

DAYTON REAL ESTATE MARKET STATS



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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 selling homes, we're selling a lifestyle.

Kyle Sasser

Realtor® and Team Leader of Ashlar Home Team

Charles Rutenberg Realty - Ashlar Home Team

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Recent Market Shifts

Summary

						12/2025	12/2024	% Change
		Closed Sales				1,042	916	13.76%
		Cash Sales						#DIV/0!
		Median Sales Price				\$249,950	\$240,000	4.15%
		Average Sales Price				\$288,478	\$268,163	7.58%
		Dollar Volume				301 M	246 M	22.37%
		Median % Of Original List Price					96.50%	-100.00%
		Median Time to Contract				41 Days	53 Days	-22.64%
		Median Time to Sale				41 Days	53 Days	-22.64%
		New Pending Sales				779	782	-0.38%
		New Listings				808	785	2.93%
		Active Inventory				2,015	1,711	17.77%
		Months Supply				1.80	1.62	10.97%
		Foreclosure / REO				5	5	0.00%
		Short Sales				0	0	#DIV/0!

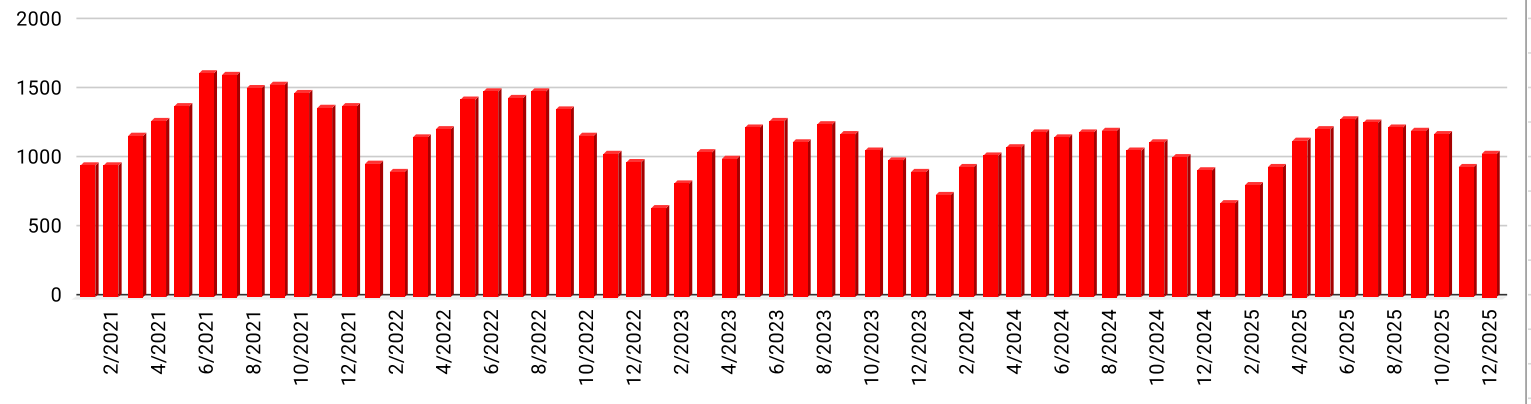
CLOSED SALES

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
Dec 2025	1,042	13.76%
Nov 2025	938	-7.13%
Oct 2025	1,183	5.63%
Sep 2025	1,200	11.08%
Aug 2025	1,232	1.90%
Jul 2025	1,269	6.28%
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%
Jan 2025	916	0.99%
Dec 2024	1,010	2.02%

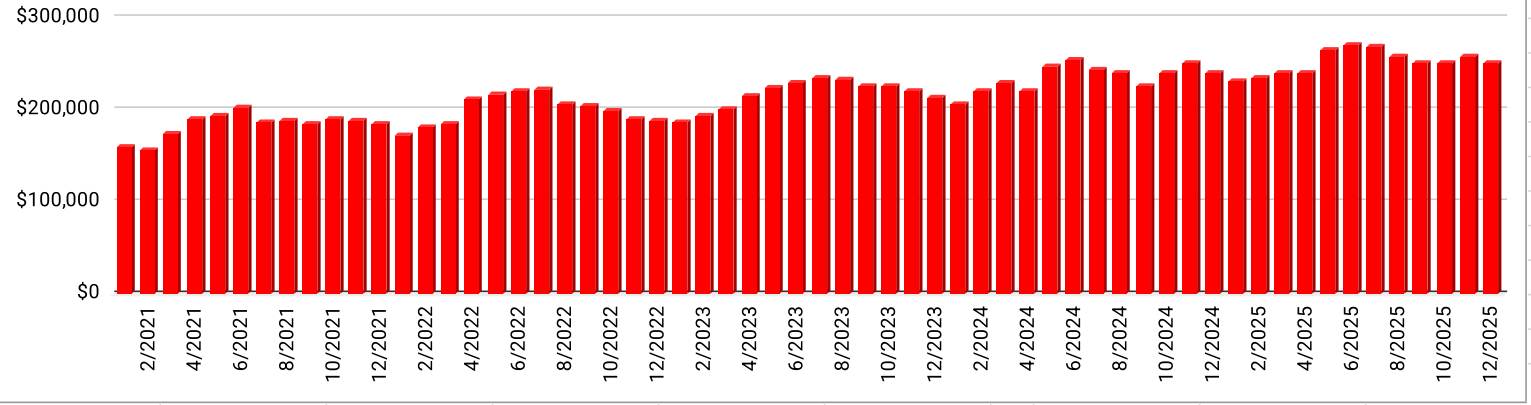


MEDIAN SALE PRICE

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
Dec 2025	\$249,950	4.15%
Nov 2025	\$257,750	3.14%
Oct 2025	\$250,000	4.17%
Sep 2025	\$250,000	9.83%
Aug 2025	\$257,950	7.48%
Jul 2025	\$269,000	10.31%
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%
Jan 2025	\$240,000	12.68%
Dec 2024	\$249,900	13.59%



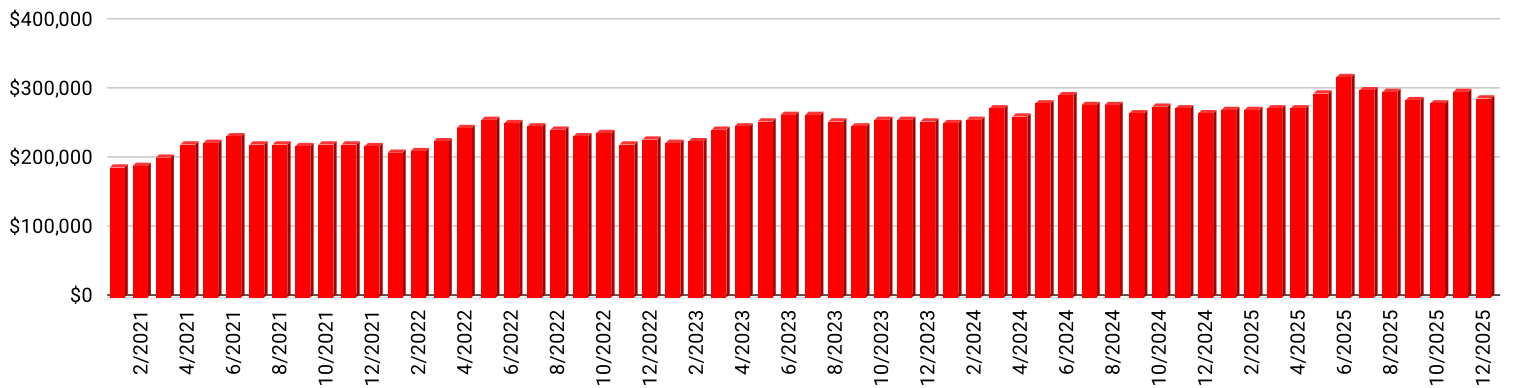
AVERAGE SALE PRICE

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
Dec 2025	\$288,478	7.58%
Nov 2025	\$299,490	9.40%
Oct 2025	\$281,818	2.22%
Sep 2025	\$286,954	7.36%
Aug 2025	\$297,536	6.14%
Jul 2025	\$300,530	7.47%
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%
Jan 2025	\$268,163	5.18%
Dec 2024	\$273,753	6.24%



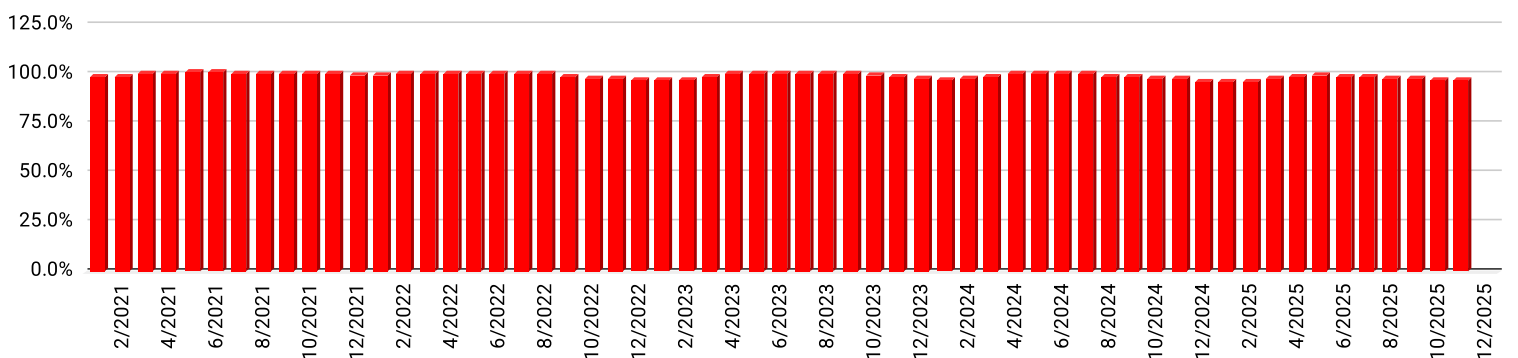
MEDIAN % OF ORIGINAL LIST PRICE RECEIVED

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
Dec 2025		-100.00%
Nov 2025	96.90%	-0.51%
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%
Jan 2025	96.50%	-1.13%
Dec 2024	97.40%	-1.12%



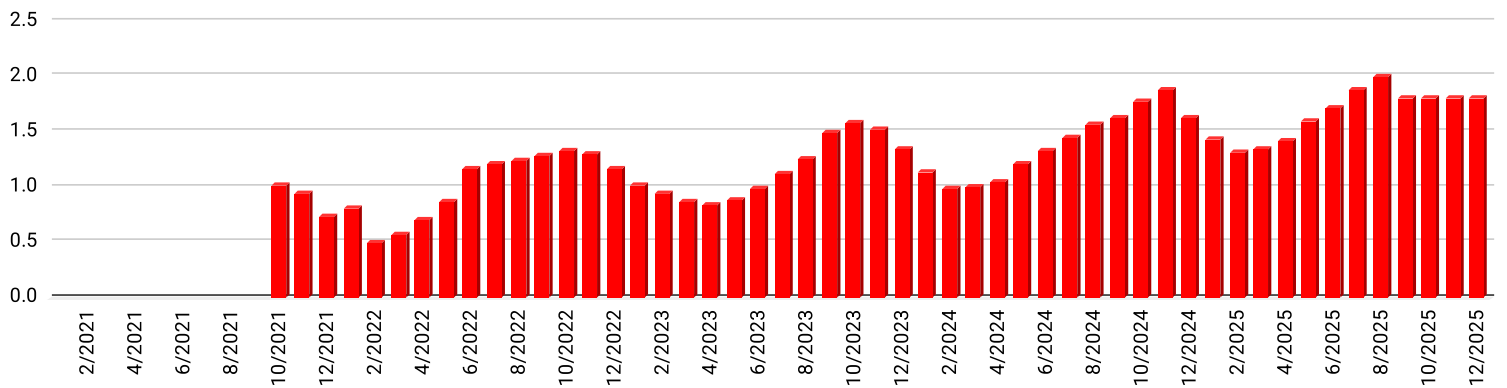
MONTHS SUPPLY

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 Balanced 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
Dec 2025	1.80	10.97%
Nov 2025	1.80	-4.03%
Oct 2025	1.80	1.63%
Sep 2025	1.80	11.21%
Aug 2025	2.01	28.50%
Jul 2025	1.88	29.24%
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%
Jan 2025	1.62	21.19%
Dec 2024	1.88	23.03%

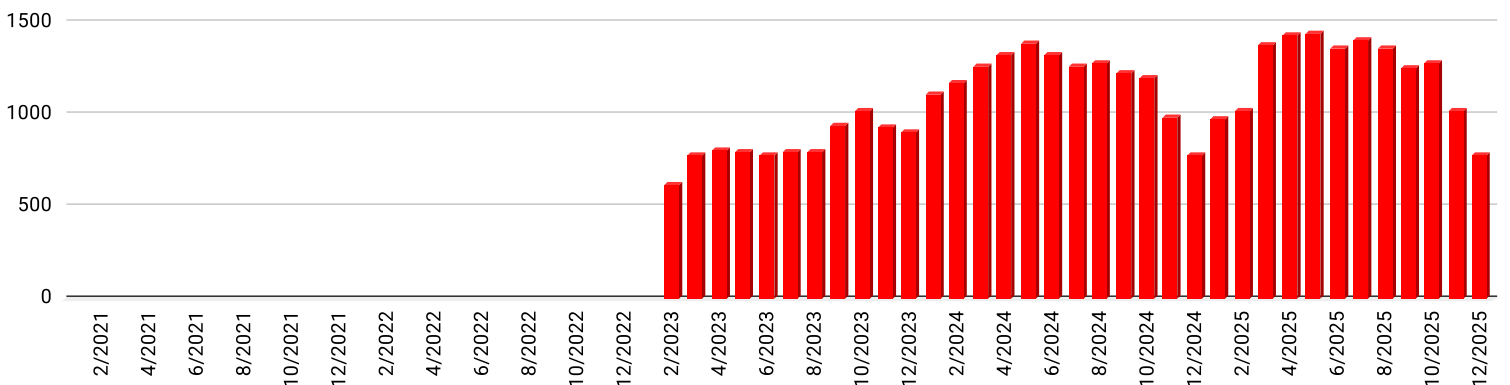


NEW PENDING SALES

New 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
Dec 2025	779	-0.38%
Nov 2025	1,023	3.54%
Oct 2025	1,282	6.66%
Sep 2025	1,256	2.58%
Aug 2025	1,360	6.42%
Jul 2025	1,401	11.10%
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%
Jan 2025	782	-13.69%
Dec 2024	988	5.67%

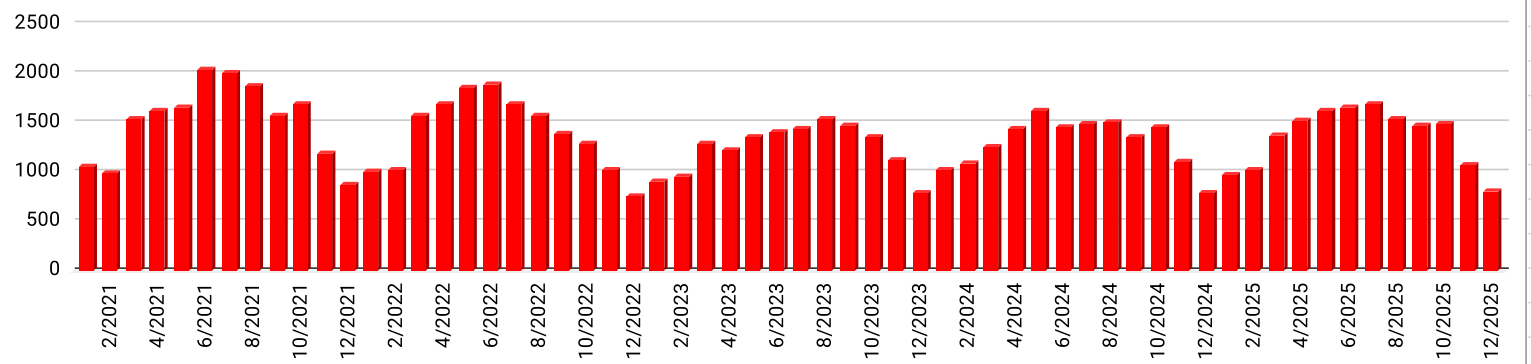


NEW LISTINGS

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
Dec 2025	808	2.93%
Nov 2025	1,078	-1.64%
Oct 2025	1,496	2.47%
Sep 2025	1,473	8.22%
Aug 2025	1,542	2.25%
Jul 2025	1,690	13.27%
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%
Jan 2025	785	-0.38%
Dec 2024	1,096	-2.23%

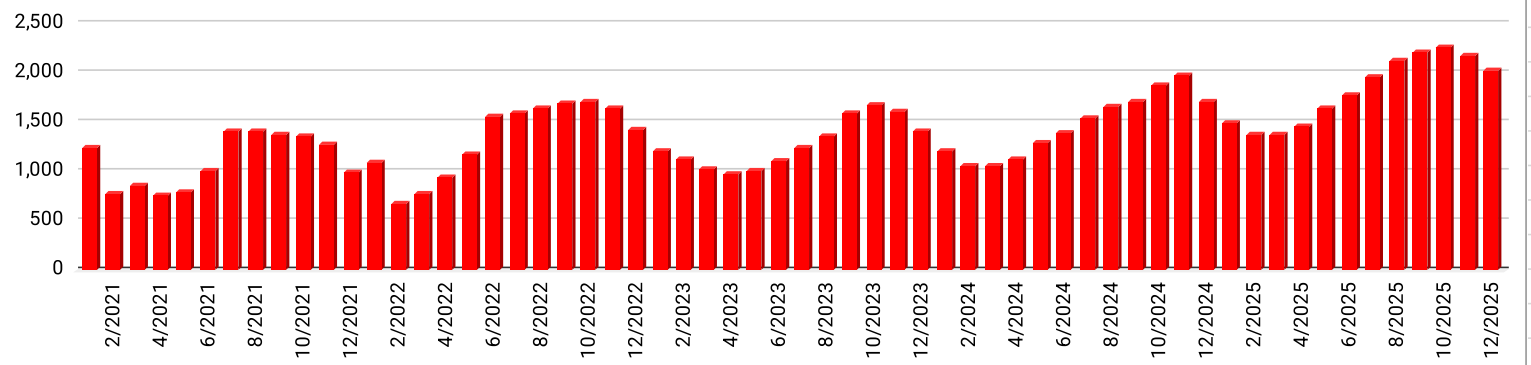


INVENTORY (ACTIVE LISTINGS)

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
Dec 2025	2,015	17.77%
Nov 2025	2,176	10.07%
Oct 2025	2,260	21.24%
Sep 2025	2,199	30.04%
Aug 2025	2,118	28.29%
Jul 2025	1,956	26.68%
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%
Jan 2025	1,711	22.13%
Dec 2024	1,977	23.18%



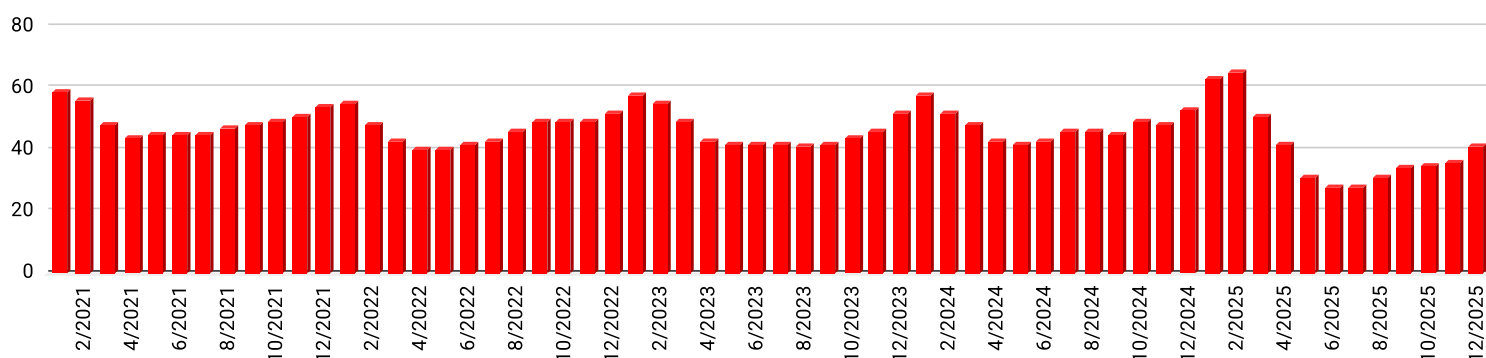
MEDIAN TIME TO CONTRACT

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
Dec 2025	41	-22.64%
Nov 2025	36	-25.00%
Oct 2025	35	-28.57%
Sep 2025	34	-23.91%
Aug 2025	31	-32.61%
Jul 2025	28	-39.13%
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%
Jan 2025	53	1.92%
Dec 2024	48	4.35%

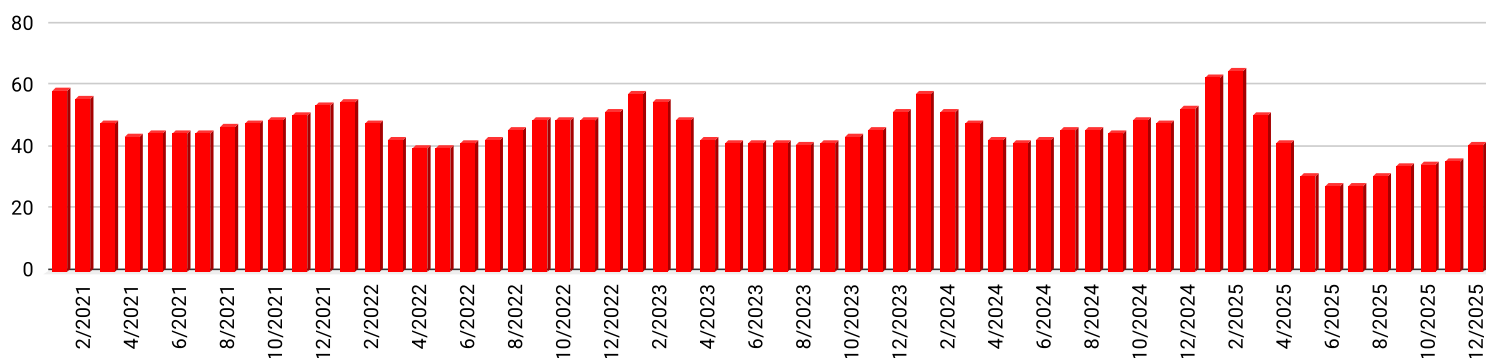


MEDIAN TIME TO SALE

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
Dec 2025	41	-22.64%
Nov 2025	36	-25.00%
Oct 2025	35	-28.57%
Sep 2025	34	-23.91%
Aug 2025	31	-32.61%
Jul 2025	28	-39.13%
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%
Jan 2025	53	1.92%
Dec 2024	48	4.35%



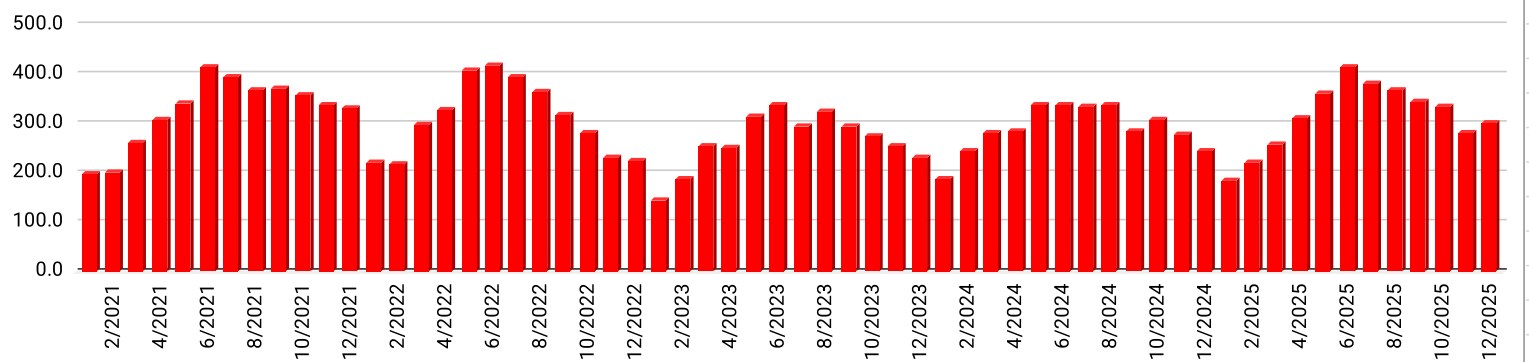
DOLLAR VOLUME

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
Dec 2025	301	22.37%
Nov 2025	281	1.60%
Oct 2025	333	7.97%
Sep 2025	344	17.84%
Aug 2025	367	8.16%
Jul 2025	381	14.23%
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%
Jan 2025	246	6.22%
Dec 2024	276	8.39%



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
Dec 2025		#DIV/0!
Nov 2025		#DIV/0!
Oct 2025		#DIV/0!
Sep 2025		#DIV/0!
Aug 2025		#DIV/0!
Jul 2025		#DIV/0!
Jun 2025		#DIV/0!
May 2025		#DIV/0!
Apr 2025		#DIV/0!
Mar 2025		#DIV/0!
Feb 2025		#DIV/0!
Jan 2025		#DIV/0!
Jan 2025		#DIV/0!
Dec 2024		#DIV/0!

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	12	-58.62%
\$50k - \$100k	63	-10.00%
\$100k - \$150k	86	-9.47%
\$150k - \$200k	182	10.30%
\$200k - \$250k	179	35.61%
\$250k - \$300k	155	28.10%
\$300k - \$400k	166	8.50%
\$400k - \$600k	141	24.78%
\$600k - \$1M	52	48.57%
\$1M or more	6	100.00%

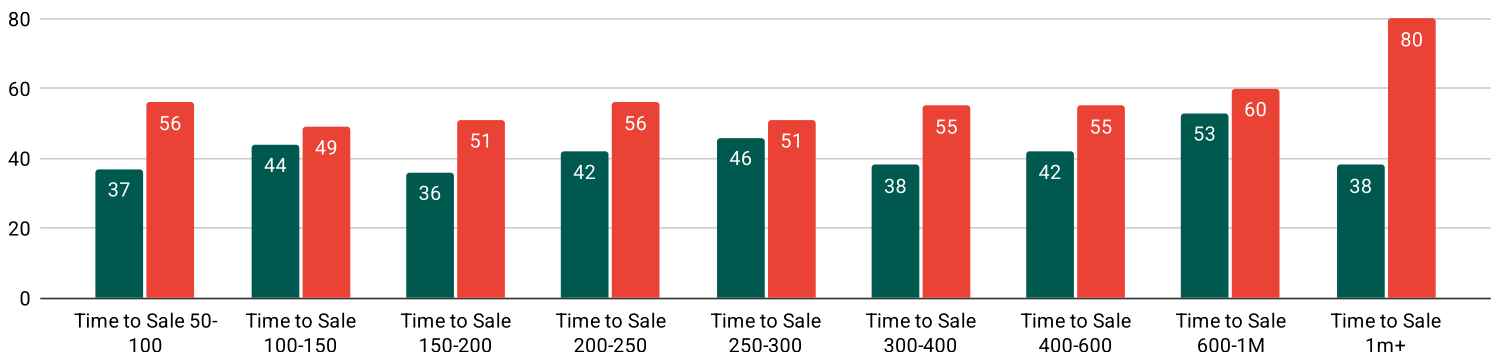


MEDIAN Time to Contract

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	47	34.29%
\$50k - \$100k	37	-33.93%
\$100k - \$150k	44	-10.20%
\$150k - \$200k	36	-29.41%
\$200k - \$250k	42	-25.00%
\$250k - \$300k	46	-9.80%
\$300k - \$400k	38	-30.91%
\$400k - \$600k	42	-23.64%
\$600k - \$1M	53	-11.67%
\$1M or more	38	-52.50%



NEW LISTINGS BY PRICE

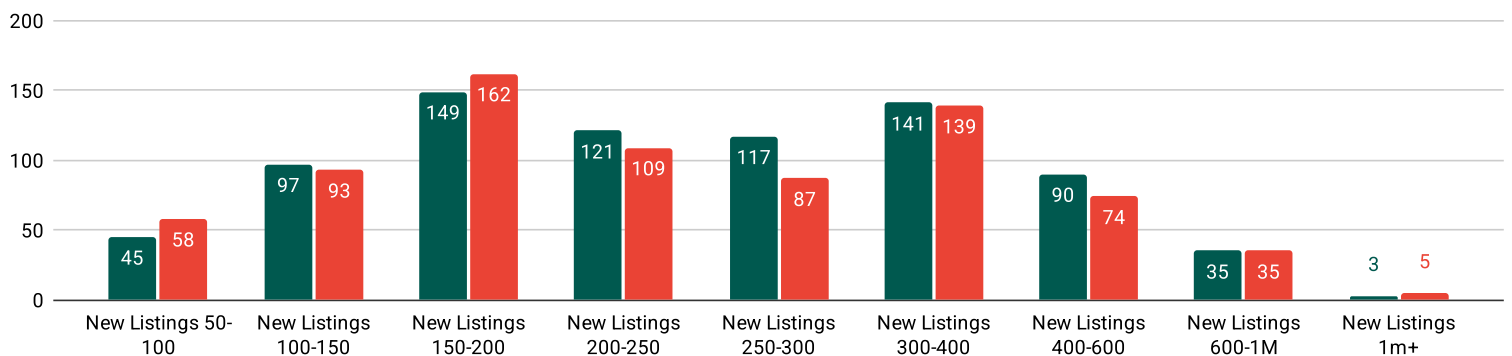
The number of homes listed for sale broken out into price categories.

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	10	-56.52%
\$50k - \$100k	45	-22.41%
\$100k - \$150k	97	4.30%
\$150k - \$200k	149	-8.02%
\$200k - \$250k	121	11.01%
\$250k - \$300k	117	34.48%
\$300k - \$400k	141	1.44%
\$400k - \$600k	90	21.62%
\$600k - \$1M	35	0.00%
\$1M or more	3	-40.00%



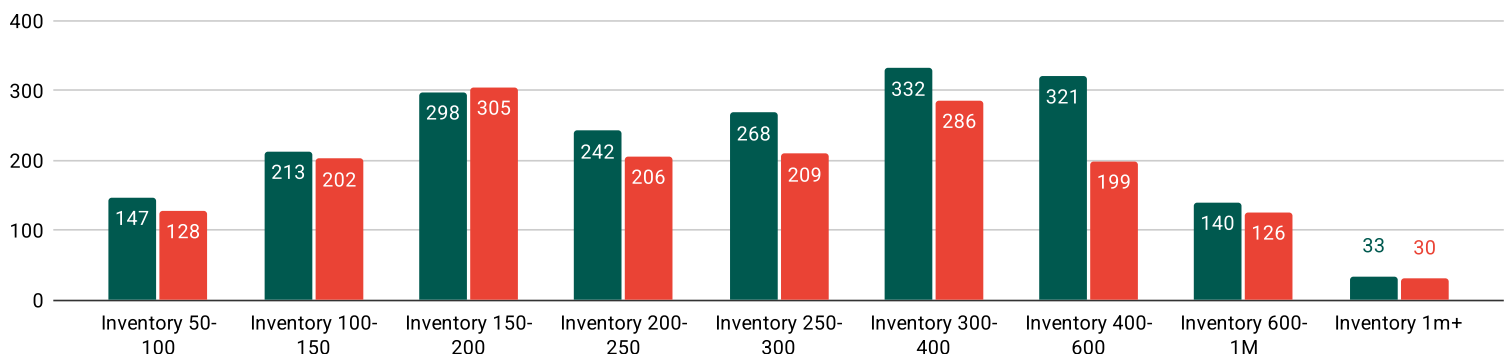
Inventory by Current Price

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	21	5.00%
\$50k - \$100k	147	14.84%
\$100k - \$150k	213	5.45%
\$150k - \$200k	298	-2.30%
\$200k - \$250k	242	17.48%
\$250k - \$300k	268	28.23%
\$300k - \$400k	332	16.08%
\$400k - \$600k	321	61.31%
\$600k - \$1M	140	11.11%
\$1M or more	33	10.00%



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