



CHERIE
BERGER
TEAM

June 2022

Green Brook Market Insights

GREEN BROOK MARKET INSIGHTS

Market Profile & Trends Overview

The table belows shows data & statistics for June 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 | 18 | 6% | 29% | -10% | 4% | -34% | - | - |
| | MEDIAN PRICE | \$634,500 | -9% | -5% | 37% | 7% | 21% | - | - |
| | AVERAGE PRICE | \$706,361 | -5% | -1% | 5% | 2% | 14% | - | - |
| | PRICE PER SQFT | \$298 | 11% | 4% | 25% | 18% | 24% | - | - |
| | MONTHS OF SUPPLY | 1.8 | -15% | -2% | 53% | -71% | -49% | - | - |
| New Listings | # OF PROPERTIES | 12 | -20% | 9% | -20% | 8% | -9% | 63 | -1.6% |
| | MEDIAN PRICE | \$587,000 | -26% | -4% | 31% | 17% | 30% | \$599,900 | 32.1% |
| | AVERAGE PRICE | \$680,808 | -11% | 2% | 17% | 12% | 25% | \$722,473 | 30.0% |
| | PRICE PER SQFT | \$287 | 21% | -3% | 11% | 24% | 53% | \$282 | 22.6% |
| Sales | # OF PROPERTIES | 10 | 25% | 25% | -41% | 3% | 13% | 46 | 35.3% |
| | MEDIAN PRICE | \$515,000 | -45% | -16% | -20% | -2% | 17% | \$482,500 | 14.2% |
| | AVERAGE PRICE | \$620,150 | -28% | -13% | -7% | 6% | 30% | \$685,228 | 52.8% |
| | PRICE PER SQFT | \$282 | -8% | 5% | 7% | 14% | 41% | \$259 | 40.8% |
| | SALE-TO-LIST RATIO | 104.2% | 2.6% | 3% | 3.7% | 4.2% | 7.6% | 101.4% | 6.1% |

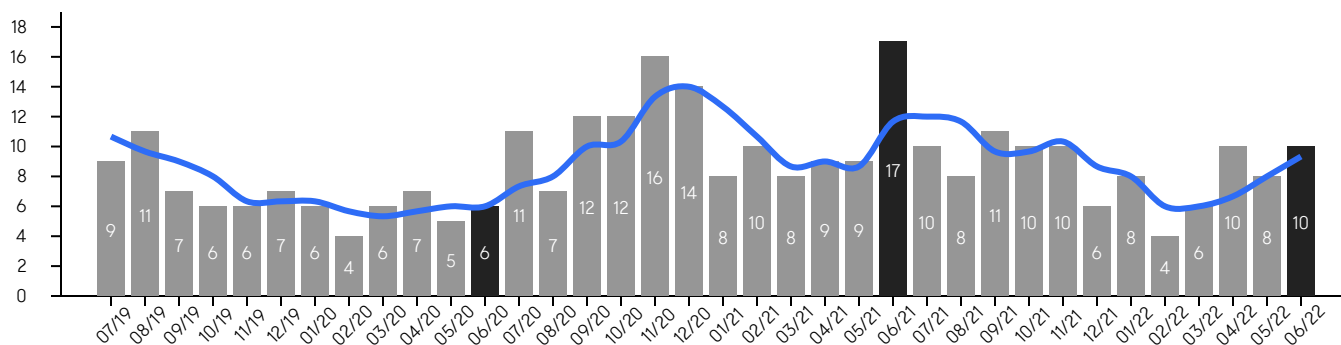
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Property Sales

There were 10 sales in June 2022, a change of -41% from 17 in June 2021 and 25% from the 8 sales last month. Compared to June 2020 and 2021, sales were mid level. There have been 46 year-to-date (YTD) sales, which is 35.3% higher than last year's year-to-date sales of 34.

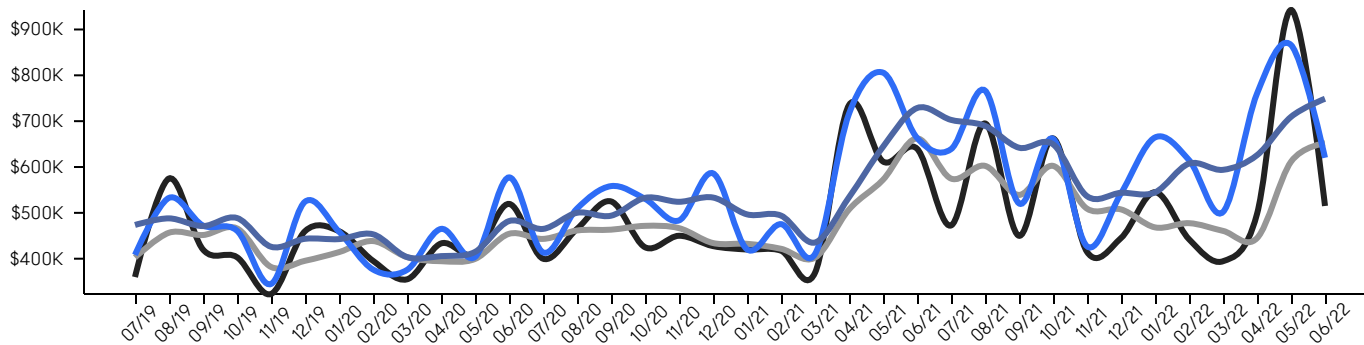
■ 3-Month Average



Property Prices

The median sales price in June 2022 was \$515,000, a change of -20% from \$640,000 in June 2021, and a change of -45% from \$942,500 last month. The average sales price in June 2022 was \$620,150, a change of -7% from in June 2021, and a change of -28% from last month, and was mid level compared to 2021 and 2020.

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



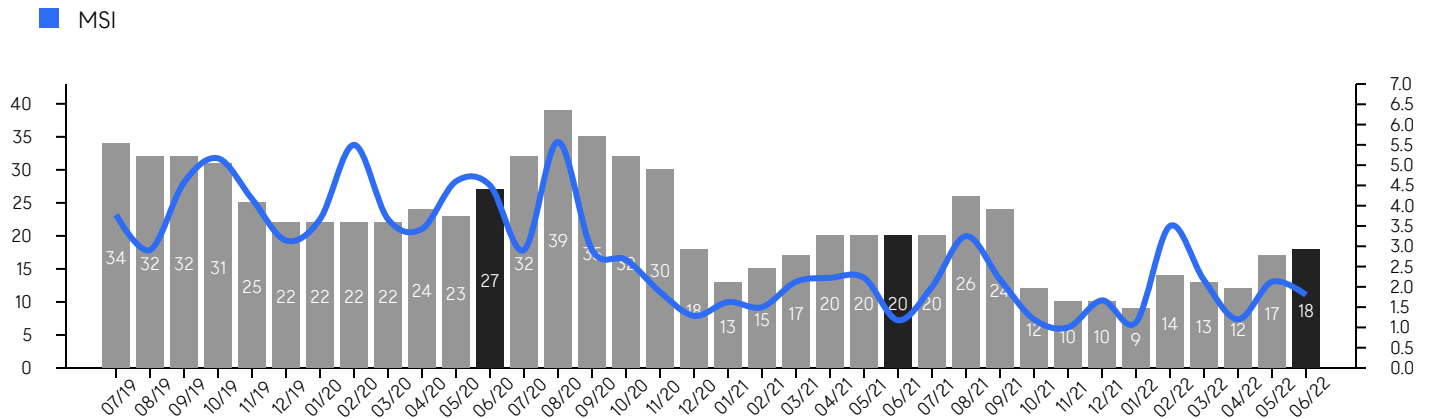
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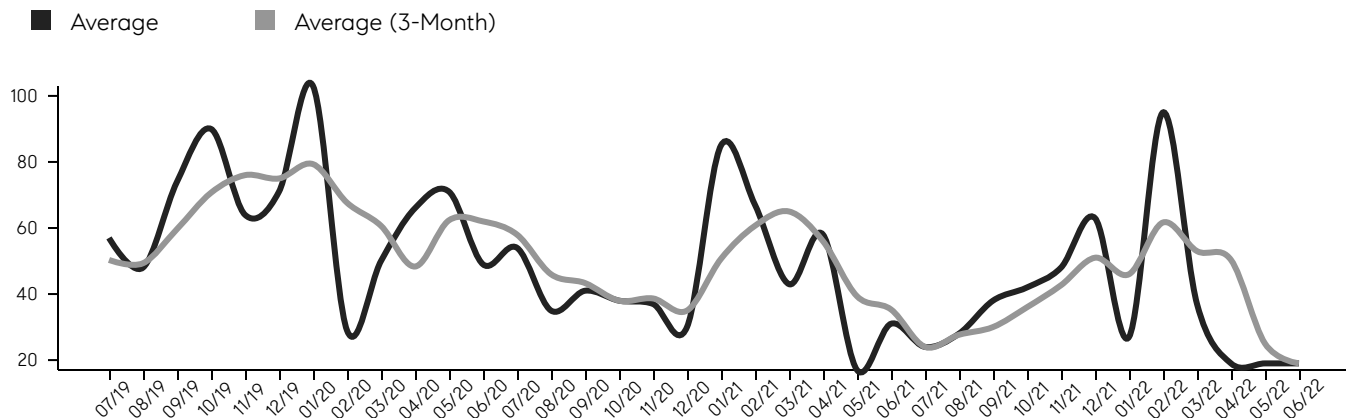
Inventory & MSI

The total inventory of properties available for sale as of June 2022 was 18, a difference of 6% from last month, and -10% from 20 in June 2021, and was at its lowest level compared to 2021 and 2020. The months of supply inventory (MSI) was at 1.8 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 June 2022 was 19, a change of 0% from 19 days last month, and -39% from 31 days in June 2021, and was at its lowest level compared to 2021 and 2020.



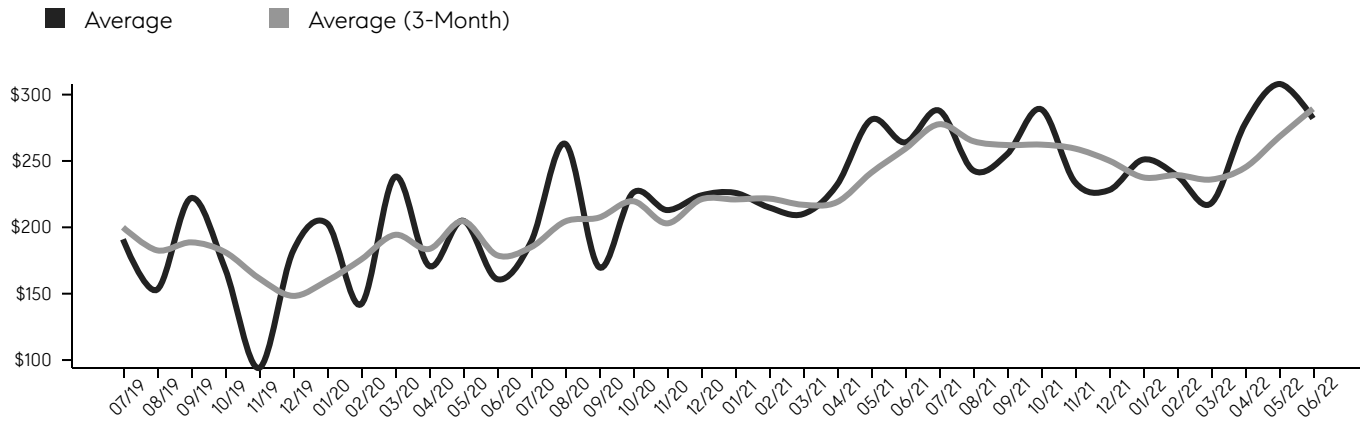
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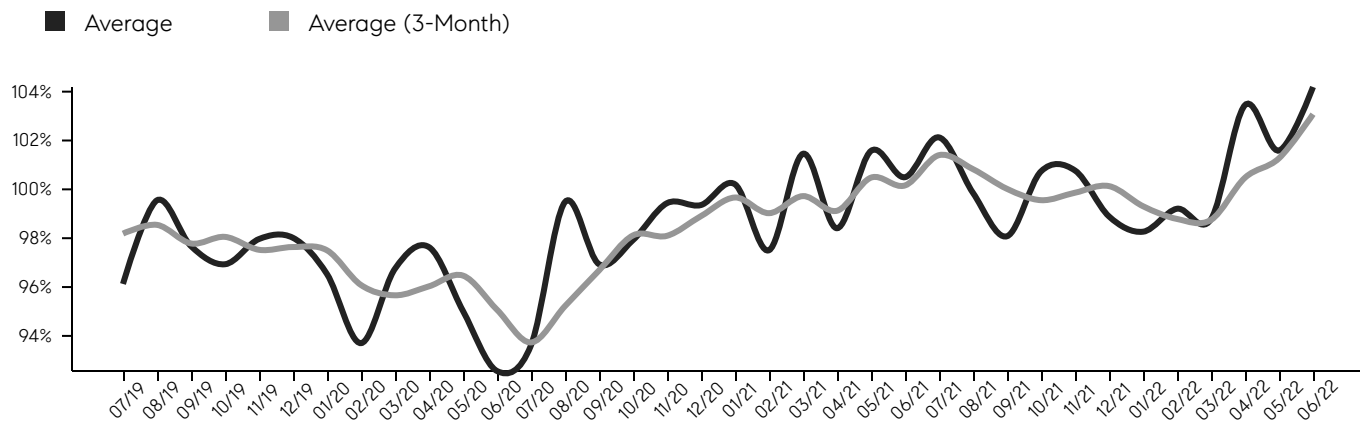
Selling Price Per Square Foot

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 June 2022 selling price vs. listing price ratio was 104.2%, compared to 101.6% last month, and 100.5% in June 2021.



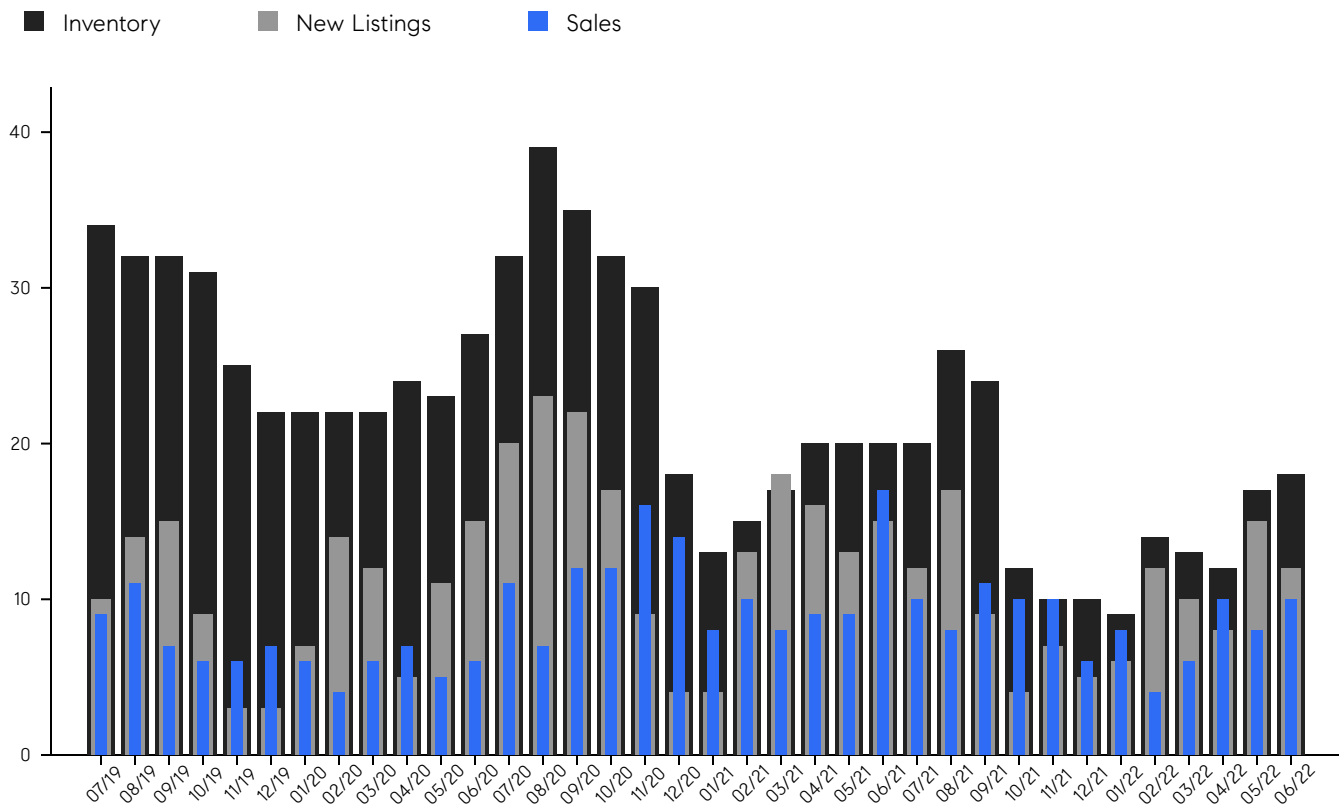
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Inventory, New Listings & Sales

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 June 2022 was 12, a change of -20% from 15 last month and -20% from 15 in June 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% | 14 | 12 | 3.5 |
| 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% | 22 | 3 | 3.1 |
| 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% | 32 | 14 | 2.9 |
| Jul '19 | 9 | 11 | \$360K | \$403K | \$408K | \$474K | 57 | 50 | \$191 | \$200 | 96.1% | 98.2% | 34 | 10 | 3.8 |
| Jun '19 | 9 | 11 | \$435K | \$409K | \$522K | \$473K | 43 | 42 | \$204 | \$211 | 100.0% | 99.1% | 35 | 13 | 3.9 |

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