

Market in a Minute

A SUMMARY OF MARKET CONDITIONS FOR JUNE 2025

CONTRACTS



Contract activity in June 2025 was **up 7.4%** from last June and was up for five price categories. Through the first six months of the year, contract activity is **up 6.3%**. The average number of days on the market for homes receiving contracts was 33 days in June 2025, up from 17 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 2025 compared to last June. During the past 18 years, the Index has been as high as 97.1% (May 2022) and as low as 14.2% (August 2006). In June 2025, the Urgency Index was **70.0%**, down from 85.7% in June 2024.

INVENTORY



The number of homes on the market at the end of June (791) was **up 56.9%** compared to the end of June 2024 and was up for all price categories. The number of new listings coming on the market **increased 2.0%** compared to June 2024. The increase in contract activity was not enough to offset the increase in inventory raising overall supply to 1.5 months from 1.0 month at the end of June 2024. To provide some context, during the "Great Recession" in June 2007, supply was **7.6 months**, the average days on market was **100**, and there were almost **3,500** homes on the market, **4.4 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 **145% higher** than it was a decade ago in June 2015, and the median price is up **84%**. The payment is **4.9% higher** than last June because of higher home prices. The mortgage payment for a median priced home (\$5,219) was much **higher** in June than the median rented price (\$3,300).

DIRECTION OF THE MARKET



The Loudoun County real estate market remains 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. Even though Loudoun is the only jurisdiction with an increase in year-to-date contract activity, the biggest change is a **significant** rise on the number of available homes. **There are 57% 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 almost doubled, 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 46%**. 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 Loudoun**. That 46% increase in supply still means there is just 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.

MONTHLY SUMMARY JUNE 2024 vs. JUNE 2025

LOUDOUN COUNTY	June 2024	June 2025	% Change
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%

NORTHERN VIRGINIA

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%

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

LOUDOUN COUNTY	Year-to-Date		% Change
	Jan-Jun 2024	Jan-Jun 2025	
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%

NORTHERN VIRGINIA

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%

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%

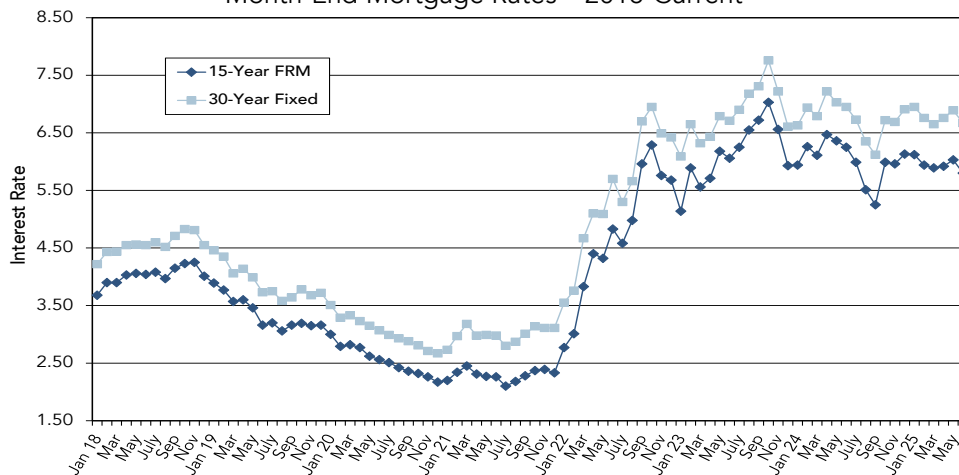
PRINCE GEORGE'S COUNTY

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

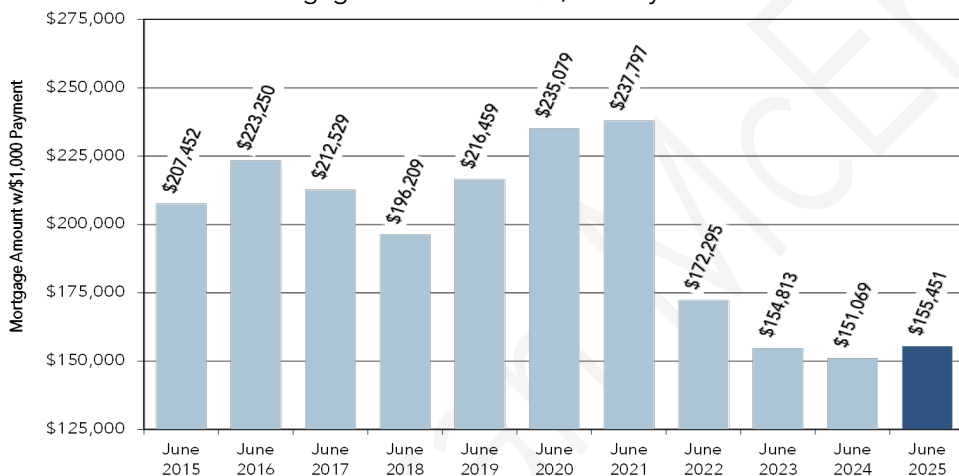


MORTGAGE RATES

- 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

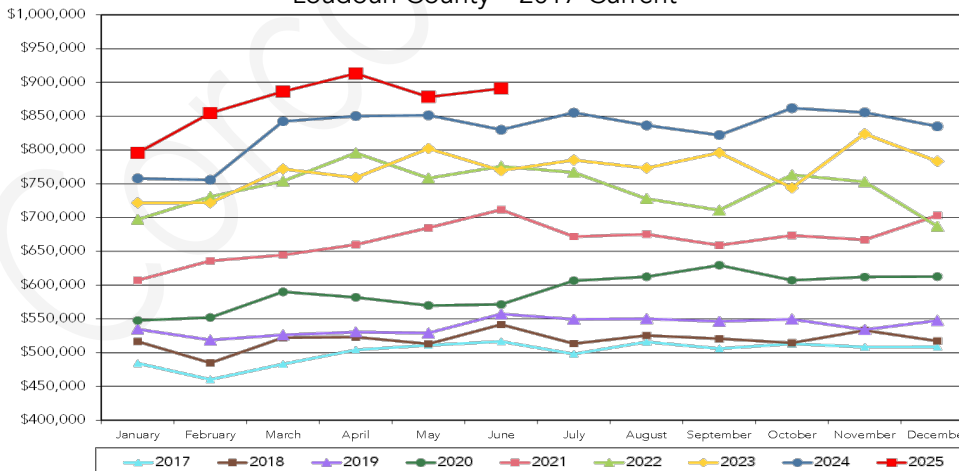


BUYING POWER

- 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

Loudoun County – 2017-Current

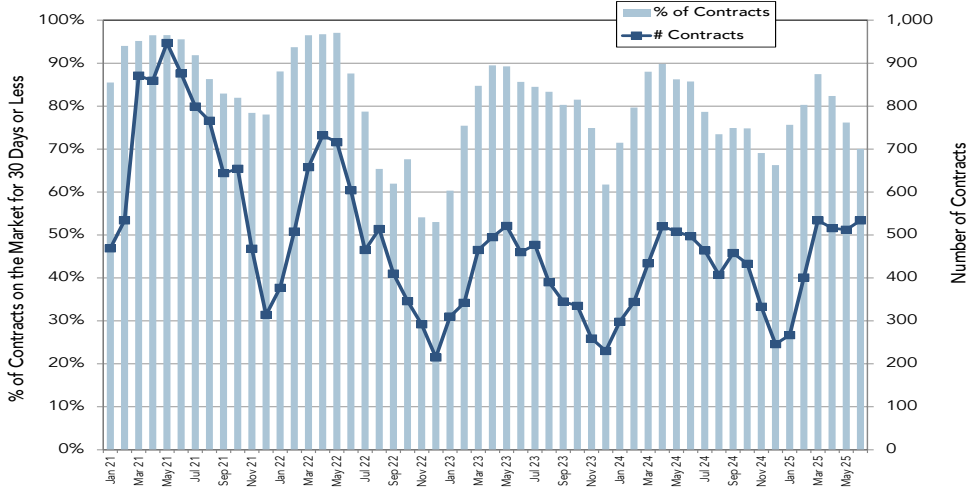


AVERAGE PRICES

- The average sales price in June 2025 was **\$891,047**, which was **up 7.4%** from the June 2024 average price of \$829,995.
- The median sales price was **\$811,250** in June 2025, up from \$752,500 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
Loudoun County – 2021-Current

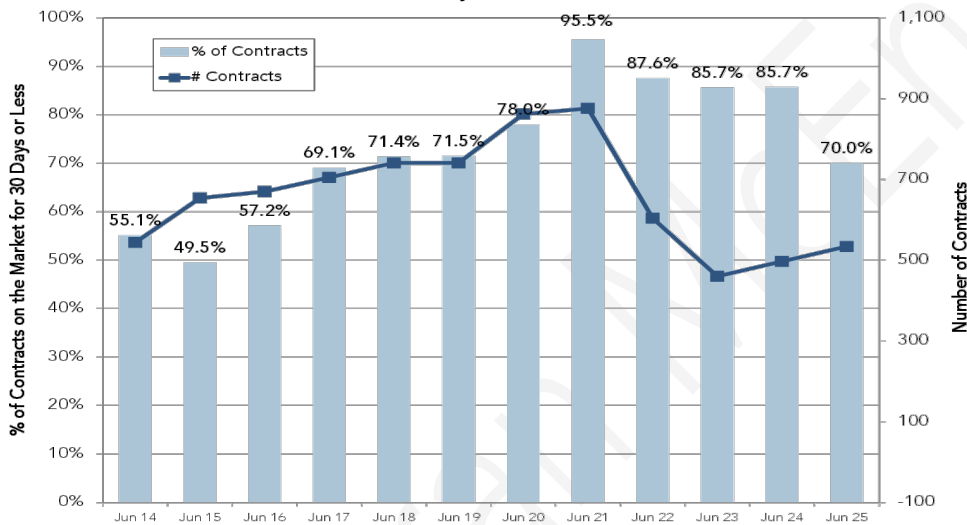


URGENCY INDEX – 2021-Current

- 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

Loudoun County – June 2014-2025

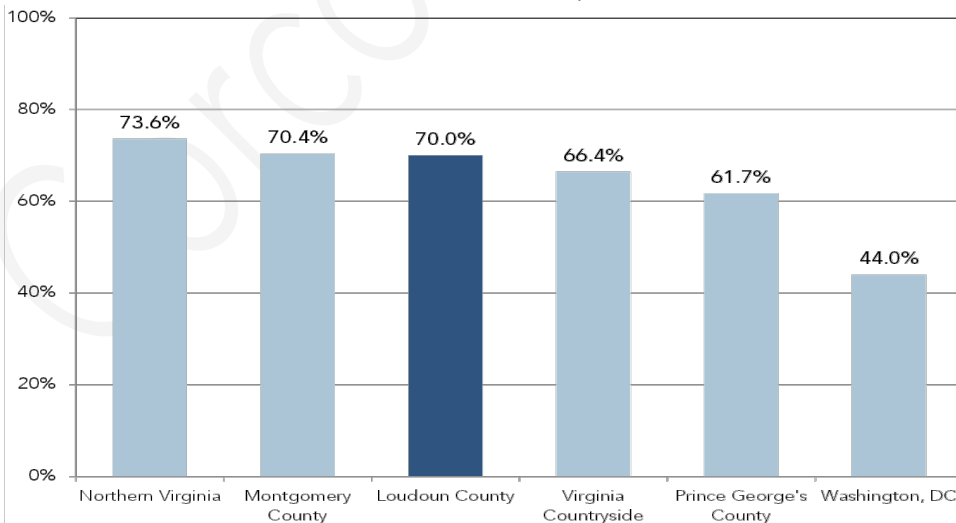


URGENCY INDEX – June

- In the past 12 years, the June Urgency Index has been as high as 95.5% and as low as 49.5%.
- The average June Urgency Index during the past 12 years is 73.3% – which is higher than where we are today.
- Contract activity **increased 7.4%** from last June – but the Urgency Index **decreased significantly** from 85.7% to 70.0%.

URGENCY INDEX

DC Metro Area by Jurisdiction Comparison – June 2025

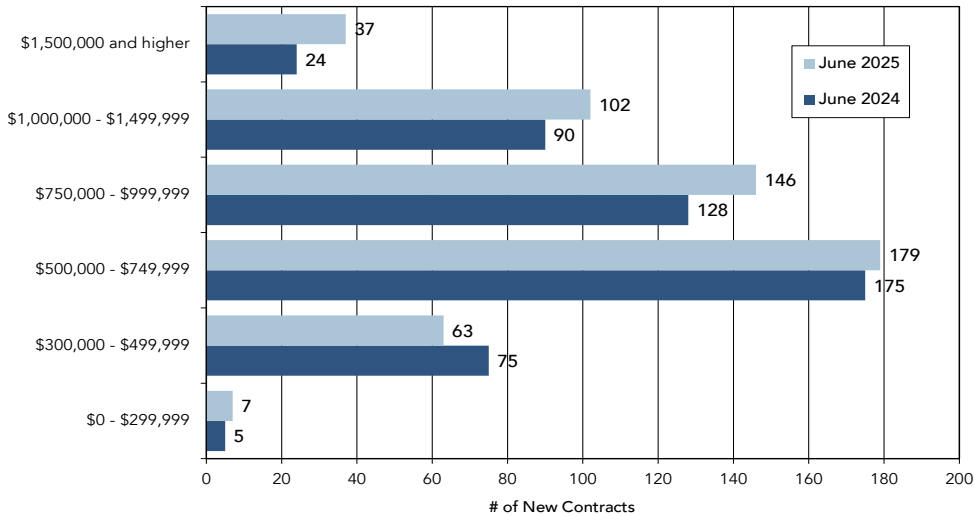


URGENCY INDEX – DC Metro Area

- 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.
- Loudoun County has the third highest urgency index this month.

NEW CONTRACT ACTIVITY

Loudoun County – June 2024 vs. June 2025 by Price Range

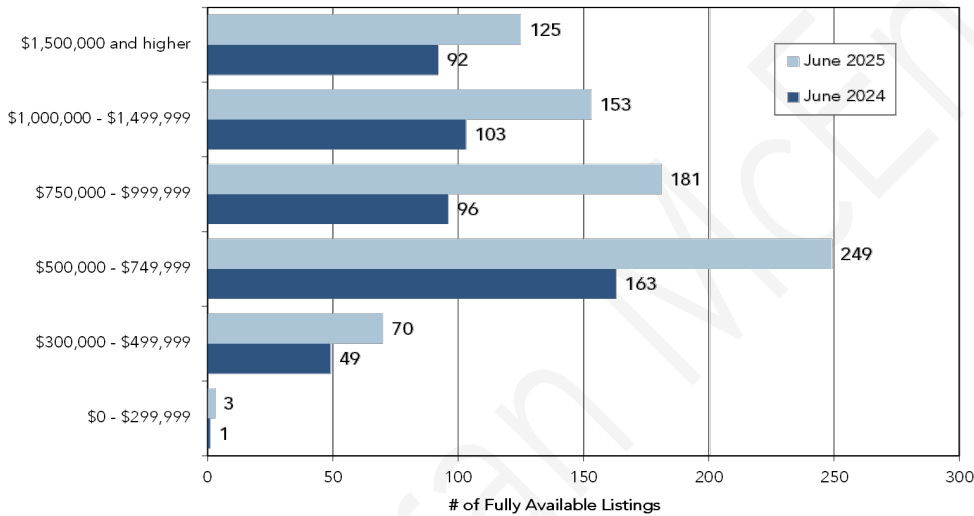


NEW CONTRACT ACTIVITY

- As noted on page 2, the number of new contracts ratified in June 2025 was **up 7.4%** from the number of contracts ratified in June 2024. There were increases for five price categories.
- As noted on page 3, contract activity year-to-date is **up 6.3%**.
- 30.5%** of all homes going under contract in June 2025 had at least one price reduction before going under contract. Last June it was 16.5%.

FULLY AVAILABLE LISTINGS

Loudoun County – June 30, 2024 vs. June 30, 2025

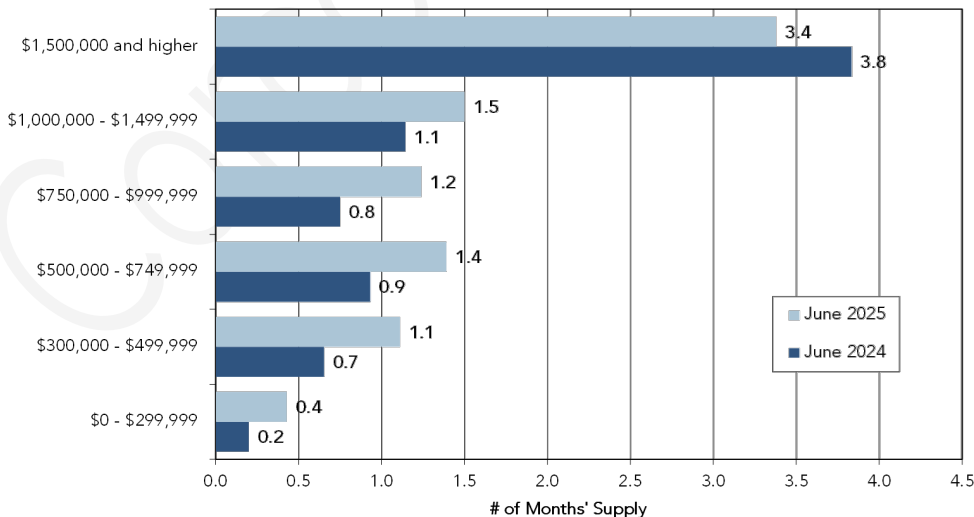


FULLY AVAILABLE LISTINGS

- As noted on page 2, the available inventory for June 2025 was **up 56.9%** from June 2024, and there was a **2.0% increase** in the number of new listings coming on the market.
- There were increases in inventory for all price categories.
- 42.3%** of all homes on the market have had at least one price reduction since coming on the market. In June 2024, 28.8% of all homes on the market had at least one price reduction.

MONTHS' SUPPLY

Loudoun County – End of June 2024 vs. End of June 2025

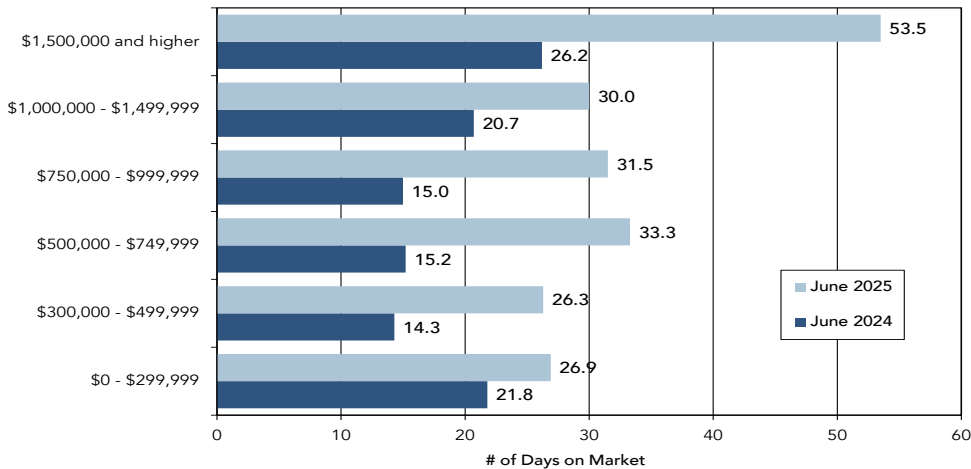


MONTHS' SUPPLY

- The overall supply of homes on the market at the end of June was **1.5 months**, up 46.1% from the end of June 2024.
- Supply increased for five price categories.
- Price category supply ranges from a low of 0.4 months for homes priced less than \$300,000, and a high of 3.4 months for homes priced \$1,500,000 and higher.

AVERAGE NUMBER OF DAYS ON MARKET

Loudoun County – June 2024 vs. June 2025 – New Contracts

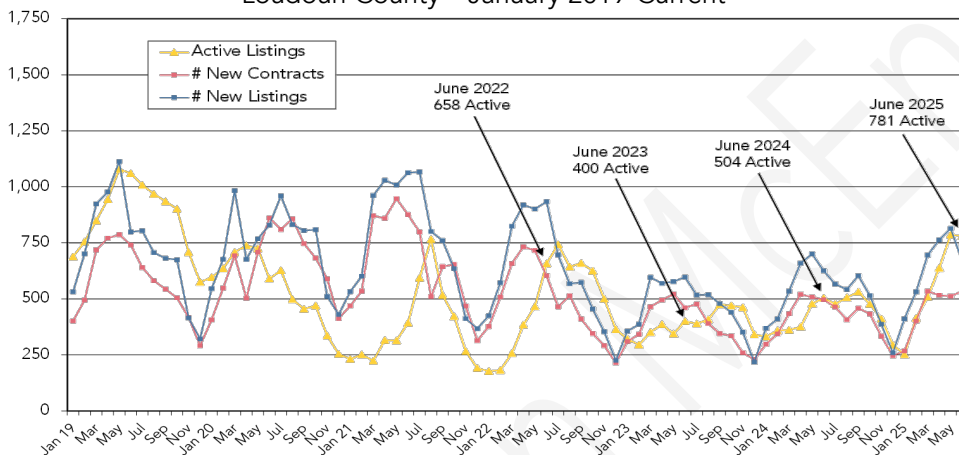


AVERAGE NUMBER OF DAYS ON THE MARKET – NEW CONTRACTS

- The average number of days on the market for all homes receiving contracts in June 2025 was **33 days**, which is a **94.1% increase** from 17 days in June 2024.

NUMBER OF NEW LISTINGS AND CONTRACTS; ACTIVE LISTINGS

Loudoun County – January 2019-Current

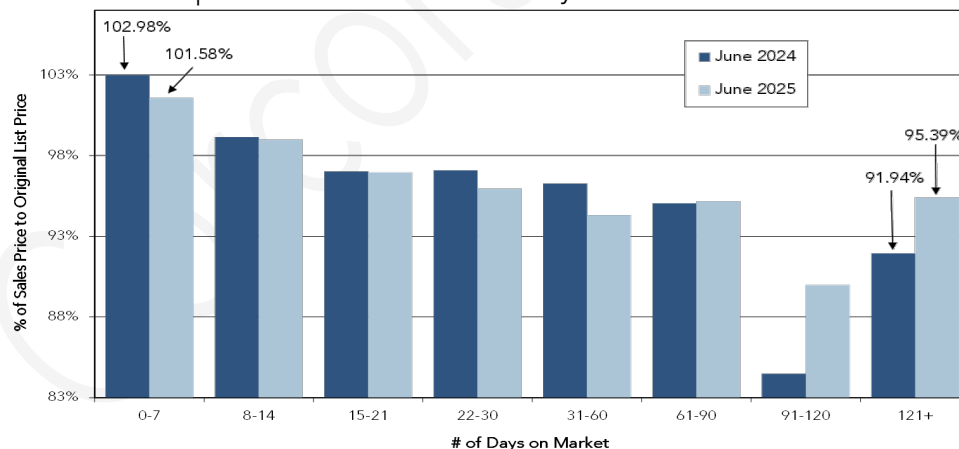


NUMBER OF NEW LISTINGS, CONTRACTS AND ACTIVE LISTINGS

- There were 669 new listings that came on the market in June 2025, an **increase of 2.0%** from 656 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 Loudoun County – June 2024 vs. June 2025



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

- Initial pricing strategy is critical to the seller success, regardless of market conditions. 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, **1.58% above** list. Those that took more than 120 days to sell sold for **4.61% below** the original 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	8	1	-87.5%	1	3	200.0%
\$300,000 - \$499,999	63	44	-30.2%	42	61	45.2%
\$500,000 - \$749,999	68	98	44.1%	86	121	40.7%
\$750,000 - \$999,999	5	2	-60.0%	3	5	66.7%
\$1,000,000 - \$1,499,999	0	2	-	0	2	-
\$1,500,000 & higher	0	0	-	0	0	-
Grand Total:	144	147	2.1%	132	192	45.5%

CONDO/CO-OP – LISTINGS

- The number of **new** listings for condos and co-ops coming on the market in June 2025 **increased 2.1%** compared to June 2024.
- The fully available inventory of condos as of June 30, 2025 **increased 45.5%** compared to 2024.

CONTRACTS

Condo/Co-op	New This Month			Year-To-Date		
Contracts	2024	2025	% Change	2024	2025	% Change
\$299,999 and under	5	7	40.0%	34	29	-14.7%
\$300,000 - \$499,999	53	42	-20.8%	305	251	-17.7%
\$500,000 - \$749,999	39	41	5.1%	230	248	7.8%
\$750,000 - \$999,999	2	0	-100.0%	9	19	111.1%
\$1,000,000 - \$1,499,999	1	0	-100.0%	1	1	0.0%
\$1,500,000 & higher	0	0	-	0	0	-
Grand Total:	100	90	-10.0%	579	548	-5.4%

CONDO/CO-OP – CONTRACTS

- The number of condos and co-ops receiving ratified contracts **decreased 10.0%** in June 2025 compared to June 2024.
- Year-to-date, contract activity is **down 5.4%** compared to 2024.

SETTLEMENTS

Condo/Co-op	New This Month			Year-To-Date		
Settlements	2024	2025	% Change	2024	2025	% Change
\$299,999 and under	7	6	-14.3%	25	23	-8.0%
\$300,000 - \$499,999	59	49	-16.9%	263	214	-18.6%
\$500,000 - \$749,999	39	36	-7.7%	199	212	6.5%
\$750,000 - \$999,999	1	4	300.0%	10	22	120.0%
\$1,000,000 - \$1,499,999	0	0	-	0	1	-
\$1,500,000 & higher	0	0	-	0	0	-
Grand Total:	106	95	-10.4%	497	472	-5.0%

CONDO/CO-OP – SETTLEMENTS AND AVERAGE PRICE

- The number of condos and co-ops settling in June 2025 **decreased 10.4%** compared to June 2024. Year-to-date, the number of settlements is **down 5.0%**.
- The average price was **up 4.3%** compared to June 2024.
- Year-to-date, the average price is **up 5.0%**.

Average Sales Price:	Jun 2024	Jun 2025	% Change	YTD 2024	YTD 2025	% Change
Condo/Co-op	\$470,939	\$490,967	4.3%	\$476,834	\$500,727	5.0%

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	0	-	0	0	-
\$300,000 - \$499,999	17	17	0.0%	5	7	40.0%
\$500,000 - \$749,999	106	120	13.2%	51	88	72.5%
\$750,000 - \$999,999	60	67	11.7%	42	75	78.6%
\$1,000,000 - \$1,499,999	4	8	100.0%	3	6	100.0%
\$1,500,000 & higher	0	0	-	0	0	-
Grand Total:	187	212	13.4%	101	176	74.3%

ATTACHED HOMES – LISTINGS

- The number of new listings coming on the market in June 2025 for fee simple attached homes **increased 13.4%** compared to June 2024.
- The fully active inventory at the end of June 2025 is **74.3% more** than June 30, 2024.

CONTRACTS

Fee Simple Attached	New This Month			Year-To-Date		
Contracts	2024	2025	% Change	2024	2025	% Change
\$299,999 and under	0	0	-	1	1	0.0%
\$300,000 - \$499,999	16	16	0.0%	83	60	-27.7%
\$500,000 - \$749,999	98	107	9.2%	453	514	13.5%
\$750,000 - \$999,999	47	66	40.4%	255	282	10.6%
\$1,000,000 - \$1,499,999	4	6	50.0%	15	20	33.3%
\$1,500,000 & higher	0	1	-	2	3	50.0%
Grand Total:	165	196	18.8%	809	880	8.8%

ATTACHED HOMES – CONTRACTS

- Contract activity for attached homes **increased 18.8%** in June 2025 compared to June 2024.
- Year-to-date, contract activity is **up 8.8%** 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	0	-100.0%
\$300,000 - \$499,999	17	9	-47.1%	57	43	-24.6%
\$500,000 - \$749,999	83	87	4.8%	394	450	14.2%
\$750,000 - \$999,999	62	53	-14.5%	238	252	5.9%
\$1,000,000 - \$1,499,999	4	9	125.0%	12	22	83.3%
\$1,500,000 & higher	0	1	-	3	3	0.0%
Grand Total:	166	159	-4.2%	705	770	9.2%

ATTACHED HOMES – SETTLEMENTS AND AVERAGE PRICE

- The number of settlements **decreased 4.2%** in June 2025 compared to June 2024. Year-to-date, the number of settlements is **up 9.2%**.
- The average sales price is **up 1.2%** in June 2025 compared to June 2024.
- The average sales price year-to-date is **up 1.1%**.

Average Sales Price:	Jun 2024	Jun 2025	% Change	YTD 2024	YTD 2025	% Change
Fee Simple Attached	\$714,739	\$723,268	1.2%	\$704,128	\$711,670	1.1%

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	0	0	-	0	0	-
\$300,000 - \$499,999	3	4	33.3%	2	2	0.0%
\$500,000 - \$749,999	42	39	-7.1%	26	40	53.8%
\$750,000 - \$999,999	95	80	-15.8%	51	101	98.0%
\$1,000,000 - \$1,499,999	107	134	25.2%	100	145	45.0%
\$1,500,000 & higher	48	53	10.4%	92	125	35.9%
Grand Total:	295	310	5.1%	271	413	52.4%

DETACHED HOMES – LISTINGS

- The number of new listings for fee simple detached homes **increased 5.1%** in June 2025 compared to June 2024.
- The number of detached homes on the market on June 30, 2025 was **up 52.4%** 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	0	0	-	1	0	-100.0%
\$300,000 - \$499,999	6	5	-16.7%	23	23	0.0%
\$500,000 - \$749,999	38	31	-18.4%	232	182	-21.6%
\$750,000 - \$999,999	79	80	1.3%	415	417	0.5%
\$1,000,000 - \$1,499,999	85	96	12.9%	407	535	31.4%
\$1,500,000 & higher	24	36	50.0%	135	179	32.6%
Grand Total:	232	248	6.9%	1213	1336	10.1%

DETACHED HOMES – CONTRACTS

- The number of contracts for detached homes in June 2025 **increased 6.9%** compared to June 2024.
- Year-to-date, contract activity is **up 10.1%** 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	1	-50.0%	16	12	-25.0%
\$500,000 - \$749,999	45	33	-26.7%	196	159	-18.9%
\$750,000 - \$999,999	84	83	-1.2%	364	358	-1.6%
\$1,000,000 - \$1,499,999	82	112	36.6%	379	498	31.4%
\$1,500,000 & higher	28	35	25.0%	121	164	35.5%
Grand Total:	242	264	9.1%	1077	1191	10.6%

DETACHED HOMES – SETTLEMENTS AND AVERAGE PRICE

- The number of settlements in June **increased 9.1%** from June 2024. Year-to-date, the number of settlements is **up 10.6%**.
- The average sales price for detached homes **increased 6.5%** in June 2025 compared to June 2024.
- The average sales price year-to-date is **up 6.6%**.

Average Sales Price:	Jun 2024	Jun 2025	% Change	YTD 2024	YTD 2025	% Change
Fee Simple Detached	\$1,066,327	\$1,136,063	6.5%	\$1,064,713	\$1,135,045	6.6%

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 detached homes priced between \$500,000 and \$749,999 in June 2025 was 43.7%. That compares to a rate of 59.4% 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 one price category**.

Condo/Co-op	June 2024			June 2025		
Absorption Rates	Listings	Contracts	Rate	Listings	Contracts	Rate
\$299,999 and under	1	5	83.3%	3	7	70.0%
\$300,000 - \$499,999	42	53	55.8%	61	42	40.8%
\$500,000 - \$749,999	86	39	31.2%	121	41	25.3%
\$750,000 - \$999,999	3	2	40.0%	5	0	0.0%
\$1,000,000 - \$1,499,999	0	1	100.0%	2	0	0.0%
\$1,500,000 & higher	0	0	-	0	0	-
Grand Total:	132	100	43.1%	192	90	31.9%

ABSORPTION RATES – CONDOS AND CO-OPS

- The overall absorption rate for condos and co-ops for June 2025 was 31.9%, **a significant decrease** from June 2024's 43.1%.
- Safe to say the market for condos priced more than \$750,000 is limited.

Fee Simple Attached	June 2024			June 2025		
Absorption Rates	Listings	Contracts	Rate	Listings	Contracts	Rate
\$299,999 and under	0	0	-	0	0	-
\$300,000 - \$499,999	5	16	76.2%	7	16	69.6%
\$500,000 - \$749,999	51	98	65.8%	88	107	54.9%
\$750,000 - \$999,999	42	47	52.8%	75	66	46.8%
\$1,000,000 - \$1,499,999	3	4	57.1%	6	6	50.0%
\$1,500,000 & higher	0	0	-	0	1	-
Grand Total:	101	165	62.0%	176	196	52.7%

ABSORPTION RATES – ATTACHED HOMES

- The overall absorption rate for attached homes for June 2025 was 52.7%, **a significant decrease** from June 2024's 62.0%.

Fee Simple Detached	June 2024			June 2025		
Absorption Rates	Listings	Contracts	Rate	Listings	Contracts	Rate
\$299,999 and under	0	0	-	0	0	-
\$300,000 - \$499,999	2	6	75.0%	2	5	71.4%
\$500,000 - \$749,999	26	38	59.4%	40	31	43.7%
\$750,000 - \$999,999	51	79	60.8%	101	80	44.2%
\$1,000,000 - \$1,499,999	100	85	45.9%	145	96	39.8%
\$1,500,000 & higher	92	24	20.7%	125	36	22.4%
Grand Total:	271	232	46.1%	413	248	37.5%

ABSORPTION RATES – DETACHED HOMES

- June 2025's absorption rate for detached homes was 37.5%, **a decrease** from the 46.1% rate in June 2024.