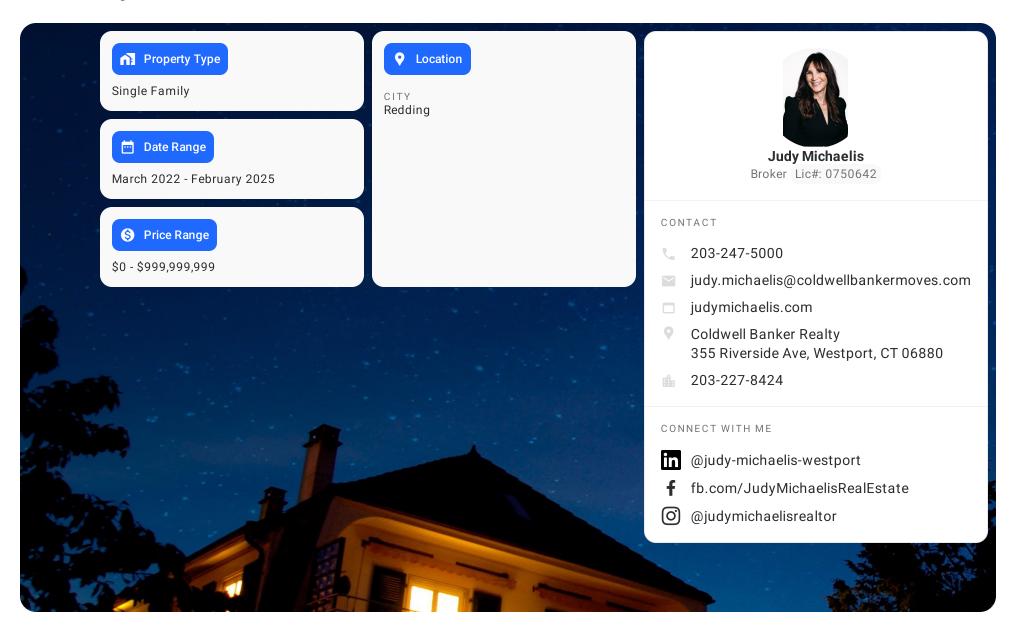


Market Trends Report February 2025





Judy Michaelis

M: 203-247-5000 Lic#: 0750642 judy.michaelis@coldwellbankermoves.com https://www.judymichaelis.com City: Redding Price Range: \$0 -\$999,999,999

Properties: Single Family

Overview

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

		Monthly Trends			
Overview	YTD Avg.	February	January	Nov Jan.	Feb. 2024
New Listings	12	7	5	5	8
Average Sales Price per Square Foot	335	264	406	343	293
Average Days on Market	86	98	73	62	41
Number of Properties for Sale	34	15	19	27	24
Average List Price	\$1,610,434	\$1,689,793	\$1,531,074	\$1,555,336	\$1,794,200
Median List Price	\$1,517,000	\$1,659,000	\$1,375,000	\$1,350,000	\$1,322,500
Average Sales Price	\$1,341,084	\$1,013,167	\$1,669,000	\$1,108,409	\$1,107,858
Median Sales Price	\$1,162,875	\$975,750	\$1,350,000	\$979,000	\$852,500
Sales Price / List Price Ratio	95.75%	95.52%	95.98%	96.97%	101.92%
Number of Properties Sold	11	6	5	9	12
Month's Supply of Inventory	3.15	2.5	3.8	3.11	2
Absorption Rate	0.33	0.4	0.26	0.34	0.5

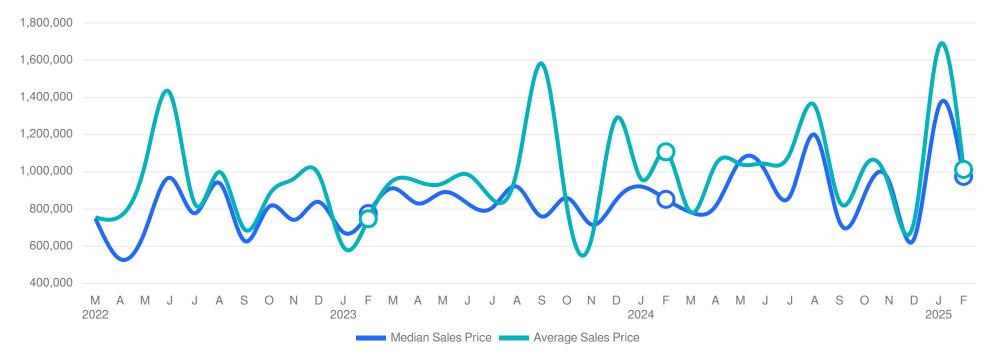


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Average & Median Sales Price

The median sales price in February 2025 was \$975,750, down -27.72% from \$1,350,000 from the previous month and 14.46% higher than \$852,500 from February 2024. The February 2025 median sales price was at its highest level compared to February 2024 and 2023. The average sales price in February 2025 was \$1,013,167, down -39.29% from \$1,669,000 from the previous month and -8.55% lower than \$1,107,858 from February 2024. The February 2025 average sale price was at a mid level compared to February 2024 and 2023.





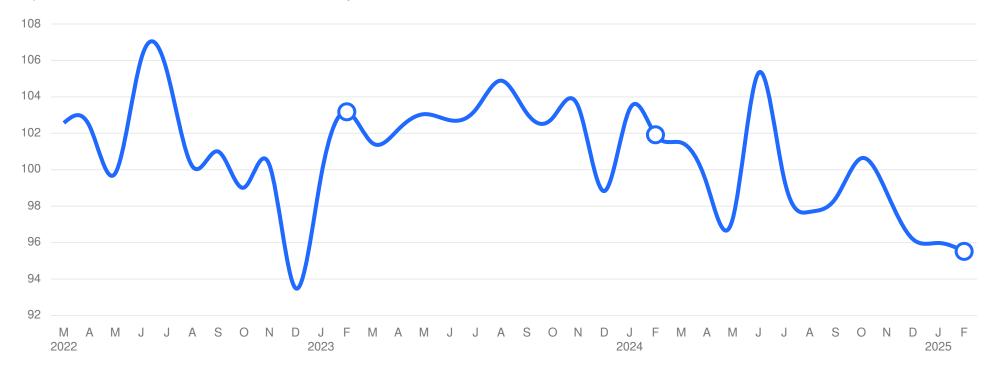


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Sales Price / List Price Ratio

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 February 2025 sales price/list price ratio was 95.52%, equal to the previous month and down from 101.92% from February 2024.



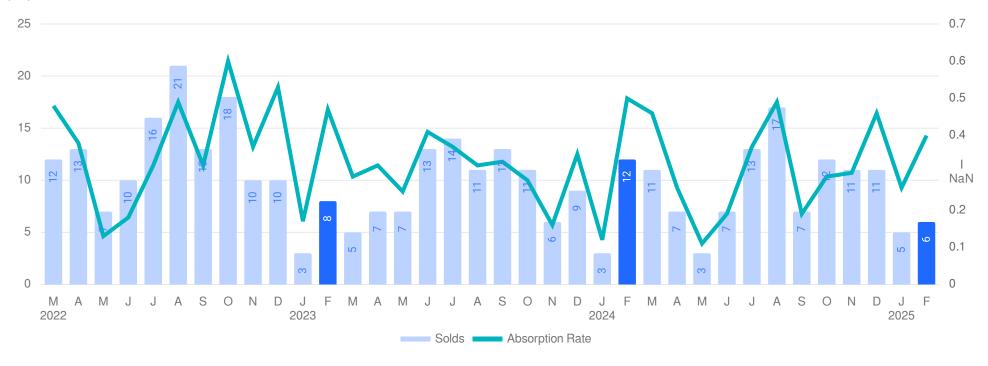




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Number of Properties Sold & Absorption Rate

The number of properties sold in February 2025 was 6, up 20.0% from 5 from the previous month and -50.0% lower than 12 from February 2024. The February 2025 sales were at its lowest level compared to February 2024 and 2023. Absorption rate is the avg number of sales per month divided by the total number of available properties.



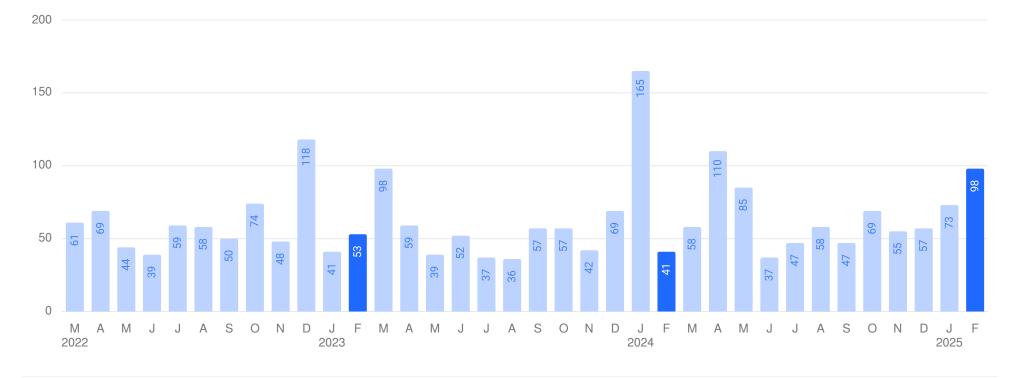


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Average Days on Market

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 February 2025 was 98 days, up 34.25% from 73 days from the previous month and 139.02% higher than 41 days from February 2024. The February 2025 DOM was at its highest level compared with February 2024 and 2023.



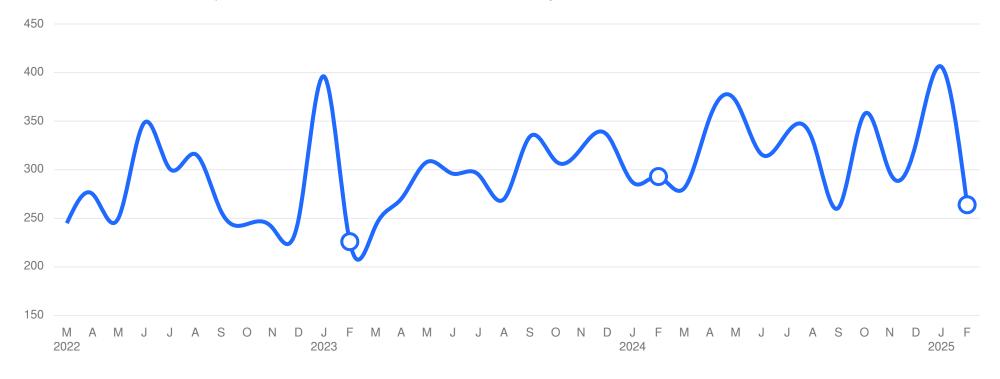


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Average Sales Price per Square Foot

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 February 2025 was \$264, down -34.98% from \$406 from the previous month and -9.90% lower than \$293 from February 2024.





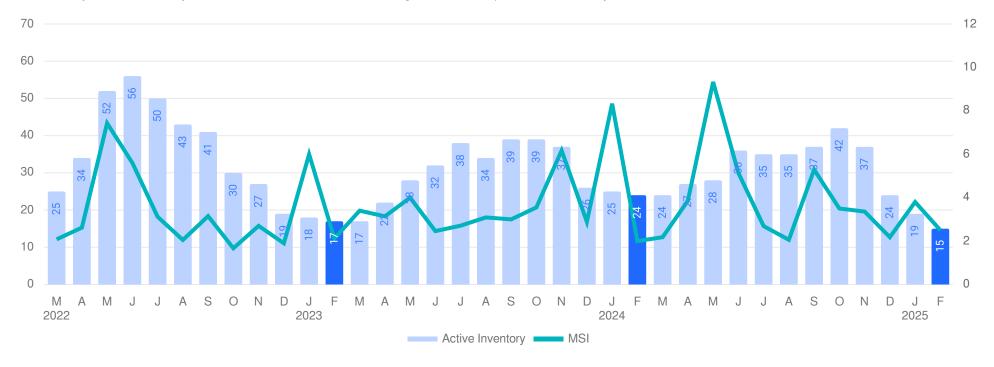


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Inventory & MSI

The number of properties for sale in February 2025 was 15, down -21.05% from 19 from the previous month and -37.50% lower than 24 from February 2024. The February 2025 inventory was at its lowest level compared with February 2024 and 2023. A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2025 MSI of 2.5 months was at its highest level compared with February 2024 and 2023.





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New Listings

The number of new listings in February 2025 was 7, up 40.0% from 5 from the previous month and -12.50% lower than 8 from February 2024. The February 2025 listings were at its lowest level compared to February 2024 and 2023.

