

## City: Sea Girt



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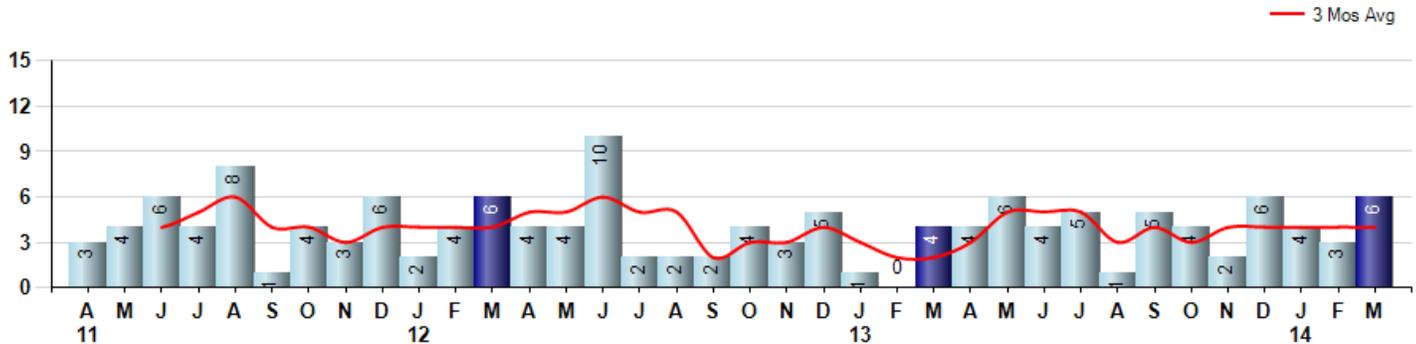
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$2,100,000	-6%		17%				
Average List Price of all Current Listings	\$2,092,017	-10%		7%				
March Median Sales Price	\$2,675,000	365%	89%	289%	107%	\$1,415,000	89%	10%
March Average Sales Price	\$2,422,333	288%	34%	215%	69%	\$1,868,881	95%	30%
Total Properties Currently for Sale (Inventory)	23	5%		-15%				
March Number of Properties Sold	6	100%		50%			160%	
March Average Days on Market (Solds)	79	0%	-4%	295%	3%	87	444%	13%
March Month's Supply of Inventory	3.8	-48%	-33%	-43%	-57%	5.7	-44%	-36%
March Sale Price vs List Price Ratio	90.7%	-7.1%	-1%	-6%	-4.2%	91.0%	-5.4%	-3.9%

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

### Property Sales

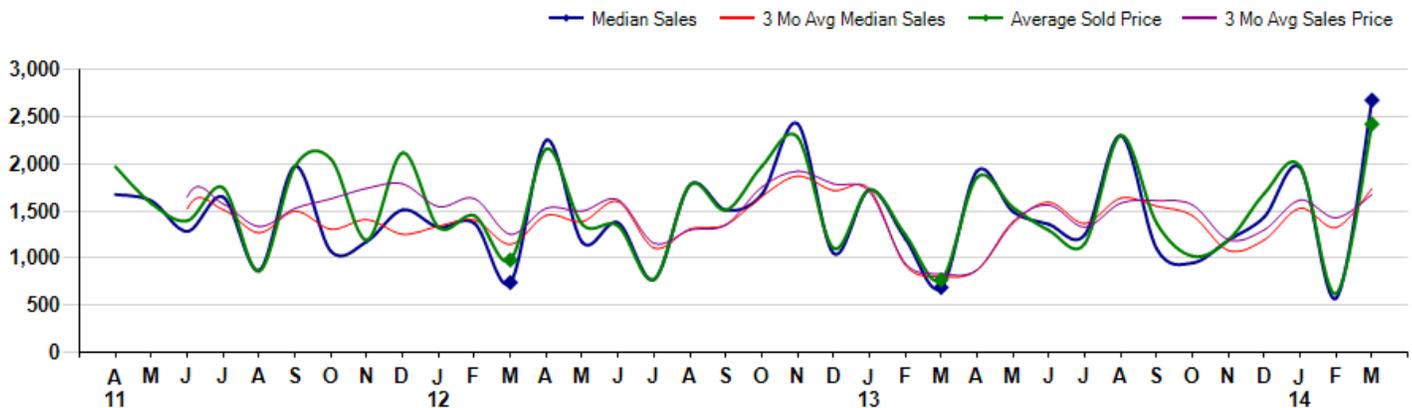
March Property sales were 6, up 50.0% from 4 in March of 2013 and 100.0% higher than the 3 sales last month. March 2014 sales were at a mid level compared to March of 2013 and 2012. March YTD sales of 13 are running 160.0% ahead of last year's year-to-date sales of 5.



### Prices

The Median Sales Price in March was \$2,675,000, up 289.1% from \$687,500 in March of 2013 and up 365.2% from \$575,000 last month. The Average Sales Price in March was \$2,422,333, up 214.7% from \$769,750 in March of 2013 and up 288.3% from \$623,817 last month. March 2014 ASP was at highest 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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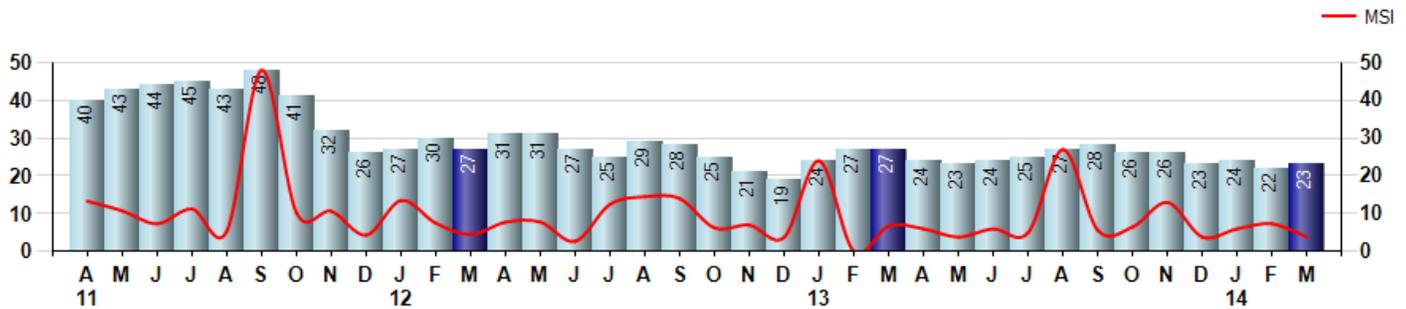
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### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 23, up 4.5% from 22 last month and down -14.8% from 27 in March of last year. March 2014 Inventory was at the lowest 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 3.8 months was at its lowest level compared with March of 2013 and 2012.

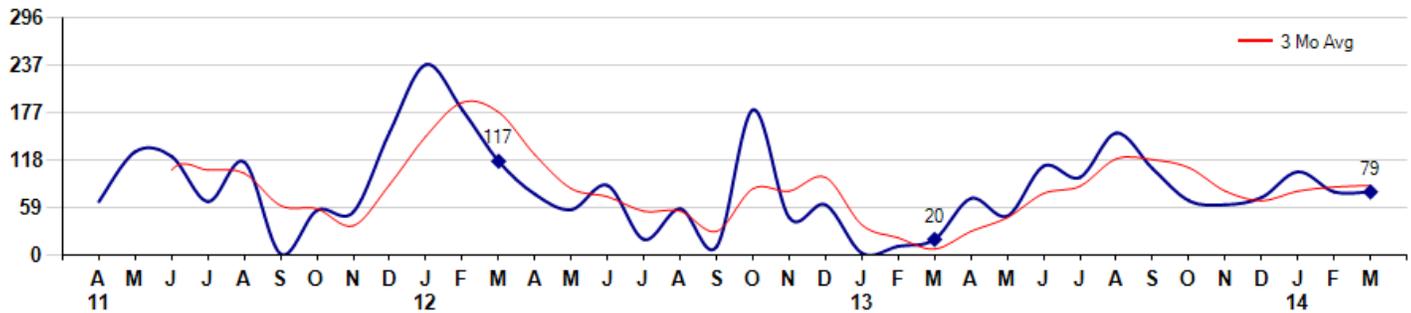
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 79, equal to 79 days last month and up 295.0% from 20 days in March of last year. The March 2014 DOM was at a mid range compared with March of 2013 and 2012.

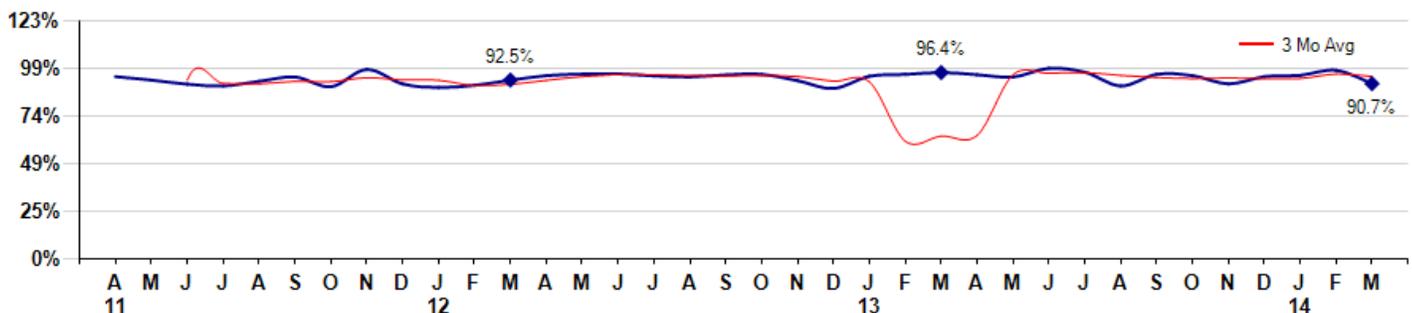
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 90.7% was down from 97.6% last month and down from 96.4% in March of last year.

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



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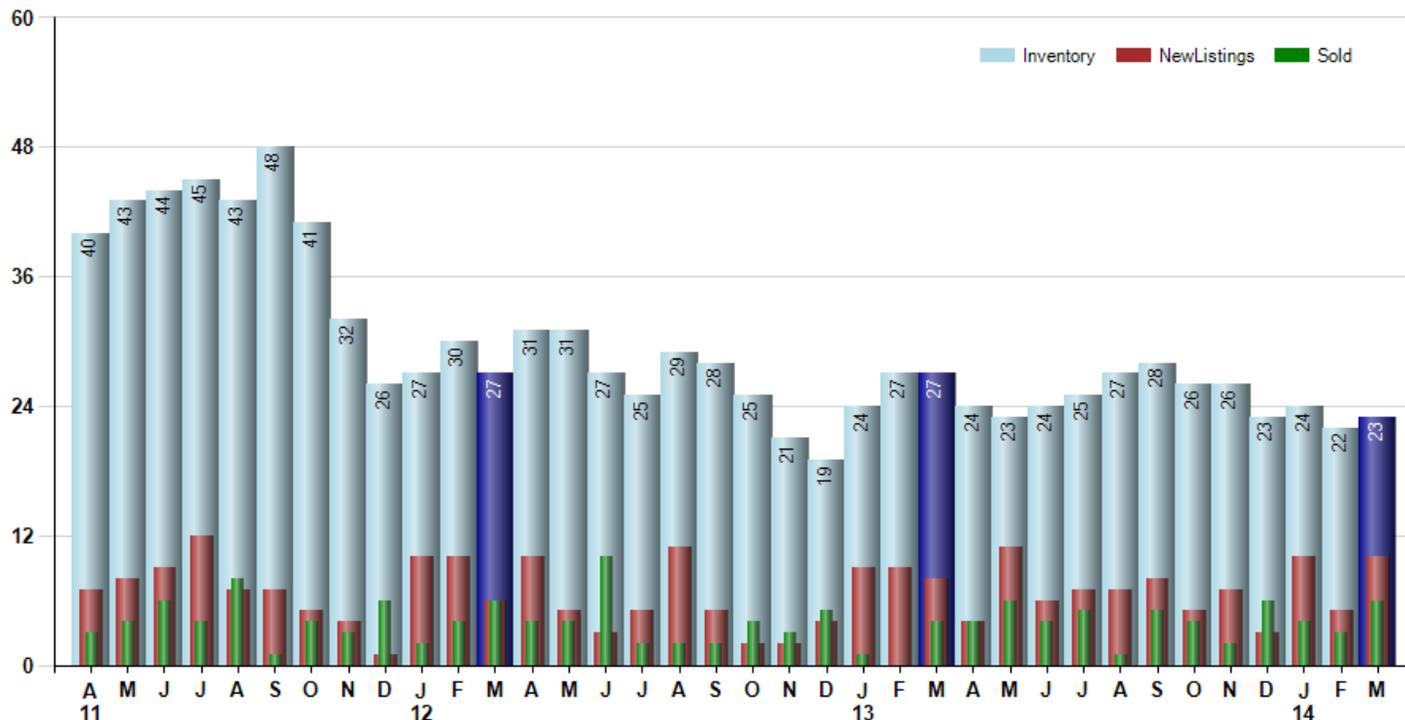
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### Inventory / New Listings / Sales

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 10, up 100.0% from 5 last month and up 25.0% from 8 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	4	6	4	8	1	4	3	6	2	4	6	4	4	10	2	2	2	4	3	5	1	0	4	4	6	4	5	1	5	4	2	6	4	3	6
3 Mo. Roll Avg			4	5	6	4	4	3	4	4	4	4	5	5	6	5	5	2	3	3	4	3	2	2	3	5	5	5	3	4	3	4	4	4	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	1,675	1,608	1,283	1,648	870	1,975	1,073	1,175	1,513	1,326	1,369	740	2,250	1,168	1,375	773	1,775	1,509	1,675	2,425	1,050	1,725	0	688	1,926	1,492	1,359	1,249	2,300	1,100	948	1,191	1,437	1,958	575	2,675
3 Mo. Roll Avg			1,522	1,513	1,267	1,498	1,306	1,408	1,253	1,338	1,402	1,145	1,453	1,386	1,598	1,105	1,308	1,352	1,653	1,869	1,717	1,733	925	804	871	1,368	1,592	1,367	1,636	1,550	1,449	1,079	1,192	1,528	1,323	1,736

	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	40	43	44	45	43	48	41	32	26	27	30	27	31	31	27	25	29	28	25	21	19	24	27	27	24	23	24	25	27	28	26	26	23	24	22	23
MSI	13	11	7	11	5	48	10	11	4	14	8	5	8	8	3	13	15	14	6	7	4	24	0	7	6	4	6	5	27	6	7	13	4	6	7	4

	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	67	129	123	67	116	2	56	54	153	237	181	117	76	57	87	20	58	11	181	47	63	3	0	20	71	49	111	97	152	108	68	63	72	104	79	79
3 Mo. Roll Avg			106	106	102	62	58	37	88	148	190	178	125	83	73	55	55	30	83	80	97	38	22	8	30	47	77	86	120	119	109	80	68	80	85	87

	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
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

	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	0.943	0.925	0.904	0.895	0.919	0.941	0.891	0.980	0.905	0.887	0.898	0.925	0.948	0.956	0.957	0.947	0.941	0.952	0.955	0.922	0.882	0.945	0.000	0.964	0.953	0.941	0.986	0.966	0.895	0.955	0.948	0.906	0.943	0.950	0.976	0.907
3 Mo. Roll Avg			0.924	0.908	0.906	0.918	0.917	0.937	0.925	0.924	0.897	0.903	0.924	0.943	0.954	0.953	0.948	0.947	0.949	0.943	0.920	0.916	0.609	0.636	0.639	0.953	0.960	0.964	0.949	0.939	0.933	0.936	0.932	0.933	0.956	0.944

	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	7	8	9	12	7	7	5	4	1	10	10	6	10	5	3	5	11	5	2	2	4	9	9	8	4	11	6	7	7	8	5	7	3	10	5	10
Inventory	40	43	44	45	43	48	41	32	26	27	30	27	31	31	27	25	29	28	25	21	19	24	27	27	24	23	24	25	27	28	26	26	23	24	22	23
Sales	3	4	6	4	8	1	4	3	6	2	4	6	4	4	10	2	2	2	4	3	5	1	0	4	4	6	4	5	1	5	4	2	6	4	3	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	1,968	1,579	1,396	1,745	859	1,975	2,051	1,191	2,118	1,326	1,449	980	2,158	1,359	1,341	773	1,775	1,509	1,972	2,283	1,105	1,725	0	770	1,857	1,535	1,294	1,154	2,300	1,371	1,020	1,191	1,685	1,973	624	2,422
3 Mo. Roll Avg			1,648	1,573	1,333	1,526	1,629	1,739	1,787	1,545	1,631	1,252	1,529	1,499	1,619	1,158	1,296	1,352	1,752	1,921	1,787	1,705	943	832	875	1,387	1,562	1,328	1,583	1,608	1,564	1,194	1,299	1,616	1,427	1,673

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