



2024 DECEMBER

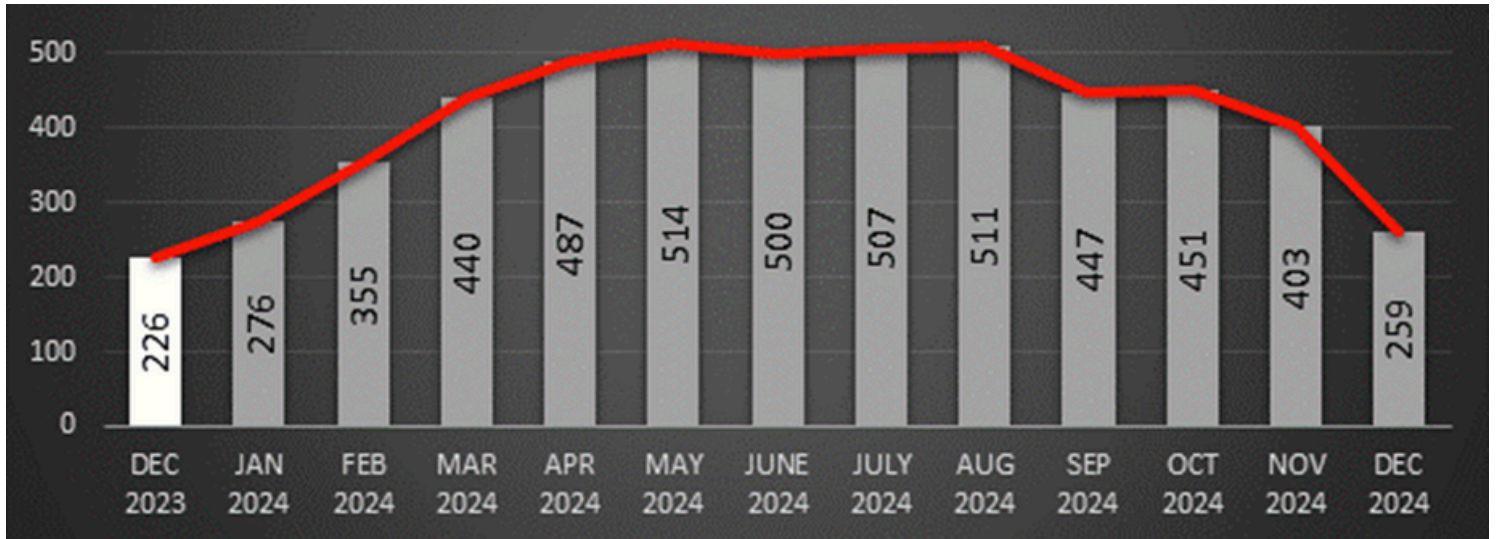
WINDSOR ESSEX COUNTY
REAL ESTATE MARKET REVIEW



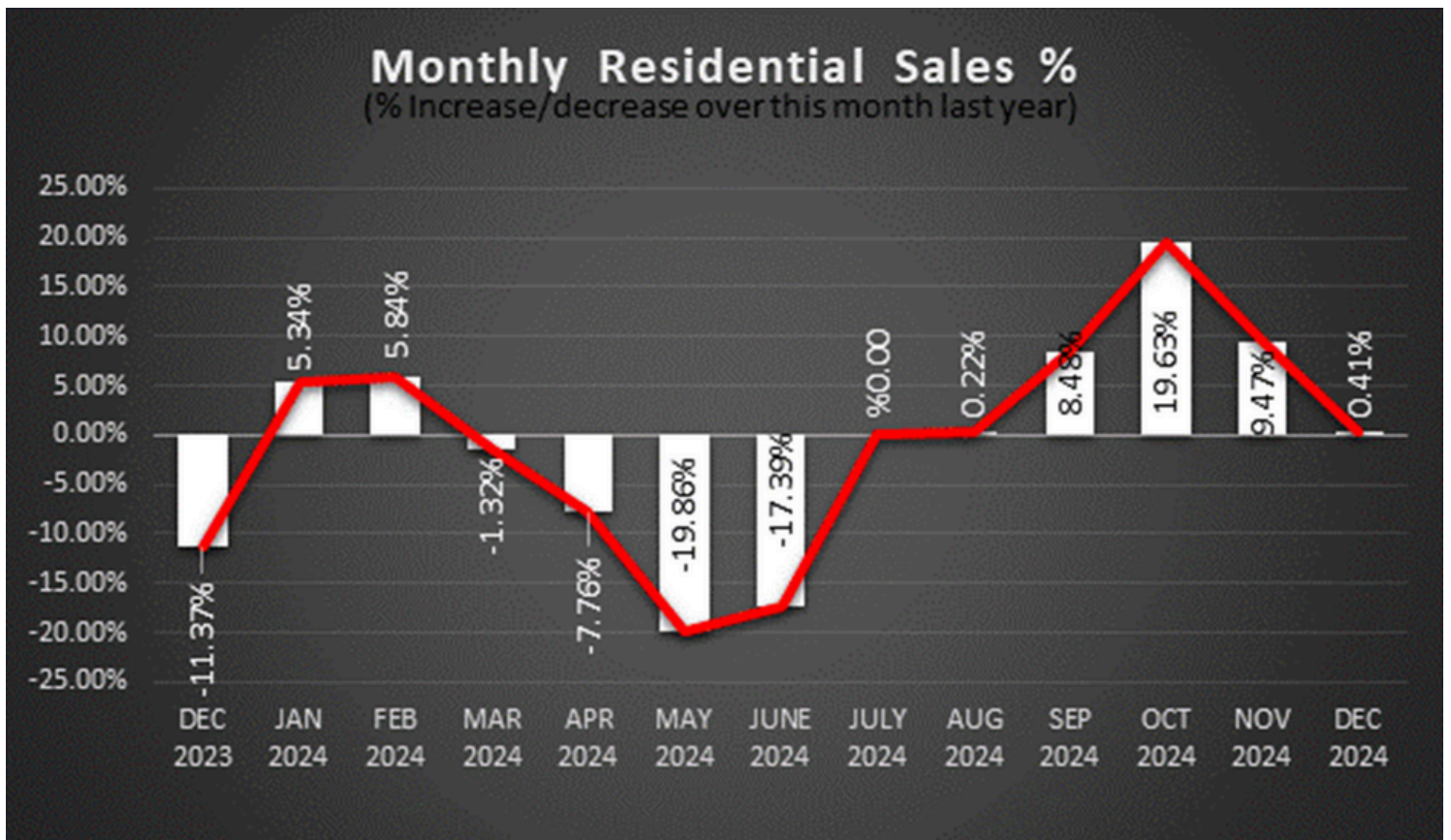
Binder Real Estate
Brokerage
INDEPENDENTLY OWNED AND OPERATED

SALES

DECEMBER 2024



We ended the year with steady sales and a spike in listings! Sales for December were almost identical to last year and ended the year on a strong note.

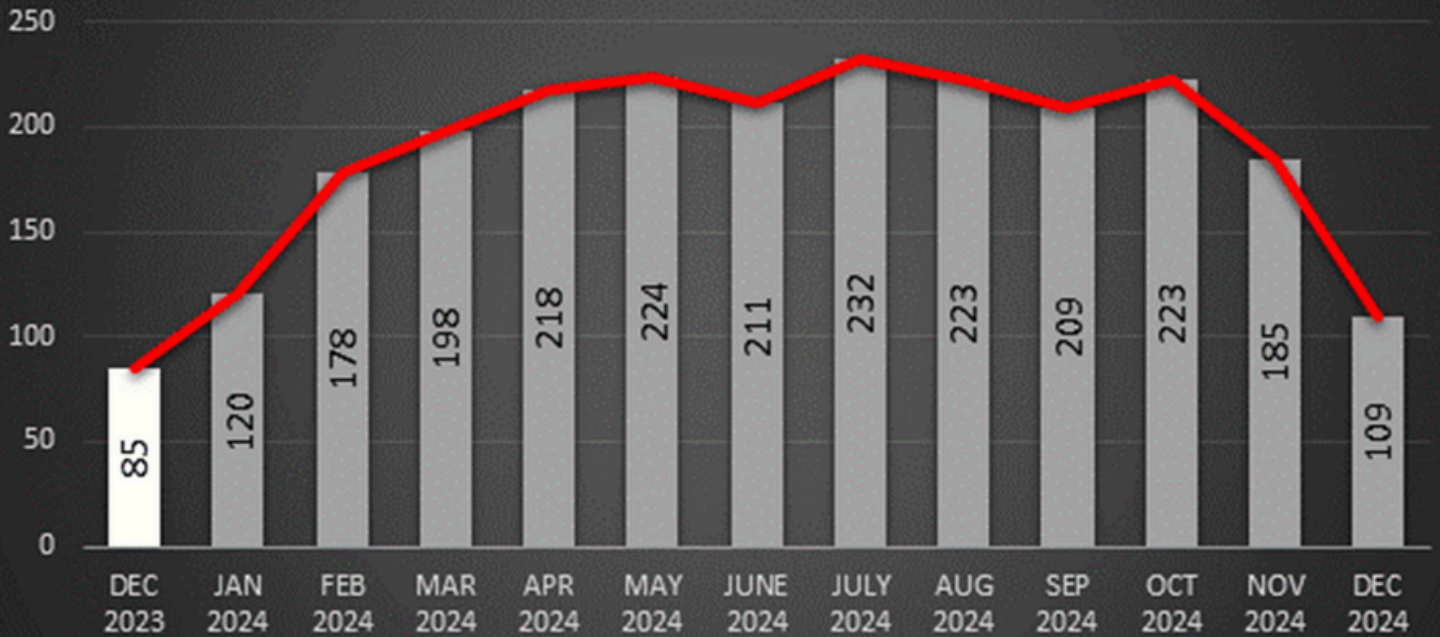


Monthly sales as a percentage was less than one percent but up over last year.

Homes Sold UNDER Median Price (\$550,000)

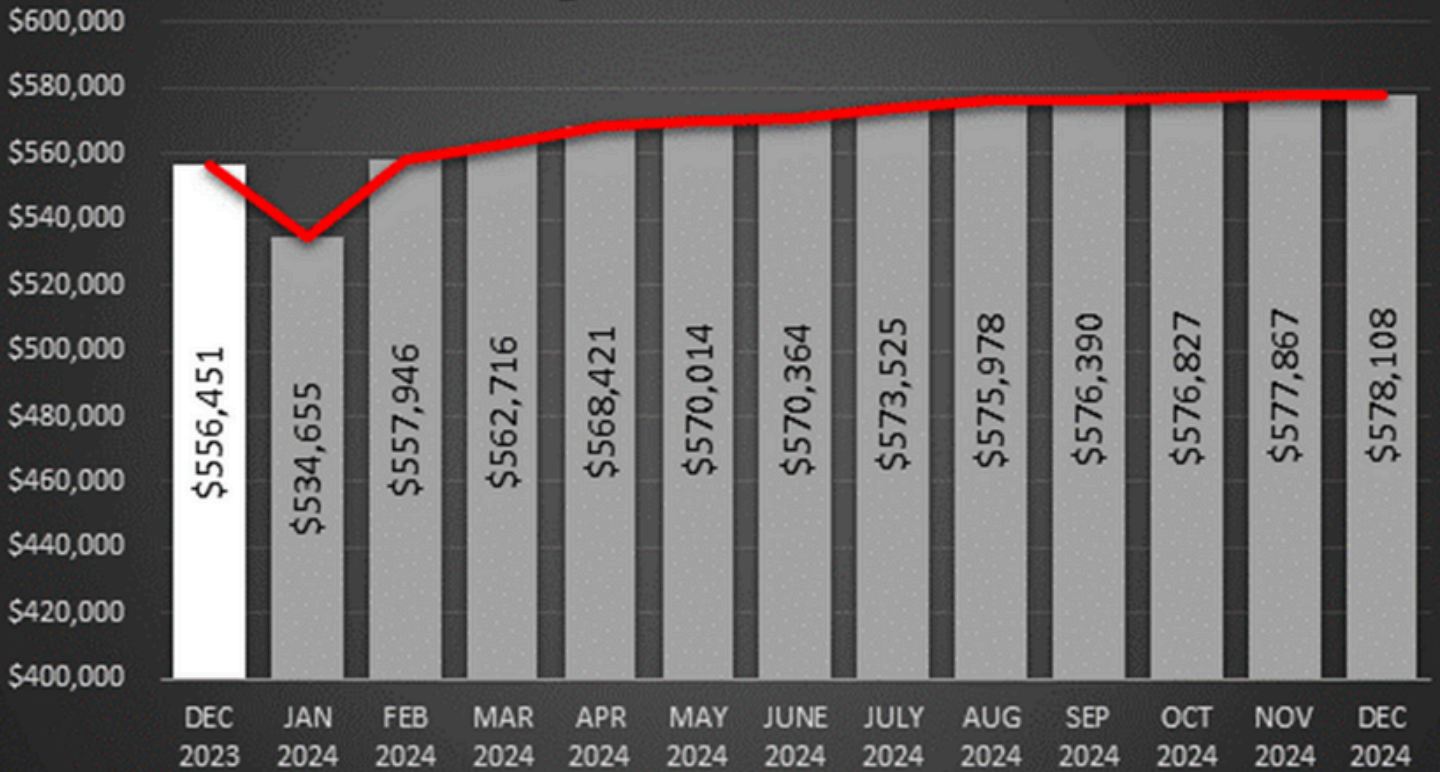


Homes Sold ABOVE Median Price (\$550,000)

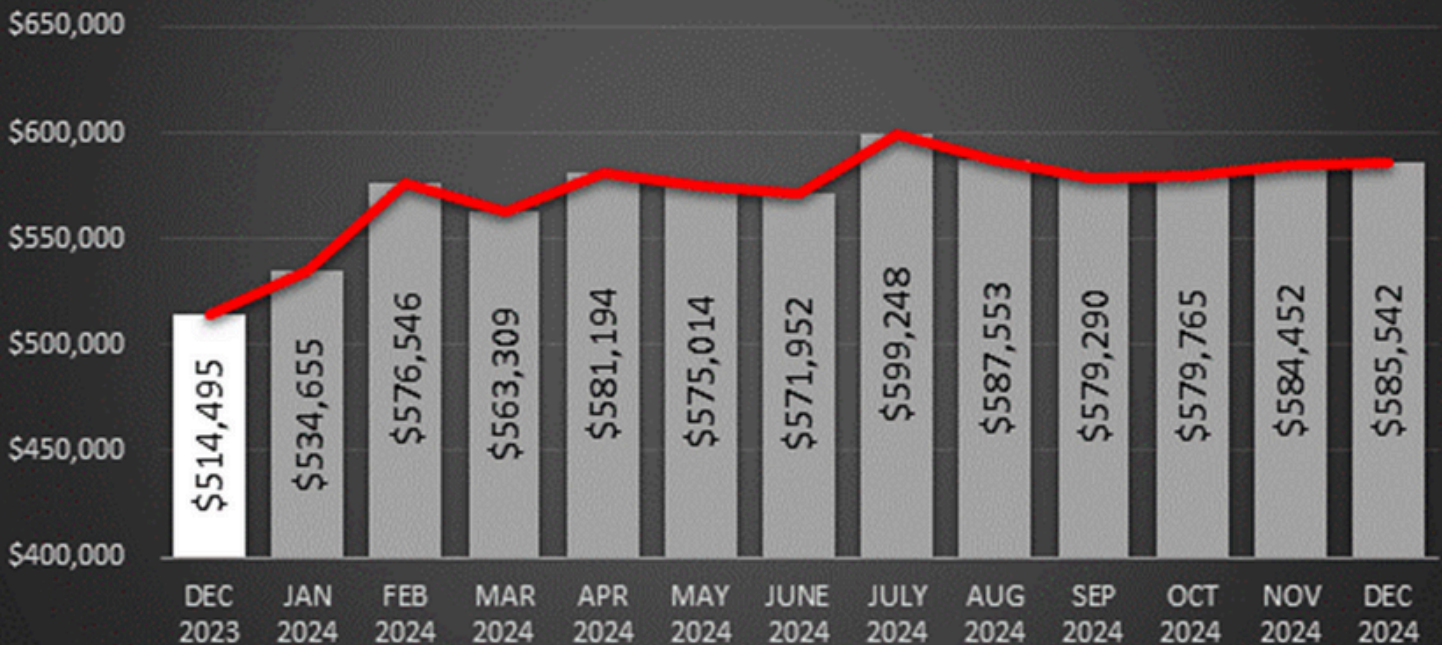


Homes sold under the median price continue to dominate the market, but the upper market continues to strengthen and should improve even more into the new year.

Average Sale Price - Annual



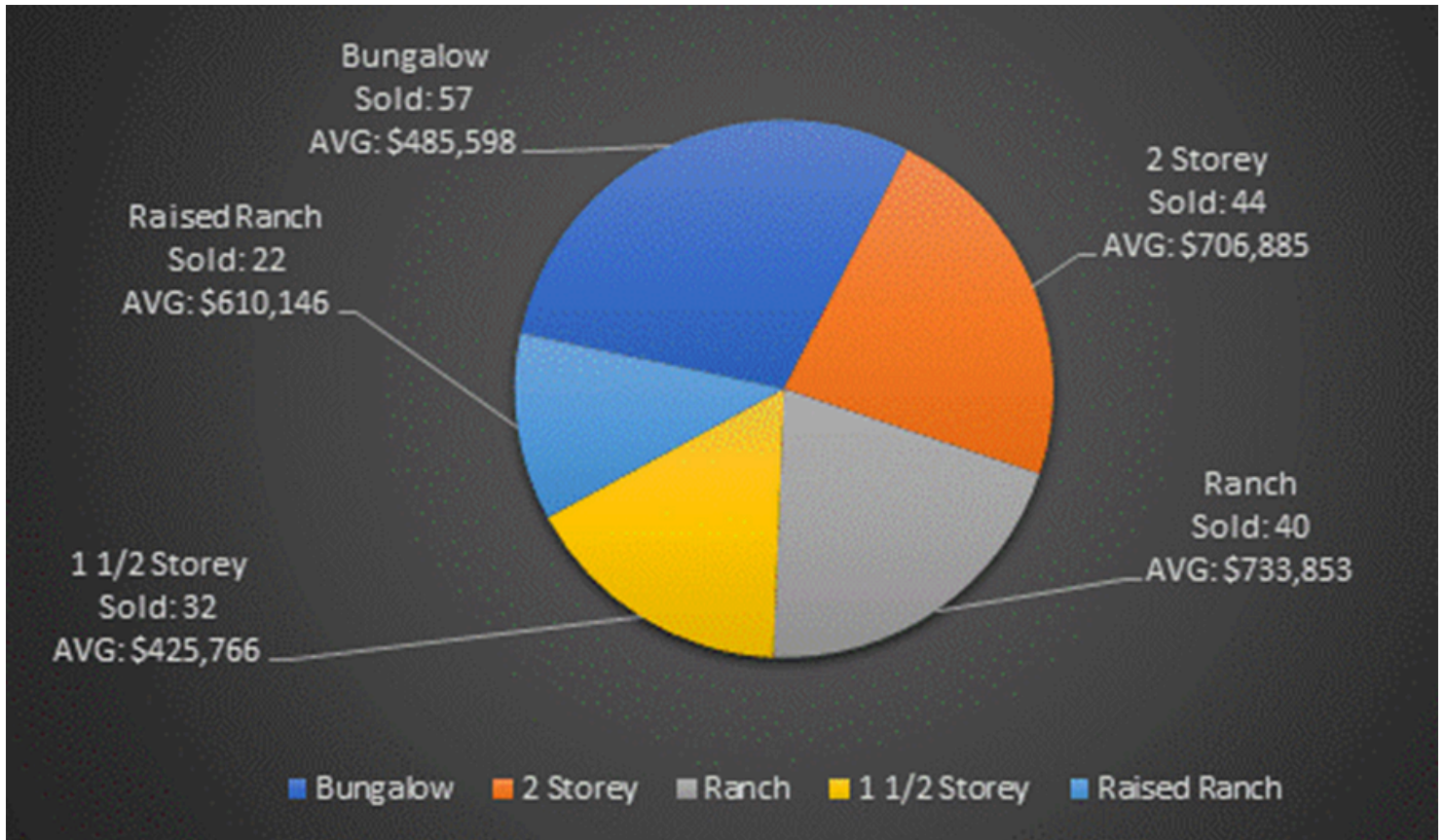
Average Sale Price - Monthly



The Annual Average Price continued its slow rise which started in February buoyed by declining interest rates. Sales Price is really holding steady. Good for Sellers who are trying to pinpoint their sales value.



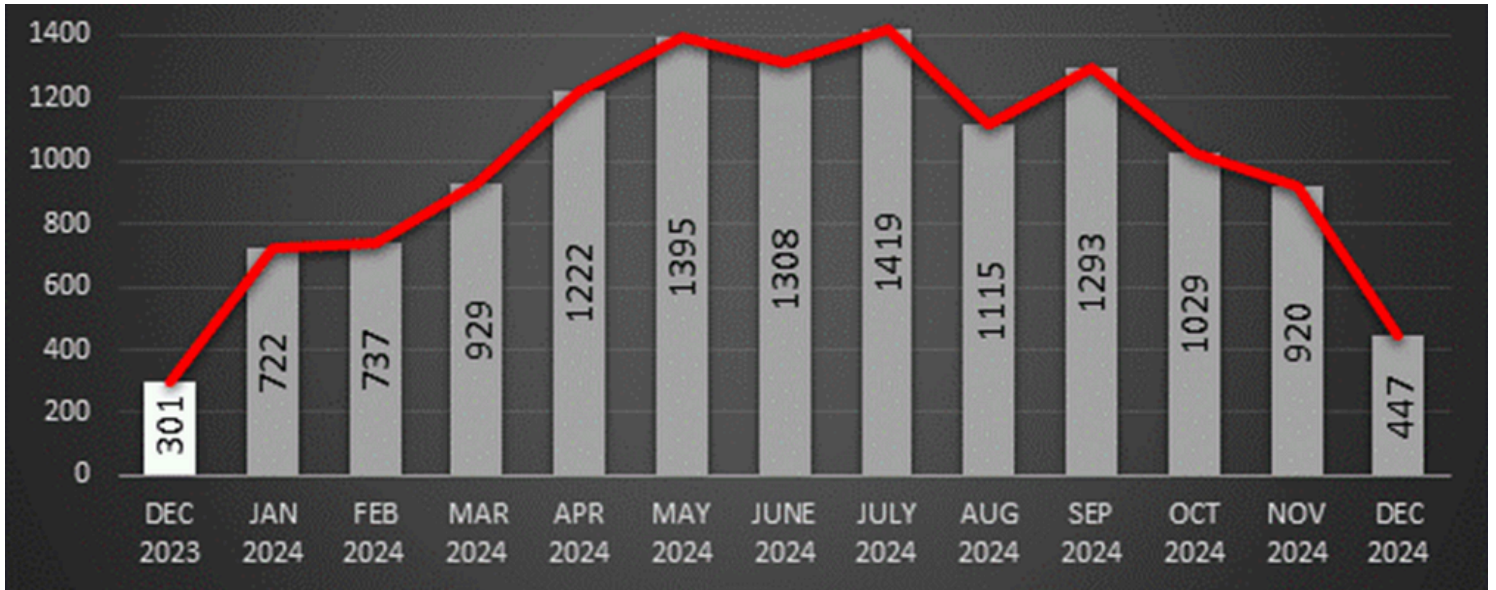
MOST POPULAR STYLE OF HOME



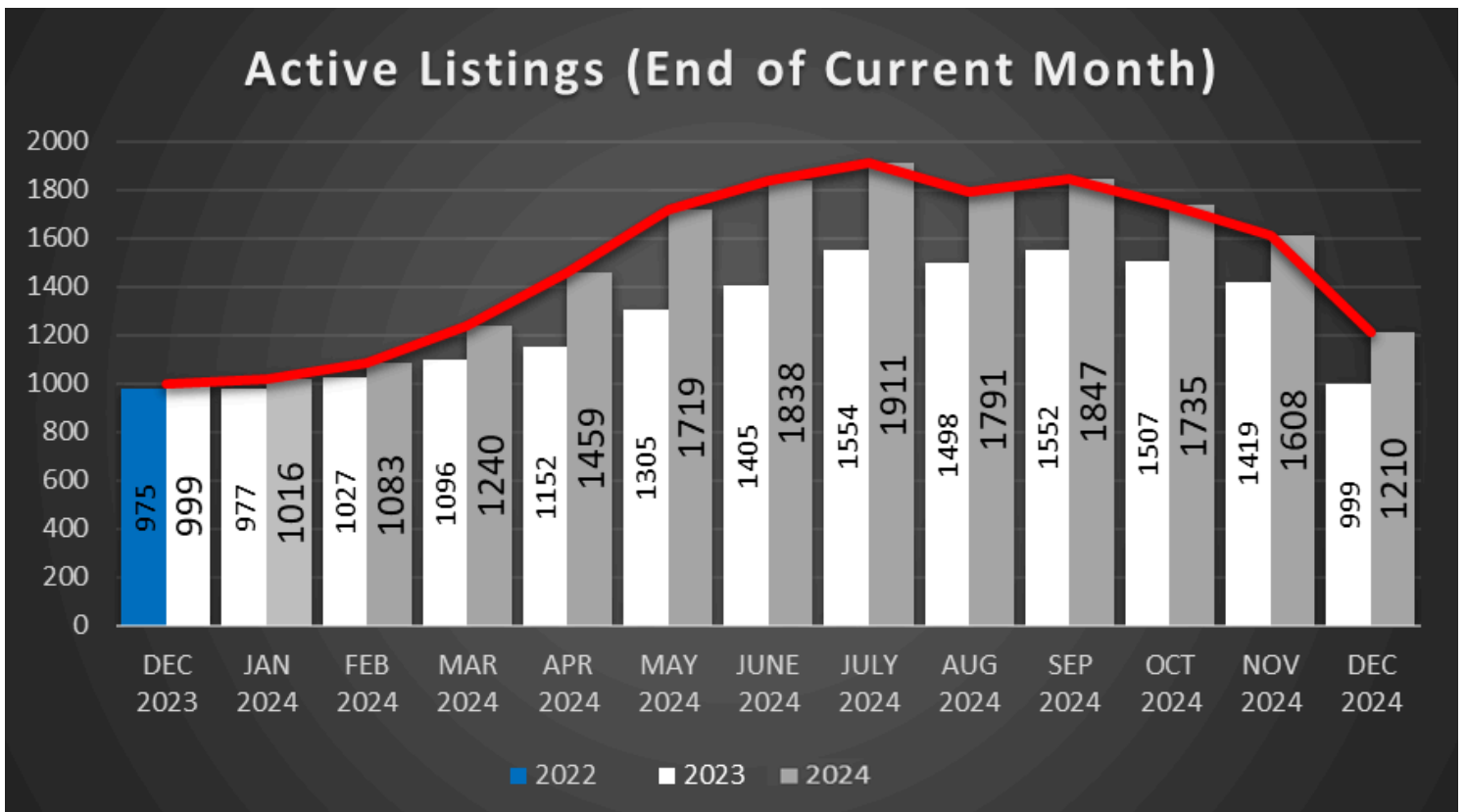
Bungalows and ranches still dominated the sales market as usual, but all prices were steady.

LISTINGS

DECEMBER 2024

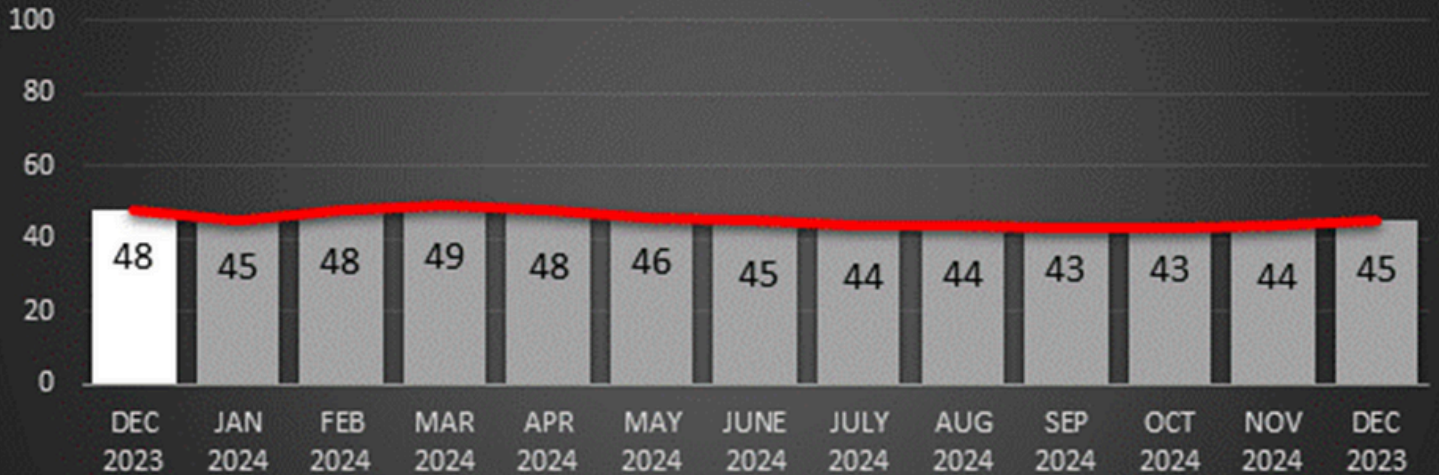


With the holidays on the horizon listings usually fall off but this month we saw a 30% spike in listings. This is likely due to the many sellers who have been waiting to sell and now feel they can with interest rates normalizing.



Active listings were expected to drop, and they did but not as much as last year. There is a 3 month supply. Look for active listings to continue to fall into the new year.

Annual Sales/List Ratio



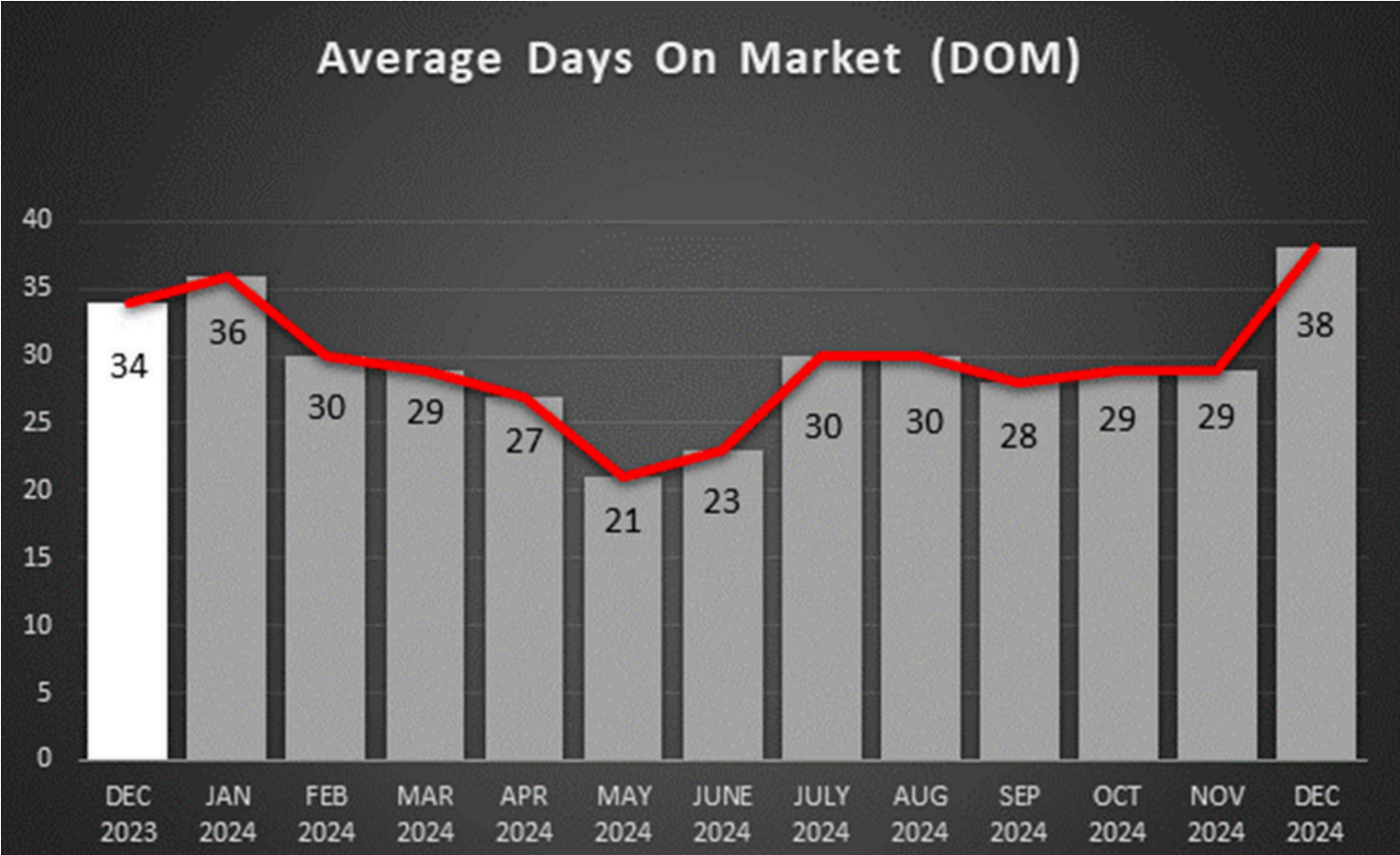
Monthly Sales/List Ratio



The monthly sales/list ratio spiked to 63% which usually happens in December as listings come off market and buyers are still looking because of better interest rates.

DAYS ON MARKET

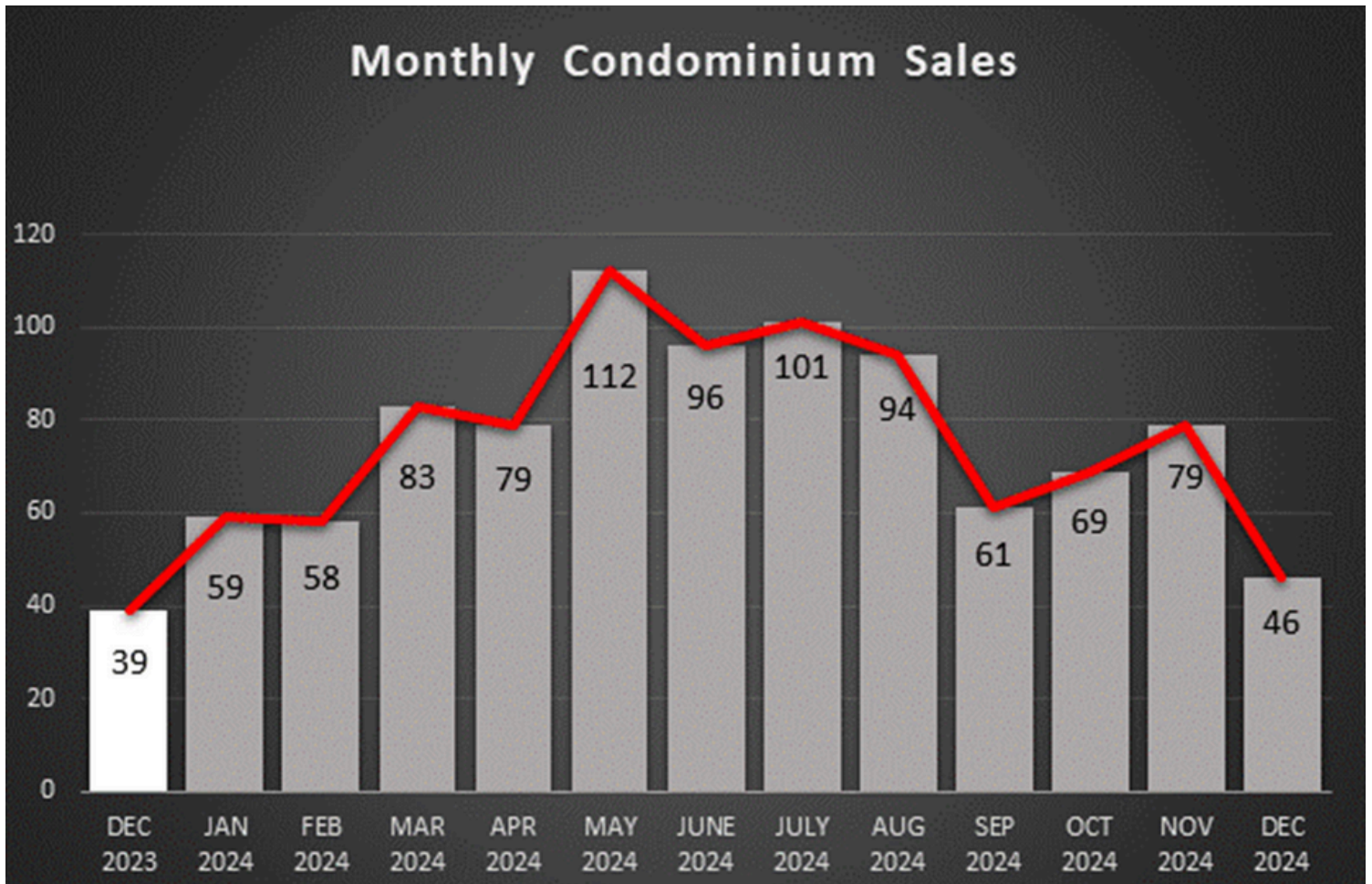
DECEMBER 2024



With the number of listings staying on the market it is no wonder that Average Days on Market increases to its highest level so far this year.

CONDO SALES

DECEMBER 2024



Monthly condo sales dropped off as they traditionally do at this time of year. However, numbers still improved over last December.