



CHERIE
BERGER
TEAM

January 2023

Long Hill Market Insights

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Market Profile & Trends Overview

The table belows shows data & statistics for January 2023 (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	8	33%	-23%	-33%	-40%	-58%	-	-
	MEDIAN PRICE	\$707,450	-2%	-1%	15%	13%	12%	-	-
	AVERAGE PRICE	\$809,237	-2%	4%	21%	22%	16%	-	-
	PRICE PER SQFT	\$258	19%	8%	7%	0%	1%	-	-
	MONTHS OF SUPPLY	1.1	110%	-6%	-14%	-19%	-46%	-	-
New Listings	# OF PROPERTIES	5	400%	0%	-37%	-46%	-66%	5	-66.7%
	MEDIAN PRICE	\$469,000	-11%	-18%	-29%	-23%	-23%	\$469,000	-14.7%
	AVERAGE PRICE	\$660,000	25%	7%	0%	2%	2%	\$660,000	-0.6%
	PRICE PER SQFT	\$343	0%	105%	26%	74%	36%	\$343	58.8%
Sales	# OF PROPERTIES	7	-36%	-25%	-22%	-26%	-44%	7	40.0%
	MEDIAN PRICE	\$750,000	32%	28%	25%	19%	26%	\$750,000	20.0%
	AVERAGE PRICE	\$742,143	41%	34%	18%	15%	16%	\$742,143	18.0%
	PRICE PER SQFT	\$232	-19%	-21%	-6%	-15%	-14%	\$232	11.0%
	SALE-TO-LIST RATIO	101.7%	0.8%	0%	-1.4%	-1.4%	1.1%	101.7%	2.1%

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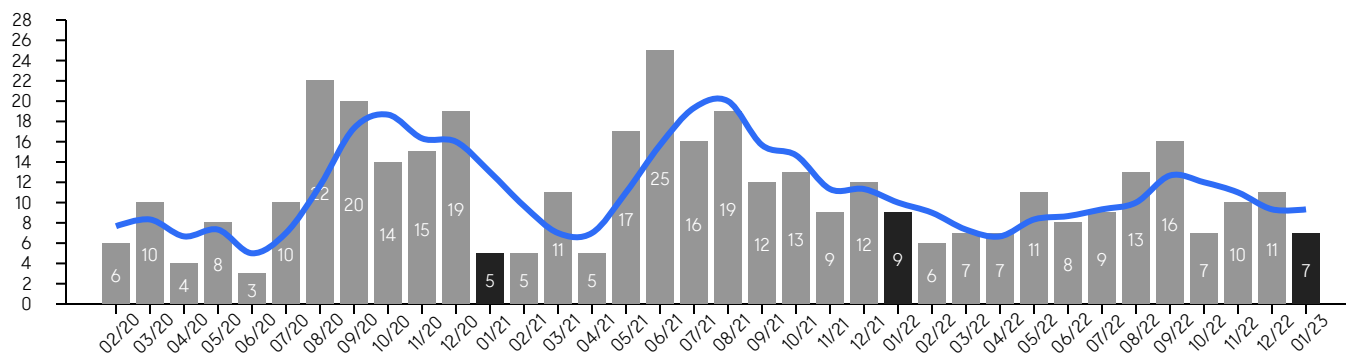
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JANUARY 2023

Property Sales

There were 7 sales in January 2023, a change of -22% from 9 in January 2022 and -36% from the 11 sales last month. Compared to January 2021 and 2022, sales were mid level. There have been 7 year-to-date (YTD) sales, which is 40.0% higher than last year's year-to-date sales of 5.

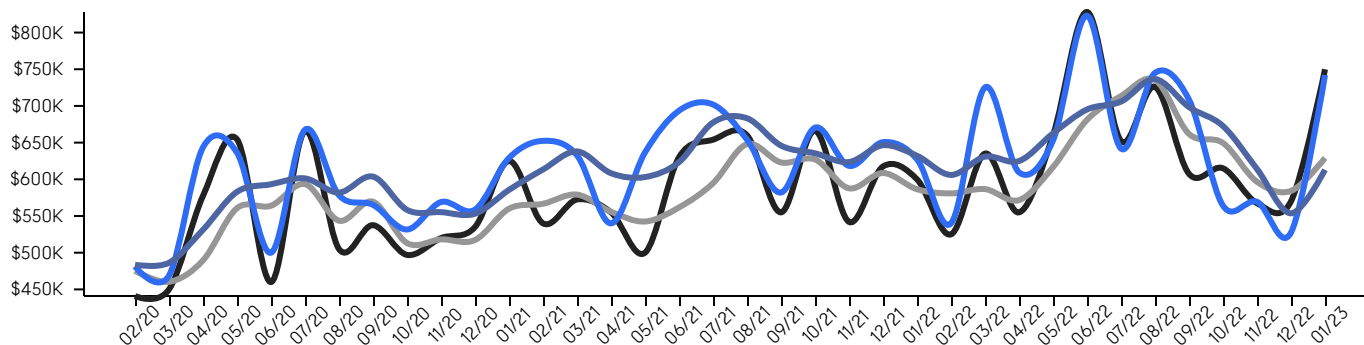
■ 3-Month Average



Property Prices

The median sales price in January 2023 was \$750,000, a change of 25% from \$600,000 in January 2022, and a change of 32% from \$570,000 last month. The average sales price in January 2023 was \$742,143, a change of 18% from in January 2022, and a change of 41% from last month, and was at its highest level compared to 2022 and 2021.

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



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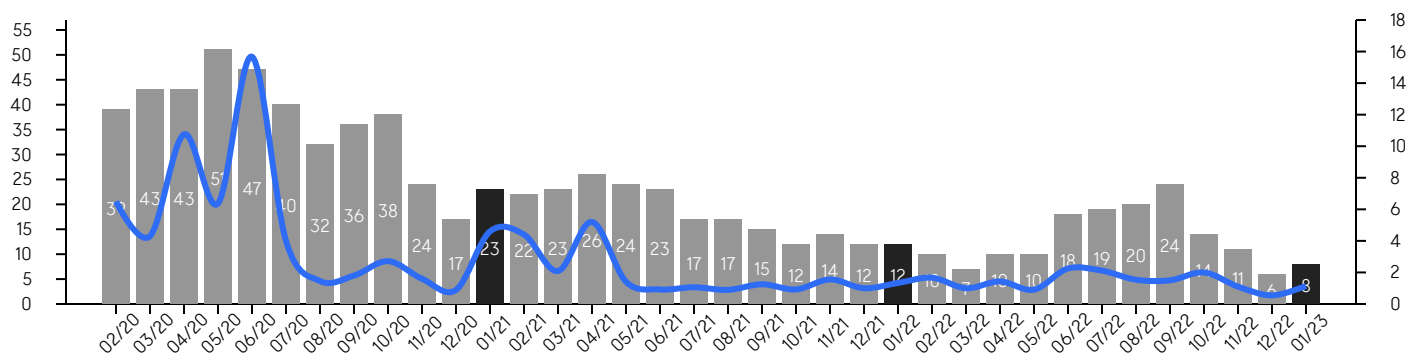
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Inventory & MSI

The total inventory of properties available for sale as of January 2023 was 8, a difference of 33% from last month, and -33% from 12 in January 2022, and was at its lowest level compared to 2022 and 2021. The months of supply inventory (MSI) was at 1.1 months, a similar level compared to 2022 and 2021. A comparatively lower MSI benefits sellers, while a higher MSI benefits buyers.

■ MSI

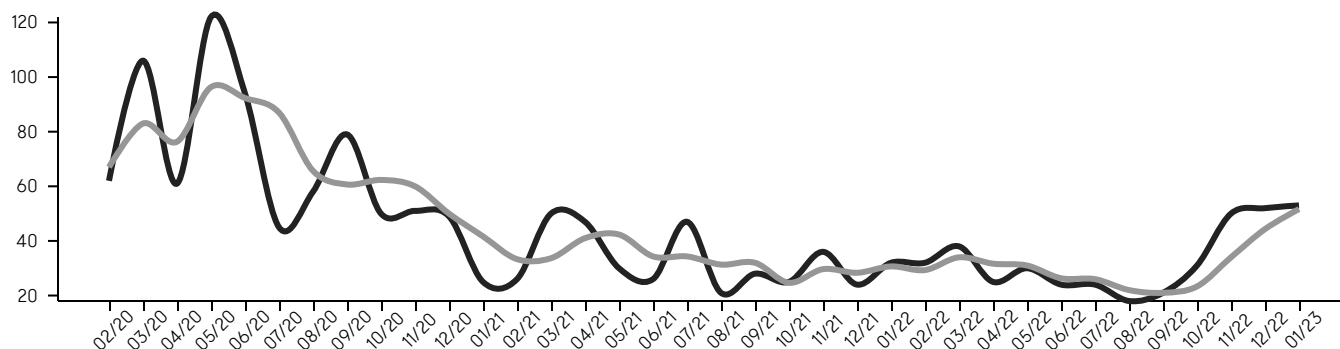


Market Time

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 January 2023 was 53, a change of 2% from 52 days last month, and 66% from 32 days in January 2022, and was at its lowest level compared to 2022 and 2021.

■ Average

■ Average (3-Month)



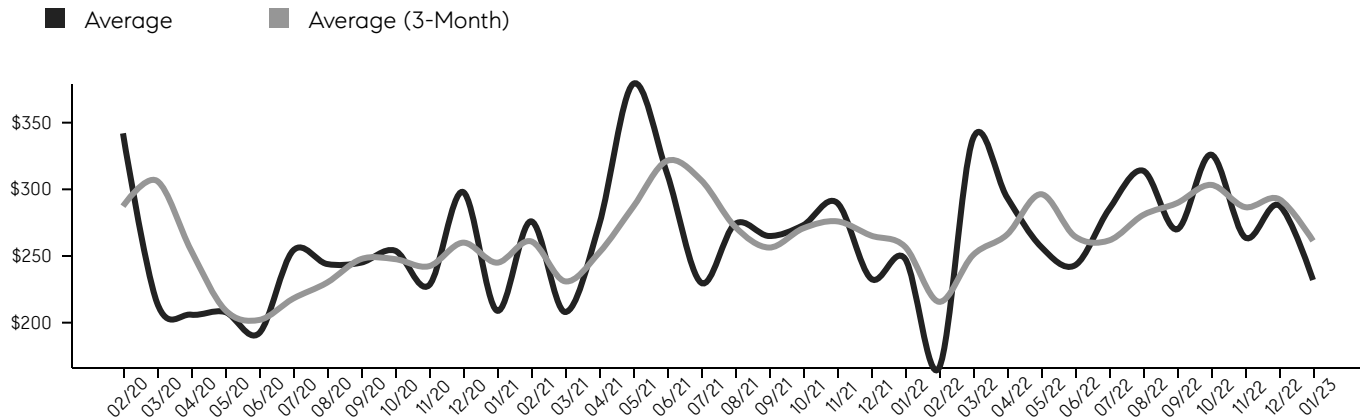
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JANUARY 2023

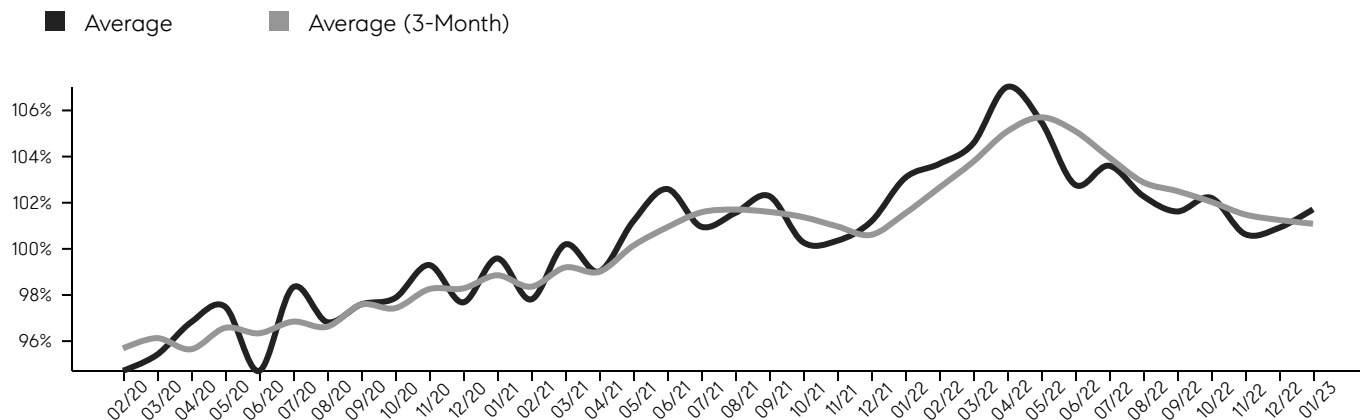
Selling Price Per Square Foot

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 January 2023 selling price vs. listing price ratio was 101.7%, compared to 100.9% last month, and 103.1% in January 2022.



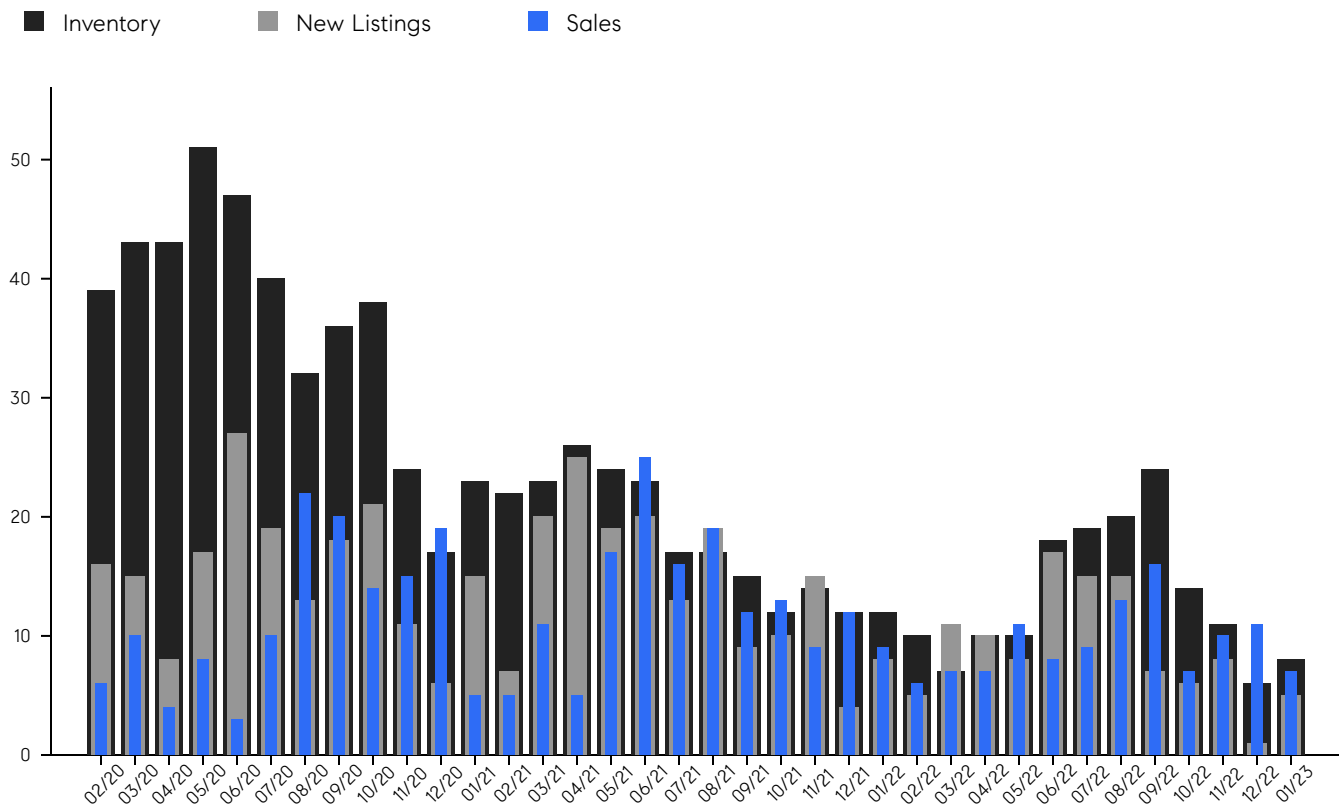
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JANUARY 2023

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 January 2023 was 5, a change of 400% from 1 last month and -37% from 8 in January 2022.



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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
Jan '23	7	9	\$750K	\$629K	\$742K	\$613K	53	52	\$232	\$261	101.7%	101.1%	8	5	1.1
Dec '22	11	9	\$570K	\$584K	\$527K	\$554K	52	44	\$288	\$293	100.9%	101.3%	6	1	0.5
Nov '22	10	11	\$567K	\$597K	\$569K	\$614K	50	34	\$264	\$287	100.6%	101.5%	11	8	1.1
Oct '22	7	12	\$615K	\$650K	\$564K	\$673K	31	23	\$326	\$303	102.2%	102.0%	14	6	2.0
Sep '22	16	13	\$607K	\$662K	\$708K	\$698K	21	21	\$270	\$290	101.6%	102.5%	24	7	1.5
Aug '22	13	10	\$726K	\$735K	\$745K	\$737K	18	22	\$314	\$281	102.3%	102.9%	20	15	1.5
Jul '22	9	9	\$652K	\$713K	\$641K	\$706K	24	26	\$285	\$262	103.6%	104.0%	19	15	2.1
Jun '22	8	9	\$828K	\$681K	\$822K	\$695K	24	26	\$243	\$265	102.8%	105.1%	18	17	2.3
May '22	11	8	\$660K	\$617K	\$652K	\$663K	30	31	\$257	\$296	105.5%	105.7%	10	8	0.9
Apr '22	7	7	\$555K	\$572K	\$609K	\$625K	25	32	\$294	\$266	107.0%	105.1%	10	10	1.4
Mar '22	7	7	\$635K	\$587K	\$725K	\$631K	38	34	\$338	\$251	104.6%	103.8%	7	11	1.0
Feb '22	6	9	\$525K	\$581K	\$540K	\$606K	32	29	\$166	\$216	103.7%	102.6%	10	5	1.7
Jan '22	9	10	\$600K	\$587K	\$627K	\$632K	32	31	\$248	\$257	103.1%	101.5%	12	8	1.3
Dec '21	12	11	\$617K	\$609K	\$650K	\$646K	24	28	\$233	\$265	101.2%	100.6%	12	4	1.0
Nov '21	9	11	\$542K	\$588K	\$618K	\$624K	36	30	\$290	\$276	100.3%	101.0%	14	15	1.6
Oct '21	13	15	\$666K	\$627K	\$670K	\$635K	25	25	\$273	\$271	100.3%	101.4%	12	10	0.9
Sep '21	12	16	\$555K	\$623K	\$582K	\$646K	28	32	\$265	\$256	102.3%	101.6%	15	9	1.3
Aug '21	19	20	\$660K	\$648K	\$654K	\$683K	21	31	\$274	\$272	101.6%	101.7%	17	19	0.9
Jul '21	16	19	\$654K	\$595K	\$701K	\$677K	47	34	\$230	\$307	101.0%	101.6%	17	13	1.1
Jun '21	25	16	\$630K	\$562K	\$693K	\$623K	26	34	\$312	\$321	102.6%	100.9%	23	20	0.9
May '21	17	11	\$500K	\$543K	\$636K	\$603K	30	42	\$379	\$287	101.2%	100.1%	24	19	1.4
Apr '21	5	7	\$555K	\$556K	\$540K	\$608K	47	41	\$273	\$252	99.0%	99.0%	26	25	5.2
Mar '21	11	7	\$572K	\$579K	\$632K	\$638K	50	34	\$208	\$231	100.2%	99.2%	23	20	2.1
Feb '21	5	10	\$540K	\$567K	\$652K	\$613K	26	33	\$276	\$261	97.8%	98.4%	22	7	4.4
Jan '21	5	13	\$625K	\$560K	\$629K	\$586K	25	42	\$209	\$245	99.6%	98.9%	23	15	4.6
Dec '20	19	16	\$535K	\$517K	\$558K	\$553K	49	50	\$298	\$260	97.7%	98.3%	17	6	0.9
Nov '20	15	16	\$519K	\$518K	\$569K	\$555K	51	60	\$228	\$242	99.3%	98.3%	24	11	1.6
Oct '20	14	19	\$497K	\$513K	\$531K	\$558K	50	62	\$254	\$248	97.9%	97.4%	38	21	2.7
Sep '20	20	17	\$537K	\$569K	\$565K	\$604K	79	61	\$245	\$248	97.6%	97.6%	36	18	1.8
Aug '20	22	12	\$505K	\$544K	\$578K	\$582K	58	66	\$244	\$230	96.8%	96.6%	32	13	1.5
Jul '20	10	7	\$665K	\$593K	\$667K	\$601K	45	87	\$254	\$218	98.3%	96.8%	40	19	4.0
Jun '20	3	5	\$460K	\$564K	\$500K	\$593K	94	92	\$192	\$202	94.7%	96.3%	47	27	15.7
May '20	8	7	\$654K	\$561K	\$636K	\$583K	122	96	\$208	\$210	97.5%	96.6%	51	17	6.4
Apr '20	4	7	\$577K	\$490K	\$643K	\$531K	61	76	\$206	\$254	96.8%	95.6%	43	8	10.8
Mar '20	10	8	\$450K	\$460K	\$468K	\$486K	106	83	\$215	\$306	95.4%	96.1%	43	15	4.3
Feb '20	6	8	\$441K	\$475K	\$481K	\$484K	62	67	\$342	\$287	94.7%	95.7%	39	16	6.5

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