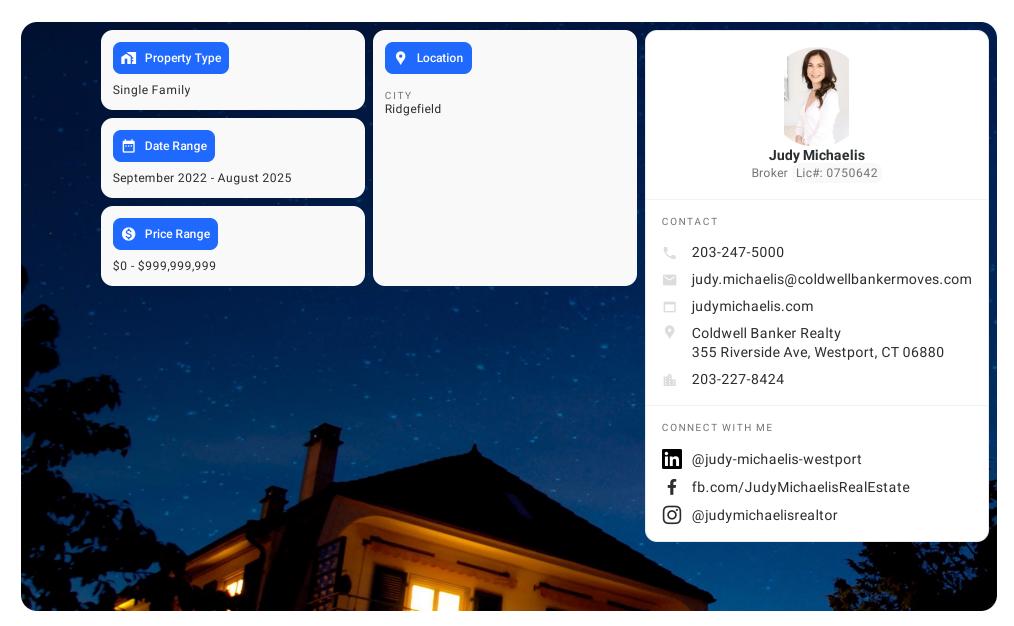


Market Trends Report August 2025





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.

Overview	Monthly Trends				
	YTD Avg.	August	July	May Jul.	Aug. 2024
New Listings	243	16	35	39	18
Average Sales Price per Square Foot	384	371	366	391	357
Average Days on Market	46	37	33	34	48
Number of Properties for Sale	395	40	67	65	45
Average List Price	\$1,740,198	\$1,978,414	\$1,715,655	\$1,650,016	\$1,529,781
Median List Price	\$1,271,063	\$1,797,500	\$1,350,000	\$1,296,167	\$1,150,000
Average Sales Price	\$1,269,490	\$1,182,191	\$1,109,498	\$1,160,974	\$1,245,679
Median Sales Price	\$1,088,395	\$1,050,000	\$1,083,000	\$1,112,052	\$1,199,000
Sales Price / List Price Ratio	104.99%	104.15%	105.62%	107.65%	102.15%
Number of Properties Sold	147	24	24	27	39
Month's Supply of Inventory	3.16	1.67	2.79	2.67	1.15
Absorption Rate	0.37	0.6	0.36	0.43	0.87





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Average & Median Sales Price

The median sales price in August 2025 was \$1,050,000, down -3.05% from \$1,083,000 from the previous month and -12.43% lower than \$1,199,000 from August 2024. The August 2025 median sales price was at its lowest level compared to August 2024 and 2023. The average sales price in August 2025 was \$1,182,191, up 6.55% from \$1,109,498 from the previous month and -5.10% lower than \$1,245,679 from August 2024. The August 2025 average sale price was at a mid level compared to August 2024 and 2023.



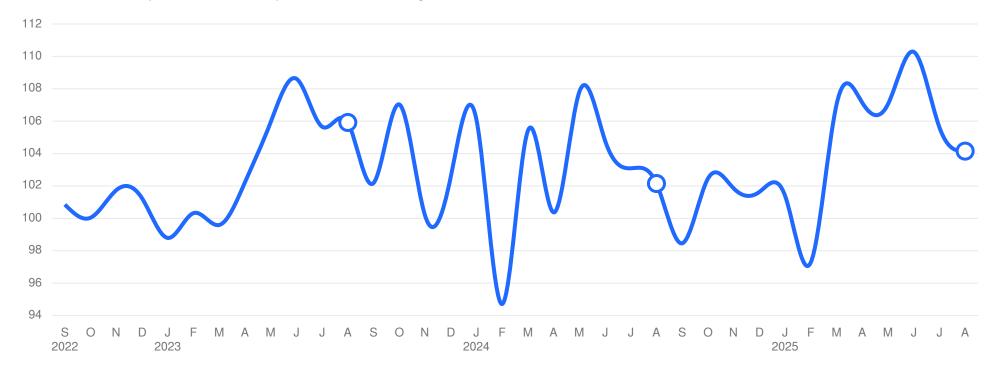




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Sales Price / List Price Ratio

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 104.15%, down from 105.62% from the previous month and up from 102.15% from August 2024.







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Number of Properties Sold & Absorption Rate

The number of properties sold in August 2025 was 24, equal to the previous month and -38.46% lower than 39 from August 2024. The August 2025 sales were at its lowest 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 37 days, up 12.12% from 33 days from the previous month and -22.92% lower than 48 days from August 2024. The August 2025 DOM was at its lowest level compared with August 2024 and 2023.





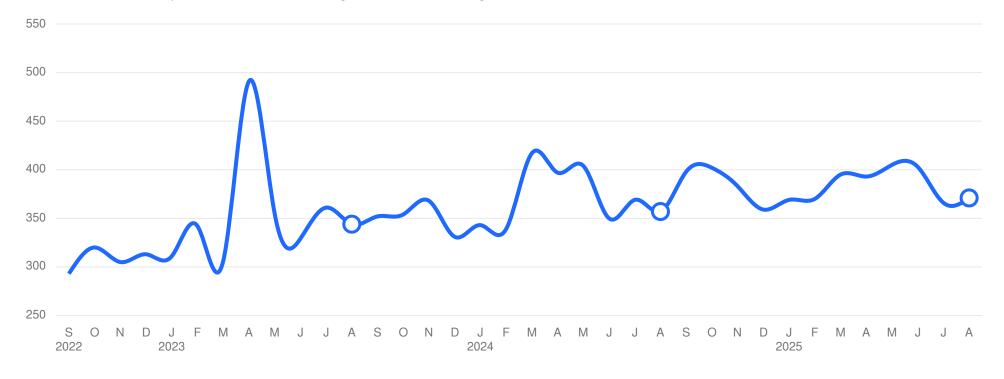


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Average Sales Price per Square Foot

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 \$371, up 1.37% from \$366 from the previous month and 3.92% higher than \$357 from August 2024.







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Inventory & MSI

The number of properties for sale in August 2025 was 40, down -40.30% from 67 from the previous month and -11.11% lower than 45 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 1.67 months was at a mid level compared with August 2024 and 2023.







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New Listings

The number of new listings in August 2025 was 16, down -54.29% from 35 from the previous month and -11.11% lower than 18 from August 2024. The August 2025 listings were at its lowest level compared to August 2024 and 2023.

