

DAYTON REAL ESTATE MARKET STATS



xxxx

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 the bad, not looking into, or hiding the bad.

At Ashlar Home Team, we believe that the only way 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 revolution but with a twist. We're not just changing the way we do business, we're changing the way you do it.

Kyle Sasser

Realtor® and Team Leader of Ashlar Home Team

Charles Rutenberg Realty - Ashlar Home Team

1545 S Belcher Rd, Clearwater, FL 33764

Telephone:

727-300-2111

Email:

Kyle@AshlarRE.com

Website:

AshlarRE.com

Recent Market Shifts

Summary

						10/2025	10/2024	% Change
		Closed Sales				1,183	1,120	5.63%
		Cash Sales						#DIV/0!
		Median Sales Price				\$250,000	\$240,000	4.17%
		Average Sales Price				\$281,818	\$275,694	2.22%
		Dollar Volume				333 M	309 M	7.97%
		Median % Of Original List Price				97.30%	97.50%	-0.21%
		Median Time to Contract				35 Days	49 Days	-28.57%
		Median Time to Sale				35 Days	49 Days	-28.57%
		New Pending Sales				1,282	1,202	6.66%
		New Listings				1,496	1,460	2.47%
		Active Inventory				2,260	1,864	21.24%
		Months Supply				1.80	1.77	1.63%
		Foreclosure / REO				5	12	-58.33%
		Short Sales				0	1	-100.00%

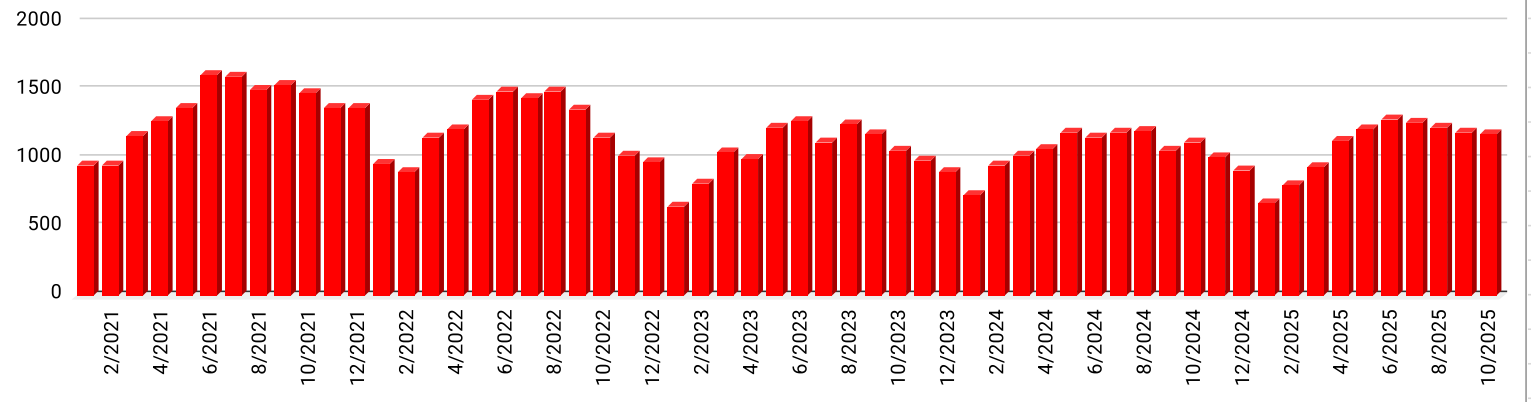
CLOSED SALES

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 pure numbers as that generally indicates the trend the market is taking compared to the previous year.

Closed sales do naturally vary month to month.

Month	Closed Sales	Change YoY
Oct 2025	1,183	5.63%
Sep 2025	1,200	12.57%
Aug 2025	1,232	1.90%
Jul 2025	1,269	6.49%
Jun 2025	1,288	11.42%
May 2025	1,220	2.35%
Apr 2025	1,137	5.18%
Mar 2025	940	-8.38%
Feb 2025	810	-14.65%
Jan 2025	676	-8.53%
Dec 2024	916	0.99%
Nov 2024	1,010	2.02%
Nov 2024	1,120	5.07%
Oct 2024	1,066	-10.12%

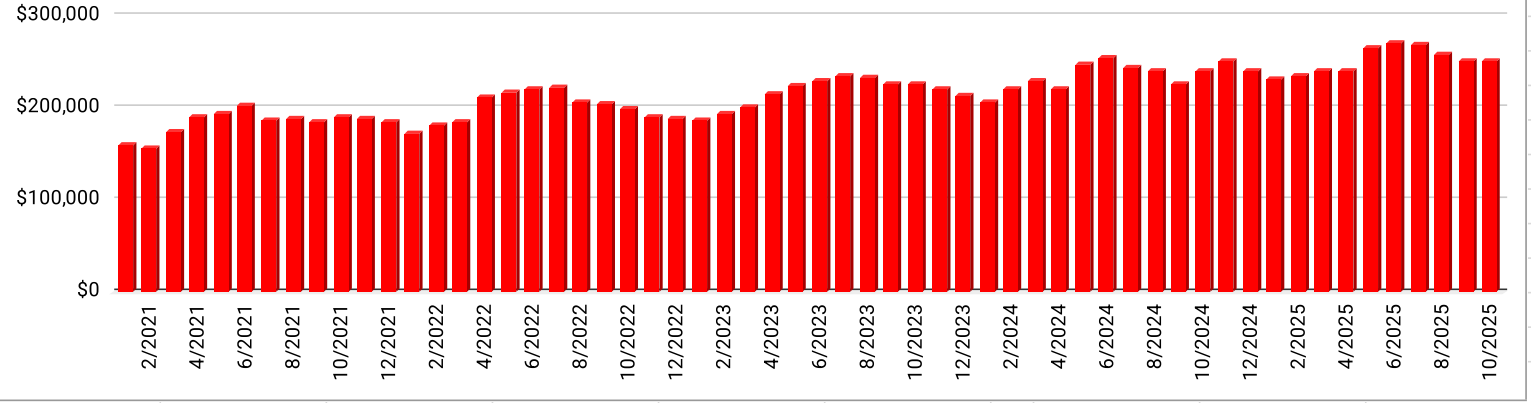


MEDIAN SALE PRICE

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.

Month	Med Price	Change YoY
Oct 2025	\$250,000	4.17%
Sep 2025	\$250,000	10.42%
Aug 2025	\$257,950	7.48%
Jul 2025	\$269,000	9.86%
Jun 2025	\$270,000	5.88%
May 2025	\$264,770	7.09%
Apr 2025	\$239,900	8.55%
Mar 2025	\$240,000	4.37%
Feb 2025	\$235,000	6.82%
Jan 2025	\$230,500	11.89%
Dec 2024	\$240,000	12.68%
Nov 2024	\$249,900	13.59%
Nov 2024	\$240,000	6.43%
Oct 2024	\$226,400	0.62%



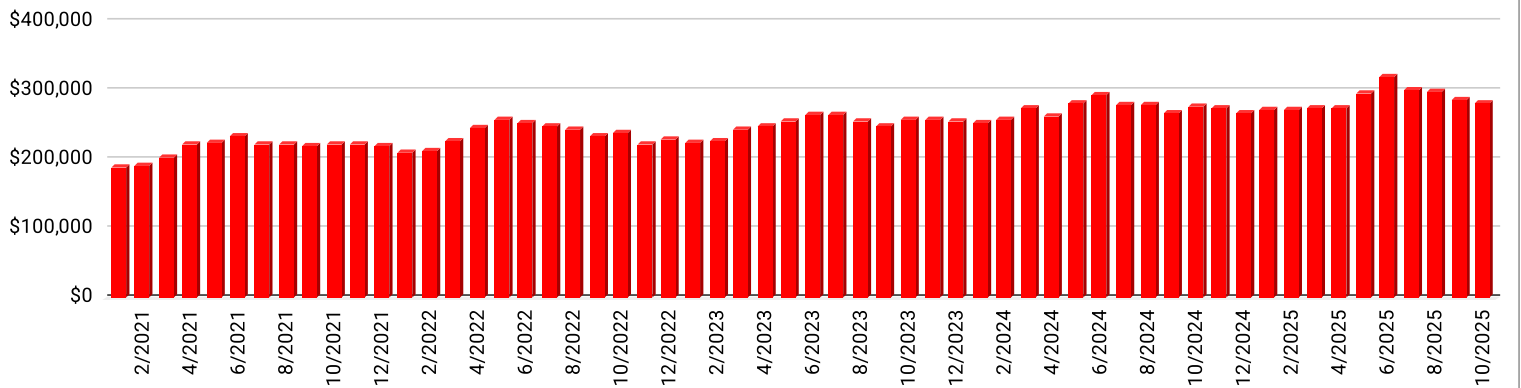
AVERAGE SALE PRICE

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.

Month	Avg Price	Change YoY
Oct 2025	\$281,818	2.22%
Sep 2025	\$286,954	7.75%
Aug 2025	\$297,536	6.14%
Jul 2025	\$300,530	7.13%
Jun 2025	\$320,474	9.31%
May 2025	\$295,539	4.63%
Apr 2025	\$274,069	4.22%
Mar 2025	\$274,508	0.23%
Feb 2025	\$272,172	5.60%
Jan 2025	\$270,935	7.40%
Dec 2024	\$268,163	5.18%
Nov 2024	\$273,753	6.24%
Nov 2024	\$275,694	6.56%
Oct 2024	\$266,321	6.81%



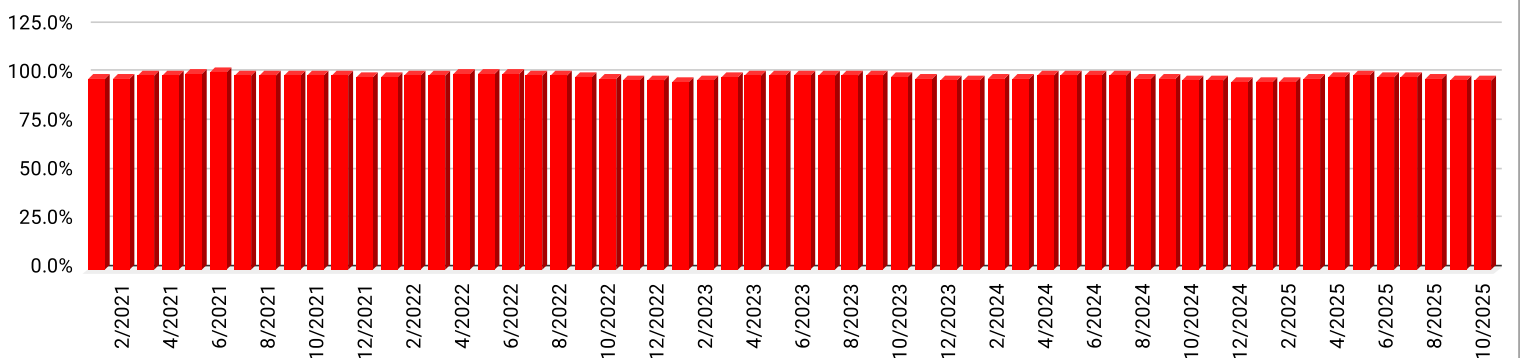
MEDIAN % OF ORIGINAL LIST PRICE RECEIVED

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.

Month	% Orig List	Change YoY
Oct 2025	97.30%	-0.21%
Sep 2025	97.60%	-0.81%
Aug 2025	98.10%	-0.51%
Jul 2025	99.00%	-1.00%
Jun 2025	98.90%	-1.10%
May 2025	99.60%	-0.40%
Apr 2025	98.80%	-1.20%
Mar 2025	97.90%	-0.51%
Feb 2025	96.20%	-1.94%
Jan 2025	96.20%	-1.13%
Dec 2024	96.50%	-1.13%
Nov 2024	97.40%	-1.12%
Nov 2024	97.50%	-1.81%
Oct 2024	98.40%	-1.60%



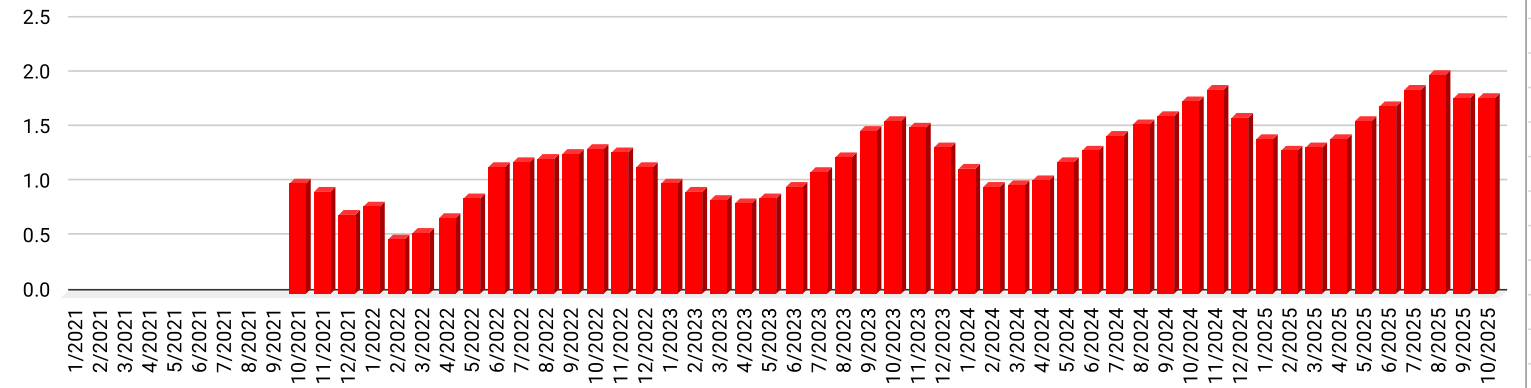
MONTHS SUPPLY

Also known as Absorption Rate.

An estimate of the number of months it will take at the current rate of sales to exhaust current inventory.

A Balanaced Market is generally considered to be 5 months. A Seller’s Market would be 0-4 months, and a Buyers Market 6 or more months.

Month	Months Supply	Change YoY
Oct 2025	1.80	1.63%
Sep 2025	1.80	10.76%
Aug 2025	2.01	28.50%
Jul 2025	1.88	32.17%
Jun 2025	1.72	30.01%
May 2025	1.59	31.55%
Apr 2025	1.42	36.61%
Mar 2025	1.34	34.30%
Feb 2025	1.31	33.11%
Jan 2025	1.43	24.81%
Dec 2024	1.62	21.19%
Nov 2024	1.88	23.03%
Nov 2024	1.77	11.77%
Oct 2024	1.63	9.02%

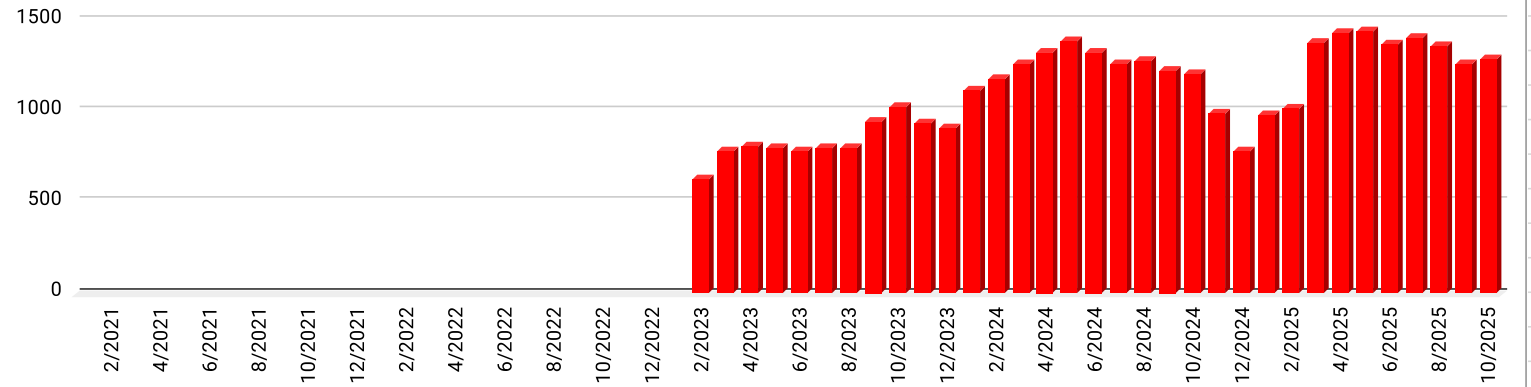


NEW PENDING SALES

ew pending sales are the number of homes that went under contract in the month.

Useful to predict potential future sales, due to the fact that most contracts generally take 3-6 weeks and can provide some leading indication of where the market is heading as well as changes in demand.

Month	New Pending	Change YoY
Oct 2025	1,282	6.66%
Sep 2025	1,256	2.70%
Aug 2025	1,360	6.42%
Jul 2025	1,401	10.57%
Jun 2025	1,363	2.95%
May 2025	1,442	4.27%
Apr 2025	1,431	8.00%
Mar 2025	1,379	9.36%
Feb 2025	1,018	-13.29%
Jan 2025	975	-12.24%
Dec 2024	782	-13.69%
Nov 2024	988	5.67%
Nov 2024	1,202	17.84%
Oct 2024	1,223	29.97%

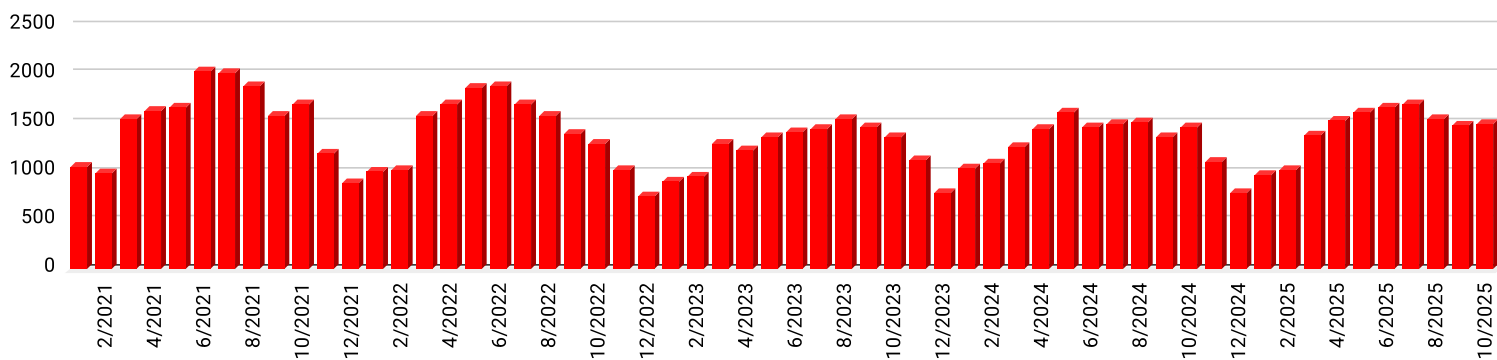


NEW LISTINGS

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.

Month	New Listings	Change YoY
Oct 2025	1,496	2.47%
Sep 2025	1,473	9.19%
Aug 2025	1,542	2.25%
Jul 2025	1,690	13.64%
Jun 2025	1,652	13.77%
May 2025	1,613	-0.12%
Apr 2025	1,523	5.91%
Mar 2025	1,369	8.74%
Feb 2025	1,020	-5.99%
Jan 2025	974	-5.07%
Dec 2024	785	-0.38%
Nov 2024	1,096	-2.23%
Nov 2024	1,460	7.27%
Oct 2024	1,349	-7.92%

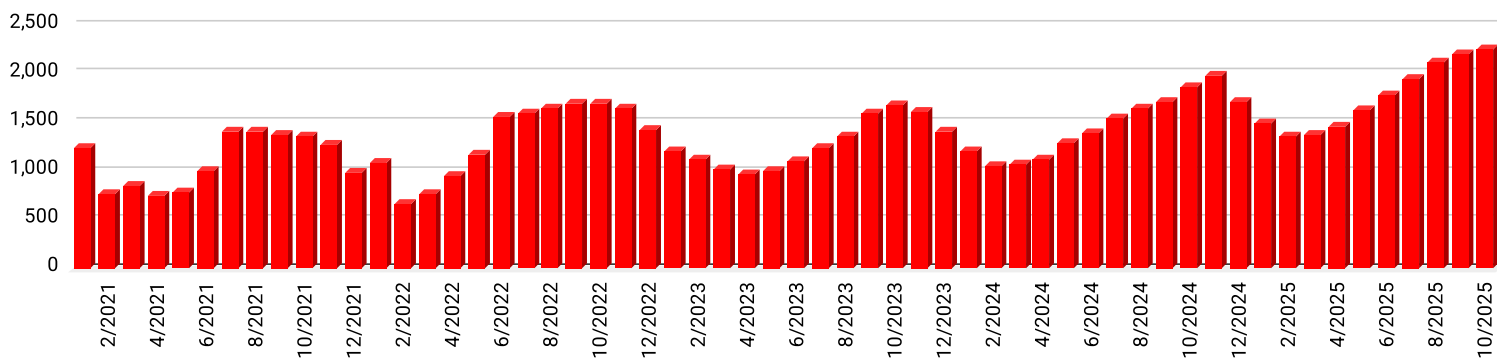


INVENTORY (ACTIVE LISTINGS)

The number of homes that are actively for sale on the last day of the month.

Indicates the supply side of the market. Rising inventory generally benefits the buyers, while decreasing inventory will generally benefit the sellers.

Month	Inventory	Change YoY
Oct 2025	2,260	21.24%
Sep 2025	2,199	29.13%
Aug 2025	2,118	28.29%
Jul 2025	1,956	29.53%
Jun 2025	1,779	27.53%
May 2025	1,634	26.76%
Apr 2025	1,454	30.52%
Mar 2025	1,376	29.69%
Feb 2025	1,363	29.93%
Jan 2025	1,496	24.25%
Dec 2024	1,711	22.13%
Nov 2024	1,977	23.18%
Nov 2024	1,864	11.35%
Oct 2024	1,703	7.31%



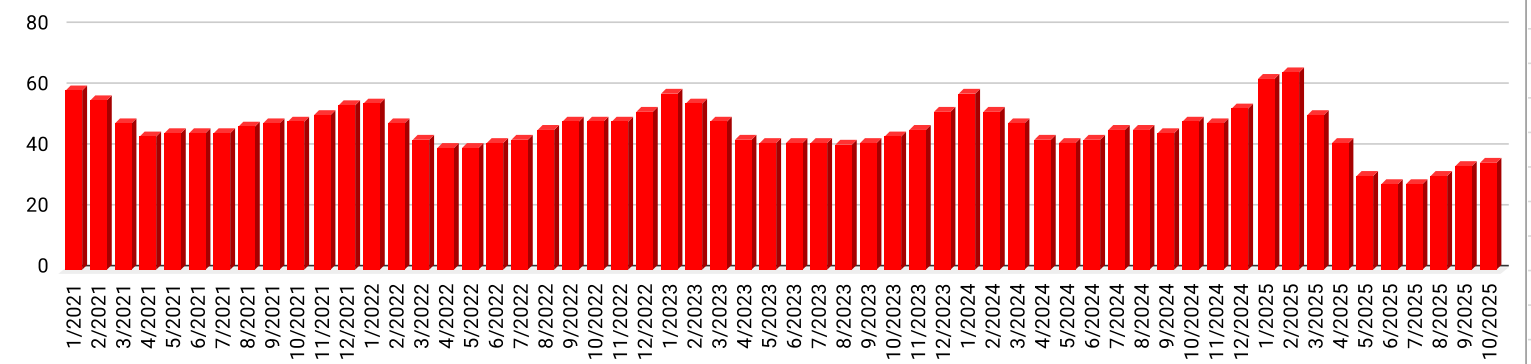
MEDIAN TIME TO CONTRACT

The median amount of time a home is active on the market before an offer is accepted.

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.

Month	Med Time To C	Change YoY
Oct 2025	35	-28.57%
Sep 2025	34	-24.44%
Aug 2025	31	-32.61%
Jul 2025	28	-41.86%
Jun 2025	28	-34.88%
May 2025	31	-26.19%
Apr 2025	42	-2.33%
Mar 2025	51	6.25%
Feb 2025	65	25.00%
Jan 2025	63	8.62%
Dec 2024	53	1.92%
Nov 2024	48	4.35%
Nov 2024	49	11.36%
Oct 2024	45	7.14%

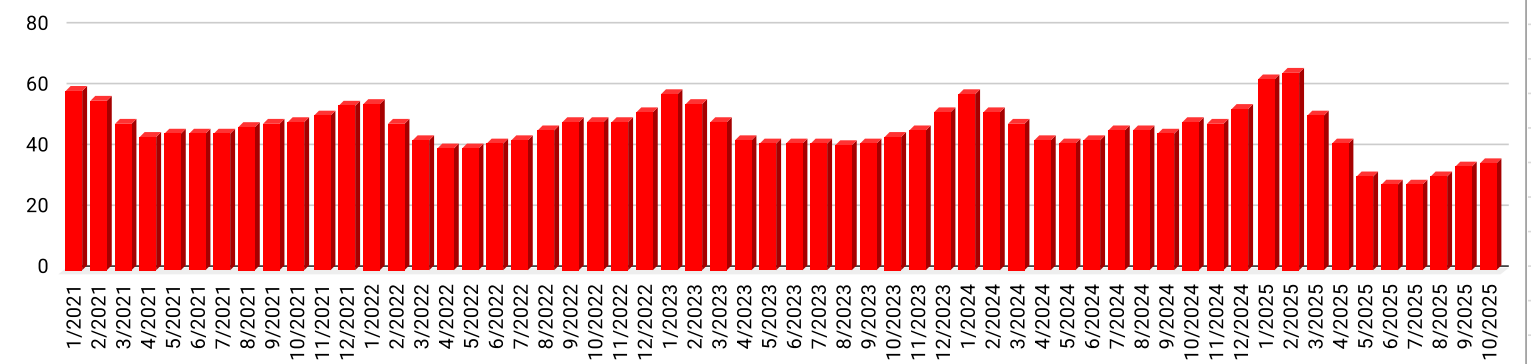


MEDIAN TIME TO SALE

Similar to Time To Contract, Time to Sale is the median time a home takes from initially being listed until the completion of the sale.

This metric is useful to know the typical timeframes that a home takes to sell, and unlike an average, is not overly influenced by a few homes taking a very long time to

Month	Med Time To Sale	Change YoY
Oct 2025	35	-28.57%
Sep 2025	34	-24.44%
Aug 2025	31	-32.61%
Jul 2025	28	-41.86%
Jun 2025	28	-34.88%
May 2025	31	-26.19%
Apr 2025	42	-2.33%
Mar 2025	51	6.25%
Feb 2025	65	25.00%
Jan 2025	63	8.62%
Dec 2024	53	1.92%
Nov 2024	48	4.35%
Nov 2024	49	11.36%
Oct 2024	45	7.14%



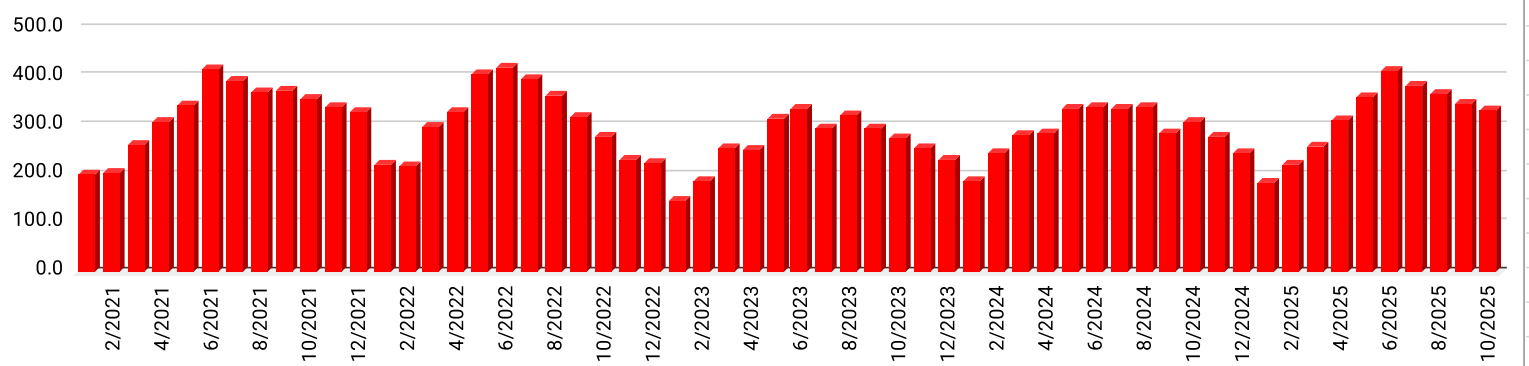
DOLLAR VOLUME

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 pure numbers as that generally indicates the trend the market is taking compared to the previous year.

Closed sales do naturally vary month to month.

Month	Dollar Volume	Change YoY
Oct 2025	333	7.97%
Sep 2025	344	21.29%
Aug 2025	367	8.16%
Jul 2025	381	14.01%
Jun 2025	413	21.79%
May 2025	361	7.09%
Apr 2025	312	9.62%
Mar 2025	258	-8.17%
Feb 2025	220	-9.87%
Jan 2025	183	-1.76%
Dec 2024	246	6.22%
Nov 2024	276	8.39%
Nov 2024	309	11.95%
Oct 2024	284	-4.00%



CASH SALES

Buyers paying with cash generally indicates investor activity.

However in times of low inventory Cash Sales can also increase due to Buyers being required to put together extremely competitive offers.

Most home buyers require a mortgage, so any significant change in Cash Sales is of interest.

Month	Cash Sales	Change YoY
Oct 2025		#DIV/O!
Sep 2025		#DIV/O!
Aug 2025		#DIV/O!
Jul 2025		#DIV/O!
Jun 2025		#DIV/O!
May 2025		#DIV/O!
Apr 2025		#DIV/O!
Mar 2025		#DIV/O!
Feb 2025		#DIV/O!
Jan 2025		#DIV/O!
Dec 2024		#DIV/O!
Nov 2024		#DIV/O!
Nov 2024		#DIV/O!
Oct 2024		#DIV/O!

Add a series to start visualizing your data

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.

Month	Sales by Price	Change YoY
Less Than \$50k	17	-26.09%
\$50k - \$100k	61	-28.24%
\$100k - \$150k	112	-21.68%
\$150k - \$200k	202	15.43%
\$200k - \$250k	195	26.62%
\$250k - \$300k	173	15.33%
\$300k - \$400k	217	8.50%
\$400k - \$600k	165	16.20%
\$600k - \$1M	33	-21.43%
\$1M or more	8	33.33%

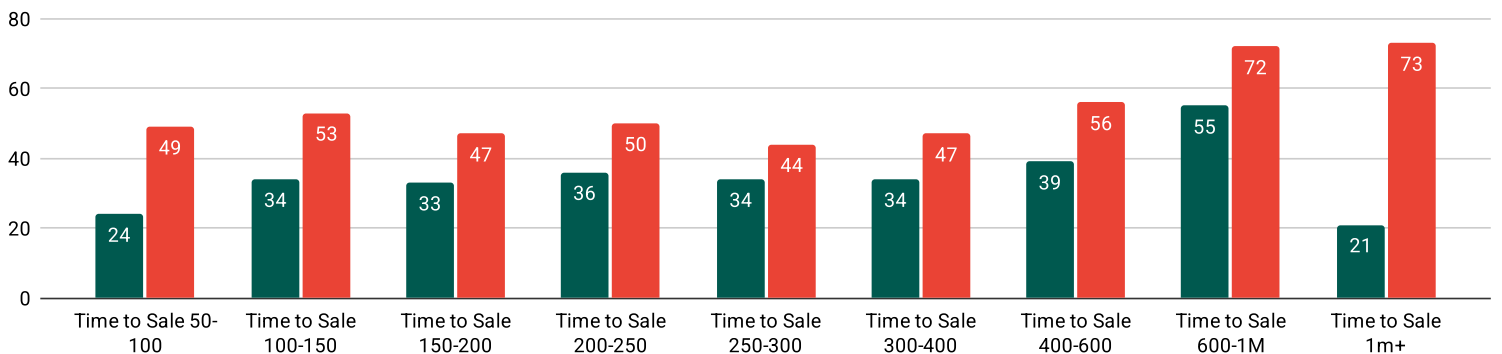


MEDIAN Time to Contract

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.

Month	Med Price	Change YoY
Less Than \$50k	16	-69.81%
\$50k - \$100k	24	-51.02%
\$100k - \$150k	34	-35.85%
\$150k - \$200k	33	-29.79%
\$200k - \$250k	36	-28.00%
\$250k - \$300k	34	-22.73%
\$300k - \$400k	34	-27.66%
\$400k - \$600k	39	-30.36%
\$600k - \$1M	55	-23.61%
\$1M or more	21	-71.23%



NEW LISTINGS BY PRICE

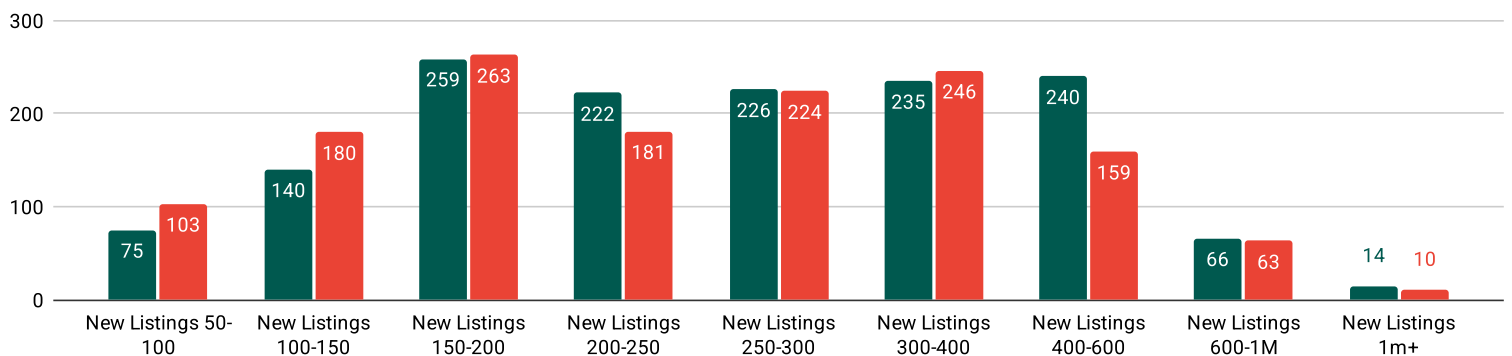
The number of homes listed for sale broken out into price categories.

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.

Month	Sales by Price	Change YoY
Less Than \$50k	19	-38.71%
\$50k - \$100k	75	-27.18%
\$100k - \$150k	140	-22.22%
\$150k - \$200k	259	-1.52%
\$200k - \$250k	222	22.65%
\$250k - \$300k	226	0.89%
\$300k - \$400k	235	-4.47%
\$400k - \$600k	240	50.94%
\$600k - \$1M	66	4.76%
\$1M or more	14	40.00%



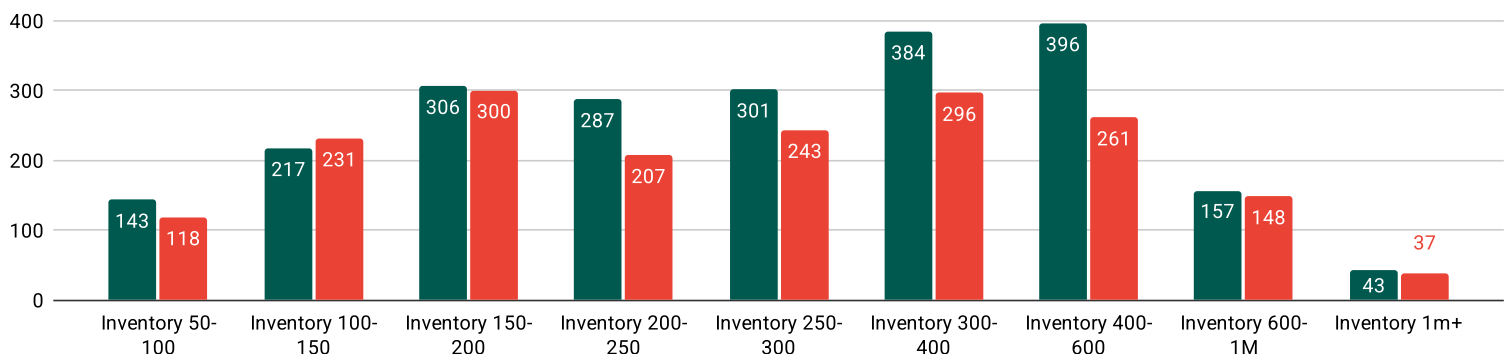
Inventory by Current Price

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 cu

Month	Med Price	Change YoY
Less Than \$50k	26	18.18%
\$50k - \$100k	143	21.19%
\$100k - \$150k	217	-6.06%
\$150k - \$200k	306	2.00%
\$200k - \$250k	287	38.65%
\$250k - \$300k	301	23.87%
\$300k - \$400k	384	29.73%
\$400k - \$600k	396	51.72%
\$600k - \$1M	157	6.08%
\$1M or more	43	16.22%



--	--	--	--	--	--	--	--	--	--