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August 2024

Green Brook Market Insights

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AUGUST 2024

Market Profile & Trends Overview

The table belows shows data & statistics for August 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	14	-12%	40%	133%	89%	-8%	-	-
	MEDIAN PRICE	$911,250	0%	0%	88%	37%	33%	-	-
	AVERAGE PRICE	$1,141,957	2%	8%	71%	43%	52%	-	-
	PRICE PER SQFT	$437	7%	26%	35%	50%	57%	-	-
	MONTHS OF SUPPLY	N/A	0%	0%	0%	-60%	0%	-	-
New Listings	# OF PROPERTIES	0	0%	0%	0%	0%	0%	53	-46.5%
	MEDIAN PRICE	-	0%	0%	0%	0%	0%	$649,000	8.2%
	AVERAGE PRICE	-	0%	0%	0%	0%	0%	$814,570	15.1%
	PRICE PER SQFT	-	0%	0%	0%	0%	0%	$348	32.3%
Sales	# OF PROPERTIES	0	0%	0%	0%	0%	0%	38	-37.7%
	MEDIAN PRICE	-	0%	0%	0%	0%	0%	$572,500	9.0%
	AVERAGE PRICE	-	0%	0%	0%	0%	0%	$689,276	0.6%
	PRICE PER SQFT	-	0%	0%	0%	0%	0%	$324	26.1%
	SALE-TO-LIST RATIO	-	0.0%	0%	0.0%	0.0%	0.0%	103.5%	2.1%

# Green Brook

AUGUST 2024

Property Sales

There were 0 sales in August 2024, a change of 0% from 8 in August 2023 and 0% from the 2 sales last month. Compared to August 2022 and 2023, sales were at their lowest level. There have been 38 year-to-date (YTD) sales, which is -37.7% lower than last year's year-to-date sales of 61.
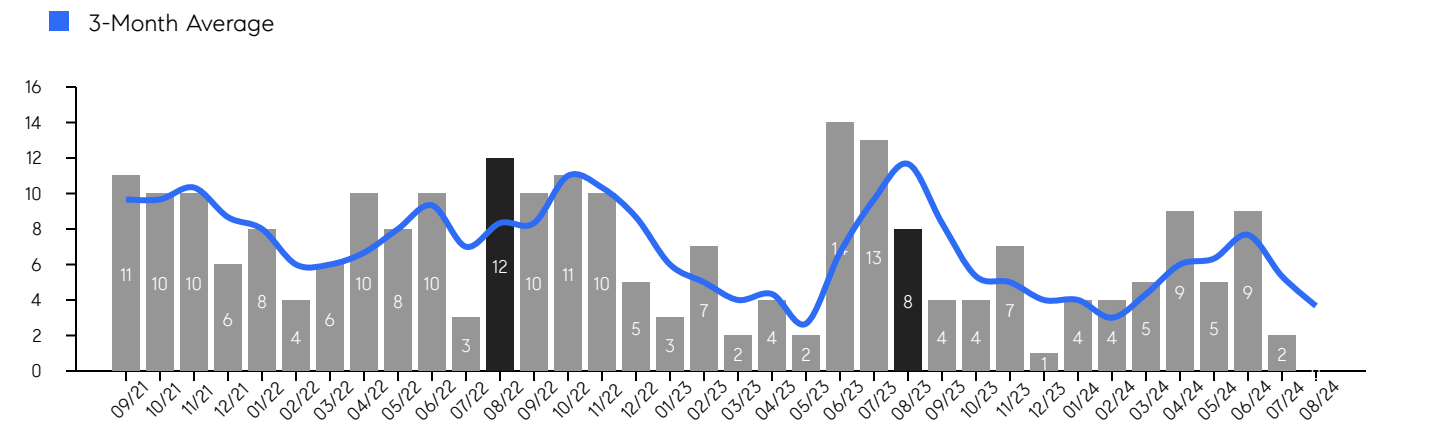
Property Prices

The median sales price in August 2024 was -, a change of 0% from $506,250 in August 2023, and a change of 0% from $411,000 last month. The average sales price in August 2024 was -, a change of 0% from $510,000 in August 2023, and a change of 0% from $411,000 last month, and was at its lowest level compared to 2023 and 2022.
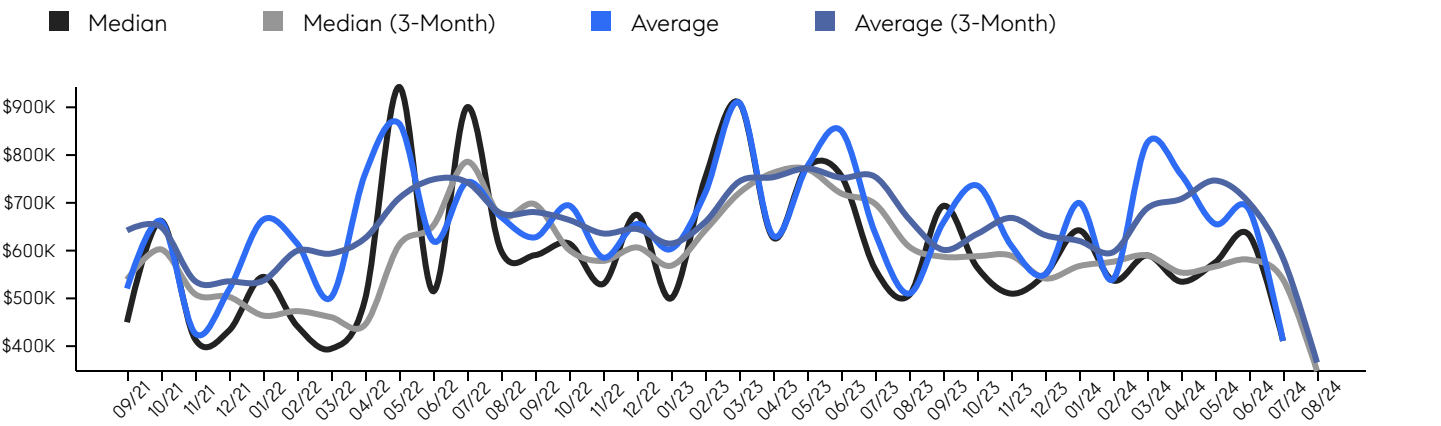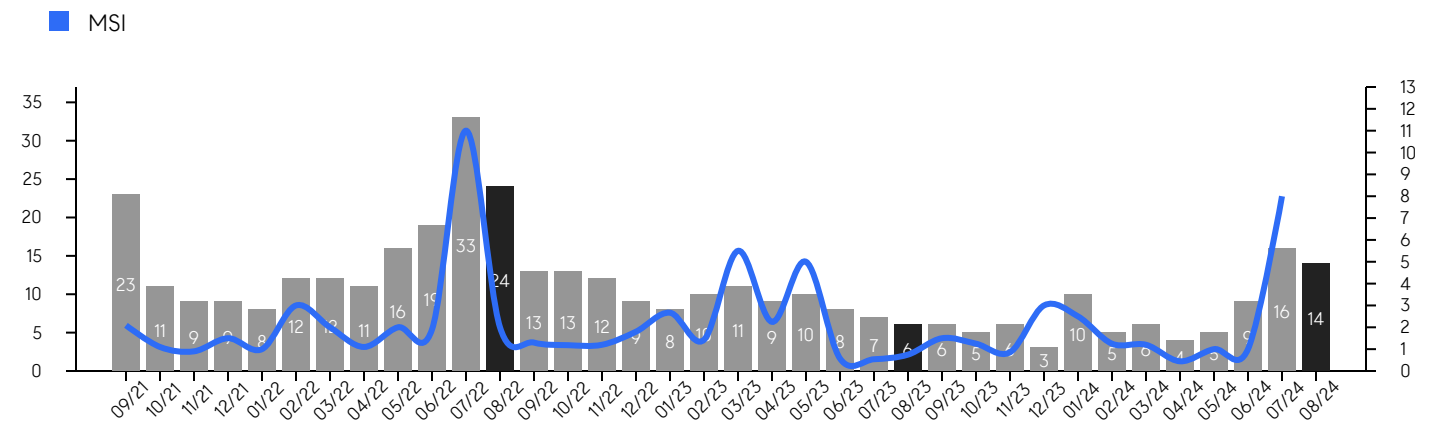

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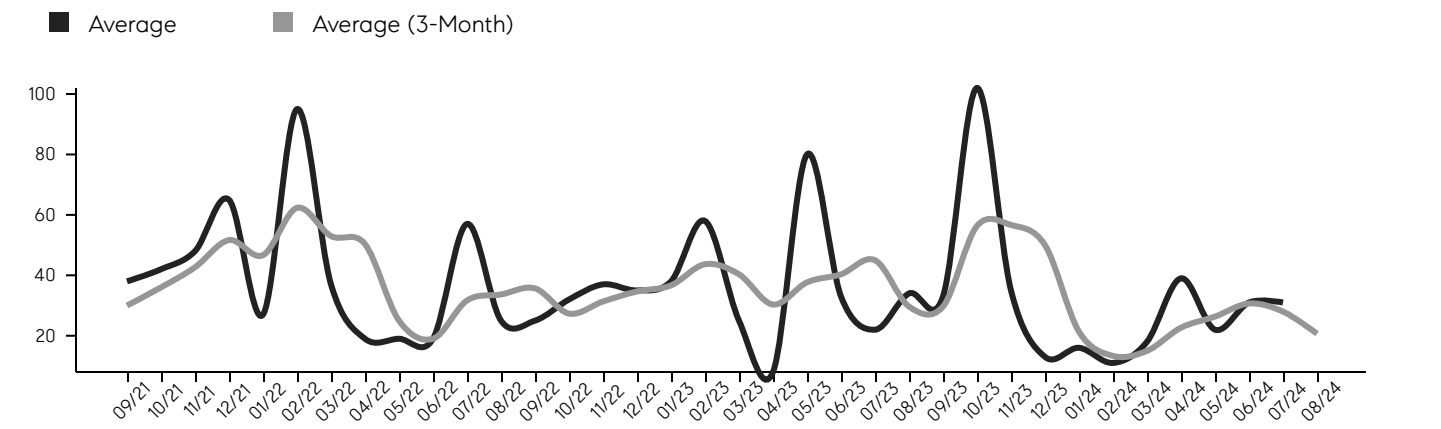
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AUGUST 2024

Inventory & MSI

The total inventory of properties available for sale as of August 2024 was 14, a difference of -12% from - last month, and 133% from 6 in August 2023, and was at mid level compared to 2023 and 2022. The months of supply inventory (MSI) was at N/A 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 August 2024 was -, a change of 0% from 31 days last month, and 0% from 34 days in August 2023, and was at its lowest level compared to 2023 and 2022.

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Green Brook

AUGUST 2024

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.

■ Average   ■ Average (3-Month)
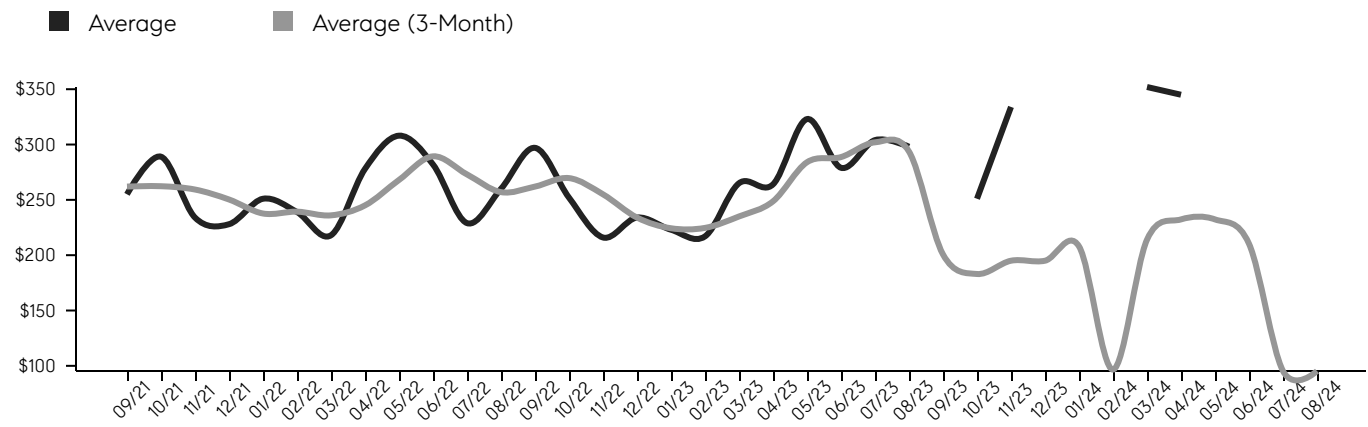
Selling Price vs. Listing Price

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 2024 selling price vs. listing price ratio was -, compared to 100.4% last month, and 102.8% in August 2023.
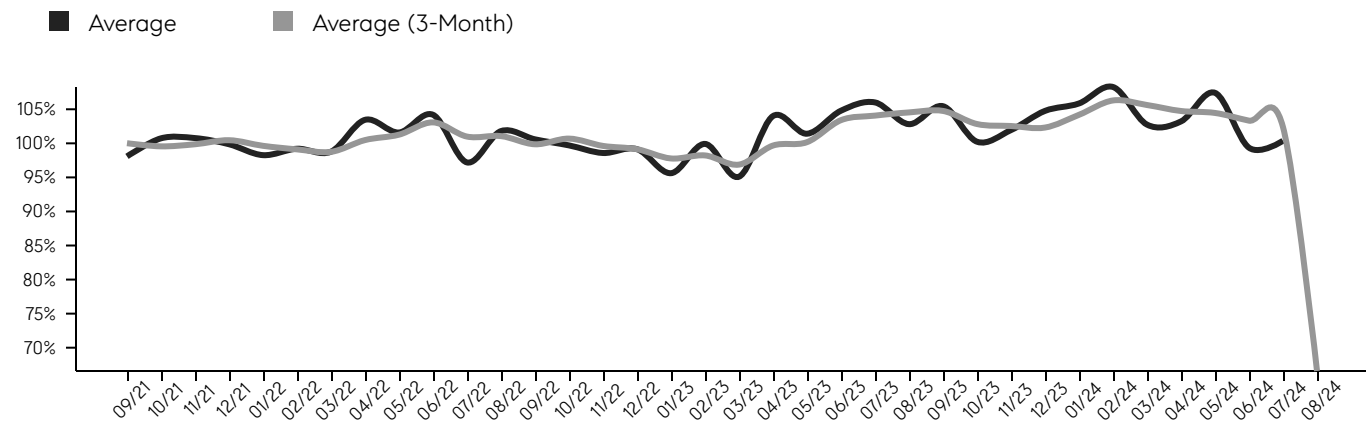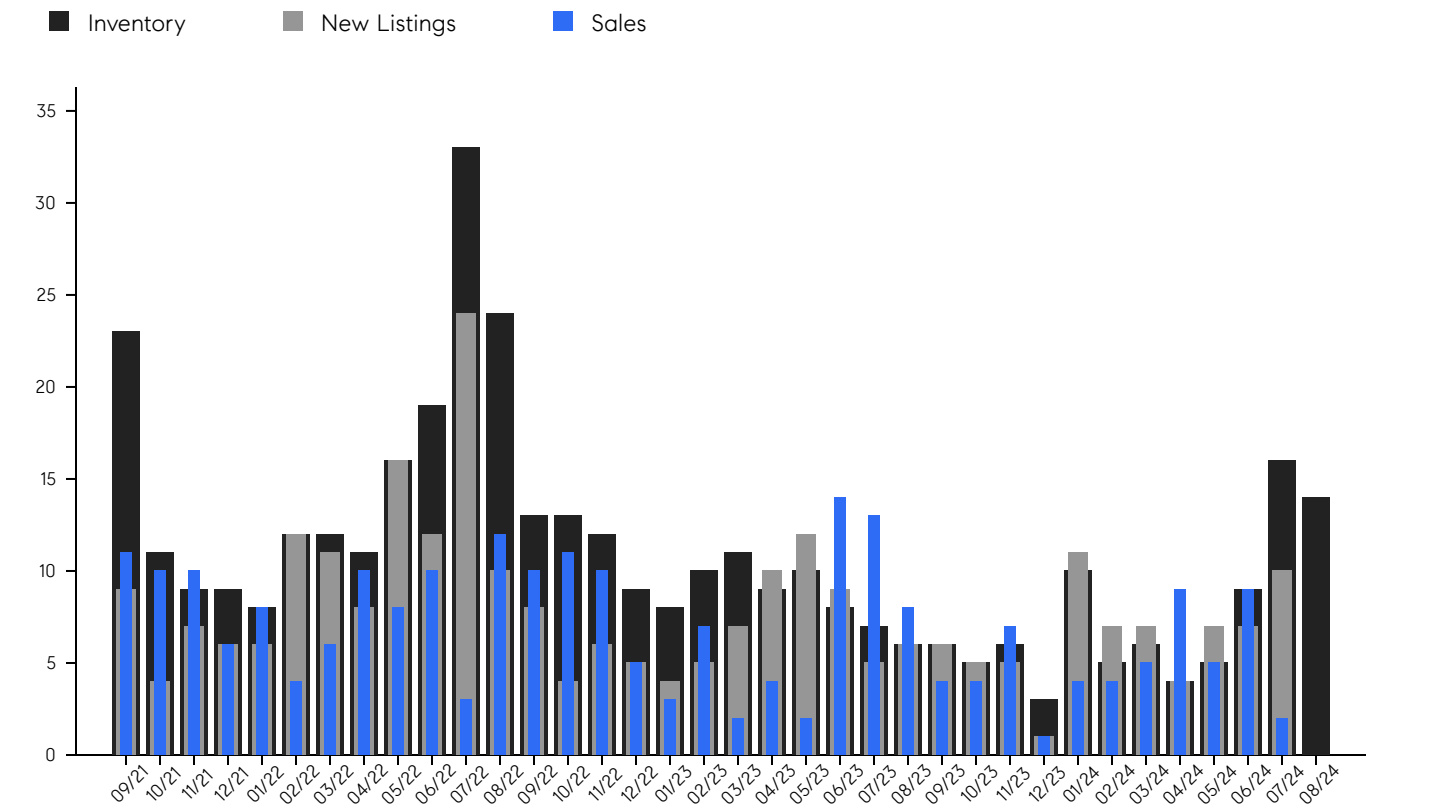
■ Average   ■ Average (3-Month)

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Green Brook

AUGUST 2024

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 2024 was 0, a change of 0% from 10 last month and 0% from 6 in August 2023.

■ Inventory ■ New Listings ■ Sales

Green Brook

AUGUST 2024

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 '24	0	4	-	$348K	-	$366K	-	21	-	$95	-	66.6%	14	0	N/A
Jul '24	2	5	$411K	$540K	$411K	$584K	31	28	$0	$95	100.4%	102.4%	16	10	8.0
Jun '24	9	8	$633K	$581K	$686K	$700K	31	31	$286	$210	99.4%	103.3%	9	7	1.0
May '24	5	6	$575K	$567K	$656K	$747K	22	26	$0	$232	107.4%	104.5%	5	7	1.0
Apr '24	9	6	$535K	$554K	$759K	$708K	39	23	$345	$232	103.2%	104.7%	4	4	0.4
Mar '24	5	4	$590K	$590K	$824K	$688K	18	15	$352	$214	102.8%	105.6%	6	7	1.2
Feb '24	4	3	$537K	$577K	$540K	$597K	11	13	$0	$97	108.3%	106.3%	5	7	1.3
Jan '24	4	4	$642K	$568K	$699K	$620K	16	21	$290	$208	105.9%	104.2%	10	11	2.5
Dec '23	1	4	$550K	$542K	$550K	$633K	13	50	$0	$195	104.8%	102.3%	3	1	3.0
Nov '23	7	5	$510K	$590K	$611K	$669K	35	57	$334	$195	101.9%	102.5%	6	5	0.9
Oct '23	4	5	$565K	$588K	$736K	$635K	102	56	$251	$183	100.2%	102.8%	5	5	1.3
Sep '23	4	8	$693K	$587K	$657K	$602K	33	30	$0	$201	105.5%	104.8%	6	6	1.5
Aug '23	8	12	$506K	$609K	$510K	$666K	34	30	$298	$294	102.8%	104.5%	6	6	0.8
Jul '23	13	10	$562K	$698K	$637K	$755K	22	45	$304	$302	106.0%	104.1%	7	5	0.5
Jun '23	14	7	$757K	$720K	$851K	$753K	33	40	$279	$289	104.8%	103.4%	8	9	0.6
May '23	2	3	$775K	$771K	$775K	$772K	80	38	$323	$284	101.4%	100.2%	10	12	5.0
Apr '23	4	4	$627K	$763K	$631K	$754K	8	30	$264	$249	104.0%	99.7%	9	10	2.3
Mar '23	2	4	$910K	$720K	$910K	$744K	25	40	$265	$235	95.1%	96.9%	11	7	5.5
Feb '23	7	5	$751K	$642K	$719K	$660K	58	44	$217	$225	99.9%	98.2%	10	5	1.4
Jan '23	3	6	$500K	$568K	$603K	$615K	38	37	$223	$224	95.6%	97.8%	8	4	2.7
Dec '22	5	9	$675K	$607K	$655K	$645K	35	35	$234	$234	99.1%	99.1%	9	5	1.8
Nov '22	10	10	$530K	$579K	$585K	$636K	37	31	$216	$255	98.6%	99.6%	12	6	1.2
Oct '22	11	11	$615K	$602K	$694K	$664K	32	27	$252	$270	99.7%	100.7%	13	4	1.2
Sep '22	10	8	$590K	$697K	$627K	$681K	25	36	$297	$262	100.6%	99.9%	13	8	1.3
Aug '22	12	8	$600K	$672K	$670K	$678K	25	34	$260	$257	101.8%	101.1%	24	10	2.0
Jul '22	3	7	$900K	$786K	$743K	$743K	57	32	$229	$273	97.2%	101.0%	33	24	11.0
Jun '22	10	9	$515K	$652K	$620K	$749K	19	19	$282	$289	104.2%	103.1%	19	12	1.9
May '22	8	8	$942K	$612K	$866K	$709K	19	25	$308	$268	101.6%	101.3%	16	16	2.0
Apr '22	10	7	$497K	$445K	$760K	$626K	19	50	$278	$245	103.4%	100.5%	11	8	1.1
Mar '22	6	6	$394K	$461K	$501K	$594K	37	53	$218	$236	98.8%	98.7%	12	11	2.0
Feb '22	4	6	$442K	$473K	$615K	$599K	95	62	$239	$239	99.2%	99.1%	12	12	3.0
Jan '22	8	8	$545K	$464K	$664K	$537K	27	47	$251	$238	98.3%	99.6%	8	6	1.0
Dec '21	6	9	$432K	$503K	$518K	$536K	65	52	$228	$250	99.9%	100.5%	9	6	1.5
Nov '21	10	10	$415K	$509K	$427K	$536K	48	43	$234	$259	100.8%	99.9%	9	7	0.9
Oct '21	10	10	$662K	$603K	$661K	$650K	42	36	$289	$262	100.7%	99.6%	11	4	1.1
Sep '21	11	10	$450K	$539K	$520K	$642K	38	30	$255	$262	98.1%	100.0%	23	9	2.1

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