

DAYTON METRO REAL ESTATE MARKET STATS

July

2025



The Way Real Estate Should Be™

We know Realtors have a reputation.
We are changing that.

The stereotype for the real estate industry is to only highlight the good while ignoring, not looking into, or hiding the bad.

At Ashlar Home Team, we believe that the only way you can make you can make an educated home decision.... is by being informed of both the pros and the cons!

A home buying or selling experience with us feels like a service revolutionbut we simply call it The Way Real Estate Should Be™

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Recent Market Shifts



March 2023 - Buyers Come Back

Wild Market; Home prices on the rise and inventory maintains its elevated level. Time to contract holding.

September 2022 - High Rates, Low Demand

Demand drops as interest rates climb to 7%. Home prices going down about \$10,000 per month.

Inventory has ballooned to 3-4x the previous 12 months, as homes are now sitting longer.

July 2022 - Peak of Market

Home prices have climbed at least \$20,000 per month for the previous 6 months.

Interest rates have climbed to 5%, pushing out many investors and buyers.

October 2021 - Inventory Tightens

As a result of way more buyers than people selling their home. Prices begin to climb rapidly as the supply and demand ratio gets to between 3:1 and 5:1.

Interest rates start to climb in November from a low of 2.5%.

June 2020 - Buyers Return, Sellers Don't

3 months after start of Pandemic, buyers return en masse. If they have to be stay home, they want to move to bigger house or different state.

Sellers however have decided to stay put.

Summary

	July 2025	July 2024	% Change
Closed Sales	1,269	1,194	6.3%
Median Sales Price	\$269,000	\$243,850	10.3%
Average Sales Price	\$300,530	\$279,628	7.5%
Dollar Volume	\$381M	\$334M	14.2%
Median % of Org. Price	99.0%	100.0%	-1.0%
Median Time To Sale	28 Days	46 Days	-39.1%
New Listings	1,690	1,492	13.3%
Active Inventory	1,956	1,544	26.7%
Foreclosure / REO	5	4	25.0%
Short Sales	0	0	0.0%

Trend

Demand has returned in February / March 2023 which has lead to increasing home prices again despite both higher inventory and interest rates in the 6%-7% Range.

Overall market indicators are mixed which leads me to believe the market is still trying to decide what it wants to do long term.

Still, there are way more homes to choose from versus a year ago, with negotiations for repairs, price reductions, and concessions being relatively straight forward in most cases during inspections and offers coming in in the typical median time for Dayton.

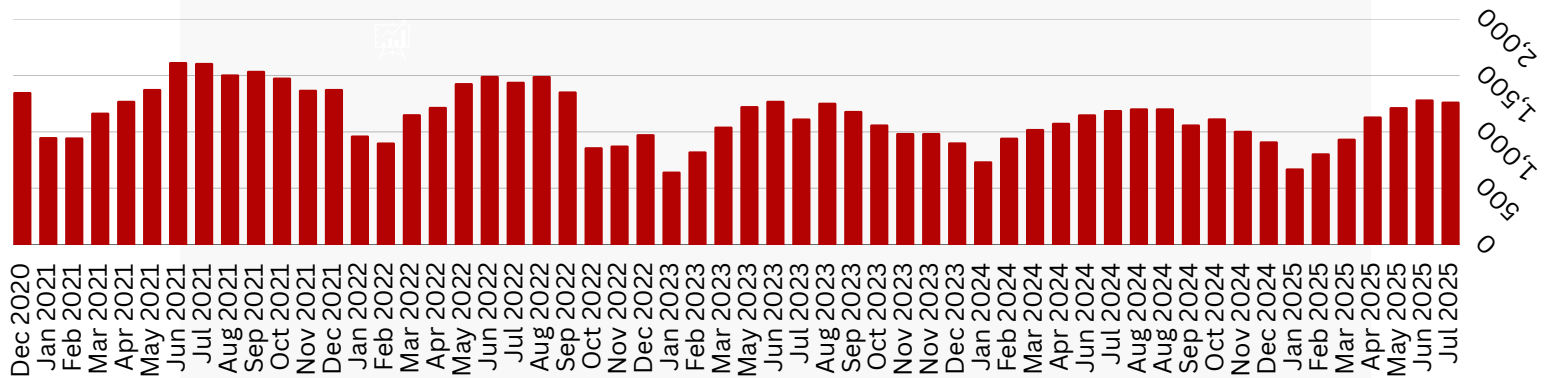
CLOSED SALES

Closed Sales are one of the chief indicators of demand in the real estate market.

Looking at percentage change is usually a bit more helpful than looking at pur number as that generally indicates the trend the market is taking compared to the previous year.

Closed sales do naturally vary month to month.

		% Change Year over Year
12 Month Average	1,055	-0.7%
July 2025	1,269	6.3%
June 2025	1,288	11.4%
May 2025	1,220	2.3%
April 2025	1,137	5.2%
March 2025	940	-8.4%
February 2025	810	-14.6%
January 2025	676	-8.5%
December 2024	916	1.0%
November 2024	1,010	2.0%
October 2024	1,120	5.1%
September 2024	1,066	-10.1%
August 2024	1,209	-4.0%
July 2024	1,194	6.7%

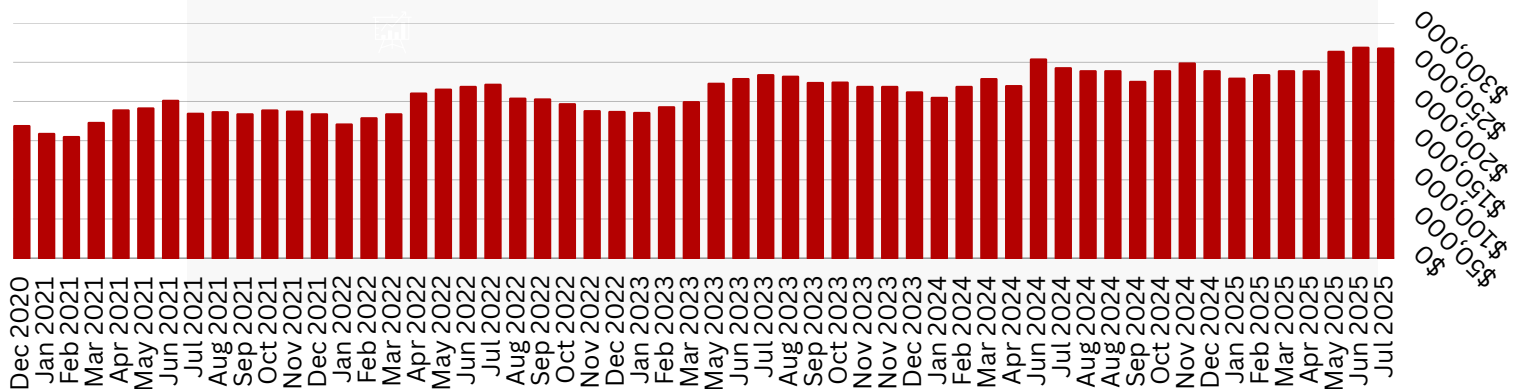


MEDIAN SALE PRICE

The Median Sales Price is the point at which half of the sales were above and half of the sales were below.

Unlike Average Sales Price, Median Price is not affected as much by a lot of high or low priced home sales in a particular month.

		% Change Year to Year
12 Month Average	\$245,456	7.5%
July 2025	\$269,000	10.3%
June 2025	\$270,000	5.9%
May 2025	\$264,770	7.1%
April 2025	\$239,900	8.6%
March 2025	\$240,000	4.4%
February 2025	\$235,000	6.8%
January 2025	\$230,500	11.9%
December 2024	\$240,000	12.7%
November 2024	\$249,900	13.6%
October 2024	\$240,000	6.4%
September 2024	\$226,400	0.6%
August 2024	\$240,000	3.0%
July 2024	\$243,850	3.8%



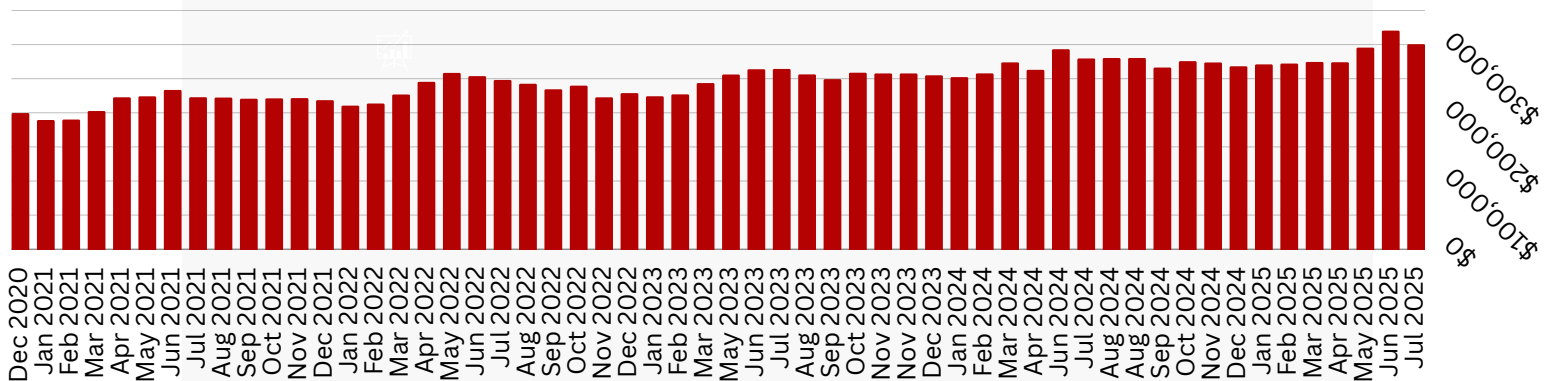
AVERAGE SALE PRICE

Median Sales Price is generally preferred to Average since Average Sales Price is subject to influence by the extreme low or high end of the market.

These are also only the sales price of homes that sold during the month, not the overall market as a whole.

Despite that, it can useful bit of information for overall trends.

		% Change Year over Year
12 Month Average	\$281,039	-1.6%
July 2025	\$300,530	7.5%
June 2025	\$320,474	9.3%
May 2025	\$295,539	4.6%
April 2025	\$274,069	4.2%
March 2025	\$274,508	0.2%
February 2025	\$272,172	5.6%
January 2025	\$270,935	7.4%
December 2024	\$268,163	5.2%
November 2024	\$273,753	6.2%
October 2024	\$275,694	6.6%
September 2024	\$266,321	6.8%
August 2024	\$280,315	9.4%
July 2024	\$279,628	5.8%



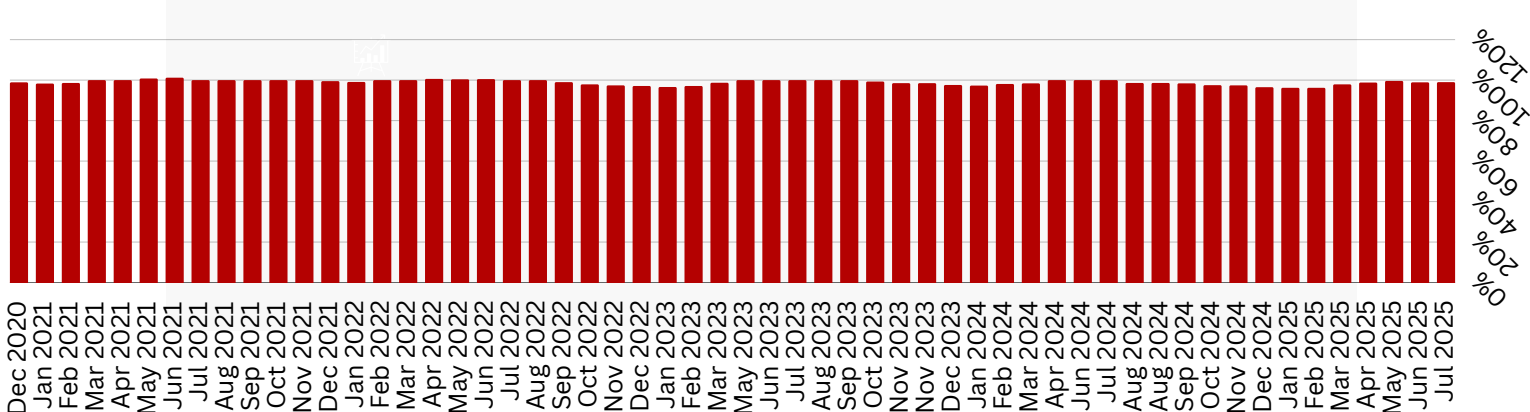
MEDIAN % OF ORIGINAL LIST PRICE RECEIVED

Indicates what percentage of the original asking price the property eventually sells for.

This is typically a lagging indicator, meaning it can be used to confirm trends detected in other metrics.

Is also a good indicator for overall market consumer sentiment.

		% Change Year to Year
12 Month Average	97.9%	-1.2%
July 2025	99.0%	-1.0%
June 2025	98.9%	-1.1%
May 2025	99.6%	-0.4%
April 2025	98.8%	-1.2%
March 2025	97.9%	-0.5%
February 2025	96.2%	-1.9%
January 2025	96.2%	-1.1%
December 2024	96.5%	-1.1%
November 2024	97.4%	-1.1%
October 2024	97.5%	-1.8%
September 2024	98.4%	-1.6%
August 2024	98.6%	-1.4%
July 2024	100.0%	0.0%

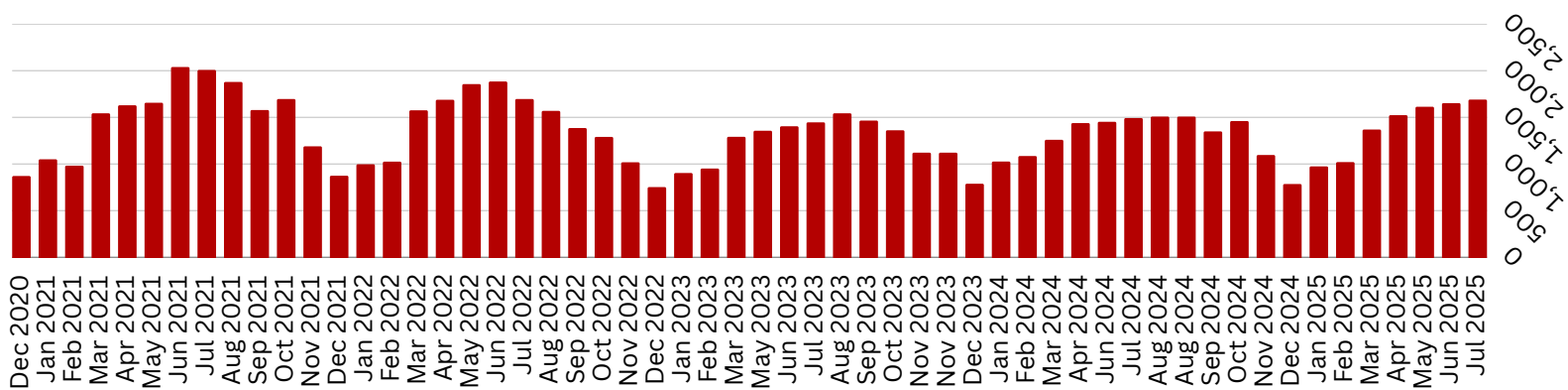


NEW LISTINGS

The number of homes that are listed for sale in a month.

This does not include homes that were taken off the market and then relisted, homes that were under contract and back on the market, and also excludes temporary off market listings.

		% Change Year over Year
12 Month Average	1,337	2.5%
July 2025	1,690	13.3%
June 2025	1,652	13.8%
May 2025	1,613	-0.1%
April 2025	1,523	5.9%
March 2025	1,369	8.7%
February 2025	1,020	-6.0%
January 2025	974	-5.1%
December 2024	785	-0.4%
November 2024	1,096	-2.2%
October 2024	1,460	7.3%
September 2024	1,349	-7.9%
August 2024	1,508	-2.3%
July 2024	1,492	3.2%



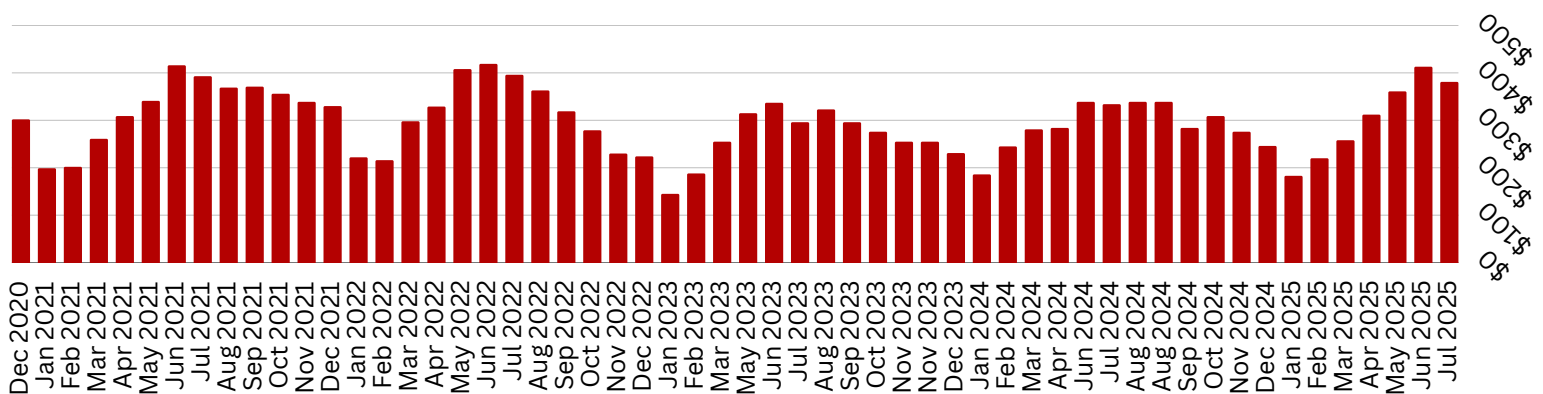
DOLLAR VOLUME

Dollar volume is the sum total of sales prices of all closed transactions.

Useful as a general high level indication of the health and strength of a real estate market relative to previous periods of time.

Other metrics such as number of sales and median and average sales prices are generally more helpful for identifying trends.

		% Change Year over Year
12 Month Average	\$298M	5.8%
July 2025	\$381M	14.2%
June 2025	\$413M	21.8%
May 2025	\$361M	7.1%
April 2025	\$312M	9.6%
March 2025	\$258M	-8.2%
February 2025	\$220M	-9.9%
January 2025	\$183M	-1.8%
December 2024	\$246M	6.2%
November 2024	\$276M	8.4%
October 2024	\$309M	12.0%
September 2024	\$284M	-4.0%
August 2024	\$339M	5.0%
July 2024	\$334M	12.9%



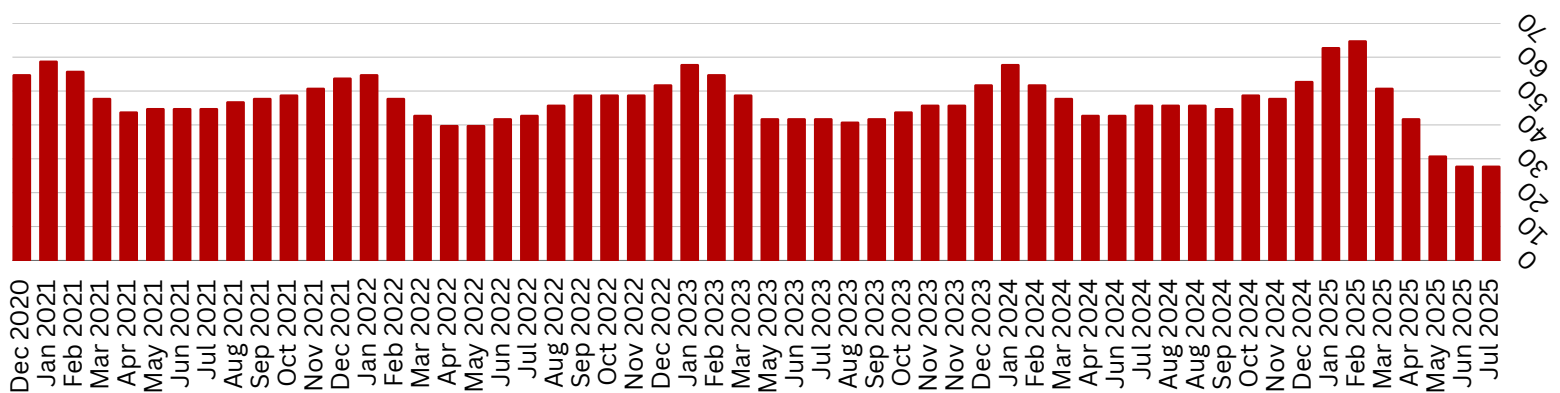
MEDIAN TIME TO SALE

The median amount of time a home is active on the market before closing.

This number is only for closed sales and does not include homes that have not sold yet.

Typically 0-60 days is heavily favors Sellers, while more than 90 days would be favorable to Buyers.

		% Change Year over Year
12 Month Average	45.8 Days	-1.4%
July 2025	28 Days	-39.1%
June 2025	28 Days	-34.9%
May 2025	31 Days	-26.2%
April 2025	42 Days	-2.3%
March 2025	51 Days	6.3%
February 2025	65 Days	25.0%
January 2025	63 Days	8.6%
December 2024	53 Days	1.9%
November 2024	48 Days	4.3%
October 2024	49 Days	11.4%
September 2024	45 Days	7.1%
August 2024	46 Days	12.2%
July 2024	46 Days	9.5%

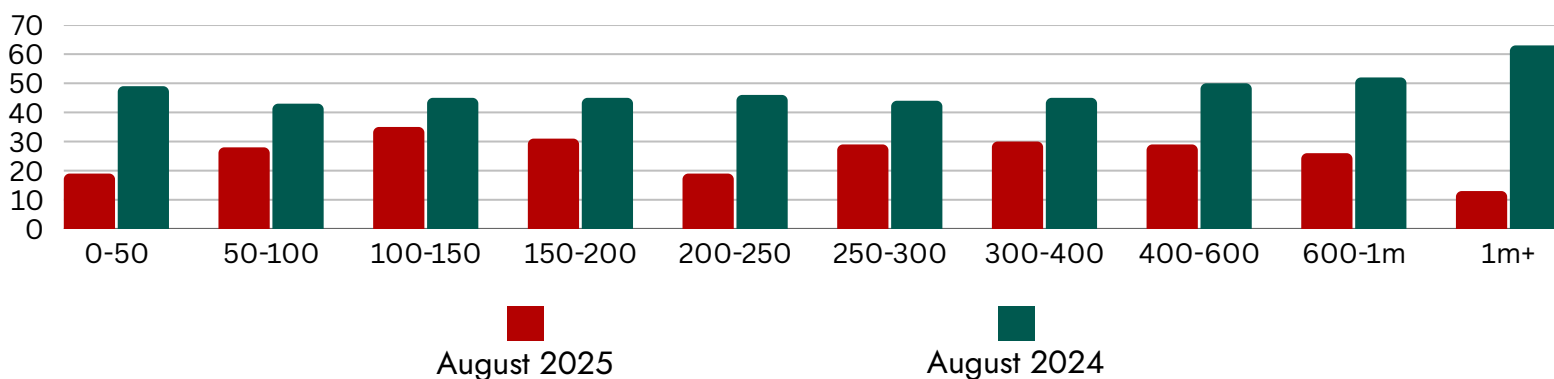


Median Time to Sale by Price

Due to differing sizes of buyer pools, you can typically expect a more expensive home to take longer to sell than a less expensive home.

You also need to be mindful when the number of transactions is very low, such as currently homes under \$150,000.

		% Change Year over Year
Less Than \$50,000	19	-61.2%
\$50,000 - \$100,000	28	-34.9%
\$100,000 - \$150,000	35	-22.2%
\$150,000 - \$200,000	31	-31.1%
\$200,000 - \$250,000	19	-58.7%
\$250,000 - \$300,000	29	-34.1%
\$300,000 - \$400,000	30	-33.3%
\$400,000 - \$600,000	29	-42.0%
\$600,000 - \$1,000,000	26	-50.0%
\$1,000,000 or more	13	-79.4%



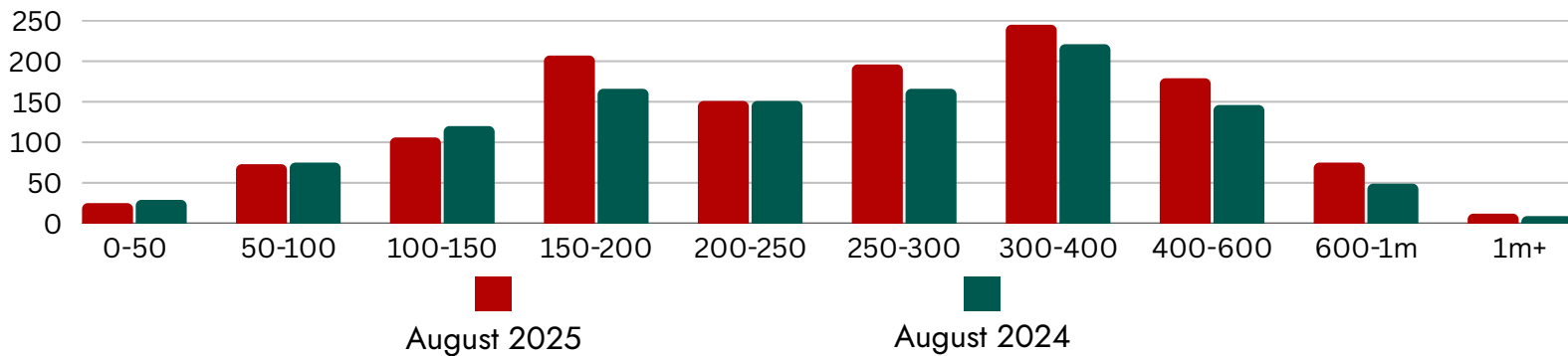
Closed Sales by Price

For better insight into market trends, it is important to look at each price point separately.

While the work of selling a high or low price point is much the same, the timeframes and number of listings can be considerably different.

You also need to be mindful when the number of transactions is very low, such as currently homes under \$150,000.

		% Change Year over Year
Less Than \$50,000	25	-13.8%
\$50,000 - \$100,000	73	-2.7%
\$100,000 - \$150,000	106	-11.7%
\$150,000 - \$200,000	207	24.7%
\$200,000 - \$250,000	151	0.0%
\$250,000 - \$300,000	196	18.1%
\$300,000 - \$400,000	245	10.9%
\$400,000 - \$600,000	179	22.6%
\$600,000 - \$1,000,000	75	53.1%
\$1,000,000 or more	12	33.3%



ASHLAR

Have a Question? Need Some Answers?

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Want to Schedule a Call?

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New Listings by Price

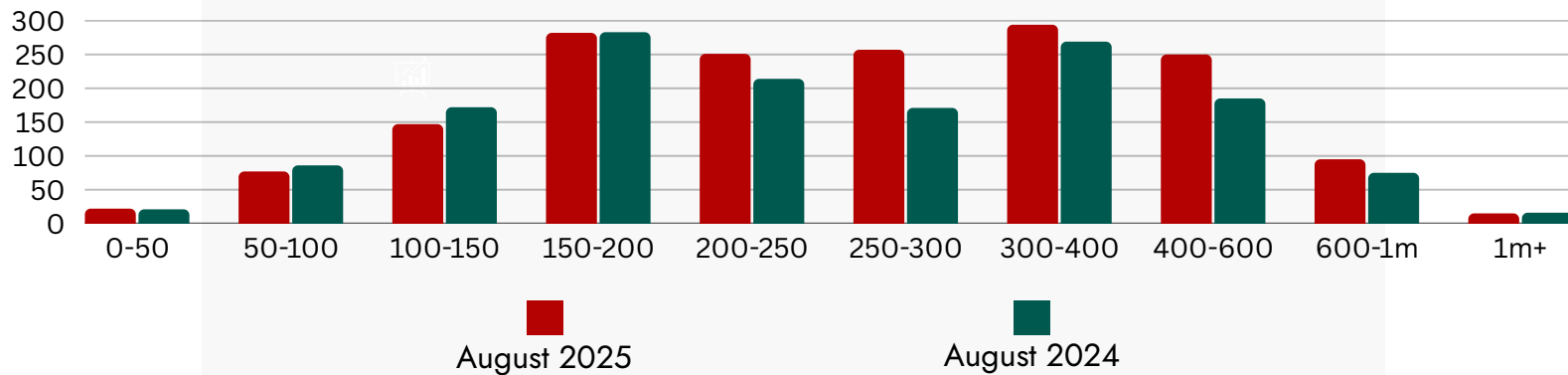
The number of homes listed for sale broken out into price categories.

This is useful to learn where the most market activity is located, as well as detecting or changing shifts in the market.

These are also new listings only, not Temp Off Market, or relists.

You also need to be mindful when the number of transactions is very low, such as currently homes under \$150,000.

		% Change Year over Year
Less Than \$50,000	22	4.8%
\$50,000 - \$100,000	77	-10.5%
\$100,000 - \$150,000	147	-14.5%
\$150,000 - \$200,000	282	-0.4%
\$200,000 - \$250,000	251	17.3%
\$250,000 - \$300,000	257	50.3%
\$300,000 - \$400,000	294	9.3%
\$400,000 - \$600,000	250	35.1%
\$600,000 - \$1,000,000	95	26.7%
\$1,000,000 or more	15	-6.3%



Inventory by Current Price

The number of homes active on the last day of the month, broken up by price point.

This is useful to know if inventory is growing or shrinking.

You also need to be mindful when the number of transactions is very low, such as currently homes under \$150,000.

		% Change Year over Year
Less Than \$50,000	25	0.0%
\$50,000 - \$100,000	125	16.8%
\$100,000 - \$150,000	179	7.2%
\$150,000 - \$200,000	253	13.5%
\$200,000 - \$250,000	236	53.2%
\$250,000 - \$300,000	260	56.6%
\$300,000 - \$400,000	300	18.6%
\$400,000 - \$600,000	349	41.3%
\$600,000 - \$1,000,000	187	10.7%
\$1,000,000 or more	44	29.4%

