



CHERIE  
BERGER  
TEAM

September 2024

# Basking Ridge Market Insights

# Basking Ridge

SEPTEMBER 2024

## Market Profile & Trends Overview

The table belows shows data & statistics for September 2024 (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	29	12%	-25%	53%	2%	-39%	-	-
	MEDIAN PRICE	\$995,000	22%	3%	11%	10%	18%	-	-
	AVERAGE PRICE	\$1,193,631	12%	8%	-4%	6%	23%	-	-
	PRICE PER SQFT	\$388	5%	6%	17%	19%	20%	-	-
	MONTHS OF SUPPLY	0.9	81%	10%	34%	-69%	-39%	-	-
New Listings	# OF PROPERTIES	39	70%	-12%	95%	37%	-2%	349	-15.3%
	MEDIAN PRICE	\$874,900	17%	1%	17%	13%	27%	\$858,000	19.2%
	AVERAGE PRICE	\$1,034,251	8%	7%	12%	15%	31%	\$986,397	20.5%
	PRICE PER SQFT	\$396	16%	12%	15%	22%	27%	\$363	17.5%
Sales	# OF PROPERTIES	32	-38%	-33%	14%	20%	-6%	271	-17.6%
	MEDIAN PRICE	\$1,097,500	4%	25%	8%	46%	60%	\$850,100	14.7%
	AVERAGE PRICE	\$1,150,721	9%	16%	14%	34%	52%	\$965,133	20.1%
	PRICE PER SQFT	\$401	6%	6%	29%	20%	31%	\$374	19.9%
	SALE-TO-LIST RATIO	102.3%	-4.5%	-5%	-3.6%	-1.6%	-0.4%	106.7%	2.9%

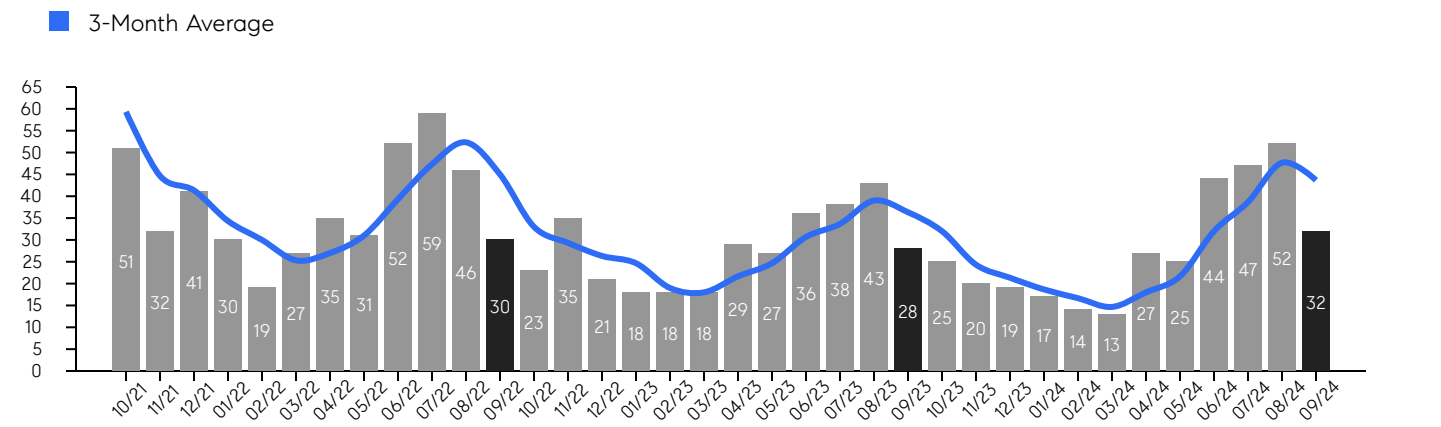
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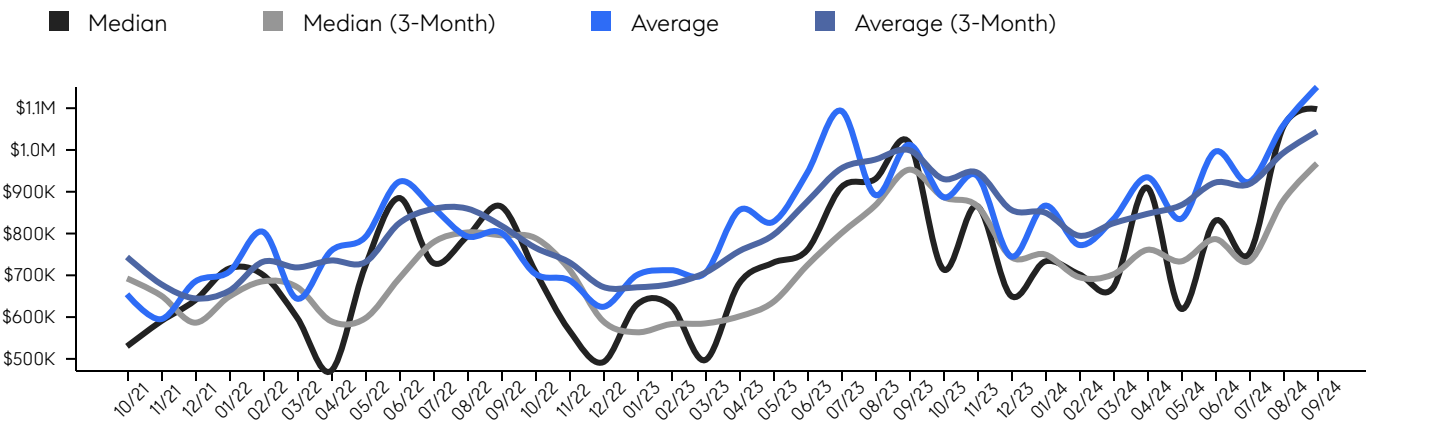
## Property Sales

There were 32 sales in September 2024, a change of 14% from 28 in September 2023 and -38% from the 52 sales last month. Compared to September 2022 and 2023, sales were at their highest level. There have been 271 year-to-date (YTD) sales, which is -17.6% lower than last year's year-to-date sales of 329.



## Property Prices

The median sales price in September 2024 was \$1,097,500, a change of 8% from \$1,018,250 in September 2023, and a change of 4% from \$1,054,000 last month. The average sales price in September 2024 was \$1,150,721, a change of 14% from \$1,012,468 in September 2023, and a change of 9% from \$1,058,079 last month, and was at its highest level compared to 2023 and 2022.



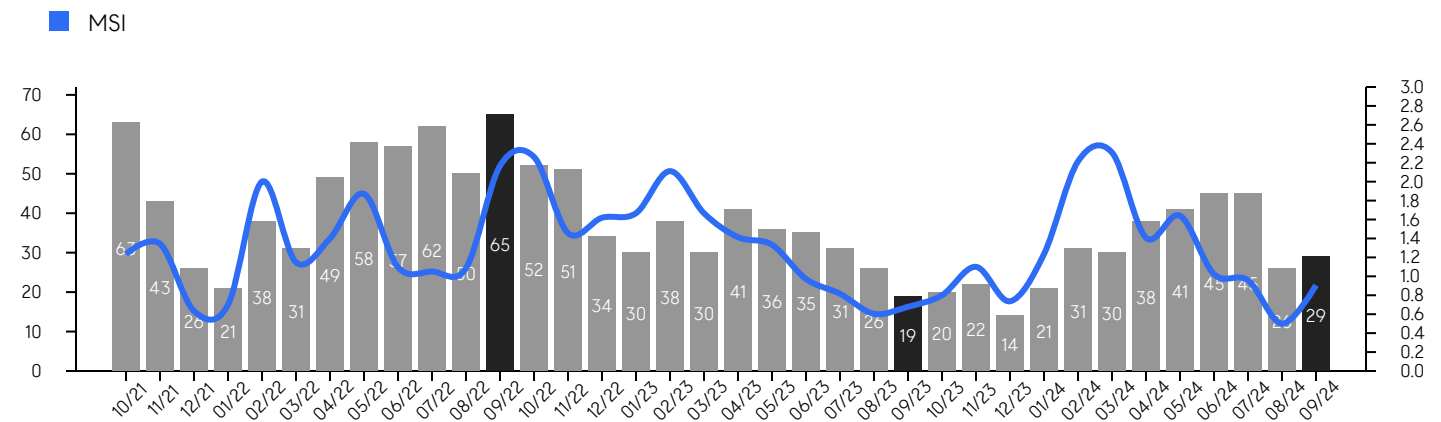
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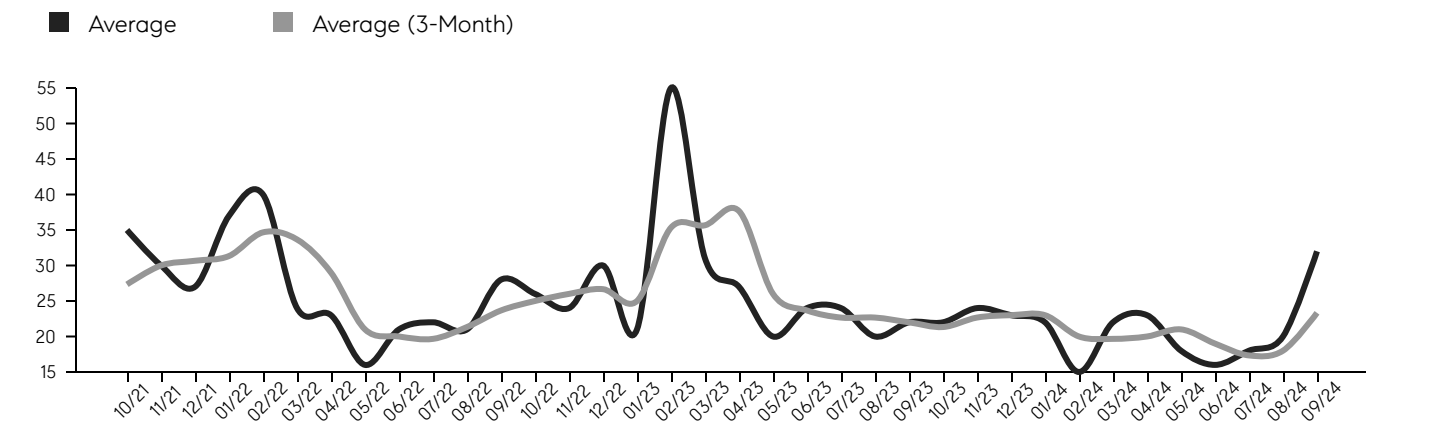
## Inventory & MSI

The total inventory of properties available for sale as of September 2024 was 29, a difference of 12% from - last month, and 53% from 19 in September 2023, and was at mid level compared to 2023 and 2022. The months of supply inventory (MSI) was at 0.9 months, a similar level compared to 2023 and 2022. 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 September 2024 was 32, a change of 60% from 20 days last month, and 45% from 22 days in September 2023, and was at its lowest level compared to 2023 and 2022.



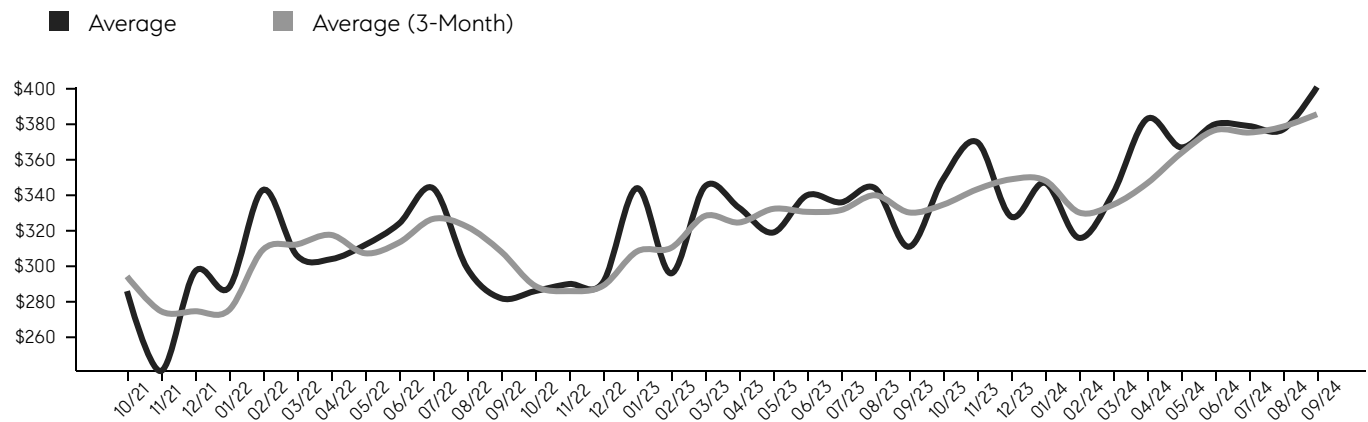
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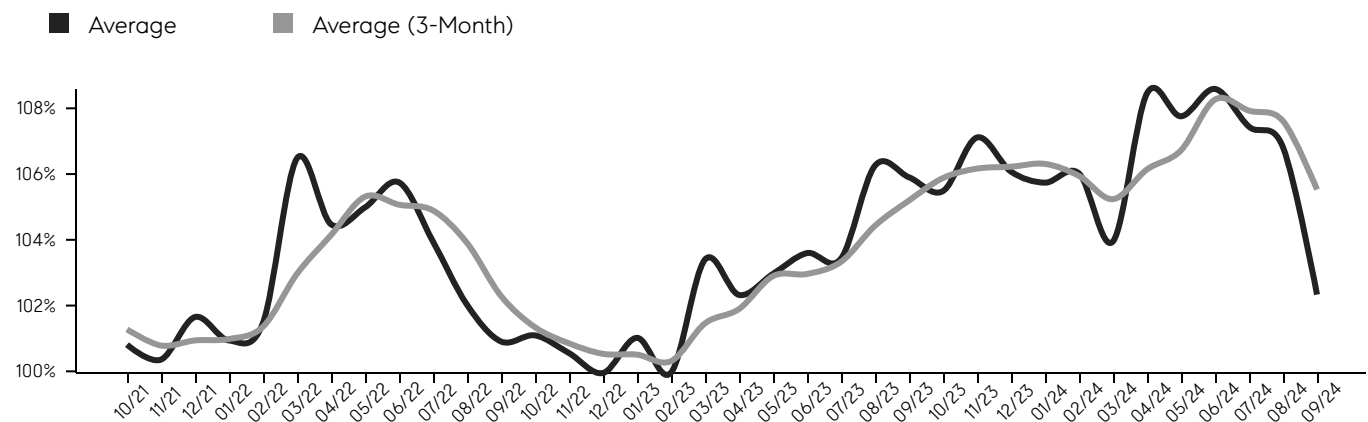
## Selling Price Per Square Foot

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 September 2024 selling price vs. listing price ratio was 102.3%, compared to 106.8% last month, and 105.9% in September 2023.



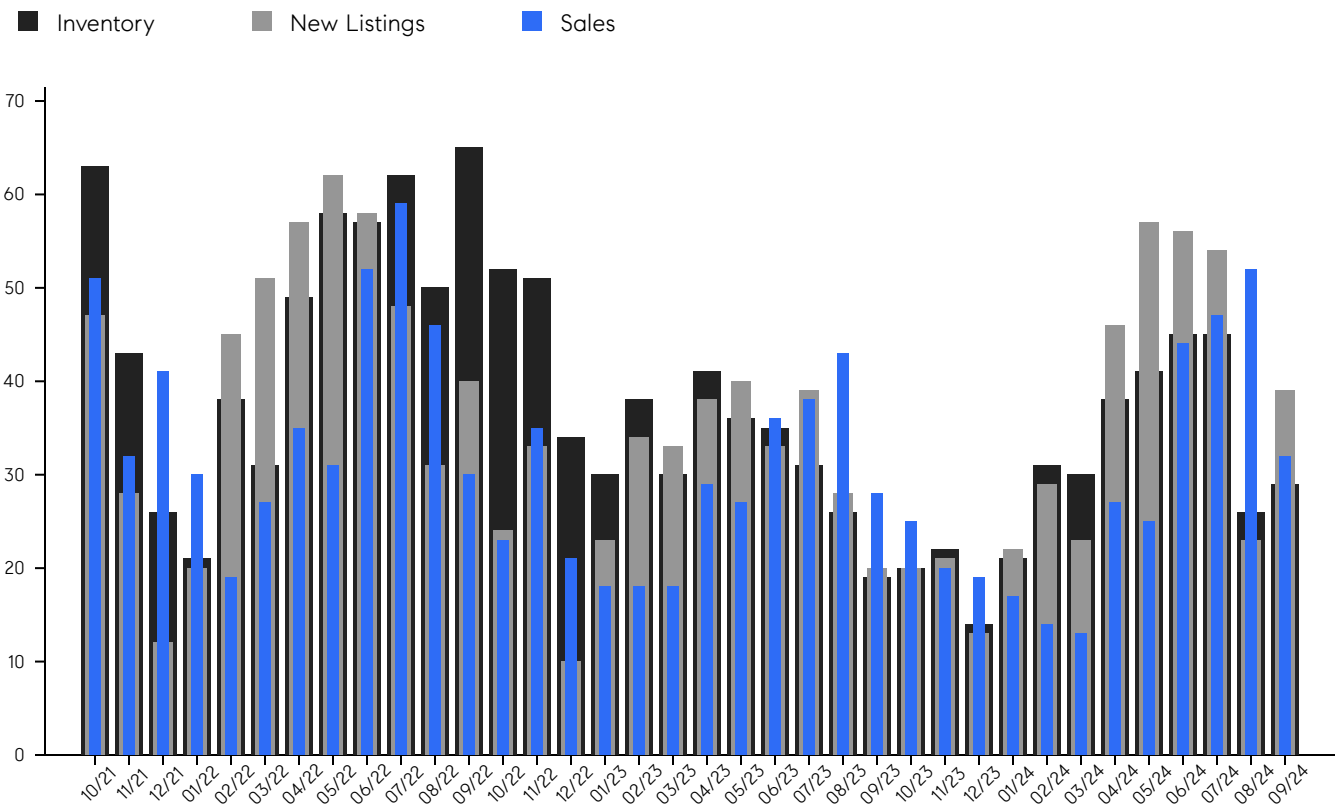
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## Inventory, New Listings & Sales

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 September 2024 was 39, a change of 70% from 23 last month and 95% from 20 in September 2023.



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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
Sep '24	32	44	\$1.0M	\$968K	\$1.1M	\$1M	32	23	\$401	\$386	102.3%	105.5%	29	39	0.9
Aug '24	52	48	\$1.0M	\$878K	\$1.0M	\$992K	20	18	\$377	\$379	106.8%	107.6%	26	23	0.5
Jul '24	47	39	\$751K	\$734K	\$923K	\$918K	18	17	\$379	\$375	107.4%	107.9%	45	54	1.0
Jun '24	44	32	\$830K	\$787K	\$995K	\$922K	16	19	\$380	\$377	108.6%	108.3%	45	56	1.0
May '24	25	22	\$620K	\$733K	\$835K	\$868K	18	21	\$367	\$364	107.8%	106.7%	41	57	1.6
Apr '24	27	18	\$910K	\$761K	\$934K	\$847K	23	20	\$383	\$347	108.5%	106.1%	38	46	1.4
Mar '24	13	15	\$670K	\$702K	\$833K	\$824K	22	20	\$341	\$335	104.0%	105.2%	30	23	2.3
Feb '24	14	17	\$702K	\$696K	\$772K	\$795K	15	20	\$316	\$330	106.0%	105.9%	31	29	2.2
Jan '24	17	19	\$733K	\$750K	\$866K	\$850K	22	23	\$347	\$348	105.7%	106.3%	21	22	1.2
Dec '23	19	21	\$651K	\$744K	\$745K	\$857K	23	23	\$328	\$349	106.1%	106.2%	14	13	0.7
Nov '23	20	24	\$866K	\$866K	\$938K	\$946K	24	23	\$370	\$343	107.1%	106.2%	22	21	1.1
Oct '23	25	32	\$715K	\$888K	\$887K	\$931K	22	21	\$349	\$335	105.5%	105.9%	20	20	0.8
Sep '23	28	36	\$1.0M	\$953K	\$1.0M	\$1M	22	22	\$311	\$330	105.9%	105.2%	19	20	0.7
Aug '23	43	39	\$930K	\$867K	\$892K	\$977K	20	23	\$344	\$340	106.3%	104.4%	26	28	0.6
Jul '23	38	34	\$910K	\$800K	\$1.0M	\$955K	24	23	\$336	\$332	103.4%	103.3%	31	39	0.8
Jun '23	36	31	\$760K	\$723K	\$944K	\$876K	24	24	\$340	\$331	103.6%	103.0%	35	33	1.0
May '23	27	25	\$730K	\$636K	\$827K	\$796K	20	26	\$319	\$332	103.0%	102.9%	36	40	1.3
Apr '23	29	22	\$680K	\$602K	\$855K	\$758K	27	38	\$333	\$325	102.3%	101.9%	41	38	1.4
Mar '23	18	18	\$497K	\$585K	\$705K	\$706K	31	36	\$345	\$328	103.4%	101.5%	30	33	1.7
Feb '23	18	19	\$627K	\$583K	\$712K	\$679K	55	35	\$296	\$310	100.0%	100.3%	38	34	2.1
Jan '23	18	25	\$630K	\$564K	\$700K	\$671K	21	25	\$344	\$308	101.0%	100.5%	30	23	1.7
Dec '22	21	26	\$492K	\$591K	\$624K	\$672K	30	27	\$291	\$289	99.9%	100.5%	34	10	1.6
Nov '22	35	29	\$569K	\$715K	\$688K	\$732K	24	26	\$290	\$286	100.6%	100.9%	51	33	1.5
Oct '22	23	33	\$711K	\$790K	\$703K	\$767K	26	25	\$286	\$289	101.1%	101.3%	52	24	2.3
Sep '22	30	45	\$865K	\$796K	\$802K	\$819K	28	24	\$282	\$308	100.9%	102.3%	65	40	2.2
Aug '22	46	52	\$792K	\$802K	\$793K	\$860K	21	21	\$299	\$322	102.0%	103.9%	50	31	1.1
Jul '22	59	47	\$730K	\$778K	\$862K	\$859K	22	20	\$344	\$327	103.9%	104.9%	62	48	1.1
Jun '22	52	39	\$884K	\$692K	\$923K	\$824K	21	20	\$324	\$313	105.7%	105.1%	57	58	1.1
May '22	31	31	\$720K	\$597K	\$790K	\$731K	16	21	\$312	\$307	105.0%	105.3%	58	62	1.9
Apr '22	35	27	\$471K	\$590K	\$758K	\$736K	23	29	\$304	\$318	104.5%	104.1%	49	57	1.4
Mar '22	27	25	\$599K	\$672K	\$644K	\$719K	24	34	\$306	\$312	106.5%	103.0%	31	51	1.1
Feb '22	19	30	\$701K	\$686K	\$804K	\$732K	40	35	\$343	\$309	101.5%	101.4%	38	45	2.0
Jan '22	30	34	\$716K	\$649K	\$708K	\$663K	37	31	\$288	\$275	100.9%	101.0%	21	20	0.7
Dec '21	41	41	\$640K	\$587K	\$684K	\$645K	27	31	\$297	\$275	101.7%	100.9%	26	12	0.6
Nov '21	32	45	\$589K	\$652K	\$595K	\$679K	30	30	\$241	\$275	100.4%	100.8%	43	28	1.3
Oct '21	51	59	\$530K	\$693K	\$654K	\$744K	35	27	\$286	\$294	100.8%	101.3%	63	47	1.2

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