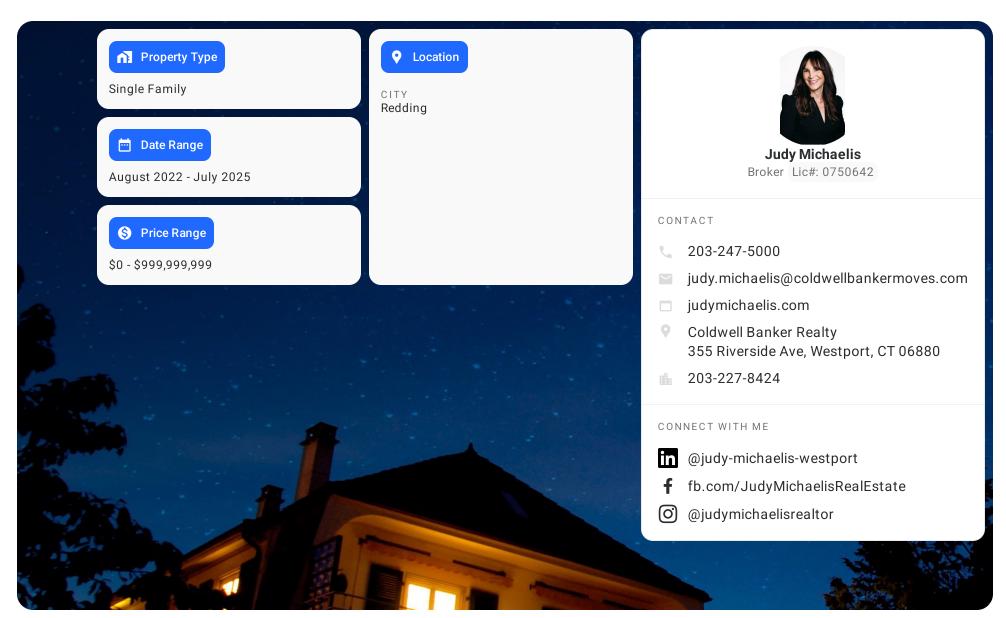


# Market Trends Report July 2025





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                        | 100         | 9              | 15          | 22          | 14          |
| Average Sales Price per Square Foot | 322         | 316            | 361         | 313         | 338         |
| Average Days on Market              | 75          | 47             | 31          | 67          | 47          |
| Number of Properties for Sale       | 230         | 34             | 48          | 41          | 35          |
| Average List Price                  | \$1,431,300 | \$1,732,588    | \$1,556,331 | \$1,418,312 | \$1,514,154 |
| Median List Price                   | \$1,082,857 | \$1,065,000    | \$997,500   | \$1,037,333 | \$1,199,000 |
| Average Sales Price                 | \$1,092,261 | \$1,253,974    | \$952,000   | \$938,805   | \$1,099,427 |
| Median Sales Price                  | \$1,026,129 | \$1,199,000    | \$975,000   | \$903,300   | \$869,000   |
| Sales Price / List Price Ratio      | 98.36%      | 103.95%        | 106.31%     | 99.74%      | 99.51%      |
| Number of Properties Sold           | 65          | 19             | 12          | 9           | 13          |
| Month's Supply of Inventory         | 3.97        | 1.79           | 4           | 4.95        | 2.69        |
| Absorption Rate                     | 0.29        | 0.56           | 0.25        | 0.21        | 0.37        |

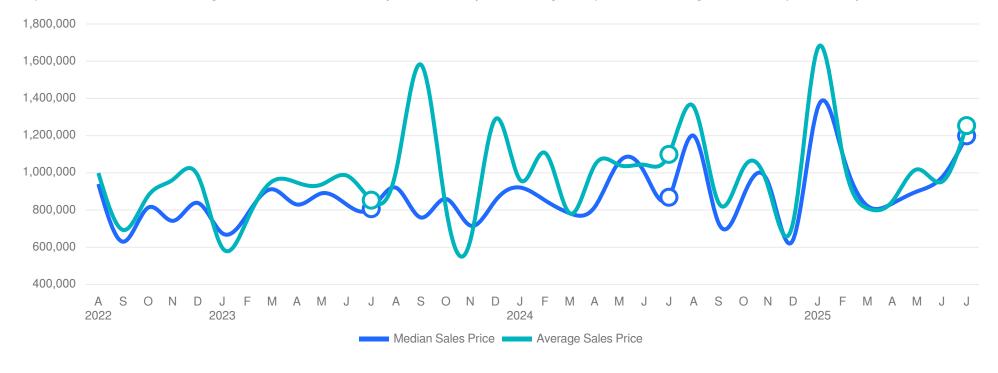


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# Average & Median Sales Price

The median sales price in July 2025 was \$1,199,000, up 22.97% from \$975,000 from the previous month and 37.97% higher than \$869,000 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 \$1,253,974, up 31.72% from \$952,000 from the previous month and 14.06% higher than \$1,099,427 from July 2024. The July 2025 average sale price was at its highest level compared to July 2024 and 2023.



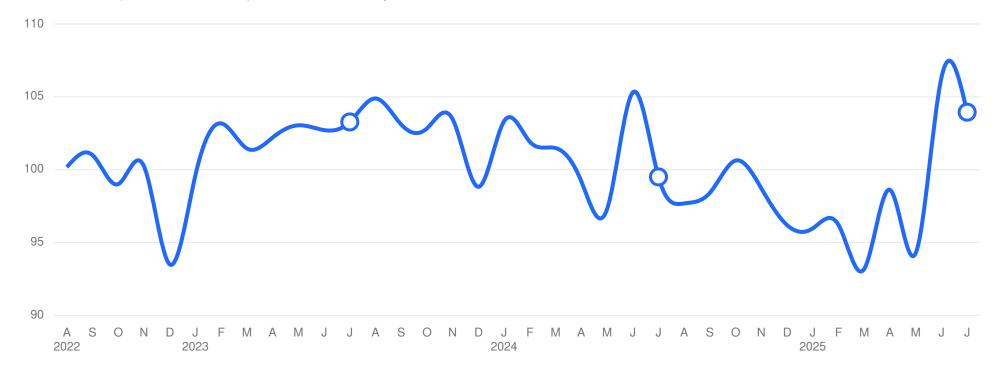


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#### Sales Price / List Price Ratio

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 103.95%, down from 106.31% from the previous month and up from 99.51% from July 2024.





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### Number of Properties Sold & Absorption Rate

The number of properties sold in July 2025 was 19, up 58.33% from 12 from the previous month and 46.15% higher than 13 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.



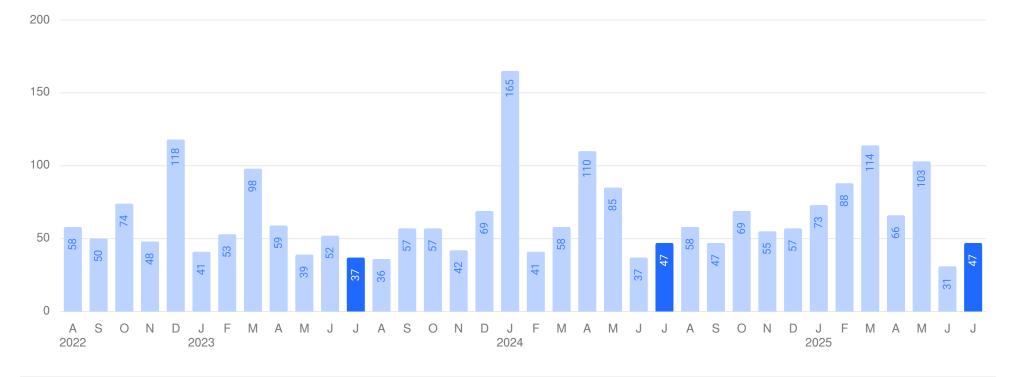


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# Average Days on Market

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 47 days, up 51.61% from 31 days from the previous month and equal to July 2024. The July 2025 DOM was at a mid level compared with July 2024 and 2023.



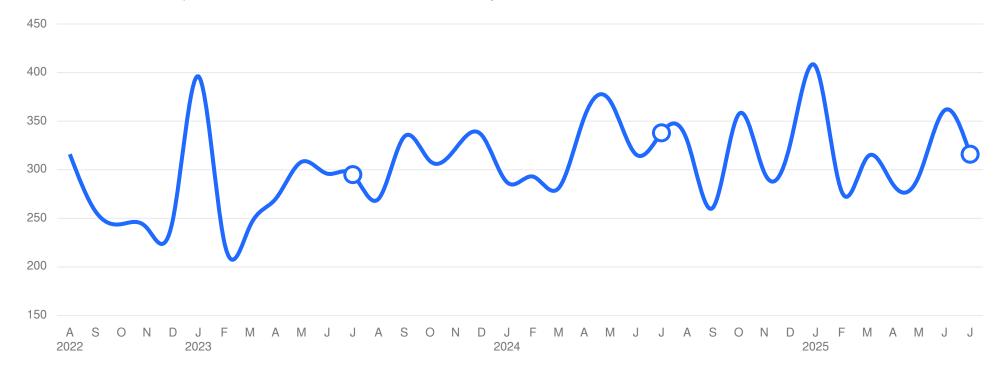


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### Average Sales Price per Square Foot

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 \$316, down -12.47% from \$361 from the previous month and -6.51% lower than \$338 from July 2024.





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# Inventory & MSI

The number of properties for sale in July 2025 was 34, down -29.17% from 48 from the previous month and -2.86% lower than 35 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 1.79 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 9, down -40.0% from 15 from the previous month and -35.71% lower than 14 from July 2024. The July 2025 listings were at its lowest level compared to July 2024 and 2023.

