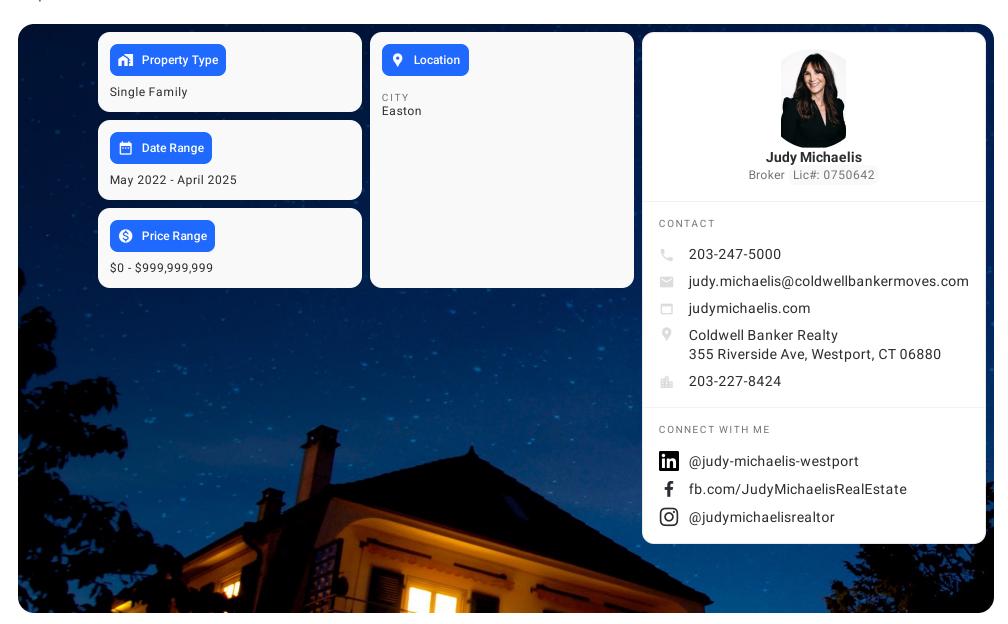


Market Trends Report April 2025





Judy Michaelis

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Properties: Single Family

Overview

The overview below shows real estate activity from January 2025 to April 2025. You will see data comparisons between April and the previous month, the last three months and April 2024.

		Monthly Trends			
Overview	YTD Avg.	April	March	Jan Mar.	Apr. 2024
New Listings	42	17	11	8	15
Average Sales Price per Square Foot	311	258	318	329	302
Average Days on Market	96	28	31	119	61
Number of Properties for Sale	54	20	13	11	26
Average List Price	\$1,590,599	\$1,460,790	\$1,478,300	\$1,633,868	\$1,380,596
Median List Price	\$1,401,875	\$1,262,500	\$1,229,000	\$1,448,333	\$1,222,500
Average Sales Price	\$1,042,950	\$1,179,000	\$967,800	\$997,600	\$867,143
Median Sales Price	\$980,125	\$1,145,500	\$810,000	\$925,000	\$749,000
Sales Price / List Price Ratio	101.37%	101.83%	107.04%	101.21%	101.92%
Number of Properties Sold	17	4	5	4	7
Month's Supply of Inventory	3.21	5	2.6	2.62	3.71
Absorption Rate	0.34	0.2	0.38	0.38	0.27

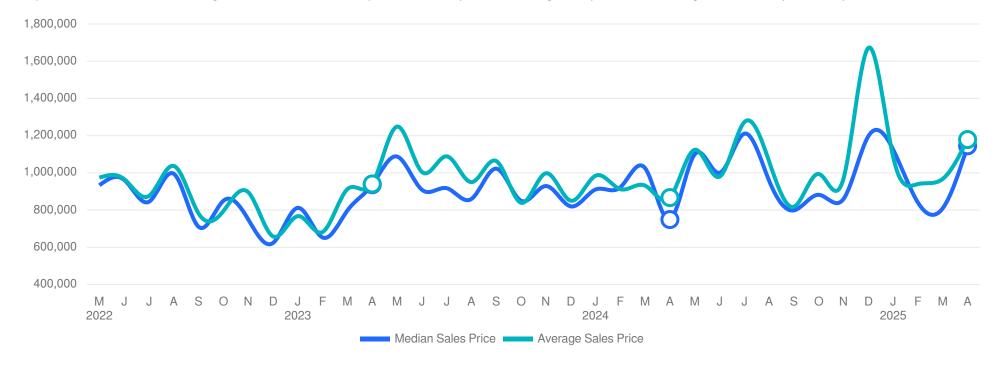


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Average & Median Sales Price

The median sales price in April 2025 was \$1,145,500, up 41.42% from \$810,000 from the previous month and 52.94% higher than \$749,000 from April 2024. The April 2025 median sales price was at its highest level compared to April 2024 and 2023. The average sales price in April 2025 was \$1,179,000, up 21.82% from \$967,800 from the previous month and 35.96% higher than \$867,143 from April 2024. The April 2025 average sale price was at its highest level compared to April 2024 and 2023.



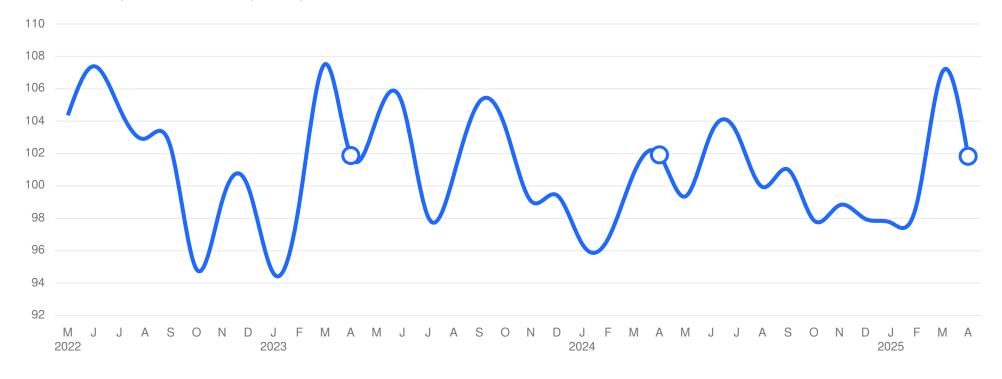


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Sales Price / List Price Ratio

The sales price/list price ratio is the average sale price divided by the average list price for sold properties expressed as a percentage. If it is above 100%, homes are selling for more than the list price. If it is less than 100%, homes are selling for less than the list price. The April 2025 sales price/list price ratio was 101.83%, down from 107.04% from the previous month and equal to April 2024.



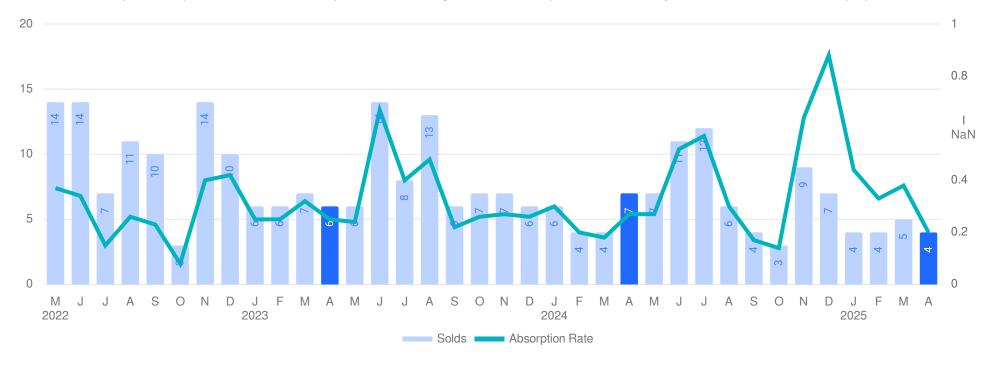


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Number of Properties Sold & Absorption Rate

The number of properties sold in April 2025 was 4, down -20.0% from 5 from the previous month and -42.86% lower than 7 from April 2024. The April 2025 sales were at its lowest level compared to April 2024 and 2023. Absorption rate is the avg number of sales per month divided by the total number of available properties.





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Average Days on Market

The average days on market (DOM) is the number of days a property is on the market before it sells. An upward trend in DOM tends to indicate a move towards a buyer's market, a downward trend tends to indicate a move towards seller's market. The DOM for April 2025 was 28 days, down -9.68% from 31 days from the previous month and -54.10% lower than 61 days from April 2024. The April 2025 DOM was at its lowest level compared with April 2024 and 2023.



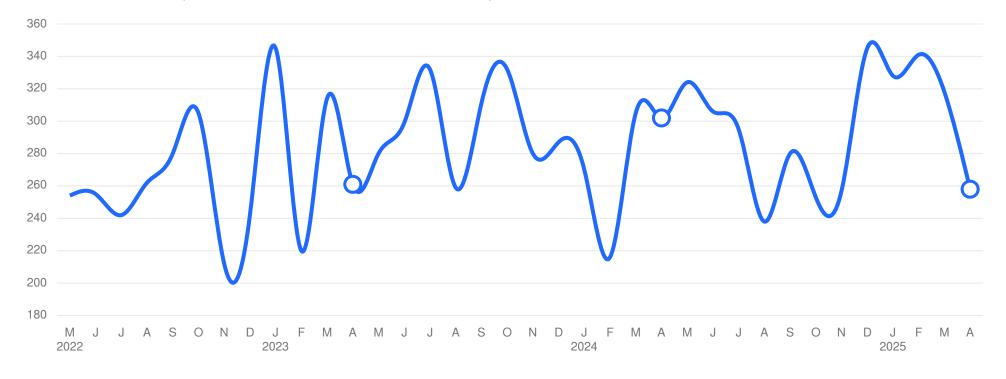


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Average Sales Price per Square Foot

The average sales price per square foot is a more normalized indicator for the direction of property value. The sales price per square foot in April 2025 was \$258, down -18.87% from \$318 from the previous month and -14.57% lower than \$302 from April 2024.





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Inventory & MSI

The number of properties for sale in April 2025 was 20, up 53.85% from 13 from the previous month and -23.08% lower than 26 from April 2024. The April 2025 inventory was at its lowest level compared with April 2024 and 2023. A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2025 MSI of 5 months was at its highest level compared with April 2024 and 2023.





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New Listings

The number of new listings in April 2025 was 17, up 54.55% from 11 from the previous month and 13.33% higher than 15 from April 2024. The April 2025 listings were at its highest level compared to April 2024 and 2023.

