

City: Long Branch



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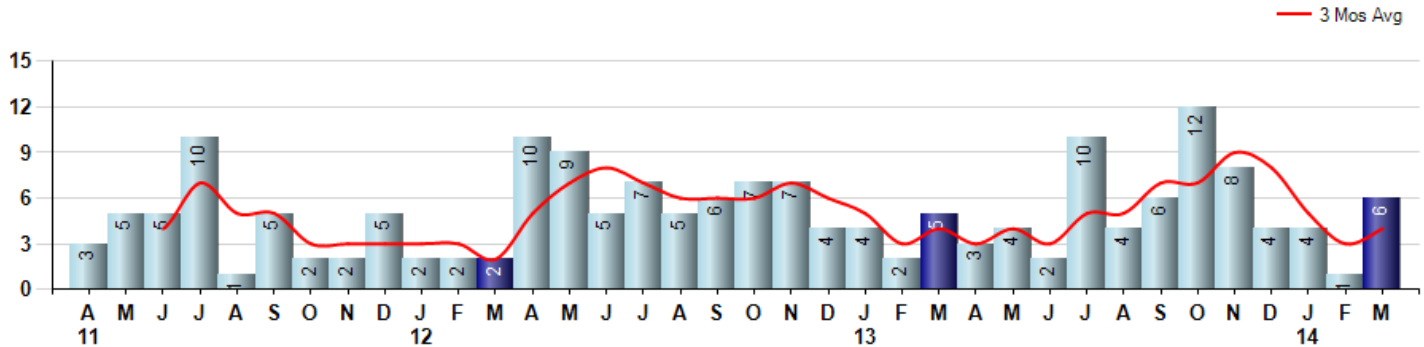
Price Range: \$0 to \$999,999,000 | Properties: Townhome, Condo

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$444,000	-11%		2%				
Average List Price of all Current Listings	\$575,461	-2%		-3%				
March Median Sales Price	\$270,000	-7%	-7%	-22%	-18%	\$290,000	-9%	-12%
March Average Sales Price	\$353,483	22%	-5%	-2%	-2%	\$355,527	12%	-2%
Total Properties Currently for Sale (Inventory)	100	18%		22%				
March Number of Properties Sold	6	500%		20%			0%	
March Average Days on Market (Solds)	160	181%	54%	37%	52%	106	-18%	1%
March Month's Supply of Inventory	16.7	-80%	-59%	2%	-23%	40.7	72%	89%
March Sale Price vs List Price Ratio	95.2%	14.6%	1%	1%	4.3%	93.9%	-0.5%	2.9%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

Property Sales

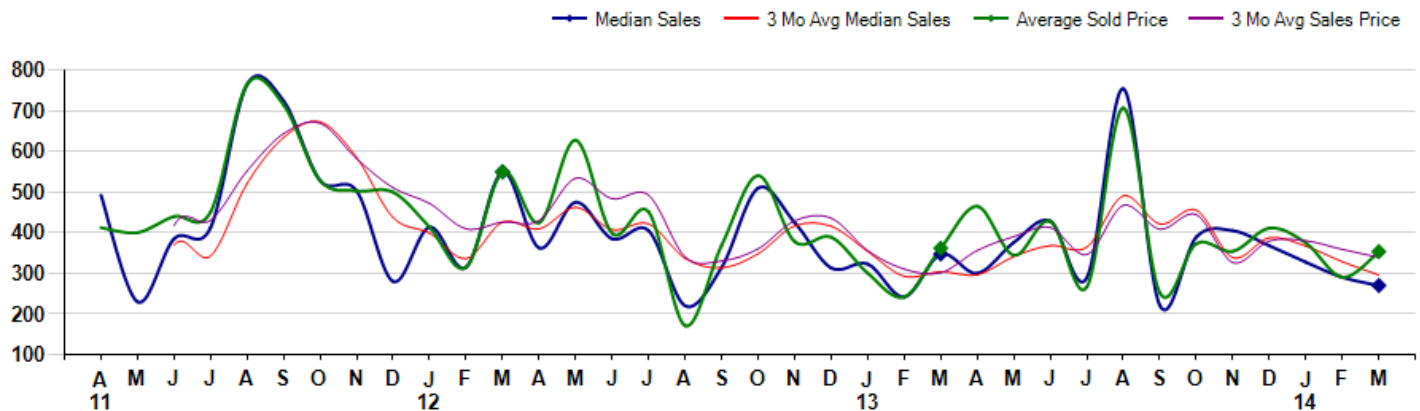
March Property sales were 6, up 20.0% from 5 in March of 2013 and 500.0% higher than the 1 sales last month. March 2014 sales were at their highest level compared to March of 2013 and 2012. March YTD sales of 11 are running equal to last year's year-to-date sales of 11.



Prices

The Median Sales Price in March was \$270,000, down -22.3% from \$347,500 in March of 2013 and down -6.9% from \$290,000 last month. The Average Sales Price in March was \$353,483, down -2.3% from \$361,780 in March of 2013 and up 21.9% from \$290,000 last month. March 2014 ASP was at the lowest level compared to March of 2013 and 2012.

Median means Middle (the same # of properties sold above and below Median) (000's)



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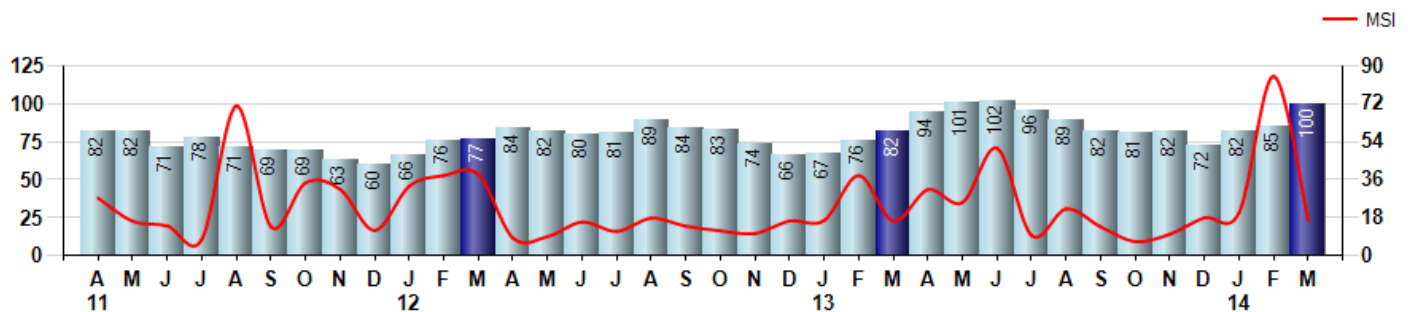
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Inventory & MSI

The Total Inventory of Properties available for sale as of March was 100, up 17.6% from 85 last month and up 22.0% from 82 in March of last year. March 2014 Inventory was at highest level compared to March of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2014 MSI of 16.7 months was at a mid range compared with March of 2013 and 2012.

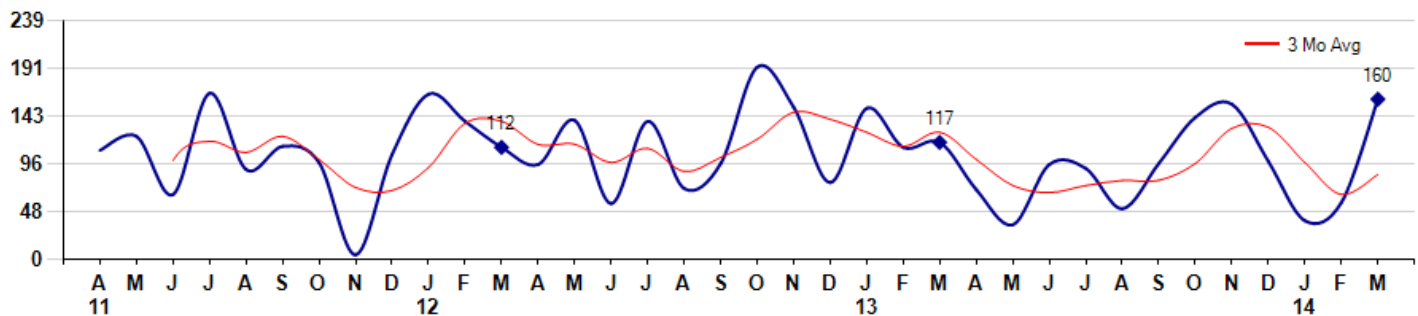
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



Market Time

The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for March was 160, up 180.7% from 57 days last month and up 36.8% from 117 days in March of last year. The March 2014 DOM was at its highest level compared with March of 2013 and 2012.

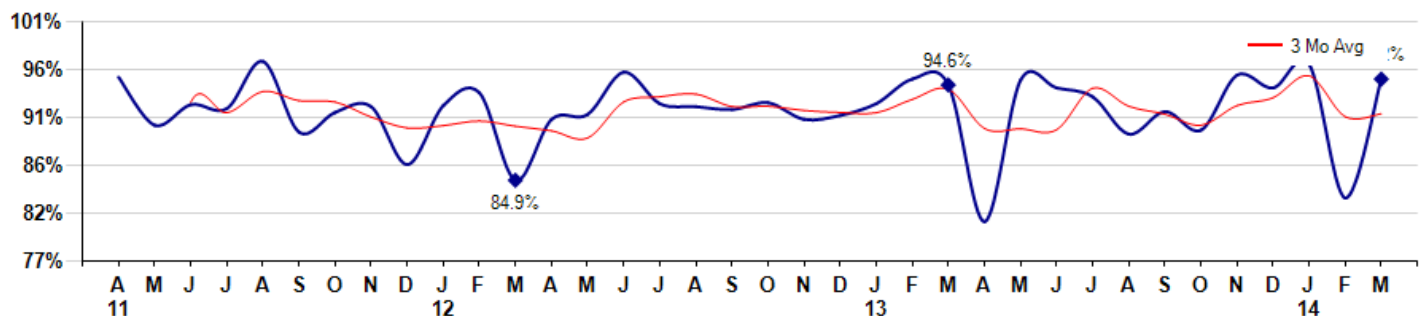
Average Days on Market(Listing to Contract) for properties sold during the month



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, a ratio at or above 100% indicates more of a Seller's market. The March 2014 Selling Price vs List Price of 95.2% was up from 83.1% last month and up from 94.6% in March of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



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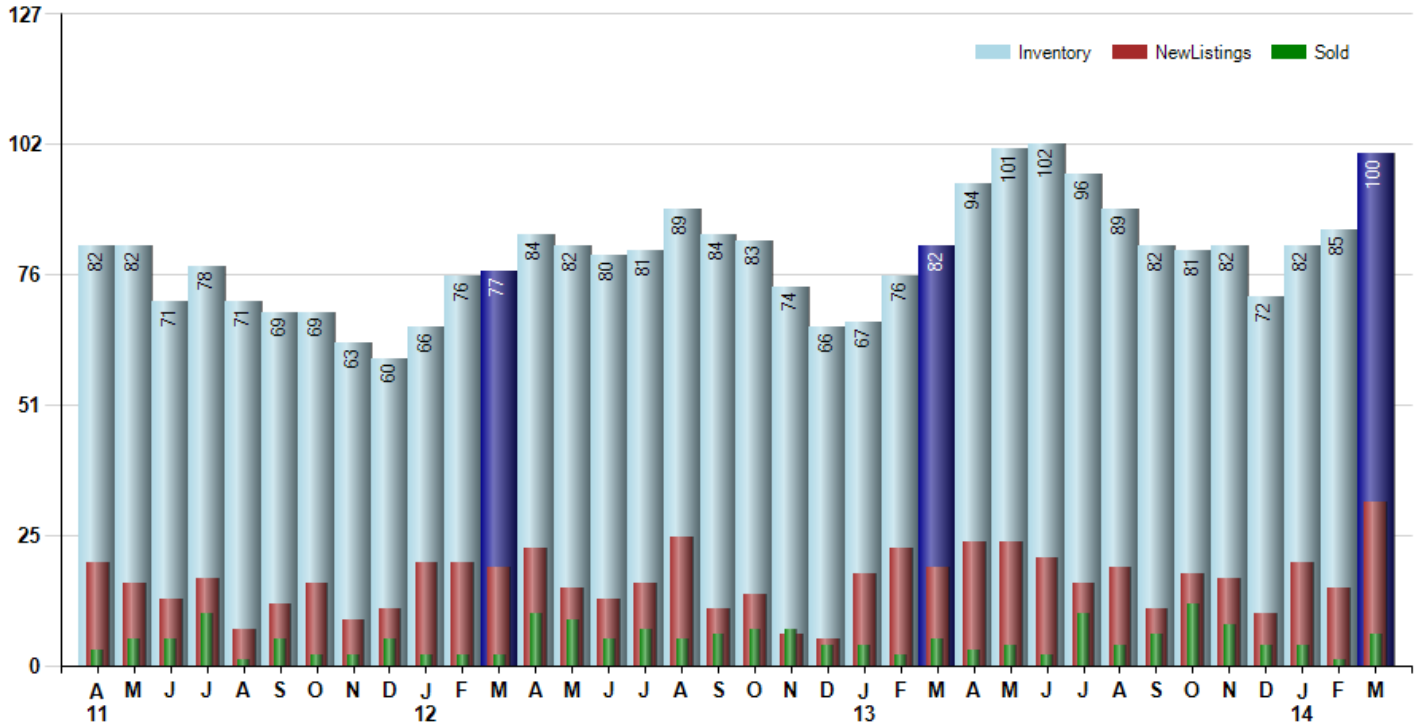
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Inventory / New Listings / Sales

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 March 2014 was 32, up 113.3% from 15 last month and up 68.4% from 19 in March of last year.



MARKET ACTION REPORT

March 2014

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	A 11	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M
Homes Sold	3	5	5	10	1	5	2	2	5	2	2	2	10	9	5	7	5	6	7	7	4	4	2	5	3	4	2	10	4	6	12	8	4	4	1	6
3 Mo. Roll Avg			4	7	5	5	3	3	3	3	3	2	5	7	8	7	6	6	6	7	6	5	3	4	3	4	3	5	5	7	7	9	8	5	3	4

	(000's) A 11	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M
Median Sale Price	493	230	385	413	765	725	529	503	280	414	315	550	363	475	385	405	220	315	510	425	313	323	242	348	300	376	429	289	755	221	390	405	368	327	290	270
3 Mo. Roll Avg			369	343	521	634	673	586	437	399	336	426	409	463	408	422	337	313	348	417	416	354	293	304	296	341	368	365	491	422	455	339	388	367	328	296

	A 11	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M
Inventory	82	82	71	78	71	69	69	63	60	66	76	77	84	82	80	81	89	84	83	74	66	67	76	82	94	101	102	96	89	82	81	82	72	82	85	100
MSI	27	16	14	8	71	14	35	32	12	33	38	39	8	9	16	12	18	14	12	11	17	17	38	16	31	25	51	10	22	14	7	10	18	21	85	17

	A 11	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M
Days On Market	109	123	65	166	90	113	97	5	105	165	138	112	95	139	56	138	71	96	192	152	77	151	112	117	70	35	95	91	51	96	142	155	98	39	57	160
3 Mo. Roll Avg			99	118	107	123	100	72	69	92	136	138	115	115	97	111	88	102	120	147	140	127	113	127	100	74	67	74	79	96	131	132	97	65	85	

	A 11	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	
Price per Sq Ft	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
3 Mo. Roll Avg			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

	A 11	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M
Sale to List Price	0.954	0.905	0.926	0.922	0.970	0.898	0.918	0.924	0.865	0.925	0.938	0.849	0.911	0.916	0.959	0.927	0.924	0.921	0.928	0.911	0.915	0.927	0.952	0.946	0.807	0.951	0.943	0.934	0.896	0.919	0.900	0.956	0.943	0.967	0.831	0.952
3 Mo. Roll Avg			0.928	0.918	0.939	0.930	0.929	0.913	0.902	0.905	0.909	0.904	0.899	0.892	0.929	0.934	0.937	0.924	0.924	0.920	0.918	0.918	0.931	0.942	0.902	0.901	0.900	0.943	0.924	0.916	0.905	0.925	0.933	0.955	0.914	0.917

	A 11	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M
New Listings	20	16	13	17	7	12	16	9	11	20	20	19	23	15	13	16	25	11	14	6	5	18	23	19	24	24	21	16	19	11	18	17	10	20	15	32
Inventory	82	82	71	78	71	69	69	63	60	66	76	77	84	82	80	81	89	84	83	74	66	67	76	82	94	101	102	96	89	82	81	82	72	82	85	100
Sales	3	5	5	10	1	5	2	2	5	2	2	2	10	9	5	7	5	6	7	7	4	4	2	5	3	4	2	10	4	6	12	8	4	4	1	6

	(000's) A 11	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M
Avg Sale Price	413	400	440	451	765	715	529	503	500	414	315	550	425	628	398	451	171	369	541	378	389	300	242	362	465	344	429	266	707	252	373	354	412	375	290	353
3 Mo. Roll Avg			418	430	552	644	670	582	510	472	410	426	430	534	484	493	340	330	360	429	436	356	311	301	356	390	413	346	467	408	444	327	380	380	359	339

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