

City: Spring Lake



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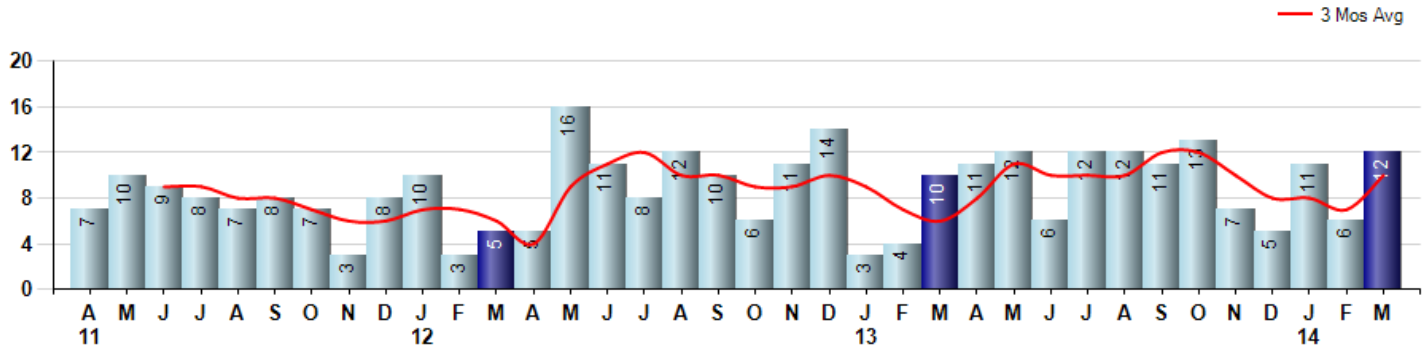
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,597,500	-6%		14%				
Average List Price of all Current Listings	\$2,318,861	-4%		2%				
March Median Sales Price	\$912,500	-4%	-13%	43%	-1%	\$1,325,000	65%	43%
March Average Sales Price	\$1,392,979	-5%	-17%	51%	6%	\$1,751,871	53%	33%
Total Properties Currently for Sale (Inventory)	82	8%		-9%				
March Number of Properties Sold	12	100%		20%			71%	
March Average Days on Market (Solds)	48	-82%	-62%	-51%	-58%	129	-15%	14%
March Month's Supply of Inventory	6.8	-46%	-23%	-24%	-46%	8.8	-55%	-30%
March Sale Price vs List Price Ratio	94.1%	-0.5%	1%	-2%	1.0%	93.3%	0.6%	0.1%

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

Property Sales

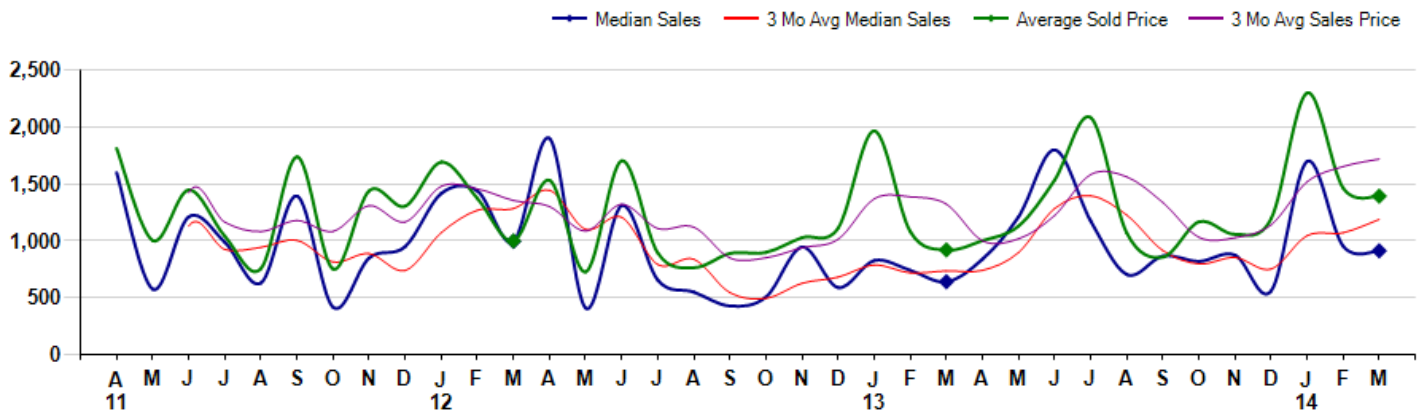
March Property sales were 12, up 20.0% from 10 in March of 2013 and 100.0% higher than the 6 sales last month. March 2014 sales were at their highest level compared to March of 2013 and 2012. March YTD sales of 29 are running 70.6% ahead of last year's year-to-date sales of 17.



Prices

The Median Sales Price in March was \$912,500, up 42.6% from \$640,000 in March of 2013 and down -4.2% from \$952,500 last month. The Average Sales Price in March was \$1,392,979, up 51.4% from \$919,900 in March of 2013 and down -4.8% from \$1,463,000 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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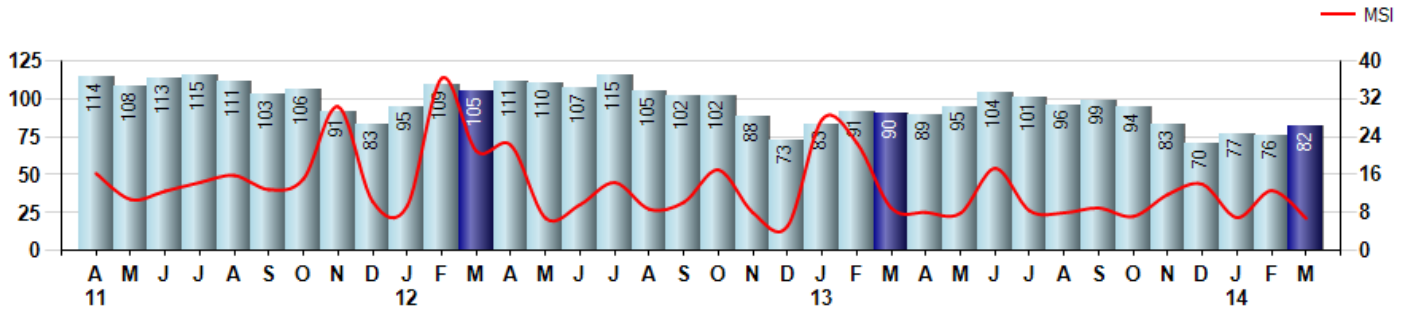
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Inventory & MSI

The Total Inventory of Properties available for sale as of March was 82, up 7.9% from 76 last month and down -8.9% from 90 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 6.8 months was at its lowest level compared with March of 2013 and 2012.

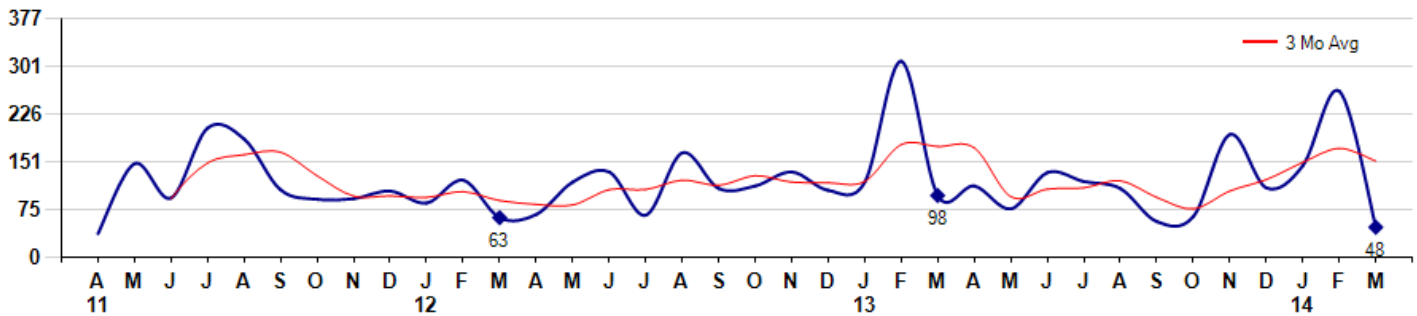
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 48, down -81.7% from 262 days last month and down -51.0% from 98 days in March of last year. The March 2014 DOM was at its lowest level compared with March of 2013 and 2012.

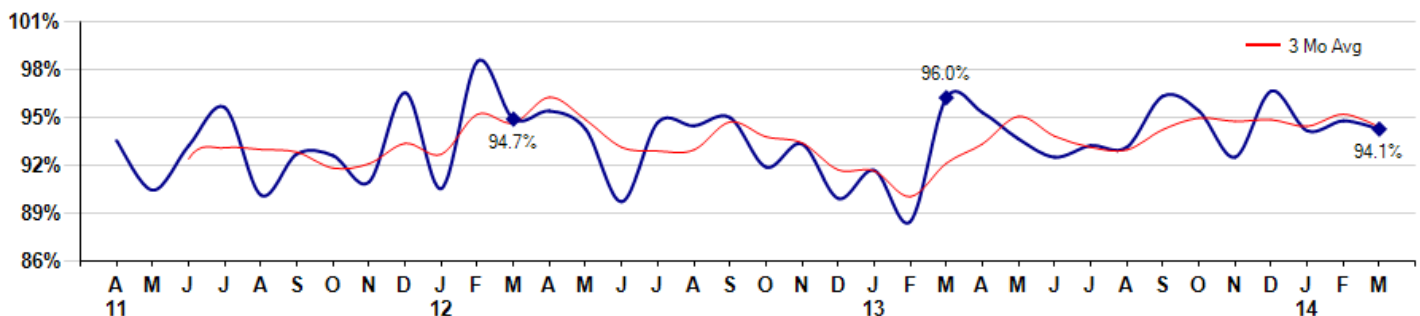
Average Days on Market(Listing to Contract) for properties sold during the month



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 94.1% was down from 94.6% last month and down from 96.0% in March of last year.

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



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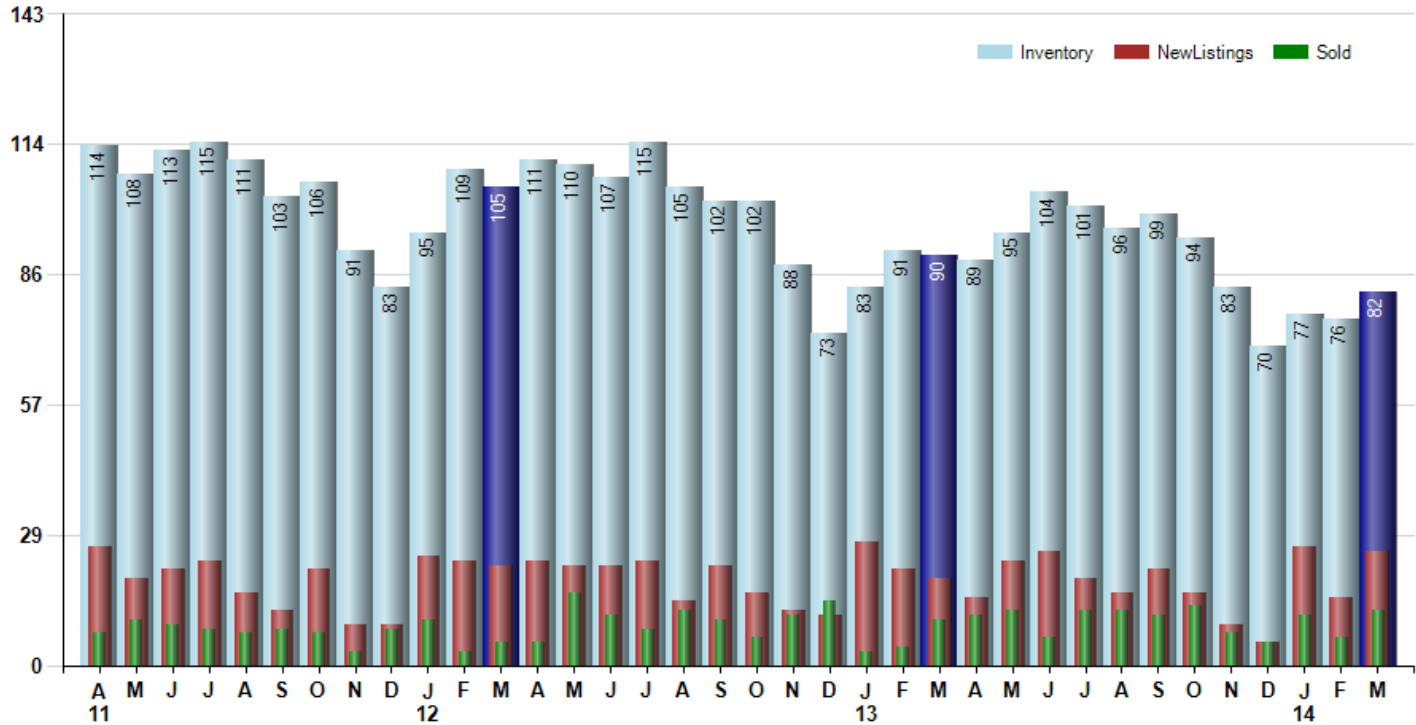
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Inventory / New Listings / Sales

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 25, up 66.7% from 15 last month and up 31.6% 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	7	10	9	8	7	8	7	3	8	10	3	5	5	16	11	8	12	10	6	11	14	3	4	10	11	12	6	12	12	11	13	7	5	11	6	12
3 Mo. Roll Avg			9	9	8	8	7	6	6	7	7	6	4	9	11	12	10	10	9	9	10	9	7	6	8	11	10	10	10	12	12	10	8	8	7	10

(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	1,600	575	1,212	988	630	1,395	417	850	950	1,418	1,438	995	1,900	410	1,310	656	549	428	507	945	590	827	741	640	840	1,212	1,800	1,175	704	867	820	875	560	1,700	953	913
3 Mo. Roll Avg			1,129	925	943	1,004	814	887	739	1,073	1,269	1,284	1,444	1,102	1,207	792	838	544	495	627	681	787	719	736	740	897	1,284	1,396	1,226	915	797	854	752	1,045	1,071	1,188

	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	114	108	113	115	111	103	106	91	83	95	109	105	111	110	107	115	105	102	102	88	73	83	91	90	89	95	104	101	96	99	94	83	70	77	76	82
MSI	16	11	13	14	16	13	15	30	10	10	36	21	22	7	10	14	9	10	17	8	5	28	23	9	8	8	17	8	8	9	7	12	14	7	13	7

	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	38	148	94	204	187	107	92	93	105	86	122	63	68	119	135	67	165	109	113	135	106	119	309	98	113	77	134	120	109	57	65	194	110	145	262	48
3 Mo. Roll Avg			93	149	162	166	129	97	97	95	104	90	84	83	107	107	122	114	129	119	118	120	178	175	173	96	108	110	121	95	77	105	123	150	172	152

	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	0.934	0.904	0.931	0.954	0.901	0.926	0.925	0.909	0.963	0.905	0.982	0.947	0.952	0.941	0.897	0.945	0.943	0.948	0.918	0.932	0.899	0.916	0.885	0.960	0.951	0.935	0.924	0.931	0.930	0.961	0.952	0.924	0.964	0.940	0.946	0.941
3 Mo. Roll Avg			0.923	0.930	0.929	0.927	0.917	0.920	0.932	0.926	0.950	0.945	0.960	0.947	0.930	0.928	0.928	0.945	0.936	0.933	0.916	0.916	0.900	0.920	0.932	0.949	0.937	0.930	0.928	0.941	0.948	0.946	0.947	0.943	0.950	0.942

	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	26	19	21	23	16	12	21	9	9	24	23	22	23	22	22	23	14	22	16	12	11	27	21	19	15	23	25	19	16	21	16	9	5	26	15	25
Inventory	114	108	113	115	111	103	106	91	83	95	109	105	111	110	107	115	105	102	102	88	73	83	91	90	89	95	104	101	96	99	94	83	70	77	76	82
Sales	7	10	9	8	7	8	7	3	8	10	3	5	5	16	11	8	12	10	6	11	14	3	4	10	11	12	6	12	12	11	13	7	5	11	6	12

(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	1,813	1,003	1,448	1,041	756	1,739	752	1,440	1,306	1,692	1,373	998	1,533	727	1,704	894	764	889	899	1,029	1,112	1,967	1,081	920	1,002	1,131	1,534	2,084	1,069	857	1,167	1,058	1,196	2,301	1,463	1,393
3 Mo. Roll Avg			1,422	1,164	1,082	1,179	1,082	1,310	1,166	1,479	1,457	1,354	1,301	1,086	1,321	1,108	1,121	849	851	939	1,013	1,369	1,387	1,323	1,001	1,018	1,222	1,583	1,562	1,337	1,031	1,027	1,140	1,518	1,653	1,719

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