



CHERIE
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TEAM

July 2023

Green Brook Market Insights

GREEN BROOK
MARKET INSIGHTS

Green Brook

JULY 2023

Market Profile & Trends Overview

The table belows shows data & statistics for July 2023 (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	5	-37%	-48%	-81%	-62%	-71%	-	-
	MEDIAN PRICE	\$555,000	-2%	-8%	-10%	-11%	-7%	-	-
	AVERAGE PRICE	\$699,740	17%	9%	6%	-1%	1%	-	-
	PRICE PER SQFT	\$270	0%	36%	-3%	0%	7%	-	-
	MONTHS OF SUPPLY	0.6	9%	-78%	-93%	-54%	-66%	-	-
New Listings	# OF PROPERTIES	5	-44%	-52%	-76%	-44%	-55%	52	-42.9%
	MEDIAN PRICE	\$425,000	-28%	-32%	-23%	-33%	-16%	\$594,900	19.2%
	AVERAGE PRICE	\$520,940	-21%	-23%	-13%	-22%	-14%	\$683,060	7.0%
	PRICE PER SQFT	\$262	-9%	-6%	-1%	17%	14%	\$275	5.0%
Sales	# OF PROPERTIES	8	-43%	20%	167%	-2%	-17%	40	-43.7%
	MEDIAN PRICE	\$585,500	-23%	-19%	-35%	-2%	11%	\$660,000	31.7%
	AVERAGE PRICE	\$637,750	-25%	-15%	-14%	-4%	9%	\$744,110	23.5%
	PRICE PER SQFT	\$313	12%	8%	37%	23%	27%	\$273	10.1%
	SALE-TO-LIST RATIO	104.6%	-0.2%	1%	7.4%	4.3%	4.6%	102.5%	2.2%

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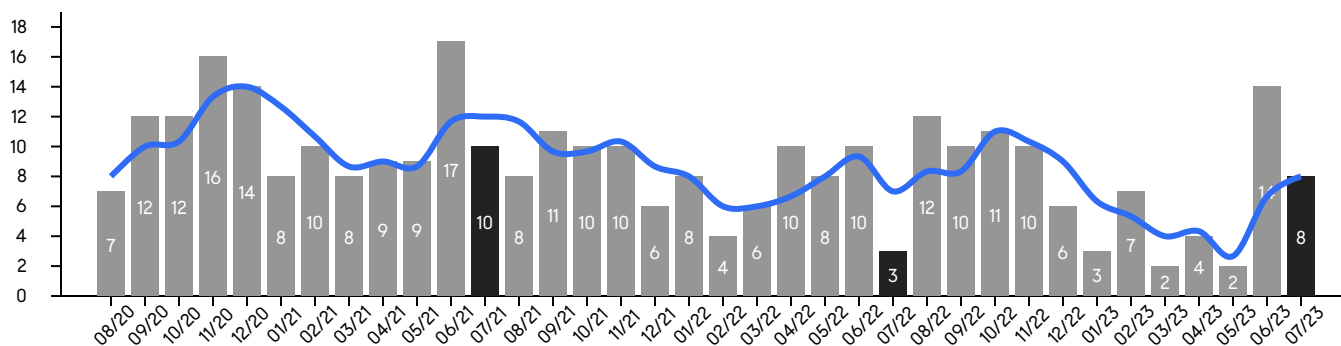
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Property Sales

There were 8 sales in July 2023, a change of 167% from 3 in July 2022 and -43% from the 14 sales last month. Compared to July 2021 and 2022, sales were mid level. There have been 40 year-to-date (YTD) sales, which is -43.7% lower than last year's year-to-date sales of 71.

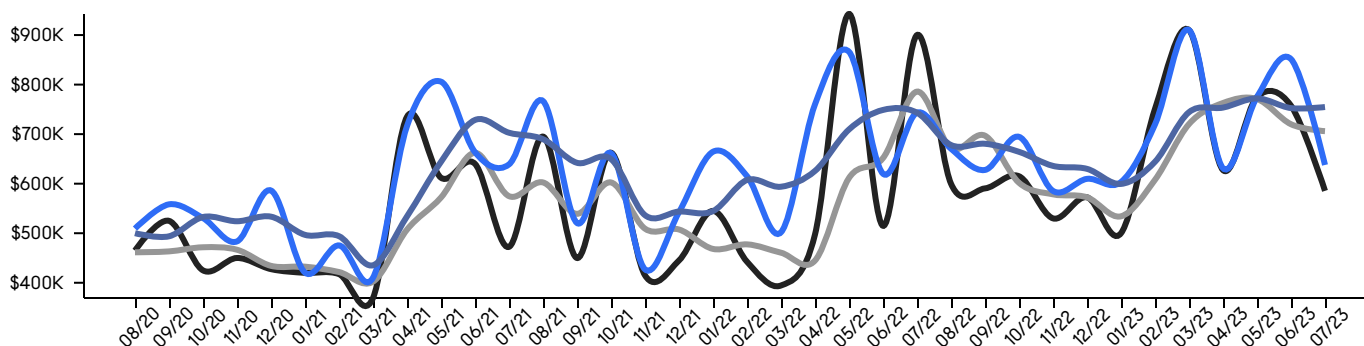
■ 3-Month Average



Property Prices

The median sales price in July 2023 was \$585,500, a change of -35% from \$900,000 in July 2022, and a change of -23% from \$757,500 last month. The average sales price in July 2023 was \$637,750, a change of -14% from \$743,333 in July 2022, and a change of -25% from \$851,464 last month, and was at its lowest level compared to 2022 and 2021.

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



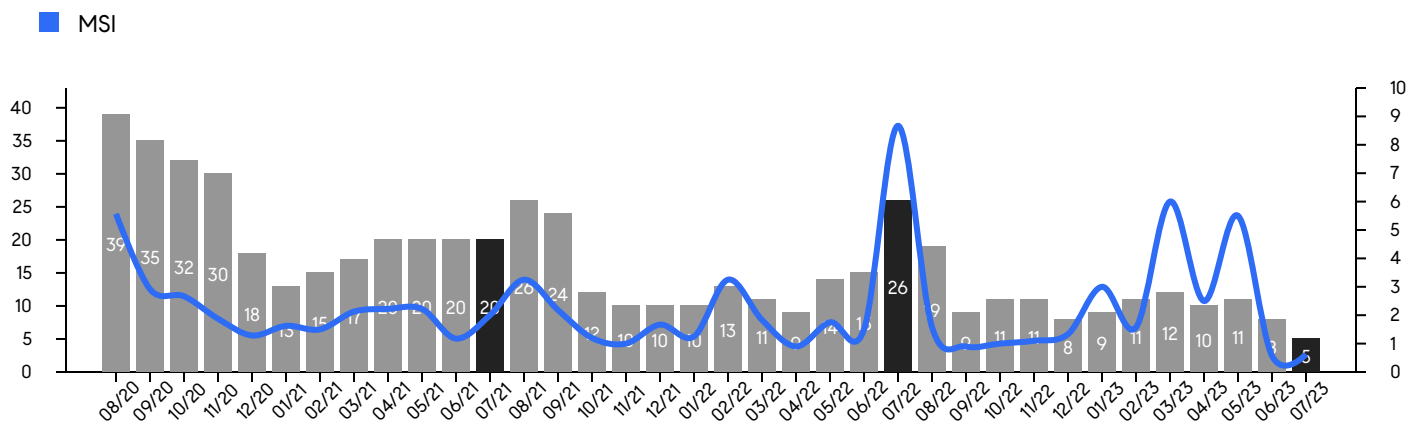
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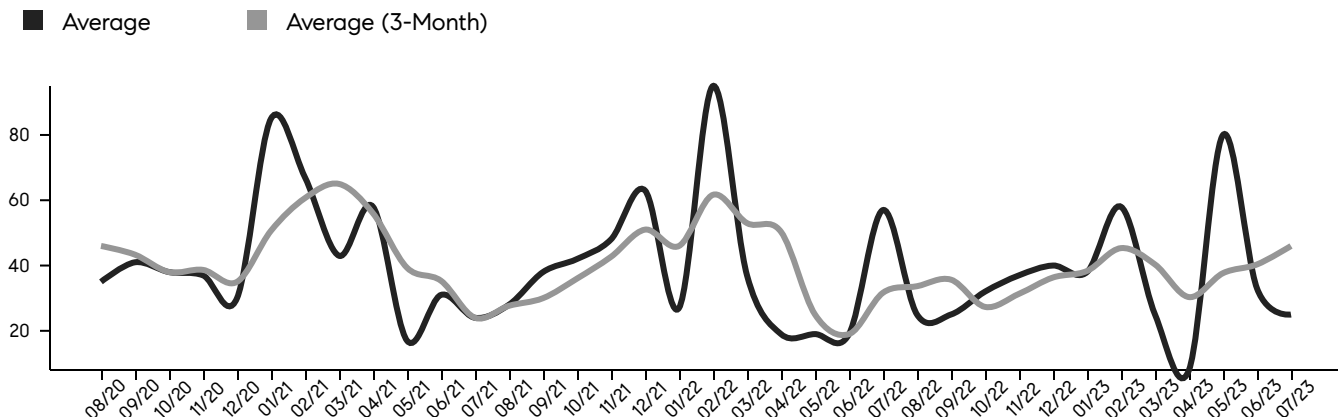
Inventory & MSI

The total inventory of properties available for sale as of July 2023 was 5, a difference of -37% from last month, and -81% from 26 in July 2022, and was at its lowest level compared to 2022 and 2021. The months of supply inventory (MSI) was at 0.6 months, a similar level compared to 2022 and 2021. 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 2023 was 25, a change of -24% from 33 days last month, and -56% from 57 days in July 2022, and was at its lowest level compared to 2022 and 2021.



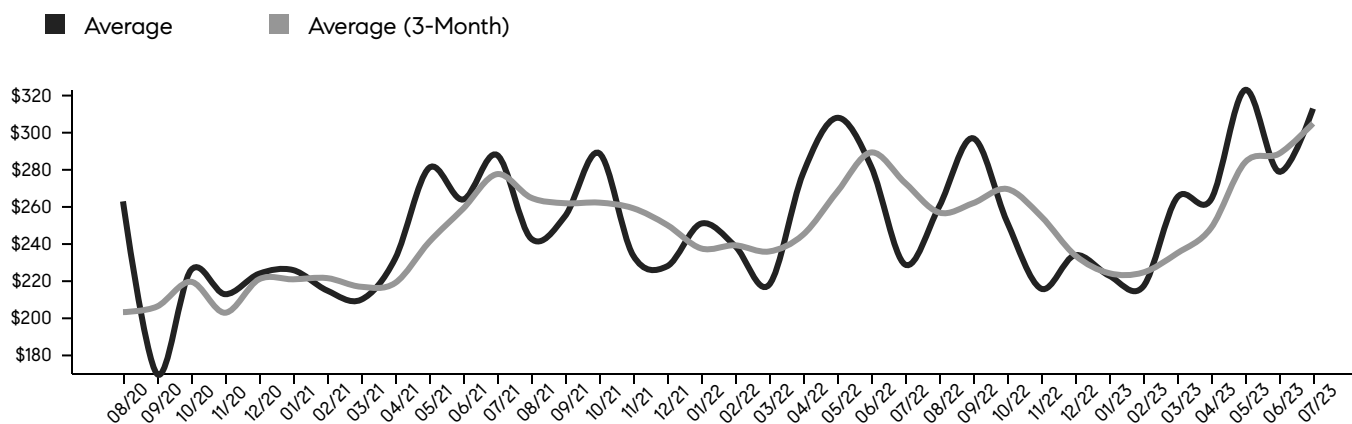
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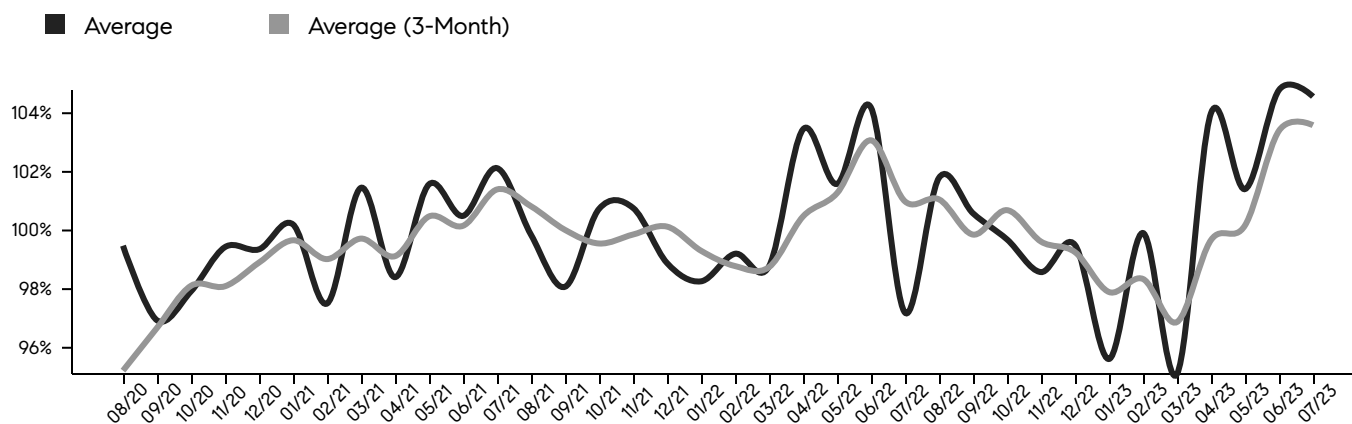
Selling Price Per Square Foot

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 2023 selling price vs. listing price ratio was 104.6%, compared to 104.8% last month, and 97.2% in July 2022.



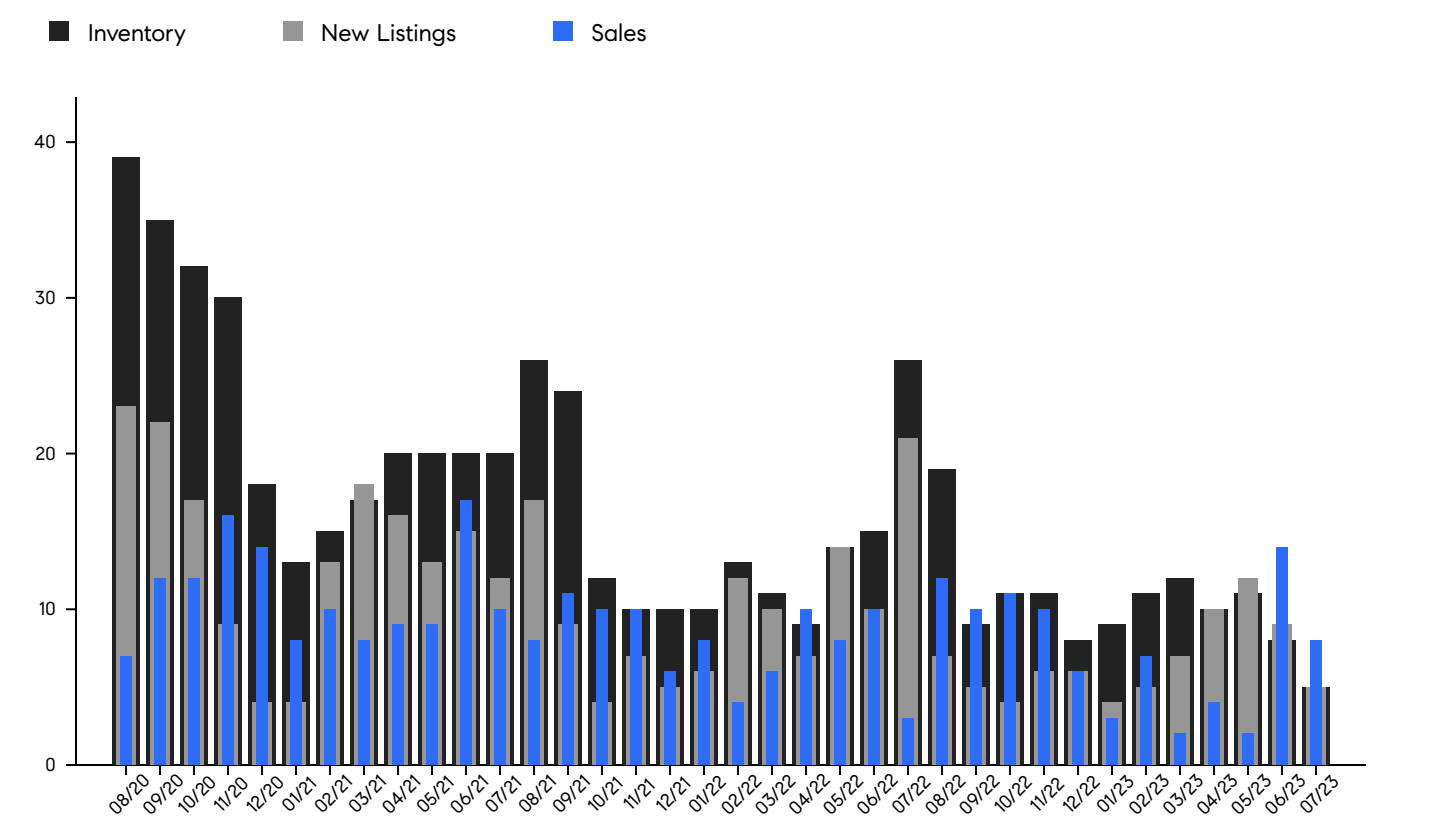
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Inventory, New Listings & Sales

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 2023 was 5, a change of -44% from 9 last month and -76% from 21 in July 2022.



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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 '23	8	8	\$585K	\$706K	\$637K	\$755K	25	46	\$313	\$305	104.6%	103.6%	5	5	0.6
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%	11	12	5.5
Apr '23	4	4	\$627K	\$763K	\$631K	\$754K	8	30	\$264	\$249	104.0%	99.7%	10	10	2.5
Mar '23	2	4	\$910K	\$720K	\$910K	\$744K	25	40	\$265	\$235	95.1%	96.9%	12	7	6.0
Feb '23	7	5	\$751K	\$608K	\$719K	\$644K	58	45	\$217	\$225	99.9%	98.3%	11	5	1.6
Jan '23	3	6	\$500K	\$534K	\$603K	\$600K	38	38	\$223	\$224	95.6%	97.9%	9	4	3.0
Dec '22	6	9	\$572K	\$573K	\$609K	\$630K	40	36	\$234	\$234	99.5%	99.3%	8	6	1.3
Nov '22	10	10	\$530K	\$579K	\$585K	\$636K	37	31	\$216	\$255	98.6%	99.6%	11	6	1.1
Oct '22	11	11	\$615K	\$602K	\$694K	\$664K	32	27	\$252	\$270	99.7%	100.7%	11	4	1.0
Sep '22	10	8	\$590K	\$697K	\$627K	\$681K	25	36	\$297	\$262	100.6%	99.9%	9	5	0.9
Aug '22	12	8	\$600K	\$672K	\$670K	\$678K	25	34	\$260	\$257	101.8%	101.1%	19	7	1.6
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

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