



CHERIE
BERGER
TEAM

January 2025

Bridgewater Market Insights

Market Profile & Trends Overview

The table belows shows data & statistics for January 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).

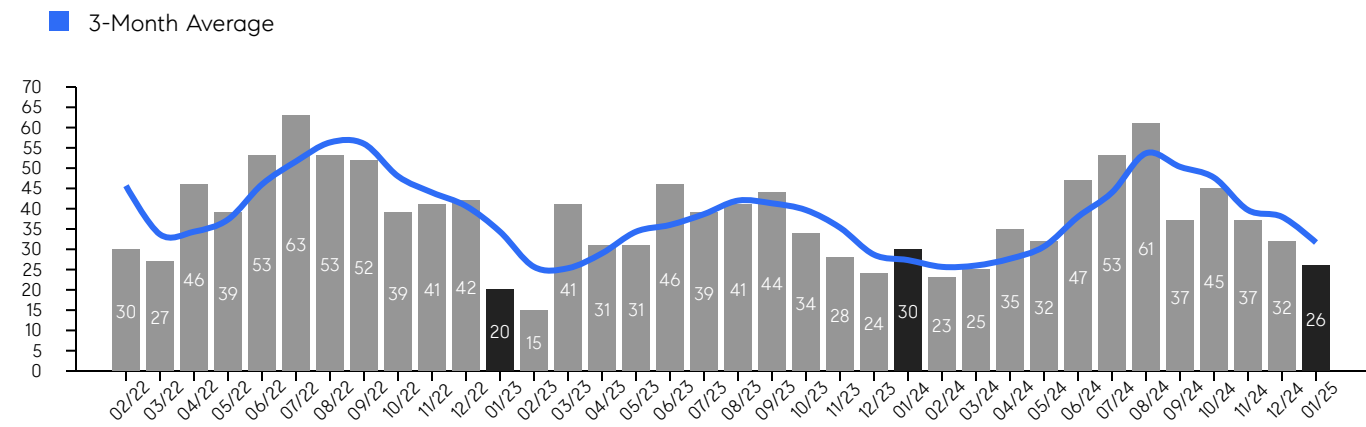
		CM	LM	L3M	PYM	LY	PY	YTD	PYTD
Inventory	# OF PROPERTIES	46	48%	5%	31%	-15%	-3%	-	-
	MEDIAN PRICE	\$592,498	-3%	-5%	22%	-9%	-10%	-	-
	AVERAGE PRICE	\$736,654	-7%	-7%	28%	-3%	-4%	-	-
	PRICE PER SQFT	\$366	-1%	1%	20%	11%	12%	-	-
	MONTHS OF SUPPLY	1.8	83%	55%	52%	-38%	11%	-	-
New Listings	# OF PROPERTIES	37	106%	31%	68%	-14%	-3%	37	8.8%
	MEDIAN PRICE	\$575,000	-12%	-9%	3%	-14%	-1%	\$575,000	14.3%
	AVERAGE PRICE	\$727,368	4%	7%	12%	0%	17%	\$727,368	28.3%
	PRICE PER SQFT	\$348	10%	0%	20%	7%	19%	\$348	28.9%
Sales	# OF PROPERTIES	26	-19%	-32%	-13%	-32%	-21%	26	30.0%
	MEDIAN PRICE	\$605,000	-13%	-14%	-2%	-10%	0%	\$605,000	14.9%
	AVERAGE PRICE	\$646,796	-16%	-13%	0%	-9%	1%	\$646,796	10.9%
	PRICE PER SQFT	\$354	-1%	6%	31%	10%	18%	\$354	22.9%
	SALE-TO-LIST RATIO	104.0%	0.4%	0%	3.1%	-0.2%	0.5%	104.0%	3.7%

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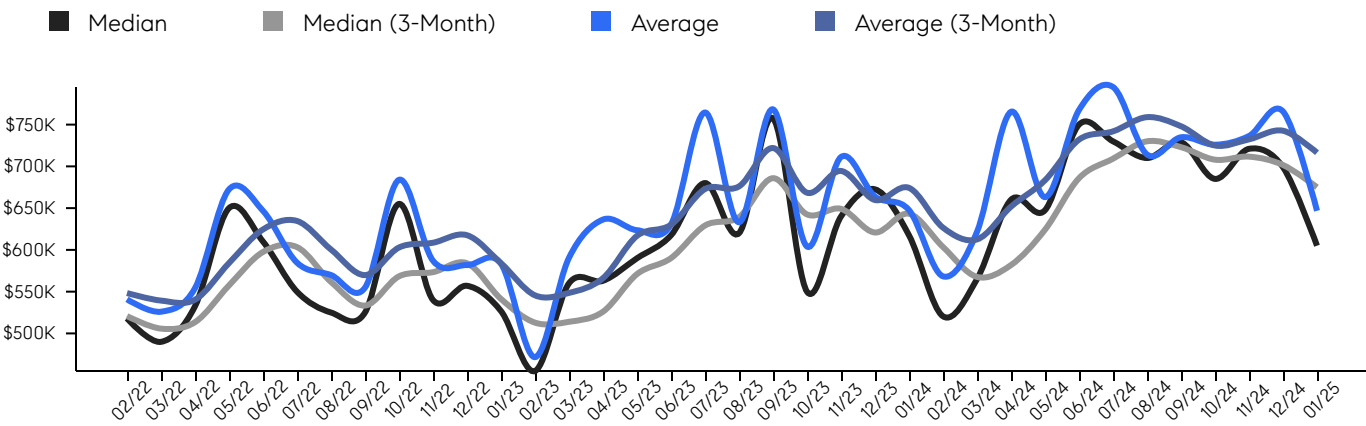
Property Sales

There were 26 sales in January 2025, a change of -13% from 30 in January 2024 and -19% from the 32 sales last month. Compared to January 2023 and 2024, sales were mid level. There have been 26 year-to-date (YTD) sales, which is 30.0% higher than last year's year-to-date sales of 20.



Property Prices

The median sales price in January 2025 was \$605,000, a change of -2% from \$617,500 in January 2024, and a change of -13% from \$699,000 last month. The average sales price in January 2025 was \$646,796, a change of 0% from \$647,700 in January 2024, and a change of -16% from \$765,767 last month, and was mid level compared to 2024 and 2023.



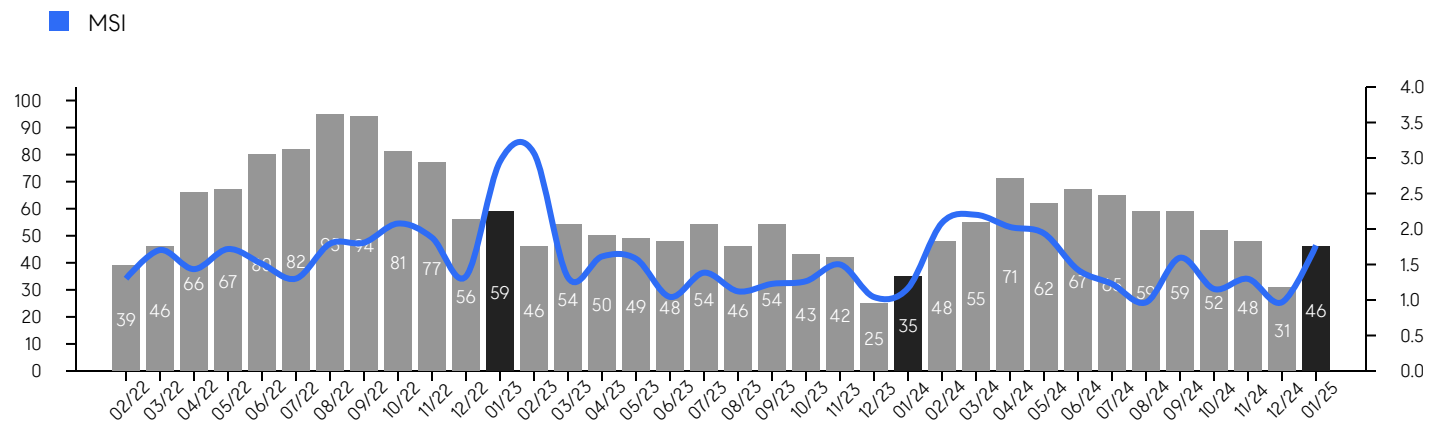
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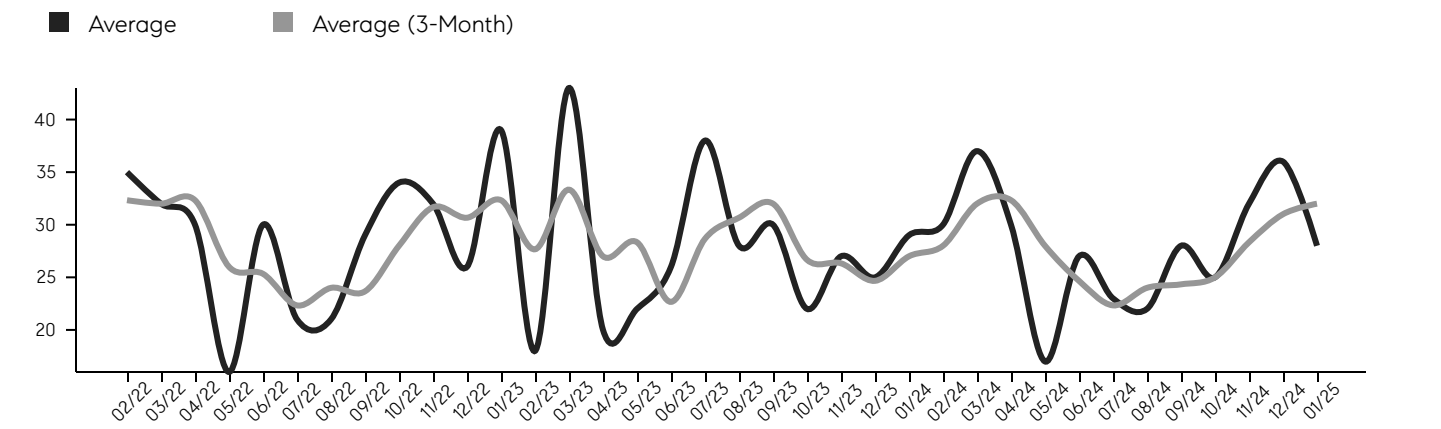
Inventory & MSI

The total inventory of properties available for sale as of January 2025 was 46, a difference of 48% from - last month, and 31% from 35 in January 2024, and was at mid level compared to 2024 and 2023. The months of supply inventory (MSI) was at 1.8 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 January 2025 was 28, a change of -22% from 36 days last month, and -3% from 29 days in January 2024, and was a similar level compared to 2024 and 2023.



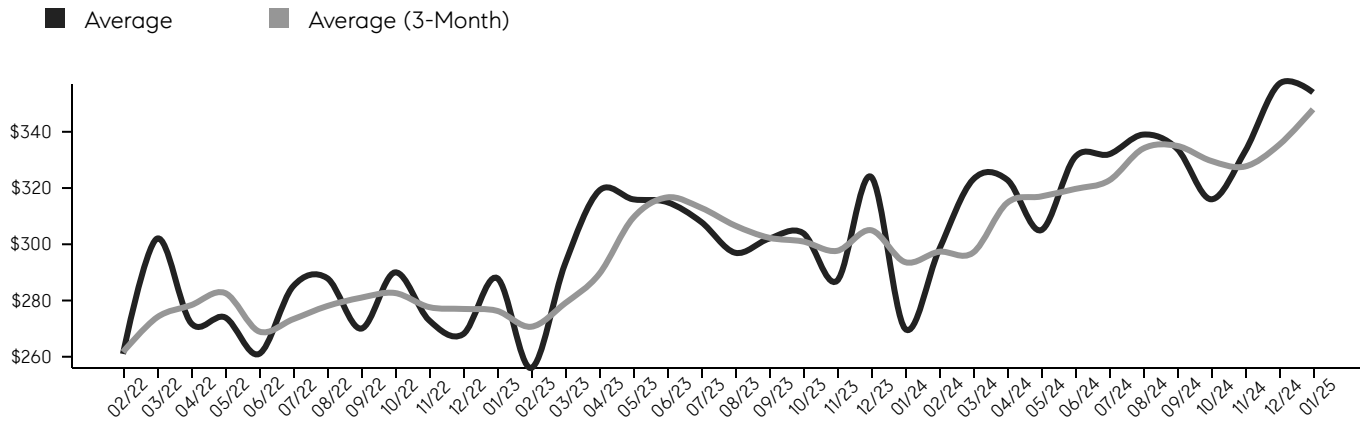
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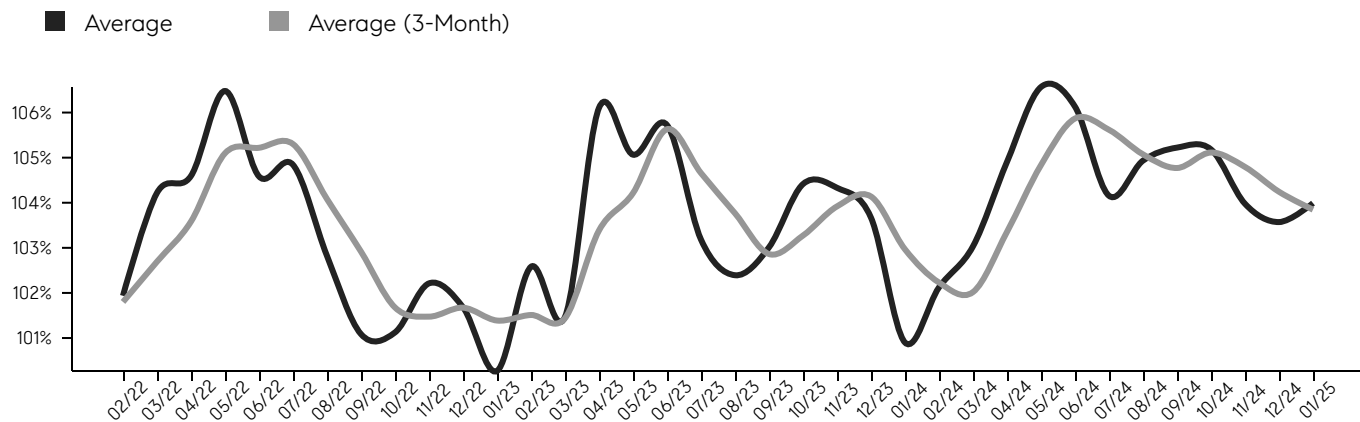
Selling Price Per Square Foot

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 January 2025 selling price vs. listing price ratio was 104.0%, compared to 103.6% last month, and 100.9% in January 2024.



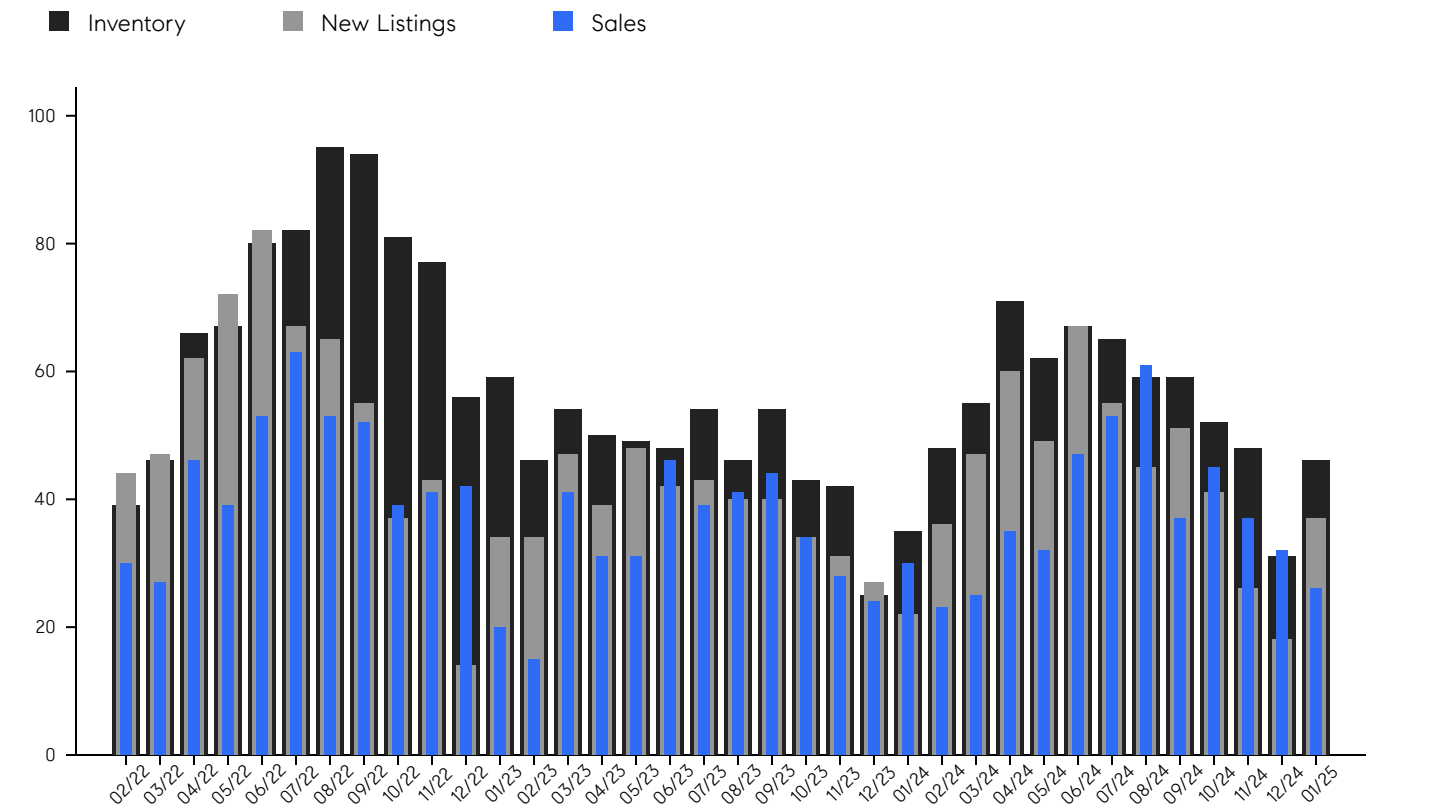
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Inventory, New Listings & Sales

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 January 2025 was 37, a change of 106% from 18 last month and 68% from 22 in January 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
Jan '25	26	32	\$605K	\$675K	\$646K	\$716K	28	32	\$354	\$348	104.0%	103.8%	46	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
Jul '23	39	39	\$680K	\$629K	\$764K	\$673K	38	29	\$308	\$313	103.2%	104.7%	54	43	1.4
Jun '23	46	36	\$617K	\$590K	\$630K	\$630K	26	23	\$315	\$317	105.7%	105.6%	48	42	1.0
May '23	31	34	\$590K	\$571K	\$623K	\$617K	22	28	\$316	\$309	105.1%	104.2%	49	48	1.6
Apr '23	31	29	\$563K	\$526K	\$636K	\$566K	20	27	\$319	\$289	106.1%	103.4%	50	39	1.6
Mar '23	41	25	\$560K	\$514K	\$590K	\$548K	43	33	\$293	\$279	101.5%	101.4%	54	47	1.3
Feb '23	15	26	\$455K	\$513K	\$471K	\$546K	18	28	\$256	\$271	102.6%	101.5%	46	34	3.1
Jan '23	20	34	\$526K	\$541K	\$583K	\$584K	39	32	\$288	\$276	100.3%	101.4%	59	34	3.0
Dec '22	42	41	\$557K	\$584K	\$581K	\$618K	26	31	\$268	\$277	101.7%	101.7%	56	14	1.3
Nov '22	41	44	\$540K	\$573K	\$587K	\$609K	32	32	\$273	\$278	102.2%	101.5%	77	43	1.9
Oct '22	39	48	\$655K	\$568K	\$683K	\$603K	34	28	\$290	\$283	101.1%	101.7%	81	37	2.1
Sep '22	52	56	\$525K	\$533K	\$554K	\$570K	29	24	\$270	\$281	101.1%	102.9%	94	55	1.8
Aug '22	53	56	\$525K	\$562K	\$569K	\$600K	21	24	\$288	\$278	102.8%	104.1%	95	65	1.8
Jul '22	63	52	\$550K	\$603K	\$584K	\$635K	21	22	\$285	\$273	104.8%	105.3%	82	67	1.3
Jun '22	53	46	\$610K	\$598K	\$646K	\$624K	30	25	\$261	\$269	104.6%	105.2%	80	82	1.5
May '22	39	37	\$650K	\$557K	\$672K	\$584K	16	26	\$274	\$283	106.5%	105.1%	67	72	1.7
Apr '22	46	34	\$532K	\$513K	\$554K	\$540K	30	32	\$272	\$278	104.6%	103.6%	66	62	1.4
Mar '22	27	34	\$489K	\$506K	\$525K	\$539K	32	32	\$302	\$274	104.2%	102.7%	46	47	1.7
Feb '22	30	46	\$518K	\$521K	\$540K	\$548K	35	32	\$261	\$262	101.9%	101.8%	39	44	1.3

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