



CHERIE
BERGER
TEAM

November 2023

Warren Market Insights

CONFIDENTIAL

Market Profile & Trends Overview

The table belows shows data & statistics for November 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	37	-21%	-17%	-27%	-33%	-35%	-	-
	MEDIAN PRICE	\$1,099,999	-4%	-6%	-2%	-4%	11%	-	-
	AVERAGE PRICE	\$1,529,043	3%	2%	27%	22%	34%	-	-
	PRICE PER SQFT	\$376	0%	-3%	4%	9%	25%	-	-
	MONTHS OF SUPPLY	2.8	9%	3%	-11%	-45%	2%	-	-
New Listings	# OF PROPERTIES	15	-29%	-31%	88%	-40%	-46%	255	-20.3%
	MEDIAN PRICE	\$969,990	-16%	-11%	34%	0%	12%	\$1,074,995	23.7%
	AVERAGE PRICE	\$986,585	-16%	-20%	26%	-9%	2%	\$1,225,509	26.2%
	PRICE PER SQFT	\$311	-12%	-14%	20%	-7%	9%	\$357	28.4%
Sales	# OF PROPERTIES	13	-28%	-22%	-19%	-31%	-40%	173	-28.8%
	MEDIAN PRICE	\$925,000	-13%	-13%	-12%	-4%	13%	\$999,000	19.1%
	AVERAGE PRICE	\$1,036,285	3%	-13%	1%	0%	14%	\$1,120,541	23.0%
	PRICE PER SQFT	\$303	-24%	-17%	1%	0%	14%	\$344	30.8%
	SALE-TO-LIST RATIO	98.1%	-3.7%	-3%	-1.0%	-1.7%	-1.6%	100.2%	0.5%

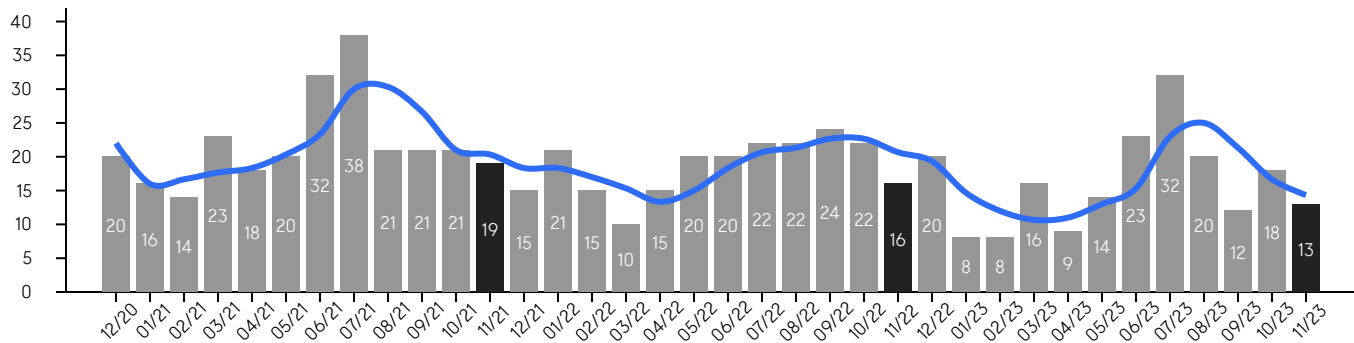
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Property Sales

There were 13 sales in November 2023, a change of -19% from 16 in November 2022 and -28% from the 18 sales last month. Compared to November 2021 and 2022, sales were at their lowest level. There have been 173 year-to-date (YTD) sales, which is -28.8% lower than last year's year-to-date sales of 243.

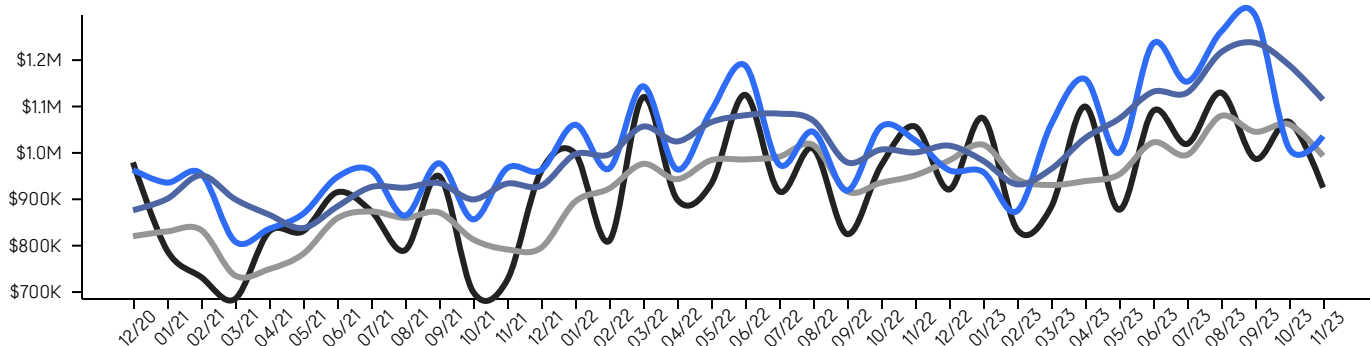
■ 3-Month Average



Property Prices

The median sales price in November 2023 was \$925,000, a change of -12% from \$1,057,000 in November 2022, and a change of -13% from \$1,067,139 last month. The average sales price in November 2023 was \$1,036,285, a change of 1% from \$1,027,351 in November 2022, and a change of 3% from \$1,009,930 last month, and was at its highest level compared to 2022 and 2021.

■ Median ■ Median (3-Month) ■ Average ■ Average (3-Month)



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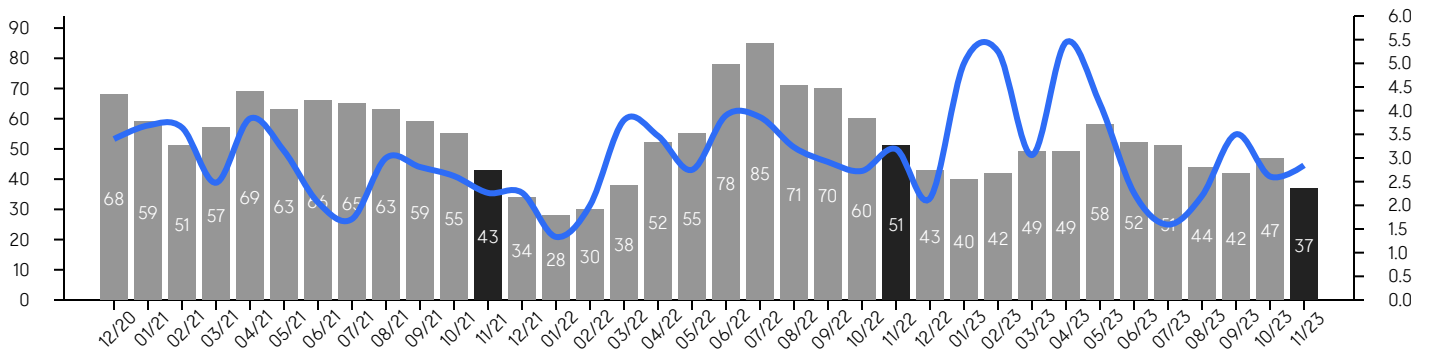
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Inventory & MSI

The total inventory of properties available for sale as of November 2023 was 37, a difference of -21% from last month, and -27% from 51 in November 2022, and was at its lowest level compared to 2022 and 2021. The months of supply inventory (MSI) was at 2.8 months, a similar level compared to 2022 and 2021. A comparatively lower MSI benefits sellers, while a higher MSI benefits buyers.

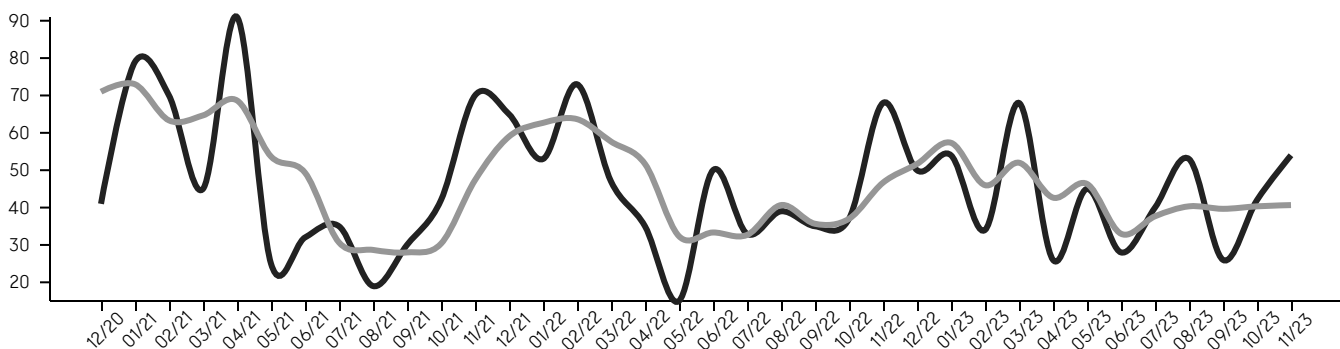
■ MSI



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 November 2023 was 54, a change of 29% from 42 days last month, and -21% from 68 days in November 2022, and was at its lowest level compared to 2022 and 2021.

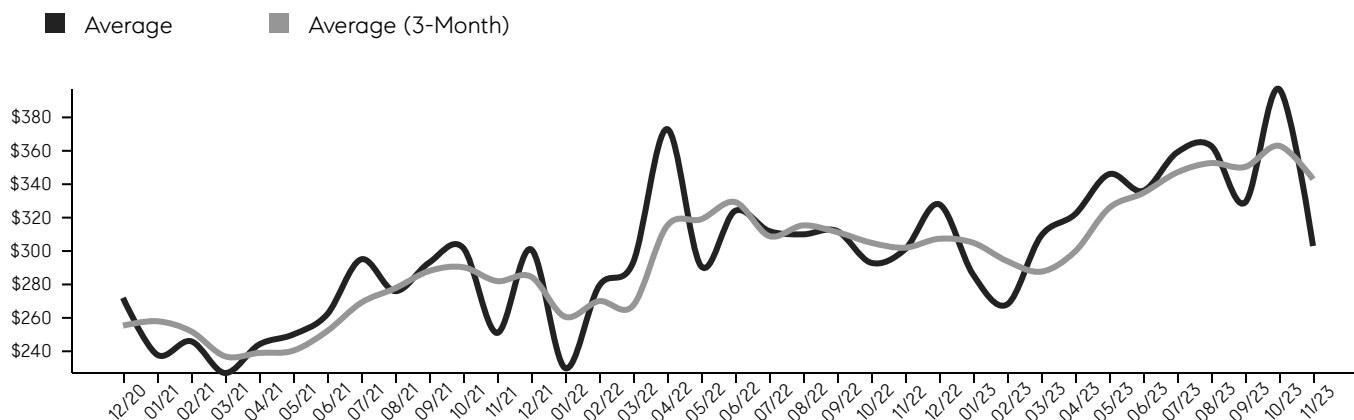
■ Average ■ Average (3-Month)



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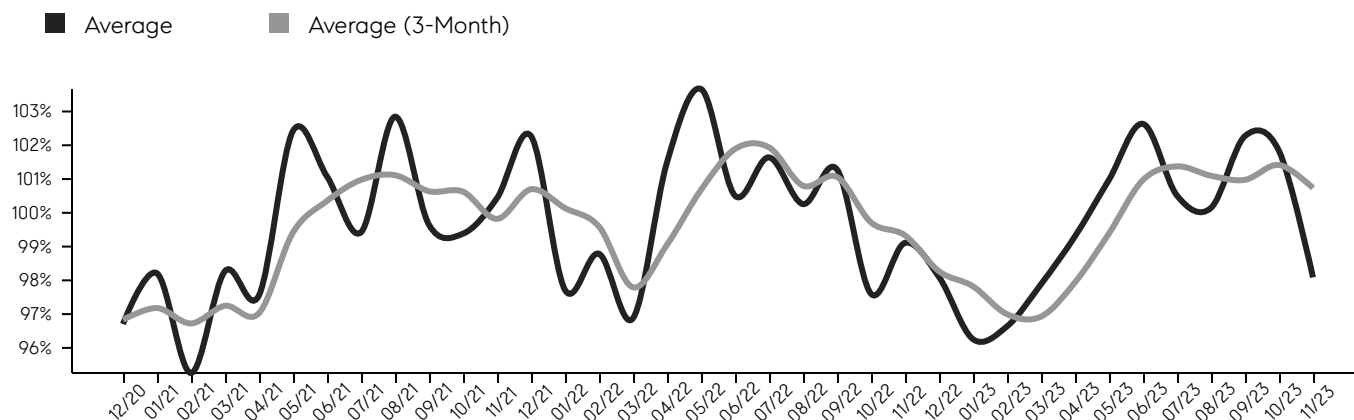
Selling Price Per Square Foot

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 November 2023 selling price vs. listing price ratio was 98.1%, compared to 101.8% last month, and 99.1% in November 2022.



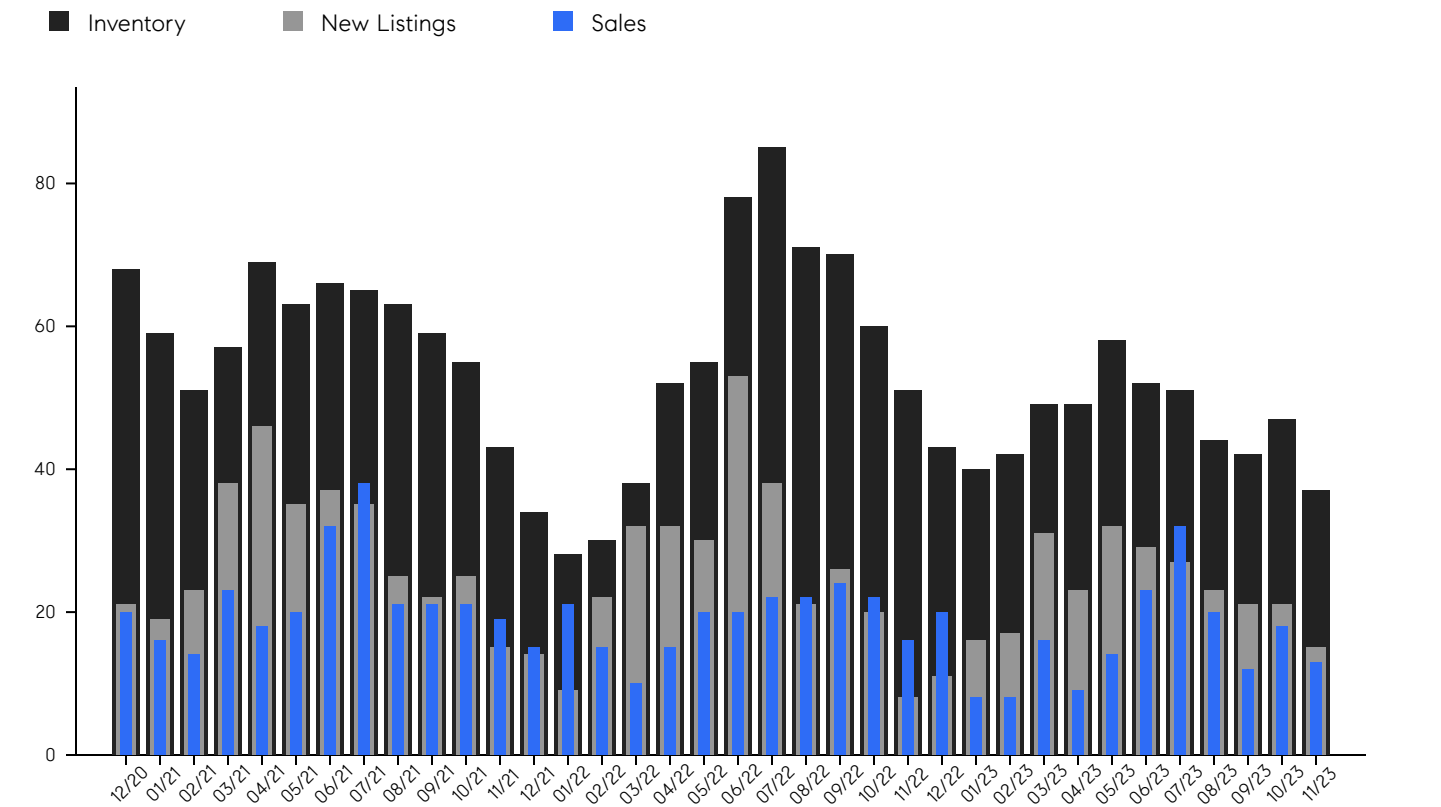
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Inventory, New Listings & Sales

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 November 2023 was 15, a change of -29% from 21 last month and 88% from 8 in November 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
Nov '23	13	14	\$925K	\$993K	\$1.0M	\$1M	54	41	\$303	\$343	98.1%	100.7%	37	15	2.8
Oct '23	18	17	\$1.0M	\$1M	\$1.0M	\$1M	42	40	\$397	\$363	101.8%	101.4%	47	21	2.6
Sep '23	12	21	\$987K	\$1M	\$1.2M	\$1M	26	40	\$329	\$350	102.3%	101.0%	42	21	3.5
Aug '23	20	25	\$1.1M	\$1M	\$1.2M	\$1M	53	40	\$363	\$353	100.1%	101.1%	44	23	2.2
Jul '23	32	23	\$1.0M	\$996K	\$1.1M	\$1M	40	38	\$359	\$347	100.5%	101.4%	51	27	1.6
Jun '23	23	15	\$1.0M	\$1M	\$1.2M	\$1M	28	33	\$336	\$335	102.6%	101.0%	52	29	2.3
May '23	14	13	\$877K	\$953K	\$1.0M	\$1M	45	46	\$346	\$326	101.0%	99.4%	58	32	4.1
Apr '23	9	11	\$1.1M	\$939K	\$1.1M	\$1M	26	43	\$322	\$300	99.3%	97.9%	49	23	5.4
Mar '23	16	11	\$882K	\$931K	\$1.0M	\$965K	68	52	\$309	\$288	97.9%	96.9%	49	31	3.1
Feb '23	8	12	\$835K	\$944K	\$874K	\$932K	34	46	\$268	\$294	96.6%	97.0%	42	17	5.3
Jan '23	8	15	\$1.0M	\$1M	\$959K	\$983K	54	57	\$286	\$305	96.3%	97.8%	40	16	5.0
Dec '22	20	19	\$921K	\$984K	\$962K	\$1M	50	52	\$328	\$307	98.1%	98.3%	43	11	2.2
Nov '22	16	21	\$1.0M	\$952K	\$1.0M	\$1M	68	47	\$301	\$302	99.1%	99.3%	51	8	3.2
Oct '22	22	23	\$972K	\$936K	\$1.0M	\$1M	37	37	\$293	\$305	97.6%	99.7%	60	20	2.7
Sep '22	24	23	\$825K	\$917K	\$918K	\$980K	35	36	\$312	\$311	101.3%	101.1%	70	26	2.9
Aug '22	22	21	\$1.0M	\$1M	\$1.0M	\$1M	39	41	\$310	\$315	100.3%	100.8%	71	21	3.2
Jul '22	22	21	\$917K	\$992K	\$975K	\$1M	33	33	\$312	\$309	101.6%	101.9%	85	38	3.9
Jun '22	20	18	\$1.1M	\$986K	\$1.1M	\$1M	50	33	\$324	\$329	100.5%	101.9%	78	53	3.9
May '22	20	15	\$932K	\$984K	\$1.0M	\$1M	15	32	\$291	\$319	103.7%	100.7%	55	30	2.8
Apr '22	15	13	\$900K	\$943K	\$964K	\$1M	35	52	\$373	\$315	101.5%	99.1%	52	32	3.5
Mar '22	10	15	\$1.1M	\$976K	\$1.1M	\$1M	47	58	\$293	\$267	96.9%	97.8%	38	32	3.8
Feb '22	15	17	\$810K	\$923K	\$965K	\$997K	73	64	\$279	\$270	98.8%	99.6%	30	22	2.0
Jan '22	21	18	\$999K	\$895K	\$1.0M	\$997K	53	63	\$230	\$261	97.7%	100.1%	28	9	1.3
Dec '21	15	18	\$959K	\$795K	\$962K	\$929K	65	59	\$301	\$285	102.3%	100.7%	34	14	2.3
Nov '21	19	20	\$725K	\$792K	\$966K	\$934K	70	47	\$251	\$282	100.4%	99.8%	43	15	2.3
Oct '21	21	21	\$701K	\$814K	\$856K	\$900K	42	30	\$302	\$290	99.4%	100.6%	55	25	2.6
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%	63	35	3.2
Apr '21	18	18	\$830K	\$749K	\$836K	\$867K	91	69	\$244	\$239	97.6%	97.0%	69	46	3.8
Mar '21	23	18	\$685K	\$736K	\$809K	\$900K	45	65	\$227	\$237	98.3%	97.2%	57	38	2.5
Feb '21	14	17	\$732K	\$834K	\$955K	\$952K	70	63	\$246	\$252	95.3%	96.7%	51	23	3.6
Jan '21	16	16	\$790K	\$831K	\$935K	\$901K	79	73	\$238	\$258	98.2%	97.2%	59	19	3.7
Dec '20	20	22	\$979K	\$820K	\$963K	\$876K	41	71	\$272	\$255	96.7%	96.8%	68	21	3.4

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