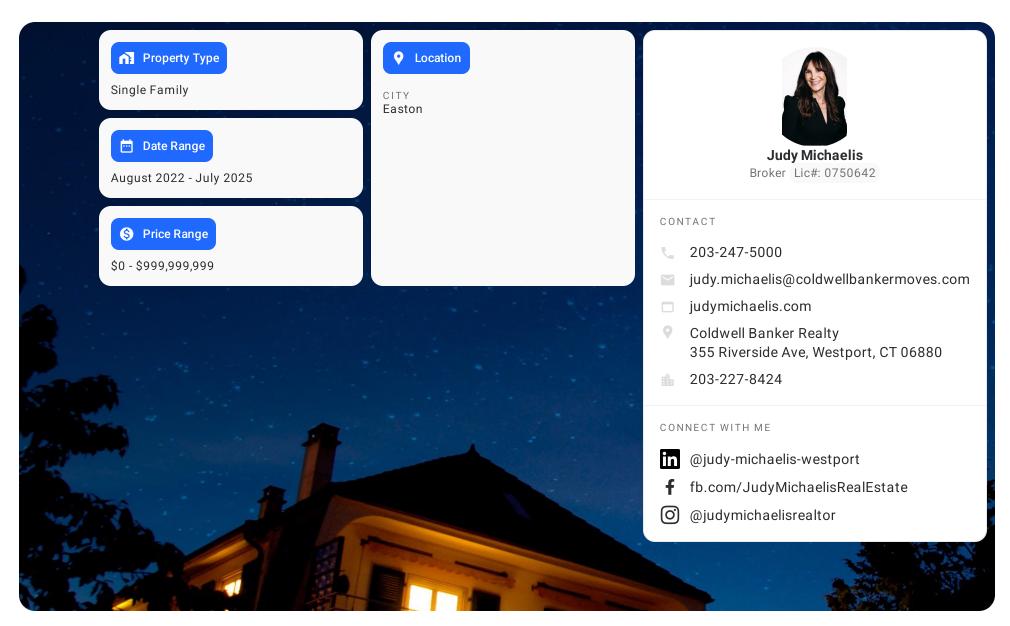


Market Trends Report July 2025





Judy Michaelis

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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	90	13	16	17	8
Average Sales Price per Square Foot	313	319	321	294	295
Average Days on Market	74	54	42	35	45
Number of Properties for Sale	147	25	30	29	21
Average List Price	\$1,528,178	\$1,712,965	\$1,554,634	\$1,418,137	\$1,226,081
Median List Price	\$1,287,714	\$1,249,000	\$1,200,000	\$1,166,333	\$950,000
Average Sales Price	\$1,071,046	\$1,053,333	\$1,202,733	\$1,150,396	\$1,272,433
Median Sales Price	\$988,214	\$1,030,000	\$957,000	\$1,037,500	\$1,210,500
Sales Price / List Price Ratio	101.4%	98.32%	103.06%	102.61%	103.31%
Number of Properties Sold	49	6	15	10	12
Month's Supply of Inventory	3.45	4.17	2	3.9	1.75
Absorption Rate	0.34	0.24	0.5	0.35	0.57



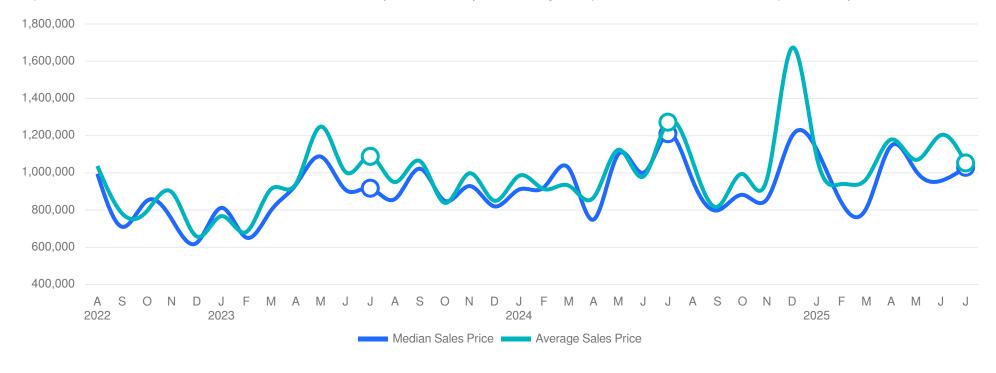


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Average & Median Sales Price

The median sales price in July 2025 was \$1,030,000, up 7.63% from \$957,000 from the previous month and -14.91% lower than \$1,210,500 from July 2024. The July 2025 median sales price was at a mid level compared to July 2024 and 2023. The average sales price in July 2025 was \$1,053,333, down -12.42% from \$1,202,733 from the previous month and -17.22% lower than \$1,272,433 from July 2024. The July 2025 average sale price was at its lowest level compared to July 2024 and 2023.



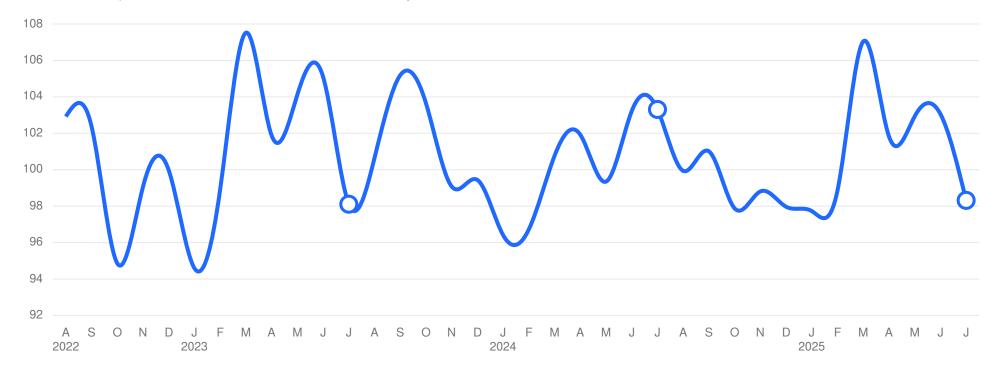


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Sales Price / List Price Ratio

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 98.32%, down from 103.06% from the previous month and down from 103.31% from July 2024.



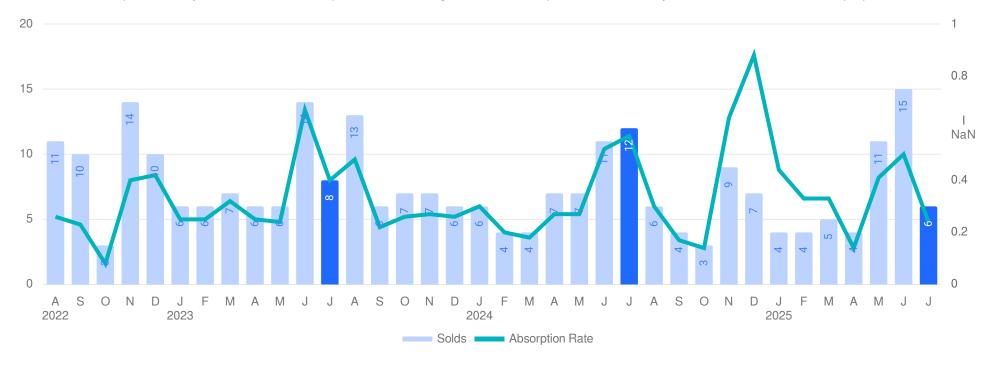


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Number of Properties Sold & Absorption Rate

The number of properties sold in July 2025 was 6, down -60.0% from 15 from the previous month and -50.0% lower than 12 from July 2024. The July 2025 sales were at its lowest 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.



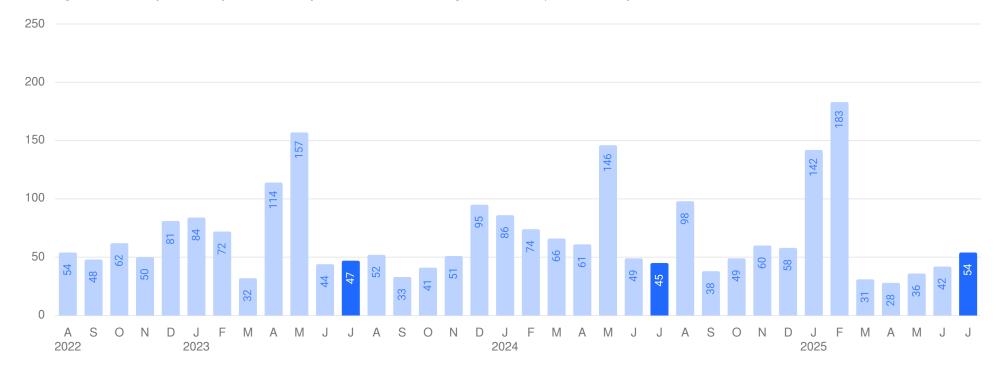


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Average Days on Market

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 54 days, up 28.57% from 42 days from the previous month and 20.0% higher than 45 days from July 2024. The July 2025 DOM was at its highest level compared with July 2024 and 2023.



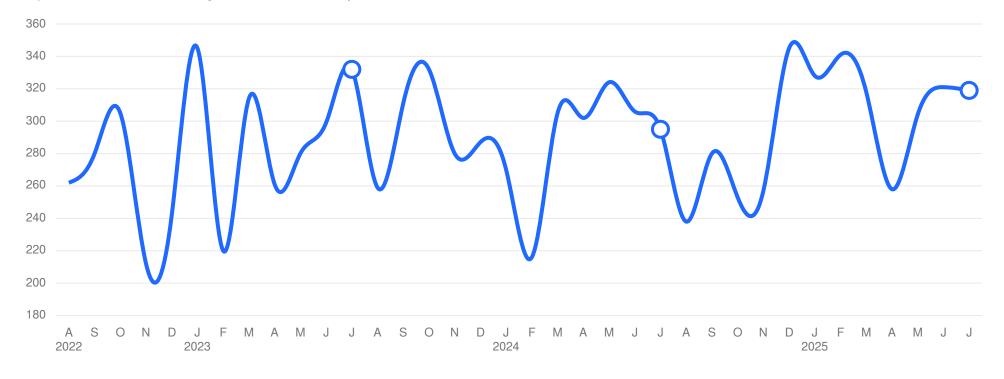


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Average Sales Price per Square Foot

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 \$319, equal to the previous month and 8.14% higher than \$295 from July 2024.





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Inventory & MSI

The number of properties for sale in July 2025 was 25, down -16.67% from 30 from the previous month and 19.05% higher than 21 from July 2024. The July 2025 inventory was at its highest 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 4.17 months was at its highest level compared with July 2024 and 2023.





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New Listings

The number of new listings in July 2025 was 13, down -18.75% from 16 from the previous month and 62.50% higher than 8 from July 2024. The July 2025 listings were at its highest level compared to July 2024 and 2023.

