

COMPASS

October 2021

Green Brook Market Insights



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Market Profile & Trends Overview

The table belows shows data & statistics for October 2021 (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	10	-55%	-55%	-69%	-63%	-70%	-	-
	MEDIAN PRICE	\$462,450	-1%	-8%	-11%	-12%	-9%	-	-
	AVERAGE PRICE	\$722,130	4%	7%	18%	16%	30%	-	-
	PRICE PER SQFT	\$239	0%	-2%	-5%	-1%	19%	-	-
	MONTHS OF SUPPLY	1.0	-50%	-58%	-62%	-29%	-79%	-	-
New Listings	# OF PROPERTIES	4	-56%	-68%	-76%	-70%	-66%	121	-11.0%
	MEDIAN PRICE	\$409,900	-4%	-8%	-17%	-9%	-13%	\$475,000	0.0%
	AVERAGE PRICE	\$539,950	-14%	-9%	2%	-1%	4%	\$629,358	15.5%
	PRICE PER SQFT	\$195	-18%	-22%	-15%	4%	9%	\$256	28.0%
Sales	# OF PROPERTIES	10	-9%	3%	-17%	13%	28%	100	23.5%
	MEDIAN PRICE	\$662,500	47%	23%	56%	51%	43%	\$507,500	20.4%
	AVERAGE PRICE	\$661,489	27%	3%	25%	38%	35%	\$612,455	25.6%
	PRICE PER SQFT	\$289	13%	10%	28%	44%	57%	\$251	30.7%
	SALE-TO-LIST RATIO	100.7%	2.7%	1%	2.8%	4.2%	2.7%	100.0%	1.9%



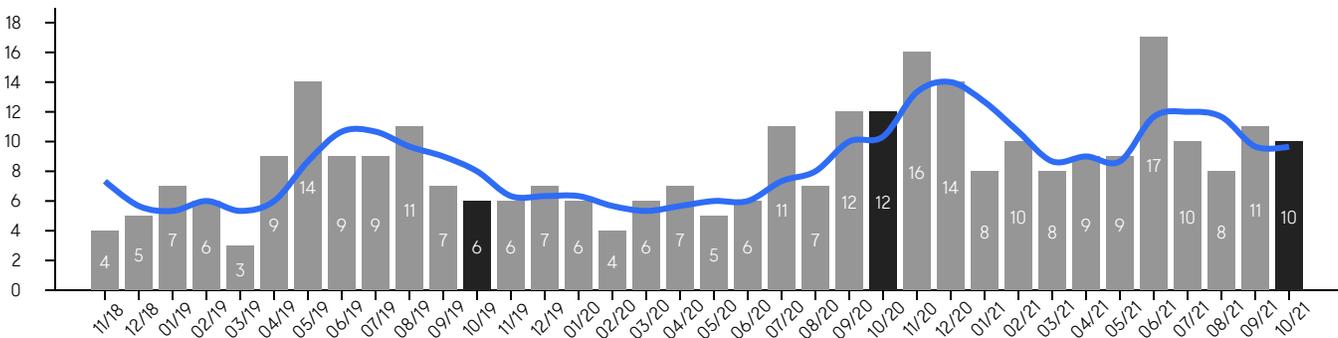
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Property Sales

There were 10 sales in October 2021, a change of -17% from 12 in October 2020 and -9% from the 11 sales last month. Compared to October 2019 and 2020, sales were mid level. There have been 100 year-to-date (YTD) sales, which is 23.5% higher than last year's year-to-date sales of 81.

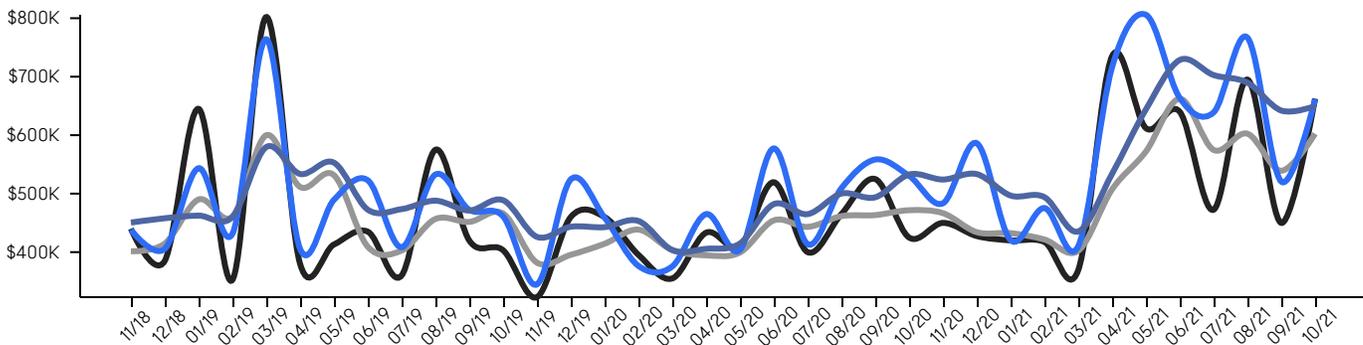
■ 3-Month Average



Property Prices

The median sales price in October 2021 was \$662,500, a change of 56% from \$425,000 in October 2020, and a change of 47% from \$450,000 last month. The average sales price in October 2021 was \$661,489, a change of 25% from in October 2020, and a change of 27% from last month, and was at its highest level compared to 2020 and 2019.

■ Median ■ Median (3-Month) ■ Average ■ Average (3-Month)



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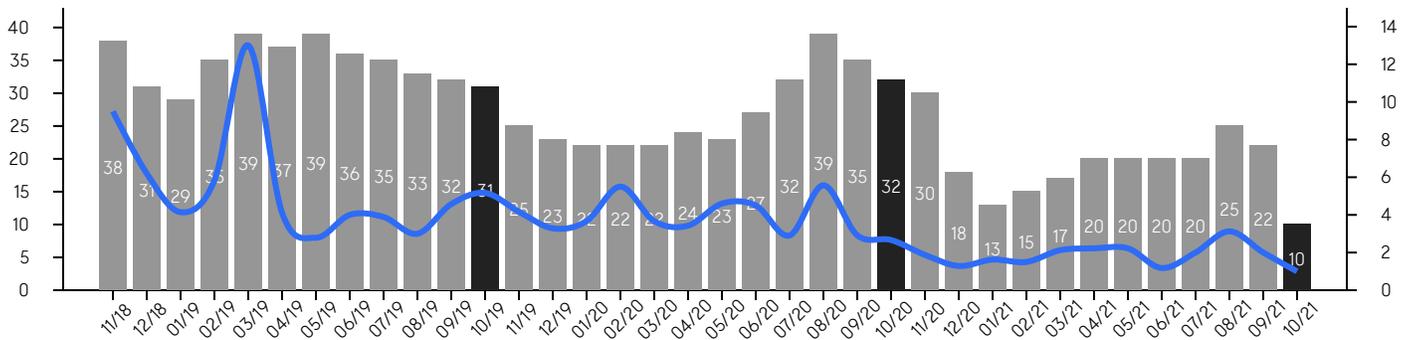
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Inventory & MSI

The total inventory of properties available for sale as of October 2021 was 10, a difference of -55% from last month, and -69% from 32 in October 2020, and was at its lowest level compared to 2020 and 2019. The months of supply inventory (MSI) was at 1.0 months, compared to 2020 and 2019. A comparatively lower MSI benefits sellers, while a higher MSI benefits buyers.

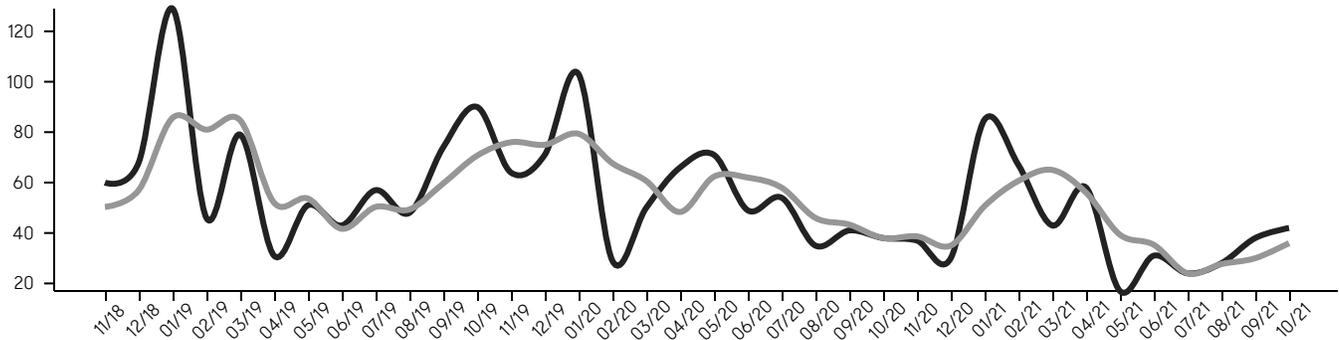
■ MSI



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 2021 was 42, a change of 11% from 38 days last month, and 11% from 38 days in October 2020, and was at its lowest level compared to 2020 and 2019.

■ Average ■ Average (3-Month)



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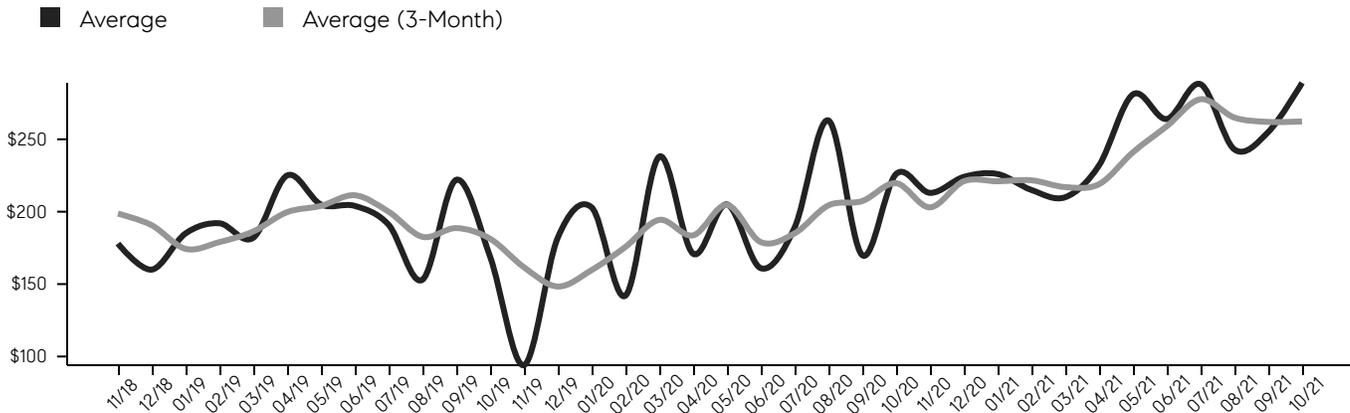


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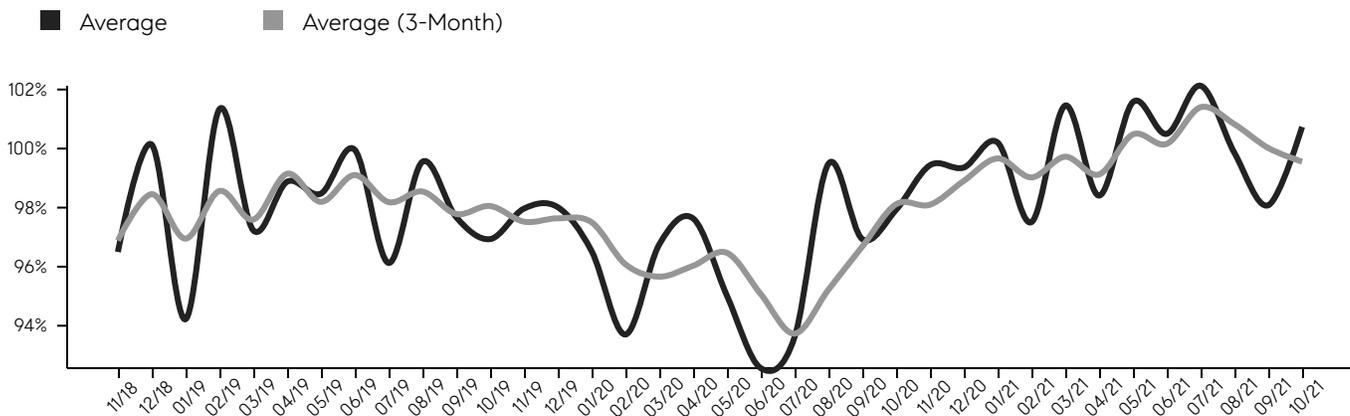
Selling Price Per Square Foot

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 2021 selling price vs. listing price ratio was 100.7%, compared to 98.1% last month, and 97.9% in October 2020.



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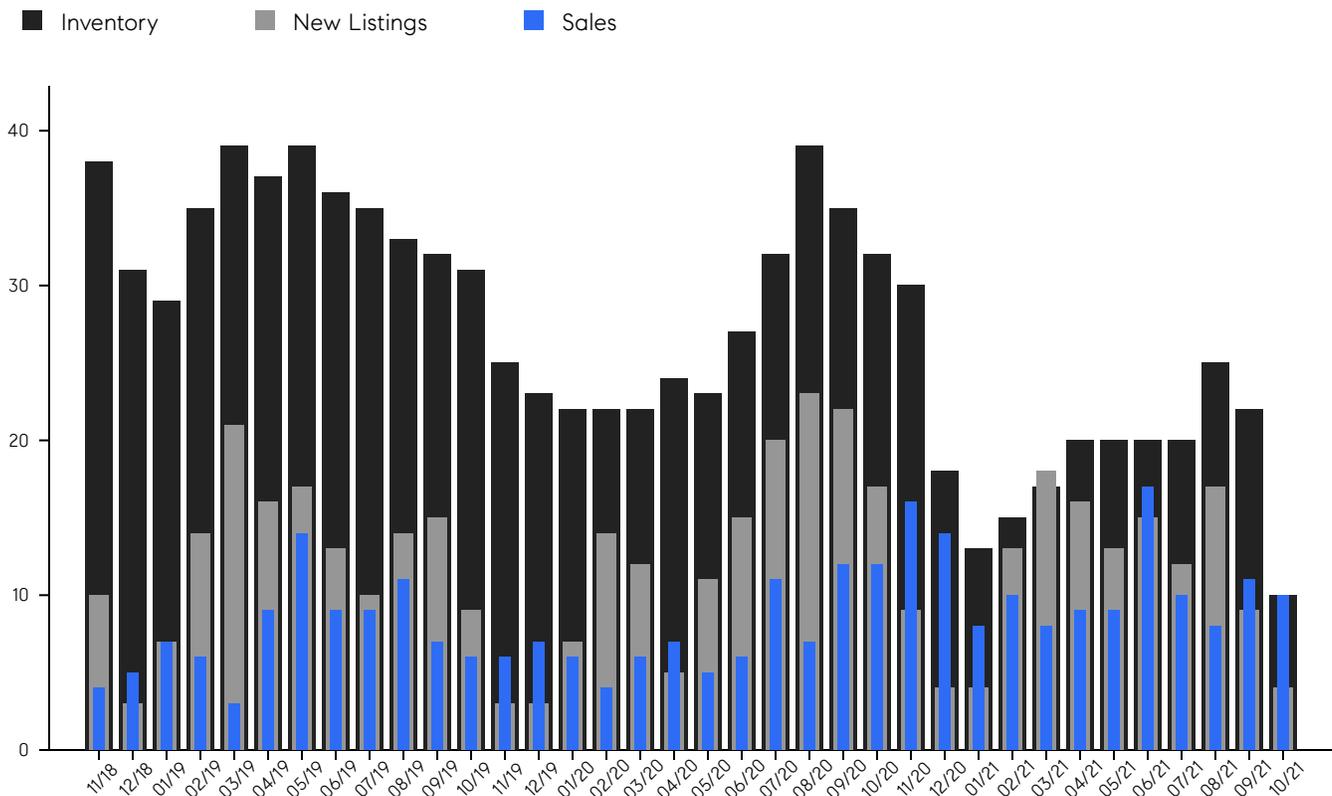


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Inventory, New Listings & Sales

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 2021 was 4, a change of -56% from 9 last month and -76% from 17 in October 2020.



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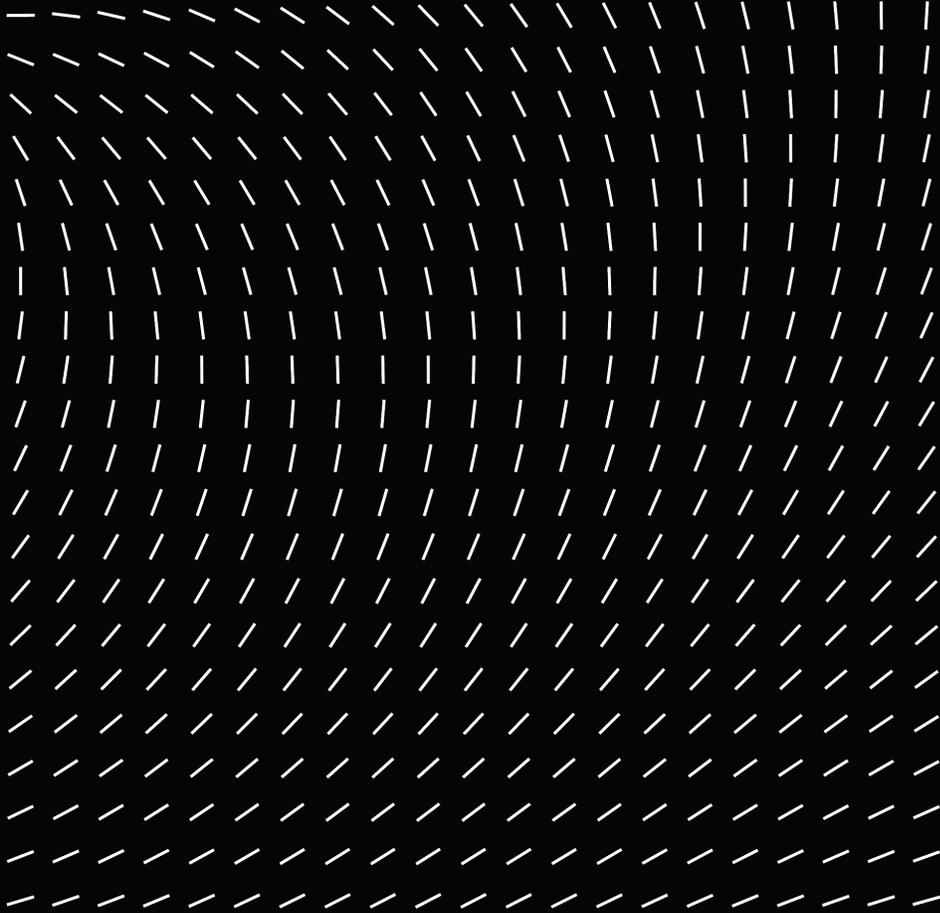


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MONTH	# OF SALES	3-MO AVG	MEDIAN SALE PRICE	3-MO AVG	AVERAGE SALE PRICE	3-MO AVG	DAYS ON MARKET	3-MO AVG	AVERAGE PPSF	3-MO AVG	SALE /LIST	3-MO AVG	INV	NEW LISTINGS	MSI
Oct '21	10	10	\$663K	\$603K	\$661K	\$650K	42	36	\$289	\$262	100.7%	99.6%	10	4	1.0
Sep '21	11	10	\$450K	\$539K	\$521K	\$642K	38	30	\$255	\$262	98.1%	100.0%	22	9	2.0
Aug '21	8	12	\$695K	\$603K	\$767K	\$690K	28	28	\$243	\$265	99.9%	100.8%	25	17	3.1
Jul '21	10	12	\$473K	\$575K	\$639K	\$703K	24	24	\$288	\$278	102.1%	101.4%	20	12	2.0
Jun '21	17	12	\$640K	\$662K	\$664K	\$729K	31	35	\$264	\$259	100.5%	100.2%	20	15	1.2
May '21	9	9	\$612K	\$572K	\$806K	\$644K	17	39	\$281	\$241	101.6%	100.5%	20	13	2.2
Apr '21	9	9	\$735K	\$507K	\$716K	\$534K	58	56	\$232	\$219	98.4%	99.1%	20	16	2.2
Mar '21	8	9	\$369K	\$402K	\$410K	\$435K	43	65	\$210	\$217	101.5%	99.7%	17	18	2.1
Feb '21	10	11	\$417K	\$422K	\$475K	\$494K	67	61	\$215	\$222	97.5%	99.0%	15	13	1.5
Jan '21	8	13	\$420K	\$433K	\$420K	\$497K	85	51	\$226	\$221	100.2%	99.7%	13	4	1.6
Dec '20	14	14	\$428K	\$434K	\$586K	\$533K	30	35	\$224	\$221	99.4%	98.9%	18	4	1.3
Nov '20	16	13	\$450K	\$467K	\$484K	\$524K	37	39	\$213	\$203	99.4%	98.1%	30	9	1.9
Oct '20	12	10	\$425K	\$472K	\$531K	\$533K	38	38	\$226	\$220	97.9%	98.1%	32	17	2.7
Sep '20	12	10	\$525K	\$463K	\$558K	\$494K	41	43	\$170	\$207	96.9%	96.7%	35	22	2.9
Aug '20	7	8	\$465K	\$462K	\$509K	\$500K	35	46	\$263	\$204	99.5%	95.2%	39	23	5.6
Jul '20	11	7	\$400K	\$443K	\$414K	\$465K	54	58	\$189	\$185	93.6%	93.7%	32	20	2.9
Jun '20	6	6	\$520K	\$454K	\$577K	\$482K	49	62	\$161	\$179	92.6%	95.1%	27	15	4.5
May '20	5	6	\$410K	\$399K	\$404K	\$415K	71	62	\$205	\$205	95.0%	96.5%	23	11	4.6
Apr '20	7	6	\$433K	\$395K	\$465K	\$406K	66	48	\$171	\$184	97.6%	96.0%	24	5	3.4
Mar '20	6	5	\$355K	\$403K	\$376K	\$404K	50	61	\$238	\$194	96.8%	95.7%	22	12	3.7
Feb '20	4	6	\$395K	\$438K	\$376K	\$453K	29	68	\$142	\$176	93.7%	96.1%	22	14	5.5
Jan '20	6	6	\$460K	\$414K	\$459K	\$443K	103	79	\$203	\$160	96.5%	97.5%	22	7	3.7
Dec '19	7	6	\$460K	\$395K	\$524K	\$443K	71	75	\$182	\$148	98.0%	97.6%	23	3	3.3
Nov '19	6	6	\$323K	\$382K	\$345K	\$426K	64	76	\$94	\$162	98.0%	97.5%	25	3	4.2
Oct '19	6	8	\$403K	\$466K	\$461K	\$489K	90	71	\$169	\$181	96.9%	98.1%	31	9	5.2
Sep '19	7	9	\$420K	\$452K	\$472K	\$471K	74	60	\$222	\$189	97.7%	97.8%	32	15	4.6
Aug '19	11	10	\$575K	\$457K	\$533K	\$488K	48	49	\$153	\$183	99.6%	98.5%	33	14	3.0
Jul '19	9	11	\$360K	\$403K	\$408K	\$474K	57	50	\$191	\$200	96.1%	98.2%	35	10	3.9
Jun '19	9	11	\$435K	\$409K	\$523K	\$473K	43	42	\$204	\$211	100.0%	99.1%	36	13	4.0
May '19	14	9	\$413K	\$532K	\$489K	\$553K	51	54	\$205	\$204	98.5%	98.2%	39	17	2.8
Apr '19	9	6	\$380K	\$512K	\$406K	\$534K	31	52	\$225	\$200	98.9%	99.1%	37	16	4.1
Mar '19	3	5	\$802K	\$600K	\$764K	\$580K	79	85	\$182	\$186	97.2%	97.6%	39	21	13.0
Feb '19	6	6	\$353K	\$461K	\$431K	\$460K	46	81	\$192	\$179	101.3%	98.6%	35	14	5.8
Jan '19	7	5	\$645K	\$490K	\$544K	\$462K	129	86	\$185	\$174	94.2%	97.0%	29	7	4.1
Dec '18	5	6	\$385K	\$415K	\$406K	\$458K	68	57	\$160	\$191	100.1%	98.5%	31	3	6.2
Nov '18	4	7	\$440K	\$402K	\$438K	\$451K	60	50	\$178	\$199	96.5%	96.9%	38	10	9.5

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