



CHERIE
BERGER
TEAM

July 2025

Long Hill Market Insights

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Long Hill

JULY 2025

Market Profile & Trends Overview

The table belows shows data & statistics for July 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	11	10%	-8%	-21%	-12%	35%	-	-
	MEDIAN PRICE	\$885,000	27%	26%	18%	27%	36%	-	-
	AVERAGE PRICE	\$935,718	16%	18%	1%	9%	25%	-	-
	PRICE PER SQFT	\$423	11%	18%	54%	44%	35%	-	-
	MONTHS OF SUPPLY	1.2	34%	-3%	-4%	-69%	-30%	-	-
New Listings	# OF PROPERTIES	13	-13%	11%	18%	63%	71%	82	28.1%
	MEDIAN PRICE	\$885,000	20%	22%	18%	24%	39%	\$749,000	16.7%
	AVERAGE PRICE	\$905,846	1%	11%	-12%	21%	30%	\$809,651	15.8%
	PRICE PER SQFT	\$433	35%	26%	31%	98%	72%	\$351	20.6%
Sales	# OF PROPERTIES	9	-18%	-16%	-18%	35%	29%	53	-1.9%
	MEDIAN PRICE	\$680,000	1%	-5%	9%	-11%	6%	\$685,000	3.6%
	AVERAGE PRICE	\$735,556	6%	-8%	7%	-7%	10%	\$753,226	7.2%
	PRICE PER SQFT	\$311	-28%	-16%	-2%	31%	12%	\$346	22.7%
	SALE-TO-LIST RATIO	104.5%	1.5%	0%	-3.8%	0.2%	1.4%	103.3%	-0.4%

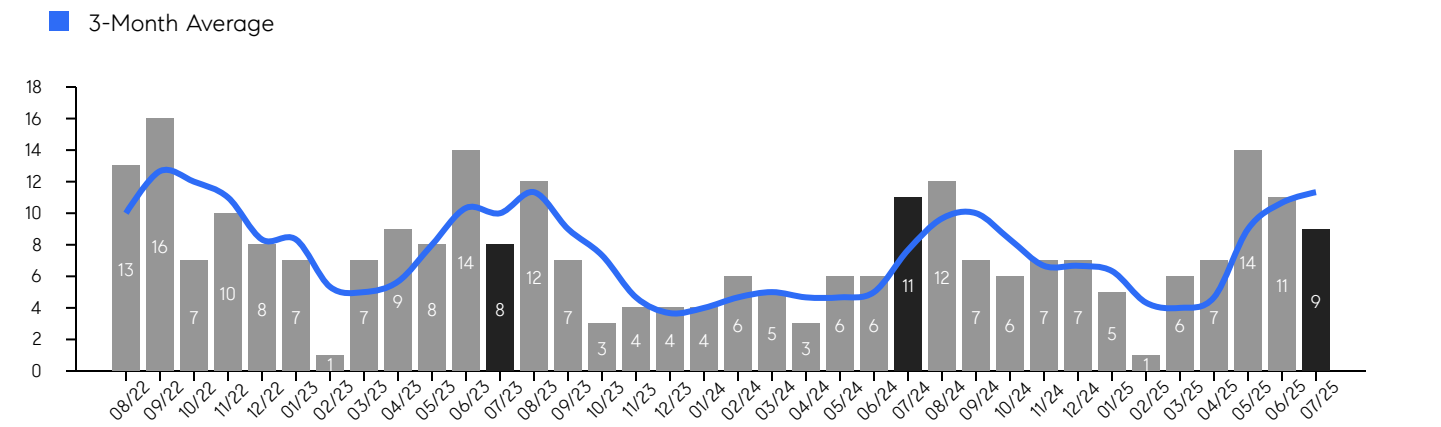
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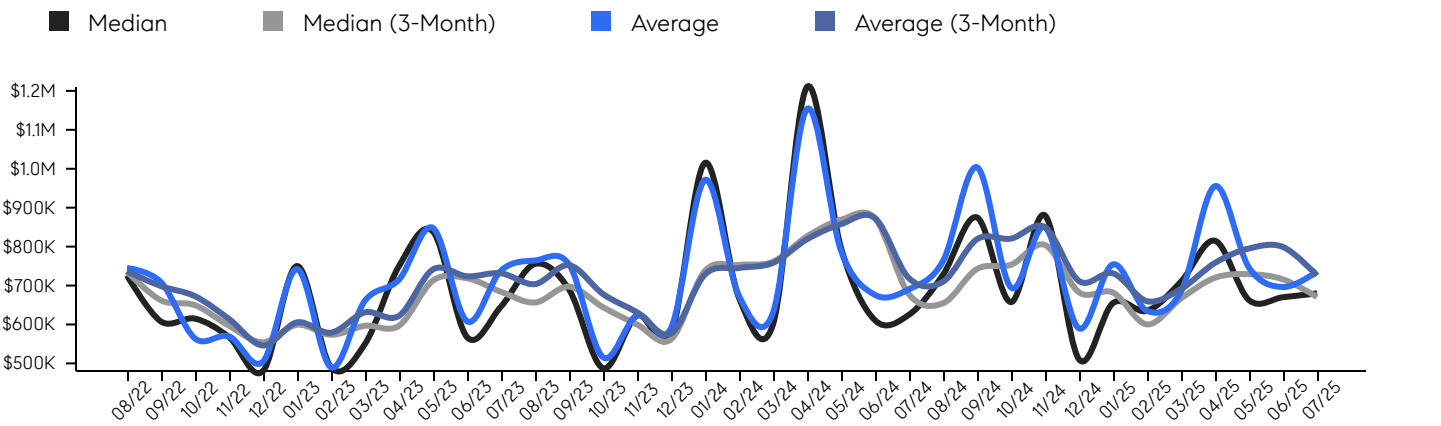
Property Sales

There were 9 sales in July 2025, a change of -18% from 11 in July 2024 and -18% from the 11 sales last month. Compared to July 2023 and 2024, sales were mid level. There have been 53 year-to-date (YTD) sales, which is -1.9% lower than last year's year-to-date sales of 54.



Property Prices

The median sales price in July 2025 was \$680,000, a change of 9% from \$625,000 in July 2024, and a change of 1% from \$670,000 last month. The average sales price in July 2025 was \$735,556, a change of 7% from \$690,455 in July 2024, and a change of 6% from \$696,091 last month, and was mid level compared to 2024 and 2023.



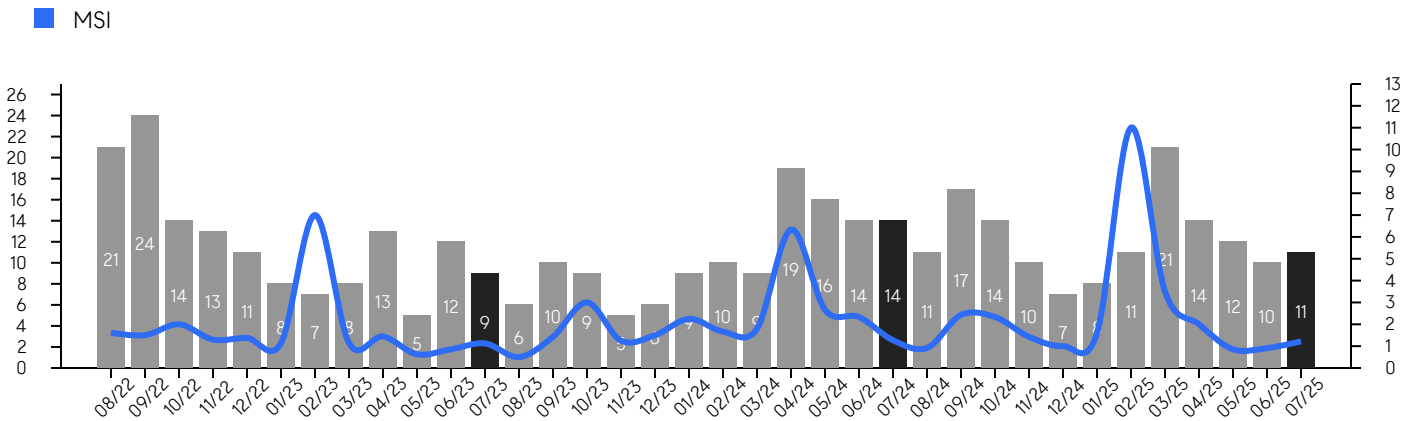
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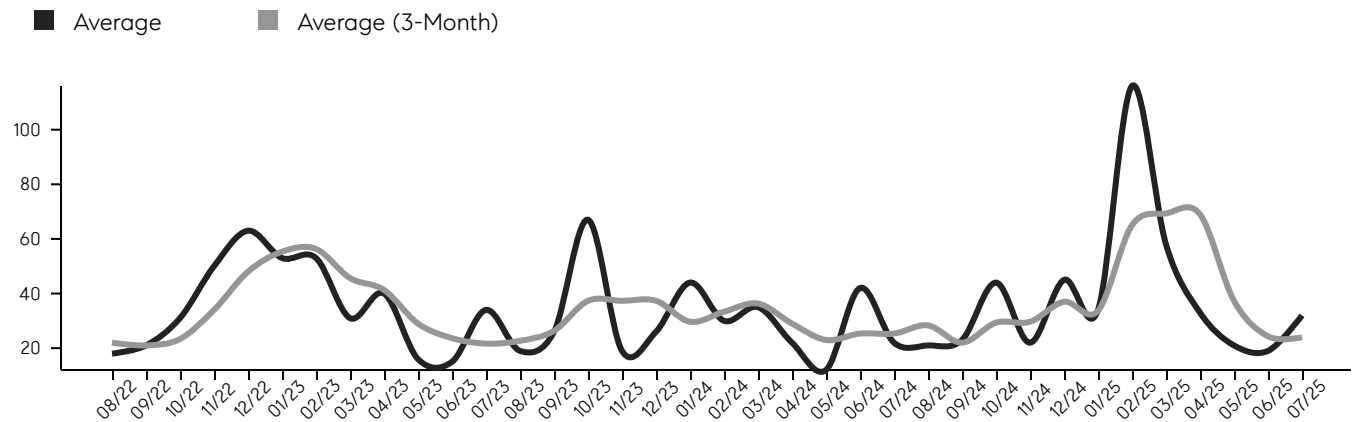
Inventory & MSI

The total inventory of properties available for sale as of July 2025 was 11, a difference of 10% from - last month, and -21% from 14 in July 2024, and was at mid level compared to 2024 and 2023. The months of supply inventory (MSI) was at 1.2 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 July 2025 was 32, a change of 68% from 19 days last month, and 45% from 22 days in July 2024, and was at its lowest level compared to 2024 and 2023.



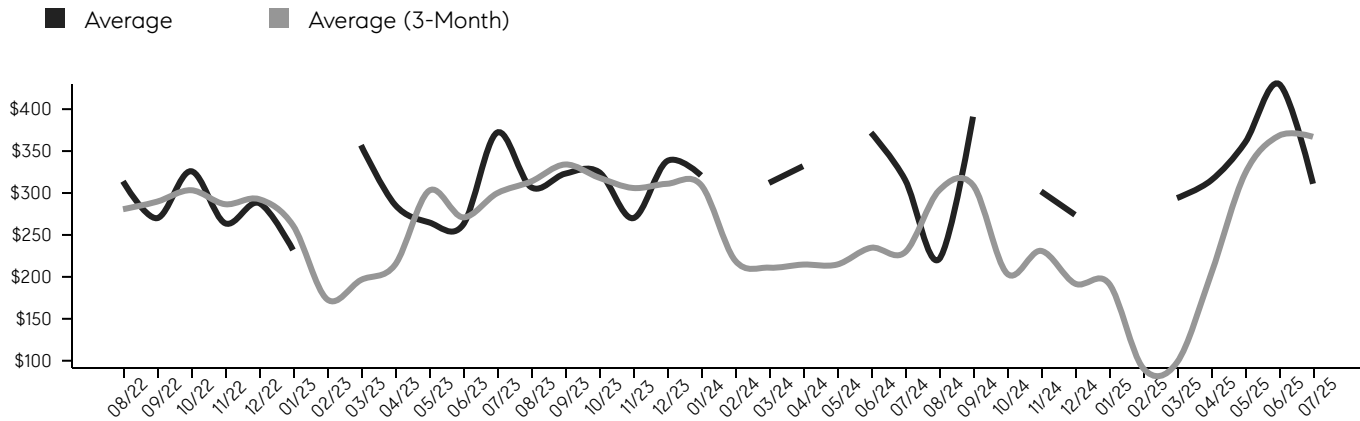
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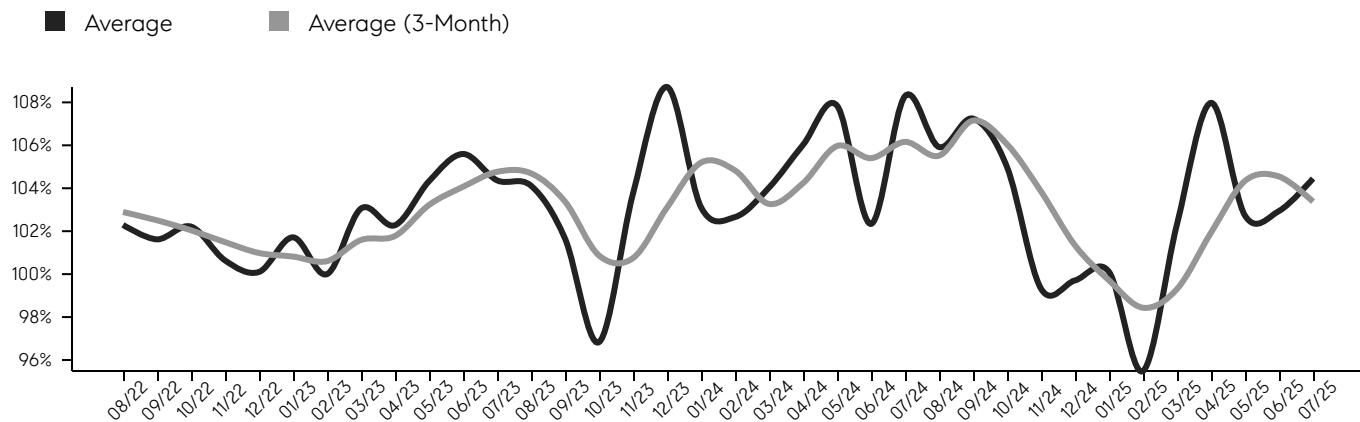
Selling Price Per Square Foot

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 July 2025 selling price vs. listing price ratio was 104.5%, compared to 102.9% last month, and 108.3% in July 2024.



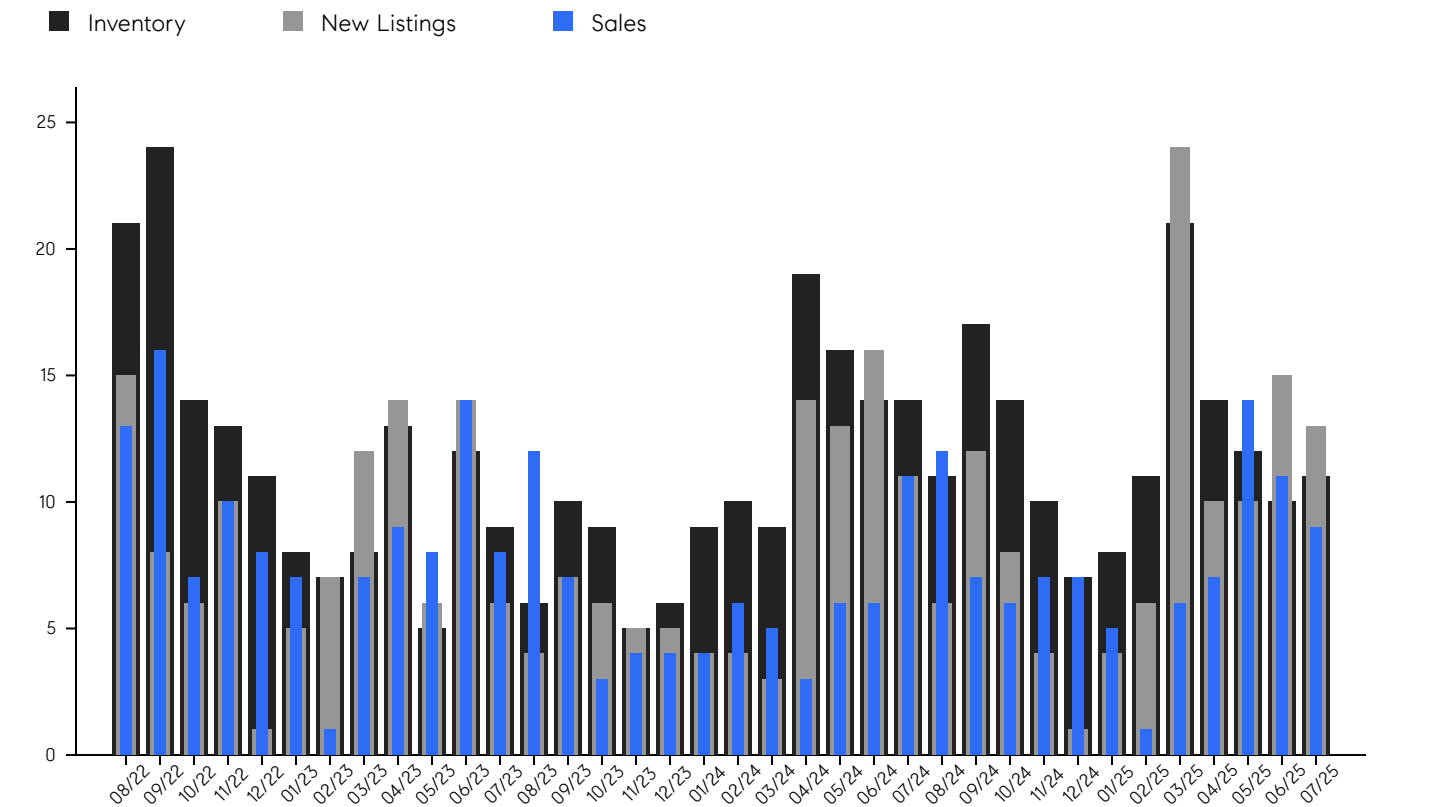
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Inventory, New Listings & Sales

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 July 2025 was 13, a change of -13% from 15 last month and 18% from 11 in July 2024.



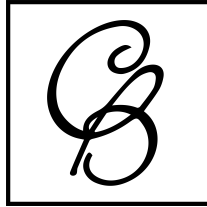
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MONTH	# OF SALES	3-MO AVG	MEDIAN SALE PRICE	3-MO AVG	AVERAGE SALE PRICE	3-MO AVG	DAYS ON MARKET	3-MO AVG	AVERAGE PPSF	3-MO AVG	SALE / LIST	3-MO AVG	INV	NEW LISTINGS	MSI
Jul '25	9	11	\$680K	\$671K	\$735K	\$726K	32	24	\$311	\$367	104.5%	103.4%	11	13	1.2
Jun '25	11	11	\$670K	\$716K	\$696K	\$799K	19	24	\$430	\$368	102.9%	104.5%	10	15	0.9
May '25	14	9	\$662K	\$729K	\$746K	\$795K	21	37	\$360	\$323	102.7%	104.3%	12	10	0.9
Apr '25	7	5	\$815K	\$720K	\$955K	\$758K	33	69	\$315	\$203	108.0%	101.9%	14	10	2.0
Mar '25	6	4	\$710K	\$667K	\$684K	\$691K	58	69	\$294	\$98	102.3%	99.3%	21	24	3.5
Feb '25	1	4	\$635K	\$600K	\$635K	\$660K	116	65	\$0	\$91	95.5%	98.4%	11	6	11.0
Jan '25	5	6	\$655K	\$682K	\$754K	\$731K	34	34	\$0	\$192	100.1%	99.7%	8	4	1.6
Dec '24	7	7	\$510K	\$683K	\$589K	\$712K	45	37	\$274	\$192	99.7%	101.3%	7	1	1.0
Nov '24	7	7	\$880K	\$804K	\$849K	\$850K	22	30	\$302	\$231	99.3%	103.9%	10	4	1.4
Oct '24	6	8	\$657K	\$753K	\$695K	\$821K	44	29	\$0	\$204	105.0%	106.1%	14	8	2.3
Sep '24	7	10	\$875K	\$743K	\$1.0M	\$819K	23	22	\$391	\$309	107.2%	107.2%	17	12	2.4
Aug '24	12	10	\$727K	\$654K	\$762K	\$710K	21	28	\$221	\$303	105.9%	105.5%	11	6	0.9
Jul '24	11	8	\$625K	\$678K	\$690K	\$719K	22	25	\$316	\$229	108.3%	106.2%	14	11	1.3
Jun '24	6	5	\$610K	\$873K	\$675K	\$873K	42	25	\$372	\$235	102.3%	105.4%	14	16	2.3
May '24	6	5	\$797K	\$869K	\$789K	\$858K	12	23	\$0	\$215	107.9%	106.0%	16	13	2.7
Apr '24	3	5	\$1.2M	\$826K	\$1.1M	\$819K	22	29	\$332	\$215	106.0%	104.2%	19	14	6.3
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

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