

CHERIE  
BERGER  
TEAM

December 2021

# Green Brook 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	10	0%	-35%	-44%	-63%	-70%	-	-
	MEDIAN PRICE	\$734,450	18%	45%	8%	40%	44%	-	-
	AVERAGE PRICE	\$729,170	-1%	7%	6%	18%	31%	-	-
	PRICE PER SQFT	\$237	9%	2%	-1%	-1%	18%	-	-
	MONTHS OF SUPPLY	1.7	67%	14%	30%	-56%	-65%	-	-
New Listings	# OF PROPERTIES	5	-29%	-25%	25%	-62%	-58%	133	-6.3%
	MEDIAN PRICE	\$769,000	77%	82%	65%	71%	63%	\$475,000	1.1%
	AVERAGE PRICE	\$667,380	31%	21%	28%	22%	29%	\$622,885	15.8%
	PRICE PER SQFT	\$242	4%	54%	0%	29%	35%	\$256	28.6%
Sales	# OF PROPERTIES	6	-40%	-42%	-57%	-32%	-23%	116	23.4%
	MEDIAN PRICE	\$445,000	7%	-13%	4%	1%	-4%	\$495,500	19.4%
	AVERAGE PRICE	\$542,500	27%	1%	-7%	13%	10%	\$592,857	23.2%
	PRICE PER SQFT	\$228	-3%	-12%	2%	14%	24%	\$249	32.4%
	SALE-TO-LIST RATIO	98.9%	-1.9%	-1%	-0.5%	2.3%	0.9%	100.0%	1.9%

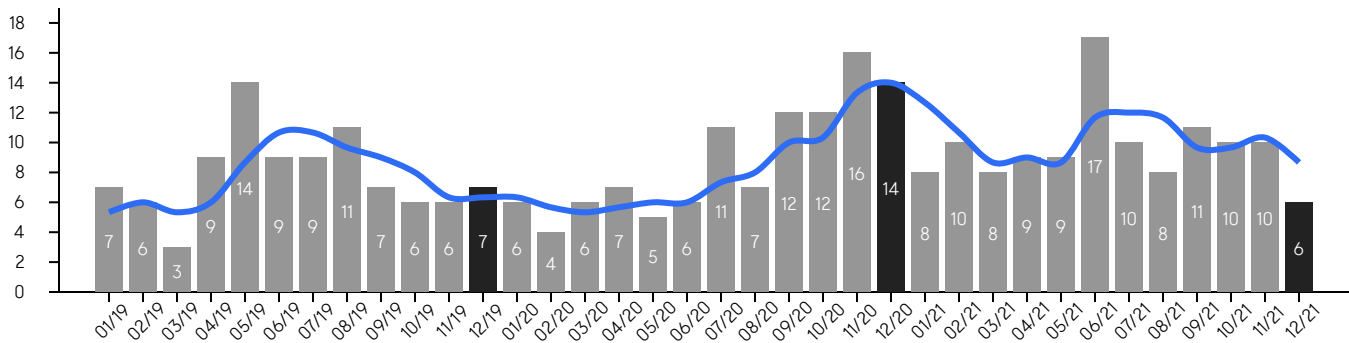
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## Property Sales

There were 6 sales in December 2021, a change of -57% from 14 in December 2020 and -40% from the 10 sales last month. Compared to December 2019 and 2020, sales were at their lowest level. There have been 116 year-to-date (YTD) sales, which is 23.4% higher than last year's year-to-date sales of 94.

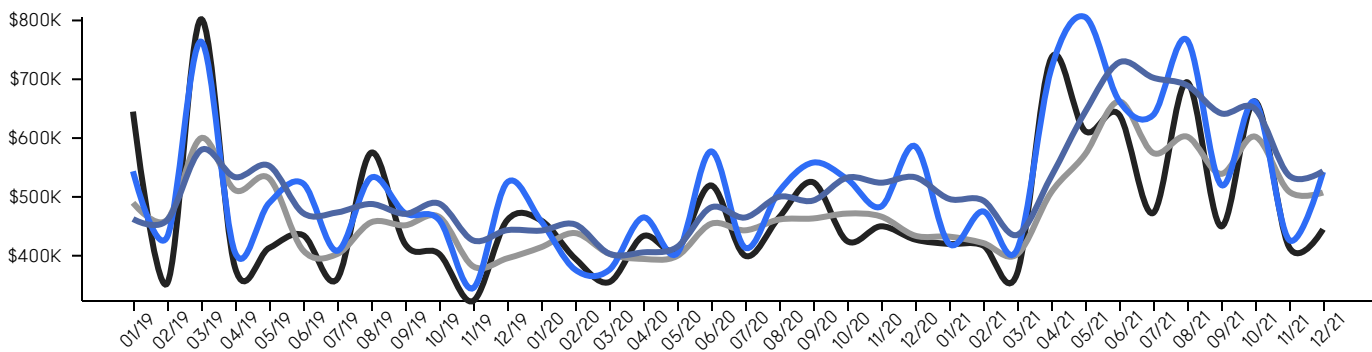
■ 3-Month Average



## Property Prices

The median sales price in December 2021 was \$445,000, a change of 4% from \$427,500 in December 2020, and a change of 7% from \$415,000 last month. The average sales price in December 2021 was \$542,500, a change of -7% from in December 2020, and a change of 27% from last month, and was mid level compared to 2020 and 2019.

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



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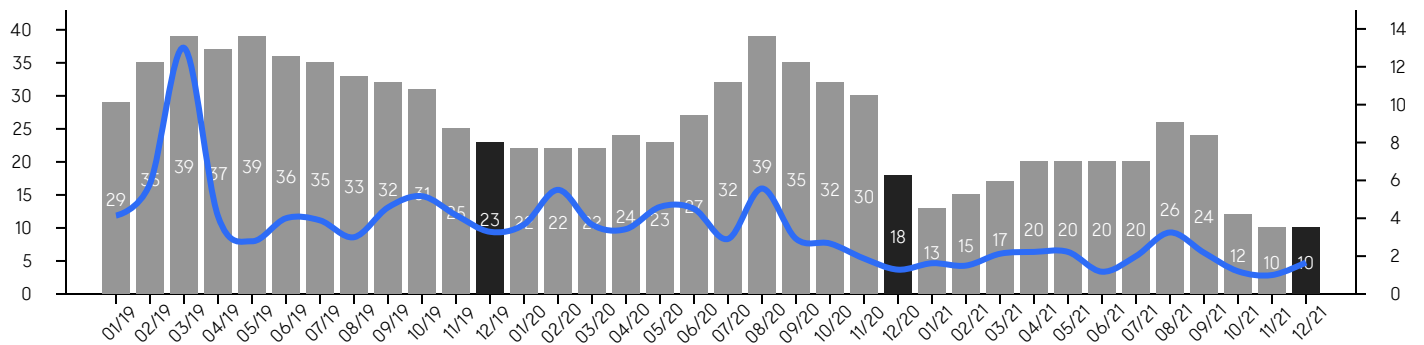
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## Inventory & MSI

The total inventory of properties available for sale as of December 2021 was 10, a difference of 0% from last month, and -44% from 18 in December 2020, and was at its lowest level compared to 2020 and 2019. The months of supply inventory (MSI) was at 1.7 months, a similar level compared to 2020 and 2019. A comparatively lower MSI benefits sellers, while a higher MSI benefits buyers.

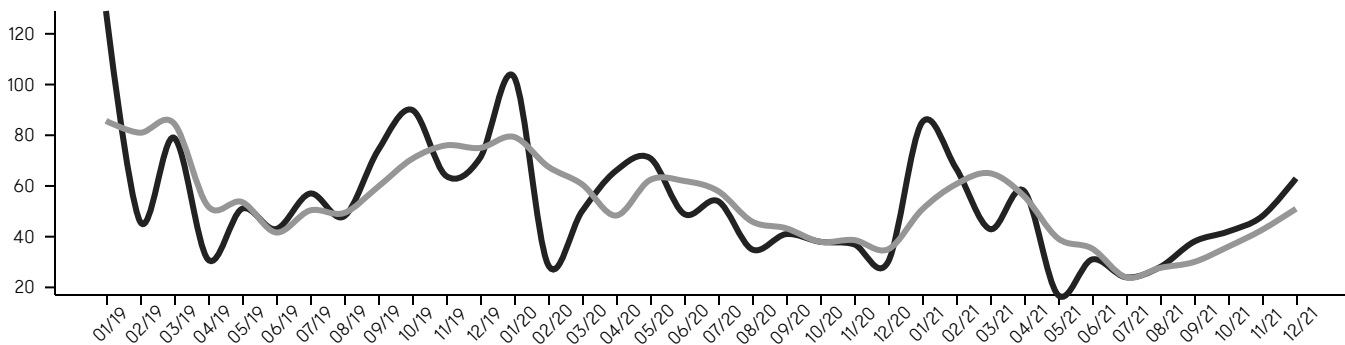
■ MSI



## 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 December 2021 was 63, a change of 31% from 48 days last month, and 110% from 30 days in December 2020, and was at its lowest level compared to 2020 and 2019.

■ Average      ■ Average (3-Month)



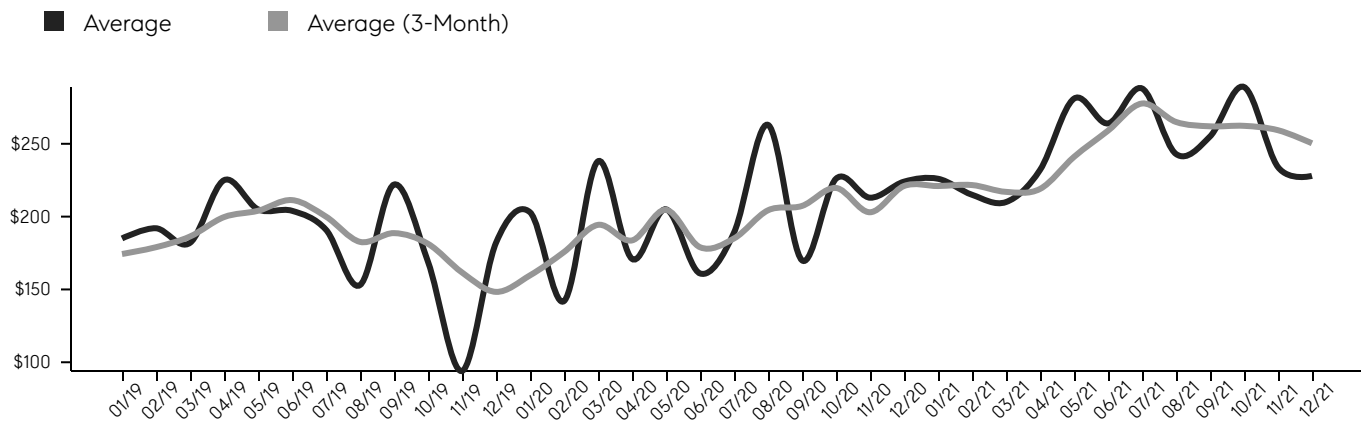
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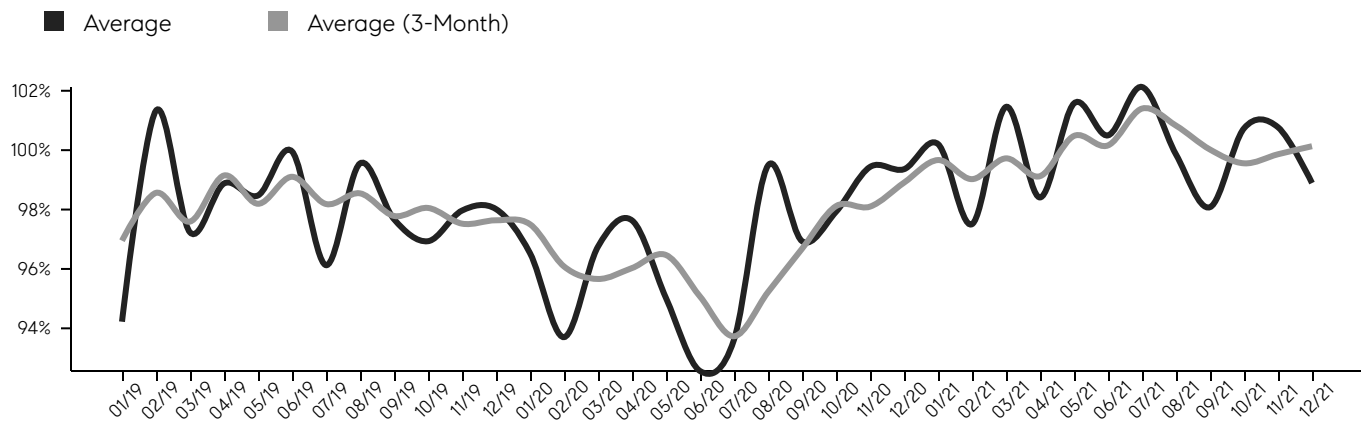
## Selling Price Per Square Foot

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 98.9%, compared to 100.8% last month, and 99.4% in December 2020.



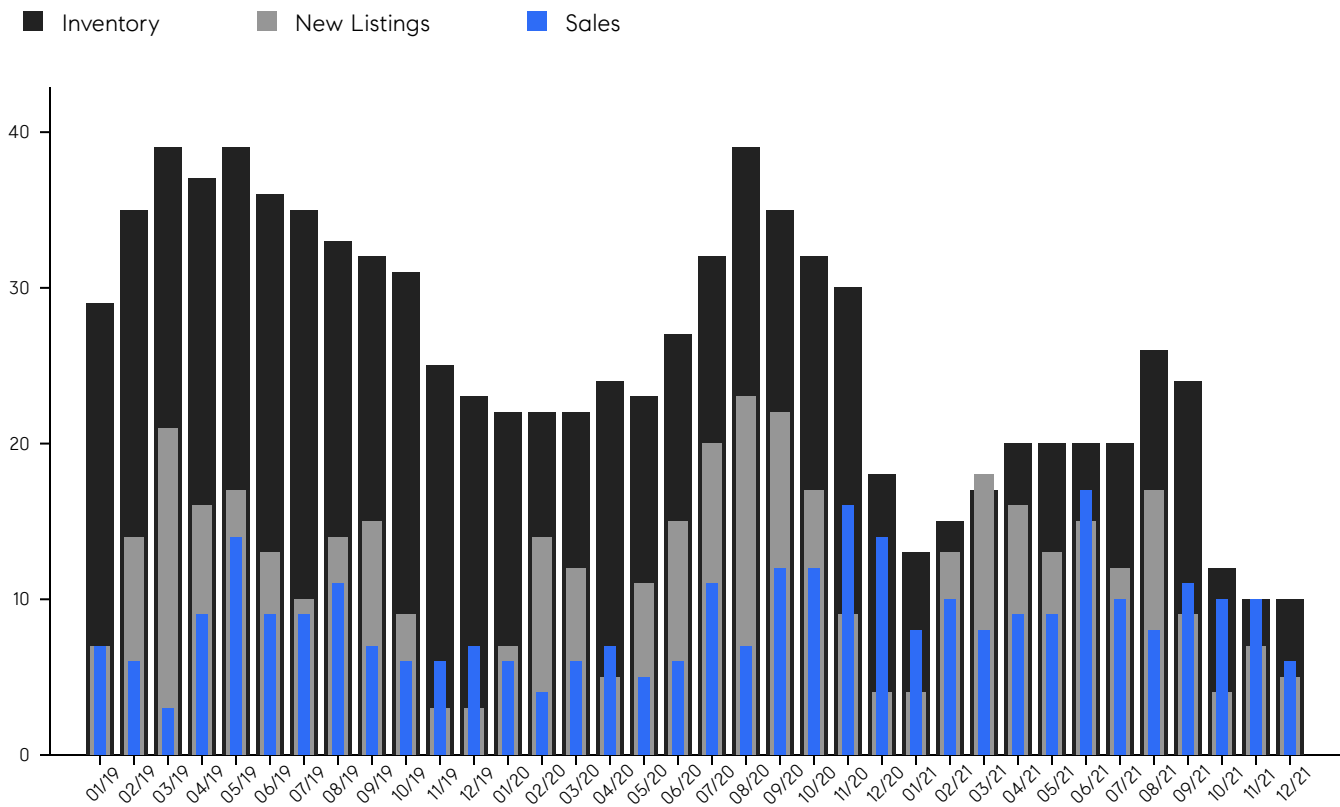
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## Inventory, New Listings & Sales

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 5, a change of -29% from 7 last month and 25% from 4 in December 2020.



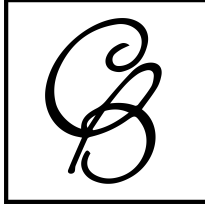
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MONTH	# OF SALES	3-MO AVG	MEDIAN SALE PRICE	3-MO AVG	AVERAGE SALE PRICE	3-MO AVG	DAYS ON MARKET	3-MO AVG	AVERAGE PPSF	3-MO AVG	SALE /LIST	3-MO AVG	INV	NEW LISTINGS	MSI
Dec '21	6	9	\$445K	\$508K	\$542K	\$544K	63	51	\$228	\$250	98.9%	100.1%	10	5	1.7
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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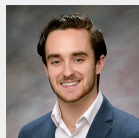
**Cherie Berger**  
cherie.berger@compass.com  
M: 908.410.0931



**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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