

CHERIE
BERGER
TEAM

December 2021

Bridgewater
Market Insights

Market Profile & Trends Overview

The table belows shows data & statistics for December 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	26	-53%	-63%	-56%	-79%	-84%	-	-
	MEDIAN PRICE	\$544,950	4%	4%	-1%	4%	4%	-	-
	AVERAGE PRICE	\$721,212	17%	18%	29%	29%	28%	-	-
	PRICE PER SQFT	\$33,585	50%	70%	14827%	14733%	14772%	-	-
	MONTHS OF SUPPLY	0.4	-69%	-68%	-62%	-28%	-89%	-	-
New Listings	# OF PROPERTIES	10	-79%	-82%	-44%	-84%	-86%	756	-10.3%
	MEDIAN PRICE	\$499,950	-7%	-2%	-16%	-2%	1%	\$515,000	3.1%
	AVERAGE PRICE	\$513,570	-5%	-5%	-18%	-4%	-3%	\$553,329	3.9%
	PRICE PER SQFT	\$231	-3%	-10%	1%	1%	2%	\$2,182	861.2%
Sales	# OF PROPERTIES	67	52%	13%	16%	32%	40%	678	18.3%
	MEDIAN PRICE	\$525,000	16%	6%	12%	11%	19%	\$527,000	17.1%
	AVERAGE PRICE	\$547,963	15%	8%	9%	11%	14%	\$545,873	12.7%
	PRICE PER SQFT	\$255	4%	2%	4%	13%	14%	\$251	12.1%
	SALE-TO-LIST RATIO	101.2%	0.9%	0%	1.4%	0.9%	3.1%	101.7%	3.7%

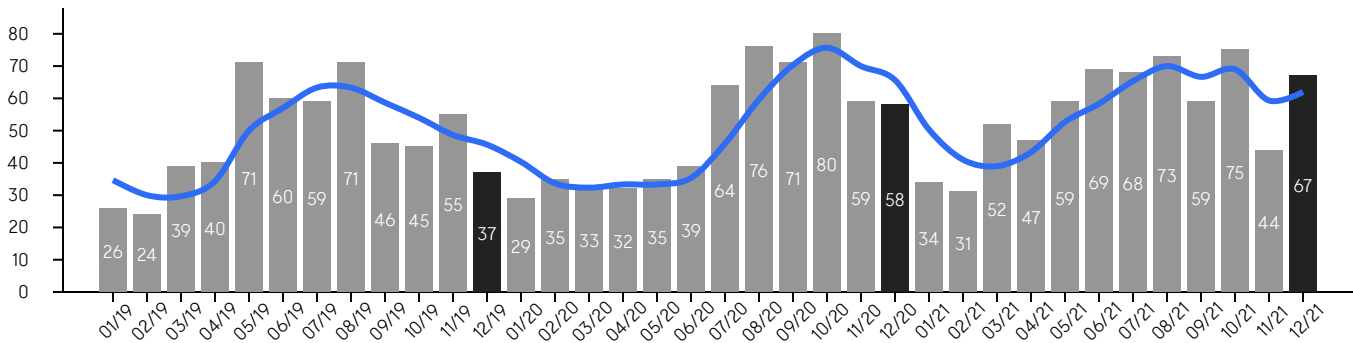
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Property Sales

There were 67 sales in December 2021, a change of 16% from 58 in December 2020 and 52% from the 44 sales last month. Compared to December 2019 and 2020, sales were at their highest level. There have been 678 year-to-date (YTD) sales, which is 18.3% higher than last year's year-to-date sales of 573.

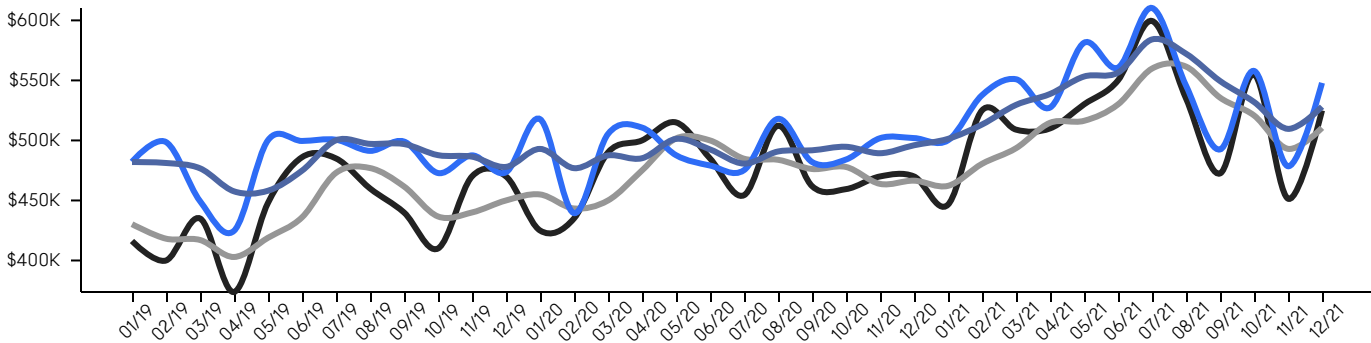
■ 3-Month Average



Property Prices

The median sales price in December 2021 was \$525,000, a change of 12% from \$470,000 in December 2020, and a change of 16% from \$451,500 last month. The average sales price in December 2021 was \$547,963, a change of 9% from in December 2020, and a change of 15% from last month, and was at its highest level compared to 2020 and 2019.

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



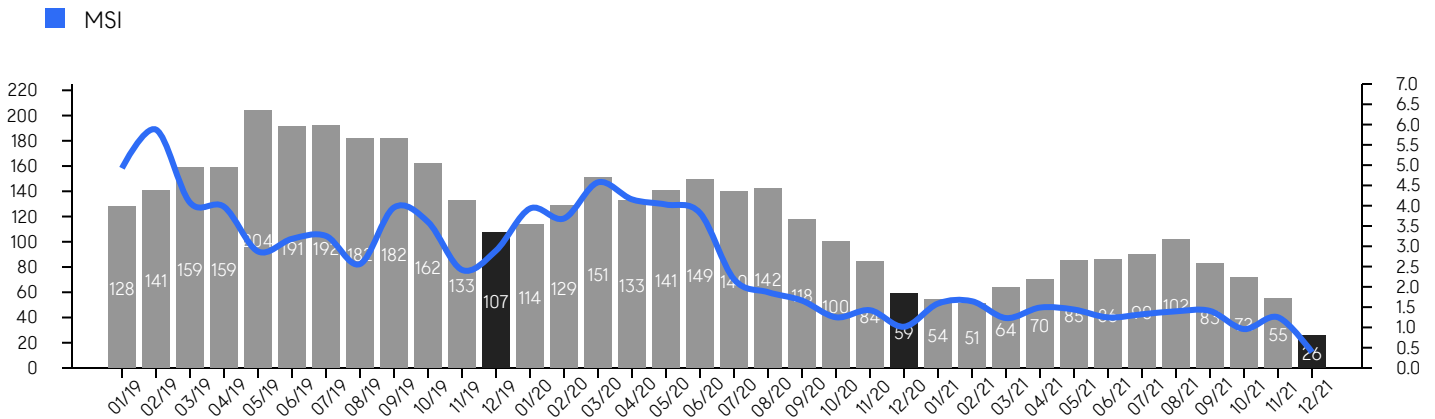
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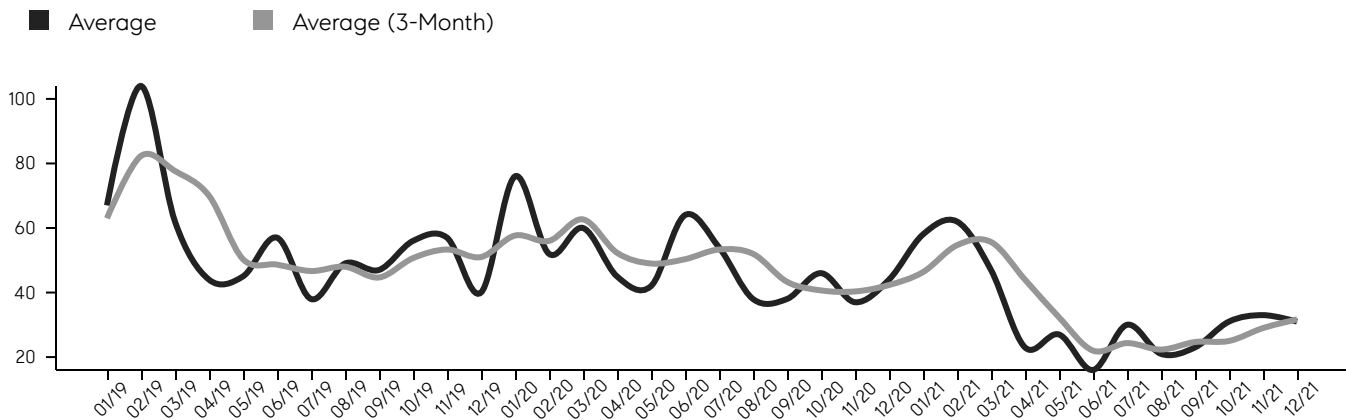
Inventory & MSI

The total inventory of properties available for sale as of December 2021 was 26, a difference of -53% from last month, and -56% from 59 in December 2020, and was at its lowest level compared to 2020 and 2019. The months of supply inventory (MSI) was at 0.4 months, a similar level compared to 2020 and 2019. 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 December 2021 was 31, a change of -6% from 33 days last month, and -30% from 44 days in December 2020, and was at its lowest level compared to 2020 and 2019.



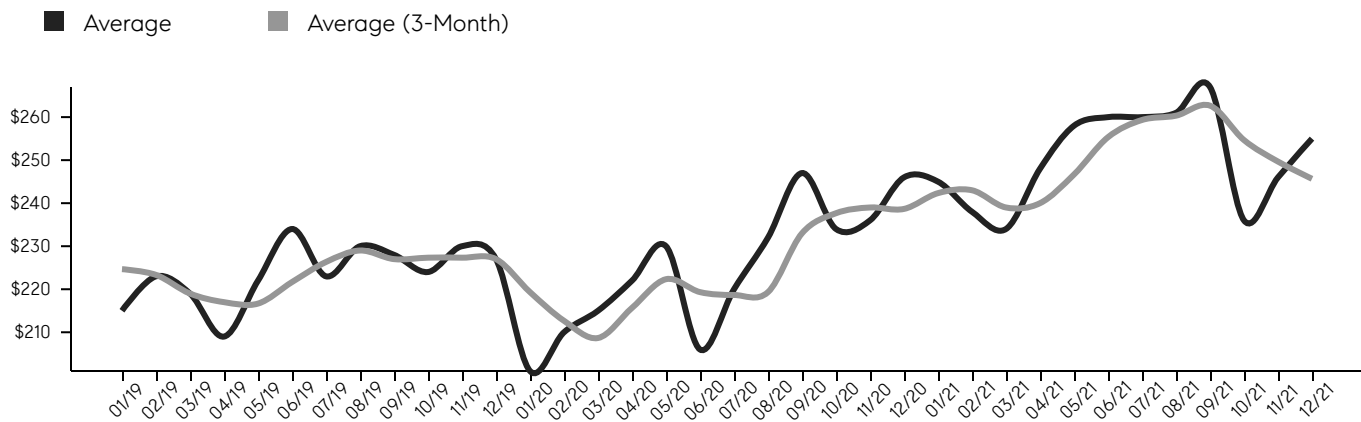
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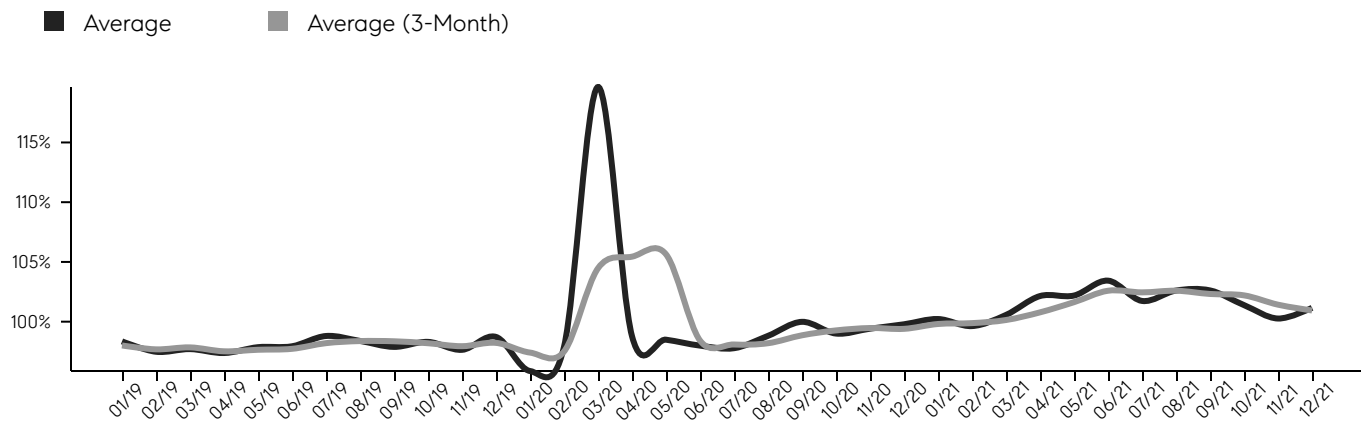
Selling Price Per Square Foot

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 December 2021 selling price vs. listing price ratio was 101.2%, compared to 100.3% last month, and 99.8% in December 2020.



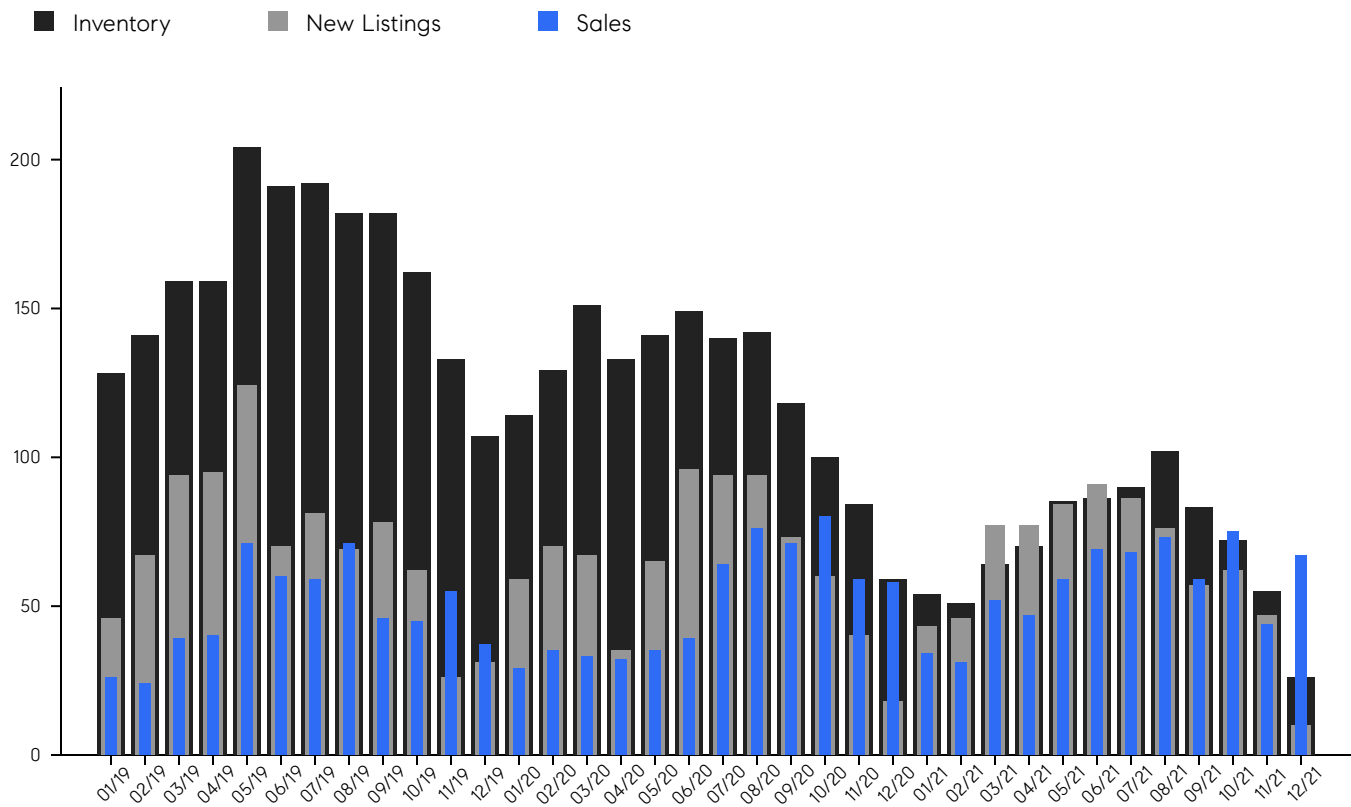
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Inventory, New Listings & Sales

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 December 2021 was 10, a change of -79% from 47 last month and -44% from 18 in December 2020.



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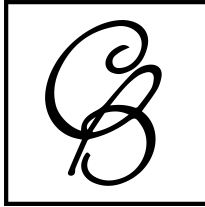
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MONTH	# OF SALES	3-MO AVG	MEDIAN SALE PRICE	3-MO AVG	AVERAGE SALE PRICE	3-MO AVG	DAYS ON MARKET	3-MO AVG	AVERAGE PPSF	3-MO AVG	SALE /LIST	3-MO AVG	INV	NEW LISTINGS	MSI
Dec '21	67	62	\$525K	\$511K	\$547K	\$528K	31	32	\$255	\$246	101.2%	100.9%	26	10	0.4
Nov '21	44	59	\$451K	\$493K	\$478K	\$510K	33	29	\$246	\$250	100.3%	101.4%	55	47	1.3
Oct '21	75	69	\$555K	\$521K	\$557K	\$532K	31	25	\$236	\$255	101.4%	102.2%	72	62	1.0
Sep '21	59	67	\$472K	\$536K	\$492K	\$550K	23	25	\$267	\$263	102.6%	102.3%	83	57	1.4
Aug '21	73	70	\$535K	\$562K	\$545K	\$572K	21	22	\$261	\$260	102.6%	102.6%	102	76	1.4
Jul '21	68	65	\$599K	\$560K	\$610K	\$584K	30	24	\$260	\$259	101.7%	102.5%	90	86	1.3
Jun '21	69	58	\$550K	\$530K	\$560K	\$556K	16	22	\$260	\$255	103.4%	102.6%	86	91	1.2
May '21	59	53	\$530K	\$516K	\$581K	\$553K	27	32	\$258	\$247	102.2%	101.6%	85	84	1.4
Apr '21	47	43	\$510K	\$515K	\$527K	\$539K	23	44	\$248	\$240	102.1%	100.8%	70	77	1.5
Mar '21	52	39	\$509K	\$494K	\$550K	\$530K	47	56	\$234	\$239	100.6%	100.1%	64	77	1.2
Feb '21	31	41	\$525K	\$481K	\$537K	\$513K	62	55	\$238	\$243	99.6%	99.9%	51	46	1.6
Jan '21	34	50	\$446K	\$462K	\$500K	\$501K	58	46	\$245	\$242	100.2%	99.8%	54	43	1.6
Dec '20	58	66	\$470K	\$466K	\$501K	\$496K	44	42	\$246	\$239	99.8%	99.4%	59	18	1.0
Nov '20	59	70	\$470K	\$464K	\$501K	\$489K	37	40	\$236	\$239	99.4%	99.5%	84	40	1.4
Oct '20	80	76	\$459K	\$478K	\$484K	\$495K	46	41	\$234	\$238	99.0%	99.3%	100	60	1.3
Sep '20	71	70	\$462K	\$476K	\$482K	\$492K	38	43	\$247	\$233	100.0%	98.9%	118	73	1.7
Aug '20	76	60	\$512K	\$484K	\$517K	\$491K	38	52	\$232	\$219	98.8%	98.2%	142	94	1.9
Jul '20	64	46	\$454K	\$485K	\$475K	\$481K	54	53	\$220	\$219	97.8%	98.1%	140	94	2.2
Jun '20	39	35	\$485K	\$500K	\$479K	\$493K	64	50	\$206	\$219	98.0%	98.4%	149	96	3.8
May '20	35	33	\$515K	\$502K	\$487K	\$501K	42	49	\$230	\$222	98.5%	105.6%	141	65	4.0
Apr '20	32	33	\$500K	\$475K	\$510K	\$485K	45	52	\$222	\$216	98.8%	105.4%	133	35	4.2
Mar '20	33	32	\$490K	\$450K	\$505K	\$488K	60	63	\$215	\$209	119.6%	104.5%	151	67	4.6
Feb '20	35	34	\$435K	\$443K	\$439K	\$477K	52	56	\$210	\$213	97.9%	97.5%	129	70	3.7
Jan '20	29	40	\$425K	\$455K	\$517K	\$493K	76	58	\$201	\$219	95.9%	97.4%	114	59	3.9
Dec '19	37	46	\$470K	\$450K	\$473K	\$478K	40	51	\$227	\$227	98.7%	98.2%	107	31	2.9
Nov '19	55	49	\$470K	\$440K	\$487K	\$486K	57	53	\$230	\$227	97.6%	97.9%	133	26	2.4
Oct '19	45	54	\$410K	\$437K	\$472K	\$488K	56	51	\$224	\$227	98.3%	98.2%	162	62	3.6
Sep '19	46	59	\$440K	\$462K	\$499K	\$497K	47	45	\$228	\$227	97.9%	98.4%	182	78	4.0
Aug '19	71	63	\$460K	\$477K	\$491K	\$497K	49	48	\$230	\$229	98.4%	98.4%	182	69	2.6
Jul '19	59	63	\$485K	\$473K	\$500K	\$500K	38	47	\$223	\$226	98.8%	98.2%	192	81	3.3
Jun '19	60	57	\$486K	\$436K	\$499K	\$475K	57	49	\$234	\$222	97.9%	97.7%	191	70	3.2
May '19	71	50	\$448K	\$419K	\$500K	\$458K	45	50	\$222	\$217	97.9%	97.6%	204	124	2.9
Apr '19	40	34	\$373K	\$403K	\$424K	\$458K	44	70	\$209	\$217	97.4%	97.5%	159	95	4.0
Mar '19	39	30	\$435K	\$417K	\$449K	\$477K	62	78	\$219	\$219	97.7%	97.8%	159	94	4.1
Feb '19	24	30	\$400K	\$418K	\$498K	\$481K	104	82	\$223	\$223	97.5%	97.7%	141	67	5.9
Jan '19	26	35	\$416K	\$430K	\$482K	\$482K	67	63	\$215	\$225	98.4%	98.0%	128	46	4.9

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CHERIE
BERGER
TEAM



Cherie Berger

cherie.berger@compass.com

M: 908.410.0931



Steven Berger

steven.berger@compass.com

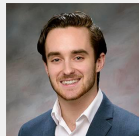
M: 908.256.0307



Ashley Berger-Freitas

ashley.freitas@compass.com

M: 908.432.9818



Anthony Schenone

anthony.schenone@compass.com

M: 908.967.8925

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