



CHERIE  
BERGER  
TEAM

June 2025

# Watchung Market Insights

CHERIE BERGER TEAM

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JUNE 2025

## Market Profile & Trends Overview

The table belows shows data & statistics for June 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	13	44%	39%	-24%	-2%	15%	-	-
	MEDIAN PRICE	\$874,900	-32%	-27%	-28%	-19%	-22%	-	-
	AVERAGE PRICE	\$1,093,531	-21%	-11%	-18%	-6%	-10%	-	-
	PRICE PER SQFT	\$403	9%	8%	22%	25%	31%	-	-
	MONTHS OF SUPPLY	2.6	44%	-39%	53%	-52%	-34%	-	-
New Listings	# OF PROPERTIES	11	57%	74%	0%	55%	100%	42	2.4%
	MEDIAN PRICE	\$825,000	-41%	-32%	-21%	-12%	-13%	\$1,024,500	6.2%
	AVERAGE PRICE	\$864,264	-48%	-36%	-27%	-14%	-17%	\$1,215,733	8.7%
	PRICE PER SQFT	\$387	0%	57%	5%	26%	44%	\$372	20.8%
Sales	# OF PROPERTIES	5	0%	36%	-50%	5%	11%	23	-8.0%
	MEDIAN PRICE	\$1,450,000	65%	40%	50%	38%	61%	\$1,200,000	25.0%
	AVERAGE PRICE	\$1,720,000	58%	54%	69%	62%	70%	\$1,354,709	21.1%
	PRICE PER SQFT	\$368	-3%	190%	16%	9%	60%	\$311	11.5%
	SALE-TO-LIST RATIO	102.3%	-1.9%	-1%	2.6%	1.6%	1.0%	103.6%	2.7%

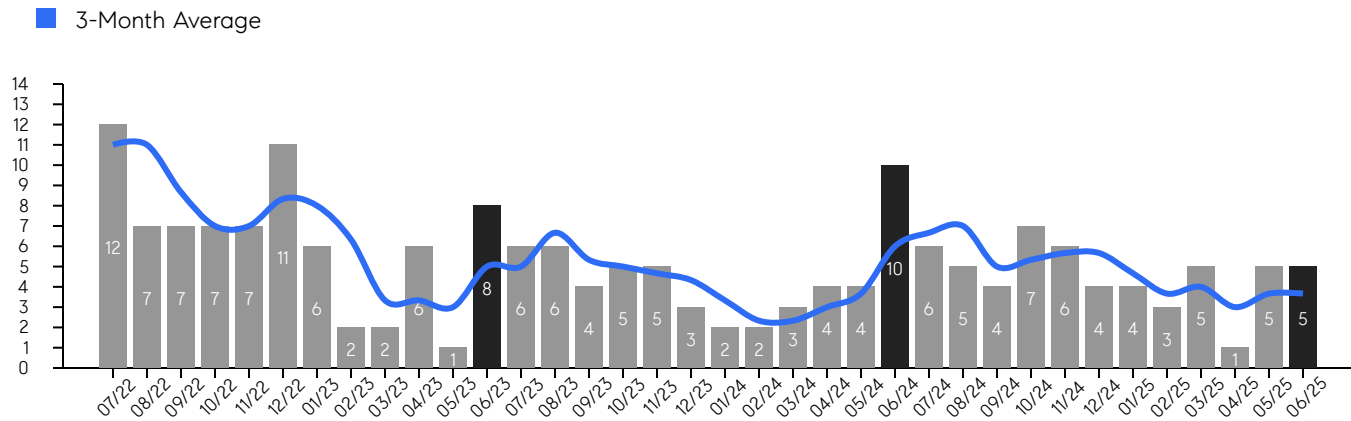
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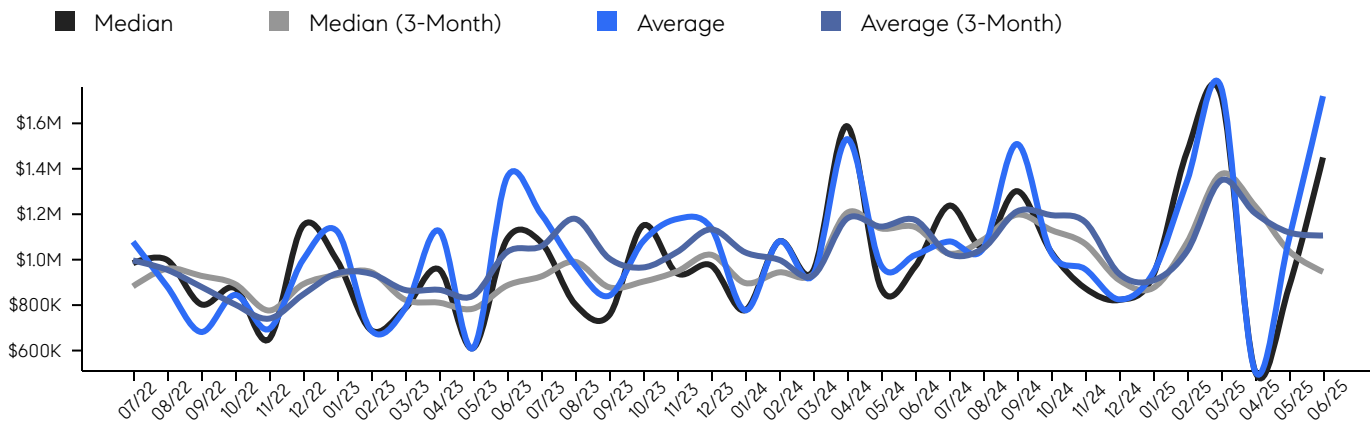
## Property Sales

There were 5 sales in June 2025, a change of -50% from 10 in June 2024 and 0% from the 5 sales last month. Compared to June 2023 and 2024, sales were at their lowest level. There have been 23 year-to-date (YTD) sales, which is -8.0% lower than last year's year-to-date sales of 25.



## Property Prices

The median sales price in June 2025 was \$1,450,000, a change of 50% from \$968,750 in June 2024, and a change of 65% from \$880,000 last month. The average sales price in June 2025 was \$1,720,000, a change of 69% from \$1,020,150 in June 2024, and a change of 58% from \$1,089,600 last month, and was at its highest level compared to 2024 and 2023.



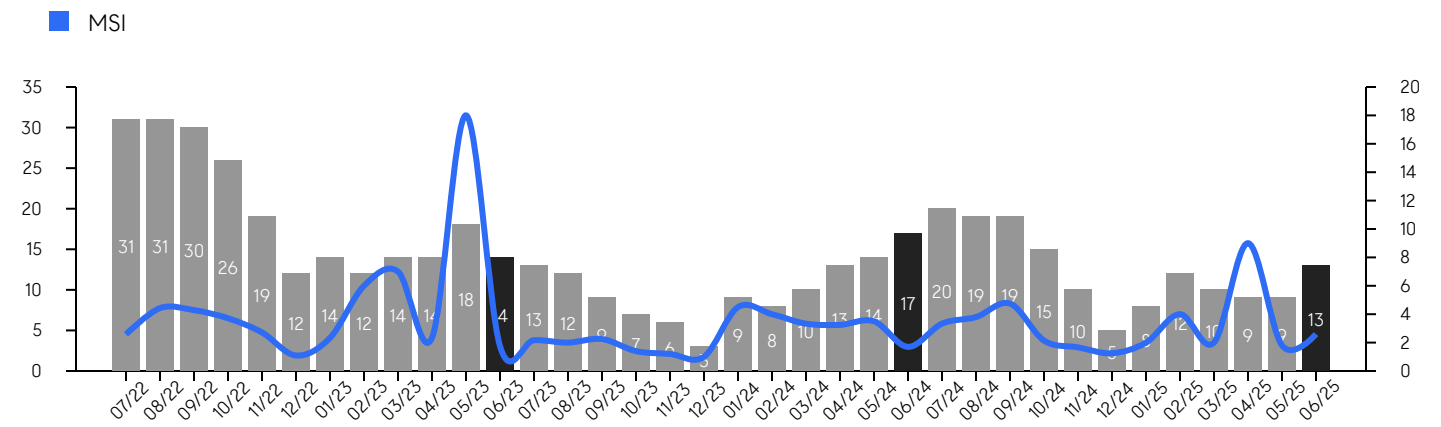
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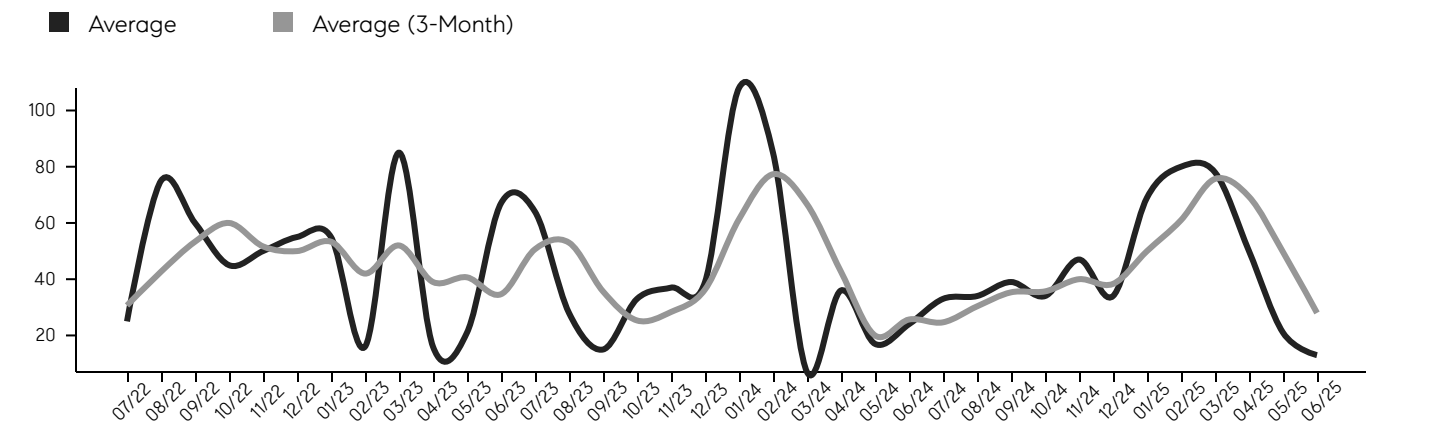
## Inventory & MSI

The total inventory of properties available for sale as of June 2025 was 13, a difference of 44% from - last month, and -24% from 17 in June 2024, and was at its lowest level compared to 2024 and 2023. The months of supply inventory (MSI) was at 2.6 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 June 2025 was 13, a change of -38% from 21 days last month, and -46% from 24 days in June 2024, and was at its lowest level compared to 2024 and 2023.



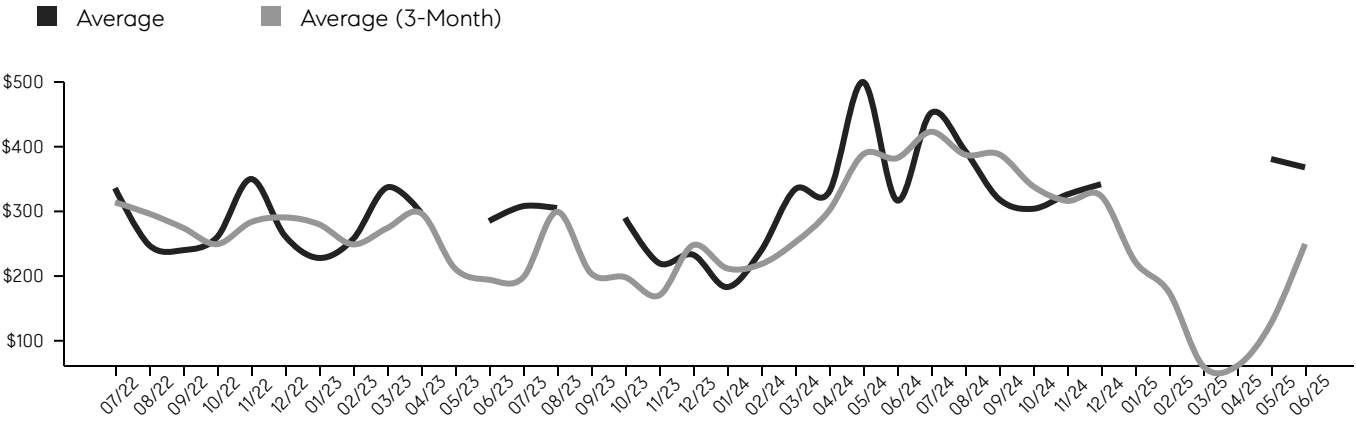
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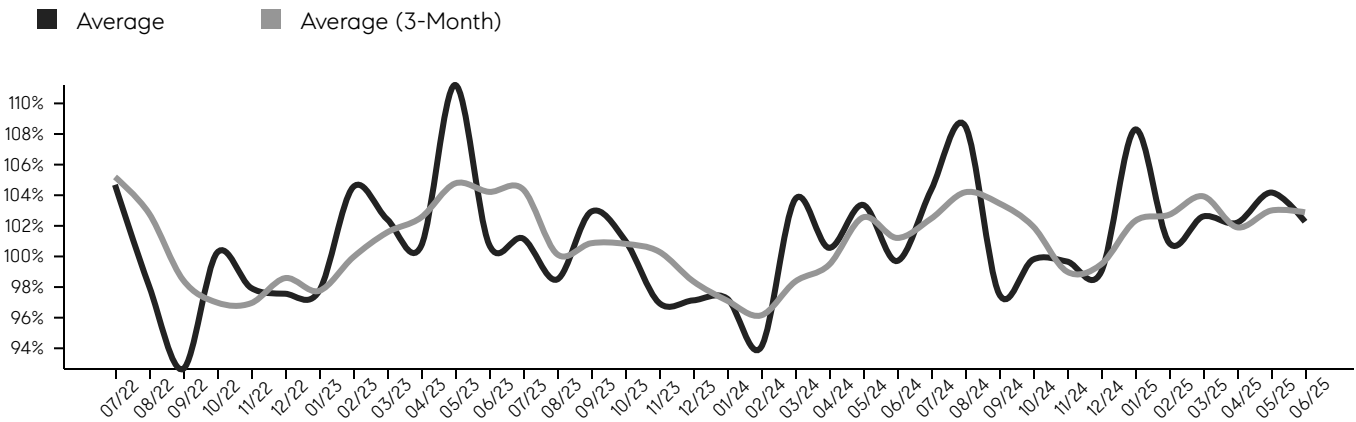
## Selling Price Per Square Foot

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 June 2025 selling price vs. listing price ratio was 102.3%, compared to 104.2% last month, and 99.7% in June 2024.



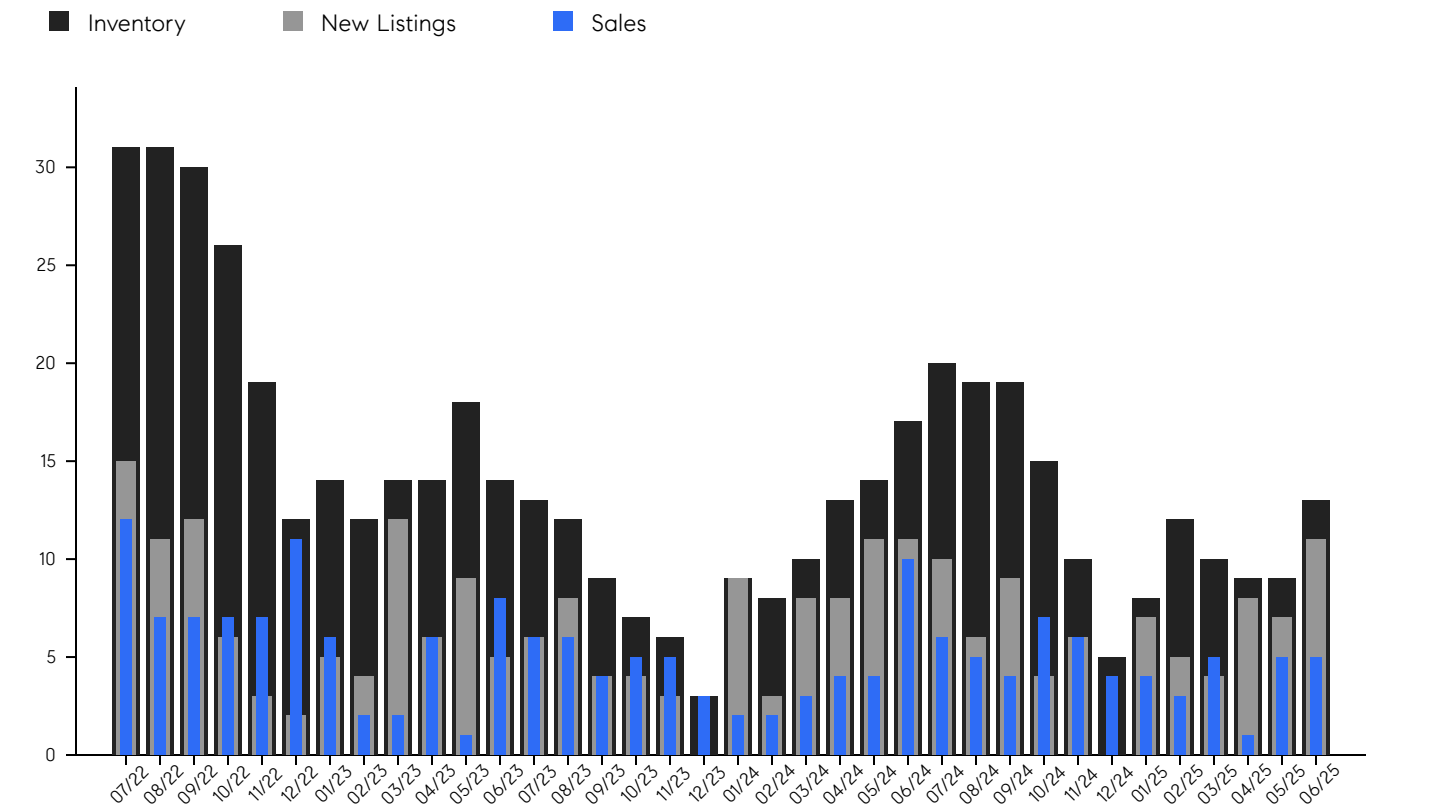
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## Inventory, New Listings & Sales

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 June 2025 was 11, a change of 57% from 7 last month and 0% from 11 in June 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
Jun '25	5	4	\$1.4M	\$947K	\$1.7M	\$1M	13	28	\$368	\$250	102.3%	102.9%	13	11	2.6
May '25	5	4	\$880K	\$1M	\$1.0M	\$1M	21	50	\$381	\$127	104.2%	103.0%	9	7	1.8
Apr '25	1	3	\$510K	\$1M	\$510K	\$1M	50	69	\$0	\$61	102.2%	101.9%	9	8	9.0
Mar '25	5	4	\$1.7M	\$1M	\$1.7M	\$1M	78	76	\$0	\$61	102.6%	103.9%	10	4	2.0
Feb '25	3	4	\$1.4M	\$1M	\$1.3M	\$1M	80	61	\$183	\$175	100.9%	102.7%	12	5	4.0
Jan '25	4	5	\$928K	\$875K	\$941K	\$908K	69	50	\$0	\$223	108.3%	102.3%	8	7	2.0
Dec '24	4	6	\$822K	\$911K	\$825K	\$939K	34	38	\$342	\$324	99.0%	99.5%	5	0	1.3
Nov '24	6	6	\$875K	\$1M	\$958K	\$1M	47	40	\$326	\$316	99.7%	99.0%	10	6	1.7
Oct '24	7	5	\$1.0M	\$1M	\$1.0M	\$1M	34	36	\$304	\$339	99.8%	102.0%	15	4	2.1
Sep '24	4	5	\$1.3M	\$1M	\$1.5M	\$1M	39	35	\$319	\$388	97.6%	103.5%	19	9	4.8
Aug '24	5	7	\$1.0M	\$1M	\$1.0M	\$1M	34	30	\$394	\$388	108.5%	104.2%	19	6	3.8
Jul '24	6	7	\$1.2M	\$1M	\$1.0M	\$1M	33	25	\$452	\$423	104.3%	102.5%	20	10	3.3
Jun '24	10	6	\$968K	\$1M	\$1.0M	\$1M	24	26	\$317	\$382	99.7%	101.2%	17	11	1.7
May '24	4	4	\$875K	\$1M	\$975K	\$1M	17	20	\$500	\$388	103.4%	102.6%	14	11	3.5
Apr '24	4	3	\$1.5M	\$1M	\$1.5M	\$1M	36	43	\$330	\$301	100.6%	99.4%	13	8	3.3
Mar '24	3	2	\$950K	\$936K	\$931K	\$930K	7	67	\$334	\$252	103.7%	98.3%	10	8	3.3
Feb '24	2	2	\$1.0M	\$944K	\$1.0M	\$1M	85	77	\$239	\$218	94.1%	96.1%	8	3	4.0
Jan '24	2	3	\$777K	\$898K	\$777K	\$1M	108	61	\$183	\$212	97.3%	97.1%	9	9	4.5
Dec '23	3	4	\$975K	\$1M	\$1.1M	\$1M	39	36	\$233	\$248	97.1%	98.4%	3	0	1.0
Nov '23	5	5	\$940K	\$948K	\$1.1M	\$1M	37	28	\$220	\$170	97.0%	100.3%	6	3	1.2
Oct '23	5	5	\$1.1M	\$903K	\$1.0M	\$966K	33	25	\$290	\$198	101.1%	100.8%	7	4	1.4
Sep '23	4	5	\$754K	\$879K	\$841K	\$1M	15	36	\$0	\$204	102.9%	100.9%	9	4	2.3
Aug '23	6	7	\$805K	\$991K	\$975K	\$1M	28	53	\$305	\$299	98.5%	100.2%	12	8	2.0
Jul '23	6	5	\$1.0M	\$926K	\$1.2M	\$1M	64	51	\$308	\$198	101.2%	104.4%	13	6	2.2
Jun '23	8	5	\$1.0M	\$886K	\$1.3M	\$1M	67	35	\$285	\$194	100.8%	104.2%	14	5	1.8
May '23	1	3	\$610K	\$784K	\$610K	\$841K	21	41	\$0	\$212	111.2%	104.8%	18	9	18.0
Apr '23	6	3	\$957K	\$811K	\$1.1M	\$867K	16	39	\$298	\$297	100.7%	102.5%	14	6	2.3
Mar '23	2	3	\$784K	\$824K	\$784K	\$867K	85	52	\$337	\$274	102.4%	101.6%	14	12	7.0
Feb '23	2	6	\$690K	\$946K	\$690K	\$938K	16	42	\$257	\$249	104.5%	99.9%	12	4	6.0
Jan '23	6	8	\$997K	\$932K	\$1.1M	\$940K	55	53	\$228	\$280	97.7%	97.7%	14	5	2.3
Dec '22	11	8	\$1.1M	\$892K	\$999K	\$846K	55	50	\$262	\$291	97.6%	98.6%	12	2	1.1
Nov '22	7	7	\$650K	\$776K	\$695K	\$741K	50	52	\$350	\$283	97.9%	96.9%	19	3	2.7
Oct '22	7	7	\$875K	\$893K	\$844K	\$803K	45	60	\$260	\$249	100.2%	97.0%	26	6	3.7
Sep '22	7	9	\$803K	\$929K	\$681K	\$881K	60	53	\$240	\$275	92.6%	98.5%	30	12	4.3
Aug '22	7	11	\$999K	\$960K	\$882K	\$956K	75	43	\$248	\$297	98.1%	102.8%	31	11	4.4
Jul '22	12	11	\$984K	\$882K	\$1.0M	\$996K	25	31	\$336	\$314	104.7%	105.2%	31	15	2.6

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