

City: Sea Girt



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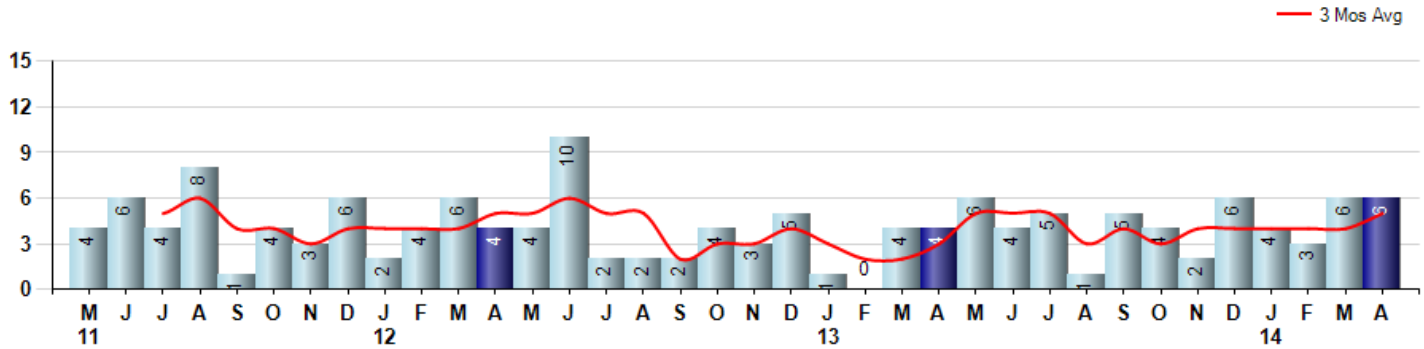
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,895,000	0%		0%				
Average List Price of all Current Listings	\$1,915,887	-4%		-10%				
April Median Sales Price	\$1,136,163	-58%	-14%	-41%	-12%	\$1,313,325	1%	2%
April Average Sales Price	\$1,045,054	-57%	-35%	-44%	-27%	\$1,608,725	18%	12%
Total Properties Currently for Sale (Inventory)	23	-4%		-4%				
April Number of Properties Sold	6	0%		50%			111%	
April Average Days on Market (Solds)	102	29%	11%	44%	33%	92	130%	20%
April Month's Supply of Inventory	3.8	-4%	-24%	-36%	-57%	5.3	-42%	-41%
April Sale Price vs List Price Ratio	97.6%	7.6%	6%	2%	3.1%	92.2%	-2.4%	-2.6%

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

Property Sales

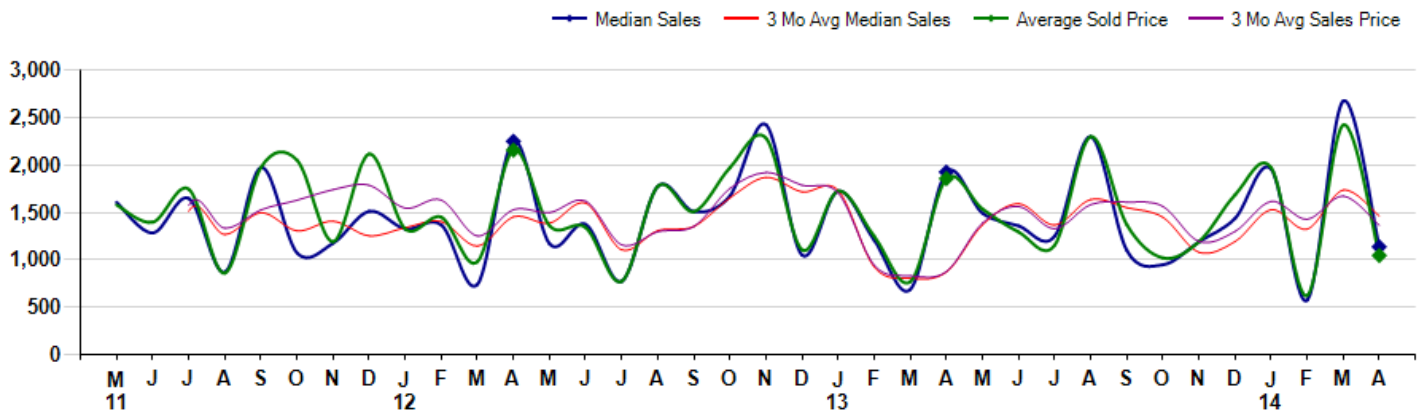
April Property sales were 6, up 50.0% from 4 in April of 2013 and equal to 6 sales last month. April 2014 sales were at their highest level compared to April of 2013 and 2012. April YTD sales of 19 are running 111.1% ahead of last year's year-to-date sales of 9.



Prices

The Median Sales Price in April was \$1,136,163, down -41.0% from \$1,925,500 in April of 2013 and down -57.5% from \$2,675,000 last month. The Average Sales Price in April was \$1,045,054, down -43.7% from \$1,856,625 in April of 2013 and down -56.9% from \$2,422,333 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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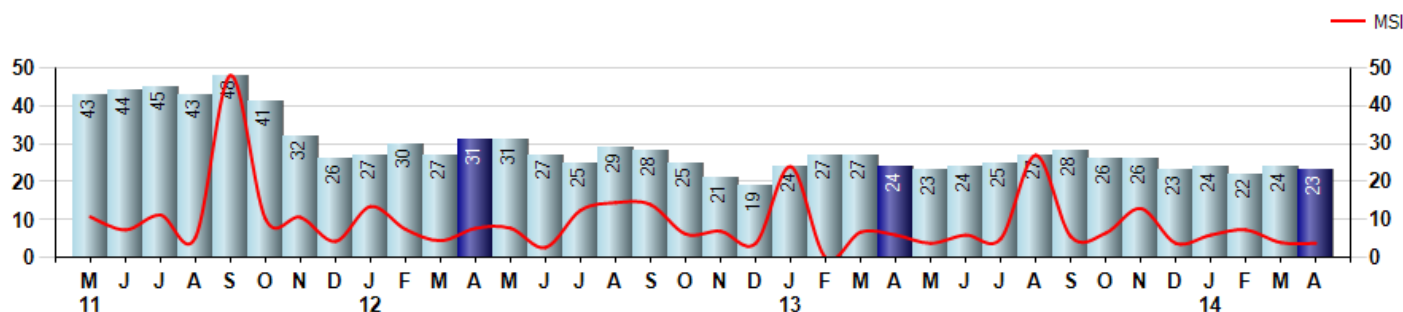
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Inventory & MSI

The Total Inventory of Properties available for sale as of April was 23, down -4.2% from 24 last month and down -4.2% from 24 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 3.8 months was at its lowest level compared with April of 2013 and 2012.

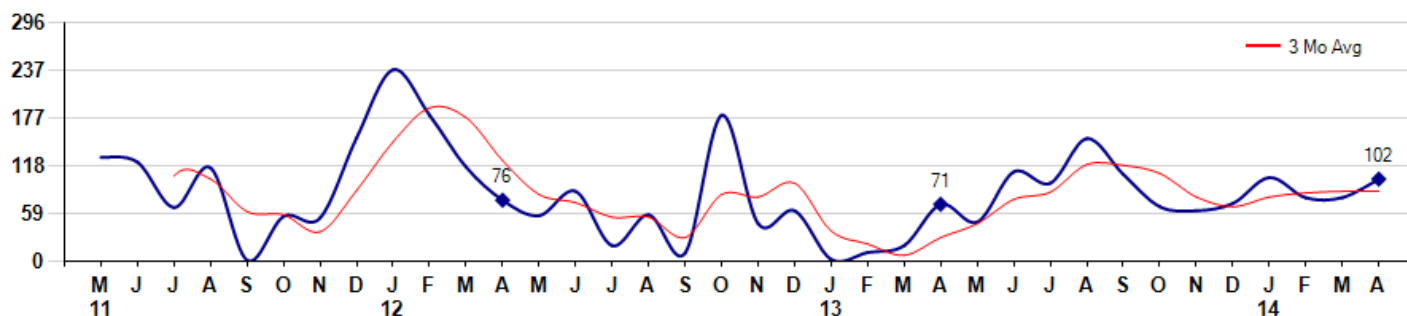
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 102, up 29.1% from 79 days last month and up 43.7% from 71 days in April of last year. The April 2014 DOM was at its highest level compared with April of 2013 and 2012.

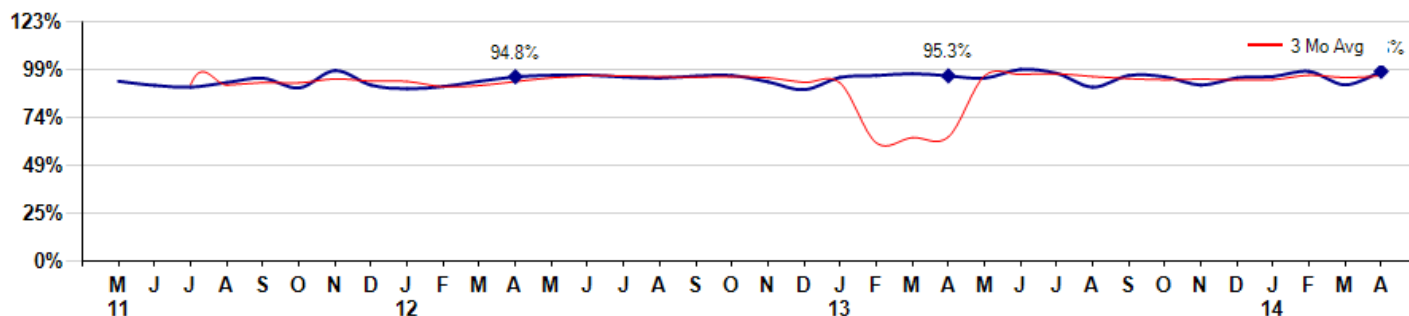
Average Days on Market(Listing to Contract) for properties sold during the month



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 97.6% was up from 90.7% last month and up from 95.3% in April of last year.

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



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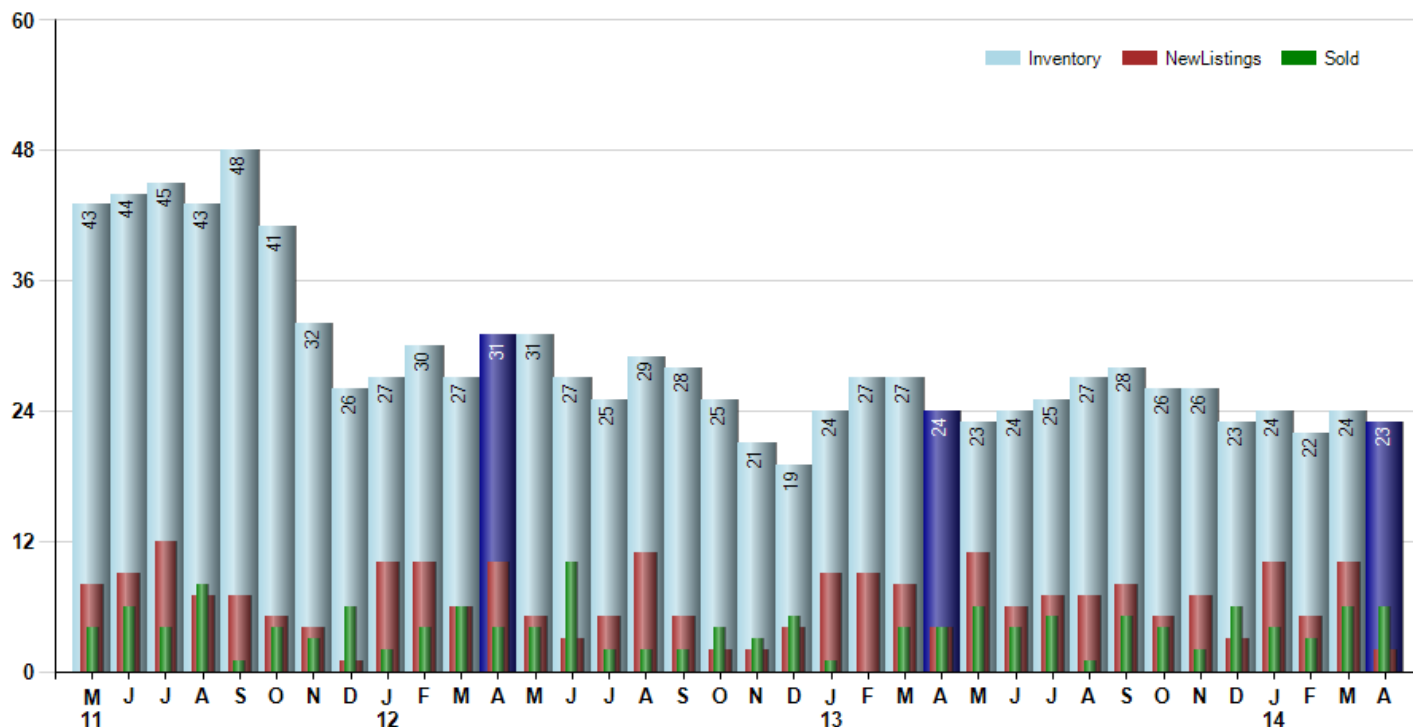
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Inventory / New Listings / Sales

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 2, down -80.0% from 10 last month and down -50.0% from 4 in April of last year.



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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	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	6
3 Mo. Roll Avg			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	5	

(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	1,608	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	1,136
3 Mo. Roll Avg			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	1,462

	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	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	24	23
MSI	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	4

	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	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	102
3 Mo. Roll Avg			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	87

	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
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

	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	0.904	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	0.976	
3 Mo. Roll Avg			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	0.953

	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	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	2
Inventory	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	24	23
Sales	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	6

(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	1,579	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	1,045
3 Mo. Roll Avg			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	1,364

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