



CHERIE
BERGER
TEAM

April 2025

Warren Market Insights

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Market Profile & Trends Overview

The table belows shows data & statistics for April 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).

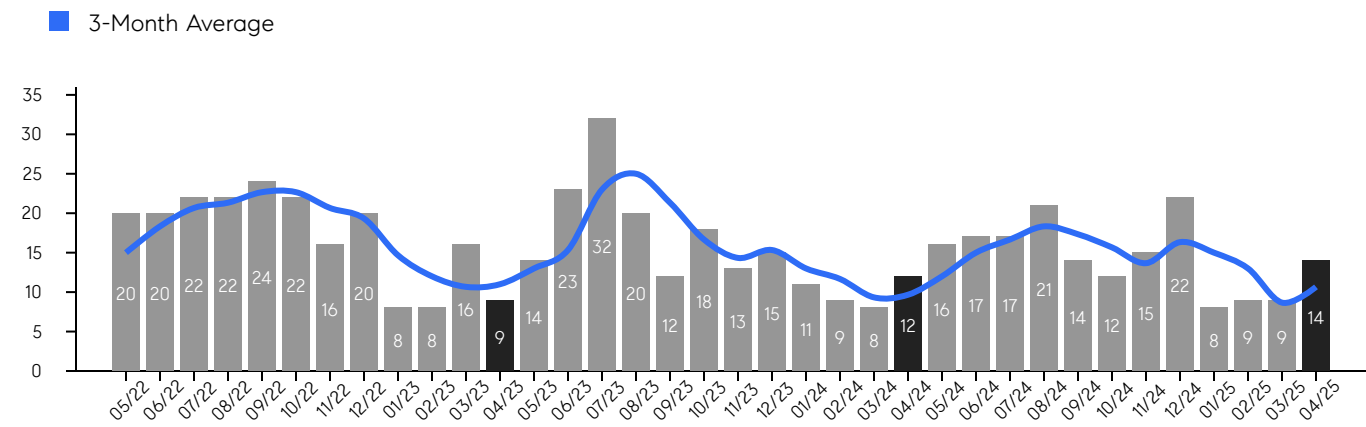
		CM	LM	L3M	PYM	LY	PY	YTD	PYTD
Inventory	# OF PROPERTIES	59	7%	27%	74%	65%	34%	-	-
	MEDIAN PRICE	\$1,050,000	-12%	-8%	-9%	-5%	-9%	-	-
	AVERAGE PRICE	\$1,270,380	-1%	4%	-3%	0%	-7%	-	-
	PRICE PER SQFT	\$404	0%	0%	9%	3%	3%	-	-
	MONTHS OF SUPPLY	4.2	-31%	-21%	49%	-59%	30%	-	-
New Listings	# OF PROPERTIES	35	75%	139%	94%	83%	62%	79	-9.2%
	MEDIAN PRICE	\$1,050,000	-18%	-19%	-11%	0%	-6%	\$1,275,000	17.8%
	AVERAGE PRICE	\$1,294,875	0%	-7%	9%	11%	2%	\$1,352,027	12.4%
	PRICE PER SQFT	\$371	-1%	1%	1%	-3%	7%	\$370	5.4%
Sales	# OF PROPERTIES	14	56%	62%	17%	-3%	-11%	40	-2.4%
	MEDIAN PRICE	\$945,000	3%	3%	-5%	-15%	-7%	\$898,750	-5.4%
	AVERAGE PRICE	\$1,147,343	-5%	7%	3%	-6%	4%	\$1,098,539	7.0%
	PRICE PER SQFT	\$426	-7%	-2%	22%	15%	29%	\$439	48.8%
	SALE-TO-LIST RATIO	101.0%	1.0%	2%	-0.4%	0.6%	1.4%	100.0%	2.4%

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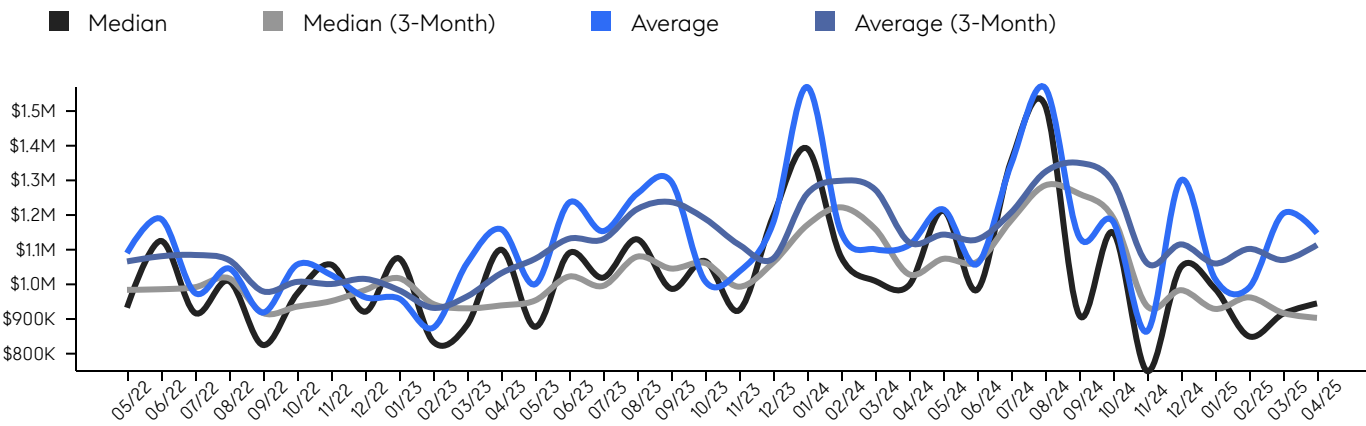
Property Sales

There were 14 sales in April 2025, a change of 17% from 12 in April 2024 and 56% from the 9 sales last month. Compared to April 2023 and 2024, sales were at their highest level. There have been 40 year-to-date (YTD) sales, which is -2.4% lower than last year's year-to-date sales of 41.



Property Prices

The median sales price in April 2025 was \$945,000, a change of -5% from \$997,500 in April 2024, and a change of 3% from \$915,000 last month. The average sales price in April 2025 was \$1,147,343, a change of 3% from \$1,113,042 in April 2024, and a change of -5% from \$1,204,005 last month, and was mid level compared to 2024 and 2023.



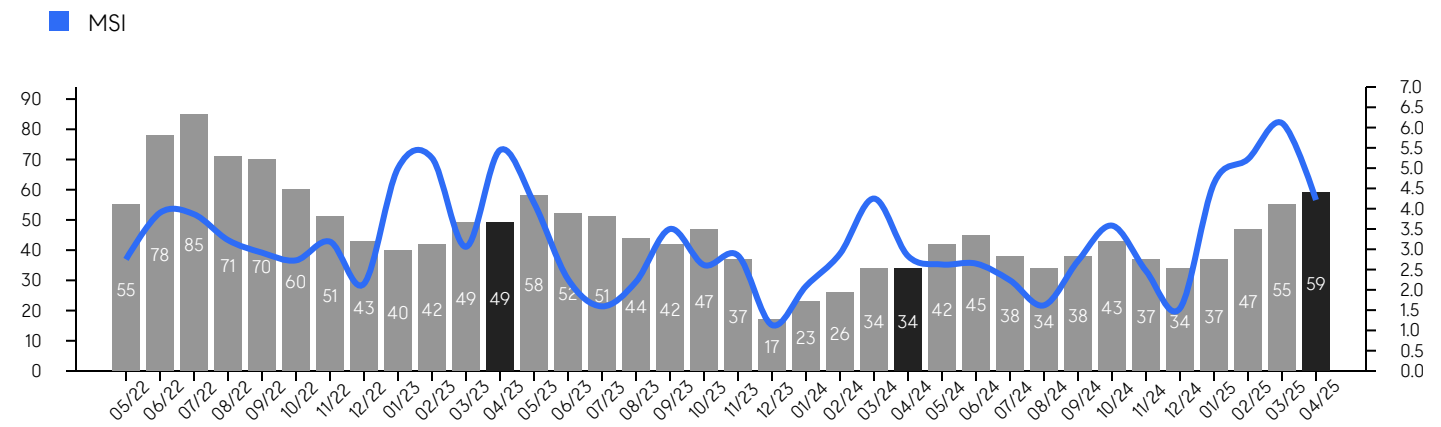
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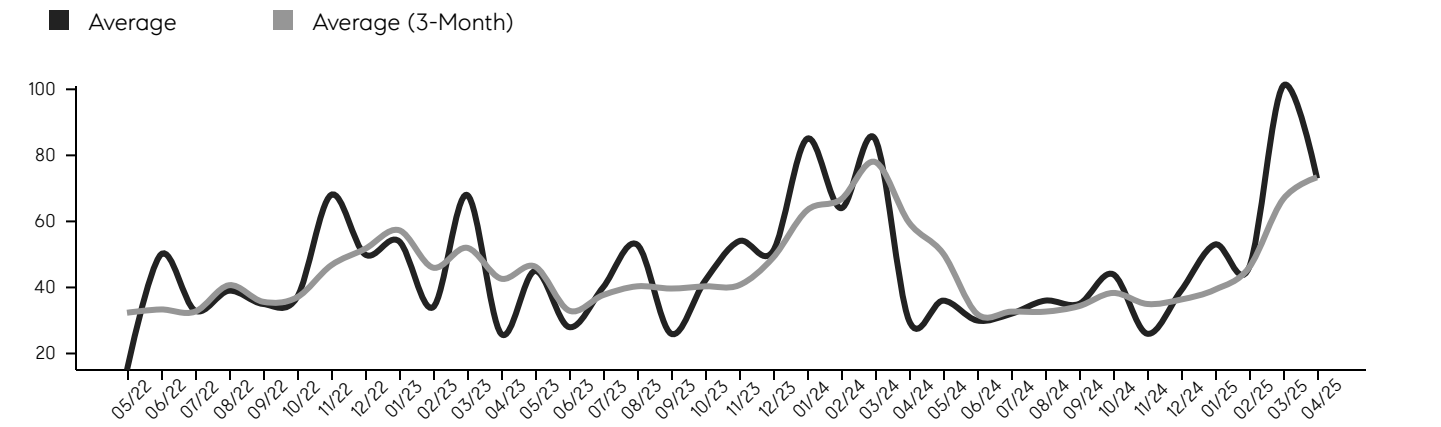
Inventory & MSI

The total inventory of properties available for sale as of April 2025 was 59, a difference of 7% from - last month, and 74% from 34 in April 2024, and was at its highest level compared to 2024 and 2023. The months of supply inventory (MSI) was at 4.2 months, a similar level compared to 2024 and 2023. A comparatively lower MSI benefits sellers, while a higher MSI benefits buyers.



Market Time

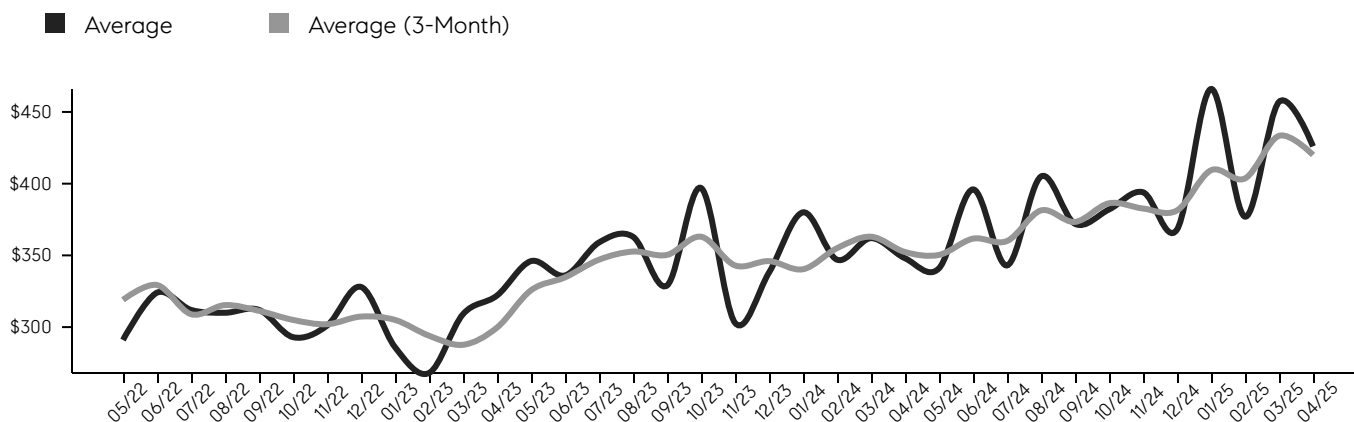
The average days on market (DOM) shows the number of days the average property is on the market before selling. An upward trend tends to indicate a move towards a buyer's market, while a downward trend tends to indicate a move to a seller's market. The DOM for April 2025 was 73, a change of -28% from 101 days last month, and 143% from 30 days in April 2024, and was at its lowest level compared to 2024 and 2023.



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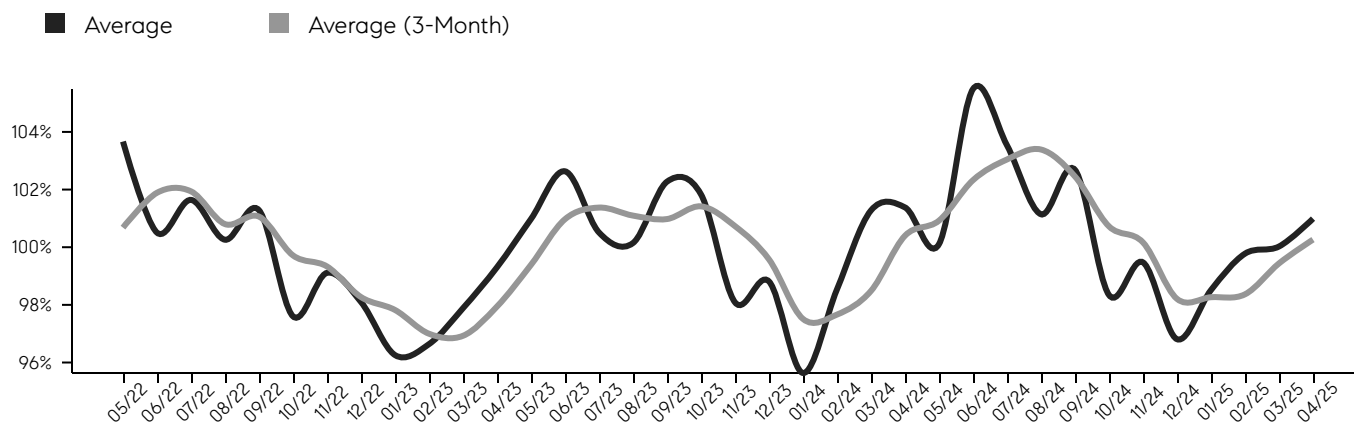
Selling Price Per Square Foot

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 April 2025 selling price vs. listing price ratio was 101.0%, compared to 100.0% last month, and 101.4% in April 2024.



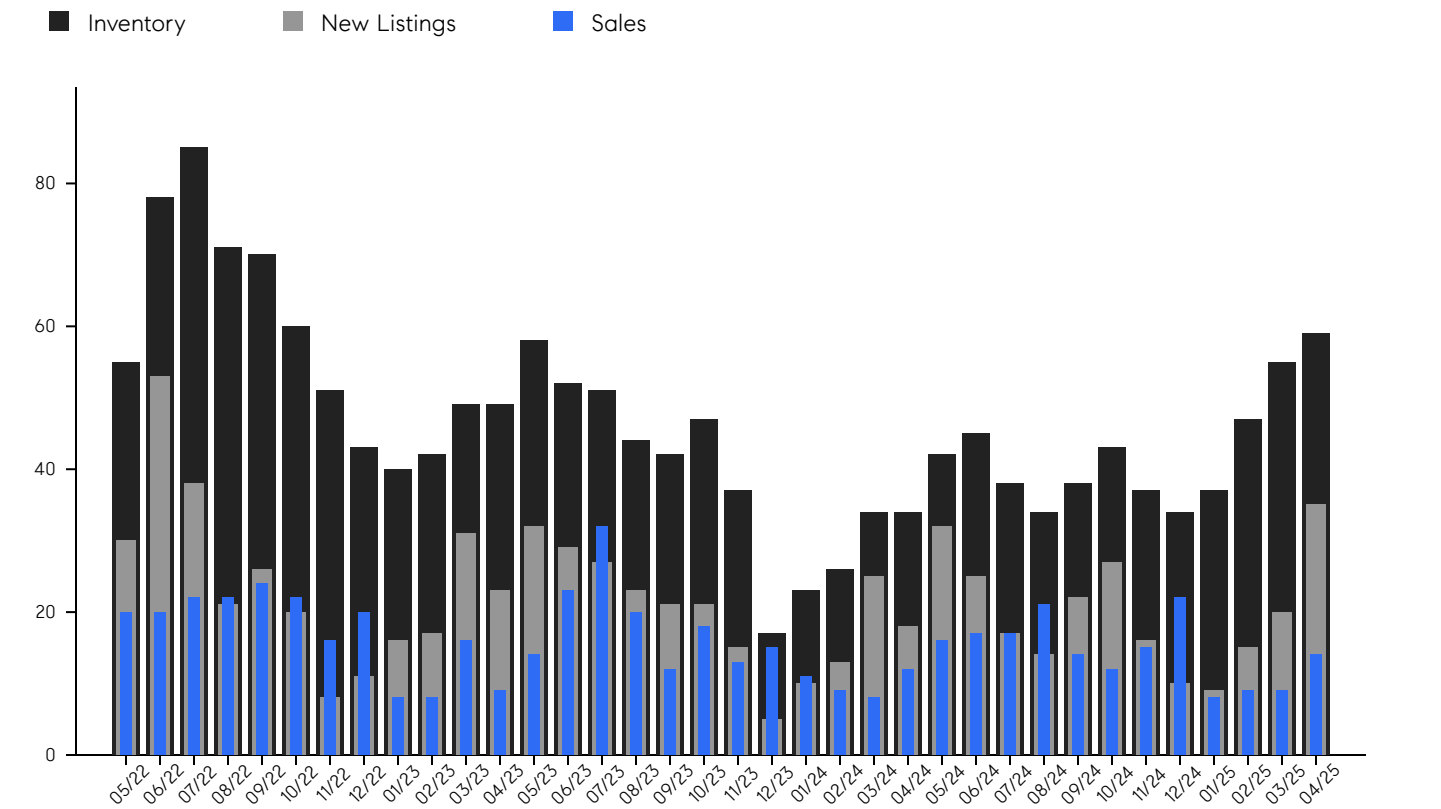
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Inventory, New Listings & Sales

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 April 2025 was 35, a change of 75% from 20 last month and 94% from 18 in April 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
Apr '25	14	11	\$945K	\$903K	\$1.1M	\$1M	73	73	\$426	\$420	101.0%	100.3%	59	35	4.2
Mar '25	9	9	\$915K	\$918K	\$1.2M	\$1M	101	67	\$457	\$433	100.0%	99.4%	55	20	6.1
Feb '25	9	13	\$850K	\$963K	\$990K	\$1M	46	46	\$377	\$404	99.8%	98.4%	47	15	5.2
Jan '25	8	15	\$987K	\$929K	\$1.0M	\$1M	53	39	\$466	\$409	98.5%	98.3%	37	9	4.6
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



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