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For immediate release

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GCAAR housing stats | September '25

Contract activity cools down to buyers' advantage as housing market eases into autumn

ROCKVILLE, Md. – As the fall season starts to settle in, the housing market in Montgomery County, Md. and Washington, D.C. has started to cool down. According to new data from the [Greater Capital Area Association of REALTORS® \(GCAAR\)](http://www.gcaar.com), residential properties in September took significantly longer to sell than at the same time a year ago, with a median of 27 days on the market – an almost 108% increase over September 2024, but only a 17.4% increase over the previous month. With only 1,179 closed sales in September 2025, and 4,931 active listings in the region, housing inventory remains ample, offering buyers more options than they've had in recent months.

The median sold price for regional residential properties in September 2025 was \$618,260, representing a decrease of 1.7% compared to August 2025, but an increase of 4.4% from September 2024. Additionally, data shows an 11.2% month-over-month increase in new contract activity, with 1,407 new pending sales – and a 7.7% month-over-month increase in all pending sales to 1,674, which includes new contracts plus contracts carried over from August 2025.

Washington, D.C. (vs. August 2025)

Median sold price: \$680,000 (↑1.5%)

Average days on market: 47 (↑3)

New listings: 1,146 (↑68.8%)

Montgomery County, Md. (vs. August 2025)

Median sold price: \$599,450 (↓3.2%)

Average days on market: 32 (↑3)

New listings: 1,043 (↑29.4%)

“The market is adjusting as we head into fall — homes are spending more time on the market, but buyers are benefiting from a wider range of choices and steady prices,” said GCAAR President Samantha Damato. “It’s still important to remember that last year at this time, the market still heavily favored sellers – and since then, it seems to have become more balanced.”

About GCAAR

The Greater Capital Area Association of REALTORS®, one of the largest local REALTOR® associations in the U.S., is the voice for REALTORS® in Washington, D.C. and Montgomery County, Maryland. Representing more than 12,000 real estate professionals in the greater capital area, GCAAR provides services vital to its members' daily business needs and works with lawmakers to ensure public policy that encourages homeownership and supports the real estate industry. For more information, visit www.GCAAR.com.

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