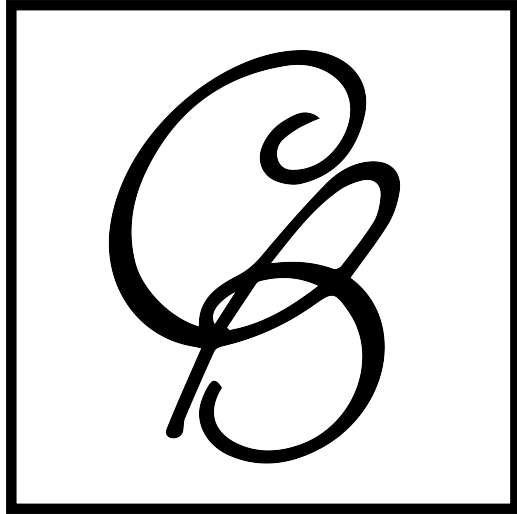




CHERIE
BERGER
TEAM

January 2025

Green Brook Market Insights

Green Brook

JANUARY 2025

Market Profile & Trends Overview

The table belows shows data & statistics for January 2025 (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	125%	35%	-10%	-2%	21%	-	-
	MEDIAN PRICE	\$649,900	16%	0%	-27%	-24%	-3%	-	-
	AVERAGE PRICE	\$903,322	0%	-3%	2%	-7%	13%	-	-
	PRICE PER SQFT	\$309	3%	-13%	2%	-1%	6%	-	-
	MONTHS OF SUPPLY	1.8	305%	4%	-28%	-55%	-15%	-	-
New Listings	# OF PROPERTIES	9	125%	93%	-18%	35%	44%	9	125.0%
	MEDIAN PRICE	\$489,900	6%	-7%	-30%	-26%	-20%	\$489,900	1.5%
	AVERAGE PRICE	\$719,878	-29%	-11%	-9%	-12%	6%	\$719,878	0.7%
	PRICE PER SQFT	\$328	3%	47%	9%	20%	37%	\$328	21.9%
Sales	# OF PROPERTIES	5	-44%	-6%	25%	2%	-13%	5	66.7%
	MEDIAN PRICE	\$507,000	-27%	-30%	-21%	-18%	-21%	\$507,000	1.4%
	AVERAGE PRICE	\$676,600	-13%	-13%	-3%	0%	-1%	\$676,600	12.1%
	PRICE PER SQFT	\$378	15%	29%	30%	69%	64%	\$378	69.5%
	SALE-TO-LIST RATIO	102.4%	4.4%	0%	-3.5%	-1.9%	0.5%	102.4%	7.1%

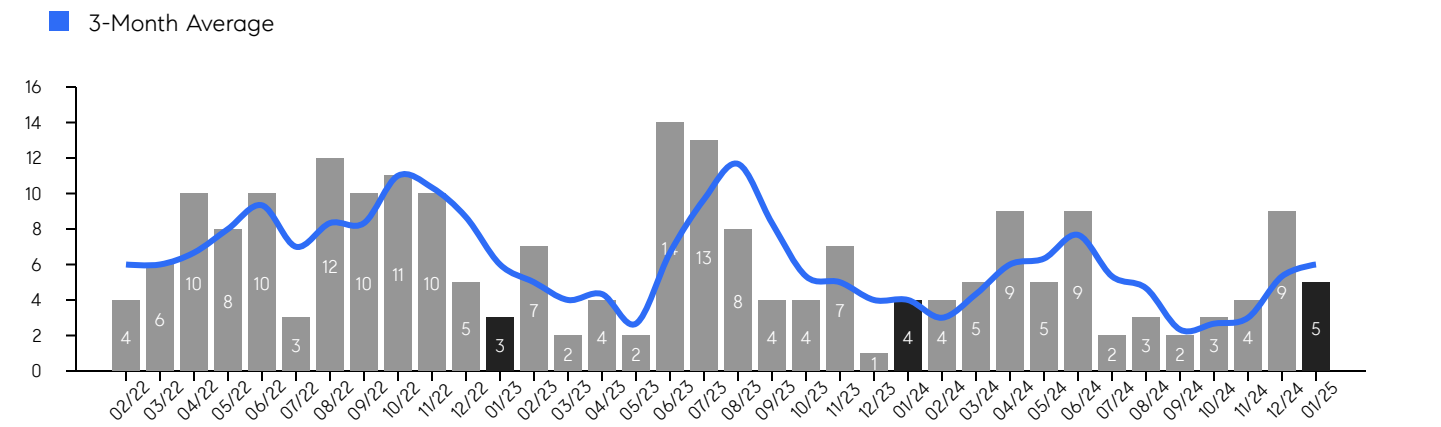
© 2025. Based on information from Garden State MLS, LLC for the period of January 2018 through January 2025. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Data maintained by the MLS may not reflect all real estate activity in the market.

Green Brook

JANUARY 2025

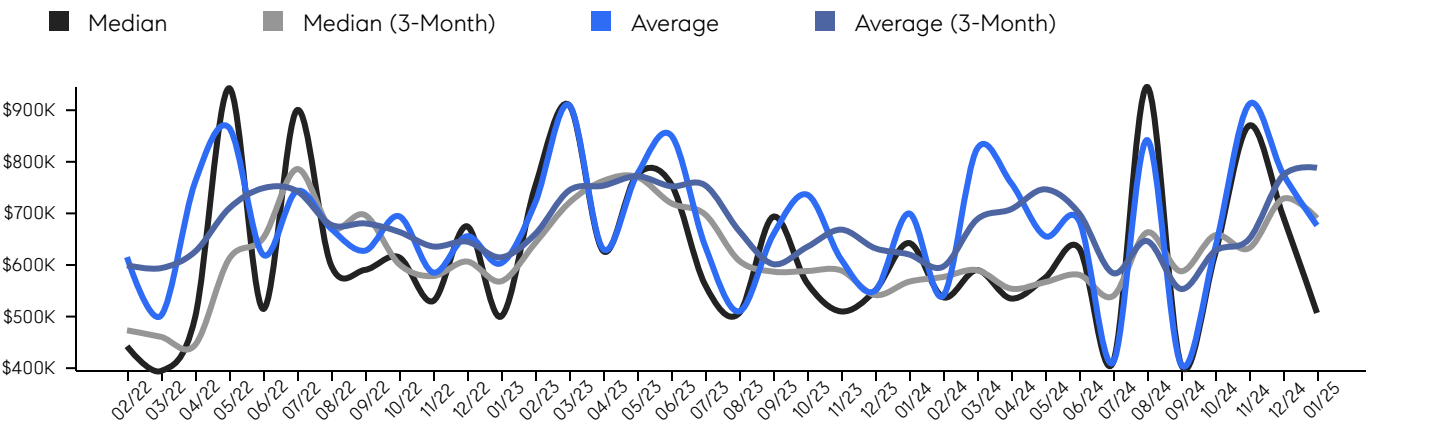
Property Sales

There were 5 sales in January 2025, a change of 25% from 4 in January 2024 and -44% from the 9 sales last month. Compared to January 2023 and 2024, sales were at their highest level. There have been 5 year-to-date (YTD) sales, which is 66.7% higher than last year's year-to-date sales of 3.



Property Prices

The median sales price in January 2025 was \$507,000, a change of -21% from \$642,500 in January 2024, and a change of -27% from \$695,000 last month. The average sales price in January 2025 was \$676,600, a change of -3% from \$699,875 in January 2024, and a change of -13% from \$776,878 last month, and was mid level compared to 2024 and 2023.



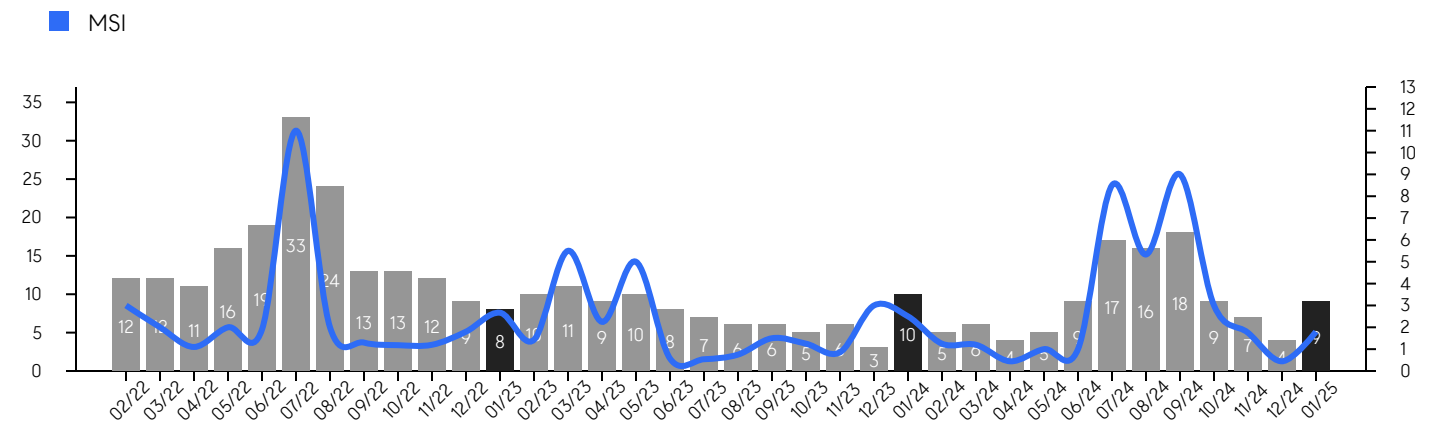
© 2025. Based on information from Garden State MLS, LLC for the period of January 2018 through January 2025. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Data maintained by the MLS may not reflect all real estate activity in the market.

Green Brook

JANUARY 2025

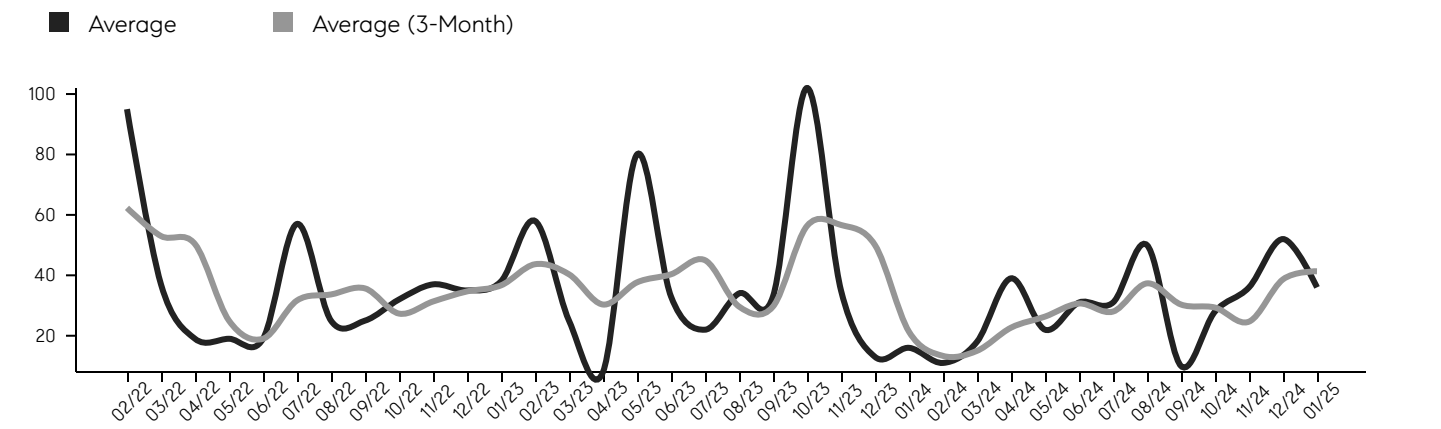
Inventory & MSI

The total inventory of properties available for sale as of January 2025 was 9, a difference of 125% from - last month, and -10% from 10 in January 2024, and was at mid level compared to 2024 and 2023. The months of supply inventory (MSI) was at 1.8 months, a similar level compared to 2024 and 2023. 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 January 2025 was 36, a change of -31% from 52 days last month, and 125% from 16 days in January 2024, and was at its lowest level compared to 2024 and 2023.



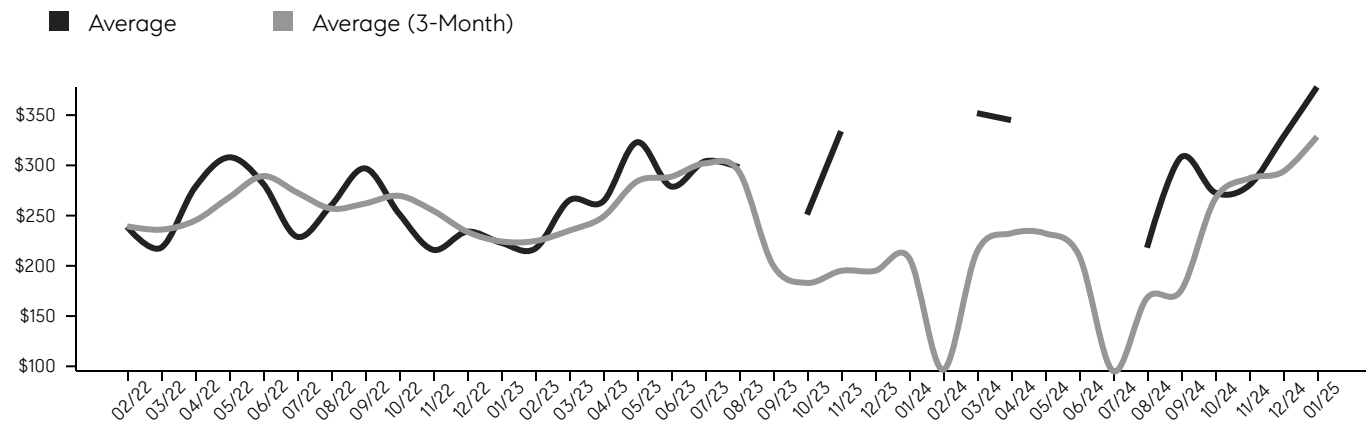
© 2025. Based on information from Garden State MLS, LLC for the period of January 2018 through January 2025. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Data maintained by the MLS may not reflect all real estate activity in the market.

Green Brook

JANUARY 2025

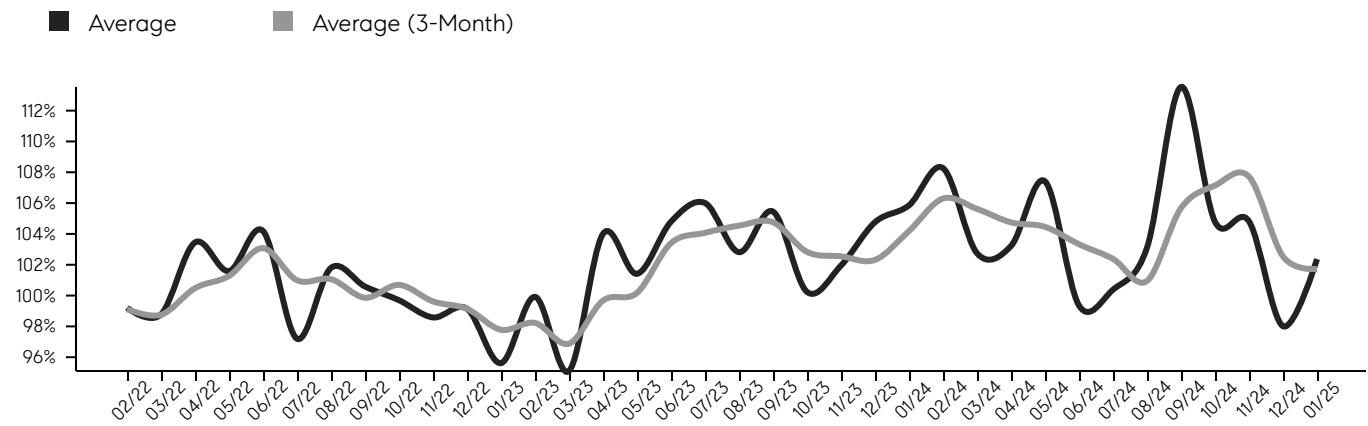
Selling Price Per Square Foot

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 2025 selling price vs. listing price ratio was 102.4%, compared to 98.0% last month, and 105.9% in January 2024.



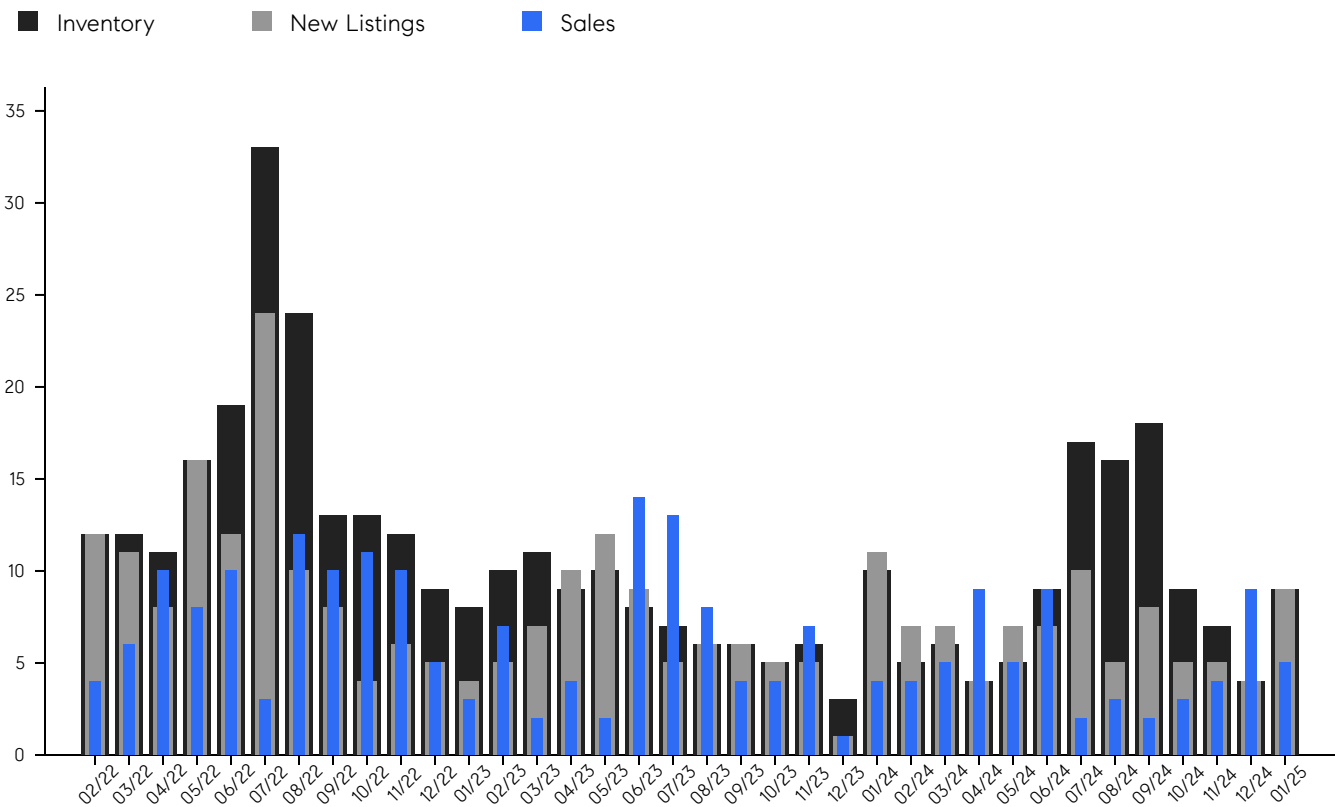
© 2025. Based on information from Garden State MLS, LLC for the period of January 2018 through January 2025. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Data maintained by the MLS may not reflect all real estate activity in the market.

Green Brook

JANUARY 2025

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 2025 was 9, a change of 125% from 4 last month and -18% from 11 in January 2024.



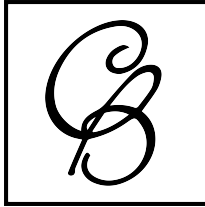
© 2025. Based on information from Garden State MLS, LLC for the period of January 2018 through January 2025. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Data maintained by the MLS may not reflect all real estate activity in the market.

Green Brook

JANUARY 2025

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 '25	5	6	\$507K	\$691K	\$676K	\$788K	36	41	\$378	\$329	102.4%	101.7%	9	9	1.8
Dec '24	9	5	\$695K	\$728K	\$776K	\$773K	52	39	\$328	\$294	98.0%	102.5%	4	4	0.4
Nov '24	4	3	\$870K	\$633K	\$911K	\$650K	36	25	\$280	\$287	104.8%	107.7%	7	5	1.8
Oct '24	3	3	\$620K	\$658K	\$631K	\$627K	28	29	\$273	\$266	104.8%	107.1%	9	5	3.0
Sep '24	2	2	\$407K	\$588K	\$407K	\$554K	10	30	\$308	\$175	113.5%	105.7%	18	8	9.0
Aug '24	3	5	\$945K	\$663K	\$842K	\$646K	50	37	\$218	\$168	103.1%	100.9%	16	5	5.3
Jul '24	2	5	\$411K	\$540K	\$411K	\$584K	31	28	\$0	\$95	100.4%	102.4%	17	10	8.5
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

© 2025. Based on information from Garden State MLS, LLC for the period of January 2018 through January 2025. 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.