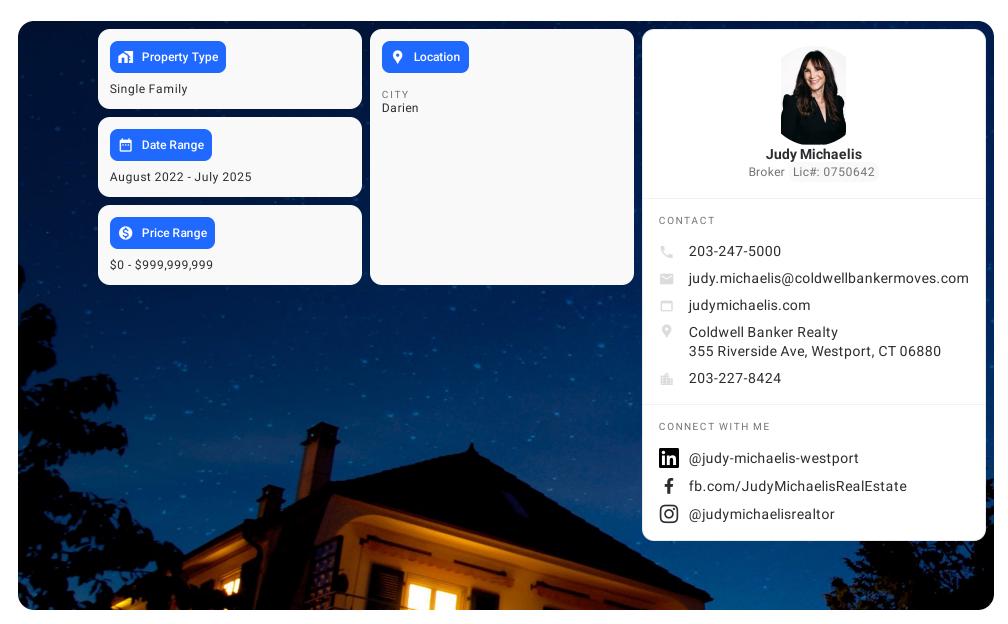


Market Trends Report July 2025





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 July 2025. You will see data comparisons between July and the previous month, the last three months and July 2024.

		Monthly Trends			
Overview	YTD Avg.	July	June	Apr Jun.	Jul. 2024
New Listings	195	14	27	38	25
Average Sales Price per Square Foot	760	731	726	774	685
Average Days on Market	32	38	27	23	32
Number of Properties for Sale	227	25	37	43	36
Average List Price	\$4,316,076	\$4,675,723	\$3,676,689	\$3,834,850	\$3,661,528
Median List Price	\$3,108,214	\$2,499,000	\$1,800,000	\$2,241,167	\$3,247,500
Average Sales Price	\$2,857,300	\$3,149,811	\$2,777,938	\$2,923,789	\$2,663,907
Median Sales Price	\$2,486,643	\$2,702,500	\$2,420,000	\$2,595,500	\$1,930,800
Sales Price / List Price Ratio	106.69%	106.88%	109.25%	110.71%	108.94%
Number of Properties Sold	142	40	28	24	29
Month's Supply of Inventory	2.05	0.62	1.32	1.84	1.24
Absorption Rate	0.65	1.6	0.76	0.58	0.81

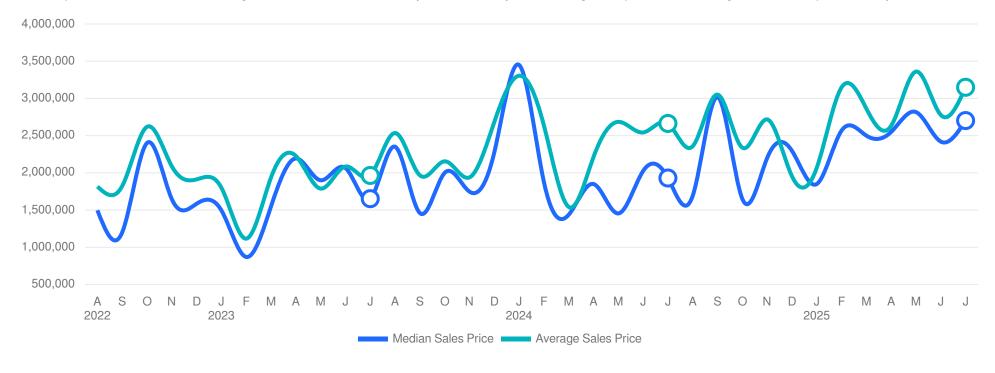


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Average & Median Sales Price

The median sales price in July 2025 was \$2,702,500, up 11.67% from \$2,420,000 from the previous month and 39.97% higher than \$1,930,800 from July 2024. The July 2025 median sales price was at its highest level compared to July 2024 and 2023. The average sales price in July 2025 was \$3,149,811, up 13.39% from \$2,777,938 from the previous month and 18.24% higher than \$2,663,907 from July 2024. The July 2025 average sale price was at its highest level compared to July 2024 and 2023.



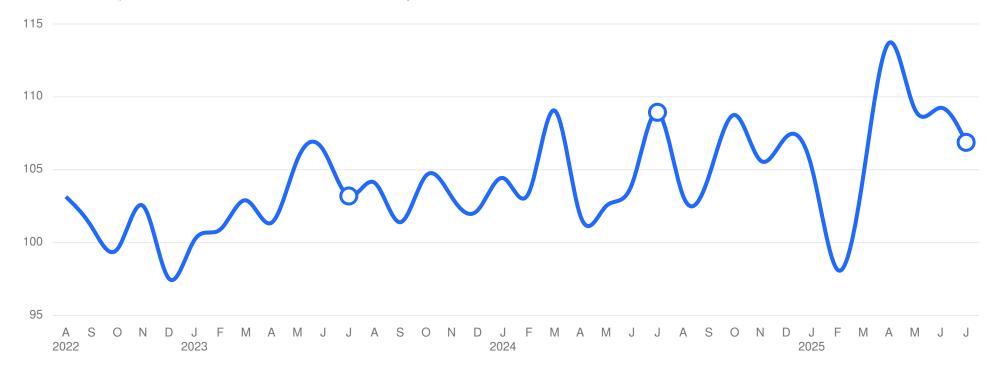


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Sales Price / List Price Ratio

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 July 2025 sales price/list price ratio was 106.88%, down from 109.25% from the previous month and down from 108.94% from July 2024.



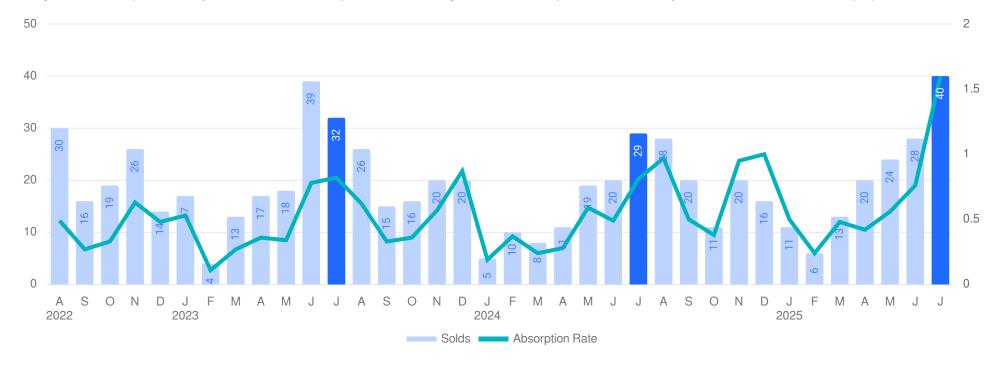


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Number of Properties Sold & Absorption Rate

The number of properties sold in July 2025 was 40, up 42.86% from 28 from the previous month and 37.93% higher than 29 from July 2024. The July 2025 sales were at its highest level compared to July 2024 and 2023. Absorption rate is the avg number of sales per month divided by the total number of available properties.



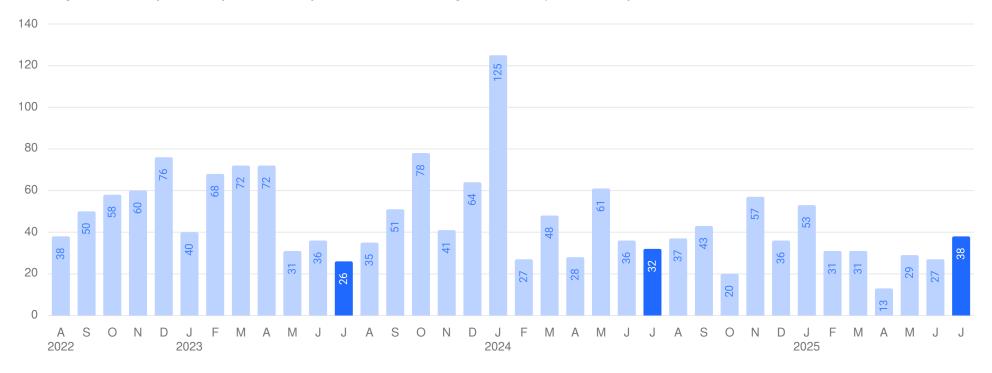


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Average Days on Market

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 July 2025 was 38 days, up 40.74% from 27 days from the previous month and 18.75% higher than 32 days from July 2024. The July 2025 DOM was at its highest level compared with July 2024 and 2023.



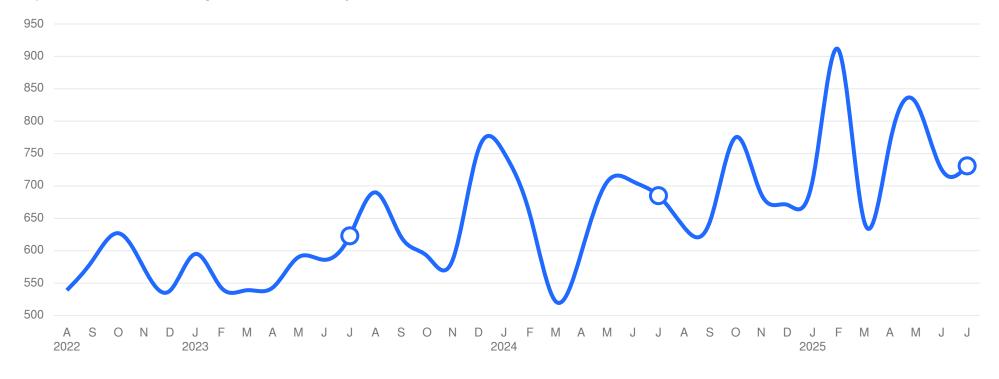


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Average Sales Price per Square Foot

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 July 2025 was \$731, equal to the previous month and 6.72% higher than \$685 from July 2024.





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Inventory & MSI

The number of properties for sale in July 2025 was 25, down -32.43% from 37 from the previous month and -30.56% lower than 36 from July 2024. The July 2025 inventory was at its lowest level compared with July 2024 and 2023. A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2025 MSI of 0.62 months was at its lowest level compared with July 2024 and 2023.





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New Listings

The number of new listings in July 2025 was 14, down -48.15% from 27 from the previous month and -44.00% lower than 25 from July 2024. The July 2025 listings were at its lowest level compared to July 2024 and 2023.

