



CHERIE
BERGER
TEAM

February 2022

Green Brook Market Insights

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Market Profile & Trends Overview

The table belows shows data & statistics for February 2022 (CM), and the percentage difference of these metrics compared to data from last month (LM), the last three months (L3M), the same month last year (PYM), the entire last year (LY), prior year (PY), year-to-date (YTD), and the prior year-to-date (PYTD).

| | | CM | LM | L3M | PYM | LY | PY | YTD | PYTD |
|--------------|--------------------|-----------|-------|------|------|-------|------|-----------|--------|
| Inventory | # OF PROPERTIES | 15 | 67% | 55% | 0% | -13% | -45% | - | - |
| | MEDIAN PRICE | \$760,000 | 81% | 28% | -15% | 28% | 45% | - | - |
| | AVERAGE PRICE | \$898,000 | 38% | 28% | 9% | 29% | 45% | - | - |
| | PRICE PER SQFT | \$261 | 8% | 12% | -3% | 4% | 9% | - | - |
| | MONTHS OF SUPPLY | 5.0 | 344% | 296% | 233% | -59% | 41% | - | - |
| New Listings | # OF PROPERTIES | 11 | 83% | 83% | -15% | -1% | -17% | 17 | -19.0% |
| | MEDIAN PRICE | \$760,000 | 80% | 41% | 13% | 51% | 69% | \$519,000 | 23.9% |
| | AVERAGE PRICE | \$990,527 | 125% | 84% | 32% | 63% | 81% | \$796,106 | 50.2% |
| | PRICE PER SQFT | \$279 | 0% | 76% | 19% | 21% | 48% | \$279 | 25.1% |
| Sales | # OF PROPERTIES | 3 | -62% | -62% | -70% | -69% | -66% | 11 | 10.0% |
| | MEDIAN PRICE | \$455,000 | -17% | -3% | 9% | -14% | 4% | \$500,000 | 26.4% |
| | AVERAGE PRICE | \$676,967 | 2% | 24% | 42% | 15% | 42% | \$667,864 | 56.8% |
| | PRICE PER SQFT | \$0 | 0% | 0% | 0% | 0% | 0% | \$251 | 45.9% |
| | SALE-TO-LIST RATIO | 98.1% | -0.2% | -1% | 0.6% | -1.9% | 1.5% | 98.2% | 2.9% |

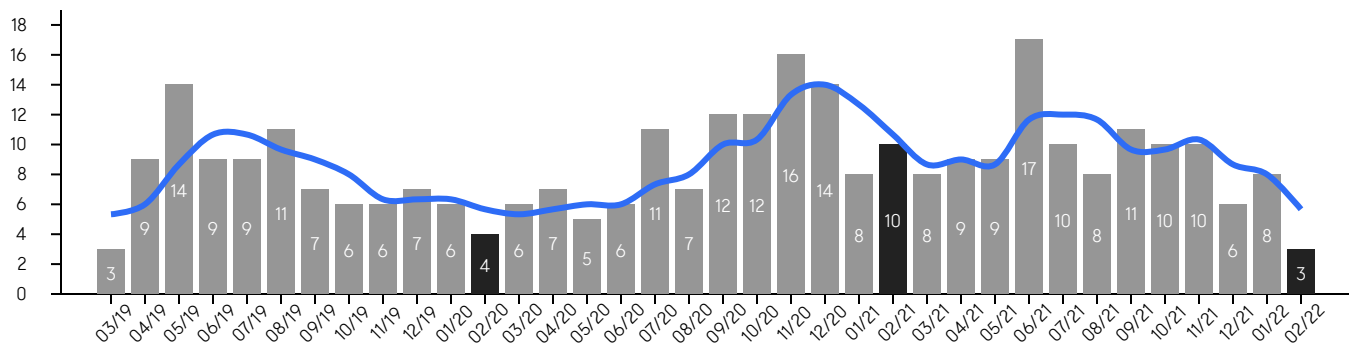
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Property Sales

There were 3 sales in February 2022, a change of -70% from 10 in February 2021 and -62% from the 8 sales last month. Compared to February 2020 and 2021, sales were at their lowest level. There have been 11 year-to-date (YTD) sales, which is 10.0% higher than last year's year-to-date sales of 10.

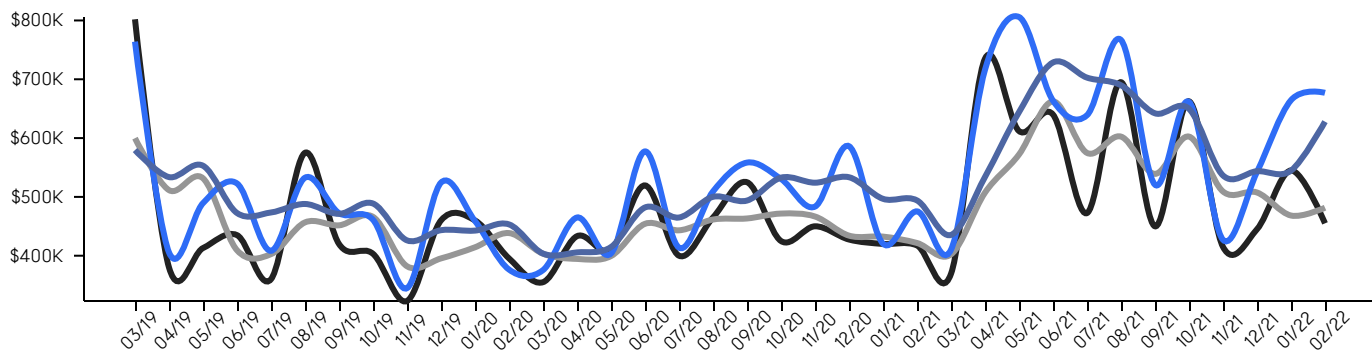
■ 3-Month Average



Property Prices

The median sales price in February 2022 was \$455,000, a change of 9% from \$417,450 in February 2021, and a change of -17% from \$545,000 last month. The average sales price in February 2022 was \$676,967, a change of 42% from in February 2021, and a change of 2% from last month, and was at its highest level compared to 2021 and 2020.

■ Median ■ Median (3-Month) ■ Average ■ Average (3-Month)

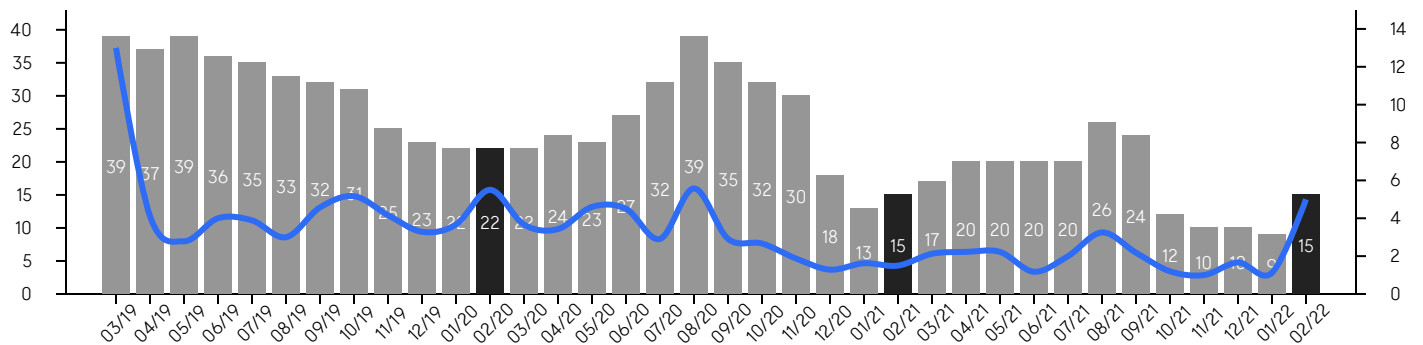


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Inventory & MSI

The total inventory of properties available for sale as of February 2022 was 15, a difference of 67% from last month, and 0% from 15 in February 2021, and was at a similar level compared to 2021 and 2020. The months of supply inventory (MSI) was at 5.0 months, a similar level compared to 2021 and 2020. A comparatively lower MSI benefits sellers, while a higher MSI benefits buyers.

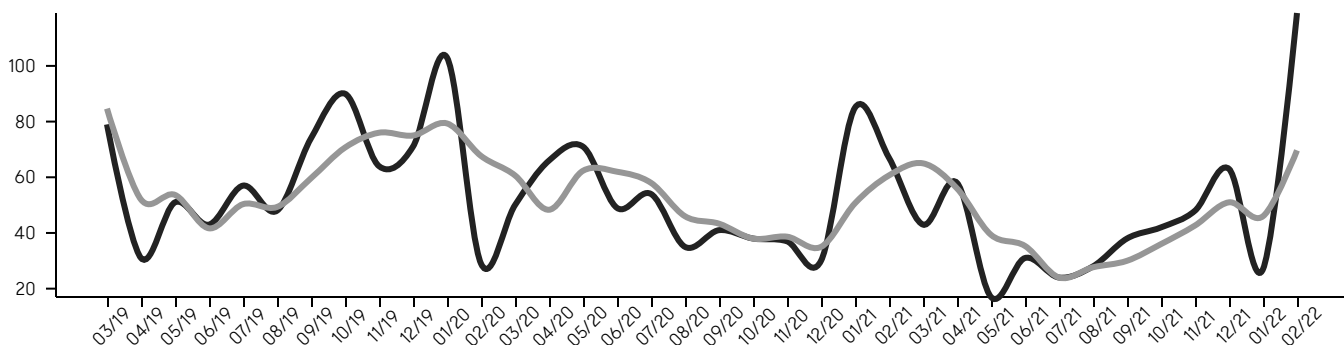
■ MSI



Market Time

The average days on market (DOM) shows the number of days the average property is on the market before selling. An upward trend tends to indicate a move towards a buyer's market, while a downward trend tends to indicate a move to a seller's market. The DOM for February 2022 was 119, a change of 341% from 27 days last month, and 78% from 67 days in February 2021, and was at its lowest level compared to 2021 and 2020.

■ Average ■ Average (3-Month)



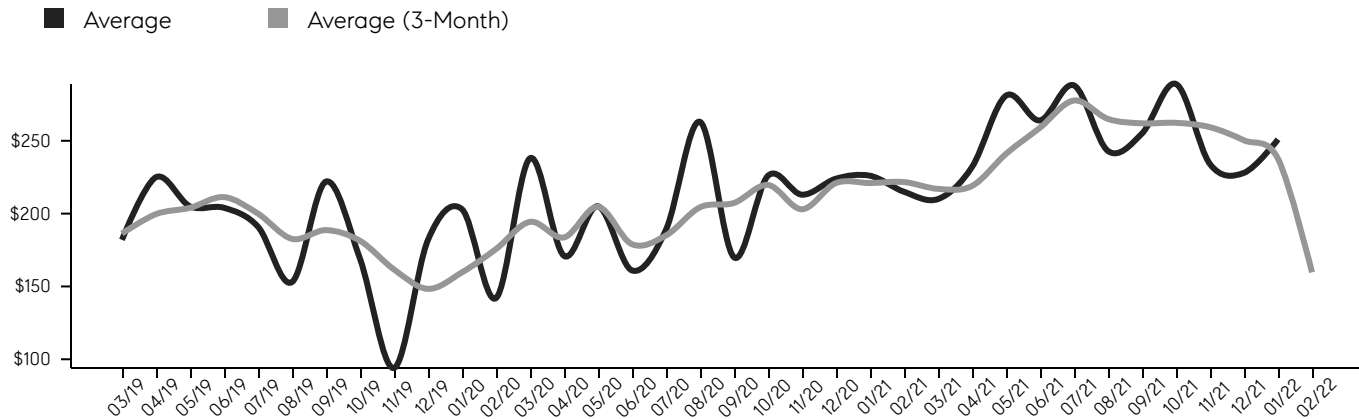
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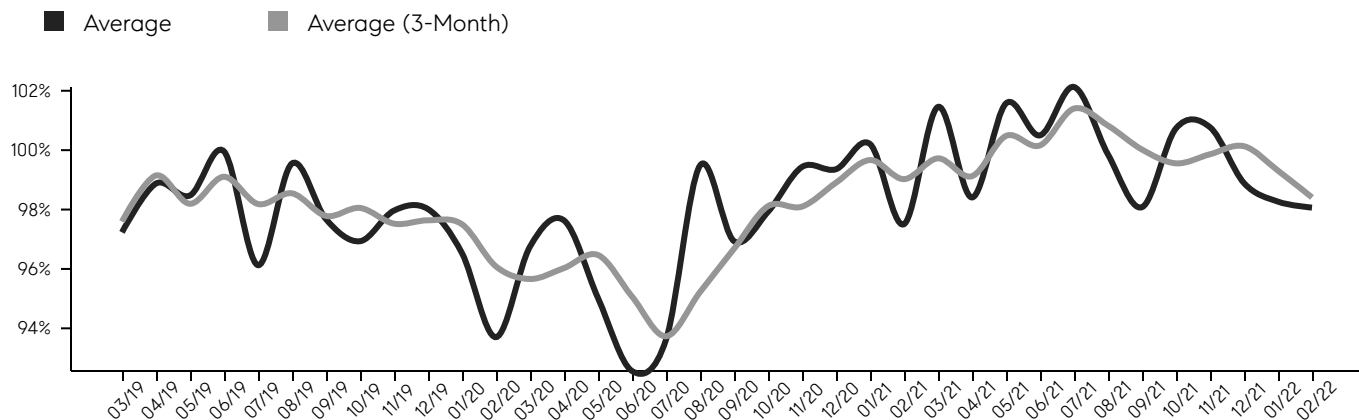
Selling Price Per Square Foot

The selling price per square foot (PPSF) is a great indicator for the direction of property values. Since median & average sales prices can be impacted by the "mix" of high or low end properties in the market, the selling price per square foot is a more normalized indicator on the direction of property values.



Selling Price vs. Listing Price

The selling price vs. listing price reveals the average amount that sellers are agreeing to come down from their list price. The lower the ratio is below 100%, the more of a buyer's market exists, while a ratio at or above 100% indicates more of a seller's market. The February 2022 selling price vs. listing price ratio was 98.1%, compared to 98.3% last month, and 97.5% in February 2021.



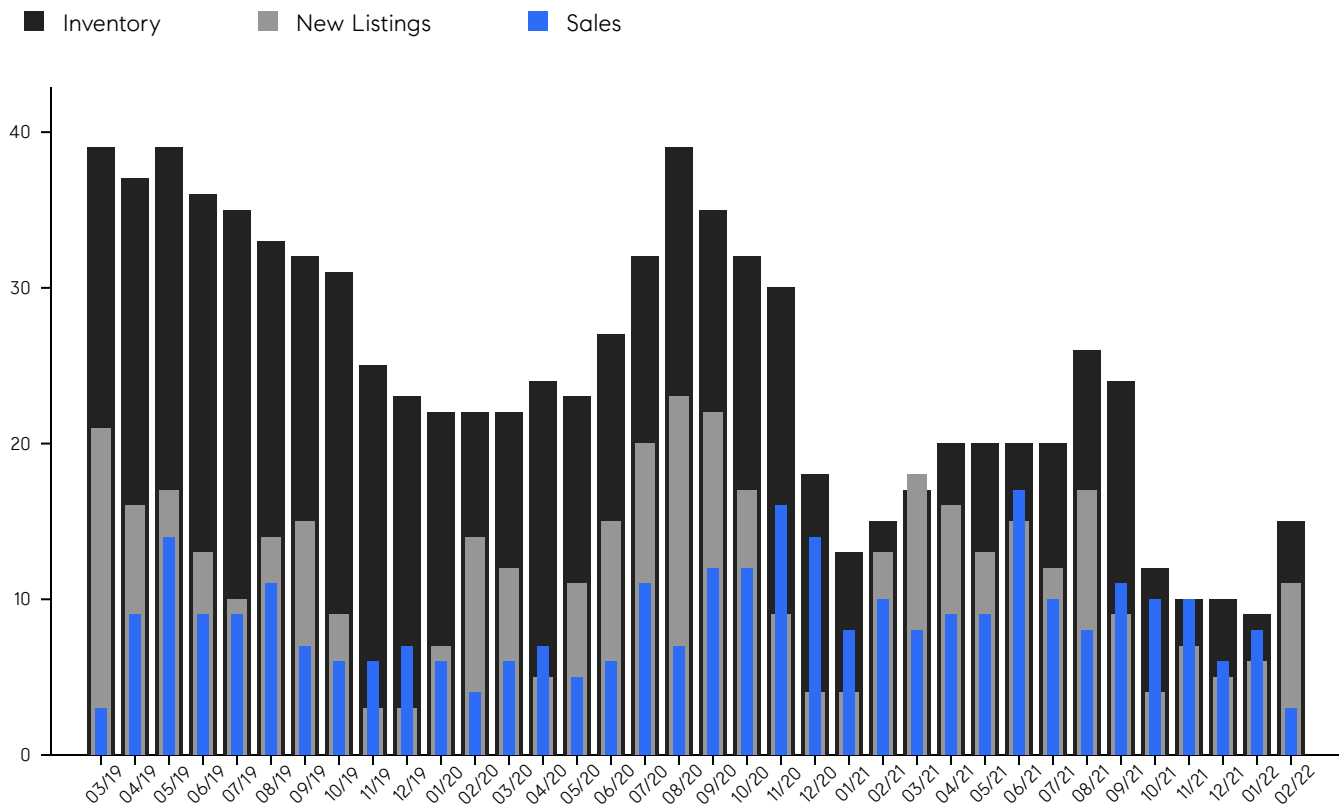
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Inventory, New Listings & Sales

This last view of the market combines monthly inventory of properties for sale along with new listings and sales. The graph shows the basic annual seasonality of the market, as well as the relationship between these items. The number of new listings in February 2022 was 11, a change of 83% from 6 last month and -15% from 13 in February 2021.



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| MONTH | # OF SALES | 3-MO AVG | MEDIAN SALE PRICE | 3-MO AVG | AVERAGE SALE PRICE | 3-MO AVG | DAYS ON MARKET | 3-MO AVG | AVERAGE PPSF | 3-MO AVG | SALE /LIST | 3-MO AVG | INV | NEW LISTINGS | MSI |
|---------|------------|----------|-------------------|----------|--------------------|----------|----------------|----------|--------------|----------|------------|----------|-----|--------------|------|
| Feb '22 | 3 | 6 | \$455K | \$482K | \$676K | \$628K | 119 | 70 | \$0 | \$160 | 98.1% | 98.4% | 15 | 11 | 5.0 |
| Jan '22 | 8 | 8 | \$545K | \$468K | \$664K | \$545K | 27 | 46 | \$251 | \$238 | 98.3% | 99.3% | 9 | 6 | 1.1 |
| Dec '21 | 6 | 9 | \$445K | \$508K | \$542K | \$544K | 63 | 51 | \$228 | \$250 | 98.9% | 100.1% | 10 | 5 | 1.7 |
| Nov '21 | 10 | 10 | \$415K | \$509K | \$427K | \$536K | 48 | 43 | \$234 | \$259 | 100.8% | 99.9% | 10 | 7 | 1.0 |
| Oct '21 | 10 | 10 | \$662K | \$603K | \$661K | \$650K | 42 | 36 | \$289 | \$262 | 100.7% | 99.6% | 12 | 4 | 1.2 |
| Sep '21 | 11 | 10 | \$450K | \$539K | \$520K | \$642K | 38 | 30 | \$255 | \$262 | 98.1% | 100.0% | 24 | 9 | 2.2 |
| Aug '21 | 8 | 12 | \$695K | \$603K | \$766K | \$690K | 28 | 28 | \$243 | \$265 | 99.9% | 100.8% | 26 | 17 | 3.3 |
| Jul '21 | 10 | 12 | \$472K | \$575K | \$638K | \$703K | 24 | 24 | \$288 | \$278 | 102.1% | 101.4% | 20 | 12 | 2.0 |
| Jun '21 | 17 | 12 | \$640K | \$662K | \$663K | \$729K | 31 | 35 | \$264 | \$259 | 100.5% | 100.2% | 20 | 15 | 1.2 |
| May '21 | 9 | 9 | \$612K | \$572K | \$805K | \$644K | 17 | 39 | \$281 | \$241 | 101.6% | 100.5% | 20 | 13 | 2.2 |
| Apr '21 | 9 | 9 | \$735K | \$507K | \$716K | \$534K | 58 | 56 | \$232 | \$219 | 98.4% | 99.1% | 20 | 16 | 2.2 |
| Mar '21 | 8 | 9 | \$369K | \$402K | \$410K | \$435K | 43 | 65 | \$210 | \$217 | 101.5% | 99.7% | 17 | 18 | 2.1 |
| Feb '21 | 10 | 11 | \$417K | \$422K | \$475K | \$494K | 67 | 61 | \$215 | \$222 | 97.5% | 99.0% | 15 | 13 | 1.5 |
| Jan '21 | 8 | 13 | \$420K | \$433K | \$420K | \$497K | 85 | 51 | \$226 | \$221 | 100.2% | 99.7% | 13 | 4 | 1.6 |
| Dec '20 | 14 | 14 | \$427K | \$434K | \$586K | \$533K | 30 | 35 | \$224 | \$221 | 99.4% | 98.9% | 18 | 4 | 1.3 |
| Nov '20 | 16 | 13 | \$450K | \$467K | \$483K | \$524K | 37 | 39 | \$213 | \$203 | 99.4% | 98.1% | 30 | 9 | 1.9 |
| Oct '20 | 12 | 10 | \$425K | \$472K | \$530K | \$533K | 38 | 38 | \$226 | \$220 | 97.9% | 98.1% | 32 | 17 | 2.7 |
| Sep '20 | 12 | 10 | \$524K | \$463K | \$558K | \$494K | 41 | 43 | \$170 | \$207 | 96.9% | 96.7% | 35 | 22 | 2.9 |
| Aug '20 | 7 | 8 | \$465K | \$462K | \$509K | \$500K | 35 | 46 | \$263 | \$204 | 99.5% | 95.2% | 39 | 23 | 5.6 |
| Jul '20 | 11 | 7 | \$400K | \$443K | \$413K | \$465K | 54 | 58 | \$189 | \$185 | 93.6% | 93.7% | 32 | 20 | 2.9 |
| Jun '20 | 6 | 6 | \$519K | \$454K | \$577K | \$482K | 49 | 62 | \$161 | \$179 | 92.6% | 95.1% | 27 | 15 | 4.5 |
| May '20 | 5 | 6 | \$410K | \$399K | \$403K | \$415K | 71 | 62 | \$205 | \$205 | 95.0% | 96.5% | 23 | 11 | 4.6 |
| Apr '20 | 7 | 6 | \$433K | \$395K | \$464K | \$406K | 66 | 48 | \$171 | \$184 | 97.6% | 96.0% | 24 | 5 | 3.4 |
| Mar '20 | 6 | 5 | \$355K | \$403K | \$375K | \$404K | 50 | 61 | \$238 | \$194 | 96.8% | 95.7% | 22 | 12 | 3.7 |
| Feb '20 | 4 | 6 | \$395K | \$438K | \$376K | \$453K | 29 | 68 | \$142 | \$176 | 93.7% | 96.1% | 22 | 14 | 5.5 |
| Jan '20 | 6 | 6 | \$460K | \$414K | \$459K | \$443K | 103 | 79 | \$203 | \$160 | 96.5% | 97.5% | 22 | 7 | 3.7 |
| Dec '19 | 7 | 6 | \$460K | \$395K | \$524K | \$443K | 71 | 75 | \$182 | \$148 | 98.0% | 97.6% | 23 | 3 | 3.3 |
| Nov '19 | 6 | 6 | \$323K | \$382K | \$344K | \$426K | 64 | 76 | \$94 | \$162 | 98.0% | 97.5% | 25 | 3 | 4.2 |
| Oct '19 | 6 | 8 | \$403K | \$466K | \$461K | \$489K | 90 | 71 | \$169 | \$181 | 96.9% | 98.1% | 31 | 9 | 5.2 |
| Sep '19 | 7 | 9 | \$420K | \$452K | \$472K | \$471K | 74 | 60 | \$222 | \$189 | 97.7% | 97.8% | 32 | 15 | 4.6 |
| Aug '19 | 11 | 10 | \$575K | \$457K | \$532K | \$488K | 48 | 49 | \$153 | \$183 | 99.6% | 98.5% | 33 | 14 | 3.0 |
| Jul '19 | 9 | 11 | \$360K | \$403K | \$408K | \$474K | 57 | 50 | \$191 | \$200 | 96.1% | 98.2% | 35 | 10 | 3.9 |
| Jun '19 | 9 | 11 | \$435K | \$409K | \$522K | \$473K | 43 | 42 | \$204 | \$211 | 100.0% | 99.1% | 36 | 13 | 4.0 |
| May '19 | 14 | 9 | \$413K | \$532K | \$489K | \$553K | 51 | 54 | \$205 | \$204 | 98.5% | 98.2% | 39 | 17 | 2.8 |
| Apr '19 | 9 | 6 | \$380K | \$512K | \$405K | \$534K | 31 | 52 | \$225 | \$200 | 98.9% | 99.1% | 37 | 16 | 4.1 |
| Mar '19 | 3 | 5 | \$802K | \$600K | \$764K | \$580K | 79 | 85 | \$182 | \$186 | 97.2% | 97.6% | 39 | 21 | 13.0 |
| Feb '19 | 6 | 6 | \$352K | \$461K | \$431K | \$460K | 46 | 81 | \$192 | \$179 | 101.3% | 98.6% | 35 | 14 | 5.8 |

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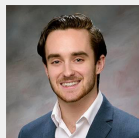
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