



CHERIE
BERGER
TEAM

August 2025

Green Brook Market Insights

CHERIE BERGER TEAM

Market Profile & Trends Overview

The table belows shows data & statistics for August 2025 (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).

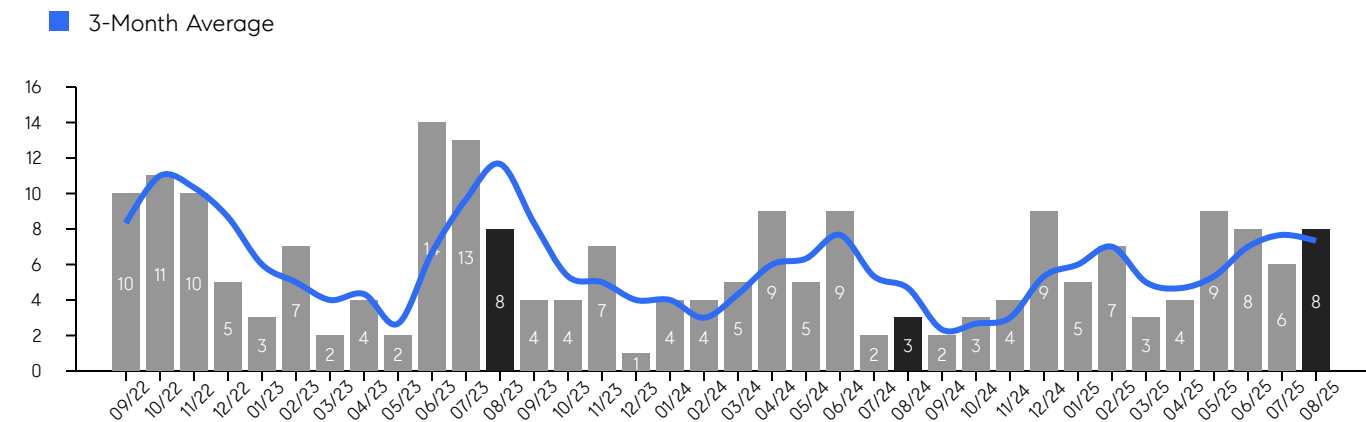
		CM	LM	L3M	PYM	LY	PY	YTD	PYTD
Inventory	# OF PROPERTIES	12	-29%	-16%	-25%	31%	62%	-	-
	MEDIAN PRICE	\$929,000	55%	36%	-10%	9%	39%	-	-
	AVERAGE PRICE	\$917,575	18%	9%	-20%	-6%	15%	-	-
	PRICE PER SQFT	\$327	2%	1%	-11%	4%	12%	-	-
	MONTHS OF SUPPLY	1.5	-47%	-24%	-72%	-49%	-29%	-	-
New Listings	# OF PROPERTIES	8	-38%	-11%	60%	20%	28%	71	22.4%
	MEDIAN PRICE	\$794,500	33%	34%	33%	20%	31%	\$649,999	9.3%
	AVERAGE PRICE	\$859,875	19%	11%	12%	5%	26%	\$811,908	20.8%
	PRICE PER SQFT	\$342	3%	10%	34%	25%	43%	\$329	18.3%
Sales	# OF PROPERTIES	8	33%	4%	167%	63%	39%	50	-5.7%
	MEDIAN PRICE	\$658,750	-18%	-10%	-30%	6%	3%	\$636,250	4.3%
	AVERAGE PRICE	\$765,313	-15%	-12%	-9%	13%	12%	\$807,091	15.5%
	PRICE PER SQFT	\$469	72%	41%	115%	110%	104%	\$340	23.6%
	SALE-TO-LIST RATIO	105.6%	2.8%	3%	2.5%	1.3%	3.7%	103.7%	0.6%

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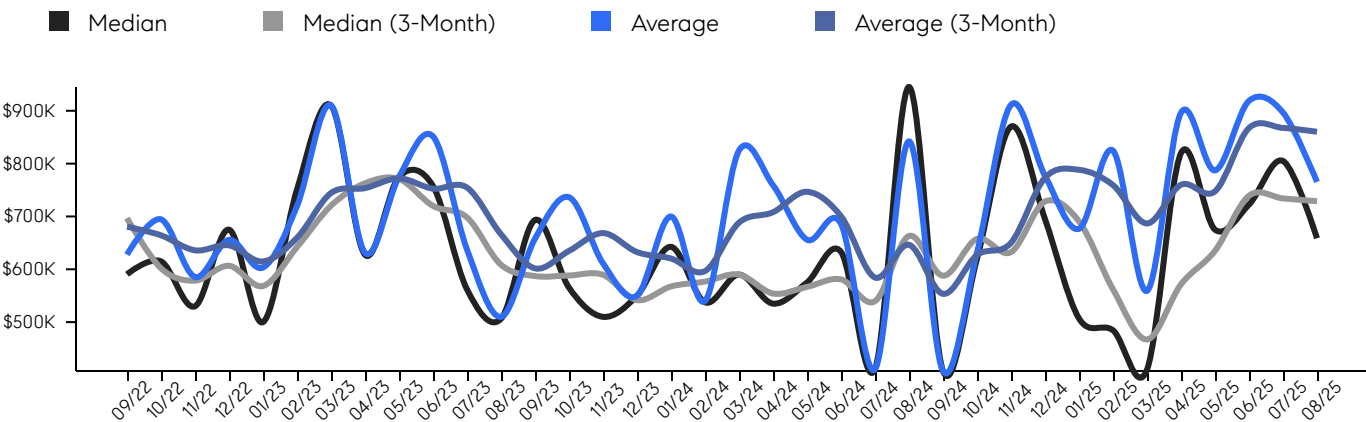
Property Sales

There were 8 sales in August 2025, a change of 167% from 3 in August 2024 and 33% from the 6 sales last month. Compared to August 2023 and 2024, sales were at a similar level. There have been 50 year-to-date (YTD) sales, which is -5.7% lower than last year's year-to-date sales of 53.



Property Prices

The median sales price in August 2025 was \$658,750, a change of -30% from \$945,000 in August 2024, and a change of -18% from \$805,000 last month. The average sales price in August 2025 was \$765,313, a change of -9% from \$842,000 in August 2024, and a change of -15% from \$896,666 last month, and was mid level compared to 2024 and 2023.



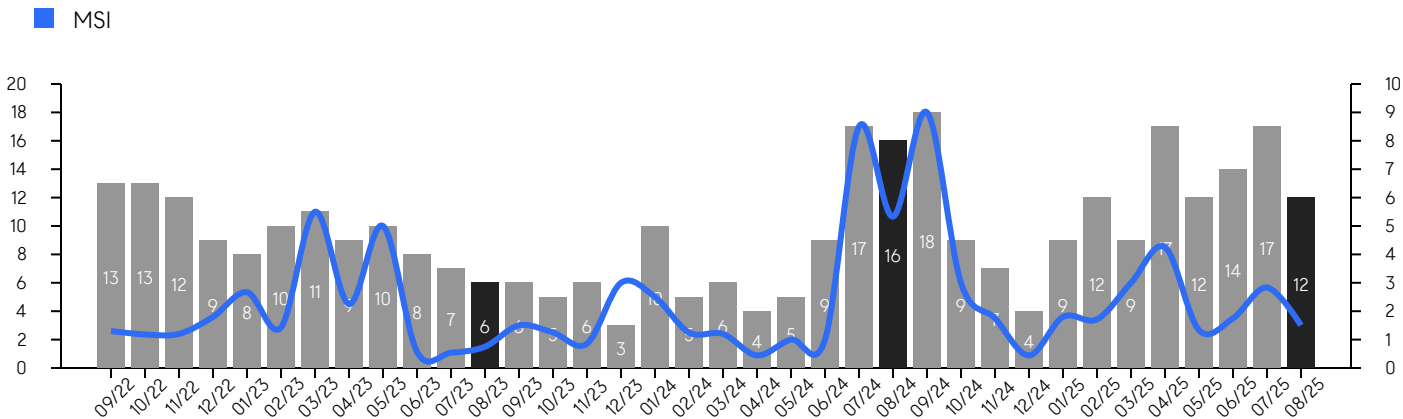
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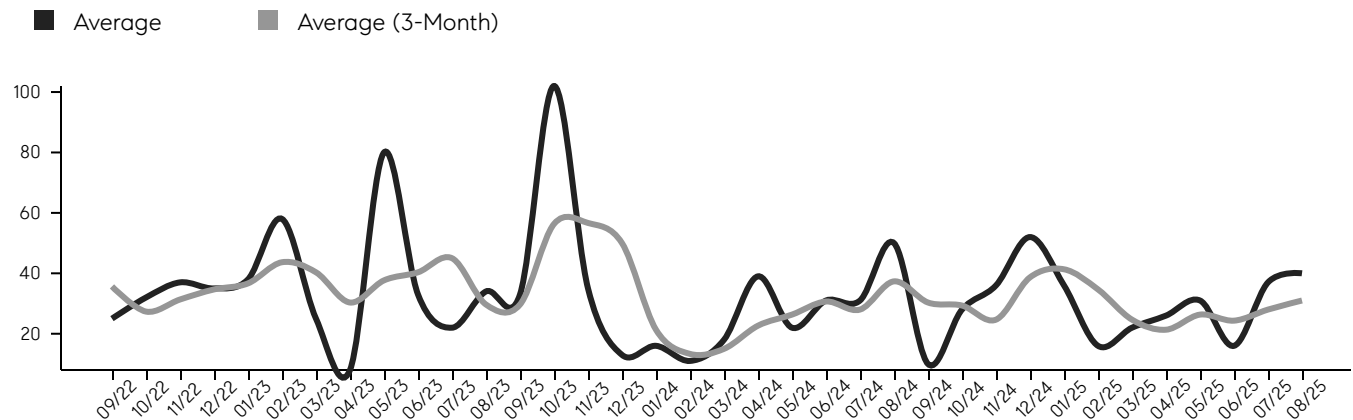
Inventory & MSI

The total inventory of properties available for sale as of August 2025 was 12, a difference of -29% from - last month, and -25% from 16 in August 2024, and was at mid level compared to 2024 and 2023. The months of supply inventory (MSI) was at 1.5 months, a similar level compared to 2024 and 2023. 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 August 2025 was 40, a change of 8% from 37 days last month, and -20% from 50 days in August 2024, and was at its lowest level compared to 2024 and 2023.



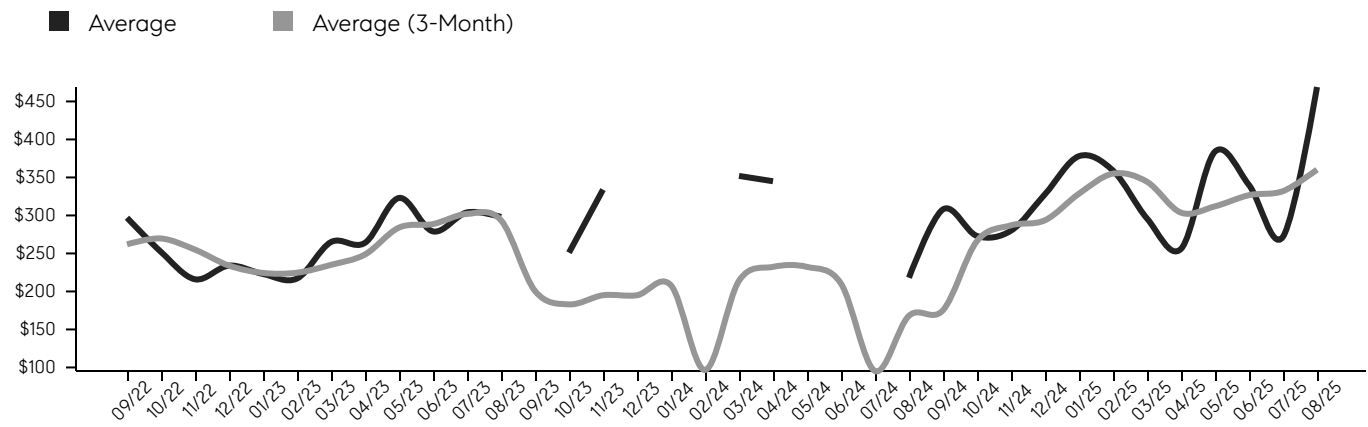
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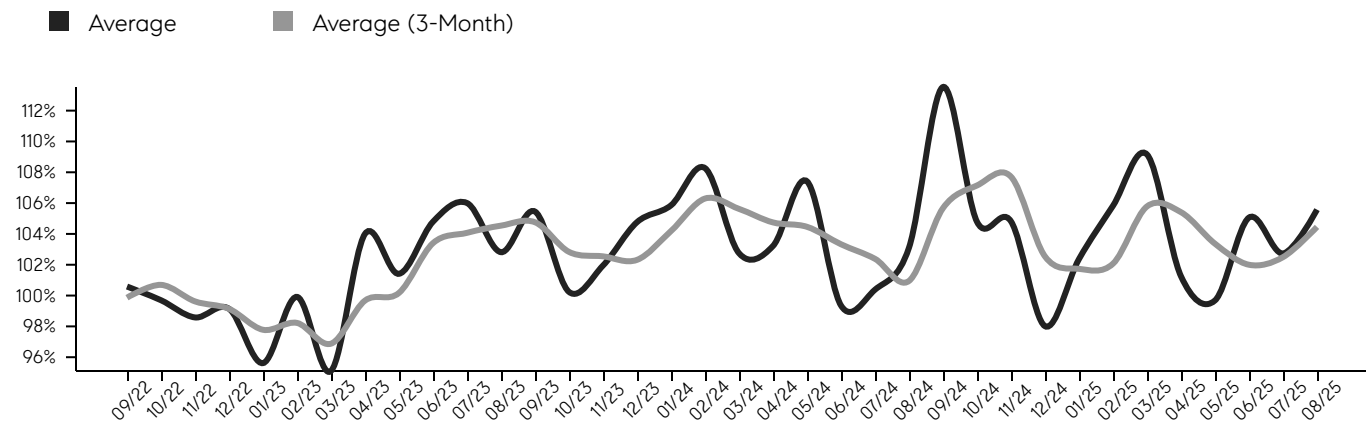
Selling Price Per Square Foot

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 August 2025 selling price vs. listing price ratio was 105.6%, compared to 102.7% last month, and 103.1% in August 2024.



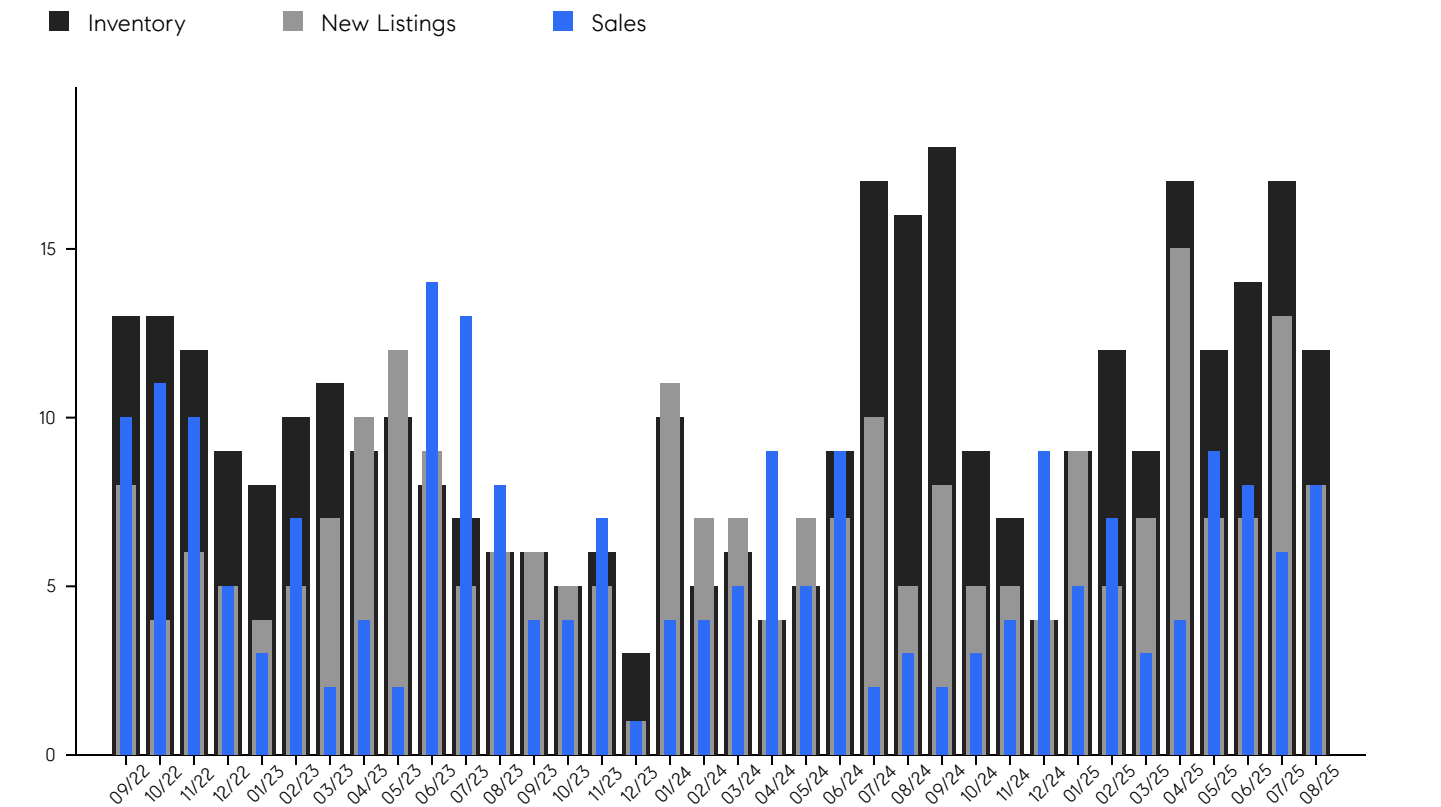
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Inventory, New Listings & Sales

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 August 2025 was 8, a change of -38% from 13 last month and 60% from 5 in August 2024.



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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
Aug '25	8	7	\$658K	\$729K	\$765K	\$860K	40	31	\$469	\$360	105.6%	104.5%	12	8	1.5
Jul '25	6	8	\$805K	\$734K	\$896K	\$868K	37	28	\$272	\$332	102.7%	102.5%	17	13	2.8
Jun '25	8	7	\$722K	\$739K	\$918K	\$867K	16	24	\$340	\$327	105.1%	102.0%	14	7	1.8
May '25	9	5	\$675K	\$635K	\$787K	\$748K	31	26	\$384	\$312	99.7%	103.4%	12	7	1.3
Apr '25	4	5	\$820K	\$572K	\$896K	\$760K	26	21	\$256	\$304	101.3%	105.4%	17	15	4.3
Mar '25	3	5	\$410K	\$467K	\$559K	\$687K	22	25	\$296	\$344	109.2%	105.8%	9	7	3.0
Feb '25	7	7	\$484K	\$562K	\$824K	\$759K	16	35	\$359	\$355	105.8%	102.1%	12	5	1.7
Jan '25	5	6	\$507K	\$691K	\$676K	\$788K	36	41	\$378	\$329	102.4%	101.7%	9	9	1.8
Dec '24	9	5	\$695K	\$728K	\$776K	\$773K	52	39	\$328	\$294	98.0%	102.5%	4	4	0.4
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

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