



# 2025 JUNE CAMBRIDGE

## Real Estate Market Report



**ROYAL CITY REALTY**  
BROKERAGE

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**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 continued to show signs of softening in June, with declines in both pricing and sales activity. The median sale price fell 7.13% to \$729,000, while the average dipped 2.91% to \$767,072. Sales volume dropped 13.51% to \$118.9M, and unit sales declined 10.92% to 155 transactions. New listings held steady with a slight 0.54% increase, while expired listings rose 53.13%, suggesting longer selling times. With a unit sales-to-listings ratio of 41.78%, the market remains balanced, offering stable opportunities for both buyers and sellers.



### June year-over-year sales volume of \$118,896,212

Down 13.51% from 2024's \$137,467,940 with unit sales of 155 down 10.92% from last June's 174. New listings of 371 are up 0.54% from last year's 369, with the sales/listing ratio of 41.78% down 5.38%.



### Year-to-date sales volume of \$637,590,941

Down 14.04% from 2024's \$741,765,548 with unit sales of 840 down 11.21% from 2024's 946. New listings of 1,934 are down 2.13% from a year ago, with the sales/listing ratio of 43.43% down 4.44%.



### Year-to-date average sale price of \$757,449

Down from \$779,437 one year ago with median sale price of \$719,750 down from \$771,000 a year ago. Average days-on-market of 25, down 9 days from last year.

## JUNE NUMBERS

Median Sale Price

**\$729,000**

-7.13%

Average Sale Price

**\$767,072**

-2.91%

Sales Volume

**\$118,896,212**

-13.51%

Unit Sales

**155**

-10.92%

New Listings

**371**

+0.54%

Expired Listings

**49**

+53.13%

Unit Sales/Listings Ratio

**41.78%**

-5.38%

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

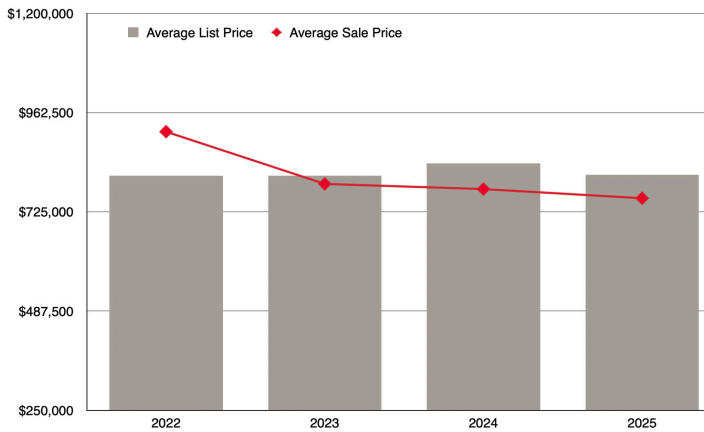
# THE MARKET IN DETAIL

	2023	2024	2025	2024-2025
YTD Volume Sales	\$752,747,126	\$741,765,548	\$637,590,941	-14.04%
YTD Unit Sales	945	946	840	-11.21%
YTD New Listings	1,489	1,976	1,934	-2.13%
YTD Sales/Listings Ratio	63.47%	47.87%	43.43%	-4.44%
YTD Expired Listings	73	145	167	+15.17%
Monthly Volume Sales	\$175,642,965	\$137,467,940	\$118,896,212	-13.51%
Monthly Unit Sales	201	174	155	-10.92%
Monthly New Listings	362	369	371	+0.54%
Monthly Sales/Listings Ratio	55.52%	47.15%	41.78%	-5.38%
Monthly Expired Listings	13	32	49	+53.13%
YTD Sales: \$0-\$199K	1	2	2	No Change
YTD Sales: \$200k-349K	1	1	8	+700%
YTD Sales: \$350K-\$549K	111	94	109	+15.96%
YTD Sales: \$550K-\$749K	348	391	365	-6.65%
YTD Sales: \$750K-\$999K	362	347	252	-27.38%
YTD Sales: \$1M-\$2M	122	110	100	-9.09%
YTD Sales: \$2M+	10	6	4	-33.33%
YTD Average Days-On-Market	18.33	33.33	24.83	-25.5%
YTD Average Sale Price	\$791,771	\$779,437	\$757,449	-2.82%
YTD Median Sale Price	\$763,750	\$771,000	\$719,750	-6.65%

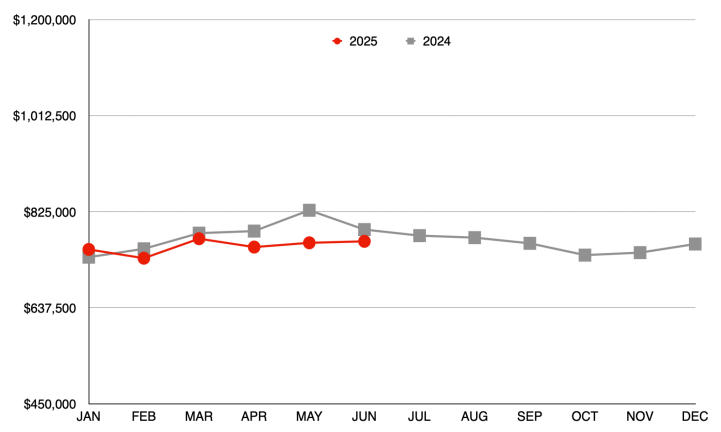
Cambridge MLS Sales and Listing Summary  
2023 vs. 2024 vs. 2025



# AVERAGE SALE PRICE

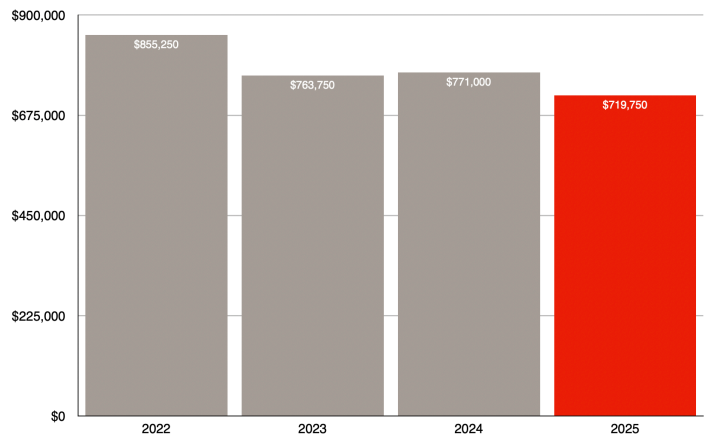


Year-Over-Year

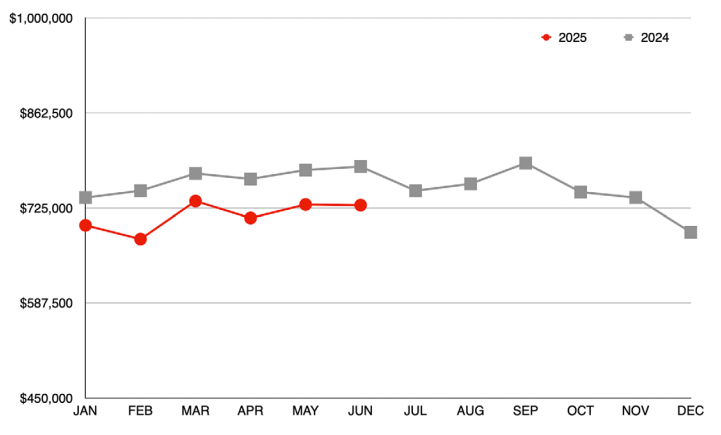


Month-Over-Month 2024 vs. 2025

# MEDIAN SALE PRICE



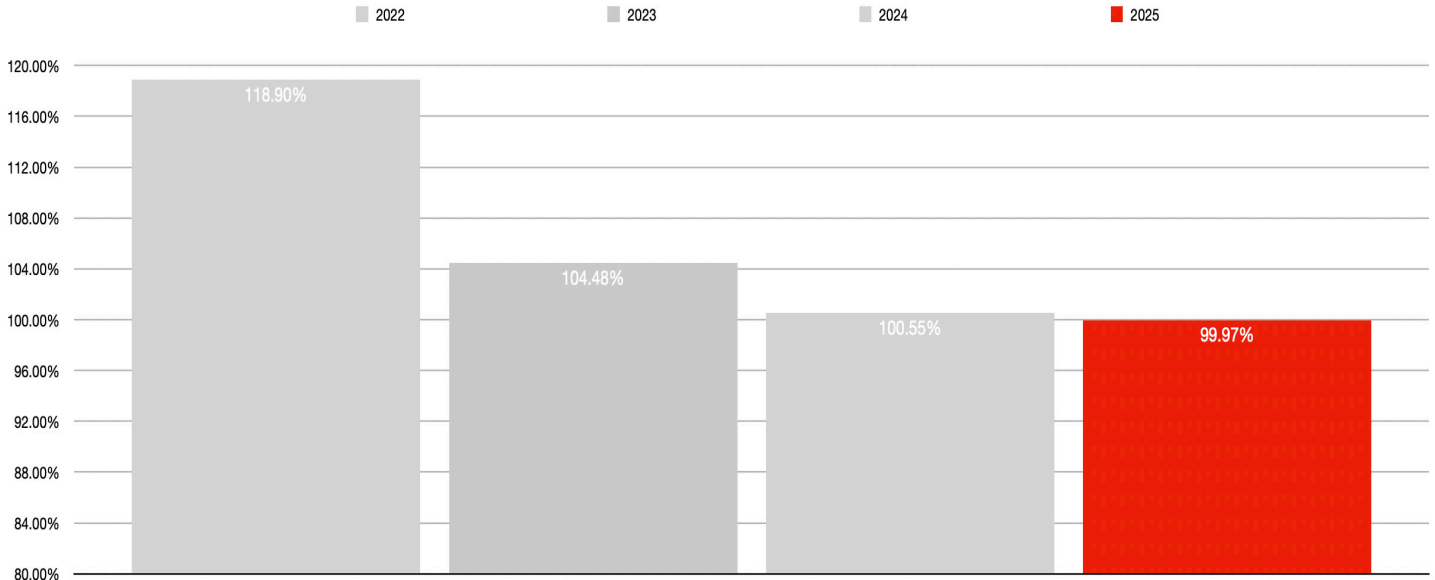
Year-Over-Year



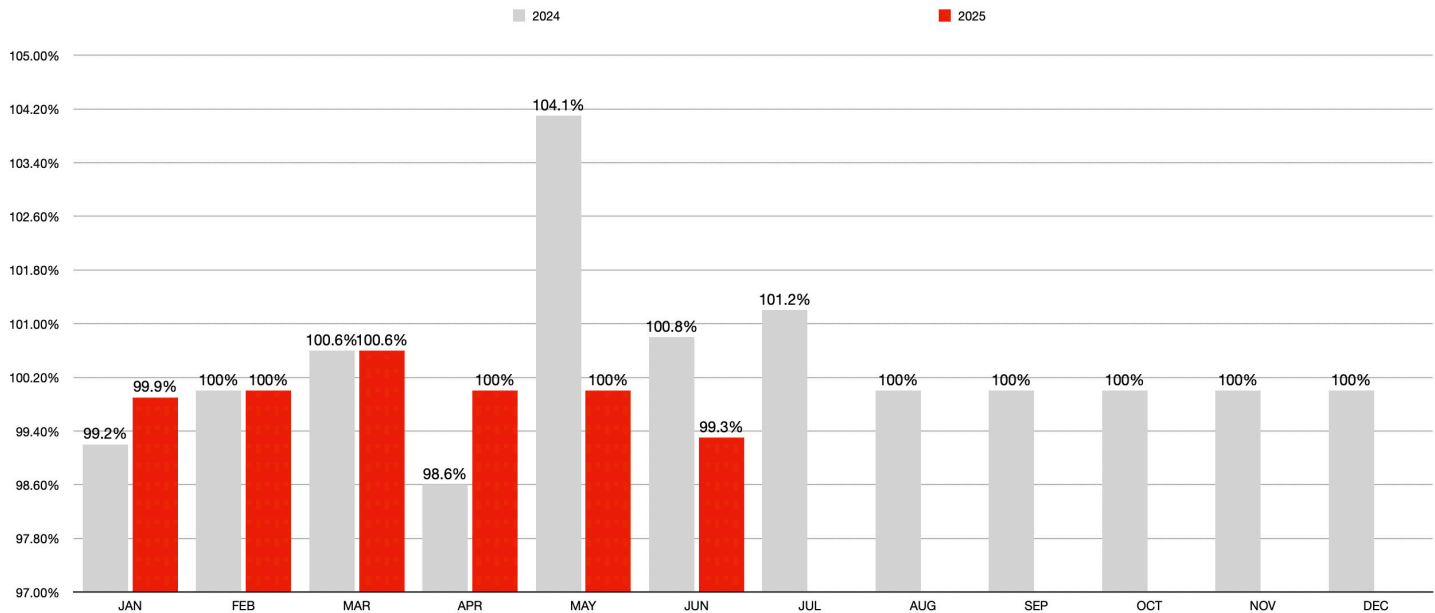
Month-Over-Month 2024 vs. 2025

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

# SALE PRICE VS. LIST PRICE RATIO

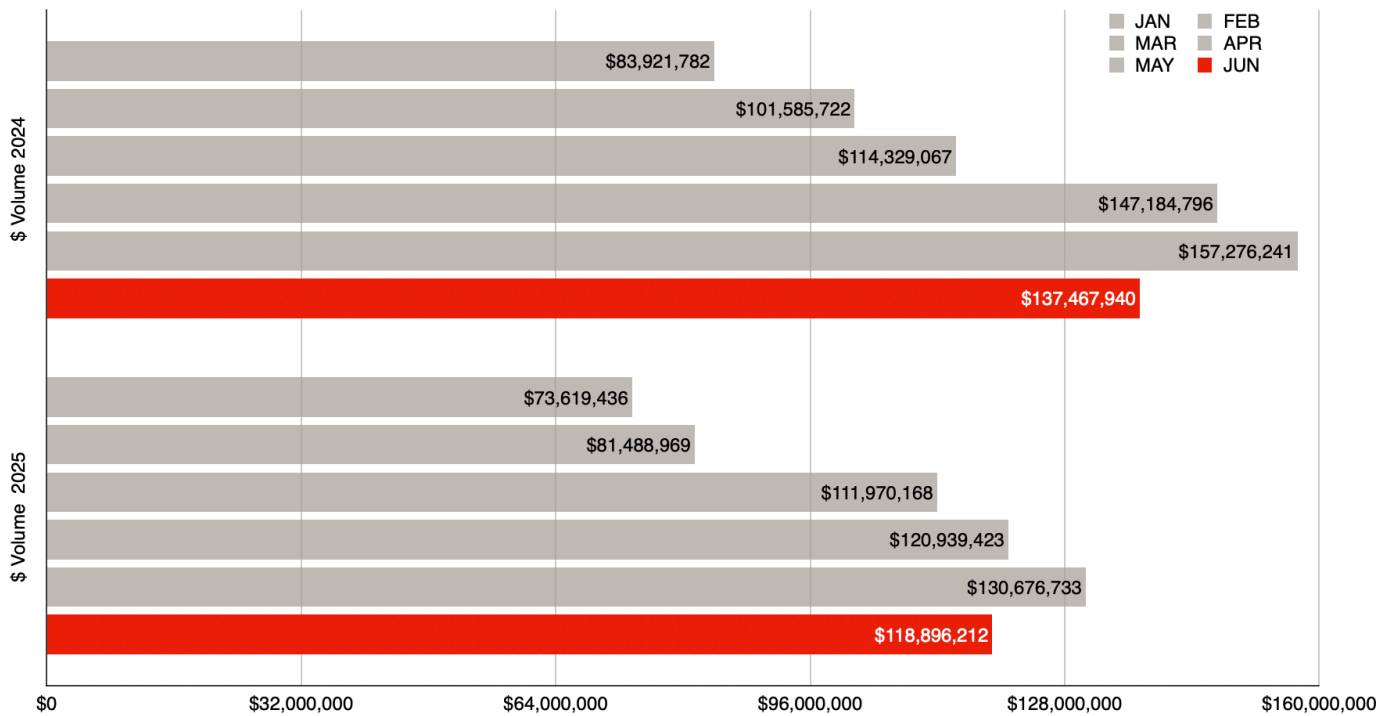


## Year-Over-Year

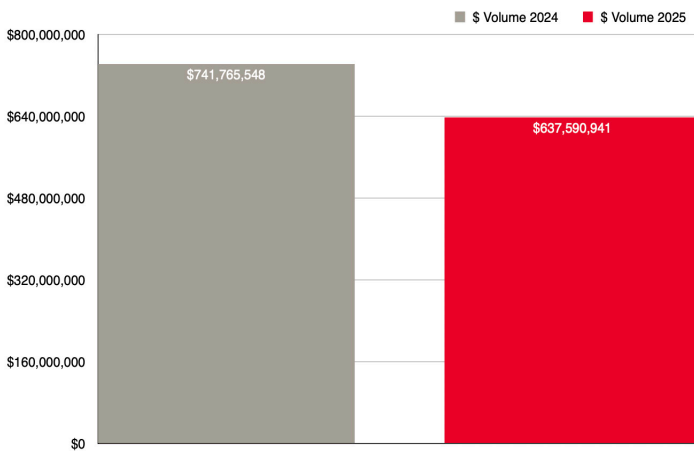


## Month-Over-Month 2024 vs. 2025

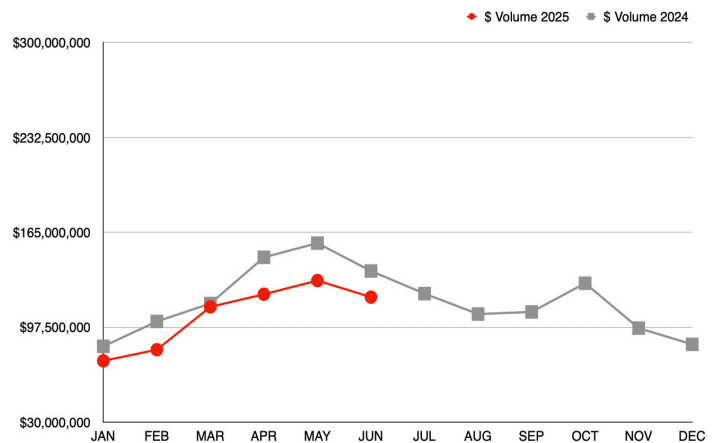
# DOLLAR VOLUME SALES



## Monthly Comparison 2024 vs. 2025

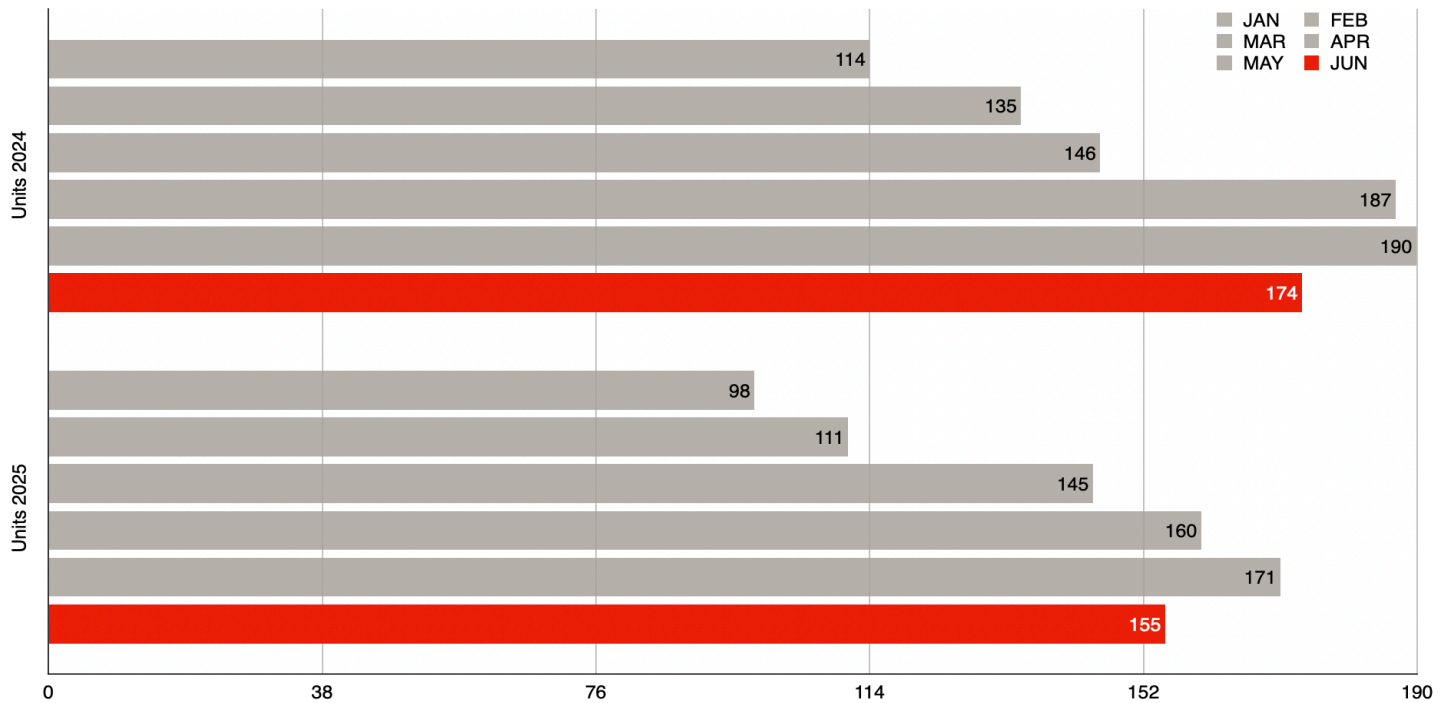


## Yearly Totals 2024 vs. 2025

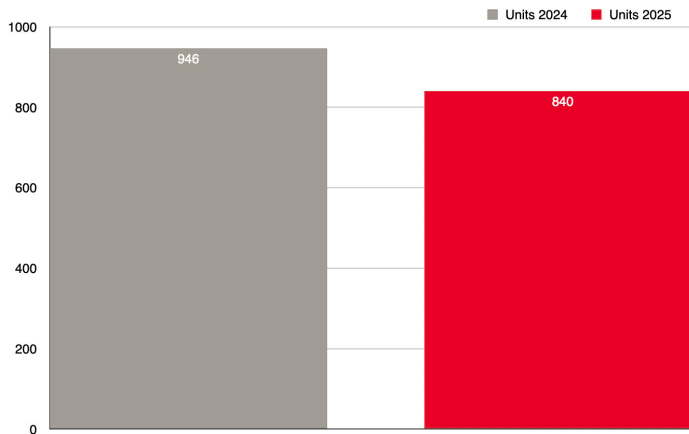


## Month vs. Month 2024 vs. 2025

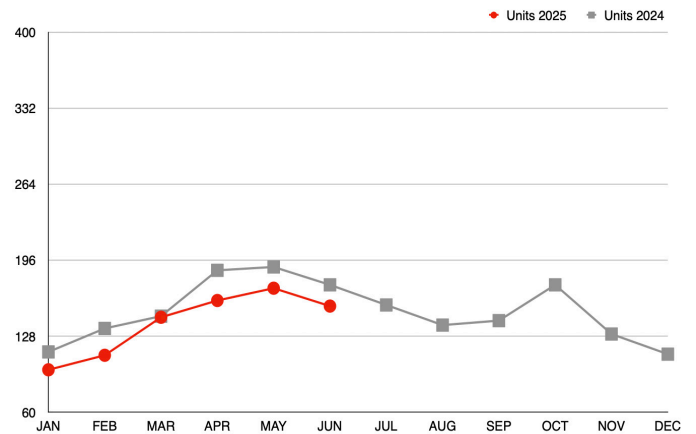
# UNIT VOLUME SALES



Monthly Comparison 2024 vs. 2025



Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

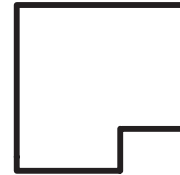
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

YTD Sales Volume	 <b>\$560,438,852</b> -13.67%	 <b>\$75,682,089</b> -17.08%	 <b>\$3,460,500</b> +269.36%
YTD Unit Sales	 <b>702</b> -11.14%	 <b>135</b> -12.34%	 <b>11</b> +175%
YTD Average Sale Price	 <b>\$798,346</b> -2.66%	 <b>\$560,608</b> -5.41%	 <b>\$314,590.91</b> -74.16%
June Sales Volume	 <b>\$107,474,112</b> -10.96%	 <b>\$11,422,100</b> -31.87%	 <b>\$825,000</b> +43.23%
June Unit Sales	 <b>134</b> -8.22%	 <b>21</b> -25%	 <b>1</b> 0%

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