



CHERIE
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TEAM

November 2024

Green Brook Market Insights

Market Profile & Trends Overview

The table belows shows data & statistics for November 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).

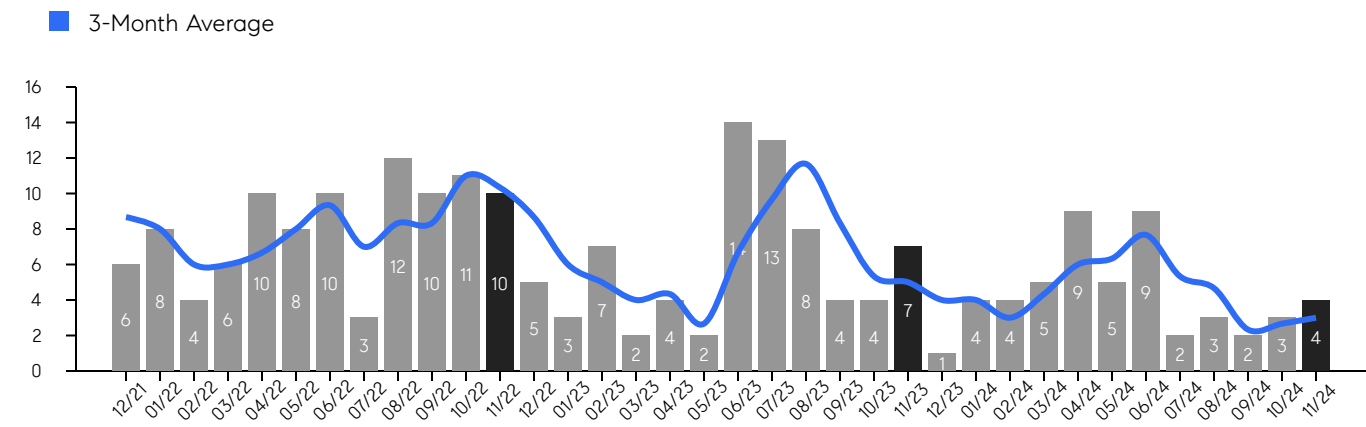
		CM	LM	L3M	PYM	LY	PY	YTD	PYTD
Inventory	# OF PROPERTIES	7	-22%	-51%	17%	-6%	-54%	-	-
	MEDIAN PRICE	\$735,000	13%	-22%	-10%	10%	7%	-	-
	AVERAGE PRICE	\$1,070,557	31%	2%	40%	34%	43%	-	-
	PRICE PER SQFT	\$408	16%	10%	45%	40%	47%	-	-
	MONTHS OF SUPPLY	1.8	-42%	-70%	104%	-54%	-29%	-	-
New Listings	# OF PROPERTIES	5	0%	-17%	0%	-20%	-51%	76	-35.0%
	MEDIAN PRICE	\$469,000	-28%	-36%	-11%	-23%	-28%	\$644,450	7.4%
	AVERAGE PRICE	\$787,400	24%	-2%	25%	16%	14%	\$817,671	15.9%
	PRICE PER SQFT	\$0	0%	0%	0%	0%	0%	\$338	29.0%
Sales	# OF PROPERTIES	4	33%	50%	-43%	-30%	-51%	50	-45.7%
	MEDIAN PRICE	\$870,000	40%	32%	71%	35%	44%	\$592,500	2.6%
	AVERAGE PRICE	\$911,250	44%	45%	49%	33%	37%	\$701,470	4.8%
	PRICE PER SQFT	\$280	3%	5%	-16%	22%	10%	\$308	21.7%
	SALE-TO-LIST RATIO	104.8%	0.0%	-2%	2.9%	3.0%	4.6%	104.0%	3.3%

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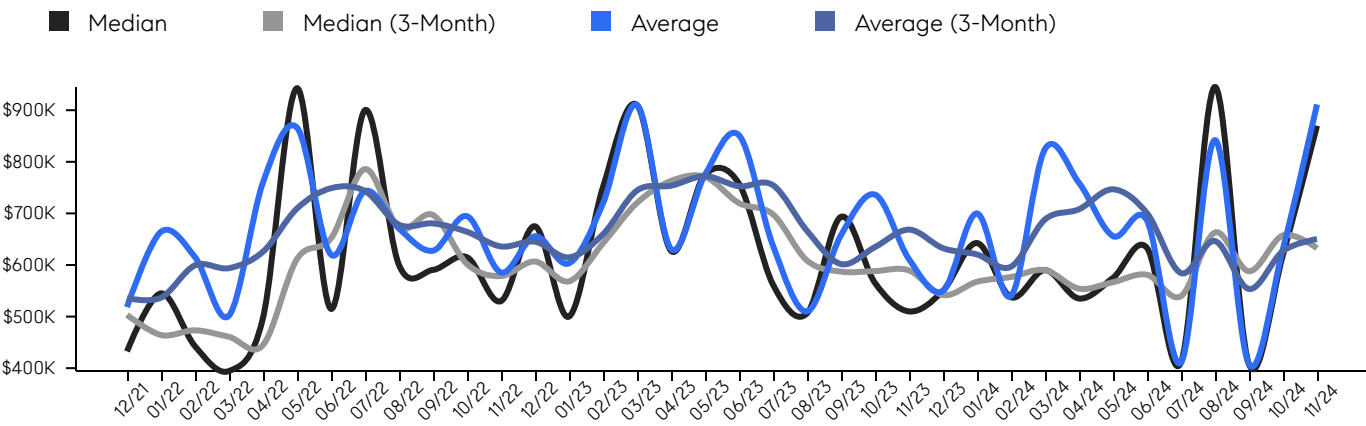
Property Sales

There were 4 sales in November 2024, a change of -43% from 7 in November 2023 and 33% from the 3 sales last month. Compared to November 2022 and 2023, sales were at their lowest level. There have been 50 year-to-date (YTD) sales, which is -45.7% lower than last year's year-to-date sales of 92.



Property Prices

The median sales price in November 2024 was \$870,000, a change of 71% from \$510,000 in November 2023, and a change of 40% from \$620,000 last month. The average sales price in November 2024 was \$911,250, a change of 49% from \$611,286 in November 2023, and a change of 44% from \$631,667 last month, and was at its highest level compared to 2023 and 2022.



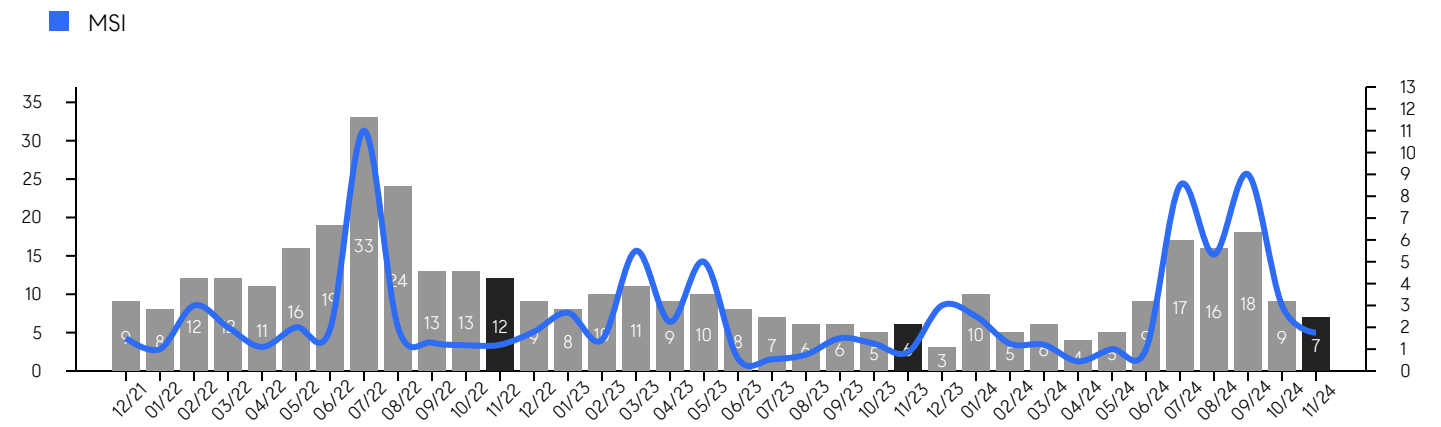
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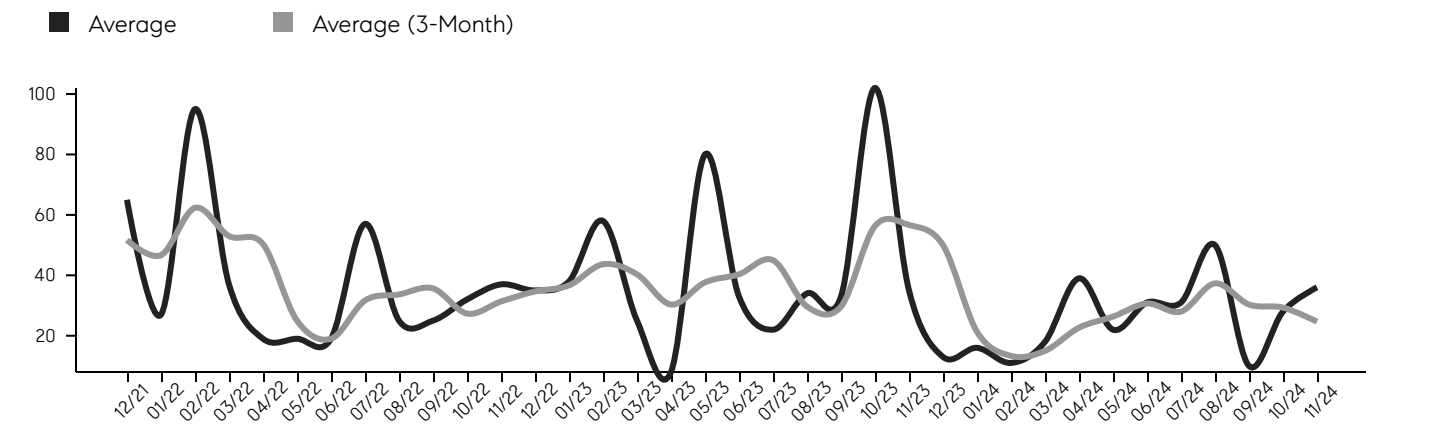
Inventory & MSI

The total inventory of properties available for sale as of November 2024 was 7, a difference of -22% from - last month, and 17% from 6 in November 2023, and was at mid level compared to 2023 and 2022. The months of supply inventory (MSI) was at 1.8 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 November 2024 was 36, a change of 29% from 28 days last month, and 3% from 35 days in November 2023, and was at its lowest level compared to 2023 and 2022.



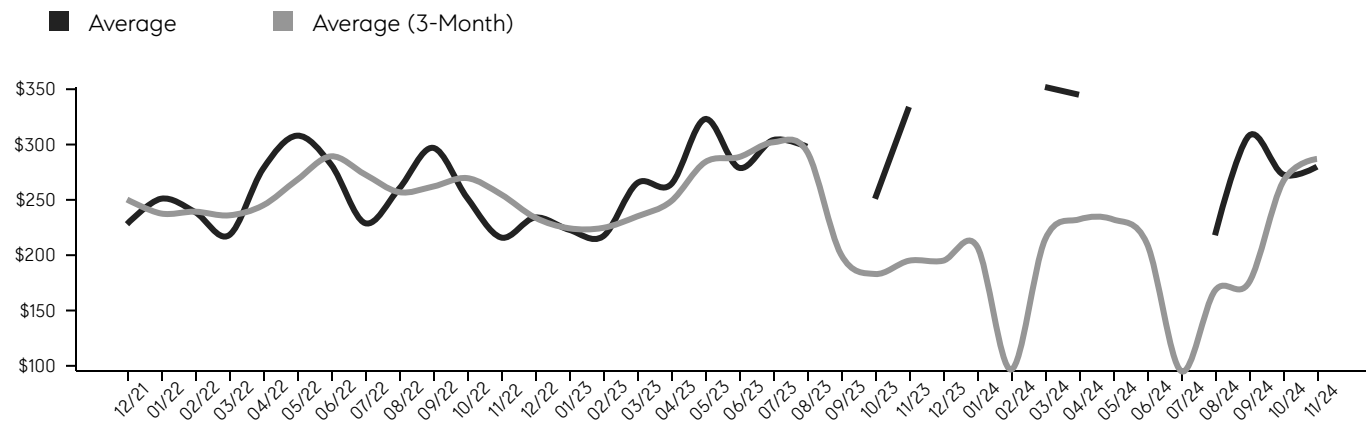
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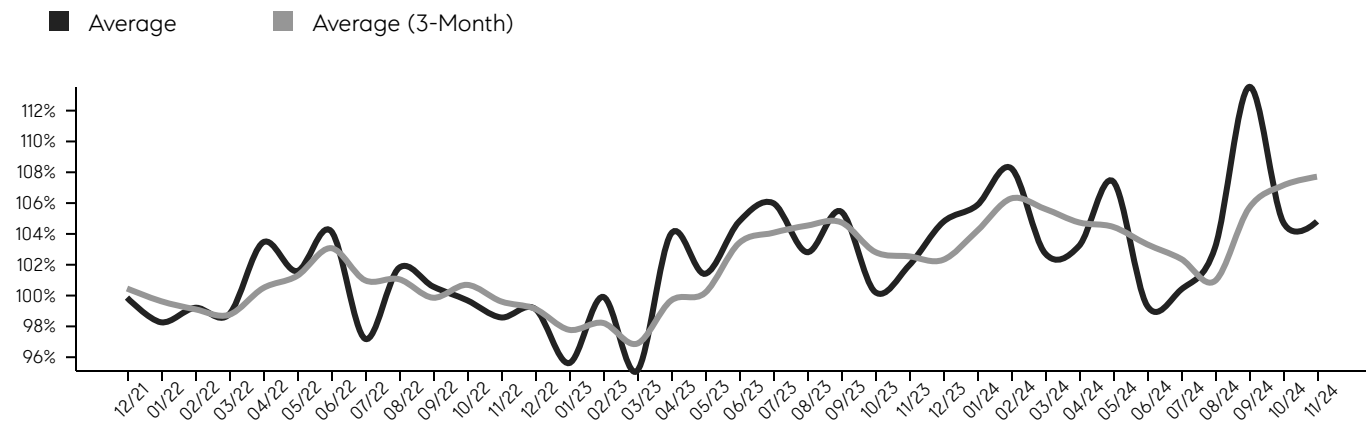
Selling Price Per Square Foot

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 November 2024 selling price vs. listing price ratio was 104.8%, compared to 104.8% last month, and 101.9% in November 2023.



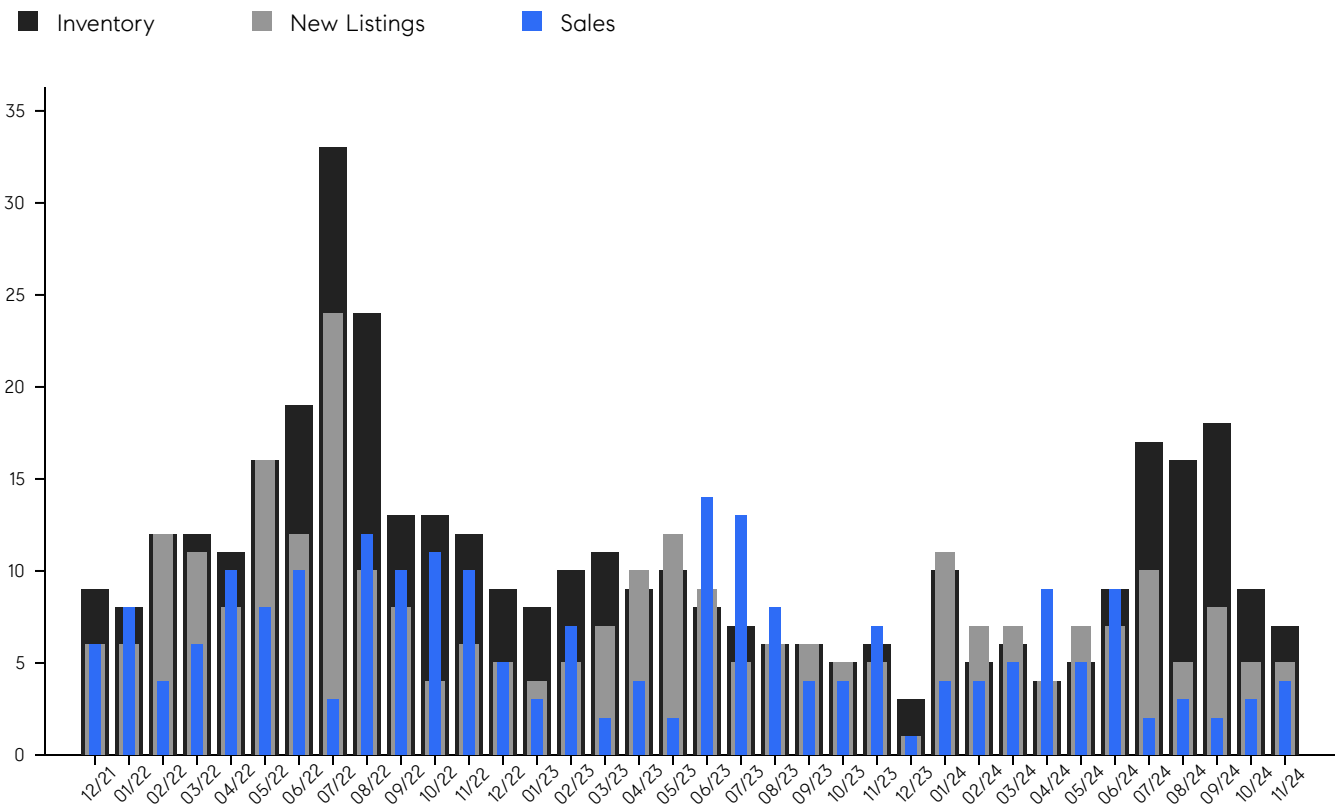
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Inventory, New Listings & Sales

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 November 2024 was 5, a change of 0% from 5 last month and 0% from 5 in November 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
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
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

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