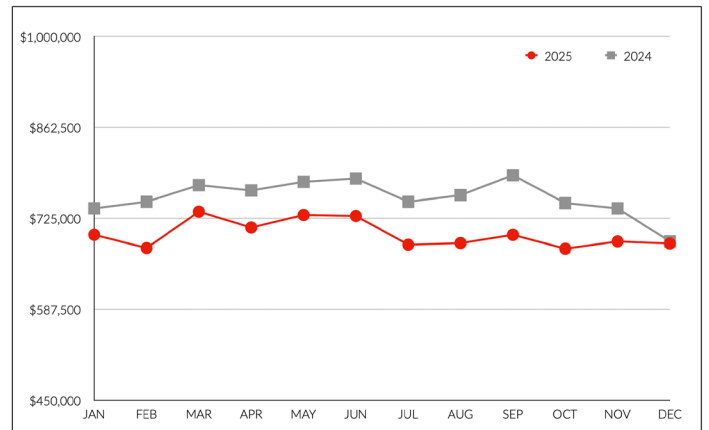


Month-Over-Month 2024 vs. 2025

# MEDIAN SALE PRICE



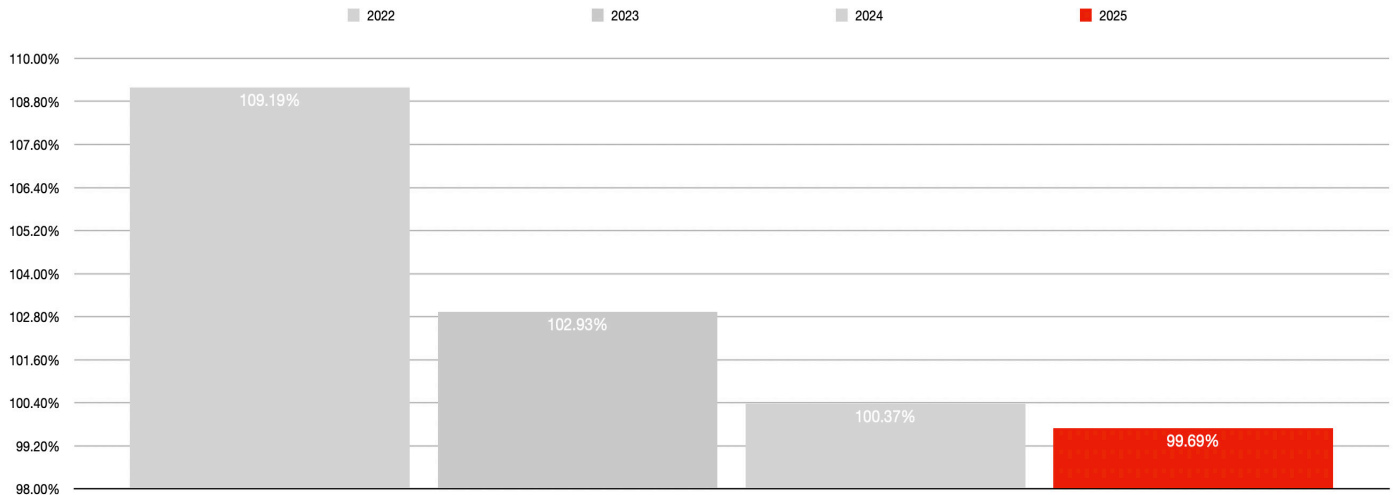
Year-Over-Year



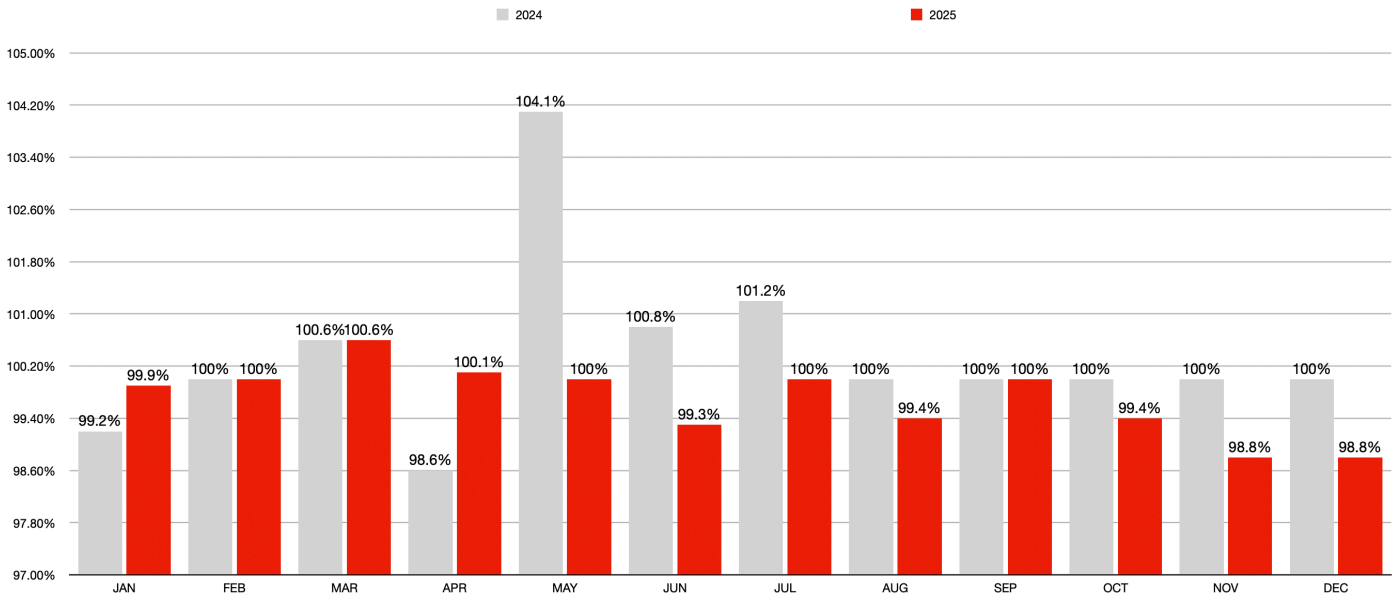
Month-Over-Month 2024 vs. 2025

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

# SALE PRICE VS. LIST PRICE RATIO

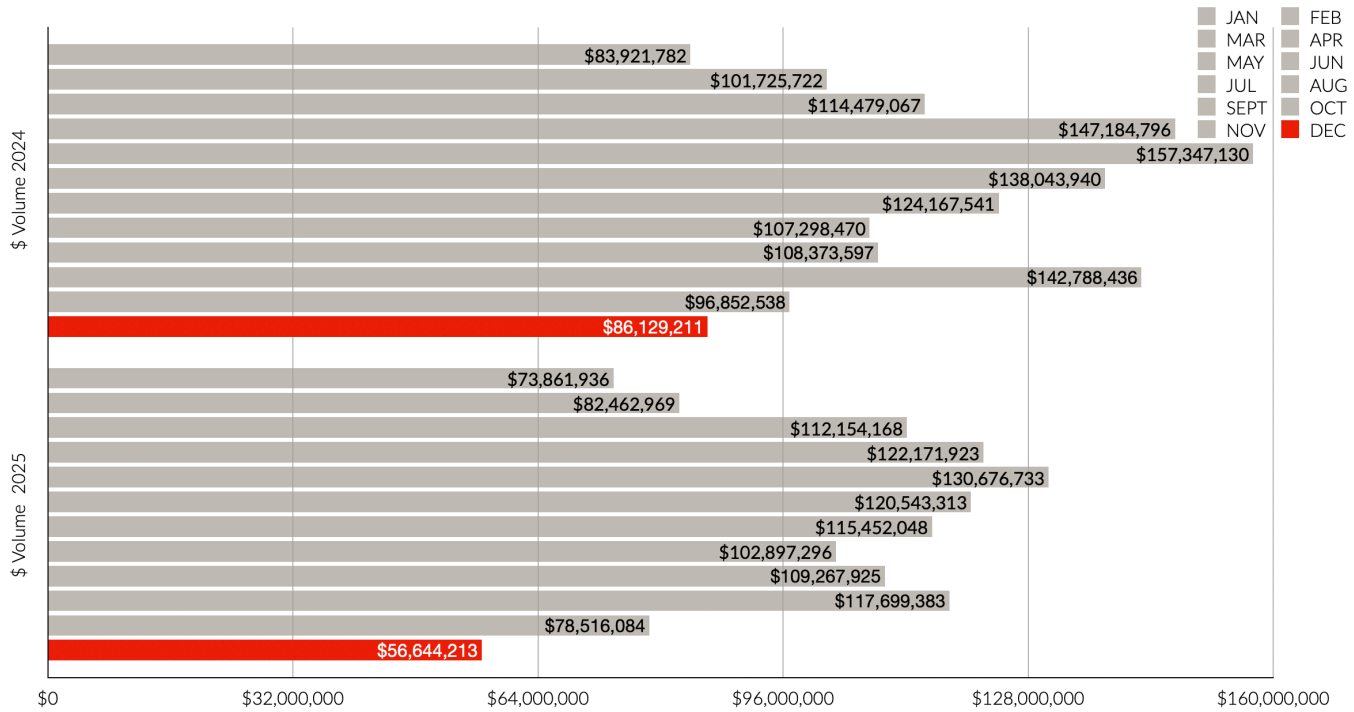


## Year-Over-Year

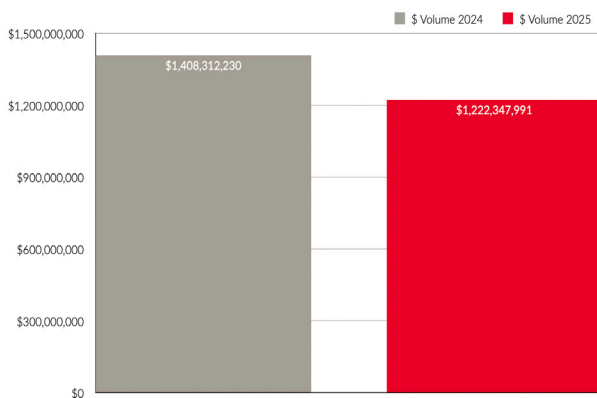


## Month-Over-Month 2024 vs. 2025

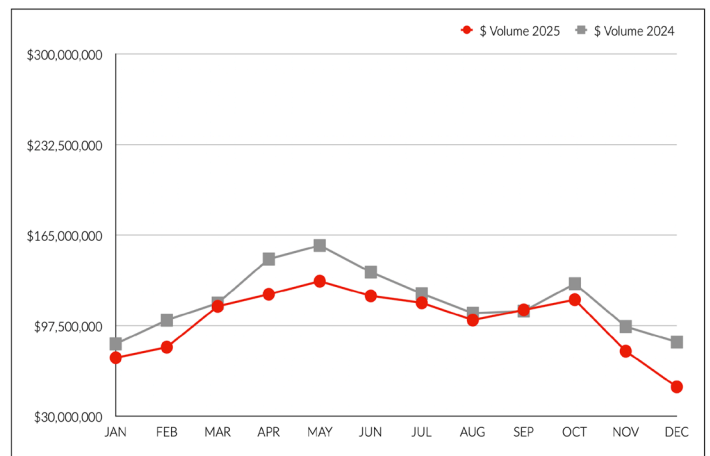
# DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

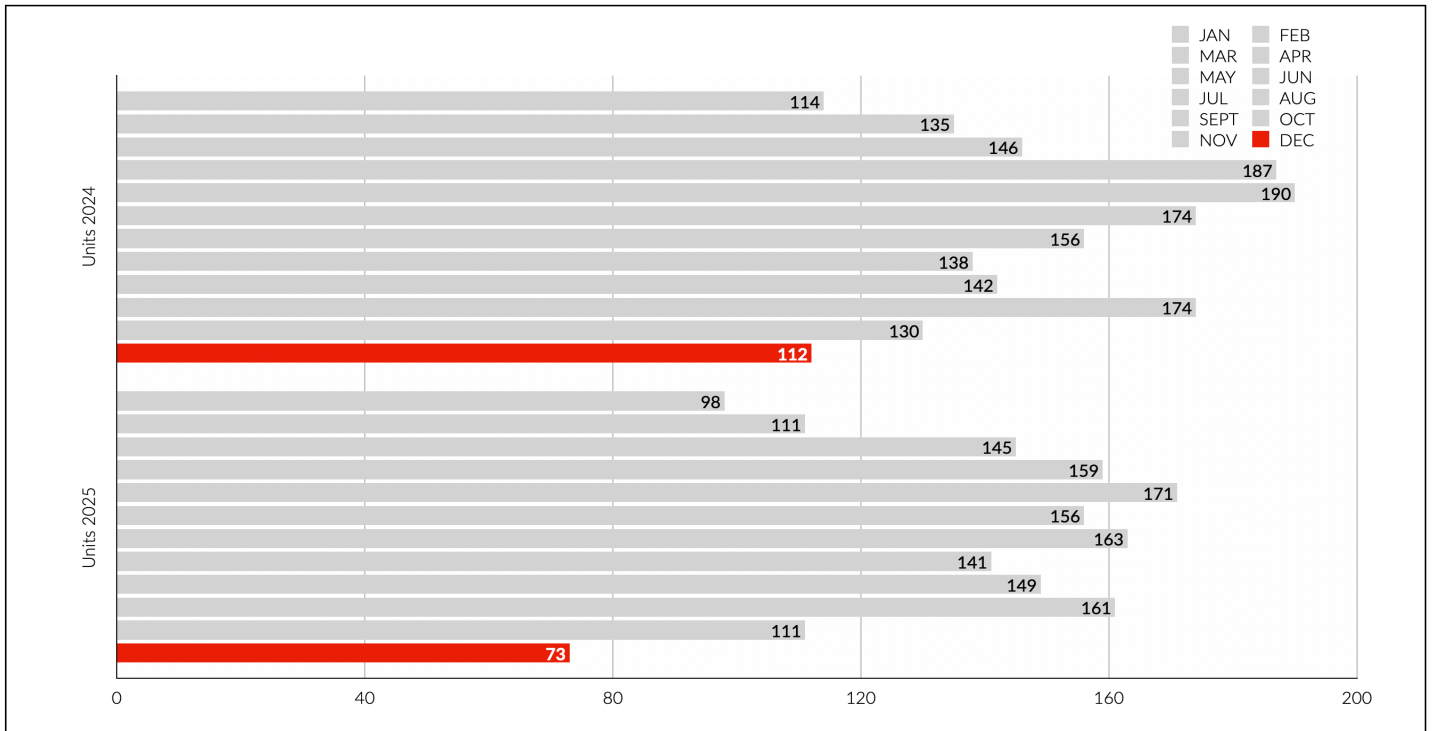


Yearly Totals 2024 vs. 2025

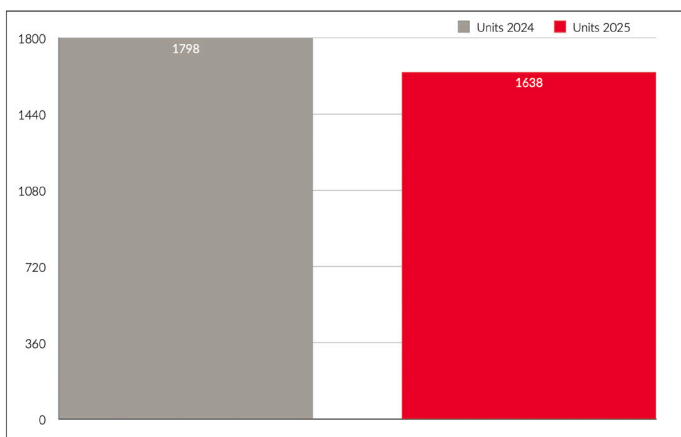


Month vs. Month 2024 vs. 2025

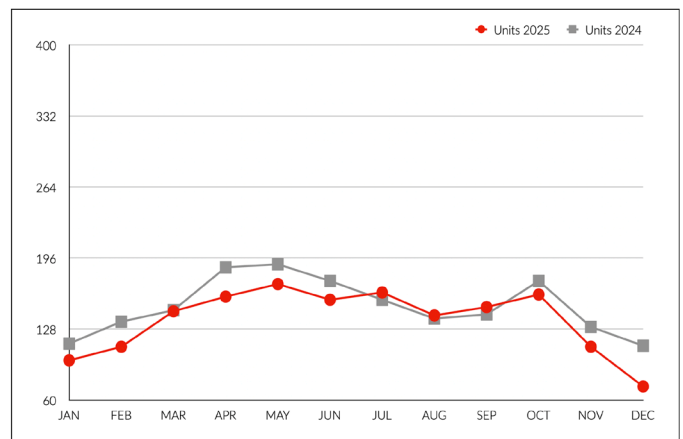
# UNIT VOLUME SALES



Monthly Comparison 2024 vs. 2025

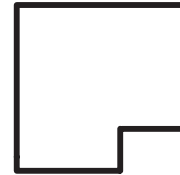

















Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

# SALES BY TYPE



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



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