

Market in a Minute

A SUMMARY OF MARKET CONDITIONS FOR JUNE 2025

CONTRACTS



Contract activity in June 2025 was **up just 0.7%** from June 2024 and was up for three price categories. Through the first six months of the year, contract activity is down just 0.2%. The average number of days on the market for homes receiving contracts was **26 days** in June 2025, up from 21 days last June.

URGENCY INDEX



The Urgency Index, simply the percentage of homes going under contract that were on the market 30 days or less, was down in June compared to last June. During the past 20 years, the Index has been as high as 94.4% (April 2004) and as low as 22.9% (November 2006). In June 2025, the Urgency Index was **73.6%**, down from 82.7% in June 2024.

INVENTORY



The number of homes on the market at the end of June (2,415) was **up 56.7%** compared to the end of June 2024 and was up for all price categories. The number of new listings coming on the market **increased 7.6%** compared to June 2024. The increase in contract activity was not enough to offset the increase in inventory raising overall supply to 1.4 months from 0.9 months at the end of June 2024. To provide some context, during the "Great Recession" in June 2007, supply was **5.2 months**, the average days on market was **69**, and there were **9,700** homes on the market, **4 times as many as today!**

INTEREST RATES



30-year fixed mortgage interest rates at the end of June stood at 6.67%, down from 6.89% at the end of May 2025, and down from 6.95% one year ago. Given the enormous variations in the impact of daily national and global economic news – good and bad – it is remarkable how small the movement in mortgage rates has been. All eyes are now on the Fed to see how many, **if any**, rate cuts they will do this year.

AFFORDABILITY



The payment on a no-money-down, 30-year fixed mortgage for a median-priced home is **102% higher** than it was a decade ago in June 2015, and the median price is up **52%**. The payment is **3.8% lower** than last June because of lower mortgage rates. The mortgage payment for a median priced home (\$4,963) was much **higher** in June than the median rented price (\$3,250).

DIRECTION OF THE MARKET



The Northern Virginia real estate market remains among the strongest in the DC Metro area – yet the signs of softening are unmistakable and expected. **We have seen a sustained, seller's market for well over a decade**, driven by very low interest rates and almost non-existent inventory. Buyers rushed to take advantage of those low rates, and they were often in competition with other buyers who were doing the same thing. Home prices skyrocketed. Would-be buyers were frustrated. Yet markets **always** change. Over the last year, there has been steady change to that seller's market. Mortgage rates rose. Contract activity remained relatively flat while the biggest change was a significant rise on the number of available homes. **There are almost 60% more homes on the market today than just one year ago.** Buyers simply have more choices, and the impact is undeniable. The average days on market has climbed by 24%, absorption rates and the urgency index have fallen, and the pace of home price appreciation has slowed considerably. In general homes are not selling as close to list price. **Overall supply is up 56%.** There is enormous uncertainty about the economy, and lots of international tension and conflict. **Yet despite all of this, it is still a seller's market in Northern Virginia.** That 56% increase in supply still means there is less than 1.5 months of inventory on the market, and that's still very tight when viewed from any historical perspective. And inventory is still more than 30% lower than pre-COVID levels. We fully expect that the market will continue to tilt – slightly – in favor of sellers, but only those who understand the shifting dynamics and price to reflect those changes.

Unless otherwise noted, data derived from BrightMLS. "Northern Virginia" is defined as Arlington and Fairfax counties and the cities of Alexandria, Falls Church & Fairfax. VA Countryside includes Clarke, Fauquier, Frederick, Shenandoah, and Warren counties and the city of Winchester.



MONTHLY SUMMARY JUNE 2024 vs. JUNE 2025

NORTHERN VIRGINIA	June 2024	June 2025	% Change
Number of Sales	1,624	1,838	13.2%
Fully Available Inventory on 6/30	1,541	2,415	56.7%
Number of New Listings	1,968	2,117	7.6%
Number of New Contracts	1,685	1,697	0.7%
Days on Market - New Contracts	21	26	23.8%
Average Sales Price	\$890,821	\$890,918	0.0%
Urgency Index	82.7%	73.6%	-11.0%
Months' Supply	0.9	1.4	55.6%

LOUDOUN COUNTY

Number of Sales	514	518	0.8%
Fully Available Inventory on 6/30	504	791	56.9%
Number of New Listings	656	669	2.0%
Number of New Contracts	497	534	7.4%
Days on Market - New Contracts	17	33	94.1%
Average Sales Price	\$829,995	\$891,047	7.4%
Urgency Index	85.7%	70.0%	-18.3%
Months' Supply	1.0	1.5	46.1%

VIRGINIA COUNTRYSIDE

Number of Sales	409	428	4.6%
Fully Available Inventory on 6/30	688	845	22.8%
Number of New Listings	517	546	5.6%
Number of New Contracts	399	447	12.0%
Days on Market - New Contracts	34	37	8.8%
Average Sales Price	\$505,586	\$551,119	9.0%
Urgency Index	70.9%	66.4%	-6.3%
Months' Supply	1.7	1.9	9.6%

WASHINGTON, DC

Number of Sales	562	599	6.6%
Fully Available Inventory on 6/30	2,384	2,871	20.4%
Number of New Listings	1,109	1,140	2.8%
Number of New Contracts	614	664	8.1%
Days on Market - New Contracts	50	62	24.0%
Average Sales Price	\$970,461	\$967,604	-0.3%
Urgency Index	56.5%	44.0%	-22.1%
Months' Supply	3.9	4.3	11.4%

MONTGOMERY COUNTY

Number of Sales	954	993	4.1%
Fully Available Inventory on 6/30	973	1,717	76.5%
Number of New Listings	1,168	1,327	13.6%
Number of New Contracts	994	997	0.3%
Days on Market - New Contracts	18	30	66.7%
Average Sales Price	\$810,319	\$827,969	2.2%
Urgency Index	83.3%	70.4%	-15.5%
Months' Supply	1.0	1.7	75.9%

PRINCE GEORGE'S COUNTY

Number of Sales	720	722	0.3%
Fully Available Inventory on 6/30	1,083	1,571	45.1%
Number of New Listings	1,086	1,107	1.9%
Number of New Contracts	905	792	-12.5%
Days on Market - New Contracts	29	39	34.5%
Average Sales Price	\$463,057	\$471,125	1.7%
Urgency Index	74.7%	61.7%	-17.4%
Months' Supply	1.2	2.0	65.8%

* Note: Percentages depicted in red indicate a negative market trend; black indicates a positive market trend

YEAR-TO-DATE SUMMARY 2024 vs. 2025

NORTHERN VIRGINIA	Year-to-Date		% Change
	Jan-Jun 2024	Jan-Jun 2025	
Number of Closed Sales	8,019	8,084	0.8%
Average Month-End Available Inventory	1,163	1,835	57.7%
Number of New Listings	10,969	12,378	12.8%
Number of New Contracts	9,083	9,067	-0.2%
Days on Market - New Contracts	21	23	9.5%
Average Sales Price	\$859,053	\$884,770	3.0%
Average Urgency Index	84.9%	80.3%	-5.3%
Average Months' Supply	0.8	1.2	58.0%

LOUDOUN COUNTY

Number of Closed Sales	2,279	2,433	6.8%
Average Month-End Available Inventory	401	582	44.9%
Number of New Listings	3,298	3,883	17.7%
Number of New Contracts	2,601	2,764	6.3%
Days on Market - New Contracts	22	26	15.2%
Average Sales Price	\$824,964	\$877,997	6.4%
Average Urgency Index	84.6%	78.9%	-6.8%
Average Months' Supply	0.9	1.3	36.4%

VIRGINIA COUNTRYSIDE

Number of Closed Sales	1,954	1,946	-0.4%
Average Month-End Available Inventory	536	692	29.1%
Number of New Listings	2,734	2,946	7.8%
Number of New Contracts	2,303	2,291	-0.5%
Days on Market - New Contracts	40	44	8.6%
Average Sales Price	\$499,587	\$533,803	6.8%
Average Urgency Index	69.1%	64.5%	-6.7%
Average Months' Supply	1.4	1.8	29.8%

WASHINGTON, DC

Number of Closed Sales	3,090	3,108	0.6%
Average Month-End Available Inventory	2,018	2,573	27.5%
Number of New Listings	6,716	7,259	8.1%
Number of New Contracts	3,589	3,543	-1.3%
Days on Market - New Contracts	51	65	28.3%
Average Sales Price	\$888,313	\$929,373	4.6%
Average Urgency Index	58.6%	49.9%	-14.9%
Average Months' Supply	3.4	4.4	29.2%

MONTGOMERY COUNTY

Number of Closed Sales	4,511	4,467	-1.0%
Average Month-End Available Inventory	742	1,266	70.7%
Number of New Listings	6,314	7,344	16.3%
Number of New Contracts	5,333	5,244	-1.7%
Days on Market - New Contracts	22	27	26.5%
Average Sales Price	\$765,294	\$791,898	3.5%
Average Urgency Index	82.8%	75.5%	-8.8%
Average Months' Supply	0.8	1.4	73.6%

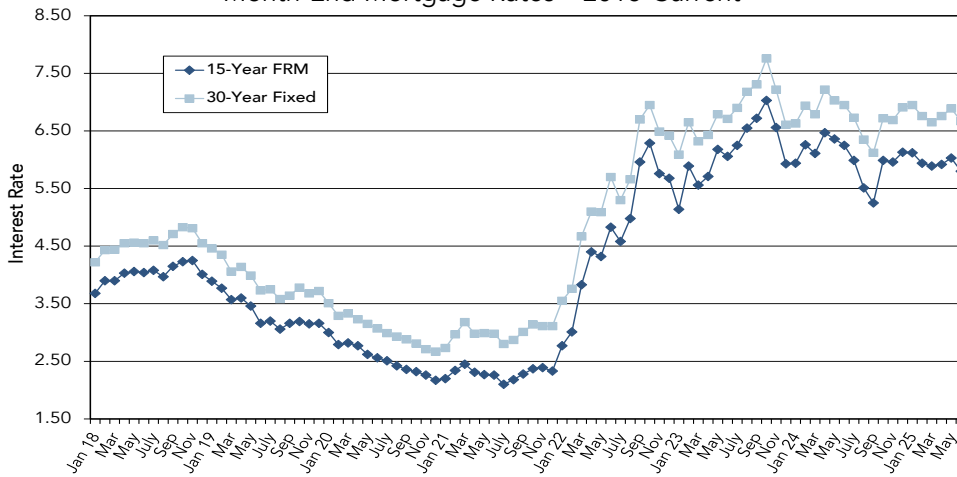
PRINCE GEORGE'S COUNTY

Number of Closed Sales	3,925	3,624	-7.7%
Average Month-End Available Inventory	904	1,275	41.2%
Number of New Listings	5,782	6,064	4.9%
Number of New Contracts	5,052	4,514	-10.6%
Days on Market - New Contracts	34	39	15.7%
Average Sales Price	\$445,061	\$463,110	4.1%
Average Urgency Index	70.8%	63.2%	-10.7%
Average Months' Supply	1.1	1.7	58.0%

* Note: Percentages depicted in red indicate a negative market trend; black indicates a positive market trend

30-YEAR FIXED AND 15-YEAR FIXED RATES

Month-End Mortgage Rates – 2018-Current

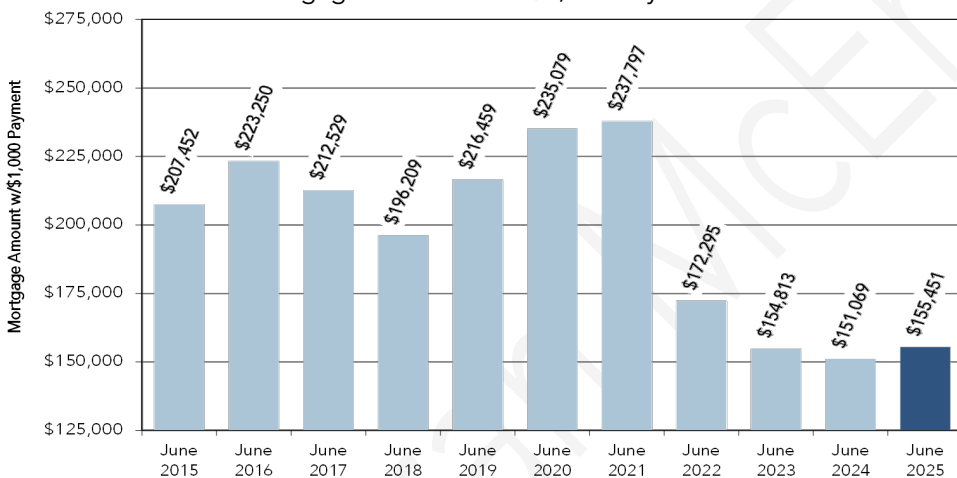


MORTGAGE RATES

- 30-year fixed interest rates at the end of June 2025 averaged **6.67%**, compared to 6.95% at the end of June 2024.
- 15-year fixed-rate mortgages were 5.80% at the end of June 2025, which is down from 6.25% at the end of June 2024.

BUYING POWER

Mortgage Amount with \$1,000 Payment

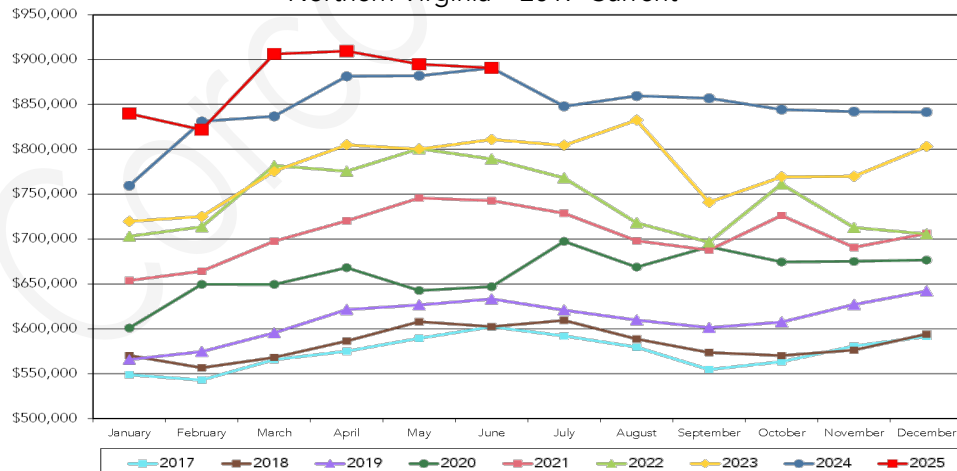


BUYING POWER

- A \$1,000 principal and interest payment supported a loan of \$155,451 at the end of June 2025, which is **\$4,382 more** than a year ago in June 2024.

AVERAGE SALES PRICE

Northern Virginia – 2017-Current

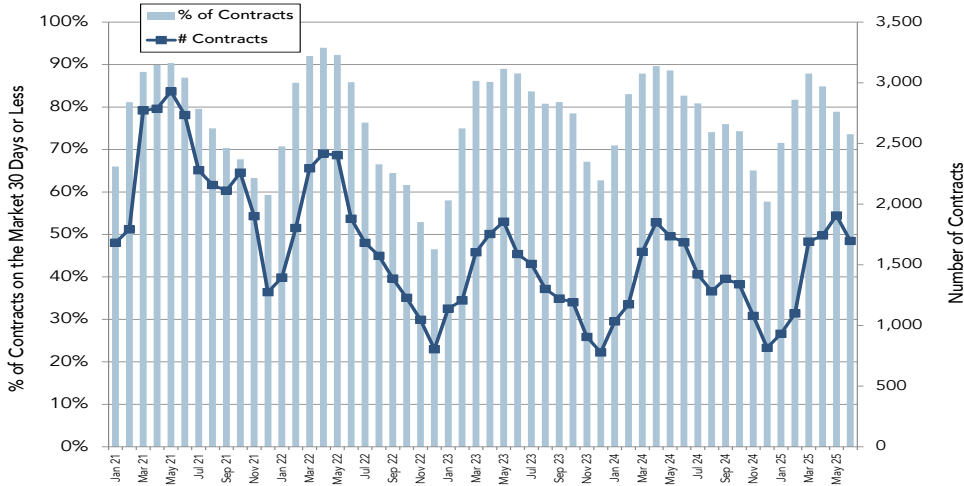


AVERAGE PRICES

- The average sales price in June 2025 was **\$890,918**, basically unchanged from the June 2024 average price of \$890,821.
- The median sales price was **\$771,500** in June 2025, up from \$780,000 in June 2024.
- Remember that these indicators are arithmetic computations only, and don't apply to individual properties.

URGENCY INDEX

% of Contracts on the Market for 30 Days or Less
Northern Virginia – 2021-Current

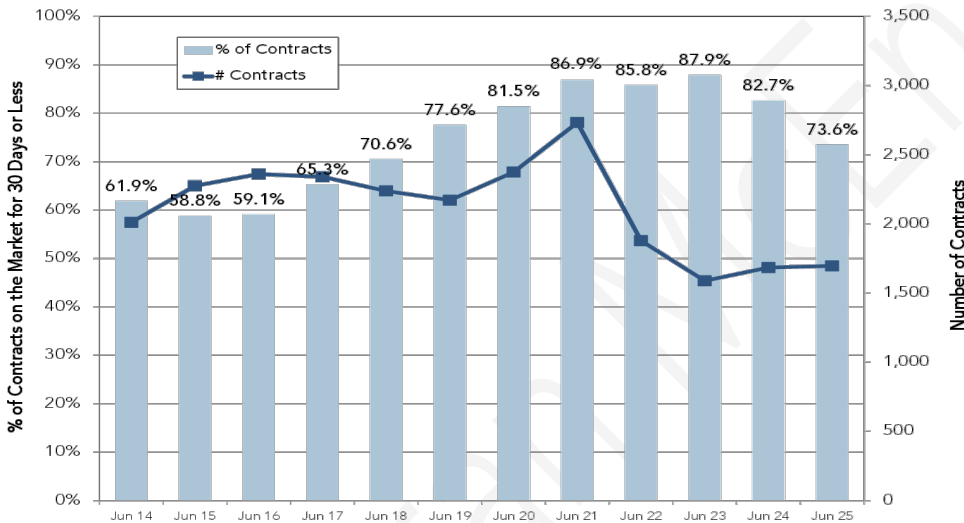


URGENCY INDEX – 2021-Current

- This chart compares the number of contracts (dark blue line) to the percent that were on the market 30 days or less (light blue bars). At first glance, it might appear that the lower contract activity also means a lower percentage of homes that sell quickly – but that's not always true.

URGENCY INDEX

Northern Virginia – June 2014-2025

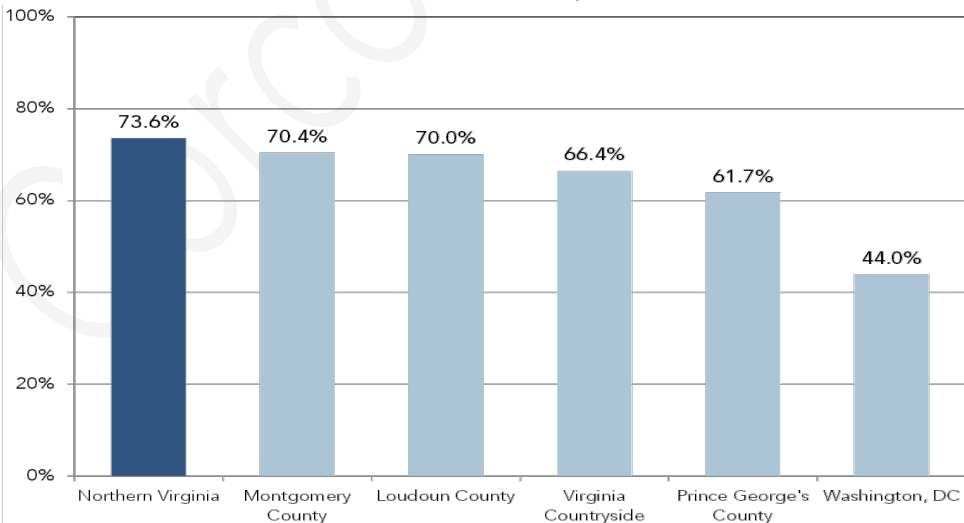


URGENCY INDEX – June

- During the past 12 years, the June Urgency Index has been as high as 87.9% and as low as 58.8%.
- The average June Urgency Index in Northern Virginia during the past 12 years is 73.9% – which is slightly higher than where we are today.
- Contract activity **increased just 0.7%** compared to last June – but the Urgency Index **decreased** from 82.7% to 73.6%.

URGENCY INDEX

DC Metro Area by Jurisdiction Comparison – June 2025

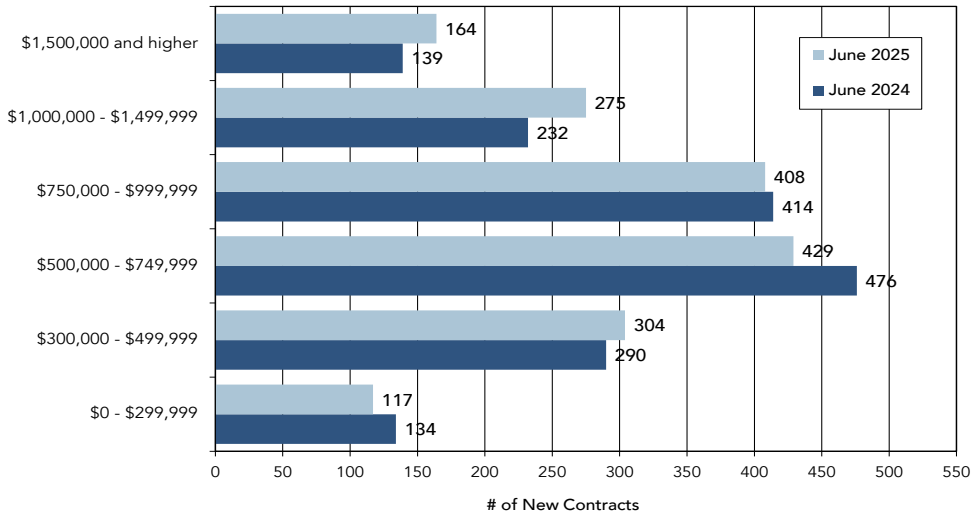


URGENCY INDEX – DC Metro Area

- The June Urgency Index during the past 12 years for all six of the jurisdictions we track is 71.6% – higher than where we are today, which is 66.3% for all six jurisdictions.
- Northern Virginia has the highest urgency index this month.

NEW CONTRACT ACTIVITY

Northern Virginia – June 2024 vs. June 2025 by Price Range

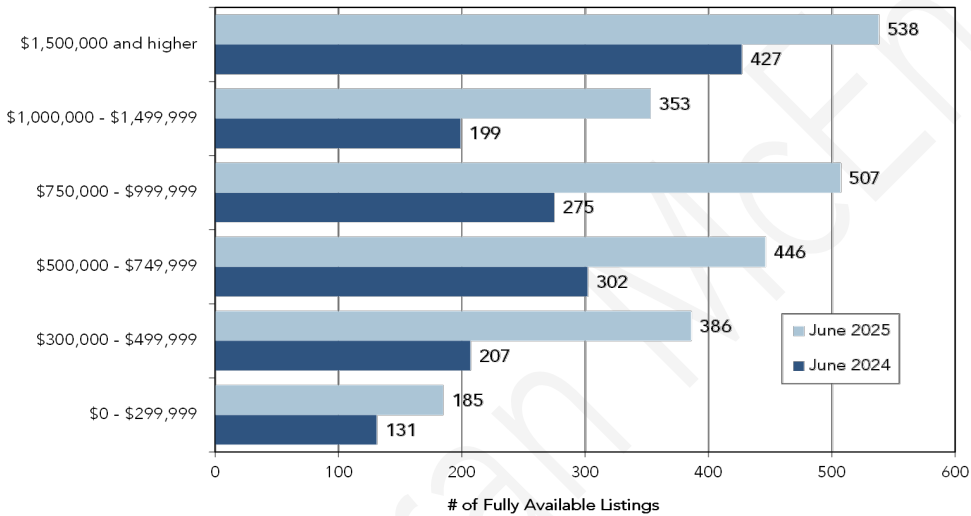


NEW CONTRACT ACTIVITY

- As noted on page 2, the number of new contracts ratified in June 2025 was **up just 0.7%** from the number of contracts ratified in June 2024 and was up for three price categories.
- As noted on page 3, contract activity year-to-date is **down just 0.2%**.
- 27.2%** of all homes going under contract in June 2025 had at least one price reduction before going under contract. Last June it was 16.9%.

FULLY AVAILABLE LISTINGS

Northern Virginia – June 30, 2024 vs. June 30, 2025

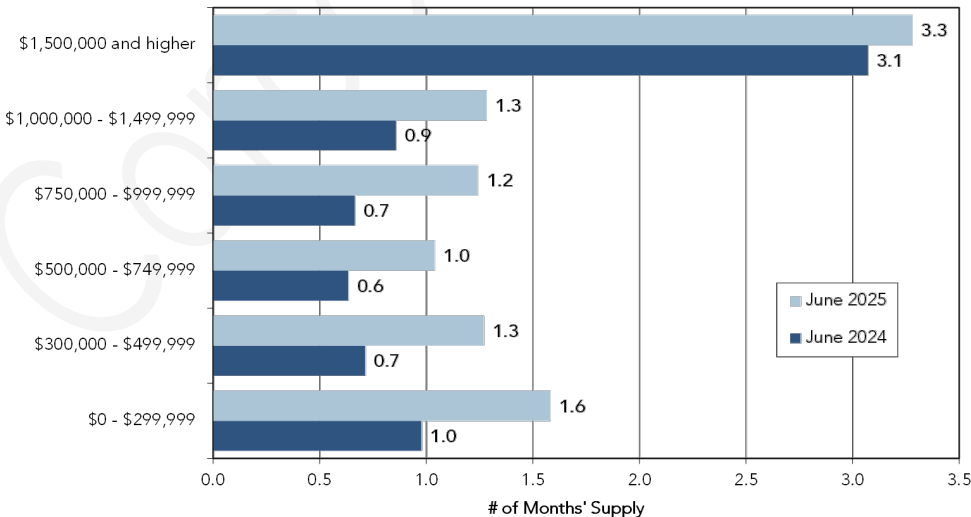


FULLY AVAILABLE LISTINGS

- As noted on page 2, the month-end inventory **increased 56.7%** for June 2025 compared to June 2024 and the number of homes coming on the market **increased 7.6%**.
- Inventory is up for all price categories.
- 34.7%** of all homes on the market have had at least one price reduction since coming on the market. Last June 28.3% of all homes on the market had at least one price reduction.

MONTHS' SUPPLY

Northern Virginia – End of June 2024 vs. End of June 2025

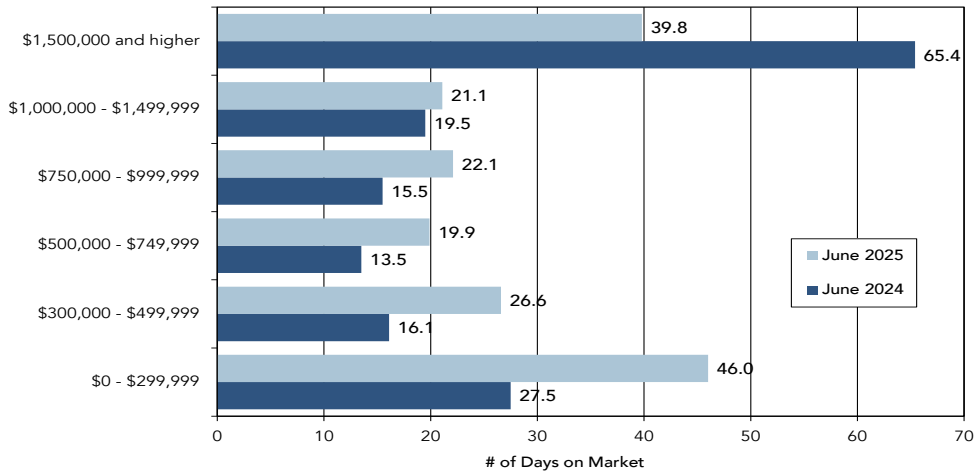


MONTHS' SUPPLY

- The overall supply of homes on the market at the end of June was **1.4 months**, up 55.6% from the end of June 2024.
- Supply was higher for all price categories.
- Price category supply ranges from a low of 1.0 month for homes priced \$500,000-\$749,999, and a high of 3.3 months for homes priced \$1,500,000 and higher.

AVERAGE NUMBER OF DAYS ON MARKET

Northern Virginia – June 2024 vs. June 2025 – New Contracts

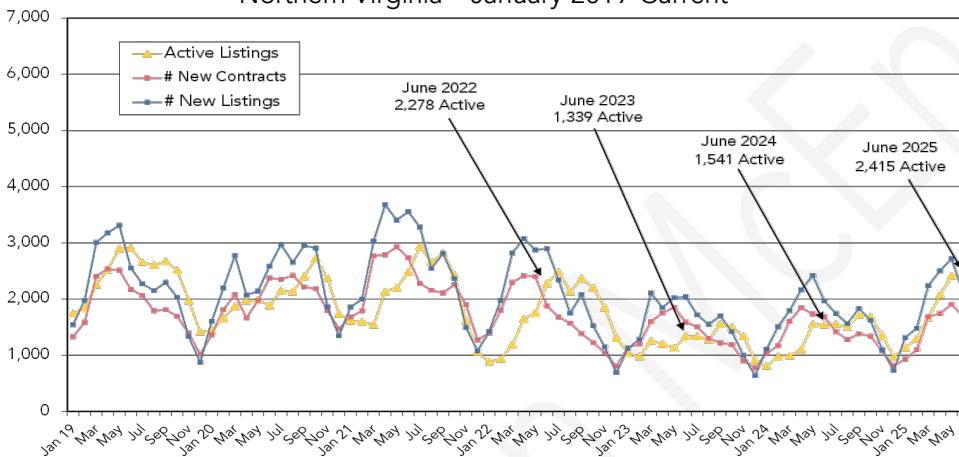


AVERAGE NUMBER OF DAYS ON THE MARKET – NEW CONTRACTS

- The average number of days on the market for homes receiving contracts in June was up for five price categories.
- Overall, the average number of days on the market for homes receiving contracts in June 2025 was **26 days, up 23.8%** from 21 days in June 2024.

NUMBER OF NEW LISTINGS AND CONTRACTS; ACTIVE LISTINGS

Northern Virginia – January 2019-Current

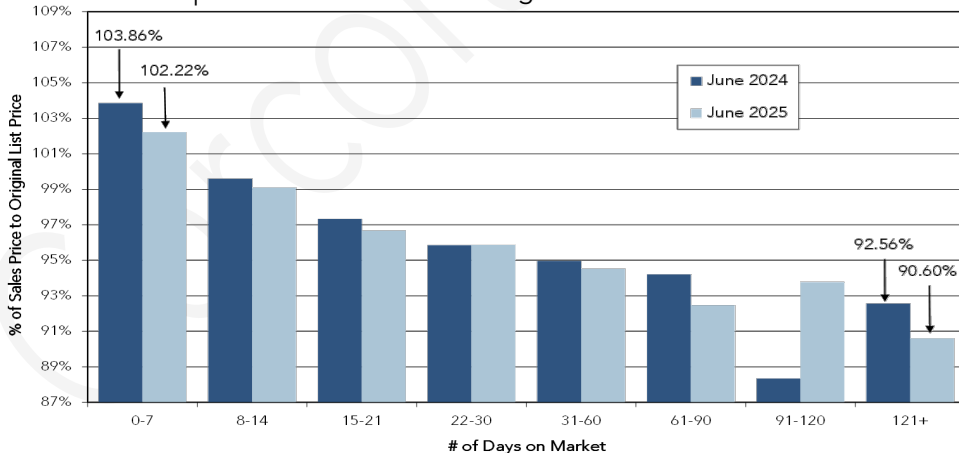


NUMBER OF NEW LISTINGS, CONTRACTS AND ACTIVE LISTINGS

- There were 2,117 new listings that came on the market in June 2025, **up 7.6%** from the 1,968 in June 2024.
- The lines representing active listings (yellow), new listings (blue) and new contracts (pink) narrowed since the beginning of the COVID rebound more than four years ago.

RELATIONSHIP OF SALES PRICE TO ORIGINAL LIST PRICE vs. DAYS ON MARKET

Resale Properties Sold in Northern Virginia – June 2024 vs. June 2025



RELATIONSHIP OF SALES PRICE TO ORIGINAL PRICE vs. DAYS ON MARKET

- As we have noted in this space for **years**, initial pricing strategy is critical to sellers' success. The longer a home sits on the market, the deeper the discount to its original list price will **likely** be.
- Homes settling in June 2025 that received contracts their first week on the market sold, on average, **2.22% above original list price**. Those that took 4 months or longer to sell sold for **9.40% below original list price**.

SOME DEFINITIONS AND EXPLANATIONS TO AID YOUR UNDERSTANDING OF THE DATA

- The data shown here are collected, in whole or in part, from Bright MLS and are believed to be reliable but are not guaranteed. "Northern Virginia" includes the counties of Arlington and Fairfax, the cities of Alexandria, Fairfax, and Falls Church. "Virginia Countryside" includes the counties of Clarke, Fauquier, Frederick, Shenandoah, and Warren and the city of Winchester.
- "Sales" are transactions that settled during the statistical period; "Under Contracts" are contracts ratified during the statistical period, but not yet settled.
- "Available Listings" reflects single-family homes, townhomes, new homes and condos/co-ops on the market at the end of the period in question.
- "Months' Supply" is simply the number of "Fully Available Listings" on the market at the end of the month divided by the number of "Contracts" ratified that month.

ANALYSIS BY PROPERTY TYPE – CONDO/CO-OP

LISTINGS

Condo/Co-op	New This Month			Total Active		
Listings	2024	2025	% Change	2024	2025	% Change
\$299,999 and under	144	135	-6.3%	131	185	41.2%
\$300,000 - \$499,999	290	334	15.2%	189	354	87.3%
\$500,000 - \$749,999	127	142	11.8%	106	160	50.9%
\$750,000 - \$999,999	31	43	38.7%	36	55	52.8%
\$1,000,000 - \$1,499,999	10	11	10.0%	22	37	68.2%
\$1,500,000 & higher	7	5	-28.6%	20	21	5.0%
Grand Total:	609	670	10.0%	504	812	61.1%

CONDO/CO-OP – LISTINGS

- The number of **new** listings for condos and co-ops coming on the market **increased 10.0%** compared to June 2024.
- The fully available inventory of condos as of June 30, 2025 was **61.1% more** than the same time in 2024.

CONTRACTS

Condo/Co-op	New This Month			Year-To-Date		
Contracts	2024	2025	% Change	2024	2025	% Change
\$299,999 and under	133	116	-12.8%	795	671	-15.6%
\$300,000 - \$499,999	249	266	6.8%	1283	1317	2.7%
\$500,000 - \$749,999	101	107	5.9%	567	566	-0.2%
\$750,000 - \$999,999	31	30	-3.2%	146	151	3.4%
\$1,000,000 - \$1,499,999	9	10	11.1%	71	55	-22.5%
\$1,500,000 & higher	6	7	16.7%	44	34	-22.7%
Grand Total:	529	536	1.3%	2906	2794	-3.9%

CONDO/CO-OP – CONTRACTS

- The number of condos and co-ops receiving ratified contracts **increased 1.3%** in June 2025 compared to June 2024.
- Year-to-date, contract activity is **down 3.9%** compared to 2024.

SETTLEMENTS

Condo/Co-op	New This Month			Year-To-Date		
Settlements	2024	2025	% Change	2024	2025	% Change
\$299,999 and under	106	130	22.6%	660	589	-10.8%
\$300,000 - \$499,999	218	256	17.4%	1122	1126	0.4%
\$500,000 - \$749,999	89	115	29.2%	535	521	-2.6%
\$750,000 - \$999,999	26	34	30.8%	136	139	2.2%
\$1,000,000 - \$1,499,999	9	12	33.3%	62	55	-11.3%
\$1,500,000 & higher	4	7	75.0%	40	30	-25.0%
Grand Total:	452	554	22.6%	2555	2460	-3.7%

CONDO/CO-OP – SETTLEMENTS AND AVERAGE PRICE

- The number of condos and co-ops settling in June 2025 **increased 22.6%** compared to June 2024. Year-to-date, the number of settlements is **down 3.7%**.
- The average price was **up 1.6%** compared to June 2024.
- Year-to-date, the average price **decreased 1.0%**.

Average Sales Price:	Jun 2024	Jun 2025	% Change	YTD 2024	YTD 2025	% Change
Condo/Co-op	\$454,446	\$461,677	1.6%	\$464,196	\$459,391	-1.0%

ANALYSIS BY PROPERTY TYPE – FEE SIMPLE ATTACHED

LISTINGS

Fee Simple Attached	New This Month			Total Active		
Listings	2024	2025	% Change	2024	2025	% Change
\$299,999 and under	0	1	-	0	0	-
\$300,000 - \$499,999	44	44	0.0%	16	27	68.8%
\$500,000 - \$749,999	265	258	-2.6%	122	192	57.4%
\$750,000 - \$999,999	118	126	6.8%	76	133	75.0%
\$1,000,000 - \$1,499,999	50	57	14.0%	43	51	18.6%
\$1,500,000 & higher	11	14	27.3%	17	21	23.5%
Grand Total:	488	500	2.5%	274	424	54.7%

ATTACHED HOMES – LISTINGS

- The number of new listings coming on the market in June 2025 for fee simple attached homes **increased 2.5%** from June 2024.
- Fully active inventory at the end of June was **up 54.7%** compared to the available inventory at the end of June 2024.

CONTRACTS

Fee Simple Attached	New This Month			Year-To-Date		
Contracts	2024	2025	% Change	2024	2025	% Change
\$299,999 and under	0	1	-	1	3	200.0%
\$300,000 - \$499,999	39	36	-7.7%	260	175	-32.7%
\$500,000 - \$749,999	232	218	-6.0%	1130	1146	1.4%
\$750,000 - \$999,999	91	96	5.5%	485	561	15.7%
\$1,000,000 - \$1,499,999	25	46	84.0%	176	224	27.3%
\$1,500,000 & higher	8	11	37.5%	46	49	6.5%
Grand Total:	395	408	3.3%	2098	2158	2.9%

ATTACHED HOMES – CONTRACTS

- Contract activity for attached homes **increased 3.3%** in June 2025 compared to June 2024.
- Year-to-date, contract activity is **up 2.9%** compared to 2024.

SETTLEMENTS

Fee Simple Attached	New This Month			Year-To-Date		
Settlements	2024	2025	% Change	2024	2025	% Change
\$299,999 and under	0	0	-	1	2	100.0%
\$300,000 - \$499,999	31	27	-12.9%	177	139	-21.5%
\$500,000 - \$749,999	203	243	19.7%	1011	1011	0.0%
\$750,000 - \$999,999	101	101	0.0%	487	516	6.0%
\$1,000,000 - \$1,499,999	49	56	14.3%	192	240	25.0%
\$1,500,000 & higher	9	11	22.2%	41	51	24.4%
Grand Total:	393	438	11.5%	1909	1959	2.6%

ATTACHED HOMES – SETTLEMENTS AND AVERAGE PRICE

- The number of settlements **increased 11.5%** in June 2025 compared to June 2024. Year-to-date, the number of settlements is **up 2.6%**.
- The average sales price **increased 1.8%** in June 2025 compared to June 2024.
- Year-to-date, the average price is **up 4.3%**.

Average Sales Price:	Jun 2024	Jun 2025	% Change	YTD 2024	YTD 2025	% Change
Fee Simple Attached	\$761,545	\$775,298	1.8%	\$741,444	\$773,201	4.3%

ANALYSIS BY PROPERTY TYPE – FEE SIMPLE DETACHED

LISTINGS

Fee Simple Detached	New This Month			Total Active		
Listings	2024	2025	% Change	2024	2025	% Change
\$299,999 and under	1	0	-100.0%	0	0	-
\$300,000 - \$499,999	6	4	-33.3%	2	5	150.0%
\$500,000 - \$749,999	160	104	-35.0%	74	94	27.0%
\$750,000 - \$999,999	300	308	2.7%	163	319	95.7%
\$1,000,000 - \$1,499,999	207	271	30.9%	134	265	97.8%
\$1,500,000 & higher	197	260	32.0%	390	496	27.2%
Grand Total:	871	947	8.7%	763	1179	54.5%

DETACHED HOMES – LISTINGS

- The number of new listings for fee simple detached homes **increased 8.7%** in June 2025 compared to June 2024.
- The number of detached homes on the market on June 30, 2025 was **up 54.5%** compared to June 30, 2024.

CONTRACTS

Fee Simple Detached	New This Month			Year-To-Date		
Contracts	2024	2025	% Change	2024	2025	% Change
\$299,999 and under	1	0	-100.0%	2	0	-100.0%
\$300,000 - \$499,999	2	2	0.0%	29	12	-58.6%
\$500,000 - \$749,999	143	104	-27.3%	750	566	-24.5%
\$750,000 - \$999,999	292	282	-3.4%	1475	1489	0.9%
\$1,000,000 - \$1,499,999	198	219	10.6%	1034	1234	19.3%
\$1,500,000 & higher	125	146	16.8%	789	814	3.2%
Grand Total:	761	753	-1.1%	4079	4115	0.9%

DETACHED HOMES – CONTRACTS

- There was a **decrease of 1.1%** in the number of contracts on detached homes in June 2025 compared to June 2024.
- Year-to-date, contract activity is **up just 0.9%** compared to 2024.

SETTLEMENTS

Fee Simple Detached	New This Month			Year-To-Date		
Settlements	2024	2025	% Change	2024	2025	% Change
\$299,999 and under	1	0	-100.0%	1	0	-100.0%
\$300,000 - \$499,999	2	2	0.0%	16	16	0.0%
\$500,000 - \$749,999	104	107	2.9%	543	470	-13.4%
\$750,000 - \$999,999	266	271	1.9%	1199	1236	3.1%
\$1,000,000 - \$1,499,999	250	271	8.4%	1085	1162	7.1%
\$1,500,000 & higher	156	195	25.0%	711	781	9.8%
Grand Total:	779	846	8.6%	3555	3665	3.1%

DETACHED HOMES – SETTLEMENTS AND AVERAGE PRICE

- The number of settlements in June 2025 was **up 8.6%** compared to last June. Year-to-date, the number of settlements is **up 3.1%**.
- The average sales price for detached homes **increased 1.9%** in June 2025 compared to June 2024.
- Year-to-date, the average price is **up 2.0%**.

Average Sales Price:	Jun 2024	Jun 2025	% Change	YTD 2024	YTD 2025	% Change
Fee Simple Detached	\$1,209,239	\$1,231,865	1.9%	\$1,205,993	\$1,229,926	2.0%

ABSORPTION RATE BY PROPERTY TYPE

The following tables track absorption rate by property type, comparing the rates in the just-completed month to the rates in the same month of the previous year. The absorption rate is a measure of the health of the market and tracks the percentage of homes that were on the market during the given month and in the given price range that went under contract. [The formula is # Contracts/(# Contracts + # Available).] An example: The absorption rate for attached homes priced \$500,000-\$749,999 in June 2025 was 53.2%. That compares to a rate of 65.5% in June 2024, and the decrease means the market was worse in 2025 for that type of home. If the absorption rate was less in 2025 than in 2024, we have put the 2025 rate in **red**. This month there was **improvement for just four price categories**.

Condo/Co-op	June 2024			June 2025		
Absorption Rates	Listings	Contracts	Rate	Listings	Contracts	Rate
\$299,999 and under	131	133	50.4%	185	116	38.5%
\$300,000 - \$499,999	189	249	56.8%	354	266	42.9%
\$500,000 - \$749,999	106	101	48.8%	160	107	40.1%
\$750,000 - \$999,999	36	31	46.3%	55	30	35.3%
\$1,000,000 - \$1,499,999	22	9	29.0%	37	10	21.3%
\$1,500,000 & higher	20	6	23.1%	21	7	25.0%
Grand Total:	504	529	51.2%	812	536	39.8%

ABSORPTION RATES – CONDOS AND CO-OPS

- The overall absorption rate for condos and co-ops for June 2025 was 39.8%, a significant decrease from the 51.2% rate in June 2024.

Fee Simple Attached	June 2024			June 2025		
Absorption Rates	Listings	Contracts	Rate	Listings	Contracts	Rate
\$299,999 and under	0	0	-	0	1	100.0%
\$300,000 - \$499,999	16	39	70.9%	27	36	57.1%
\$500,000 - \$749,999	122	232	65.5%	192	218	53.2%
\$750,000 - \$999,999	76	91	54.5%	133	96	41.9%
\$1,000,000 - \$1,499,999	43	25	36.8%	51	46	47.4%
\$1,500,000 & higher	17	8	32.0%	21	11	34.4%
Grand Total:	274	395	59.0%	424	408	49.0%

ABSORPTION RATES – ATTACHED HOMES

- The overall absorption rate for attached homes in June 2025 was 49.0%, a significant decrease from the 59.0% rate in June 2024.

Fee Simple Detached	June 2024			June 2025		
Absorption Rates	Listings	Contracts	Rate	Listings	Contracts	Rate
\$299,999 and under	0	1	-	0	0	-
\$300,000 - \$499,999	2	2	50.0%	5	2	28.6%
\$500,000 - \$749,999	74	143	65.9%	94	104	52.5%
\$750,000 - \$999,999	163	292	64.2%	319	282	46.9%
\$1,000,000 - \$1,499,999	134	198	59.6%	265	219	45.2%
\$1,500,000 & higher	390	125	24.3%	496	146	22.7%
Grand Total:	763	761	49.9%	1179	753	39.0%

ABSORPTION RATES – DETACHED HOMES

- June 2025's absorption rate for detached homes was 39.0%, a decrease from the 49.9% rate in June 2024.