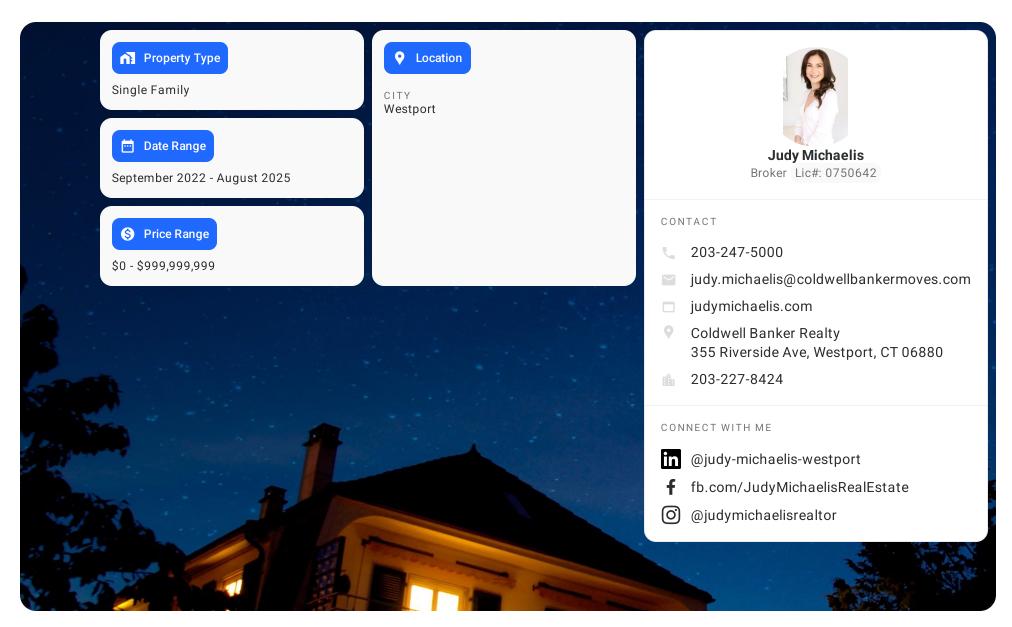


Market Trends Report August 2025





Judy Michaelis Broker

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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 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	339	25	30	44	27
Average Sales Price per Square Foot	618	639	677	641	579
Average Days on Market	51	50	48	43	73
Number of Properties for Sale	810	80	111	122	91
Average List Price	\$4,122,027	\$4,127,932	\$3,776,861	\$3,816,331	\$4,005,722
Median List Price	\$3,460,313	\$3,680,000	\$3,300,000	\$3,165,000	\$3,695,000
Average Sales Price	\$2,582,794	\$2,807,781	\$2,696,779	\$2,618,417	\$2,979,564
Median Sales Price	\$2,306,808	\$2,600,000	\$2,077,500	\$2,096,570	\$2,327,500
Sales Price / List Price Ratio	102.74%	103.04%	103.18%	103.9%	102.37%
Number of Properties Sold	194	31	34	33	38
Month's Supply of Inventory	4.65	2.58	3.26	3.8	2.39
Absorption Rate	0.24	0.39	0.31	0.27	0.42





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Average & Median Sales Price

The median sales price in August 2025 was \$2,600,000, up 25.15% from \$2,077,500 from the previous month and 11.71% higher than \$2,327,500 from August 2024. The August 2025 median sales price was at its highest level compared to August 2024 and 2023. The average sales price in August 2025 was \$2,807,781, up 4.12% from \$2,696,779 from the previous month and -5.77% lower than \$2,979,564 from August 2024. The August 2025 average sale price was at a mid level compared to August 2024 and 2023.



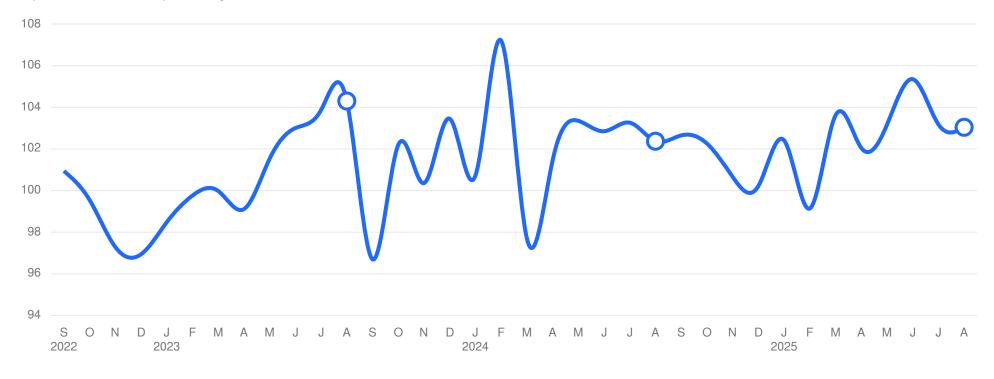


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Sales Price / List Price Ratio

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 103.04%, equal to 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 31, down -8.82% from 34 from the previous month and -18.42% lower than 38 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.





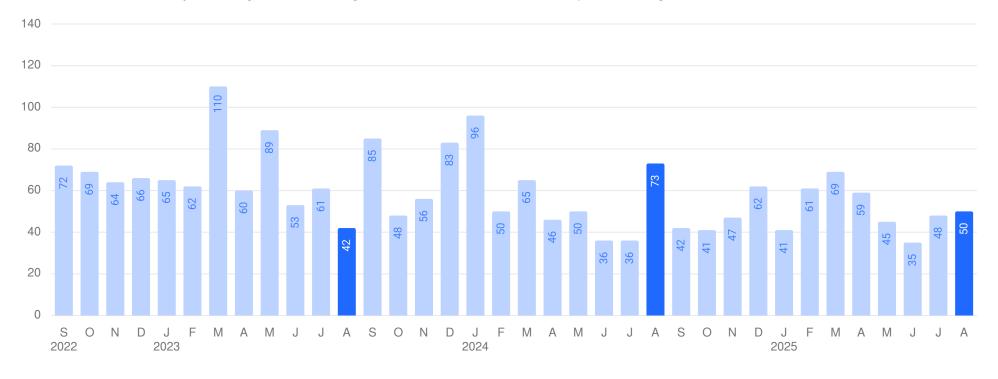


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Average Days on Market

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 50 days, up 4.17% from 48 days from the previous month and -31.51% lower than 73 days from August 2024. The August 2025 DOM was at a mid level compared with August 2024 and 2023.





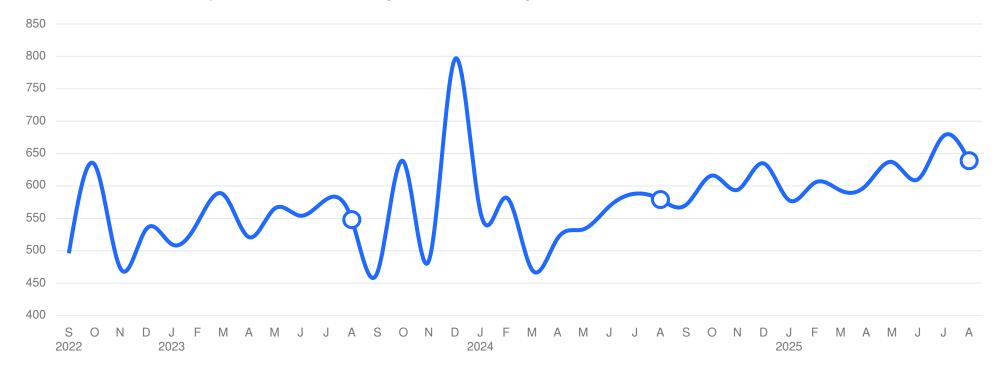


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Average Sales Price per Square Foot

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 \$639, down -5.61% from \$677 from the previous month and 10.36% higher than \$579 from August 2024.







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Inventory & MSI

The number of properties for sale in August 2025 was 80, down -27.93% from 111 from the previous month and -12.09% lower than 91 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 2.58 months was at its highest level compared with August 2024 and 2023.





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New Listings

The number of new listings in August 2025 was 25, down -16.67% from 30 from the previous month and -7.41% lower than 27 from August 2024. The August 2025 listings were at its lowest level compared to August 2024 and 2023.

