



CHERIE  
BERGER  
TEAM

November 2022

# Green Brook Market Insights

CONFIDENTIAL

## Market Profile & Trends Overview

The table belows shows data & statistics for November 2022 (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	-10%	-25%	-10%	-48%	-67%	-	-
	MEDIAN PRICE	\$485,000	-33%	-28%	-22%	-18%	-8%	-	-
	AVERAGE PRICE	\$697,989	-5%	-3%	-5%	1%	13%	-	-
	PRICE PER SQFT	\$283	21%	19%	30%	12%	18%	-	-
	MONTHS OF SUPPLY	0.9	-1%	-16%	-10%	-57%	-75%	-	-
New Listings	# OF PROPERTIES	5	25%	-6%	-29%	-55%	-62%	101	-34.8%
	MEDIAN PRICE	\$699,900	-24%	-3%	67%	39%	55%	\$589,900	28.5%
	AVERAGE PRICE	\$711,960	-14%	2%	40%	17%	30%	\$687,138	24.4%
	PRICE PER SQFT	\$371	56%	63%	59%	61%	97%	\$259	11.6%
Sales	# OF PROPERTIES	10	-9%	-9%	0%	3%	13%	92	0.0%
	MEDIAN PRICE	\$530,000	-14%	-12%	28%	0%	21%	\$577,500	33.0%
	AVERAGE PRICE	\$585,425	-16%	-12%	37%	0%	22%	\$669,235	39.4%
	PRICE PER SQFT	\$216	-14%	-20%	-8%	-13%	8%	\$253	27.8%
	SALE-TO-LIST RATIO	98.6%	-1.1%	-2%	-2.2%	-1.4%	2.0%	100.7%	4.1%

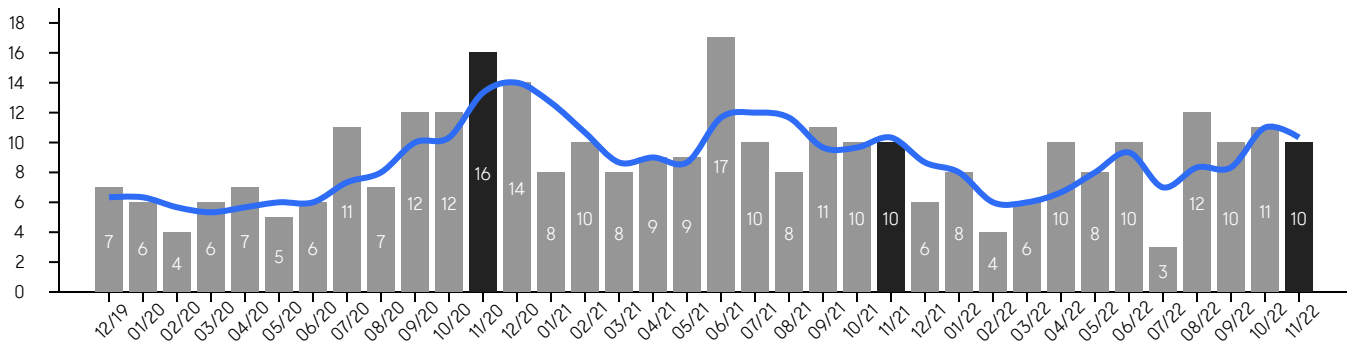
# Green Brook

NOVEMBER 2022

## Property Sales

There were 10 sales in November 2022, a change of 0% from 10 in November 2021 and -9% from the 11 sales last month. Compared to November 2020 and 2021, sales were at a similar level. There have been 92 year-to-date (YTD) sales, which is 0.0% higher than last year's year-to-date sales of 92.

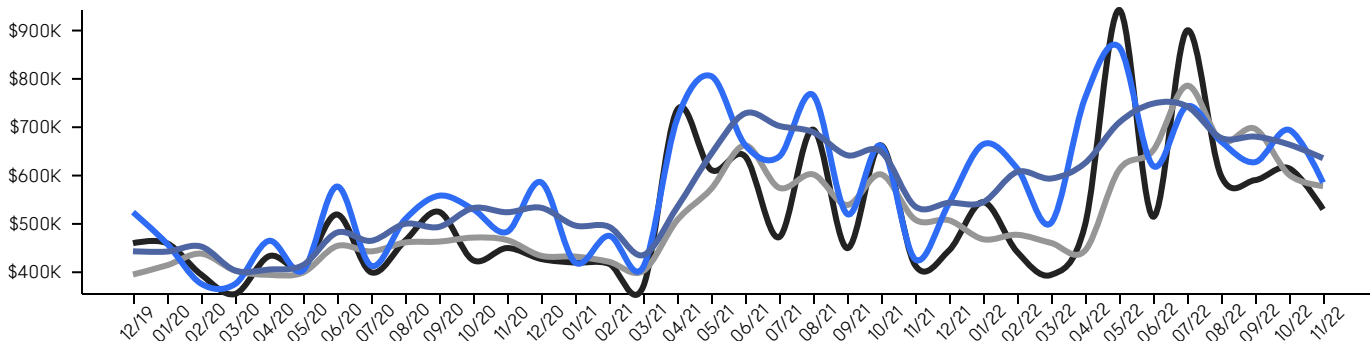
■ 3-Month Average



## Property Prices

The median sales price in November 2022 was \$530,000, a change of 28% from \$415,000 in November 2021, and a change of -14% from \$615,000 last month. The average sales price in November 2022 was \$585,425, a change of 37% from in November 2021, and a change of -16% from last month, and was at its highest level compared to 2021 and 2020.

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



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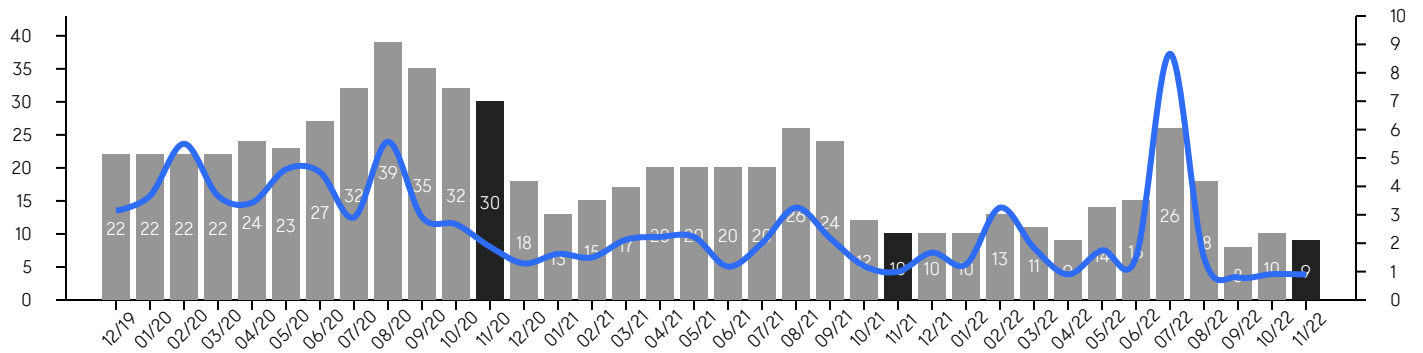
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NOVEMBER 2022

## Inventory & MSI

The total inventory of properties available for sale as of November 2022 was 9, a difference of -10% from last month, and -10% from 10 in November 2021, and was at its lowest level compared to 2021 and 2020. The months of supply inventory (MSI) was at 0.9 months, a similar level compared to 2021 and 2020. A comparatively lower MSI benefits sellers, while a higher MSI benefits buyers.

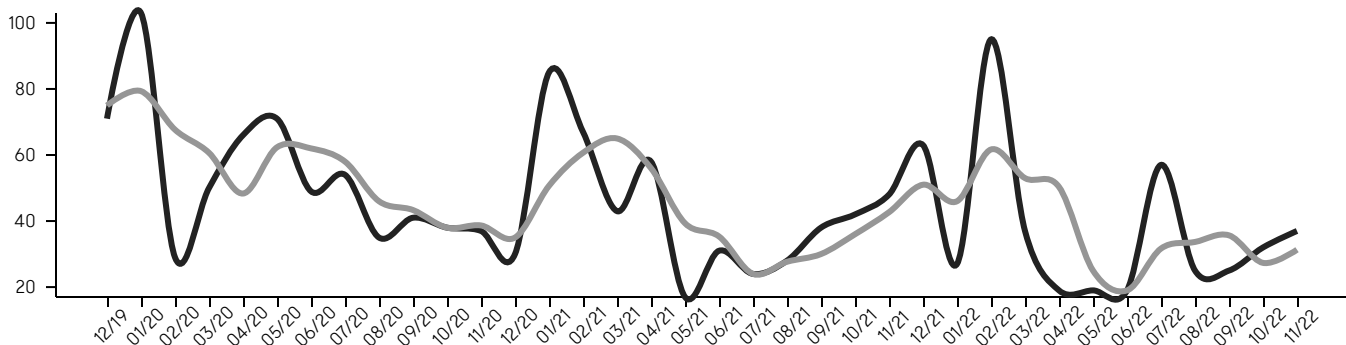
■ MSI



## 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 November 2022 was 37, a change of 16% from 32 days last month, and -23% from 48 days in November 2021, and was at its lowest level compared to 2021 and 2020.

■ Average      ■ Average (3-Month)



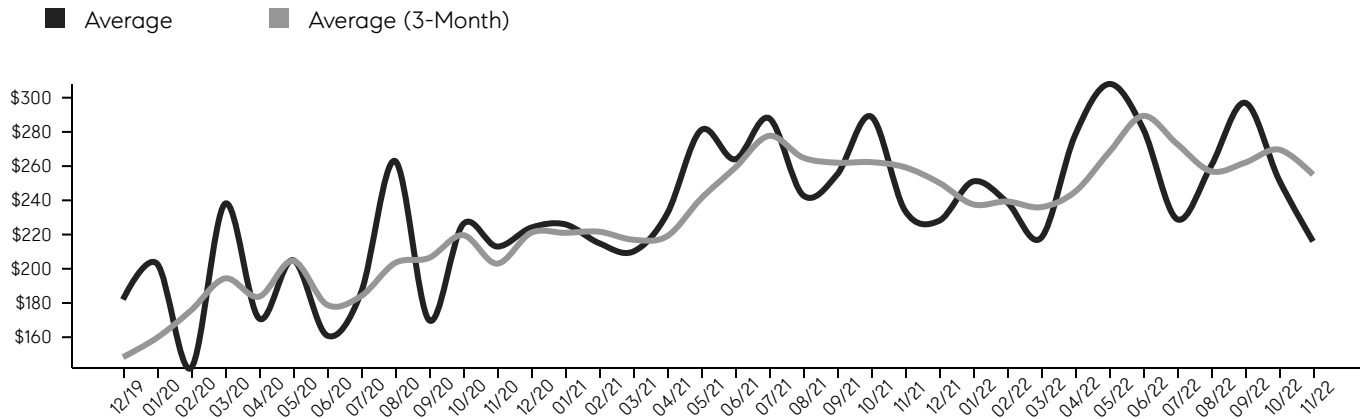
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NOVEMBER 2022

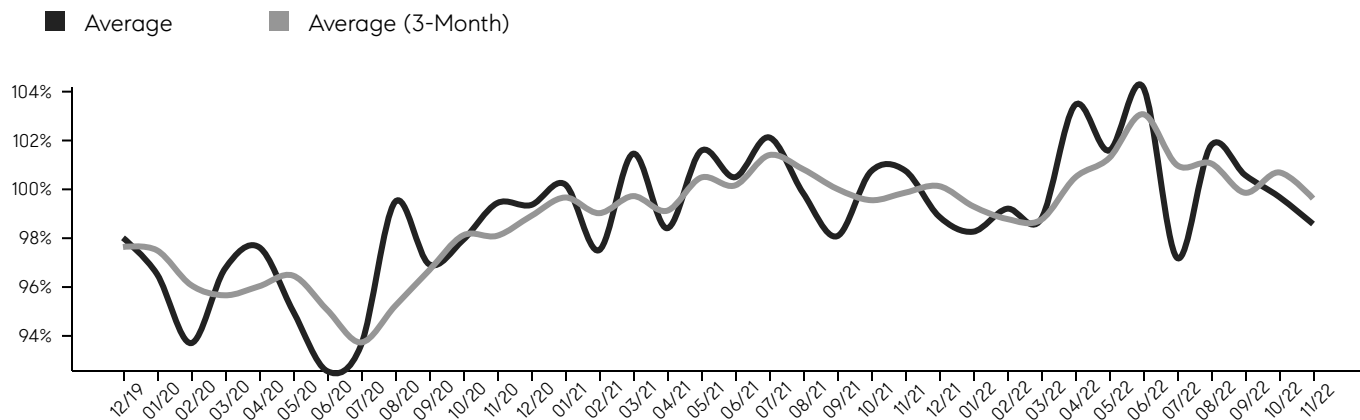
## Selling Price Per Square Foot

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 November 2022 selling price vs. listing price ratio was 98.6%, compared to 99.7% last month, and 100.8% in November 2021.



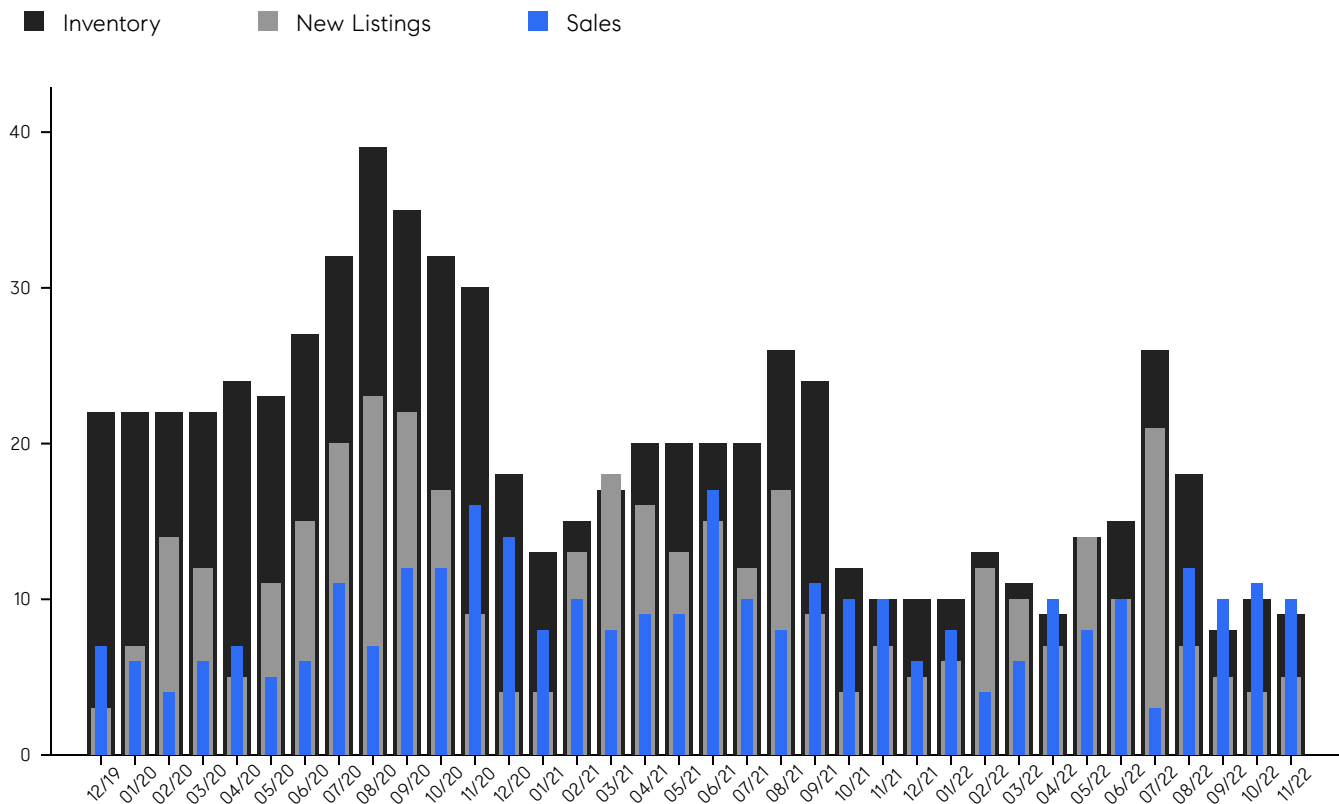
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NOVEMBER 2022

## 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 November 2022 was 5, a change of 25% from 4 last month and -29% from 7 in November 2021.



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NOVEMBER 2022

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
Nov '22	10	10	\$530K	\$579K	\$585K	\$636K	37	31	\$216	\$255	98.6%	99.6%	9	5	0.9
Oct '22	11	11	\$615K	\$602K	\$694K	\$664K	32	27	\$252	\$270	99.7%	100.7%	10	4	0.9
Sep '22	10	8	\$590K	\$697K	\$627K	\$681K	25	36	\$297	\$262	100.6%	99.9%	8	5	0.8
Aug '22	12	8	\$600K	\$672K	\$670K	\$678K	25	34	\$260	\$257	101.8%	101.1%	18	7	1.5
Jul '22	3	7	\$900K	\$786K	\$743K	\$743K	57	32	\$229	\$273	97.2%	101.0%	26	21	8.7
Jun '22	10	9	\$515K	\$652K	\$620K	\$749K	19	19	\$282	\$289	104.2%	103.1%	15	10	1.5
May '22	8	8	\$942K	\$612K	\$866K	\$709K	19	25	\$308	\$268	101.6%	101.3%	14	14	1.8
Apr '22	10	7	\$497K	\$445K	\$760K	\$626K	19	50	\$278	\$245	103.4%	100.5%	9	7	0.9
Mar '22	6	6	\$394K	\$461K	\$501K	\$594K	37	53	\$218	\$236	98.8%	98.7%	11	10	1.8
Feb '22	4	6	\$442K	\$478K	\$615K	\$607K	95	62	\$239	\$239	99.2%	98.8%	13	12	3.3
Jan '22	8	8	\$545K	\$468K	\$664K	\$545K	27	46	\$251	\$238	98.3%	99.3%	10	6	1.3
Dec '21	6	9	\$445K	\$508K	\$542K	\$544K	63	51	\$228	\$250	98.9%	100.1%	10	5	1.7
Nov '21	10	10	\$415K	\$509K	\$427K	\$536K	48	43	\$234	\$259	100.8%	99.9%	10	7	1.0
Oct '21	10	10	\$662K	\$603K	\$661K	\$650K	42	36	\$289	\$262	100.7%	99.6%	12	4	1.2
Sep '21	11	10	\$450K	\$539K	\$520K	\$642K	38	30	\$255	\$262	98.1%	100.0%	24	9	2.2
Aug '21	8	12	\$695K	\$603K	\$766K	\$690K	28	28	\$243	\$265	99.9%	100.8%	26	17	3.3
Jul '21	10	12	\$472K	\$575K	\$638K	\$703K	24	24	\$288	\$278	102.1%	101.4%	20	12	2.0
Jun '21	17	12	\$640K	\$662K	\$663K	\$729K	31	35	\$264	\$259	100.5%	100.2%	20	15	1.2
May '21	9	9	\$612K	\$572K	\$805K	\$644K	17	39	\$281	\$241	101.6%	100.5%	20	13	2.2
Apr '21	9	9	\$735K	\$507K	\$716K	\$534K	58	56	\$232	\$219	98.4%	99.1%	20	16	2.2
Mar '21	8	9	\$369K	\$402K	\$410K	\$435K	43	65	\$210	\$217	101.5%	99.7%	17	18	2.1
Feb '21	10	11	\$417K	\$422K	\$475K	\$494K	67	61	\$215	\$222	97.5%	99.0%	15	13	1.5
Jan '21	8	13	\$420K	\$433K	\$420K	\$497K	85	51	\$226	\$221	100.2%	99.7%	13	4	1.6
Dec '20	14	14	\$427K	\$434K	\$586K	\$533K	30	35	\$224	\$221	99.4%	98.9%	18	4	1.3
Nov '20	16	13	\$450K	\$467K	\$483K	\$524K	37	39	\$213	\$203	99.4%	98.1%	30	9	1.9
Oct '20	12	10	\$425K	\$472K	\$530K	\$533K	38	38	\$226	\$220	97.9%	98.1%	32	17	2.7
Sep '20	12	10	\$524K	\$463K	\$558K	\$494K	41	43	\$170	\$206	96.9%	96.7%	35	22	2.9
Aug '20	7	8	\$465K	\$462K	\$509K	\$500K	35	46	\$263	\$203	99.5%	95.2%	39	23	5.6
Jul '20	11	7	\$400K	\$443K	\$413K	\$465K	54	58	\$186	\$184	93.6%	93.7%	32	20	2.9
Jun '20	6	6	\$519K	\$454K	\$577K	\$482K	49	62	\$161	\$179	92.6%	95.1%	27	15	4.5
May '20	5	6	\$410K	\$399K	\$403K	\$415K	71	62	\$205	\$205	95.0%	96.5%	23	11	4.6
Apr '20	7	6	\$433K	\$395K	\$464K	\$406K	66	48	\$171	\$184	97.6%	96.0%	24	5	3.4
Mar '20	6	5	\$355K	\$403K	\$375K	\$404K	50	61	\$238	\$194	96.8%	95.7%	22	12	3.7
Feb '20	4	6	\$395K	\$438K	\$376K	\$453K	29	68	\$142	\$176	93.7%	96.1%	22	14	5.5
Jan '20	6	6	\$460K	\$414K	\$459K	\$443K	103	79	\$203	\$160	96.5%	97.5%	22	7	3.7
Dec '19	7	6	\$460K	\$395K	\$524K	\$443K	71	75	\$182	\$148	98.0%	97.6%	22	3	3.1

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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

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