

CHERIE
BERGER
TEAM

March 2022

Bridgewater
Market Insights

BRIDGEWATER
MARKET INSIGHTS

Market Profile & Trends Overview

The table belows shows data & statistics for March 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	42	20%	29%	-34%	-40%	-65%	-	-
	MEDIAN PRICE	\$667,000	21%	20%	20%	26%	27%	-	-
	AVERAGE PRICE	\$733,109	17%	9%	24%	23%	31%	-	-
	PRICE PER SQFT	\$283	3%	-98%	10%	-98%	25%	-	-
	MONTHS OF SUPPLY	1.6	38%	104%	31%	-55%	-42%	-	-
New Listings	# OF PROPERTIES	47	7%	62%	-39%	-25%	-27%	124	-36.7%
	MEDIAN PRICE	\$625,000	19%	18%	14%	18%	22%	\$547,000	3.7%
	AVERAGE PRICE	\$644,455	19%	19%	13%	17%	21%	\$586,223	8.3%
	PRICE PER SQFT	\$278	0%	9%	7%	-87%	21%	\$272	24.8%
Sales	# OF PROPERTIES	26	-13%	-45%	-50%	-54%	-49%	100	3.1%
	MEDIAN PRICE	\$484,950	-6%	-6%	-5%	-6%	2%	\$512,250	11.5%
	AVERAGE PRICE	\$521,804	-4%	-5%	-5%	-4%	6%	\$540,387	11.4%
	PRICE PER SQFT	\$293	12%	13%	25%	17%	30%	\$266	26.7%
	SALE-TO-LIST RATIO	104.2%	2.2%	2%	3.6%	2.7%	3.9%	102.5%	-2.1%

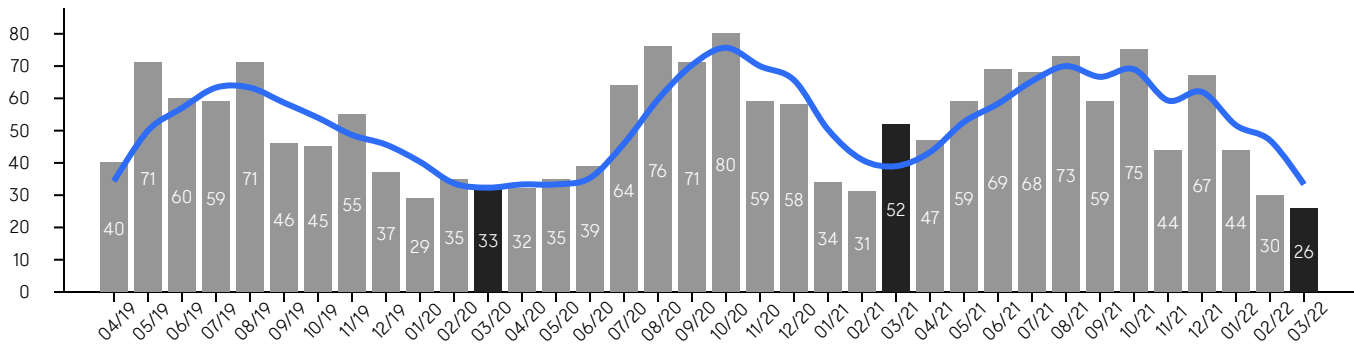
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Property Sales

There were 26 sales in March 2022, a change of -50% from 52 in March 2021 and -13% from the 30 sales last month. Compared to March 2020 and 2021, sales were at their lowest level. There have been 100 year-to-date (YTD) sales, which is 3.1% higher than last year's year-to-date sales of 97.

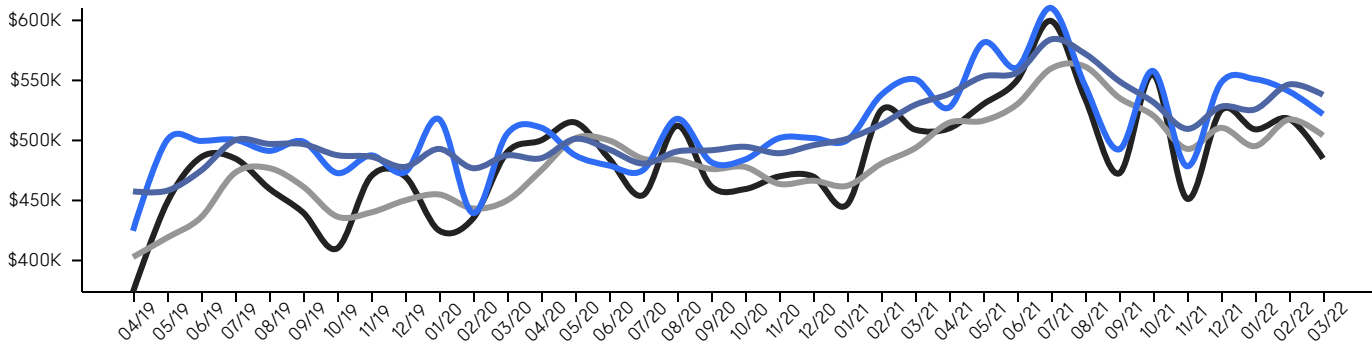
■ 3-Month Average



Property Prices

The median sales price in March 2022 was \$484,950, a change of -5% from \$509,000 in March 2021, and a change of -6% from \$518,000 last month. The average sales price in March 2022 was \$521,804, a change of -5% from in March 2021, and a change of -4% from last month, and was mid level compared to 2021 and 2020.

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



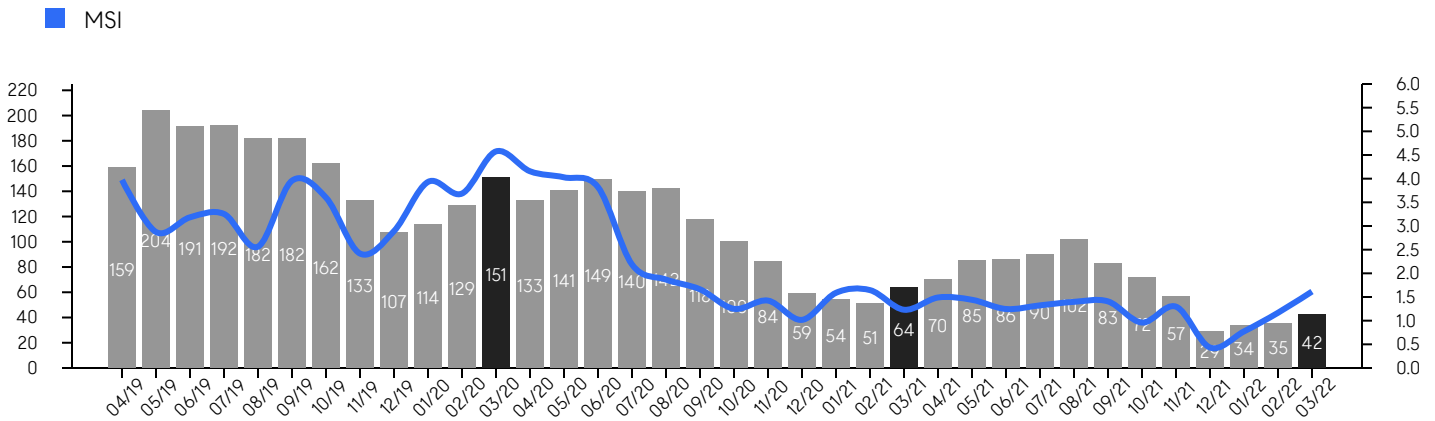
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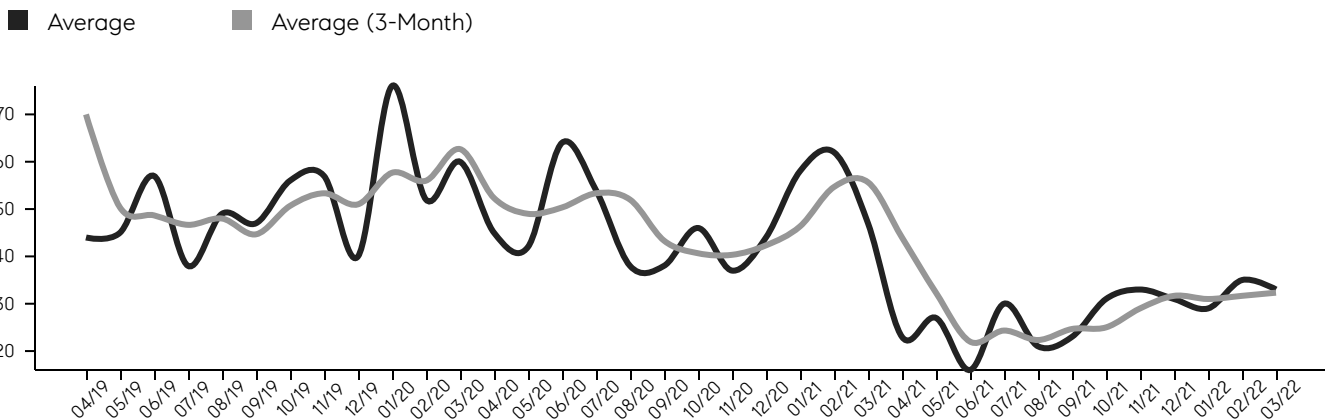
Inventory & MSI

The total inventory of properties available for sale as of March 2022 was 42, a difference of 20% from last month, and -34% from 64 in March 2021, and was at its lowest level compared to 2021 and 2020. The months of supply inventory (MSI) was at 1.6 months, a similar level compared to 2021 and 2020. A comparatively lower MSI benefits sellers, while a higher MSI benefits buyers.



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 March 2022 was 33, a change of -6% from 35 days last month, and -30% from 47 days in March 2021, and was at its lowest level compared to 2021 and 2020.



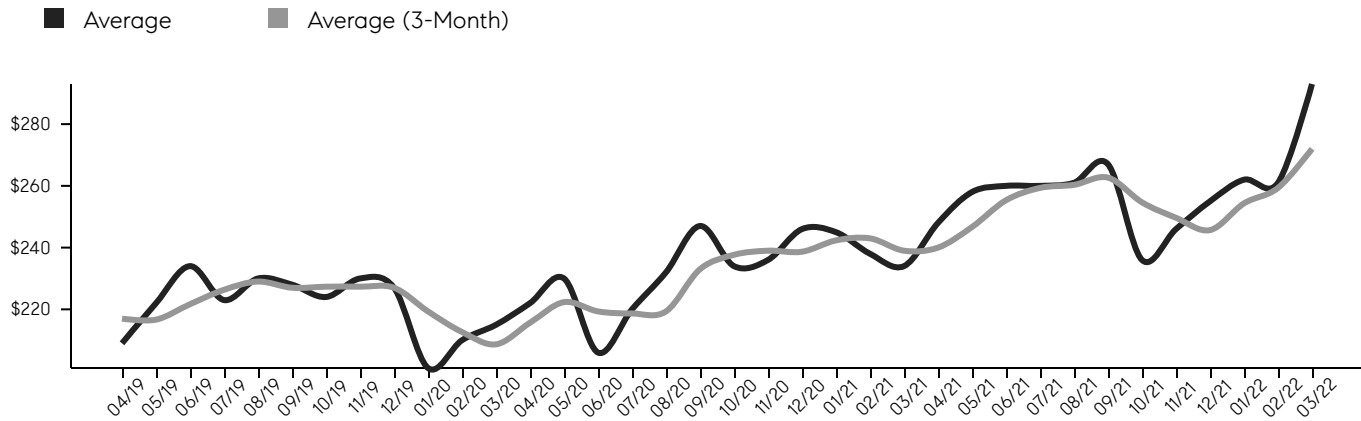
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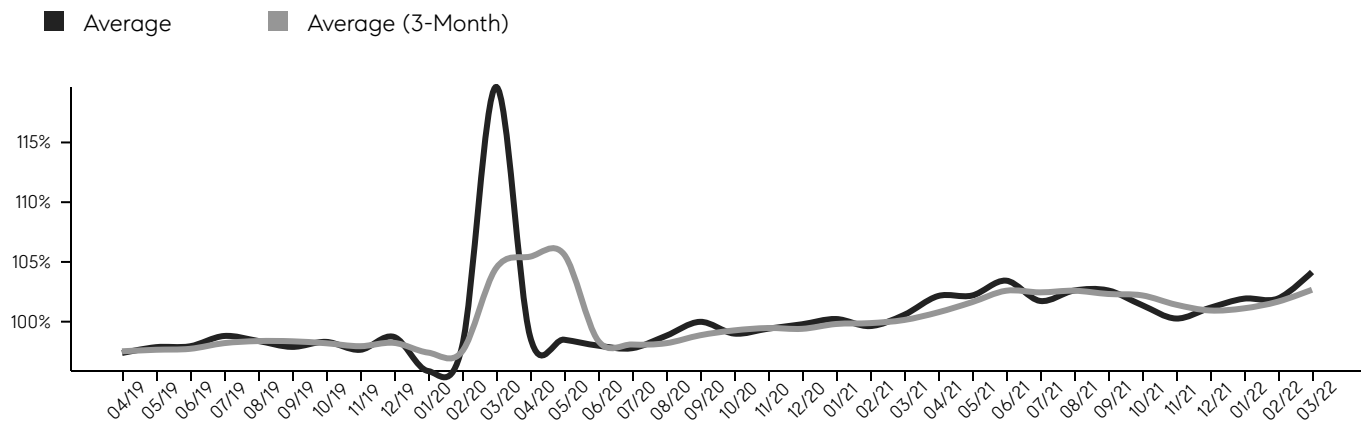
Selling Price Per Square Foot

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 March 2022 selling price vs. listing price ratio was 104.2%, compared to 101.9% last month, and 100.6% in March 2021.



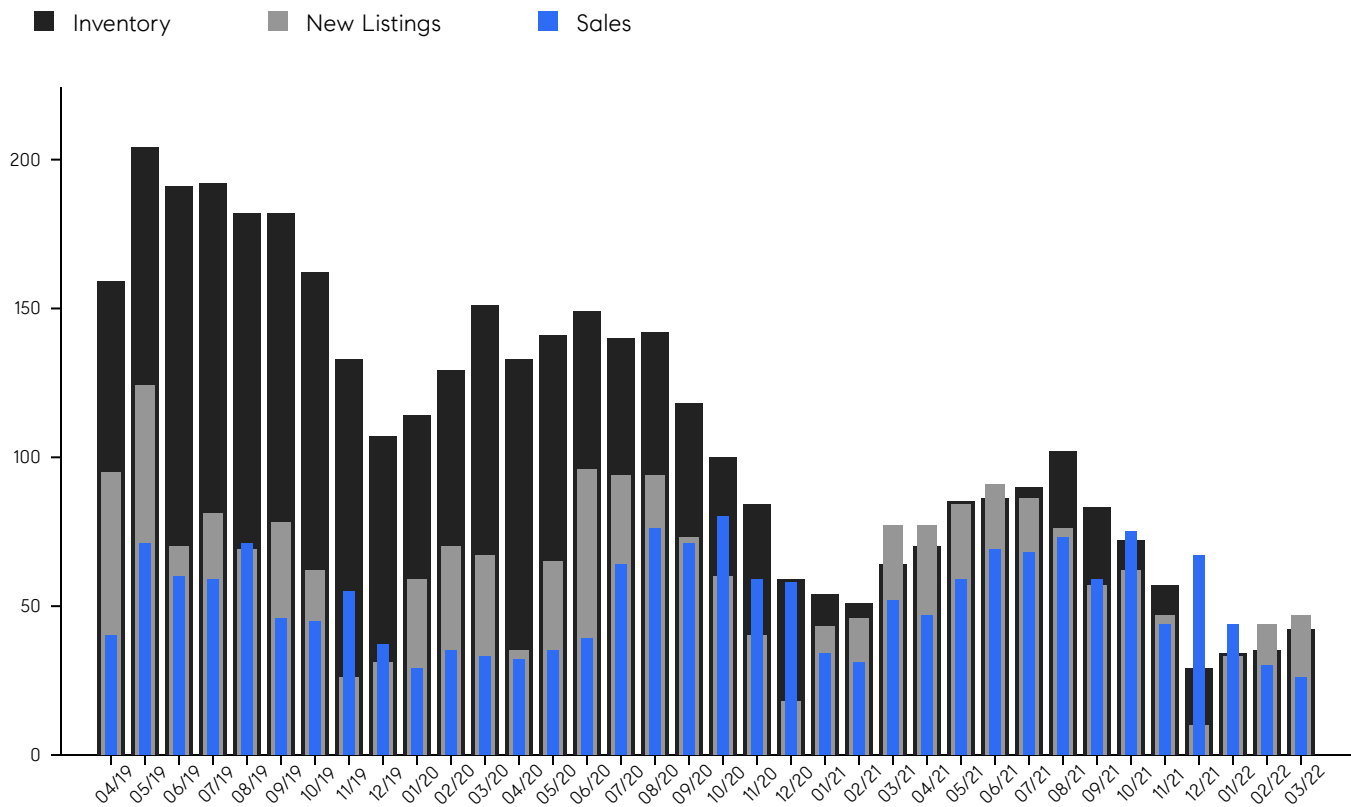
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Inventory, New Listings & Sales

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 March 2022 was 47, a change of 7% from 44 last month and -39% from 77 in March 2021.



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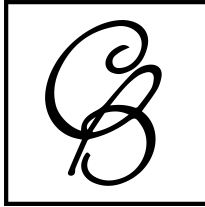
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MONTH	# OF SALES	3-MO AVG	MEDIAN SALE PRICE	3-MO AVG	AVERAGE SALE PRICE	3-MO AVG	DAYS ON MARKET	3-MO AVG	AVERAGE PPSF	3-MO AVG	SALE /LIST	3-MO AVG	INV	NEW LISTINGS	MSI
Mar '22	26	33	\$484K	\$504K	\$521K	\$538K	33	32	\$293	\$272	104.2%	102.7%	42	47	1.6
Feb '22	30	47	\$518K	\$517K	\$540K	\$547K	35	32	\$261	\$259	101.9%	101.7%	35	44	1.2
Jan '22	44	52	\$509K	\$495K	\$551K	\$526K	29	31	\$262	\$254	101.9%	101.1%	34	33	0.8
Dec '21	67	62	\$525K	\$511K	\$547K	\$528K	31	32	\$255	\$246	101.2%	100.9%	29	10	0.4
Nov '21	44	59	\$451K	\$493K	\$478K	\$510K	33	29	\$246	\$250	100.3%	101.4%	57	47	1.3
Oct '21	75	69	\$555K	\$521K	\$557K	\$532K	31	25	\$236	\$255	101.4%	102.2%	72	62	1.0
Sep '21	59	67	\$472K	\$536K	\$492K	\$550K	23	25	\$267	\$263	102.6%	102.3%	83	57	1.4
Aug '21	73	70	\$535K	\$562K	\$545K	\$572K	21	22	\$261	\$260	102.6%	102.6%	102	76	1.4
Jul '21	68	65	\$599K	\$560K	\$610K	\$584K	30	24	\$260	\$259	101.7%	102.5%	90	86	1.3
Jun '21	69	58	\$550K	\$530K	\$560K	\$556K	16	22	\$260	\$255	103.4%	102.6%	86	91	1.2
May '21	59	53	\$530K	\$516K	\$581K	\$553K	27	32	\$258	\$247	102.2%	101.6%	85	84	1.4
Apr '21	47	43	\$510K	\$515K	\$527K	\$539K	23	44	\$248	\$240	102.1%	100.8%	70	77	1.5
Mar '21	52	39	\$509K	\$494K	\$550K	\$530K	47	56	\$234	\$239	100.6%	100.1%	64	77	1.2
Feb '21	31	41	\$525K	\$481K	\$537K	\$513K	62	55	\$238	\$243	99.6%	99.9%	51	46	1.6
Jan '21	34	50	\$446K	\$462K	\$500K	\$501K	58	46	\$245	\$242	100.2%	99.8%	54	43	1.6
Dec '20	58	66	\$470K	\$466K	\$501K	\$496K	44	42	\$246	\$239	99.8%	99.4%	59	18	1.0
Nov '20	59	70	\$470K	\$464K	\$501K	\$489K	37	40	\$236	\$239	99.4%	99.5%	84	40	1.4
Oct '20	80	76	\$459K	\$478K	\$484K	\$495K	46	41	\$234	\$238	99.0%	99.3%	100	60	1.3
Sep '20	71	70	\$462K	\$476K	\$482K	\$492K	38	43	\$247	\$233	100.0%	98.9%	118	73	1.7
Aug '20	76	60	\$512K	\$484K	\$517K	\$491K	38	52	\$232	\$219	98.8%	98.2%	142	94	1.9
Jul '20	64	46	\$454K	\$485K	\$475K	\$481K	54	53	\$220	\$219	97.8%	98.1%	140	94	2.2
Jun '20	39	35	\$485K	\$500K	\$479K	\$493K	64	50	\$206	\$219	98.0%	98.4%	149	96	3.8
May '20	35	33	\$515K	\$502K	\$487K	\$501K	42	49	\$230	\$222	98.5%	105.6%	141	65	4.0
Apr '20	32	33	\$500K	\$475K	\$510K	\$485K	45	52	\$222	\$216	98.8%	105.4%	133	35	4.2
Mar '20	33	32	\$490K	\$450K	\$505K	\$488K	60	63	\$215	\$209	119.6%	104.5%	151	67	4.6
Feb '20	35	34	\$435K	\$443K	\$439K	\$477K	52	56	\$210	\$213	97.9%	97.5%	129	70	3.7
Jan '20	29	40	\$425K	\$455K	\$517K	\$493K	76	58	\$201	\$219	95.9%	97.4%	114	59	3.9
Dec '19	37	46	\$470K	\$450K	\$473K	\$478K	40	51	\$227	\$227	98.7%	98.2%	107	31	2.9
Nov '19	55	49	\$470K	\$440K	\$487K	\$486K	57	53	\$230	\$227	97.6%	97.9%	133	26	2.4
Oct '19	45	54	\$410K	\$437K	\$472K	\$488K	56	51	\$224	\$227	98.3%	98.2%	162	62	3.6
Sep '19	46	59	\$440K	\$462K	\$499K	\$497K	47	45	\$228	\$227	97.9%	98.4%	182	78	4.0
Aug '19	71	63	\$460K	\$477K	\$491K	\$497K	49	48	\$230	\$229	98.4%	98.4%	182	69	2.6
Jul '19	59	63	\$485K	\$473K	\$500K	\$500K	38	47	\$223	\$226	98.8%	98.2%	192	81	3.3
Jun '19	60	57	\$486K	\$436K	\$499K	\$475K	57	49	\$234	\$222	97.9%	97.7%	191	70	3.2
May '19	71	50	\$448K	\$419K	\$500K	\$458K	45	50	\$222	\$217	97.9%	97.6%	204	124	2.9
Apr '19	40	34	\$373K	\$403K	\$424K	\$458K	44	70	\$209	\$217	97.4%	97.5%	159	95	4.0
Mar '19	39	30	\$435K	\$417K	\$449K	\$477K	62	78	\$219	\$219	97.7%	97.8%	159	94	4.1

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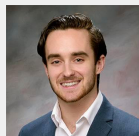
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