

CHERIE
BERGER
TEAM

January 2026

Green Brook
Market Insights



Market Profile & Trends Overview

The table belows shows data & statistics for January 2026 (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	12	33%	-18%	33%	-15%	31%	-	-
	MEDIAN PRICE	\$539,950	-27%	-26%	-17%	-23%	-37%	-	-
	AVERAGE PRICE	\$1,206,233	-16%	17%	34%	33%	24%	-	-
	PRICE PER SQFT	\$434	-8%	16%	40%	30%	38%	-	-
	MONTHS OF SUPPLY	1.5	117%	-12%	-17%	-43%	-49%	-	-
New Listings	# OF PROPERTIES	5	0%	-40%	-44%	-46%	-25%	5	-54.5%
	MEDIAN PRICE	\$519,999	-80%	-58%	6%	-34%	-21%	\$519,999	-25.7%
	AVERAGE PRICE	\$536,800	-75%	-55%	-25%	-40%	-34%	\$536,800	-32.1%
	PRICE PER SQFT	\$343	-34%	18%	5%	10%	25%	\$343	14.0%
Sales	# OF PROPERTIES	8	-38%	-20%	60%	13%	63%	8	100.0%
	MEDIAN PRICE	\$836,500	20%	26%	65%	31%	35%	\$836,500	30.2%
	AVERAGE PRICE	\$848,563	4%	11%	25%	10%	25%	\$848,563	21.2%
	PRICE PER SQFT	\$306	11%	-3%	-19%	-8%	37%	\$306	5.5%
	SALE-TO-LIST RATIO	98.5%	-1.5%	-1%	-3.8%	-4.0%	-5.8%	98.5%	-6.9%

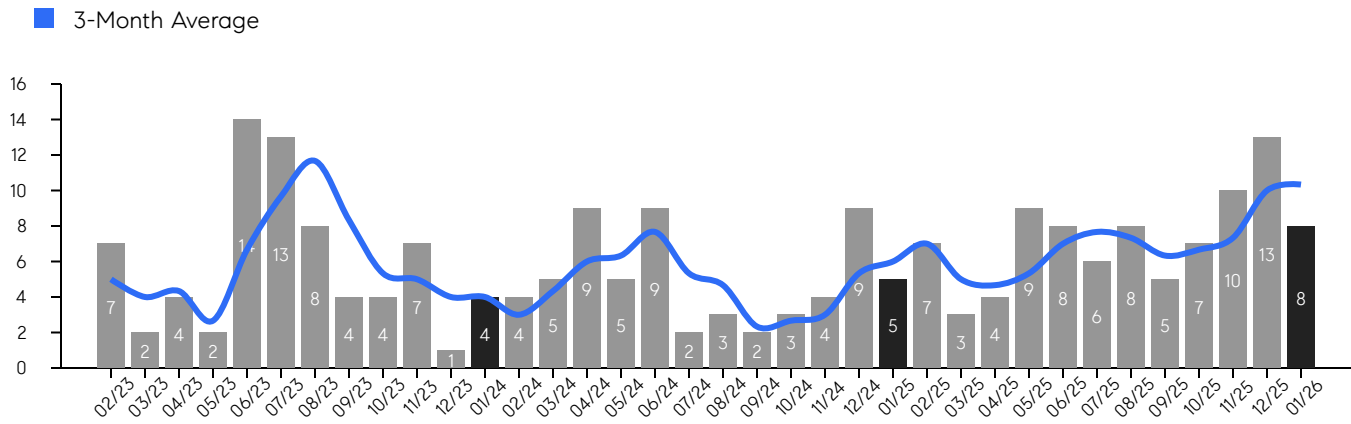
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JANUARY 2026

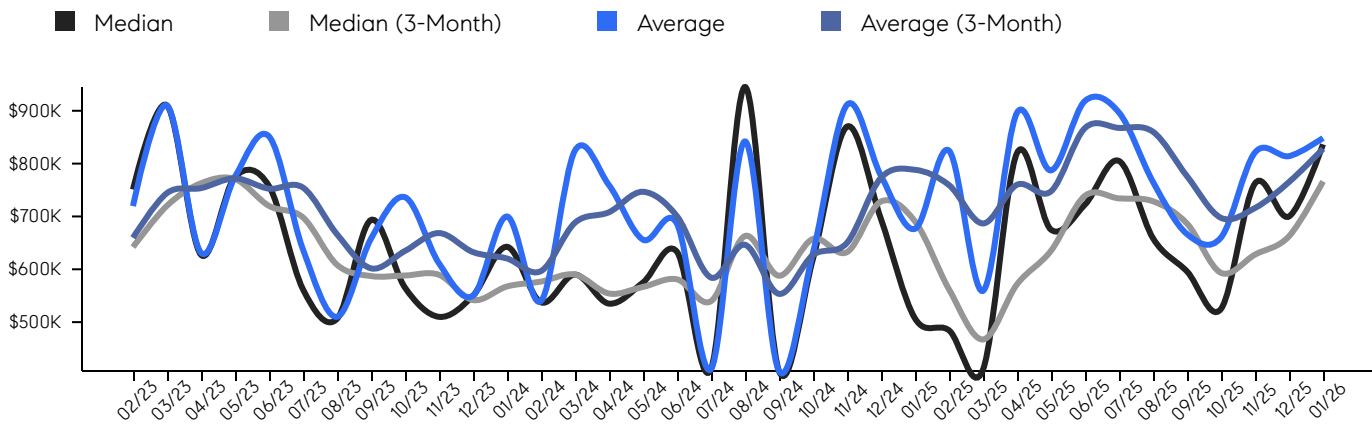
Property Sales

There were 8 sales in January 2026, a change of 60% from 5 in January 2025 and -38% from the 13 sales last month. Compared to January 2024 and 2025, sales were at their highest level. There have been 8 year-to-date (YTD) sales, which is 100.0% higher than last year's year-to-date sales of 4.



Property Prices

The median sales price in January 2026 was \$836,500, a change of 65% from \$507,000 in January 2025, and a change of 20% from \$700,000 last month. The average sales price in January 2026 was \$848,563, a change of 25% from \$676,600 in January 2025, and a change of 4% from \$814,154 last month, and was at its highest level compared to 2025 and 2024.



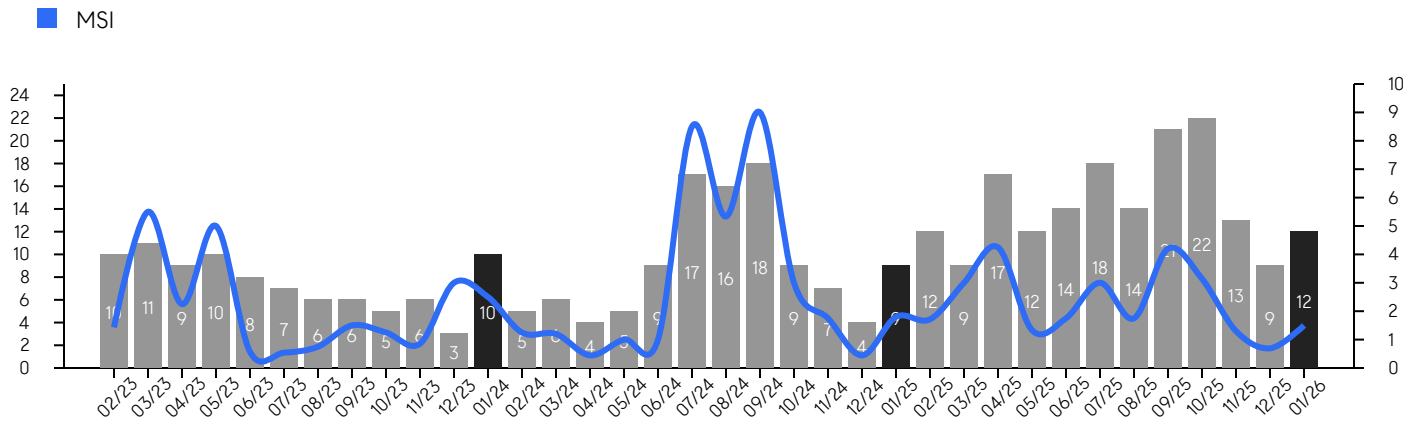
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JANUARY 2026

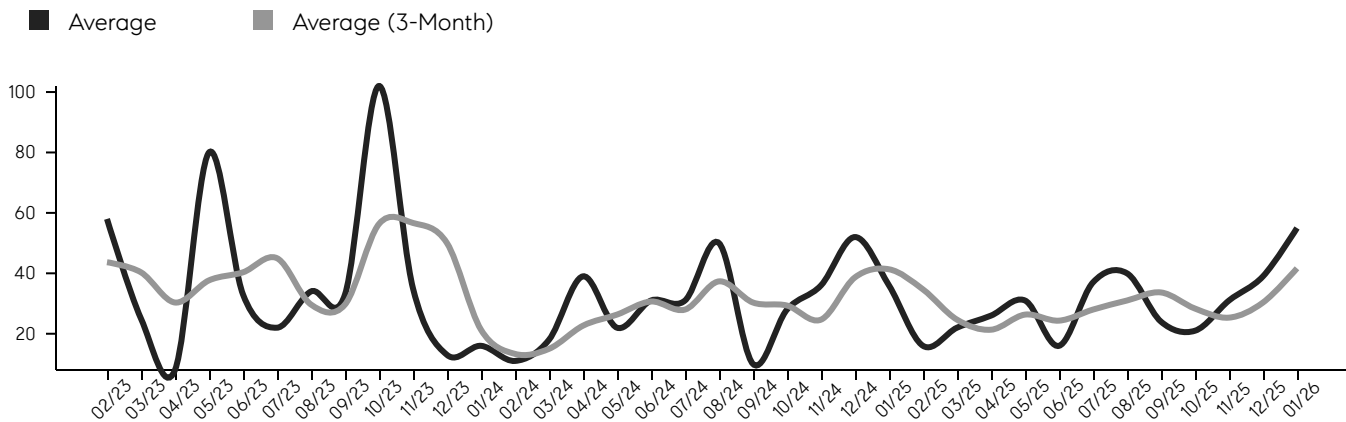
Inventory & MSI

The total inventory of properties available for sale as of January 2026 was 12, a difference of 33% from 9 last month, and 33% from 9 in January 2025, and was at its highest level compared to 2025 and 2024. The months of supply inventory (MSI) was at 1.5 months, a similar level compared to 2025 and 2024. 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 2026 was 55, a change of 41% from 39 days last month, and 53% from 36 days in January 2025, and was at its lowest level compared to 2025 and 2024.



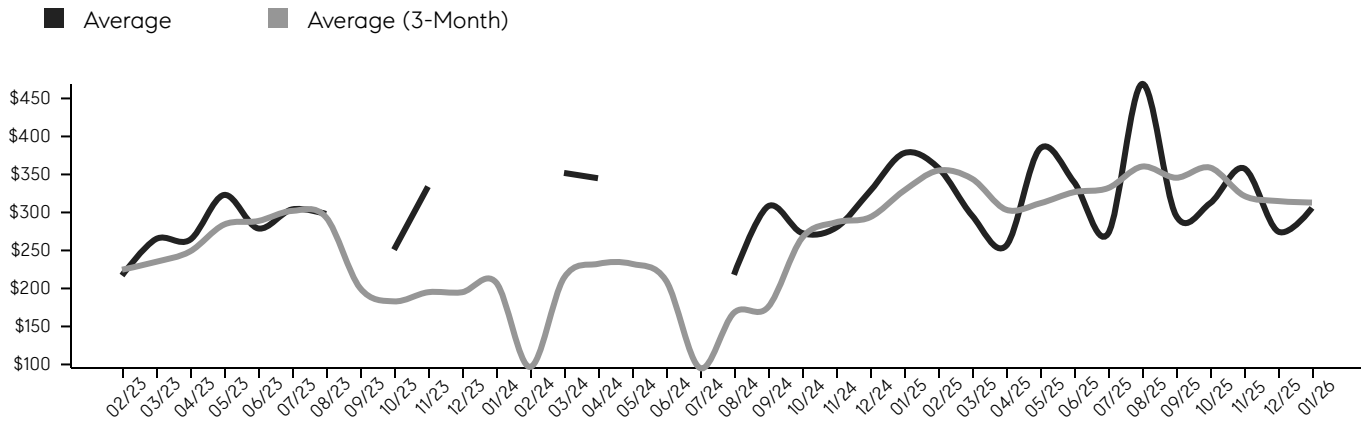
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JANUARY 2026

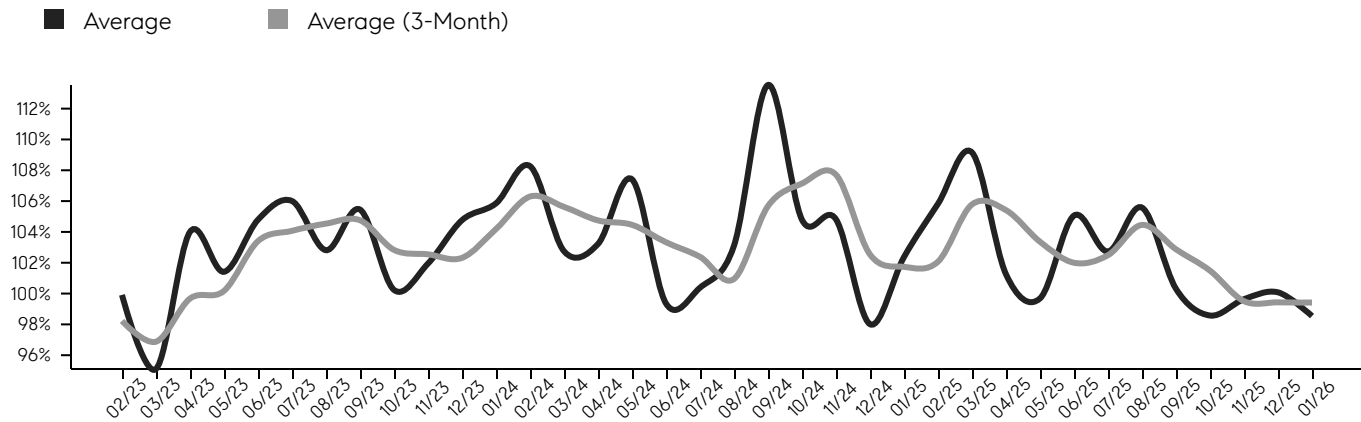
Selling Price Per Square Foot

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 2026 selling price vs. listing price ratio was 98.5%, compared to 100.1% last month, and 102.4% in January 2025.



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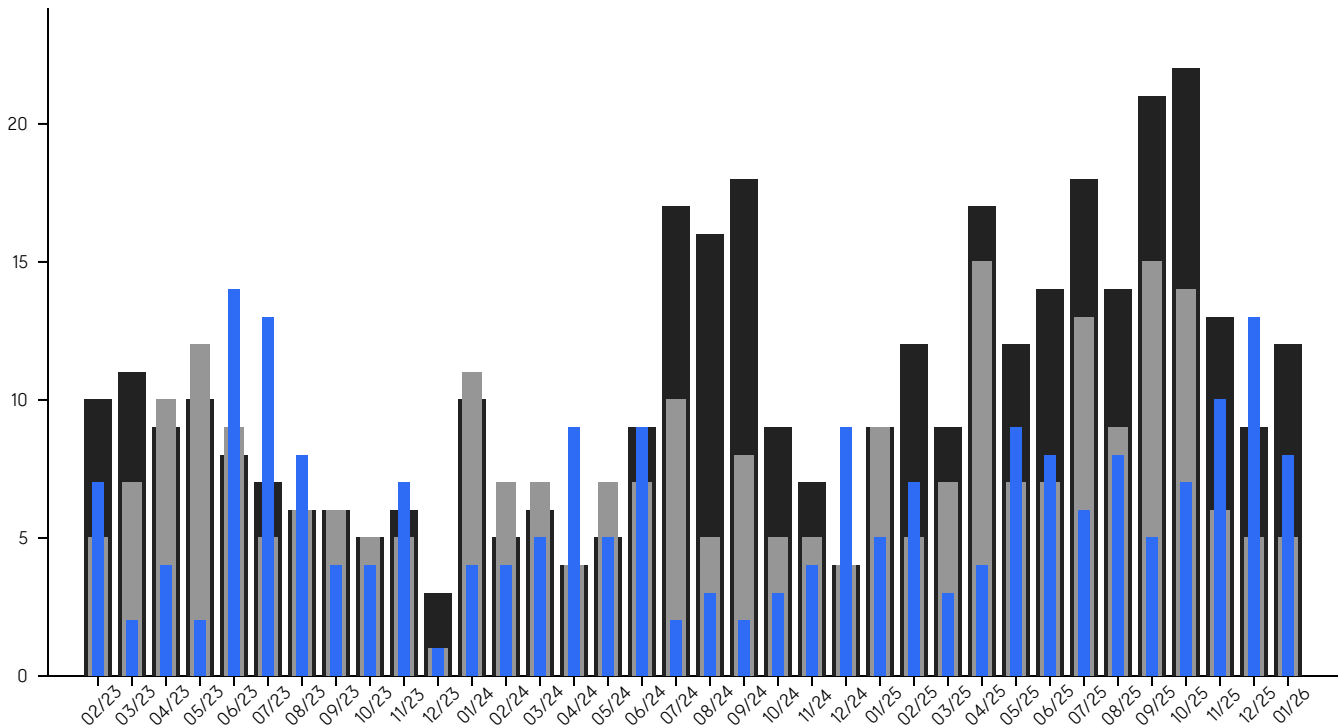
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JANUARY 2026

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 2026 was 5, a change of 0% from 5 last month and -44% from 9 in January 2025.

Inventory
 New Listings
 Sales



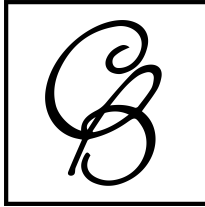
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JANUARY 2026

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 '26	8	10	\$836K	\$766K	\$848K	\$828K	55	42	\$306	\$313	98.5%	99.4%	12	5	1.5
Dec '25	13	10	\$700K	\$663K	\$814K	\$765K	39	30	\$275	\$315	100.1%	99.4%	9	5	0.7
Nov '25	10	7	\$762K	\$628K	\$821K	\$716K	31	25	\$358	\$322	99.6%	99.5%	13	6	1.3
Oct '25	7	7	\$525K	\$593K	\$660K	\$697K	21	28	\$312	\$359	98.6%	101.5%	22	14	3.1
Sep '25	5	6	\$596K	\$687K	\$666K	\$776K	24	34	\$296	\$346	100.3%	102.9%	21	15	4.2
Aug '25	8	7	\$658K	\$729K	\$765K	\$860K	40	31	\$469	\$360	105.6%	104.5%	14	9	1.8
Jul '25	6	8	\$805K	\$734K	\$896K	\$868K	37	28	\$272	\$332	102.7%	102.5%	18	13	3.0
Jun '25	8	7	\$722K	\$739K	\$918K	\$867K	16	24	\$340	\$327	105.1%	102.0%	14	7	1.8
May '25	9	5	\$675K	\$635K	\$787K	\$748K	31	26	\$384	\$312	99.7%	103.4%	12	7	1.3
Apr '25	4	5	\$820K	\$572K	\$896K	\$760K	26	21	\$256	\$304	101.3%	105.4%	17	15	4.3
Mar '25	3	5	\$410K	\$467K	\$559K	\$687K	22	25	\$296	\$344	109.2%	105.8%	9	7	3.0
Feb '25	7	7	\$484K	\$562K	\$824K	\$759K	16	35	\$359	\$355	105.8%	102.1%	12	5	1.7
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

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