

2026 OCTOBER

CAMBRIDGE

Real Estate Market Report

ROYAL LEPAGE® 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 August be occasional discrepancies or errors in the data.

OVERVIEW

BALANCED MARKET

Cambridge remained in balanced market territory through October, with the year-to-date sales-to-listings ratio sitting at 46.83%, above the 39% threshold. October pricing softened year over year, as the median sale price declined 2.28% to $663,500, while the average sale price decreased 3.90% to $697,617. Sales activity also slowed, with sales volume falling 27.18% to $85.11M and unit sales declining 24.22% to 122 transactions. New listings decreased 25.97% to 228, while expired listings dropped 35.71% to 27, reflecting reduced inventory activity. With the monthly sales-to-listings ratio improving to 53.51%, Cambridge continued to show balanced market conditions through October despite softer sales activity.

October year-over-year sales volume of $85,109,320

Down 27.18% from 2025's $116,874,383 with unit sales of 122 down 24.22% from last October's 161. New listings of 228 are down 25.97% from a year ago, with the sales/listings ratio of 53.51% up from 52.27% last year.

Year-to-date sales volume of $927,999,378

Down 14.14% from 2025's $1,080,792,694 with unit sales of 1,307 down 10.11% from 2025's 1,454. New listings of 2,791 are down 14.99% from a year ago, with the sales/listings ratio of 46.83% up from 44.29% last year.

Year-to-date average sale price of $706,988

Down from $743,131 one year ago, with a median sale price of $657,969 down from $699,950 one year ago. Average days-on-market of approximately 33 is up 6 days from last year.

OCTOBER NUMBERS

Median Sale Price
$663,500
-2.28%

Average Sale Price
$697,617
-3.9%

Sales Volume
$85,109,320
-27.18%

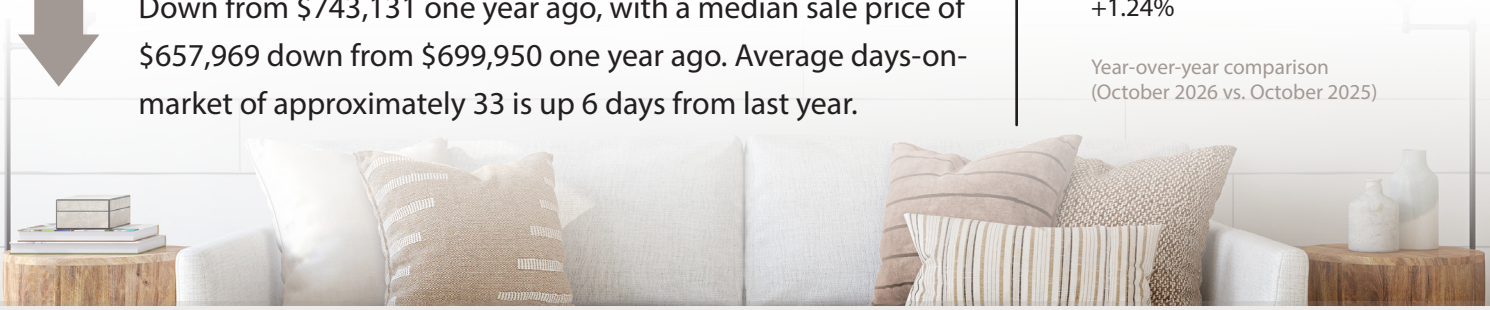
Unit Sales
122
-24.22%

New Listings
228
-25.97%

Expired Listings
27
-35.71%

Unit Sales/Listings Ratio
53.51%
+1.24%

Year-over-year comparison
(October 2026 vs. October 2025)

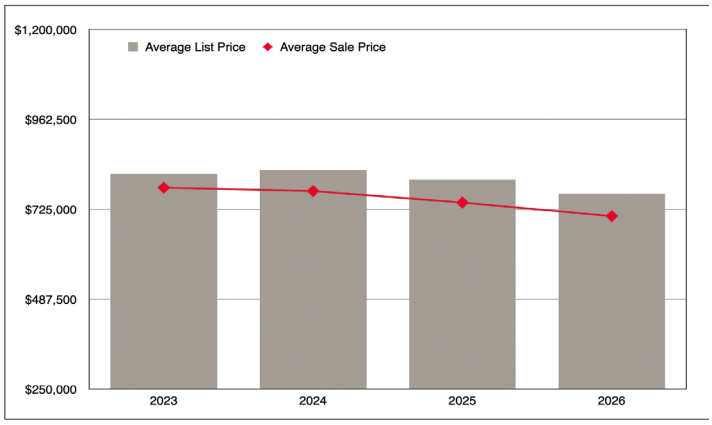


THE MARKET IN DETAIL

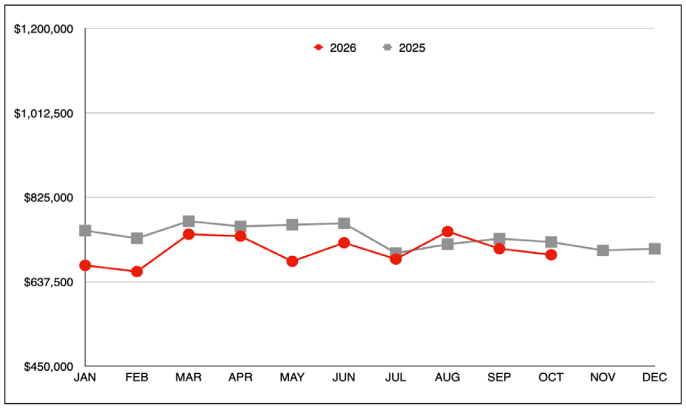
	2024	2025	2026	2025-2026
YTD Volume Sales	$1,207,184,592	$1,080,792,694	$927,999,378	-14.14%
YTD Unit Sales	1,556	1,454	1,307	-10.11%
YTD New Listings	3,288	3,283	2,791	-14.99%
YDT Sales/Listings Ratio	47.32%	44.29%	46.83%	+5.74%
YTD Expired Listings	309	342	328	-4.09%
Monthly Volume Sales	$128,788,436	$116,874,383	$85,109,320	-27.18%
Monthly Unit Sales	174	161	122	-24.22%
Monthly New Listings	305	308	228	-25.97%
Monthly Sales/Listings Ratio	57.05%	52.27%	53.51%	+2.36%
Monthly Expired Listings	26	42	27	-35.71%
YTD Sales: $0-$199K	2	0	3	N/A
YTD Sales: $200k-349K	3	19	38	+100%
YTD Sales: $350K-$549K	168	191	248	+29.84%
YTD Sales: $550K-$749K	660	670	566	-15.52%
YTD Sales: $750K-$999K	546	424	337	-20.52%
YTD Sales: $1M-$2M	172	144	101	-29.86%
YTD Sales: $2M+	10	6	14	+133.33%
YTD Average Days-On-Market	30.00	26.50	32.90	+24.15%
YTD Average Sale Price	$773,251	$743,131	$706,988	-4.86%
YTD Median Sale Price	$763,500	$699,950	$657,969	-6%

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

AVERAGE SALE PRICE

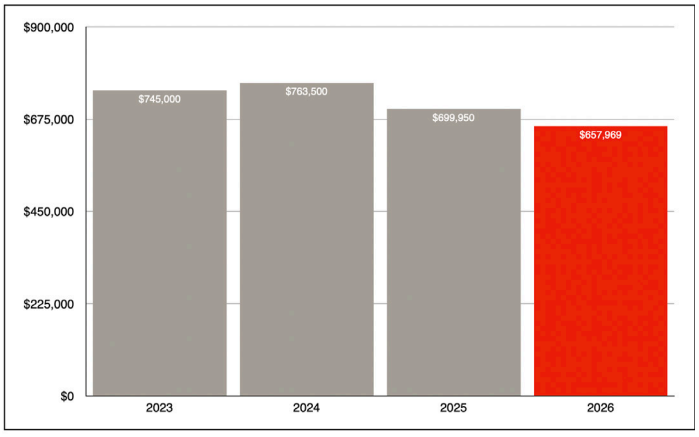


Year-Over-Year

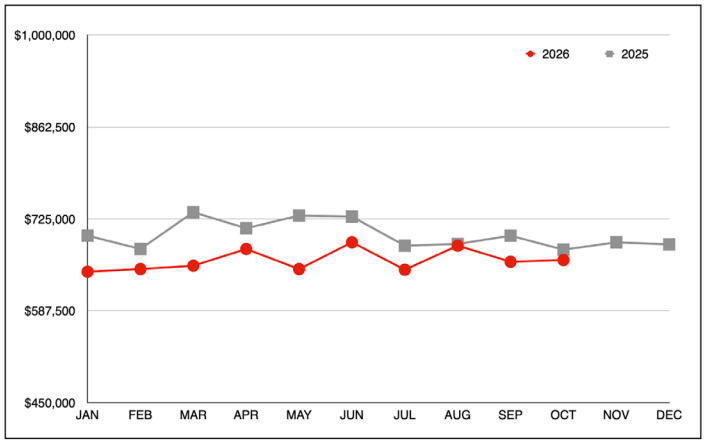


Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE



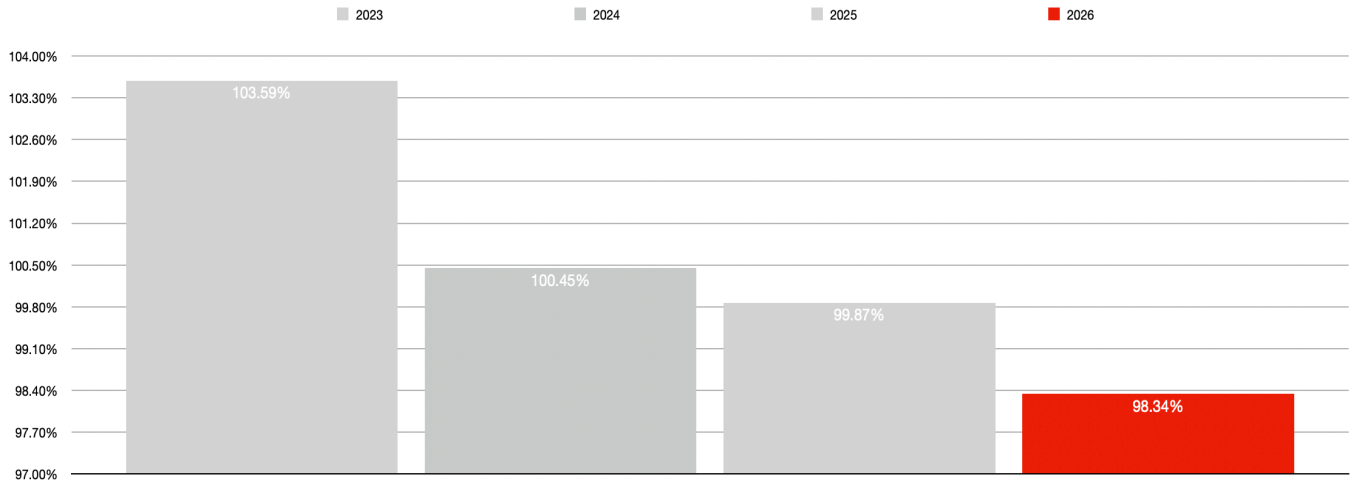
Year-Over-Year



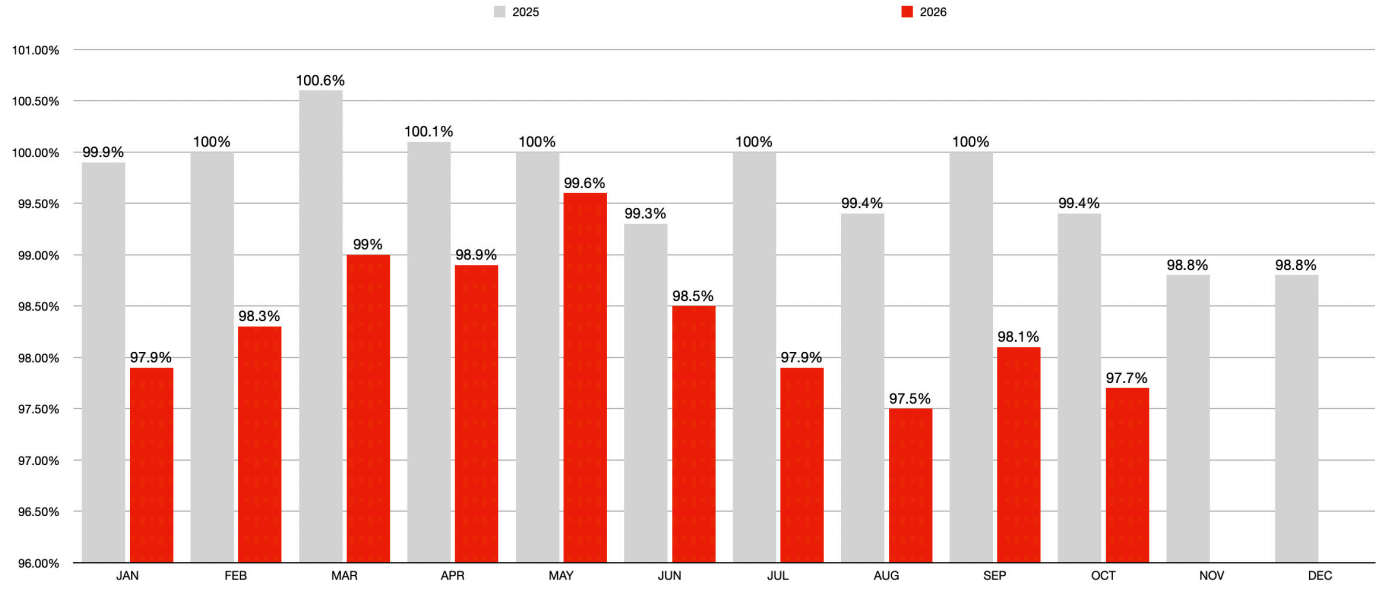
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. LIST PRICE RATIO

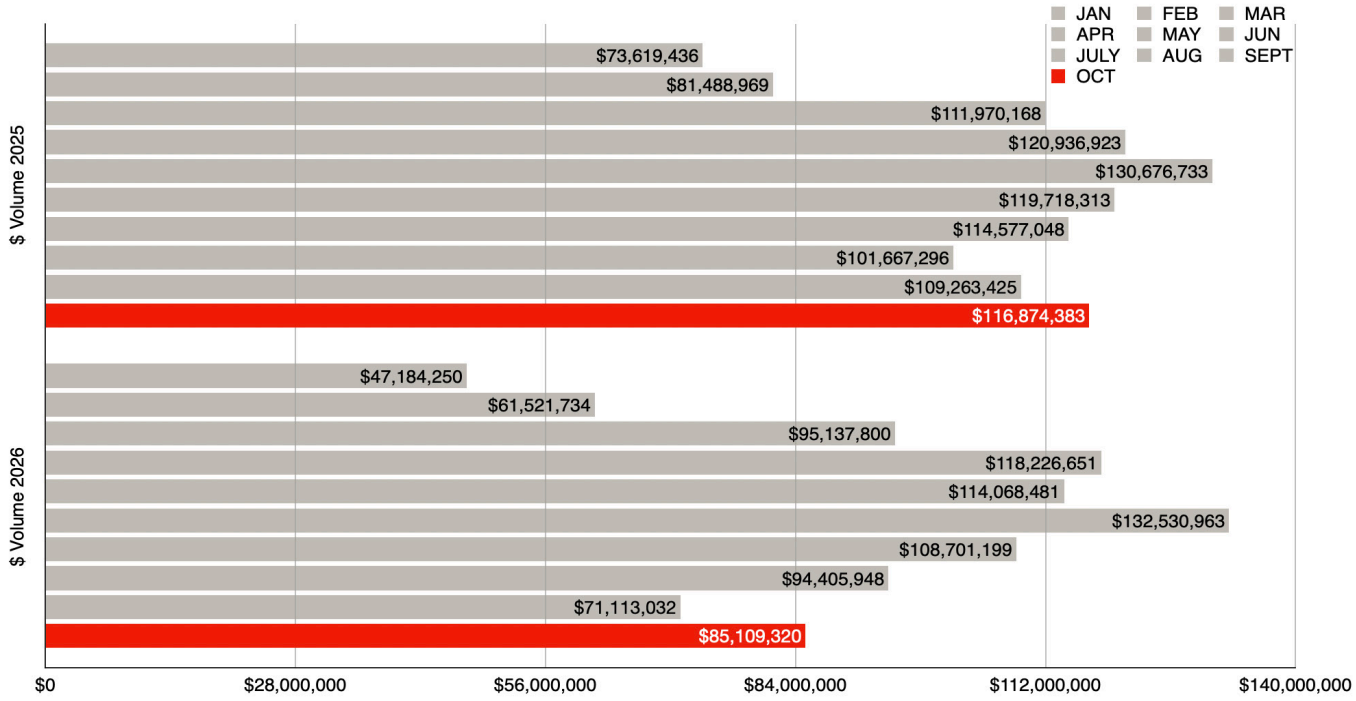


Year-Over-Year

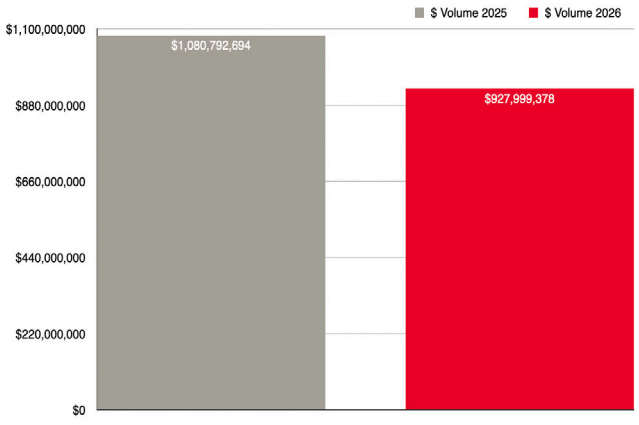


Month-Over-Month 2025 vs. 2026

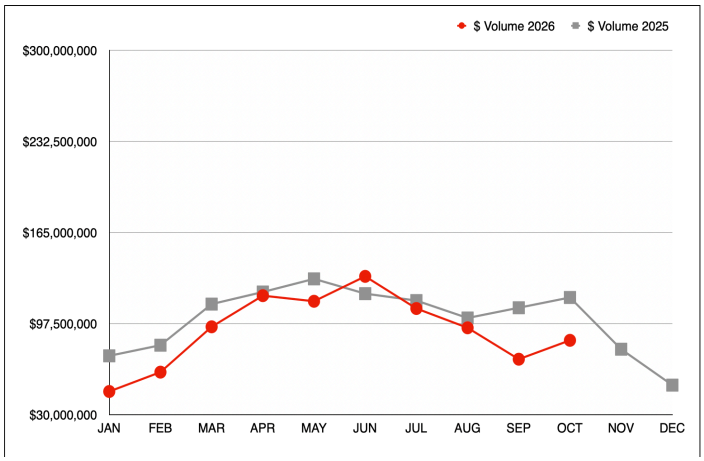
DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

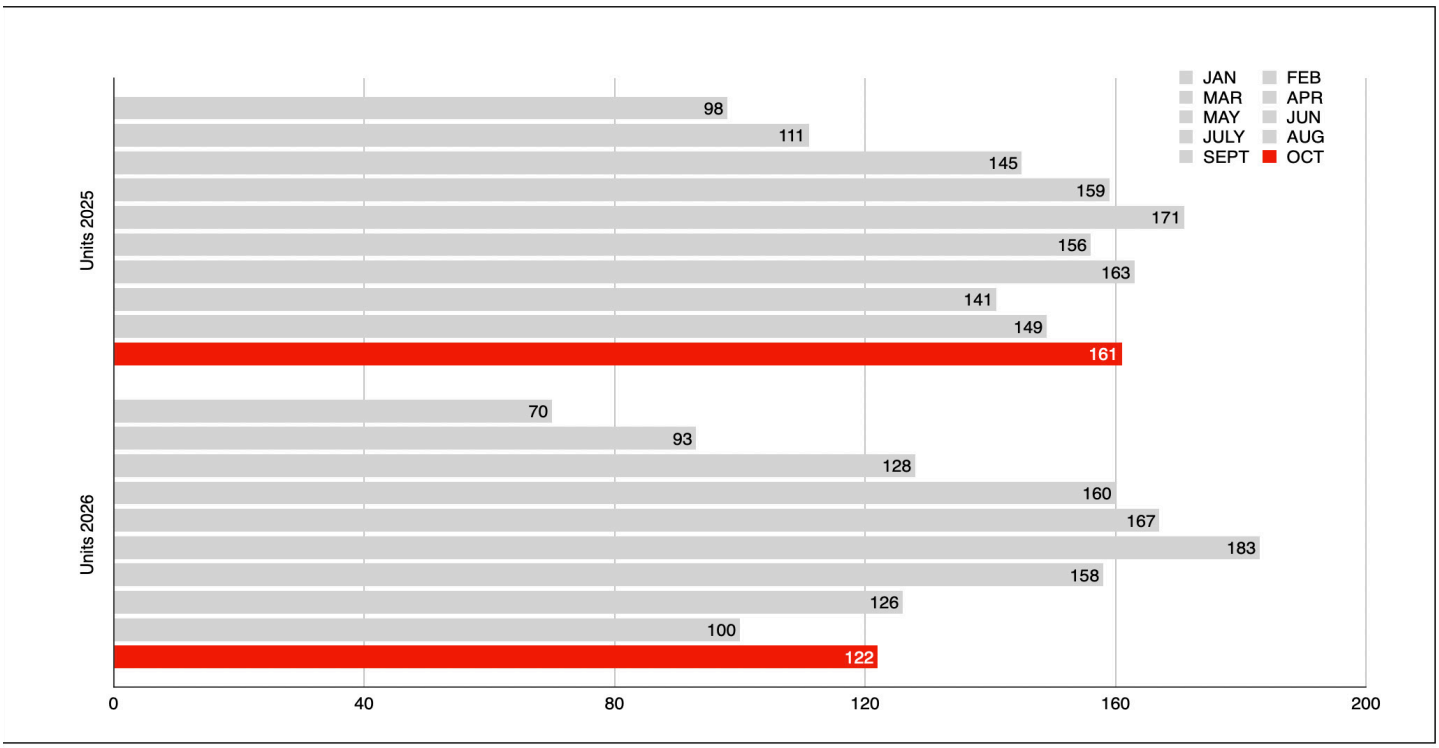


Yearly Totals 2025 vs. 2026

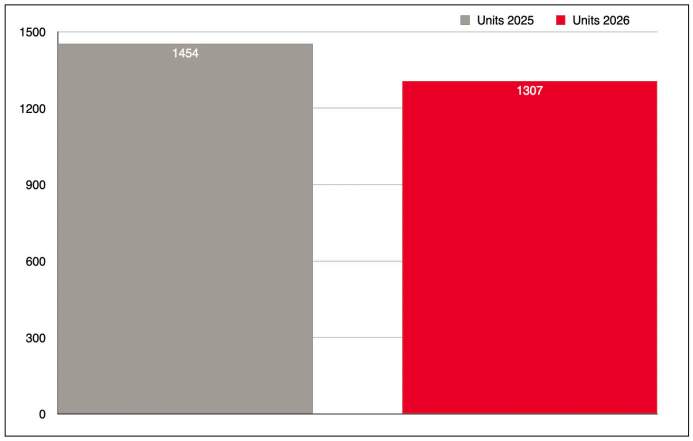


Month vs. Month 2025 vs. 2026

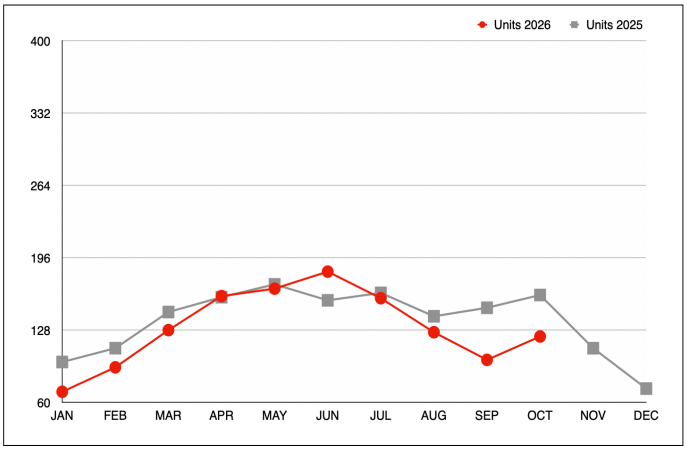
UNIT SALES



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	$842,242,534 -12.56%	$86,932,143 -24.78%	$20,253,903 +216.71%
YTD Unit Sales	1127 -9.19%	178 -15.24%	15 -11.76%
YTD Average Sale Price	$747,331 -3.72%	$488,383 -11.26%	$1,350,260.20 +258.94%
October Sales Volume	$78,273,121 -29.31%	$6,702,499 +8.94%	$0 -100%
October Unit Sales	108 -26.53%	13 -7.14%	0 -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 October 31, 2026.

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

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 supressed, 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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