California Housing Market Update

Monthly Sales and Price Statistics

July 2025

YEARS OF LEADING THE WAY...®

California Housing Market Snapshot

July 2025

261,820 | **Existing Home Sales**

-4.1% YTY | -0.4% YTD | % change

Median Sales Price

$884,050
-0.3% Y2Y

Unsold Inventory Index

3.7 months
+27.6% Y2Y

Median Days on Market

28 days
+40.0% Y2Y

July 2025 Southern California Housing Snapshot

-1.7% YTY
-0.8% YTD

Existing Home Sales
% change

$875,030
-0.7% YTY

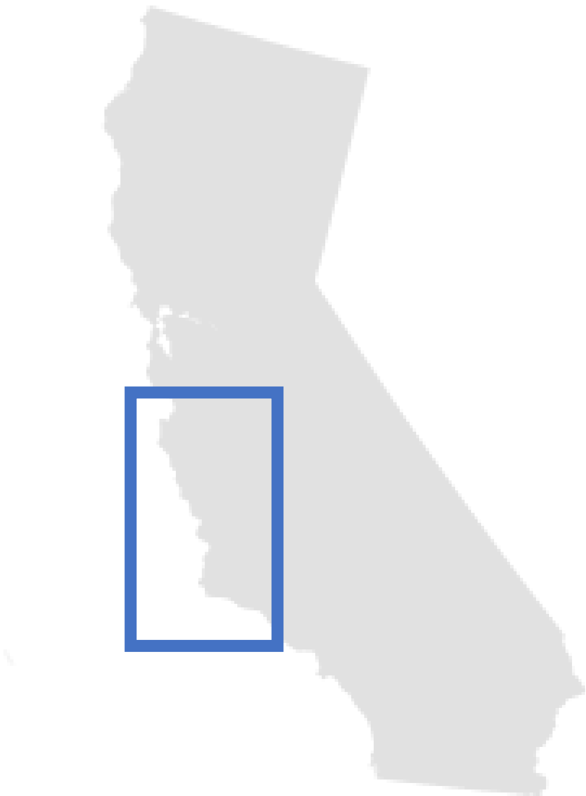
Existing Home Price
% change

Unsold Inventory Index
3.8 months

Median Days on Market
29 days

Sales Price to List Price Ratio
98.6%

July 2025 Central Coast Housing Snapshot



+1.7% YTY
+2.4% YTD

Existing Home Sales
% change

$1,115,680
+4.9% YTY

Existing Home Price
% change

Unsold Inventory Index

3.9 months

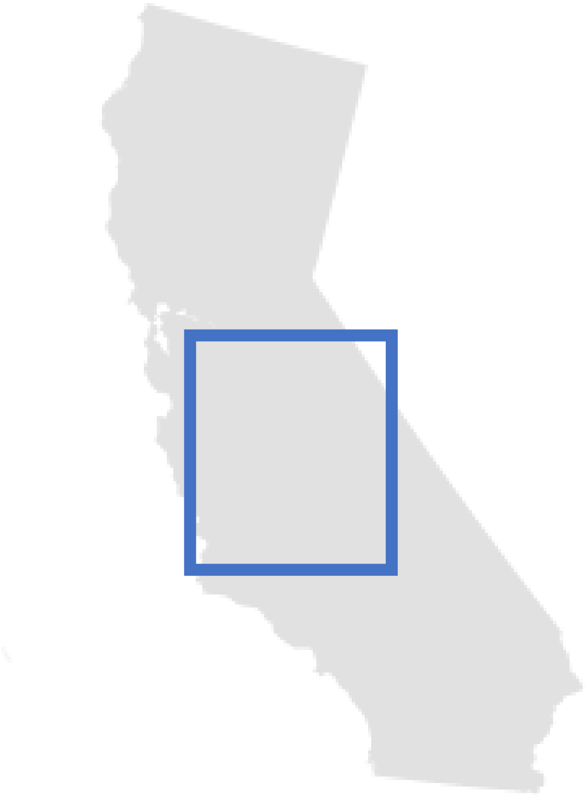
Median Days on Market

22 days

Sales Price to List Price Ratio

97.8%

July 2025 Central Valley Housing Snapshot



-1.5% YTY
-0.7% YTD

Existing Home Sales
% change

$500,000
+0.0% YTY

Existing Home Price
% change

Unsold Inventory Index
3.6 months

Median Days on Market
27 days

Sales Price to List Price Ratio
98.6%

July 2025 Bay Area Housing Snapshot

-4.1% YTY
-1.0% YTD

Existing Home Sales
% change

$1,300,000
+0.0% YTY

Existing Home Price
% change

Unsold Inventory Index

2.7 months

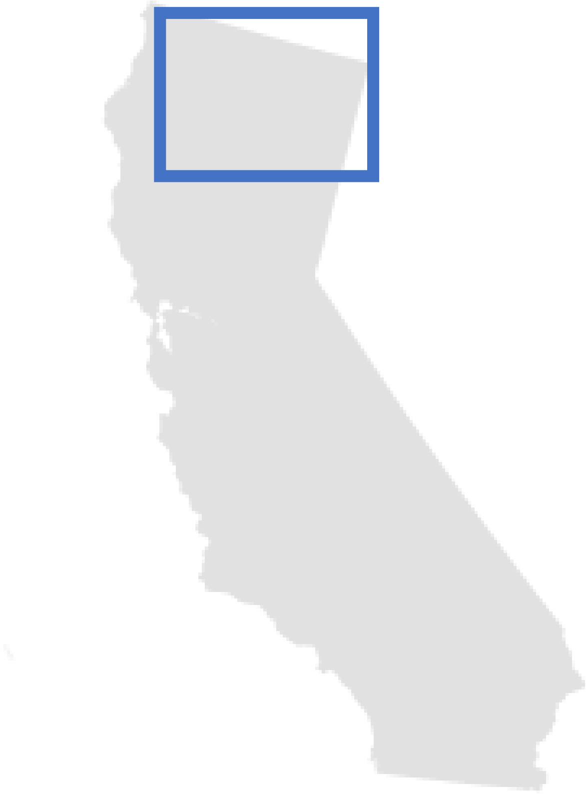
Median Days on Market

24 days

Sales Price to List Price Ratio

100.0%

July 2025 Far North Housing Snapshot



+4.8% YTY
+0.6% YTD

Existing Home Sales
% change

$397,000
+3.1% YTY

Existing Home Price
% change

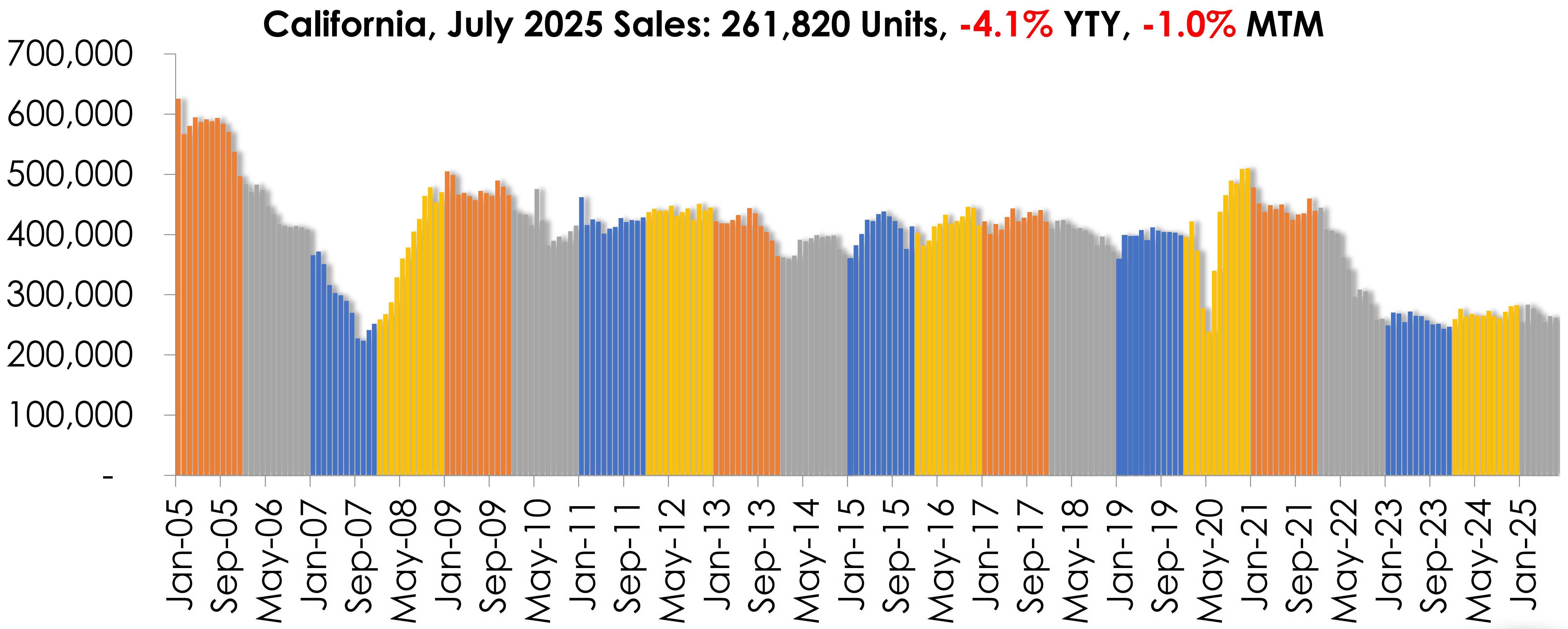
Unsold Inventory Index
5.2 months

Median Days on Market
32.0 days

Sales Price to List Price Ratio
97.1%

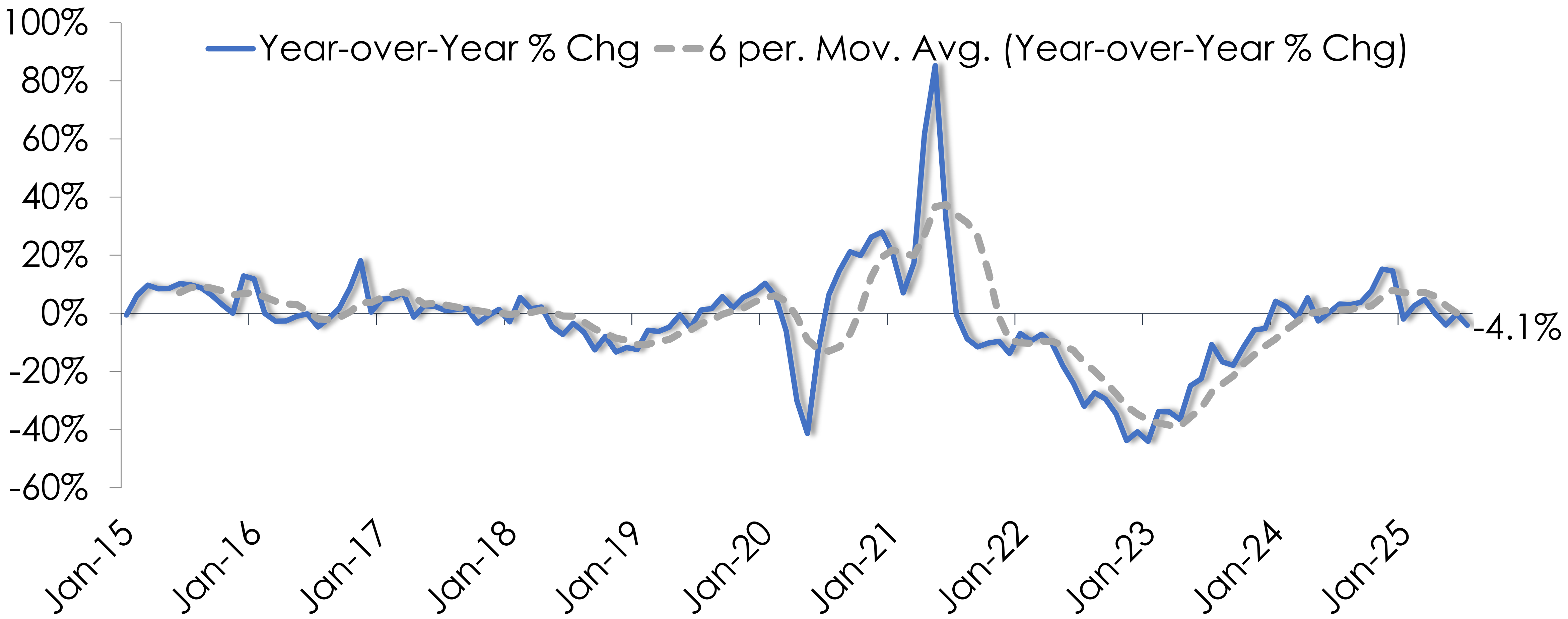
Sales

Sales slipped in July, pushing YTD % change below last year



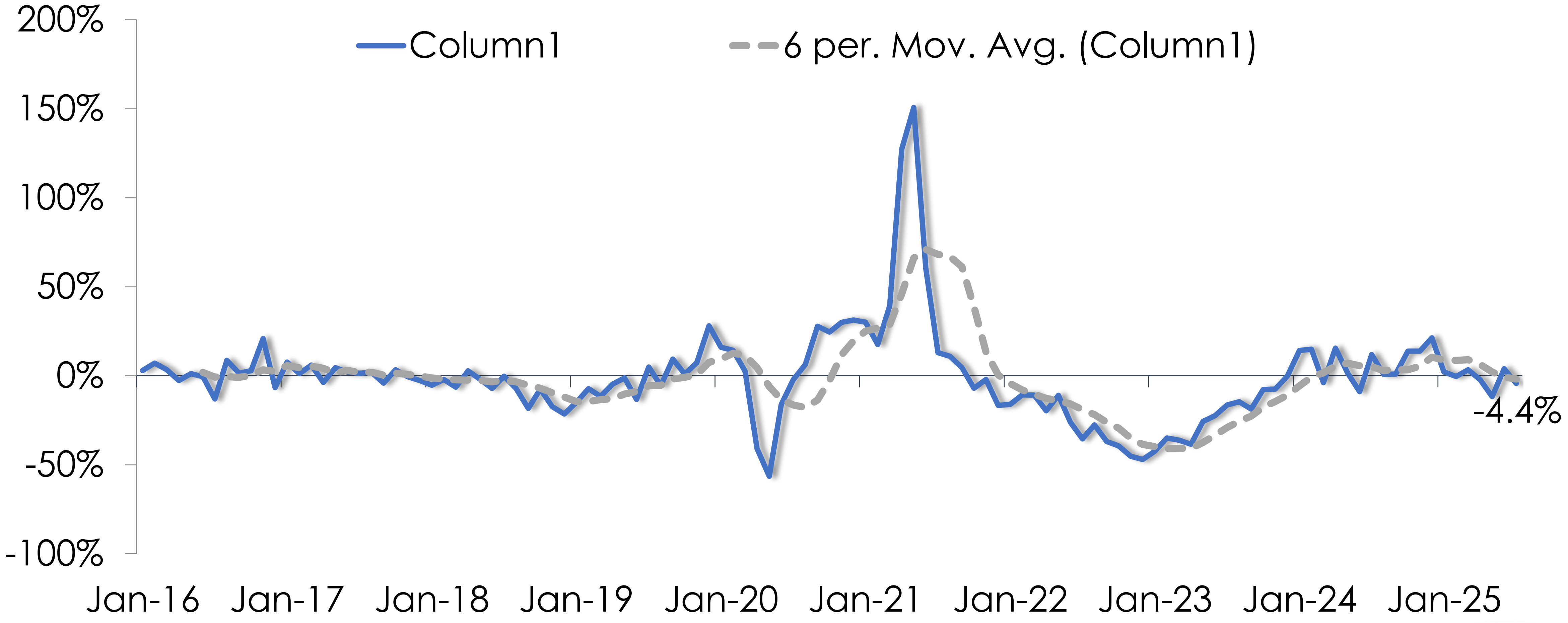
SERIES: Sales of Existing Single-Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Year-over-year growth in sales declined 4th month in a row



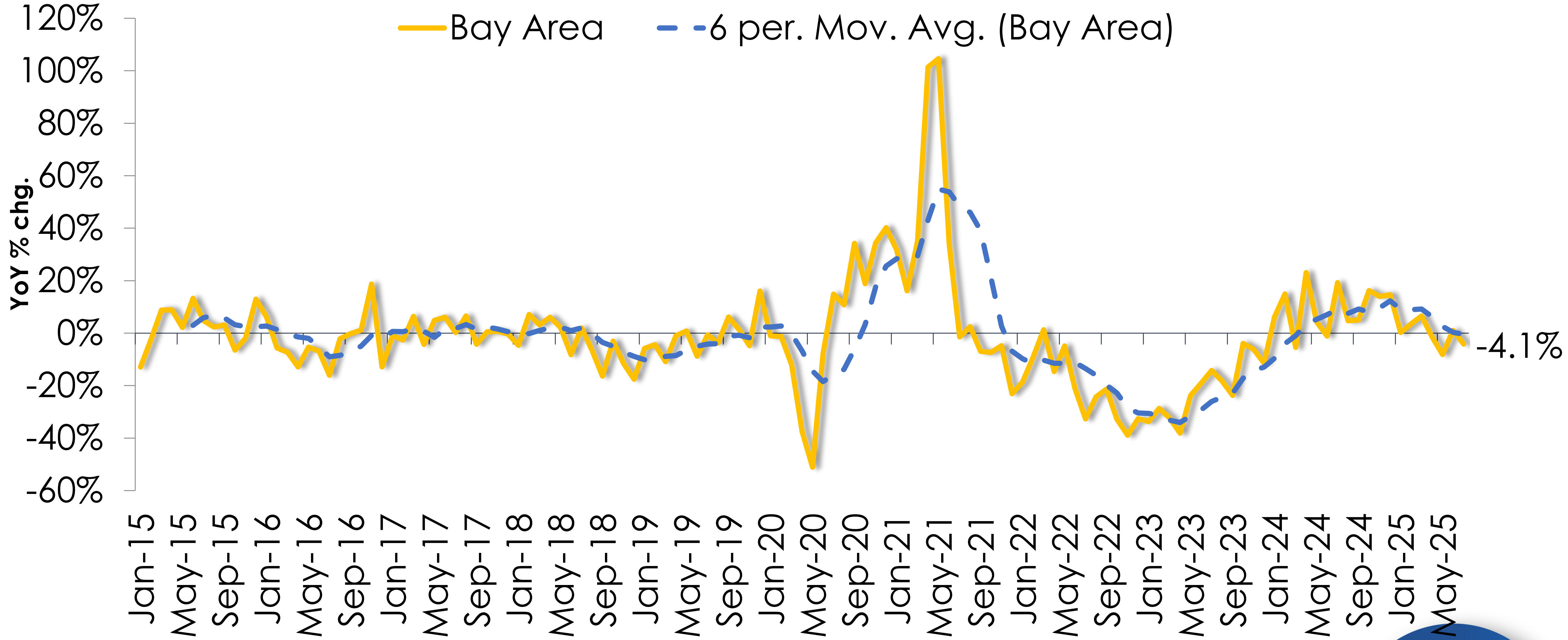
SERIES: Sales of Existing Single-Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Condo sales declined in July



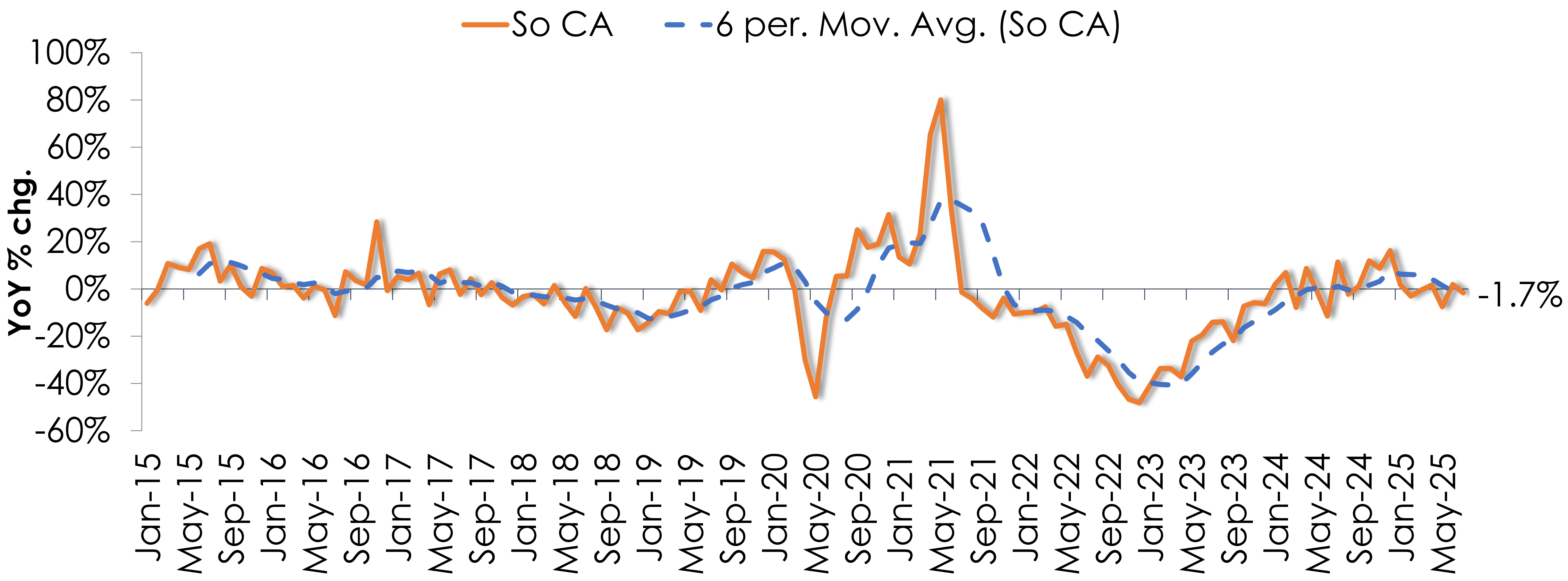
SERIES: Sales of condos/townhomes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Bay Area sales dropped below last year



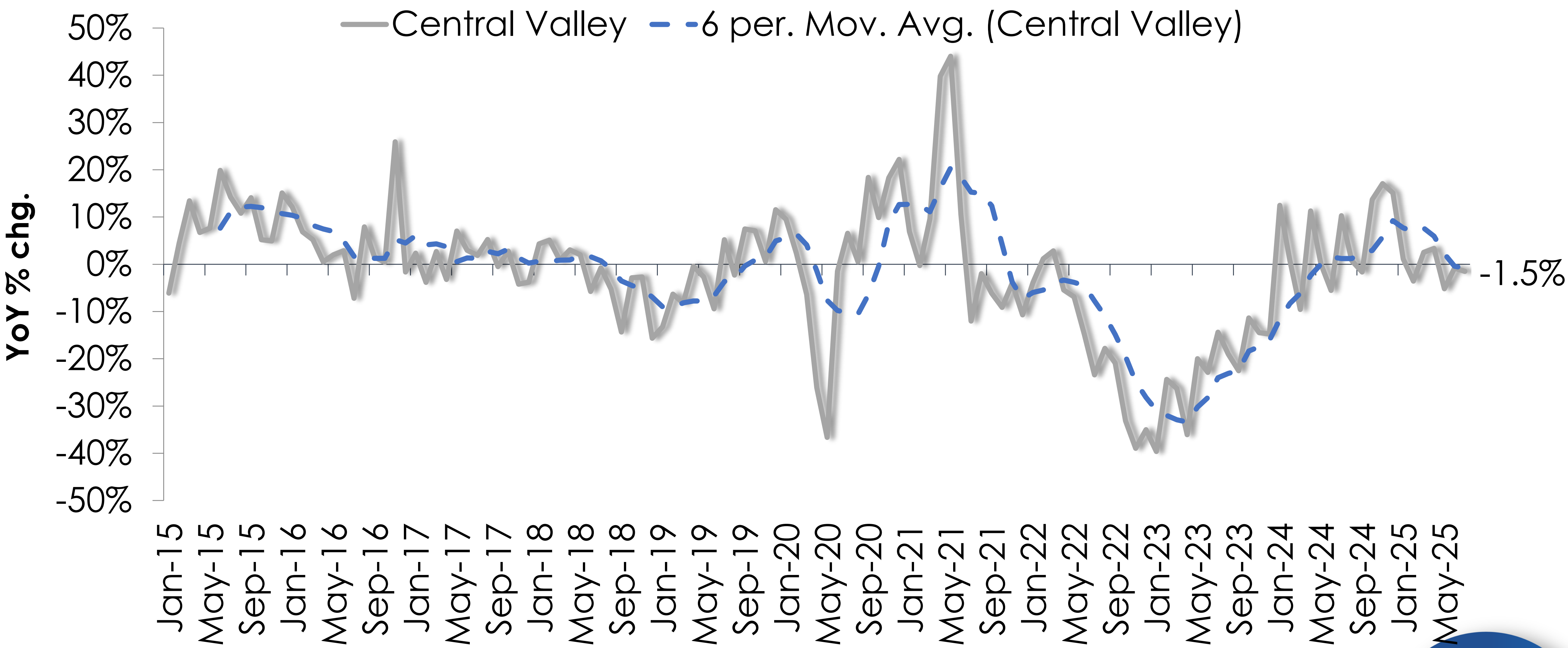
SERIES: Sales of Existing Single-Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Southern California sales pulled back



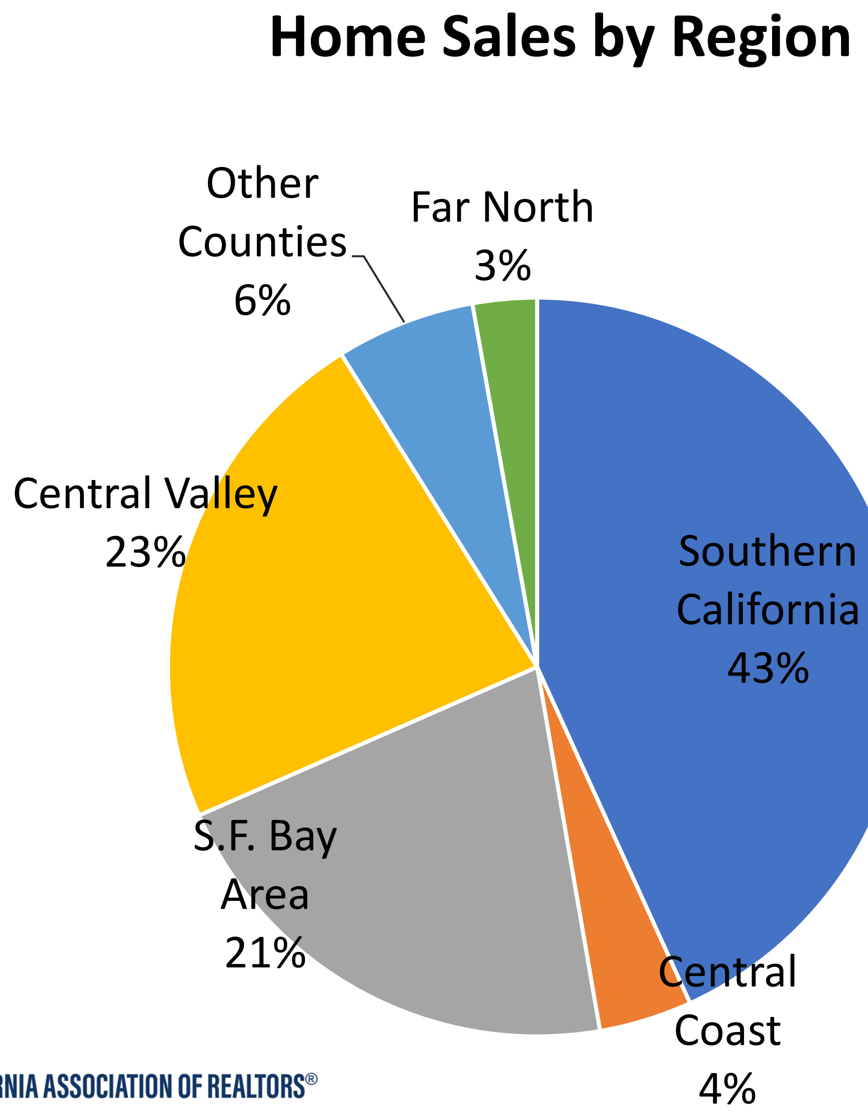
SERIES: Sales of Existing Single-Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

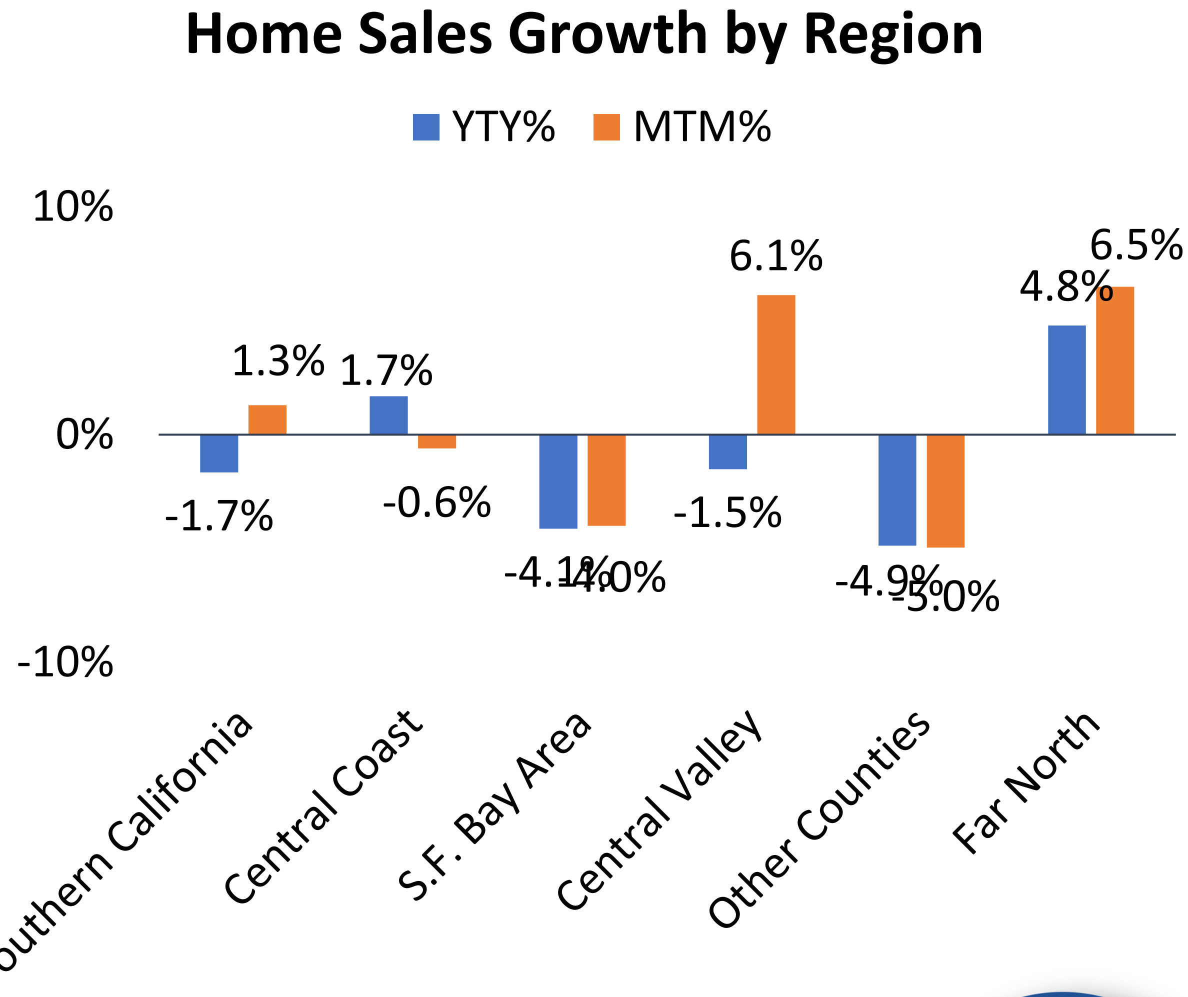
Central Valley sales edged lower



SERIES: Sales of Existing Single-Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

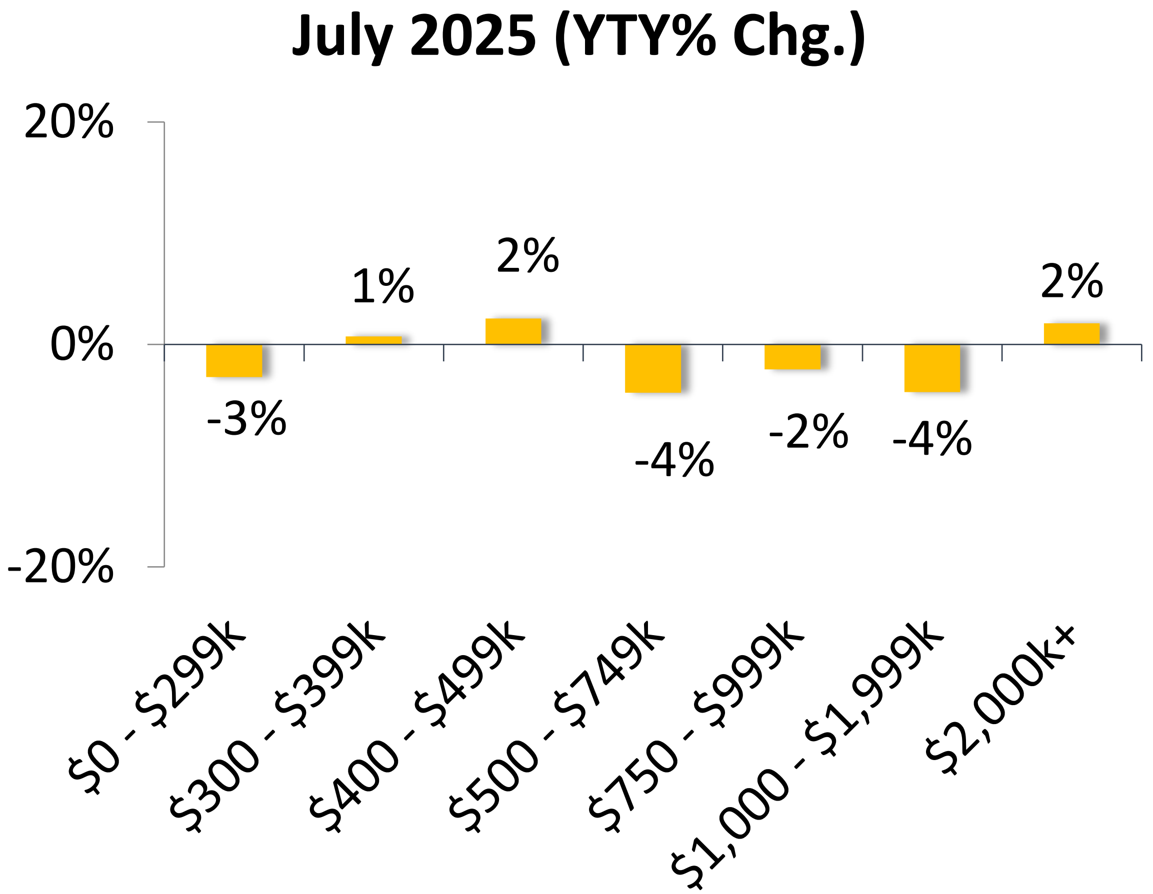
July 2025 Sales by Region

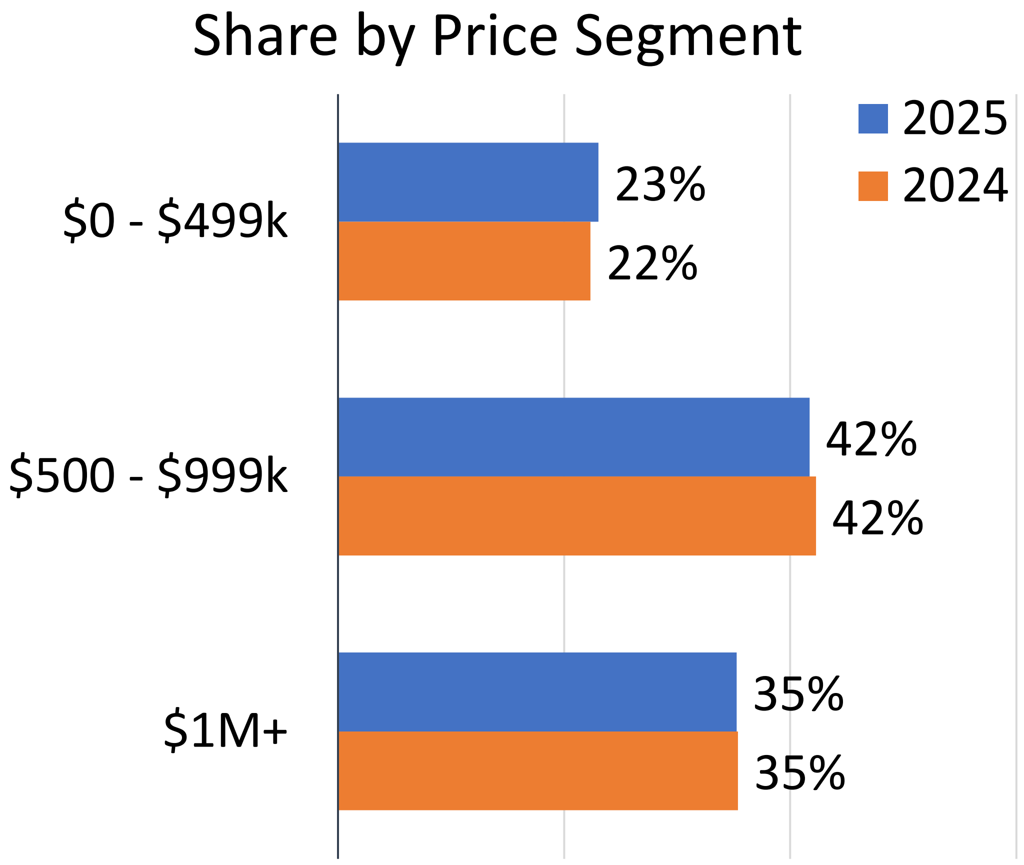




SERIES: Sales of Existing Single-Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Sales by price bracket

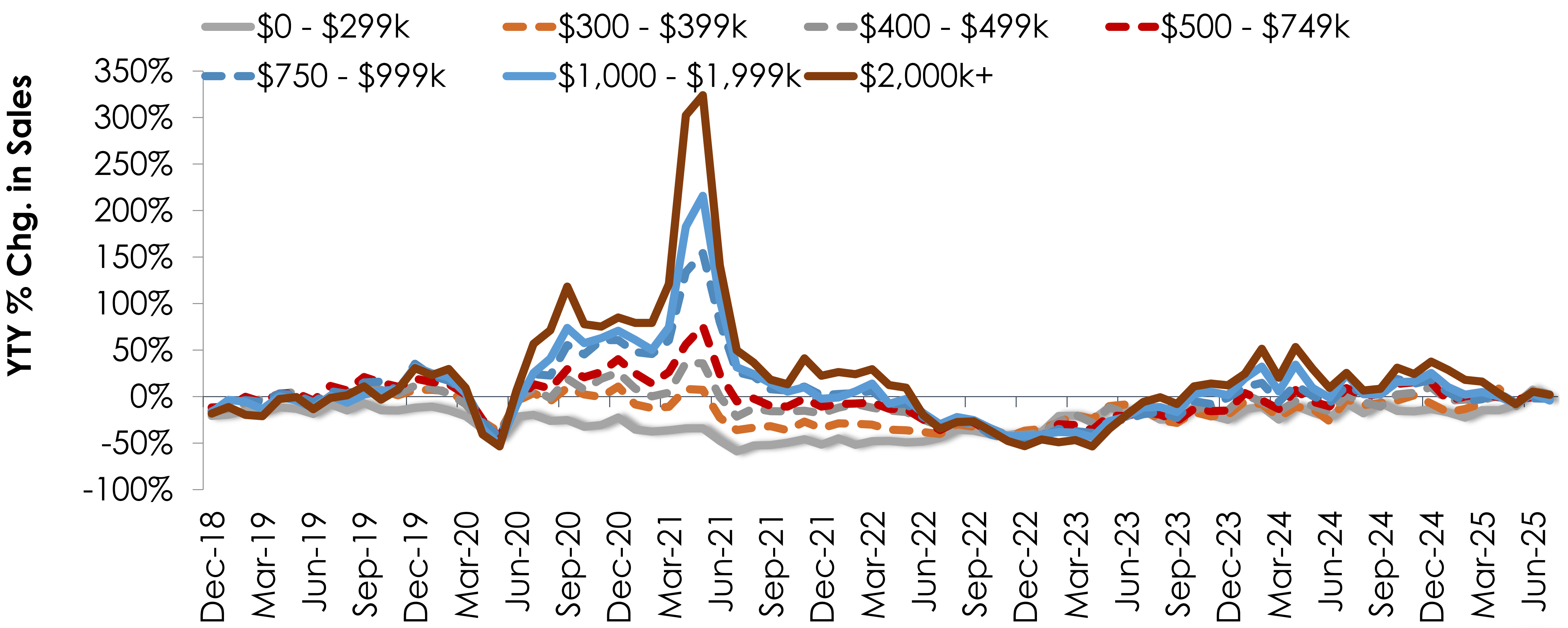




SERIES: Sales of Existing Detached Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

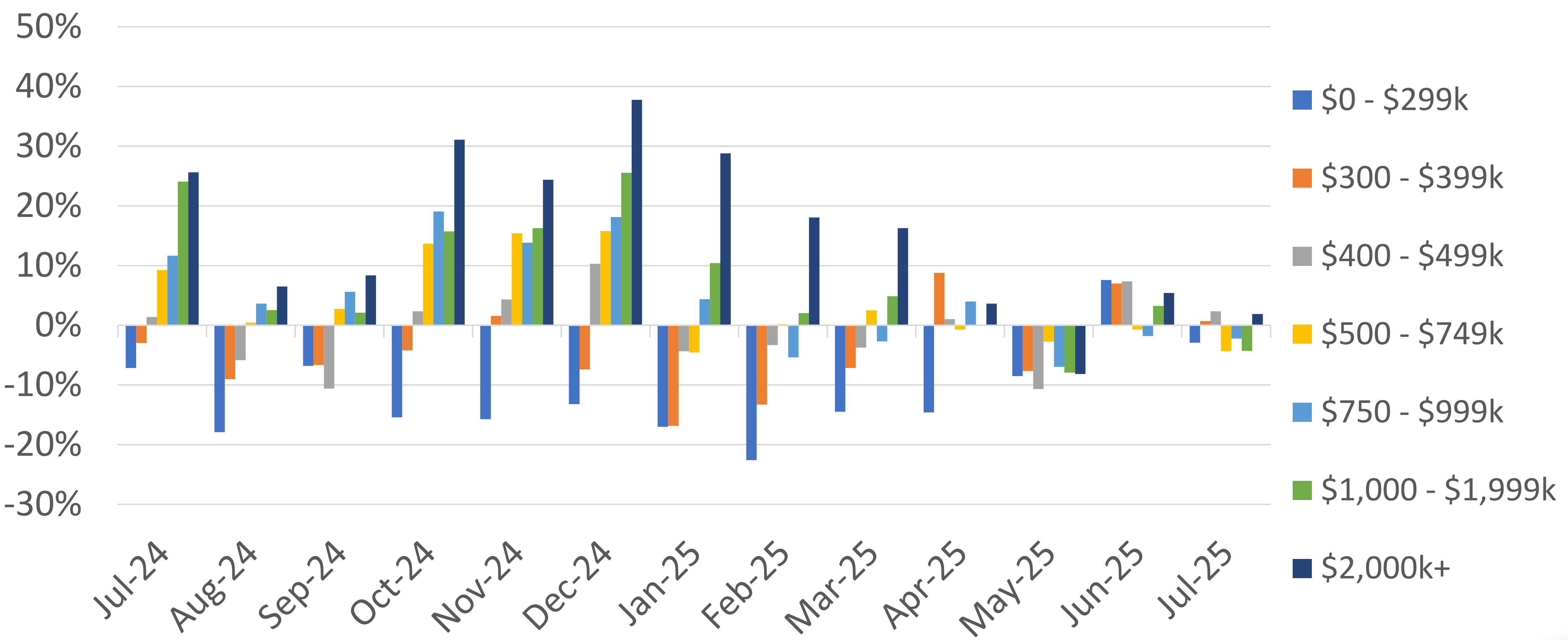
CALIFORNIA ASSOCIATION OF REALTORS®

Sales almost flat across price segments



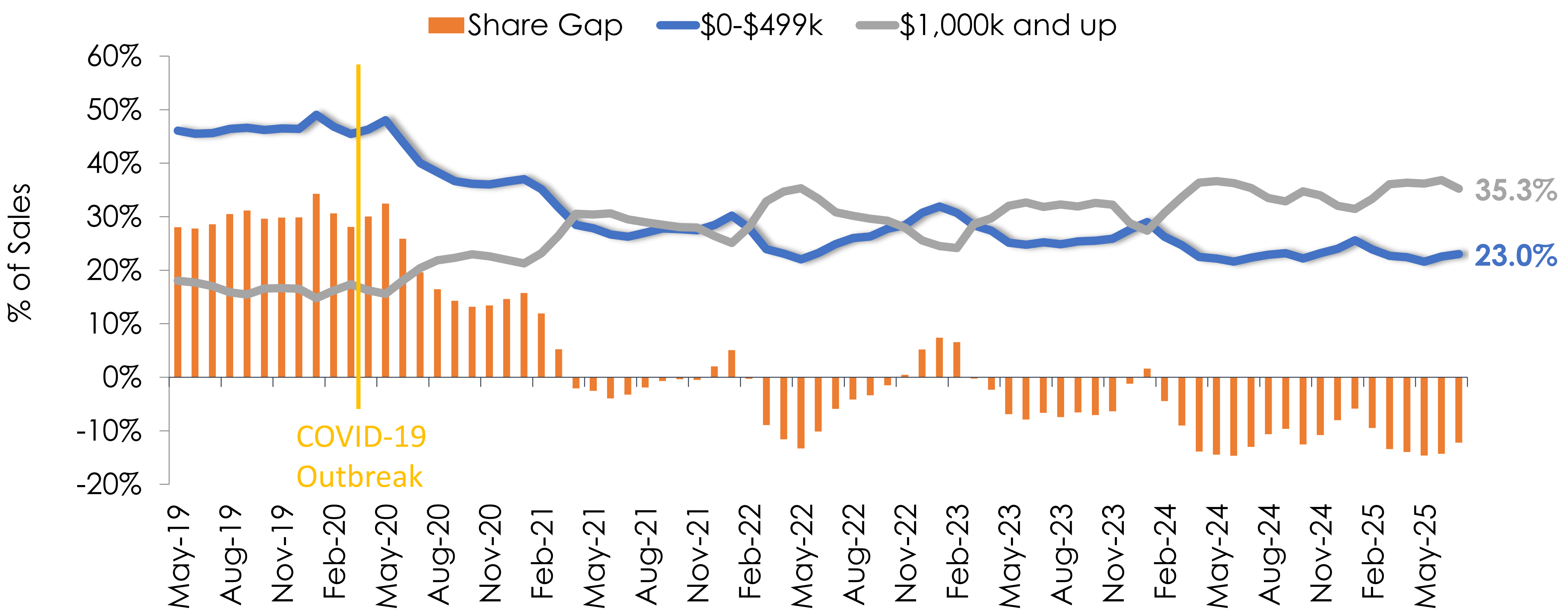
SERIES: Percent Change in Sales
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Sales growth pulled back in the mid-range price segments



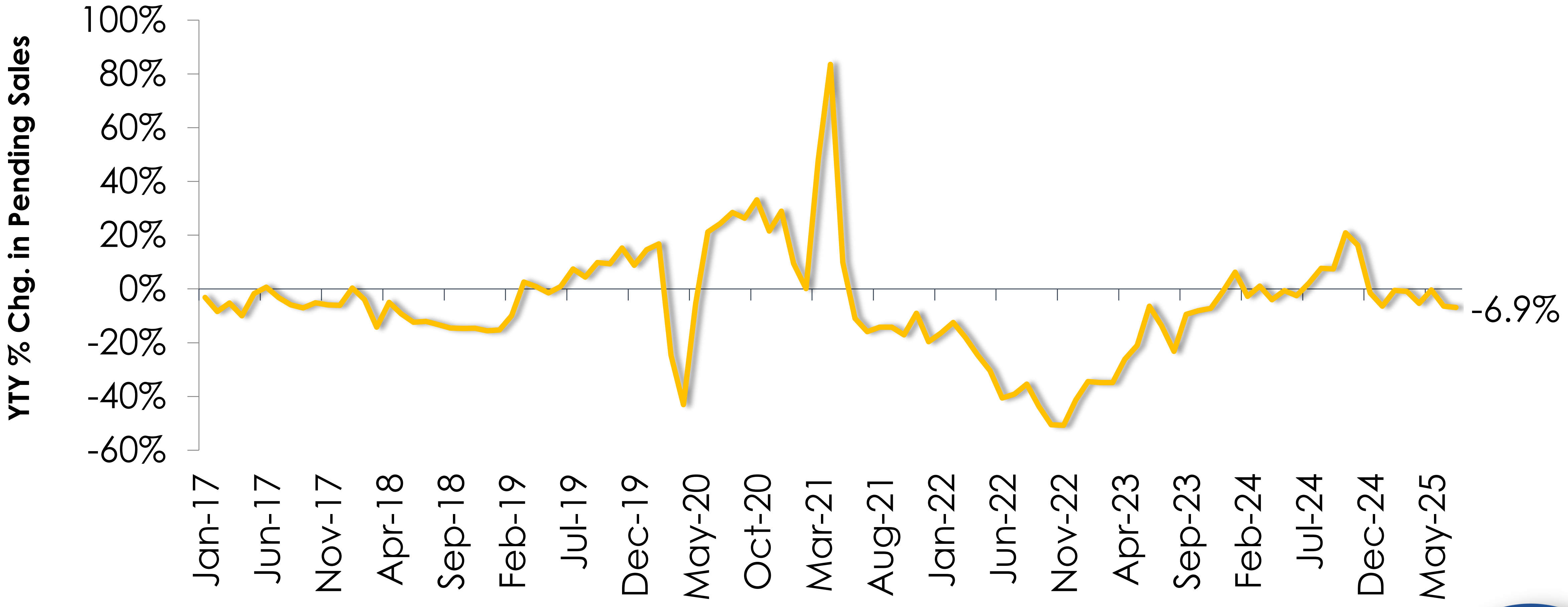
SERIES: Percent Change in Sales
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Share gap between low and top-end price segments remains wide



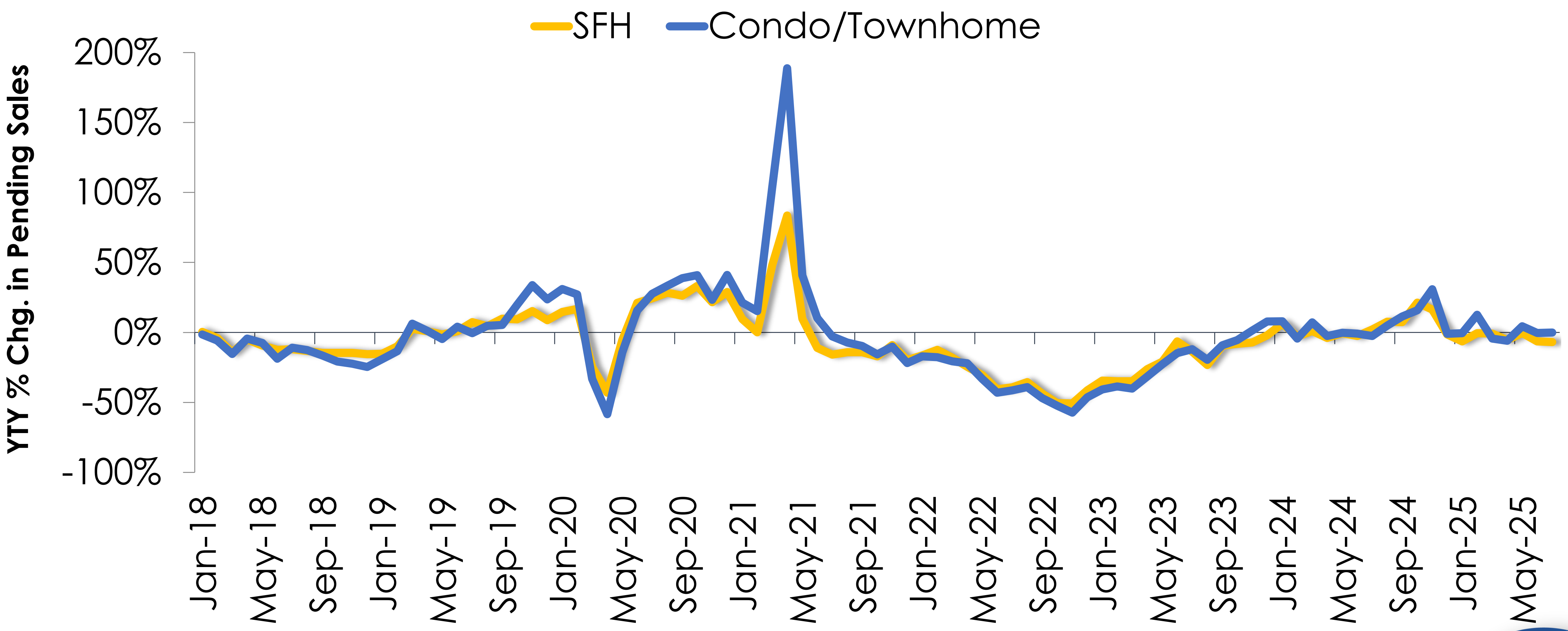
SERIES: Sales by Price Range
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Pending sales declined the most since November 2023



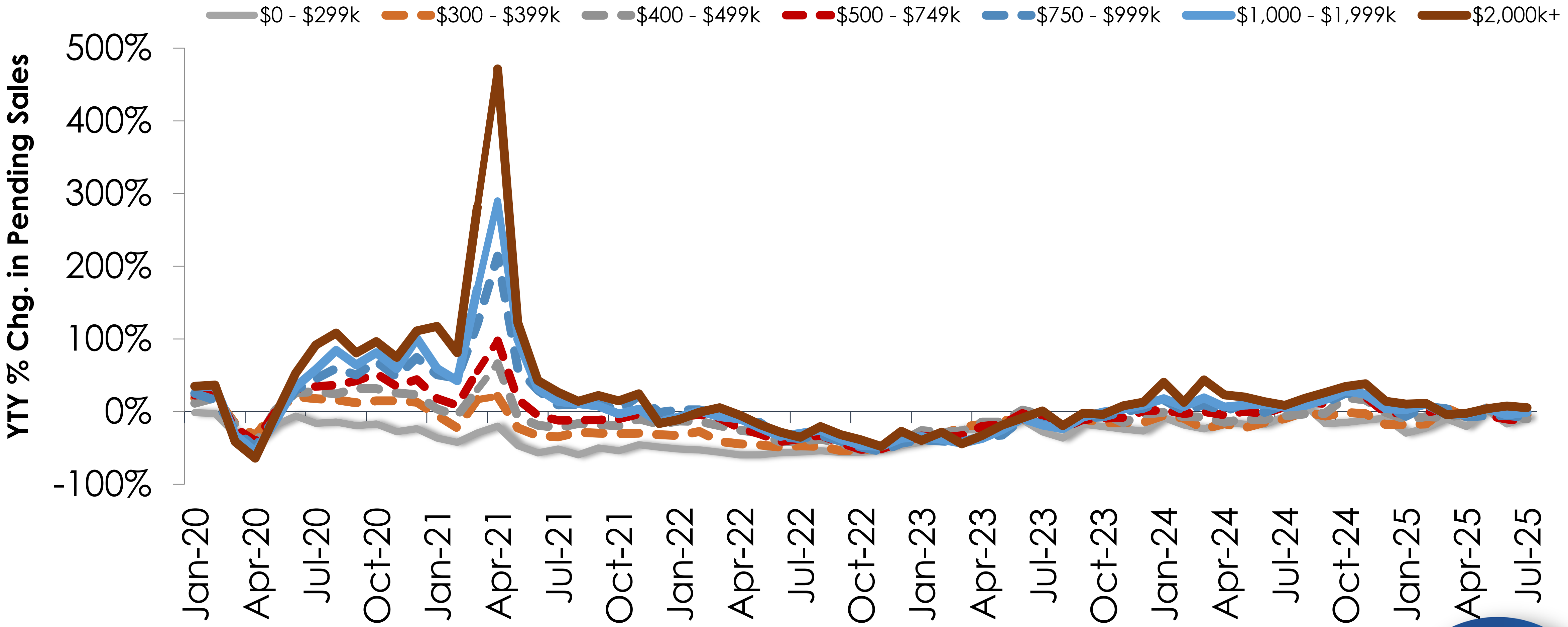
SERIES: Percent Change in Pending Sales
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Pending sales for condos/townhomes unchanged



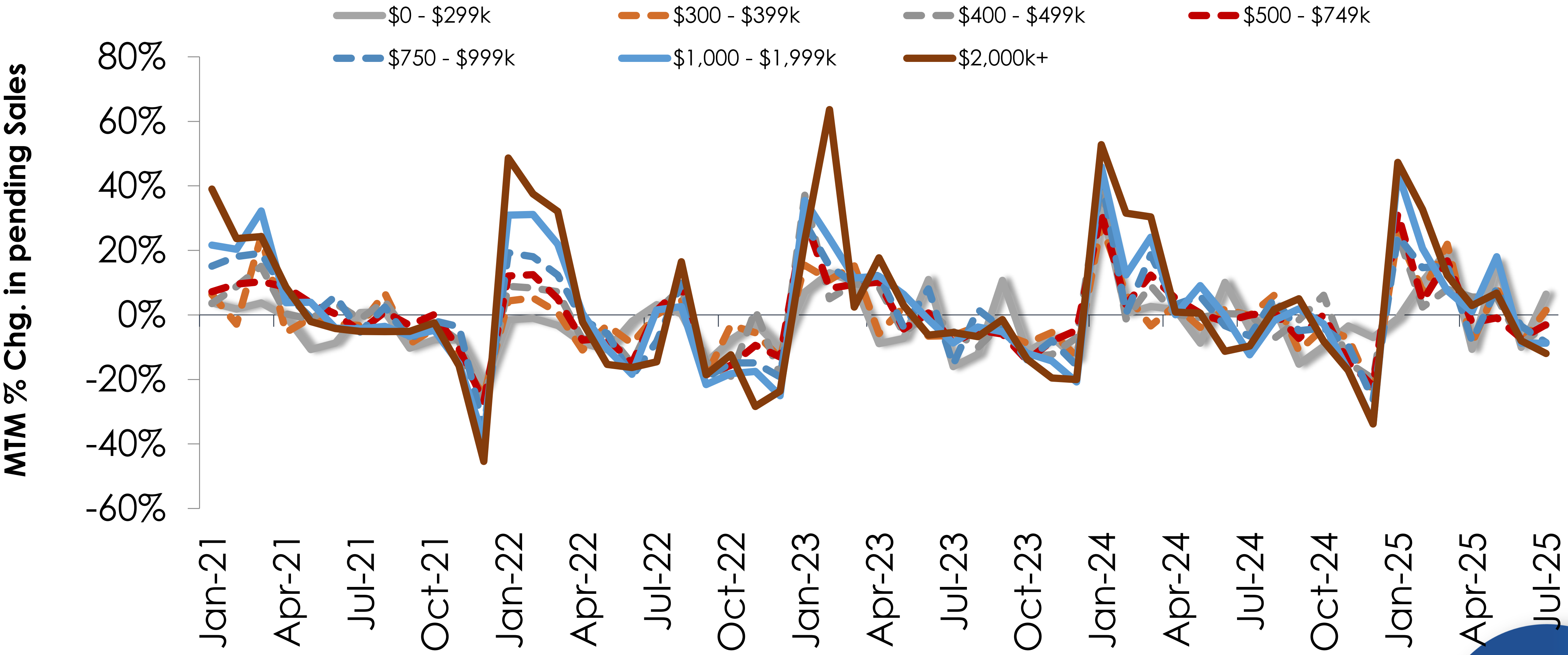
SERIES: Percent Change in Pending Sales
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Pending sales growth declined across all price segments except $2,000k+



SERIES: Percent Change in Pending Sales
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

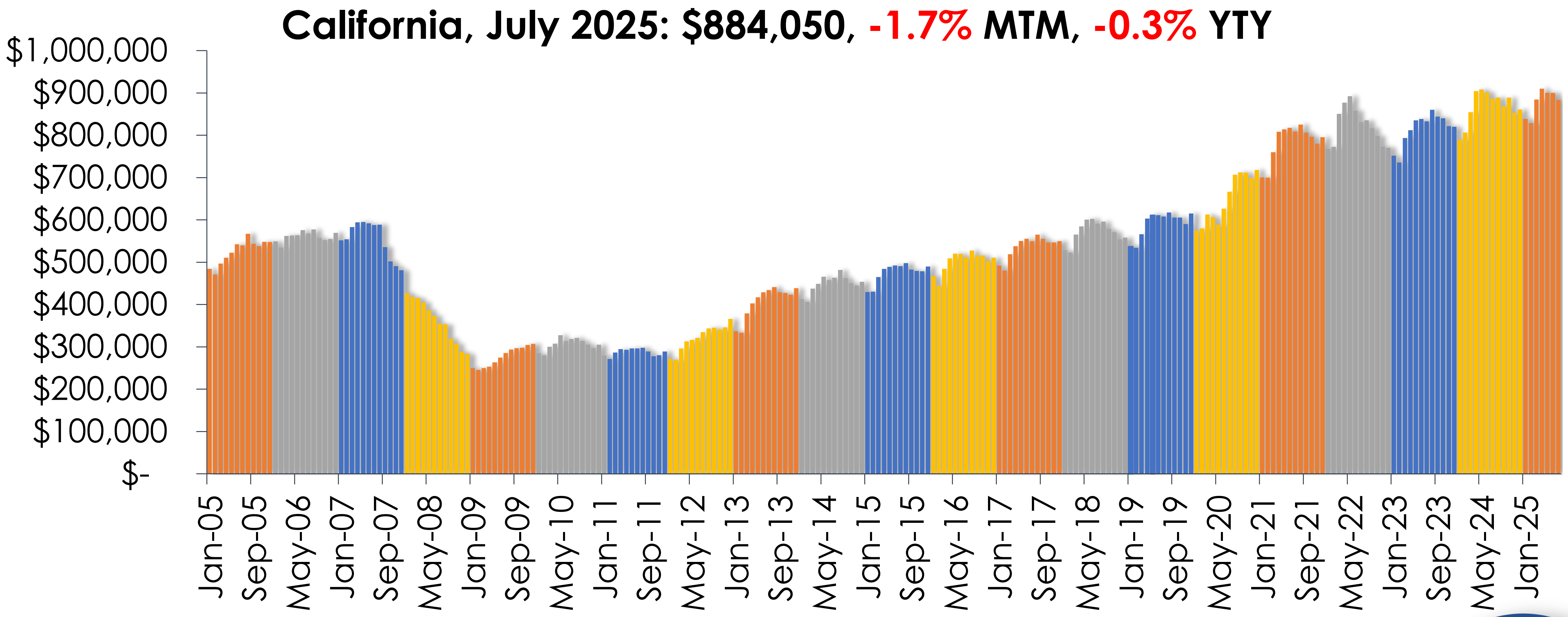
Month-to-month change in pending sales



SERIES: Percent Change in Pending Sales
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Price

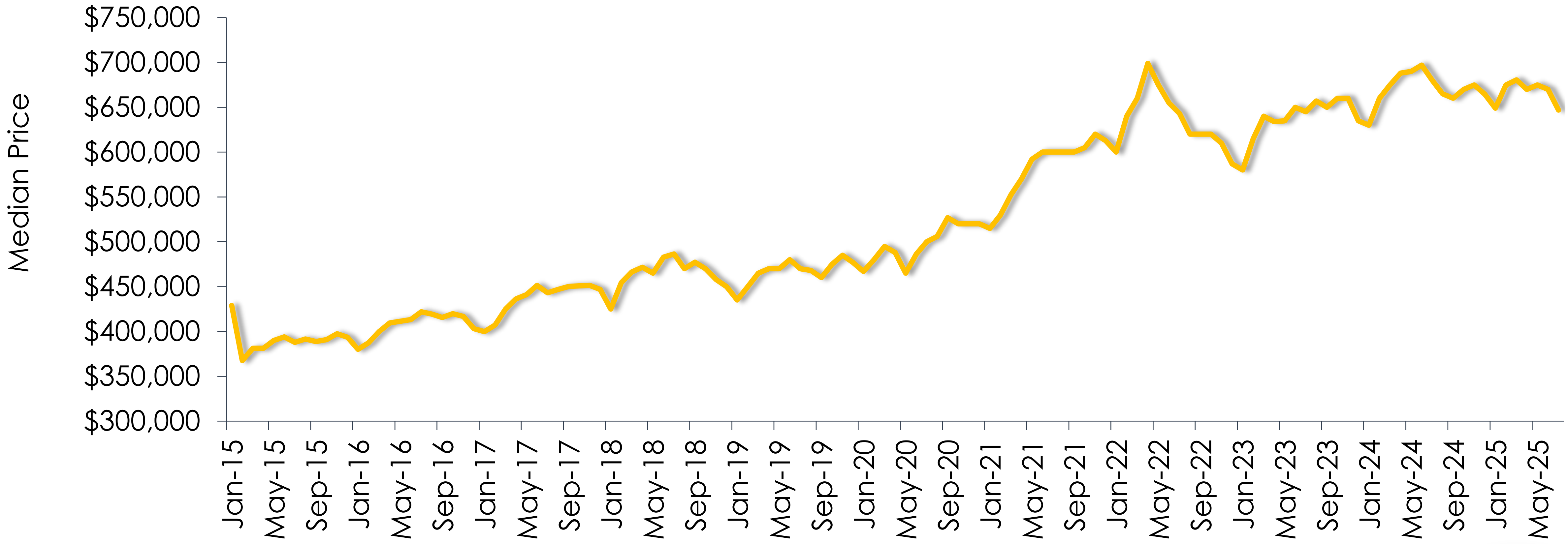
California median home price declined for third month in a row



SERIES: Median Price of Existing Single-Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

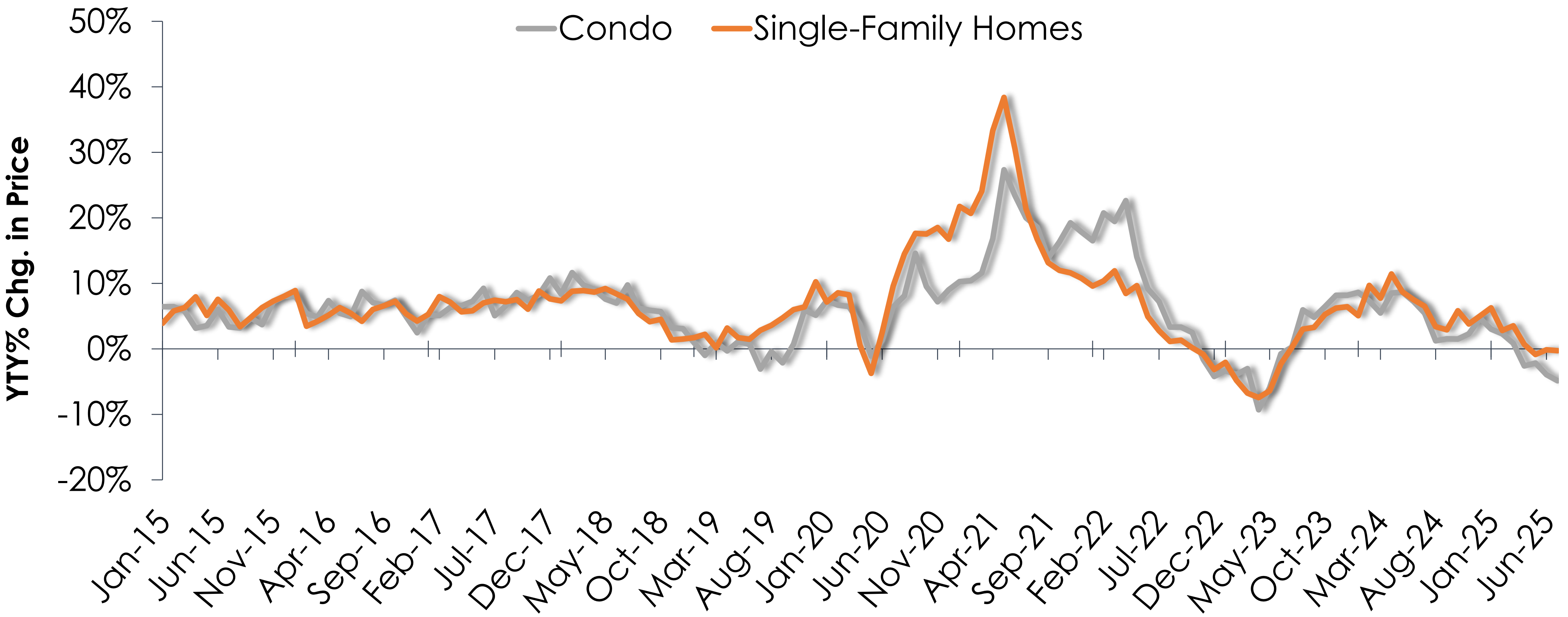
Condo/Townhome median price dropped year-over-year for the fourth straight month

California, July 2024: $680,000, July 2025: $647,000



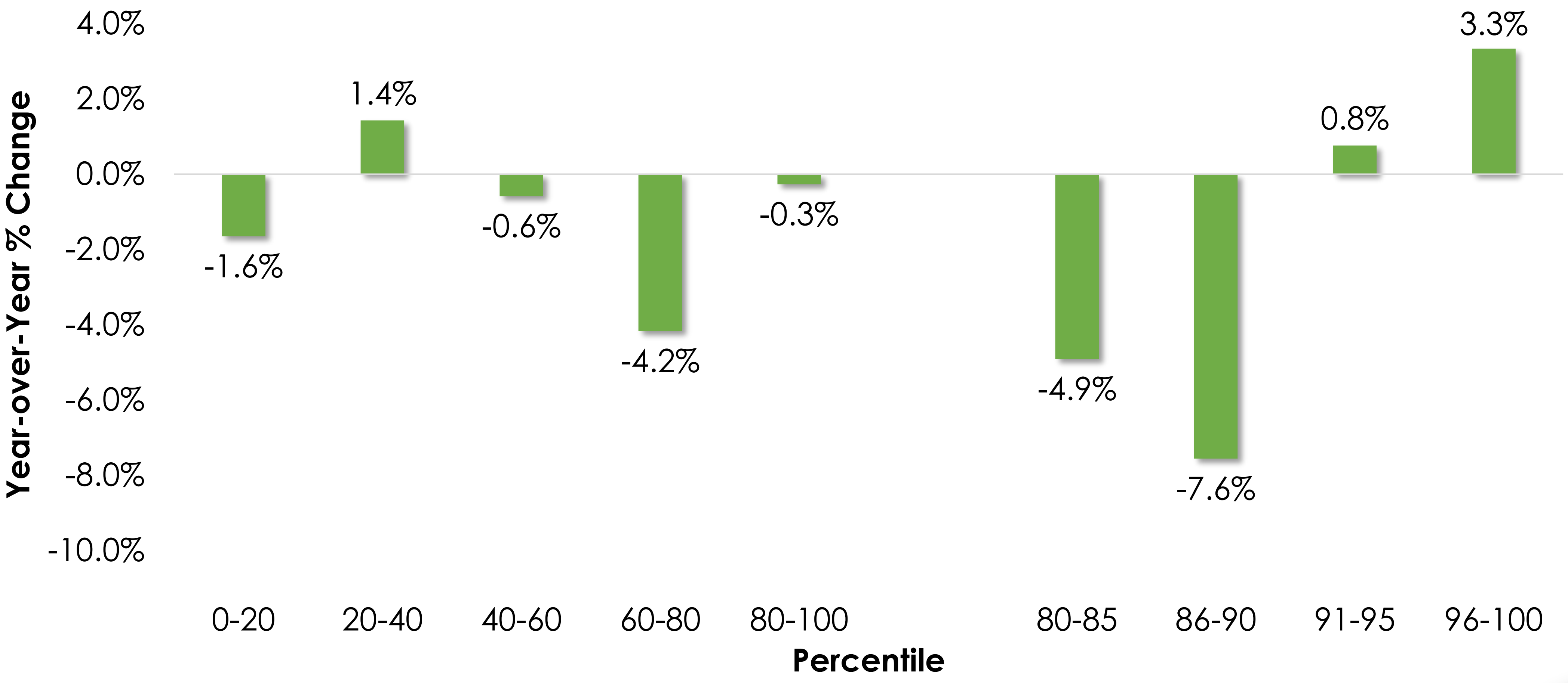
SERIES: Median Price of Existing Condos/Townhomes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Price growth softened across property types



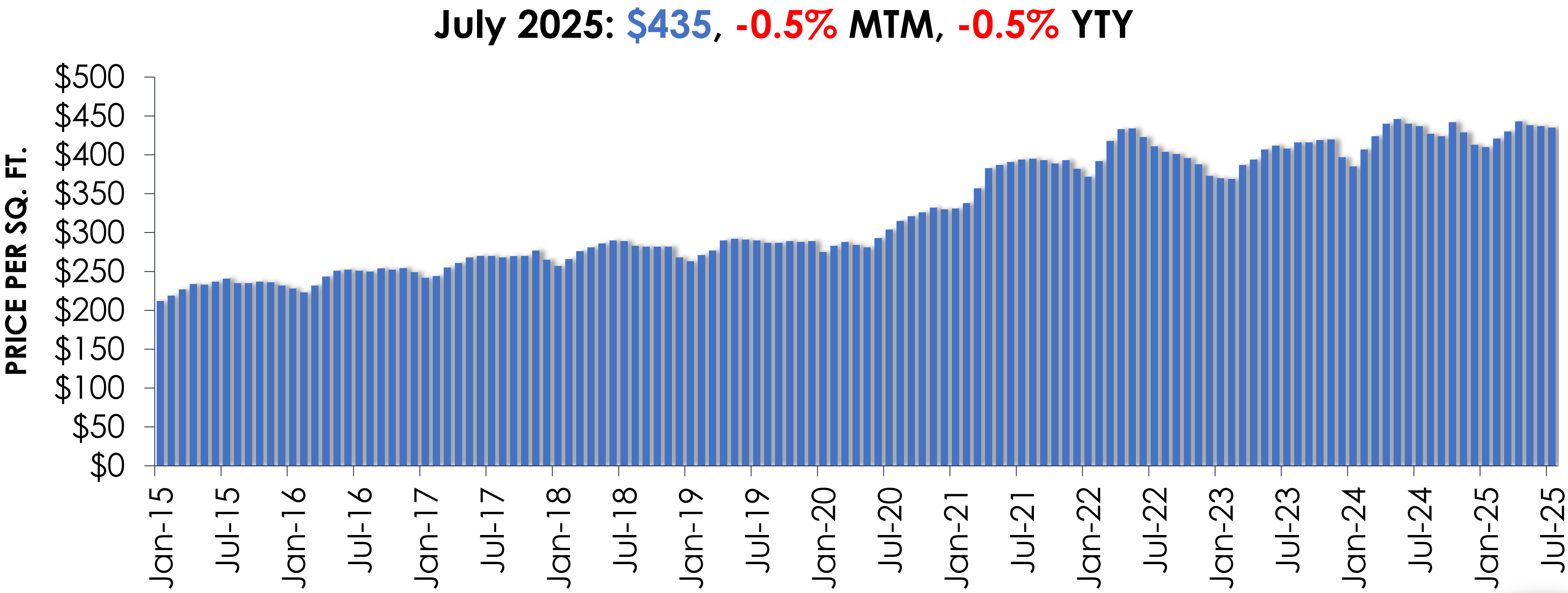
SERIES: Median Price of Existing SFH & Condo/Townhomes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Median price growth by percentile



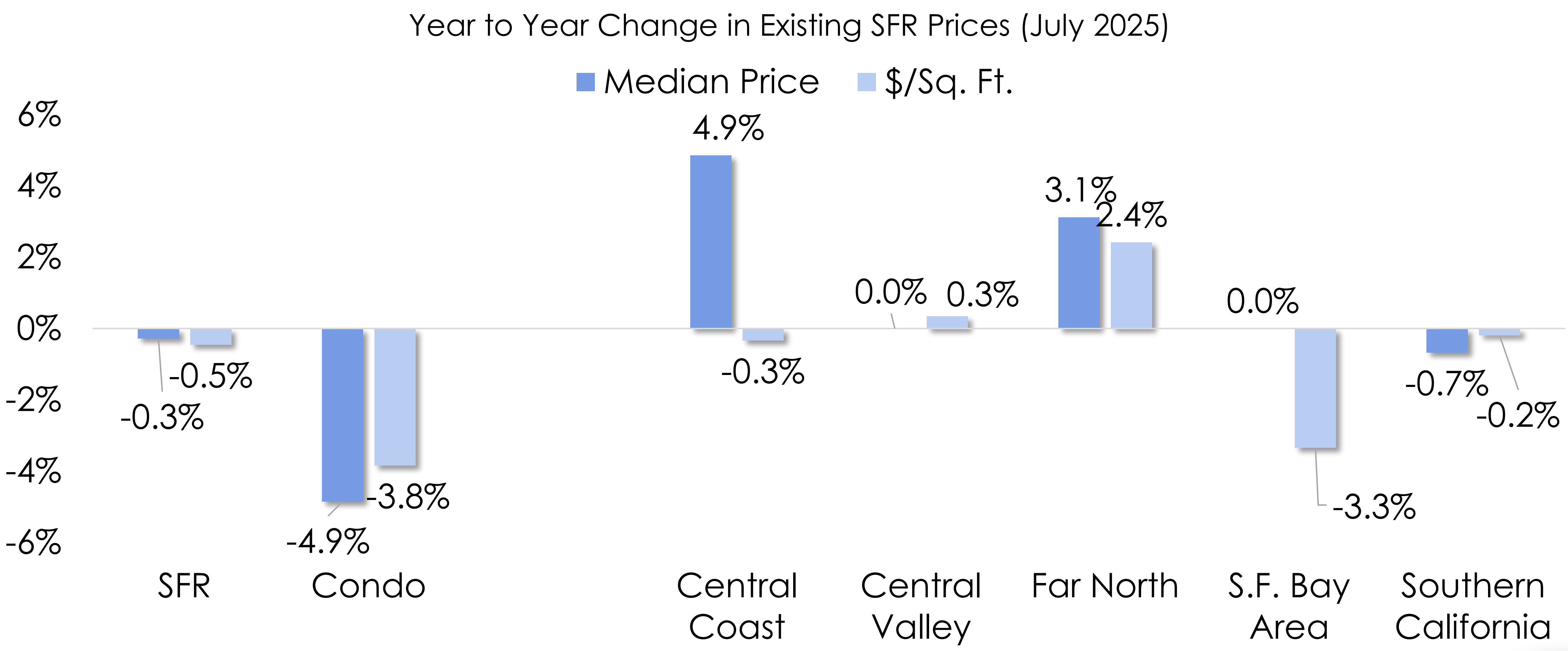
SERIES: Median Price of Existing Single-Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Price/Square foot remains below last year's level



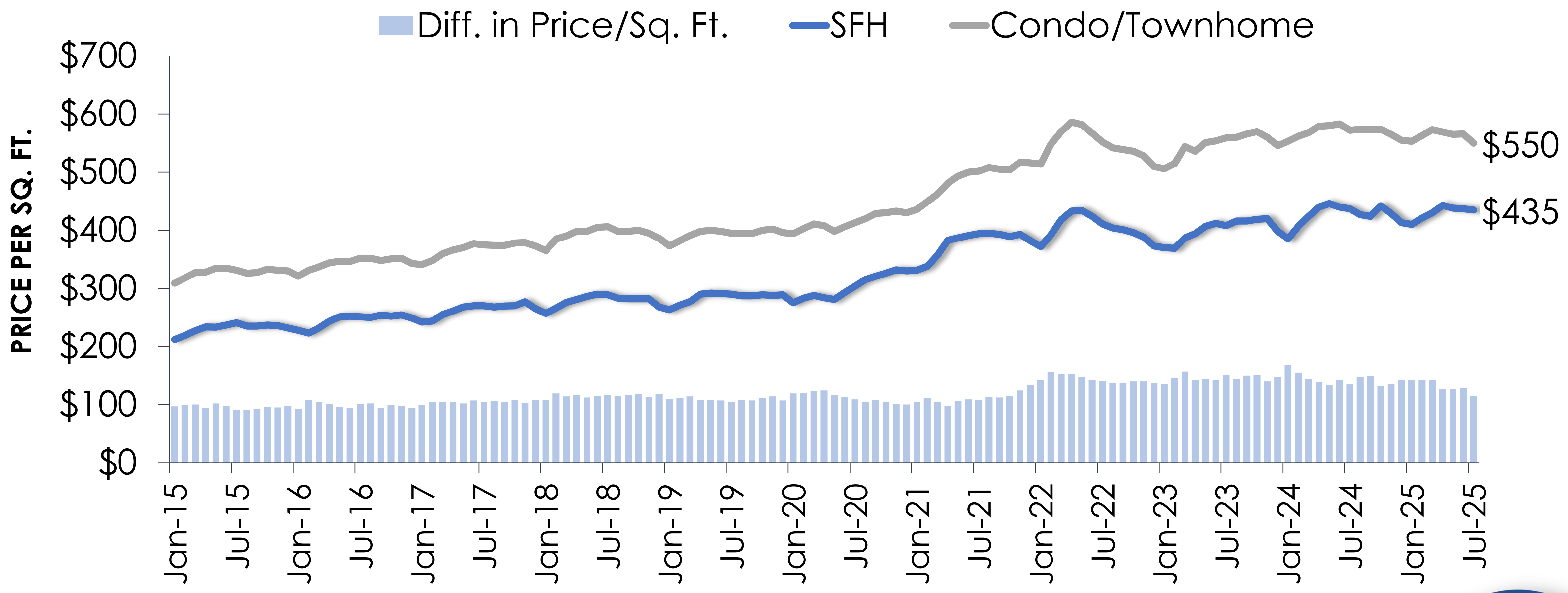
SERIES: Median Price Per Square Feet of Existing Single-Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Price per sq. ft. growth mixed across regions of the state



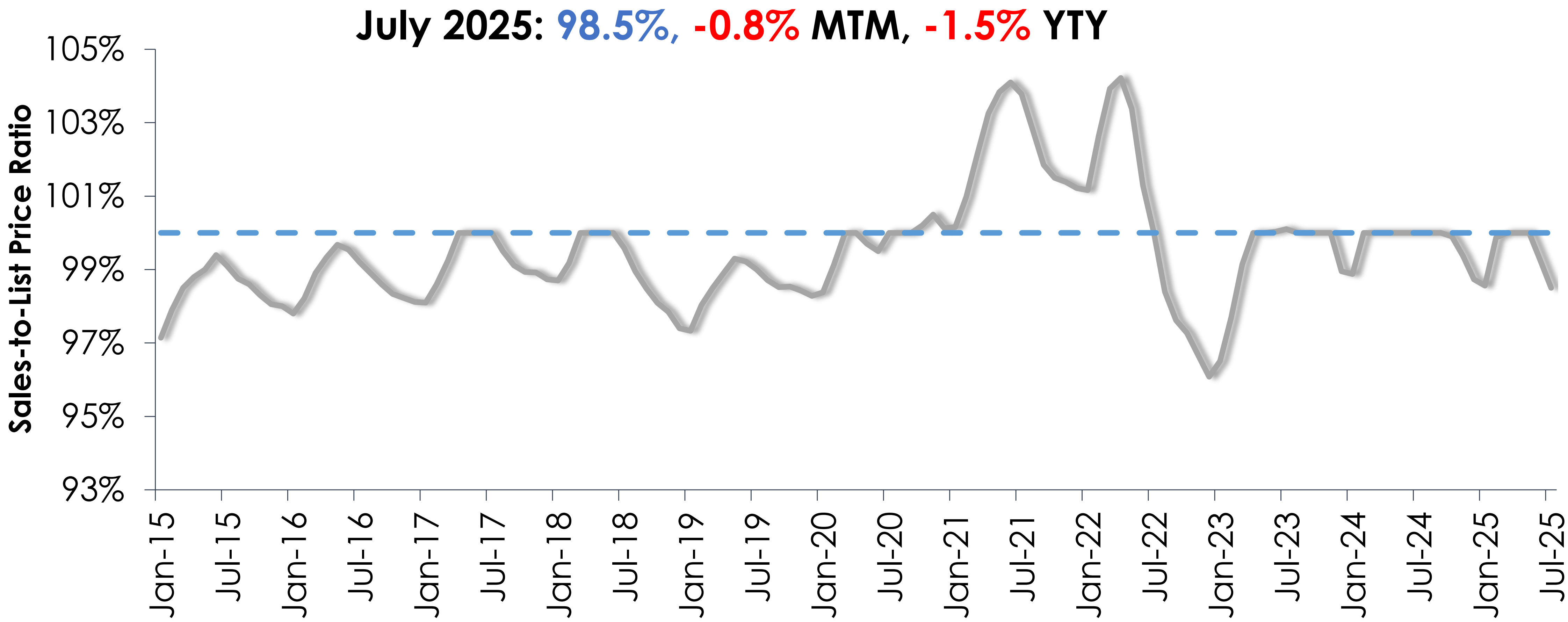
SERIES: Median Price Per Square Feet of Existing Single-Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Price/Square foot gap: SFH vs. Condo/Townhome



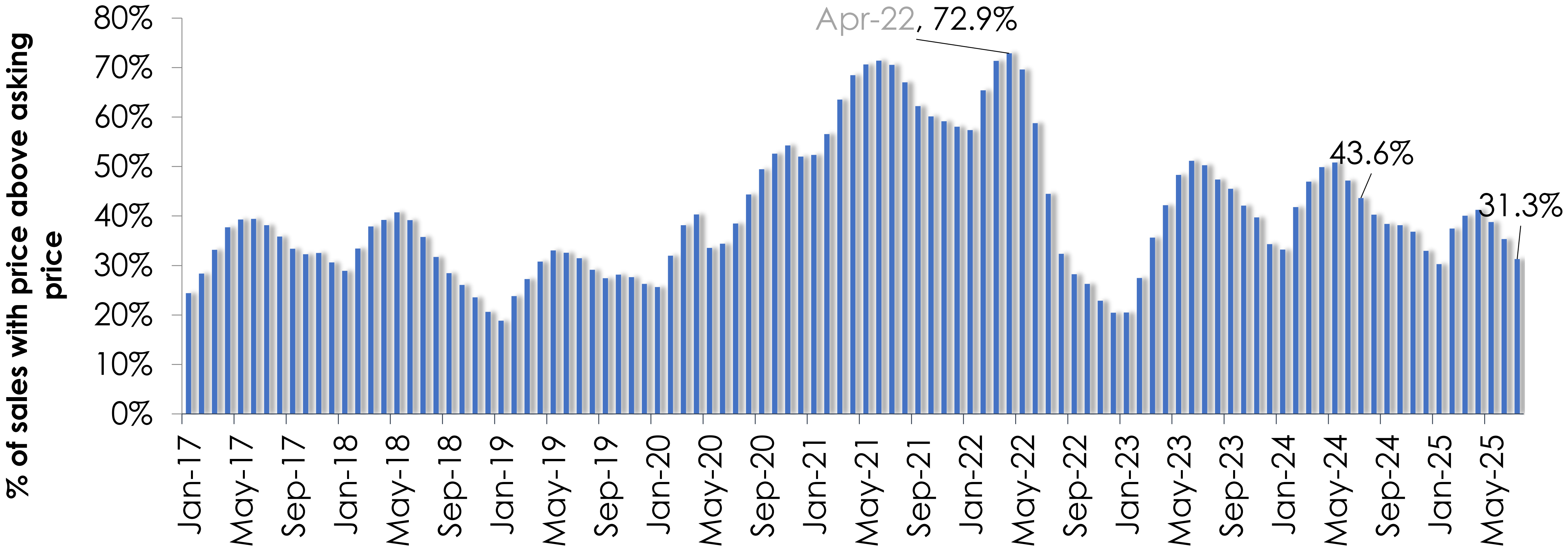
SERIES: Median Price Per Square Feet of Existing Single-Family Homes and Condo/Townhomes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Sales-price-to-list-price ratio dropped to lowest in over 2 years



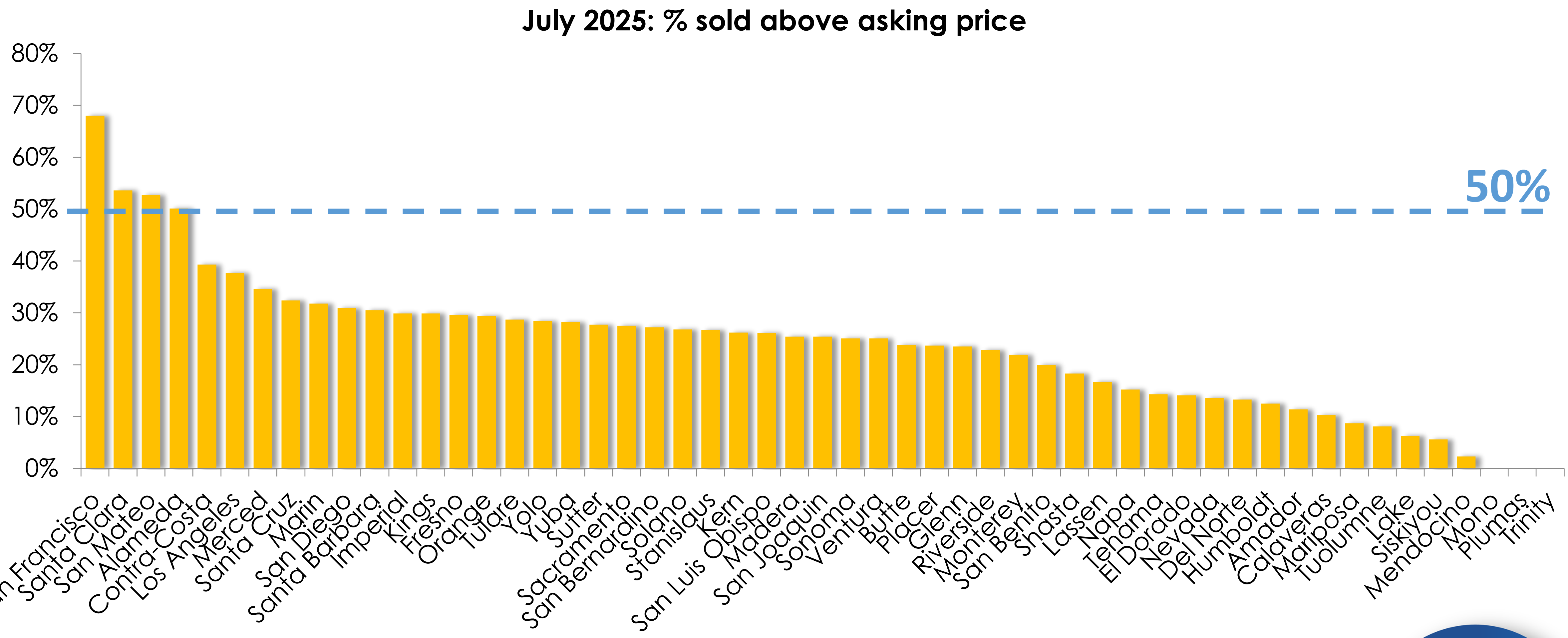
SERIES: Sales to List Ratio of Existing Single-Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Share of homes sold above asking down to six-month low



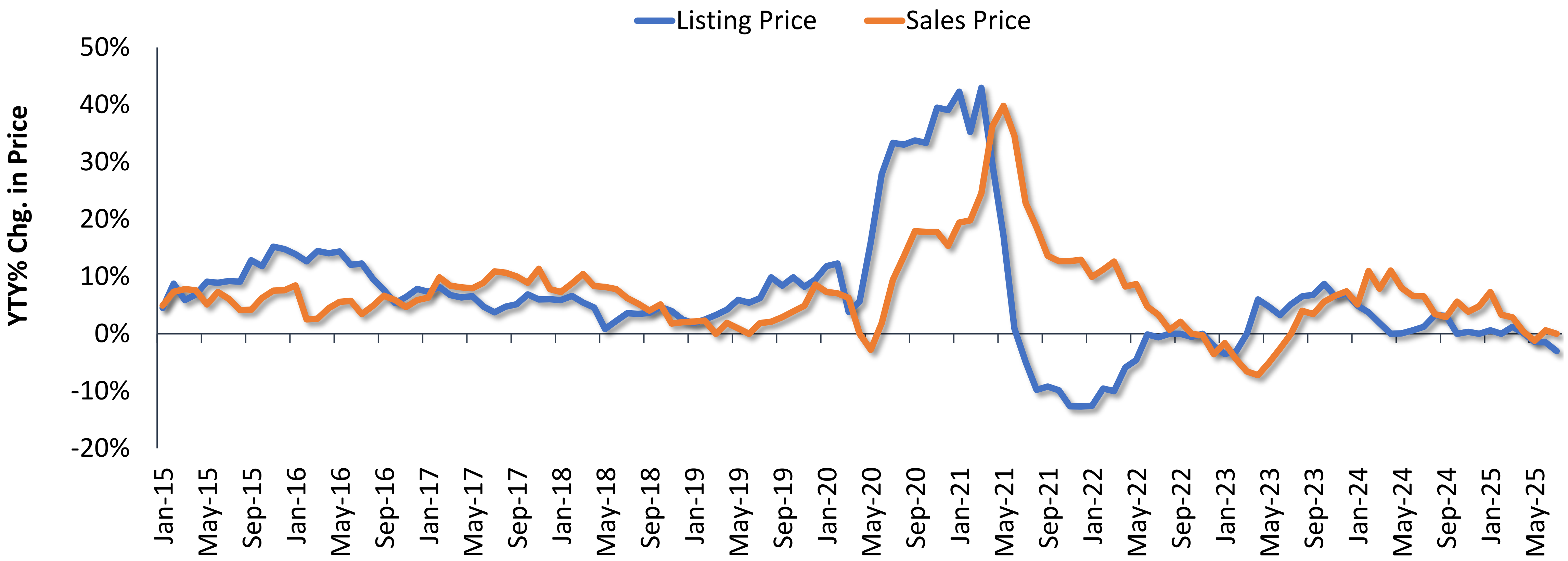
SERIES: Sales with sold price above asking price (Existing SFH)
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Homes sold above asking price - by county



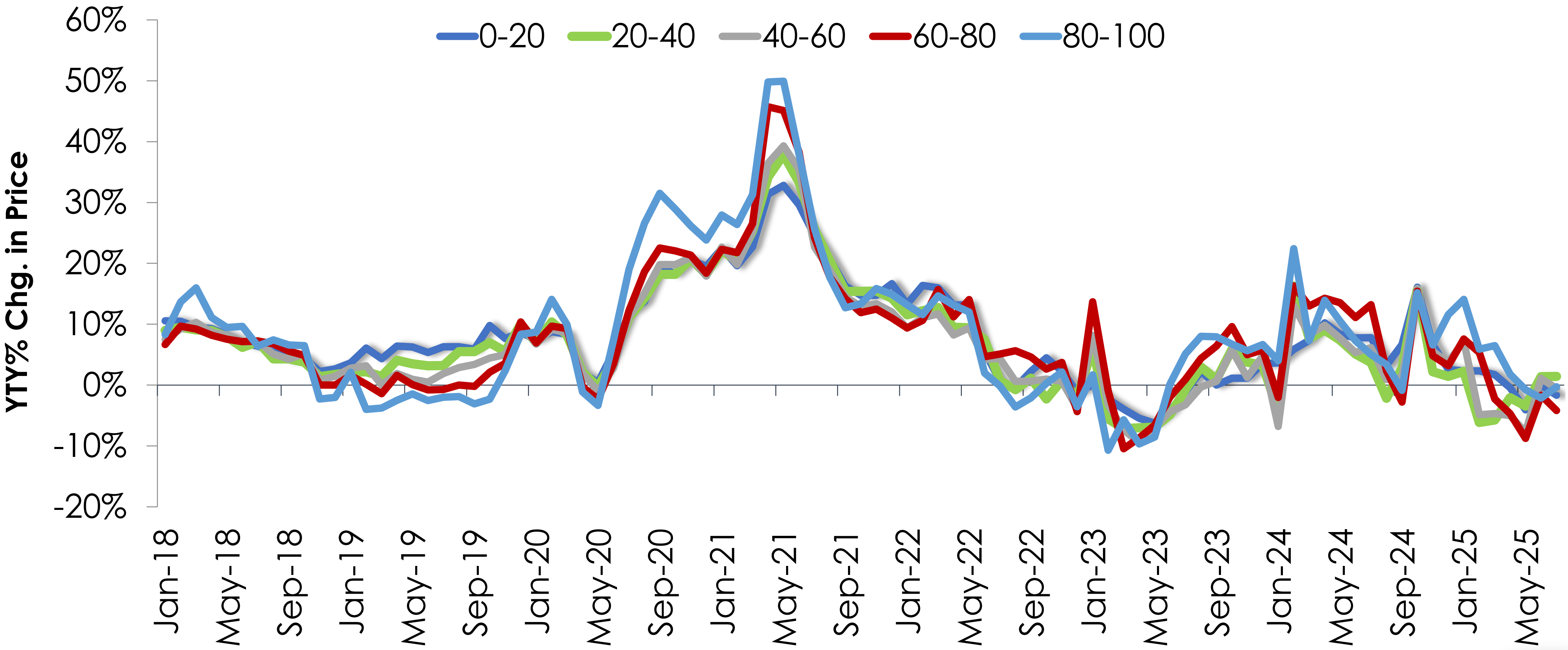
SERIES: % of homes sold above asking price
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

List price vs. sales price



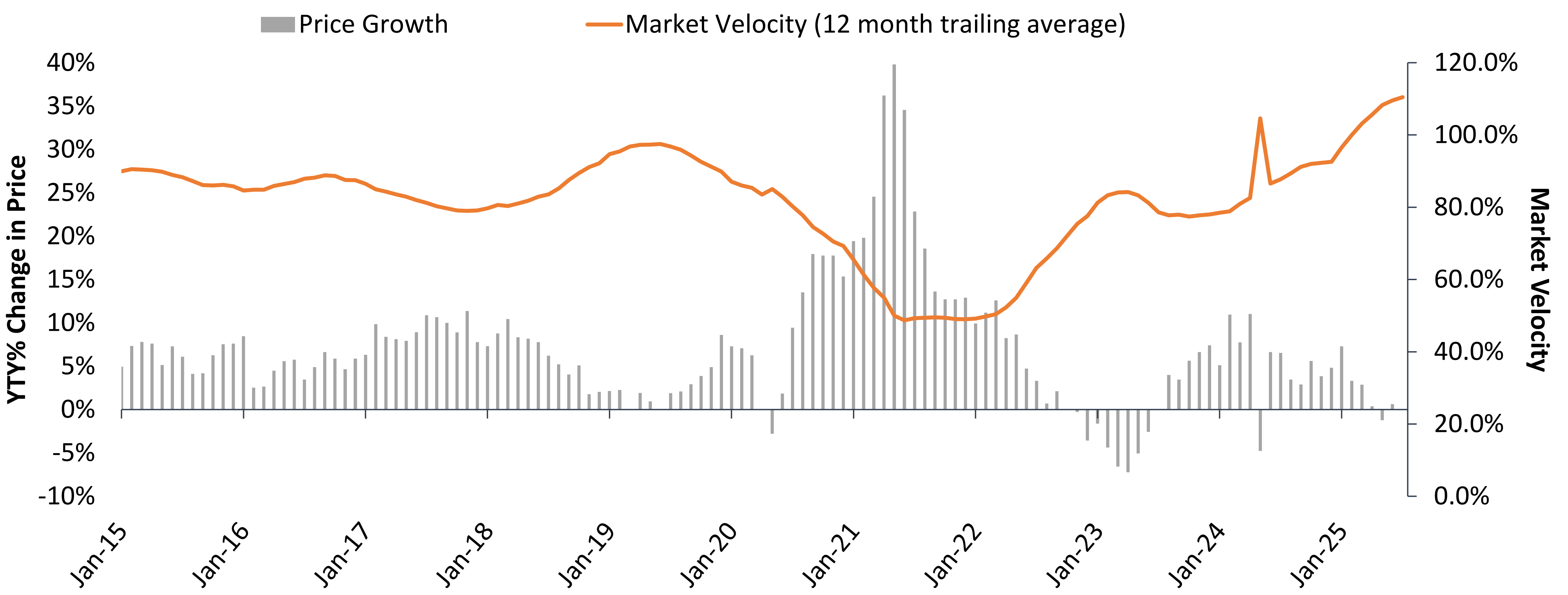
SERIES: List price growth and sales price growth
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Price growth by percentiles



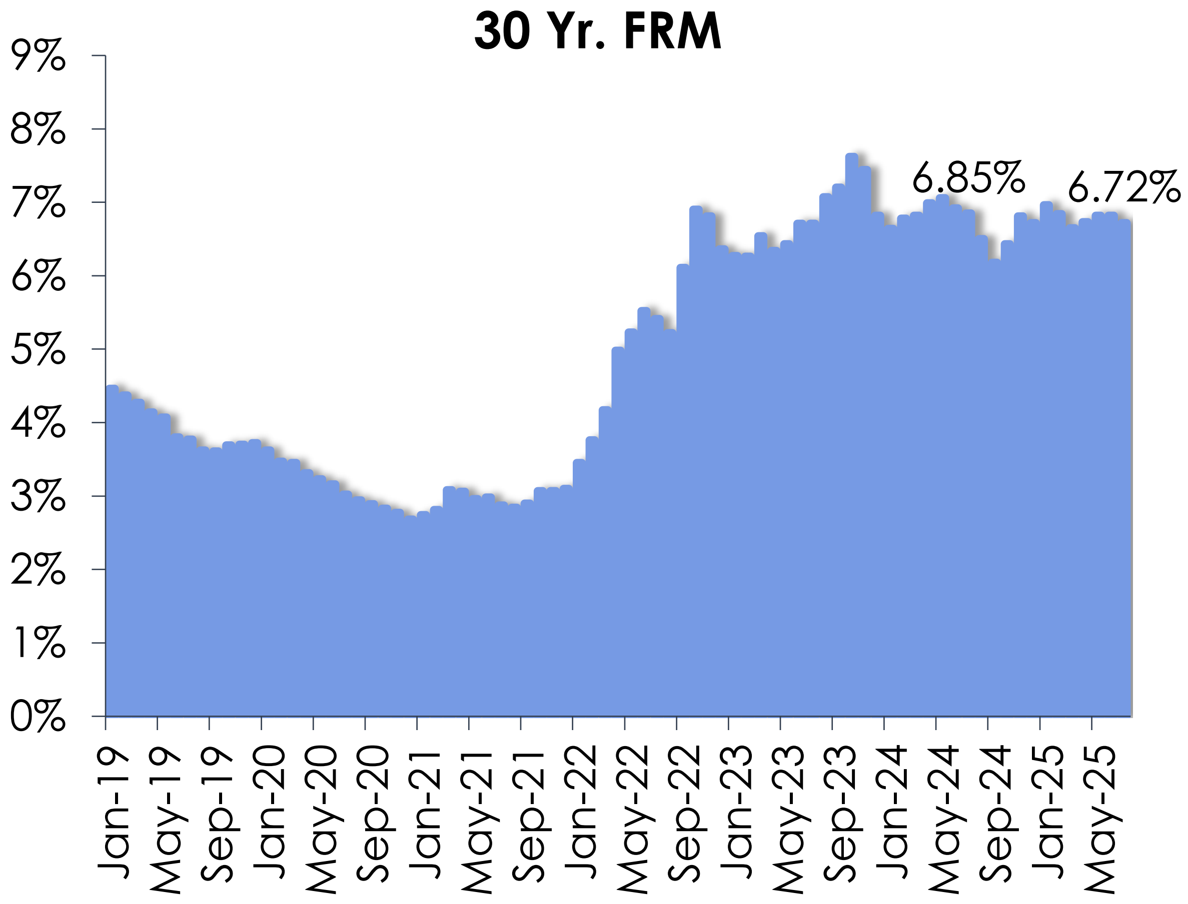
SERIES: Percent Change in Price
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

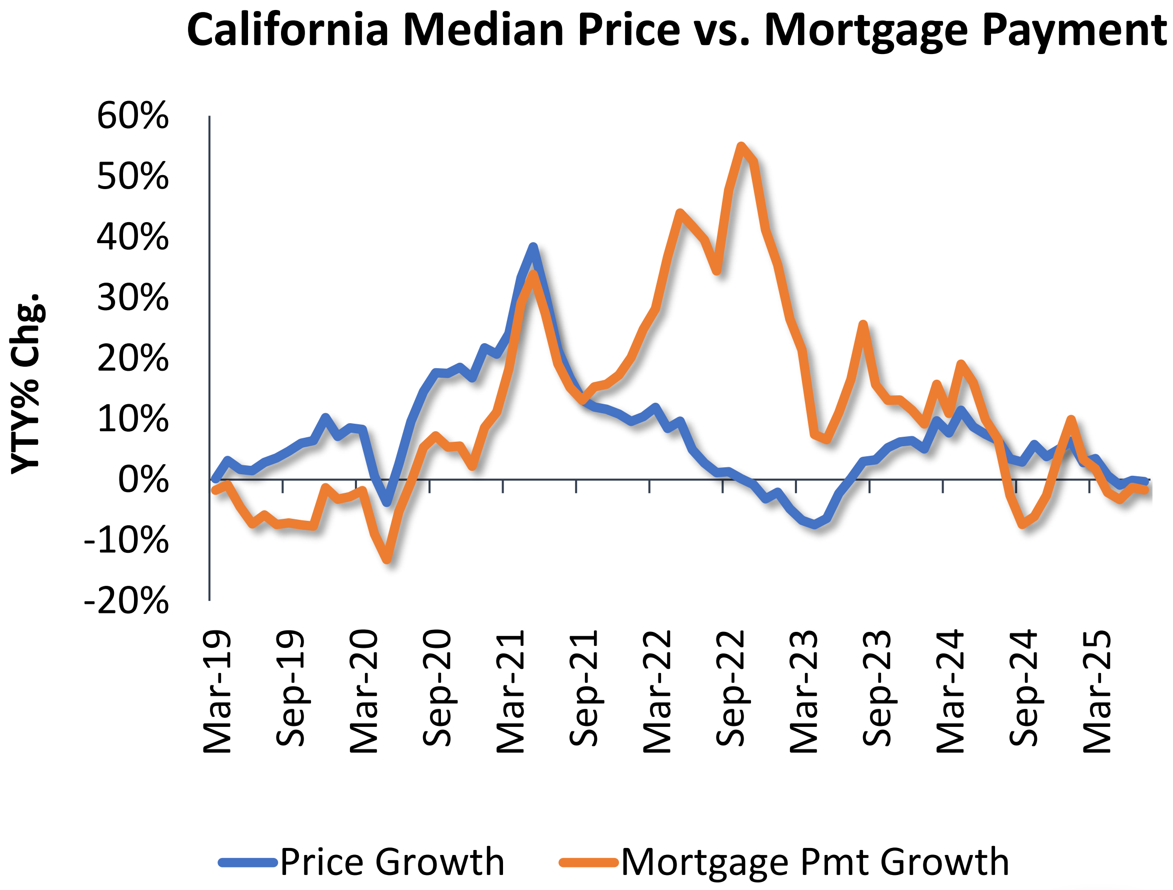
California Market Velocity and Price Growth



SERIES: Market Velocity & Price Growth
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

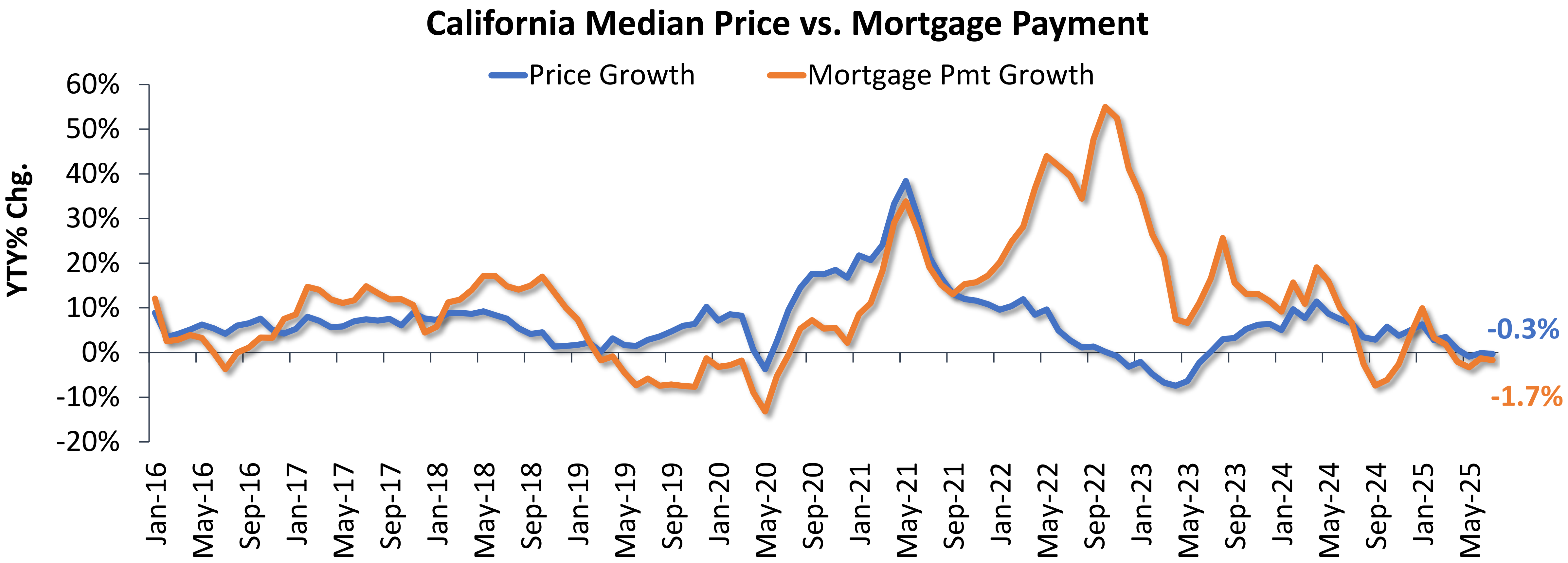
Negative price growth and slightly lower rates contributed to lower mortgage payment





SERIES: Price Growth vs. Mortgage Payment Growth
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

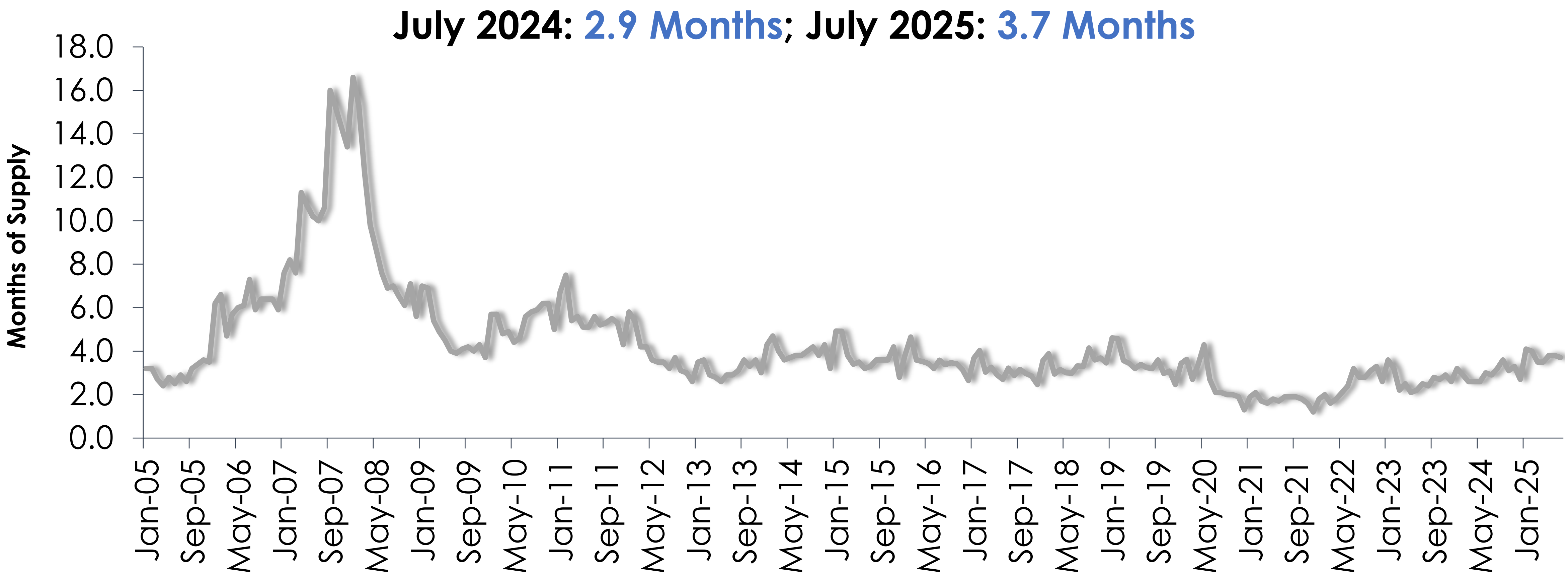
Mortgage payment declined modestly



SERIES: Price Growth vs. Mortgage Payment Growth
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

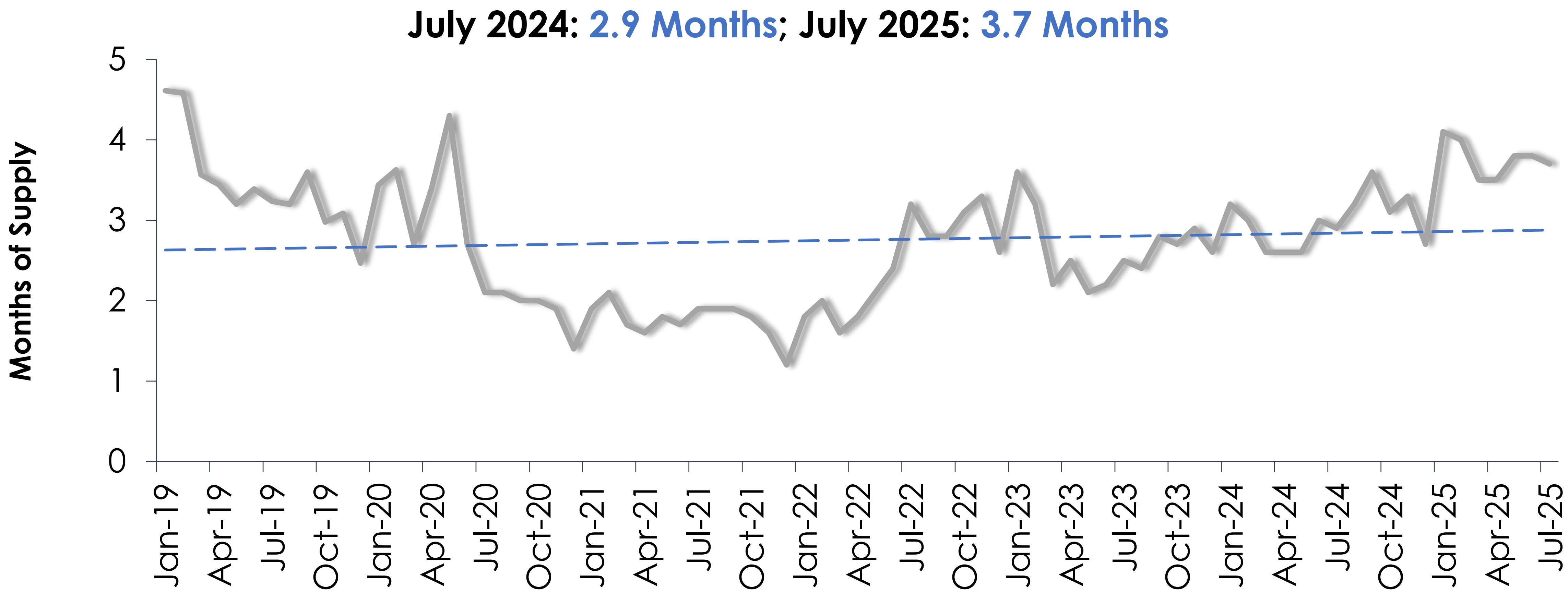
Inventory & Active Listings

Inventory above last year’s level by double digits



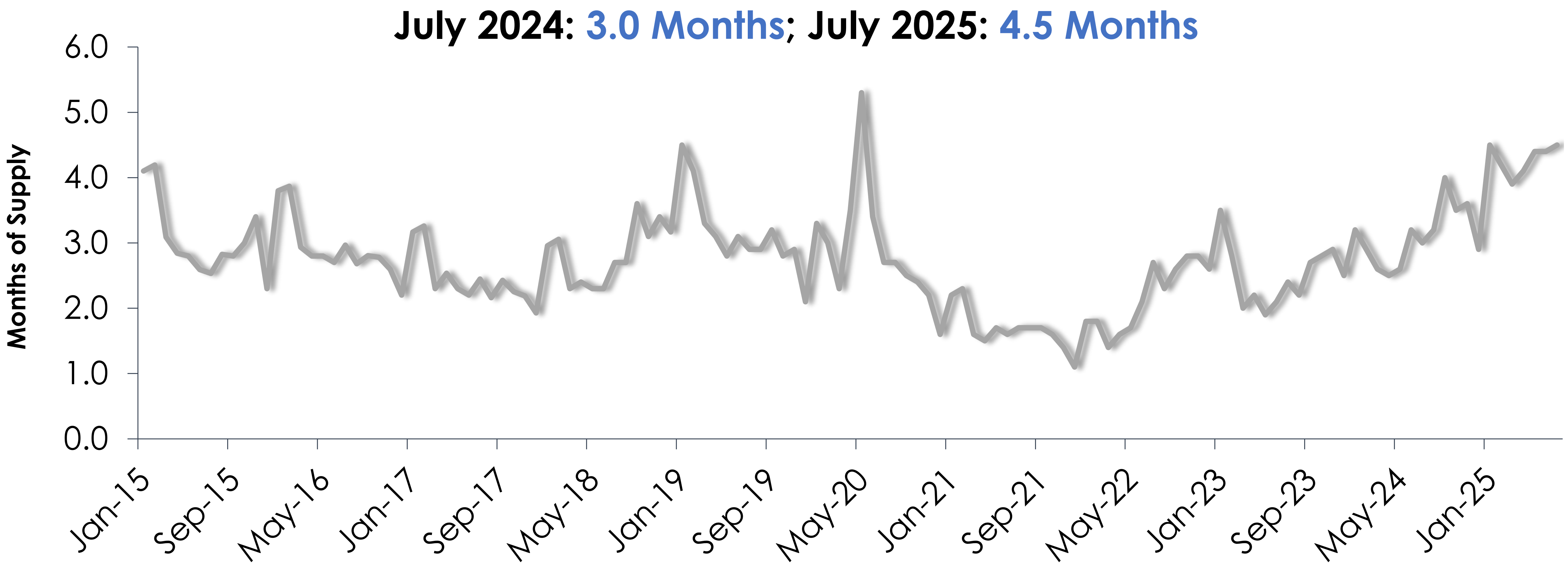
SERIES: Unsold Inventory Index of Existing Single-Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Unsold Inventory Index inched lower from previous month



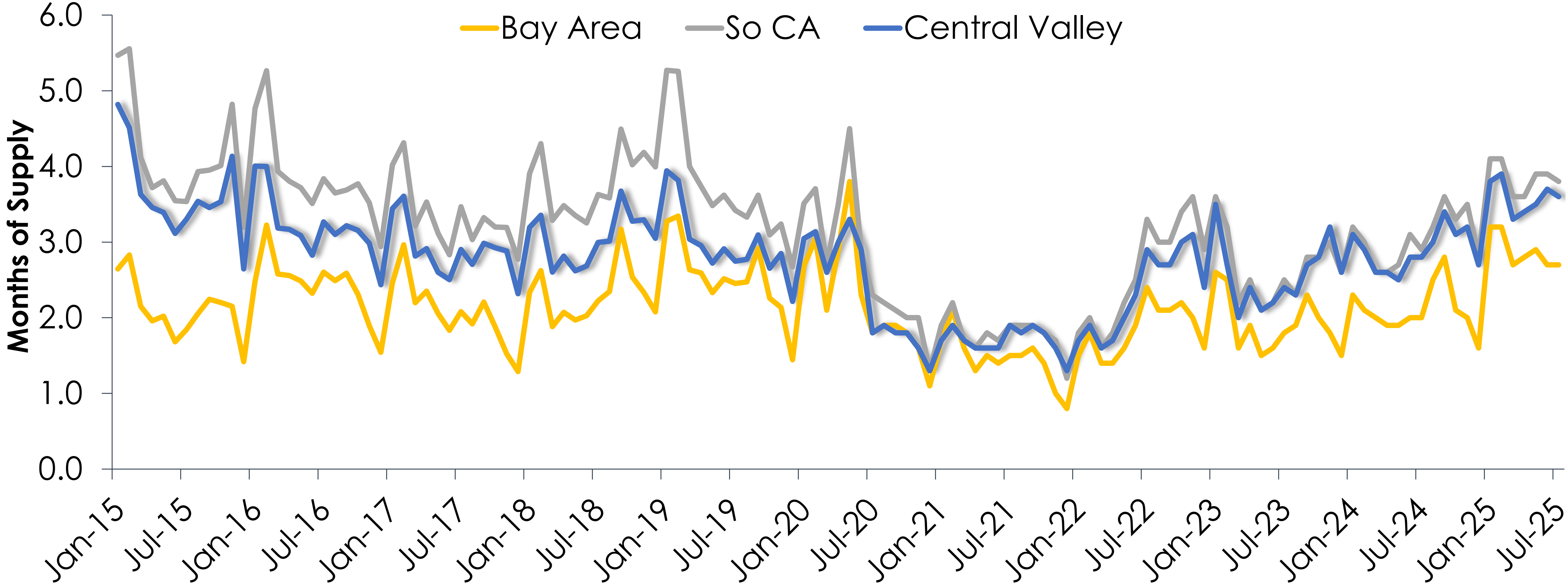
SERIES: Unsold Inventory Index of Existing Single-Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Condo inventory inched up



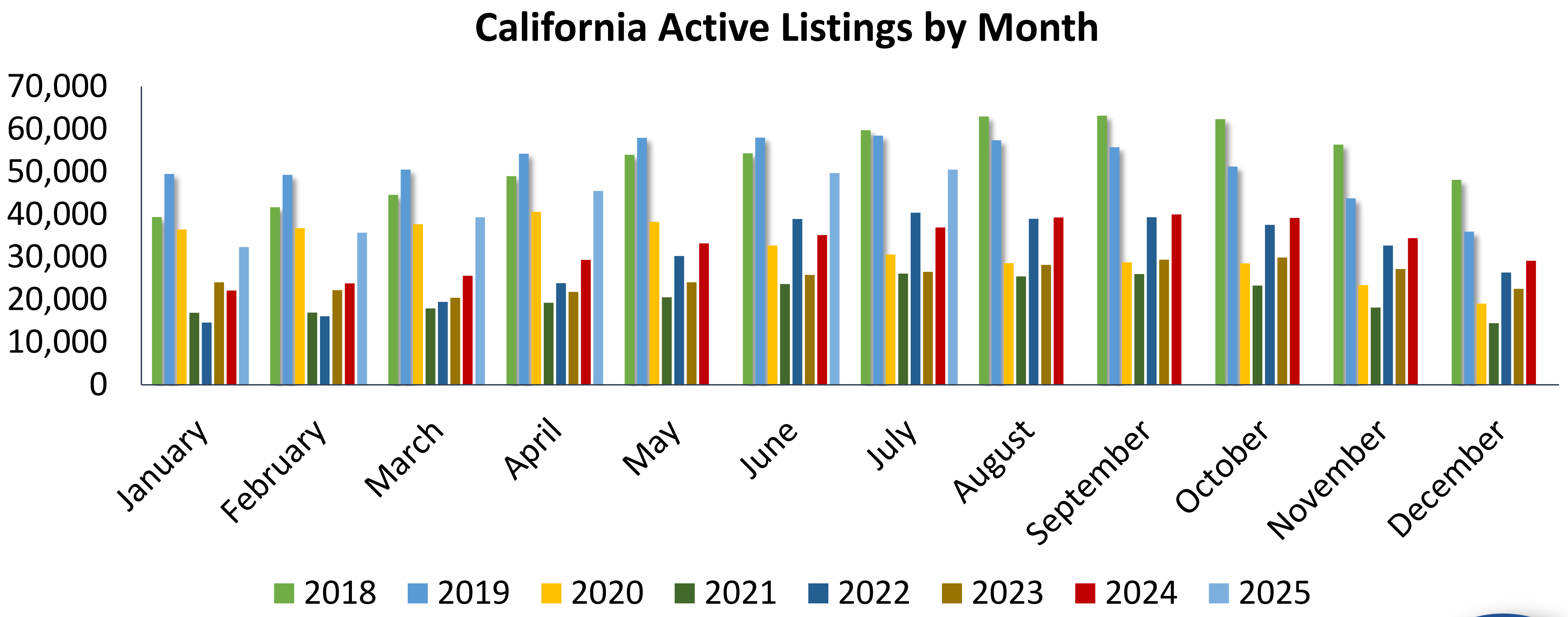
SERIES: Unsold Inventory Index of Existing Condos/Townhomes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Unsold Inventory across major regions



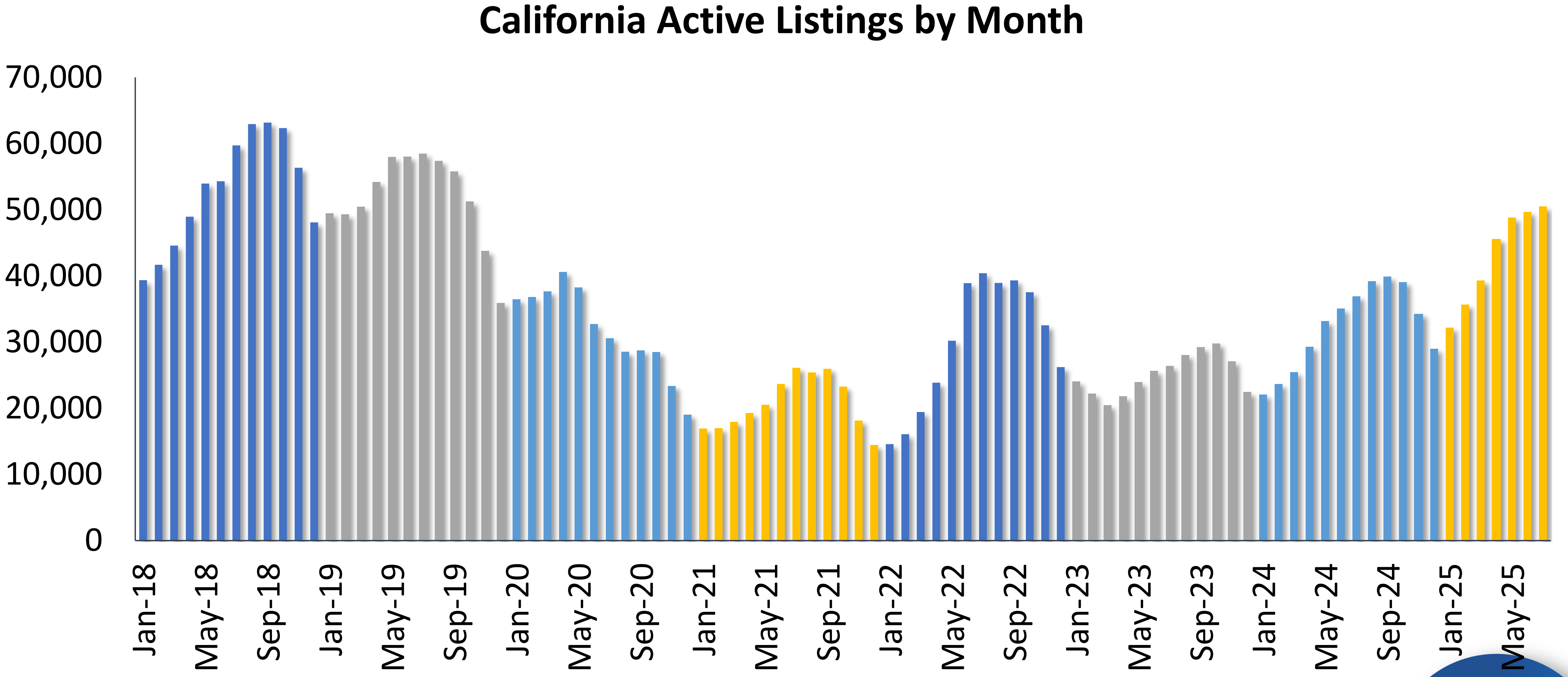
SERIES: Unsold Inventory Index of Existing Single-Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Total active listings reached highest July-level since ‘19



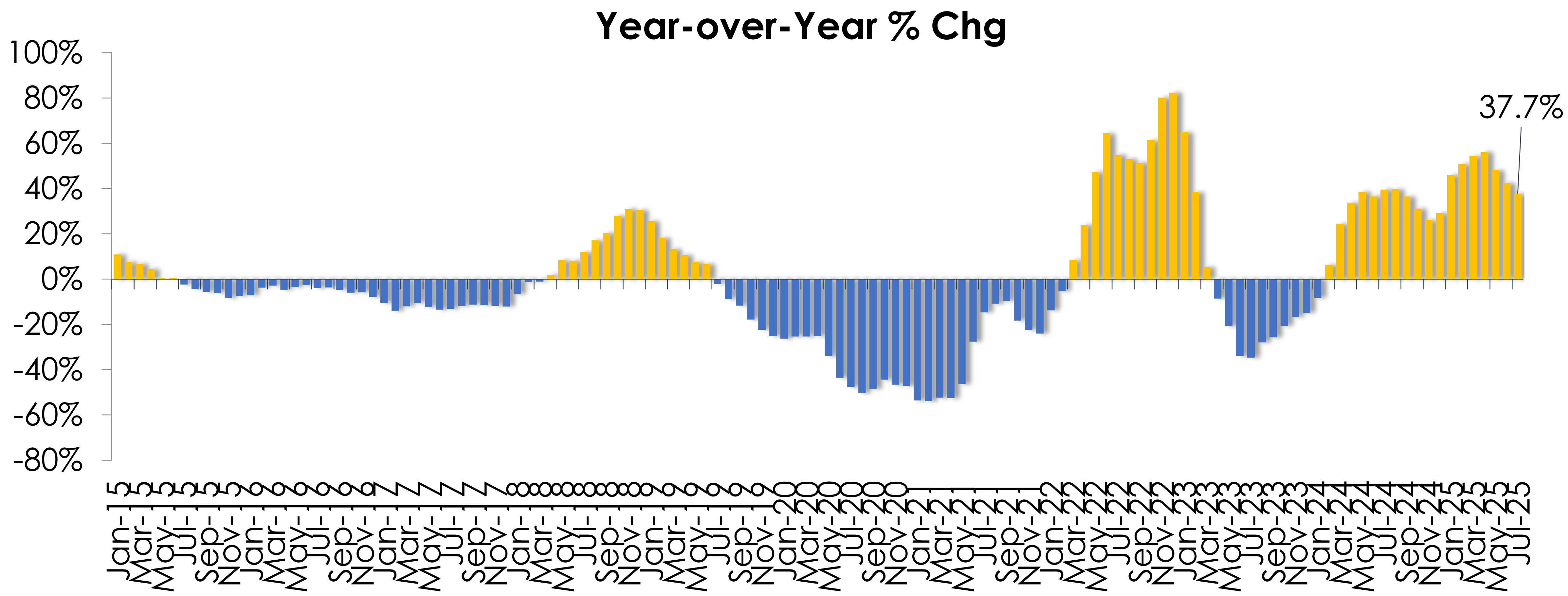
SERIES: Active Listing of Existing Single-Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Active listings increased to highest level since October '19



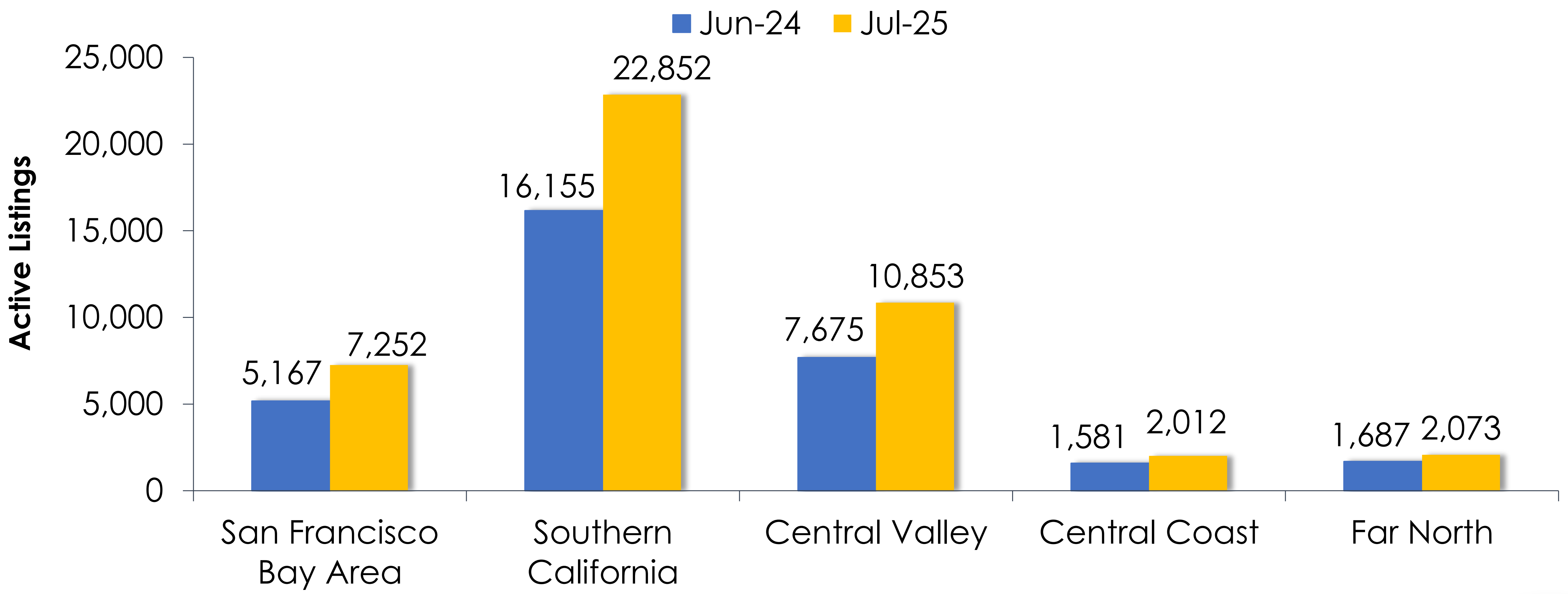
SERIES: Active Listing of Existing Single-Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Active listings grew by double digits – pace decelerating



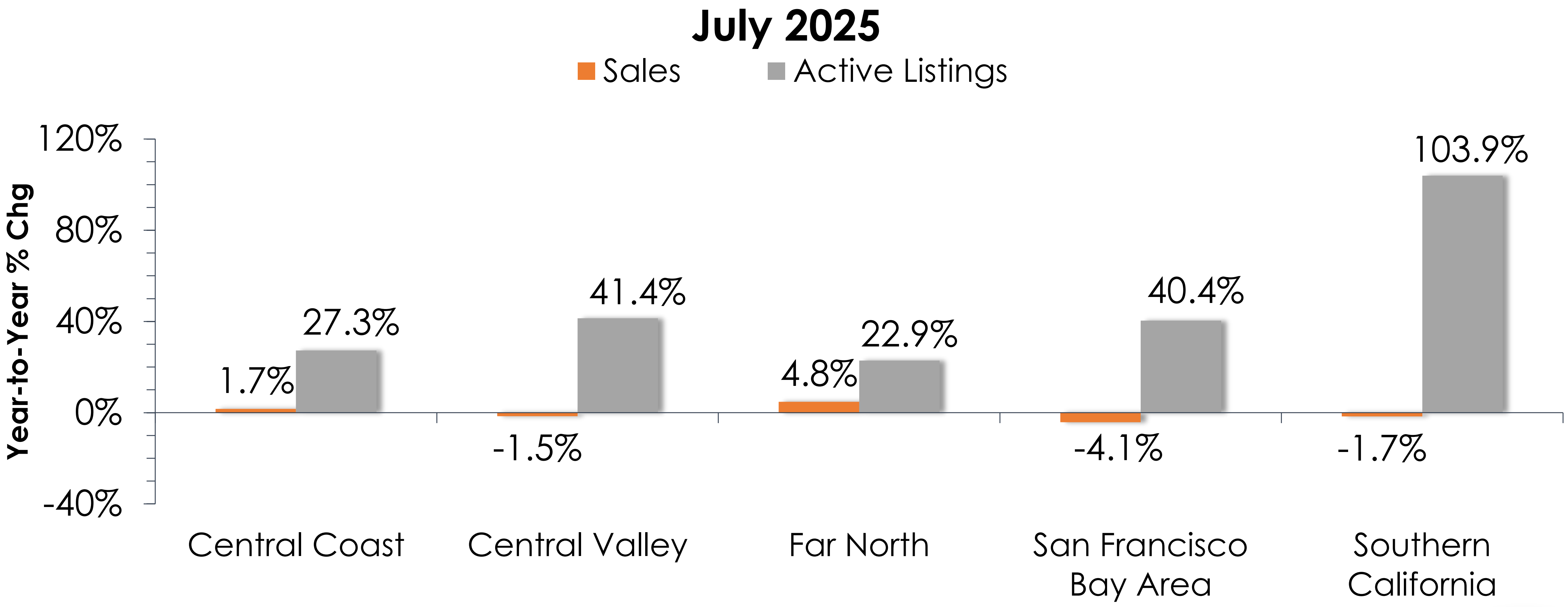
SERIES: Active Listing of Existing Single-Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Active listings by region



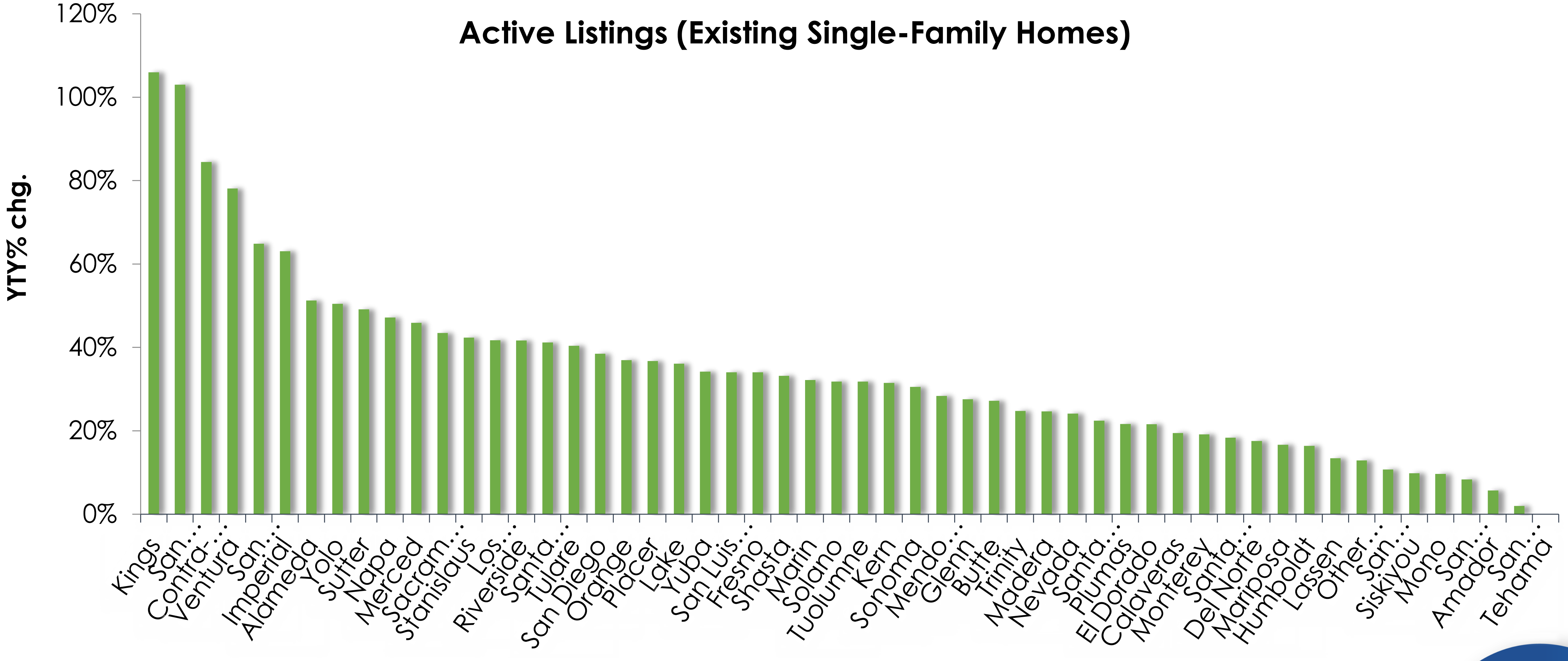
SERIES: Active Listings of Existing Single-Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Active listings increased across all regions



SERIES: Sales and Listings of Existing Single-Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

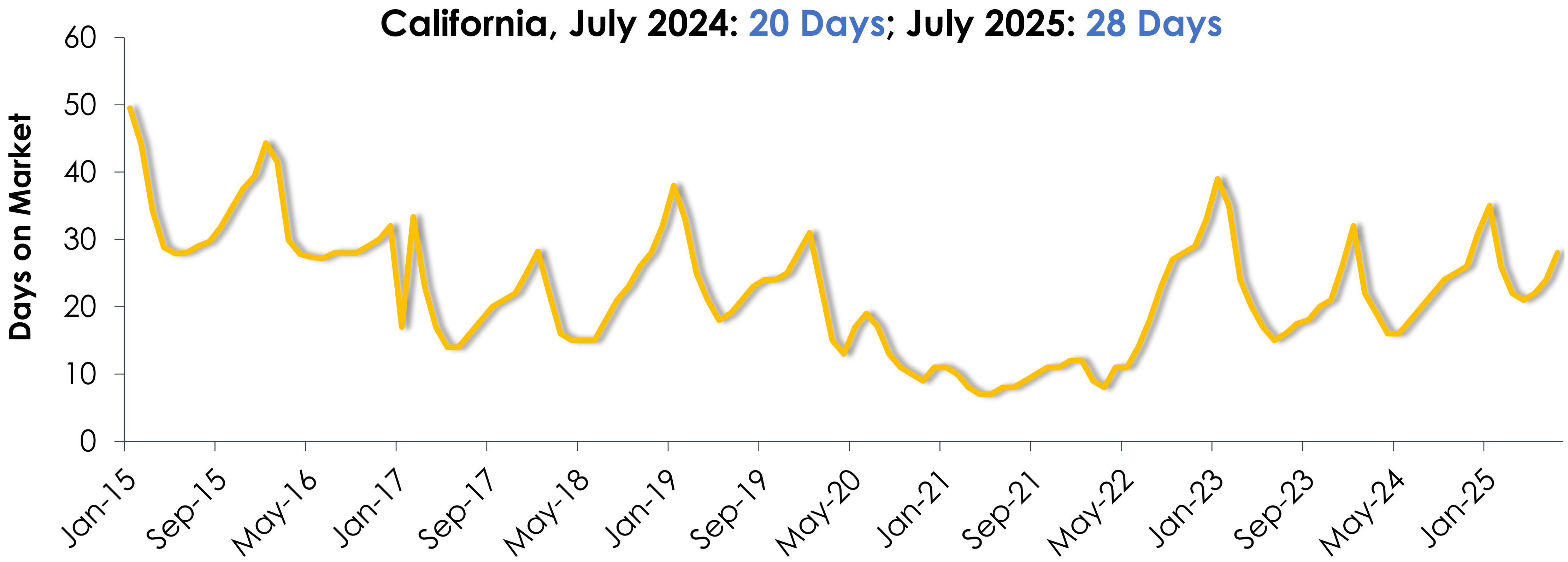
Housing supply increased in all counties



SERIES: Active Listings (Existing Single-Family Homes)
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

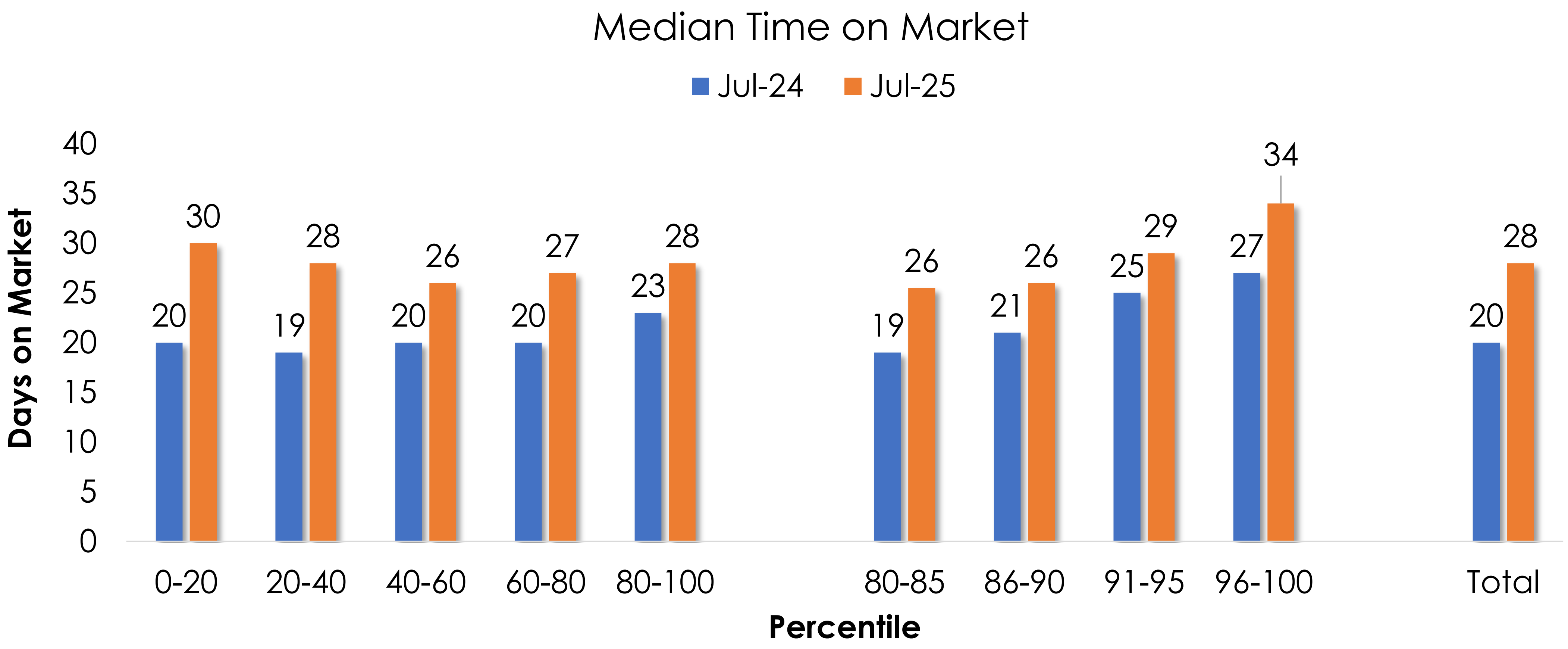
Market Competitiveness

Time on market up from last year's level



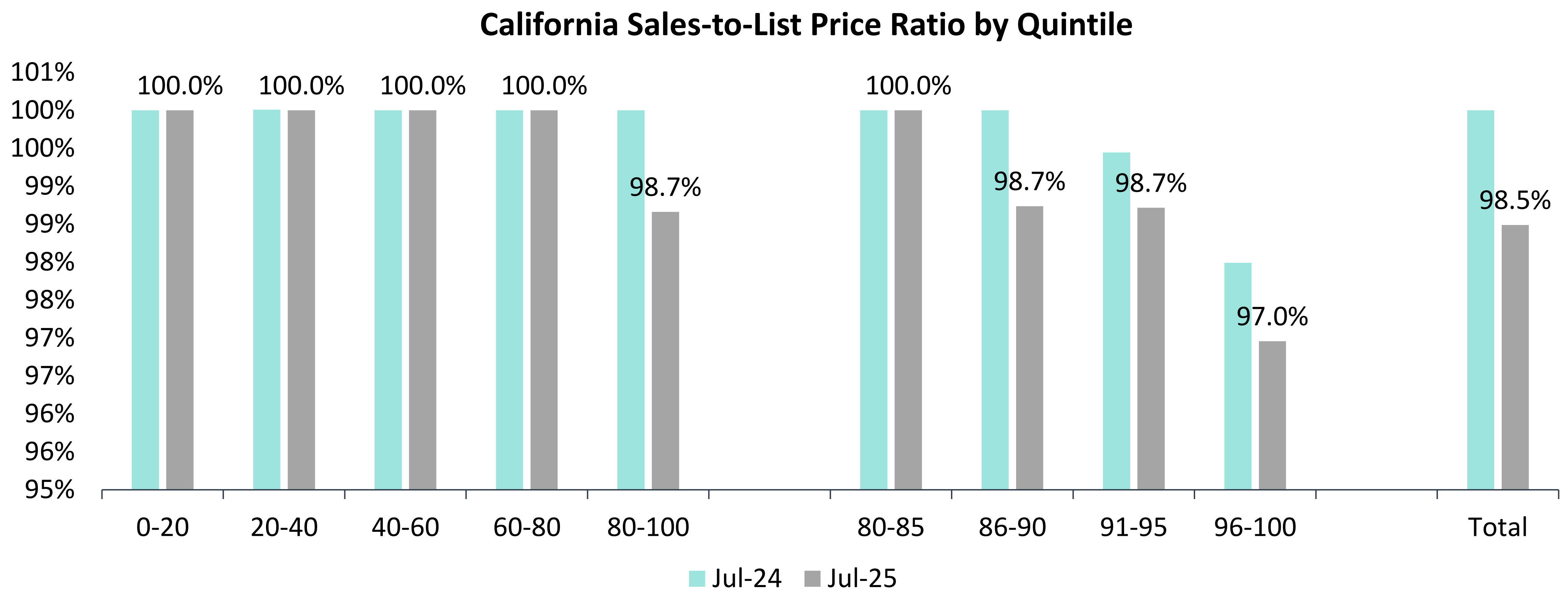
SERIES: Median Time of Market of Existing Single-Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Median time on market by percentile



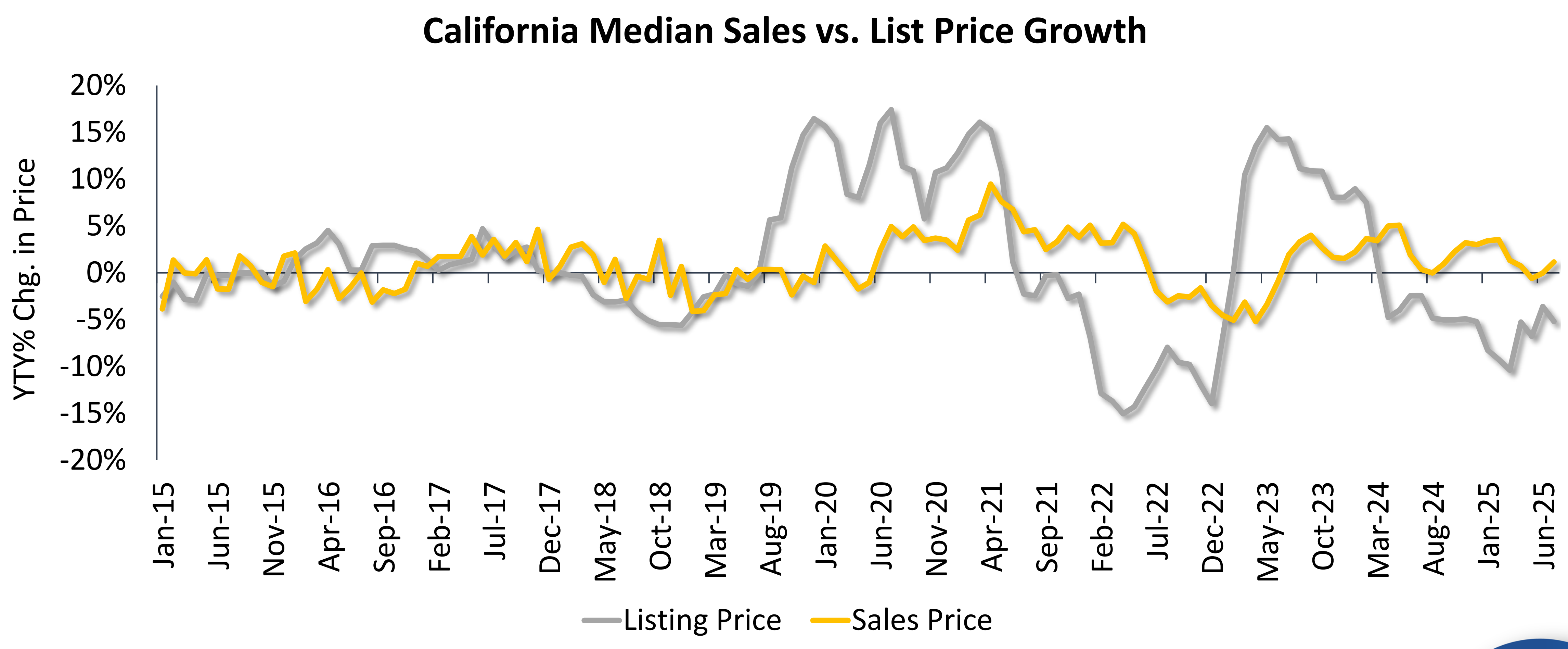
SERIES: Median Time on Market of Existing Single-Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Sales-to-list price ratio by percentile



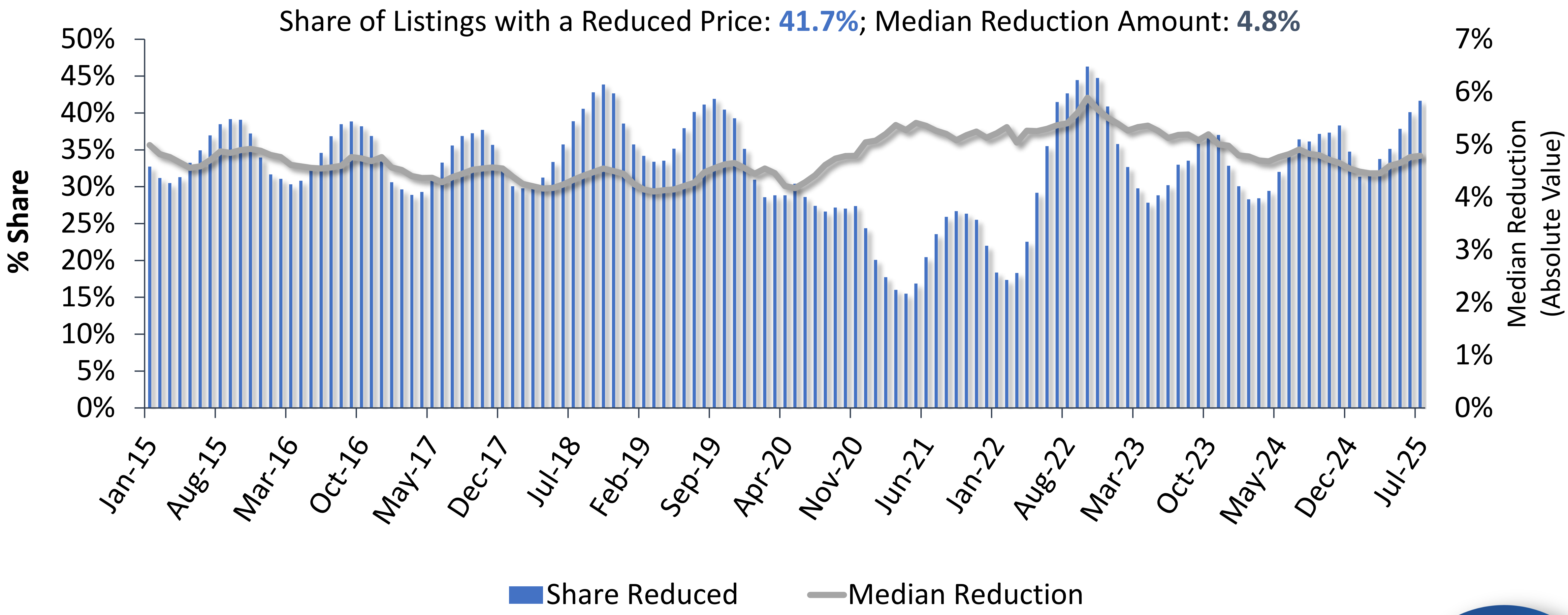
SERIES: Sales to List Ratio of Existing Single-Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Median sales vs. list price growth $1M+ properties



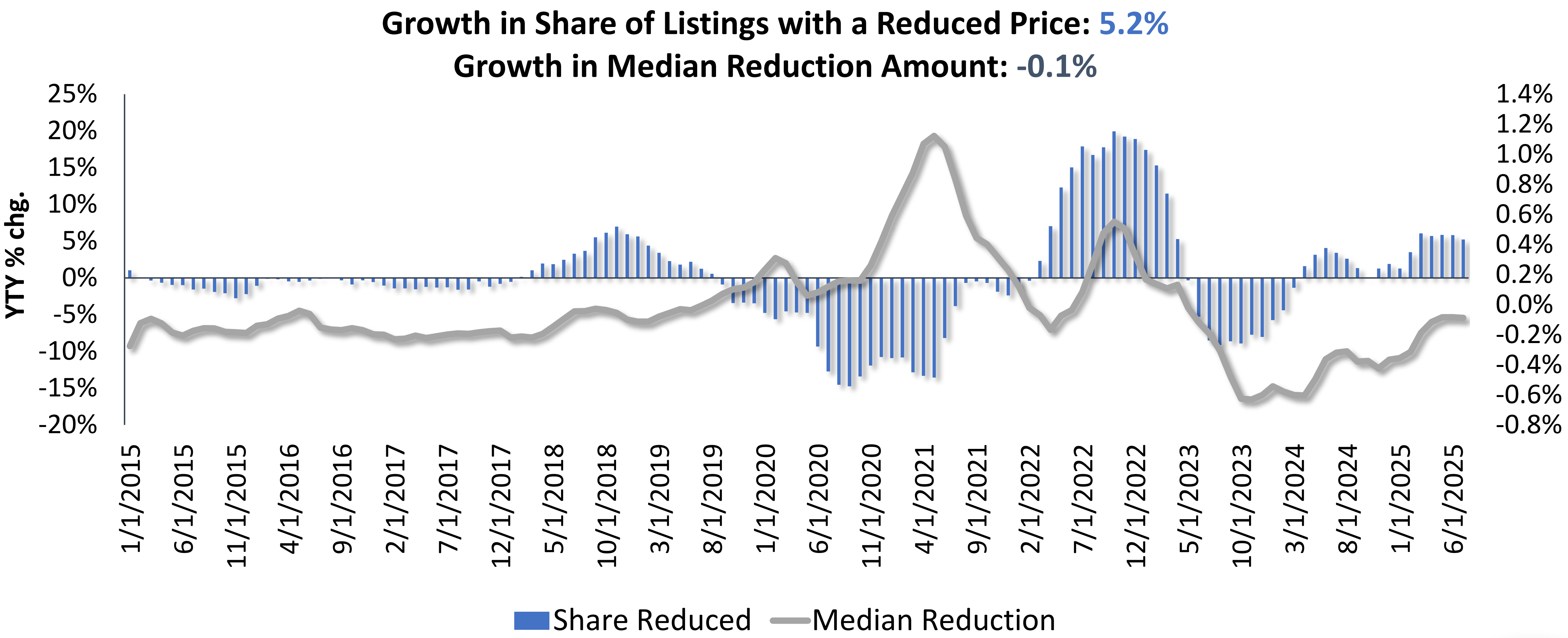
SERIES: Sales to List Ratio of Existing Single-Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Reduced-Price Listings



SERIES: Listing Price of Existing Single-Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Growth in Reduced-Price Listings



SERIES: Listing Price of Existing Single-Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®