

City: Sea Girt



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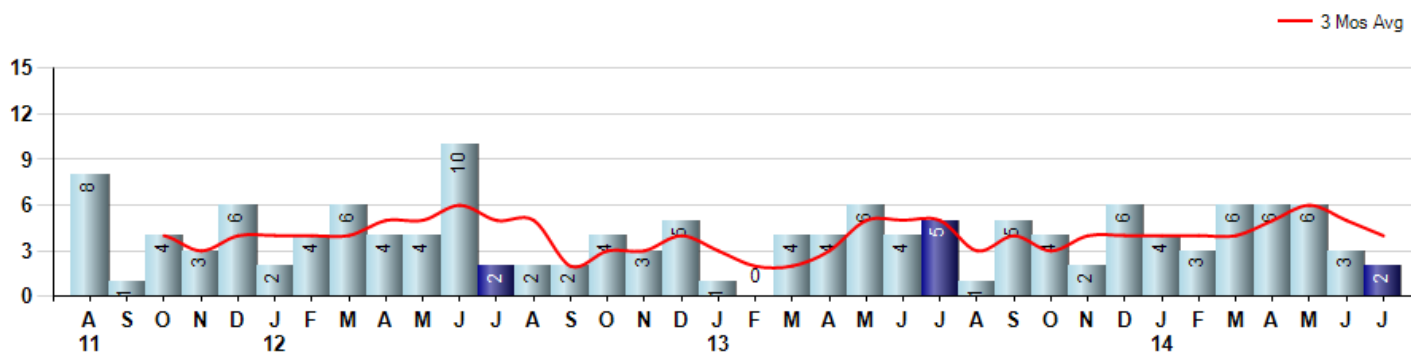
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|---|-------------|-------------------|------|------|------|-------------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$1,819,000 | 4% | | 30% | | | | |
| Average List Price of all Current Listings | \$1,905,335 | 4% | | -5% | | | | |
| July Median Sales Price | \$1,762,500 | -16% | 31% | 41% | 37% | \$1,382,000 | 9% | 7% |
| July Average Sales Price | \$1,762,500 | 3% | 12% | 53% | 23% | \$1,702,063 | 26% | 19% |
| Total Properties Currently for Sale (Inventory) | 26 | 4% | | 4% | | | | |
| July Number of Properties Sold | 2 | -33% | | -60% | | | 25% | |
| July Average Days on Market (Solds) | 14 | -95% | -88% | -86% | -82% | 104 | 58% | 35% |
| July Month's Supply of Inventory | 13.0 | 56% | 52% | 160% | 45% | 6.7 | -9% | -25% |
| July Sale Price vs List Price Ratio | 97.4% | 1.5% | 2% | 1% | 2.9% | 93.2% | -1.8% | -1.6% |

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

Property Sales

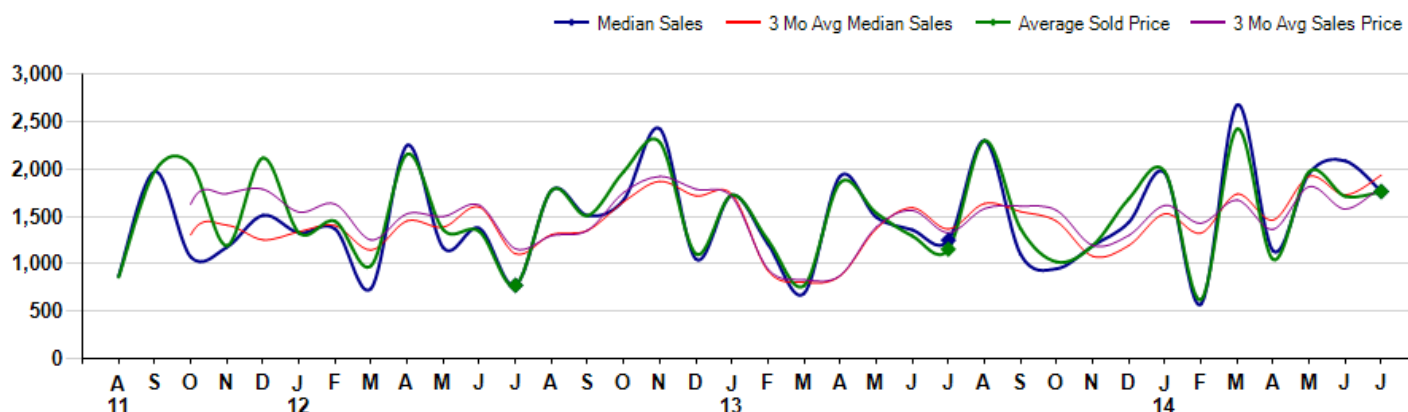
July Property sales were 2, down -60.0% from 5 in July of 2013 and -33.3% lower than the 3 sales last month. July 2014 sales were at their lowest level compared to July of 2013 and 2012. July YTD sales of 30 are running 25.0% ahead of last year's year-to-date sales of 24.



Prices

The Median Sales Price in July was \$1,762,500, up 41.1% from \$1,249,000 in July of 2013 and down -15.5% from \$2,086,128 last month. The Average Sales Price in July was \$1,762,500, up 52.8% from \$1,153,680 in July of 2013 and up 2.9% from \$1,712,376 last month. July 2014 ASP was at highest level compared to July of 2013 and 2012.

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



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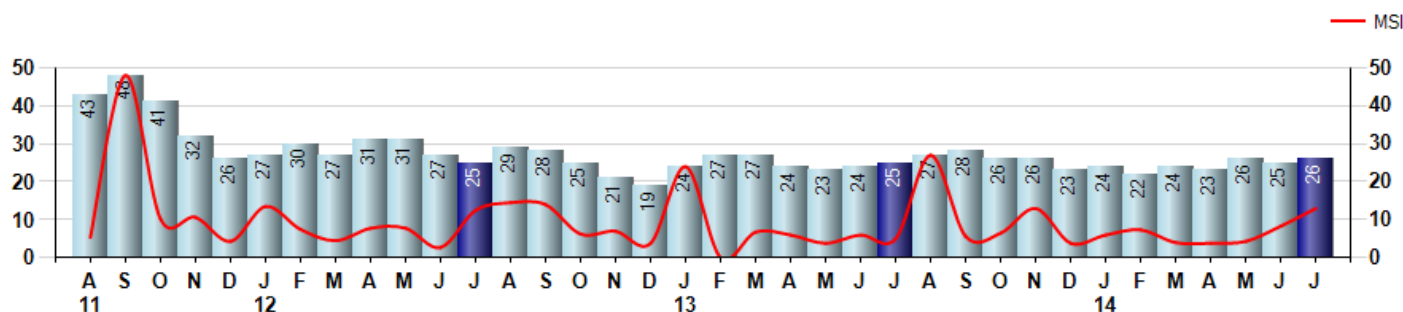
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Inventory & MSI

The Total Inventory of Properties available for sale as of July was 26, up 4.0% from 25 last month and up 4.0% from 25 in July of last year. July 2014 Inventory was at highest level compared to July of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2014 MSI of 13.0 months was at its highest level compared with July of 2013 and 2012.

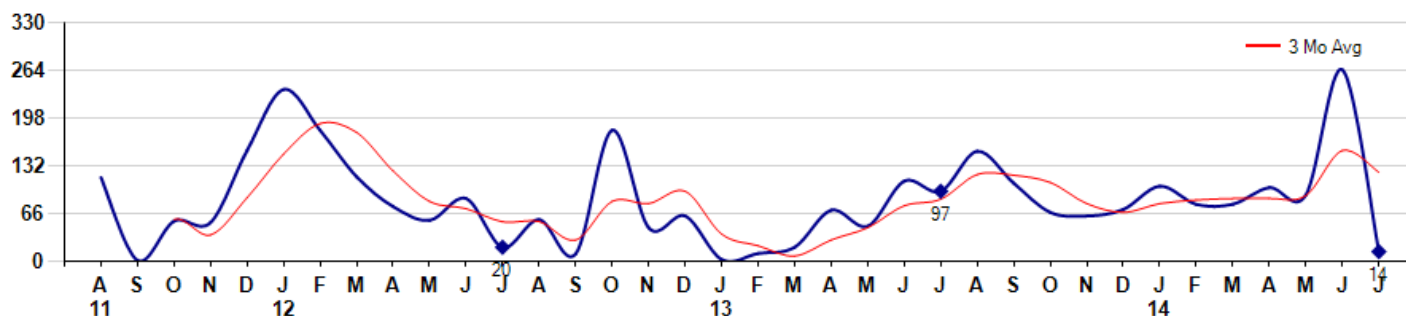
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 July was 14, down -94.7% from 264 days last month and down -85.6% from 97 days in July of last year. The July 2014 DOM was at its lowest level compared with July of 2013 and 2012.

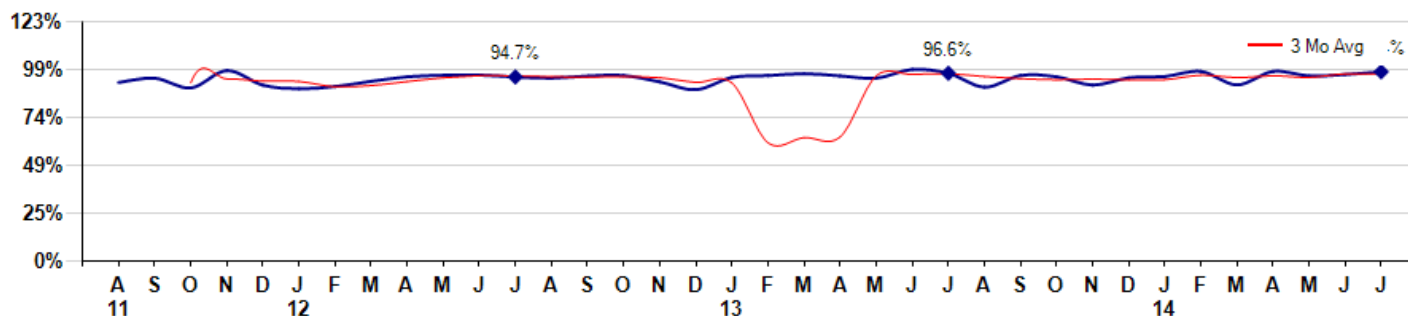
Average Days on Market(Listing to Contract) for properties sold during the month



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 July 2014 Selling Price vs List Price of 97.4% was up from 96.0% last month and up from 96.6% in July of last year.

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



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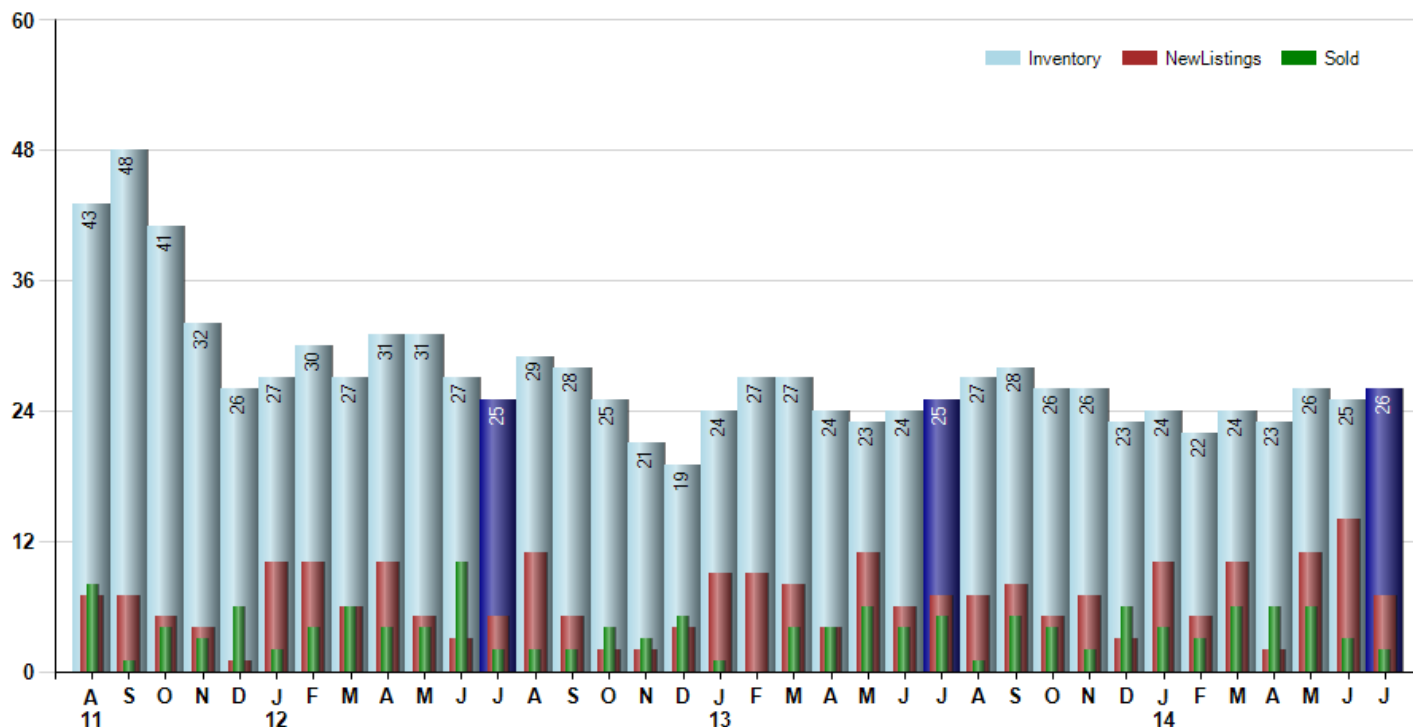
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Inventory / New Listings / Sales

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 July 2014 was 7, down -50.0% from 14 last month and equal to 7 in July of last year.



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Based on information from Monmouth/Ocean Multiple Listing Service for the period 8/1/2011 through 7/31/2014. 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

July 2014

City: Sea Girt



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| | A | S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D | J | F | M | A | M | J | J |
|----------------|---|---|---|---|---|---|---|---|---|---|----|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Homes Sold | 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 | 6 | 3 | 2 |
| 3 Mo. Roll Avg | | | 4 | 3 | 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 | 4 | 5 | 6 | 5 | 4 | |

| | (000's) | A | S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D | J | F | M | A | M | J | J |
|-------------------|---------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----|-----|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|---|
| Median Sale Price | 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 | 1,955 | 2,086 | 1,763 | |
| 3 Mo. Roll Avg | | | 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 | 1,922 | 1,726 | 1,935 | |

| | A | S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D | J | F | M | A | M | J | J |
|-----------|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|
| Inventory | 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 | 26 | 25 | 26 |
| MSI | 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 | 4 | 8 | 13 |

| | A | S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D | J | F | M | A | M | J | J |
|----------------|-----|---|----|----|-----|-----|-----|-----|-----|----|----|----|----|----|-----|----|----|----|----|----|----|----|-----|----|-----|-----|-----|----|----|-----|----|----|-----|----|-----|-----|
| Days On Market | 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 | 92 | 264 | 14 |
| 3 Mo. Roll Avg | | | 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 | 91 | 153 | 123 |

| | A | S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D | J | F | M | A | M | J | J | |
|-----------------|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 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 | S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D | J | F | M | A | M | J | J |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.907 | 0.976 | 0.953 | 0.960 | 0.974 |
| 3 Mo. Roll Avg | | | 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 | 0.945 | 0.963 | 0.962 |

| | A | S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D | J | F | M | A | M | J | J |
|--------------|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|
| New Listings | 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 | 11 | 14 | 7 |
| Inventory | 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 | 26 | 25 | 26 |
| Sales | 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 | 6 | 3 | 2 |

| | (000's) | A | S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D | J | F | M | A | M | J | J |
|----------------|---------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----|-----|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|---|
| Avg Sale Price | 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 | 1,972 | 1,712 | 1,763 | |
| 3 Mo. Roll Avg | | | 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 | 1,813 | 1,577 | 1,816 | |

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