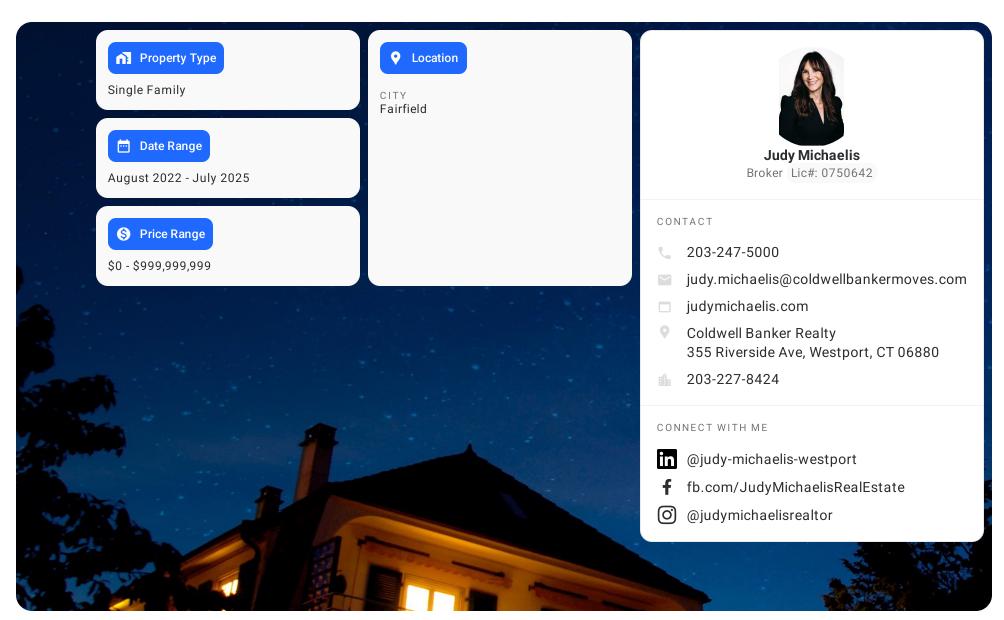


Market Trends Report July 2025





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.

Overview		Monthly Trends			
	YTD Avg.	July	June	Apr Jun.	Jul. 2024
New Listings	479	65	81	81	77
Average Sales Price per Square Foot	494	455	490	480	463
Average Days on Market	54	45	46	50	39
Number of Properties for Sale	880	111	150	146	159
Average List Price	\$1,723,836	\$2,230,626	\$1,869,019	\$1,748,728	\$1,713,077
Median List Price	\$1,109,421	\$1,599,000	\$1,199,500	\$1,106,317	\$925,000
Average Sales Price	\$1,389,505	\$1,244,220	\$1,416,190	\$1,377,502	\$1,349,988
Median Sales Price	\$1,063,857	\$1,100,000	\$1,057,000	\$976,500	\$1,175,000
Sales Price / List Price Ratio	102.83%	104.17%	104.01%	103.93%	102.39%
Number of Properties Sold	314	54	70	57	72
Month's Supply of Inventory	3.01	2.06	2.14	2.61	2.21
Absorption Rate	0.35	0.49	0.47	0.39	0.45



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Average & Median Sales Price

The median sales price in July 2025 was \$1,100,000, up 4.07% from \$1,057,000 from the previous month and -6.38% lower than \$1,175,000 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 \$1,244,220, down -12.14% from \$1,416,190 from the previous month and -7.83% lower than \$1,349,988 from July 2024. The July 2025 average sale price was at its lowest level compared to July 2024 and 2023.



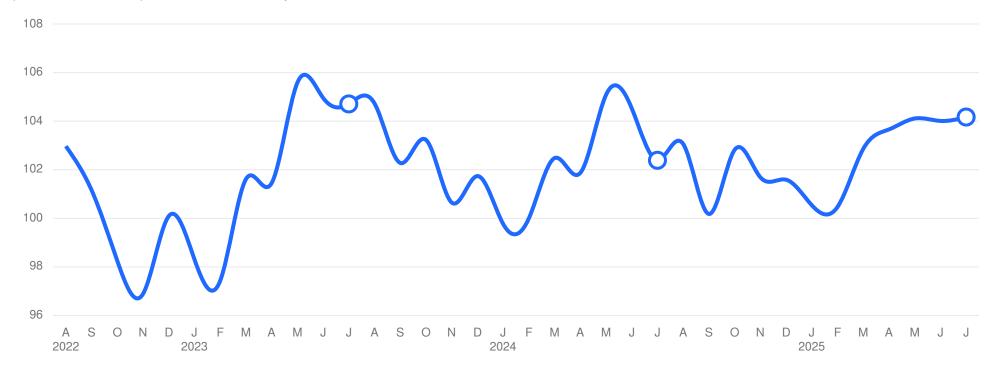


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Sales Price / List Price Ratio

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 104.17%, equal to the previous month and up from 102.39% from July 2024.







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Number of Properties Sold & Absorption Rate

The number of properties sold in July 2025 was 54, down -22.86% from 70 from the previous month and -25.00% lower than 72 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.



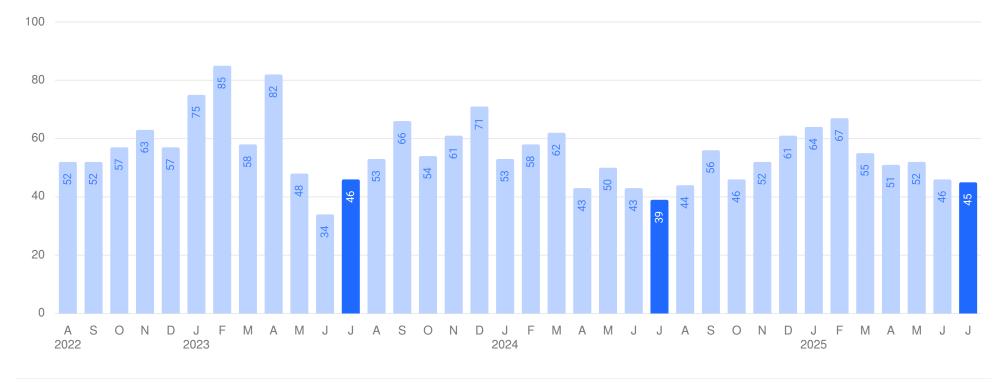


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Average Days on Market

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 45 days, down -2.17% from 46 days from the previous month and 15.38% higher than 39 days from July 2024. The July 2025 DOM was at a mid level compared with July 2024 and 2023.



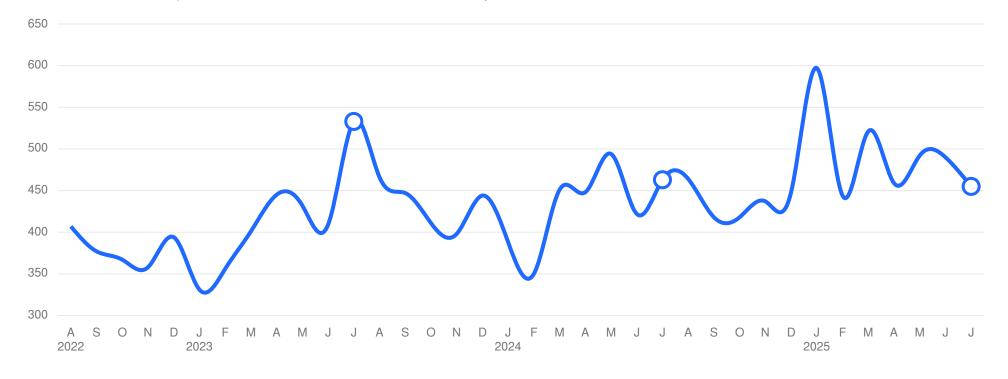


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Average Sales Price per Square Foot

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 \$455, down -7.14% from \$490 from the previous month and -1.73% lower than \$463 from July 2024.





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Inventory & MSI

The number of properties for sale in July 2025 was 111, down -26.00% from 150 from the previous month and -30.19% lower than 159 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 2.06 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 65, down -19.75% from 81 from the previous month and -15.58% lower than 77 from July 2024. The July 2025 listings were at a mid level compared to July 2024 and 2023.

