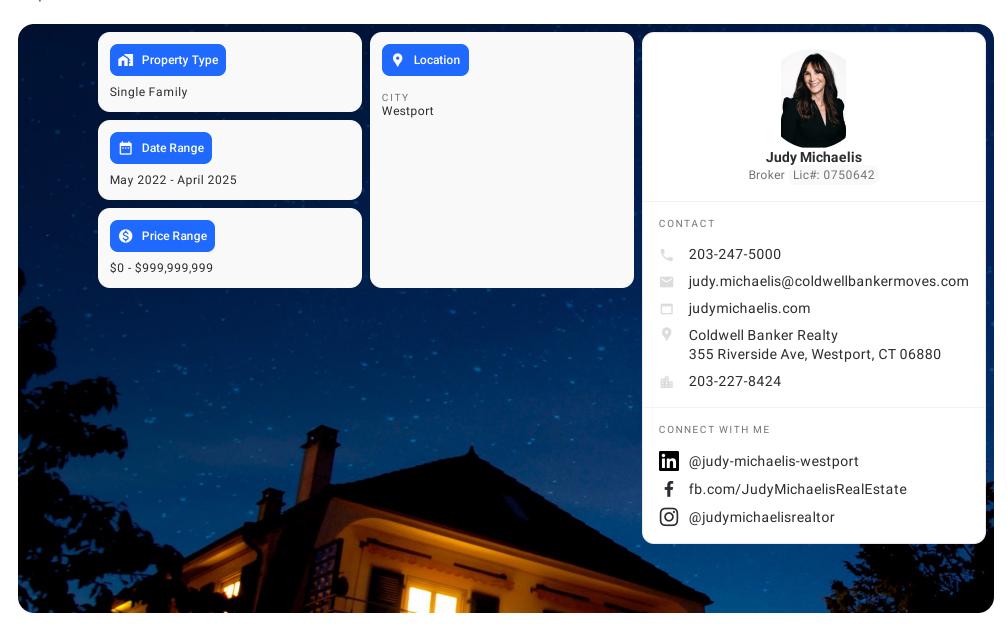


# Market Trends Report April 2025





Judy Michaelis

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Price Range: \$0 \$999,999,999

Properties: Single Family

#### Overview

The overview below shows real estate activity from January 2025 to April 2025. You will see data comparisons between April and the previous month, the last three months and April 2024.

Overview		Monthly Trends			
	YTD Avg.	April	March	Jan Mar.	Apr. 2024
New Listings	171	66	44	35	54
Average Sales Price per Square Foot	594	598	593	592	519
Average Days on Market	58	60	69	57	46
Number of Properties for Sale	331	98	83	78	102
Average List Price	\$4,471,627	\$4,174,601	\$4,511,133	\$4,570,635	\$3,308,339
Median List Price	\$3,848,750	\$3,625,000	\$3,895,000	\$3,923,333	\$2,797,000
Average Sales Price	\$2,513,469	\$2,751,105	\$3,304,635	\$2,434,257	\$2,180,725
Median Sales Price	\$2,432,563	\$3,100,000	\$3,240,000	\$2,210,083	\$2,354,000
Sales Price / List Price Ratio	101.74%	101.78%	103.61%	101.72%	101.44%
Number of Properties Sold	62	19	17	14	30
Month's Supply of Inventory	5.43	5.16	4.88	5.52	3.4
Absorption Rate	0.19	0.19	0.2	0.19	0.29

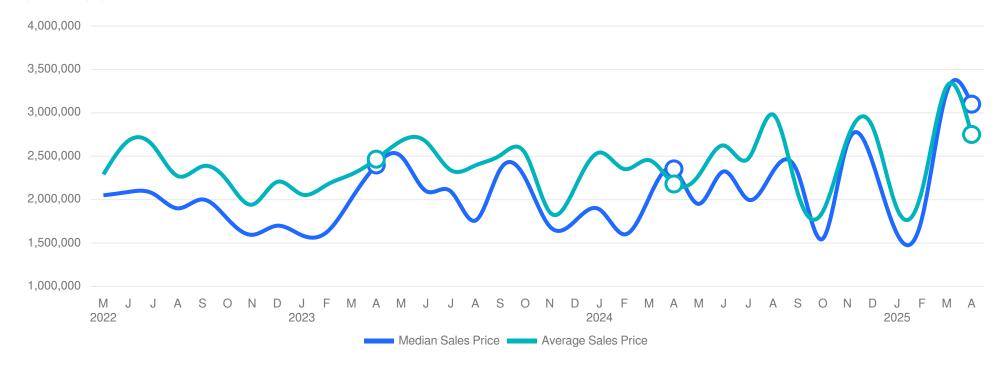


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# Average & Median Sales Price

The median sales price in April 2025 was \$3,100,000, down -4.32% from \$3,240,000 from the previous month and 31.69% higher than \$2,354,000 from April 2024. The April 2025 median sales price was at its highest level compared to April 2024 and 2023. The average sales price in April 2025 was \$2,751,105, down -16.75% from \$3,304,635 from the previous month and 26.16% higher than \$2,180,725 from April 2024. The April 2025 average sale price was at its highest level compared to April 2024 and 2023.



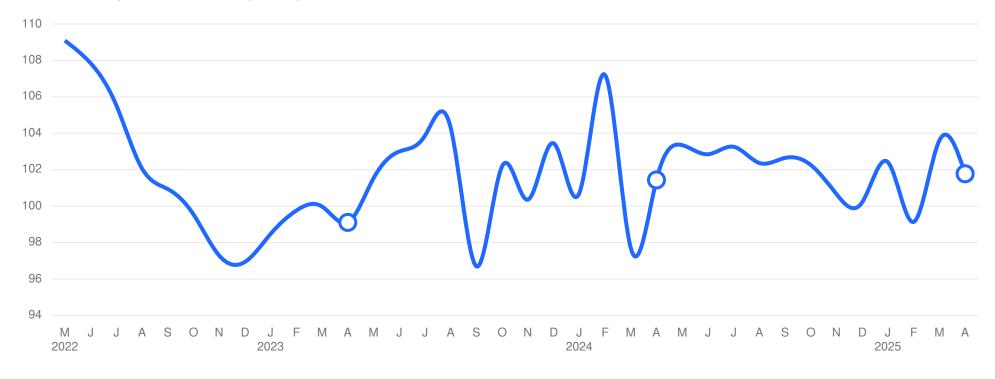


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#### Sales Price / List Price Ratio

The sales price/list price ratio is the average sale price divided by the average list price for sold properties expressed as a percentage. If it is above 100%, homes are selling for more than the list price. If it is less than 100%, homes are selling for less than the list price. The April 2025 sales price/list price ratio was 101.78%, down from 103.61% from the previous month and equal to April 2024.







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## Number of Properties Sold & Absorption Rate

The number of properties sold in April 2025 was 19, up 11.76% from 17 from the previous month and -36.67% lower than 30 from April 2024. The April 2025 sales were at a mid level compared to April 2024 and 2023. Absorption rate is the avg number of sales per month divided by the total number of available properties.



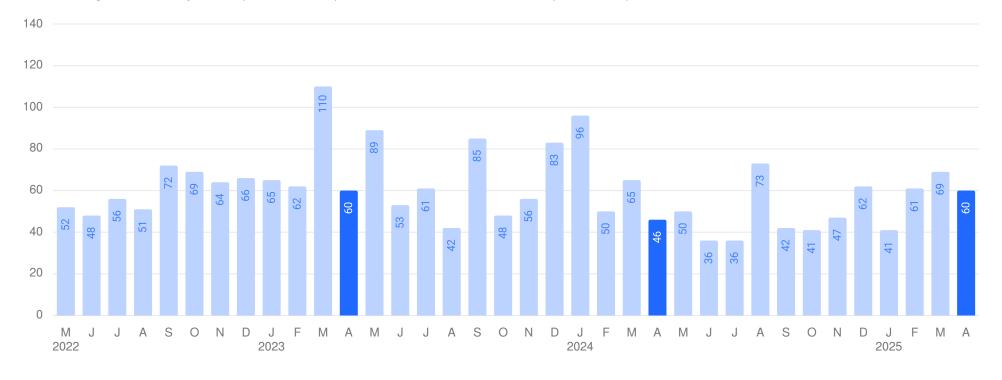


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# Average Days on Market

The average days on market (DOM) is the number of days a property is on the market before it sells. An upward trend in DOM tends to indicate a move towards a buyer's market, a downward trend tends to indicate a move towards seller's market. The DOM for April 2025 was 60 days, down -13.04% from 69 days from the previous month and 30.43% higher than 46 days from April 2024. The April 2025 DOM was at a mid level compared with April 2024 and 2023.



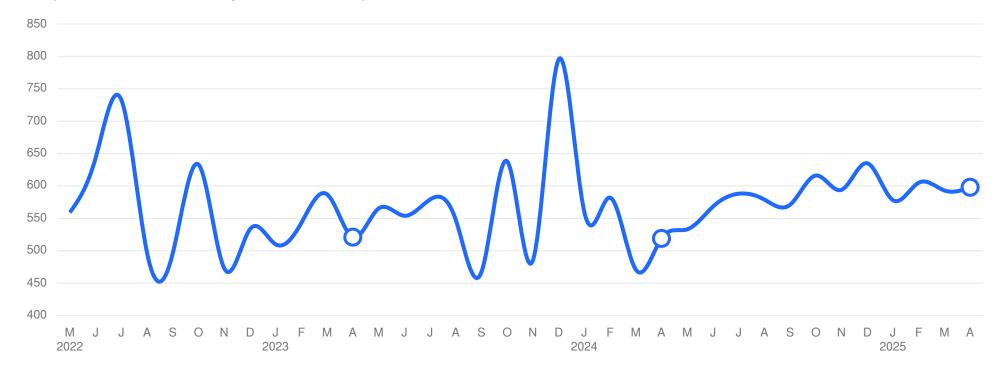


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## Average Sales Price per Square Foot

The average sales price per square foot is a more normalized indicator for the direction of property value. The sales price per square foot in April 2025 was \$598, equal to the previous month and 15.22% higher than \$519 from April 2024.





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# Inventory & MSI

The number of properties for sale in April 2025 was 98, up 18.07% from 83 from the previous month and -3.92% lower than 102 from April 2024. The April 2025 inventory was at its lowest level compared with April 2024 and 2023. A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2025 MSI of 5.16 months was at a mid level compared with April 2024 and 2023.





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# **New Listings**

The number of new listings in April 2025 was 66, up 50.0% from 44 from the previous month and 22.22% higher than 54 from April 2024. The April 2025 listings were at its highest level compared to April 2024 and 2023.

