



CHERIE
BERGER
TEAM

October 2024

Green Brook Market Insights

Green Brook

OCTOBER 2024

Market Profile & Trends Overview

The table belows shows data & statistics for October 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	8	-56%	-53%	60%	8%	-47%	-	-
	MEDIAN PRICE	\$637,450	-44%	-38%	-31%	-4%	-7%	-	-
	AVERAGE PRICE	\$829,350	-30%	-28%	-14%	4%	11%	-	-
	PRICE PER SQFT	\$325	-16%	-15%	6%	12%	17%	-	-
	MONTHS OF SUPPLY	2.7	-70%	-65%	113%	-43%	9%	-	-
New Listings	# OF PROPERTIES	5	-37%	-35%	0%	-20%	-51%	71	-36.0%
	MEDIAN PRICE	\$649,900	-31%	-9%	-45%	7%	0%	\$649,900	8.3%
	AVERAGE PRICE	\$632,780	-38%	-27%	-38%	-7%	-8%	\$819,803	16.1%
	PRICE PER SQFT	\$353	0%	19%	15%	48%	38%	\$338	30.5%
Sales	# OF PROPERTIES	3	50%	29%	-25%	-48%	-63%	46	-43.9%
	MEDIAN PRICE	\$620,000	52%	5%	10%	-3%	3%	\$572,500	-2.6%
	AVERAGE PRICE	\$631,667	55%	14%	-14%	-7%	-5%	\$683,228	0.6%
	PRICE PER SQFT	\$273	-11%	56%	9%	19%	7%	\$312	20.9%
	SALE-TO-LIST RATIO	104.8%	-8.7%	-1%	4.5%	2.9%	4.6%	104.0%	2.9%

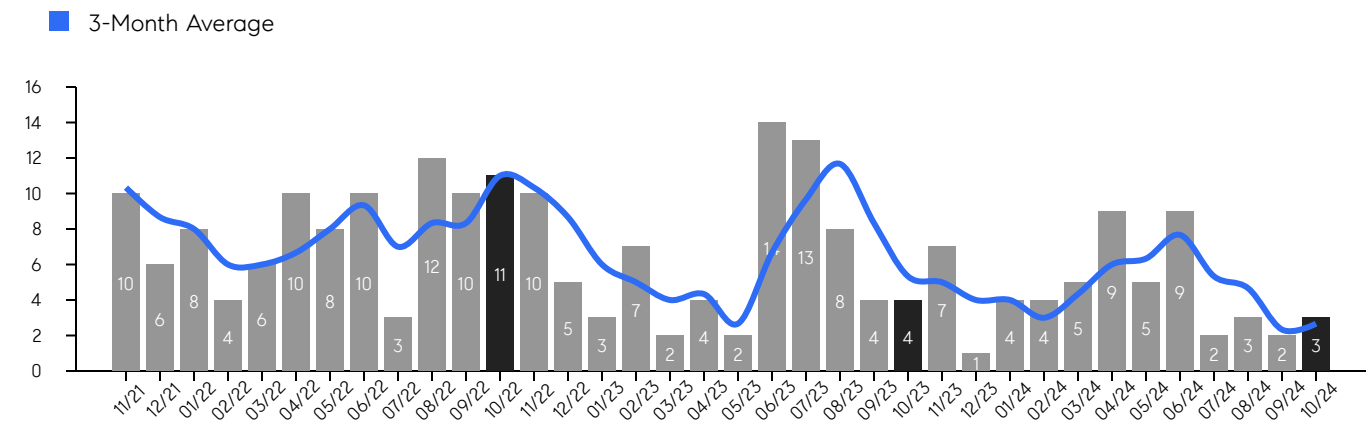
© 2024. Based on information from Garden State MLS, LLC for the period of January 2018 through October 2024. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Data maintained by the MLS may not reflect all real estate activity in the market.

Green Brook

OCTOBER 2024

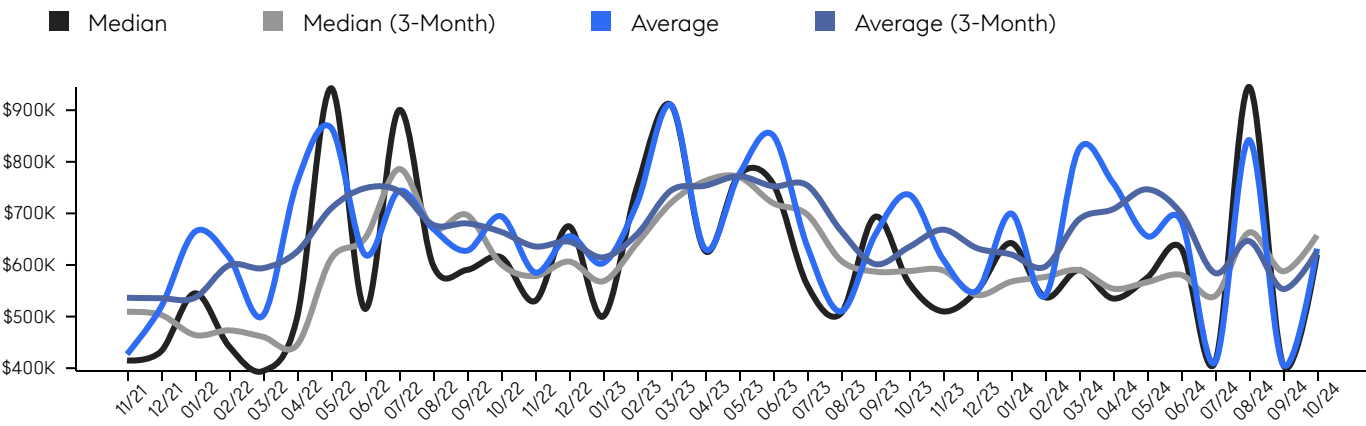
Property Sales

There were 3 sales in October 2024, a change of -25% from 4 in October 2023 and 50% from the 2 sales last month. Compared to October 2022 and 2023, sales were at their lowest level. There have been 46 year-to-date (YTD) sales, which is -43.9% lower than last year's year-to-date sales of 82.



Property Prices

The median sales price in October 2024 was \$620,000, a change of 10% from \$565,250 in October 2023, and a change of 52% from \$407,500 last month. The average sales price in October 2024 was \$631,667, a change of -14% from \$736,375 in October 2023, and a change of 55% from \$407,500 last month, and was at its lowest level compared to 2023 and 2022.



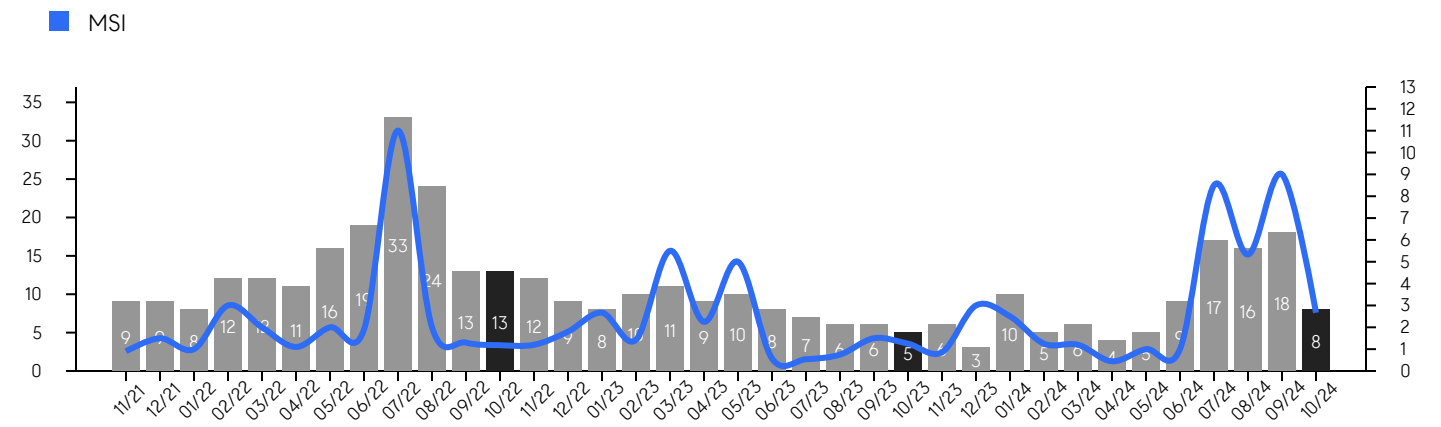
© 2024. Based on information from Garden State MLS, LLC for the period of January 2018 through October 2024. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Data maintained by the MLS may not reflect all real estate activity in the market.

Green Brook

OCTOBER 2024

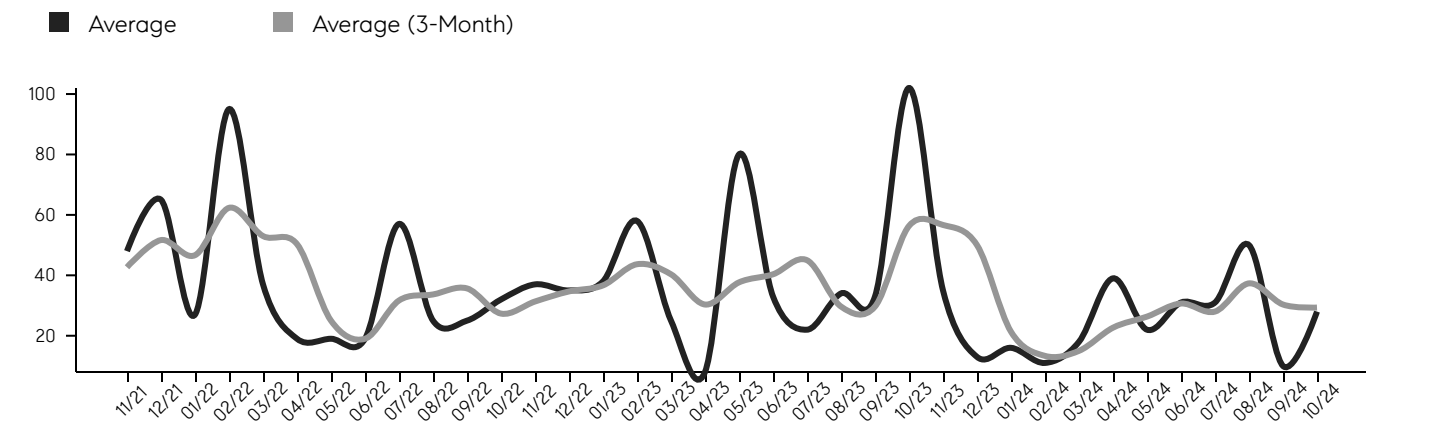
Inventory & MSI

The total inventory of properties available for sale as of October 2024 was 8, a difference of -56% from - last month, and 60% from 5 in October 2023, and was at mid level compared to 2023 and 2022. The months of supply inventory (MSI) was at 2.7 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 October 2024 was 28, a change of 180% from 10 days last month, and -73% from 102 days in October 2023, and was at its lowest level compared to 2023 and 2022.



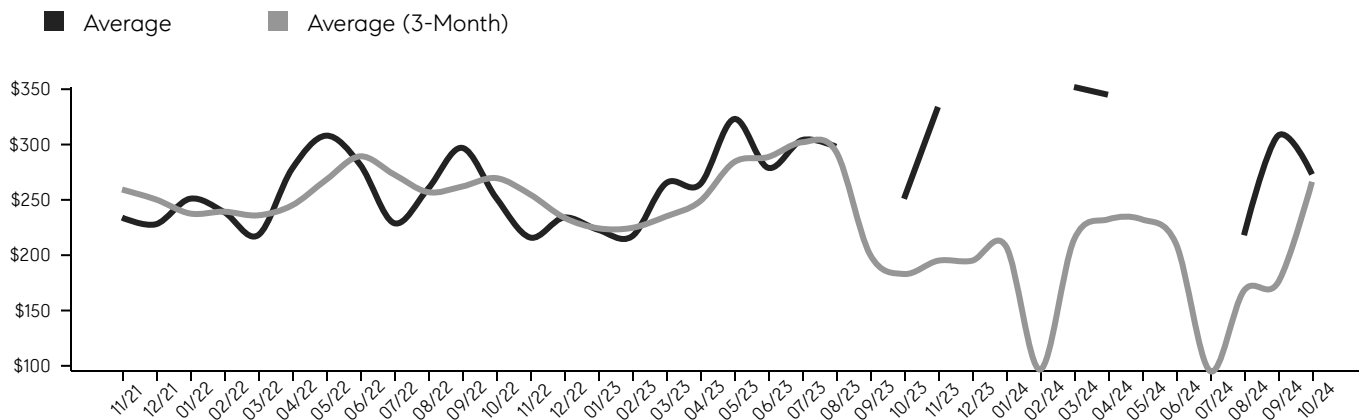
© 2024. Based on information from Garden State MLS, LLC for the period of January 2018 through October 2024. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Data maintained by the MLS may not reflect all real estate activity in the market.

Green Brook

OCTOBER 2024

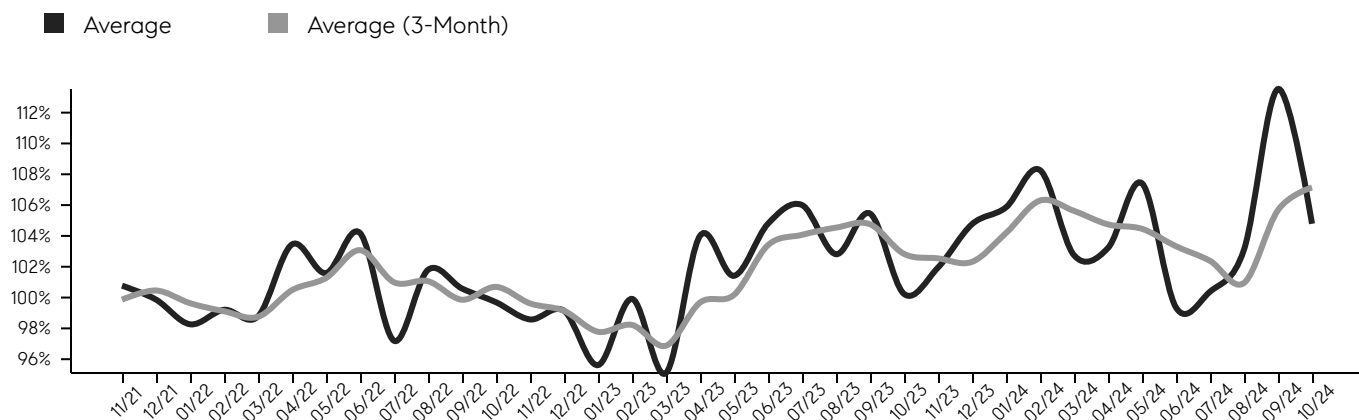
Selling Price Per Square Foot

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 October 2024 selling price vs. listing price ratio was 104.8%, compared to 113.5% last month, and 100.2% in October 2023.



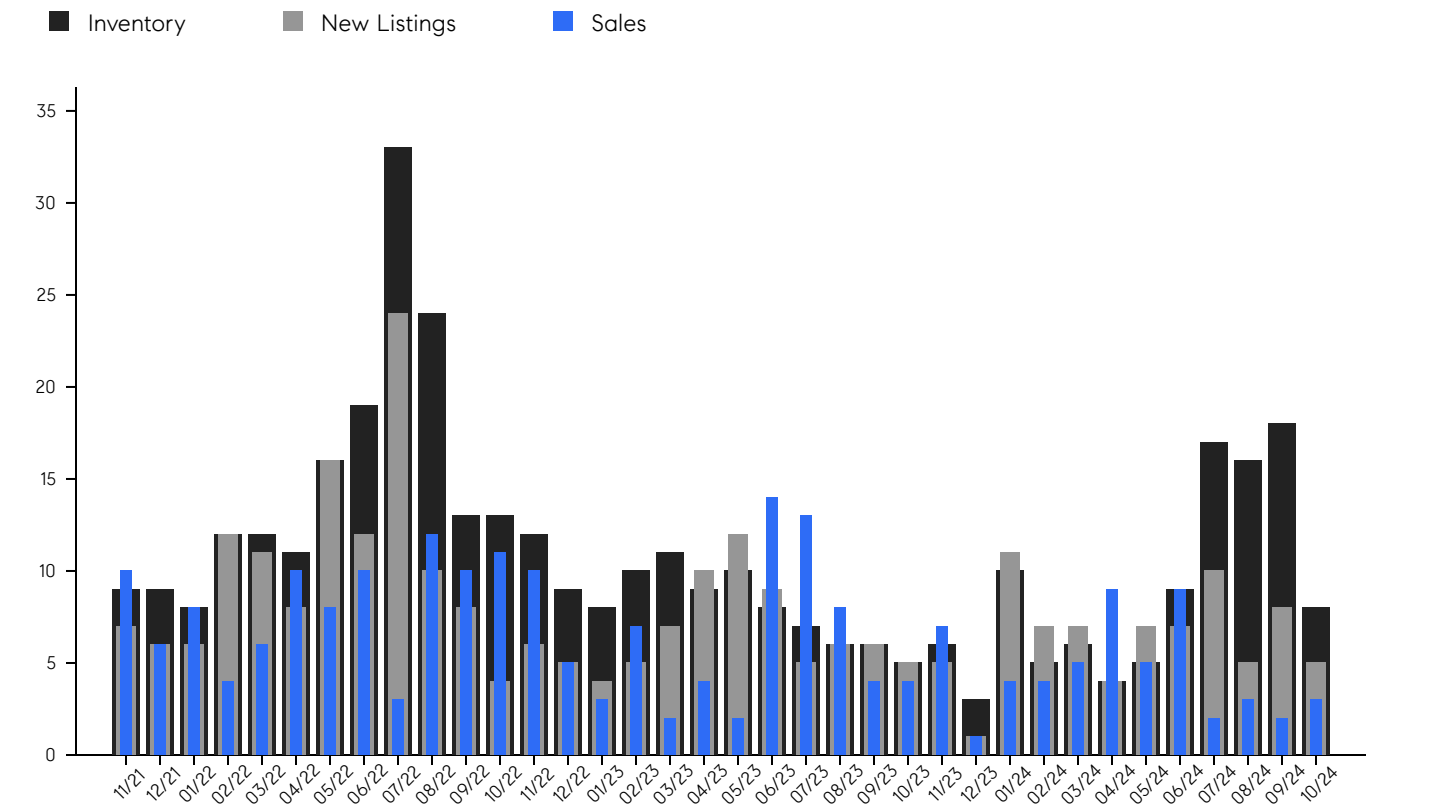
© 2024. Based on information from Garden State MLS, LLC for the period of January 2018 through October 2024. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Data maintained by the MLS may not reflect all real estate activity in the market.

Green Brook

OCTOBER 2024

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 October 2024 was 5, a change of -37% from 8 last month and 0% from 5 in October 2023.



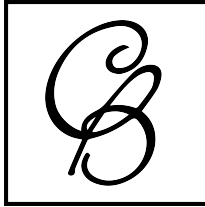
© 2024. Based on information from Garden State MLS, LLC for the period of January 2018 through October 2024. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Data maintained by the MLS may not reflect all real estate activity in the market.

Green Brook

OCTOBER 2024

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
Oct '24	3	3	\$620K	\$658K	\$631K	\$627K	28	29	\$273	\$266	104.8%	107.1%	8	5	2.7
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
Jan '23	3	6	\$500K	\$568K	\$603K	\$615K	38	37	\$223	\$224	95.6%	97.8%	8	4	2.7
Dec '22	5	9	\$675K	\$607K	\$655K	\$645K	35	35	\$234	\$234	99.1%	99.1%	9	5	1.8
Nov '22	10	10	\$530K	\$579K	\$585K	\$636K	37	31	\$216	\$255	98.6%	99.6%	12	6	1.2
Oct '22	11	11	\$615K	\$602K	\$694K	\$664K	32	27	\$252	\$270	99.7%	100.7%	13	4	1.2
Sep '22	10	8	\$590K	\$697K	\$627K	\$681K	25	36	\$297	\$262	100.6%	99.9%	13	8	1.3
Aug '22	12	8	\$600K	\$672K	\$670K	\$678K	25	34	\$260	\$257	101.8%	101.1%	24	10	2.0
Jul '22	3	7	\$900K	\$786K	\$743K	\$743K	57	32	\$229	\$273	97.2%	101.0%	33	24	11.0
Jun '22	10	9	\$515K	\$652K	\$620K	\$749K	19	19	\$282	\$289	104.2%	103.1%	19	12	1.9
May '22	8	8	\$942K	\$612K	\$866K	\$709K	19	25	\$308	\$268	101.6%	101.3%	16	16	2.0
Apr '22	10	7	\$497K	\$445K	\$760K	\$626K	19	50	\$278	\$245	103.4%	100.5%	11	8	1.1
Mar '22	6	6	\$394K	\$461K	\$501K	\$594K	37	53	\$218	\$236	98.8%	98.7%	12	11	2.0
Feb '22	4	6	\$442K	\$473K	\$615K	\$599K	95	62	\$239	\$239	99.2%	99.1%	12	12	3.0
Jan '22	8	8	\$545K	\$464K	\$664K	\$537K	27	47	\$251	\$238	98.3%	99.6%	8	6	1.0
Dec '21	6	9	\$432K	\$503K	\$518K	\$536K	65	52	\$228	\$250	99.9%	100.5%	9	6	1.5
Nov '21	10	10	\$415K	\$509K	\$427K	\$536K	48	43	\$234	\$259	100.8%	99.9%	9	7	0.9

© 2024. Based on information from Garden State MLS, LLC for the period of January 2018 through October 2024. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Data maintained by the MLS may not reflect all real estate activity in the market.



CHERIE
BERGER
TEAM



Cherie Berger

cherie.berger@compass.com

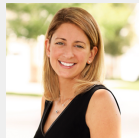
M: 908.410.0931



Steven Berger

steven.berger@compass.com

M: 908.256.0307



Ashley Berger-Freitas

ashley.freitas@compass.com

M: 908.432.9818



Karla Gary

karla.gary@compass.com

M: 908.285.3813

Compass makes no representations or warranties, express or implied, with respect to future market conditions or prices of residential product at the time the subject property or any competitive property is complete and ready for occupancy or with respect to any report, study, finding, recommendation or other information provided by Compass herein. Moreover, no warranty, express or implied, is made or should be assumed regarding the accuracy, adequacy, completeness, legality, reliability, merchantability or fitness for a particular purpose of any information, in part or whole, contained herein. All material is presented with the understanding that Compass shall not be deemed to provide legal, accounting or other professional services. This is not intended to solicit the purchase or sale of any property. Any and all such warranties are hereby expressly disclaimed. Equal Housing Opportunity.

© Compass. All Rights Reserved. This information may not be copied, used or distributed without Compass' consent.