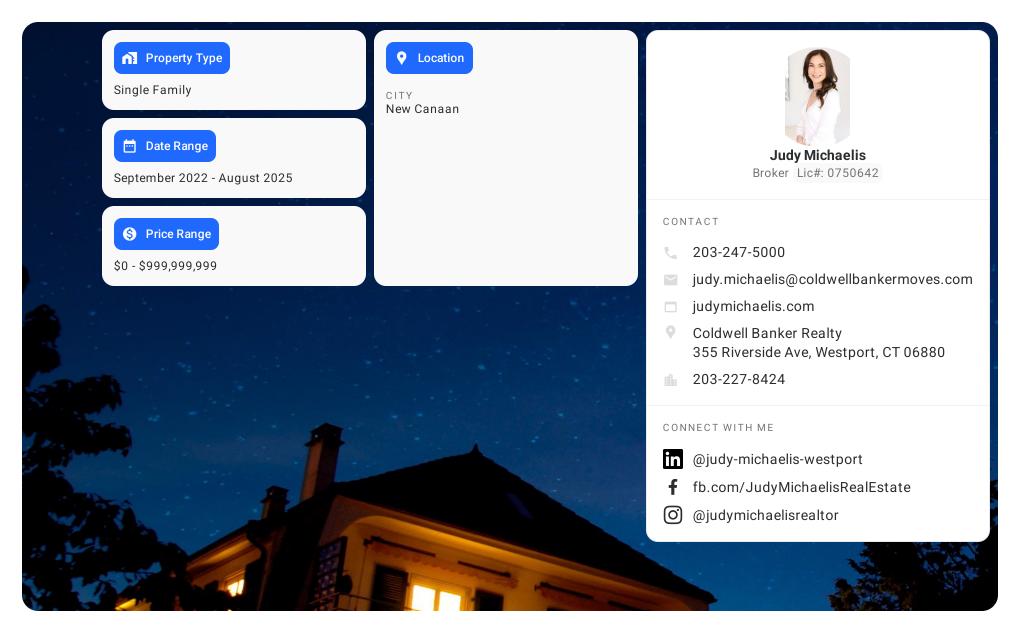


Market Trends Report August 2025





Judy Michaelis
Broker

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Properties: Single Family

Overview

The overview below shows real estate activity from January 2025 to August 2025. You will see data comparisons between August and the previous month, the last three months and August 2024.

	Monthly Trends				
Overview	YTD Avg.	August	July	May Jul.	Aug. 2024
New Listings	194	16	18	30	20
Average Sales Price per Square Foot	579	606	592	594	497
Average Days on Market	52	50	36	46	45
Number of Properties for Sale	396	45	51	55	71
Average List Price	\$4,312,554	\$4,290,267	\$4,102,643	\$4,072,687	\$3,602,197
Median List Price	\$3,380,375	\$2,999,000	\$2,995,000	\$3,155,833	\$3,495,000
Average Sales Price	\$2,974,677	\$2,968,234	\$3,356,293	\$3,098,580	\$2,514,348
Median Sales Price	\$2,560,804	\$2,562,500	\$2,541,000	\$2,696,167	\$2,667,700
Sales Price / List Price Ratio	103.85%	101.68%	106.49%	106.05%	101.95%
Number of Properties Sold	147	32	23	21	25
Month's Supply of Inventory	3.14	1.41	2.22	2.72	2.84
Absorption Rate	0.37	0.71	0.45	0.38	0.35





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Average & Median Sales Price

The median sales price in August 2025 was \$2,562,500, equal to the previous month and -3.94% lower than \$2,667,700 from August 2024. The August 2025 median sales price was at a mid level compared to August 2024 and 2023. The average sales price in August 2025 was \$2,968,234, down -11.56% from \$3,356,293 from the previous month and 18.05% higher than \$2,514,348 from August 2024. The August 2025 average sale price was at its highest level compared to August 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 August 2025 sales price/list price ratio was 101.68%, down from 106.49% from the previous month and equal to August 2024.







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Number of Properties Sold & Absorption Rate

The number of properties sold in August 2025 was 32, up 39.13% from 23 from the previous month and 28.00% higher than 25 from August 2024. The August 2025 sales were at its highest level compared to August 2024 and 2023. Absorption rate is the avg number of sales per month divided by the total number of available properties.





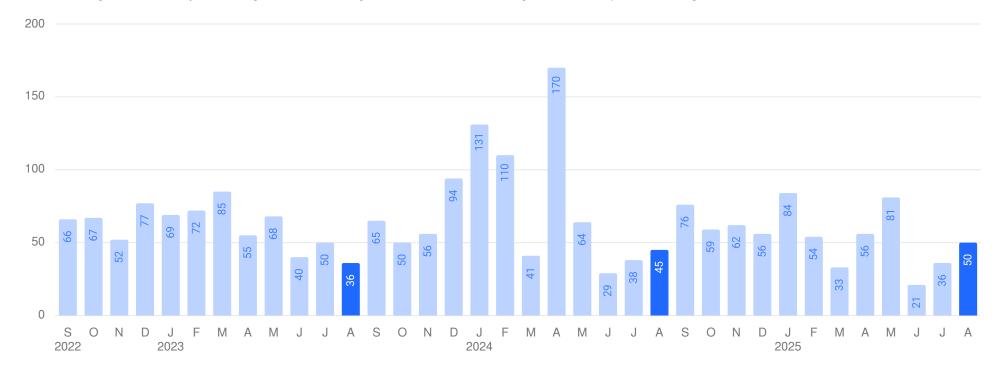
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Average Days on Market

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 August 2025 was 50 days, up 38.89% from 36 days from the previous month and 11.11% higher than 45 days from August 2024. The August 2025 DOM was at its highest level compared with August 2024 and 2023.





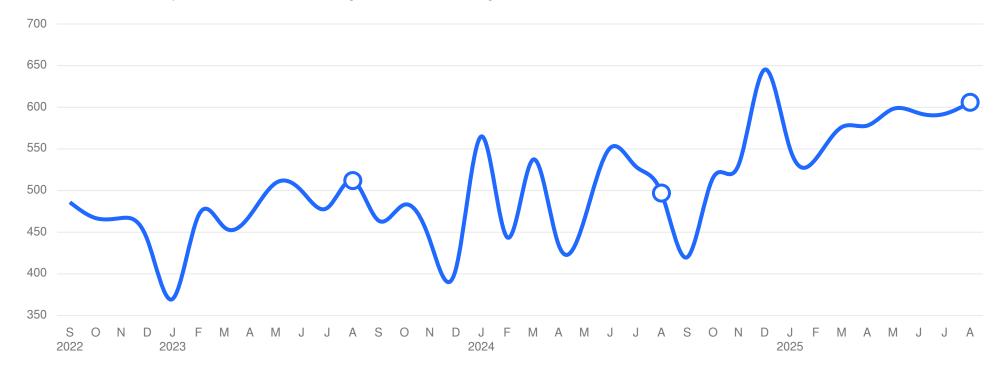


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Average Sales Price per Square Foot

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 August 2025 was \$606, up 2.36% from \$592 from the previous month and 21.93% higher than \$497 from August 2024.





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Inventory & MSI

The number of properties for sale in August 2025 was 45, down -11.76% from 51 from the previous month and -36.62% lower than 71 from August 2024. The August 2025 inventory was at its lowest level compared with August 2024 and 2023. A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2025 MSI of 1.41 months was at its lowest level compared with August 2024 and 2023.



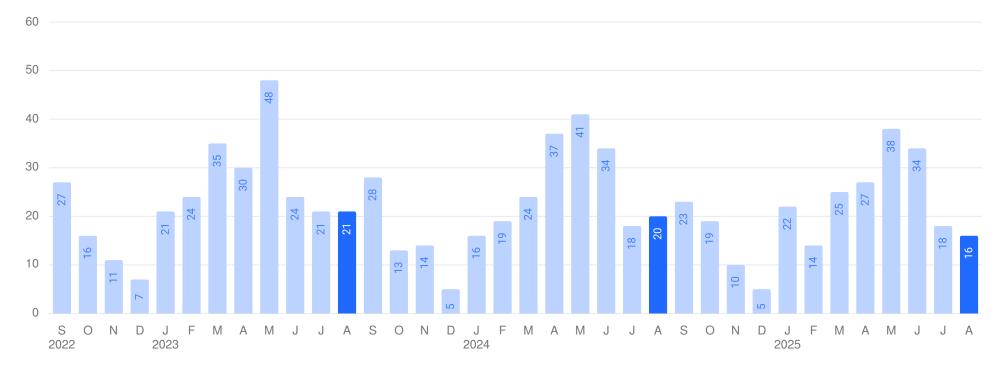




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New Listings

The number of new listings in August 2025 was 16, down -11.11% from 18 from the previous month and -20.0% lower than 20 from August 2024. The August 2025 listings were at its lowest level compared to August 2024 and 2023.



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