

CHERIE  
BERGER  
TEAM

February 2025

Warren  
Market Insights

## Market Profile & Trends Overview

The table belows shows data & statistics for February 2025 (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).

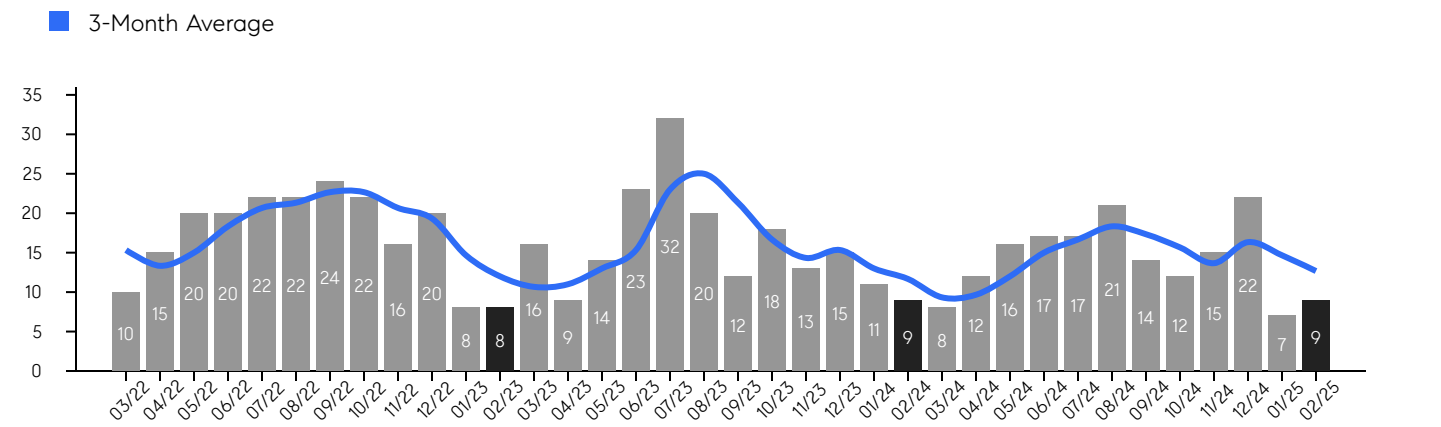
		CM	LM	L3M	PYM	LY	PY	YTD	PYTD
Inventory	# OF PROPERTIES	47	27%	31%	81%	32%	7%	-	-
	MEDIAN PRICE	\$1,195,000	14%	33%	-1%	9%	4%	-	-
	AVERAGE PRICE	\$1,302,062	19%	23%	-6%	2%	-5%	-	-
	PRICE PER SQFT	\$404	-1%	-2%	9%	3%	3%	-	-
	MONTHS OF SUPPLY	5.2	-1%	68%	81%	-43%	60%	-	-
New Listings	# OF PROPERTIES	15	67%	29%	15%	-21%	-31%	24	-27.3%
	MEDIAN PRICE	\$1,395,000	14%	49%	20%	33%	26%	\$1,392,000	7.1%
	AVERAGE PRICE	\$1,677,647	36%	62%	44%	43%	32%	\$1,511,952	19.7%
	PRICE PER SQFT	\$388	16%	-3%	15%	1%	11%	\$365	11.6%
Sales	# OF PROPERTIES	9	29%	-39%	0%	-38%	-43%	16	0.0%
	MEDIAN PRICE	\$850,000	-27%	-14%	-21%	-24%	-16%	\$962,500	4.1%
	AVERAGE PRICE	\$990,367	-7%	-8%	-14%	-19%	-10%	\$1,022,950	11.6%
	PRICE PER SQFT	\$377	-24%	-10%	9%	2%	14%	\$454	62.7%
	SALE-TO-LIST RATIO	99.8%	0.5%	1%	1.2%	-0.6%	0.2%	99.5%	3.2%

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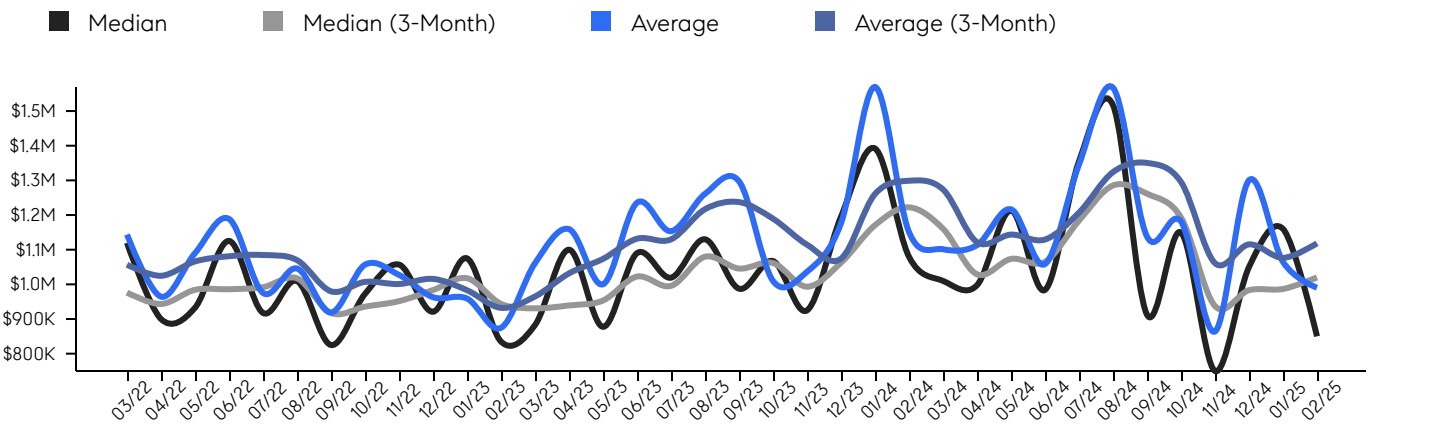
## Property Sales

There were 9 sales in February 2025, a change of 0% from 9 in February 2024 and 29% from the 7 sales last month. Compared to February 2023 and 2024, sales were at a similar level. There have been 16 year-to-date (YTD) sales, which is 0.0% higher than last year's year-to-date sales of 16.



## Property Prices

The median sales price in February 2025 was \$850,000, a change of -21% from \$1,079,648 in February 2024, and a change of -27% from \$1,160,000 last month. The average sales price in February 2025 was \$990,367, a change of -14% from \$1,150,928 in February 2024, and a change of -7% from \$1,064,843 last month, and was mid level compared to 2024 and 2023.



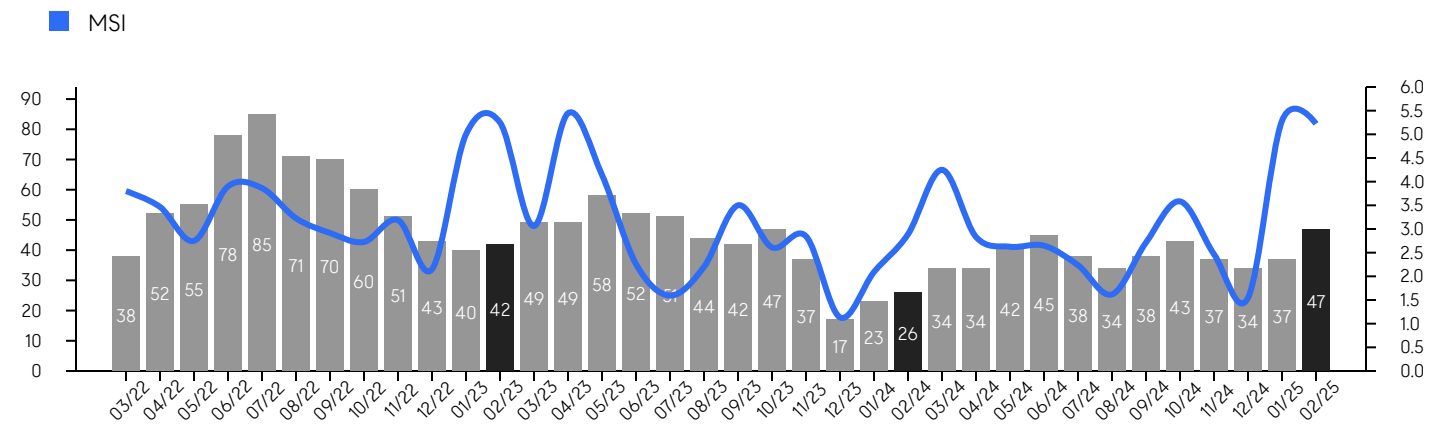
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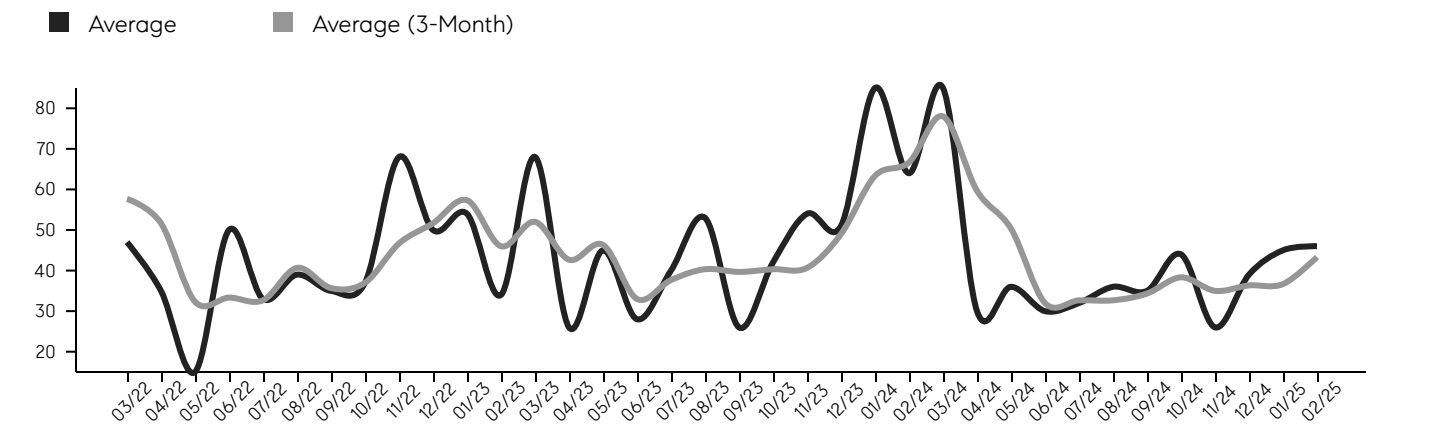
## Inventory & MSI

The total inventory of properties available for sale as of February 2025 was 47, a difference of 27% from - last month, and 81% from 26 in February 2024, and was at its highest level compared to 2024 and 2023. The months of supply inventory (MSI) was at 5.2 months, a similar level compared to 2024 and 2023. 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 February 2025 was 46, a change of 2% from 45 days last month, and -28% from 64 days in February 2024, and was at its lowest level compared to 2024 and 2023.



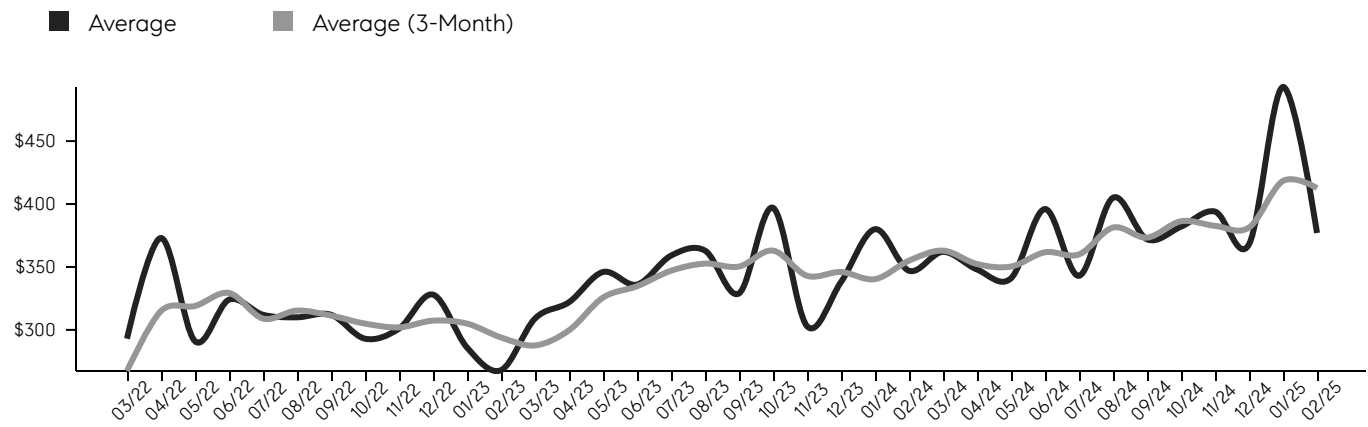
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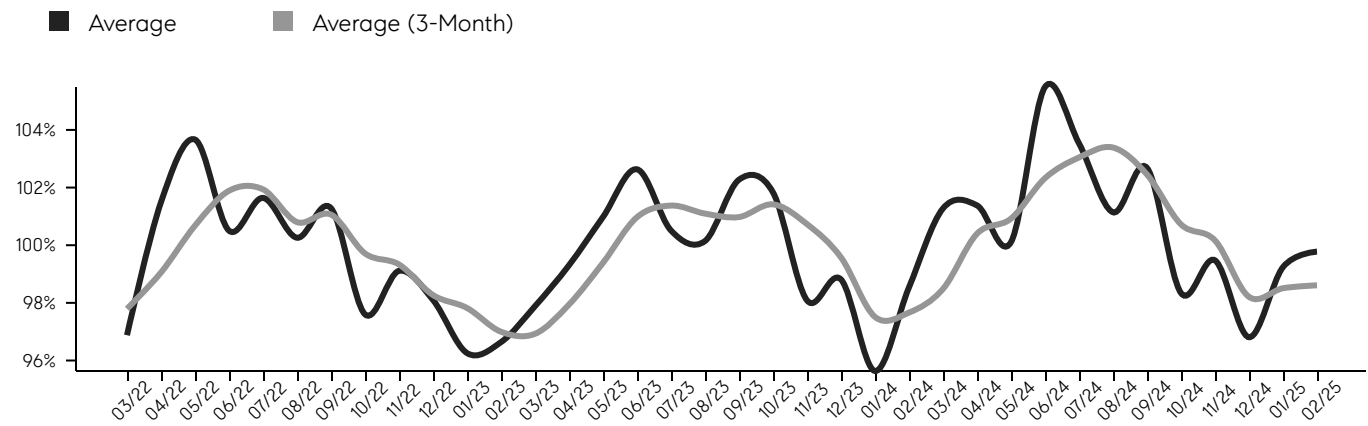
## Selling Price Per Square Foot

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 February 2025 selling price vs. listing price ratio was 99.8%, compared to 99.2% last month, and 98.5% in February 2024.



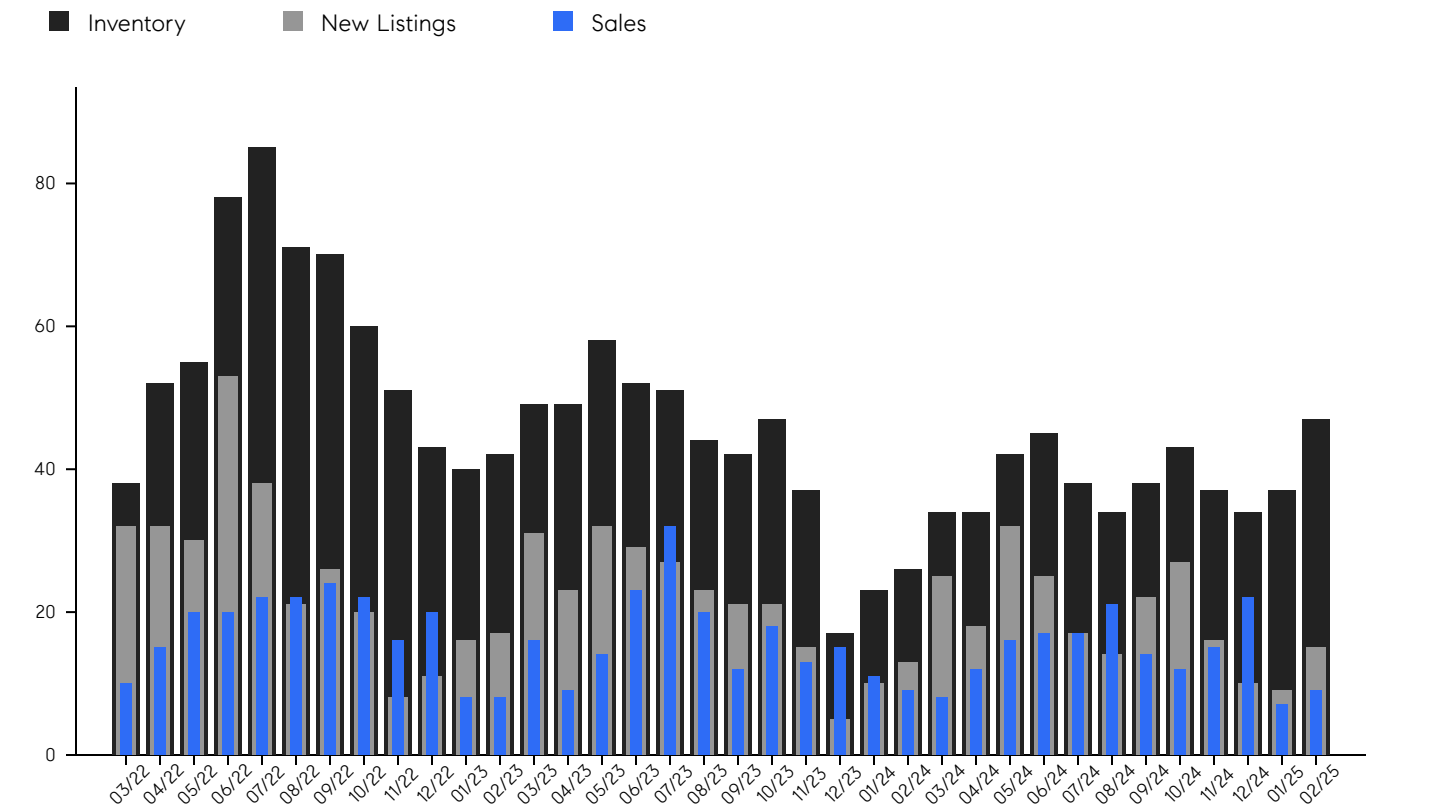
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## Inventory, New Listings & Sales

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 February 2025 was 15, a change of 67% from 9 last month and 15% from 13 in February 2024.



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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
Feb '25	9	13	\$850K	\$1M	\$990K	\$1M	46	43	\$377	\$413	99.8%	98.6%	47	15	5.2
Jan '25	7	15	\$1.1M	\$987K	\$1.0M	\$1M	45	37	\$493	\$418	99.2%	98.5%	37	9	5.3
Dec '24	22	16	\$1.0M	\$983K	\$1.3M	\$1M	39	36	\$368	\$381	96.8%	98.2%	34	10	1.5
Nov '24	15	14	\$750K	\$937K	\$864K	\$1M	26	35	\$394	\$383	99.5%	100.2%	37	16	2.5
Oct '24	12	16	\$1.1M	\$1M	\$1.1M	\$1M	44	38	\$382	\$386	98.3%	100.7%	43	27	3.6
Sep '24	14	17	\$912K	\$1M	\$1.1M	\$1M	35	34	\$372	\$373	102.7%	102.5%	38	22	2.7
Aug '24	21	18	\$1.5M	\$1M	\$1.5M	\$1M	36	33	\$405	\$381	101.1%	103.4%	34	14	1.6
Jul '24	17	17	\$1.3M	\$1M	\$1.3M	\$1M	32	33	\$343	\$360	103.5%	103.0%	38	17	2.2
Jun '24	17	15	\$984K	\$1M	\$1.0M	\$1M	30	32	\$396	\$362	105.5%	102.3%	45	25	2.6
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

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