

Local Market Update – March 2020

A Research Tool Provided by Ontario Regional Technology & Information Systems Inc.



Cambridge Association of REALTORS®

Association

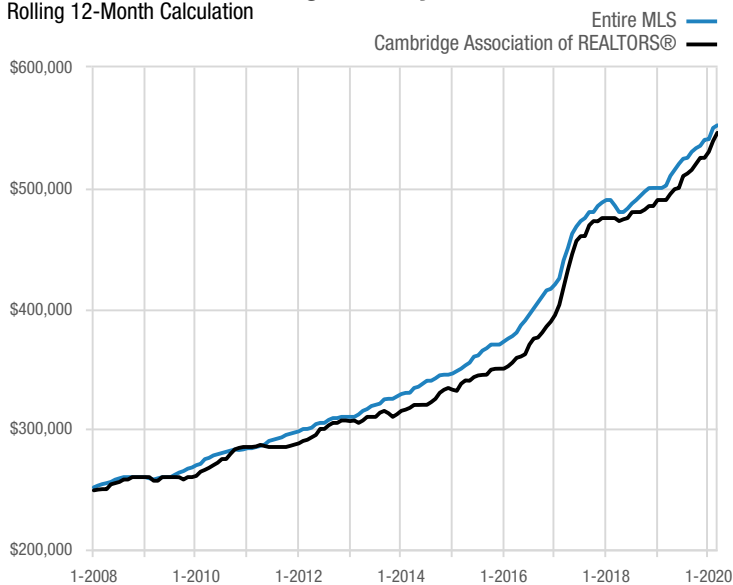
| Single Family | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2019 | 2020 | % Change | Thru 3-2019 | Thru 3-2020 | % Change |
| Key Metrics | | | | | | |
| New Listings | 158 | 214 | + 35.4% | 421 | 466 | + 10.7% |
| Sales | 112 | 132 | + 17.9% | 276 | 306 | + 10.9% |
| Days on Market until Sale | 20 | 13 | - 35.0% | 22 | 16 | - 27.3% |
| Median Sales Price* | \$515,000 | \$610,000 | + 18.4% | \$499,950 | \$601,250 | + 20.3% |
| Average Sales Price* | \$545,922 | \$604,756 | + 10.8% | \$523,999 | \$607,853 | + 16.0% |
| Percent of List Price Received* | 100.9% | 105.5% | + 4.6% | 100.3% | 104.7% | + 4.4% |
| Inventory of Homes for Sale | 144 | 144 | 0.0% | — | — | — |
| Months Supply of Inventory | 1.3 | 1.1 | - 15.4% | — | — | — |

| Townhouse/Condo | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2019 | 2020 | % Change | Thru 3-2019 | Thru 3-2020 | % Change |
| Key Metrics | | | | | | |
| New Listings | 81 | 83 | + 2.5% | 197 | 199 | + 1.0% |
| Sales | 53 | 74 | + 39.6% | 123 | 156 | + 26.8% |
| Days on Market until Sale | 24 | 28 | + 16.7% | 25 | 23 | - 8.0% |
| Median Sales Price* | \$440,000 | \$466,950 | + 6.1% | \$410,000 | \$449,500 | + 9.6% |
| Average Sales Price* | \$420,207 | \$452,386 | + 7.7% | \$407,459 | \$432,963 | + 6.3% |
| Percent of List Price Received* | 101.3% | 106.5% | + 5.1% | 100.8% | 105.9% | + 5.1% |
| Inventory of Homes for Sale | 78 | 55 | - 29.5% | — | — | — |
| Months Supply of Inventory | 1.6 | 0.9 | - 43.8% | — | — | — |

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

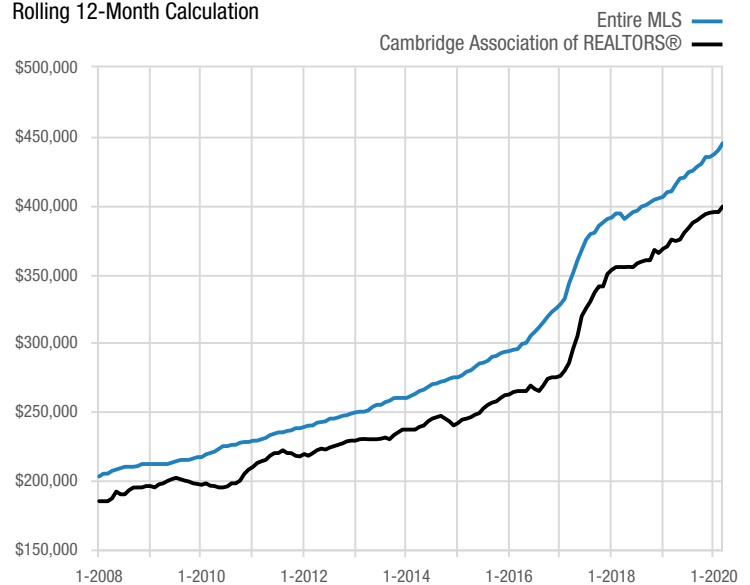
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.