2026 SEPTEMBER

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 September, with the year-to-date sales-to-listings ratio sitting at 46.23%, above the 39% threshold. September pricing softened year over year, as the median sale price declined 5.57% to $660,938, while the average sale price decreased 3.02% to $711,130. Sales activity slowed, with sales volume falling 34.92% to $71.11M and unit sales declining 32.89% to 100 transactions. New listings decreased 21.64% to 297, while expired listings increased 25% to 60, indicating continued competition among sellers. Although the monthly sales-to-listings ratio dropped to 33.67%, the year-to-date ratio remains above the balanced market threshold, keeping Cambridge in balanced market territory overall.

September year-over-year sales volume of $71,113,032

Down 34.92% from 2025's $109,263,425 with unit sales of 100 down 32.89% from last September's 149. New listings of 297 are down 21.64% from a year ago, with the sales/listing ratio of 33.67% down 5.64%.

Year-to-date sales volume of $842,890,058

Down 12.56% from 2025's $963,918,311 with unit sales of 1,185 down 8.35% from 2025's 1,293. New listings of 2,563 are down 13.85% from a year ago, with the sales/listing ratio of 46.23% up 6.38%.

Year-to-date average sale price of $708,029

Down from $745,043 one year ago, with median sale price of $655,000 down from $700,000 one year ago. Average days-on-market of 33 is up approximately 7 days from last year.

SEPTEMBER NUMBERS

Median Sale Price
$660,938
-5.57%

Average Sale Price
$711,130
-3.02%

Sales Volume
$71,113,032
-34.92%

Unit Sales
100
-32.89%

New Listings
297
-21.64%

Expired Listings
60
+25%

Unit Sales/Listings Ratio
33.67%
-5.64%

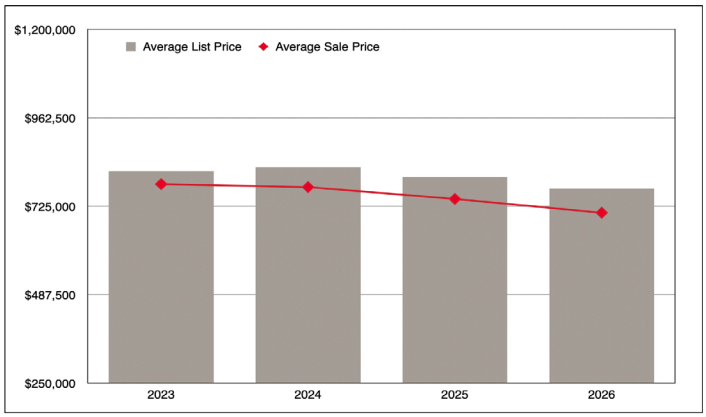
Year-over-year comparison
(September 2026 vs. September 2025)

THE MARKET IN DETAIL

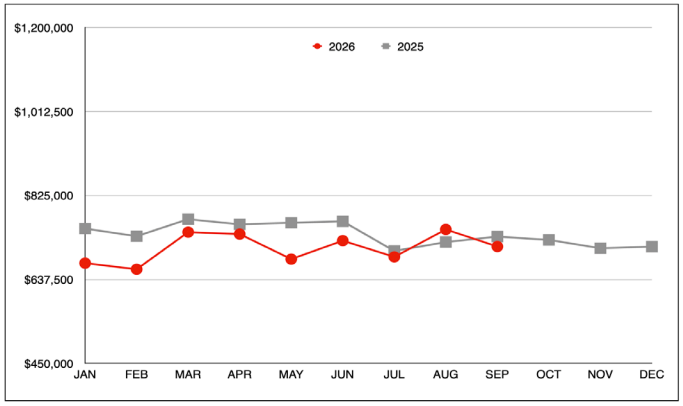
	2024	2025	2026	2025-2026
YTD Volume Sales	$1,078,396,156	$963,918,311	$842,890,058	-12.56%
YTD Unit Sales	1,382	1,293	1,185	-8.35%
YTD New Listings	2,983	2,975	2,563	-13.85%
YTD Sales/Listings Ratio	46.33%	43.46%	46.23%	+6.38%
YTD Expired Listings	283	300	301	+0.33%
Monthly Volume Sales	$108,373,597	$109,263,425	$71,113,032	-34.92%
Monthly Unit Sales	142	149	100	-32.89%
Monthly New Listings	383	379	297	-21.64%
Monthly Sales/Listings Ratio	37.08%	39.31%	33.67%	-14.36%
Monthly Expired Listings	59	48	60	+25%
YTD Sales: $0-$199K	2	0	2	N/A
YTD Sales: $200k-349K	1	15	34	+126.67%
YTD Sales: $350K-$549K	150	167	219	+31.14%
YTD Sales: $550K-$749K	579	598	520	-13.04%
YTD Sales: $750K-$999K	490	375	304	-18.93%
YTD Sales: $1M-$2M	155	133	93	-30.08%
YTD Sales: $2M+	10	5	13	+160%
YTD Average Days-On-Market	30.33	26.22	32.78	+25%
YTD Average Sale Price	$776,927	$745,043	$708,029	-4.97%
YTD Median Sale Price	$767,000	$700,000	$655,000	-6.43%

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

AVERAGE SALE PRICE

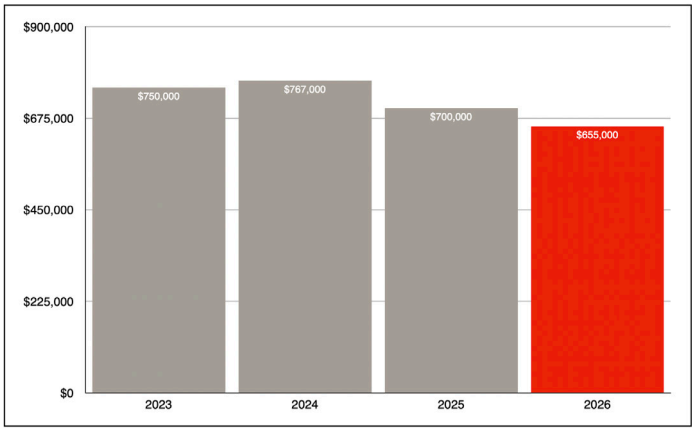


Year-Over-Year

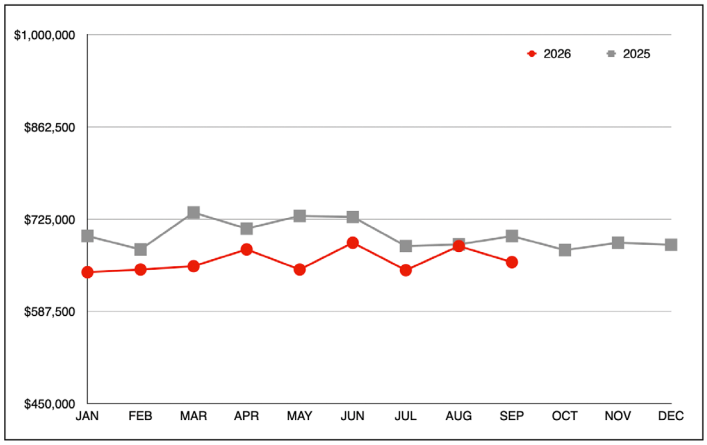


Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE



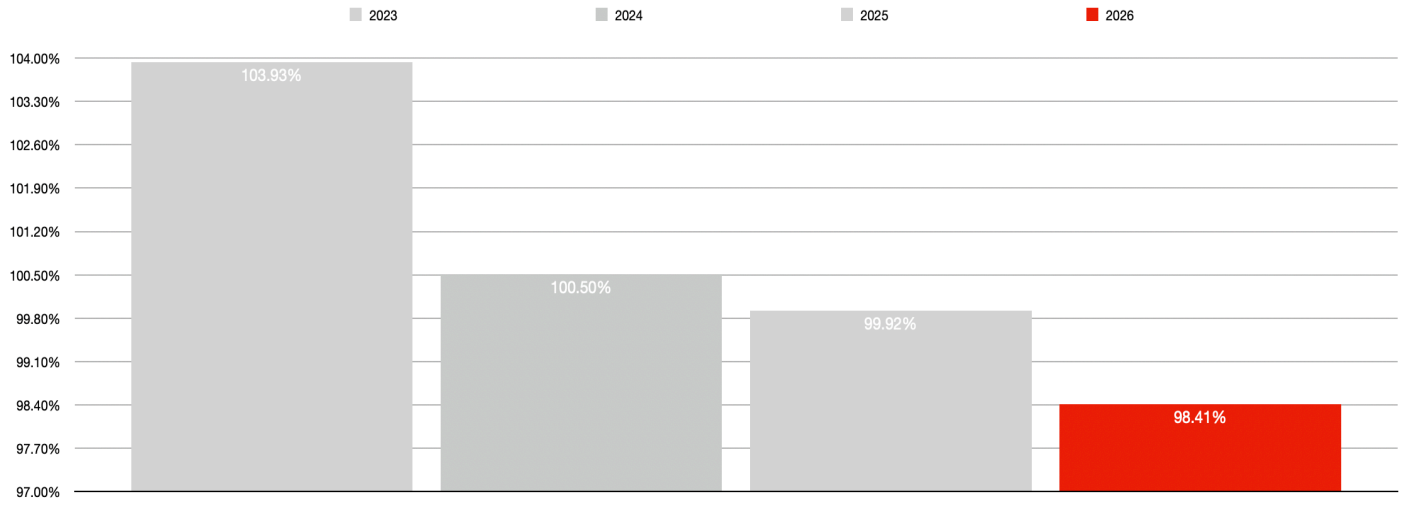
Year-Over-Year



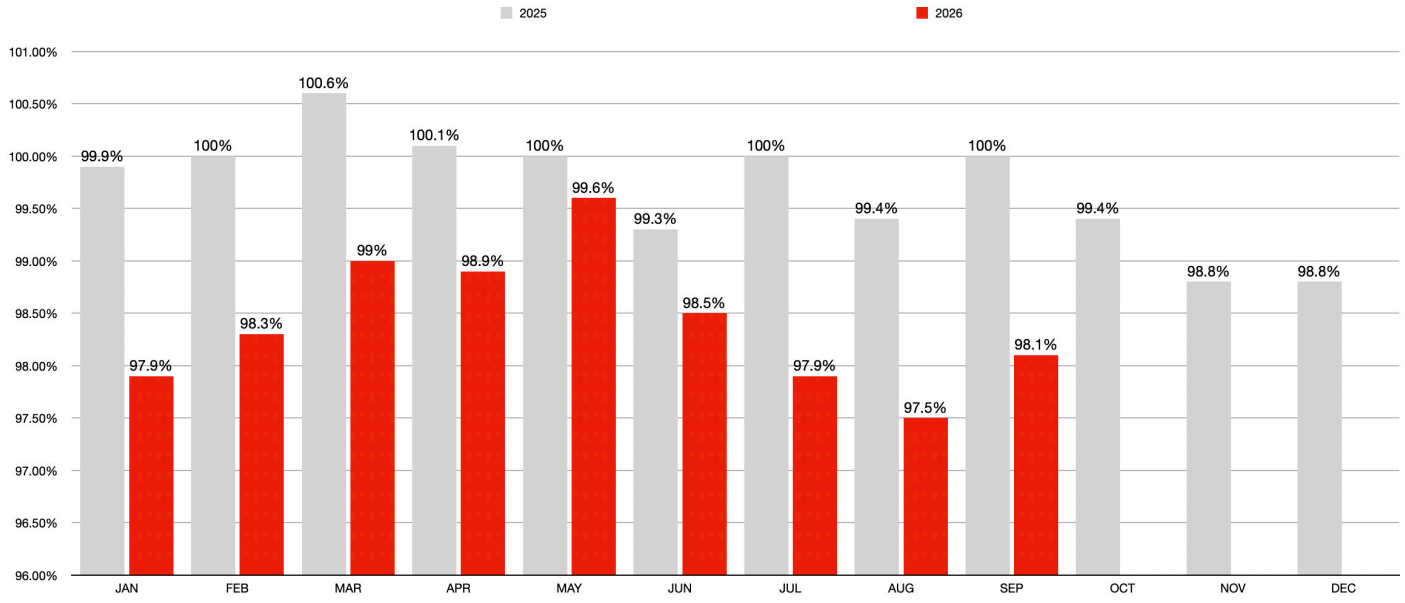
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. LIST PRICE RATIO

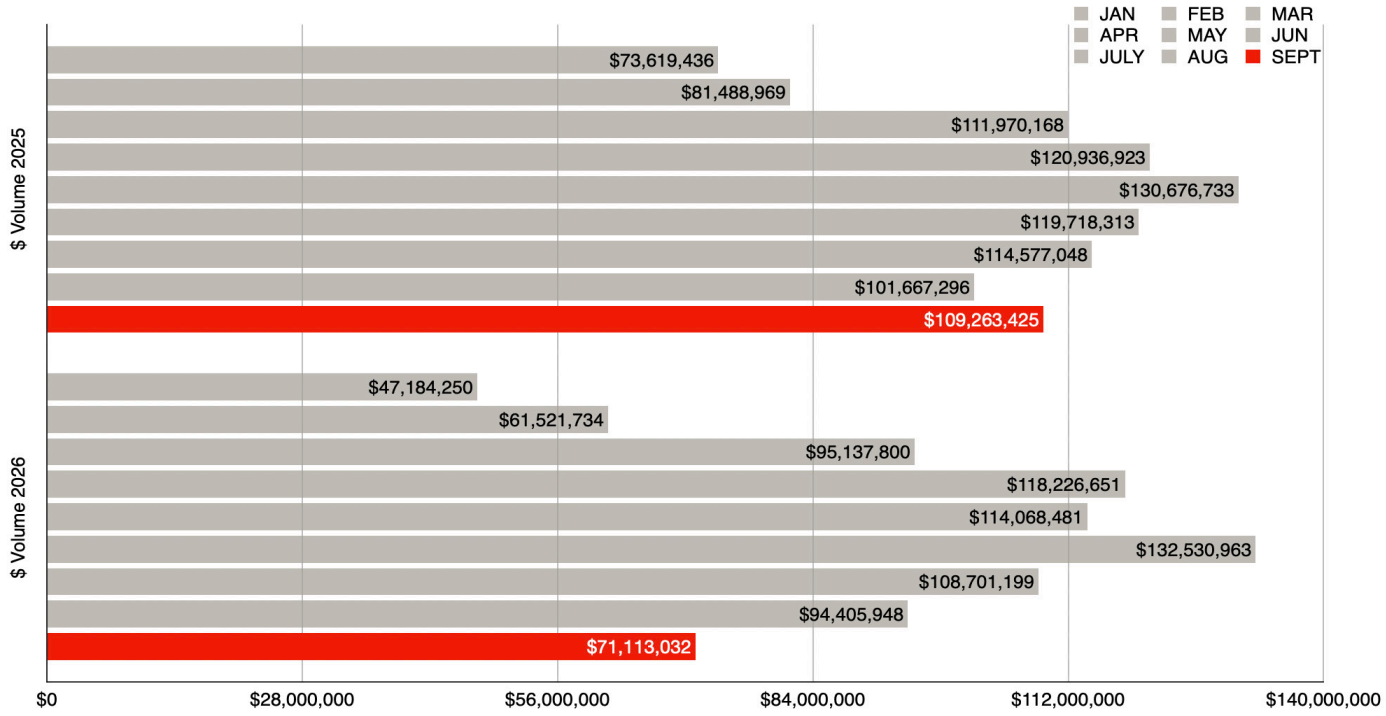


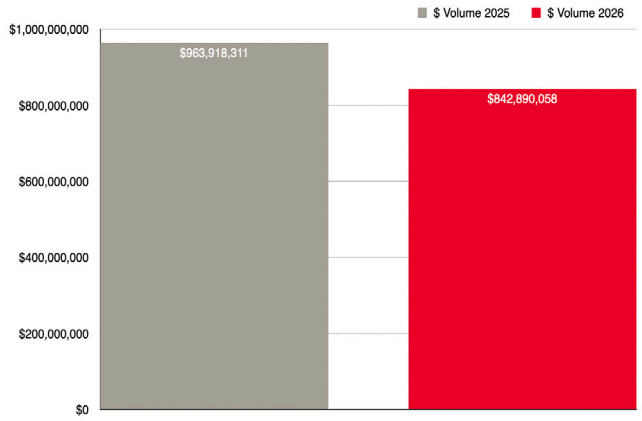
Year-Over-Year



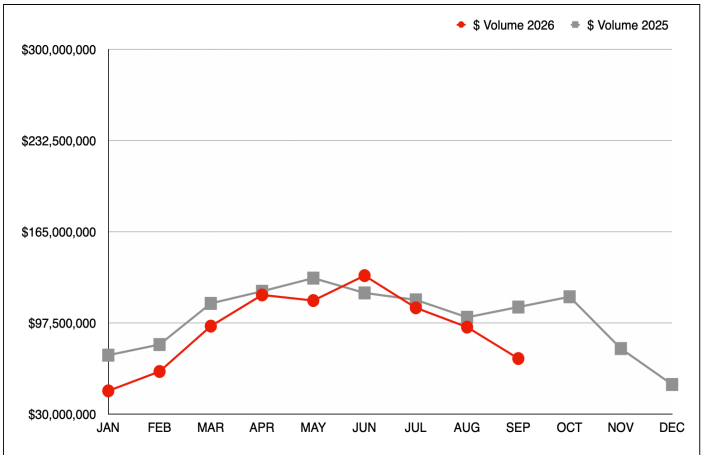
Month-Over-Month 2025 vs. 2026

DOLLAR VOLUME SALES



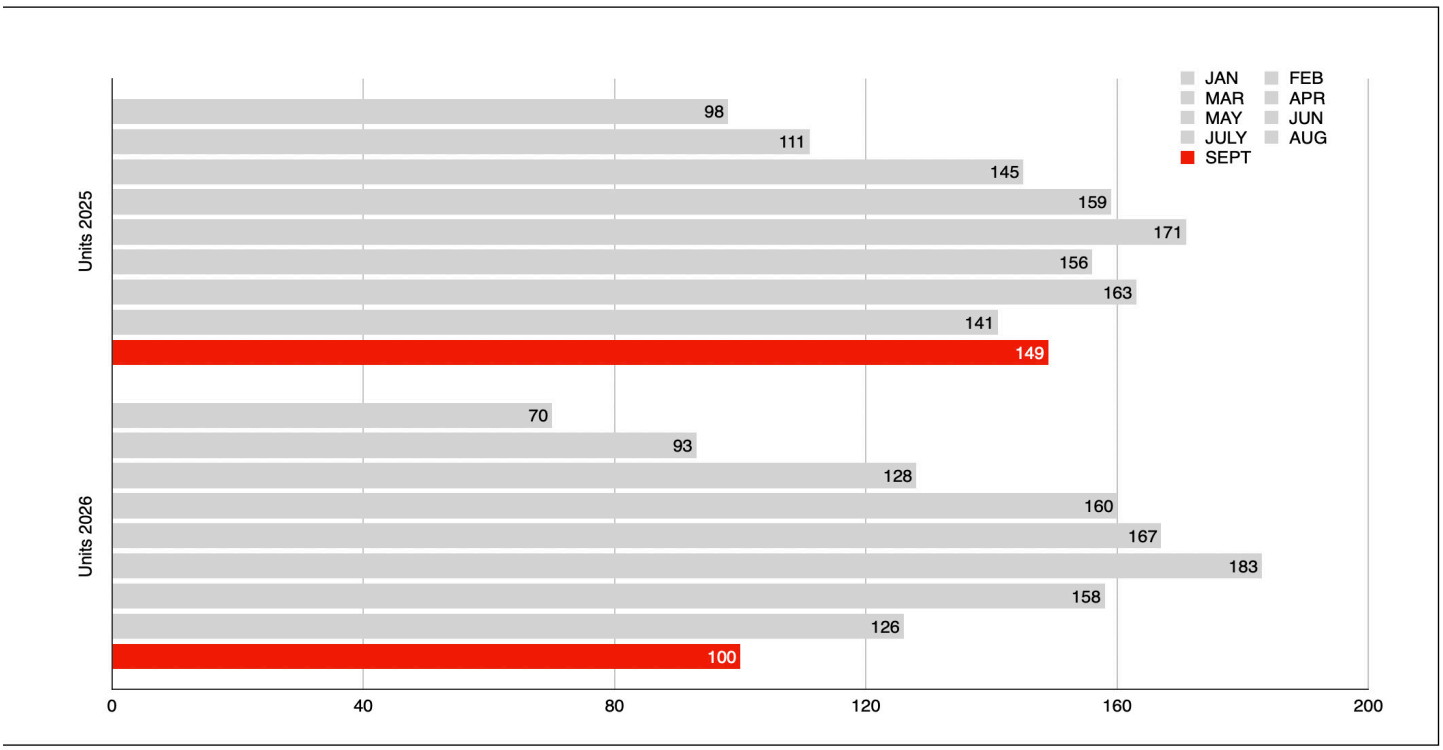


Yearly Totals 2025 vs. 2026

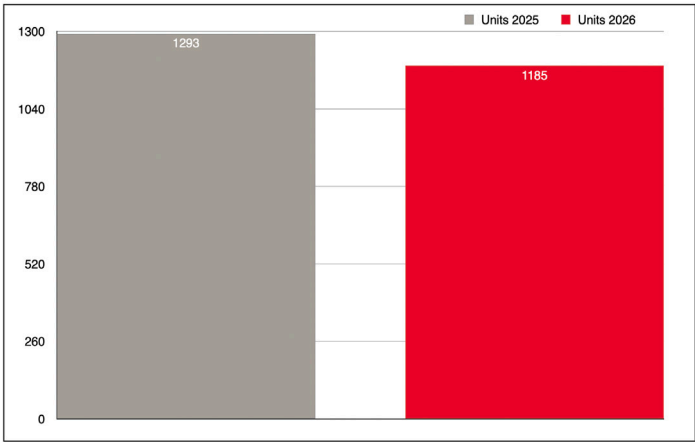


Month vs. Month 2025 vs. 2026

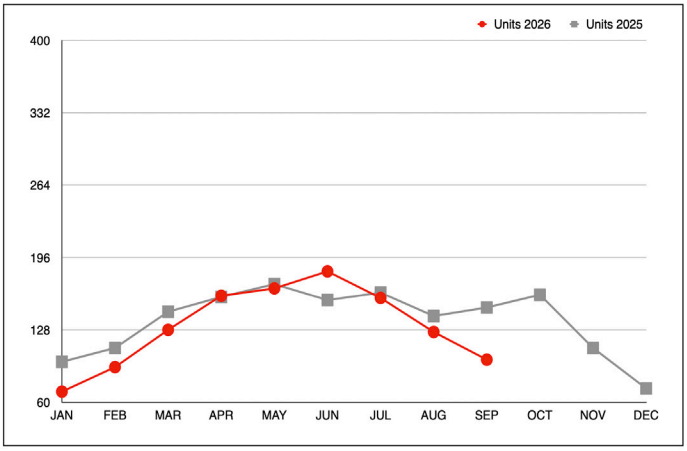
UNIT SALES



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	↓ $763,969,413 -10.39%	↓ $80,229,644 -26.68%	↑ $20,253,903 +263.62%
YTD Unit Sales	↓ 1019 -6.86%	↓ 165 -15.82%	↓ 15 -6.25%
YTD Average Sale Price	↓ $749,725 -3.79%	↓ $486,240 -12.9%	↑ $1,350,260.20 +287.87%
September Sales Volume	↓ $64,788,032 -34.51%	↓ $6,265,000 -39.39%	↑ $854,101 +18,880.02%
September Unit Sales	↓ 87 -33.59%	↓ 12 -33.33%	↑ 2 +100%

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

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 30, 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 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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