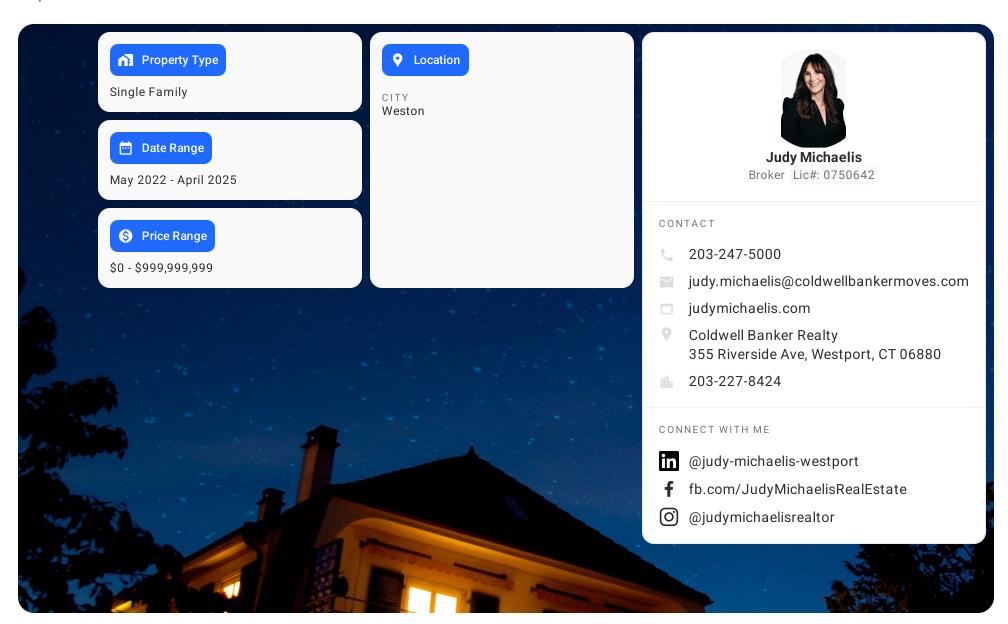


Market Trends Report April 2025





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.

Overview		Monthly Trends			
	YTD Avg.	April	March	Jan Mar.	Apr. 2024
New Listings	64	22	20	14	23
Average Sales Price per Square Foot	392	401	398	389	337
Average Days on Market	62	33	59	72	80
Number of Properties for Sale	95	33	28	21	41
Average List Price	\$1,622,118	\$1,861,542	\$1,465,171	\$1,542,309	\$1,707,684
Median List Price	\$1,511,750	\$1,749,000	\$1,350,000	\$1,432,667	\$1,399,000
Average Sales Price	\$1,444,513	\$1,247,929	\$1,359,833	\$1,510,041	\$1,479,900
Median Sales Price	\$1,269,500	\$990,000	\$1,400,000	\$1,362,667	\$1,412,500
Sales Price / List Price Ratio	104.78%	107.32%	104.74%	103.93%	101.55%
Number of Properties Sold	35	9	6	9	10
Month's Supply of Inventory	2.96	3.67	4.67	2.73	4.1
Absorption Rate	0.44	0.27	0.21	0.5	0.24

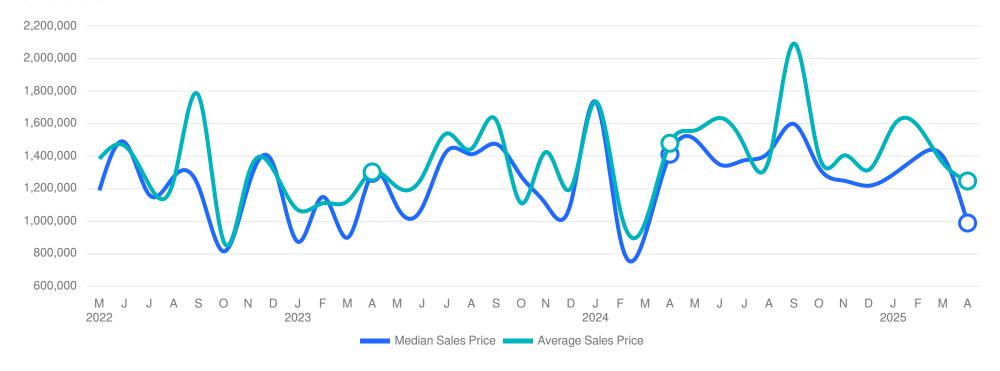


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Average & Median Sales Price

The median sales price in April 2025 was \$990,000, down -29.29% from \$1,400,000 from the previous month and -29.91% lower than \$1,412,500 from April 2024. The April 2025 median sales price was at its lowest level compared to April 2024 and 2023. The average sales price in April 2025 was \$1,247,929, down -8.23% from \$1,359,833 from the previous month and -15.67% lower than \$1,479,900 from April 2024. The April 2025 average sale price was at its lowest level compared to April 2024 and 2023.



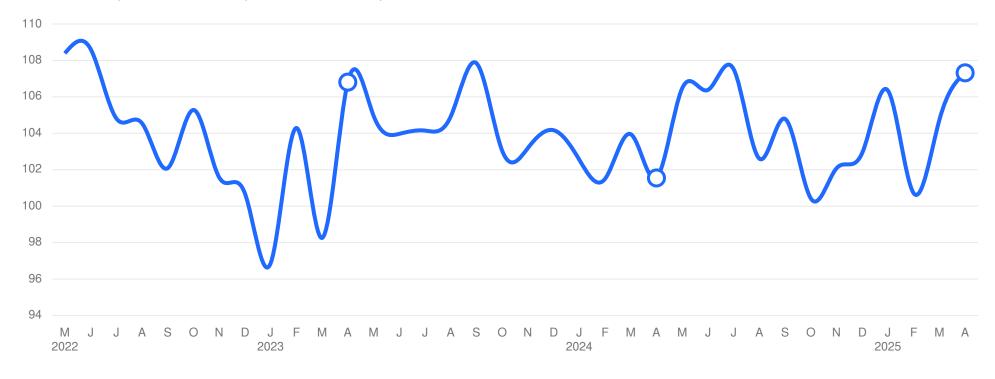


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Sales Price / List Price Ratio

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 107.32%, up from 104.74% from the previous month and up from 101.55% from April 2024.





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Number of Properties Sold & Absorption Rate

The number of properties sold in April 2025 was 9, up 50.0% from 6 from the previous month and -10.0% lower than 10 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.



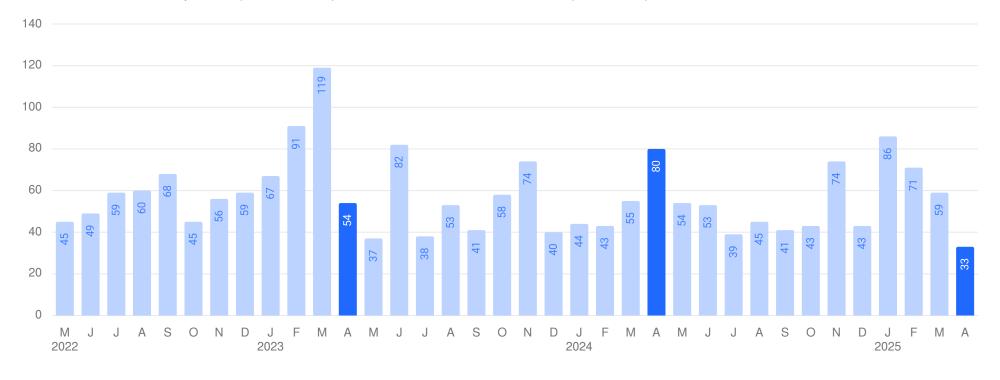


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Average Days on Market

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 33 days, down -44.07% from 59 days from the previous month and -58.75% lower than 80 days from April 2024. The April 2025 DOM was at its lowest level compared with April 2024 and 2023.



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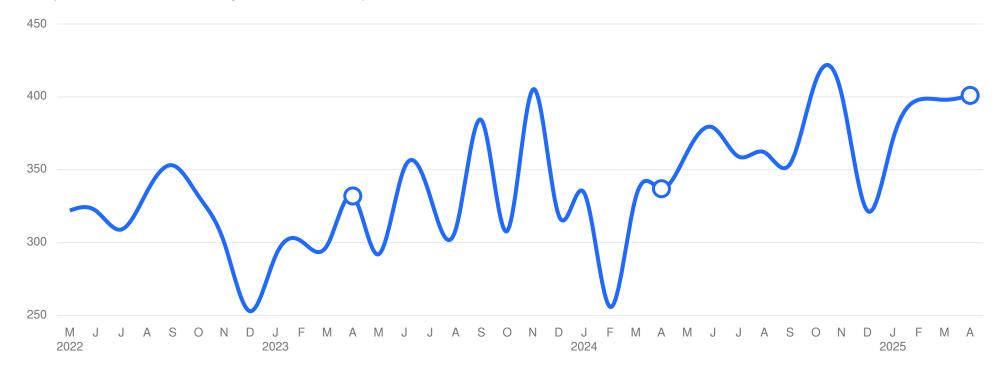


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Average Sales Price per Square Foot

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 \$401, equal to the previous month and 18.99% higher than \$337 from April 2024.





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Inventory & MSI

The number of properties for sale in April 2025 was 33, up 17.86% from 28 from the previous month and -19.51% lower than 41 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 3.67 months was at a mid level compared with April 2024 and 2023.





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New Listings

The number of new listings in April 2025 was 22, up 10.0% from 20 from the previous month and -4.35% lower than 23 from April 2024. The April 2025 listings were at a mid level compared to April 2024 and 2023.

