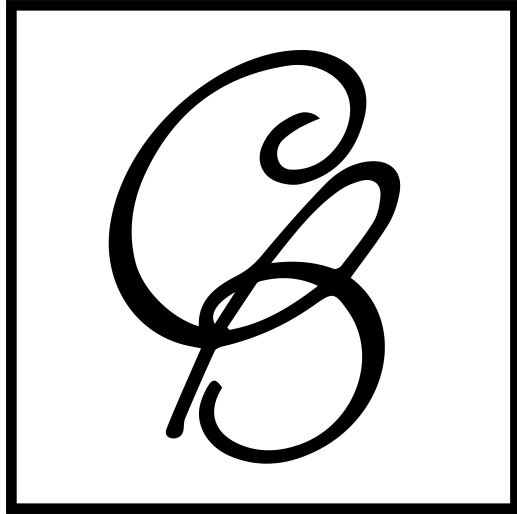




CHERIE
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TEAM

April 2026

Martinsville Market Insights

CHERIE BERGER TEAM

Martinsville

APRIL 2026

Market Profile & Trends Overview

The table belows shows data & statistics for April 2026 (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	10	400%	400%	-17%	3%	13%	-	-
	MEDIAN PRICE	\$715,000	19%	26%	-31%	-28%	-34%	-	-
	AVERAGE PRICE	\$799,271	33%	41%	-32%	-30%	-33%	-	-
	PRICE PER SQFT	\$304	0%	2%	-17%	4%	11%	-	-
	MONTHS OF SUPPLY	10.0	1400%	800%	233%	-78%	265%	-	-
New Listings	# OF PROPERTIES	16	433%	700%	60%	231%	205%	22	-4.3%
	MEDIAN PRICE	\$1,015,000	-22%	17%	17%	17%	11%	\$849,500	-2.9%
	AVERAGE PRICE	\$1,100,357	-5%	34%	5%	17%	7%	\$1,051,528	1.3%
	PRICE PER SQFT	\$314	0%	64%	-14%	25%	43%	\$301	4.5%
Sales	# OF PROPERTIES	1	-67%	-57%	-75%	-72%	-74%	8	-27.3%
	MEDIAN PRICE	\$802,000	33%	-36%	4%	-16%	-1%	\$770,500	19.5%
	AVERAGE PRICE	\$802,000	33%	-34%	-20%	-20%	-7%	\$974,938	21.2%
	PRICE PER SQFT	\$299	-1%	196%	-1%	12%	82%	\$301	7.9%
	SALE-TO-LIST RATIO	104.3%	5.8%	4%	1.8%	2.5%	0.7%	100.6%	-0.3%

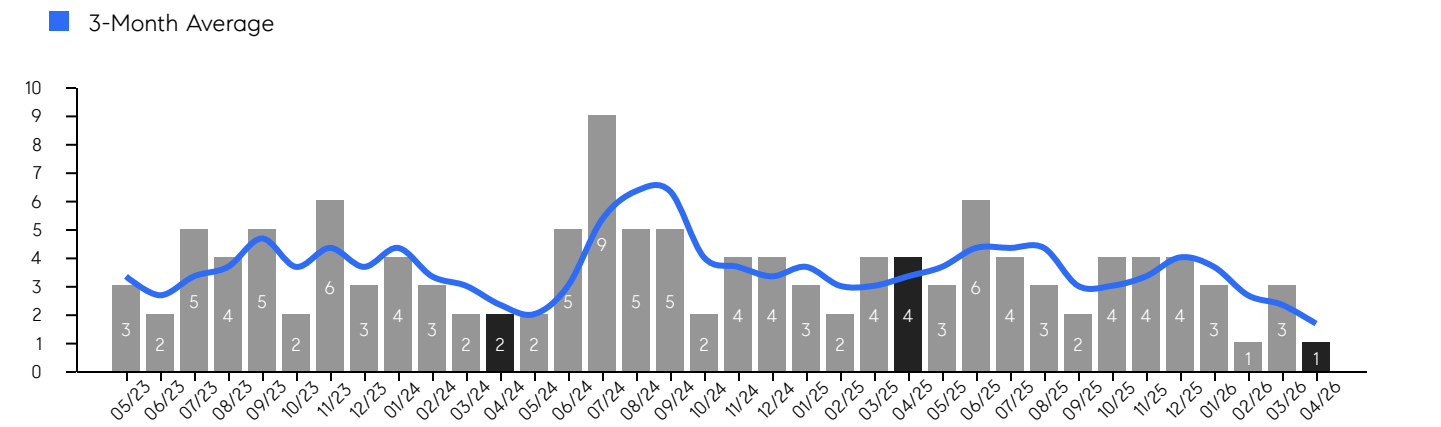
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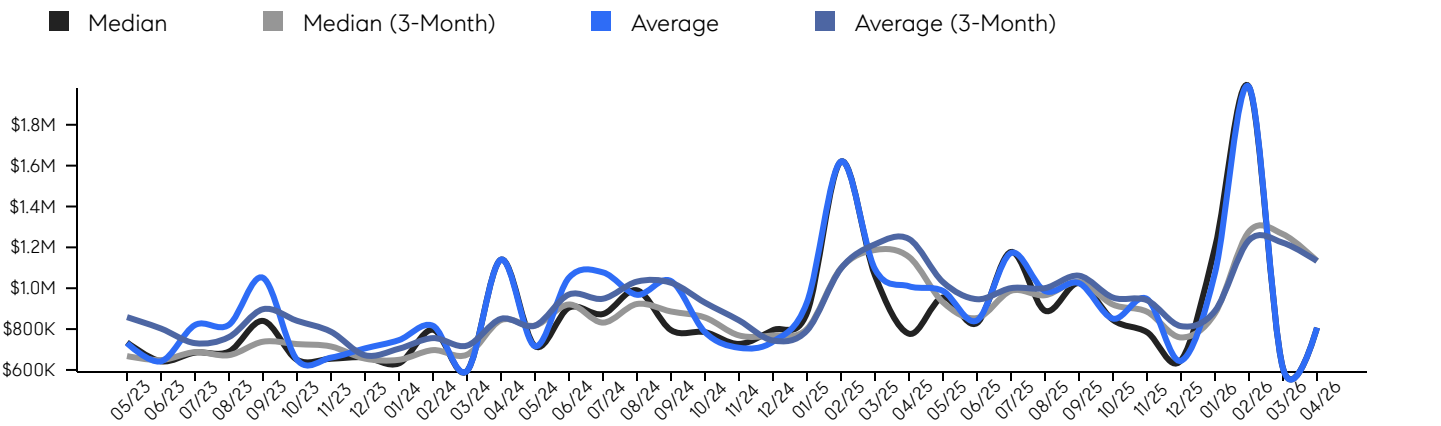
Property Sales

There were 1 sales in April 2026, a change of -75% from 4 in April 2025 and -67% from the 3 sales last month. Compared to April 2024 and 2025, sales were at their lowest level. There have been 8 year-to-date (YTD) sales, which is -27.3% lower than last year's year-to-date sales of 11.



Property Prices

The median sales price in April 2026 was \$802,000, a change of 4% from \$772,500 in April 2025, and a change of 33% from \$603,500 last month. The average sales price in April 2026 was \$802,000, a change of -20% from \$1,004,750 in April 2025, and a change of 33% from \$602,500 last month, and was at its lowest level compared to 2025 and 2024.



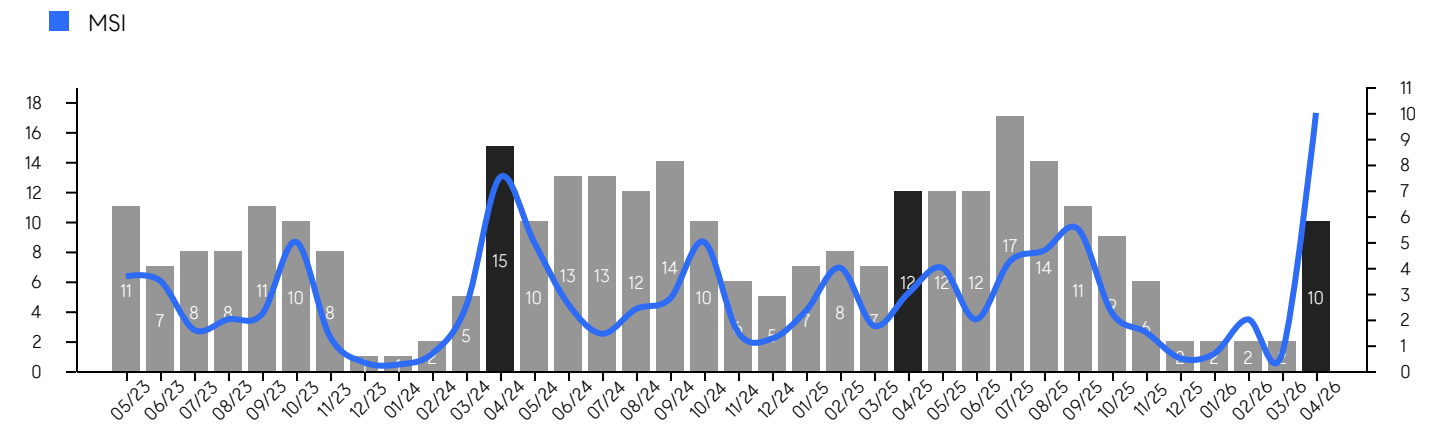
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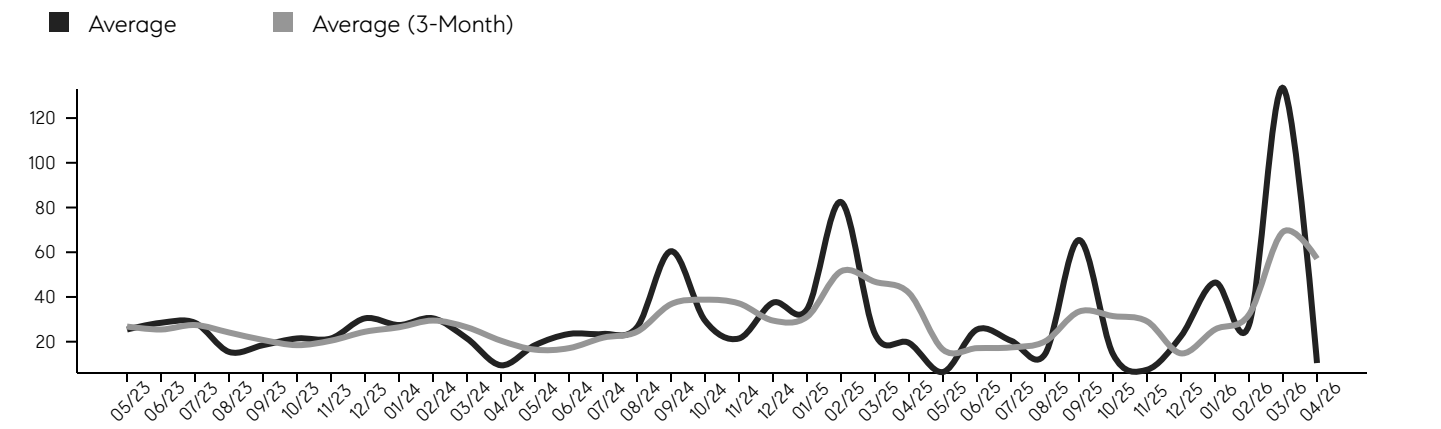
Inventory & MSI

The total inventory of properties available for sale as of April 2026 was 10, a difference of 400% from 2 last month, and -17% from 12 in April 2025, and was at its lowest level compared to 2025 and 2024. The months of supply inventory (MSI) was at 10.0 months, a similar level compared to 2025 and 2024. 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 April 2026 was 10, a change of -92% from 133 days last month, and -47% from 19 days in April 2025, and was at its lowest level compared to 2025 and 2024.



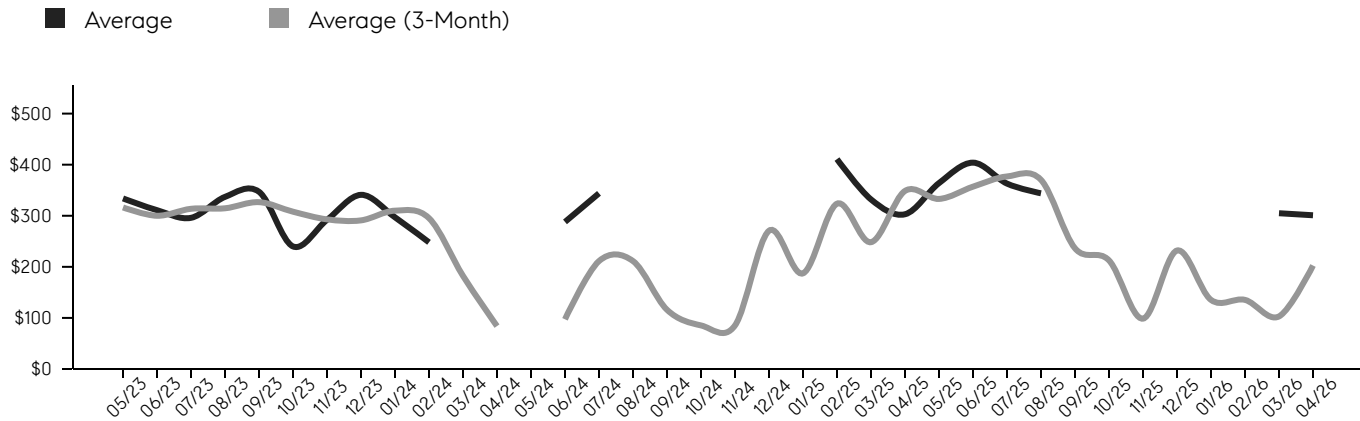
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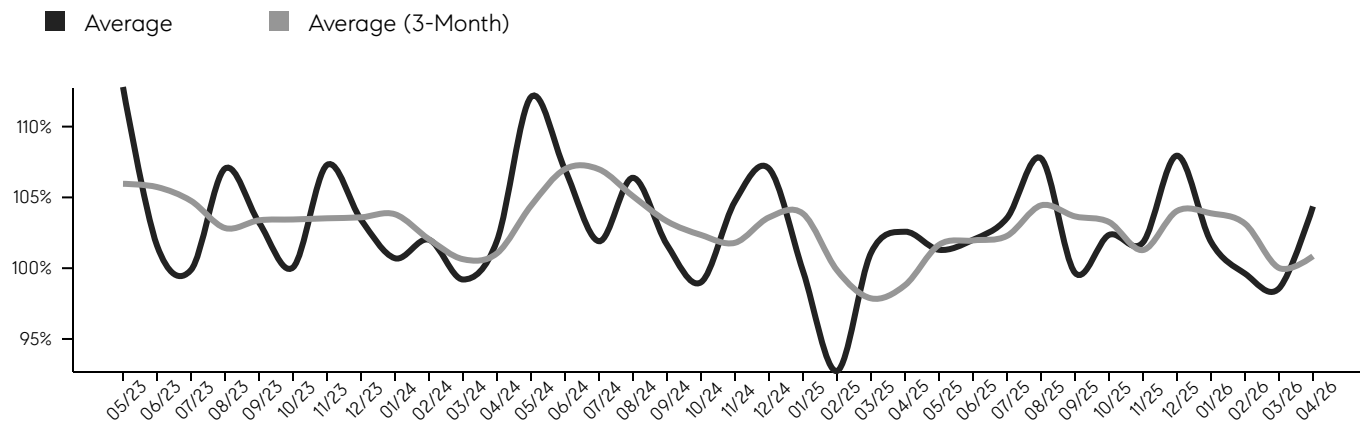
Selling Price Per Square Foot

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 April 2026 selling price vs. listing price ratio was 104.3%, compared to 98.5% last month, and 102.5% in April 2025.



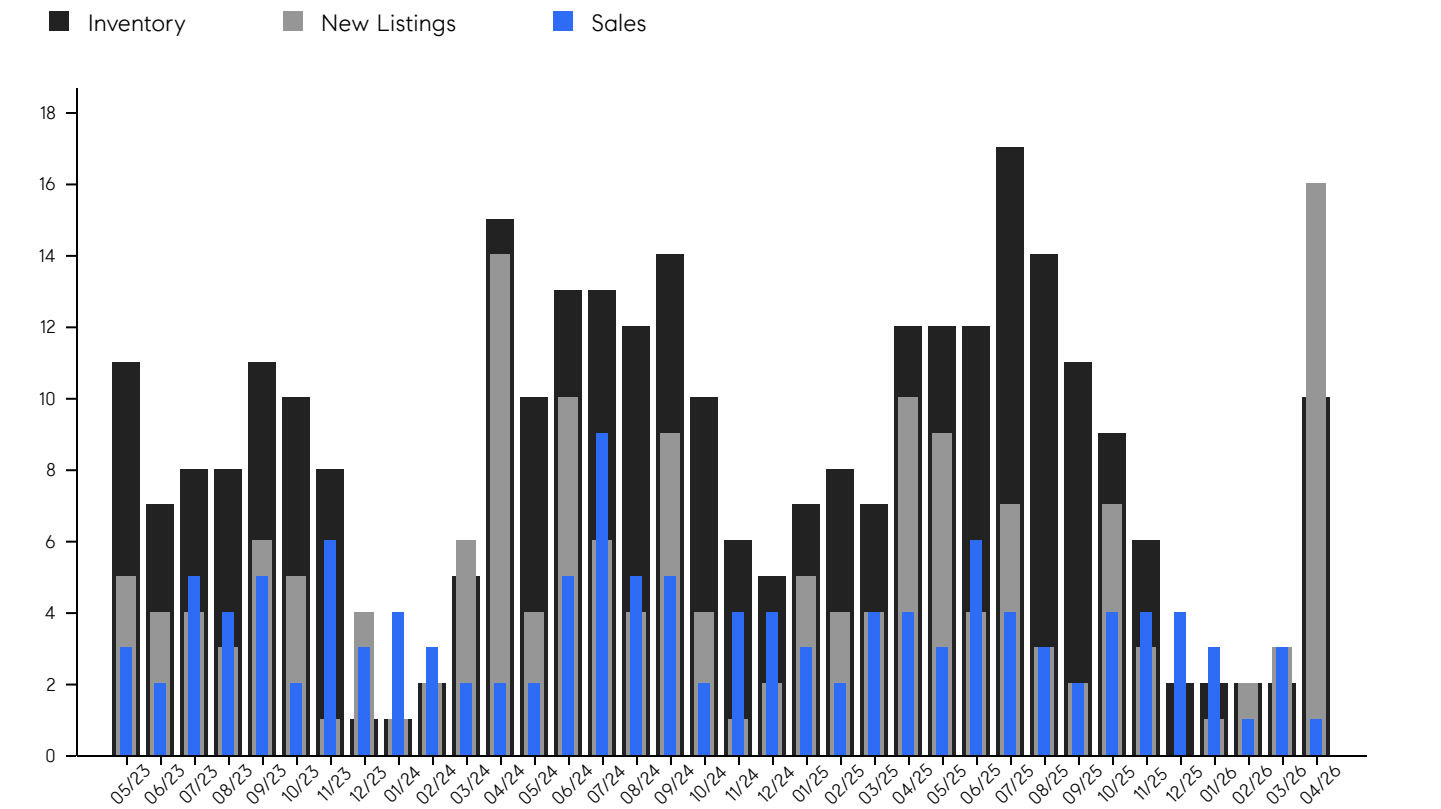
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Inventory, New Listings & Sales

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 April 2026 was 16, a change of 433% from 3 last month and 60% from 10 in April 2025.



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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
Apr '26	1	2	\$802K	\$1M	\$802K	\$1M	10	57	\$299	\$201	104.3%	100.8%	10	16	10.0
Mar '26	3	2	\$603K	\$1M	\$602K	\$1M	133	69	\$303	\$101	98.5%	99.9%	2	3	0.7
Feb '26	1	3	\$1.9M	\$1M	\$1.9M	\$1M	27	32	\$0	\$133	99.5%	103.1%	2	2	2.0
Jan '26	3	4	\$1.1M	\$873K	\$1.0M	\$884K	46	25	\$0	\$133	101.8%	103.8%	2	1	0.7
Dec '25	4	4	\$642K	\$754K	\$640K	\$810K	22	14	\$400	\$230	107.9%	104.0%	2	0	0.5
Nov '25	4	3	\$780K	\$880K	\$942K	\$936K	7	29	\$0	\$97	101.8%	101.2%	6	3	1.5
Oct '25	4	3	\$840K	\$915K	\$846K	\$949K	14	31	\$290	\$211	102.3%	103.2%	9	7	2.3
Sep '25	2	3	\$1.0M	\$1M	\$1.0M	\$1M	65	33	\$0	\$234	99.6%	103.6%	11	2	5.5
Aug '25	3	4	\$885K	\$961K	\$981K	\$996K	14	20	\$342	\$368	107.7%	104.4%	14	3	4.7
Jul '25	4	4	\$1.1M	\$982K	\$1.1M	\$996K	20	17	\$361	\$375	103.5%	102.2%	17	7	4.3
Jun '25	6	4	\$825K	\$849K	\$837K	\$941K	25	17	\$402	\$355	101.9%	101.9%	12	4	2.0
May '25	3	4	\$949K	\$926K	\$981K	\$1M	6	16	\$362	\$331	101.2%	101.6%	12	9	4.0
Apr '25	4	3	\$772K	\$1M	\$1.0M	\$1M	19	41	\$301	\$347	102.5%	98.7%	12	10	3.0
Mar '25	4	3	\$1.0M	\$1M	\$1.0M	\$1M	23	46	\$330	\$246	101.0%	97.8%	7	4	1.8
Feb '25	2	3	\$1.6M	\$1M	\$1.6M	\$1M	82	51	\$409	\$322	92.7%	99.8%	8	4	4.0
Jan '25	3	4	\$875K	\$796K	\$926K	\$788K	34	31	\$0	\$185	99.7%	103.8%	7	5	2.3
Dec '24	4	3	\$790K	\$764K	\$733K	\$739K	37	29	\$556	\$269	107.0%	103.5%	5	2	1.3
Nov '24	4	4	\$722K	\$764K	\$703K	\$838K	21	37	\$0	\$83	104.7%	101.7%	6	1	1.5
Oct '24	2	4	\$780K	\$852K	\$780K	\$924K	29	38	\$250	\$83	98.9%	102.3%	10	4	5.0
Sep '24	5	6	\$790K	\$881K	\$1.0M	\$1M	60	36	\$0	\$114	101.6%	103.2%	14	9	2.8
Aug '24	5	6	\$985K	\$918K	\$963K	\$1M	26	24	\$0	\$209	106.3%	105.0%	12	4	2.4
Jul '24	9	5	\$869K	\$827K	\$1.0M	\$944K	23	21	\$342	\$209	101.8%	106.9%	13	6	1.4
Jun '24	5	3	\$900K	\$916K	\$1.0M	\$965K	23	17	\$286	\$95	106.9%	106.9%	13	10	2.6
May '24	2	2	\$711K	\$812K	\$711K	\$812K	18	16	\$0	\$0	112.0%	104.3%	10	4	5.0
Apr '24	2	2	\$1.1M	\$839K	\$1.1M	\$845K	9	20	\$0	\$82	101.9%	101.0%	15	14	7.5
Mar '24	2	3	\$590K	\$670K	\$590K	\$714K	21	26	\$0	\$180	99.1%	100.6%	5	6	2.5
Feb '24	3	3	\$792K	\$692K	\$811K	\$751K	30	29	\$246	\$293	101.9%	102.0%	2	2	0.7
Jan '24	4	4	\$627K	\$645K	\$741K	\$699K	27	26	\$295	\$308	100.6%	103.7%	1	1	0.3
Dec '23	3	4	\$657K	\$651K	\$700K	\$667K	30	24	\$339	\$289	103.4%	103.5%	1	4	0.3
Nov '23	6	4	\$650K	\$710K	\$655K	\$782K	21	20	\$290	\$291	107.2%	103.5%	8	1	1.3
Oct '23	2	4	\$645K	\$722K	\$645K	\$836K	21	18	\$238	\$306	100.0%	103.4%	10	5	5.0
Sep '23	5	5	\$835K	\$733K	\$1.0M	\$892K	18	20	\$345	\$325	103.2%	103.3%	11	6	2.2
Aug '23	4	4	\$685K	\$668K	\$816K	\$756K	15	24	\$335	\$313	107.0%	102.8%	8	3	2.0
Jul '23	5	3	\$680K	\$683K	\$815K	\$726K	28	27	\$294	\$312	99.8%	104.7%	8	4	1.6
Jun '23	2	3	\$637K	\$644K	\$637K	\$798K	28	25	\$309	\$298	101.5%	105.7%	7	4	3.5
May '23	3	3	\$730K	\$663K	\$726K	\$854K	25	26	\$332	\$314	112.7%	105.9%	11	5	3.7

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