CHERIE
BERGER
TEAM

October 2025

Green Brook Market Insights

COMPASS

Green Brook

OCTOBER 2025

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Market Profile & Trends Overview

The table belows shows data & statistics for October 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	20	0%	20%	122%	118%	170%	-	-
	MEDIAN PRICE	$792,000	2%	3%	22%	-7%	19%	-	-
	AVERAGE PRICE	$927,340	7%	9%	13%	-5%	16%	-	-
	PRICE PER SQFT	$329	4%	4%	-7%	5%	13%	-	-
	MONTHS OF SUPPLY	2.9	-29%	1%	-5%	-44%	35%	-	-
New Listings	# OF PROPERTIES	14	-7%	14%	180%	110%	124%	101	46.4%
	MEDIAN PRICE	$692,450	1%	7%	7%	5%	14%	$675,000	8.0%
	AVERAGE PRICE	$791,693	-5%	1%	25%	-3%	16%	$807,410	15.5%
	PRICE PER SQFT	$370	20%	15%	5%	35%	55%	$330	13.8%
Sales	# OF PROPERTIES	7	40%	11%	133%	42%	22%	62	1.6%
	MEDIAN PRICE	$525,000	-12%	-24%	-15%	-16%	-18%	$617,500	0.3%
	AVERAGE PRICE	$660,143	-1%	-15%	5%	-3%	-3%	$779,173	11.6%
	PRICE PER SQFT	$312	5%	-10%	14%	40%	36%	$333	22.4%
	SALE-TO-LIST RATIO	98.6%	-1.7%	-4%	-6.2%	-5.7%	-3.3%	102.8%	-0.2%

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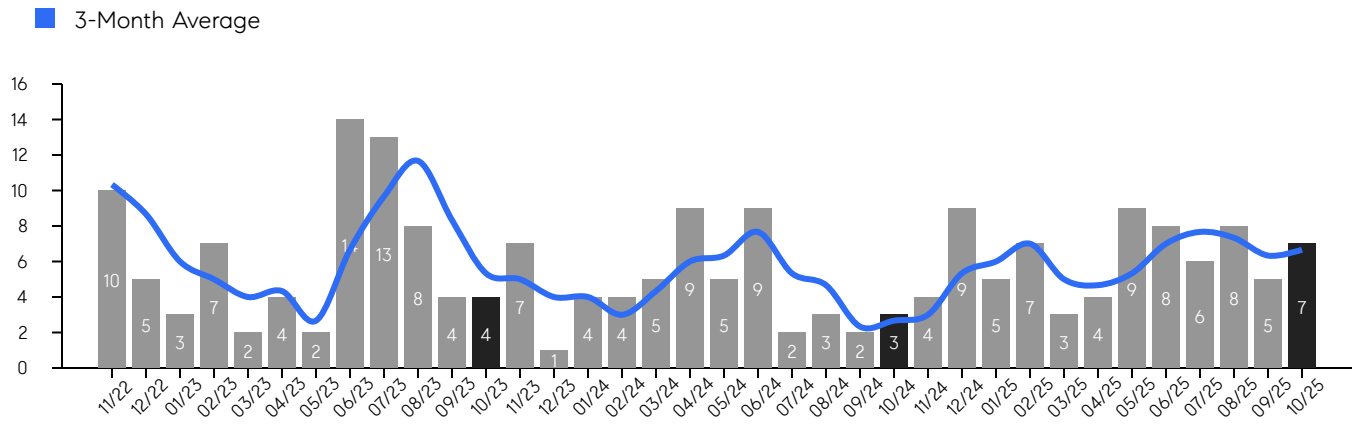
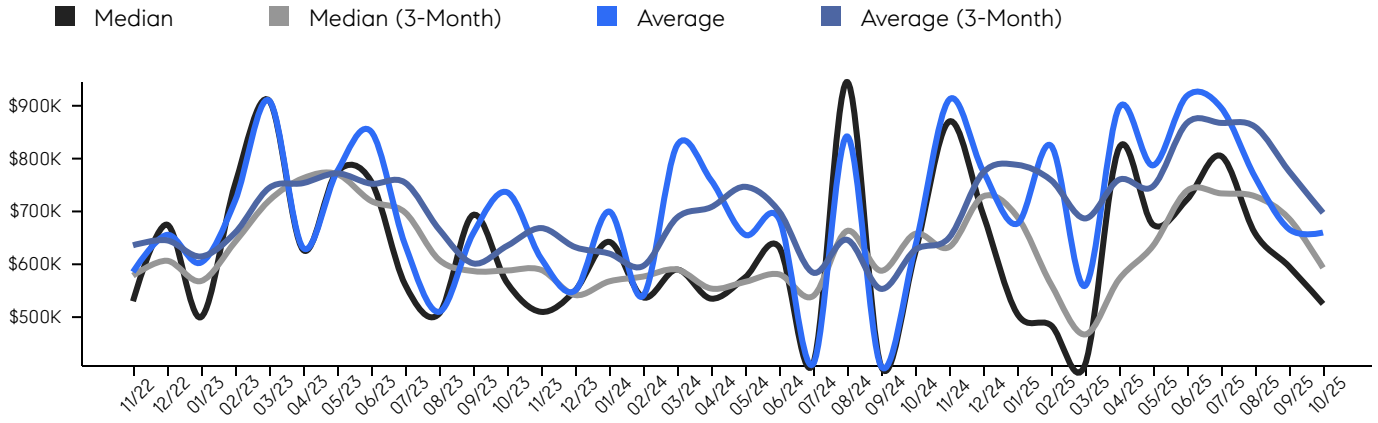
Property Sales

There were 7 sales in October 2025, a change of 133% from 3 in October 2024 and 40% from the 5 sales last month. Compared to October 2023 and 2024, sales were at their highest level. There have been 62 year-to-date (YTD) sales, which is 1.6% higher than last year's year-to-date sales of 61.



Property Prices

The median sales price in October 2025 was $525,000, a change of -15% from $620,000 in October 2024, and a change of -12% from $596,000 last month. The average sales price in October 2025 was $660,143, a change of 5% from $631,667 in October 2024, and a change of -1% from $666,640 last month, and was mid level compared to 2024 and 2023.



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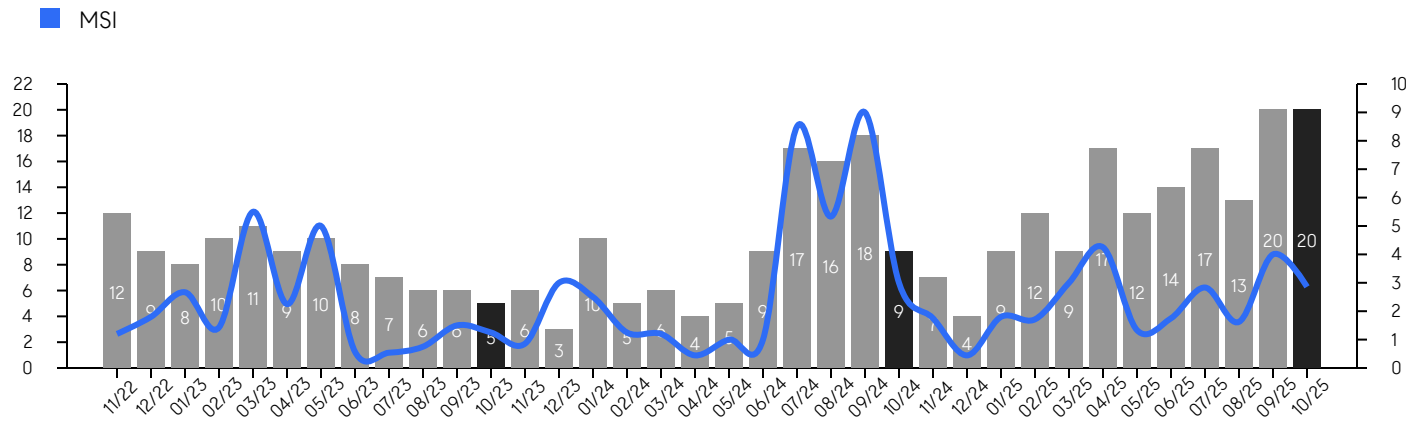
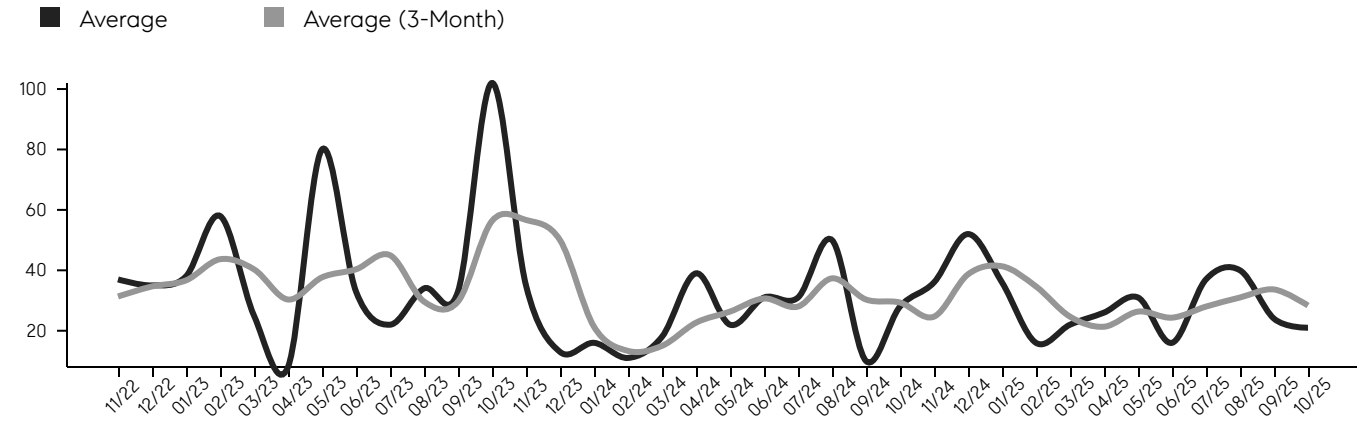
Inventory & MSI

The total inventory of properties available for sale as of October 2025 was 20, a difference of 0% from - last month, and 122% from 9 in October 2024, and was at its highest level compared to 2024 and 2023. The months of supply inventory (MSI) was at 2.9 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 October 2025 was 21, a change of -12% from 24 days last month, and -25% from 28 days in October 2024, and was at its lowest level compared to 2024 and 2023.



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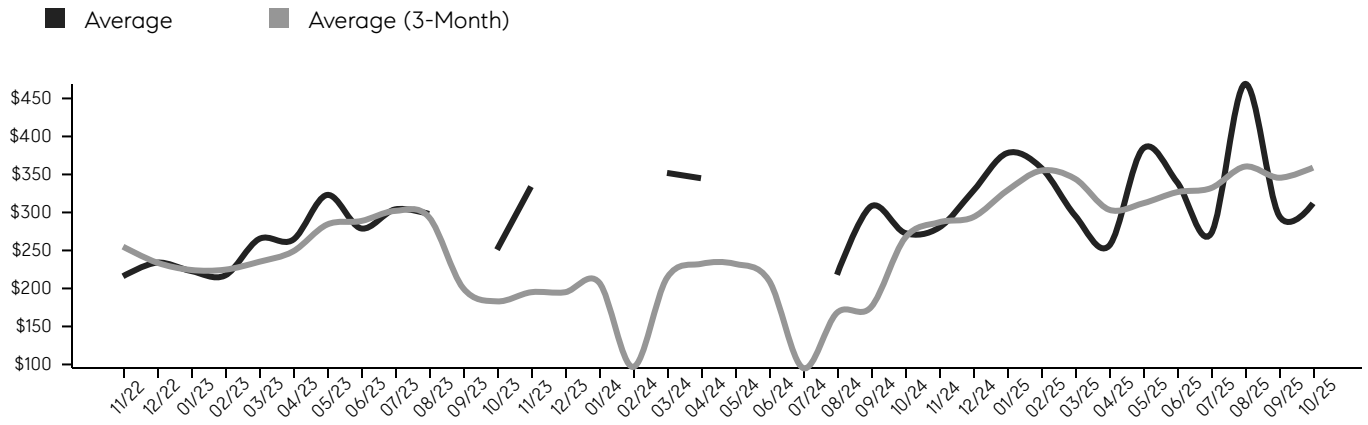
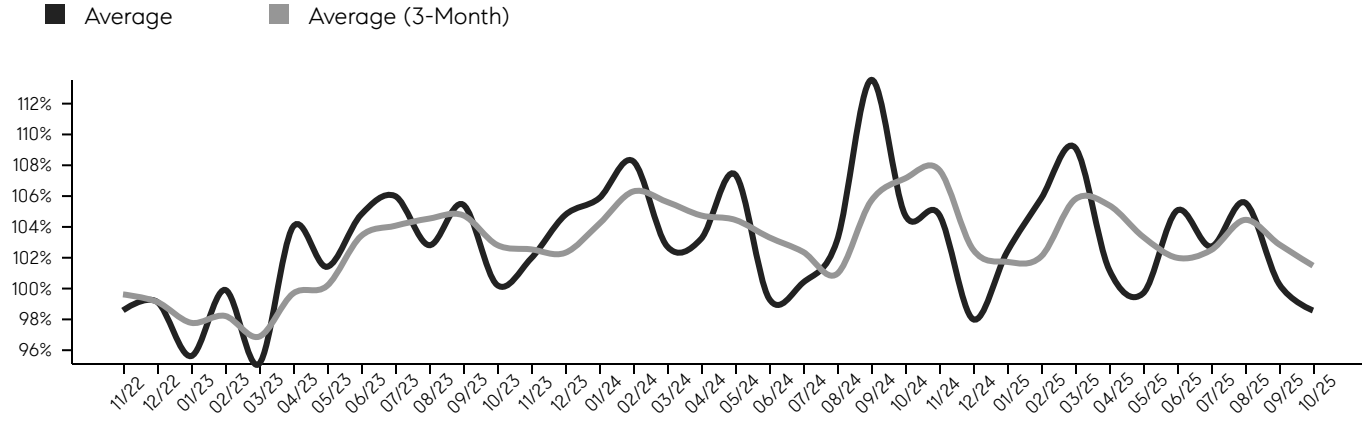
Selling Price Per Square Foot

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 October 2025 selling price vs. listing price ratio was 98.6%, compared to 100.3% last month, and 104.8% in October 2024.



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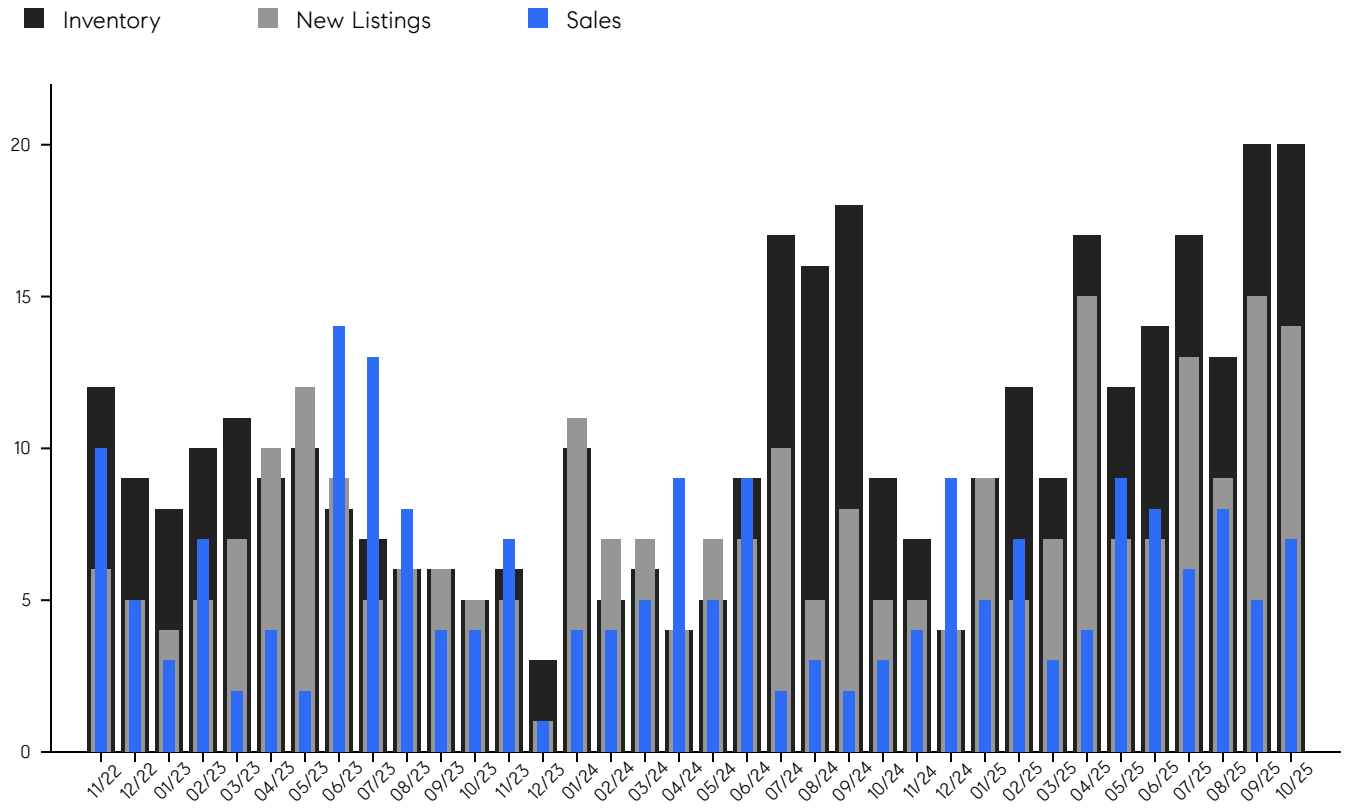
Inventory, New Listings & Sales

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 October 2025 was 14, a change of -7% from 15 last month and 180% from 5 in October 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
Oct '25	7	7	$525K	$593K	$660K	$697K	21	28	$312	$359	98.6%	101.5%	20	14	2.9
Sep '25	5	6	$596K	$687K	$666K	$776K	24	34	$296	$346	100.3%	102.9%	20	15	4.0
Aug '25	8	7	$658K	$729K	$765K	$860K	40	31	$469	$360	105.6%	104.5%	13	9	1.6
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

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