

## City: Sea Girt



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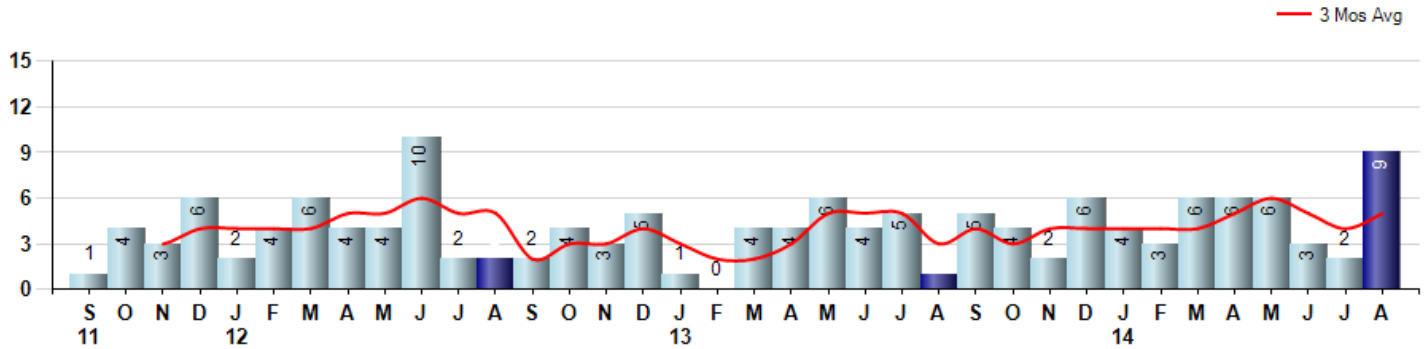
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,899,000	9%		36%				
Average List Price of all Current Listings	\$2,163,658	16%		4%				
August Median Sales Price	\$1,900,000	8%	-1%	-17%	47%	\$1,450,000	12%	12%
August Average Sales Price	\$2,076,878	18%	6%	-10%	45%	\$1,788,559	29%	25%
Total Properties Currently for Sale (Inventory)	24	-8%		-11%				
August Number of Properties Sold	9	350%		800%			56%	
August Average Days on Market (Solds)	61	336%	-37%	-60%	-21%	94	34%	22%
August Month's Supply of Inventory	2.7	-80%	-67%	-90%	-70%	6.2	-37%	-31%
August Sale Price vs List Price Ratio	95.1%	-2.4%	0%	6%	0.5%	93.6%	-0.9%	-1.1%

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

### Property Sales

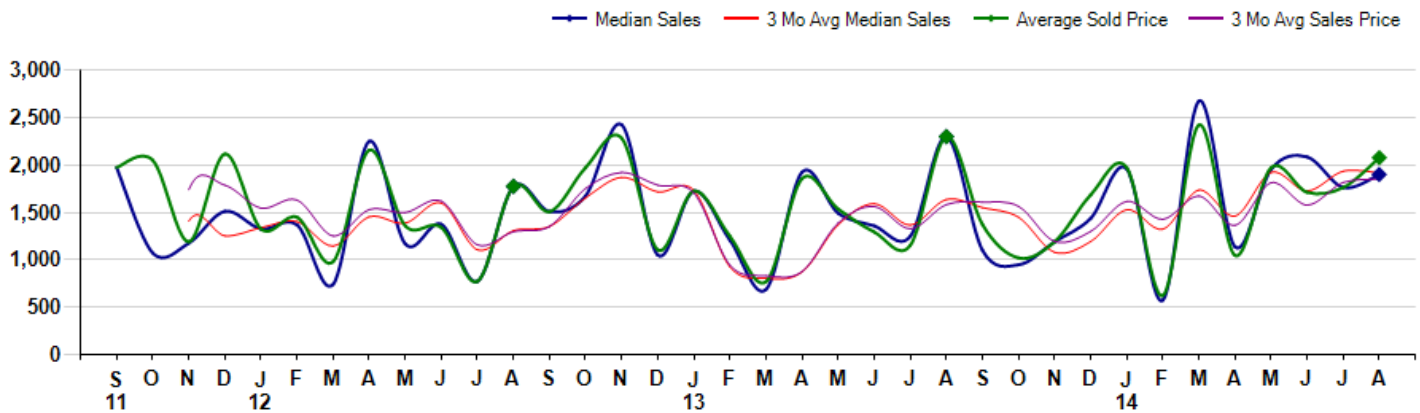
August Property sales were 9, up 800.0% from 1 in August of 2013 and 350.0% higher than the 2 sales last month. August 2014 sales were at their highest level compared to August of 2013 and 2012. August YTD sales of 39 are running 56.0% ahead of last year's year-to-date sales of 25.



### Prices

The Median Sales Price in August was \$1,900,000, down -17.4% from \$2,300,000 in August of 2013 and up 7.8% from \$1,762,500 last month. The Average Sales Price in August was \$2,076,878, down -9.7% from \$2,300,000 in August of 2013 and up 17.8% from \$1,762,500 last month. August 2014 ASP was at a mid range compared to August of 2013 and 2012.

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



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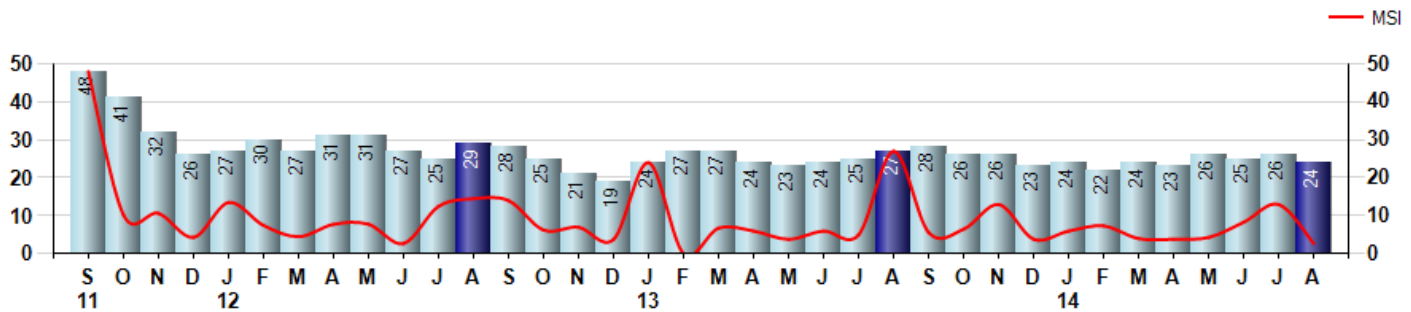
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### Inventory & MSI

The Total Inventory of Properties available for sale as of August was 24, down -7.7% from 26 last month and down -11.1% from 27 in August of last year. August 2014 Inventory was at the lowest level compared to August of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2014 MSI of 2.7 months was at its lowest level compared with August of 2013 and 2012.

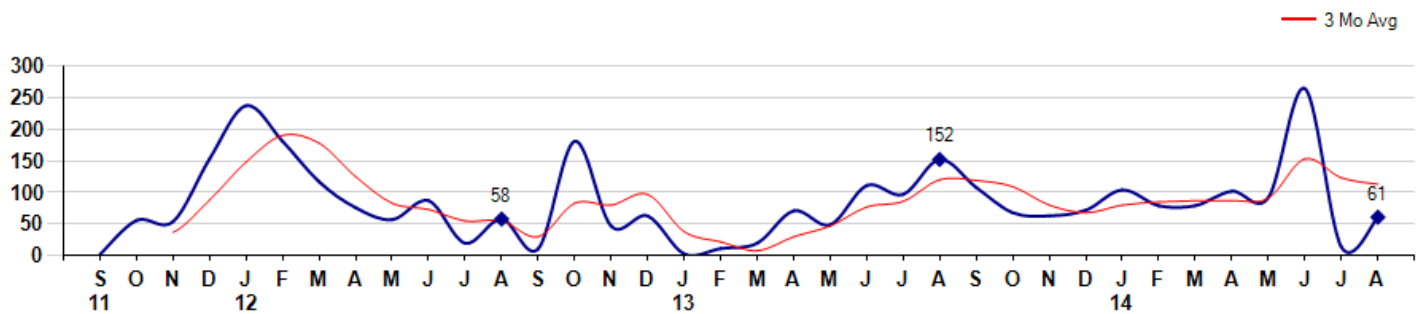
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 August was 61, up 335.7% from 14 days last month and down -59.9% from 152 days in August of last year. The August 2014 DOM was at a mid range compared with August of 2013 and 2012.

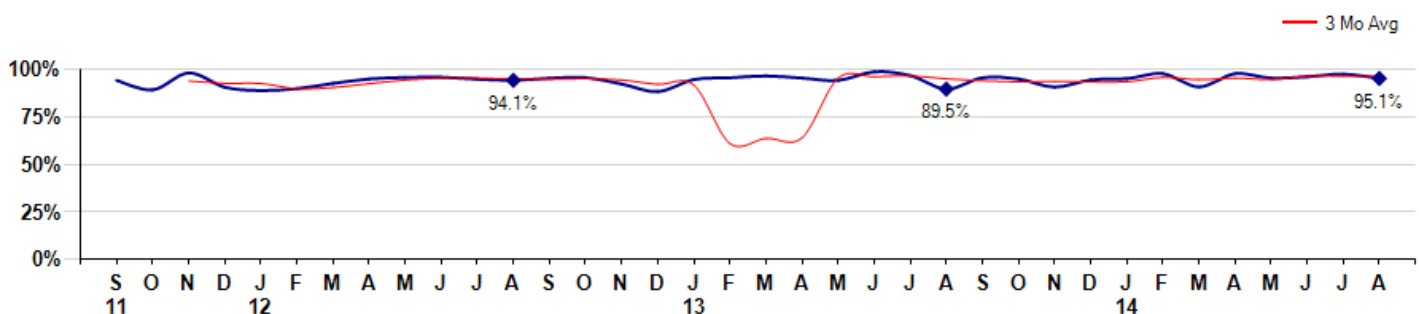
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 August 2014 Selling Price vs List Price of 95.1% was down from 97.4% last month and up from 89.5% in August of last year.

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



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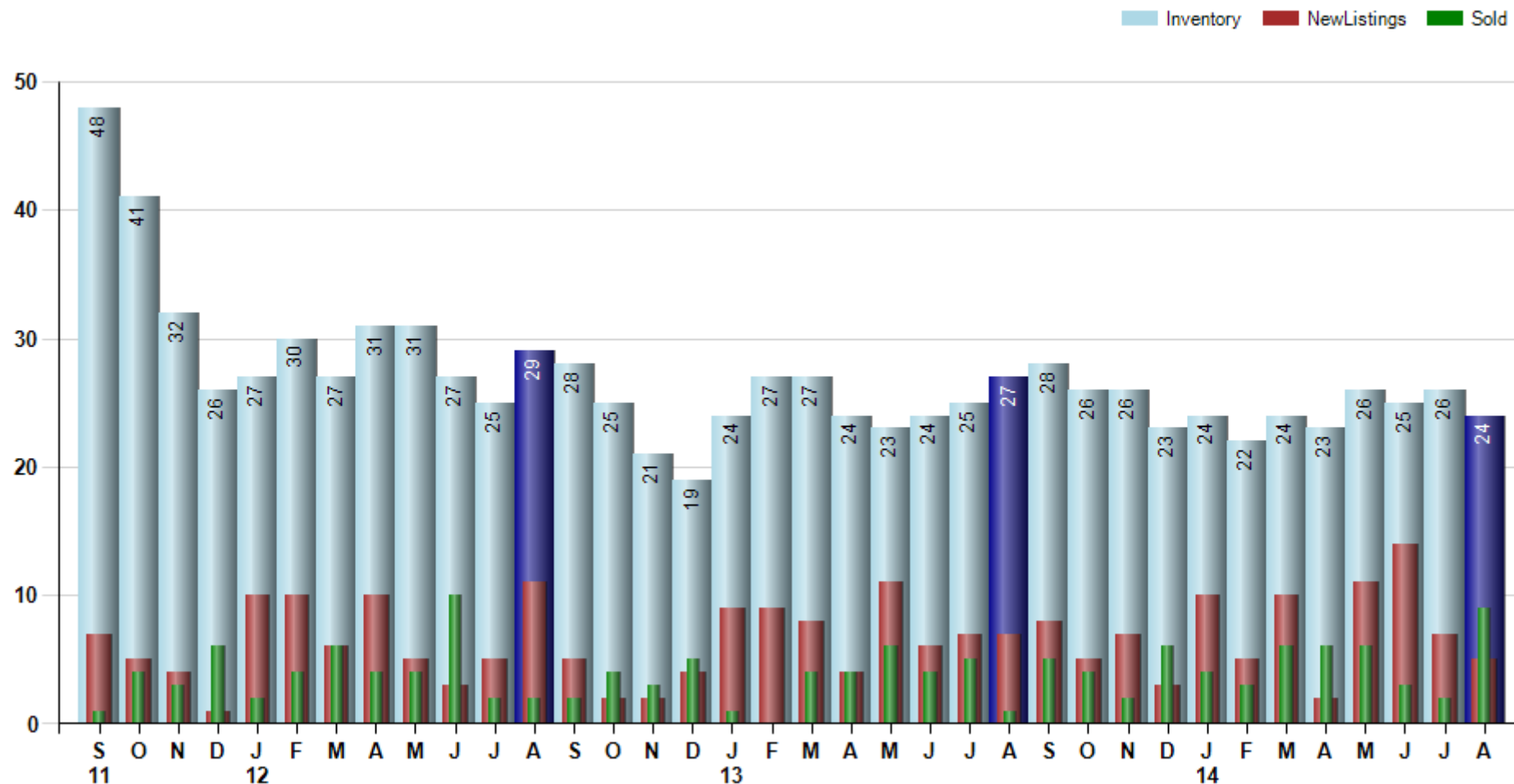
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### Inventory / New Listings / Sales

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 August 2014 was 5, down -28.6% from 7 last month and down -28.6% from 7 in August of last year.



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Based on information from Monmouth/Ocean Multiple Listing Service for the period 9/1/2011 through 8/31/2014. 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

August 2014

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	S 11	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	J	J	A
Homes Sold	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	9
3 Mo. Roll Avg			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	4	5	6	5	4	5

(000's)	S 11	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	J	J	A
Median Sale Price	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	1,900
3 Mo. Roll Avg			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	1,916

	S 11	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	J	J	A
Inventory	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	24
MSI	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	3

	S 11	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	J	J	A
Days On Market	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	61
3 Mo. Roll Avg			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	113

	S 11	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	J	J	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

	S 11	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	J	J	A
Sale to List Price	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	0.951
3 Mo. Roll Avg			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	0.962

	S 11	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	J	J	A
New Listings	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	5
Inventory	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	24
Sales	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	9

(000's)	S 11	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	J	J	A
Avg Sale Price	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	2,077
3 Mo. Roll Avg			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	1,851

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