

CHERIE  
BERGER  
TEAM

April 2024

Long Hill  
Market Insights



### Market Profile & Trends Overview

The table belows shows data & statistics for April 2024 (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	17	89%	82%	31%	108%	11%	-	-
	MEDIAN PRICE	\$715,000	15%	7%	-5%	10%	11%	-	-
	AVERAGE PRICE	\$796,523	14%	5%	6%	7%	18%	-	-
	PRICE PER SQFT	\$332	38%	21%	2%	6%	25%	-	-
	MONTHS OF SUPPLY	5.7	215%	197%	292%	-69%	236%	-	-
New Listings	# OF PROPERTIES	14	367%	282%	0%	85%	32%	25	-35.9%
	MEDIAN PRICE	\$732,500	-1%	-1%	-1%	15%	18%	\$715,000	12.6%
	AVERAGE PRICE	\$780,493	6%	7%	9%	12%	20%	\$758,750	17.4%
	PRICE PER SQFT	\$351	0%	131%	29%	39%	76%	\$302	9.0%
Sales	# OF PROPERTIES	3	-40%	-40%	-67%	-57%	-68%	18	-37.9%
	MEDIAN PRICE	\$1,210,000	102%	59%	61%	88%	95%	\$767,500	28.8%
	AVERAGE PRICE	\$1,153,333	83%	52%	61%	72%	79%	\$807,488	28.5%
	PRICE PER SQFT	\$332	6%	57%	16%	19%	21%	\$322	15.4%
	SALE-TO-LIST RATIO	106.0%	2.0%	3%	3.7%	3.0%	2.9%	103.7%	-0.8%

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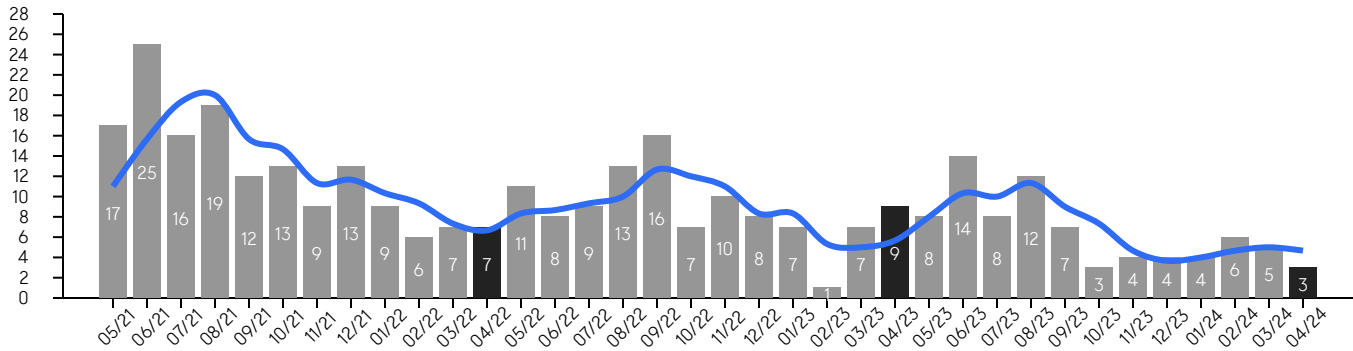
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## Property Sales

There were 3 sales in April 2024, a change of -67% from 9 in April 2023 and -40% from the 5 sales last month. Compared to April 2022 and 2023, sales were at their lowest level. There have been 18 year-to-date (YTD) sales, which is -37.9% lower than last year's year-to-date sales of 29.

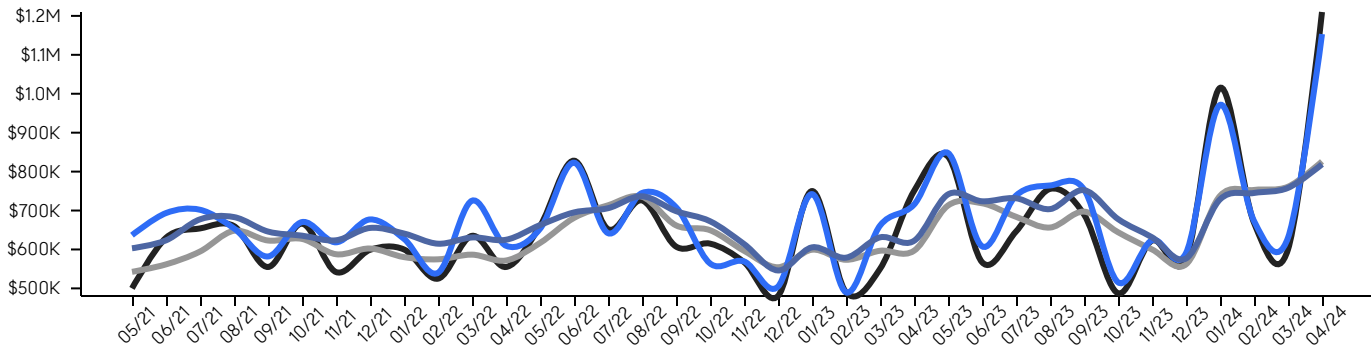
■ 3-Month Average



## Property Prices

The median sales price in April 2024 was \$1,210,000, a change of 61% from \$750,000 in April 2023, and a change of 102% from \$600,000 last month. The average sales price in April 2024 was \$1,153,333, a change of 61% from \$715,200 in April 2023, and a change of 83% from \$630,000 last month, and was at its highest level compared to 2023 and 2022.

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



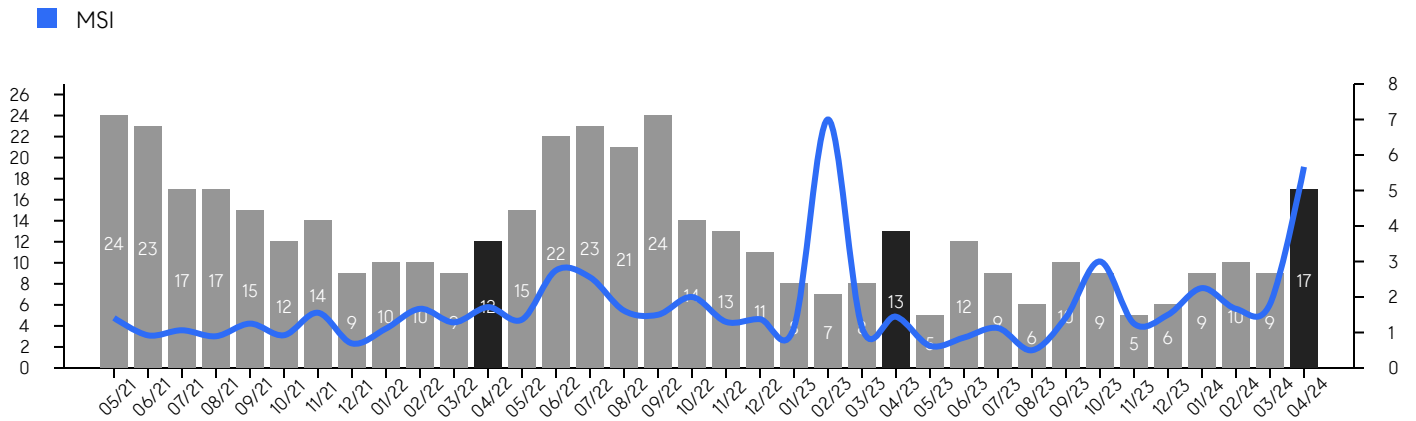
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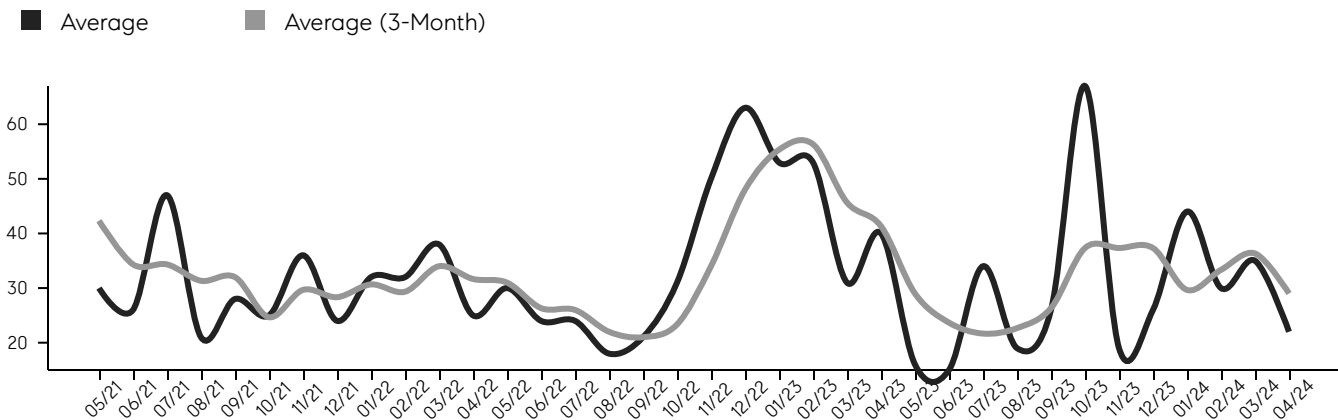
## Inventory & MSI

The total inventory of properties available for sale as of April 2024 was 17, a difference of 89% from - last month, and 31% from 13 in April 2023, and was at its highest level compared to 2023 and 2022. The months of supply inventory (MSI) was at 5.7 months, a similar level compared to 2023 and 2022. 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 April 2024 was 22, a change of -37% from 35 days last month, and -45% from 40 days in April 2023, and was at its lowest level compared to 2023 and 2022.



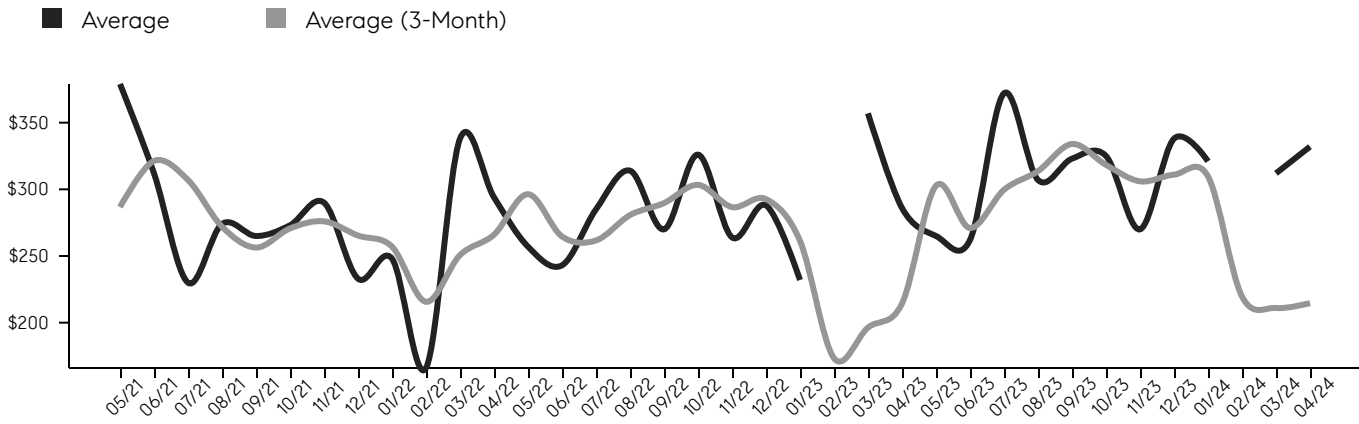
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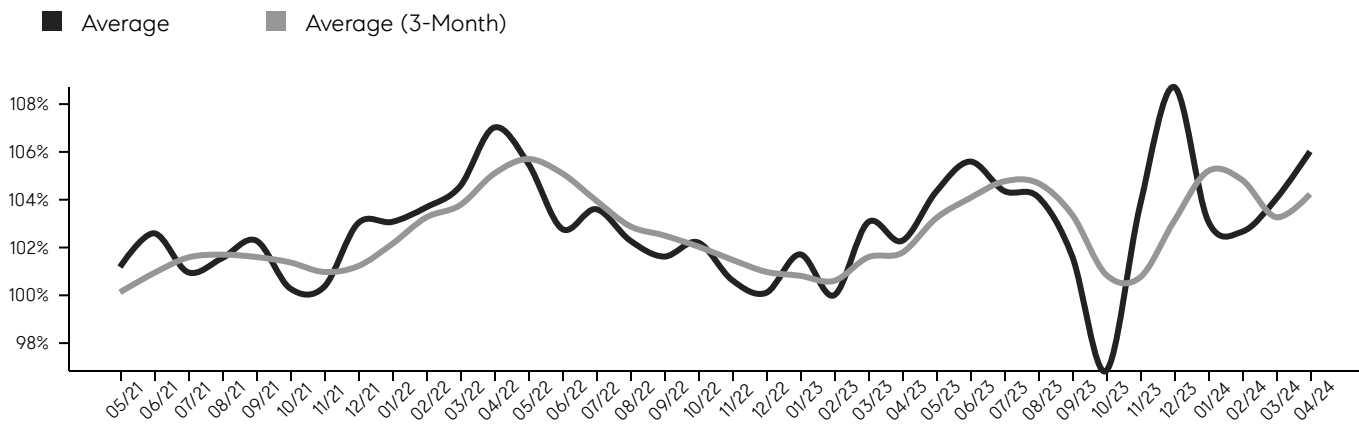
## Selling Price Per Square Foot

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 April 2024 selling price vs. listing price ratio was 106.0%, compared to 104.0% last month, and 102.3% in April 2023.



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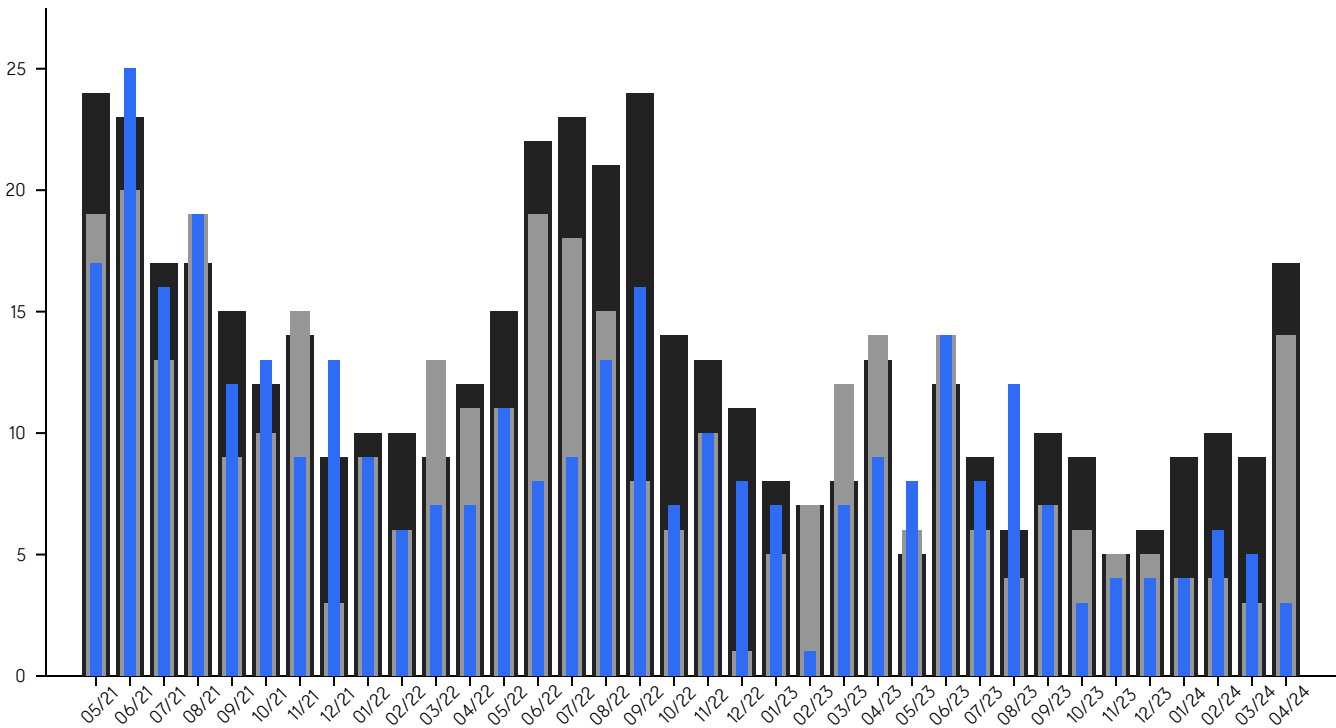
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## Inventory, New Listings & Sales

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 April 2024 was 14, a change of 367% from 3 last month and 0% from 14 in April 2023.

Inventory
  New Listings
  Sales



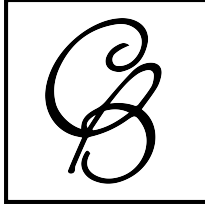
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MONTH	# OF SALES	3-MO AVG	MEDIAN SALE PRICE	3-MO AVG	AVERAGE SALE PRICE	3-MO AVG	DAYS ON MARKET	3-MO AVG	AVERAGE PPSF	3-MO AVG	SALE / LIST	3-MO AVG	INV	NEW LISTINGS	MSI
Apr '24	3	5	\$1.2M	\$826K	\$1.1M	\$819K	22	29	\$332	\$215	106.0%	104.2%	17	14	5.7
Mar '24	5	5	\$600K	\$761K	\$630K	\$758K	35	36	\$312	\$211	104.0%	103.3%	9	3	1.8
Feb '24	6	5	\$668K	\$753K	\$673K	\$745K	30	33	\$0	\$220	102.7%	104.8%	10	4	1.7
Jan '24	4	4	\$1.0M	\$738K	\$971K	\$729K	44	30	\$321	\$310	103.1%	105.2%	9	4	2.3
Dec '23	4	4	\$575K	\$562K	\$590K	\$577K	26	37	\$338	\$311	108.7%	103.1%	6	5	1.5
Nov '23	4	5	\$622K	\$600K	\$623K	\$631K	19	37	\$270	\$306	103.7%	100.7%	5	5	1.3
Oct '23	3	7	\$487K	\$644K	\$515K	\$678K	67	37	\$325	\$318	96.8%	100.9%	9	6	3.0
Sep '23	7	9	\$690K	\$697K	\$754K	\$752K	26	26	\$323	\$334	101.7%	103.4%	10	7	1.4
Aug '23	12	11	\$755K	\$656K	\$764K	\$704K	19	23	\$307	\$314	104.1%	104.7%	6	4	0.5
Jul '23	8	10	\$645K	\$684K	\$738K	\$731K	34	22	\$372	\$300	104.4%	104.8%	9	6	1.1
Jun '23	14	10	\$567K	\$719K	\$608K	\$724K	15	24	\$262	\$271	105.6%	104.1%	12	14	0.9
May '23	8	8	\$838K	\$713K	\$847K	\$741K	16	29	\$265	\$303	104.3%	103.2%	5	6	0.6
Apr '23	9	6	\$750K	\$597K	\$715K	\$622K	40	41	\$286	\$214	102.3%	101.8%	13	14	1.4
Mar '23	7	5	\$550K	\$597K	\$661K	\$631K	31	46	\$357	\$196	103.1%	101.6%	8	12	1.1
Feb '23	1	5	\$490K	\$573K	\$490K	\$579K	53	56	\$0	\$173	100.0%	100.6%	7	7	7.0
Jan '23	7	8	\$750K	\$599K	\$742K	\$605K	53	55	\$232	\$261	101.7%	100.8%	8	5	1.1
Dec '22	8	8	\$480K	\$554K	\$504K	\$546K	63	48	\$288	\$293	100.1%	101.0%	11	1	1.4
Nov '22	10	11	\$567K	\$597K	\$569K	\$614K	50	34	\$264	\$287	100.6%	101.5%	13	10	1.3
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	8	1.5
Aug '22	13	10	\$726K	\$735K	\$745K	\$737K	18	22	\$314	\$281	102.3%	102.9%	21	15	1.6
Jul '22	9	9	\$652K	\$713K	\$641K	\$706K	24	26	\$285	\$262	103.6%	104.0%	23	18	2.6
Jun '22	8	9	\$828K	\$681K	\$822K	\$695K	24	26	\$243	\$265	102.8%	105.1%	22	19	2.8
May '22	11	8	\$660K	\$617K	\$652K	\$663K	30	31	\$257	\$296	105.5%	105.7%	15	11	1.4
Apr '22	7	7	\$555K	\$572K	\$609K	\$625K	25	32	\$294	\$266	107.0%	105.1%	12	11	1.7
Mar '22	7	7	\$635K	\$587K	\$725K	\$631K	38	34	\$338	\$251	104.6%	103.8%	9	13	1.3
Feb '22	6	9	\$525K	\$575K	\$540K	\$615K	32	29	\$166	\$216	103.7%	103.3%	10	6	1.7
Jan '22	9	10	\$600K	\$580K	\$627K	\$641K	32	31	\$248	\$257	103.1%	102.1%	10	9	1.1
Dec '21	13	12	\$599K	\$602K	\$677K	\$655K	24	28	\$233	\$265	103.0%	101.2%	9	3	0.7
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

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