

## City: Spring Lake



**Barbara Scaffidi**  
Sales Associate  
(732) 233-8248 (Cell) (732) 449-2777 (Office)  
www.JerseyShoreSpecialist.com  
Barbara.Scaffidi@cbmoves.com



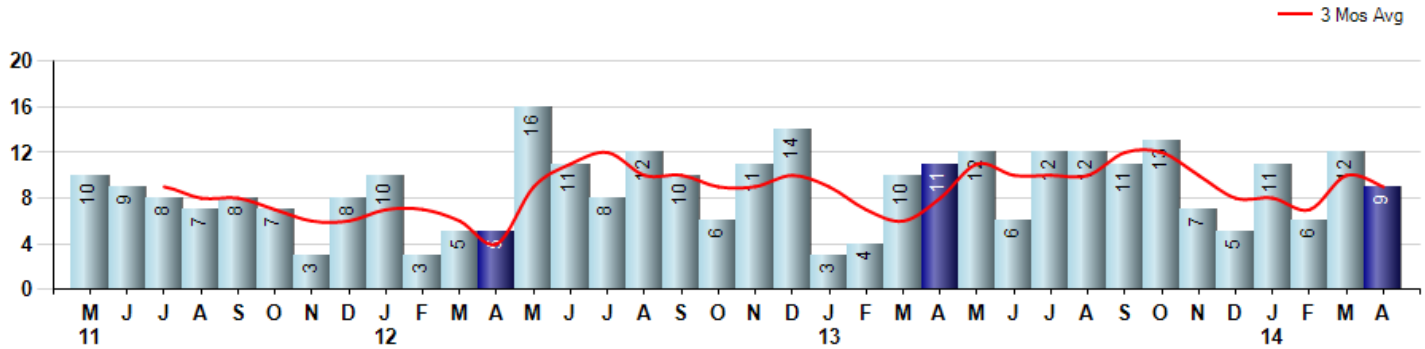
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,399,000	-17%		-7%				
Average List Price of all Current Listings	\$2,171,696	-7%		-5%				
April Median Sales Price	\$952,500	4%	-10%	13%	3%	\$1,054,250	29%	14%
April Average Sales Price	\$1,456,466	5%	-13%	45%	10%	\$1,681,906	55%	28%
Total Properties Currently for Sale (Inventory)	91	8%		2%				
April Number of Properties Sold	9	-25%		-18%			36%	
April Average Days on Market (Solds)	104	117%	-15%	-8%	-8%	123	-10%	9%
April Month's Supply of Inventory	10.1	44%	1%	25%	-20%	9.3	-45%	-27%
April Sale Price vs List Price Ratio	94.0%	-0.1%	1%	-1%	0.8%	92.8%	-0.5%	-0.4%

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

### Property Sales

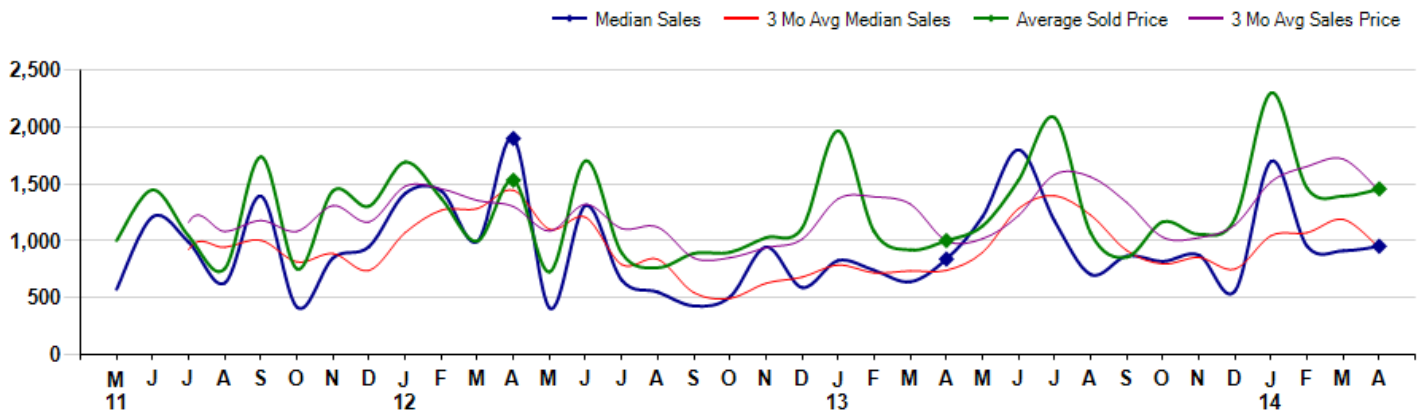
April Property sales were 9, down -18.2% from 11 in April of 2013 and -25.0% lower than the 12 sales last month. April 2014 sales were at a mid level compared to April of 2013 and 2012.



### Prices

The Median Sales Price in April was \$952,500, up 13.4% from \$840,000 in April of 2013 and up 4.4% from \$912,500 last month. The Average Sales Price in April was \$1,456,466, up 45.3% from \$1,002,182 in April of 2013 and up 4.6% from \$1,392,979 last month. April 2014 ASP was at a mid range compared to April of 2013 and 2012.

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



## City: Spring Lake



**Barbara Scaffidi**  
 Sales Associate  
 (732) 233-8248 (Cell) (732) 449-2777 (Office)  
 www.JerseyShoreSpecialist.com  
 Barbara.Scaffidi@cbmoves.com



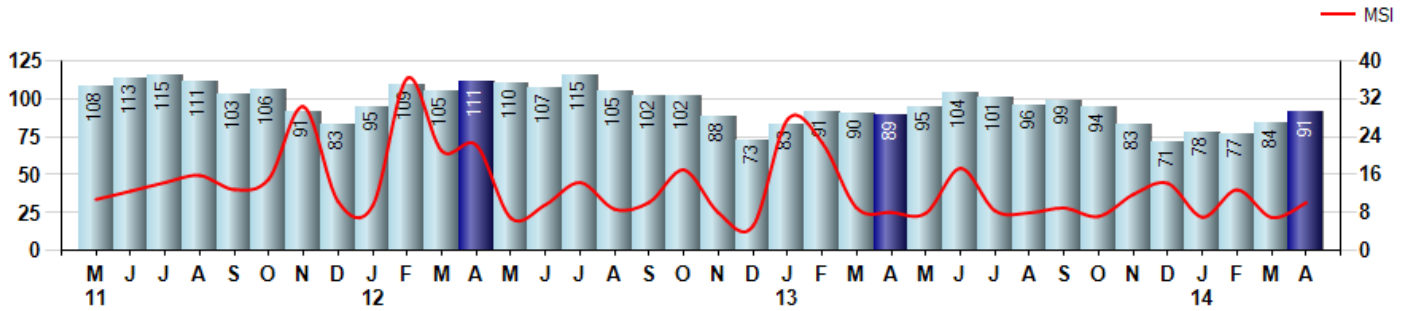
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

### Inventory & MSI

The Total Inventory of Properties available for sale as of April was 91, up 8.3% from 84 last month and up 2.2% from 89 in April of last year. April 2014 Inventory was at a mid range 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 10.1 months was at a mid range compared with April of 2013 and 2012.

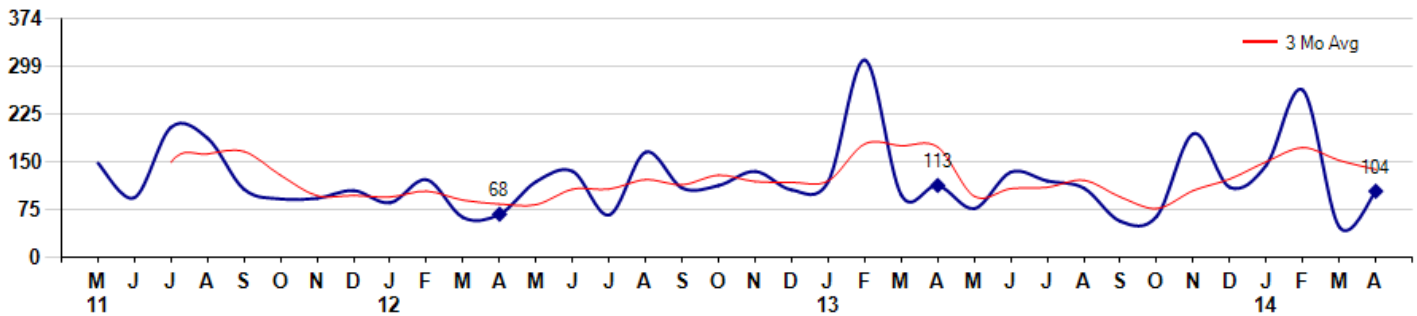
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 104, up 116.7% from 48 days last month and down -8.0% from 113 days in April of last year. The April 2014 DOM was at a mid range compared with April of 2013 and 2012.

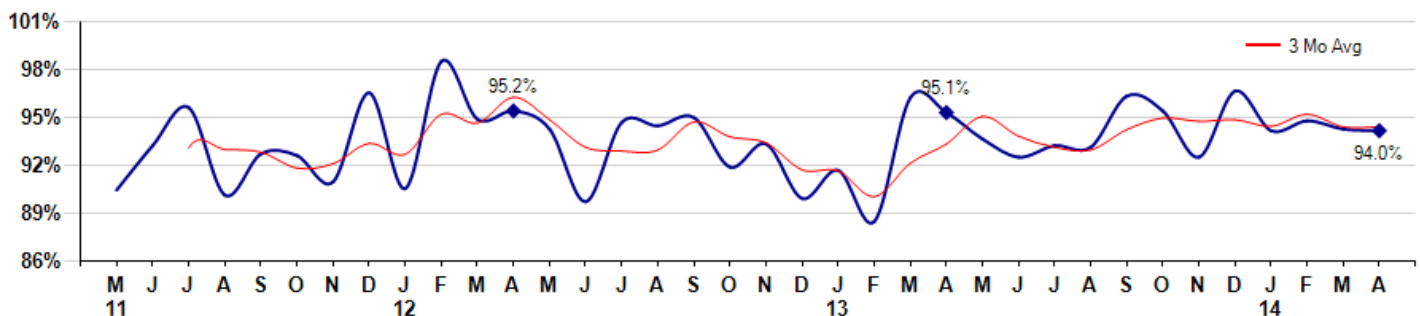
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 94.0% was down from 94.1% last month and down from 95.1% in April of last year.

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



## City: Spring Lake



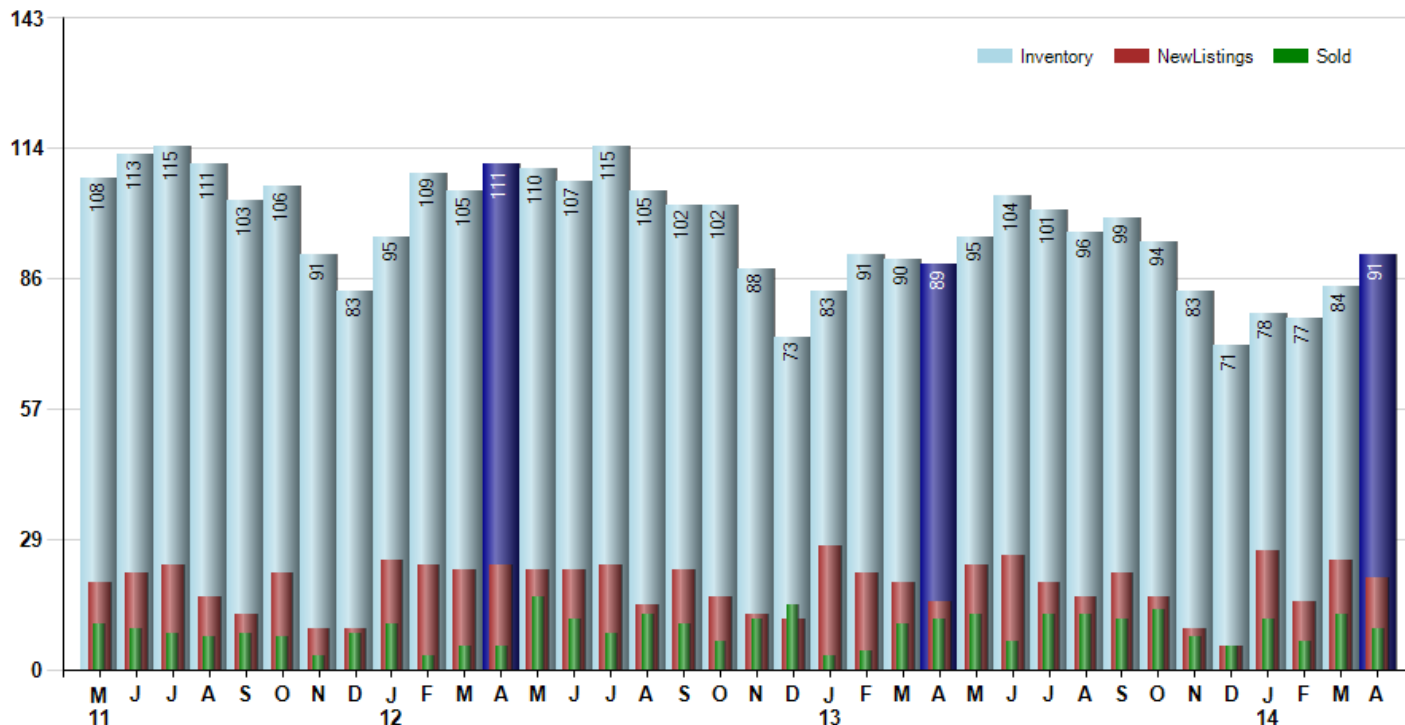
**Barbara Scaffidi**  
 Sales Associate  
 (732) 233-8248 (Cell) (732) 449-2777 (Office)  
 www.JerseyShoreSpecialist.com  
 Barbara.Scaffidi@cbmoves.com



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

### 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, down -16.7% from 24 last month and up 33.3% from 15 in April of last year.



© 2014 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Monmouth/Ocean Multiple Listing Service for the period 5/1/2011 through 4/30/2014. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



# MARKET ACTION REPORT

April 2014

## City: Spring Lake



**Barbara Scaffidi**  
Sales Associate  
(732) 233-8248 (Cell) (732) 449-2777 (Office)  
www.JerseyShoreSpecialist.com  
Barbara.Scaffidi@cbmoves.com



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

	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	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	9
3 Mo. Roll Avg			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	9

	(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	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	953
3 Mo. Roll Avg			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	939

	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	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	71	78	77	84	91
MSI	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	10

	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	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	104
3 Mo. Roll Avg			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	138

	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	0.904	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	0.940
3 Mo. Roll Avg			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	0.942

	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	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	24	20
Inventory	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	71	78	77	84	91
Sales	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	9

	(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	1,003	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	1,456
3 Mo. Roll Avg			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	1,437

© 2014 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Monmouth/Ocean Multiple Listing Service for the period 5/1/2011 through 4/30/2014. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.

