



CHERIE  
BERGER  
TEAM

September 2025

# Warren Market Insights

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## Market Profile & Trends Overview

The table belows shows data & statistics for September 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    | 57          | 8%   | -2%  | 50%   | 60%  | 30%  | -           | -     |
|              | MEDIAN PRICE       | \$1,195,000 | 20%  | 4%   | 0%    | 9%   | 4%   | -           | -     |
|              | AVERAGE PRICE      | \$1,485,254 | 15%  | 9%   | 18%   | 17%  | 8%   | -           | -     |
|              | PRICE PER SQFT     | \$424       | -3%  | 1%   | 7%    | 8%   | 8%   | -           | -     |
|              | MONTHS OF SUPPLY   | 2.4         | -33% | -29% | -13%  | -39% | -27% | -           | -     |
| New Listings | # OF PROPERTIES    | 28          | 75%  | 42%  | 27%   | 47%  | 29%  | 201         | -8.2% |
|              | MEDIAN PRICE       | \$1,150,000 | 2%   | 9%   | 1%    | 10%  | 3%   | \$1,199,900 | 11.1% |
|              | AVERAGE PRICE      | \$1,595,618 | 43%  | 35%  | 36%   | 36%  | 26%  | \$1,334,723 | 7.0%  |
|              | PRICE PER SQFT     | \$405       | -19% | -7%  | 4%    | 6%   | 16%  | \$388       | 7.8%  |
| Sales        | # OF PROPERTIES    | 24          | 60%  | 33%  | 71%   | 66%  | 53%  | 133         | -6.3% |
|              | MEDIAN PRICE       | \$1,265,000 | -13% | 4%   | 39%   | 13%  | 25%  | \$1,175,000 | 17.6% |
|              | AVERAGE PRICE      | \$1,288,819 | -11% | 3%   | 13%   | 6%   | 17%  | \$1,202,389 | 5.3%  |
|              | PRICE PER SQFT     | \$359       | -8%  | -7%  | -3%   | -3%  | 9%   | \$388       | 14.5% |
|              | SALE-TO-LIST RATIO | 102.2%      | 2.1% | 2%   | -0.5% | 1.8% | 2.6% | 100.5%      | 0.3%  |

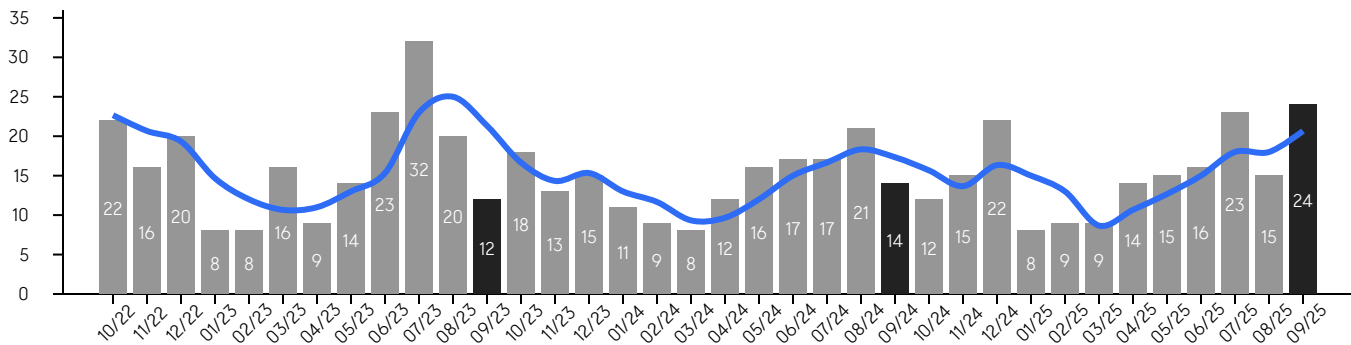
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## Property Sales

There were 24 sales in September 2025, a change of 71% from 14 in September 2024 and 60% from the 15 sales last month. Compared to September 2023 and 2024, sales were at their highest level. There have been 133 year-to-date (YTD) sales, which is -6.3% lower than last year's year-to-date sales of 142.

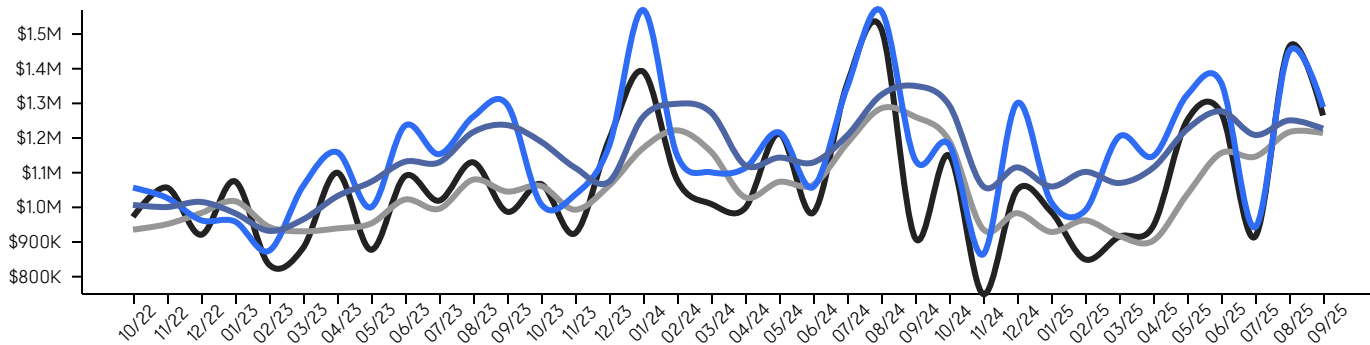
■ 3-Month Average



## Property Prices

The median sales price in September 2025 was \$1,265,000, a change of 39% from \$912,500 in September 2024, and a change of -13% from \$1,462,000 last month. The average sales price in September 2025 was \$1,288,819, a change of 13% from \$1,137,964 in September 2024, and a change of -11% from \$1,449,413 last month, and was mid level compared to 2024 and 2023.

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



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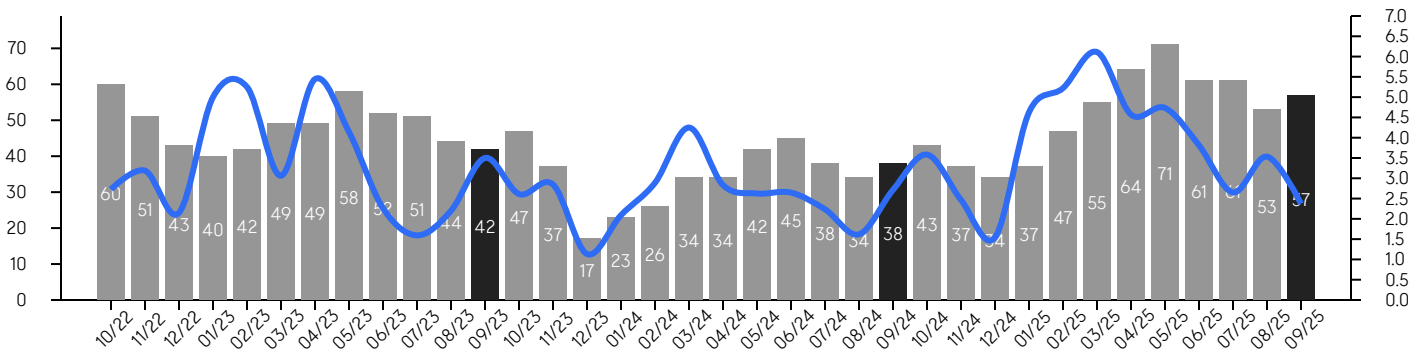
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## Inventory & MSI

The total inventory of properties available for sale as of September 2025 was 57, a difference of 8% from - last month, and 50% from 38 in September 2024, and was at its highest level compared to 2024 and 2023. The months of supply inventory (MSI) was at 2.4 months, a similar level compared to 2024 and 2023. A comparatively lower MSI benefits sellers, while a higher MSI benefits buyers.

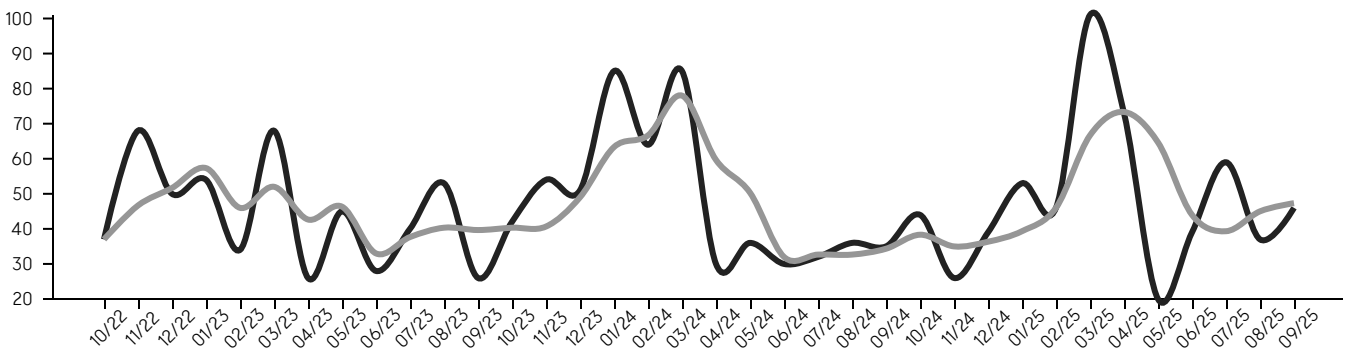
■ MSI



## 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 September 2025 was 46, a change of 24% from 37 days last month, and 31% from 35 days in September 2024, and was at its lowest level compared to 2024 and 2023.

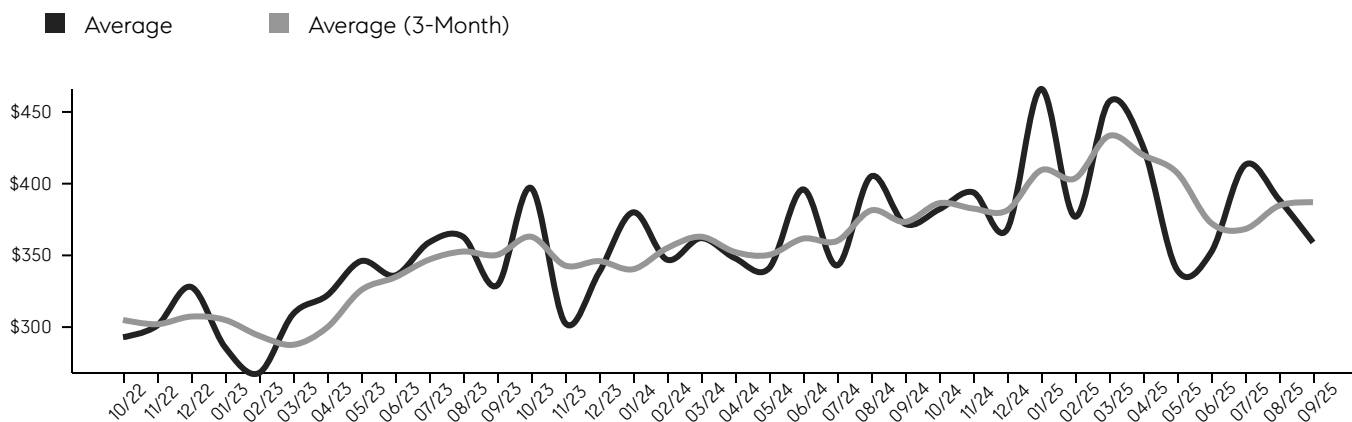
■ Average      ■ Average (3-Month)



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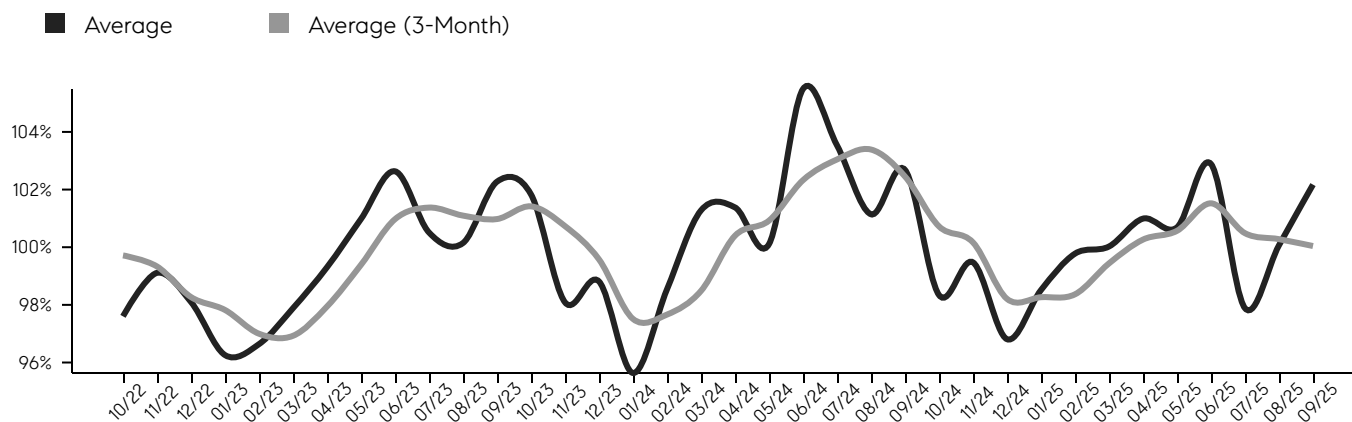
## Selling Price Per Square Foot

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 September 2025 selling price vs. listing price ratio was 102.2%, compared to 100.1% last month, and 102.7% in September 2024.

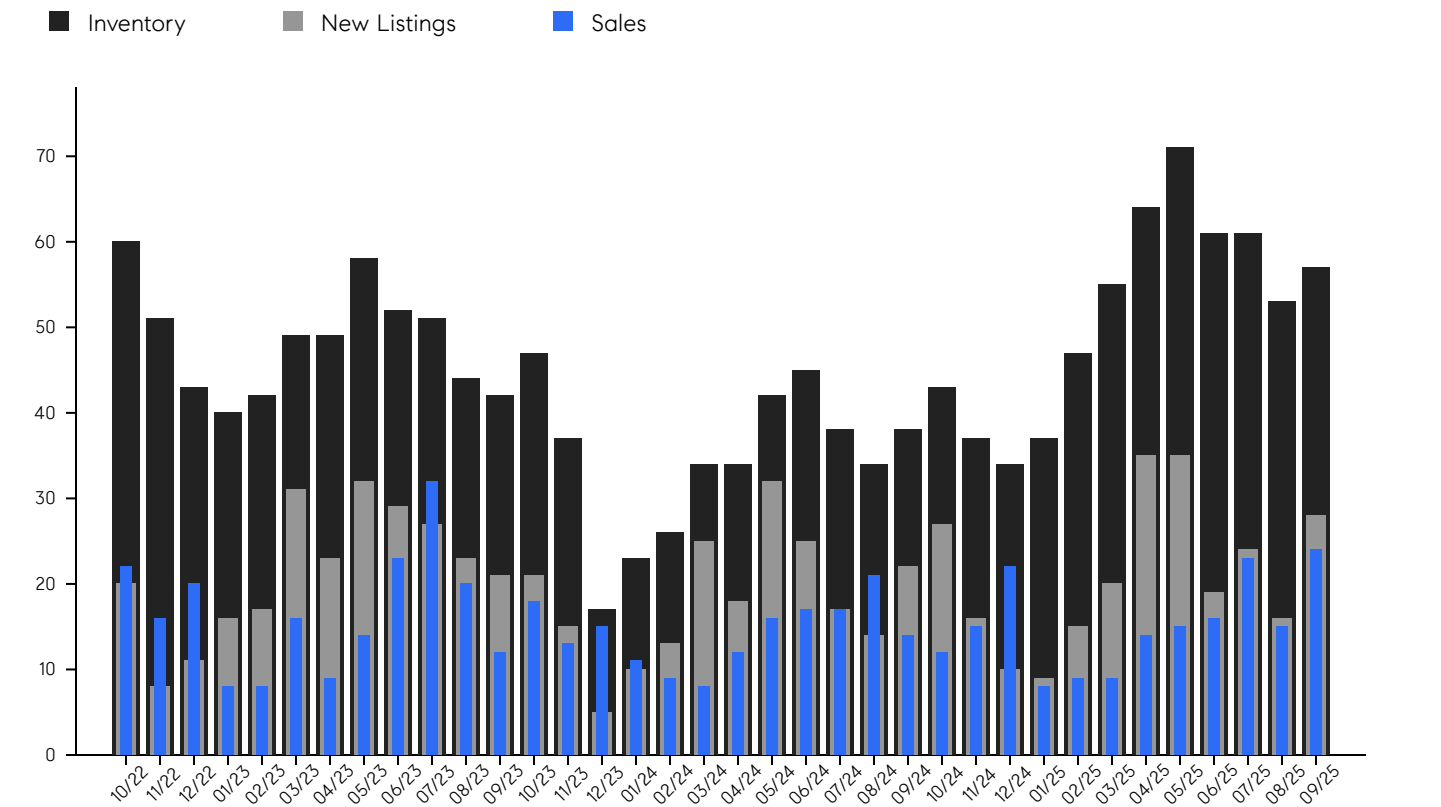


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## Inventory, New Listings & Sales

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 September 2025 was 28, a change of 75% from 16 last month and 27% from 22 in September 2024.



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| MONTH   | # OF<br>SALES | 3-MO<br>AVG | MEDIAN<br>SALE<br>PRICE | 3-MO<br>AVG | AVERAGE<br>SALE<br>PRICE | 3-MO<br>AVG | DAYS ON<br>MARKET | 3-MO<br>AVG | AVERAGE<br>PPSF | 3-MO<br>AVG | SALE<br>/LIST | 3-MO<br>AVG | INV | NEW<br>LISTINGS | MSI |
|---------|---------------|-------------|-------------------------|-------------|--------------------------|-------------|-------------------|-------------|-----------------|-------------|---------------|-------------|-----|-----------------|-----|
| Sep '25 | 24            | 21          | \$1.2M                  | \$1M        | \$1.2M                   | \$1M        | 46                | 47          | \$359           | \$387       | 102.2%        | 100.0%      | 57  | 28              | 2.4 |
| Aug '25 | 15            | 18          | \$1.4M                  | \$1M        | \$1.4M                   | \$1M        | 37                | 45          | \$389           | \$385       | 100.1%        | 100.3%      | 53  | 16              | 3.5 |
| Jul '25 | 23            | 18          | \$915K                  | \$1M        | \$942K                   | \$1M        | 59                | 39          | \$413           | \$368       | 97.9%         | 100.5%      | 61  | 24              | 2.7 |
| Jun '25 | 16            | 15          | \$1.2M                  | \$1M        | \$1.3M                   | \$1M        | 39                | 44          | \$352           | \$373       | 102.9%        | 101.5%      | 61  | 19              | 3.8 |
| May '25 | 15            | 13          | \$1.2M                  | \$1M        | \$1.3M                   | \$1M        | 20                | 65          | \$340           | \$408       | 100.7%        | 100.6%      | 71  | 35              | 4.7 |
| Apr '25 | 14            | 11          | \$945K                  | \$903K      | \$1.1M                   | \$1M        | 73                | 73          | \$426           | \$420       | 101.0%        | 100.3%      | 64  | 35              | 4.6 |
| 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 |



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