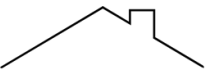




2025 MARCH CAMBRIDGE Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE


SHELLEY LORENZ
REAL ESTATE

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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 remained balanced in March, with slight declines in pricing and sales alongside a surge in new listings. The median sale price dipped 4.52% to \$740,000, while the average sale price saw a modest 0.78% decrease to \$776,960. Unit sales held relatively steady at 144 transactions, down 1.37%, while sales volume declined 2.14% to \$111.88M. Meanwhile, new listings jumped 25.37%, increasing inventory, while expired listings dropped by 28.57%. With the unit sales-to-listings ratio at 42.86%, the market is offering more opportunities for buyers as conditions remain balanced.



March year-over-year sales volume of \$111,882,168

Down 2.14% from 2024's \$114,329,067 with unit sales of 144 down 1.37% from last March's 146. New listings of 336 are up 25.37% from last year's 268, with the sales/listing ratio of 42.86% down 11.62%.



Year-to-date sales volume of \$265,775,073

Down 11.36% from 2024's \$299,836,571 with unit sales of 352 down 10.89% from 2024's 395. New listings of 789 are up 16.89% from a year ago, with the sales/listing ratio of 44.61% down 13.91%.



Year-to-date average sale price of \$752,723

Down from \$757,240 one year ago with median sale price of \$700,000 down from \$750,000 a year ago. Average days-on-market of 26, down 11 days from last year.

MARCH NUMBERS

Median Sale Price

\$740,000

-4.52%

Average Sale Price

\$776,960

-0.78%

Sales Volume

\$111,882,168

-2.14%

Unit Sales

144

-1.37%

New Listings

336

+25.37%

Expired Listings

15

-28.57%

Unit Sales/Listings Ratio

42.86%

-11.62%

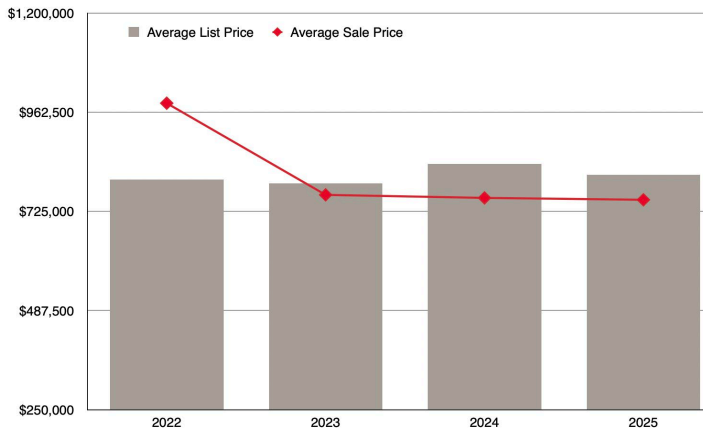
Year-over-year comparison
(March 2024 vs. March 2025)

THE MARKET IN DETAIL

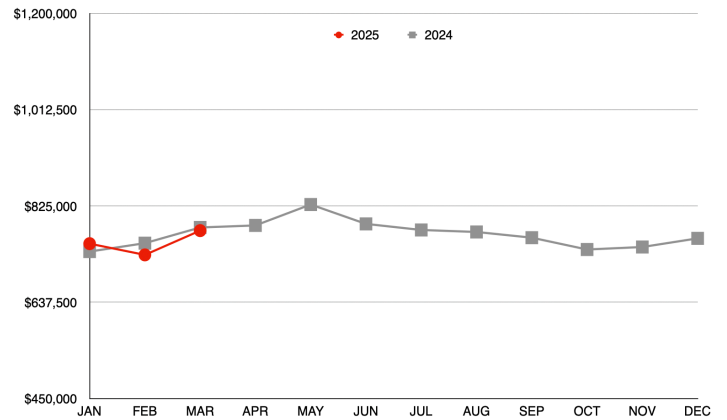
	2023	2024	2025	2024-2025
YTD Volume Sales	\$268,315,629	\$299,836,571	\$265,775,073	-11.36%
YTD Unit Sales	354	395	352	-10.89%
YTD New Listings	536	675	789	+16.89%
YTD Sales/Listings Ratio	66.04%	58.52%	44.61%	-13.91%
YTD Expired Listings	45	74	68	-8.11%
Monthly Volume Sales	\$118,734,036	\$114,329,067	\$111,882,168	-2.14%
Monthly Unit Sales	161	146	144	-1.37%
Monthly New Listings	205	268	336	+25.37%
Monthly Sales/Listings Ratio	78.54%	54.48%	42.86%	-11.62%
Monthly Expired Listings	11	21	15	-28.57%
YTD Sales: \$0-\$199K	0	2	2	No Change
YTD Sales: \$200k-349K	1	1	2	+100%
YTD Sales: \$350K-\$549K	54	37	50	+35.14%
YTD Sales: \$550K-\$749K	146	181	151	-16.57%
YTD Sales: \$750K-\$999K	121	134	110	-17.91%
YTD Sales: \$1M-\$2M	32	39	38	-2.56%
YTD Sales: \$2M+	4	2	1	-50%
YTD Average Days-On-Market	21.67	43.00	26.67	-37.98%
YTD Average Sale Price	\$764,558	\$757,240	\$752,723	-0.6%
YTD Median Sale Price	\$711,000	\$750,000	\$700,000	-6.67%

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

AVERAGE SALE PRICE

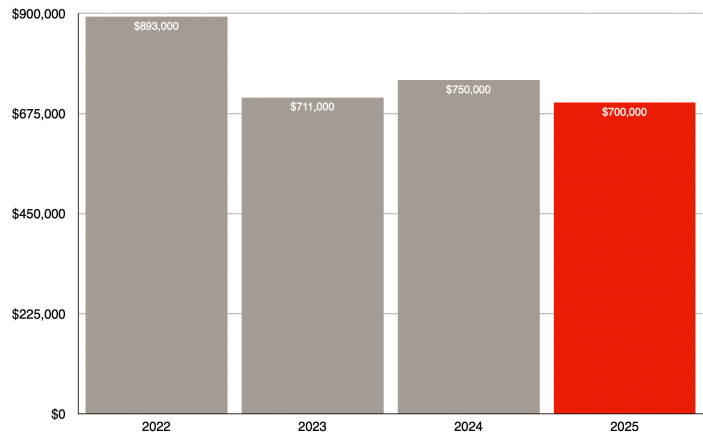


Year-Over-Year

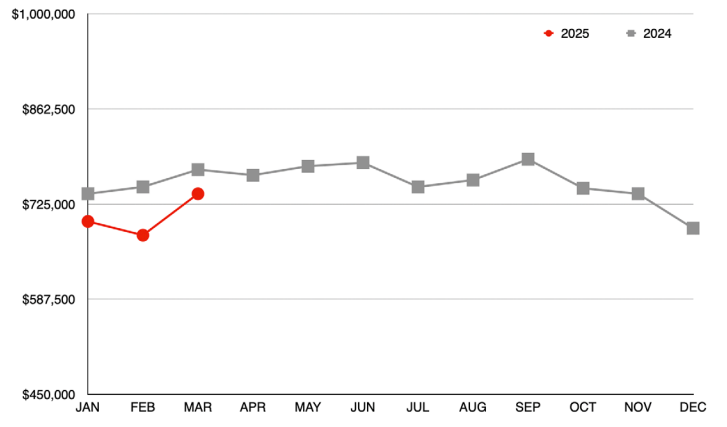


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



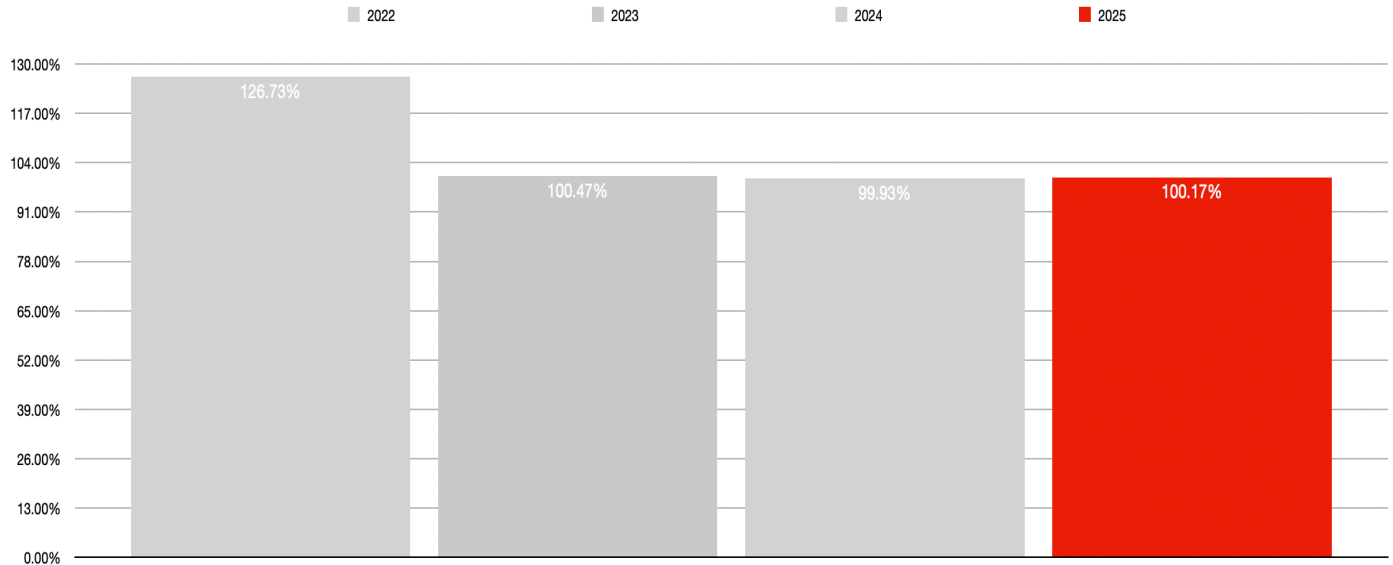
Year-Over-Year



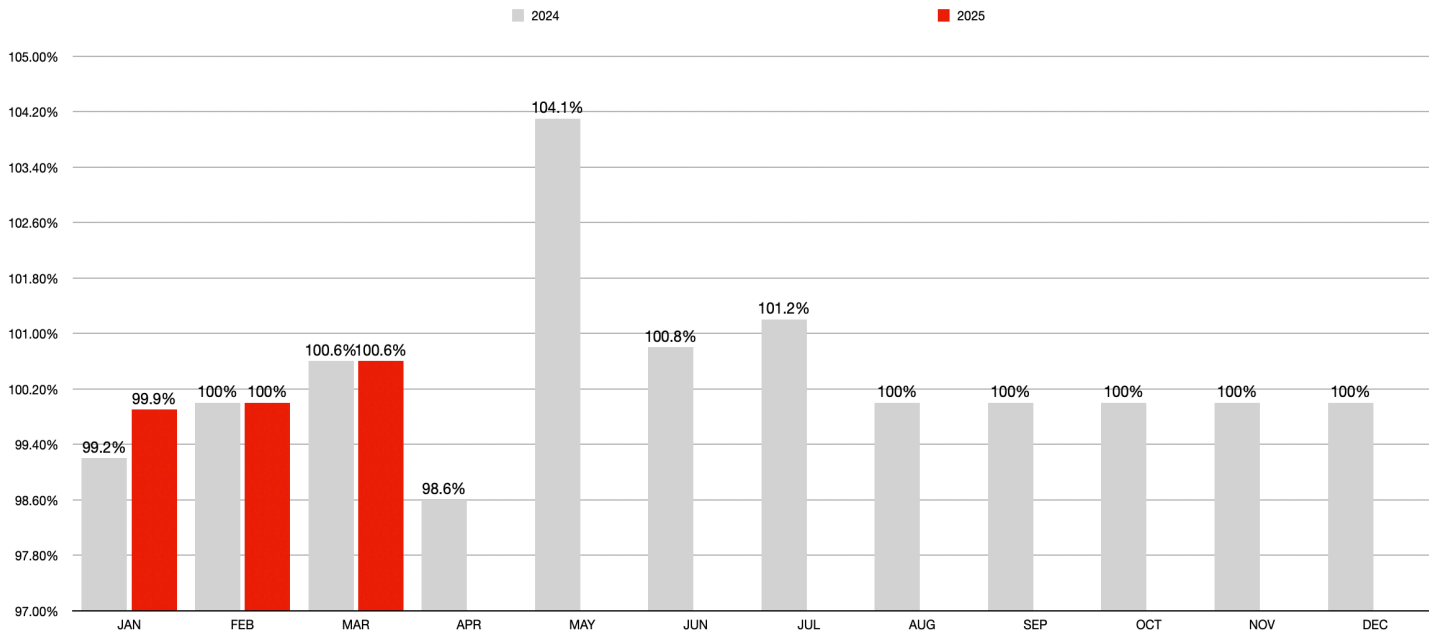
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

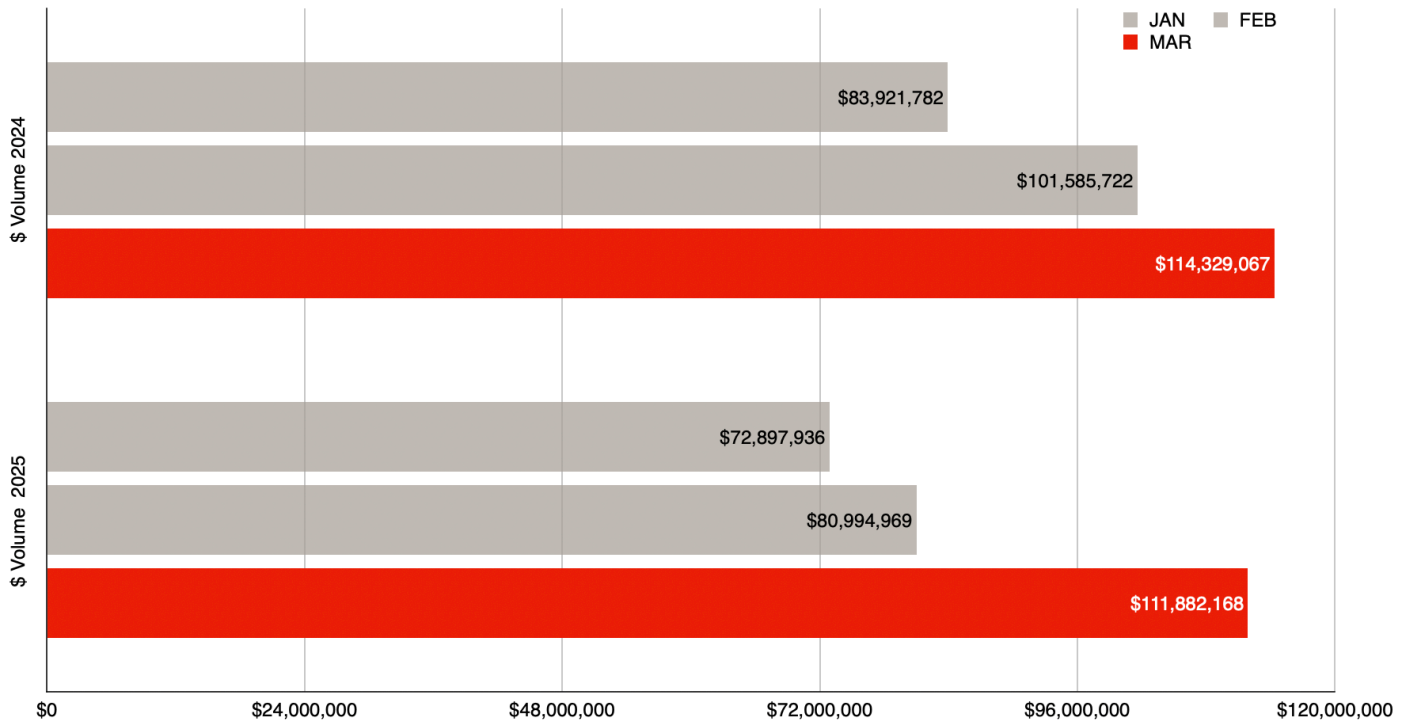


Year-Over-Year

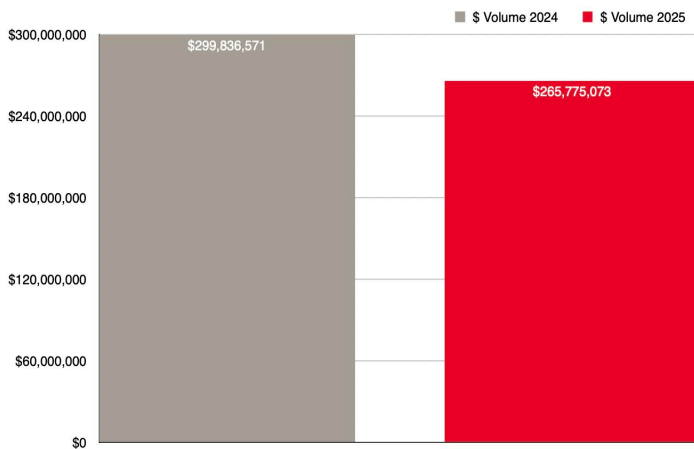


Month-Over-Month 2024 vs. 2025

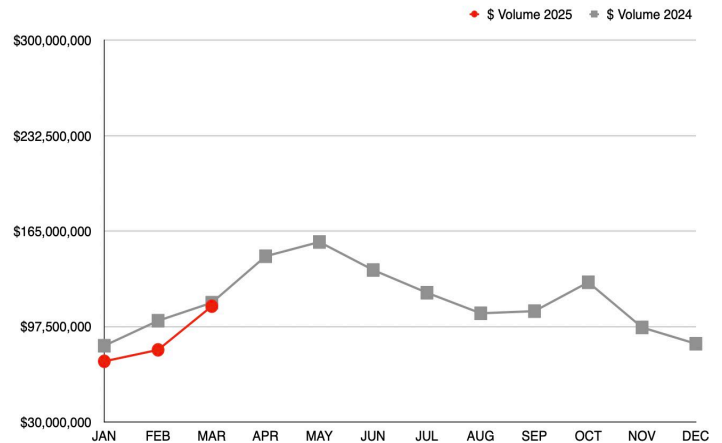
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

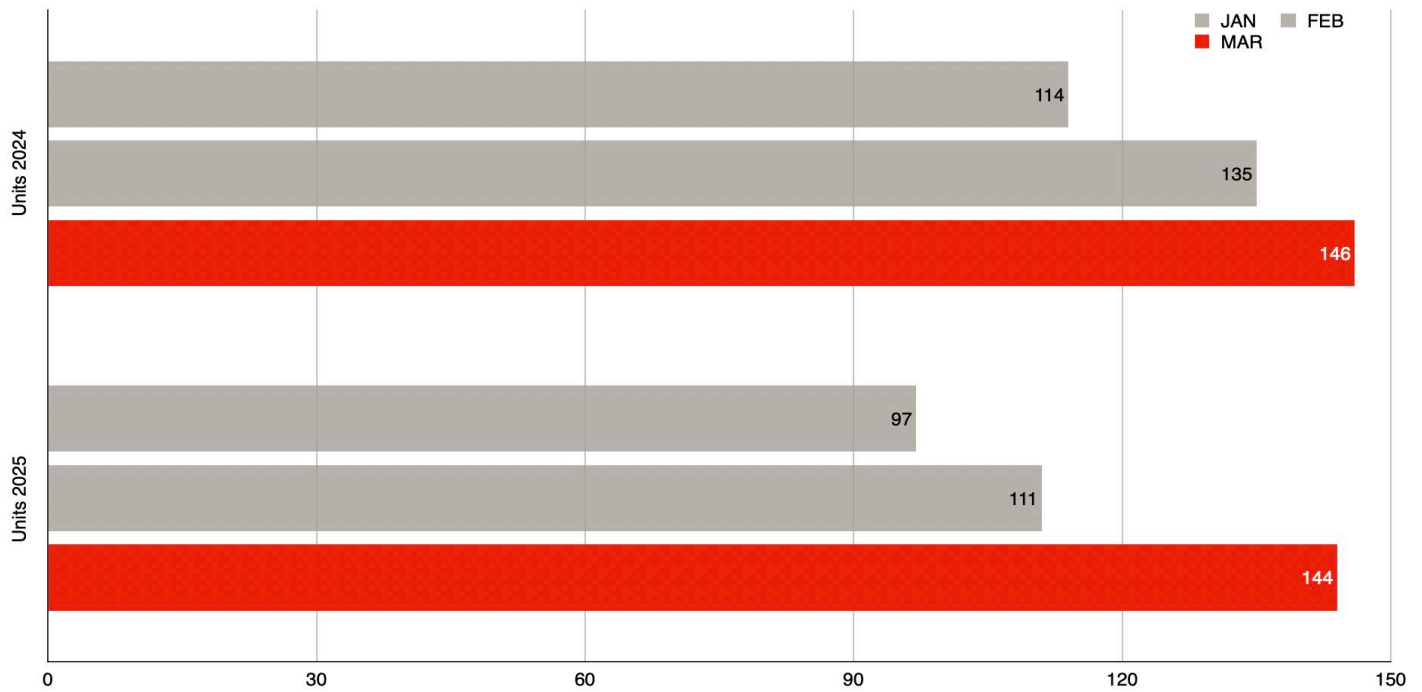


Yearly Totals 2024 vs. 2025

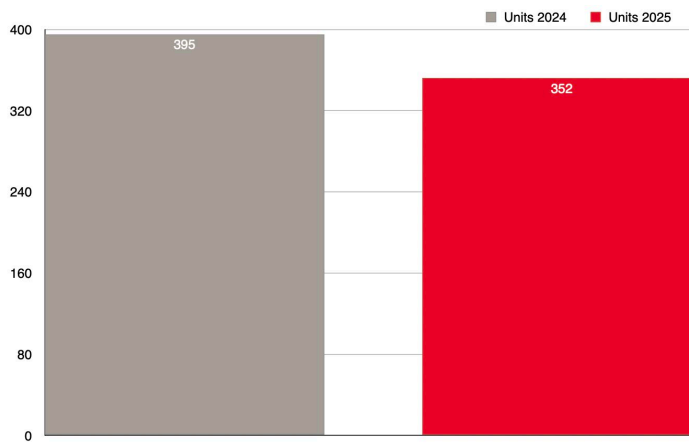


Month vs. Month 2024 vs. 2025

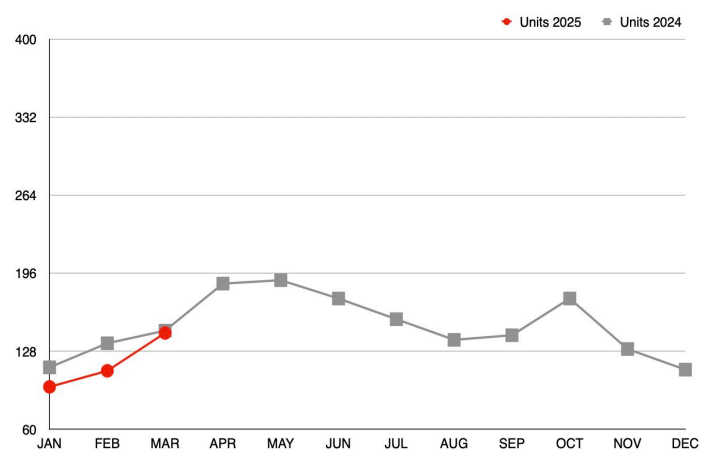
UNIT VOLUME SALES



Monthly Comparison 2024 vs. 2025

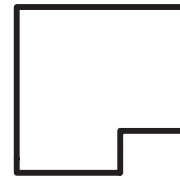


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$228,381,373 -9.42%	 \$35,923,700 -22.54%	 \$1,400,500 +382.93%
YTD Unit Sales	 284 -10.41%	 65 -14.47%	 8 +300%
YTD Average Sale Price	 \$804,160 -1.41%	 \$552,672 -9.43%	 \$175,062.50 -77.23%
March Sales Volume	 \$97,314,368 +3.29%	 \$13,362,800 -31.31%	 \$184,000 +22.67%
March Unit Sales	 118 +3.51%	 24 -22.58%	 2 +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 April 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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