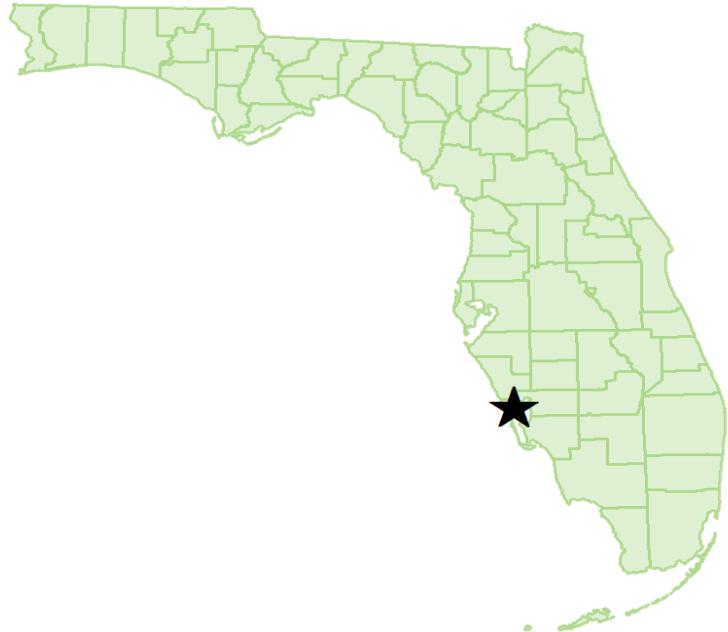


# Monthly Market Detail - January 2025

## Single-Family Homes

### Englewood Area Board of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.



Summary Statistics	January 2025	January 2024	Percent Change Year-over-Year
Closed Sales	88	67	31.3%
Paid in Cash	55	42	31.0%
Median Sale Price	\$386,250	\$470,000	-17.8%
Average Sale Price	\$571,525	\$1,001,931	-43.0%
Dollar Volume	\$50.3 Million	\$67.1 Million	-25.1%
Median Percent of Original List Price Received	92.7%	93.7%	-1.1%
Median Time to Contract	62 Days	50 Days	24.0%
Median Time to Sale	97 Days	94 Days	3.2%
New Pending Sales	123	105	17.1%
New Listings	272	232	17.2%
Pending Inventory	130	115	13.0%
Inventory (Active Listings)	962	722	33.2%
Months Supply of Inventory	10.2	7.9	29.1%

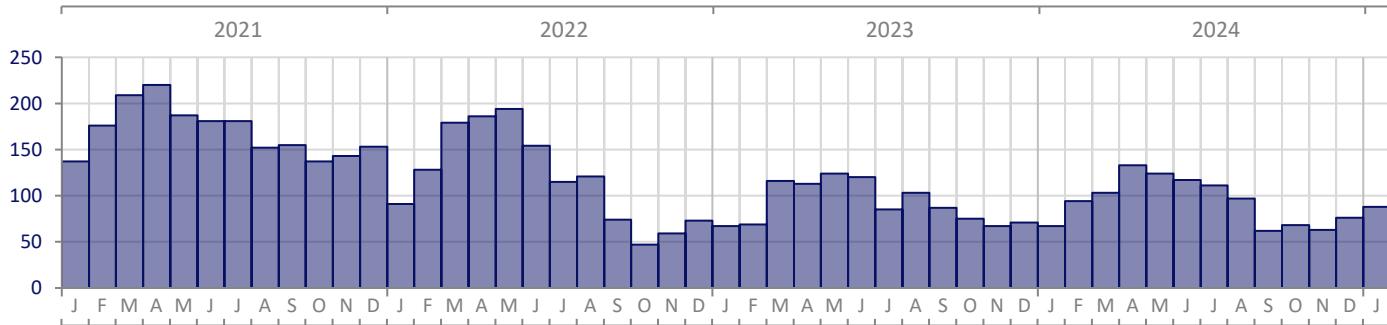
## Closed Sales

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	88	31.3%
<b>January 2025</b>	<b>88</b>	<b>31.3%</b>
December 2024	76	7.0%
November 2024	63	-6.0%
October 2024	68	-9.3%
September 2024	62	-28.7%
August 2024	97	-5.8%
July 2024	111	30.6%
June 2024	117	-2.5%
May 2024	124	0.0%
April 2024	133	17.7%
March 2024	103	-11.2%
February 2024	94	36.2%
January 2024	67	0.0%

### Closed Sales



# Monthly Market Detail - January 2025

## Single-Family Homes

### Englewood Area Board of REALTORS®

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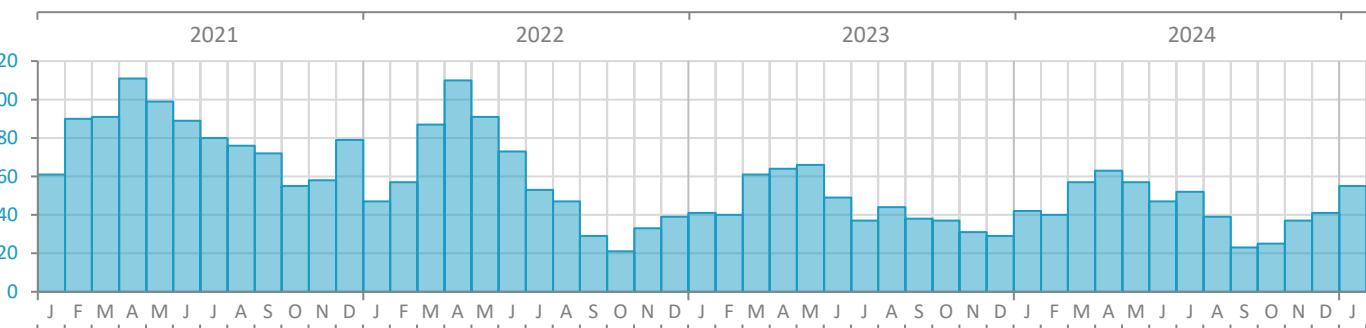


## Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

**Economists' note:** Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	55	31.0%
<b>January 2025</b>	<b>55</b>	<b>31.0%</b>
December 2024	41	41.4%
November 2024	37	19.4%
October 2024	25	-32.4%
September 2024	23	-39.5%
August 2024	39	-11.4%
July 2024	52	40.5%
June 2024	47	-4.1%
May 2024	57	-13.6%
April 2024	63	-1.6%
March 2024	57	-6.6%
February 2024	40	0.0%
January 2024	42	2.4%



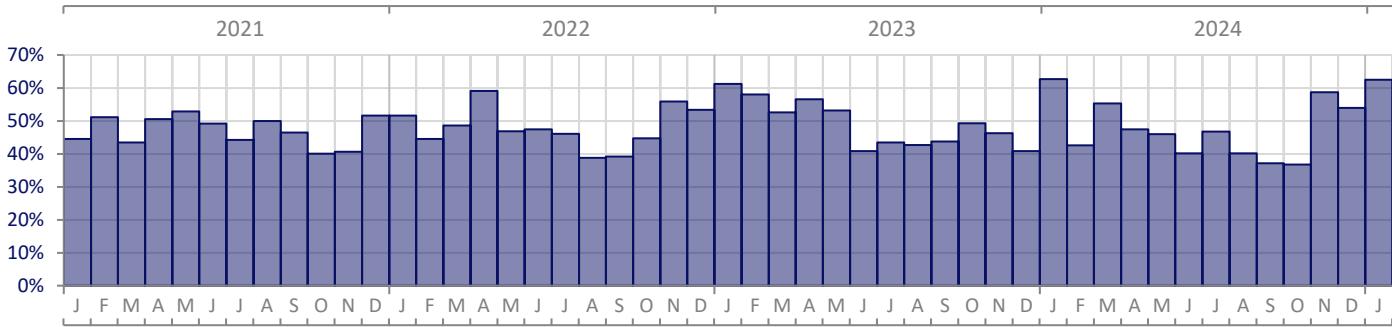
## Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

**Economists' note:** This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	62.5%	-0.3%
<b>January 2025</b>	<b>62.5%</b>	<b>-0.3%</b>
December 2024	53.9%	32.1%
November 2024	58.7%	26.8%
October 2024	36.8%	-25.4%
September 2024	37.1%	-15.1%
August 2024	40.2%	-5.9%
July 2024	46.8%	7.6%
June 2024	40.2%	-1.5%
May 2024	46.0%	-13.5%
April 2024	47.4%	-16.3%
March 2024	55.3%	5.1%
February 2024	42.6%	-26.6%
January 2024	62.7%	2.5%

Pct. of Closed Sales  
Paid in Cash



# Monthly Market Detail - January 2025

## Single-Family Homes

### Englewood Area Board of REALTORS®

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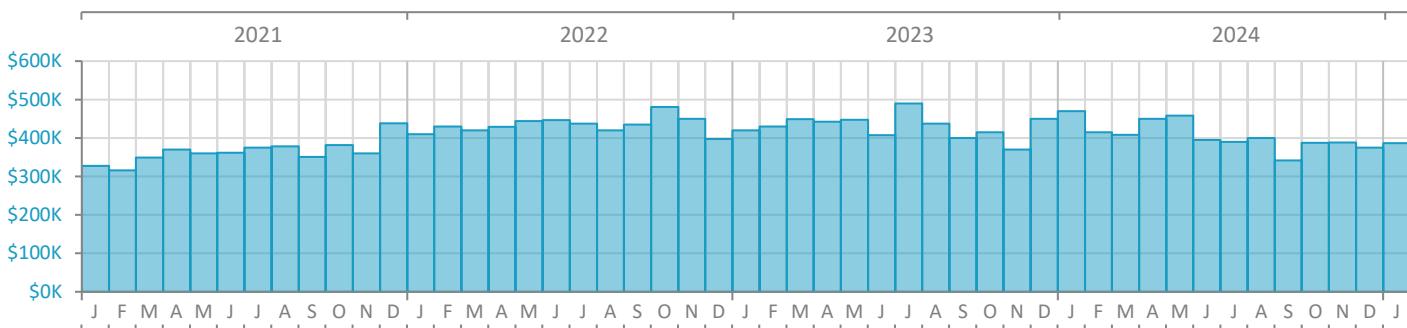
## Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

**Economists' note:** Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$386,250	-17.8%
<b>January 2025</b>	<b>\$386,250</b>	<b>-17.8%</b>
December 2024	\$375,000	-16.7%
November 2024	\$388,000	4.9%
October 2024	\$387,500	-6.6%
September 2024	\$341,500	-14.6%
August 2024	\$400,000	-8.5%
July 2024	\$390,000	-20.4%
June 2024	\$394,900	-3.1%
May 2024	\$458,500	2.5%
April 2024	\$450,000	1.7%
March 2024	\$408,500	-9.1%
February 2024	\$414,500	-3.6%
January 2024	\$470,000	11.9%

Median Sale Price

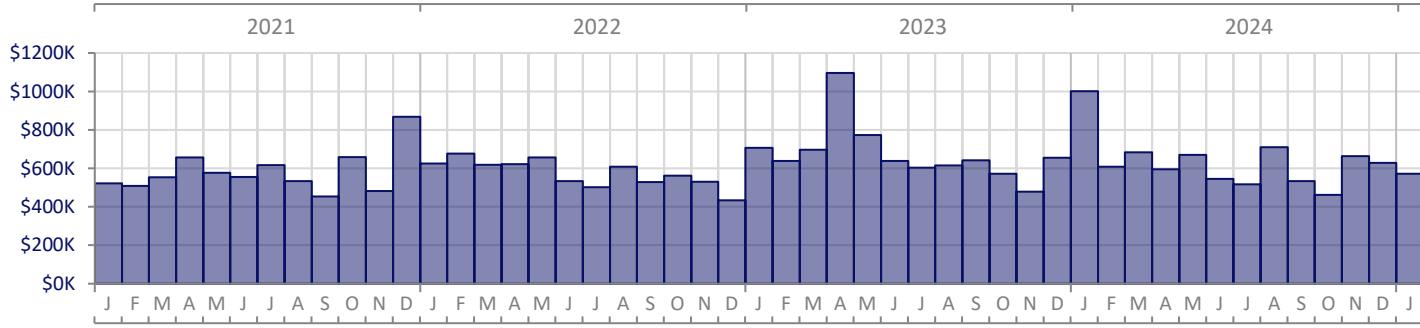


## Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$571,525	-43.0%
<b>January 2025</b>	<b>\$571,525</b>	<b>-43.0%</b>
December 2024	\$627,915	-4.0%
November 2024	\$663,726	38.9%
October 2024	\$461,627	-19.2%
September 2024	\$533,919	-16.9%
August 2024	\$709,940	15.5%
July 2024	\$516,543	-14.5%
June 2024	\$545,250	-14.5%
May 2024	\$669,771	-13.3%
April 2024	\$594,965	-45.7%
March 2024	\$683,395	-1.9%
February 2024	\$607,836	-4.8%
January 2024	\$1,001,931	41.8%

Average Sale Price



# Monthly Market Detail - January 2025

## Single-Family Homes

### Englewood Area Board of REALTORS®

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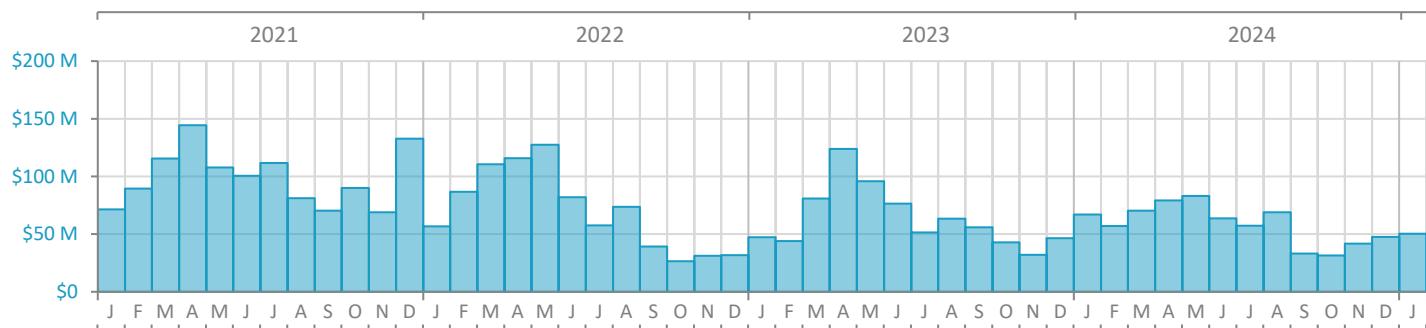
## Dollar Volume

The sum of the sale prices for all sales which closed during the month

**Economists' note:** Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$50.3 Million	-25.1%
<b>January 2025</b>	<b>\$50.3 Million</b>	<b>-25.1%</b>
December 2024	\$47.7 Million	2.7%
November 2024	\$41.8 Million	30.6%
October 2024	\$31.4 Million	-26.8%
September 2024	\$33.1 Million	-40.8%
August 2024	\$68.9 Million	8.8%
July 2024	\$57.3 Million	11.6%
June 2024	\$63.8 Million	-16.7%
May 2024	\$83.1 Million	-13.3%
April 2024	\$79.1 Million	-36.1%
March 2024	\$70.4 Million	-12.9%
February 2024	\$57.1 Million	29.7%
January 2024	\$67.1 Million	41.8%

Dollar Volume



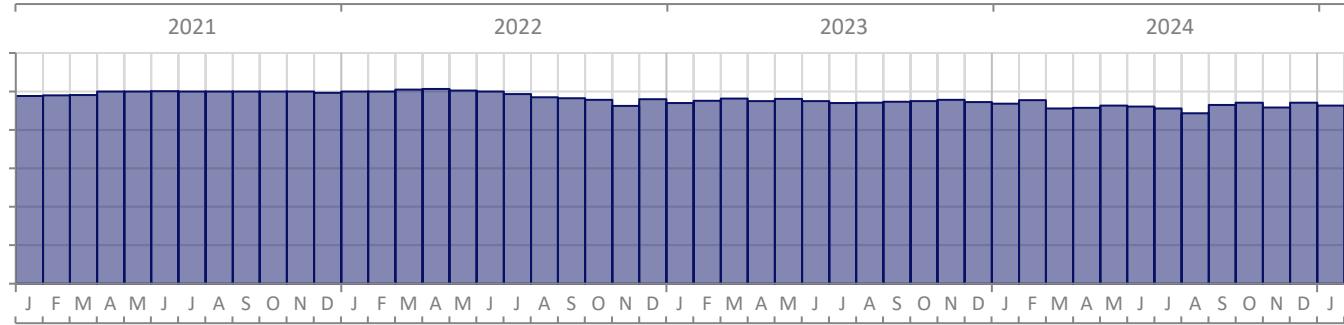
## Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

Med. Pct. of Orig. List Price Received

**Economists' note:** The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	92.7%	-1.1%
<b>January 2025</b>	<b>92.7%</b>	<b>-1.1%</b>
December 2024	94.1%	-0.4%
November 2024	91.6%	-4.3%
October 2024	94.1%	-0.8%
September 2024	92.9%	-1.9%
August 2024	88.7%	-5.8%
July 2024	91.2%	-3.0%
June 2024	92.1%	-3.1%
May 2024	92.6%	-3.7%
April 2024	91.4%	-3.7%
March 2024	91.2%	-5.3%
February 2024	95.4%	0.2%
January 2024	93.7%	-0.2%



# Monthly Market Detail - January 2025

## Single-Family Homes

### Englewood Area Board of REALTORS®

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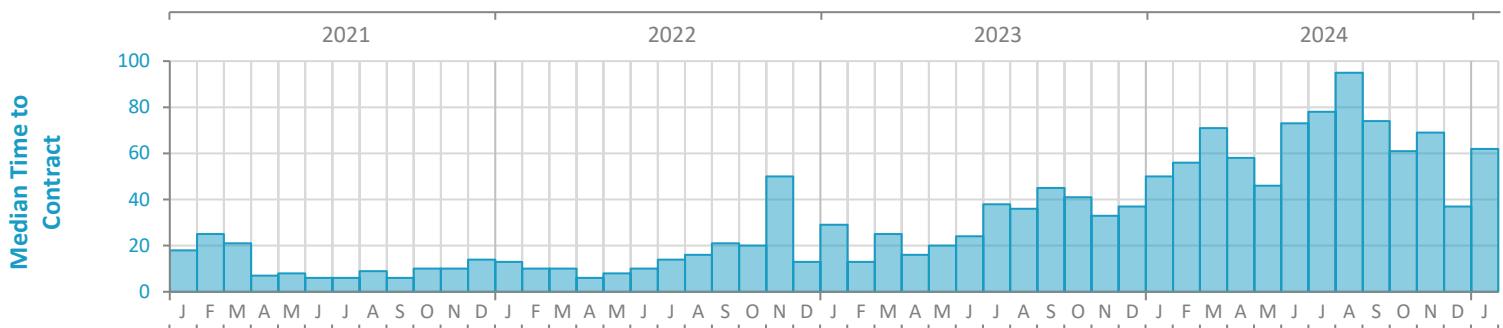


## Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	62 Days	24.0%
<b>January 2025</b>	<b>62 Days</b>	<b>24.0%</b>
December 2024	37 Days	0.0%
November 2024	69 Days	109.1%
October 2024	61 Days	48.8%
September 2024	74 Days	64.4%
August 2024	95 Days	163.9%
July 2024	78 Days	105.3%
June 2024	73 Days	204.2%
May 2024	46 Days	130.0%
April 2024	58 Days	262.5%
March 2024	71 Days	184.0%
February 2024	56 Days	330.8%
January 2024	50 Days	72.4%

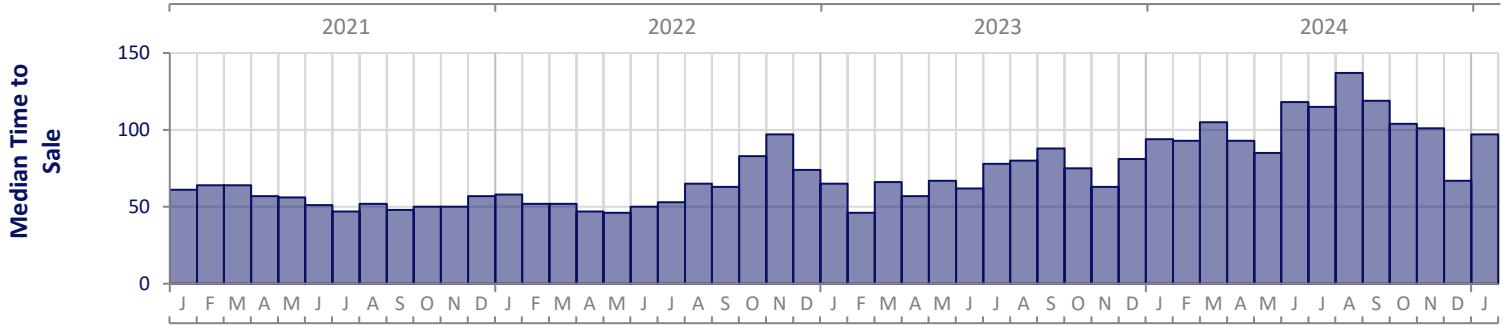


## Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

**Economists' note:** Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median* Time to Sale is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	97 Days	3.2%
<b>January 2025</b>	<b>97 Days</b>	<b>3.2%</b>
December 2024	67 Days	-17.3%
November 2024	101 Days	60.3%
October 2024	104 Days	38.7%
September 2024	119 Days	35.2%
August 2024	137 Days	71.3%
July 2024	115 Days	47.4%
June 2024	118 Days	90.3%
May 2024	85 Days	26.9%
April 2024	93 Days	63.2%
March 2024	105 Days	59.1%
February 2024	93 Days	102.2%
January 2024	94 Days	44.6%



# Monthly Market Detail - January 2025

## Single-Family Homes



### Englewood Area Board of REALTORS®

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## New Pending Sales

The number of listed properties that went under contract during the month

**Economists' note:** Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	123	17.1%
<b>January 2025</b>	<b>123</b>	<b>17.1%</b>
December 2024	72	18.0%
November 2024	91	33.8%
October 2024	56	-24.3%
September 2024	67	3.1%
August 2024	84	-2.3%
July 2024	92	-1.1%
June 2024	114	12.9%
May 2024	120	2.6%
April 2024	127	18.7%
March 2024	145	3.6%
February 2024	118	10.3%
January 2024	105	6.1%

Pending Sales



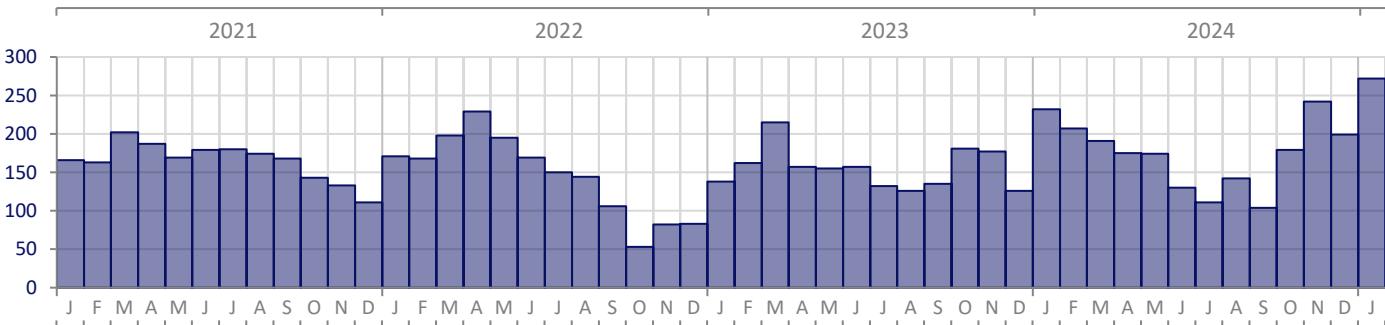
## New Listings

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	272	17.2%
<b>January 2025</b>	<b>272</b>	<b>17.2%</b>
December 2024	199	57.9%
November 2024	242	36.7%
October 2024	179	-1.1%
September 2024	104	-23.0%
August 2024	142	12.7%
July 2024	111	-15.9%
June 2024	130	-17.2%
May 2024	174	12.3%
April 2024	175	11.5%
March 2024	191	-11.2%
February 2024	207	27.8%
January 2024	232	68.1%

New Listings



# Monthly Market Detail - January 2025

## Single-Family Homes

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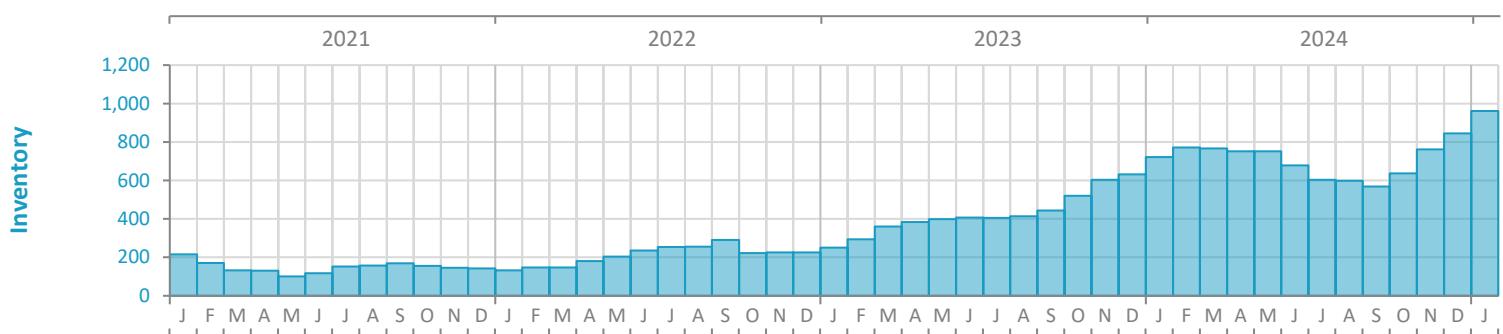


## Inventory (Active Listings)

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	962	33.2%
<b>January 2025</b>	<b>962</b>	<b>33.2%</b>
December 2024	844	33.8%
November 2024	762	26.4%
October 2024	637	22.5%
September 2024	569	28.2%
August 2024	599	45.0%
July 2024	604	48.8%
June 2024	679	66.8%
May 2024	752	88.9%
April 2024	751	96.1%
March 2024	767	112.5%
February 2024	771	163.1%
January 2024	722	188.8%

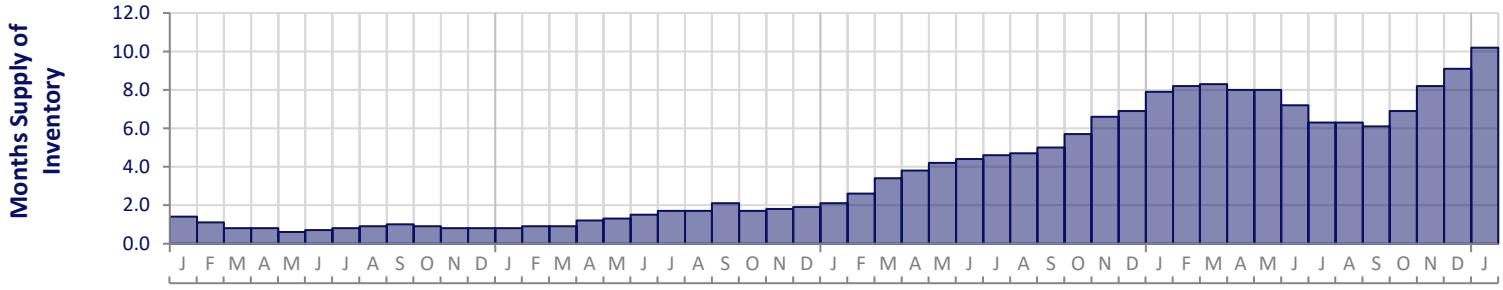


## Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

**Economists' note:** MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	10.2	29.1%
<b>January 2025</b>	<b>10.2</b>	<b>29.1%</b>
December 2024	9.1	31.9%
November 2024	8.2	24.2%
October 2024	6.9	21.1%
September 2024	6.1	22.0%
August 2024	6.3	34.0%
July 2024	6.3	37.0%
June 2024	7.2	63.6%
May 2024	8.0	90.5%
April 2024	8.0	110.5%
March 2024	8.3	144.1%
February 2024	8.2	215.4%
January 2024	7.9	276.2%



# Monthly Market Detail - January 2025

## Single-Family Homes

### Englewood Area Board of REALTORS®

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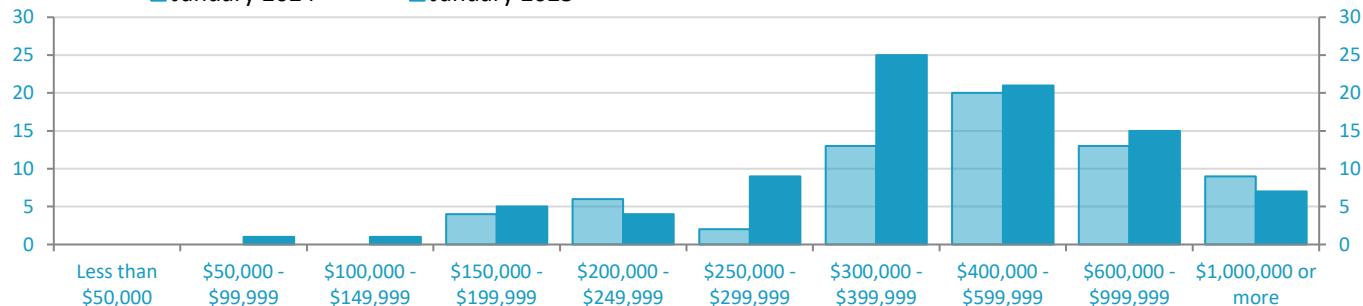
## Closed Sales by Sale Price

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	1	N/A
\$100,000 - \$149,999	1	N/A
\$150,000 - \$199,999	5	25.0%
\$200,000 - \$249,999	4	-33.3%
\$250,000 - \$299,999	9	350.0%
\$300,000 - \$399,999	25	92.3%
\$400,000 - \$599,999	21	5.0%
\$600,000 - \$999,999	15	15.4%
\$1,000,000 or more	7	-22.2%

■ January 2024 ■ January 2025



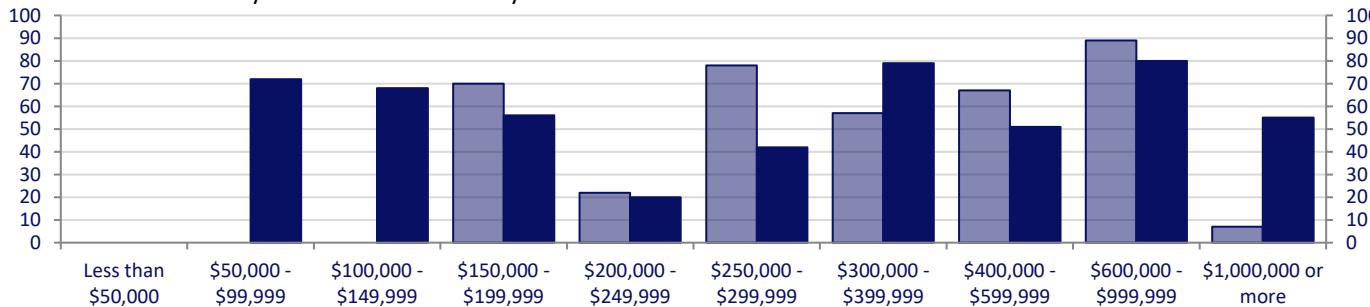
## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	72 Days	N/A
\$100,000 - \$149,999	68 Days	N/A
\$150,000 - \$199,999	56 Days	-20.0%
\$200,000 - \$249,999	20 Days	-9.1%
\$250,000 - \$299,999	42 Days	-46.2%
\$300,000 - \$399,999	79 Days	38.6%
\$400,000 - \$599,999	51 Days	-23.9%
\$600,000 - \$999,999	80 Days	-10.1%
\$1,000,000 or more	55 Days	685.7%

■ January 2024 ■ January 2025



Median Time to Contract

# Monthly Market Detail - January 2025

## Single-Family Homes

### Englewood Area Board of REALTORS®

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## New Listings by Initial Listing Price

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	2	N/A
\$150,000 - \$199,999	4	100.0%
\$200,000 - \$249,999	13	62.5%
\$250,000 - \$299,999	17	6.3%
\$300,000 - \$399,999	52	13.0%
\$400,000 - \$599,999	86	4.9%
\$600,000 - \$999,999	56	9.8%
\$1,000,000 or more	42	61.5%

■ January 2024 ■ January 2025



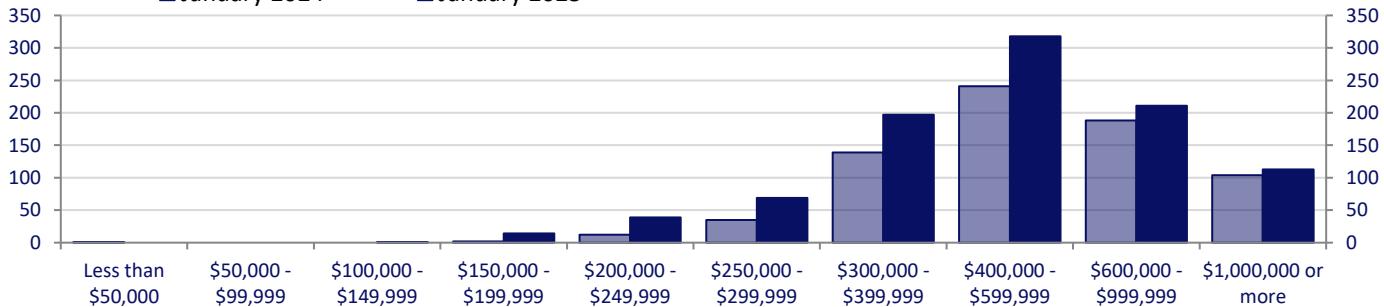
## Inventory by Current Listing Price

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	1	N/A
\$150,000 - \$199,999	14	600.0%
\$200,000 - \$249,999	39	225.0%
\$250,000 - \$299,999	69	97.1%
\$300,000 - \$399,999	197	41.7%
\$400,000 - \$599,999	318	32.0%
\$600,000 - \$999,999	211	12.2%
\$1,000,000 or more	113	8.7%

■ January 2024 ■ January 2025

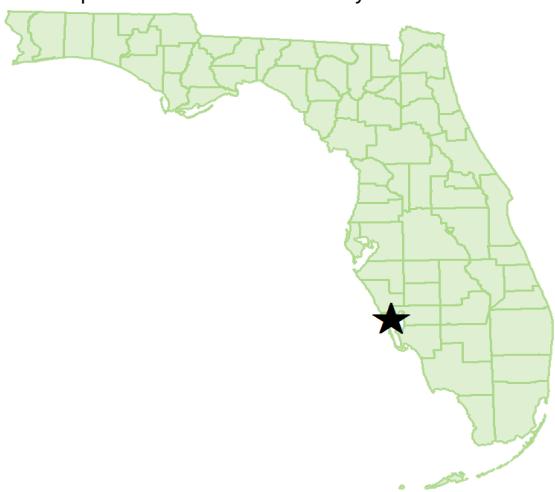


# Monthly Distressed Market - January 2025

## Single-Family Homes

### Englewood Area Board of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.



		January 2025	January 2024	Percent Change Year-over-Year
Traditional	Closed Sales	87	67	29.9%
	Median Sale Price	\$390,000	\$470,000	-17.0%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$165,000	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

2021 2022 2023 2024

■ Traditional ■ Foreclosure/REO ■ Short Sale

