



CHERIE  
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TEAM

August 2025

# Long Hill Market Insights

LONG HILL MARKET INSIGHTS

# Long Hill

AUGUST 2025

## 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        | 0%    | 6%   | 9%    | -4%   | 47%  | -         | -     |
|              | MEDIAN PRICE       | \$936,500 | 11%   | 23%  | 25%   | 34%   | 44%  | -         | -     |
|              | AVERAGE PRICE      | \$922,067 | 1%    | 9%   | -6%   | 7%    | 24%  | -         | -     |
|              | PRICE PER SQFT     | \$382     | -10%  | 1%   | 17%   | 30%   | 22%  | -         | -     |
|              | MONTHS OF SUPPLY   | 1.0       | -25%  | -3%  | 9%    | -52%  | -43% | -         | -     |
| New Listings | # OF PROPERTIES    | 11        | -21%  | -15% | 83%   | 38%   | 45%  | 94        | 38.2% |
|              | MEDIAN PRICE       | \$780,000 | -7%   | 0%   | -4%   | 10%   | 22%  | \$749,450 | 16.7% |
|              | AVERAGE PRICE      | \$837,082 | -5%   | -4%  | 5%    | 12%   | 20%  | \$810,897 | 14.5% |
|              | PRICE PER SQFT     | \$300     | -31%  | -15% | -2%   | 37%   | 19%  | \$349     | 17.9% |
| Sales        | # OF PROPERTIES    | 12        | 33%   | 6%   | 0%    | 80%   | 71%  | 65        | -1.5% |
|              | MEDIAN PRICE       | \$780,000 | 15%   | 16%  | 7%    | 2%    | 21%  | \$715,000 | 5.5%  |
|              | AVERAGE PRICE      | \$880,333 | 20%   | 21%  | 15%   | 11%   | 31%  | \$776,692 | 8.8%  |
|              | PRICE PER SQFT     | \$333     | 7%    | -9%  | 51%   | 41%   | 20%  | \$343     | 19.9% |
|              | SALE-TO-LIST RATIO | 103.4%    | -1.0% | 0%   | -2.5% | -0.9% | 0.4% | 103.3%    | -0.4% |

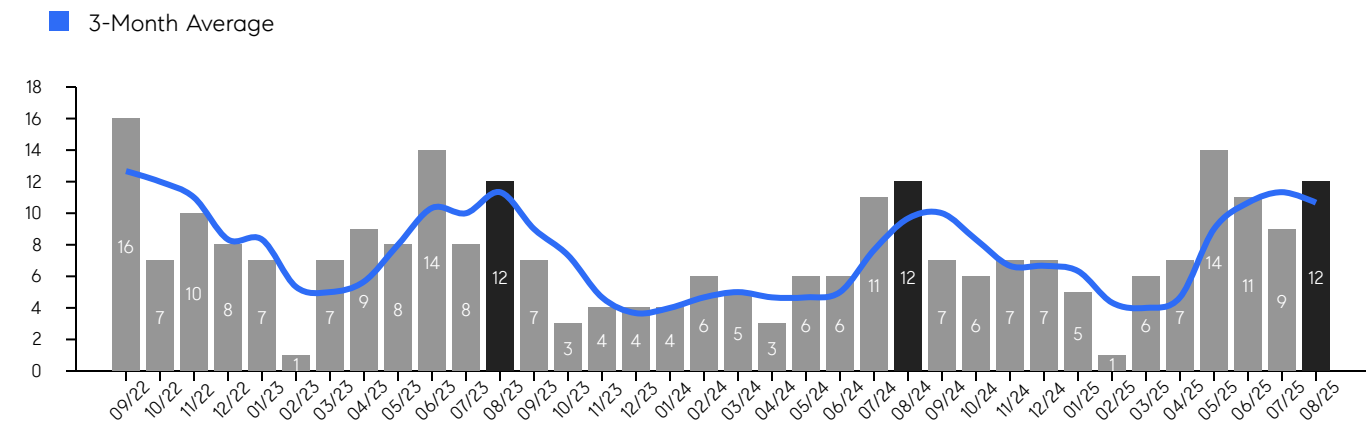
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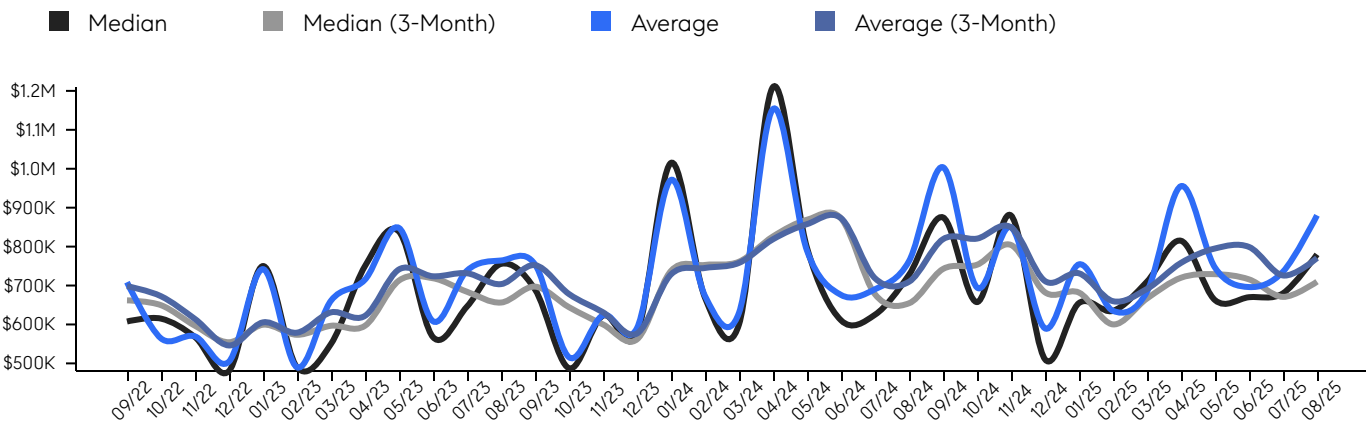
## Property Sales

There were 12 sales in August 2025, a change of 0% from 12 in August 2024 and 33% from the 9 sales last month. Compared to August 2023 and 2024, sales were at a similar level. There have been 65 year-to-date (YTD) sales, which is -1.5% lower than last year's year-to-date sales of 66.



## Property Prices

The median sales price in August 2025 was \$780,000, a change of 7% from \$727,500 in August 2024, and a change of 15% from \$680,000 last month. The average sales price in August 2025 was \$880,333, a change of 15% from \$762,708 in August 2024, and a change of 20% from \$735,556 last month, and was at its highest level compared to 2024 and 2023.



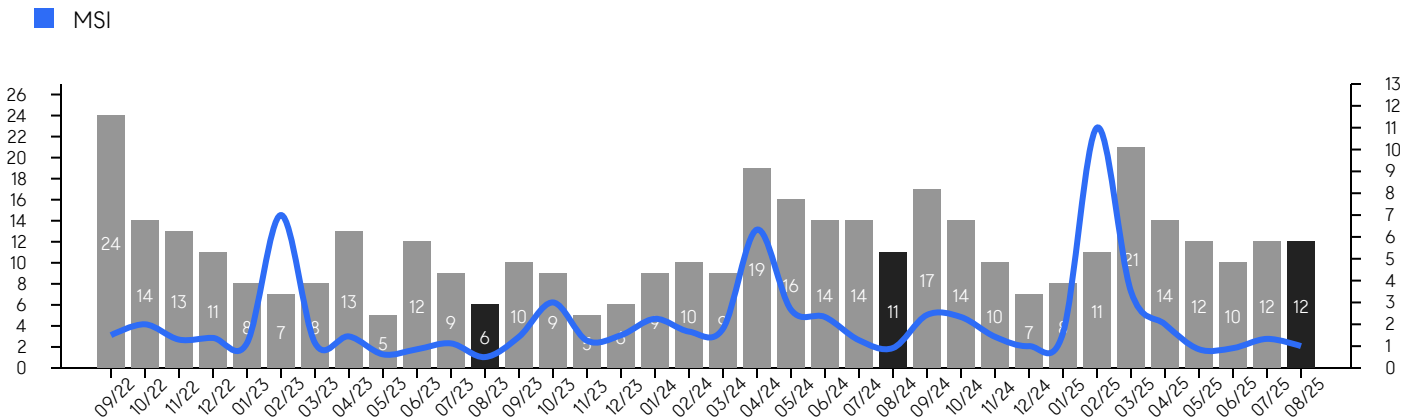
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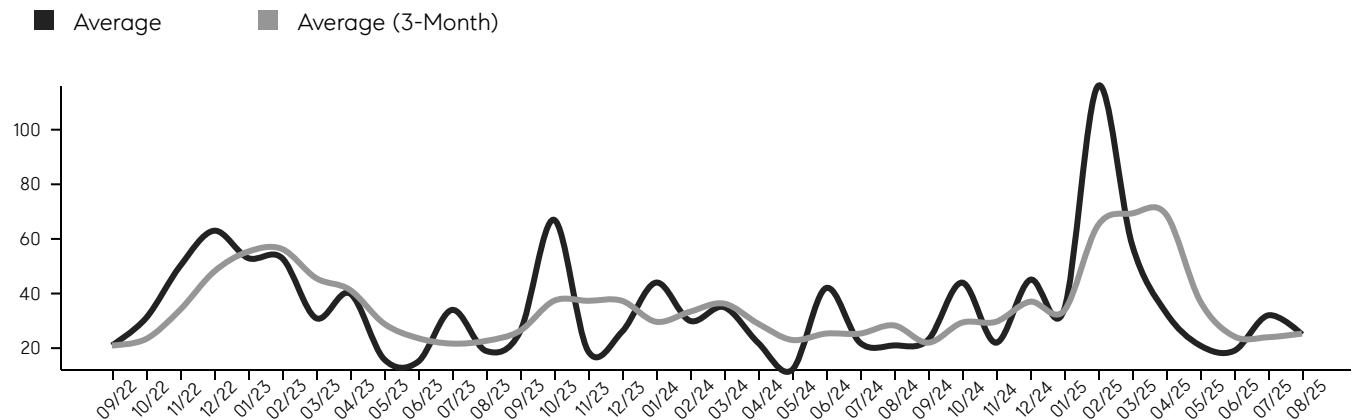
## Inventory & MSI

The total inventory of properties available for sale as of August 2025 was 12, a difference of 0% from - last month, and 9% from 11 in August 2024, and was at its highest level compared to 2024 and 2023. The months of supply inventory (MSI) was at 1.0 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 25, a change of -22% from 32 days last month, and 19% from 21 days in August 2024, and was at its lowest level compared to 2024 and 2023.



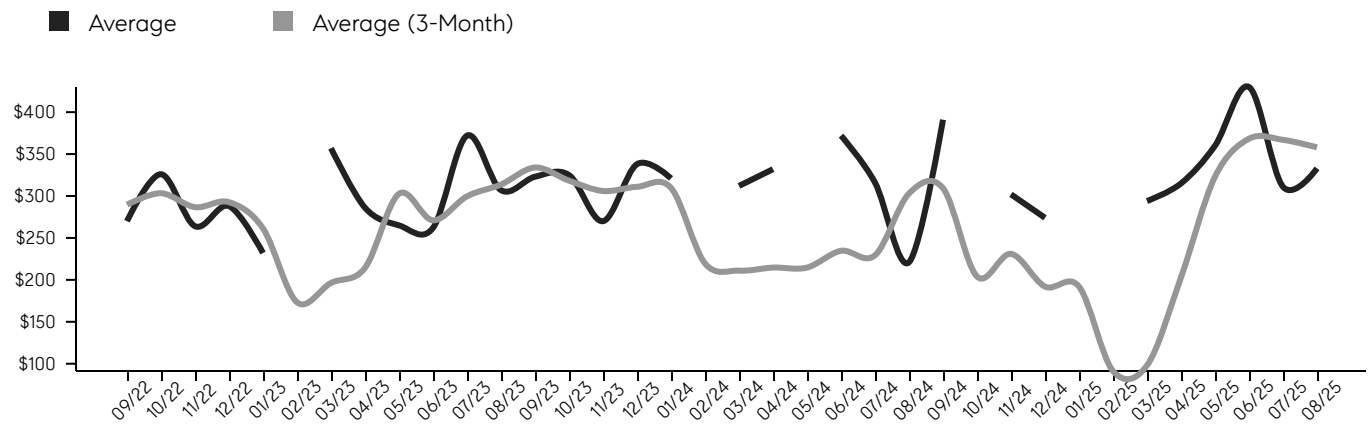
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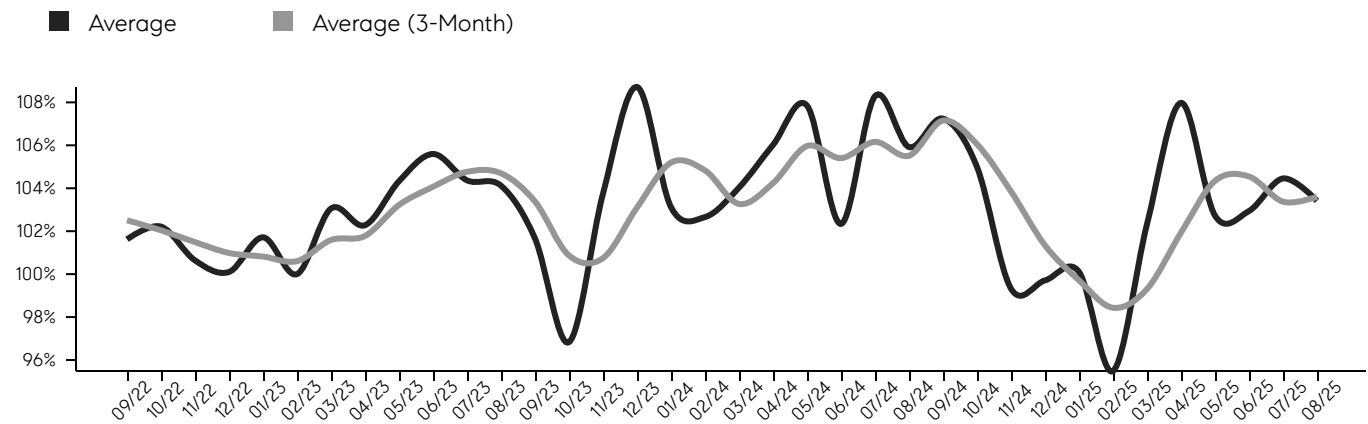
## Selling Price Per Square Foot

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 103.4%, compared to 104.5% last month, and 105.9% in August 2024.



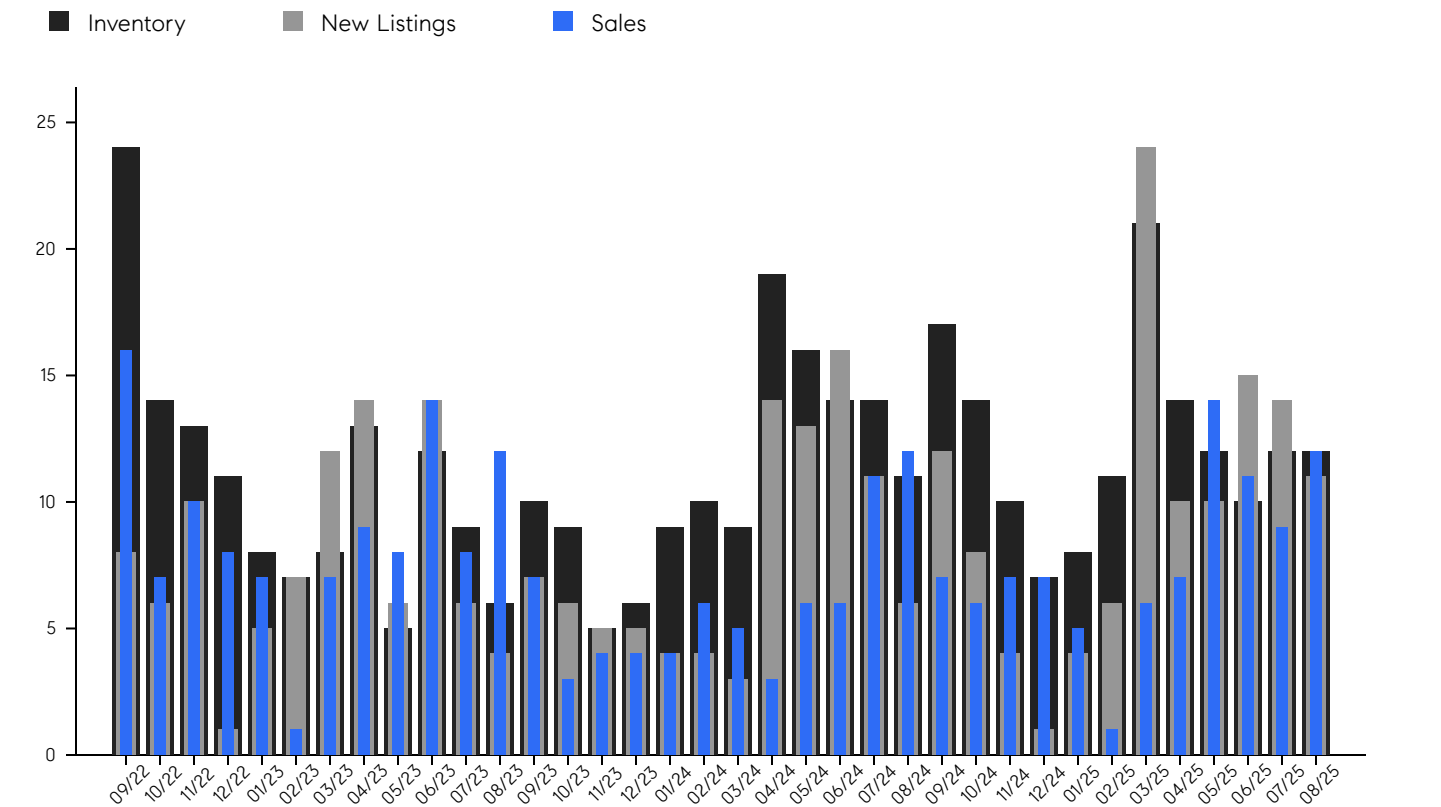
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## Inventory, New Listings & Sales

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 11, a change of -21% from 14 last month and 83% from 6 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 | 12         | 11       | \$780K            | \$710K   | \$880K             | \$771K   | 25             | 25       | \$333        | \$358    | 103.4%      | 103.6%   | 12  | 11           | 1.0  |
| Jul '25 | 9          | 11       | \$680K            | \$671K   | \$735K             | \$726K   | 32             | 24       | \$311        | \$367    | 104.5%      | 103.4%   | 12  | 14           | 1.3  |
| Jun '25 | 11         | 11       | \$670K            | \$716K   | \$696K             | \$799K   | 19             | 24       | \$430        | \$368    | 102.9%      | 104.5%   | 10  | 15           | 0.9  |
| May '25 | 14         | 9        | \$662K            | \$729K   | \$746K             | \$795K   | 21             | 37       | \$360        | \$323    | 102.7%      | 104.3%   | 12  | 10           | 0.9  |
| Apr '25 | 7          | 5        | \$815K            | \$720K   | \$955K             | \$758K   | 33             | 69       | \$315        | \$203    | 108.0%      | 101.9%   | 14  | 10           | 2.0  |
| Mar '25 | 6          | 4        | \$710K            | \$667K   | \$684K             | \$691K   | 58             | 69       | \$294        | \$98     | 102.3%      | 99.3%    | 21  | 24           | 3.5  |
| Feb '25 | 1          | 4        | \$635K            | \$600K   | \$635K             | \$660K   | 116            | 65       | \$0          | \$91     | 95.5%       | 98.4%    | 11  | 6            | 11.0 |
| Jan '25 | 5          | 6        | \$655K            | \$682K   | \$754K             | \$731K   | 34             | 34       | \$0          | \$192    | 100.1%      | 99.7%    | 8   | 4            | 1.6  |
| Dec '24 | 7          | 7        | \$510K            | \$683K   | \$589K             | \$712K   | 45             | 37       | \$274        | \$192    | 99.7%       | 101.3%   | 7   | 1            | 1.0  |
| Nov '24 | 7          | 7        | \$880K            | \$804K   | \$849K             | \$850K   | 22             | 30       | \$302        | \$231    | 99.3%       | 103.9%   | 10  | 4            | 1.4  |
| Oct '24 | 6          | 8        | \$657K            | \$753K   | \$695K             | \$821K   | 44             | 29       | \$0          | \$204    | 105.0%      | 106.1%   | 14  | 8            | 2.3  |
| Sep '24 | 7          | 10       | \$875K            | \$743K   | \$1.0M             | \$819K   | 23             | 22       | \$391        | \$309    | 107.2%      | 107.2%   | 17  | 12           | 2.4  |
| Aug '24 | 12         | 10       | \$727K            | \$654K   | \$762K             | \$710K   | 21             | 28       | \$221        | \$303    | 105.9%      | 105.5%   | 11  | 6            | 0.9  |
| Jul '24 | 11         | 8        | \$625K            | \$678K   | \$690K             | \$719K   | 22             | 25       | \$316        | \$229    | 108.3%      | 106.2%   | 14  | 11           | 1.3  |
| Jun '24 | 6          | 5        | \$610K            | \$873K   | \$675K             | \$873K   | 42             | 25       | \$372        | \$235    | 102.3%      | 105.4%   | 14  | 16           | 2.3  |
| May '24 | 6          | 5        | \$797K            | \$869K   | \$789K             | \$858K   | 12             | 23       | \$0          | \$215    | 107.9%      | 106.0%   | 16  | 13           | 2.7  |
| Apr '24 | 3          | 5        | \$1.2M            | \$826K   | \$1.1M             | \$819K   | 22             | 29       | \$332        | \$215    | 106.0%      | 104.2%   | 19  | 14           | 6.3  |
| Mar '24 | 5          | 5        | \$600K            | \$761K   | \$630K             | \$758K   | 35             | 36       | \$312        | \$211    | 104.0%      | 103.3%   | 9   | 3            | 1.8  |
| Feb '24 | 6          | 5        | \$668K            | \$753K   | \$673K             | \$745K   | 30             | 33       | \$0          | \$220    | 102.7%      | 104.8%   | 10  | 4            | 1.7  |
| Jan '24 | 4          | 4        | \$1.0M            | \$738K   | \$971K             | \$729K   | 44             | 30       | \$321        | \$310    | 103.1%      | 105.2%   | 9   | 4            | 2.3  |
| Dec '23 | 4          | 4        | \$575K            | \$562K   | \$590K             | \$577K   | 26             | 37       | \$338        | \$311    | 108.7%      | 103.1%   | 6   | 5            | 1.5  |
| Nov '23 | 4          | 5        | \$622K            | \$600K   | \$623K             | \$631K   | 19             | 37       | \$270        | \$306    | 103.7%      | 100.7%   | 5   | 5            | 1.3  |
| Oct '23 | 3          | 7        | \$487K            | \$644K   | \$515K             | \$678K   | 67             | 37       | \$325        | \$318    | 96.8%       | 100.9%   | 9   | 6            | 3.0  |
| Sep '23 | 7          | 9        | \$690K            | \$697K   | \$754K             | \$752K   | 26             | 26       | \$323        | \$334    | 101.7%      | 103.4%   | 10  | 7            | 1.4  |
| Aug '23 | 12         | 11       | \$755K            | \$656K   | \$764K             | \$704K   | 19             | 23       | \$307        | \$314    | 104.1%      | 104.7%   | 6   | 4            | 0.5  |
| Jul '23 | 8          | 10       | \$645K            | \$684K   | \$738K             | \$731K   | 34             | 22       | \$372        | \$300    | 104.4%      | 104.8%   | 9   | 6            | 1.1  |
| Jun '23 | 14         | 10       | \$567K            | \$719K   | \$608K             | \$724K   | 15             | 24       | \$262        | \$271    | 105.6%      | 104.1%   | 12  | 14           | 0.9  |
| May '23 | 8          | 8        | \$838K            | \$713K   | \$847K             | \$741K   | 16             | 29       | \$265        | \$303    | 104.3%      | 103.2%   | 5   | 6            | 0.6  |
| Apr '23 | 9          | 6        | \$750K            | \$597K   | \$715K             | \$622K   | 40             | 41       | \$286        | \$214    | 102.3%      | 101.8%   | 13  | 14           | 1.4  |
| Mar '23 | 7          | 5        | \$550K            | \$597K   | \$661K             | \$631K   | 31             | 46       | \$357        | \$196    | 103.1%      | 101.6%   | 8   | 12           | 1.1  |
| Feb '23 | 1          | 5        | \$490K            | \$573K   | \$490K             | \$579K   | 53             | 56       | \$0          | \$173    | 100.0%      | 100.6%   | 7   | 7            | 7.0  |
| Jan '23 | 7          | 8        | \$750K            | \$599K   | \$742K             | \$605K   | 53             | 55       | \$232        | \$261    | 101.7%      | 100.8%   | 8   | 5            | 1.1  |
| Dec '22 | 8          | 8        | \$480K            | \$554K   | \$504K             | \$546K   | 63             | 48       | \$288        | \$293    | 100.1%      | 101.0%   | 11  | 1            | 1.4  |
| Nov '22 | 10         | 11       | \$567K            | \$597K   | \$569K             | \$614K   | 50             | 34       | \$264        | \$287    | 100.6%      | 101.5%   | 13  | 10           | 1.3  |
| Oct '22 | 7          | 12       | \$615K            | \$650K   | \$564K             | \$673K   | 31             | 23       | \$326        | \$303    | 102.2%      | 102.0%   | 14  | 6            | 2.0  |
| Sep '22 | 16         | 13       | \$607K            | \$662K   | \$708K             | \$698K   | 21             | 21       | \$270        | \$290    | 101.6%      | 102.5%   | 24  | 8            | 1.5  |

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