

City: Spring Lake



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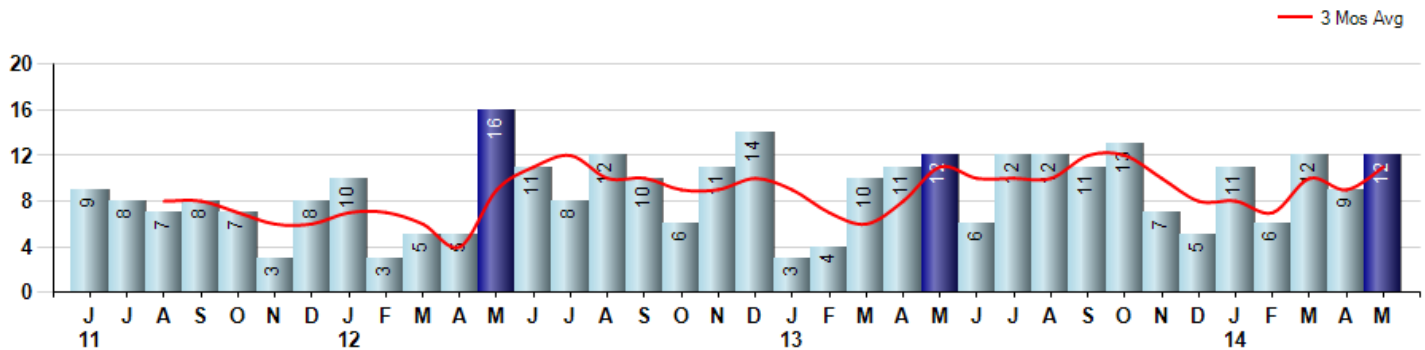
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,674,000	20%		8%				
Average List Price of all Current Listings	\$2,196,147	1%		-9%				
May Median Sales Price	\$675,000	-29%	-22%	-44%	-27%	\$988,750	19%	7%
May Average Sales Price	\$1,288,208	-12%	-7%	14%	-2%	\$1,587,419	44%	20%
Total Properties Currently for Sale (Inventory)	83	-9%		-13%				
May Number of Properties Sold	12	33%		0%			25%	
May Average Days on Market (Solds)	120	15%	3%	56%	6%	122	3%	8%
May Month's Supply of Inventory	6.9	-32%	-14%	-13%	-45%	8.8	-42%	-30%
May Sale Price vs List Price Ratio	95.6%	1.7%	3%	2%	2.6%	93.2%	-0.1%	-0.1%

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

Property Sales

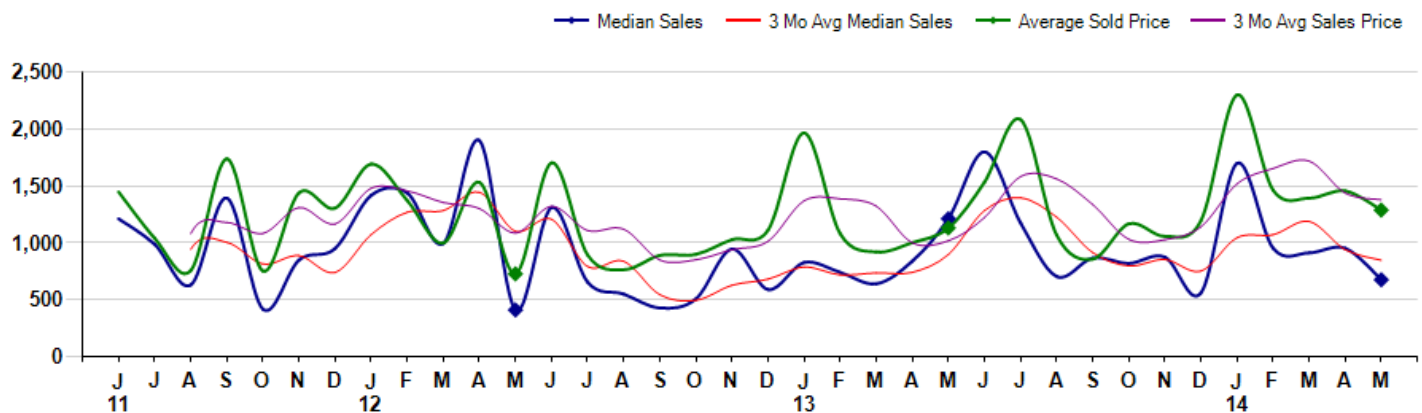
May Property sales were 12, equal to 12 in May of 2013 and 33.3% higher than the 9 sales last month. May 2014 sales were at their lowest level compared to May of 2013 and 2012. May YTD sales of 50 are running 25.0% ahead of last year's year-to-date sales of 40.



Prices

The Median Sales Price in May was \$675,000, down -44.3% from \$1,212,000 in May of 2013 and down -29.1% from \$952,500 last month. The Average Sales Price in May was \$1,288,208, up 13.9% from \$1,130,613 in May of 2013 and down -11.6% from \$1,456,466 last month. May 2014 ASP was at highest level compared to May of 2013 and 2012.

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



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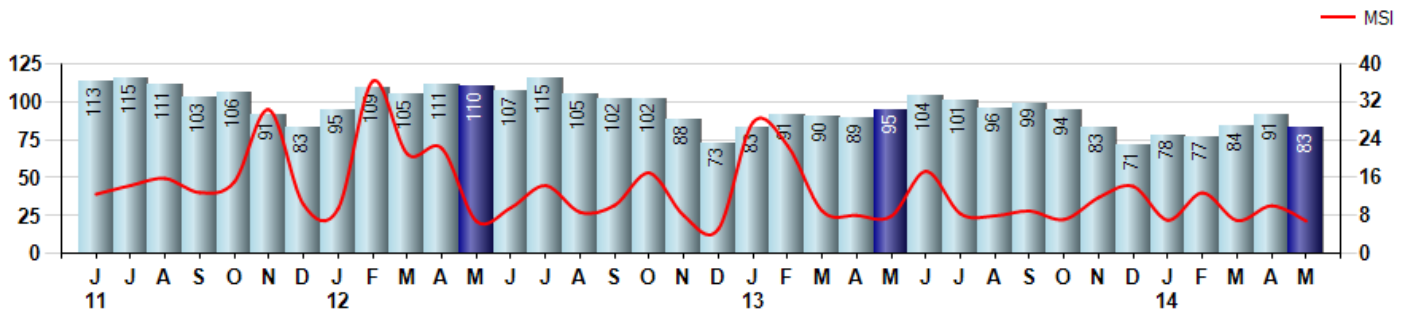
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Inventory & MSI

The Total Inventory of Properties available for sale as of May was 83, down -8.8% from 91 last month and down -12.6% from 95 in May of last year. May 2014 Inventory was at the lowest level compared to May of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2014 MSI of 6.9 months was at a mid range compared with May of 2013 and 2012.

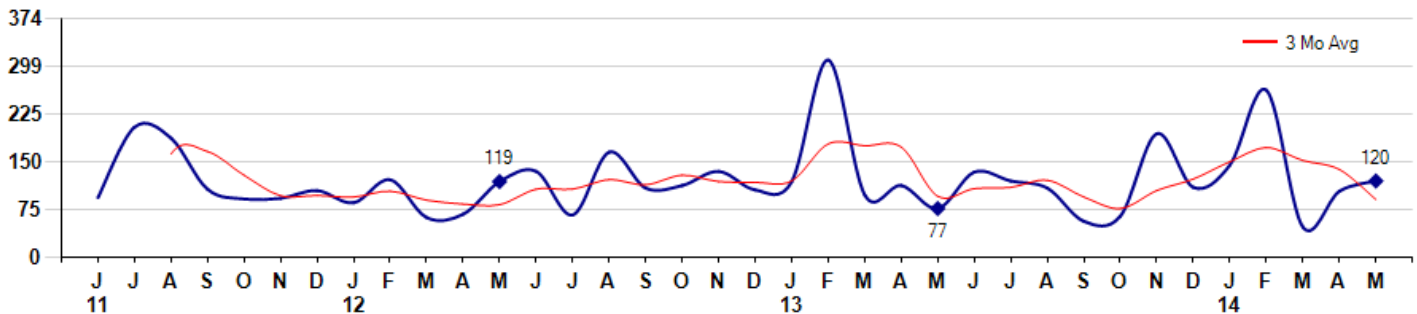
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 May was 120, up 15.4% from 104 days last month and up 55.8% from 77 days in May of last year. The May 2014 DOM was at its highest level compared with May of 2013 and 2012.

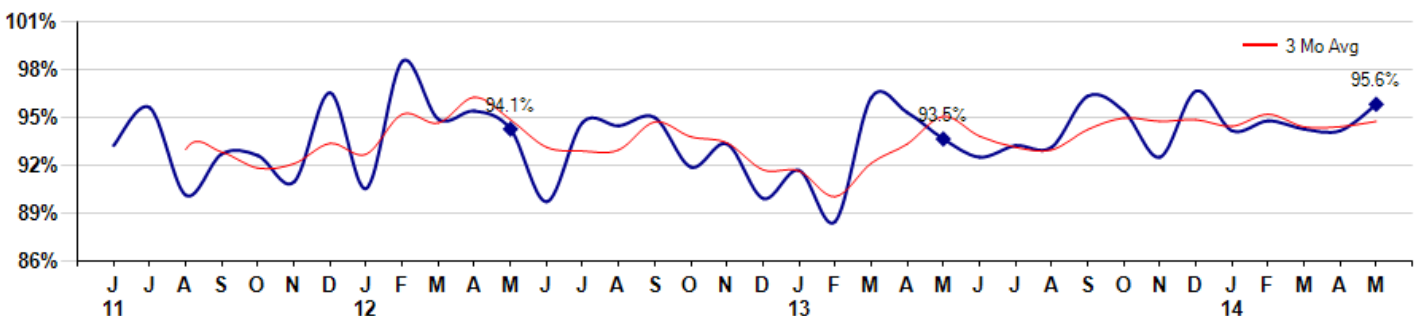
Average Days on Market(Listing to Contract) for properties sold during the month



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 May 2014 Selling Price vs List Price of 95.6% was up from 94.0% last month and up from 93.5% in May of last year.

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



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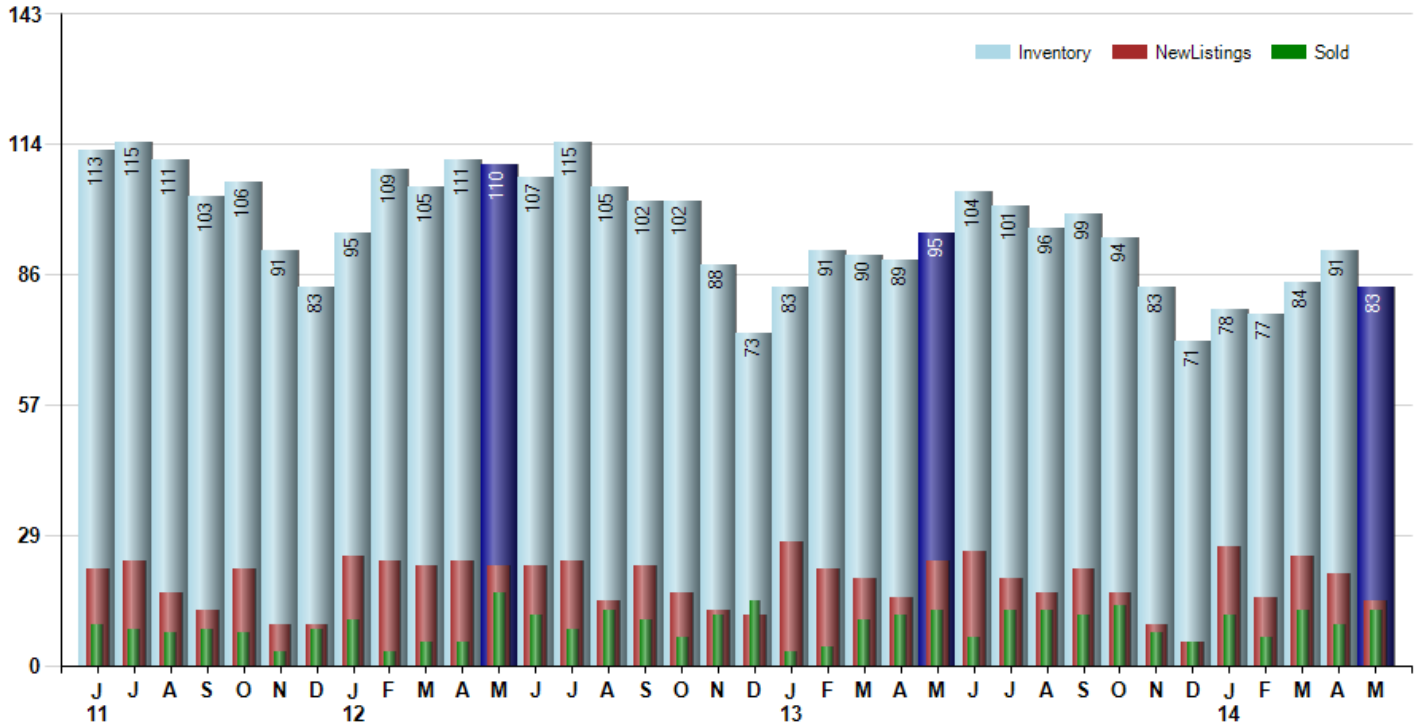
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Inventory / New Listings / Sales

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 May 2014 was 14, down -30.0% from 20 last month and down -39.1% from 23 in May of last year.



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	J 11	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	M
Homes Sold	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	12
3 Mo. Roll Avg			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	11

(000's)	J 11	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	M
Median Sale Price	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	675
3 Mo. Roll Avg			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	847

	J 11	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	M
Inventory	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	83
MSI	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	7

	J 11	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	M
Days On Market	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	120
3 Mo. Roll Avg			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	91

	J 11	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	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

	J 11	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	M
Sale to List Price	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	0.956
3 Mo. Roll Avg			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	0.946

	J 11	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	M
New Listings	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	14
Inventory	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	83
Sales	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	12

(000's)	J 11	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	M
Avg Sale Price	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	1,288
3 Mo. Roll Avg			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	1,379

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