



CHERIE  
BERGER  
TEAM

September 2024

Warren  
Market Insights

## 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).

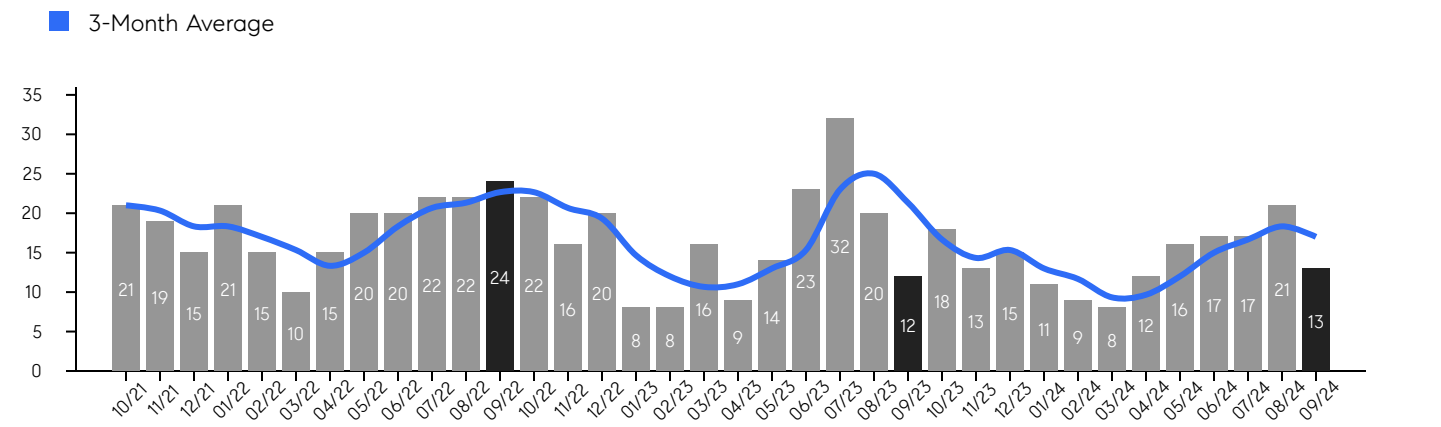
		CM	LM	L3M	PYM	LY	PY	YTD	PYTD
Inventory	# OF PROPERTIES	33	10%	-8%	-21%	-25%	-40%	-	-
	MEDIAN PRICE	\$1,195,000	3%	5%	6%	4%	4%	-	-
	AVERAGE PRICE	\$1,216,115	-6%	-9%	-21%	-11%	-3%	-	-
	PRICE PER SQFT	\$410	0%	-2%	8%	4%	19%	-	-
	MONTHS OF SUPPLY	2.5	78%	27%	-27%	-48%	-14%	-	-
New Listings	# OF PROPERTIES	22	57%	18%	5%	2%	-13%	176	-33.1%
	MEDIAN PRICE	\$1,137,500	-11%	8%	17%	2%	18%	\$1,112,500	12.5%
	AVERAGE PRICE	\$1,179,492	-7%	-2%	-7%	-7%	9%	\$1,225,522	9.3%
	PRICE PER SQFT	\$391	10%	-2%	15%	12%	17%	\$380	15.9%
Sales	# OF PROPERTIES	13	-38%	-29%	8%	-17%	-31%	124	-26.6%
	MEDIAN PRICE	\$875,000	-42%	-32%	-11%	-14%	-9%	\$1,189,500	26.5%
	AVERAGE PRICE	\$1,122,423	-28%	-15%	-13%	2%	9%	\$1,271,210	22.9%
	PRICE PER SQFT	\$344	-15%	-10%	5%	4%	13%	\$368	21.1%
	SALE-TO-LIST RATIO	102.0%	0.8%	-1%	-0.3%	2.4%	2.2%	101.4%	0.9%

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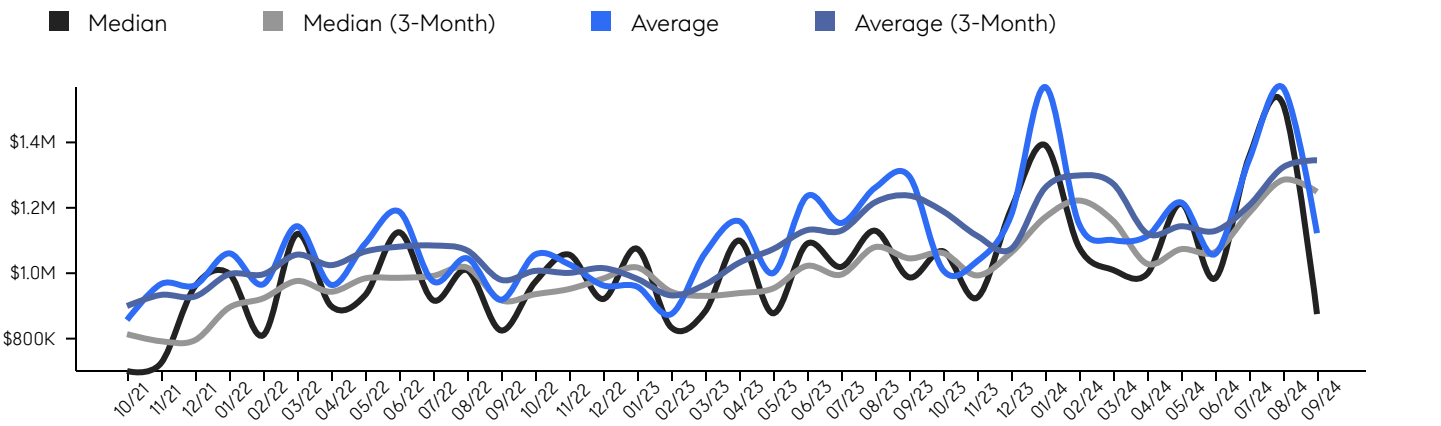
## Property Sales

There were 13 sales in September 2024, a change of 8% from 12 in September 2023 and -38% from the 21 sales last month. Compared to September 2022 and 2023, sales were mid level. There have been 124 year-to-date (YTD) sales, which is -26.6% lower than last year's year-to-date sales of 169.



## Property Prices

The median sales price in September 2024 was \$875,000, a change of -11% from \$987,500 in September 2023, and a change of -42% from \$1,517,000 last month. The average sales price in September 2024 was \$1,122,423, a change of -13% from \$1,297,317 in September 2023, and a change of -28% from \$1,567,265 last month, and was mid level compared to 2023 and 2022.



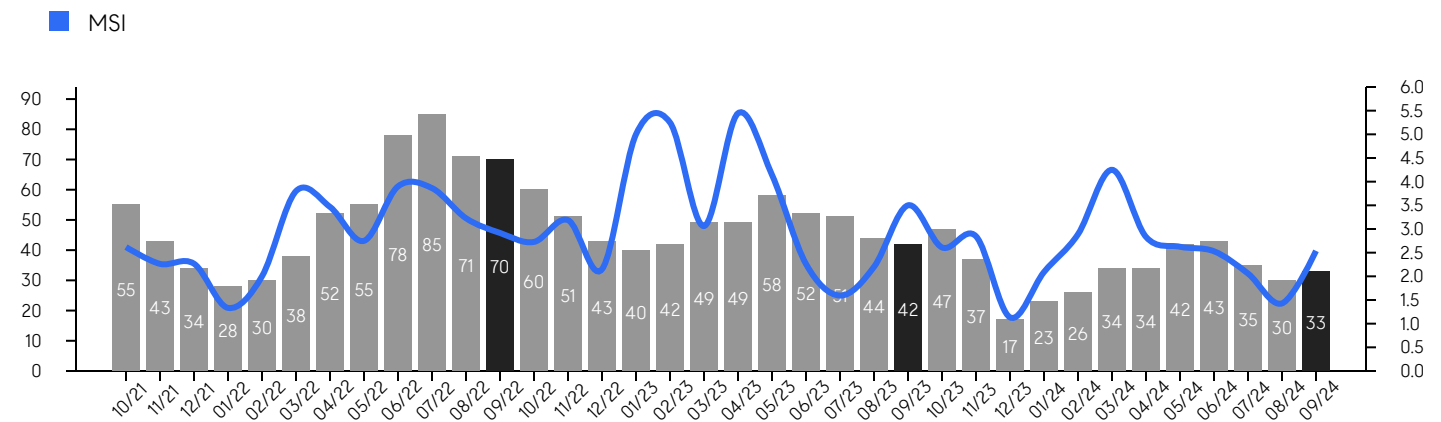
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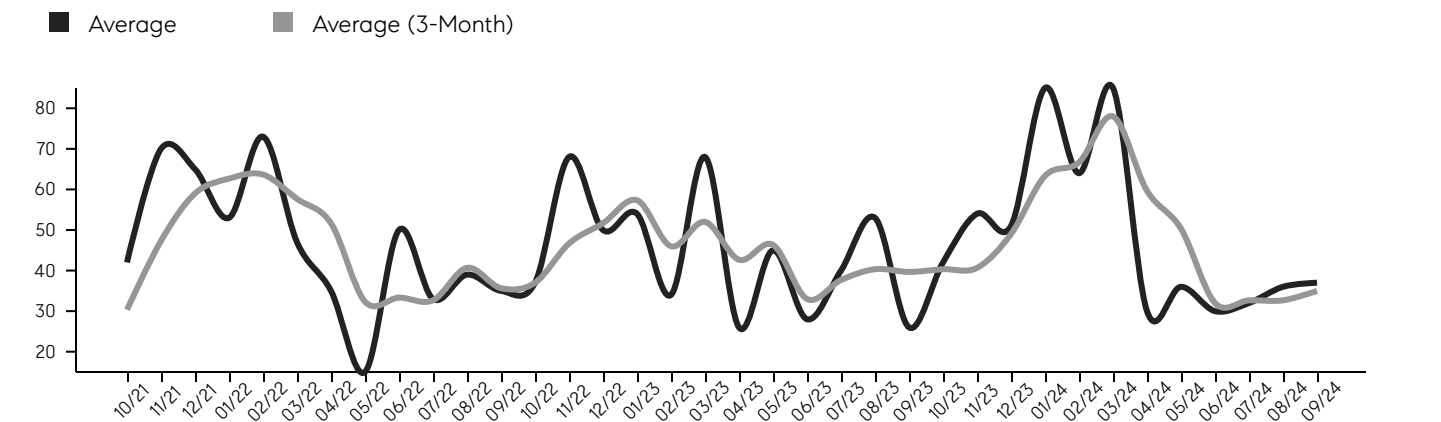
## Inventory & MSI

The total inventory of properties available for sale as of September 2024 was 33, a difference of 10% from - last month, and -21% from 42 in September 2023, and was at its lowest level compared to 2023 and 2022. The months of supply inventory (MSI) was at 2.5 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 37, a change of 3% from 36 days last month, and 42% from 26 days in September 2023, and was at its lowest level compared to 2023 and 2022.



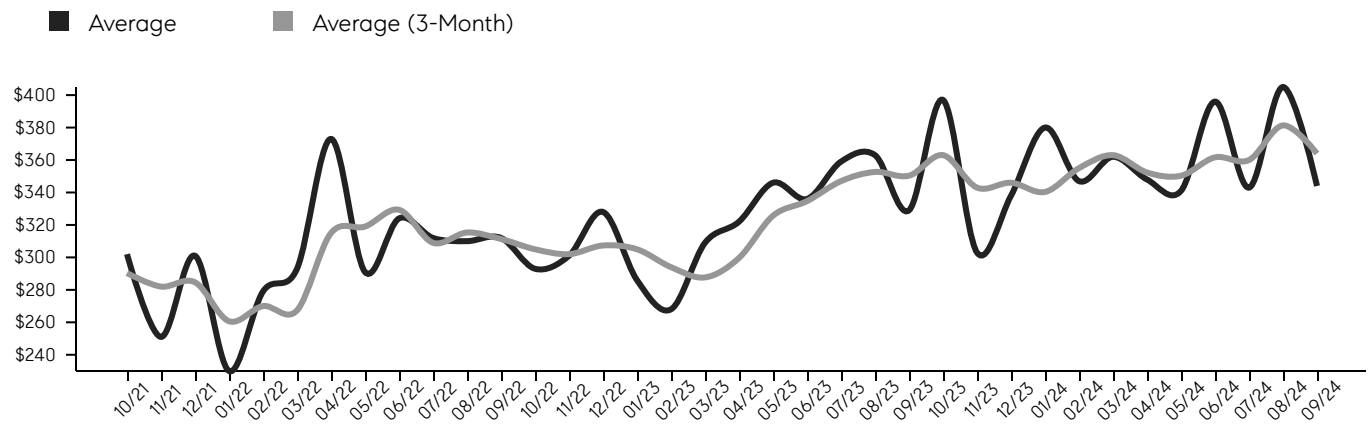
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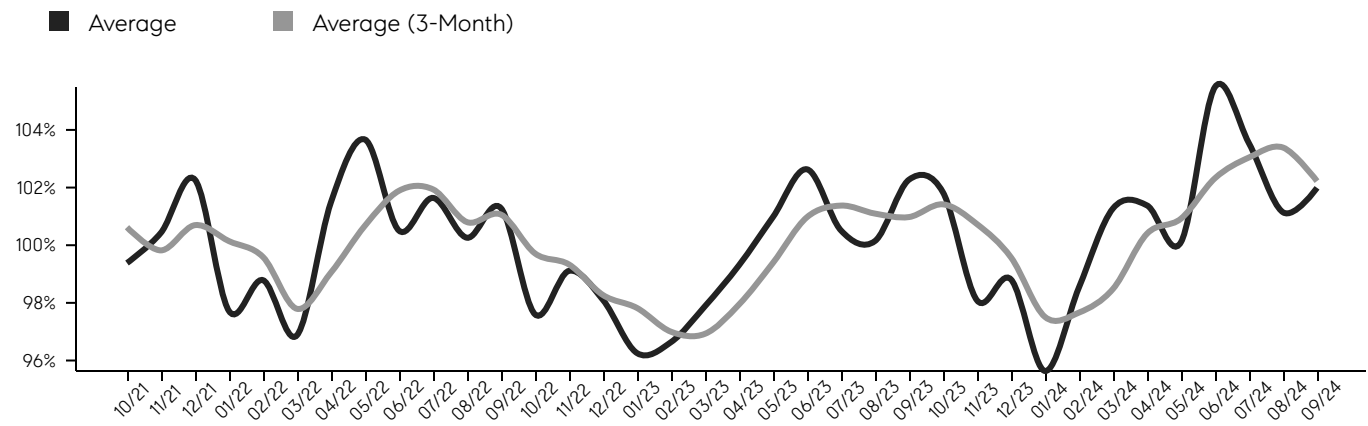
## Selling Price Per Square Foot

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 102.0%, compared to 101.1% last month, and 102.3% in September 2023.



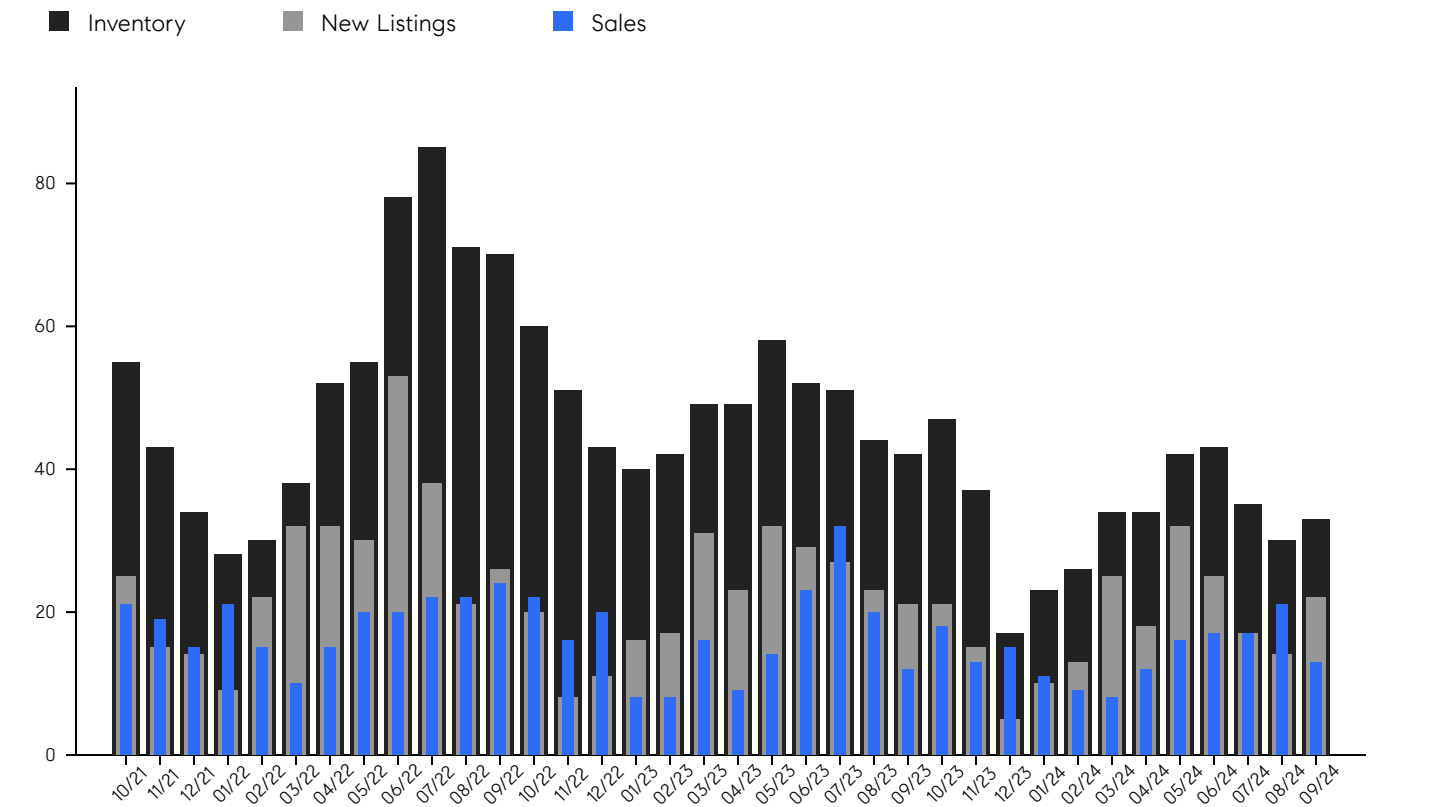
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## Inventory, New Listings & Sales

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 22, a change of 57% from 14 last month and 5% from 21 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	13	17	\$875K	\$1M	\$1.1M	\$1M	37	35	\$344	\$364	102.0%	102.2%	33	22	2.5
Aug '24	21	18	\$1.5M	\$1M	\$1.5M	\$1M	36	33	\$405	\$381	101.1%	103.4%	30	14	1.4
Jul '24	17	17	\$1.3M	\$1M	\$1.3M	\$1M	32	33	\$343	\$360	103.5%	103.0%	35	17	2.1
Jun '24	17	15	\$984K	\$1M	\$1.0M	\$1M	30	32	\$396	\$362	105.5%	102.3%	43	25	2.5
May '24	16	12	\$1.2M	\$1M	\$1.2M	\$1M	36	50	\$341	\$350	100.1%	100.9%	42	32	2.6
Apr '24	12	10	\$997K	\$1M	\$1.1M	\$1M	30	60	\$348	\$352	101.4%	100.4%	34	18	2.8
Mar '24	8	9	\$1.0M	\$1M	\$1.1M	\$1M	85	78	\$362	\$363	101.3%	98.5%	34	25	4.3
Feb '24	9	12	\$1.0M	\$1M	\$1.1M	\$1M	64	67	\$347	\$355	98.5%	97.7%	26	13	2.9
Jan '24	11	13	\$1.3M	\$1M	\$1.5M	\$1M	85	63	\$380	\$340	95.6%	97.5%	23	10	2.1
Dec '23	15	15	\$1.1M	\$1M	\$1.1M	\$1M	51	49	\$338	\$346	98.8%	99.6%	17	5	1.1
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

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