



CHERIE
BERGER
TEAM

March 2023

Warren Market Insights

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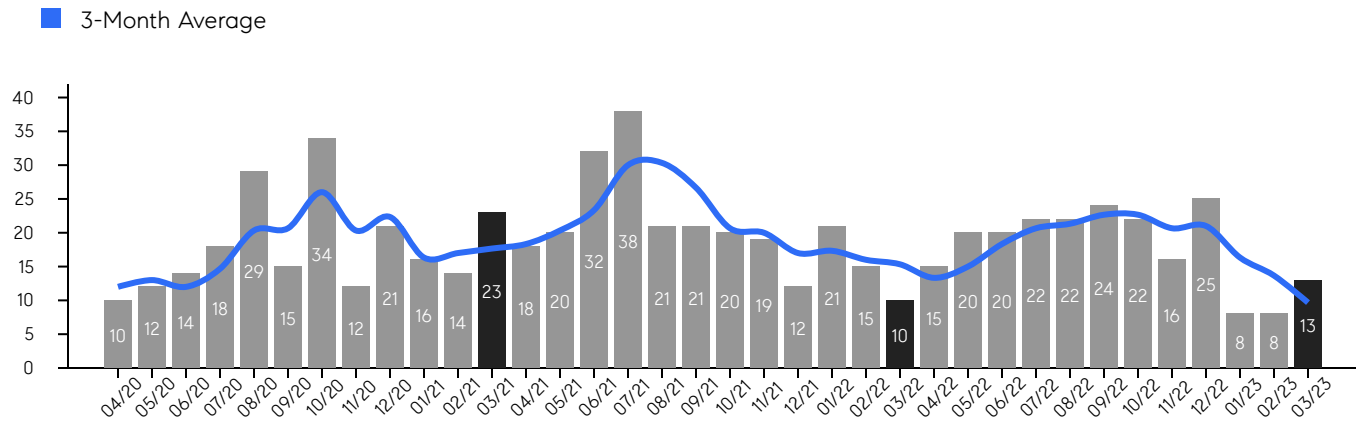
Market Profile & Trends Overview

The table belows shows data & statistics for March 2023 (CM), and the percentage difference of these metrics compared to data from last month (LM), the last three months (L3M), the same month last year (PYM), the entire last year (LY), prior year (PY), year-to-date (YTD), and the prior year-to-date (PYTD).

		CM	LM	L3M	PYM	LY	PY	YTD	PYTD
Inventory	# OF PROPERTIES	53	20%	27%	61%	13%	-8%	-	-
	MEDIAN PRICE	\$1,125,970	-9%	-9%	-1%	-2%	16%	-	-
	AVERAGE PRICE	\$1,182,949	-7%	-8%	-9%	-4%	5%	-	-
	PRICE PER SQFT	\$366	2%	-3%	4%	2%	22%	-	-
	MONTHS OF SUPPLY	4.1	-26%	-2%	24%	-65%	40%	-	-
New Listings	# OF PROPERTIES	30	76%	105%	3%	37%	7%	63	-21.2%
	MEDIAN PRICE	\$907,000	-26%	-23%	-2%	-4%	5%	\$1,059,278	18.8%
	AVERAGE PRICE	\$1,016,429	-16%	-11%	-13%	-4%	5%	\$1,149,776	19.0%
	PRICE PER SQFT	\$358	10%	5%	7%	8%	26%	\$343	28.0%
Sales	# OF PROPERTIES	13	63%	-5%	30%	-33%	-39%	29	-45.3%
	MEDIAN PRICE	\$890,000	7%	-4%	-21%	-7%	7%	\$900,000	28.6%
	AVERAGE PRICE	\$1,068,384	22%	16%	-7%	4%	15%	\$984,785	11.1%
	PRICE PER SQFT	\$339	26%	16%	16%	12%	25%	\$301	27.0%
	SALE-TO-LIST RATIO	97.9%	1.2%	1%	1.0%	-1.9%	-1.8%	97.1%	-0.4%

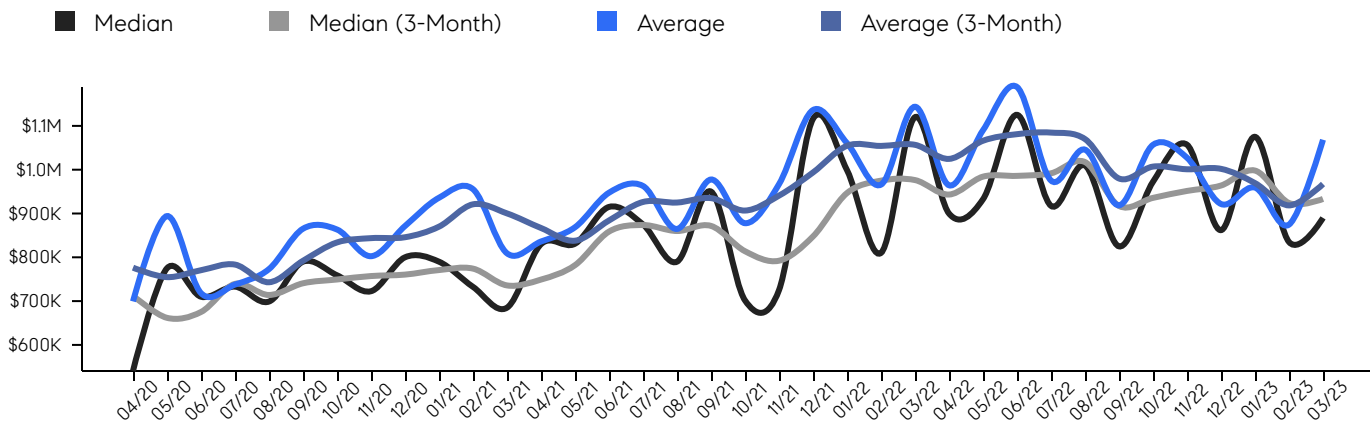
Property Sales

There were 13 sales in March 2023, a change of 30% from 10 in March 2022 and 63% from the 8 sales last month. Compared to March 2021 and 2022, sales were mid level. There have been 29 year-to-date (YTD) sales, which is -45.3% lower than last year's year-to-date sales of 53.



Property Prices

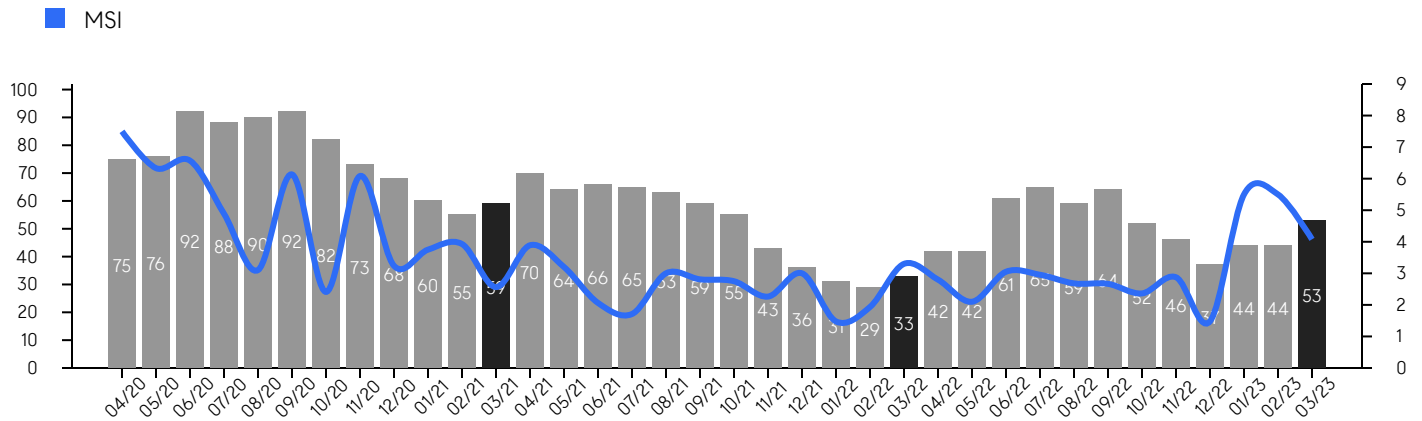
The median sales price in March 2023 was \$890,000, a change of -21% from \$1,119,907 in March 2022, and a change of 7% from \$835,000 last month. The average sales price in March 2023 was \$1,068,384, a change of -7% from \$1,143,692 in March 2022, and a change of 22% from \$874,625 last month, and was mid level compared to 2022 and 2021.



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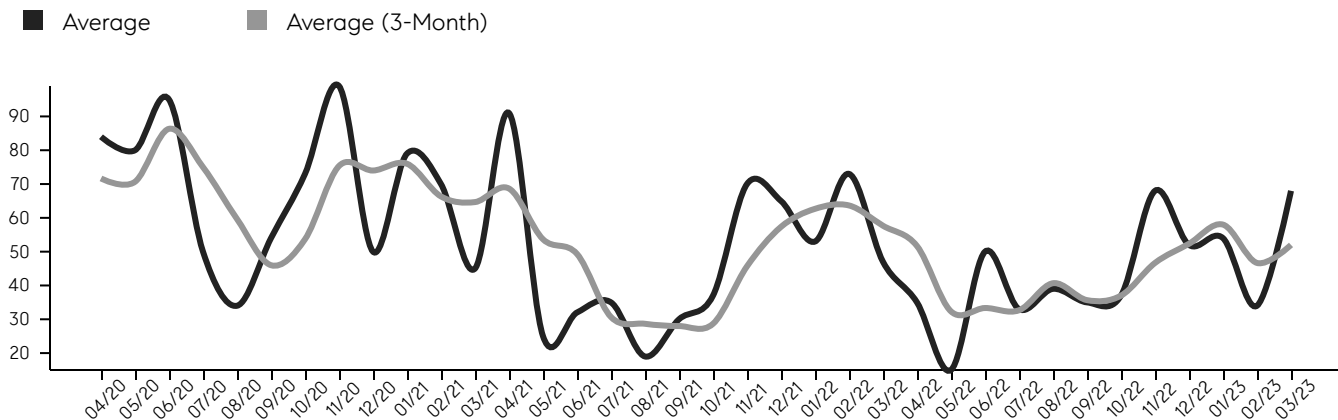
Inventory & MSI

The total inventory of properties available for sale as of March 2023 was 53, a difference of 20% from last month, and 61% from 33 in March 2022, and was at mid level compared to 2022 and 2021. The months of supply inventory (MSI) was at 4.1 months, a similar level compared to 2022 and 2021. A comparatively lower MSI benefits sellers, while a higher MSI benefits buyers.



Market Time

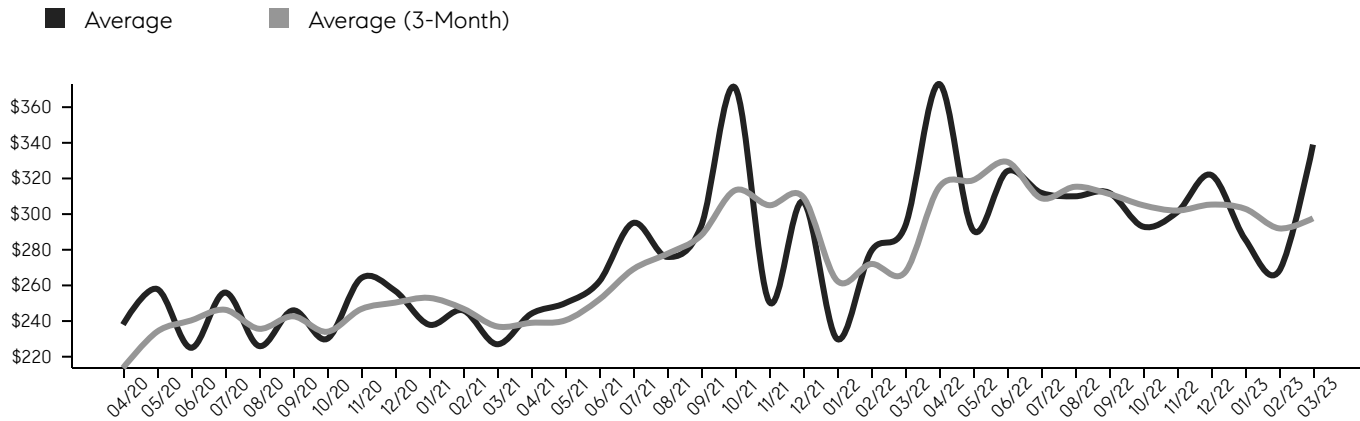
The average days on market (DOM) shows the number of days the average property is on the market before selling. An upward trend tends to indicate a move towards a buyer's market, while a downward trend tends to indicate a move to a seller's market. The DOM for March 2023 was 68, a change of 100% from 34 days last month, and 45% from 47 days in March 2022, and was at its lowest level compared to 2022 and 2021.



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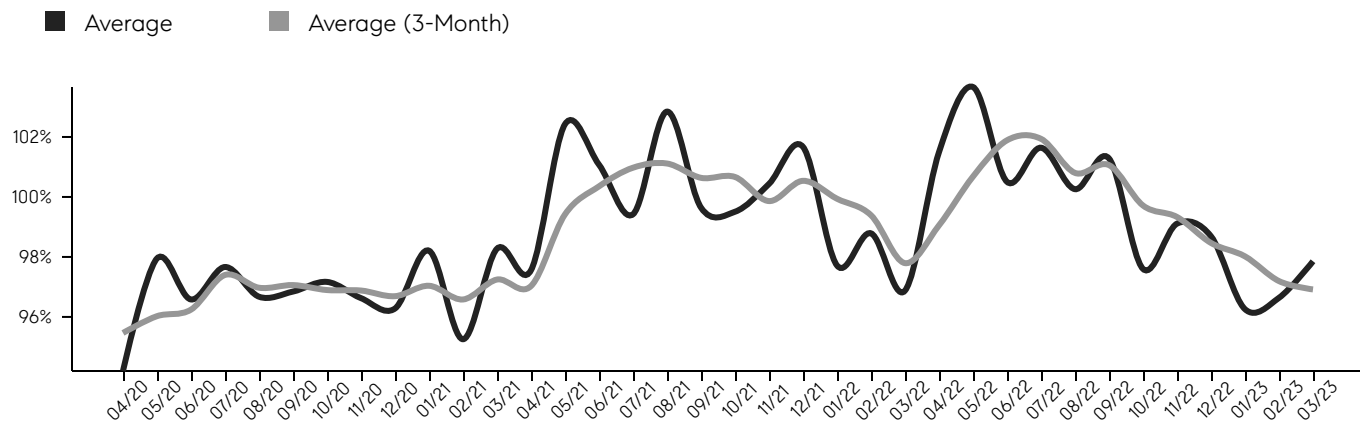
Selling Price Per Square Foot

The selling price per square foot (PPSF) is a great indicator for the direction of property values. Since median & average sales prices can be impacted by the "mix" of high or low end properties in the market, the selling price per square foot is a more normalized indicator on the direction of property values.



Selling Price vs. Listing Price

The selling price vs. listing price reveals the average amount that sellers are agreeing to come down from their list price. The lower the ratio is below 100%, the more of a buyer's market exists, while a ratio at or above 100% indicates more of a seller's market. The March 2023 selling price vs. listing price ratio was 97.9%, compared to 96.6% last month, and 96.9% in March 2022.



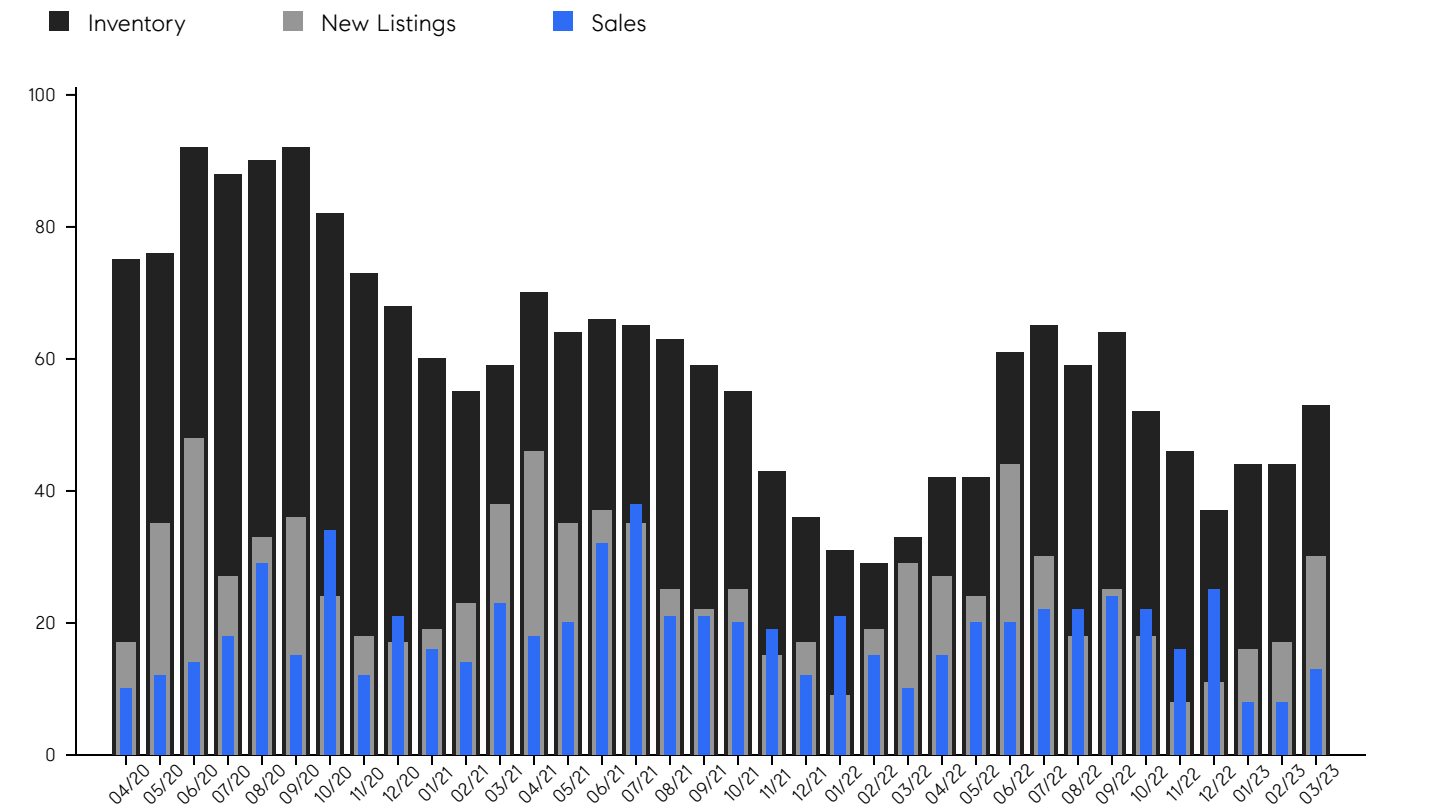
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MARCH 2023

Inventory, New Listings & Sales

This last view of the market combines monthly inventory of properties for sale along with new listings and sales. The graph shows the basic annual seasonality of the market, as well as the relationship between these items. The number of new listings in March 2023 was 30, a change of 76% from 17 last month and 3% from 29 in March 2022.



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MONTH	# OF SALES	3-MO AVG	MEDIAN SALE PRICE	3-MO AVG	AVERAGE SALE PRICE	3-MO AVG	DAYS ON MARKET	3-MO AVG	AVERAGE PPSF	3-MO AVG	SALE / LIST	3-MO AVG	INV	NEW LISTINGS	MSI
Mar '23	13	10	\$890K	\$933K	\$1.0M	\$967K	68	52	\$339	\$298	97.9%	96.9%	53	30	4.1
Feb '23	8	14	\$835K	\$924K	\$874K	\$918K	34	47	\$268	\$292	96.6%	97.2%	44	17	5.5
Jan '23	8	16	\$1.0M	\$998K	\$959K	\$969K	54	58	\$286	\$303	96.3%	98.0%	44	16	5.5
Dec '22	25	21	\$862K	\$964K	\$921K	\$1M	52	52	\$322	\$305	98.7%	98.5%	37	11	1.5
Nov '22	16	21	\$1.0M	\$952K	\$1.0M	\$1M	68	47	\$301	\$302	99.1%	99.3%	46	8	2.9
Oct '22	22	23	\$972K	\$936K	\$1.0M	\$1M	37	37	\$293	\$305	97.6%	99.7%	52	18	2.4
Sep '22	24	23	\$825K	\$917K	\$918K	\$980K	35	36	\$312	\$311	101.3%	101.1%	64	25	2.7
Aug '22	22	21	\$1.0M	\$1M	\$1.0M	\$1M	39	41	\$310	\$315	100.3%	100.8%	59	18	2.7
Jul '22	22	21	\$917K	\$992K	\$975K	\$1M	33	33	\$312	\$309	101.6%	101.9%	65	30	3.0
Jun '22	20	18	\$1.1M	\$986K	\$1.1M	\$1M	50	33	\$324	\$329	100.5%	101.9%	61	44	3.1
May '22	20	15	\$932K	\$984K	\$1.0M	\$1M	15	32	\$291	\$319	103.7%	100.7%	42	24	2.1
Apr '22	15	13	\$900K	\$943K	\$964K	\$1M	35	52	\$373	\$315	101.5%	99.1%	42	27	2.8
Mar '22	10	15	\$1.1M	\$976K	\$1.1M	\$1M	47	58	\$293	\$267	96.9%	97.8%	33	29	3.3
Feb '22	15	16	\$810K	\$975K	\$965K	\$1M	73	64	\$279	\$272	98.8%	99.4%	29	19	1.9
Jan '22	21	17	\$999K	\$947K	\$1.0M	\$1M	53	63	\$230	\$263	97.7%	99.9%	31	9	1.5
Dec '21	12	17	\$1.1M	\$848K	\$1.1M	\$994K	65	57	\$307	\$310	101.7%	100.5%	36	17	3.0
Nov '21	19	20	\$725K	\$792K	\$966K	\$941K	70	46	\$251	\$305	100.4%	99.9%	43	15	2.3
Oct '21	20	21	\$701K	\$814K	\$877K	\$907K	37	29	\$371	\$313	99.5%	100.7%	55	25	2.8
Sep '21	21	27	\$950K	\$872K	\$977K	\$935K	30	28	\$293	\$288	99.6%	100.6%	59	22	2.8
Aug '21	21	30	\$790K	\$860K	\$864K	\$925K	19	29	\$276	\$278	102.8%	101.1%	63	25	3.0
Jul '21	38	30	\$875K	\$874K	\$962K	\$926K	35	31	\$295	\$269	99.4%	101.0%	65	35	1.7
Jun '21	32	23	\$915K	\$859K	\$947K	\$884K	32	49	\$262	\$252	101.1%	100.4%	66	37	2.1
May '21	20	20	\$831K	\$782K	\$868K	\$838K	25	54	\$250	\$240	102.4%	99.4%	64	35	3.2
Apr '21	18	18	\$830K	\$749K	\$836K	\$867K	91	69	\$244	\$239	97.6%	97.0%	70	46	3.9
Mar '21	23	18	\$685K	\$736K	\$809K	\$900K	45	65	\$227	\$237	98.3%	97.2%	59	38	2.6
Feb '21	14	17	\$732K	\$774K	\$955K	\$921K	70	66	\$246	\$247	95.3%	96.6%	55	23	3.9
Jan '21	16	16	\$790K	\$771K	\$935K	\$870K	79	76	\$238	\$253	98.2%	97.0%	60	19	3.8
Dec '20	21	22	\$800K	\$761K	\$871K	\$846K	50	74	\$257	\$250	96.3%	96.7%	68	17	3.2
Nov '20	12	20	\$722K	\$757K	\$802K	\$844K	99	75	\$264	\$247	96.6%	96.9%	73	18	6.1
Oct '20	34	26	\$759K	\$749K	\$863K	\$834K	73	54	\$230	\$234	97.2%	96.9%	82	24	2.4
Sep '20	15	21	\$790K	\$741K	\$865K	\$792K	54	46	\$246	\$243	96.8%	97.1%	92	36	6.1
Aug '20	29	20	\$699K	\$714K	\$773K	\$743K	34	60	\$226	\$236	96.7%	97.0%	90	33	3.1
Jul '20	18	15	\$733K	\$739K	\$737K	\$783K	50	75	\$256	\$246	97.7%	97.4%	88	27	4.9
Jun '20	14	12	\$710K	\$675K	\$718K	\$771K	95	86	\$225	\$240	96.6%	96.2%	92	48	6.6
May '20	12	13	\$775K	\$662K	\$894K	\$755K	80	71	\$258	\$234	97.9%	96.0%	76	35	6.3
Apr '20	10	12	\$540K	\$712K	\$699K	\$776K	84	72	\$238	\$214	94.2%	95.5%	75	17	7.5

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