

CHERIE  
BERGER  
TEAM

November 2021

Green Brook  
Market Insights

11/11/21

## Market Profile & Trends Overview

The table belows shows data & statistics for November 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	-17%	-52%	-67%	-63%	-70%	-	-
	MEDIAN PRICE	\$624,950	41%	38%	7%	19%	22%	-	-
	AVERAGE PRICE	\$736,970	13%	14%	11%	19%	32%	-	-
	PRICE PER SQFT	\$217	-9%	-10%	-12%	-10%	8%	-	-
	MONTHS OF SUPPLY	1.0	-17%	-55%	-47%	-41%	-79%	-	-
New Listings	# OF PROPERTIES	7	75%	-30%	-22%	-47%	-41%	128	-7.9%
	MEDIAN PRICE	\$435,000	6%	2%	-6%	-3%	-8%	\$472,500	-0.5%
	AVERAGE PRICE	\$509,943	-5%	-12%	-19%	-7%	-1%	\$621,147	14.5%
	PRICE PER SQFT	\$233	0%	41%	5%	24%	30%	\$258	29.6%
Sales	# OF PROPERTIES	10	0%	3%	-37%	13%	28%	110	26.4%
	MEDIAN PRICE	\$415,000	-37%	-31%	-8%	-5%	-11%	\$503,000	22.7%
	AVERAGE PRICE	\$427,090	-35%	-34%	-12%	-11%	-13%	\$595,604	24.7%
	PRICE PER SQFT	\$234	-19%	-11%	10%	17%	27%	\$249	32.4%
	SALE-TO-LIST RATIO	100.8%	0.0%	1%	1.3%	4.2%	2.7%	100.1%	2.0%

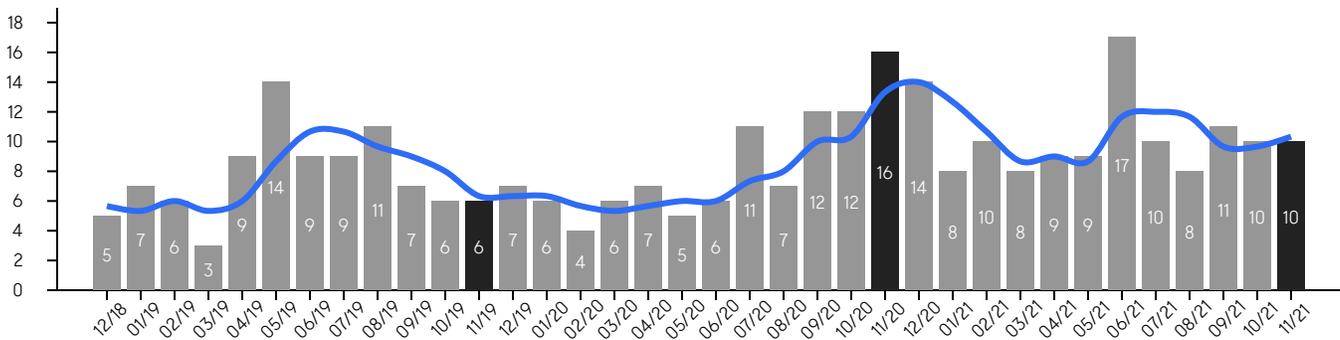
# Green Brook

NOVEMBER 2021

## Property Sales

There were 10 sales in November 2021, a change of -37% from 16 in November 2020 and 0% from the 10 sales last month. Compared to November 2019 and 2020, sales were mid level. There have been 110 year-to-date (YTD) sales, which is 26.4% higher than last year's year-to-date sales of 87.

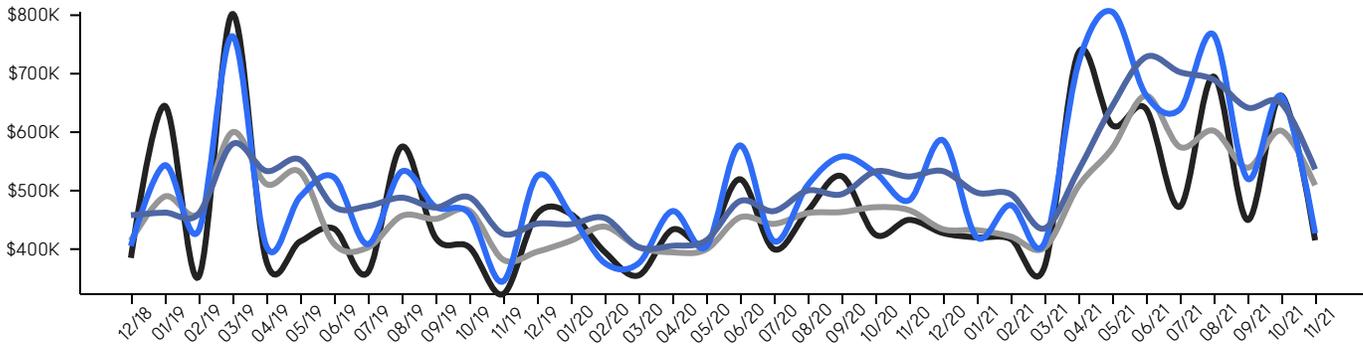
■ 3-Month Average



## Property Prices

The median sales price in November 2021 was \$415,000, a change of -8% from \$450,000 in November 2020, and a change of -37% from \$662,500 last month. The average sales price in November 2021 was \$427,090, a change of -12% from in November 2020, and a change of -35% from last month, and was mid level compared to 2020 and 2019.

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



© 2021. Based on information from Garden State MLS, LLC for the period of January 2018 through November 2021. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Data maintained by the MLS may not reflect all real estate activity in the market.

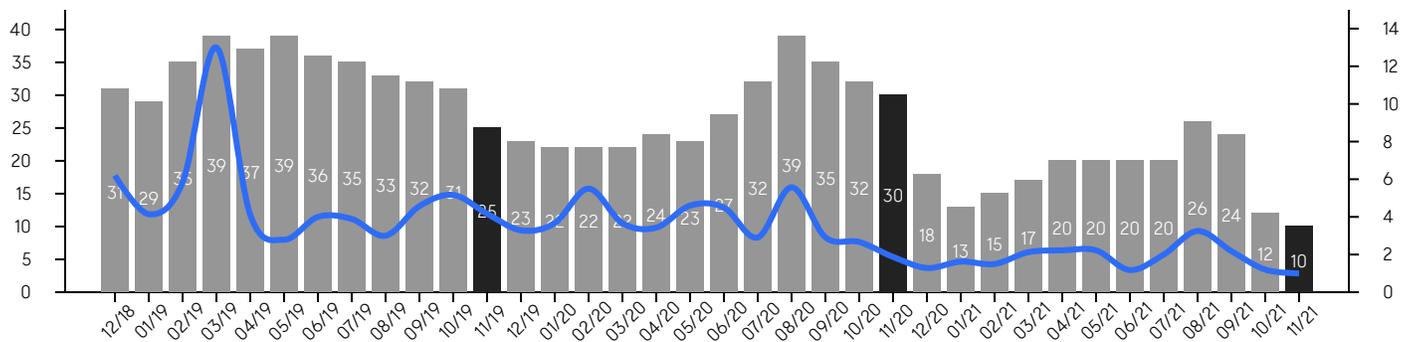
# Green Brook

NOVEMBER 2021

## Inventory & MSI

The total inventory of properties available for sale as of November 2021 was 10, a difference of -17% from last month, and -67% from 30 in November 2020, and was at its lowest level compared to 2020 and 2019. The months of supply inventory (MSI) was at 1.0 months, a similar level compared to 2020 and 2019. A comparatively lower MSI benefits sellers, while a higher MSI benefits buyers.

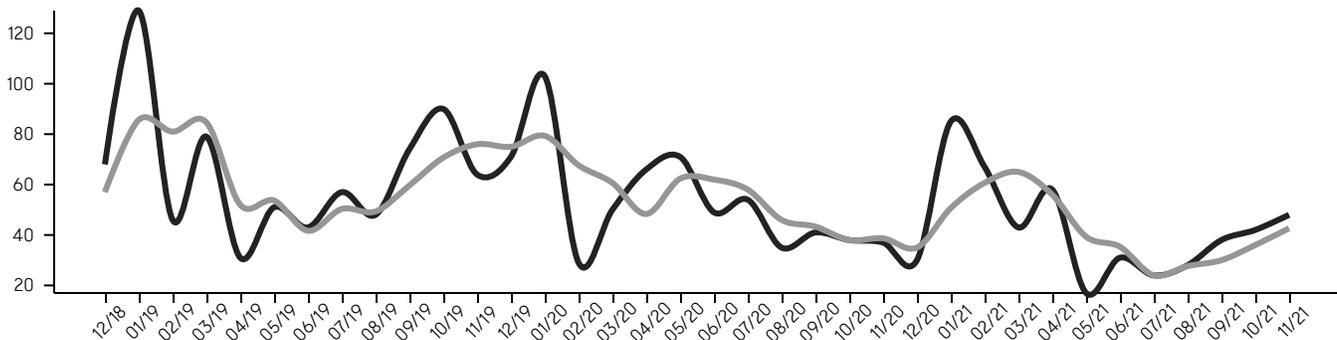
■ MSI



## 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 November 2021 was 48, a change of 14% from 42 days last month, and 30% from 37 days in November 2020, and was at its lowest level compared to 2020 and 2019.

■ Average      ■ Average (3-Month)



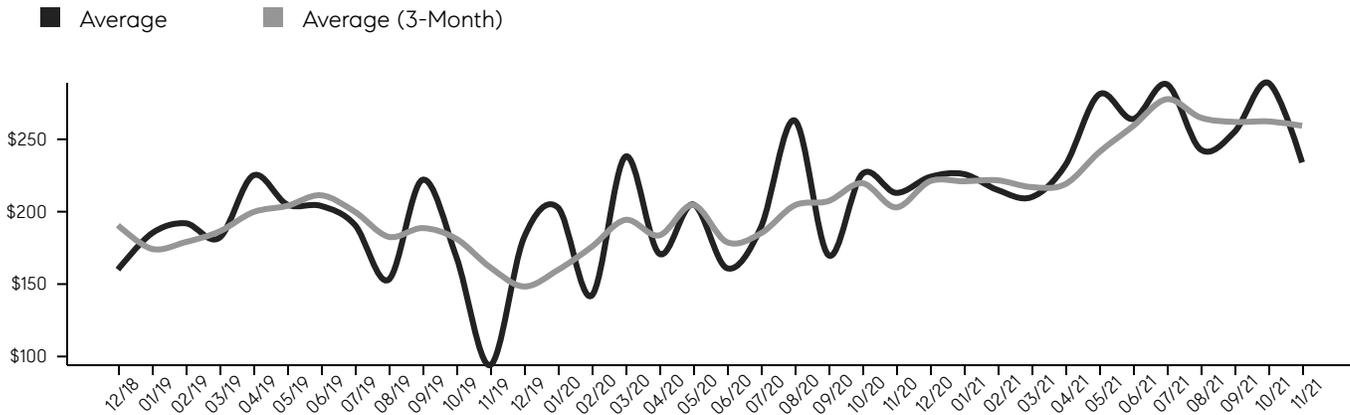
© 2021. Based on information from Garden State MLS, LLC for the period of January 2018 through November 2021. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Data maintained by the MLS may not reflect all real estate activity in the market.

# Green Brook

NOVEMBER 2021

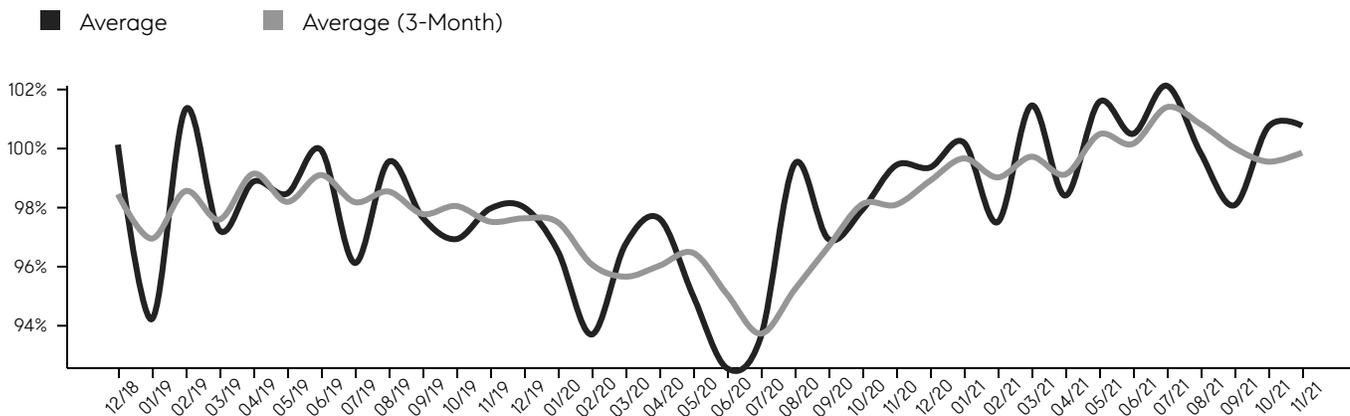
## Selling Price Per Square Foot

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 2021 selling price vs. listing price ratio was 100.8%, compared to 100.7% last month, and 99.4% in November 2020.



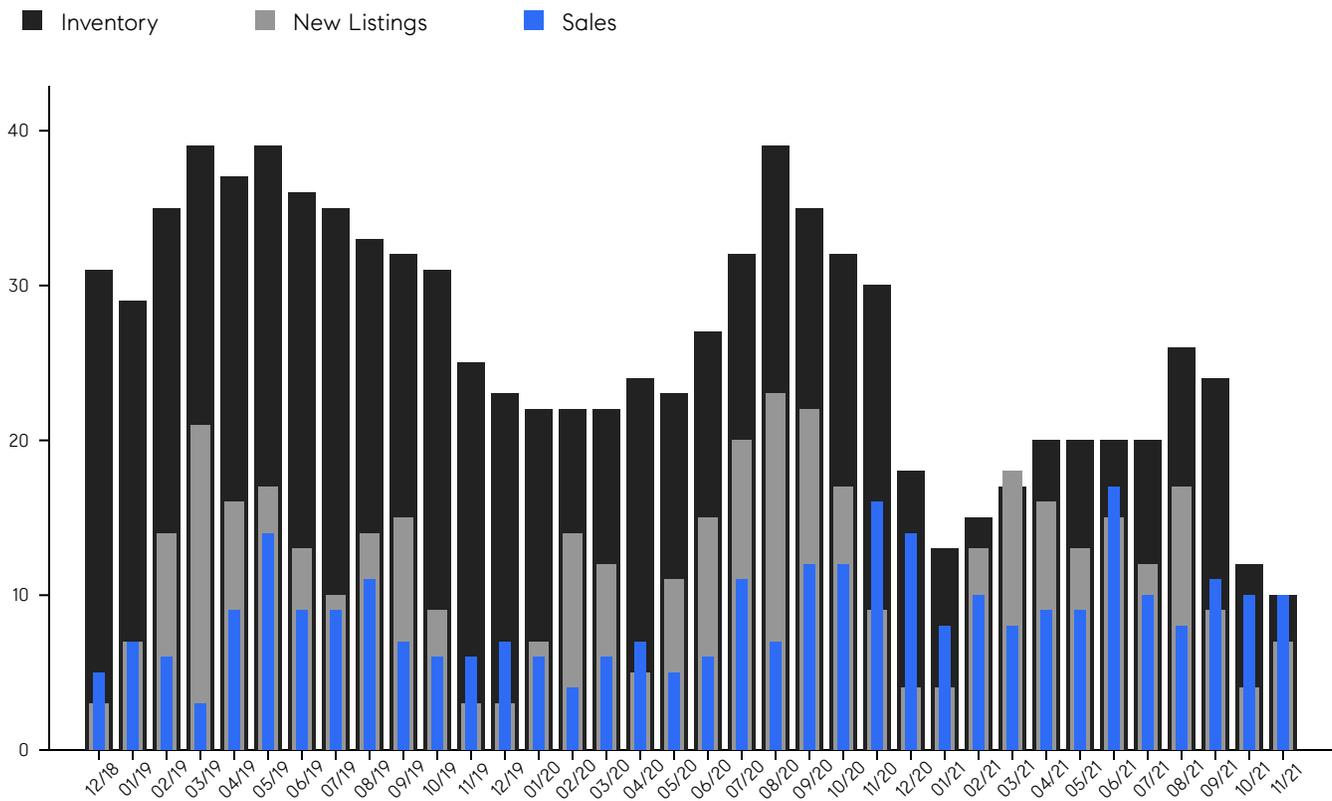
© 2021. Based on information from Garden State MLS, LLC for the period of January 2018 through November 2021. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Data maintained by the MLS may not reflect all real estate activity in the market.

# Green Brook

NOVEMBER 2021

## 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 2021 was 7, a change of 75% from 4 last month and -22% from 9 in November 2020.



© 2021. Based on information from Garden State MLS, LLC for the period of January 2018 through November 2021. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Data maintained by the MLS may not reflect all real estate activity in the market.

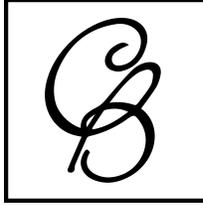
# Green Brook

NOVEMBER 2021



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 '21	10	10	\$415K	\$509K	\$427K	\$536K	48	43	\$234	\$259	100.8%	99.9%	10	7	1.0
Oct '21	10	10	\$662K	\$603K	\$661K	\$650K	42	36	\$289	\$262	100.7%	99.6%	12	4	1.2
Sep '21	11	10	\$450K	\$539K	\$520K	\$642K	38	30	\$255	\$262	98.1%	100.0%	24	9	2.2
Aug '21	8	12	\$695K	\$603K	\$766K	\$690K	28	28	\$243	\$265	99.9%	100.8%	26	17	3.3
Jul '21	10	12	\$472K	\$575K	\$638K	\$703K	24	24	\$288	\$278	102.1%	101.4%	20	12	2.0
Jun '21	17	12	\$640K	\$662K	\$663K	\$729K	31	35	\$264	\$259	100.5%	100.2%	20	15	1.2
May '21	9	9	\$612K	\$572K	\$805K	\$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	\$427K	\$434K	\$586K	\$533K	30	35	\$224	\$221	99.4%	98.9%	18	4	1.3
Nov '20	16	13	\$450K	\$467K	\$483K	\$524K	37	39	\$213	\$203	99.4%	98.1%	30	9	1.9
Oct '20	12	10	\$425K	\$472K	\$530K	\$533K	38	38	\$226	\$220	97.9%	98.1%	32	17	2.7
Sep '20	12	10	\$524K	\$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	\$413K	\$465K	54	58	\$189	\$185	93.6%	93.7%	32	20	2.9
Jun '20	6	6	\$519K	\$454K	\$577K	\$482K	49	62	\$161	\$179	92.6%	95.1%	27	15	4.5
May '20	5	6	\$410K	\$399K	\$403K	\$415K	71	62	\$205	\$205	95.0%	96.5%	23	11	4.6
Apr '20	7	6	\$433K	\$395K	\$464K	\$406K	66	48	\$171	\$184	97.6%	96.0%	24	5	3.4
Mar '20	6	5	\$355K	\$403K	\$375K	\$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	\$344K	\$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	\$532K	\$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	\$522K	\$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	\$405K	\$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	\$352K	\$461K	\$431K	\$460K	46	81	\$192	\$179	101.3%	98.6%	35	14	5.8
Jan '19	7	5	\$645K	\$490K	\$543K	\$462K	129	86	\$185	\$174	94.2%	97.0%	29	7	4.1
Dec '18	5	6	\$385K	\$415K	\$405K	\$458K	68	57	\$160	\$191	100.1%	98.5%	31	3	6.2

© 2021. Based on information from Garden State MLS, LLC for the period of January 2018 through November 2021. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Data maintained by the MLS may not reflect all real estate activity in the market.



CHERIE  
BERGER  
TEAM



**Cherie Berger**  
cherie.berger@compass.com  
M: 908.410.0931



**Steven Berger**  
steven.berger@compass.com  
M: 908.256.0307



**Ashley Berger-Freitas**  
ashley.freitas@compass.com  
M: 908.432.9818



**Anthony Schenone**  
anthony.schenone@compass.com  
M: 908.967.8925

Compass makes no representations or warranties, express or implied, with respect to future market conditions or prices of residential product at the time the subject property or any competitive property is complete and ready for occupancy or with respect to any report, study, finding, recommendation or other information provided by Compass herein. Moreover, no warranty, express or implied, is made or should be assumed regarding the accuracy, adequacy, completeness, legality, reliability, merchantability or fitness for a particular purpose of any information, in part or whole, contained herein. All material is presented with the understanding that Compass shall not be deemed to provide legal, accounting or other professional services. This is not intended to solicit the purchase or sale of any property. Any and all such warranties are hereby expressly disclaimed. Equal Housing Opportunity.

© Compass. All Rights Reserved. This information may not be copied, used or distributed without Compass' consent.