

Market in a Minute

A SUMMARY OF MARKET CONDITIONS FOR JUNE 2025

CONTRACTS



Contract activity in June 2025 was **up 12.0%** from last June and was up for five price categories. Through the first six months of the year, contract activity is down just 0.5%. The average number of days on the market for homes receiving contracts was 37 days in June 2025, up from 34 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 12 years, the Index has been as high as 92.8% (April 2022) and as low as 29.2% (December 2013). In June 2025, the Urgency Index was **66.4%**, down from 70.9% in June 2024.

INVENTORY



The number of homes on the market at the end of June (845) was **up 22.8%** compared to the end of June 2024 and was up for five price categories. The number of new listings coming on the market **increased 5.6%** compared to June 2024. The increase in contract activity was not enough to offset the increase in inventory raising overall supply to **1.9 months** from 1.7 months at the end of June 2024. To provide some context, during the "Great Recession" in June 2007, supply was **14 months**, the average days on market was **101**, and there were almost **3,800** homes on the market, **more than 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 **157% higher** than it was a decade ago in June 2015, and the median price is up **93%**. The payment is 4% higher than last June because of a higher median price. The mortgage payment for a median priced home (\$3,032) was **higher** in June than the median rented price (\$2,100).

DIRECTION OF THE MARKET



The Virginia Countryside real estate market remains strong – 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 10%, 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 10%**. 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 the Virginia Countryside**. There is less than 2 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

VIRGINIA COUNTRYSIDE	June 2024	June 2025	% Change
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%

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%

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

VIRGINIA COUNTRYSIDE	Year-to-Date		% Change
	Jan-Jun 2024	Jan-Jun 2025	
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%

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%

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%

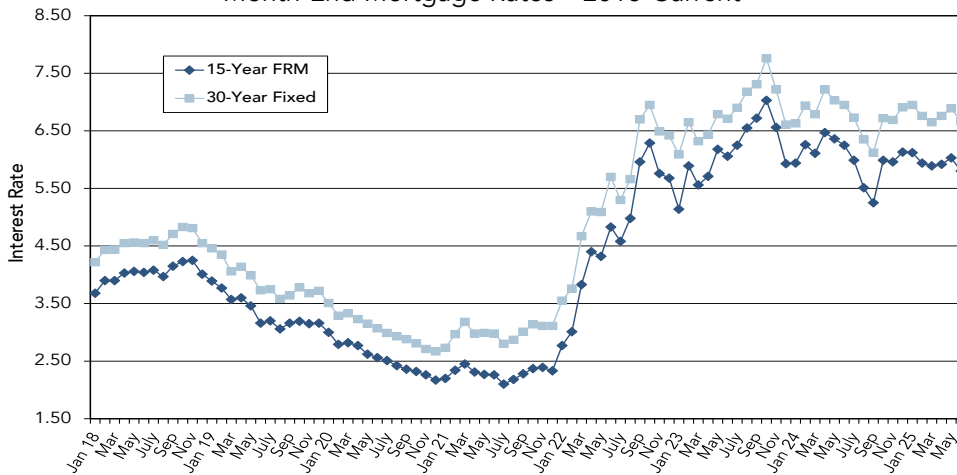
PRINCE GEORGE'S COUNTY

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

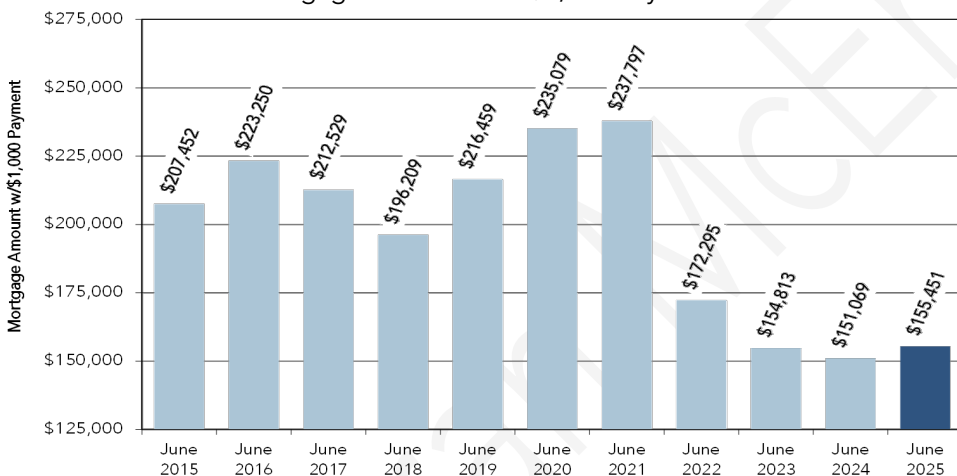


MORTGAGE RATES

- 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

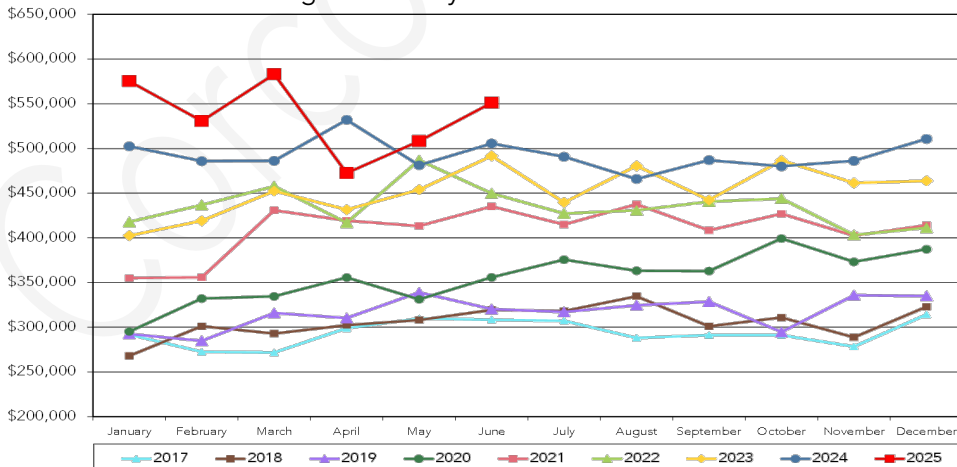


BUYING POWER

- 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

Virginia Countryside – 2017-Current

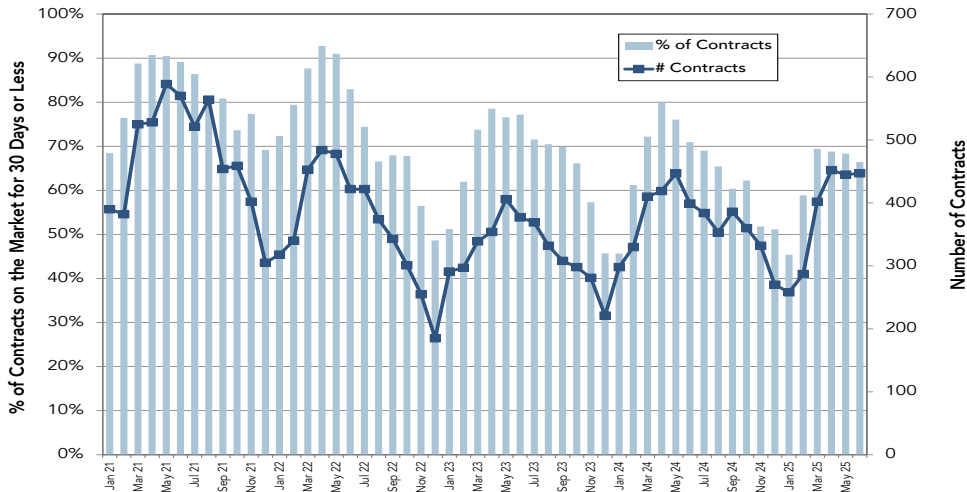


AVERAGE PRICES

- The average sales price in June 2025 was **\$551,119**, which was **up 9.0%** from the June 2024 average price of \$505,586.
- The median sales price was **\$471,250** in June 2025, up from \$430,000 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
Virginia Countryside – 2021-Current

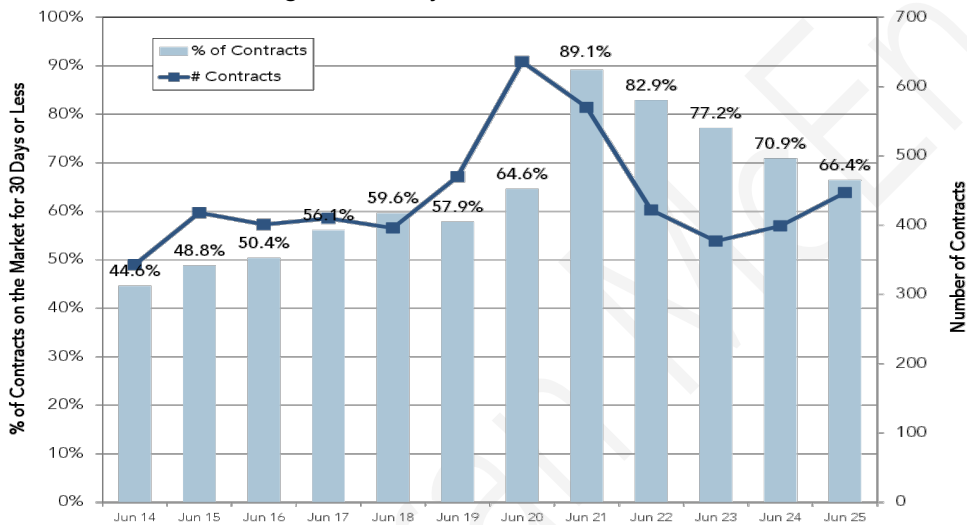


URGENCY INDEX – 2021-Current

- 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

Virginia Countryside – June 2014-2025

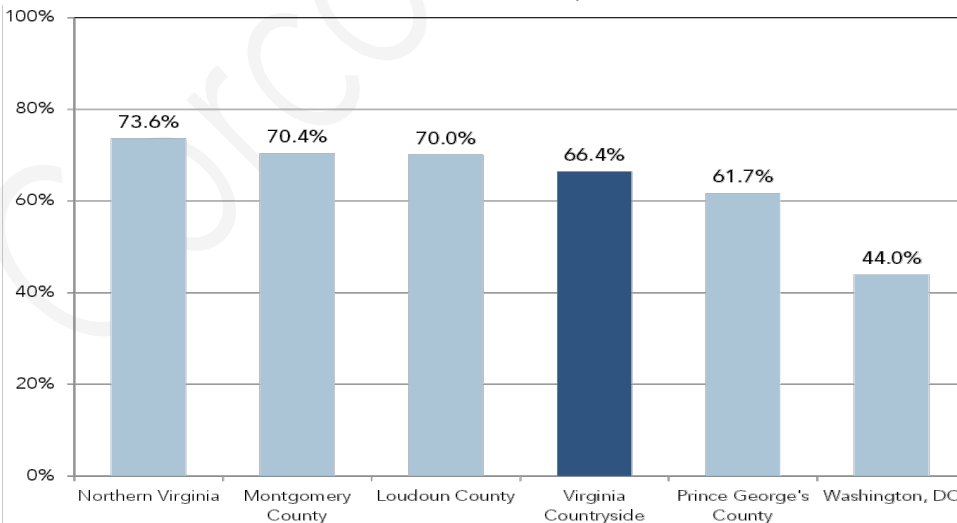


URGENCY INDEX – June

- In the past 12 years, the June Urgency Index has been as high as 89.1% and as low as 44.6%.
- The average June Urgency Index during the past 12 years is 65.0% – which is lower than where we are today.
- Contract activity **increased 12.0%** from last June – but the Urgency Index **decreased** from 70.9% to 66.4%.

URGENCY INDEX

DC Metro Area by Jurisdiction Comparison – June 2025

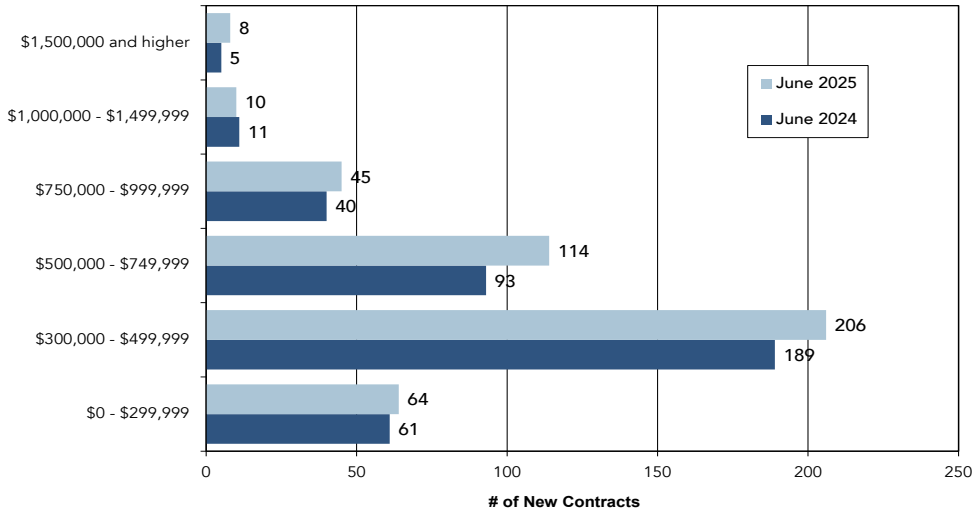


URGENCY INDEX – DC Metro Area

- 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.
- Virginia Countryside has the fourth highest urgency index this month.

NEW CONTRACT ACTIVITY

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

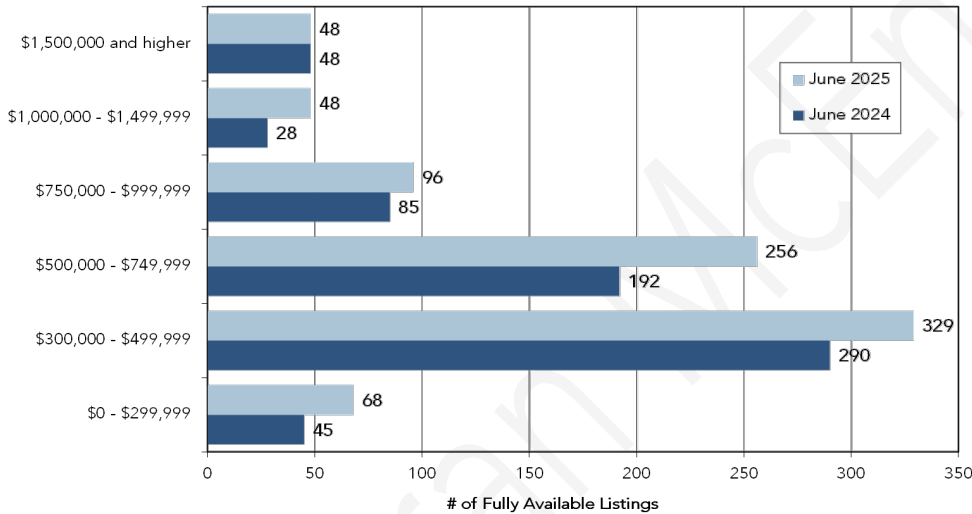


NEW CONTRACT ACTIVITY

- As noted on page 2, the number of new contracts ratified in June 2025 was **up 12.0%** 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 **down just 0.5%**.
- 28.6%** of all homes going under contract in June 2025 had at least one price reduction before going under contract. Last June it was 29.6%.

FULLY AVAILABLE LISTINGS

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

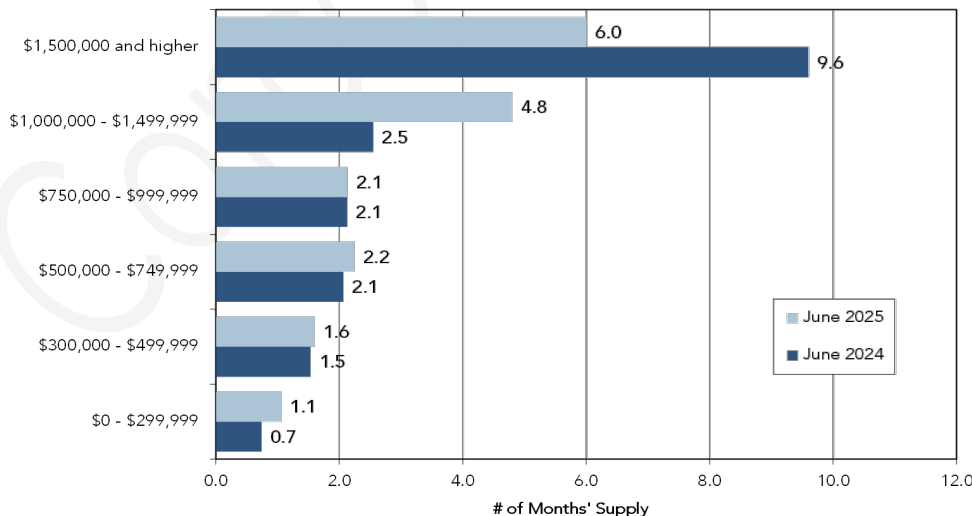


FULLY AVAILABLE LISTINGS

- As noted on page 2, the available inventory for June 2025 was **up 22.8%** from June 2024, and there was a **5.6% increase** in the number of new listings coming on the market.
- There were increases in inventory for five price categories.
- 38.2%** of all homes on the market have had at least one price reduction since coming on the market. In June 2024, 34.2% of all homes on the market had at least one price reduction.

MONTHS' SUPPLY

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

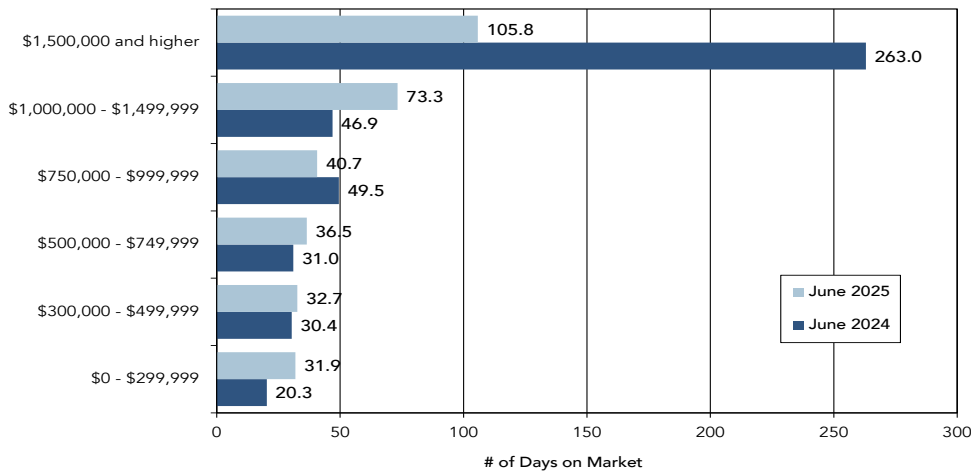


MONTHS' SUPPLY

- The overall supply of homes on the market at the end of June was **1.9 months**, up 9.6% from 1.7 months at the end of June 2024.
- Supply increased for four price categories.

AVERAGE NUMBER OF DAYS ON MARKET

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

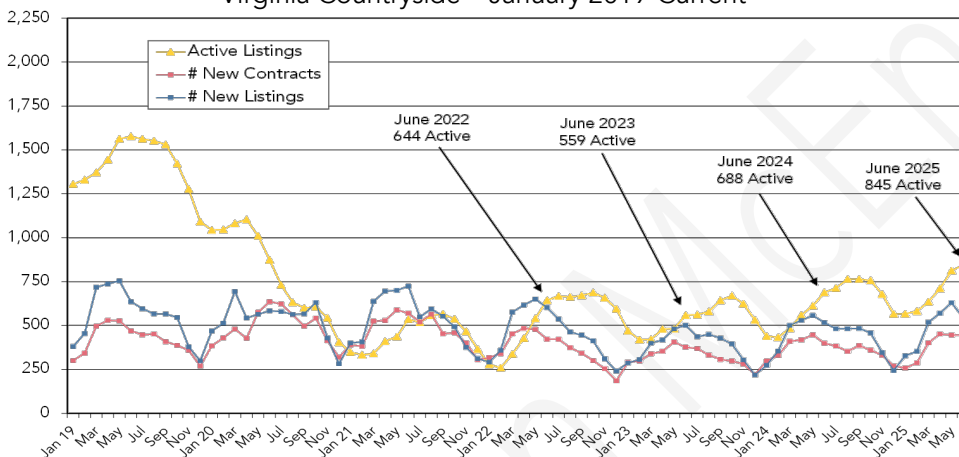


AVERAGE NUMBER OF DAYS ON THE MARKET – NEW CONTRACTS

- The average number of days on the market for all homes receiving contracts in June 2025 was **37 days**, which is an **8.8% increase** from 34 days in June 2024

NUMBER OF NEW LISTINGS AND CONTRACTS; ACTIVE LISTINGS

Virginia Countryside – January 2019-Current

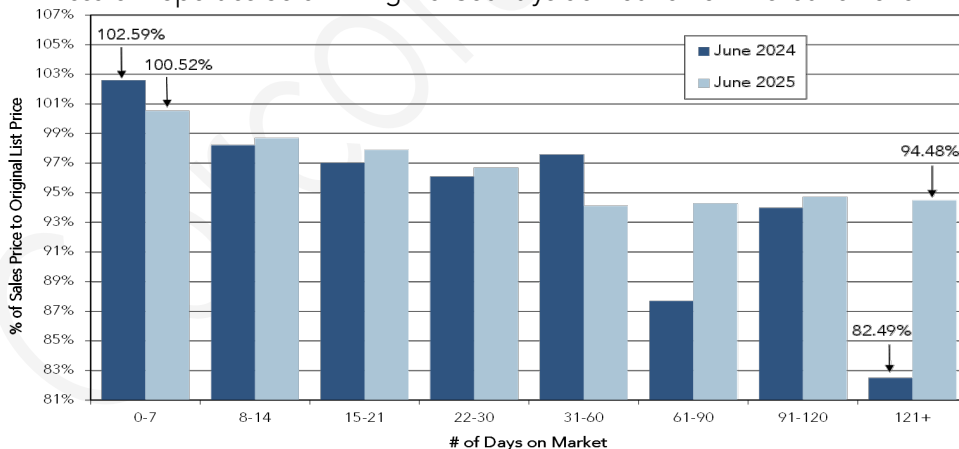


NUMBER OF NEW LISTINGS, CONTRACTS AND ACTIVE LISTINGS

- There were 546 new listings that came on the market in June 2025, an **increase of 5.6%** from 517 in June 2024.
- Overall inventory climbed 22.8%, and supply increased to 1.9 months.

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

Resale Properties Sold in Virginia Countryside – 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, **0.52% above** list. Those that took more than 120 days to sell sold for **5.52% 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	3	5	66.7%	5	2	-60.0%
\$300,000 - \$499,999	1	2	100.0%	8	6	-25.0%
\$500,000 - \$749,999	1	0	-100.0%	1	4	300.0%
\$750,000 - \$999,999	0	0	-	0	0	-
\$1,000,000 - \$1,499,999	0	0	-	0	2	-
\$1,500,000 & higher	0	0	-	0	0	-
Grand Total:	5	7	40.0%	14	14	0.0%

CONDO/CO-OP – LISTINGS

- The number of **new** listings for condos and co-ops coming on the market in June 2025 **increased 40.0%** compared to June 2024.
- The fully active inventory at the end of June 2025 **remained the same** as for June 30, 2024.

CONTRACTS

Condo/Co-op	New This Month			Year-To-Date		
Contracts	2024	2025	% Change	2024	2025	% Change
\$299,999 and under	5	9	80.0%	37	40	8.1%
\$300,000 - \$499,999	4	3	-25.0%	24	20	-16.7%
\$500,000 - \$749,999	0	0	-	2	8	300.0%
\$750,000 - \$999,999	0	0	-	0	0	-
\$1,000,000 - \$1,499,999	0	0	-	0	0	-
\$1,500,000 & higher	0	0	-	0	0	-
Grand Total:	9	12	33.3%	63	68	7.9%

CONDO/CO-OP – CONTRACTS

- The number of condos and co-ops receiving ratified contracts **increased 33.3%** in June 2025 compared to June 2024.
- Year-to-date, contract activity is **up 7.9%** compared to 2024.

SETTLEMENTS

Condo/Co-op	New This Month			Year-To-Date		
Settlements	2024	2025	% Change	2024	2025	% Change
\$299,999 and under	6	8	33.3%	35	37	5.7%
\$300,000 - \$499,999	3	2	-33.3%	15	24	60.0%
\$500,000 - \$749,999	0	0	-	2	7	250.0%
\$750,000 - \$999,999	0	0	-	0	0	-
\$1,000,000 - \$1,499,999	0	0	-	0	0	-
\$1,500,000 & higher	0	0	-	0	0	-
Grand Total:	9	10	11.1%	52	68	30.8%

CONDO/CO-OP – SETTLEMENTS AND AVERAGE PRICE

- The number of condos and co-ops settling in June 2025 **increased 11.1%** compared to June 2024. Year-to-date, the number of settlements is **up 30.8%**.
- The average price was **down 15.5%** compared to June 2024.
- Year-to-date, the average price is **up 15.5%**.

Average Sales Price:	Jun 2024	Jun 2025	% Change	YTD 2024	YTD 2025	% Change
Condo/Co-op	\$267,421	\$226,100	-15.5%	\$261,750	\$302,287	15.5%

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	18	18	0.0%	14	18	28.6%
\$300,000 - \$499,999	38	47	23.7%	46	65	41.3%
\$500,000 - \$749,999	6	1	-83.3%	5	3	-40.0%
\$750,000 - \$999,999	0	0	-	0	0	-
\$1,000,000 - \$1,499,999	0	0	-	0	0	-
\$1,500,000 & higher	0	0	-	0	0	-
Grand Total:	62	66	6.5%	65	86	32.3%

ATTACHED HOMES – LISTINGS

- The number of new listings coming on the market in June 2025 for fee simple attached homes **increased 6.5%** compared to June 2024.
- The fully active inventory at the end of June 2025 is **32.3% 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	16	13	-18.8%	103	73	-29.1%
\$300,000 - \$499,999	27	39	44.4%	161	206	28.0%
\$500,000 - \$749,999	1	1	0.0%	10	17	70.0%
\$750,000 - \$999,999	0	0	-	0	0	-
\$1,000,000 - \$1,499,999	0	0	-	0	0	-
\$1,500,000 & higher	0	0	-	0	0	-
Grand Total:	44	53	20.5%	274	296	8.0%

ATTACHED HOMES – CONTRACTS

- Contract activity for attached homes **increased 20.5%** in June 2025 compared to June 2024.
- Year-to-date, contract activity is **up 8.0%** compared to 2024.

SETTLEMENTS

Fee Simple Attached	New This Month			Year-To-Date		
Settlements	2024	2025	% Change	2024	2025	% Change
\$299,999 and under	18	11	-38.9%	83	59	-28.9%
\$300,000 - \$499,999	41	42	2.4%	154	188	22.1%
\$500,000 - \$749,999	1	6	500.0%	11	12	9.1%
\$750,000 - \$999,999	0	0	-	0	0	-
\$1,000,000 - \$1,499,999	0	0	-	0	0	-
\$1,500,000 & higher	0	0	-	0	0	-
Grand Total:	60	59	-1.7%	248	259	4.4%

ATTACHED HOMES – SETTLEMENTS AND AVERAGE PRICE

- The number of settlements **decreased 1.7%** in June 2025 compared to June 2024. Year-to-date, the number of settlements is **up 4.4%**.
- The average sales price is **up 9.4%** in June 2025 compared to June 2024.
- The average sales price year-to-date is **up 6.5%**.

Average Sales Price:	Jun 2024	Jun 2025	% Change	YTD 2024	YTD 2025	% Change
Fee Simple Attached	\$340,061	\$371,924	9.4%	\$333,216	\$355,029	6.5%

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	38	43	13.2%	26	48	84.6%
\$300,000 - \$499,999	201	186	-7.5%	236	258	9.3%
\$500,000 - \$749,999	139	159	14.4%	186	249	33.9%
\$750,000 - \$999,999	50	58	16.0%	85	96	12.9%
\$1,000,000 - \$1,499,999	15	14	-6.7%	28	46	64.3%
\$1,500,000 & higher	7	13	85.7%	48	48	0.0%
Grand Total:	450	473	5.1%	609	745	22.3%

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 22.3%** 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	40	42	5.0%	279	211	-24.4%
\$300,000 - \$499,999	158	164	3.8%	899	851	-5.3%
\$500,000 - \$749,999	92	113	22.8%	541	564	4.3%
\$750,000 - \$999,999	40	45	12.5%	175	203	16.0%
\$1,000,000 - \$1,499,999	11	10	-9.1%	49	63	28.6%
\$1,500,000 & higher	5	8	60.0%	23	35	52.2%
Grand Total:	346	382	10.4%	1966	1927	-2.0%

DETACHED HOMES – CONTRACTS

- The number of contracts for detached homes in June 2025 **increased 10.4%** compared to June 2024.
- Year-to-date, contract activity is **down 2.0%** compared to 2024.

SETTLEMENTS

Fee Simple Detached	New This Month			Year-To-Date		
Settlements	2024	2025	% Change	2024	2025	% Change
\$299,999 and under	37	34	-8.1%	234	165	-29.5%
\$300,000 - \$499,999	166	142	-14.5%	741	690	-6.9%
\$500,000 - \$749,999	77	120	55.8%	469	512	9.2%
\$750,000 - \$999,999	45	45	0.0%	155	167	7.7%
\$1,000,000 - \$1,499,999	10	10	0.0%	35	50	42.9%
\$1,500,000 & higher	5	8	60.0%	20	35	75.0%
Grand Total:	340	359	5.6%	1654	1619	-2.1%

DETACHED HOMES – SETTLEMENTS AND AVERAGE PRICE

- The number of settlements in June **increased 5.6%** from June 2024. Year-to-date, the number of settlements is **down 2.1%**.
- The average sales price for detached homes **increased 9.0%** in June 2025 compared to June 2024.
- Year-to-date, the average price is **up 7.5%**.

Average Sales Price:	Jun 2024	Jun 2025	% Change	YTD 2024	YTD 2025	% Change
Fee Simple Detached	\$541,101	\$589,623	9.0%	\$532,010	\$572,127	7.5%

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 between \$300,000 and \$499,999 in June 2025 was 37.5%. That compares to a rate of 37.0% in June 2024, and the increase means the market was better 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 four price categories**.

Condo/Co-op	June 2024			June 2025		
Absorption Rates	Listings	Contracts	Rate	Listings	Contracts	Rate
\$299,999 and under	5	5	50.0%	2	9	81.8%
\$300,000 - \$499,999	8	4	33.3%	6	3	33.3%
\$500,000 - \$749,999	1	0	0.0%	4	0	0.0%
\$750,000 - \$999,999	0	0	-	0	0	-
\$1,000,000 - \$1,499,999	0	0	-	2	0	0.0%
\$1,500,000 & higher	0	0	-	0	0	-
Grand Total:	14	9	39.1%	14	12	46.2%

ABSORPTION RATES – CONDOS AND CO-OPS

- The overall absorption rate for condos and co-ops for June 2025 was 46.2%, **an increase** from June 2024's 39.1%.
- Safe to say the market for condos priced more than \$500,000 is limited.

Fee Simple Attached	June 2024			June 2025		
Absorption Rates	Listings	Contracts	Rate	Listings	Contracts	Rate
\$299,999 and under	14	16	53.3%	18	13	41.9%
\$300,000 - \$499,999	46	27	37.0%	65	39	37.5%
\$500,000 - \$749,999	5	1	16.7%	3	1	25.0%
\$750,000 - \$999,999	0	0	-	0	0	-
\$1,000,000 - \$1,499,999	0	0	-	0	0	-
\$1,500,000 & higher	0	0	-	0	0	-
Grand Total:	65	44	40.4%	86	53	38.1%

ABSORPTION RATES – ATTACHED HOMES

- The overall absorption rate for attached homes for June 2025 was 38.1%, **a decrease** from June 2024's 40.4%.

Fee Simple Detached	June 2024			June 2025		
Absorption Rates	Listings	Contracts	Rate	Listings	Contracts	Rate
\$299,999 and under	26	40	60.6%	48	42	46.7%
\$300,000 - \$499,999	236	158	40.1%	258	164	38.9%
\$500,000 - \$749,999	186	92	33.1%	249	113	31.2%
\$750,000 - \$999,999	85	40	32.0%	96	45	31.9%
\$1,000,000 - \$1,499,999	28	11	28.2%	46	10	17.9%
\$1,500,000 & higher	48	5	9.4%	48	8	14.3%
Grand Total:	609	346	36.2%	745	382	33.9%

ABSORPTION RATES – DETACHED HOMES

- June 2025's absorption rate for detached homes was 33.9%, **a decrease** from the 36.2% rate in June 2024.