



CHERIE
BERGER
TEAM

October 2022

Bridgewater Market Insights

BRIDGEWATER
MARKET INSIGHTS

Market Profile & Trends Overview

The table belows shows data & statistics for October 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	69	-13%	-9%	-8%	-5%	-43%	-	-
	MEDIAN PRICE	\$559,999	-20%	-18%	7%	6%	7%	-	-
	AVERAGE PRICE	\$701,423	-5%	-4%	13%	17%	26%	-	-
	PRICE PER SQFT	\$290	1%	1%	-98%	-98%	28%	-	-
	MONTHS OF SUPPLY	1.9	23%	36%	86%	-41%	-33%	-	-
New Listings	# OF PROPERTIES	35	-29%	-39%	-44%	-44%	-46%	516	-27.6%
	MEDIAN PRICE	\$549,000	2%	0%	10%	4%	7%	\$549,000	10.0%
	AVERAGE PRICE	\$573,614	-2%	-9%	8%	4%	8%	\$604,121	15.2%
	PRICE PER SQFT	\$282	2%	-2%	7%	-87%	23%	\$274	18.6%
Sales	# OF PROPERTIES	37	-29%	-34%	-51%	-35%	-27%	444	-10.1%
	MEDIAN PRICE	\$655,000	25%	23%	18%	27%	38%	\$550,000	17.0%
	AVERAGE PRICE	\$699,754	26%	23%	25%	29%	42%	\$591,112	20.7%
	PRICE PER SQFT	\$289	7%	3%	22%	14%	28%	\$276	22.1%
	SALE-TO-LIST RATIO	101.0%	-0.1%	-2%	-0.4%	-0.5%	0.7%	103.4%	3.5%

© 2022. Based on information from Garden State MLS, LLC for the period of January 2018 through October 2022. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Data maintained by the MLS may not reflect all real estate activity in the market.

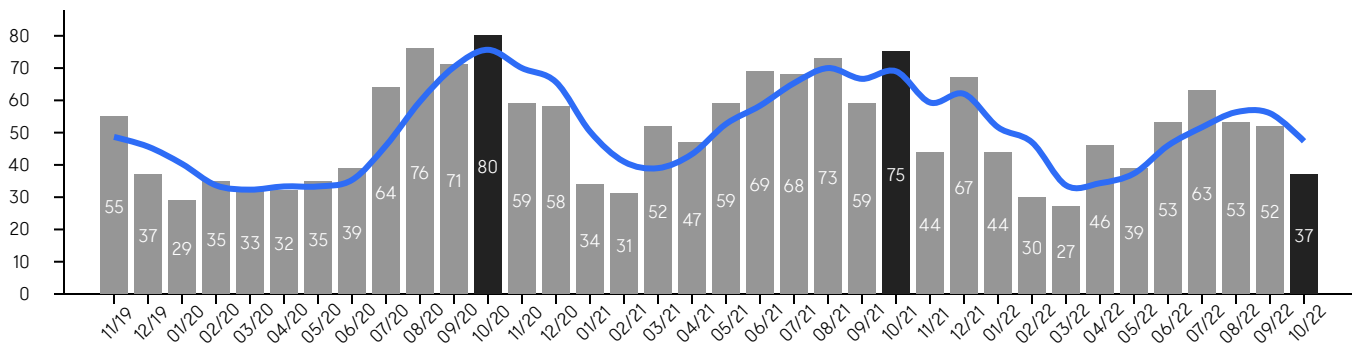
Bridgewater

OCTOBER 2022

Property Sales

There were 37 sales in October 2022, a change of -51% from 75 in October 2021 and -29% from the 52 sales last month. Compared to October 2020 and 2021, sales were at their lowest level. There have been 444 year-to-date (YTD) sales, which is -10.1% lower than last year's year-to-date sales of 494.

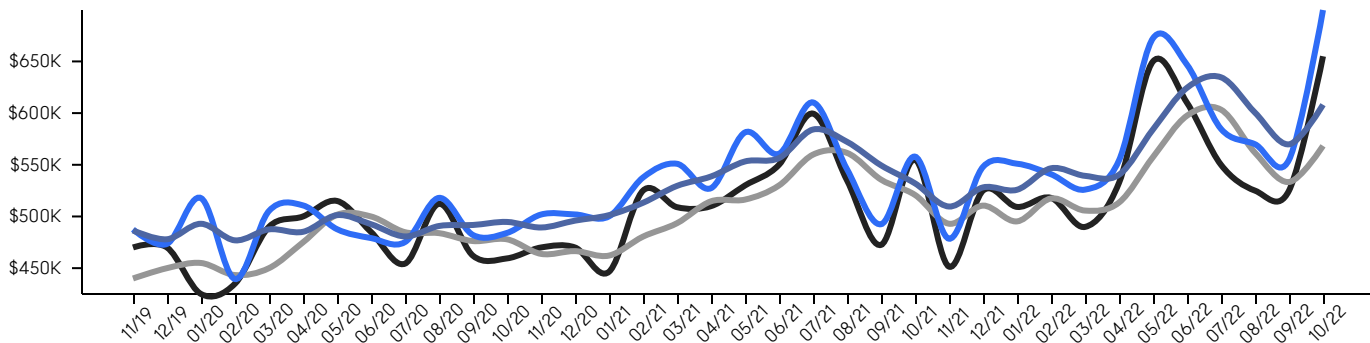
■ 3-Month Average



Property Prices

The median sales price in October 2022 was \$655,000, a change of 18% from \$555,000 in October 2021, and a change of 25% from \$525,000 last month. The average sales price in October 2022 was \$699,754, a change of 25% from in October 2021, and a change of 26% from last month, and was at its highest level compared to 2021 and 2020.

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



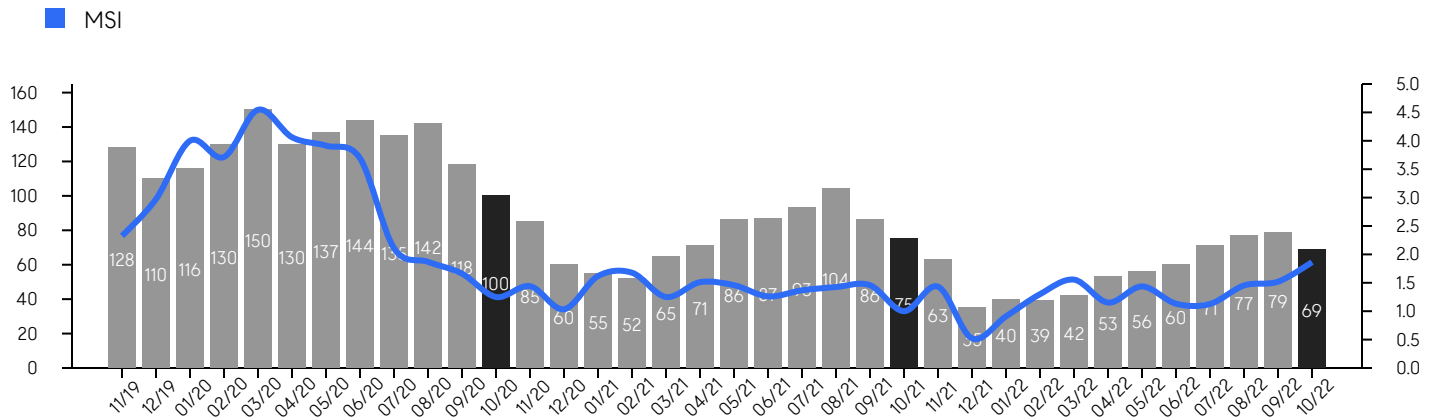
© 2022. Based on information from Garden State MLS, LLC for the period of January 2018 through October 2022. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Data maintained by the MLS may not reflect all real estate activity in the market.

Bridgewater

OCTOBER 2022

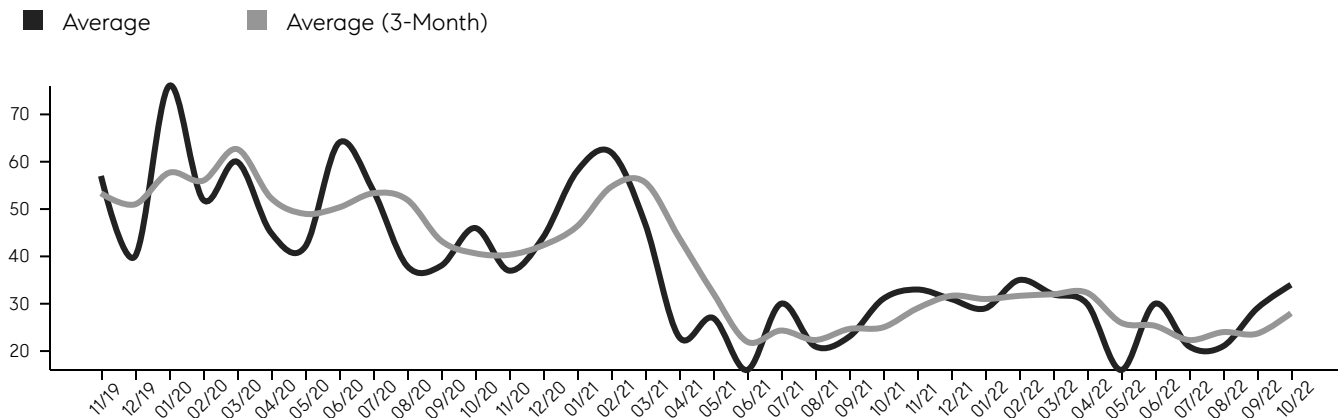
Inventory & MSI

The total inventory of properties available for sale as of October 2022 was 69, a difference of -13% from last month, and -8% from 75 in October 2021, and was at its lowest level compared to 2021 and 2020. The months of supply inventory (MSI) was at 1.9 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 October 2022 was 34, a change of 17% from 29 days last month, and 10% from 31 days in October 2021, and was at its lowest level compared to 2021 and 2020.



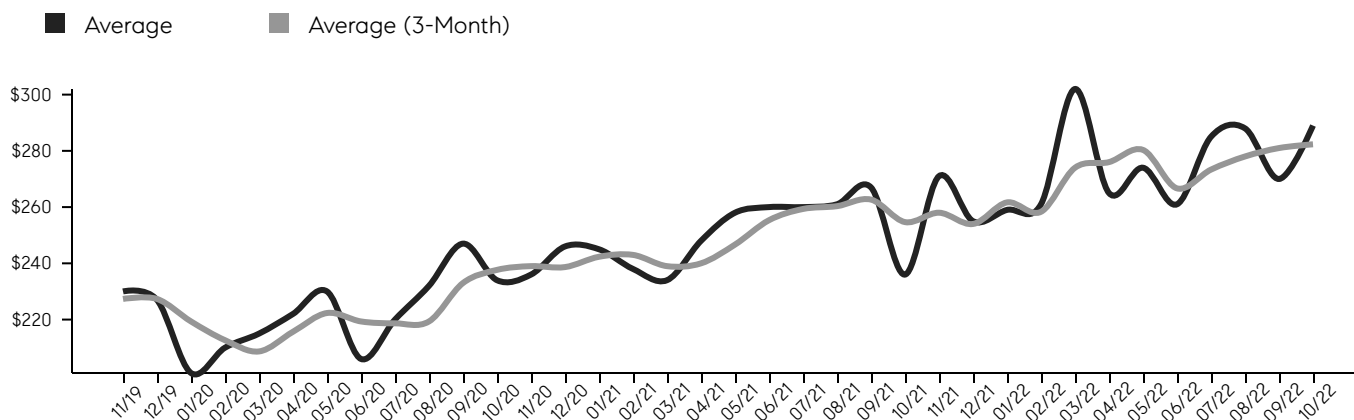
© 2022. Based on information from Garden State MLS, LLC for the period of January 2018 through October 2022. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Data maintained by the MLS may not reflect all real estate activity in the market.

Bridgewater

OCTOBER 2022

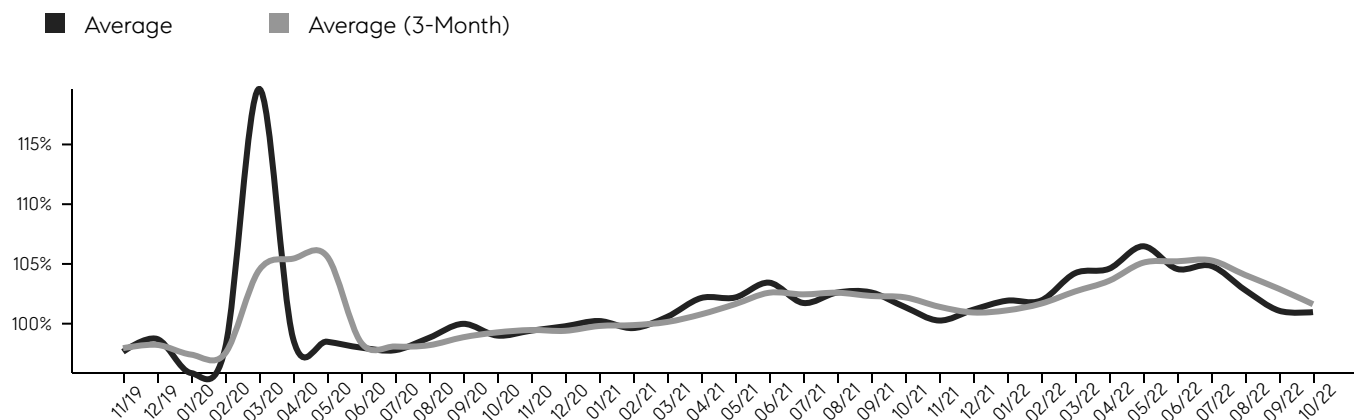
Selling Price Per Square Foot

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 October 2022 selling price vs. listing price ratio was 101.0%, compared to 101.1% last month, and 101.4% in October 2021.



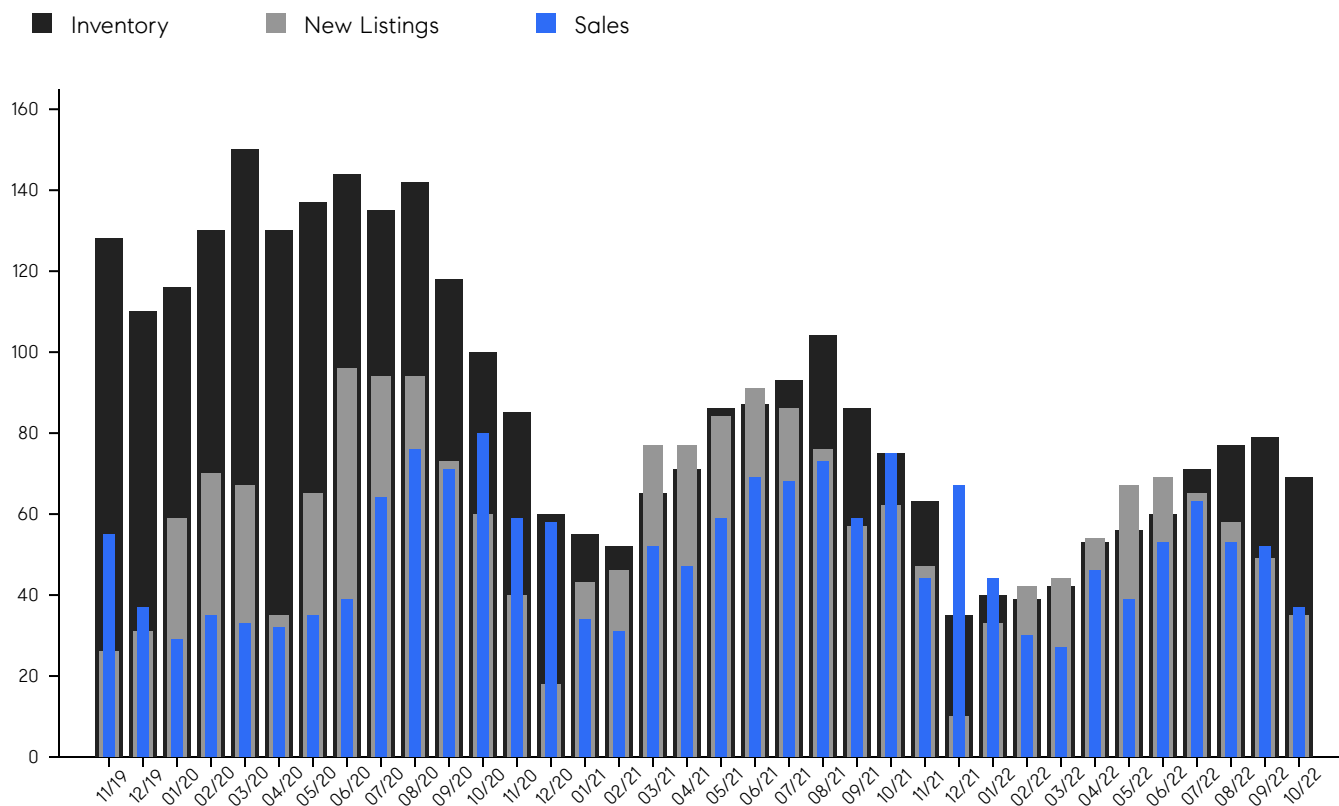
© 2022. Based on information from Garden State MLS, LLC for the period of January 2018 through October 2022. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Data maintained by the MLS may not reflect all real estate activity in the market.

Bridgewater

OCTOBER 2022

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 October 2022 was 35, a change of -29% from 49 last month and -44% from 62 in October 2021.



© 2022. Based on information from Garden State MLS, LLC for the period of January 2018 through October 2022. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Data maintained by the MLS may not reflect all real estate activity in the market.

Bridgewater

OCTOBER 2022



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
Oct '22	37	47	\$655K	\$568K	\$699K	\$608K	34	28	\$289	\$282	101.0%	101.6%	69	35	1.9
Sep '22	52	56	\$525K	\$533K	\$554K	\$570K	29	24	\$270	\$281	101.1%	102.9%	79	49	1.5
Aug '22	53	56	\$525K	\$562K	\$569K	\$600K	21	24	\$288	\$278	102.8%	104.1%	77	58	1.5
Jul '22	63	52	\$550K	\$603K	\$584K	\$635K	21	22	\$285	\$273	104.8%	105.3%	71	65	1.1
Jun '22	53	46	\$610K	\$598K	\$646K	\$624K	30	25	\$261	\$267	104.6%	105.2%	60	69	1.1
May '22	39	37	\$650K	\$557K	\$672K	\$584K	16	26	\$274	\$280	106.5%	105.1%	56	67	1.4
Apr '22	46	34	\$532K	\$513K	\$554K	\$540K	30	32	\$265	\$276	104.6%	103.6%	53	54	1.2
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

© 2022. Based on information from Garden State MLS, LLC for the period of January 2018 through October 2022. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Data maintained by the MLS may not reflect all real estate activity in the market.



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

Compass makes no representations or warranties, express or implied, with respect to future market conditions or prices of residential product at the time the subject property or any competitive property is complete and ready for occupancy or with respect to any report, study, finding, recommendation or other information provided by Compass herein. Moreover, no warranty, express or implied, is made or should be assumed regarding the accuracy, adequacy, completeness, legality, reliability, merchantability or fitness for a particular purpose of any information, in part or whole, contained herein. All material is presented with the understanding that Compass shall not be deemed to provide legal, accounting or other professional services. This is not intended to solicit the purchase or sale of any property. Any and all such warranties are hereby expressly disclaimed. Equal Housing Opportunity.

© Compass. All Rights Reserved. This information may not be copied, used or distributed without Compass' consent.