

THE LONG & FOSTER MARKET MINUTE™

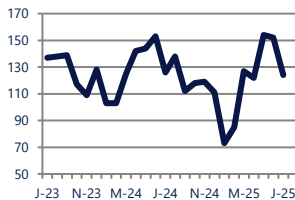
FOCUS ON: **TRI-CITIES AREA HOUSING MARKET**

JULY 2025

Zip Code(s): 23803, 23805, 23834 and 23860

Units Sold

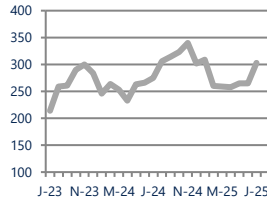
124



Down -2%
Vs. Year Ago

Active Inventory

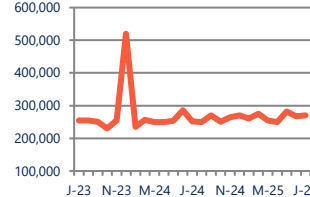
303



Up 10%
Vs. Year Ago

Median Sale Price

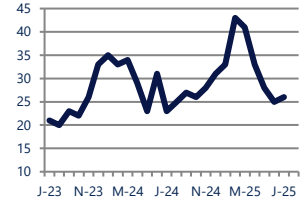
\$269,975



Up 7%
Vs. Year Ago

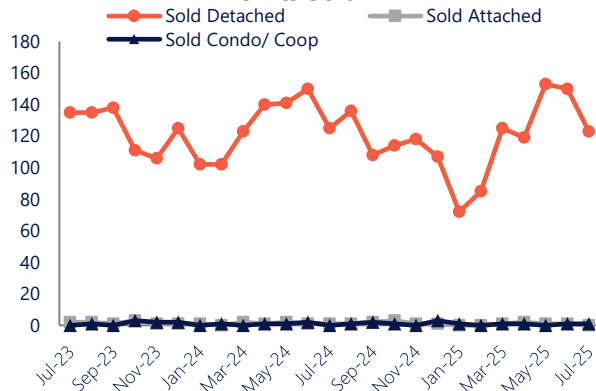
Days On Market

26



Up 13%
Vs. Year Ago

Units Sold*



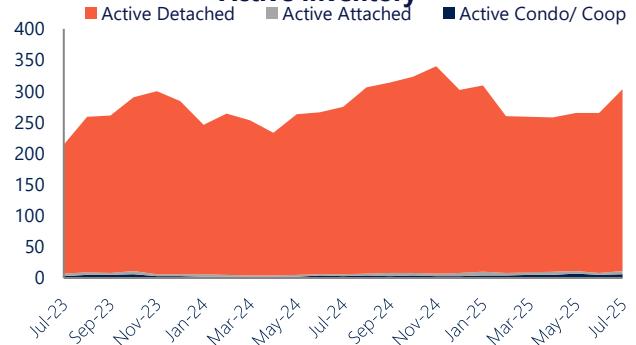
Units Sold

There was a decrease in total units sold in July, with 124 sold this month in Tri-Cities Area versus 152 last month, a decrease of 18%. This month's total units sold was lower than at this time last year, a decrease of 2% versus July 2024.

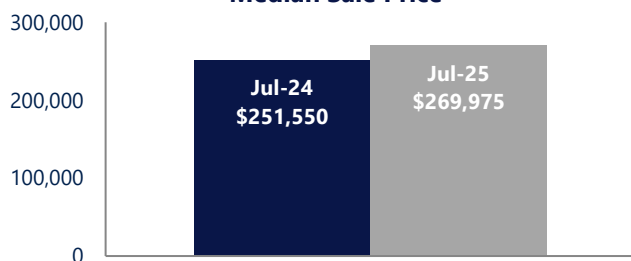
Active Inventory

Versus last year, the total number of homes available this month is higher by 28 units or 10%. The total number of active inventory this July was 303 compared to 275 in July 2024. This month's total of 303 is higher than the previous month's total supply of available inventory of 265, an increase of 14%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Tri-Cities Area Homes was \$251,550. This July, the median sale price was \$269,975, an increase of 7% or \$18,425 compared to last year. The current median sold price is 1% higher than in June.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Tri-Cities Area are defined as properties listed in zip code/s 23803, 23805, 23834 and 23860 .

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by CVRMLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of CVRMLS or Long & Foster Real Estate, Inc.

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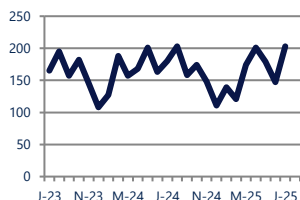
FOCUS ON: **TRI-CITIES AREA HOUSING MARKET**

JULY 2025

Zip Code(s): 23803, 23805, 23834 and 23860

New Listings

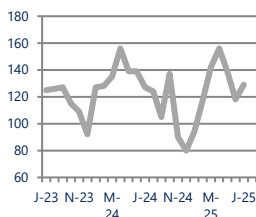
203



Up 13%
Vs. Year Ago

Current Contracts

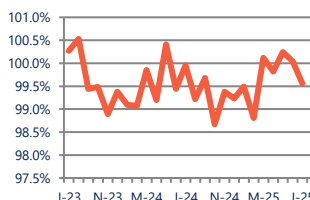
129



Up 2%
Vs. Year Ago

Sold Vs. List Price

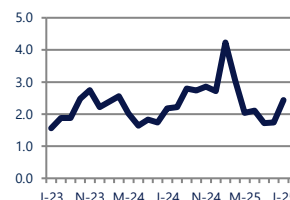
99.6%



No Change
Vs. Year Ago

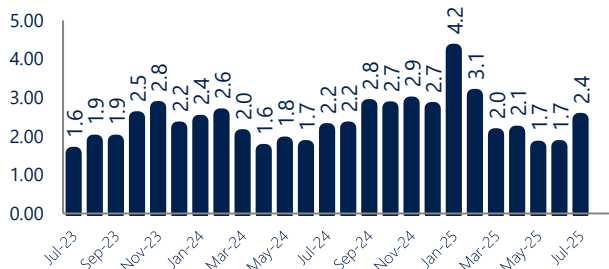
Months of Supply

2.4



Up 12%
Vs. Year Ago

Months Of Supply



Months of Supply

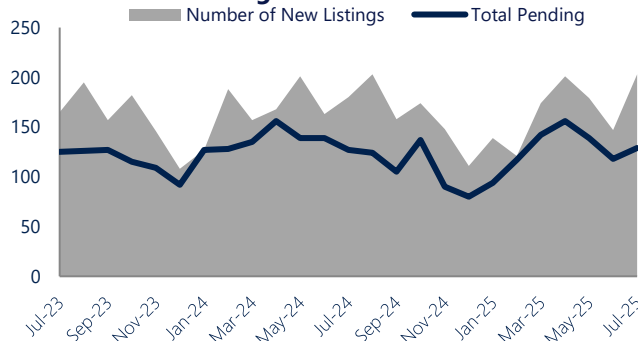
In July, there was 2.4 months of supply available in Tri-Cities Area, compared to 2.2 in July 2024. That is an increase of 12% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

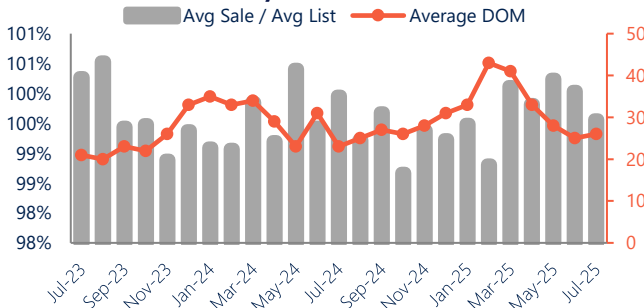
New Listings & Current Contracts

This month there were 203 homes newly listed for sale in Tri-Cities Area compared to 180 in July 2024, an increase of 13%. There were 129 current contracts pending sale this July compared to 127 a year ago. The number of current contracts is 2% higher than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Tri-Cities Area was 99.6% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 26, higher than the average last year, which was 23, an increase of 13%.

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