

CHERIE
BERGER
TEAM

December 2025

Martinsville Market Insights

Martinsville

DECEMBER 2025

Market Profile & Trends Overview

The table below shows data & statistics for December 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	2	-67%	-77%	-60%	-77%	-78%	-	-
	MEDIAN PRICE	\$1,100,000	-1%	21%	-21%	1%	-7%	-	-
	AVERAGE PRICE	\$1,100,000	-5%	1%	-15%	-8%	2%	-	-
	PRICE PER SQFT	\$304	-9%	-1%	-5%	11%	-25%	-	-
	MONTHS OF SUPPLY	0.5	-67%	-84%	-60%	264%	-76%	-	-
New Listings	# OF PROPERTIES	0	0%	0%	0%	0%	0%	58	26.1%
	MEDIAN PRICE	-	0%	0%	0%	0%	0%	\$810,000	23.7%
	AVERAGE PRICE	-	0%	0%	0%	0%	0%	\$1,019,262	29.6%
	PRICE PER SQFT	-	0%	0%	0%	0%	0%	\$332	16.1%
Sales	# OF PROPERTIES	4	0%	20%	0%	2%	30%	43	16.2%
	MEDIAN PRICE	\$642,548	-18%	-27%	-19%	-20%	14%	\$855,000	25.7%
	AVERAGE PRICE	\$640,024	-32%	-32%	-13%	-26%	-2%	\$970,302	21.1%
	PRICE PER SQFT	\$400	0%	314%	-28%	143%	55%	\$342	11.8%
	SALE-TO-LIST RATIO	107.9%	6.1%	7%	0.9%	4.3%	21.2%	102.3%	-1.8%

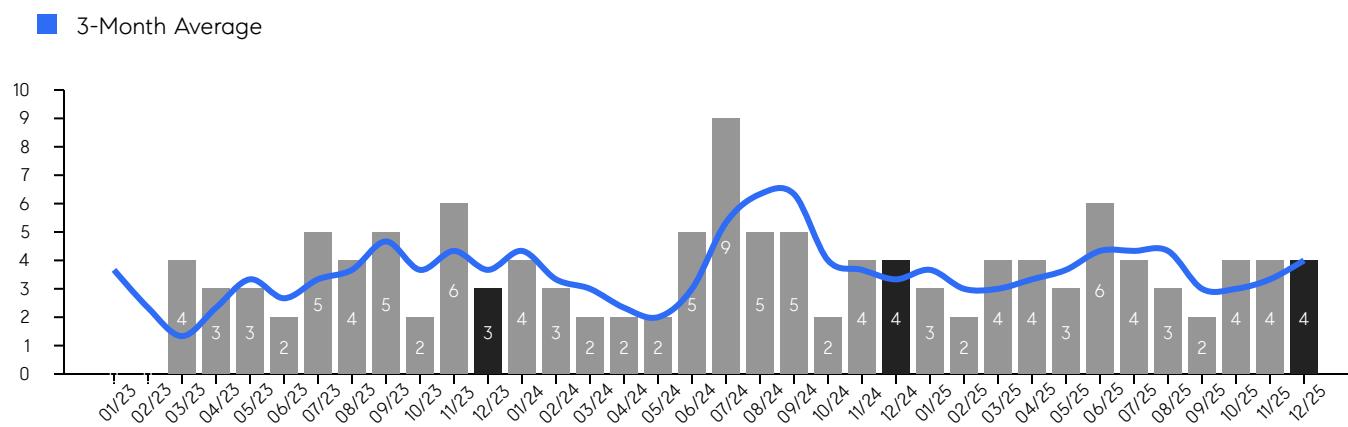
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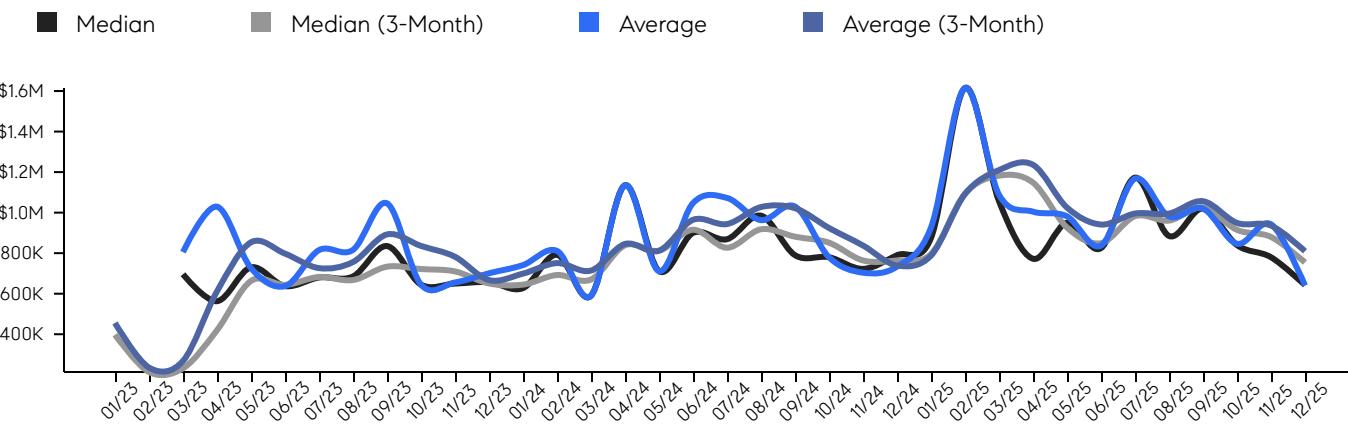
Property Sales

There were 4 sales in December 2025, a change of 0% from 4 in December 2024 and 0% from the 4 sales last month. Compared to December 2023 and 2024, sales were at a similar level. There have been 43 year-to-date (YTD) sales, which is 16.2% higher than last year's year-to-date sales of 37.



Property Prices

The median sales price in December 2025 was \$642,548, a change of -19% from \$790,000 in December 2024, and a change of -18% from \$780,000 last month. The average sales price in December 2025 was \$640,024, a change of -13% from \$733,750 in December 2024, and a change of -32% from \$942,500 last month, and was at its lowest level compared to 2024 and 2023.



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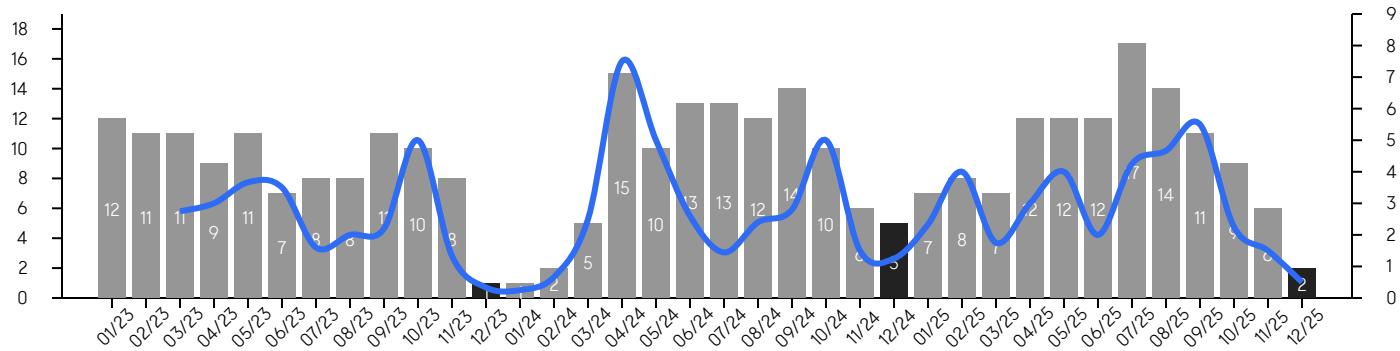
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Inventory & MSI

The total inventory of properties available for sale as of December 2025 was 2, a difference of -67% from - last month, and -60% from 5 in December 2024, and was at mid level compared to 2024 and 2023. The months of supply inventory (MSI) was at 0.5 months, a similar level compared to 2024 and 2023. A comparatively lower MSI benefits sellers, while a higher MSI benefits buyers.

■ MSI

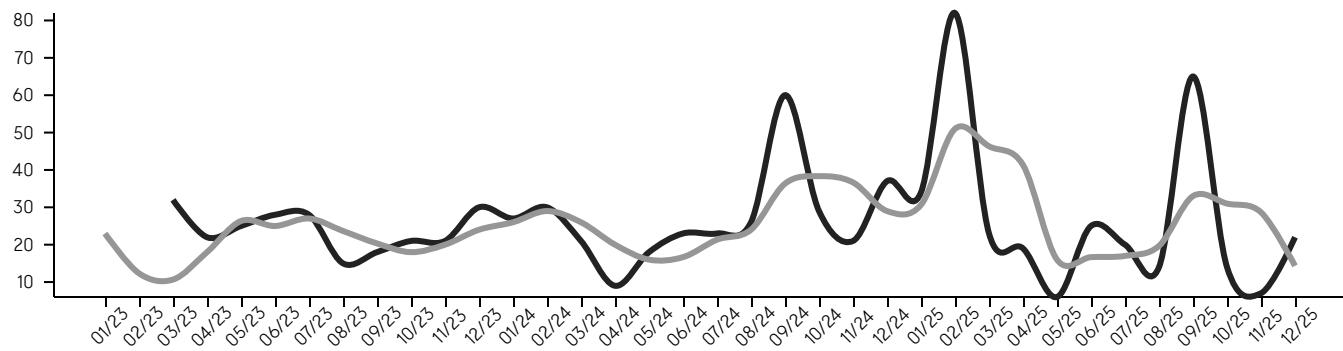


Market Time

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 December 2025 was 22, a change of 214% from 7 days last month, and -41% from 37 days in December 2024, and was at its highest level compared to 2024 and 2023.

■ Average

■ Average (3-Month)



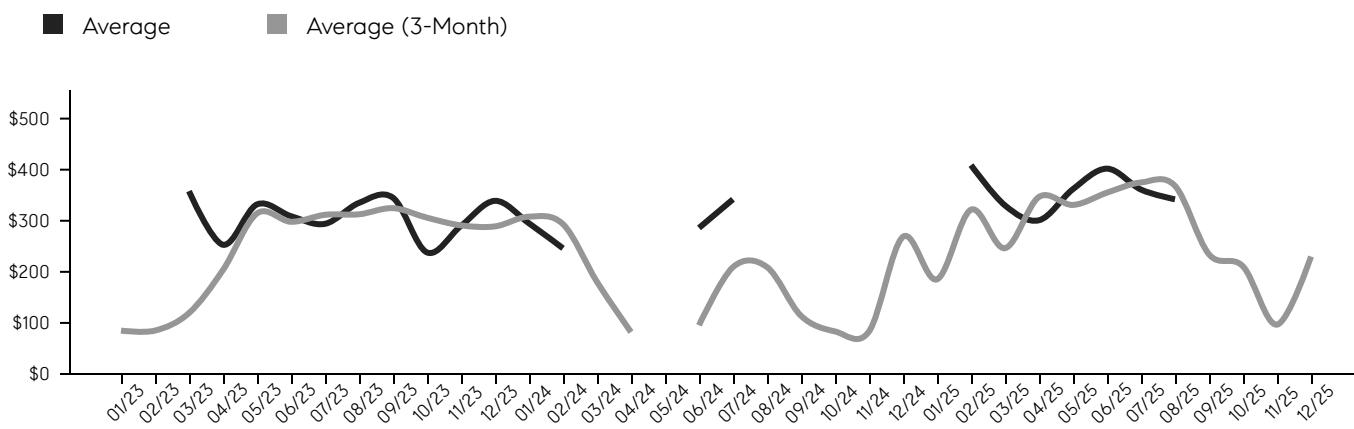
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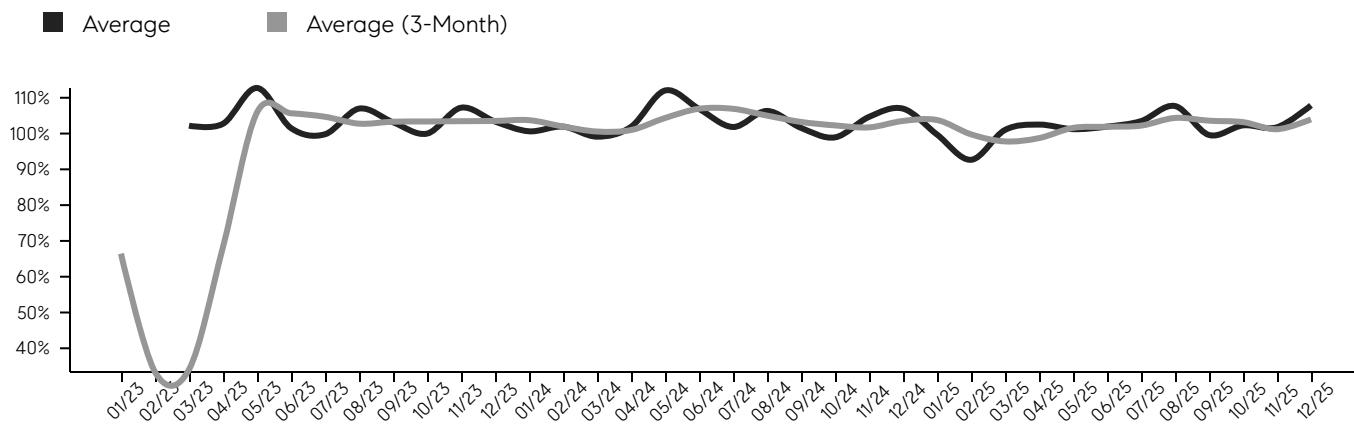
Selling Price Per Square Foot

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 December 2025 selling price vs. listing price ratio was 107.9%, compared to 101.8% last month, and 107.0% in December 2024.



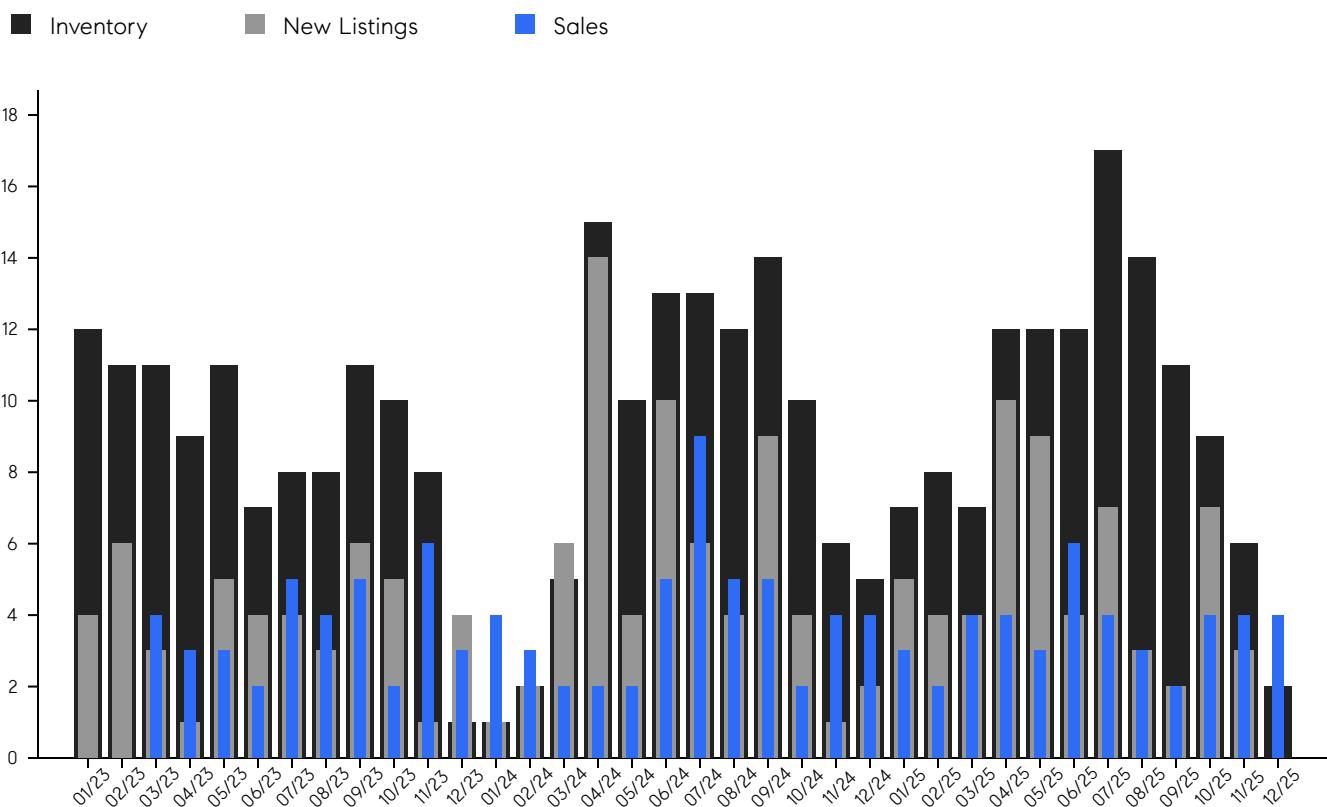
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Inventory, New Listings & Sales

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 December 2025 was 0, a change of 0% from 3 last month and 0% from 2 in December 2024.



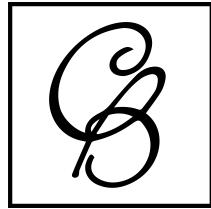
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MONTH	# OF SALES	3-MO AVG	MEDIAN SALE PRICE	3-MO AVG	AVERAGE SALE PRICE	3-MO AVG	DAYS ON MARKET	3-MO AVG	AVERAGE PPSF	3-MO AVG	SALE /LIST	3-MO AVG	INV	NEW LISTINGS	MSI
Dec '25	4	4	\$642K	\$754K	\$640K	\$810K	22	14	\$400	\$230	107.9%	104.0%	2	0	0.5
Nov '25	4	3	\$780K	\$880K	\$942K	\$936K	7	29	\$0	\$97	101.8%	101.2%	6	3	1.5
Oct '25	4	3	\$840K	\$915K	\$846K	\$949K	14	31	\$290	\$211	102.3%	103.2%	9	7	2.3
Sep '25	2	3	\$1.0M	\$1M	\$1.0M	\$1M	65	33	\$0	\$234	99.6%	103.6%	11	2	5.5
Aug '25	3	4	\$885K	\$961K	\$981K	\$996K	14	20	\$342	\$368	107.7%	104.4%	14	3	4.7
Jul '25	4	4	\$1.1M	\$982K	\$1.1M	\$996K	20	17	\$361	\$375	103.5%	102.2%	17	7	4.3
Jun '25	6	4	\$825K	\$849K	\$837K	\$941K	25	17	\$402	\$355	101.9%	101.9%	12	4	2.0
May '25	3	4	\$949K	\$926K	\$981K	\$1M	6	16	\$362	\$331	101.2%	101.6%	12	9	4.0
Apr '25	4	3	\$772K	\$1M	\$1.0M	\$1M	19	41	\$301	\$347	102.5%	98.7%	12	10	3.0
Mar '25	4	3	\$1.0M	\$1M	\$1.0M	\$1M	23	46	\$330	\$246	101.0%	97.8%	7	4	1.8
Feb '25	2	3	\$1.6M	\$1M	\$1.6M	\$1M	82	51	\$409	\$322	92.7%	99.8%	8	4	4.0
Jan '25	3	4	\$875K	\$796K	\$926K	\$788K	34	31	\$0	\$185	99.7%	103.8%	7	5	2.3
Dec '24	4	3	\$790K	\$764K	\$733K	\$739K	37	29	\$556	\$269	107.0%	103.5%	5	2	1.3
Nov '24	4	4	\$722K	\$764K	\$703K	\$838K	21	37	\$0	\$83	104.7%	101.7%	6	1	1.5
Oct '24	2	4	\$780K	\$852K	\$780K	\$924K	29	38	\$250	\$83	98.9%	102.3%	10	4	5.0
Sep '24	5	6	\$790K	\$881K	\$1.0M	\$1M	60	36	\$0	\$114	101.6%	103.2%	14	9	2.8
Aug '24	5	6	\$985K	\$918K	\$963K	\$1M	26	24	\$0	\$209	106.3%	105.0%	12	4	2.4
Jul '24	9	5	\$869K	\$827K	\$1.0M	\$944K	23	21	\$342	\$209	101.8%	106.9%	13	6	1.4
Jun '24	5	3	\$900K	\$916K	\$1.0M	\$965K	23	17	\$286	\$95	106.9%	106.9%	13	10	2.6
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

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