



CHERIE
BERGER
TEAM

May 2022

Green Brook Market Insights

CHERIE BERGER TEAM

Market Profile & Trends Overview

The table belows shows data & statistics for May 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	17	42%	27%	-15%	-1%	-37%	-	-
	MEDIAN PRICE	\$699,900	31%	6%	26%	18%	33%	-	-
	AVERAGE PRICE	\$735,864	14%	-4%	5%	6%	19%	-	-
	PRICE PER SQFT	\$256	-9%	-5%	-4%	2%	7%	-	-
	MONTHS OF SUPPLY	2.1	77%	-10%	-4%	-75%	-40%	-	-
New Listings	# OF PROPERTIES	15	88%	50%	15%	35%	13%	51	4.1%
	MEDIAN PRICE	\$789,000	39%	19%	58%	57%	75%	\$599,900	37.6%
	AVERAGE PRICE	\$763,647	29%	2%	6%	26%	40%	\$732,945	38.3%
	PRICE PER SQFT	\$237	-34%	-24%	-8%	3%	26%	\$280	23.3%
Sales	# OF PROPERTIES	8	-20%	20%	-11%	-17%	-9%	36	28.6%
	MEDIAN PRICE	\$942,500	89%	112%	54%	79%	115%	\$482,500	21.4%
	AVERAGE PRICE	\$866,250	14%	38%	7%	47%	81%	\$703,306	67.1%
	PRICE PER SQFT	\$308	11%	26%	10%	25%	54%	\$254	31.6%
	SALE-TO-LIST RATIO	101.6%	-1.9%	1%	0.0%	1.6%	5.0%	100.6%	4.6%

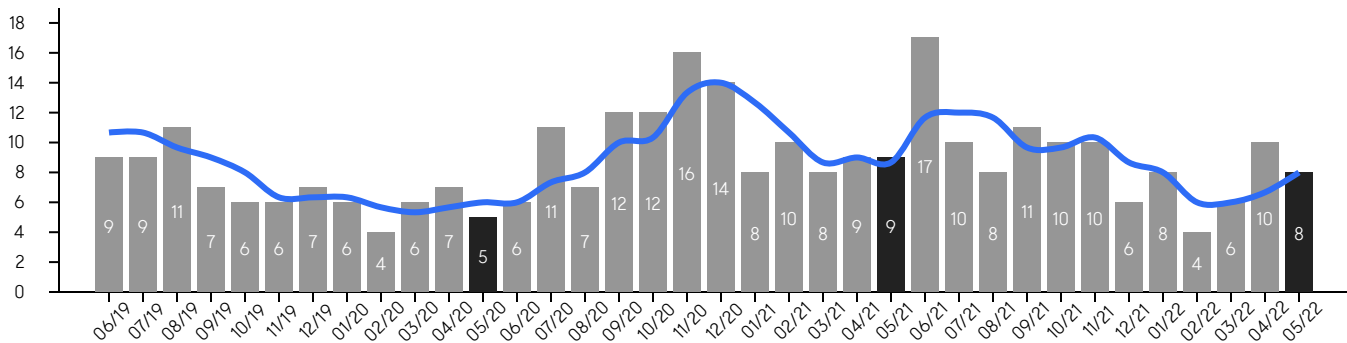
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Property Sales

There were 8 sales in May 2022, a change of -11% from 9 in May 2021 and -20% from the 10 sales last month. Compared to May 2020 and 2021, sales were mid level. There have been 36 year-to-date (YTD) sales, which is 28.6% higher than last year's year-to-date sales of 28.

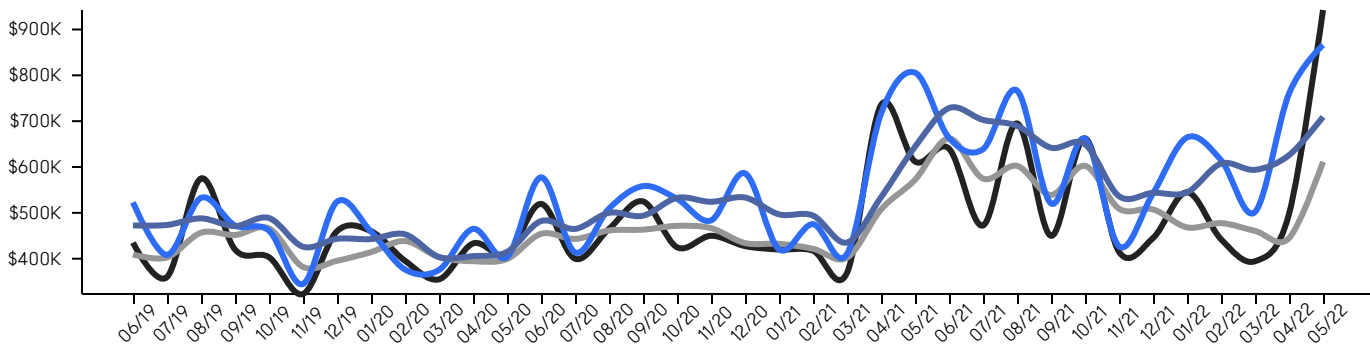
■ 3-Month Average



Property Prices

The median sales price in May 2022 was \$942,500, a change of 54% from \$612,000 in May 2021, and a change of 89% from \$497,500 last month. The average sales price in May 2022 was \$866,250, a change of 7% from in May 2021, and a change of 14% 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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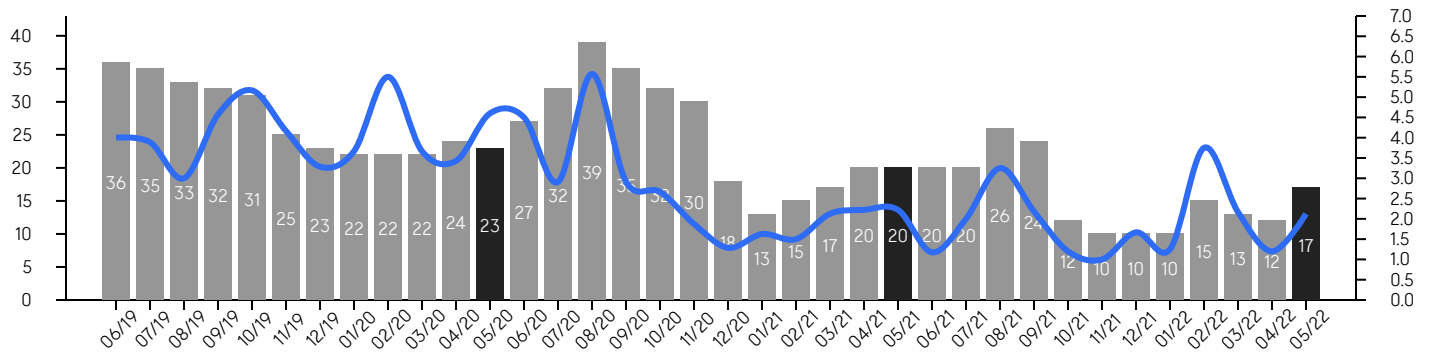
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Inventory & MSI

The total inventory of properties available for sale as of May 2022 was 17, a difference of 42% from last month, and -15% from 20 in May 2021, and was at its lowest level compared to 2021 and 2020. The months of supply inventory (MSI) was at 2.1 months, a similar level compared to 2021 and 2020. A comparatively lower MSI benefits sellers, while a higher MSI benefits buyers.

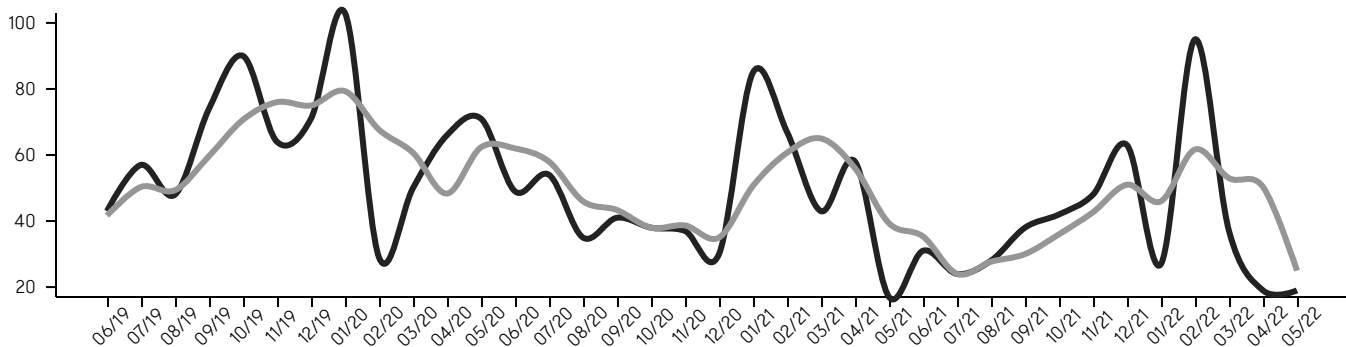
■ MSI



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 May 2022 was 19, a change of 0% from 19 days last month, and 12% from 17 days in May 2021, and was at its lowest level compared to 2021 and 2020.

■ Average ■ Average (3-Month)



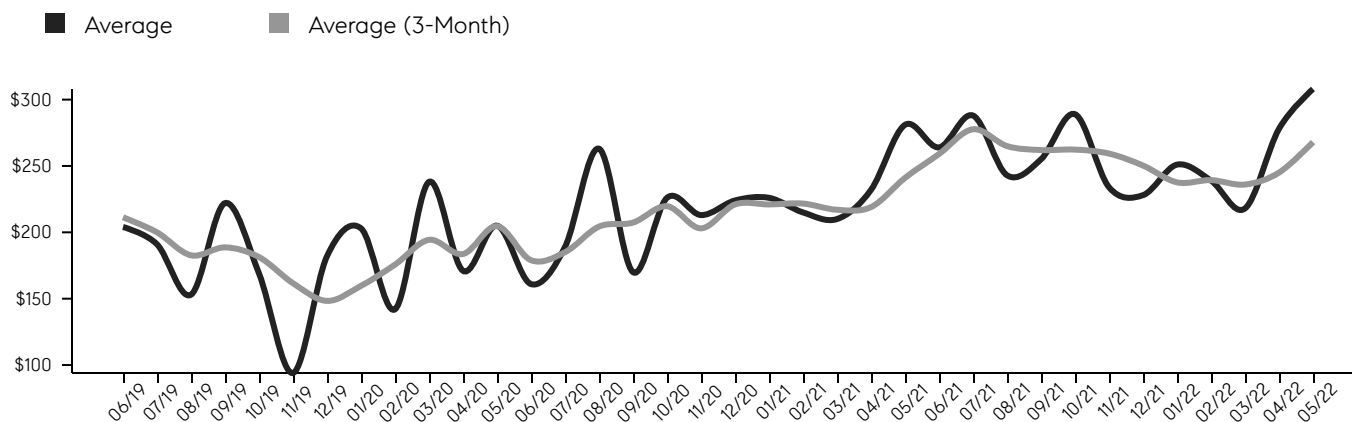
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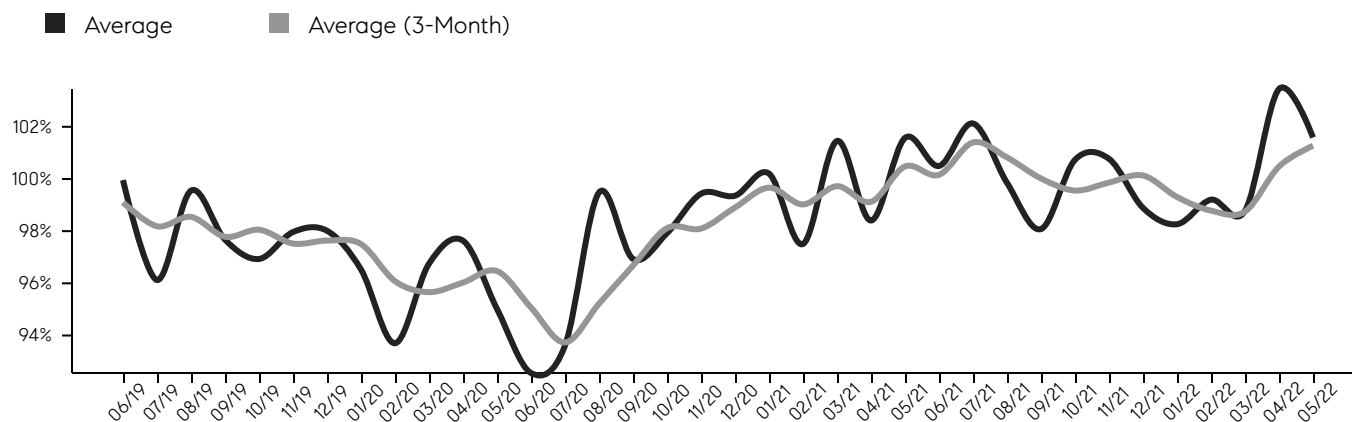
Selling Price Per Square Foot

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 May 2022 selling price vs. listing price ratio was 101.6%, compared to 103.4% last month, and 101.6% in May 2021.



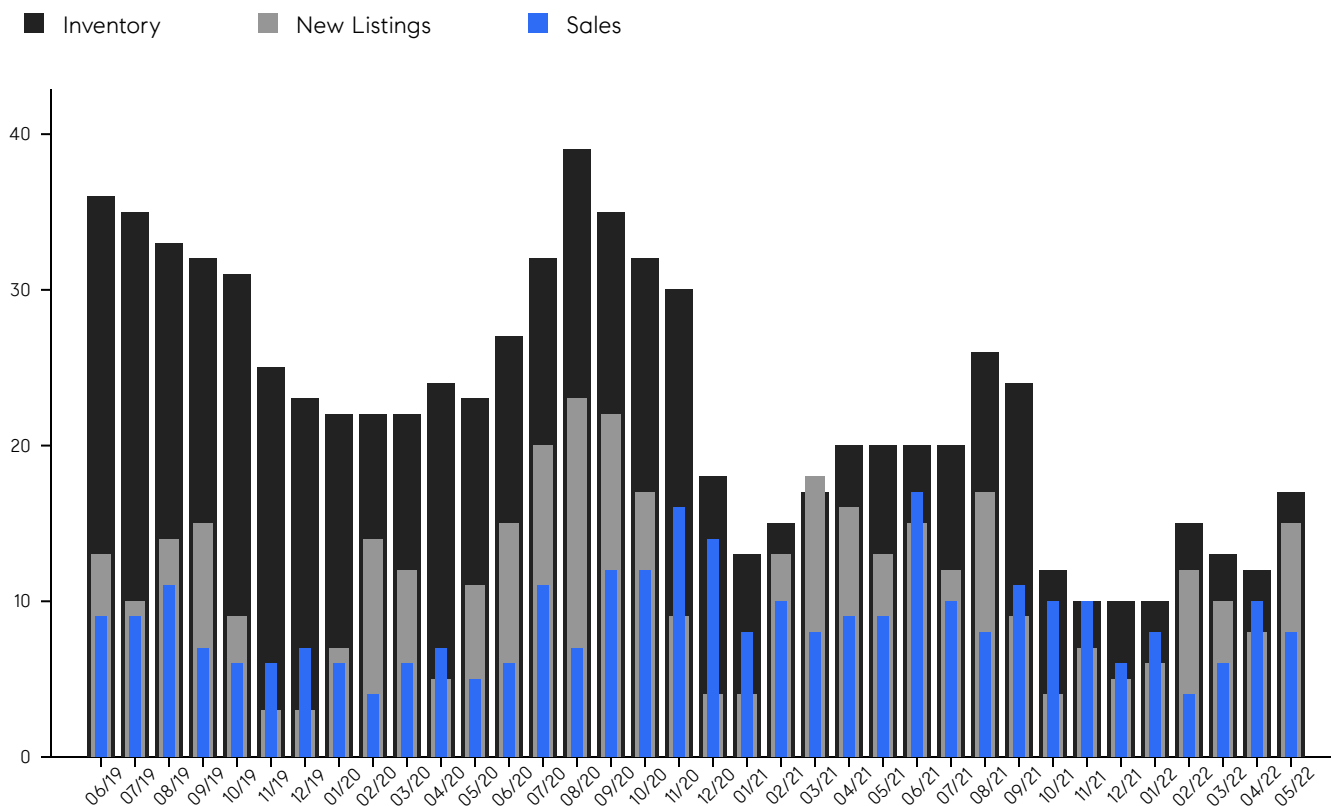
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Inventory, New Listings & Sales

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 May 2022 was 15, a change of 88% from 8 last month and 15% from 13 in May 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
May '22	8	8	\$942K	\$612K	\$866K	\$709K	19	25	\$308	\$268	101.6%	101.3%	17	15	2.1
Apr '22	10	7	\$497K	\$445K	\$760K	\$626K	19	50	\$278	\$245	103.4%	100.5%	12	8	1.2
Mar '22	6	6	\$394K	\$461K	\$501K	\$594K	37	53	\$218	\$236	98.8%	98.7%	13	10	2.2
Feb '22	4	6	\$442K	\$478K	\$615K	\$607K	95	62	\$239	\$239	99.2%	98.8%	15	12	3.8
Jan '22	8	8	\$545K	\$468K	\$664K	\$545K	27	46	\$251	\$238	98.3%	99.3%	10	6	1.3
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

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