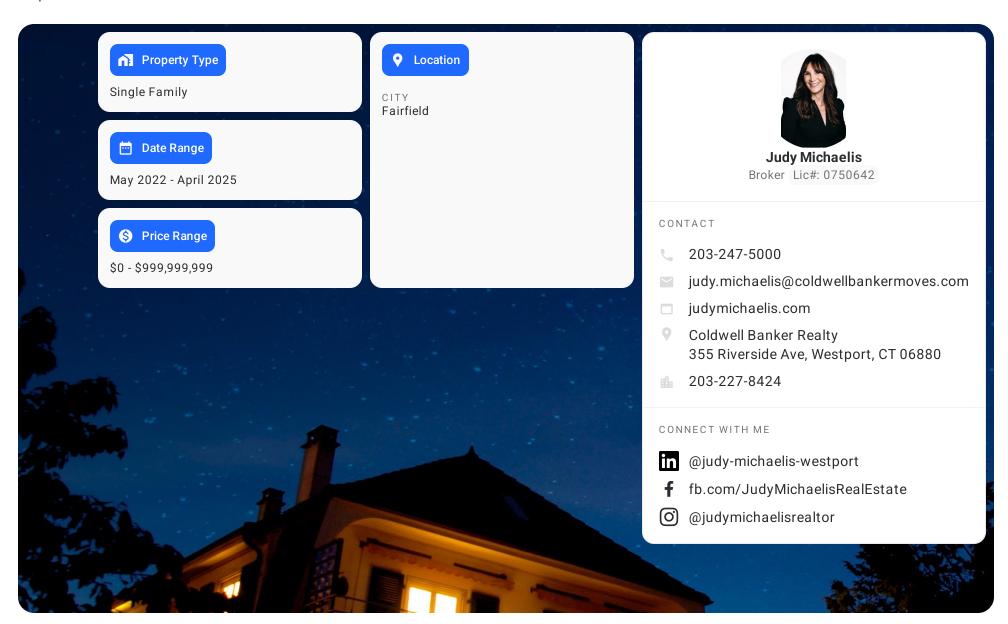


# Market Trends Report April 2025





Judy Michaelis

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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.

	Monthly Trends				
Overview	YTD Avg.	April	March	Jan Mar.	Apr. 2024
New Listings	247	80	67	56	104
Average Sales Price per Square Foot	507	464	521	521	448
Average Days on Market	59	51	55	62	43
Number of Properties for Sale	416	102	113	105	169
Average List Price	\$1,560,350	\$1,716,425	\$1,459,118	\$1,508,324	\$1,611,674
Median List Price	\$966,375	\$999,500	\$999,000	\$955,333	\$1,075,000
Average Sales Price	\$1,466,169	\$1,514,872	\$1,283,588	\$1,449,935	\$1,283,538
Median Sales Price	\$1,091,875	\$950,000	\$1,137,500	\$1,139,167	\$875,000
Sales Price / List Price Ratio	101.9%	103.75%	102.86%	101.29%	101.87%
Number of Properties Sold	136	47	34	30	51
Month's Supply of Inventory	3.2	2.17	3.32	3.54	3.3
Absorption Rate	0.33	0.46	0.3	0.28	0.3

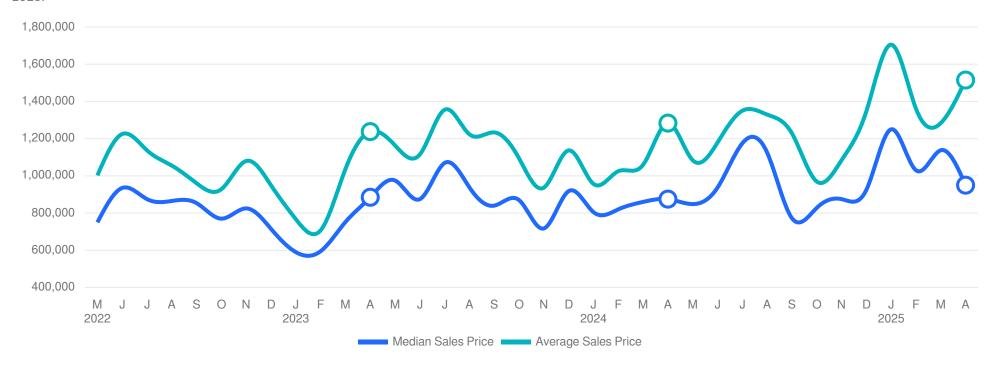


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### Average & Median Sales Price

The median sales price in April 2025 was \$950,000, down -16.48% from \$1,137,500 from the previous month and 8.57% higher than \$875,000 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 \$1,514,872, up 18.02% from \$1,283,588 from the previous month and 18.02% higher than \$1,283,538 from April 2024. The April 2025 average sale price was at its highest level compared to April 2024 and 2023.



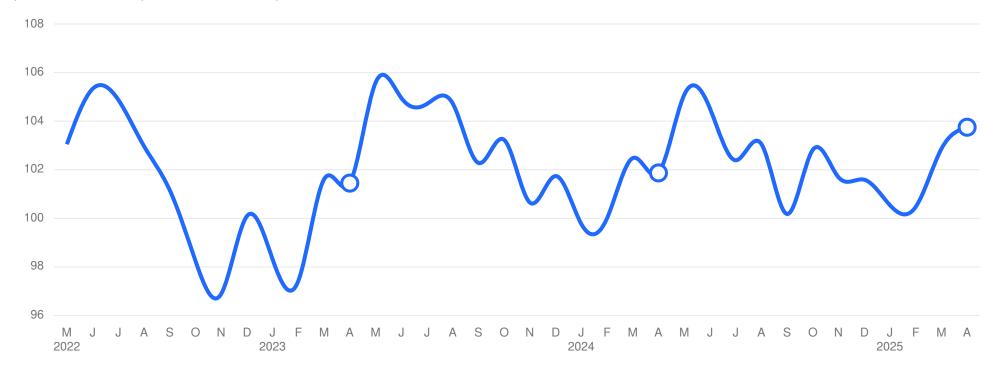


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#### Sales Price / List Price Ratio

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 103.75%, equal to the previous month and up from 101.87% from April 2024.



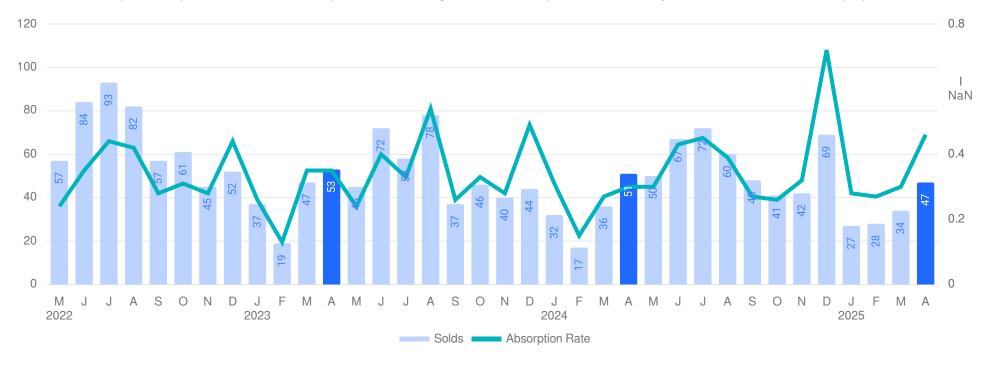


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### Number of Properties Sold & Absorption Rate

The number of properties sold in April 2025 was 47, up 38.24% from 34 from the previous month and -7.84% lower than 51 from April 2024. The April 2025 sales were at its lowest 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.



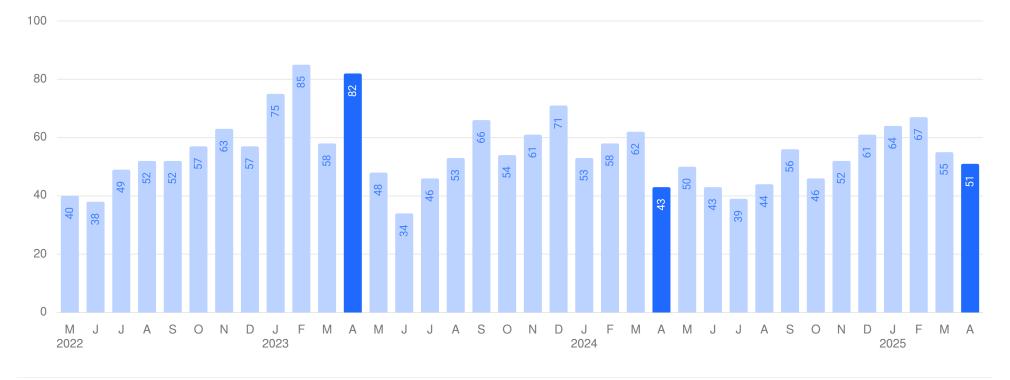


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# Average Days on Market

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 51 days, down -7.27% from 55 days from the previous month and 18.60% higher than 43 days from April 2024. The April 2025 DOM was at a mid level compared with April 2024 and 2023.



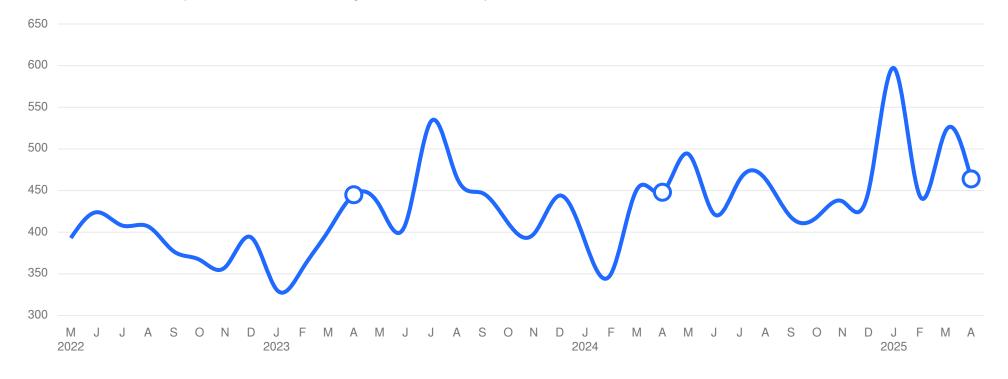


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# Average Sales Price per Square Foot

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 \$464, down -10.94% from \$521 from the previous month and 3.57% higher than \$448 from April 2024.





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# Inventory & MSI

The number of properties for sale in April 2025 was 102, down -9.73% from 113 from the previous month and -39.64% lower than 169 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 2.17 months was at its lowest level compared with April 2024 and 2023.





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# **New Listings**

The number of new listings in April 2025 was 80, up 19.40% from 67 from the previous month and -23.08% lower than 104 from April 2024. The April 2025 listings were at its lowest level compared to April 2024 and 2023.

