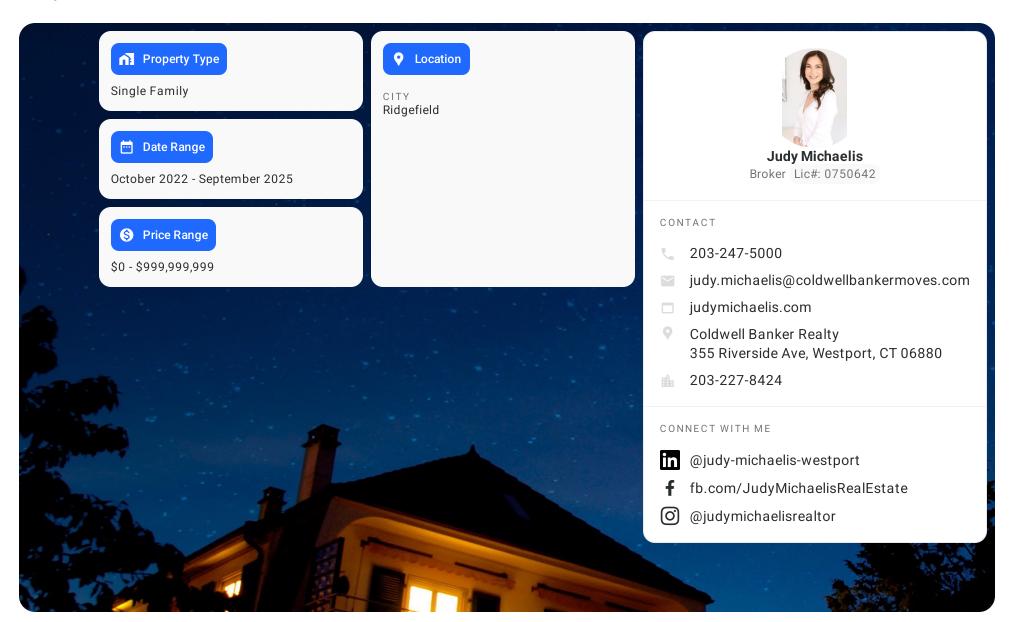


Market Trends Report September 2025





Judy Michaelis
Broker

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Properties: Single Family

Overview

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

Overview		Monthly Trends			
	YTD Avg.	September	August	Jun Aug.	Sep. 2024
New Listings	272	28	16	30	34
Average Sales Price per Square Foot	387	397	383	384	398
Average Days on Market	46	41	38	33	63
Number of Properties for Sale	444	42	47	59	55
Average List Price	\$1,759,627	\$2,029,171	\$1,879,191	\$1,732,819	\$1,486,446
Median List Price	\$1,319,028	\$1,825,000	\$1,700,000	\$1,454,833	\$1,175,000
Average Sales Price	\$1,307,586	\$1,647,411	\$1,147,133	\$1,200,826	\$881,885
Median Sales Price	\$1,145,240	\$1,625,000	\$1,025,000	\$1,120,385	\$734,500
Sales Price / List Price Ratio	105.04%	105.25%	104.29%	106.73%	98.46%
Number of Properties Sold	169	19	27	30	16
Month's Supply of Inventory	3.06	2.21	1.74	2.03	3.44
Absorption Rate	0.37	0.45	0.57	0.53	0.29





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Average & Median Sales Price

The median sales price in September 2025 was \$1,625,000, up 58.54% from \$1,025,000 from the previous month and 121.24% higher than \$734,500 from September 2024. The September 2025 median sales price was at its highest level compared to September 2024 and 2023. The average sales price in September 2025 was \$1,647,411, up 43.61% from \$1,147,133 from the previous month and 86.81% higher than \$881,885 from September 2024. The September 2025 average sale price was at its highest level compared to September 2024 and 2023.



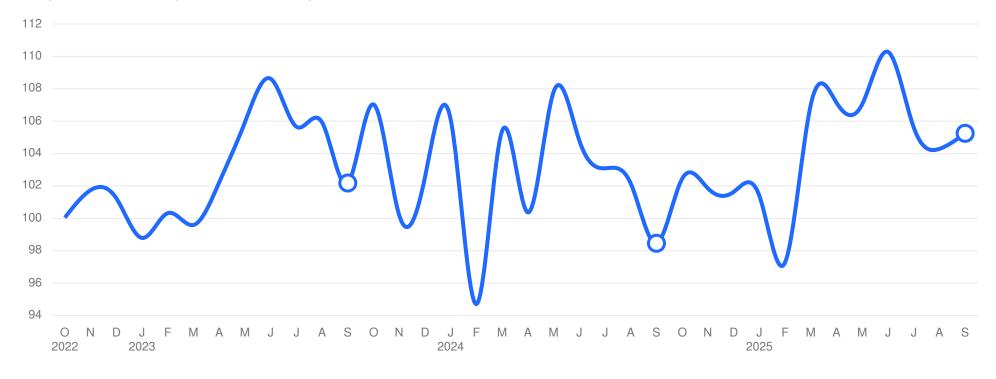


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Sales Price / List Price Ratio

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 September 2025 sales price/list price ratio was 105.25%, equal to the previous month and up from 98.46% from September 2024.





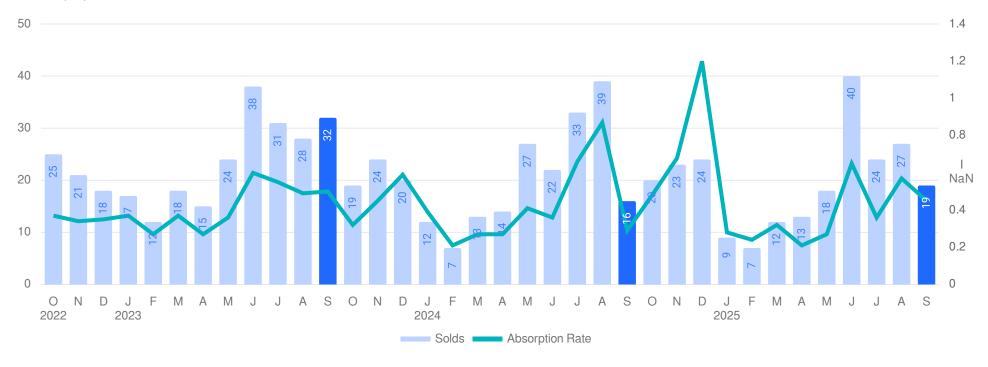


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Number of Properties Sold & Absorption Rate

The number of properties sold in September 2025 was 19, down -29.63% from 27 from the previous month and 18.75% higher than 16 from September 2024. The September 2025 sales were at a mid level compared to September 2024 and 2023. Absorption rate is the avg number of sales per month divided by the total number of available properties.





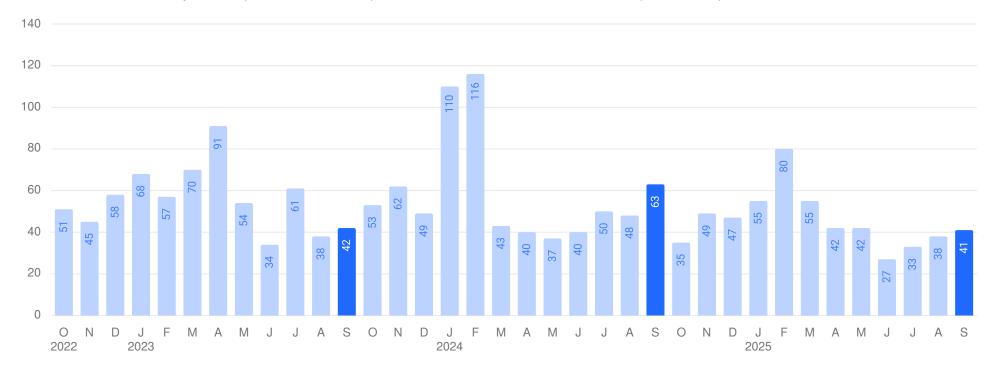


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Average Days on Market

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 September 2025 was 41 days, up 7.89% from 38 days from the previous month and -34.92% lower than 63 days from September 2024. The September 2025 DOM was at its lowest level compared with September 2024 and 2023.





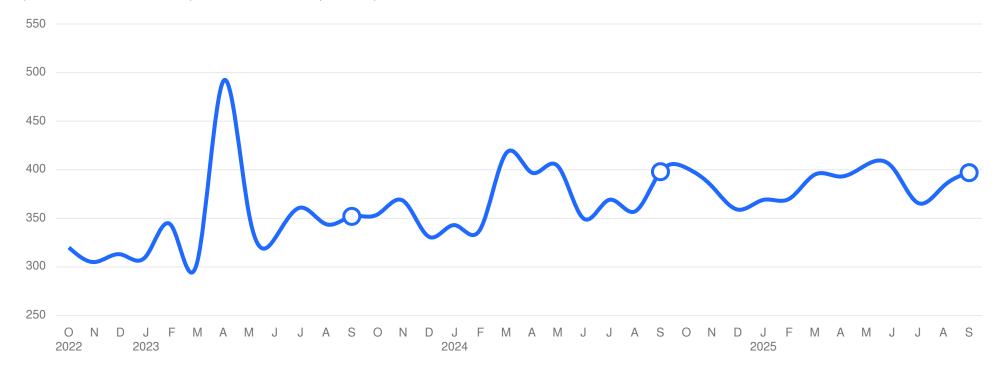


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Average Sales Price per Square Foot

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 September 2025 was \$397, up 3.66% from \$383 from the previous month and equal to September 2024.





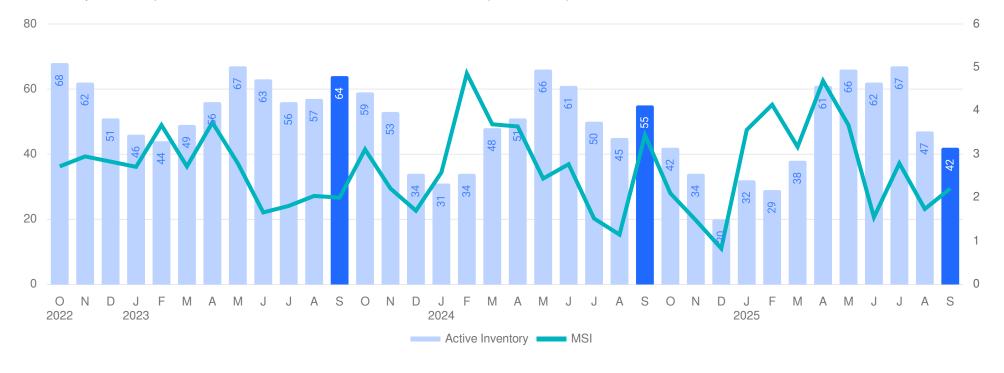


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Inventory & MSI

The number of properties for sale in September 2025 was 42, down -10.64% from 47 from the previous month and -23.64% lower than 55 from September 2024. The September 2025 inventory was at its lowest level compared with September 2024 and 2023. A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2025 MSI of 2.21 months was at a mid level compared with September 2024 and 2023.



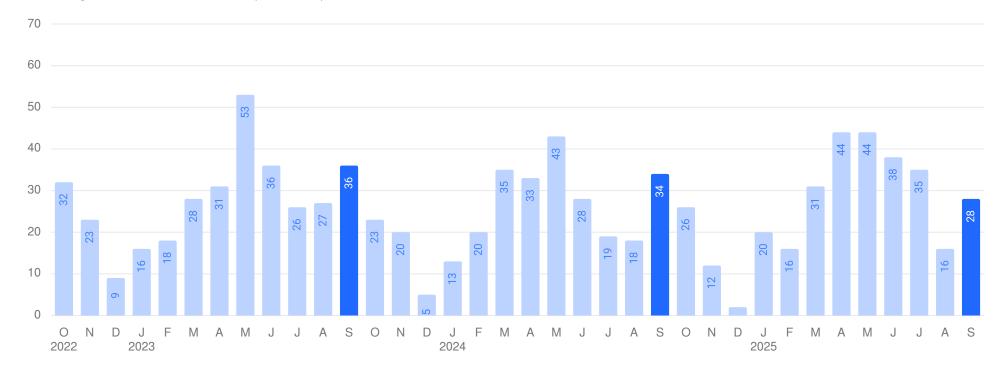


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New Listings

The number of new listings in September 2025 was 28, up 75.00% from 16 from the previous month and -17.65% lower than 34 from September 2024. The September 2025 listings were at its lowest level compared to September 2024 and 2023.



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