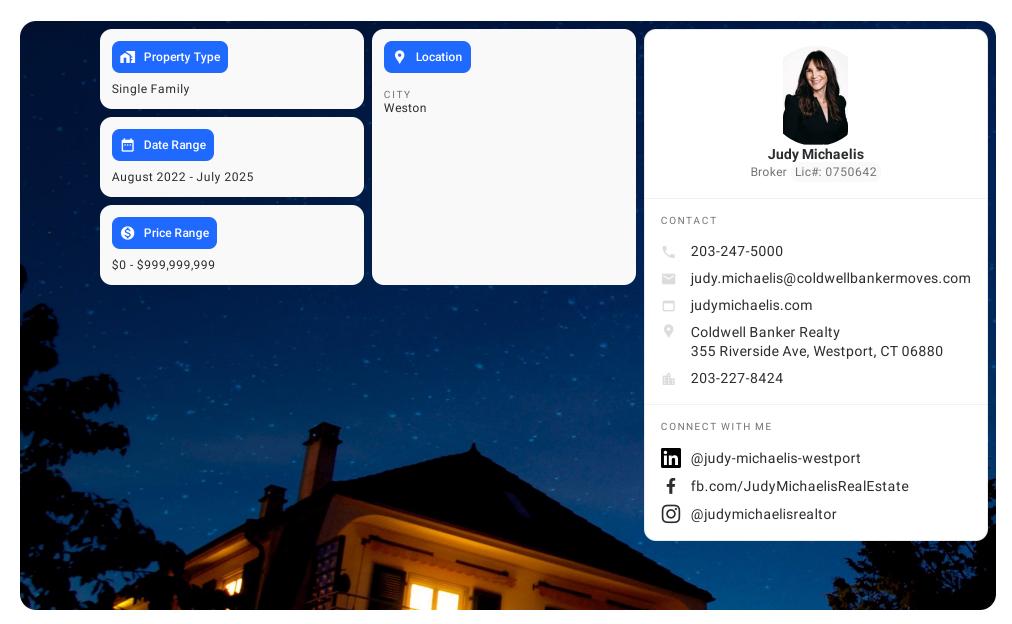


Market Trends Report July 2025





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	135	16	20	25	14
Average Sales Price per Square Foot	394	358	383	412	359
Average Days on Market	50	31	43	34	39
Number of Properties for Sale	229	30	40	45	43
Average List Price	\$1,589,099	\$1,510,301	\$1,631,057	\$1,661,971	\$1,794,788
Median List Price	\$1,496,928	\$1,449,000	\$1,595,000	\$1,577,167	\$1,595,000
Average Sales Price	\$1,547,098	\$1,742,938	\$1,654,696	\$1,518,875	\$1,464,467
Median Sales Price	\$1,432,071	\$1,766,500	\$1,600,000	\$1,390,000	\$1,375,000
Sales Price / List Price Ratio	104.66%	103.95%	103.85%	105.62%	107.52%
Number of Properties Sold	80	16	23	13	15
Month's Supply of Inventory	3.66	1.88	1.74	5.03	2.87
Absorption Rate	0.41	0.53	0.57	0.3	0.35

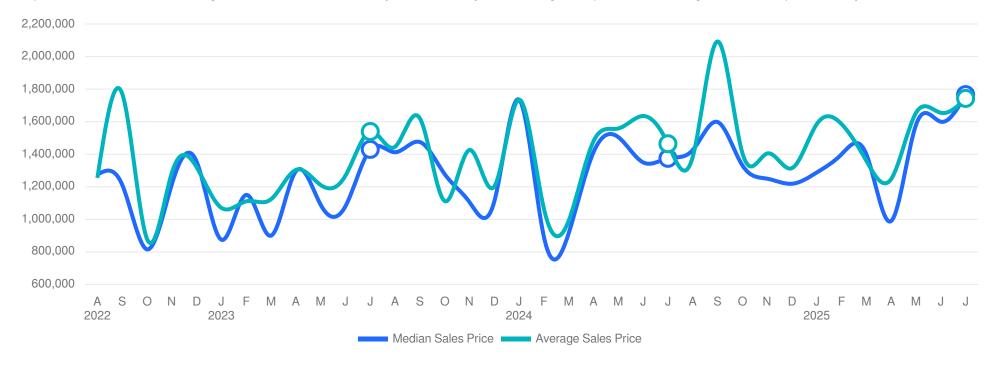


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Average & Median Sales Price

The median sales price in July 2025 was \$1,766,500, up 10.41% from \$1,600,000 from the previous month and 28.47% higher than \$1,375,000 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 \$1,742,938, up 5.33% from \$1,654,696 from the previous month and 19.02% higher than \$1,464,467 from July 2024. The July 2025 average sale price was at its highest level compared to July 2024 and 2023.



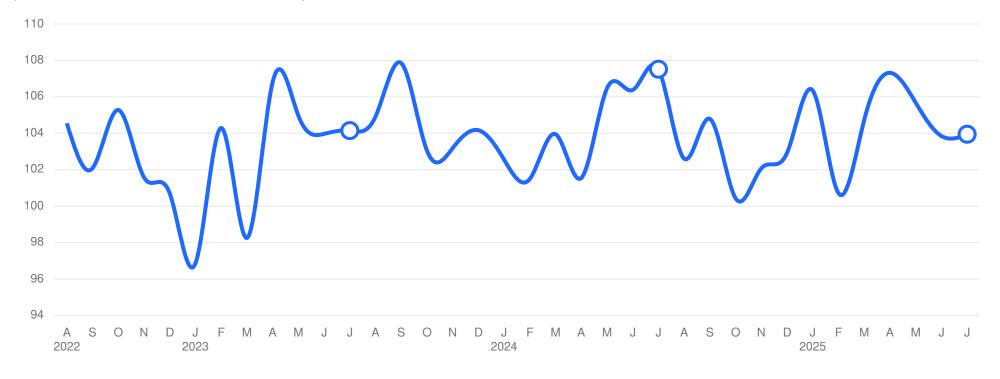


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Sales Price / List Price Ratio

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%, equal to the previous month and down from 107.52% from July 2024.





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Number of Properties Sold & Absorption Rate

The number of properties sold in July 2025 was 16, down -30.43% from 23 from the previous month and 6.67% higher than 15 from July 2024. The July 2025 sales were at a mid 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.



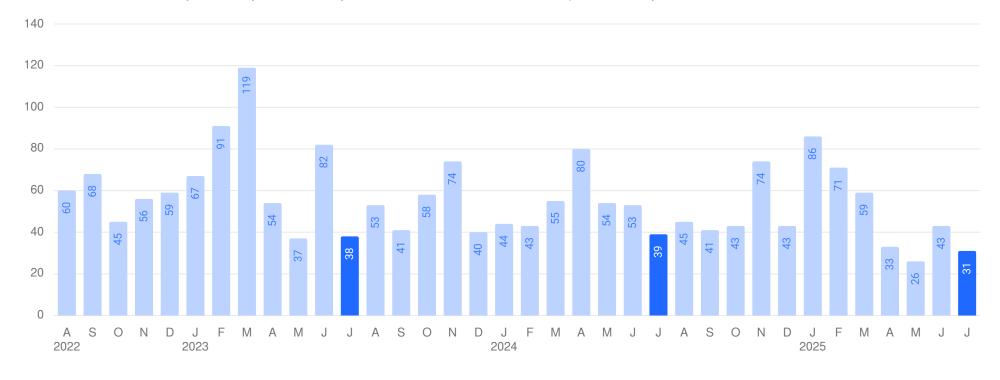


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Average Days on Market

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 31 days, down -27.91% from 43 days from the previous month and -20.51% lower than 39 days from July 2024. The July 2025 DOM was at its lowest level compared with July 2024 and 2023.



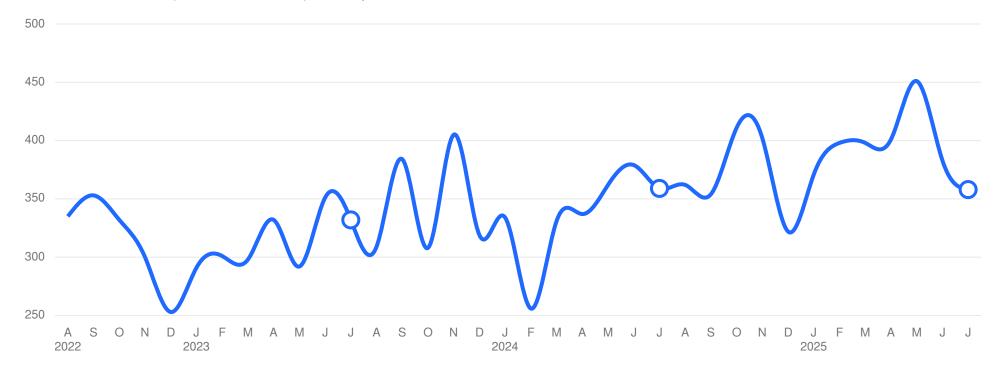


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Average Sales Price per Square Foot

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 \$358, down -6.53% from \$383 from the previous month and equal to July 2024.





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Inventory & MSI

The number of properties for sale in July 2025 was 30, down -25.00% from 40 from the previous month and -30.23% lower than 43 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 1.88 months was at a mid level compared with July 2024 and 2023.





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New Listings

The number of new listings in July 2025 was 16, down -20.0% from 20 from the previous month and 14.29% higher than 14 from July 2024. The July 2025 listings were at its highest level compared to July 2024 and 2023.

