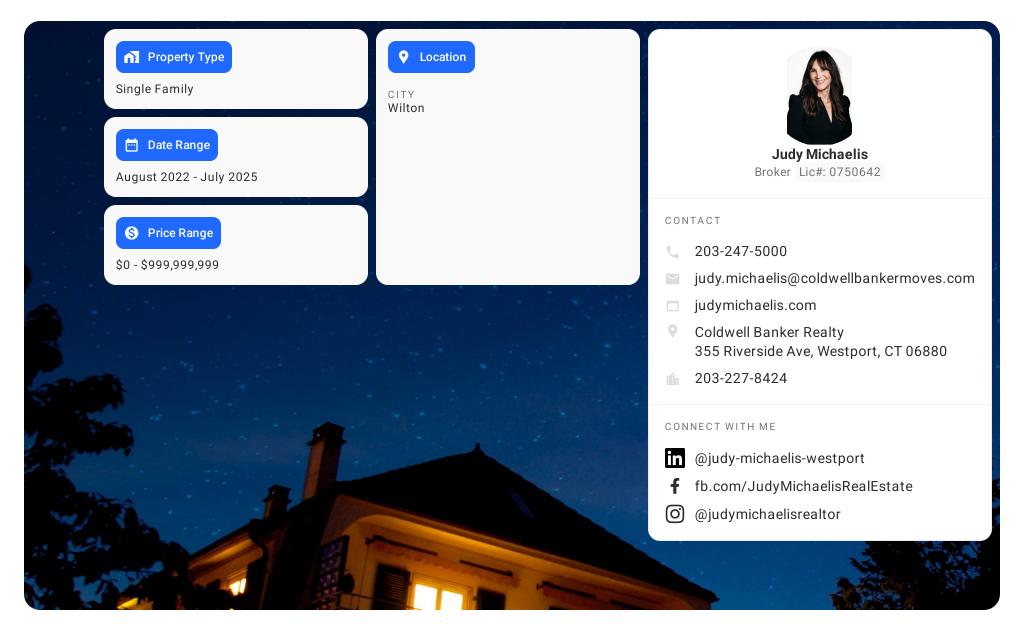


Market Trends Report July 2025





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	182	22	33	35	26	
Average Sales Price per Square Foot	398	400	425	417	359	
Average Days on Market	53	38	38	40	35	
Number of Properties for Sale	314	37	63	58	51	
Average List Price	\$1,500,414	\$1,448,346	\$1,493,838	\$1,459,788	\$1,371,478	
Median List Price	\$1,282,214	\$1,285,000	\$1,295,000	\$1,194,167	\$1,174,000	
Average Sales Price	\$1,501,736	\$1,548,616	\$1,370,444	\$1,386,014	\$1,476,852	
Median Sales Price	\$1,350,179	\$1,410,000	\$1,344,500	\$1,315,833	\$1,400,000	
Sales Price / List Price Ratio	106.98%	107.94%	108.37%	109.54%	109.28%	
Number of Properties Sold	118	31	25	21	31	
Month's Supply of Inventory	3.52	1.19	2.52	2.79	1.65	
Absorption Rate	0.39	0.84	0.4	0.37	0.61	

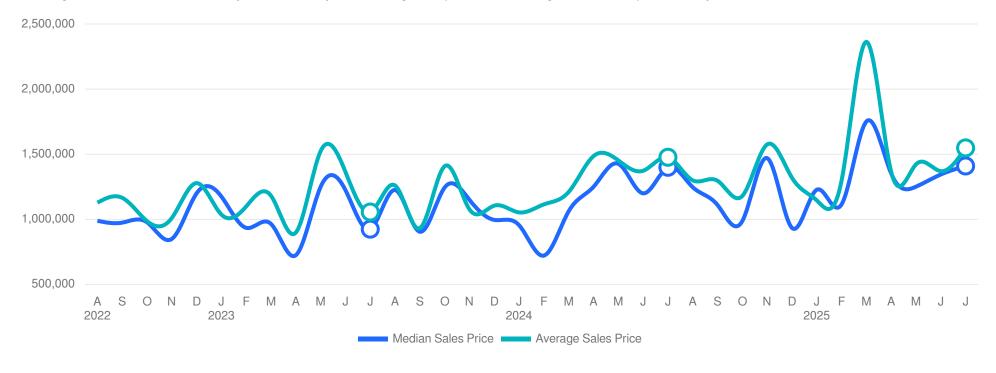


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Average & Median Sales Price

The median sales price in July 2025 was \$1,410,000, up 4.87% from \$1,344,500 from the previous month and equal to 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 \$1,548,616, up 13.00% from \$1,370,444 from the previous month and 4.86% higher than \$1,476,852 from July 2024. The July 2025 average sale price was at its highest level compared to July 2024 and 2023.





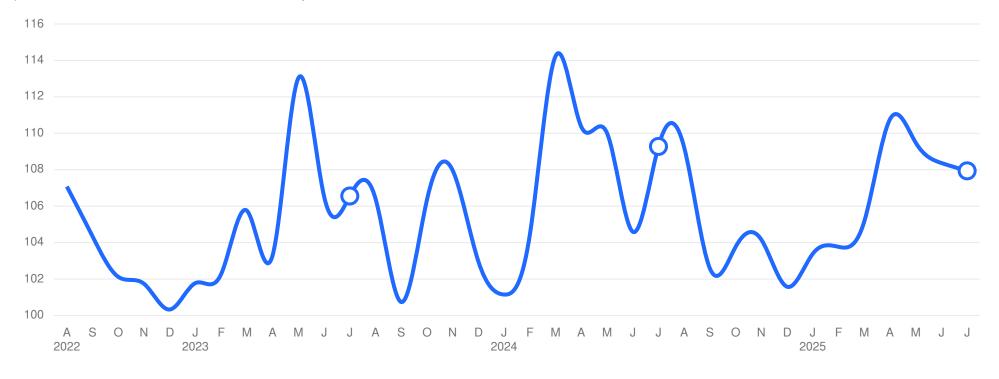


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Sales Price / List Price Ratio

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 107.94%, equal to the previous month and down from 109.28% from July 2024.





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Number of Properties Sold & Absorption Rate

The number of properties sold in July 2025 was 31, up 24.00% from 25 from the previous month and equal to 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.



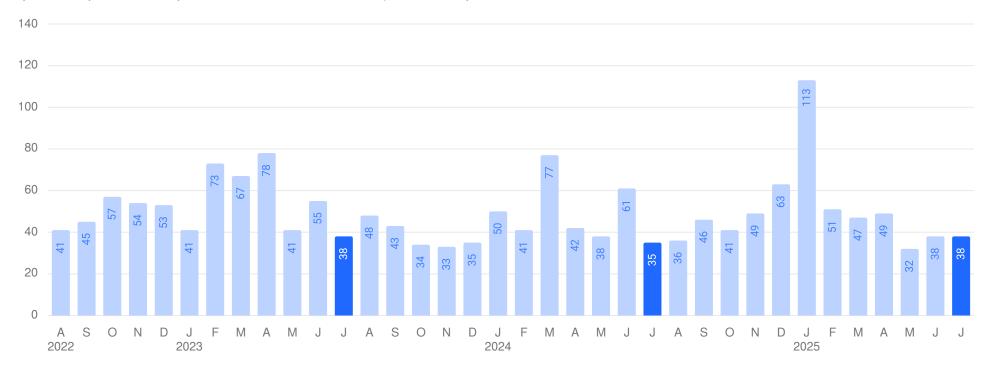


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Average Days on Market

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 38 days, equal to the previous month and 8.57% higher than 35 days from July 2024. The July 2025 DOM was at a mid level compared with July 2024 and 2023.



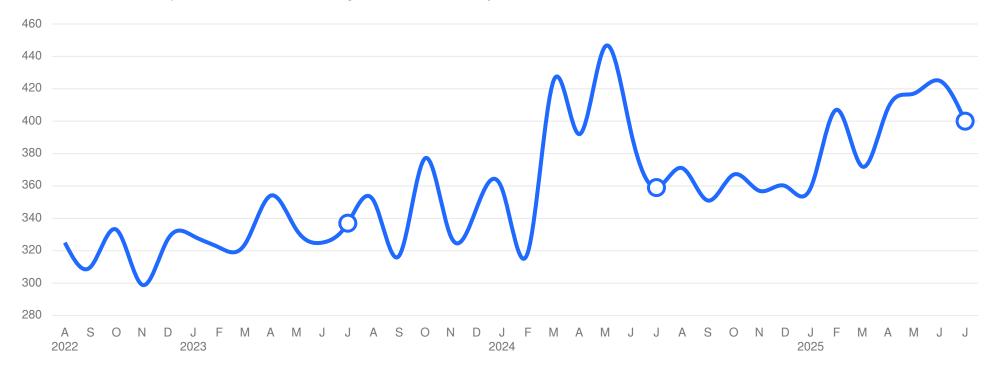


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Average Sales Price per Square Foot

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 \$400, down -5.88% from \$425 from the previous month and 11.42% higher than \$359 from July 2024.





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Inventory & MSI

The number of properties for sale in July 2025 was 37, down -41.27% from 63 from the previous month and -27.45% lower than 51 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 1.19 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 22, down -33.33% from 33 from the previous month and -15.38% lower than 26 from July 2024. The July 2025 listings were at a mid level compared to July 2024 and 2023.

