



CHERIE  
BERGER  
TEAM

November 2024

Warren  
Market Insights

## Market Profile & Trends Overview

The table belows shows data & statistics for November 2024 (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).

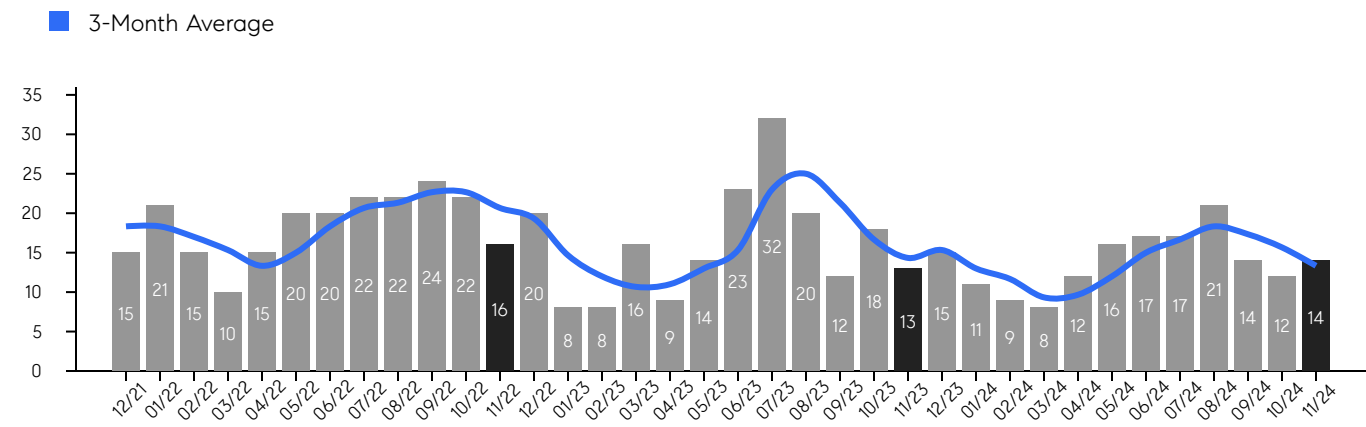
		CM	LM	L3M	PYM	LY	PY	YTD	PYTD
Inventory	# OF PROPERTIES	37	-12%	-3%	0%	-16%	-33%	-	-
	MEDIAN PRICE	\$799,000	-28%	-31%	-27%	-30%	-30%	-	-
	AVERAGE PRICE	\$1,051,599	-16%	-16%	-29%	-23%	-16%	-	-
	PRICE PER SQFT	\$415	3%	4%	9%	6%	20%	-	-
	MONTHS OF SUPPLY	2.6	-24%	1%	-7%	-60%	-10%	-	-
New Listings	# OF PROPERTIES	16	-41%	-24%	7%	-26%	-36%	219	-24.7%
	MEDIAN PRICE	\$730,296	-27%	-36%	-25%	-34%	-24%	\$1,088,000	10.1%
	AVERAGE PRICE	\$820,126	-36%	-34%	-17%	-35%	-24%	\$1,200,442	7.5%
	PRICE PER SQFT	\$446	26%	22%	43%	28%	34%	\$383	16.4%
Sales	# OF PROPERTIES	14	17%	-11%	8%	-11%	-26%	151	-27.1%
	MEDIAN PRICE	\$730,000	-36%	-39%	-21%	-28%	-24%	\$1,100,000	15.2%
	AVERAGE PRICE	\$865,168	-27%	-33%	-17%	-21%	-16%	\$1,226,880	18.4%
	PRICE PER SQFT	\$394	3%	2%	30%	20%	30%	\$373	23.5%
	SALE-TO-LIST RATIO	99.0%	0.6%	-2%	0.9%	-0.6%	-0.8%	101.0%	0.9%

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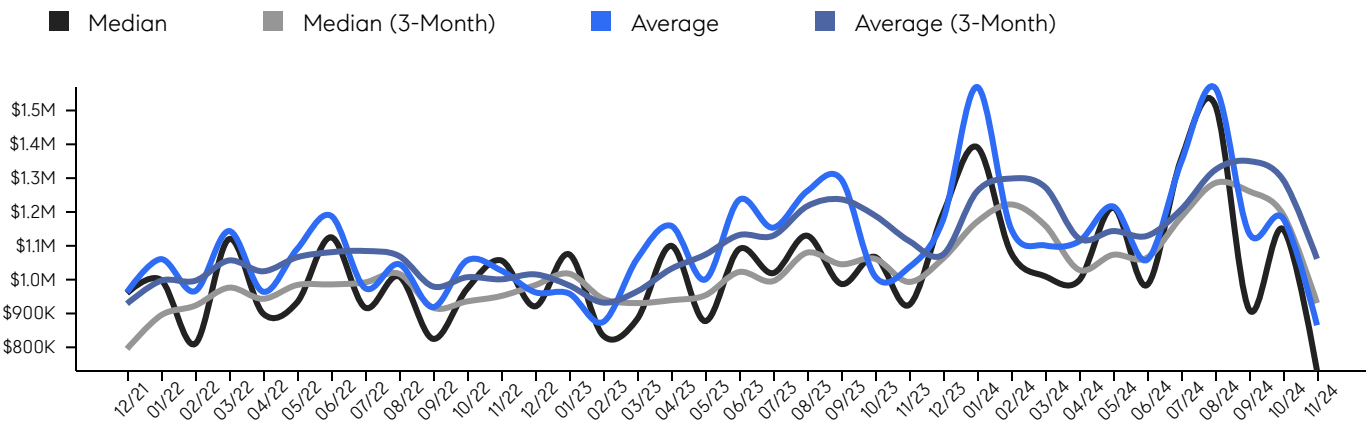
## Property Sales

There were 14 sales in November 2024, a change of 8% from 13 in November 2023 and 17% from the 12 sales last month. Compared to November 2022 and 2023, sales were mid level. There have been 151 year-to-date (YTD) sales, which is -27.1% lower than last year's year-to-date sales of 207.



## Property Prices

The median sales price in November 2024 was \$730,000, a change of -21% from \$925,000 in November 2023, and a change of -36% from \$1,149,500 last month. The average sales price in November 2024 was \$865,168, a change of -17% from \$1,036,285 in November 2023, and a change of -27% from \$1,181,364 last month, and was at its lowest level compared to 2023 and 2022.



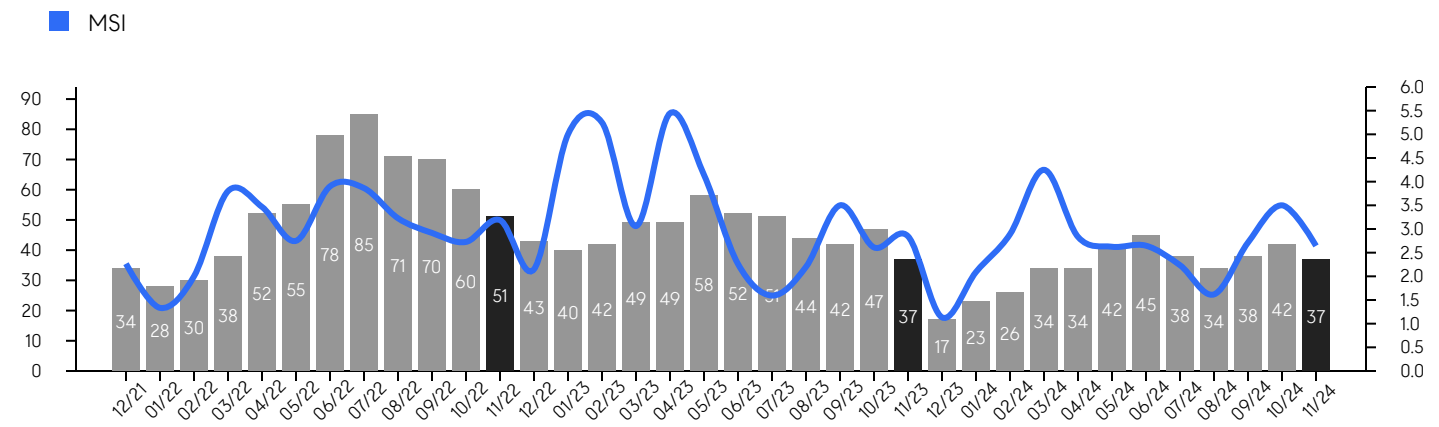
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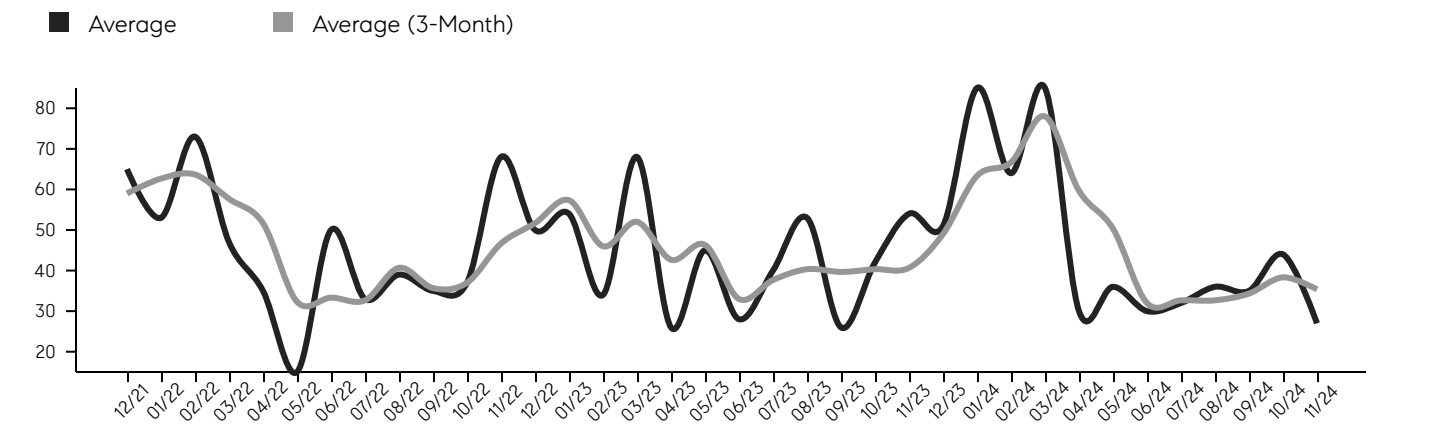
## Inventory & MSI

The total inventory of properties available for sale as of November 2024 was 37, a difference of -12% from - last month, and 0% from 37 in November 2023, and was at a similar level compared to 2023 and 2022. The months of supply inventory (MSI) was at 2.6 months, a similar level compared to 2023 and 2022. 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 November 2024 was 27, a change of -39% from 44 days last month, and -50% from 54 days in November 2023, and was at its lowest level compared to 2023 and 2022.



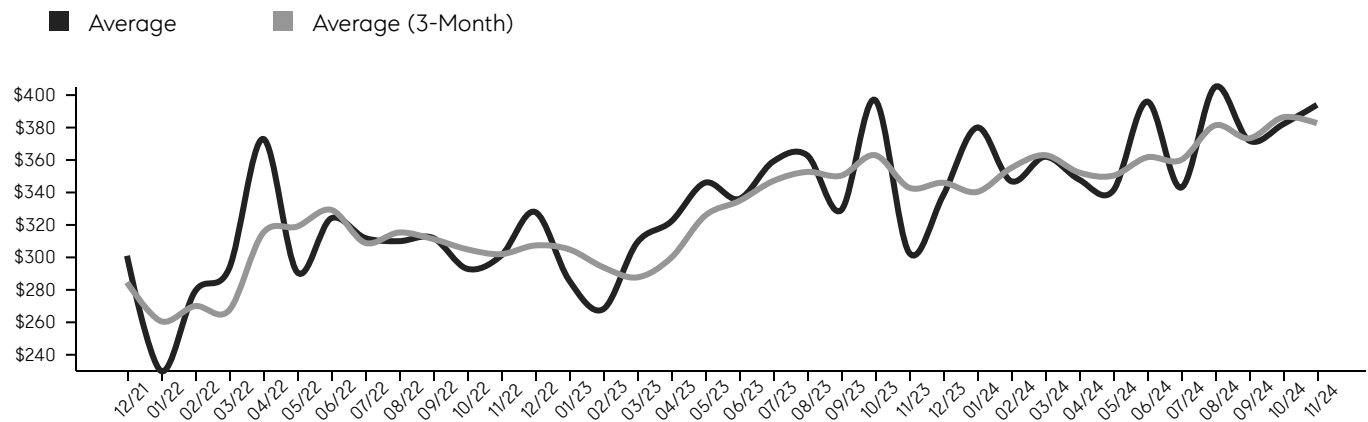
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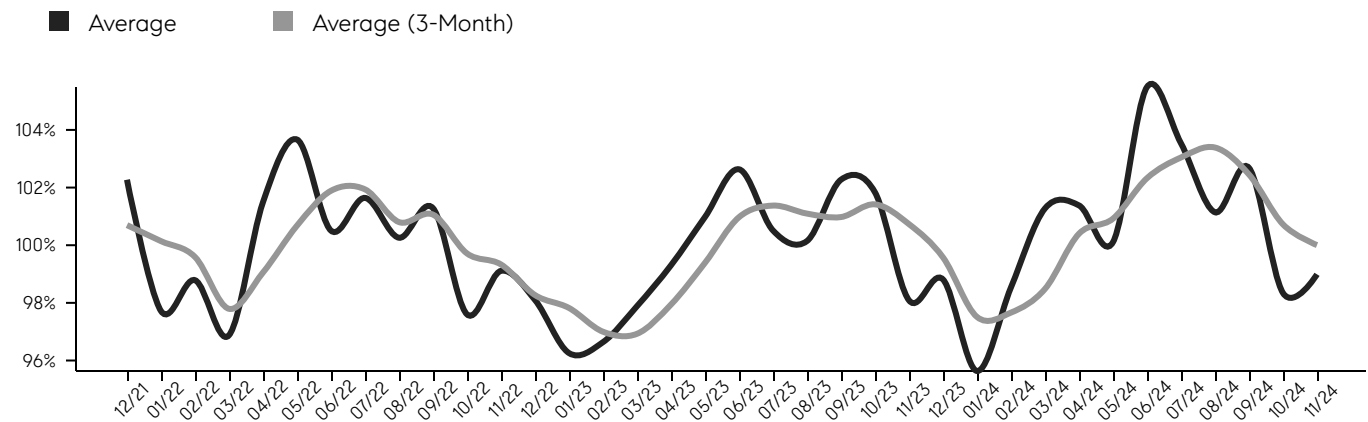
## Selling Price Per Square Foot

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 November 2024 selling price vs. listing price ratio was 99.0%, compared to 98.3% last month, and 98.1% in November 2023.



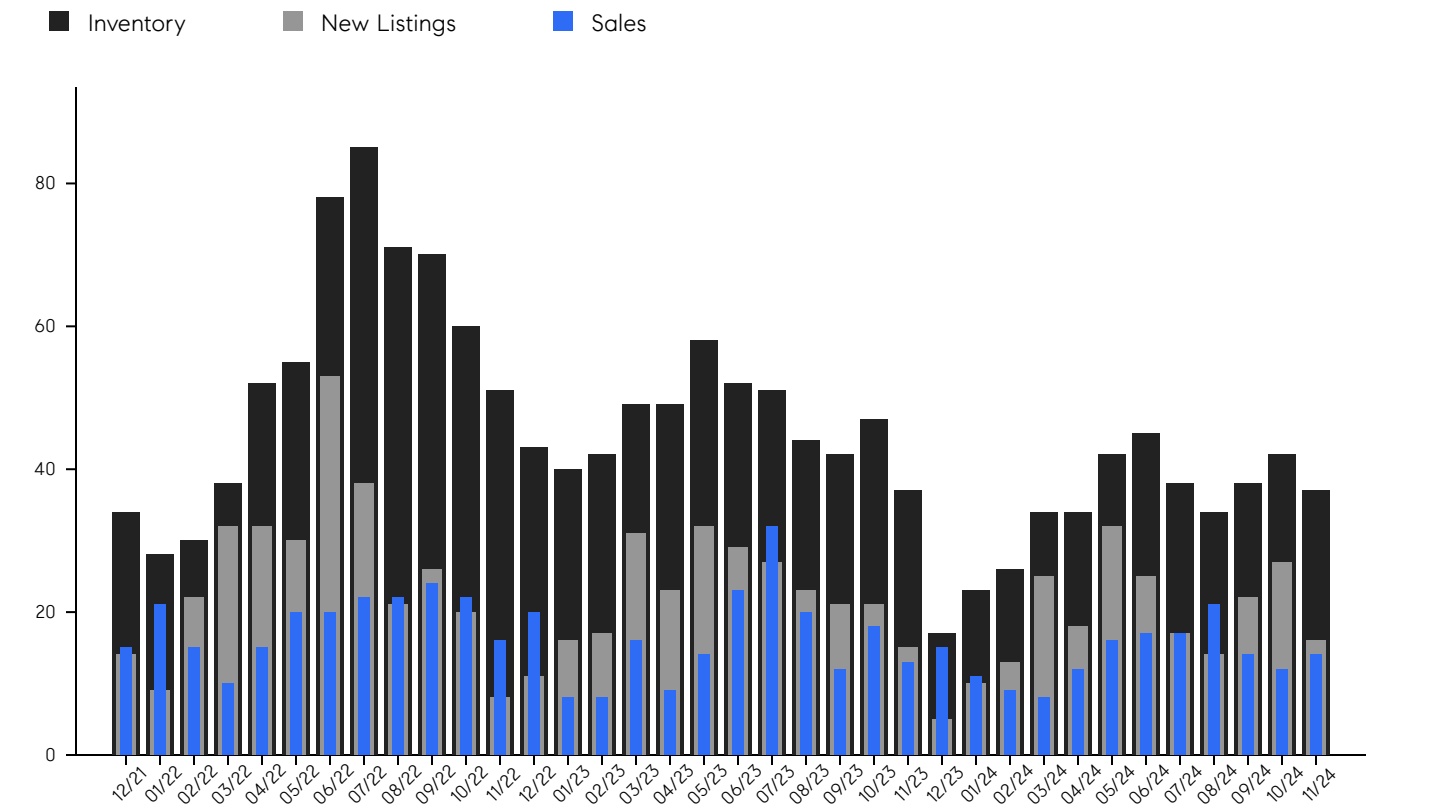
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## Inventory, New Listings & Sales

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 November 2024 was 16, a change of -41% from 27 last month and 7% from 15 in November 2023.



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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
Nov '24	14	13	\$730K	\$931K	\$865K	\$1M	27	35	\$394	\$383	99.0%	100.0%	37	16	2.6
Oct '24	12	16	\$1.1M	\$1M	\$1.1M	\$1M	44	38	\$382	\$386	98.3%	100.7%	42	27	3.5
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
Feb '22	15	17	\$810K	\$923K	\$965K	\$997K	73	64	\$279	\$270	98.8%	99.6%	30	22	2.0
Jan '22	21	18	\$999K	\$895K	\$1.0M	\$997K	53	63	\$230	\$261	97.7%	100.1%	28	9	1.3
Dec '21	15	18	\$959K	\$795K	\$962K	\$929K	65	59	\$301	\$285	102.3%	100.7%	34	14	2.3

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CHERIE  
BERGER  
TEAM



**Cherie Berger**

cherie.berger@compass.com

M: 908.410.0931



**Steven Berger**

steven.berger@compass.com

M: 908.256.0307



**Ashley Berger-Freitas**

ashley.freitas@compass.com

M: 908.432.9818



**Karla Gary**

karla.gary@compass.com

M: 908.285.3813

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