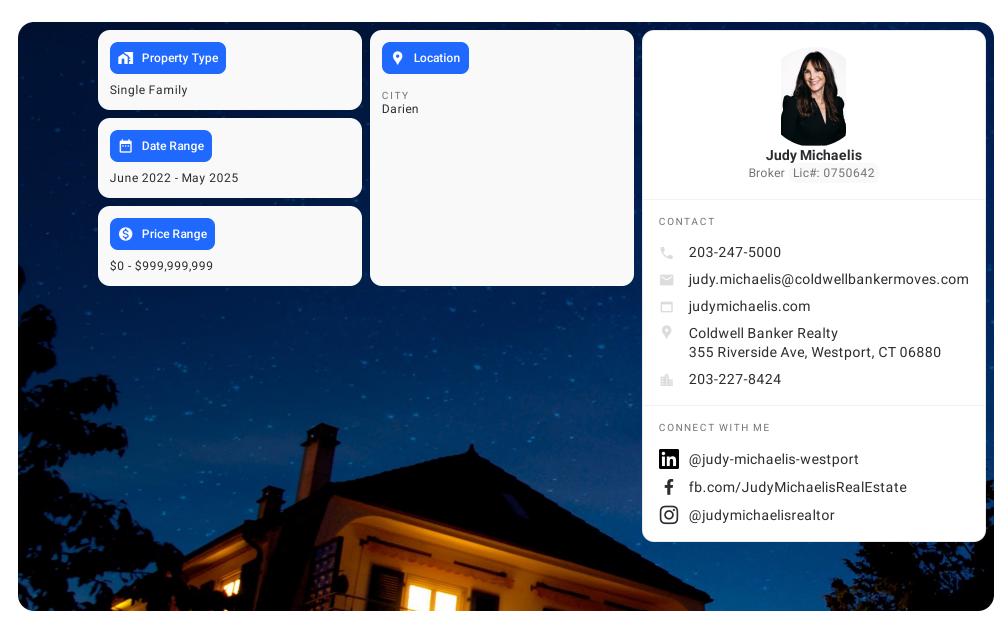


# Market Trends Report May 2025





Judy Michaelis

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Properties: Single Family

#### Overview

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

Overview		Monthly Trends			
	YTD Avg.	May	April	Feb Apr.	May. 2024
New Listings	151	37	46	32	25
Average Sales Price per Square Foot	772	829	767	774	706
Average Days on Market	31	29	13	25	61
Number of Properties for Sale	154	36	46	32	32
Average List Price	\$4,615,416	\$4,266,778	\$4,186,957	\$4,875,481	\$4,707,164
Median List Price	\$3,574,400	\$2,745,000	\$2,524,500	\$3,885,667	\$3,500,000
Average Sales Price	\$2,814,671	\$3,360,430	\$2,633,000	\$2,881,429	\$2,685,006
Median Sales Price	\$2,456,800	\$2,816,500	\$2,550,000	\$2,539,167	\$1,455,000
Sales Price / List Price Ratio	106.14%	109.17%	113.7%	105.46%	102.5%
Number of Properties Sold	74	24	20	13	19
Month's Supply of Inventory	2.36	1.5	2.3	2.77	1.68
Absorption Rate	0.47	0.67	0.43	0.39	0.59

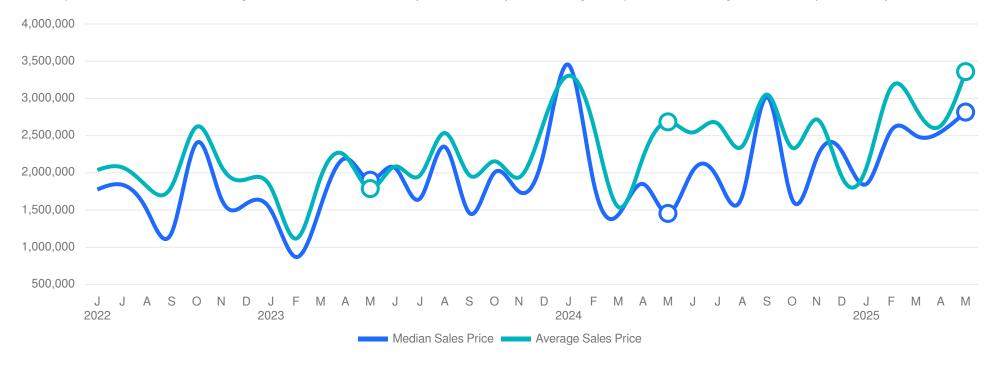


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#### Average & Median Sales Price

The median sales price in May 2025 was \$2,816,500, up 10.45% from \$2,550,000 from the previous month and 93.57% higher than \$1,455,000 from May 2024. The May 2025 median sales price was at its highest level compared to May 2024 and 2023. The average sales price in May 2025 was \$3,360,430, up 27.63% from \$2,633,000 from the previous month and 25.16% higher than \$2,685,006 from May 2024. The May 2025 average sale price was at its highest level compared to May 2024 and 2023.



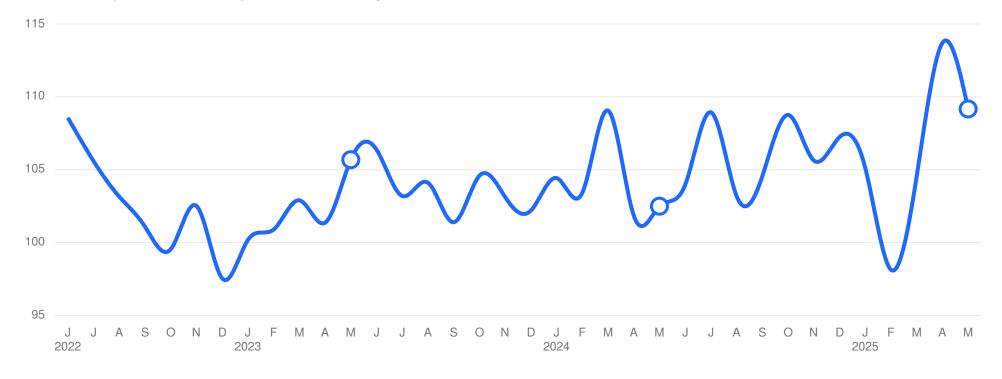


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#### Sales Price / List Price Ratio

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 May 2025 sales price/list price ratio was 109.17%, down from 113.7% from the previous month and up from 102.5% from May 2024.





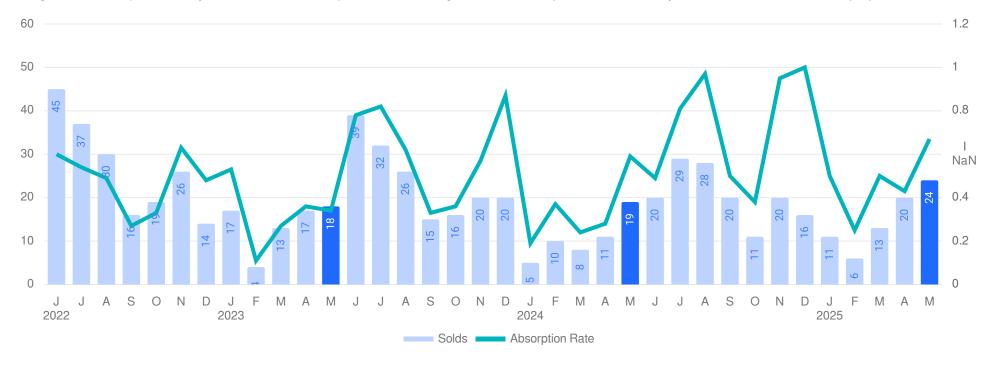


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#### Number of Properties Sold & Absorption Rate

The number of properties sold in May 2025 was 24, up 20.0% from 20 from the previous month and 26.32% higher than 19 from May 2024. The May 2025 sales were at its highest level compared to May 2024 and 2023. Absorption rate is the avg number of sales per month divided by the total number of available properties.



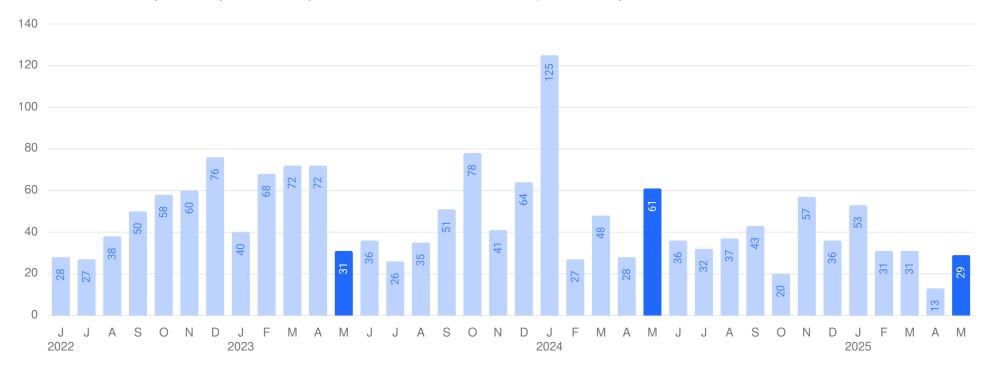


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## Average Days on Market

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 May 2025 was 29 days, up 123.08% from 13 days from the previous month and -52.46% lower than 61 days from May 2024. The May 2025 DOM was at its lowest level compared with May 2024 and 2023.



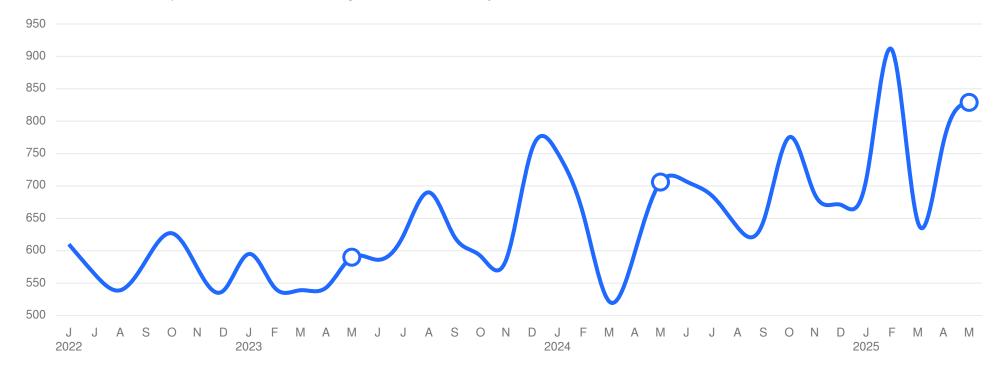


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#### Average Sales Price per Square Foot

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 May 2025 was \$829, up 8.08% from \$767 from the previous month and 17.42% higher than \$706 from May 2024.





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## Inventory & MSI

The number of properties for sale in May 2025 was 36, down -21.74% from 46 from the previous month and 12.50% higher than 32 from May 2024. The May 2025 inventory was at a mid level compared with May 2024 and 2023. A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2025 MSI of 1.5 months was at its lowest level compared with May 2024 and 2023.





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#### **New Listings**

The number of new listings in May 2025 was 37, down -19.57% from 46 from the previous month and 48.00% higher than 25 from May 2024. The May 2025 listings were at a mid level compared to May 2024 and 2023.

