

City: Rumson



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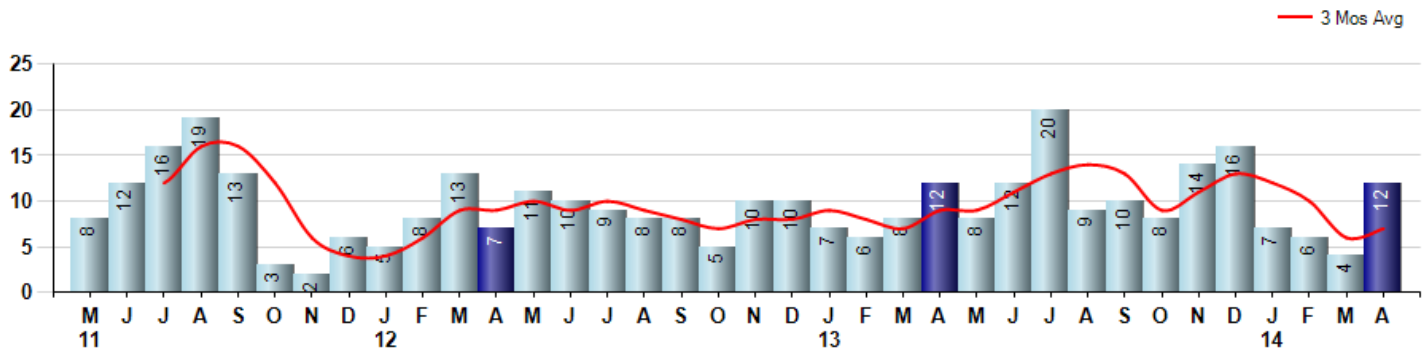
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$2,375,000	1%		23%				
Average List Price of all Current Listings	\$2,848,931	5%		26%				
April Median Sales Price	\$915,000	-11%	-20%	-11%	-15%	\$1,145,000	4%	7%
April Average Sales Price	\$1,088,917	6%	2%	-3%	-14%	\$1,072,593	-9%	-15%
Total Properties Currently for Sale (Inventory)	61	5%		-24%				
April Number of Properties Sold	12	200%		0%			-12%	
April Average Days on Market (Solds)	90	55%	-15%	105%	15%	106	49%	36%
April Month's Supply of Inventory	5.1	-65%	-49%	-24%	-36%	9.6	10%	20%
April Sale Price vs List Price Ratio	92.9%	-4.1%	-2%	0%	-1.5%	94.7%	2.4%	0.4%

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

Property Sales

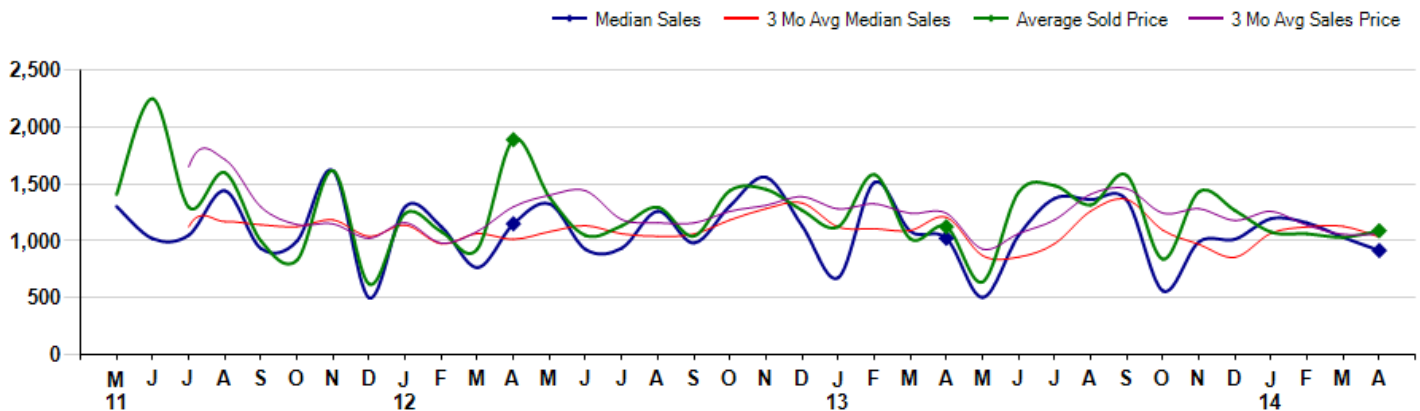
April Property sales were 12, equal to 12 in April of 2013 and 200.0% higher than the 4 sales last month. April 2014 sales were at a mid level compared to April of 2013 and 2012. April YTD sales of 29 are running -12.1% behind last year's year-to-date sales of 33.



Prices

The Median Sales Price in April was \$915,000, down -10.5% from \$1,022,500 in April of 2013 and down -11.2% from \$1,030,000 last month. The Average Sales Price in April was \$1,088,917, down -3.1% from \$1,123,625 in April of 2013 and up 5.5% from \$1,032,052 last month. April 2014 ASP was at the lowest level compared to April of 2013 and 2012.

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



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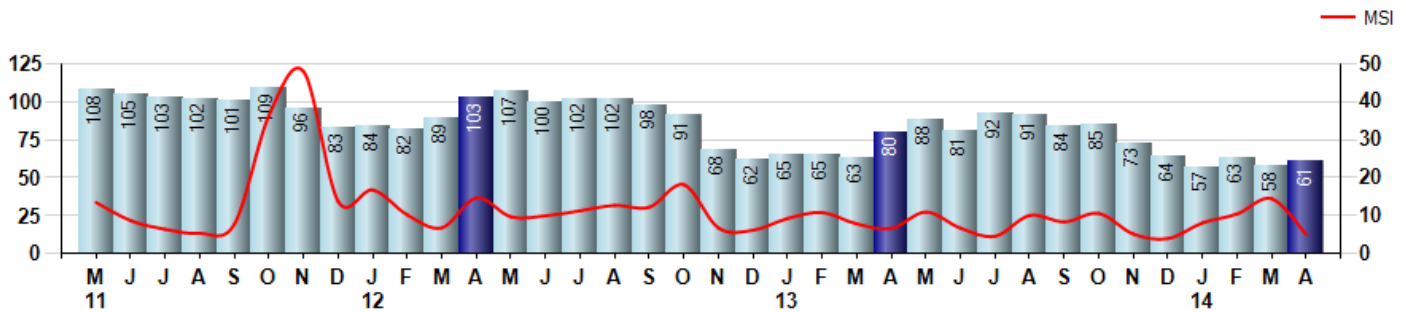
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Inventory & MSI

The Total Inventory of Properties available for sale as of April was 61, up 5.2% from 58 last month and down -23.8% from 80 in April of last year. April 2014 Inventory was at the lowest level compared to April of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2014 MSI of 5.1 months was at its lowest level compared with April of 2013 and 2012.

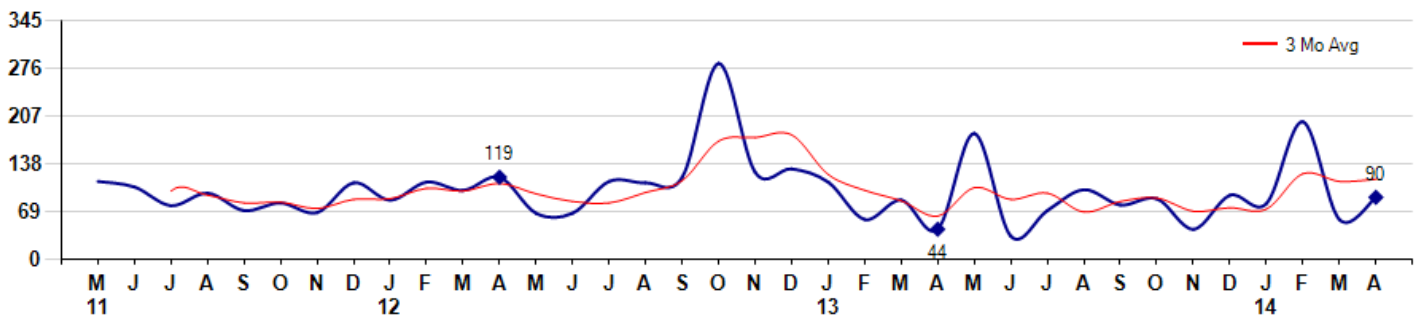
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 April was 90, up 55.2% from 58 days last month and up 104.5% from 44 days in April of last year. The April 2014 DOM was at a mid range compared with April of 2013 and 2012.

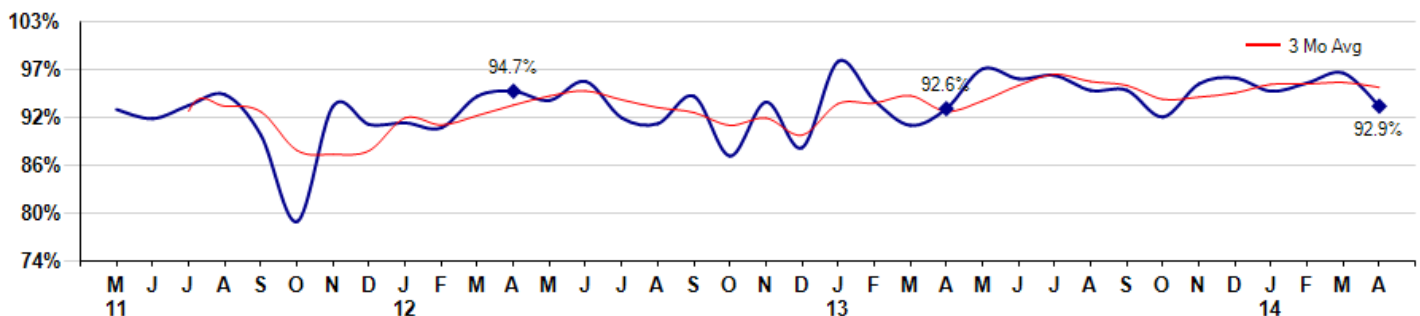
Average Days on Market (Listing to Contract) for properties sold during the month



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 April 2014 Selling Price vs List Price of 92.9% was down from 96.9% last month and up from 92.6% in April of last year.

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



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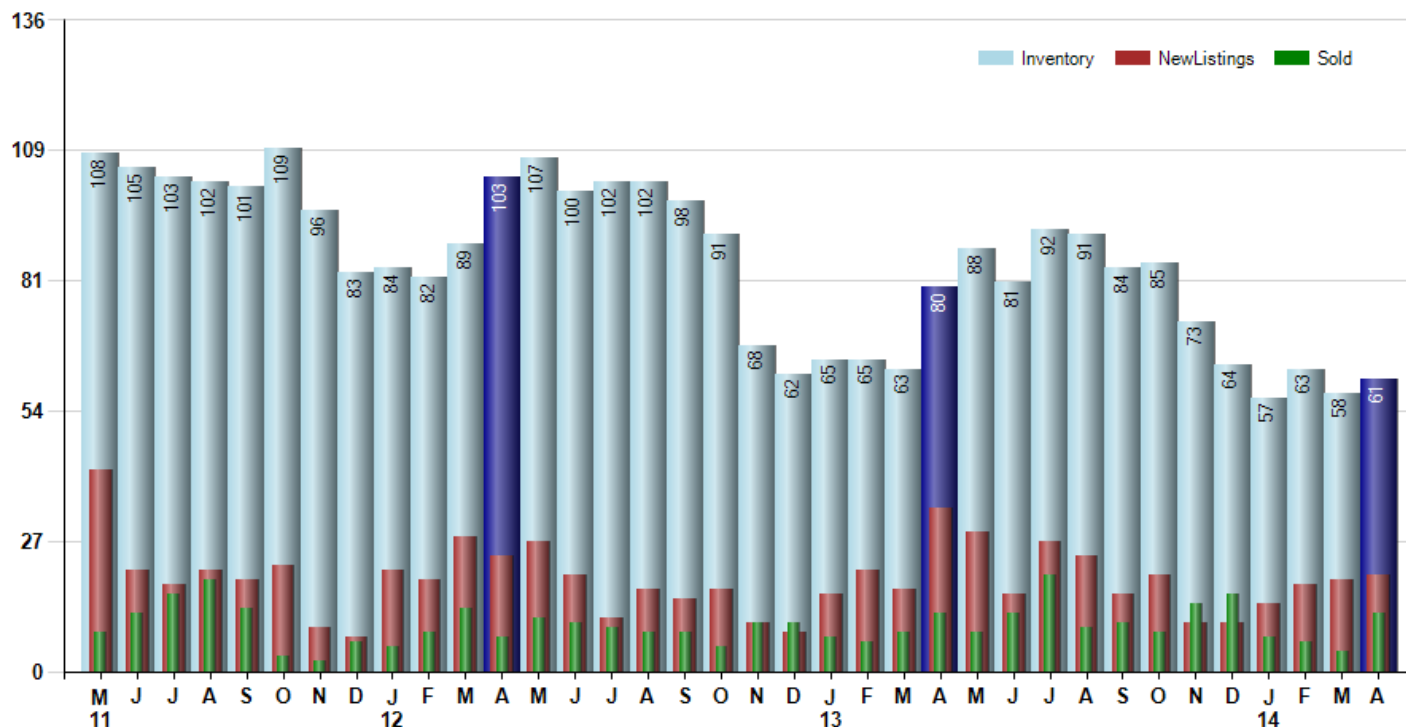
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Inventory / New Listings / Sales

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 April 2014 was 20, up 5.3% from 19 last month and down -41.2% from 34 in April of last year.



MARKET ACTION REPORT

April 2014

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	M 11	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	A
Homes Sold	8	12	16	19	13	3	2	6	5	8	13	7	11	10	9	8	8	5	10	10	7	6	8	12	8	12	20	9	10	8	14	16	7	6	4	12
3 Mo. Roll Avg			12	16	16	12	6	4	4	6	9	9	10	9	10	9	8	7	8	8	9	8	7	9	9	11	13	14	13	9	11	13	12	10	6	7

	(000's) M 11	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	A
Median Sale Price	1,303	1,019	1,050	1,440	933	1,000	1,618	499	1,300	1,125	765	1,150	1,325	925	935	1,260	981	1,308	1,559	1,133	675	1,513	1,085	1,023	503	1,047	1,373	1,363	1,358	560	991	1,015	1,195	1,158	1,030	915
3 Mo. Roll Avg			1,124	1,169	1,141	1,124	1,184	1,039	1,139	974	1,063	1,013	1,080	1,133	1,062	1,040	1,059	1,183	1,283	1,333	1,122	1,107	1,091	1,207	870	857	974	1,261	1,364	1,093	969	855	1,067	1,122	1,128	1,034

	M 11	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	A
Inventory	108	105	103	102	101	109	96	83	84	82	89	103	107	100	102	102	98	91	68	62	65	65	63	80	88	81	92	91	84	85	73	64	57	63	58	61
MSI	14	9	6	5	8	36	48	14	17	10	7	15	10	10	11	13	12	18	7	6	9	11	8	7	11	7	5	10	8	11	5	4	8	11	15	5

	M 11	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	A
Days On Market	113	105	78	96	71	82	68	111	86	112	100	119	67	67	113	111	119	283	126	131	112	58	86	44	182	34	71	101	79	88	44	93	81	199	58	90
3 Mo. Roll Avg			99	93	82	83	74	87	88	103	99	110	95	84	82	97	114	171	176	180	123	100	85	63	104	87	96	69	84	89	70	75	73	124	113	116

	M 11	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	A	
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

	M 11	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	A
Sale to List Price	0.925	0.914	0.930	0.943	0.894	0.790	0.929	0.907	0.909	0.903	0.941	0.947	0.936	0.959	0.915	0.908	0.941	0.869	0.934	0.879	0.983	0.936	0.906	0.926	0.974	0.962	0.966	0.948	0.948	0.916	0.956	0.963	0.947	0.957	0.969	0.929
3 Mo. Roll Avg			0.923	0.929	0.922	0.876	0.871	0.875	0.915	0.906	0.918	0.930	0.941	0.947	0.937	0.927	0.921	0.906	0.915	0.894	0.932	0.933	0.942	0.923	0.935	0.954	0.967	0.959	0.954	0.937	0.940	0.945	0.955	0.956	0.958	0.952

	M 11	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	A
New Listings	42	21	18	21	19	22	9	7	21	19	28	24	27	20	11	17	15	17	10	8	16	21	17	34	29	16	27	24	16	20	10	10	14	18	19	20
Inventory	108	105	103	102	101	109	96	83	84	82	89	103	107	100	102	102	98	91	68	62	65	65	63	80	88	81	92	91	84	85	73	64	57	63	58	61
Sales	8	12	16	19	13	3	2	6	5	8	13	7	11	10	9	8	8	5	10	10	7	6	8	12	8	12	20	9	10	8	14	16	7	6	4	12

	(000's) M 11	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	A
Avg Sale Price	1,409	2,250	1,295	1,599	999	830	1,618	619	1,242	1,081	929	1,889	1,383	1,047	1,133	1,296	1,041	1,442	1,452	1,269	1,123	1,583	1,018	1,124	638	1,428	1,485	1,315	1,576	839	1,431	1,267	1,077	1,062	1,032	1,089
3 Mo. Roll Avg			1,651	1,715	1,298	1,143	1,149	1,022	1,159	981	1,084	1,300	1,400	1,440	1,187	1,158	1,157	1,259	1,312	1,388	1,281	1,325	1,241	1,242	927	1,063	1,184	1,409	1,459	1,243	1,282	1,179	1,258	1,135	1,057	1,061

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