



MAY 2025

Luxury buyers are out buying new homes this spring with the total number of sales year to date has increased 9% over last year. Days on the market have increased only slightly with the average time to going under contract being 36 days. Where we are seeing a shift is in pricing. Buyers are very price sensitive right now where we are seeing a slight reduction in prices year to date of 2% over this time last year. While we are still seeing beautifully updated houses in great locations selling within a few days of going on the market, there are a significant number of homes that are seeing price reductions in order to get sold. For Buyers this means that there is opportunity to get a better price on a home and have more selection to choose from. For Sellers it has never been more critical to make sure your house is in great condition when you go on the market and make sure you are pricing correctly for your neighborhood. Don't be too aggressive on pricing and have the "test the waters" approach. As always consult your favorite RE/MAX Professionals broker for the best strategy for selling and buying.

AVG DAYS ON MARKET

APRIL 2025

36 DAYS

2024: 35 days  
UP 2.86%  
Single Family 1 yr

43 DAYS

2024: 37 days  
UP 16.22%  
Condo 1 yr

NEW LISTINGS

APRIL 2025

1,103

2024: 834  
UP 32.25%  
Single Family 1 yr

56

2024: 63  
DOWN 11.11%  
Condo 1 yr

AVERAGE SALES PRICE

(HOUSES & CONDOS) APRIL 2025

This Year: \$1,589,850

Last Year: \$1,675,721

-5.12%

AVERAGE SOLD YTD

+5.92%

Condo 1 yr

-1.80%

Single Family 1 yr

TOTAL # SOLD

APRIL 2025

563

2024: 546  
UP 3.11%  
Single Family & Condo

TOTAL SOLDS YTD

1,568

2024: 1,438  
UP 9.04%  
Single Family 1 yr

80

2024: 96  
DOWN 16.67%  
Condo 1 yr

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445 REAL ESTATE BROKERS | 39 PROFESSIONAL TEAM MEMBERS

6 MARKETING & ONLINE MEDIA SPECIALISTS | 7 STRATEGICALLY LOCATED OFFICES

3.4 BILLION IN SALES IN 2024



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