



CHERIE
BERGER
TEAM

June 2023

Green Brook Market Insights

GREEN BROOK
MARKET INSIGHTS

Market Profile & Trends Overview

The table belows shows data & statistics for June 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	9	-18%	-18%	-40%	-31%	-48%	-	-
	MEDIAN PRICE	\$555,000	-3%	-9%	-11%	-11%	-7%	-	-
	AVERAGE PRICE	\$576,989	1%	-16%	-18%	-19%	-17%	-	-
	PRICE PER SQFT	\$0	0%	0%	0%	0%	0%	-	-
	MONTHS OF SUPPLY	0.8	-86%	-84%	-50%	-48%	-59%	-	-
New Listings	# OF PROPERTIES	9	-25%	-7%	-10%	0%	-19%	47	-40.5%
	MEDIAN PRICE	\$589,900	4%	-12%	0%	-7%	17%	\$599,900	16.5%
	AVERAGE PRICE	\$670,189	10%	-11%	0%	0%	11%	\$701,818	7.6%
	PRICE PER SQFT	\$289	5%	5%	7%	29%	25%	\$277	5.7%
Sales	# OF PROPERTIES	12	500%	350%	20%	47%	24%	30	-50.8%
	MEDIAN PRICE	\$692,500	-11%	-10%	34%	16%	31%	\$692,500	35.8%
	AVERAGE PRICE	\$807,125	4%	5%	30%	22%	37%	\$747,580	25.4%
	PRICE PER SQFT	\$291	-10%	2%	3%	14%	18%	\$257	6.6%
	SALE-TO-LIST RATIO	105.5%	4.1%	5%	1.3%	5.3%	5.5%	102.0%	2.1%

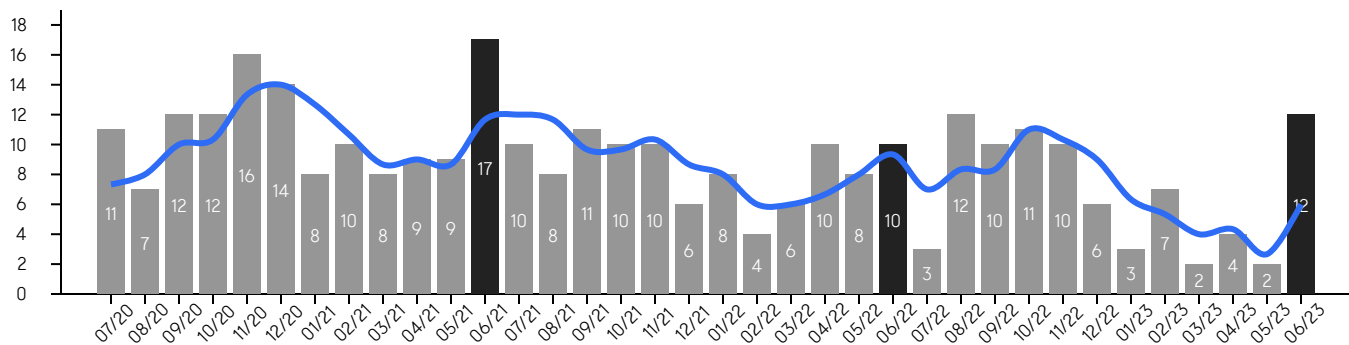
Green Brook

JUNE 2023

Property Sales

There were 12 sales in June 2023, a change of 20% from 10 in June 2022 and 500% from the 2 sales last month. Compared to June 2021 and 2022, sales were mid level. There have been 30 year-to-date (YTD) sales, which is -50.8% lower than last year's year-to-date sales of 61.

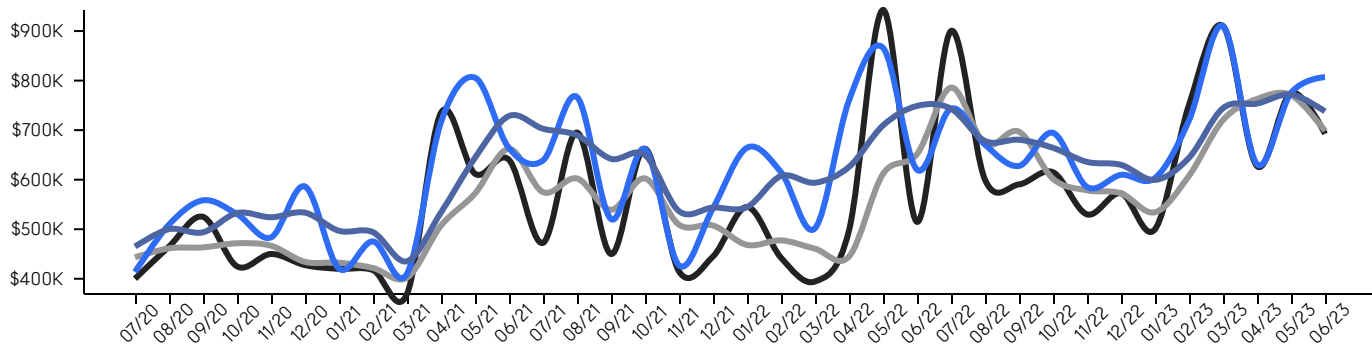
■ 3-Month Average



Property Prices

The median sales price in June 2023 was \$692,500, a change of 34% from \$515,000 in June 2022, and a change of -11% from \$775,000 last month. The average sales price in June 2023 was \$807,125, a change of 30% from \$620,150 in June 2022, and a change of 4% from \$775,000 last month, and was at its highest level compared to 2022 and 2021.

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



© 2022. Based on information from Garden State MLS, LLC for the period of January 2018 through June 2023. 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.

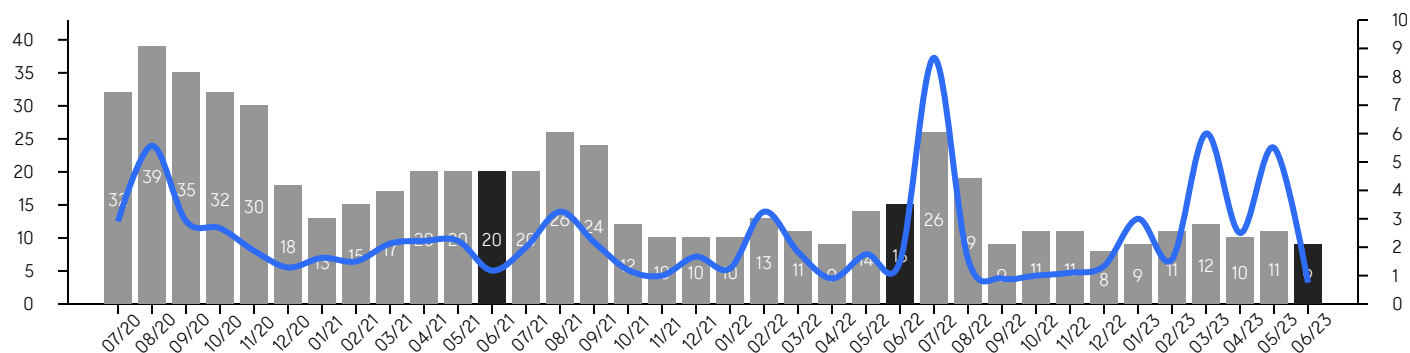
Green Brook

JUNE 2023

Inventory & MSI

The total inventory of properties available for sale as of June 2023 was 9, a difference of -18% from last month, and -40% from 15 in June 2022, and was at its lowest level compared to 2022 and 2021. The months of supply inventory (MSI) was at 0.8 months, a similar level compared to 2022 and 2021. A comparatively lower MSI benefits sellers, while a higher MSI benefits buyers.

■ MSI

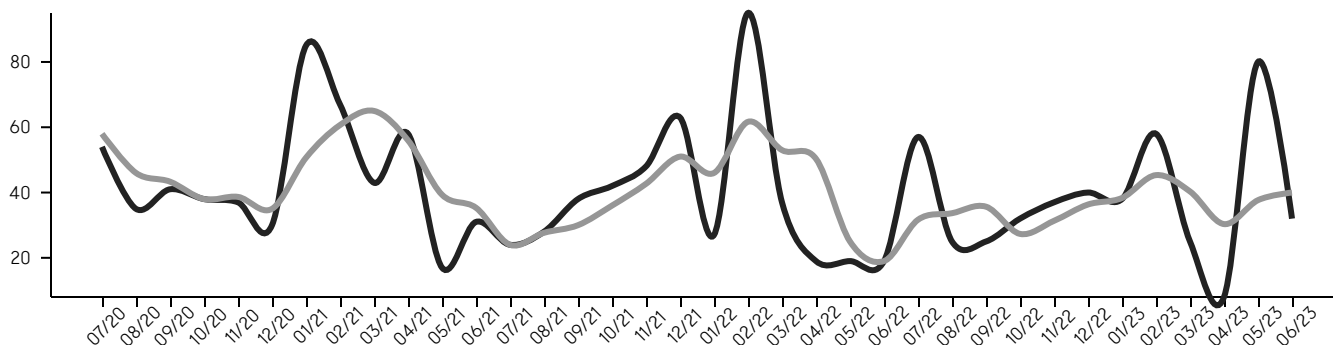


Market Time

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 June 2023 was 32, a change of -60% from 80 days last month, and 68% from 19 days in June 2022, and was at its lowest level compared to 2022 and 2021.

■ Average

■ Average (3-Month)



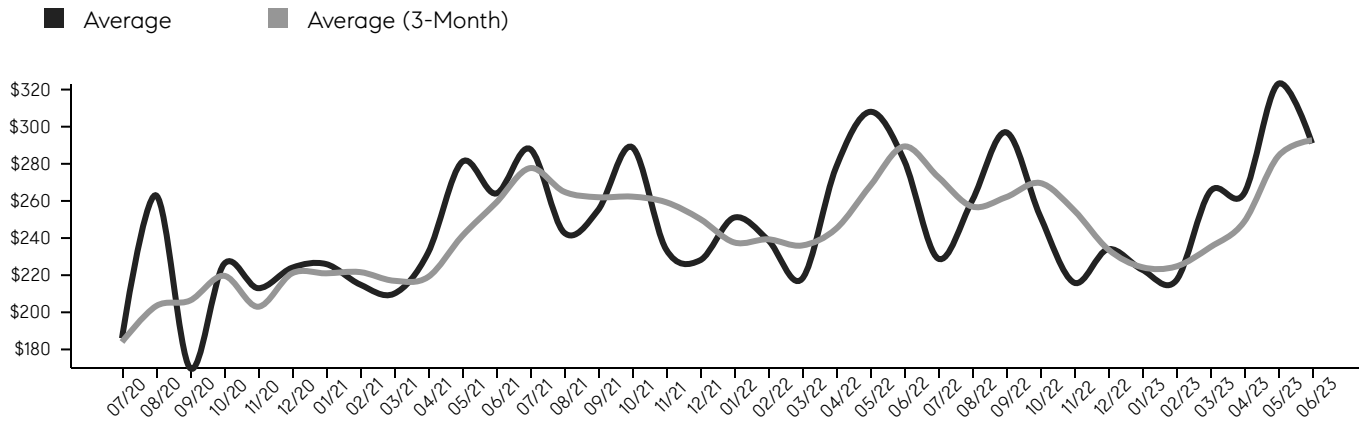
© 2022. Based on information from Garden State MLS, LLC for the period of January 2018 through June 2023. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Data maintained by the MLS may not reflect all real estate activity in the market.

Green Brook

JUNE 2023

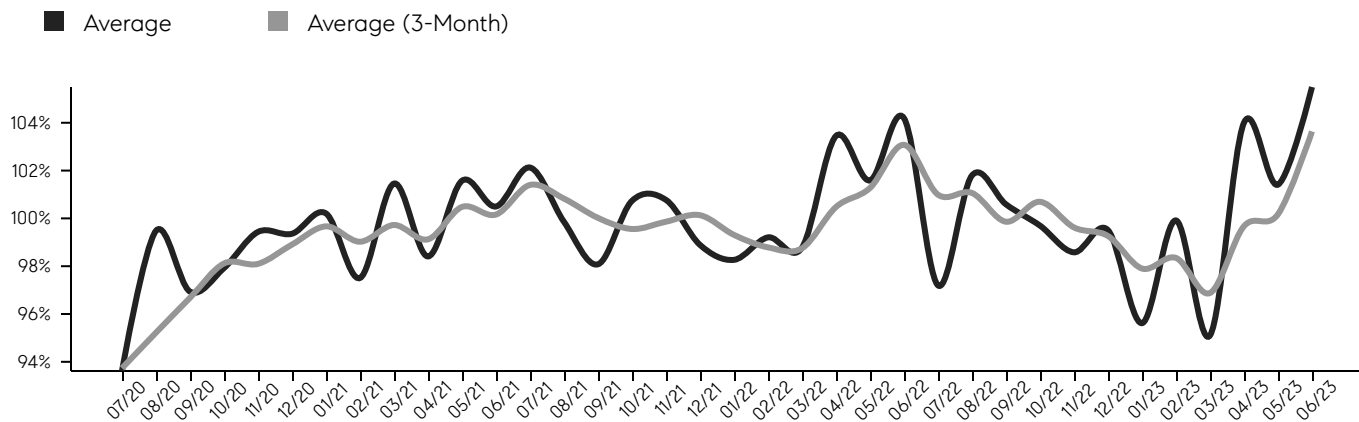
Selling Price Per Square Foot

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 June 2023 selling price vs. listing price ratio was 105.5%, compared to 101.4% last month, and 104.2% in June 2022.



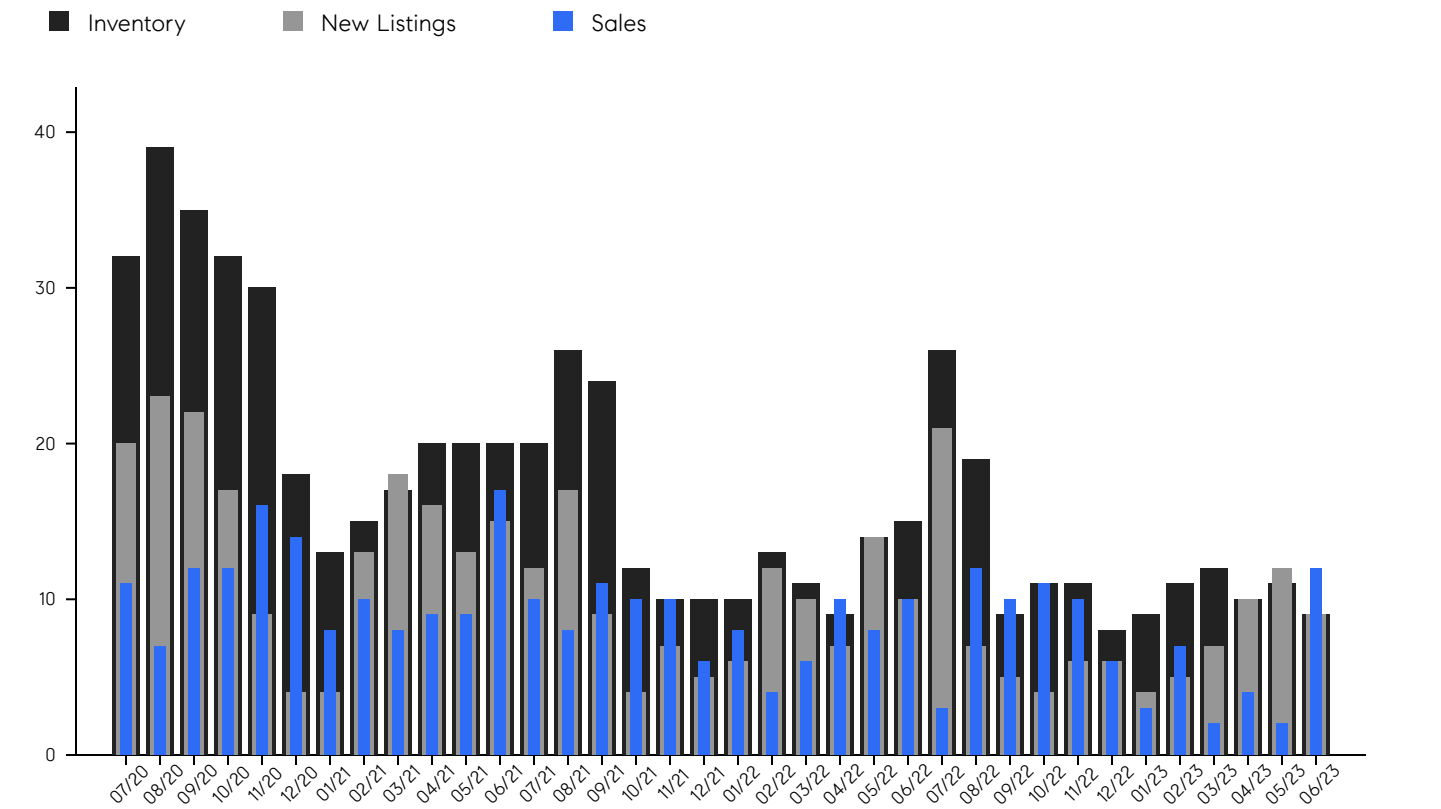
© 2022. Based on information from Garden State MLS, LLC for the period of January 2018 through June 2023. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Data maintained by the MLS may not reflect all real estate activity in the market.

Green Brook

JUNE 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 June 2023 was 9, a change of -25% from 12 last month and -10% from 10 in June 2022.



© 2022. Based on information from Garden State MLS, LLC for the period of January 2018 through June 2023. 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.

Green Brook

JUNE 2023

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
Jun '23	12	6	\$692K	\$698K	\$807K	\$738K	32	40	\$291	\$293	105.5%	103.6%	9	9	0.8
May '23	2	3	\$775K	\$771K	\$775K	\$772K	80	38	\$323	\$284	101.4%	100.2%	11	12	5.5
Apr '23	4	4	\$627K	\$763K	\$631K	\$754K	8	30	\$264	\$249	104.0%	99.7%	10	10	2.5
Mar '23	2	4	\$910K	\$720K	\$910K	\$744K	25	40	\$265	\$235	95.1%	96.9%	12	7	6.0
Feb '23	7	5	\$751K	\$608K	\$719K	\$644K	58	45	\$217	\$225	99.9%	98.3%	11	5	1.6
Jan '23	3	6	\$500K	\$534K	\$603K	\$600K	38	38	\$223	\$224	95.6%	97.9%	9	4	3.0
Dec '22	6	9	\$572K	\$573K	\$609K	\$630K	40	36	\$234	\$234	99.5%	99.3%	8	6	1.3
Nov '22	10	10	\$530K	\$579K	\$585K	\$636K	37	31	\$216	\$255	98.6%	99.6%	11	6	1.1
Oct '22	11	11	\$615K	\$602K	\$694K	\$664K	32	27	\$252	\$270	99.7%	100.7%	11	4	1.0
Sep '22	10	8	\$590K	\$697K	\$627K	\$681K	25	36	\$297	\$262	100.6%	99.9%	9	5	0.9
Aug '22	12	8	\$600K	\$672K	\$670K	\$678K	25	34	\$260	\$257	101.8%	101.1%	19	7	1.6
Jul '22	3	7	\$900K	\$786K	\$743K	\$743K	57	32	\$229	\$273	97.2%	101.0%	26	21	8.7
Jun '22	10	9	\$515K	\$652K	\$620K	\$749K	19	19	\$282	\$289	104.2%	103.1%	15	10	1.5
May '22	8	8	\$942K	\$612K	\$866K	\$709K	19	25	\$308	\$268	101.6%	101.3%	14	14	1.8
Apr '22	10	7	\$497K	\$445K	\$760K	\$626K	19	50	\$278	\$245	103.4%	100.5%	9	7	0.9
Mar '22	6	6	\$394K	\$461K	\$501K	\$594K	37	53	\$218	\$236	98.8%	98.7%	11	10	1.8
Feb '22	4	6	\$442K	\$478K	\$615K	\$607K	95	62	\$239	\$239	99.2%	98.8%	13	12	3.3
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	\$206	96.9%	96.7%	35	22	2.9
Aug '20	7	8	\$465K	\$462K	\$509K	\$500K	35	46	\$263	\$203	99.5%	95.2%	39	23	5.6
Jul '20	11	7	\$400K	\$443K	\$413K	\$465K	54	58	\$186	\$184	93.6%	93.7%	32	20	2.9

© 2022. Based on information from Garden State MLS, LLC for the period of January 2018 through June 2023. 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



Karla Gary

karla.gary@compass.com

M: 908.285.3813

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.