



CHERIE
BERGER
TEAM

September 2024

Martinsville Market Insights

Martinsville

SEPTEMBER 2024

Market Profile & Trends Overview

The table belows shows data & statistics for September 2024 (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	11	0%	-6%	0%	23%	45%	-	-
	MEDIAN PRICE	\$769,000	-12%	-25%	-10%	-35%	-28%	-	-
	AVERAGE PRICE	\$1,153,900	-3%	-4%	21%	7%	9%	-	-
	PRICE PER SQFT	\$425	18%	31%	2%	5%	28%	-	-
	MONTHS OF SUPPLY	2.2	0%	11%	0%	-83%	-40%	-	-
New Listings	# OF PROPERTIES	9	125%	35%	50%	135%	89%	56	27.3%
	MEDIAN PRICE	\$750,000	-4%	-3%	25%	5%	-2%	\$847,000	10.4%
	AVERAGE PRICE	\$1,119,656	10%	16%	80%	39%	39%	\$1,040,286	23.0%
	PRICE PER SQFT	\$447	-20%	14%	49%	109%	85%	\$320	7.0%
Sales	# OF PROPERTIES	5	0%	-21%	0%	62%	25%	37	12.1%
	MEDIAN PRICE	\$790,000	-20%	-14%	-5%	40%	3%	\$808,000	7.7%
	AVERAGE PRICE	\$1,030,000	7%	0%	-2%	57%	29%	\$949,307	17.3%
	PRICE PER SQFT	\$0	0%	0%	0%	0%	0%	\$306	9.3%
	SALE-TO-LIST RATIO	101.6%	-4.7%	-3%	-1.6%	14.9%	0.6%	103.4%	1.1%

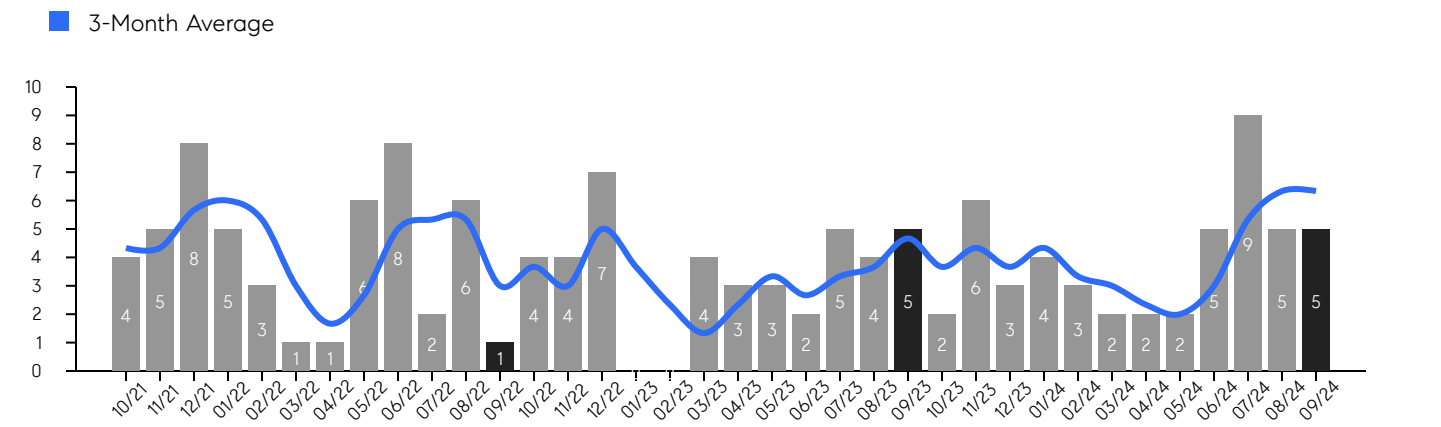
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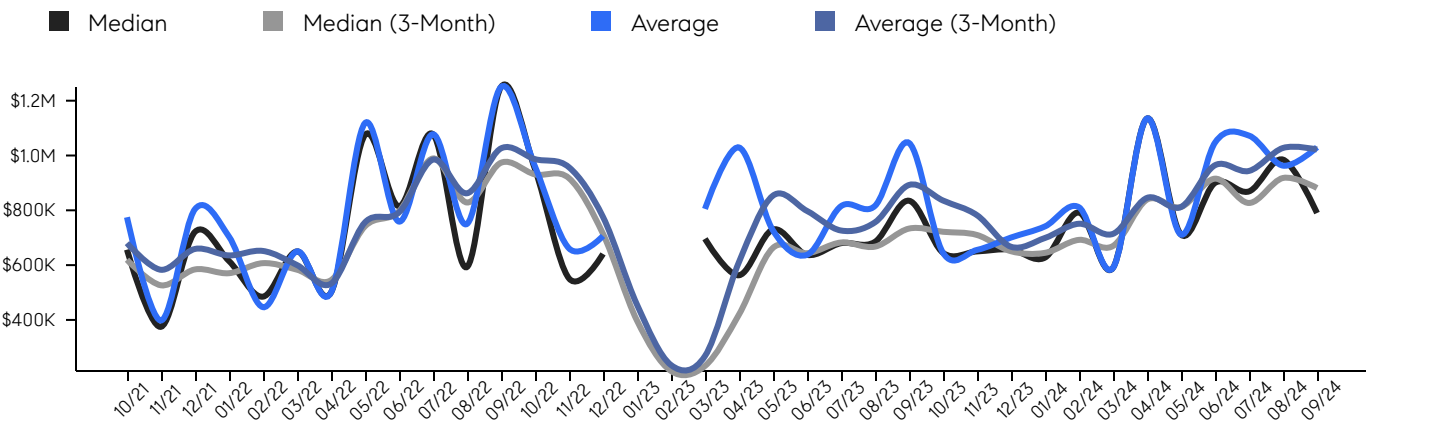
Property Sales

There were 5 sales in September 2024, a change of 0% from 5 in September 2023 and 0% from the 5 sales last month. Compared to September 2022 and 2023, sales were at a similar level. There have been 37 year-to-date (YTD) sales, which is 12.1% higher than last year's year-to-date sales of 33.



Property Prices

The median sales price in September 2024 was \$790,000, a change of -5% from \$835,000 in September 2023, and a change of -20% from \$985,000 last month. The average sales price in September 2024 was \$1,030,000, a change of -2% from \$1,046,000 in September 2023, and a change of 7% from \$963,000 last month, and was at its lowest level compared to 2023 and 2022.



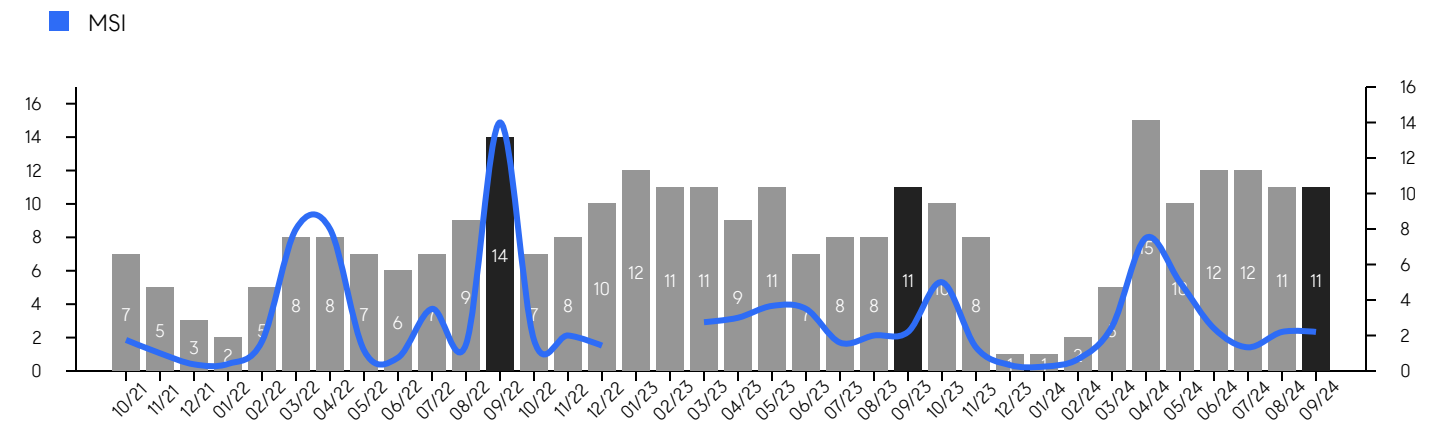
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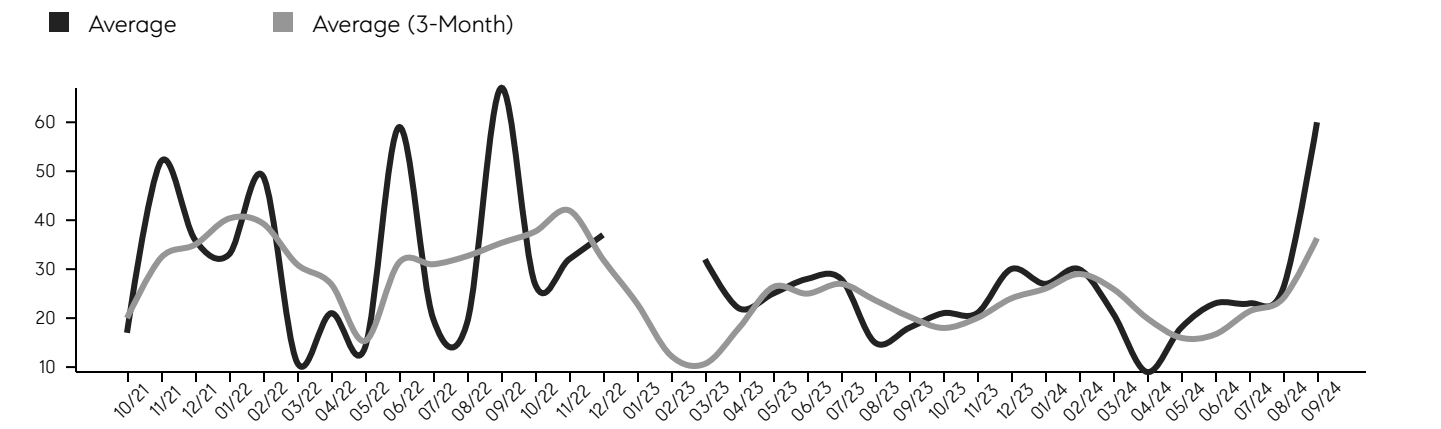
Inventory & MSI

The total inventory of properties available for sale as of September 2024 was 11, a difference of 0% from - last month, and 0% from 11 in September 2023, and was at a similar level compared to 2023 and 2022. The months of supply inventory (MSI) was at 2.2 months, a similar level compared to 2023 and 2022. 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 September 2024 was 60, a change of 131% from 26 days last month, and 233% from 18 days in September 2023, and was at its lowest level compared to 2023 and 2022.



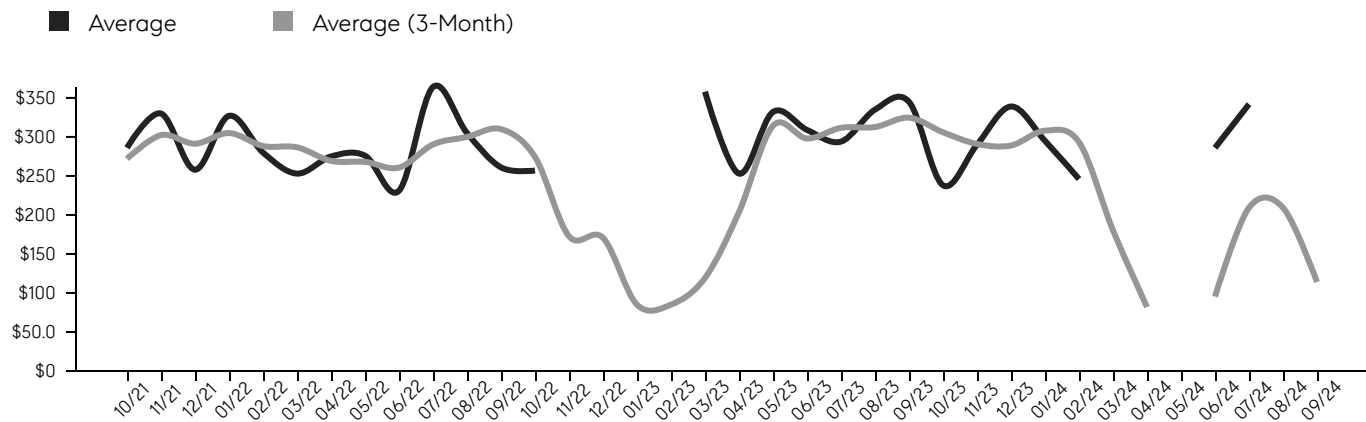
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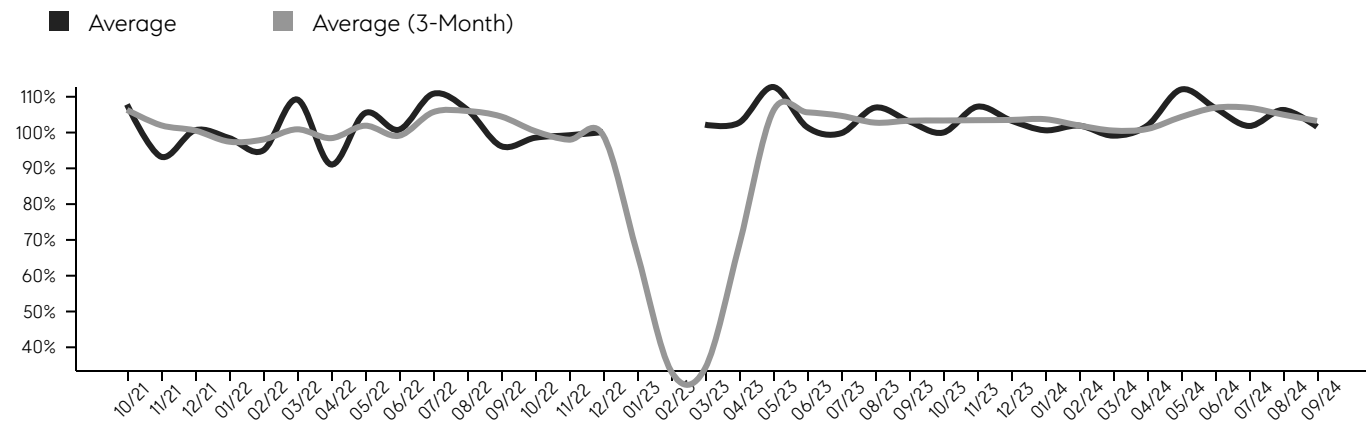
Selling Price Per Square Foot

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 September 2024 selling price vs. listing price ratio was 101.6%, compared to 106.3% last month, and 103.2% in September 2023.



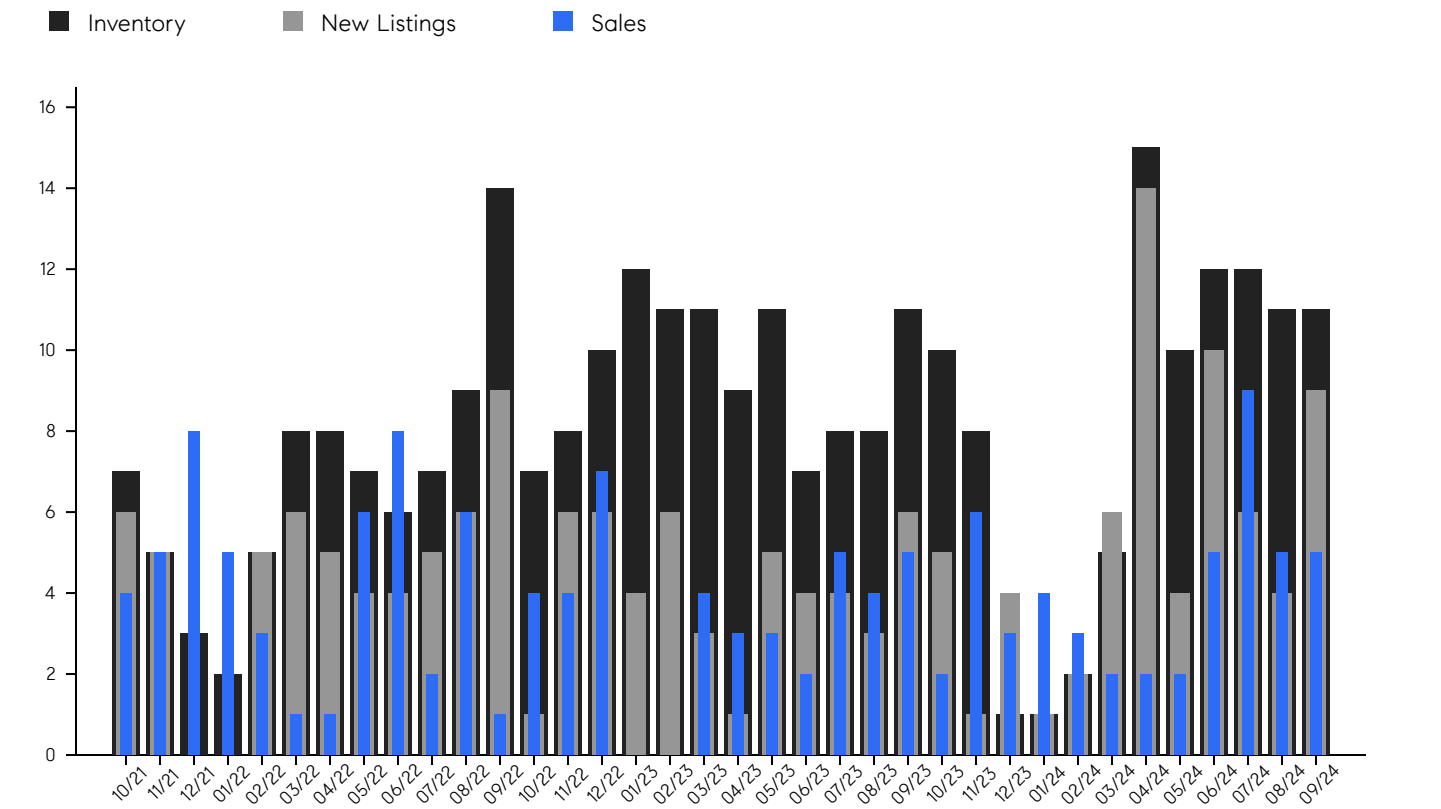
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Inventory, New Listings & Sales

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 September 2024 was 9, a change of 125% from 4 last month and 50% from 6 in September 2023.



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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
Sep '24	5	6	\$790K	\$881K	\$1.0M	\$1M	60	36	\$0	\$114	101.6%	103.2%	11	9	2.2
Aug '24	5	6	\$985K	\$918K	\$963K	\$1M	26	24	\$0	\$209	106.3%	105.0%	11	4	2.2
Jul '24	9	5	\$869K	\$827K	\$1.0M	\$944K	23	21	\$342	\$209	101.8%	106.9%	12	6	1.3
Jun '24	5	3	\$900K	\$916K	\$1.0M	\$965K	23	17	\$286	\$95	106.9%	106.9%	12	10	2.4
May '24	2	2	\$711K	\$812K	\$711K	\$812K	18	16	\$0	\$0	112.0%	104.3%	10	4	5.0
Apr '24	2	2	\$1.1M	\$839K	\$1.1M	\$845K	9	20	\$0	\$82	101.9%	101.0%	15	14	7.5
Mar '24	2	3	\$590K	\$670K	\$590K	\$714K	21	26	\$0	\$180	99.1%	100.6%	5	6	2.5
Feb '24	3	3	\$792K	\$692K	\$811K	\$751K	30	29	\$246	\$293	101.9%	102.0%	2	2	0.7
Jan '24	4	4	\$627K	\$645K	\$741K	\$699K	27	26	\$295	\$308	100.6%	103.7%	1	1	0.3
Dec '23	3	4	\$657K	\$651K	\$700K	\$667K	30	24	\$339	\$289	103.4%	103.5%	1	4	0.3
Nov '23	6	4	\$650K	\$710K	\$655K	\$782K	21	20	\$290	\$291	107.2%	103.5%	8	1	1.3
Oct '23	2	4	\$645K	\$722K	\$645K	\$836K	21	18	\$238	\$306	100.0%	103.4%	10	5	5.0
Sep '23	5	5	\$835K	\$733K	\$1.0M	\$892K	18	20	\$345	\$325	103.2%	103.3%	11	6	2.2
Aug '23	4	4	\$685K	\$668K	\$816K	\$756K	15	24	\$335	\$313	107.0%	102.8%	8	3	2.0
Jul '23	5	3	\$680K	\$683K	\$815K	\$726K	28	27	\$294	\$312	99.8%	104.7%	8	4	1.6
Jun '23	2	3	\$637K	\$644K	\$637K	\$798K	28	25	\$309	\$298	101.5%	105.7%	7	4	3.5
May '23	3	3	\$730K	\$663K	\$726K	\$854K	25	26	\$332	\$314	112.7%	105.9%	11	5	3.7
Apr '23	3	2	\$563K	\$420K	\$1.0M	\$611K	22	18	\$253	\$204	102.7%	68.3%	9	1	3.0
Mar '23	4	1	\$696K	\$232K	\$805K	\$268K	32	11	\$358	\$119	102.2%	34.1%	11	3	2.8
Feb '23	0	2	-	\$214K	-	\$235K	-	12	-	\$85	-	33.4%	11	6	N/A
Jan '23	0	4	-	\$398K	-	\$456K	-	23	-	\$85	-	66.5%	12	4	N/A
Dec '22	7	5	\$641K	\$714K	\$706K	\$776K	37	32	\$255	\$171	100.1%	99.3%	10	6	1.4
Nov '22	4	3	\$551K	\$917K	\$661K	\$957K	32	42	\$0	\$173	99.2%	98.0%	8	6	2.0
Oct '22	4	4	\$950K	\$931K	\$960K	\$987K	27	38	\$257	\$274	98.5%	100.4%	7	1	1.8
Sep '22	1	3	\$1.2M	\$974K	\$1.2M	\$1M	67	35	\$261	\$310	96.2%	104.5%	14	9	14.0
Aug '22	6	5	\$593K	\$829K	\$750K	\$862K	19	33	\$305	\$300	106.5%	106.0%	9	6	1.5
Jul '22	2	5	\$1.0M	\$989K	\$1.0M	\$985K	20	31	\$364	\$290	110.8%	105.7%	7	5	3.5
Jun '22	8	5	\$815K	\$797K	\$758K	\$792K	59	31	\$231	\$261	100.8%	99.1%	6	4	0.8
May '22	6	3	\$1.0M	\$742K	\$1.1M	\$756K	14	15	\$276	\$268	105.4%	101.9%	7	4	1.2
Apr '22	1	2	\$500K	\$545K	\$500K	\$532K	21	27	\$275	\$269	91.1%	98.4%	8	5	8.0
Mar '22	1	3	\$650K	\$583K	\$650K	\$600K	11	31	\$253	\$287	109.2%	100.9%	8	6	8.0
Feb '22	3	5	\$485K	\$607K	\$446K	\$652K	49	39	\$280	\$288	95.0%	98.0%	5	5	1.7
Jan '22	5	6	\$615K	\$571K	\$704K	\$635K	33	40	\$327	\$305	98.5%	97.5%	2	0	0.4
Dec '21	8	6	\$721K	\$584K	\$804K	\$659K	36	35	\$258	\$291	100.6%	100.6%	3	0	0.4
Nov '21	5	4	\$375K	\$526K	\$398K	\$583K	52	32	\$330	\$302	93.3%	102.0%	5	5	1.0
Oct '21	4	4	\$656K	\$620K	\$774K	\$680K	17	20	\$286	\$272	107.8%	106.3%	7	6	1.8

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