



# 2025 SEPTEMBER 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 September brought stronger momentum, with both prices and sales showing healthy gains. The median sale price rose 4.64% to \$845,000, while the average climbed 13.78% to \$990,318. Sales volume surged 56.45% to \$43.57M, supported by a 37.5% increase in unit sales to 44 transactions. New listings grew 10.31% to 107, while expired listings edged up 15.79% to 22. With a unit sales-to-listings ratio of 41.12%, the market continues to reflect balanced conditions, presenting opportunities for both buyers and sellers.



### September year-over-year sales volume of \$107,703,425

Down -0.62% from 2024's \$108,373,597 with unit sales of 147 up +3.52% from last September. New listings of 377 are down -1.57% from last year's 383, with the sales/listing ratio of 38.99% up -1.



### Year-to-date sales volume of \$961,538,710

Down -10.84% from 2024's \$1,078,396,156 with unit sales of 1292 down -6.51% from 2024's 1382. New listings of 2,968 are down -0.5% from a year ago, with the sales/listing ratio of 43.53% down -2.80%.



### Year-to-date average sale price of \$744,201

Down from \$776,927 one year ago with median sale price of \$700,000 down from \$767,000 a year ago. Average days-on-market of 26, down 4 days from last year.

## SEPTEMBER NUMBERS

Median Sale Price

**\$699,900**

-11.41%

Average Sale Price

**\$732,676**

-4%

Sales Volume

**\$107,703,425**

-0.62%

Unit Sales

**147**

+3.52%

New Listings

**377**

-1.57%

Expired Listings

**48**

-18.64%

Unit Sales/Listings Ratio

**38.99%**

+1.92%

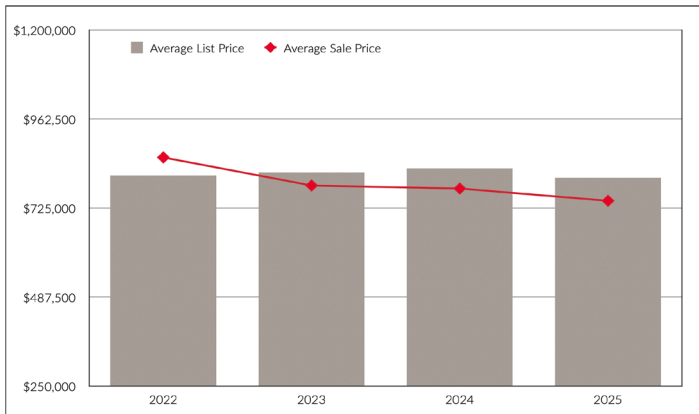
*Year-over-year comparison  
(September 2024 vs. September 2025)*

# THE MARKET IN DETAIL

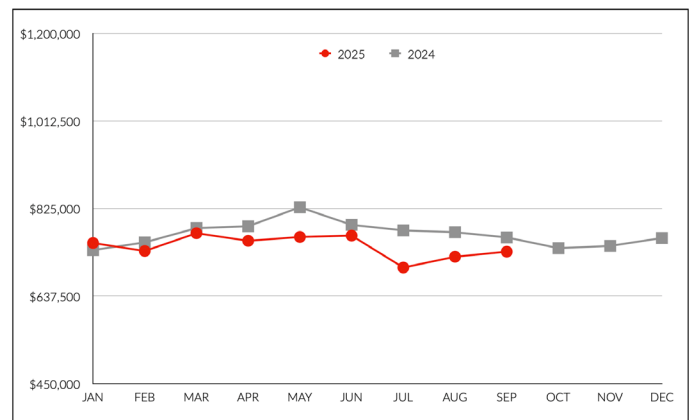
	2023	2024	2025	2024-2025
YTD Volume Sales	\$1,130,216,536	\$1,078,396,156	\$961,538,710	-10.84%
YTD Unit Sales	1,433	1,382	1,292	-6.51%
YTD New Listings	2,436	2,983	2,968	-0.5%
YTD Sales/Listings Ratio	58.83%	46.33%	43.53%	-2.8%
YTD Expired Listings	123	283	300	+6.01%
Monthly Volume Sales	\$98,981,381	\$108,373,597	\$107,703,425	-0.62%
Monthly Unit Sales	133	142	147	+3.52%
Monthly New Listings	339	383	377	-1.57%
Monthly Sales/Listings Ratio	39.23%	37.08%	38.99%	+1.92%
Monthly Expired Listings	26	59	48	-18.64%
YTD Sales: \$0-\$199K	2	2	2	No Change
YTD Sales: \$200k-349K	2	1	15	+1,400%
YTD Sales: \$350K-\$549K	163	150	167	+11.33%
YTD Sales: \$550K-\$749K	546	579	596	+2.94%
YTD Sales: \$750K-\$999K	542	490	371	-24.29%
YTD Sales: \$1M-\$2M	178	155	133	-14.19%
YTD Sales: \$2M+	10	10	5	-50%
YTD Average Days-On-Market	18.22	30.33	26.11	-13.92%
YTD Average Sale Price	\$784,936	\$776,927	\$744,201	-4.21%
YTD Median Sale Price	\$750,000	\$767,000	\$700,000	-8.74%

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

# AVERAGE SALE PRICE

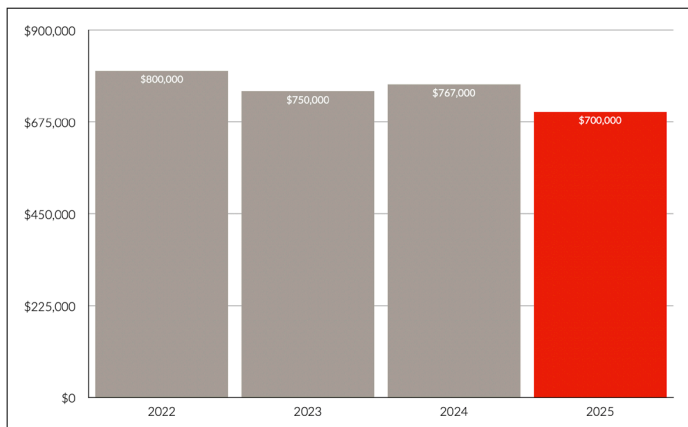


Year-Over-Year

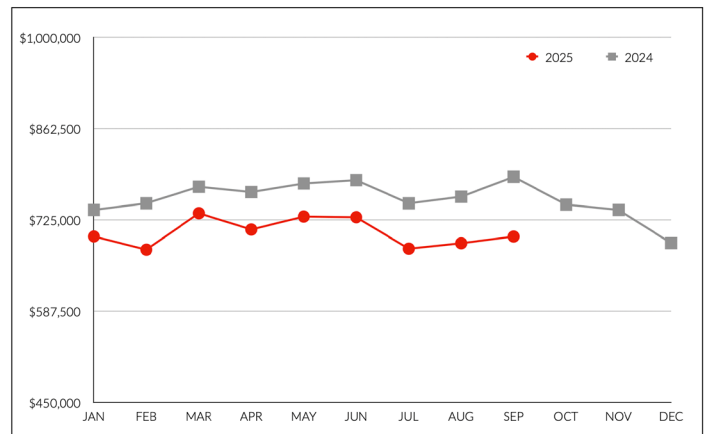


Month-Over-Month 2024 vs. 2025

# MEDIAN SALE PRICE



Year-Over-Year

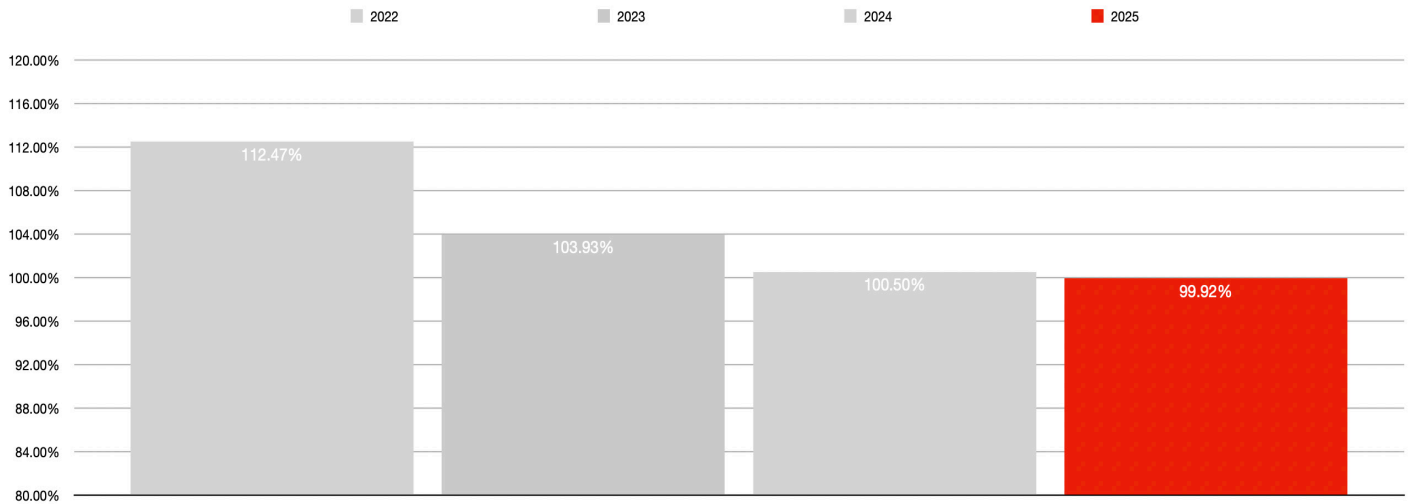


Month-Over-Month 2024 vs. 2025

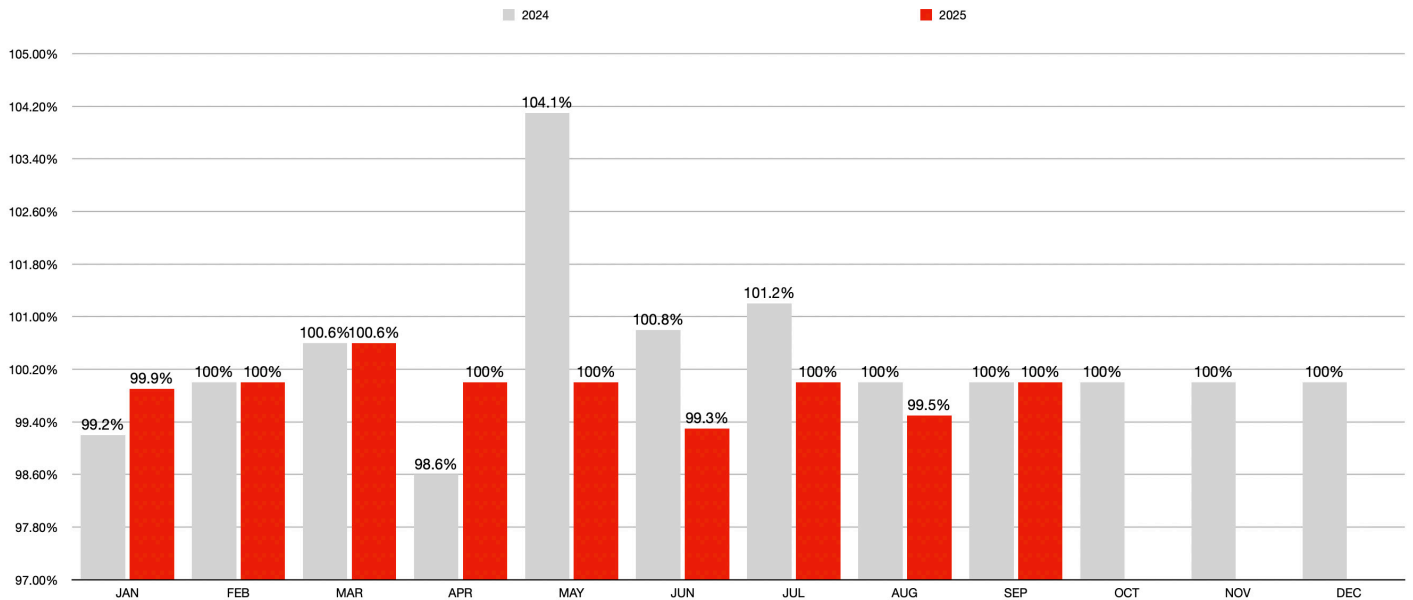
\* Median sale price is based on residential sales (including freehold and condominiums).



# SALE PRICE VS. LIST PRICE RATIO

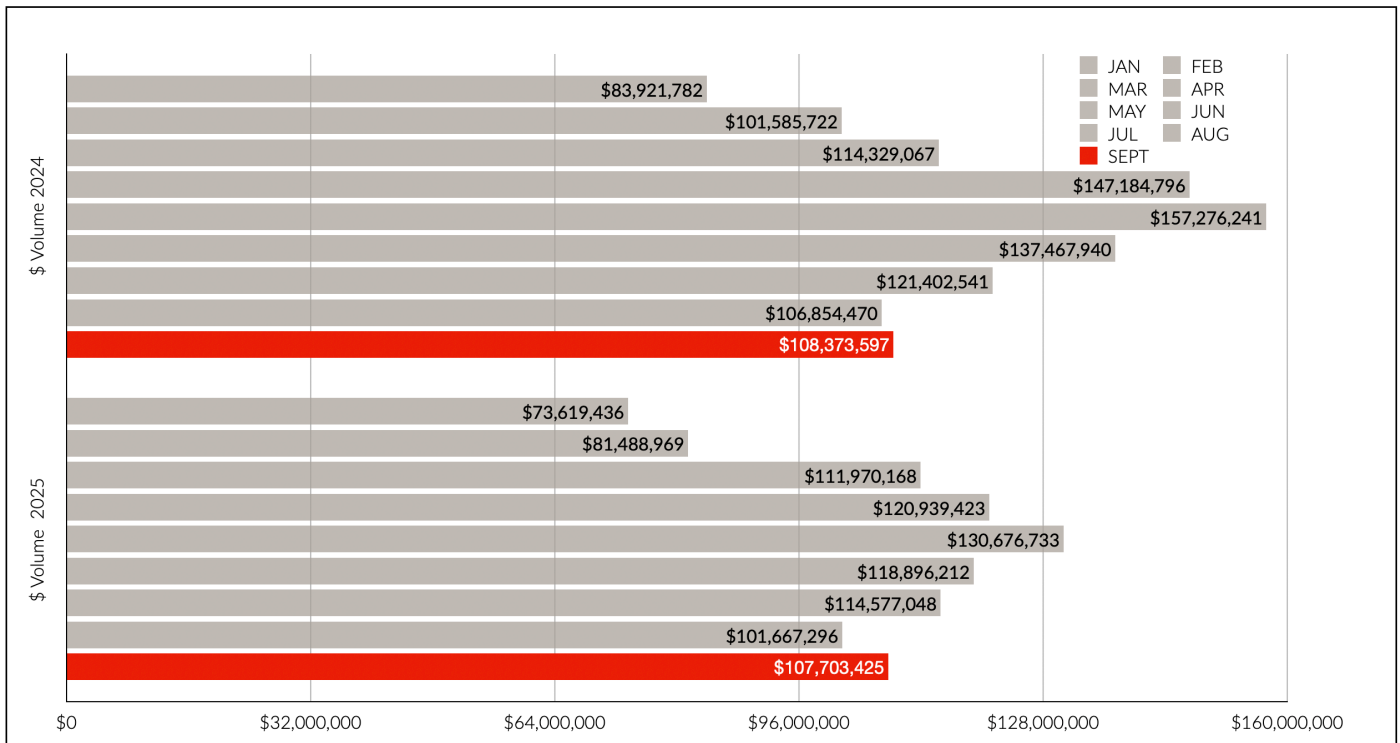


## Year-Over-Year

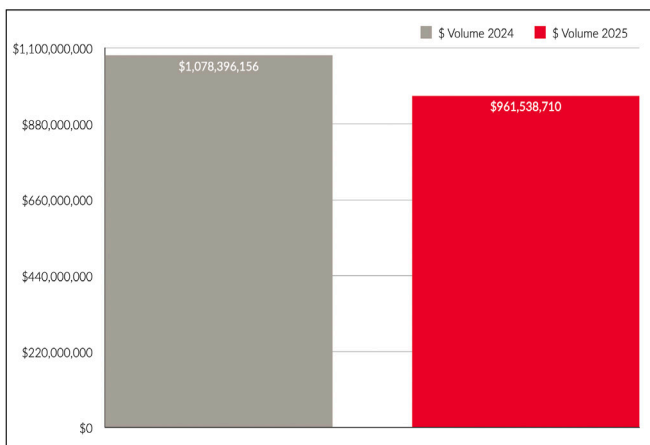


## Month-Over-Month 2024 vs. 2025

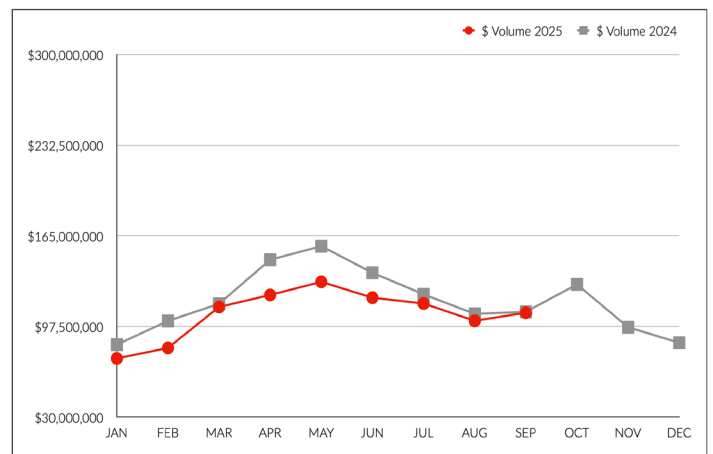
# DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

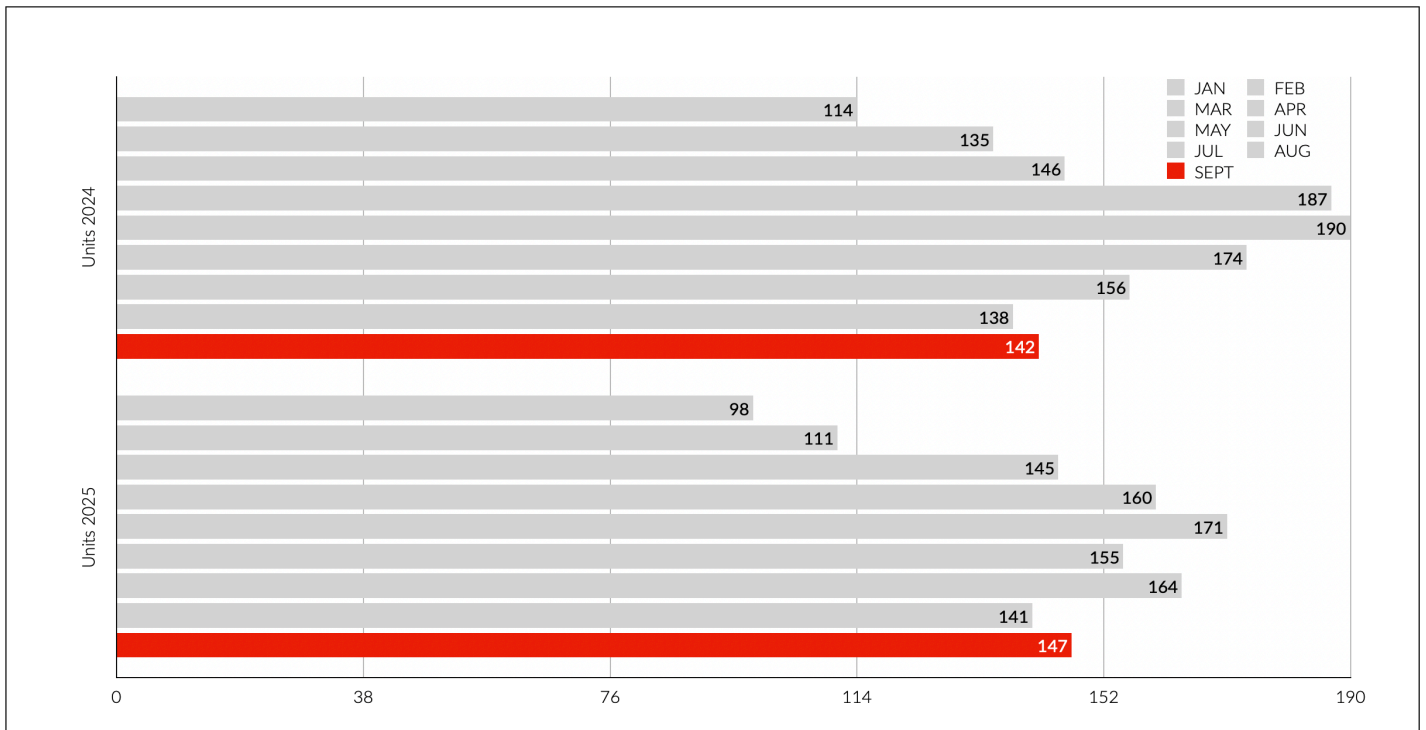


Yearly Totals 2024 vs. 2025

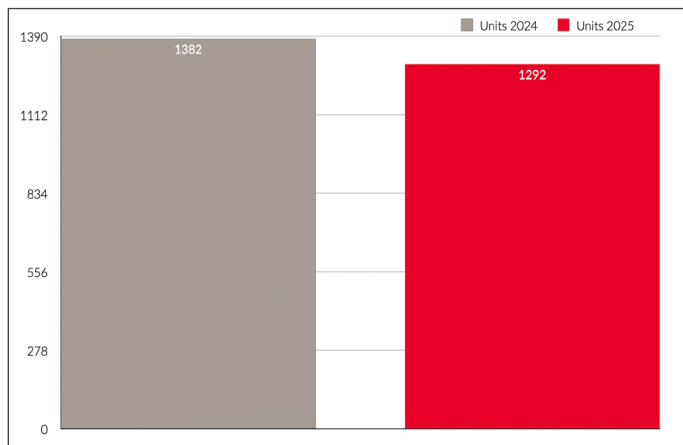


Month vs. Month 2024 vs. 2025

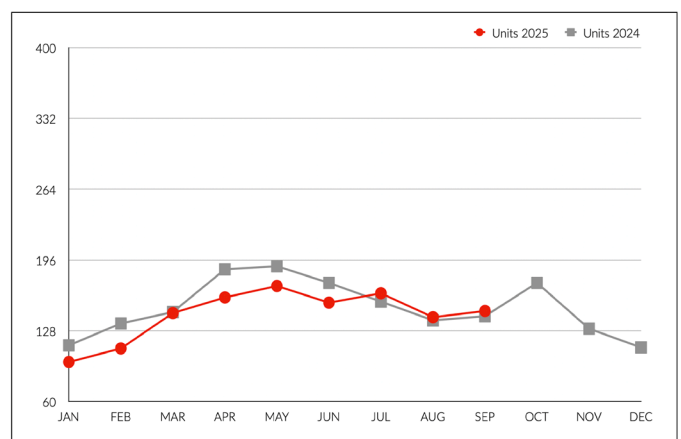
# UNIT VOLUME SALES



Monthly Comparison 2024 vs. 2025



Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

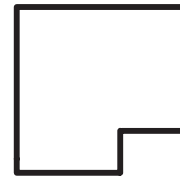
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

YTD Sales Volume	 <b>\$848,058,147</b> -10.32%	 <b>\$109,950,563</b> -15.92%	 <b>\$5,570,000</b> +34.35%
YTD Unit Sales	 <b>1089</b> -5.8%	 <b>197</b> -11.66%	 <b>16</b> +128.57%
YTD Average Sale Price	 <b>\$778,749</b> -1.78%	 <b>\$558,125</b> -4.82%	 <b>\$348,125.00</b> -67.36%
September Sales Volume	 <b>\$97,361,025</b> +0.49%	 <b>\$10,342,400</b> -4.22%	 <b>4,500\$</b> +100%
September Unit Sales	 <b>129</b> +6.61%	 <b>18</b> -10%	 <b>1</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 September 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/](https://royalcity.com/market-update/)