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TEAM

October 2025

Warren Market Insights

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Market Profile & Trends Overview

The table belows shows data & statistics for October 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	50	-17%	-15%	16%	40%	14%	-	-
	MEDIAN PRICE	\$1,299,000	11%	17%	20%	18%	13%	-	-
	AVERAGE PRICE	\$1,551,916	7%	14%	25%	22%	13%	-	-
	PRICE PER SQFT	\$435	4%	3%	11%	10%	11%	-	-
	MONTHS OF SUPPLY	3.3	33%	14%	-7%	-45%	2%	-	-
New Listings	# OF PROPERTIES	22	-21%	-3%	-19%	15%	2%	223	-7.1%
	MEDIAN PRICE	\$1,347,500	17%	22%	35%	29%	21%	\$1,200,000	9.9%
	AVERAGE PRICE	\$1,366,977	-14%	5%	7%	17%	8%	\$1,336,391	7.7%
	PRICE PER SQFT	\$427	5%	-4%	20%	12%	23%	\$391	8.9%
Sales	# OF PROPERTIES	15	-37%	-27%	25%	3%	-4%	148	-7.5%
	MEDIAN PRICE	\$890,000	-30%	-27%	-23%	-20%	-12%	\$1,164,450	16.6%
	AVERAGE PRICE	\$1,182,493	-8%	-4%	0%	-3%	7%	\$1,200,373	6.5%
	PRICE PER SQFT	\$390	9%	1%	2%	5%	18%	\$388	11.5%
	SALE-TO-LIST RATIO	94.9%	-7.3%	-5%	-3.5%	-5.5%	-4.7%	99.9%	-0.5%

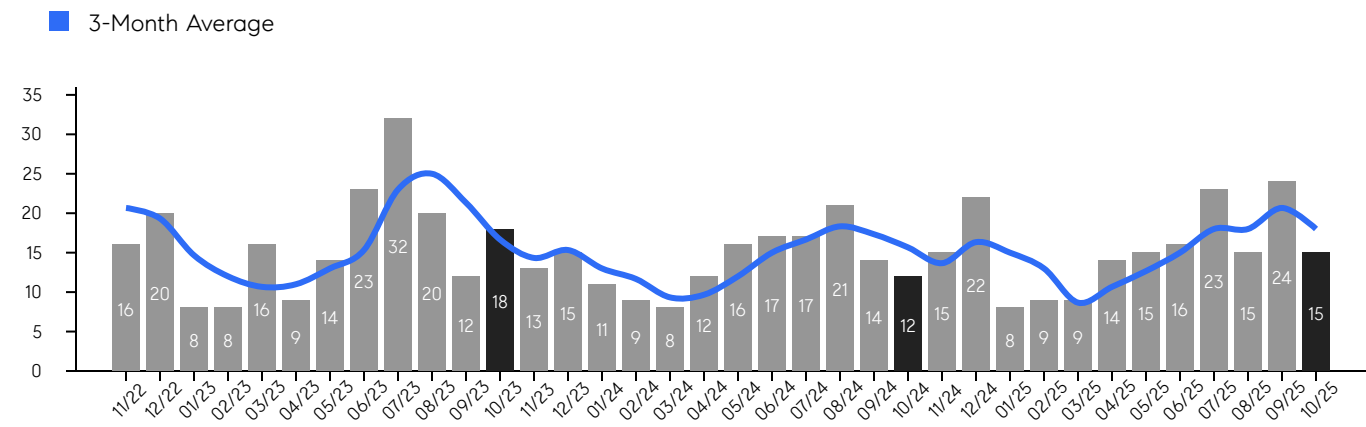
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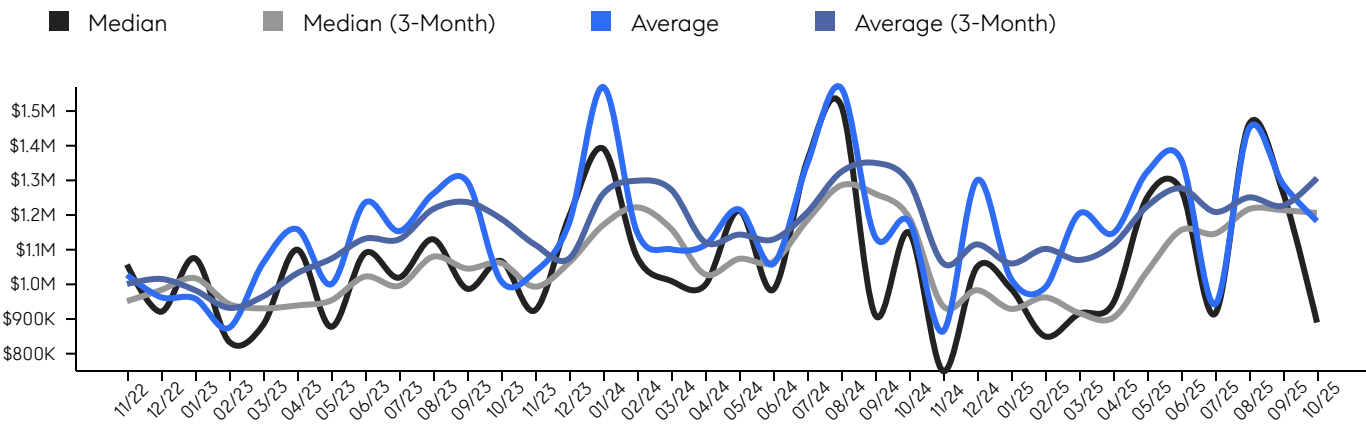
Property Sales

There were 15 sales in October 2025, a change of 25% from 12 in October 2024 and -37% from the 24 sales last month. Compared to October 2023 and 2024, sales were mid level. There have been 148 year-to-date (YTD) sales, which is -7.5% lower than last year's year-to-date sales of 160.



Property Prices

The median sales price in October 2025 was \$890,000, a change of -23% from \$1,149,500 in October 2024, and a change of -30% from \$1,265,000 last month. The average sales price in October 2025 was \$1,182,493, a change of 0% from \$1,181,364 in October 2024, and a change of -8% from \$1,288,819 last month, and was at its highest level compared to 2024 and 2023.



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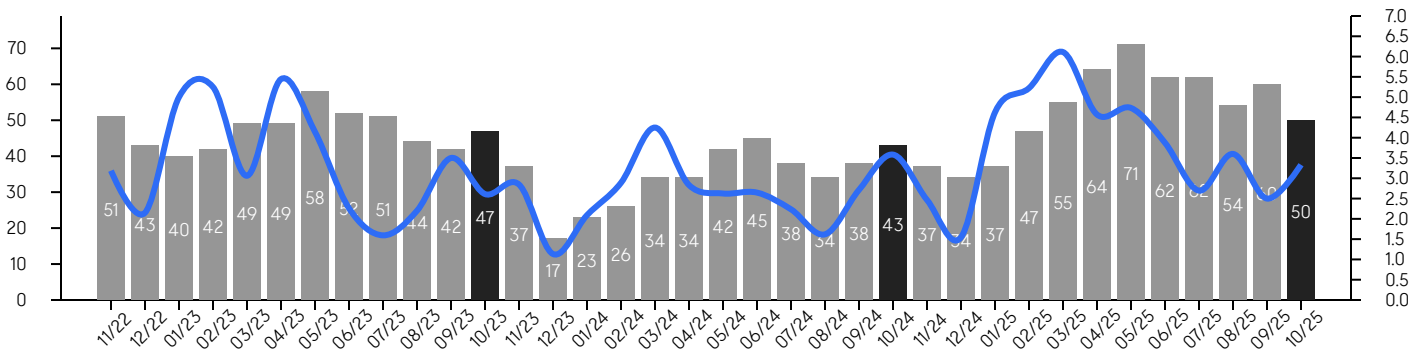
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Inventory & MSI

The total inventory of properties available for sale as of October 2025 was 50, a difference of -17% from - last month, and 16% from 43 in October 2024, and was at its highest level compared to 2024 and 2023. The months of supply inventory (MSI) was at 3.3 months, a similar level compared to 2024 and 2023. A comparatively lower MSI benefits sellers, while a higher MSI benefits buyers.

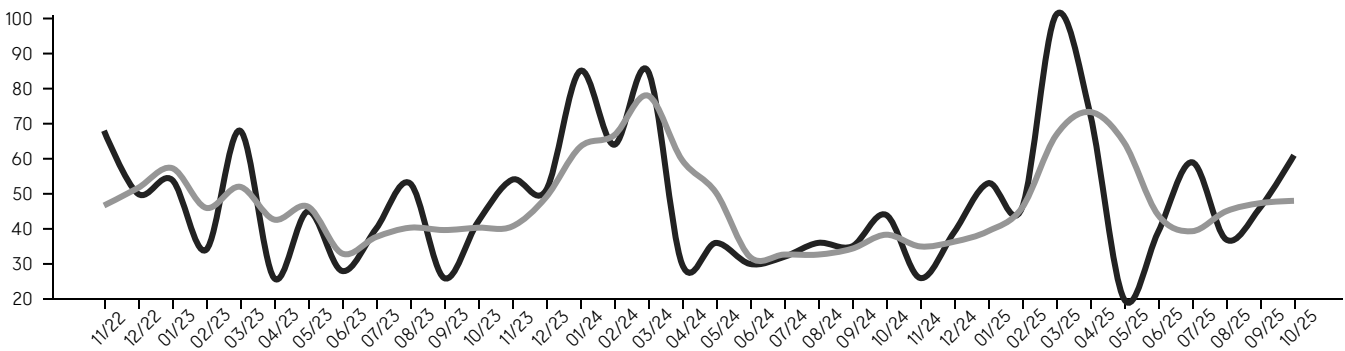
■ MSI



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 October 2025 was 61, a change of 33% from 46 days last month, and 39% from 44 days in October 2024, and was at its lowest level compared to 2024 and 2023.

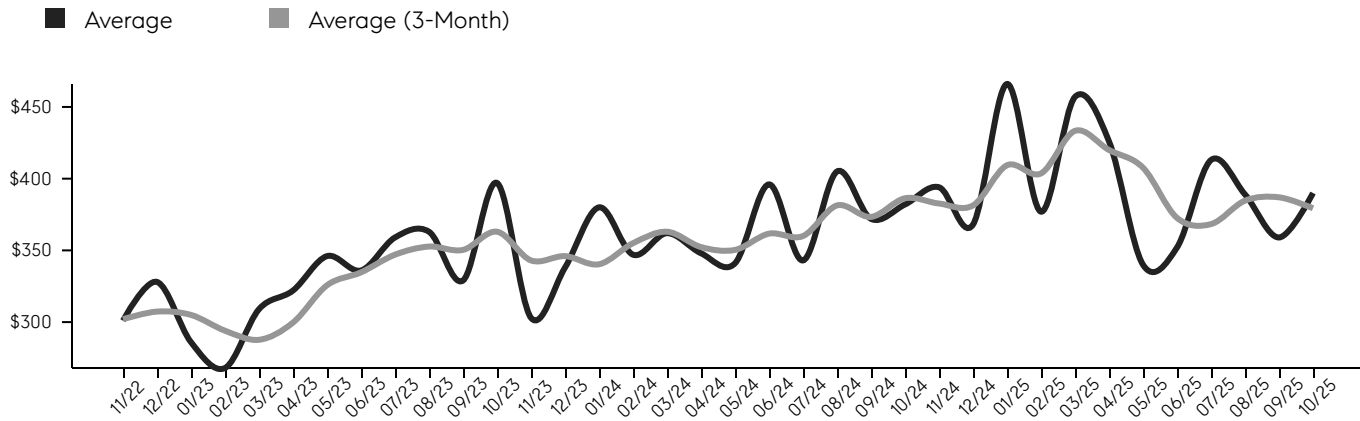
■ Average ■ Average (3-Month)



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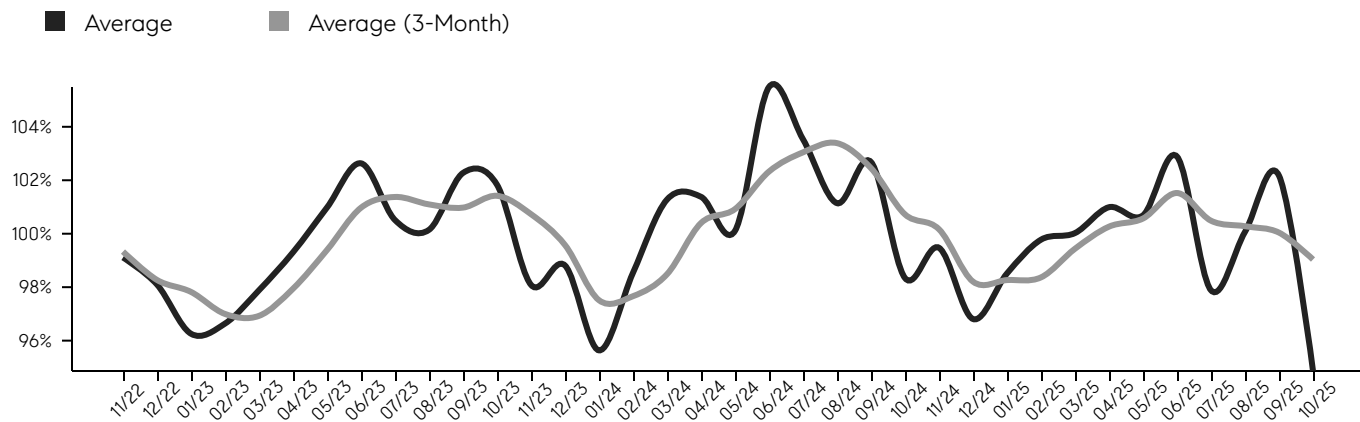
Selling Price Per Square Foot

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 October 2025 selling price vs. listing price ratio was 94.9%, compared to 102.2% last month, and 98.3% in October 2024.



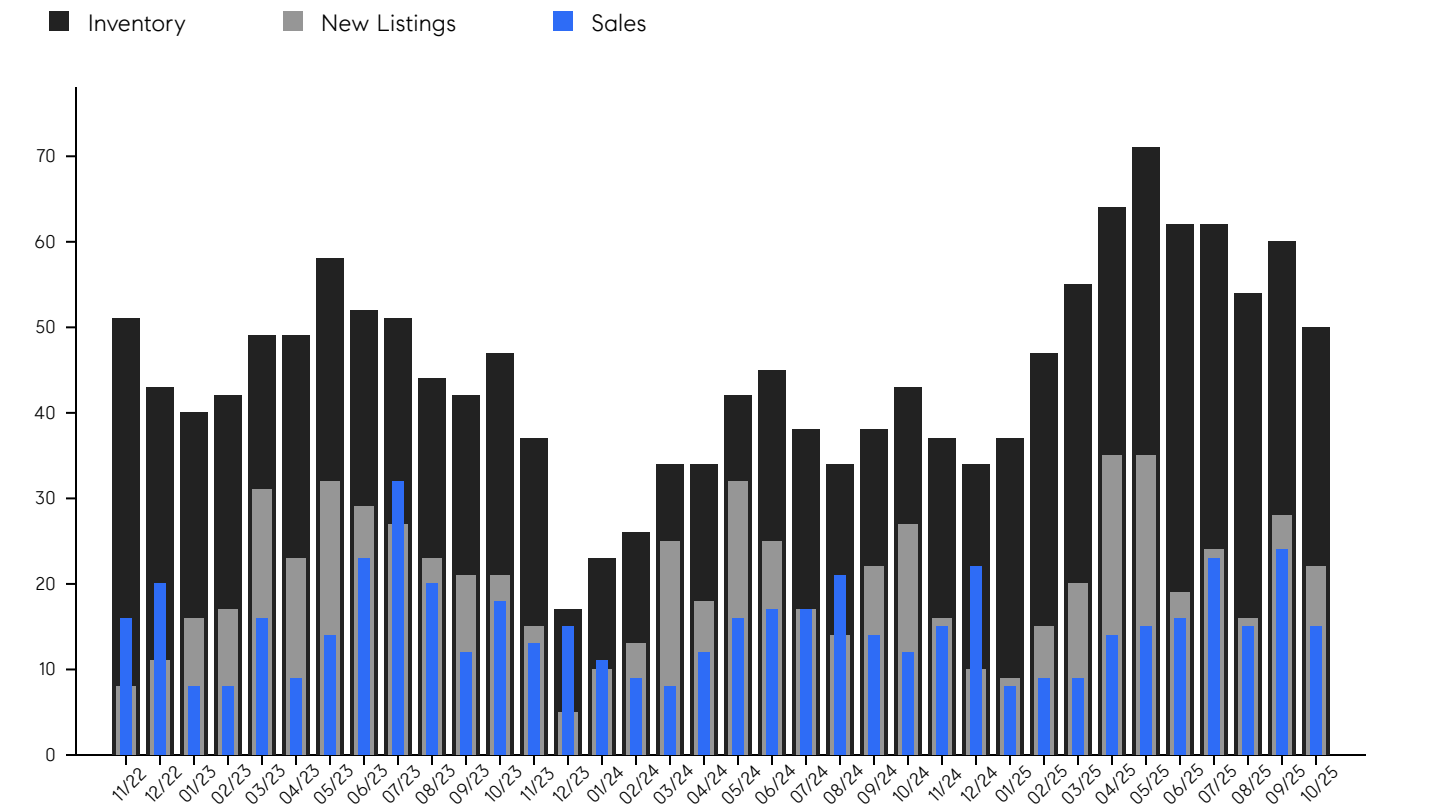
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Inventory, New Listings & Sales

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 October 2025 was 22, a change of -21% from 28 last month and -19% from 27 in October 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
Oct '25	15	18	\$890K	\$1M	\$1.1M	\$1M	61	48	\$390	\$379	94.9%	99.0%	50	22	3.3
Sep '25	24	21	\$1.2M	\$1M	\$1.2M	\$1M	46	47	\$359	\$387	102.2%	100.0%	60	28	2.5
Aug '25	15	18	\$1.4M	\$1M	\$1.4M	\$1M	37	45	\$389	\$385	100.1%	100.3%	54	16	3.6
Jul '25	23	18	\$915K	\$1M	\$942K	\$1M	59	39	\$413	\$368	97.9%	100.5%	62	24	2.7
Jun '25	16	15	\$1.2M	\$1M	\$1.3M	\$1M	39	44	\$352	\$373	102.9%	101.5%	62	19	3.9
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

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