

Sales and Inventory Report

Prepared January 3, 2022

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	2810	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	535	1106	2.07	664,972
February	2021	435	1018	2.34	651,340
March	2021	540	1069	1.98	711,192
April	2021	561	1131	2.02	716,644
May	2021	575	1179	2.05	761,971
June	2021	715	1341	1.88	753,599
July	2021	695	1429	2.06	779,836
August	2021	704	1451	2.06	741,196
September	2021	656	1375	2.10	789,687
October	2021	600	1171	1.95	713,936
November	2021	607	966	1.59	745,991
December	2021	569	693	1.22	791,659
Total	2021	7192	1161	1.94	739,097

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 January 3, 2022

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	139	282	2.03	410,079
February	2021	128	264	2.06	364,672
March	2021	165	277	1.68	438,454
April	2021	184	259	1.41	453,450
May	2021	182	264	1.45	467,533
June	2021	203	323	1.59	532,015
July	2021	187	322	1.72	426,119
August	2021	184	326	1.77	437,815
September	2021	188	268	1.43	440,839
October	2021	204	203	1.00	466,908
November	2021	173	176	1.02	435,542
December	2021	161	141	0.88	416,860
Total	2021	2098	259	1.48	444,891

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 12/31/2021
 Prepared on January 03, 2021 8:25 AM

Area	# of Sales	Total Sales	Avg. Price	Median Price
ASBURY PARK	87	\$48,339,350	\$555,625	\$515,000
EATONTOWN	93	\$47,357,782	\$509,223	\$495,000
FAIR HAVEN	85	\$102,304,778	\$1,203,586	\$1,140,000
HIGHLANDS	47	\$27,576,577	\$586,736	\$453,000
LITTLE SILVER	94	\$92,416,778	\$983,157	\$806,250
LONG BRANCH	195	\$134,492,463	\$689,705	\$490,000
MONMOUTH BEACH	30	\$54,986,500	\$1,832,883	\$1,512,000
OCEAN(MON)	322	\$228,195,387	\$708,681	\$640,750
OCEANPORT	105	\$100,380,328	\$956,003	\$819,990
RED BANK	111	\$65,780,977	\$592,621	\$546,000
RUMSON	154	\$292,867,916	\$1,901,740	\$1,567,500
SEA BRIGHT	17	\$23,639,000	\$1,390,529	\$1,300,000
SHREWSBURY BORO	70	\$53,799,274	\$768,561	\$682,000
TINTON FALLS	122	\$69,992,315	\$573,708	\$552,500
WEST LONG BRANCH	91	\$66,128,704	\$726,689	\$679,900
TOTALS	1,623	\$1,408,258,130	\$867,688	\$662,000

Statistics for Entire MLS from 1/1/2020 to 12/31/2020

Area	# of Sales	Total Sales	Avg. Price	Median Price
ASBURY PARK	78	\$45,807,649	\$587,278	\$541,000
EATONTOWN	104	\$48,026,890	\$461,797	\$430,000
FAIR HAVEN	119	\$138,742,051	\$1,165,900	\$999,000
HIGHLANDS	65	\$36,260,789	\$557,858	\$460,000
LITTLE SILVER	124	\$111,465,111	\$898,912	\$734,500
LONG BRANCH	154	\$94,307,260	\$612,385	\$475,000
MONMOUTH BEACH	44	\$59,365,250	\$1,349,210	\$1,057,500
OCEAN(MON)	299	\$175,155,257	\$585,804	\$535,000
OCEANPORT	105	\$80,894,278	\$770,422	\$660,000
RED BANK	94	\$56,202,363	\$597,897	\$534,500
RUMSON	175	\$274,528,253	\$1,568,733	\$1,385,000
SEA BRIGHT	29	\$32,165,622	\$1,109,159	\$950,000
SHREWSBURY BORO	64	\$43,934,099	\$686,470	\$651,650
TINTON FALLS	143	\$75,420,178	\$527,414	\$525,000
WEST LONG BRANCH	74	\$43,085,550	\$582,237	\$522,500
TOTALS	1,671	\$1,315,360,600	\$787,170	\$610,000

Sales By Area Report

Category – Condominium
Statistics for Entire MLS from 1/1/2021 to 12/31/2021
 Prepared January 03, 2022 8:25 AM

Area	# of Sales	Total Sales	Avg. Price	Median Price
ASBURY PARK	135	\$83,968,184	\$621,987	\$450,000
EATONTOWN	83	\$22,678,078	\$273,230	\$321,500
HIGHLANDS	75	\$26,798,790	\$357,317	\$320,000
LITTLE SILVER	12	\$7,378,158	\$614,846	\$613,950
LONG BRANCH	253	\$204,133,699	\$806,853	\$636,500
MONMOUTH BEACH	53	\$35,360,500	\$667,179	\$605,000
OCEAN(MON)	27	\$11,165,000	\$413,519	\$410,000
OCEANPORT	11	\$5,294,200	\$481,291	\$455,000
RED BANK	91	\$34,109,600	\$374,831	\$288,500
RUMSON	2	\$1,250,000	\$625,000	\$625,000
SEA BRIGHT	32	\$19,651,665	\$614,115	\$604,950
SHREWSBURY BORO	5	\$2,576,400	\$515,280	\$506,000
TINTON FALL	234	\$77,065,859	\$329,341	\$320,000
WEST LONG BRANCH	7	\$2,816,000	\$402,286	\$375,000
TOTALS	1,020	\$534,246,130	\$523,771	\$381,000

Statistics for Entire MLS from 1/1/2020 to 12/31/2020

Area	# of Sales	Total Sales	Avg. Price	Median Price
ASBURY PARK	97	\$51,747,450	\$533,479	\$376,000
EATONTOWN	57	\$14,749,509	\$258,763	\$285,000
HIGHLANDS	67	\$19,784,728	\$295,294	\$250,237
LITTLE SILVER	22	\$12,926,899	\$587,586	\$630,000
LONG BRANCH	183	\$134,915,600	\$737,244	\$605,000
MONMOUTH BEACH	52	\$26,639,888	\$512,306	\$457,500
OCEAN(MON)	58	\$20,736,300	\$357,522	\$354,250
OCEANPORT	19	\$8,072,880	\$424,888	\$385,000
RED BANK	96	\$35,890,862	\$373,863	\$327,500
RUMSON	1	\$590,000	\$590,000	\$590,000
SEA BRIGHT	29	\$16,632,600	\$573,538	\$549,900
SHREWSBURY BORO	4	\$1,901,000	\$475,250	\$475,000
TINTON FALLS	190	\$56,098,262	\$295,254	\$296,000
WEST LONG BRANCH	15	\$6,005,843	\$400,390	\$409,950
TOTALS	890	\$406,691,821	\$456,957	\$345,000

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

Yearly Market Comparison

Comparing Entire MLS

As of Monday, January 3, 2022 8:20:59 AM

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	473	535	62	13.1%	\$ 263,669,397	\$ 355,760,400	92,091,003	34.9%	460,000	548,000	88,000	19.1%
February	353	435	82	23.2%	\$ 186,078,524	\$ 283,333,252	97,254,728	52.2%	451,500	550,000	98,500	21.8%
March	476	540	64	13.4%	\$ 281,402,260	\$ 384,043,895	102,641,635	36.4%	446,225	547,500	101,275	22.7%
April	485	560	75	15.5%	\$ 299,055,490	\$ 400,667,478	101,611,988	33.9%	489,500	575,000	85,500	17.5%
May	448	575	127	28.3%	\$ 263,278,447	\$ 438,133,392	174,854,945	66.4%	485,000	595,000	110,000	22.7%
June	565	715	150	26.5%	\$ 371,484,452	\$ 538,823,573	167,339,121	45.0%	505,000	625,000	120,000	23.8%
July	732	695	-37	-5.1%	\$ 435,479,327	\$ 541,986,489	106,507,162	24.4%	509,500	614,251	104,751	20.6%
August	850	704	-146	-17.2%	\$ 578,271,385	\$ 521,802,155	-56,469,230	-9.8%	540,000	610,000	70,000	13.0%
September	835	656	-179	-21.4%	\$ 596,490,858	\$ 518,035,091	-78,455,767	-13.2%	565,000	620,500	55,500	9.8%
October	868	599	-269	-31.0%	\$ 596,974,152	\$ 426,861,909	-170,112,243	-28.5%	550,000	585,000	35,000	6.4%
November	673	607	-66	-9.8%	\$ 458,934,496	\$ 452,816,921	-6,117,575	-1.4%	555,100	580,000	24,900	4.5%
December	820	569	-251	-30.6%	\$ 581,198,891	\$ 450,454,485	-130,744,406	-22.5%	550,000	605,000	55,000	10.0%
Total	7,578	7,190	-388	-5.1%	\$ 4,912,317,679	\$ 5,312,719,040	400,401,361	8.1%	518,000	590,000	72,000	13.9%

	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	860	597	-263	-30.6%	\$ 616,927,060	\$ 493,121,157	-123,805,903	-20.1%	529,000	560,000	31,000	5.9%
February	899	586	-313	-34.8%	\$ 666,768,417	\$ 504,572,175	-162,196,242	-24.4%	529,000	599,900	70,900	13.4%
March	752	880	128	17.0%	\$ 508,716,390	\$ 729,639,977	220,923,587	43.4%	525,000	594,950	69,950	13.3%
April	425	916	491	115.5%	\$ 283,302,200	\$ 728,480,903	445,178,703	157.1%	519,900	599,000	79,100	15.2%
May	885	936	51	5.8%	\$ 676,132,935	\$ 838,985,242	162,852,307	24.0%	559,000	599,900	40,900	7.3%
June	1,130	995	-135	-11.9%	\$ 863,856,035	\$ 792,146,386	-71,709,649	-8.4%	599,000	600,000	1,000	0.2%
July	1,173	932	-241	-20.5%	\$ 1,005,432,934	\$ 737,361,479	-268,071,455	-26.7%	579,000	599,900	20,900	3.6%
August	1,120	827	-293	-26.2%	\$ 854,440,800	\$ 660,222,488	-194,218,312	-22.8%	579,900	599,000	19,100	3.3%
September	1,054	686	-368	-34.9%	\$ 829,045,292	\$ 577,562,696	-251,482,596	-30.4%	585,000	599,900	14,900	2.5%
October	895	629	-266	-29.7%	\$ 661,044,572	\$ 505,047,004	-155,997,568	-23.6%	549,900	581,500	31,600	5.7%
November	579	432	-147	-25.4%	\$ 445,262,562	\$ 358,568,469	-86,694,093	-19.5%	539,990	587,000	47,010	8.7%
December	387	294	-93	-24.0%	\$ 272,074,328	\$ 260,571,817	-11,502,511	-4.3%	525,000	550,000	25,000	4.8%
Total	10,159	8,710	-1,449	-14.3%	\$ 7,683,003,525	\$ 7,186,279,793	-496,723,732	-6.5%	550,000	599,000	49,000	8.9%

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Yearly Market Comparison

Comparing Entire MLS

As of Monday, January 3, 2022 8:19:38 AM

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	139	20	16.8%	\$ 43,142,676	\$ 57,001,050	13,858,374	32.1%	299,000	320,000	21,000	7.0%
February	121	128	7	5.8%	\$ 46,216,867	\$ 46,678,105	461,238	0.9%	289,000	315,000	26,000	9.0%
March	130	165	35	26.9%	\$ 47,930,621	\$ 72,345,019	24,414,398	50.9%	316,000	355,000	39,000	12.3%
April	107	184	77	72.0%	\$ 39,793,689	\$ 83,434,868	43,641,179	109.6%	315,000	348,250	33,250	10.6%
May	109	182	73	67.0%	\$ 41,562,614	\$ 85,091,040	43,528,426	104.7%	307,500	366,495	58,995	19.2%
June	146	203	57	39.0%	\$ 56,334,999	\$ 107,999,180	51,664,181	91.7%	309,500	400,000	90,500	29.2%
July	163	187	24	14.7%	\$ 59,870,627	\$ 79,684,312	19,813,685	33.0%	306,000	350,000	44,000	14.4%
August	202	184	-18	-8.9%	\$ 68,423,793	\$ 80,558,097	12,134,304	17.7%	310,000	352,950	42,950	13.9%
September	226	188	-38	-16.8%	\$ 88,816,829	\$ 82,877,759	-5,939,070	-6.7%	350,000	355,000	5,000	1.4%
October	251	204	-47	-18.7%	\$ 100,350,583	\$ 95,249,398	-5,101,185	-5.1%	330,000	375,000	45,000	13.6%
November	195	173	-22	-11.3%	\$ 83,494,597	\$ 75,348,883	-8,145,714	-9.8%	347,000	365,000	18,000	5.2%
December	209	161	-48	-23.0%	\$ 90,129,222	\$ 67,114,467	-23,014,755	-25.6%	337,500	355,000	17,500	5.2%
Total	1,978	2,098	120	6.1%	\$ 766,067,117	\$ 933,382,178	167,315,061	21.8%	319,450	360,000	40,550	12.7%

	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	226	174	-52	-23.0%	\$ 94,820,240	\$ 79,557,221	-15,263,019	-16.1%	332,497	349,999	17,502	5.3%
February	219	161	-58	-26.5%	\$ 94,132,416	\$ 84,337,664	-9,794,752	-10.5%	352,000	359,000	7,000	2.0%
March	154	217	63	40.9%	\$ 64,088,856	\$ 95,839,983	31,751,127	49.5%	349,450	350,000	550	0.2%
April	108	234	126	116.7%	\$ 50,594,466	\$ 105,318,720	54,724,254	108.1%	342,500	356,999	14,499	4.2%
May	207	232	25	12.1%	\$ 118,821,555	\$ 107,872,440	-10,949,115	-9.3%	320,000	359,900	39,900	12.5%
June	256	254	-2	-0.8%	\$ 97,918,118	\$ 125,016,793	27,098,675	27.6%	335,000	377,000	42,000	12.5%
July	287	243	-44	-15.3%	\$ 119,946,157	\$ 100,991,872	-18,954,285	-15.9%	330,000	349,000	19,000	5.8%
August	260	211	-49	-18.8%	\$ 109,751,647	\$ 90,041,271	-19,710,376	-18.0%	350,000	359,900	9,900	2.8%
September	267	197	-70	-26.2%	\$ 125,989,750	\$ 88,733,133	-37,256,617	-29.6%	375,000	364,500	-10,500	-2.8%
October	221	191	-30	-13.6%	\$ 91,221,349	\$ 100,471,224	9,249,875	10.1%	335,000	379,000	44,000	13.1%
November	162	130	-32	-19.8%	\$ 70,001,373	\$ 66,602,725	-3,398,648	-4.9%	342,450	399,999	57,549	16.8%
December	134	85	-49	-36.6%	\$ 57,973,790	\$ 43,955,599	-14,018,191	-24.2%	327,000	385,000	58,000	17.7%
Total	2,501	2,329	-172	-6.9%	\$ 1,095,259,717	\$ 1,088,738,645	-6,521,072	-0.6%	339,900	360,000	20,100	5.9%

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