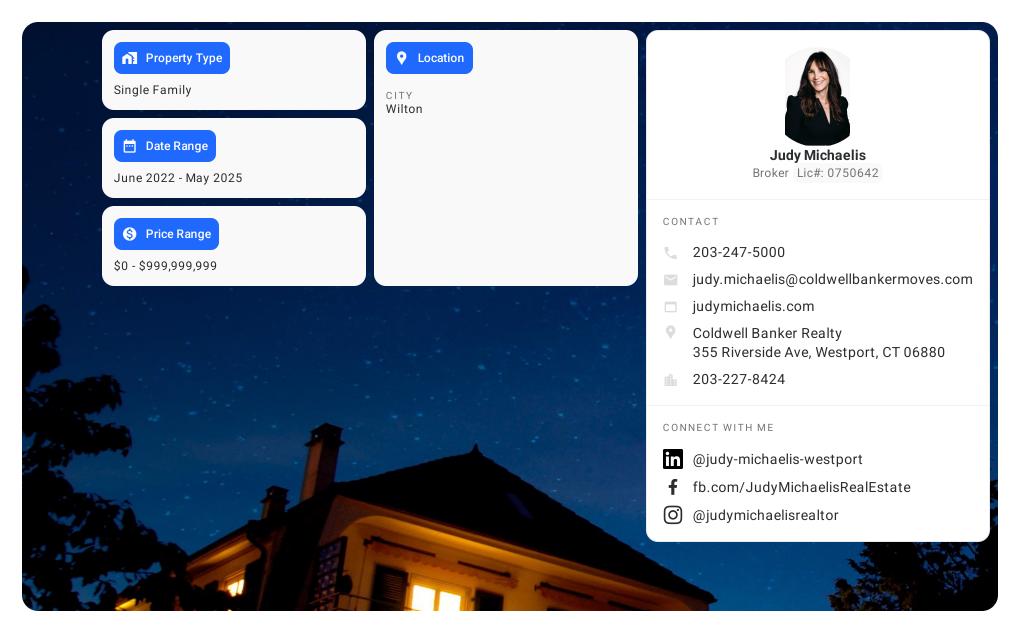


Market Trends Report May 2025





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	121	40	27	24	35
Average Sales Price per Square Foot	393	417	408	396	446
Average Days on Market	58	32	49	49	38
Number of Properties for Sale	193	43	47	42	52
Average List Price	\$1,536,130	\$1,604,109	\$1,369,628	\$1,487,584	\$1,312,971
Median List Price	\$1,292,600	\$1,395,000	\$960,000	\$1,206,000	\$1,117,000
Average Sales Price	\$1,518,618	\$1,422,075	\$1,365,524	\$1,675,130	\$1,452,677
Median Sales Price	\$1,339,350	\$1,251,000	\$1,352,000	\$1,406,083	\$1,426,500
Sales Price / List Price Ratio	106.52%	109.49%	110.77%	106.57%	110.01%
Number of Properties Sold	62	19	19	10	18
Month's Supply of Inventory	3.96	2.26	2.47	5.16	2.89
Absorption Rate	0.33	0.44	0.4	0.24	0.35



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Average & Median Sales Price

The median sales price in May 2025 was \$1,251,000, down -7.47% from \$1,352,000 from the previous month and -12.30% lower than \$1,426,500 from May 2024. The May 2025 median sales price was at a mid level compared to May 2024 and 2023. The average sales price in May 2025 was \$1,422,075, up 4.14% from \$1,365,524 from the previous month and -2.11% lower than \$1,452,677 from May 2024. The May 2025 average sale price was at its lowest level compared to May 2024 and 2023.





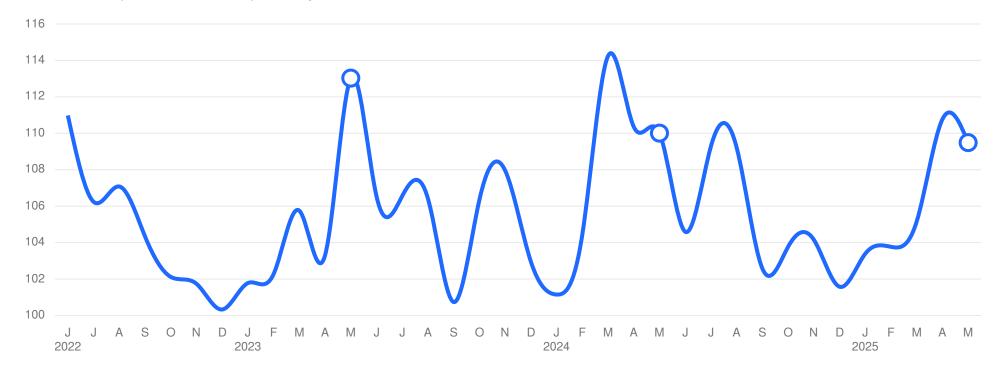


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Sales Price / List Price Ratio

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 109.49%, down from 110.77% from the previous month and equal to May 2024.







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Number of Properties Sold & Absorption Rate

The number of properties sold in May 2025 was 19, equal to the previous month and 5.56% higher than 18 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.





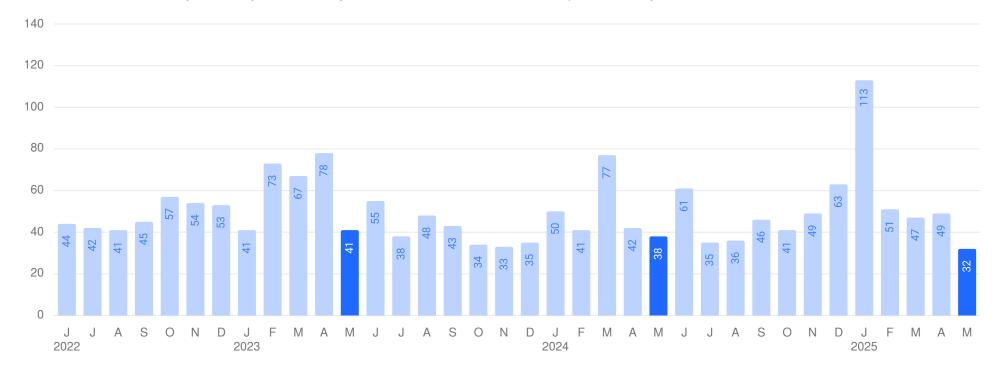


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Average Days on Market

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 32 days, down -34.69% from 49 days from the previous month and -15.79% lower than 38 days from May 2024. The May 2025 DOM was at its lowest level compared with May 2024 and 2023.



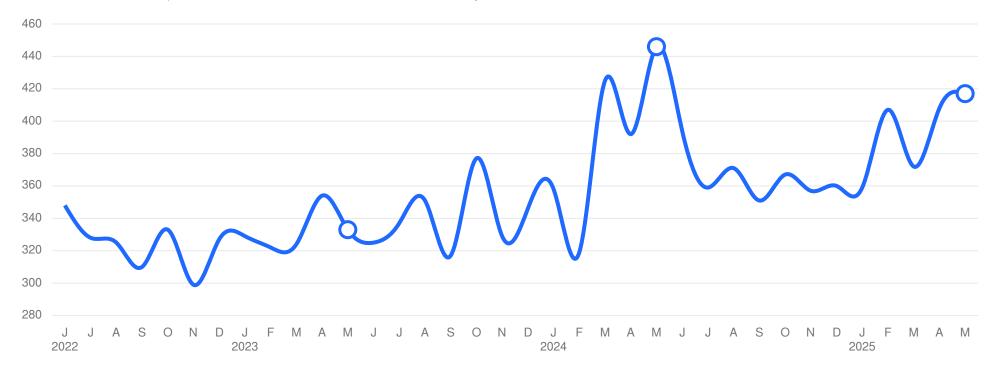


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Average Sales Price per Square Foot

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 \$417, up 2.21% from \$408 from the previous month and -6.50% lower than \$446 from May 2024.





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Inventory & MSI

The number of properties for sale in May 2025 was 43, down -8.51% from 47 from the previous month and -17.31% lower than 52 from May 2024. The May 2025 inventory was at its lowest 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 2.26 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 40, up 48.15% from 27 from the previous month and 14.29% higher than 35 from May 2024. The May 2025 listings were at its highest level compared to May 2024 and 2023.

