

CHERIE
BERGER
TEAM

January 2022

Green Brook
Market Insights

Market Profile & Trends Overview

The table belows shows data & statistics for January 2022 (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	9	-10%	-16%	-31%	-48%	-67%	-	-
	MEDIAN PRICE	\$419,000	-43%	-30%	-45%	-29%	-20%	-	-
	AVERAGE PRICE	\$649,111	-11%	-8%	-7%	-6%	5%	-	-
	PRICE PER SQFT	\$242	2%	5%	-6%	-4%	1%	-	-
	MONTHS OF SUPPLY	1.1	-32%	-13%	-31%	-29%	-68%	-	-
New Listings	# OF PROPERTIES	6	20%	13%	50%	-46%	-55%	6	-14.3%
	MEDIAN PRICE	\$422,000	-46%	-21%	0%	-16%	-6%	\$422,000	24.2%
	AVERAGE PRICE	\$439,667	-34%	-23%	-7%	-27%	-20%	\$439,667	5.3%
	PRICE PER SQFT	\$0	0%	0%	0%	0%	0%	\$0	0.0%
Sales	# OF PROPERTIES	8	33%	-8%	0%	-17%	-9%	8	33.3%
	MEDIAN PRICE	\$545,000	22%	7%	30%	3%	24%	\$545,000	18.5%
	AVERAGE PRICE	\$664,450	22%	22%	58%	13%	39%	\$664,450	44.8%
	PRICE PER SQFT	\$251	10%	0%	11%	2%	25%	\$251	23.6%
	SALE-TO-LIST RATIO	98.3%	-0.6%	-2%	-1.9%	-1.7%	1.7%	98.3%	1.8%

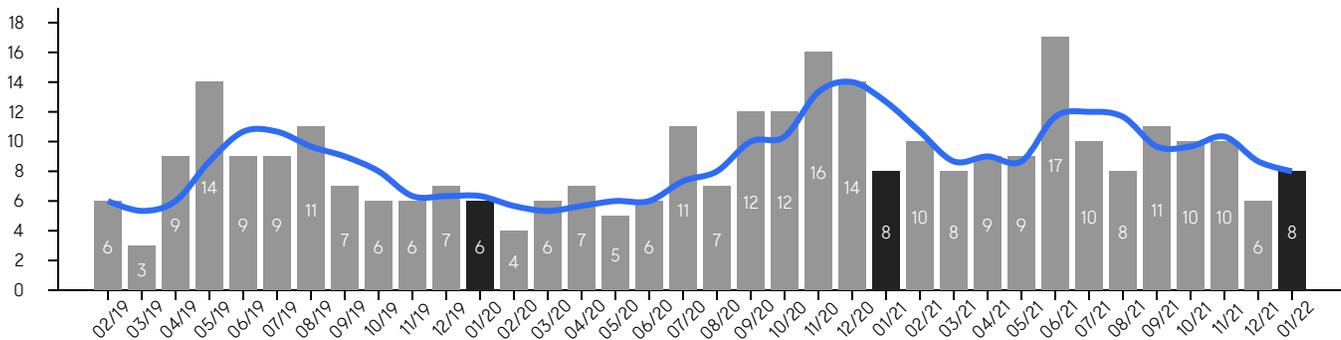
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Property Sales

There were 8 sales in January 2022, a change of 0% from 8 in January 2021 and 33% from the 6 sales last month. Compared to January 2020 and 2021, sales were at a similar level. There have been 8 year-to-date (YTD) sales, which is 33.3% higher than last year's year-to-date sales of 6.

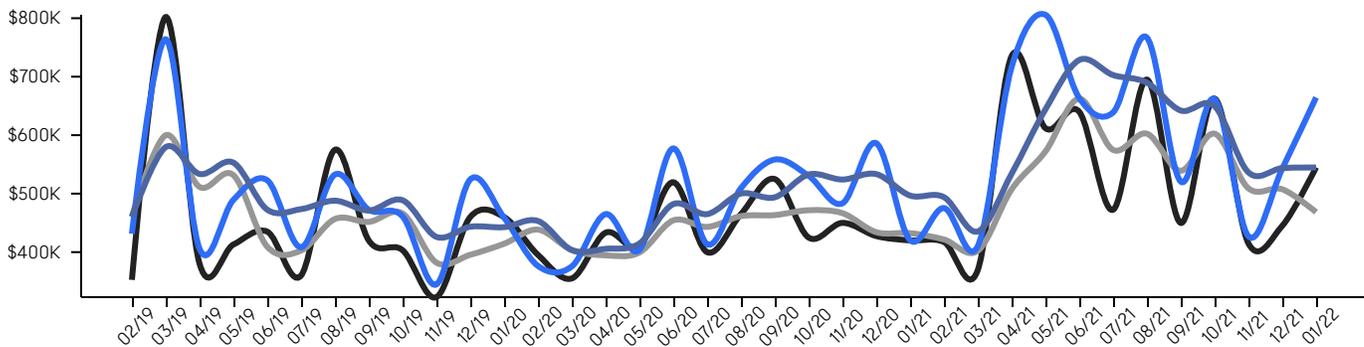
■ 3-Month Average



Property Prices

The median sales price in January 2022 was \$545,000, a change of 30% from \$420,000 in January 2021, and a change of 22% from \$445,000 last month. The average sales price in January 2022 was \$664,450, a change of 58% from in January 2021, and a change of 22% from last month, and was at its highest level compared to 2021 and 2020.

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



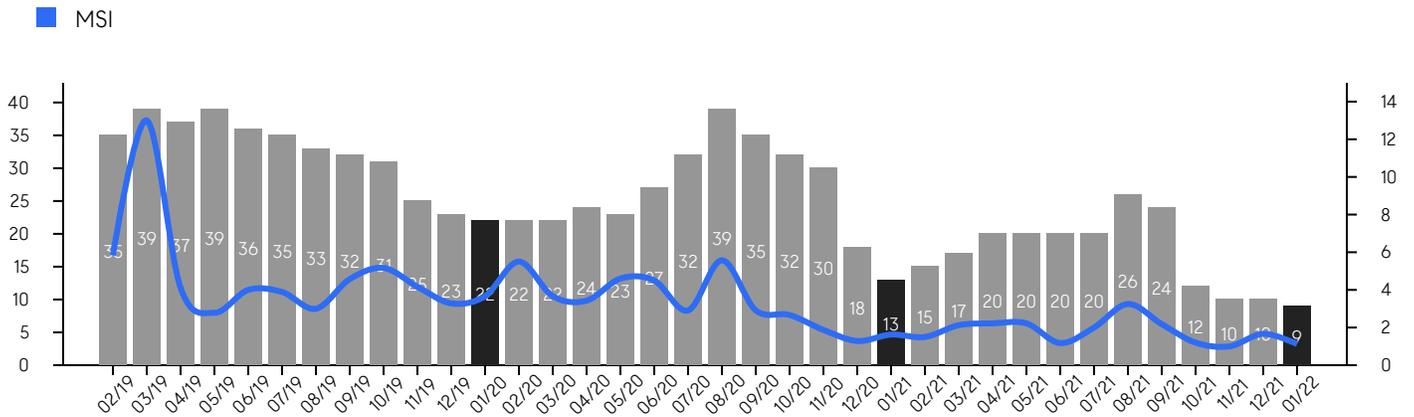
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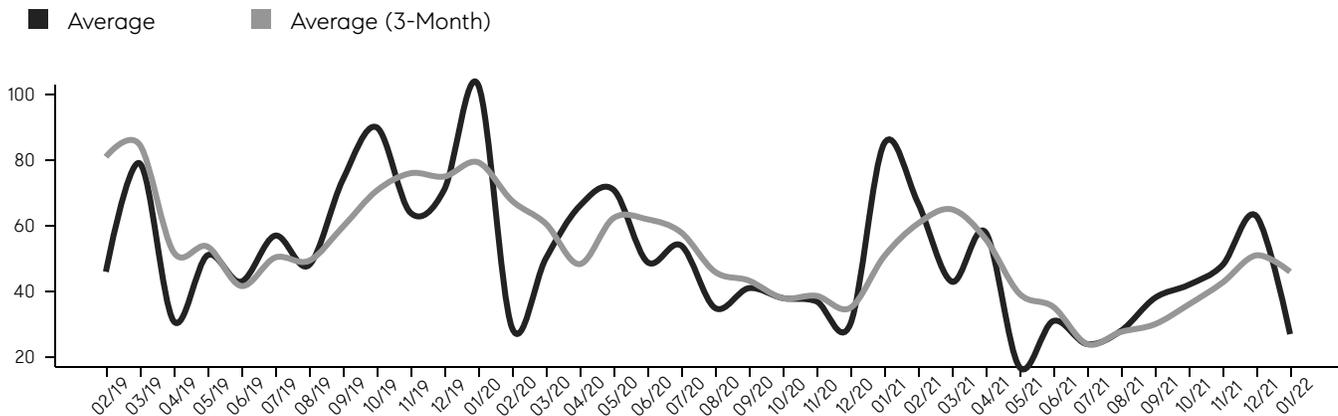
Inventory & MSI

The total inventory of properties available for sale as of January 2022 was 9, a difference of -10% from last month, and -31% from 13 in January 2021, and was at its lowest level compared to 2021 and 2020. The months of supply inventory (MSI) was at 1.1 months, a similar level compared to 2021 and 2020. 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 January 2022 was 27, a change of -57% from 63 days last month, and -68% from 85 days in January 2021, and was at its lowest level compared to 2021 and 2020.



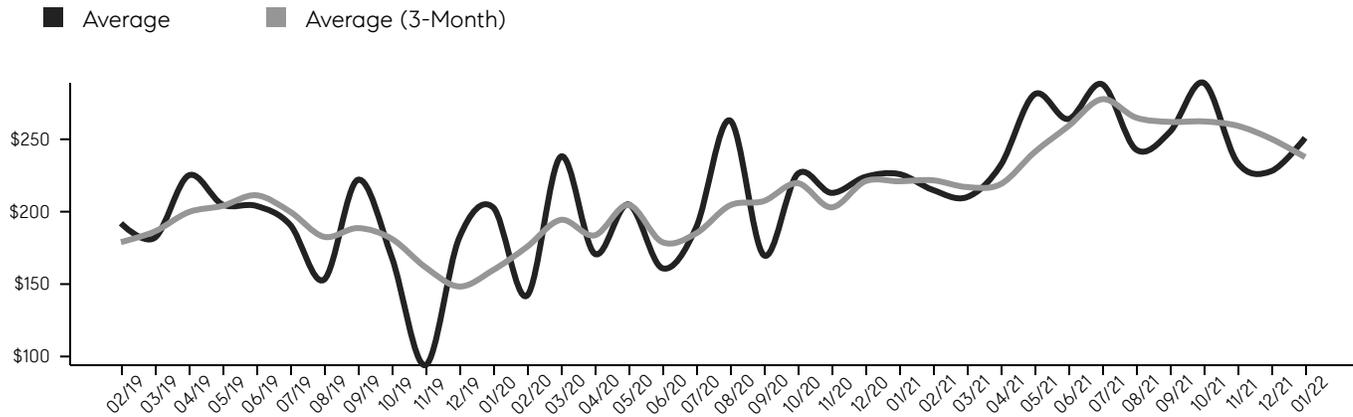
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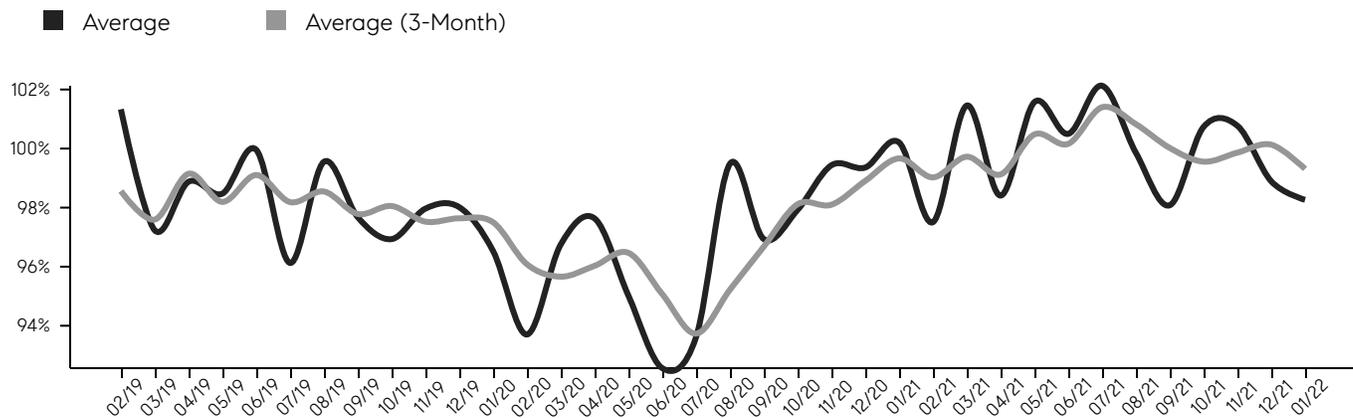
Selling Price Per Square Foot

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 January 2022 selling price vs. listing price ratio was 98.3%, compared to 98.9% last month, and 100.2% in January 2021.



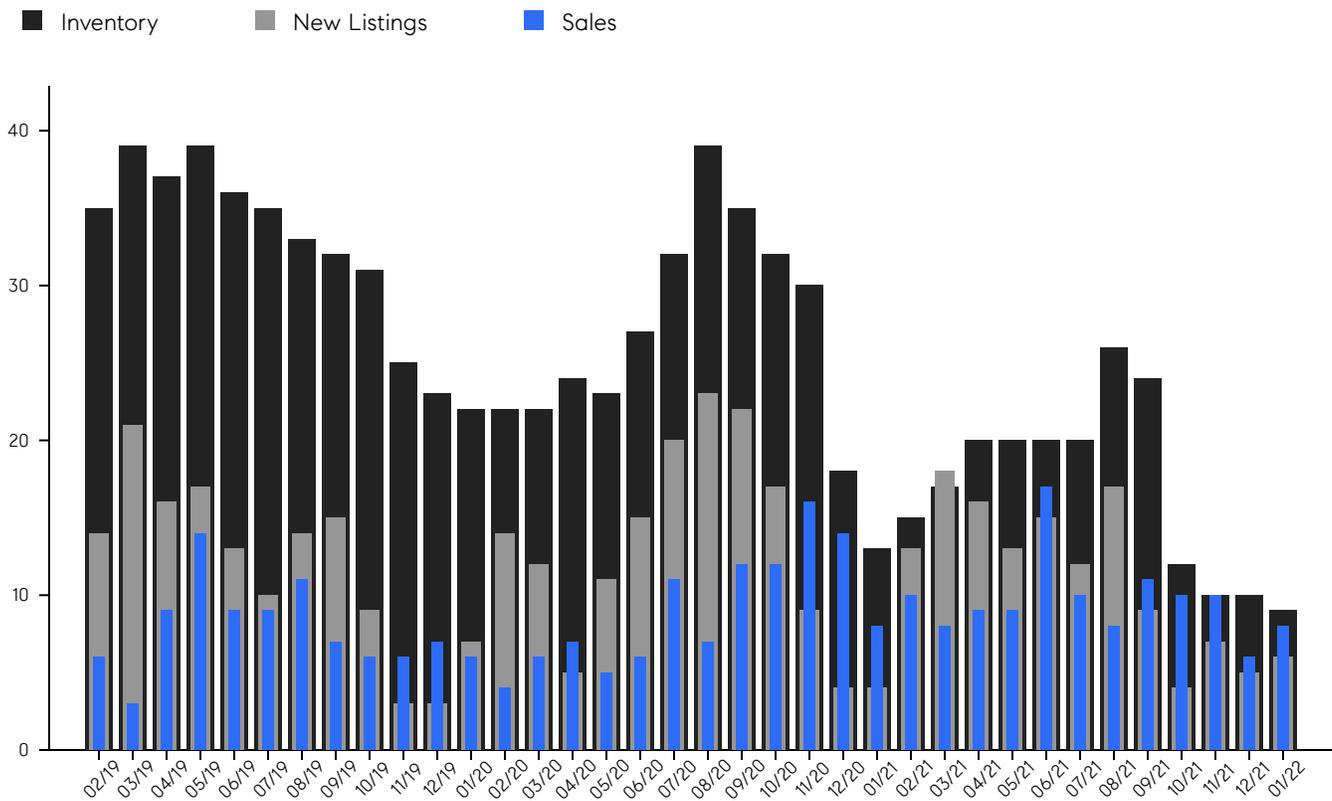
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Inventory, New Listings & Sales

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 January 2022 was 6, a change of 20% from 5 last month and 50% from 4 in January 2021.



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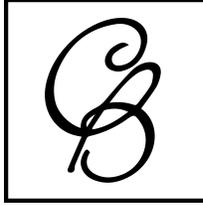
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MONTH	# OF SALES	3-MO AVG	MEDIAN SALE PRICE	3-MO AVG	AVERAGE SALE PRICE	3-MO AVG	DAYS ON MARKET	3-MO AVG	AVERAGE PPSF	3-MO AVG	SALE /LIST	3-MO AVG	INV	NEW LISTINGS	MSI
Jan '22	8	8	\$545K	\$468K	\$664K	\$545K	27	46	\$251	\$238	98.3%	99.3%	9	6	1.1
Dec '21	6	9	\$445K	\$508K	\$542K	\$544K	63	51	\$228	\$250	98.9%	100.1%	10	5	1.7
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

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