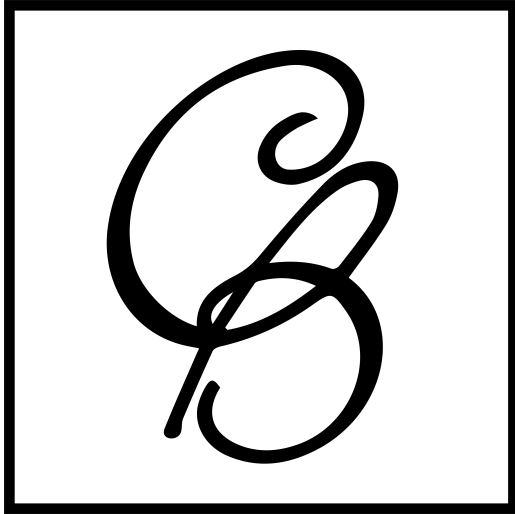




CHERIE
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TEAM

July 2026

Martinsville Market Insights

CHERIE BERGER TEAM

Martinsville

JULY 2026

Market Profile & Trends Overview

The table belows shows data & statistics for July 2026 (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	77	7%	5%	-11%	17%	42%	-	-
	MEDIAN PRICE	\$719,900	6%	5%	-4%	9%	10%	-	-
	AVERAGE PRICE	\$823,174	7%	8%	0%	6%	9%	-	-
	PRICE PER SQFT	\$342	5%	1%	-3%	-4%	4%	-	-
	MONTHS OF SUPPLY	1.3	-13%	-46%	-31%	-51%	-13%	-	-
New Listings	# OF PROPERTIES	64	2%	-2%	14%	44%	49%	354	5.4%
	MEDIAN PRICE	\$699,450	3%	-3%	8%	7%	5%	\$699,000	1.8%
	AVERAGE PRICE	\$785,414	5%	-2%	9%	6%	8%	\$780,517	7.6%
	PRICE PER SQFT	\$349	3%	2%	7%	1%	7%	\$340	8.6%
Sales	# OF PROPERTIES	59	23%	77%	28%	64%	55%	232	-5.3%
	MEDIAN PRICE	\$791,000	7%	9%	10%	16%	18%	\$715,000	9.2%
	AVERAGE PRICE	\$849,384	5%	9%	11%	17%	20%	\$784,619	10.3%
	PRICE PER SQFT	\$358	0%	2%	3%	4%	11%	\$350	10.8%
	SALE-TO-LIST RATIO	104.2%	0.1%	-1%	-0.8%	0.9%	0.0%	103.1%	-1.1%

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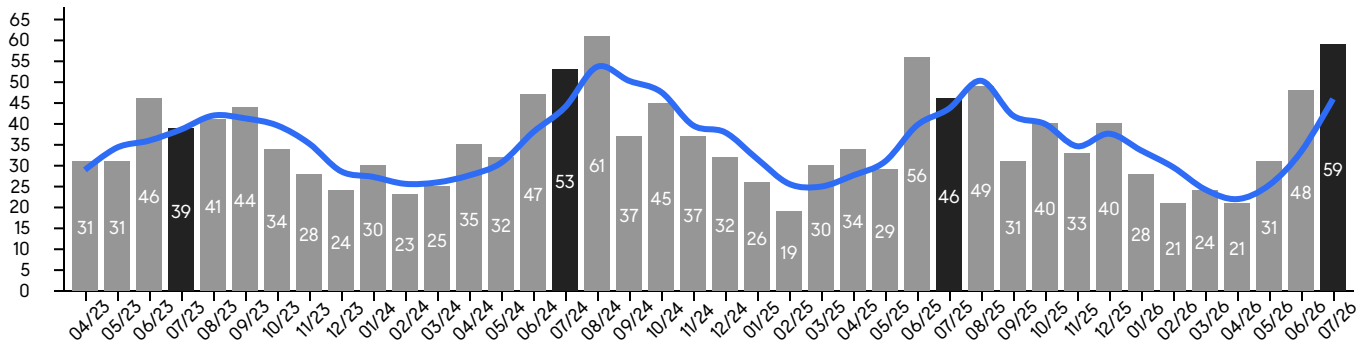
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Property Sales

There were 59 sales in July 2026, a change of 28% from 46 in July 2025 and 23% from the 48 sales last month. Compared to July 2024 and 2025, sales were at their highest level. There have been 232 year-to-date (YTD) sales, which is -5.3% lower than last year's year-to-date sales of 245.

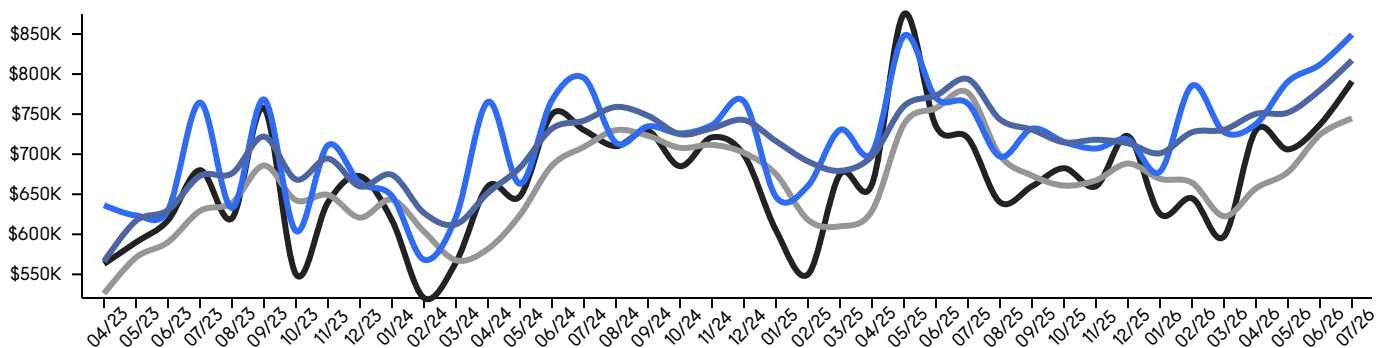
■ 3-Month Average



Property Prices

The median sales price in July 2026 was \$791,000, a change of 10% from \$720,000 in July 2025, and a change of 7% from \$737,000 last month. The average sales price in July 2026 was \$849,384, a change of 11% from \$763,009 in July 2025, and a change of 5% from \$811,884 last month, and was at its highest level compared to 2025 and 2024.

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



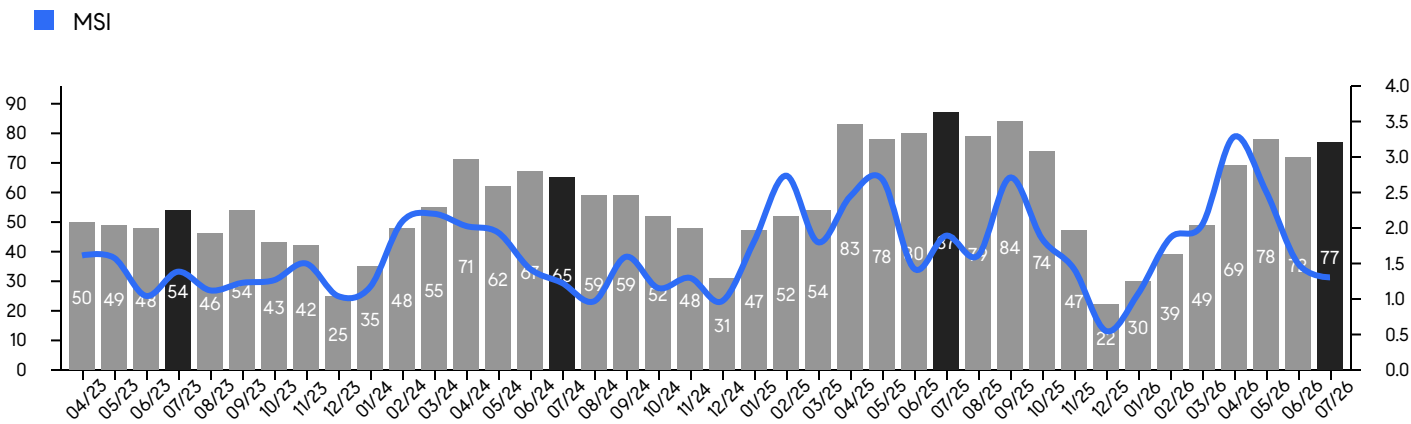
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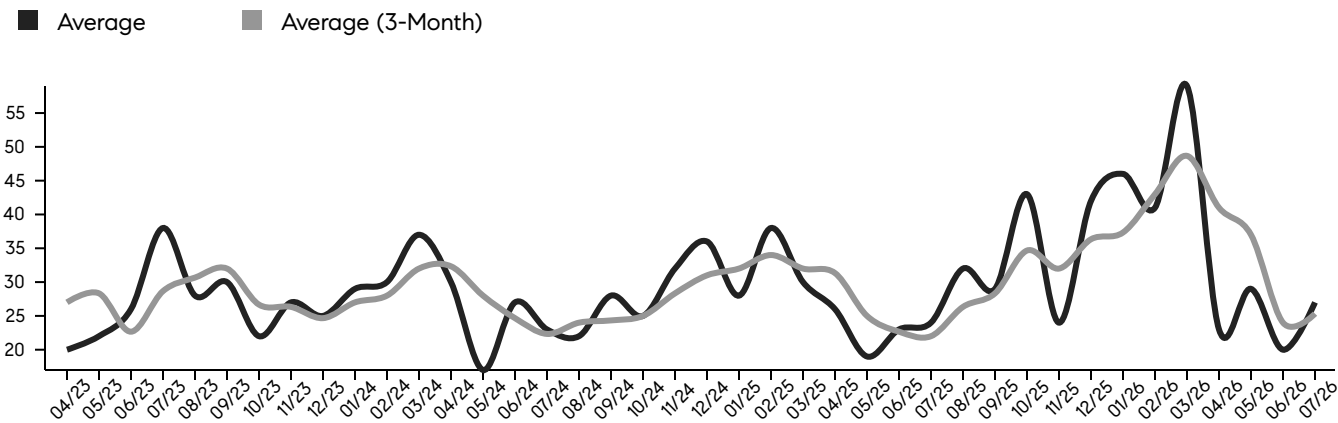
Inventory & MSI

The total inventory of properties available for sale as of July 2026 was 77, a difference of 7% from 72 last month, and -11% from 87 in July 2025, and was at mid level compared to 2025 and 2024. The months of supply inventory (MSI) was at 1.3 months, a similar level compared to 2025 and 2024. 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 July 2026 was 27, a change of 35% from 20 days last month, and 13% from 24 days in July 2025, and was at its lowest level compared to 2025 and 2024.



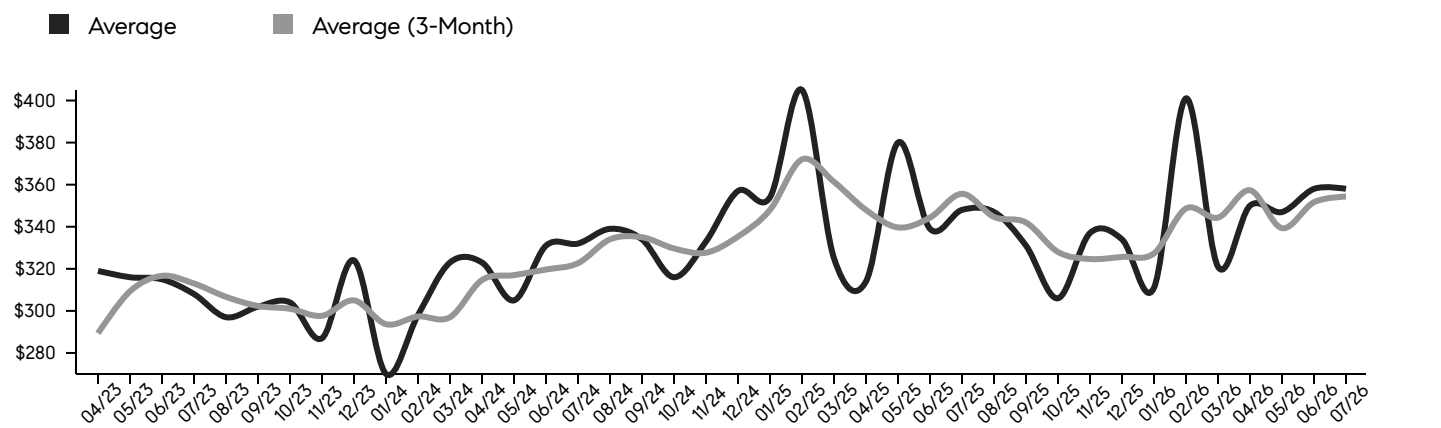
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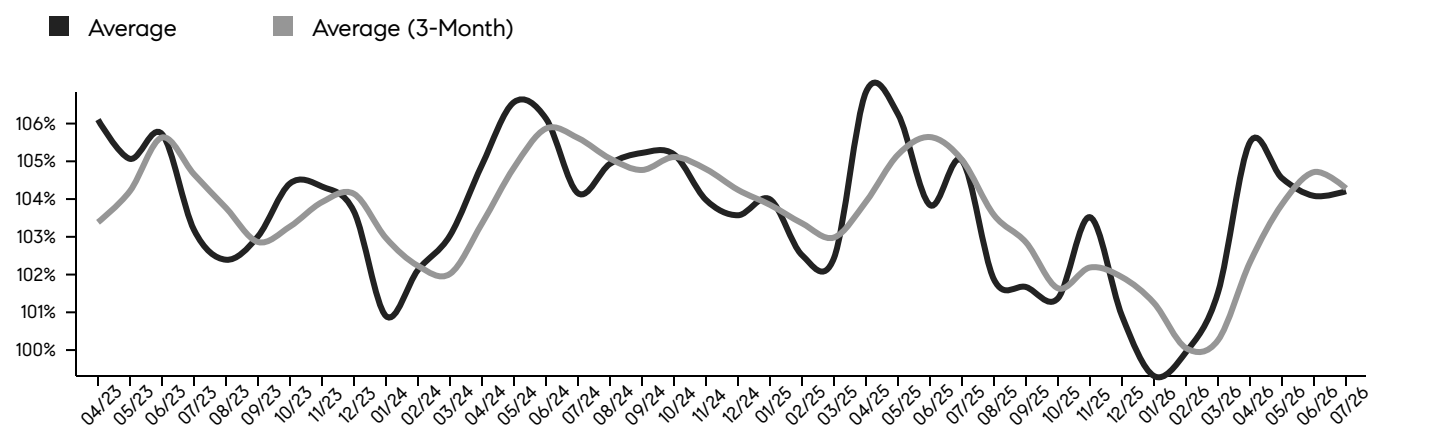
Selling Price Per Square Foot

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 July 2026 selling price vs. listing price ratio was 104.2%, compared to 104.1% last month, and 105.0% in July 2025.



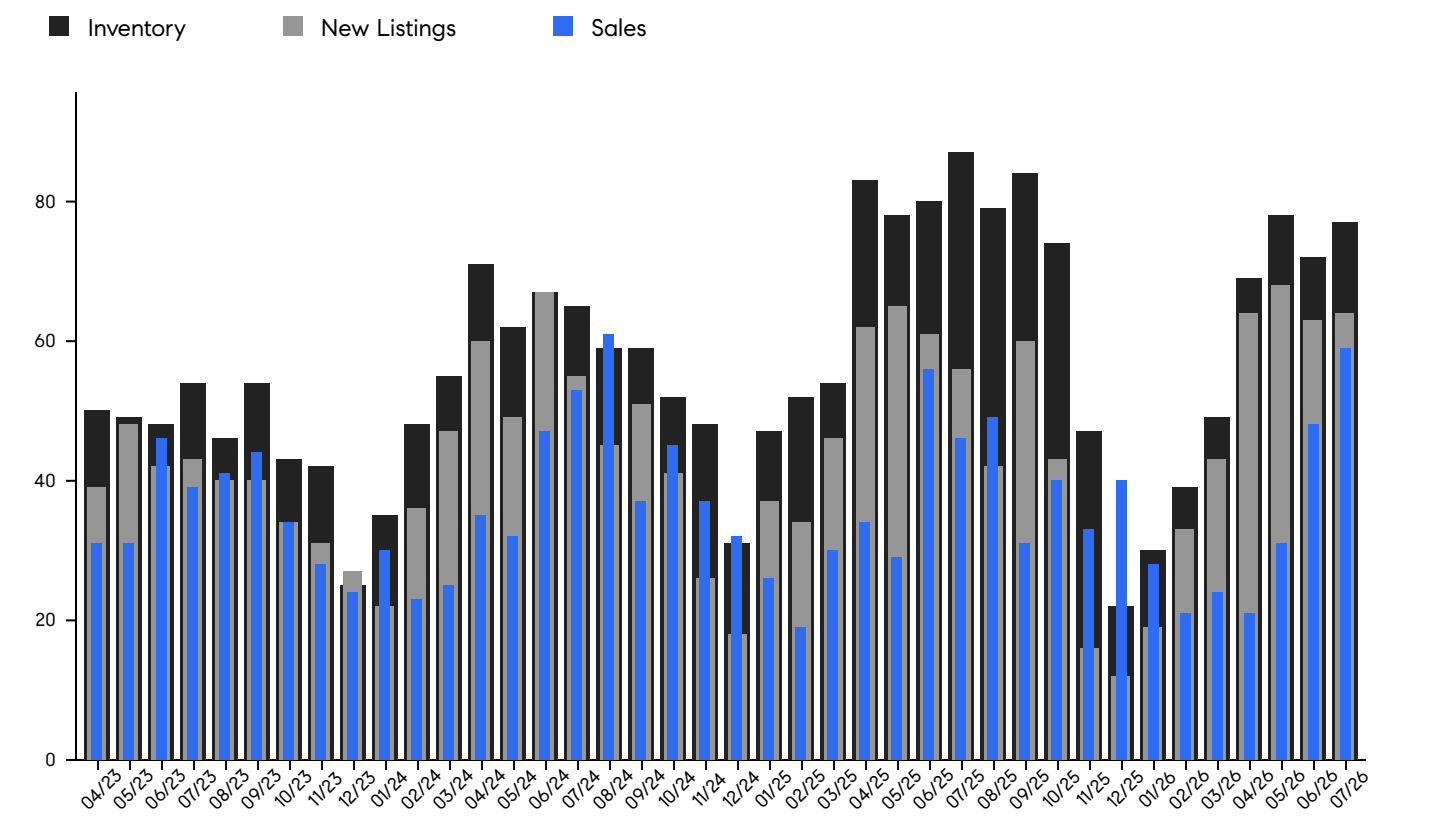
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Inventory, New Listings & Sales

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 July 2026 was 64, a change of 2% from 63 last month and 14% from 56 in July 2025.



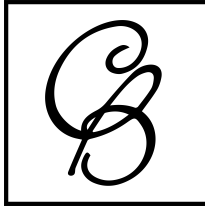
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JULY 2026

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
Jul '26	59	46	\$791K	\$745K	\$849K	\$817K	27	25	\$358	\$354	104.2%	104.3%	77	64	1.3
Jun '26	48	33	\$737K	\$724K	\$811K	\$780K	20	24	\$358	\$352	104.1%	104.7%	72	63	1.5
May '26	31	25	\$706K	\$678K	\$790K	\$752K	29	37	\$347	\$339	104.6%	103.9%	78	68	2.5
Apr '26	21	22	\$730K	\$657K	\$737K	\$750K	23	41	\$350	\$357	105.5%	102.3%	69	64	3.3
Mar '26	24	24	\$597K	\$623K	\$727K	\$730K	59	49	\$321	\$344	101.5%	100.3%	49	43	2.0
Feb '26	21	30	\$645K	\$664K	\$785K	\$727K	41	43	\$401	\$349	99.9%	100.1%	39	33	1.9
Jan '26	28	34	\$625K	\$669K	\$678K	\$701K	46	37	\$311	\$327	99.3%	101.2%	30	19	1.1
Dec '25	40	38	\$722K	\$688K	\$718K	\$714K	42	36	\$334	\$326	100.9%	101.9%	22	12	0.6
Nov '25	33	35	\$660K	\$668K	\$707K	\$718K	24	32	\$337	\$325	103.5%	102.2%	47	16	1.4
Oct '25	40	40	\$682K	\$661K	\$715K	\$715K	43	35	\$306	\$328	101.4%	101.6%	74	43	1.9
Sep '25	31	42	\$660K	\$673K	\$731K	\$731K	29	28	\$331	\$342	101.7%	102.9%	84	60	2.7
Aug '25	49	50	\$640K	\$698K	\$697K	\$743K	32	26	\$347	\$345	101.9%	103.6%	79	42	1.6
Jul '25	46	44	\$720K	\$777K	\$763K	\$794K	24	22	\$348	\$356	105.0%	105.0%	87	56	1.9
Jun '25	56	40	\$735K	\$758K	\$770K	\$773K	23	23	\$339	\$344	103.8%	105.6%	80	61	1.4
May '25	29	31	\$875K	\$738K	\$847K	\$760K	19	25	\$380	\$340	106.2%	105.2%	78	65	2.7
Apr '25	34	28	\$662K	\$629K	\$701K	\$698K	26	31	\$314	\$348	106.8%	103.9%	83	62	2.4
Mar '25	30	25	\$675K	\$610K	\$730K	\$679K	30	32	\$325	\$361	102.4%	103.0%	54	46	1.8
Feb '25	19	26	\$550K	\$618K	\$660K	\$691K	38	34	\$405	\$372	102.5%	103.4%	52	34	2.7
Jan '25	26	32	\$605K	\$675K	\$646K	\$716K	28	32	\$354	\$348	104.0%	103.8%	47	37	1.8
Dec '24	32	38	\$699K	\$702K	\$765K	\$743K	36	31	\$357	\$335	103.6%	104.2%	31	18	1.0
Nov '24	37	40	\$721K	\$712K	\$736K	\$732K	32	28	\$333	\$328	104.0%	104.8%	48	26	1.3
Oct '24	45	48	\$685K	\$708K	\$725K	\$725K	25	25	\$316	\$330	105.2%	105.1%	52	41	1.2
Sep '24	37	50	\$729K	\$723K	\$734K	\$748K	28	24	\$334	\$335	105.2%	104.8%	59	51	1.6
Aug '24	61	54	\$710K	\$730K	\$714K	\$759K	22	24	\$339	\$334	104.9%	105.1%	59	45	1.0
Jul '24	53	44	\$730K	\$709K	\$795K	\$742K	23	22	\$332	\$323	104.2%	105.6%	65	55	1.2
Jun '24	47	38	\$750K	\$686K	\$767K	\$732K	27	25	\$331	\$320	106.1%	105.9%	67	67	1.4
May '24	32	31	\$647K	\$624K	\$663K	\$683K	17	28	\$305	\$317	106.6%	104.8%	62	49	1.9
Apr '24	35	28	\$660K	\$582K	\$765K	\$652K	30	32	\$323	\$315	104.9%	103.4%	71	60	2.0
Mar '24	25	26	\$565K	\$568K	\$621K	\$613K	37	32	\$323	\$297	103.0%	102.0%	55	47	2.2
Feb '24	23	26	\$520K	\$604K	\$568K	\$627K	30	28	\$298	\$297	102.1%	102.2%	48	36	2.1
Jan '24	30	27	\$617K	\$643K	\$647K	\$674K	29	27	\$270	\$294	100.9%	103.0%	35	22	1.2
Dec '23	24	29	\$672K	\$621K	\$663K	\$660K	25	25	\$324	\$305	103.7%	104.1%	25	27	1.0
Nov '23	28	35	\$640K	\$649K	\$711K	\$695K	27	26	\$287	\$298	104.3%	103.9%	42	31	1.5
Oct '23	34	40	\$550K	\$643K	\$604K	\$668K	22	27	\$304	\$301	104.4%	103.3%	43	34	1.3
Sep '23	44	41	\$757K	\$686K	\$768K	\$722K	30	32	\$302	\$302	103.0%	102.9%	54	40	1.2
Aug '23	41	42	\$620K	\$639K	\$633K	\$676K	28	31	\$297	\$307	102.4%	103.8%	46	40	1.1

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