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TEAM

August 2025

# Warren Market Insights

WARREN MARKET INSIGHTS

## Market Profile & Trends Overview

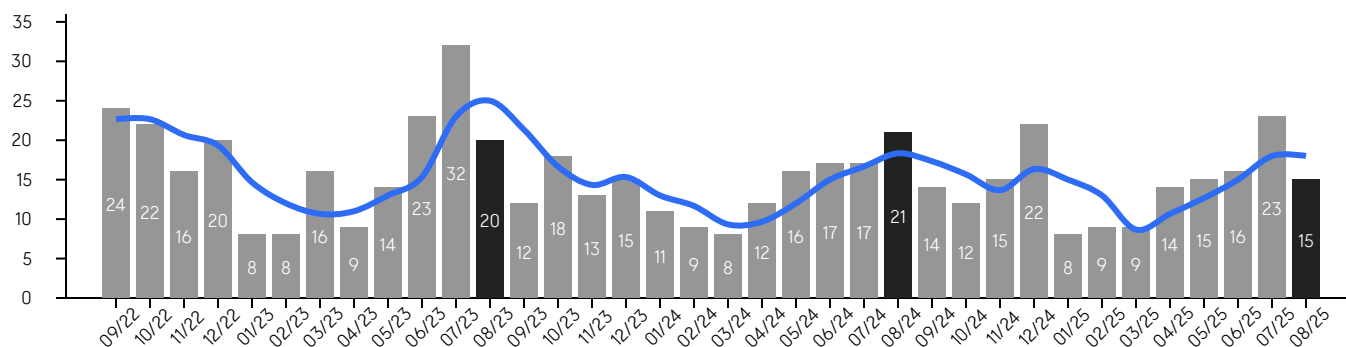
The table belows shows data & statistics for August 2025 (CM), and the percentage difference of these metrics compared to data from last month (LM), the last three months (L3M), the same month last year (PYM), the entire last year (LY), prior year (PY), year-to-date (YTD), and the prior year-to-date (PYTD).

		CM	LM	L3M	PYM	LY	PY	YTD	PYTD
Inventory	# OF PROPERTIES	52	-13%	-18%	53%	46%	18%	-	-
	MEDIAN PRICE	\$1,097,450	-10%	-7%	-6%	0%	-4%	-	-
	AVERAGE PRICE	\$1,307,309	-6%	-5%	4%	3%	-5%	-	-
	PRICE PER SQFT	\$441	4%	6%	12%	12%	12%	-	-
	MONTHS OF SUPPLY	3.5	33%	-6%	114%	-31%	7%	-	-
New Listings	# OF PROPERTIES	16	-33%	-38%	14%	-16%	-26%	173	-12.6%
	MEDIAN PRICE	\$1,130,000	8%	3%	-12%	8%	2%	\$1,200,000	11.0%
	AVERAGE PRICE	\$1,113,182	-10%	-12%	-12%	-5%	-12%	\$1,294,552	4.0%
	PRICE PER SQFT	\$499	16%	26%	41%	30%	43%	\$388	7.2%
Sales	# OF PROPERTIES	15	-35%	-17%	-29%	3%	-4%	109	-16.2%
	MEDIAN PRICE	\$1,462,000	60%	28%	-4%	31%	44%	\$1,125,000	12.6%
	AVERAGE PRICE	\$1,449,413	54%	20%	-8%	19%	32%	\$1,183,359	4.9%
	PRICE PER SQFT	\$389	-6%	6%	-4%	5%	18%	\$393	15.9%
	SALE-TO-LIST RATIO	100.1%	2.2%	0%	-1.1%	-0.3%	0.5%	100.1%	0.1%

## Property Sales

There were 15 sales in August 2025, a change of -29% from 21 in August 2024 and -35% from the 23 sales last month. Compared to August 2023 and 2024, sales were at their lowest level. There have been 109 year-to-date (YTD) sales, which is -16.2% lower than last year's year-to-date sales of 130.

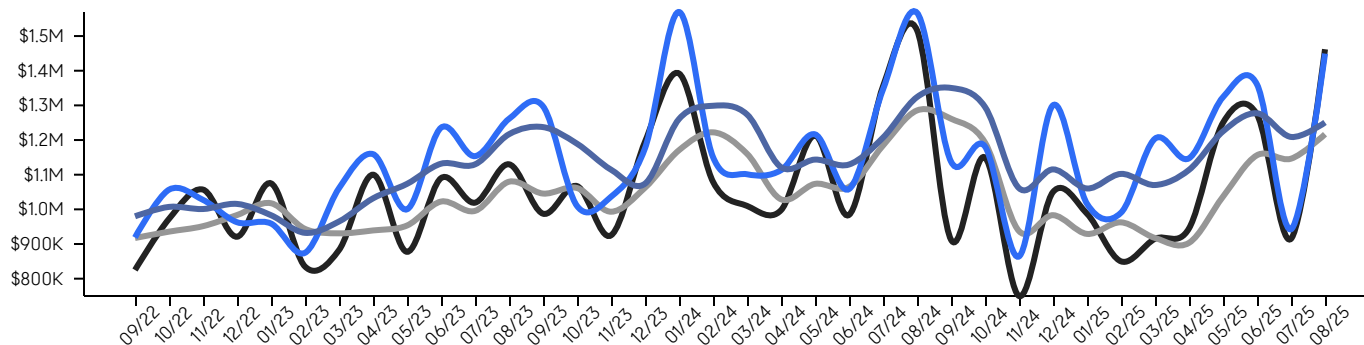
■ 3-Month Average



## Property Prices

The median sales price in August 2025 was \$1,462,000, a change of -4% from \$1,517,000 in August 2024, and a change of 60% from \$915,000 last month. The average sales price in August 2025 was \$1,449,413, a change of -8% from \$1,567,265 in August 2024, and a change of 54% from \$942,552 last month, and was mid level compared to 2024 and 2023.

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



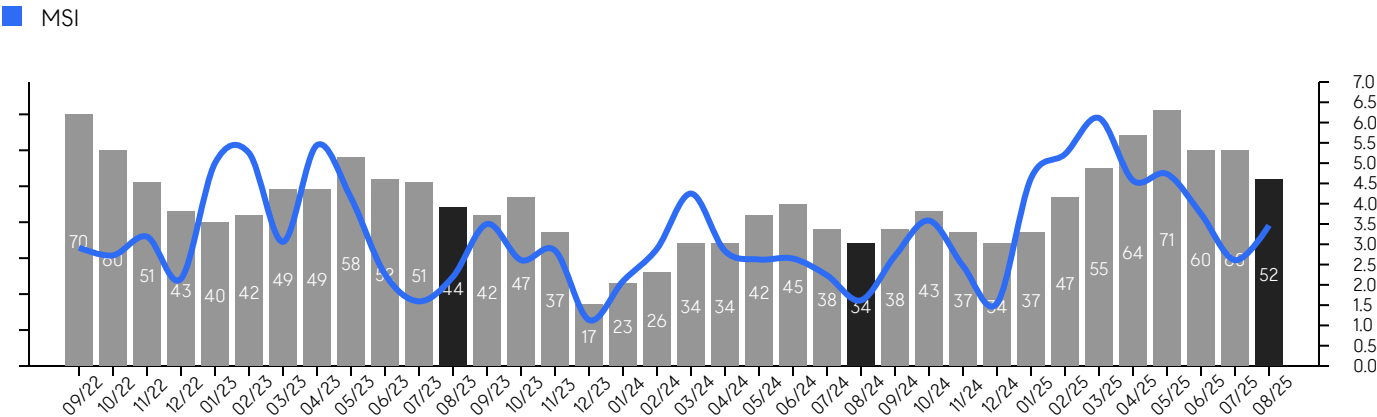
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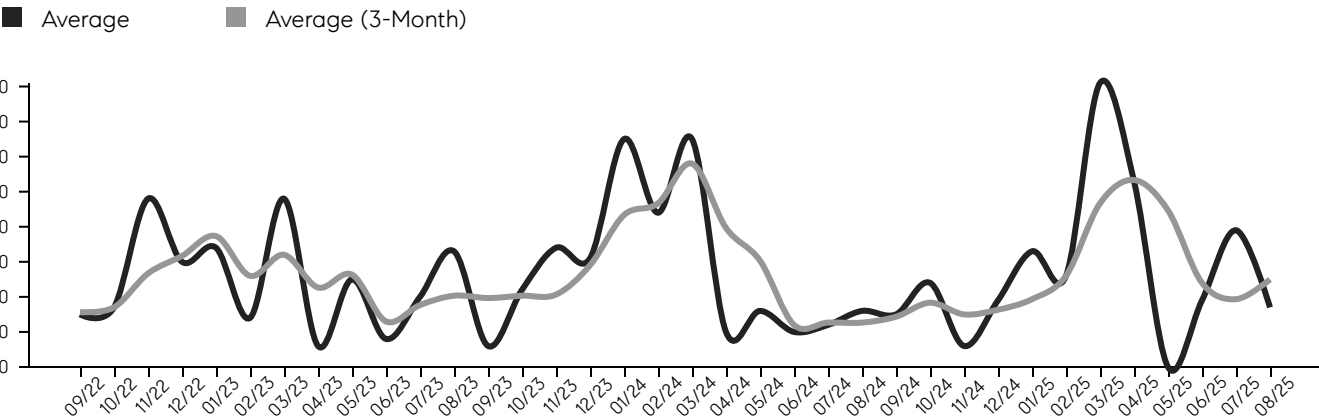
## Inventory & MSI

The total inventory of properties available for sale as of August 2025 was 52, a difference of -13% from - last month, and 53% from 34 in August 2024, and was at its highest level compared to 2024 and 2023. The months of supply inventory (MSI) was at 3.5 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 August 2025 was 37, a change of -37% from 59 days last month, and 3% from 36 days in August 2024, and was at its lowest level compared to 2024 and 2023.

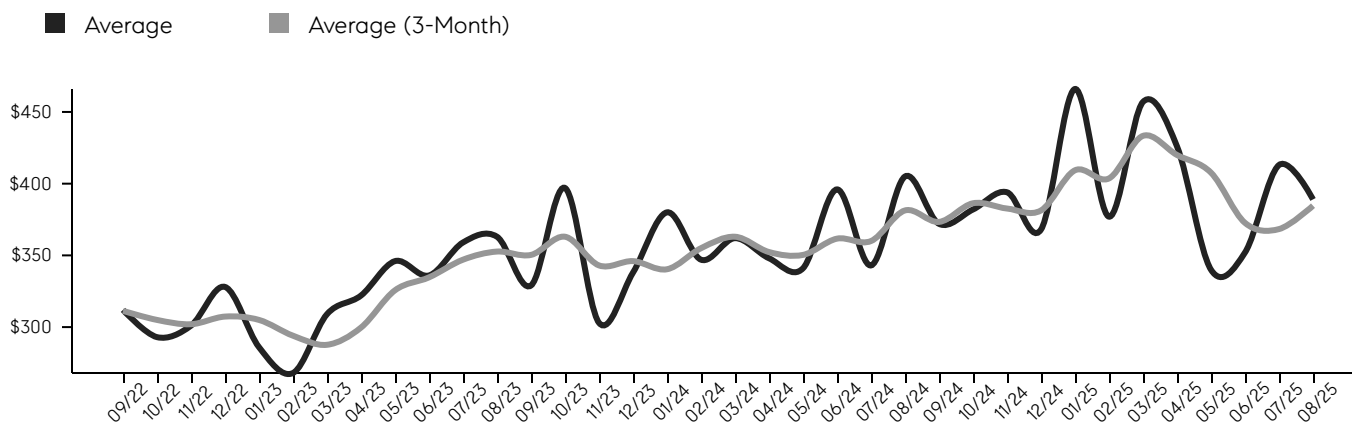


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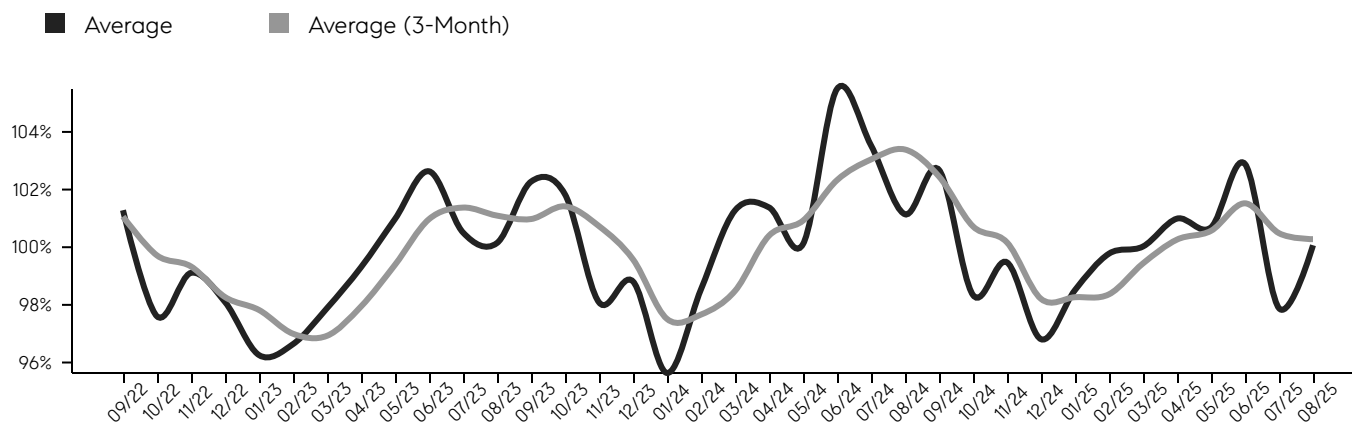
## Selling Price Per Square Foot

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 August 2025 selling price vs. listing price ratio was 100.1%, compared to 97.9% last month, and 101.1% in August 2024.



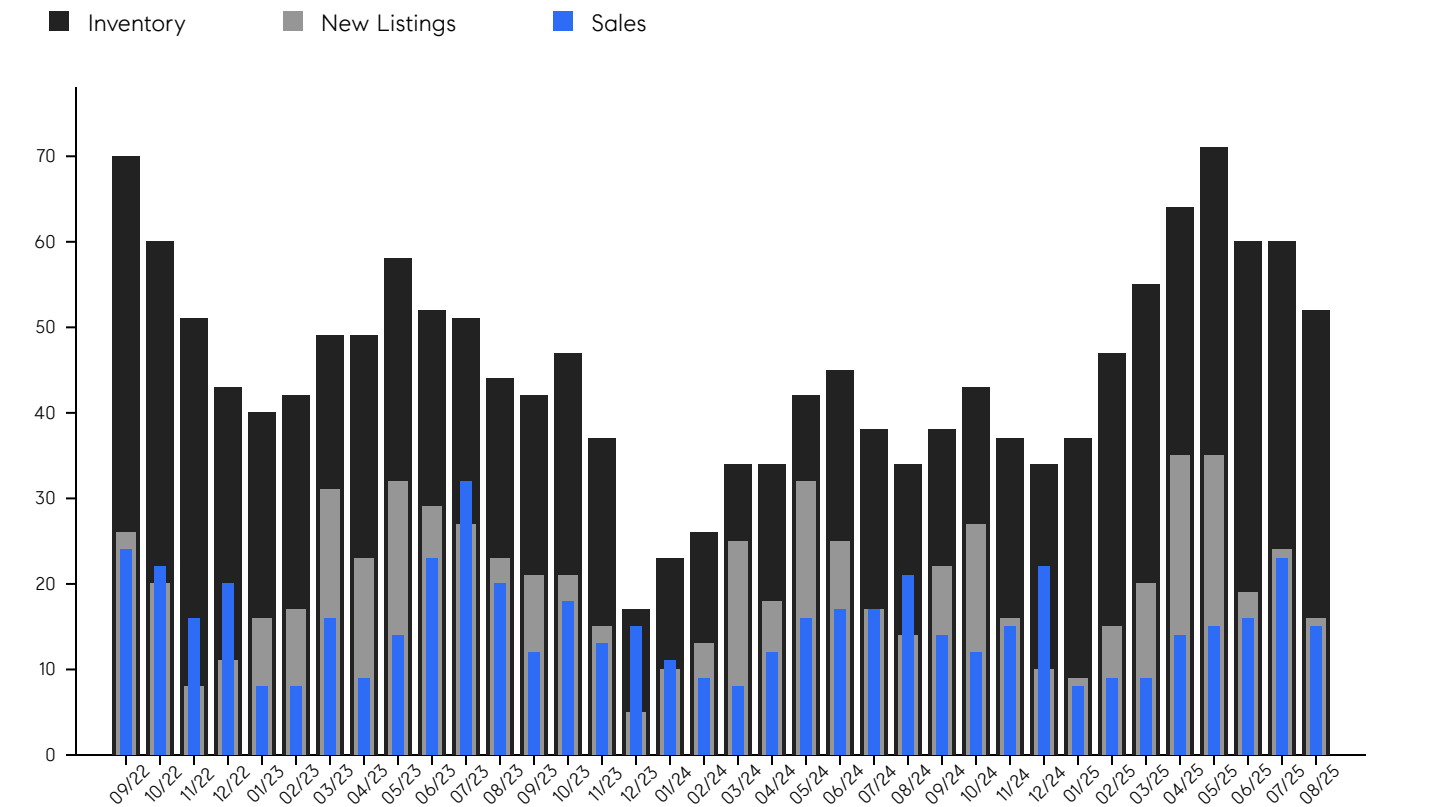
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## Inventory, New Listings & Sales

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 August 2025 was 16, a change of -33% from 24 last month and 14% from 14 in August 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
Aug '25	15	18	\$1.4M	\$1M	\$1.4M	\$1M	37	45	\$389	\$385	100.1%	100.3%	52	16	3.5
Jul '25	23	18	\$915K	\$1M	\$942K	\$1M	59	39	\$413	\$368	97.9%	100.5%	60	24	2.6
Jun '25	16	15	\$1.2M	\$1M	\$1.3M	\$1M	39	44	\$352	\$373	102.9%	101.5%	60	19	3.8
May '25	15	13	\$1.2M	\$1M	\$1.3M	\$1M	20	65	\$340	\$408	100.7%	100.6%	71	35	4.7
Apr '25	14	11	\$945K	\$903K	\$1.1M	\$1M	73	73	\$426	\$420	101.0%	100.3%	64	35	4.6
Mar '25	9	9	\$915K	\$918K	\$1.2M	\$1M	101	67	\$457	\$433	100.0%	99.4%	55	20	6.1
Feb '25	9	13	\$850K	\$963K	\$990K	\$1M	46	46	\$377	\$404	99.8%	98.4%	47	15	5.2
Jan '25	8	15	\$987K	\$929K	\$1.0M	\$1M	53	39	\$466	\$409	98.5%	98.3%	37	9	4.6
Dec '24	22	16	\$1.0M	\$983K	\$1.3M	\$1M	39	36	\$368	\$381	96.8%	98.2%	34	10	1.5
Nov '24	15	14	\$750K	\$937K	\$864K	\$1M	26	35	\$394	\$383	99.5%	100.2%	37	16	2.5
Oct '24	12	16	\$1.1M	\$1M	\$1.1M	\$1M	44	38	\$382	\$386	98.3%	100.7%	43	27	3.6
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

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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



**Josh Grundfest**

josh.grundfest@compass.com

M: 908.698.7665

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