

Sales and Inventory Report

Prepared November 1, 2021

County: Monmouth

Category: Single Family

Month	Year	Monthly Sales	No. of Homes for Sale	Months of Inventory	Average Price
January	2018	455	2267	4.98	512,263
February	2018	382	2318	6.07	518,390
March	2018	498	2374	4.77	536,952
April	2018	548	2487	4.54	553,666
May	2018	672	2685	4.00	531,555
June	2018	768	2837	3.69	552,787
July	2018	731	2995	4.10	512,573
August	2018	833	2955	3.55	555,158
September	2018	579	2846	4.92	571,516
October	2018	596	2772	4.65	553,756
November	2018	518	2557	4.94	540,872
December	2018	534	2232	4.18	515,587
Total	2018	7114	2610	4.40	539,393
January	2019	442	2167	4.90	563,051
February	2019	367	2253	6.14	527,318
March	2019	452	2422	5.36	531,262
April	2019	503	2696	5.36	514,395
May	2019	639	2935	4.59	523,491
June	2019	721	3003	4.17	560,940
July	2019	690	3056	4.43	560,642
August	2019	772	2925	3.79	561,736
September	2019	526	2845	5.41	560,714
October	2019	568	2758	4.86	595,929
November	2019	555	2503	4.51	571,465
December	2019	552	2181	3.95	525,696
Total	2019	6787	2645	4.68	551,312
January	2020	478	1992	4.17	566,270
February	2020	360	2060	5.72	524,888
March	2020	482	2205	4.57	592,299
April	2020	494	2008	4.06	624,567
May	2020	459	1936	4.22	591,655
June	2020	577	1955	3.39	662,596
July	2020	750	1918	2.56	595,846
August	2020	869	1825	2.10	682,015
September	2020	853	1909	2.24	713,747
October	2020	885	1862	2.10	691,334
November	2020	683	1563	2.28	685,144
December	2020	835	1311	1.57	712,159
Total	2020	7725	1886	2.93	651,409
January	2021	546	1114	2.04	664,417
February	2021	442	1029	2.33	666,229
March	2021	552	1086	1.97	710,621
April	2021	578	1142	1.98	715,854
May	2021	598	1186	1.98	772,689
June	2021	743	1341	1.80	755,995
July	2021	709	1423	2.01	779,571
August	2021	716	1441	2.01	750,386
September	2021	662	1352	2.04	796,959
October	2021	565	1113	1.97	722,352

Note: The "No. of Homes For Sale" column reflects the number of active listings on the market on the 16th day of each Month. The "Months of Inventory" column is equal to the "No. of Homes For Sale" divided by the "Monthly Sales". This reflects how many months it would take to sell out of inventory at the current month's rate of sale. When the "Months of Inventory" is higher than 6, we are in a Buyer's Market with declining prices.

Sales and Inventory Report

Prepared November 1, 2021

County: Monmouth

Category: Condominium

Month	Year	Monthly Sales	No. of Condos for Sale	Months of Inventory	Average Price
January	2018	106	422	3.98	334,128
February	2018	113	430	3.81	309,184
March	2018	147	433	2.95	304,868
April	2018	162	473	2.92	298,379
May	2018	181	466	2.57	330,851
June	2018	214	467	2.18	315,613
July	2018	193	516	2.67	337,995
August	2018	224	526	2.35	336,820
September	2018	144	505	3.51	318,303
October	2018	162	507	3.13	336,164
November	2018	154	487	3.16	331,253
December	2018	128	439	3.42	334,004
Totals	2018	1928	473	2.93	324,572
January	2019	107	433	4.05	324,094
February	2019	115	444	3.86	309,226
March	2019	126	458	3.63	341,521
April	2019	161	543	3.37	320,341
May	2019	225	579	2.57	358,845
June	2019	170	541	3.18	336,687
July	2019	186	575	3.09	322,152
August	2019	211	542	2.57	342,896
September	2019	158	533	3.37	437,573
October	2019	167	534	3.20	366,542
November	2019	151	461	3.05	357,458
December	2019	139	414	2.98	329,860
Total	2019	1916	505	3.16	347,421
January	2020	119	406	3.41	362,543
February	2020	122	410	3.36	380,958
March	2020	131	451	3.44	367,611
April	2020	108	381	3.53	371,960
May	2020	109	406	3.72	378,815
June	2020	149	420	2.82	383,442
July	2020	168	439	2.61	369,660
August	2020	206	412	2.00	339,763
September	2020	227	382	1.68	393,289
October	2020	253	381	1.51	398,243
November	2020	196	339	1.73	426,778
December	2020	209	304	1.45	429,337
Total	2020	1997	396	2.38	386,854
January	2021	142	282	1.99	412,958
February	2021	128	266	2.08	364,672
March	2021	168	275	1.64	438,762
April	2021	189	257	1.36	449,285
May	2021	185	264	1.43	467,951
June	2021	207	324	1.57	524,512
July	2021	188	321	1.71	425,518
August	2021	184	325	1.77	437,516
September	2021	190	265	1.39	441,201
October	2021	195	193	0.99	468,134

Note: The "No. of Condos for Sale" column reflects the number of active listings on the market on the 16th day of each Month. The "Months of Inventory" column is equal to the "No. of Condos for Sale" divided by the "Monthly Sales". This reflects how many months it would take to sell out of inventory at the current month's rate of sale. A market is considered to have stable prices when Months of Inventory is averaging 6 months.

--Information deemed reliable but not guaranteed--

Sales by Area Report

Category – Single Family
 Statistics for Entire MLS from 1/1/2021 to 10/31/2021
 Prepared on November 01, 2021 7:18 AM

Area	# of Sales	Total Sales	Avg. Price	Median Price
ASBURY PARK	73	\$39,901,350	\$546,594	\$499,000
EATONTOWN	76	\$38,964,532	\$512,691	\$500,000
FAIR HAVEN	76	\$90,319,778	\$1,188,418	\$1,130,000
HIGHLANDS	39	\$23,939,200	\$613,826	\$440,000
LITTLE SILVER	84	\$85,689,778	\$1,020,116	\$818,812
LONG BRANCH	168	\$112,904,213	\$672,049	\$500,000
MONMOUTH BEACH	23	\$36,184,500	\$1,573,239	\$1,499,000
OCEAN(MON)	291	\$209,370,787	\$719,487	\$640,000
OCEANPORT	87	\$81,114,250	\$932,348	\$820,000
RED BANK	95	\$64,620,477	\$680,216	\$560,000
RUMSON	136	\$267,652,416	\$1,968,032	\$1,608,000
SEA BRIGHT	14	\$21,464,000	\$1,533,143	\$1,512,500
SHREWSBURY BORO	58	\$45,249,774	\$780,169	\$712,500
TINTON FALLS	104	\$58,831,815	\$565,691	\$540,000
WEST LONG BRANCH	78	\$59,902,649	\$767,983	\$689,500
TOTALS	1,402	\$1,236,109,520	\$881,676	\$674,950

Statistics for Entire MLS from 1/1/2020 to 10/31/2020

Area	# of Sales	Total Sales	Avg. Price	Median Price
ASBURY PARK	61	\$34,460,649	\$564,929	\$505,000
EATONTOWN	79	\$36,857,990	\$466,557	\$435,000
FAIR HAVEN	104	\$120,965,552	\$1,163,130	\$974,850
HIGHLANDS	53	\$29,047,999	\$548,075	\$465,000
LITTLE SILVER	110	\$96,871,611	\$880,651	\$698,750
LONG BRANCH	127	\$81,189,364	\$639,286	\$455,500
MONMOUTH BEACH	42	\$56,346,750	\$1,341,589	\$995,775
OCEAN(MON)	256	\$150,828,757	\$589,175	\$525,000
OCEANPORT	88	\$63,204,220	\$718,230	\$645,000
RED BANK	73	\$45,049,563	\$617,117	\$540,000
RUMSON	144	\$236,891,254	\$1,645,078	\$1,422,500
SEA BRIGHT	26	\$31,420,600	\$1,208,485	\$1,010,000
SHREWSBURY BORO	52	\$34,936,299	\$671,852	\$630,000
TINTON FALLS	125	\$65,370,188	\$522,962	\$505,000
WEST LONG BRANCH	68	\$43,373,800	\$637,850	\$560,500
TOTALS	1,408	\$1,126,814,596	\$800,294	\$605,000

Sales By Area Report

Category – Condominium
Statistics for Entire MLS from 1/1/2021 to 10/31/2021
 Prepared November 01, 2021 7:17 AM

Area	# of Sales	Total Sales	Avg. Price	Median Price
ASBURY PARK	113	\$70,732,684	\$625,953	\$445,000
EATONTOWN	68	\$18,753,935	\$275,793	\$325,000
HIGHLANDS	70	\$23,178,390	\$331,120	\$312,250
LITTLE SILVER	10	\$5,828,400	\$582,840	\$569,950
LONG BRANCH	225	\$186,103,699	\$827,128	\$640,000
MONMOUTH BEACH	44	\$30,042,000	\$682,773	\$612,500
OCEAN(MON)	22	\$9,039,000	\$410,864	\$401,750
OCEANPORT	6	\$2,962,500	\$493,750	\$507,500
RED BANK	79	\$28,865,200	\$365,382	\$288,500
RUMSON	2	\$1,250,000	\$625,000	\$625,000
SEA BRIGHT	30	\$18,525,165	\$617,506	\$602,450
SHREWSBURY BORO	4	\$1,986,400	\$496,600	\$487,950
TINTON FALL	189	\$61,027,627	\$322,897	\$318,000
WEST LONG BRANCH	6	\$2,481,000	\$413,500	\$418,000
TOTALS	868	\$460,776,000	\$530,848	\$380,000

Statistics for Entire MLS from 1/1/2020 to 10/31/2020

Area	# of Sales	Total Sales	Avg. Price	Median Price
ASBURY PARK	80	\$43,353,800	\$541,922	\$367,500
EATONTOWN	43	\$11,005,394	\$255,939	\$280,000
HIGHLANDS	59	\$17,507,628	\$296,739	\$245,000
LITTLE SILVER	17	\$10,064,900	\$592,053	\$630,000
LONG BRANCH	138	\$94,624,055	\$685,682	\$547,500
MONMOUTH BEACH	40	\$19,873,000	\$496,825	\$443,750
OCEAN(MON)	49	\$17,567,800	\$358,527	\$357,500
OCEANPORT	19	\$8,072,880	\$424,888	\$385,000
RED BANK	84	\$31,729,863	\$377,736	\$330,000
RUMSON	1	\$590,000	\$590,000	\$590,000
SEA BRIGHT	25	\$12,490,100	\$499,604	\$522,500
SHREWSBURY BORO	4	\$1,901,000	\$475,250	\$475,000
TINTON FALLS	156	\$44,931,470	\$288,022	\$290,000
WEST LONG BRANCH	15	\$5,760,843	\$384,056	\$409,950
TOTALS	730	\$319,472,733	\$437,634	\$336,250

--Information deemed reliable but not guaranteed. Source of information is the Monmouth MLS--

Yearly Market Comparison

Comparing Entire MLS

As of Sunday, October 31, 2021 5:40:50 PM

Search Parameters: Property type Residential; Property Sub-Type of 'Single Family'; County of 'Monmouth'.

	Number of Sold Listings				Dollar Volume of Sold Listings				Median Sale Price			
	2020	2021	Diff	Chg	2020	2021	Diff	Chg	2020	2021	Diff	Chg
January	478	546	68	14.2%	\$ 270,677,397	\$ 362,771,900	92,094,503	34.0%	460,000	548,925	88,925	19.3%
February	360	442	82	22.8%	\$ 189,449,524	\$ 294,473,502	105,023,978	55.4%	453,250	549,950	96,700	21.3%
March	482	552	70	14.5%	\$ 285,488,510	\$ 392,262,895	106,774,385	37.4%	446,225	549,450	103,225	23.1%
April	494	577	83	16.8%	\$ 308,536,490	\$ 412,394,048	103,857,558	33.6%	489,500	575,000	85,500	17.5%
May	459	598	139	30.3%	\$ 271,569,947	\$ 462,068,392	190,498,445	70.1%	485,000	592,500	107,500	22.2%
June	577	743	166	28.8%	\$ 382,318,352	\$ 561,704,399	179,386,047	46.9%	505,000	625,000	120,000	23.8%
July	750	709	-41	-5.5%	\$ 446,885,127	\$ 552,715,989	105,830,862	23.6%	508,000	615,000	107,000	21.1%
August	869	716	-153	-17.6%	\$ 592,671,385	\$ 537,276,855	-55,394,730	-9.4%	540,000	610,500	70,500	13.1%
September	853	662	-191	-22.4%	\$ 610,100,758	\$ 527,587,091	-82,513,667	-13.6%	560,000	620,500	60,500	10.8%
October	885	562	-323	-36.5%	\$ 611,831,152	\$ 404,651,374	-207,179,778	-33.9%	550,000	587,500	37,500	6.8%
November	682	0	-682	-100.0%	\$ 467,363,896	\$ 0	-467,363,896	-100.0%	557,550	0	-557,550	-100.0%
December	834	0	-834	-100.0%	\$ 594,610,891	\$ 0	-594,610,891	-100.0%	550,000	0	-550,000	-100.0%
YTD Total	6,207	6,107	-100	-1.6%	\$ 3,969,528,642	\$ 4,507,906,245	538,377,603	13.6%	510,000	590,000	80,000	15.7%
Total	7,723	6,107	-1,616	-20.9%	\$ 5,031,503,429	\$ 4,507,906,245	-523,597,184	-10.5%	519,000	590,000	71,000	13.7%

	Number of New Listings				Dollar Volume of New Listings				Median List Price			
	2020	2021	Diff	Chg	2020	2021	Diff	Chg	2020	2021	Diff	Chg
January	869	617	-252	-29.0%	\$ 626,083,060	\$ 506,637,477	-119,445,583	-19.1%	529,000	550,000	21,000	4.0%
February	920	599	-321	-34.9%	\$ 686,568,117	\$ 522,271,075	-164,297,042	-24.0%	529,000	599,900	70,900	13.4%
March	760	913	153	20.1%	\$ 516,928,990	\$ 761,414,577	244,485,587	47.2%	525,000	594,900	69,900	13.3%
April	430	926	496	115.3%	\$ 285,750,100	\$ 739,743,464	453,993,364	158.8%	514,450	599,000	84,550	16.4%
May	901	950	49	5.4%	\$ 686,689,735	\$ 850,905,042	164,215,307	23.9%	559,900	599,900	40,000	7.1%
June	1,144	1,006	-138	-12.1%	\$ 874,893,835	\$ 800,358,816	-74,535,019	-8.6%	599,000	600,000	1,000	0.2%
July	1,193	939	-254	-21.3%	\$ 1,021,691,284	\$ 749,950,679	-271,740,605	-26.6%	575,900	599,900	24,000	4.2%
August	1,135	835	-300	-26.4%	\$ 865,711,300	\$ 675,205,588	-190,505,712	-22.1%	579,000	599,000	20,000	3.5%
September	1,072	687	-385	-35.9%	\$ 841,174,890	\$ 581,299,725	-259,875,165	-30.9%	585,000	599,900	14,900	2.5%
October	899	608	-291	-32.4%	\$ 667,378,672	\$ 494,112,402	-173,266,270	-26.0%	549,900	589,450	39,550	7.2%
November	594	0	-594	-100.0%	\$ 455,908,461	\$ 0	-455,908,461	-100.0%	544,500	0	-544,500	-100.0%
December	393	0	-393	-100.0%	\$ 277,528,227	\$ 0	-277,528,227	-100.0%	525,000	0	-525,000	-100.0%
YTD Total	9,323	8,080	-1,243	-13.3%	\$ 7,072,869,983	\$ 6,681,898,845	-390,971,138	-5.5%	550,000	599,000	49,000	8.9%
Total	10,310	8,080	-2,230	-21.6%	\$ 7,806,306,671	\$ 6,681,898,845	-1,124,407,826	-14.5%	550,000	599,000	49,000	8.9%

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Yearly Market Comparison

Comparing Entire MLS

As of Sunday, October 31, 2021 5:39:41 PM

Search Parameters: Property type Residential; Property Sub-Type of 'Condominium'; County of 'Monmouth'

	Number of Sold Listings				Dollar Volume of Sold Listings				Median Sale Price			
	2020	2021	Diff	Chg	2020	2021	Diff	Chg	2020	2021	Diff	Chg
January	119	142	23	19.3%	\$ 43,142,676	\$ 58,640,050	15,497,374	35.9%	299,000	321,000	22,000	7.4%
February	122	128	6	4.9%	\$ 46,476,967	\$ 46,678,105	201,138	0.4%	288,450	315,000	26,550	9.2%
March	131	168	37	28.2%	\$ 48,157,121	\$ 73,712,019	25,554,898	53.0%	312,000	355,000	43,000	13.8%
April	108	189	81	75.0%	\$ 40,171,689	\$ 84,914,868	44,743,179	111.3%	315,000	346,500	31,500	10.0%
May	109	185	76	69.7%	\$ 41,562,614	\$ 86,571,040	45,008,426	108.2%	307,500	367,990	60,490	19.7%
June	149	207	58	38.9%	\$ 57,132,899	\$ 110,374,180	53,241,281	93.1%	309,000	398,000	89,000	28.8%
July	168	188	20	11.9%	\$ 62,103,027	\$ 79,984,312	17,881,285	28.7%	305,500	350,000	44,500	14.6%
August	206	184	-22	-10.7%	\$ 69,991,193	\$ 80,503,097	10,511,904	15.0%	310,000	352,950	42,950	13.9%
September	227	190	-37	-16.3%	\$ 89,276,829	\$ 83,577,759	-5,699,070	-6.4%	350,000	354,000	4,000	1.1%
October	253	195	-58	-22.9%	\$ 100,755,583	\$ 91,331,398	-9,424,185	-9.4%	328,000	375,000	47,000	14.3%
November	196	0	-196	-100.0%	\$ 83,648,597	\$ 0	-83,648,597	-100.0%	345,750	0	-345,750	-100.0%
December	209	0	-209	-100.0%	\$ 90,129,222	\$ 0	-90,129,222	-100.0%	337,500	0	-337,500	-100.0%
YTD Total	1,592	1,776	184	11.6%	\$ 598,770,598	\$ 796,286,828	197,516,230	33.0%	314,000	358,500	44,500	14.2%
Total	1,997	1,776	-221	-11.1%	\$ 772,548,417	\$ 796,286,828	23,738,411	3.0%	319,000	357,500	38,500	12.1%

	Number of New Listings				Dollar Volume of New Listings				Median List Price			
	2020	2021	Diff	Chg	2020	2021	Diff	Chg	2020	2021	Diff	Chg
January	228	176	-52	-22.8%	\$ 95,425,140	\$ 80,172,221	-15,252,919	-16.0%	332,497	349,999	17,502	5.3%
February	221	165	-56	-25.3%	\$ 94,932,316	\$ 85,727,564	-9,204,752	-9.7%	359,900	359,000	-900	-0.3%
March	155	222	67	43.2%	\$ 64,228,856	\$ 98,117,483	33,888,627	52.7%	349,000	350,000	1,000	0.3%
April	108	238	130	120.4%	\$ 50,594,466	\$ 107,993,620	57,399,154	113.4%	342,500	356,999	14,499	4.2%
May	208	234	26	12.5%	\$ 119,106,455	\$ 108,422,340	-10,684,115	-9.0%	319,950	359,900	39,950	12.5%
June	261	257	-4	-1.5%	\$ 100,692,018	\$ 126,016,793	25,324,775	25.1%	335,000	369,900	34,900	10.4%
July	290	243	-47	-16.2%	\$ 120,859,057	\$ 101,040,873	-19,818,184	-16.4%	330,000	349,000	19,000	5.8%
August	262	214	-48	-18.3%	\$ 110,221,647	\$ 91,018,371	-19,203,276	-17.5%	350,000	359,450	9,450	2.7%
September	267	198	-69	-25.8%	\$ 125,989,750	\$ 89,514,633	-36,475,117	-29.0%	375,000	364,750	-10,250	-2.7%
October	221	186	-35	-15.8%	\$ 91,221,349	\$ 97,064,923	5,843,574	6.4%	335,000	379,999	44,999	13.4%
November	165	0	-165	-100.0%	\$ 71,294,373	\$ 0	-71,294,373	-100.0%	340,000	0	-340,000	-100.0%
December	135	0	-135	-100.0%	\$ 58,472,790	\$ 0	-58,472,790	-100.0%	329,000	0	-329,000	-100.0%
YTD Total	2,221	2,133	-88	-4.0%	\$ 973,271,054	\$ 985,088,821	11,817,767	1.2%	339,900	359,900	20,000	5.9%
Total	2,521	2,133	-388	-15.4%	\$ 1,103,038,217	\$ 985,088,821	-117,949,396	-10.7%	339,900	359,900	20,000	5.9%

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