

CHERIE  
BERGER  
TEAM

August 2022

Bridgewater  
Market Insights

## Market Profile & Trends Overview

The table belows shows data & statistics for August 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	79	10%	27%	-24%	9%	-34%	-	-
	MEDIAN PRICE	\$659,000	1%	8%	29%	24%	26%	-	-
	AVERAGE PRICE	\$746,154	10%	15%	25%	25%	34%	-	-
	PRICE PER SQFT	\$299	7%	16%	-97%	-98%	32%	-	-
	MONTHS OF SUPPLY	1.5	30%	22%	5%	-59%	-46%	-	-
New Listings	# OF PROPERTIES	65	-2%	-4%	-14%	3%	1%	442	-23.8%
	MEDIAN PRICE	\$599,000	11%	9%	17%	13%	17%	\$549,900	10.2%
	AVERAGE PRICE	\$713,263	19%	18%	35%	29%	34%	\$609,885	16.7%
	PRICE PER SQFT	\$304	6%	12%	23%	-86%	32%	\$274	19.7%
Sales	# OF PROPERTIES	53	-16%	3%	-27%	-6%	4%	355	3.5%
	MEDIAN PRICE	\$525,000	-5%	-13%	-2%	1%	11%	\$550,000	14.6%
	AVERAGE PRICE	\$569,892	-3%	-10%	4%	5%	16%	\$585,110	18.8%
	PRICE PER SQFT	\$288	1%	5%	10%	14%	28%	\$275	25.0%
	SALE-TO-LIST RATIO	102.8%	-2.0%	-2%	0.2%	1.3%	2.5%	104.0%	3.8%

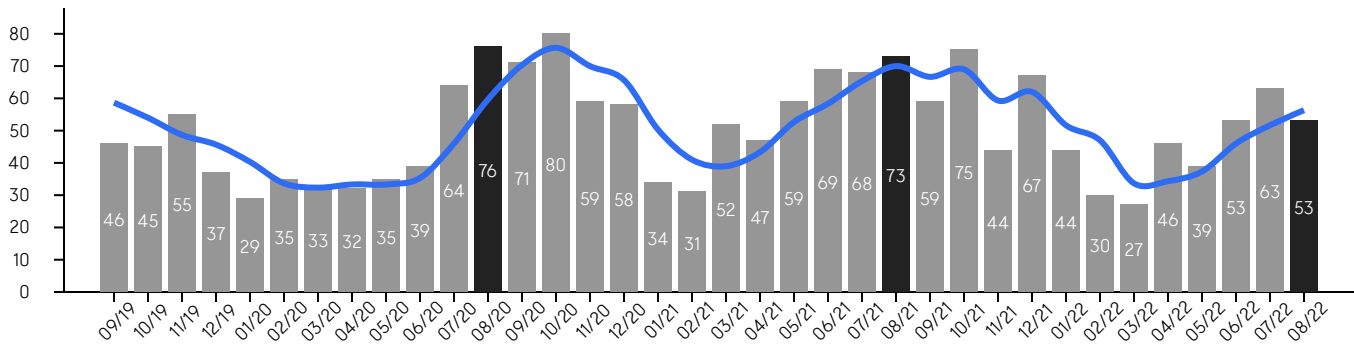
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## Property Sales

There were 53 sales in August 2022, a change of -27% from 73 in August 2021 and -16% from the 63 sales last month. Compared to August 2020 and 2021, sales were at their lowest level. There have been 355 year-to-date (YTD) sales, which is 3.5% higher than last year's year-to-date sales of 343.

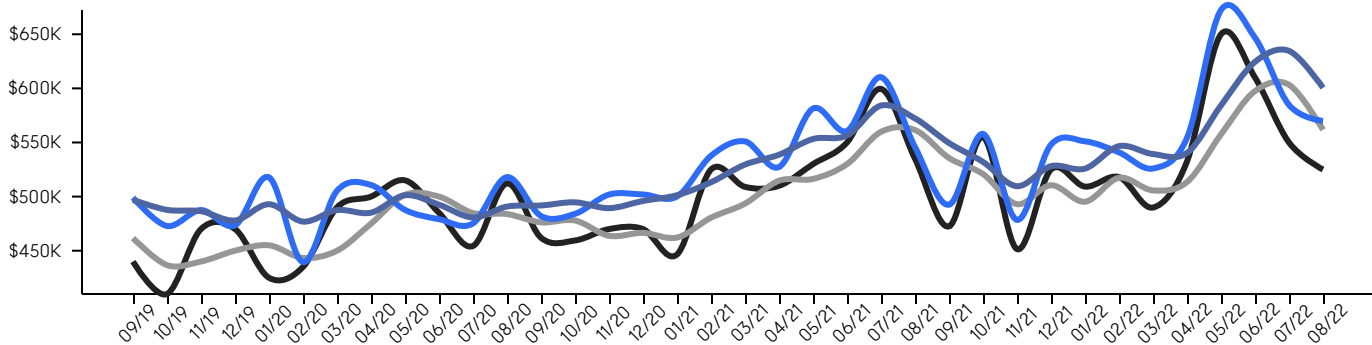
■ 3-Month Average



## Property Prices

The median sales price in August 2022 was \$525,000, a change of -2% from \$535,000 in August 2021, and a change of -5% from \$550,000 last month. The average sales price in August 2022 was \$569,892, a change of 4% from in August 2021, and a change of -3% from last month, and was at its highest level compared to 2021 and 2020.

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



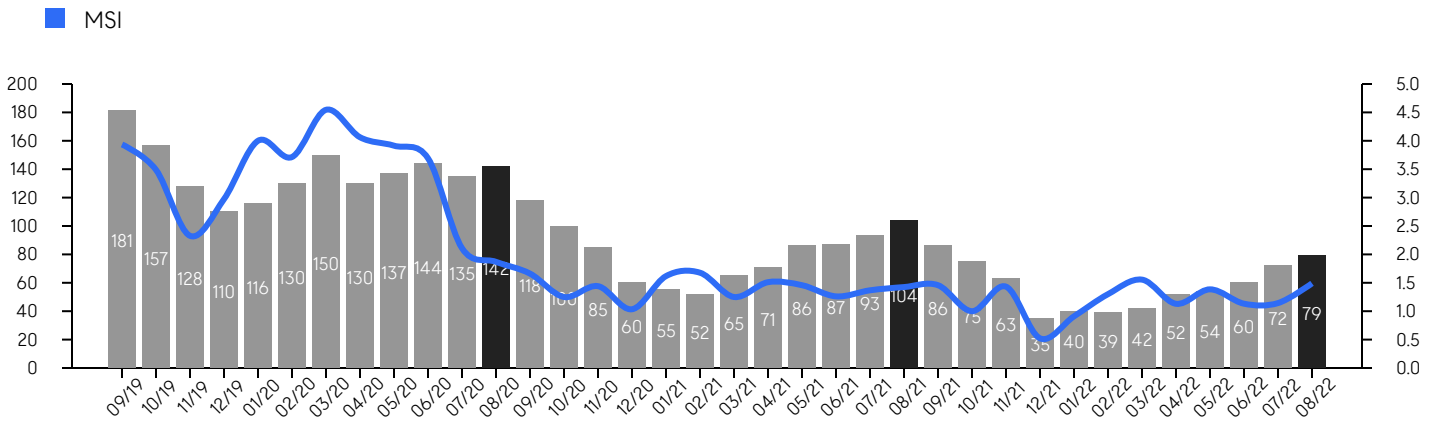
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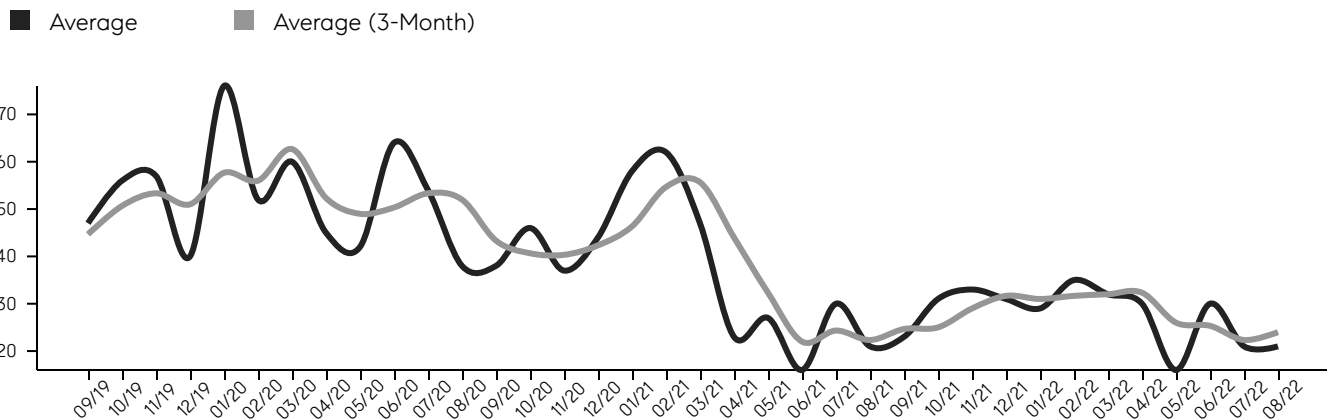
## Inventory & MSI

The total inventory of properties available for sale as of August 2022 was 79, a difference of 10% from last month, and -24% from 104 in August 2021, and was at its lowest level compared to 2021 and 2020. The months of supply inventory (MSI) was at 1.5 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 August 2022 was 21, a change of 0% from 21 days last month, and 0% from 21 days in August 2021, and was at its lowest level compared to 2021 and 2020.



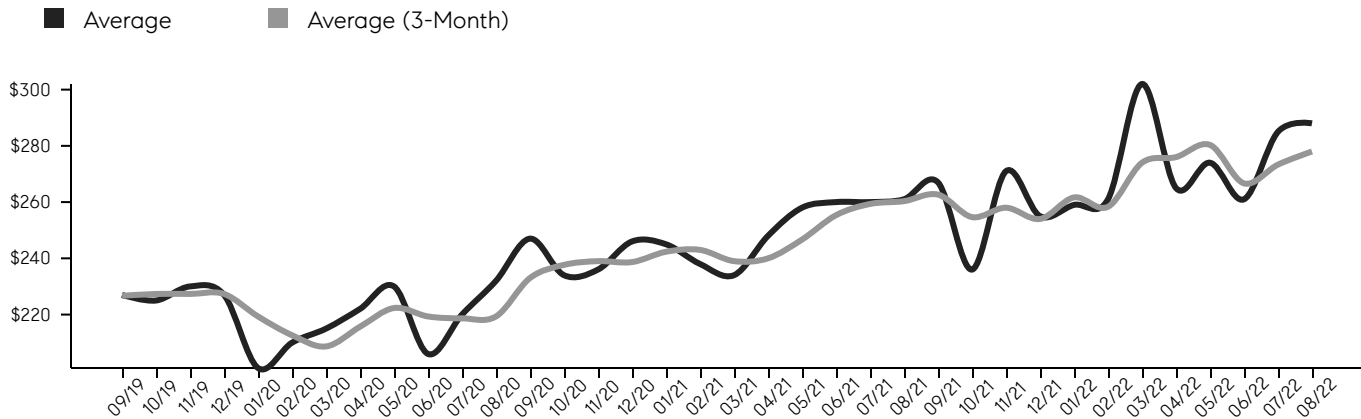
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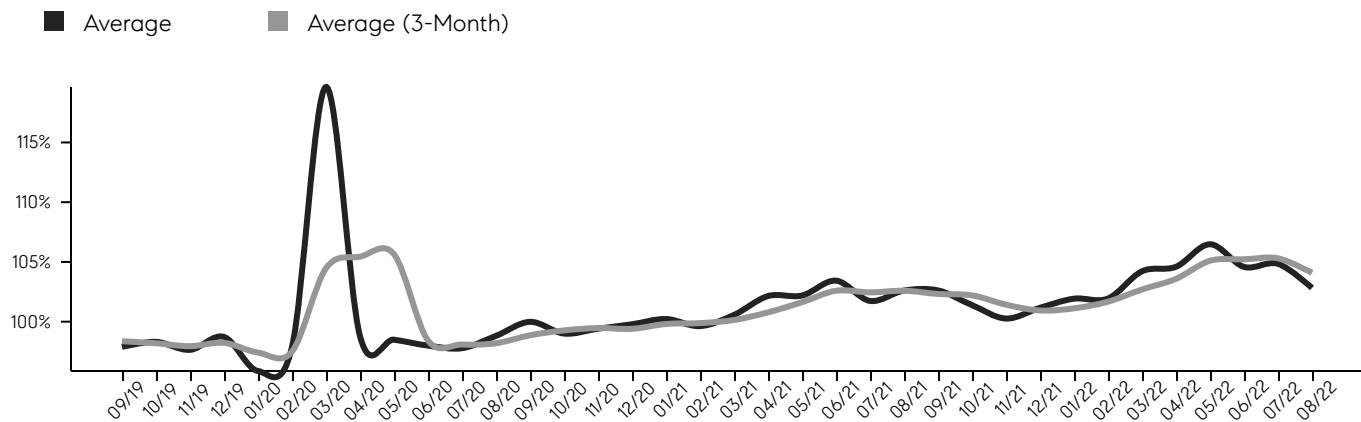
## Selling Price Per Square Foot

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 August 2022 selling price vs. listing price ratio was 102.8%, compared to 104.8% last month, and 102.6% in August 2021.



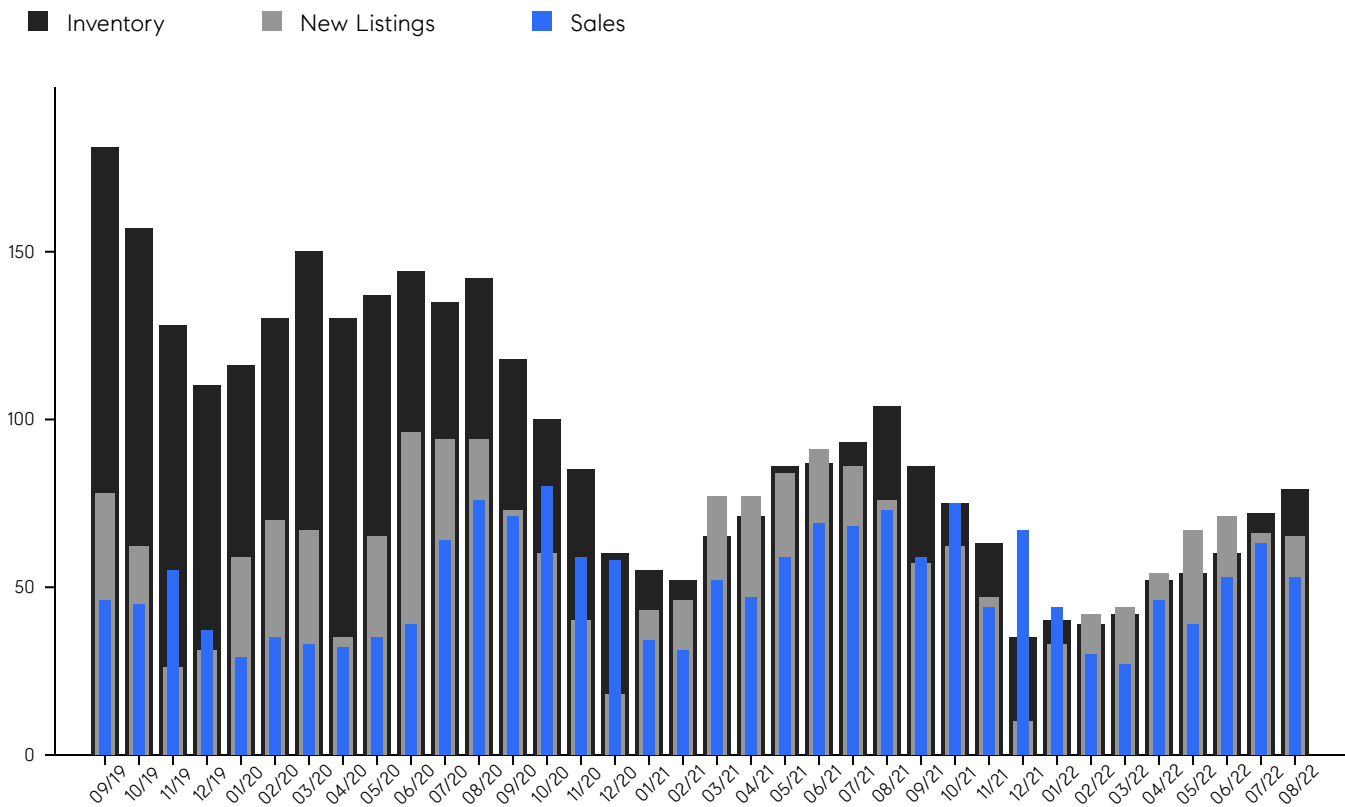
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## Inventory, New Listings & Sales

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 August 2022 was 65, a change of -2% from 66 last month and -14% from 76 in August 2021.



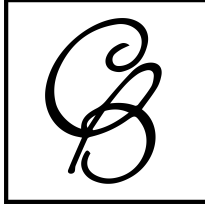
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MONTH	# OF SALES	3-MO AVG	MEDIAN SALE PRICE	3-MO AVG	AVERAGE SALE PRICE	3-MO AVG	DAYS ON MARKET	3-MO AVG	AVERAGE PPSF	3-MO AVG	SALE /LIST	3-MO AVG	INV	NEW LISTINGS	MSI
Aug '22	53	56	\$525K	\$562K	\$569K	\$600K	21	24	\$288	\$278	102.8%	104.1%	79	65	1.5
Jul '22	63	52	\$550K	\$603K	\$584K	\$635K	21	22	\$285	\$273	104.8%	105.3%	72	66	1.1
Jun '22	53	46	\$610K	\$598K	\$646K	\$624K	30	25	\$261	\$267	104.6%	105.2%	60	71	1.1
May '22	39	37	\$650K	\$557K	\$672K	\$584K	16	26	\$274	\$280	106.5%	105.1%	54	67	1.4
Apr '22	46	34	\$532K	\$513K	\$554K	\$540K	30	32	\$265	\$276	104.6%	103.6%	52	54	1.1
Mar '22	27	34	\$489K	\$506K	\$525K	\$539K	32	32	\$302	\$274	104.2%	102.7%	42	44	1.6
Feb '22	30	47	\$518K	\$517K	\$540K	\$547K	35	32	\$261	\$258	101.9%	101.7%	39	42	1.3
Jan '22	44	52	\$509K	\$495K	\$551K	\$526K	29	31	\$259	\$262	101.9%	101.1%	40	33	0.9
Dec '21	67	62	\$525K	\$511K	\$547K	\$528K	31	32	\$255	\$254	101.2%	100.9%	35	10	0.5
Nov '21	44	59	\$451K	\$493K	\$478K	\$510K	33	29	\$271	\$258	100.3%	101.4%	63	47	1.4
Oct '21	75	69	\$555K	\$521K	\$557K	\$532K	31	25	\$236	\$255	101.4%	102.2%	75	62	1.0
Sep '21	59	67	\$472K	\$536K	\$492K	\$550K	23	25	\$267	\$263	102.6%	102.3%	86	57	1.5
Aug '21	73	70	\$535K	\$562K	\$545K	\$572K	21	22	\$261	\$260	102.6%	102.6%	104	76	1.4
Jul '21	68	65	\$599K	\$560K	\$610K	\$584K	30	24	\$260	\$259	101.7%	102.5%	93	86	1.4
Jun '21	69	58	\$550K	\$530K	\$560K	\$556K	16	22	\$260	\$255	103.4%	102.6%	87	91	1.3
May '21	59	53	\$530K	\$516K	\$581K	\$553K	27	32	\$258	\$247	102.2%	101.6%	86	84	1.5
Apr '21	47	43	\$510K	\$515K	\$527K	\$539K	23	44	\$248	\$240	102.1%	100.8%	71	77	1.5
Mar '21	52	39	\$509K	\$494K	\$550K	\$530K	47	56	\$234	\$239	100.6%	100.1%	65	77	1.3
Feb '21	31	41	\$525K	\$481K	\$537K	\$513K	62	55	\$238	\$243	99.6%	99.9%	52	46	1.7
Jan '21	34	50	\$446K	\$462K	\$500K	\$501K	58	46	\$245	\$242	100.2%	99.8%	55	43	1.6
Dec '20	58	66	\$470K	\$466K	\$501K	\$496K	44	42	\$246	\$239	99.8%	99.4%	60	18	1.0
Nov '20	59	70	\$470K	\$464K	\$501K	\$489K	37	40	\$236	\$239	99.4%	99.5%	85	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%	135	94	2.1
Jun '20	39	35	\$485K	\$500K	\$479K	\$493K	64	50	\$206	\$219	98.0%	98.4%	144	96	3.7
May '20	35	33	\$515K	\$502K	\$487K	\$501K	42	49	\$230	\$222	98.5%	105.6%	137	65	3.9
Apr '20	32	33	\$500K	\$475K	\$510K	\$485K	45	52	\$222	\$216	98.8%	105.4%	130	35	4.1
Mar '20	33	32	\$490K	\$450K	\$505K	\$488K	60	63	\$215	\$209	119.6%	104.5%	150	67	4.5
Feb '20	35	34	\$435K	\$443K	\$439K	\$477K	52	56	\$210	\$213	97.9%	97.5%	130	70	3.7
Jan '20	29	40	\$425K	\$455K	\$517K	\$493K	76	58	\$201	\$219	95.9%	97.4%	116	59	4.0
Dec '19	37	46	\$470K	\$450K	\$473K	\$478K	40	51	\$227	\$227	98.7%	98.2%	110	31	3.0
Nov '19	55	49	\$470K	\$440K	\$487K	\$486K	57	53	\$230	\$227	97.6%	97.9%	128	26	2.3
Oct '19	45	54	\$410K	\$437K	\$472K	\$488K	56	51	\$225	\$227	98.3%	98.2%	157	62	3.5
Sep '19	46	59	\$440K	\$462K	\$499K	\$497K	47	45	\$227	\$227	97.9%	98.4%	181	78	3.9

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CHERIE  
BERGER  
TEAM



**Cherie Berger**  
cherie.berger@compass.com  
M: 908.410.0931



**Steven Berger**  
steven.berger@compass.com  
M: 908.256.0307



**Ashley Berger-Freitas**  
ashley.freitas@compass.com  
M: 908.432.9818

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