

City: Spring Lake



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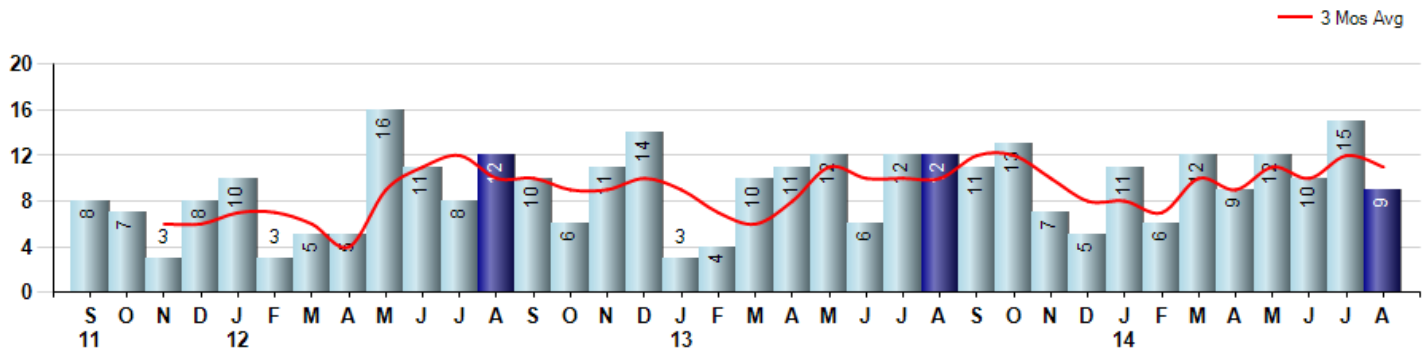
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

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	2%		2%				
Average List Price of all Current Listings	\$2,087,726	-2%		-14%				
August Median Sales Price	\$1,300,000	58%	56%	85%	41%	\$958,750	5%	4%
August Average Sales Price	\$1,606,889	25%	16%	50%	22%	\$1,516,532	17%	15%
Total Properties Currently for Sale (Inventory)	97	5%		1%				
August Number of Properties Sold	9	-40%		-25%			20%	
August Average Days on Market (Solds)	124	80%	20%	14%	10%	112	-5%	-1%
August Month's Supply of Inventory	10.8	76%	26%	35%	-15%	8.8	-36%	-31%
August Sale Price vs List Price Ratio	95.1%	1.0%	1%	2%	2.0%	93.4%	0.8%	0.2%

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

Property Sales

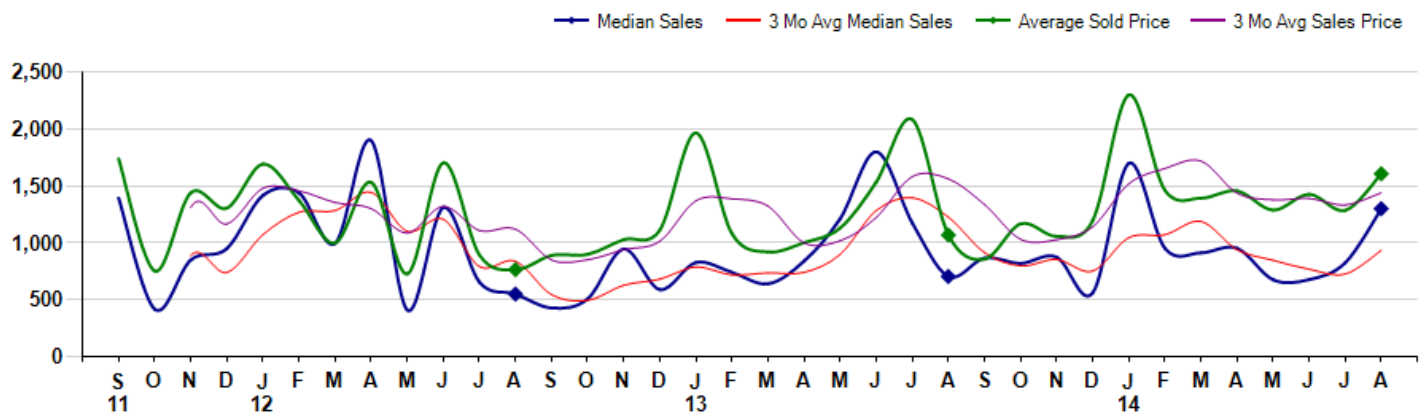
August Property sales were 9, down -25.0% from 12 in August of 2013 and -40.0% lower than the 15 sales last month. August 2014 sales were at their lowest level compared to August of 2013 and 2012. August YTD sales of 84 are running 20.0% ahead of last year's year-to-date sales of 70.



Prices

The Median Sales Price in August was \$1,300,000, up 84.7% from \$703,825 in August of 2013 and up 57.7% from \$824,500 last month. The Average Sales Price in August was \$1,606,889, up 50.3% from \$1,068,929 in August of 2013 and up 25.0% from \$1,285,550 last month. August 2014 ASP was at highest level 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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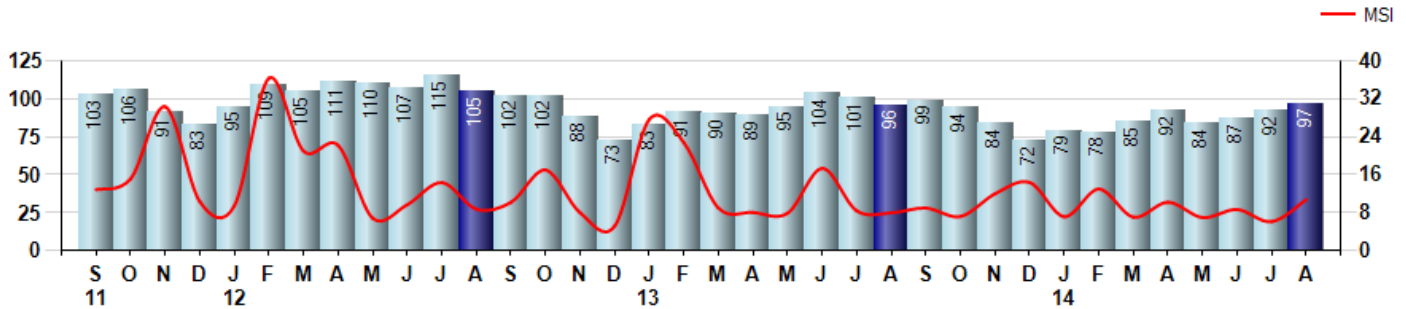
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Inventory & MSI

The Total Inventory of Properties available for sale as of August was 97, up 5.4% from 92 last month and up 1.0% from 96 in August of last year. August 2014 Inventory was at a mid range 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 10.8 months was at its highest level compared with August of 2013 and 2012.

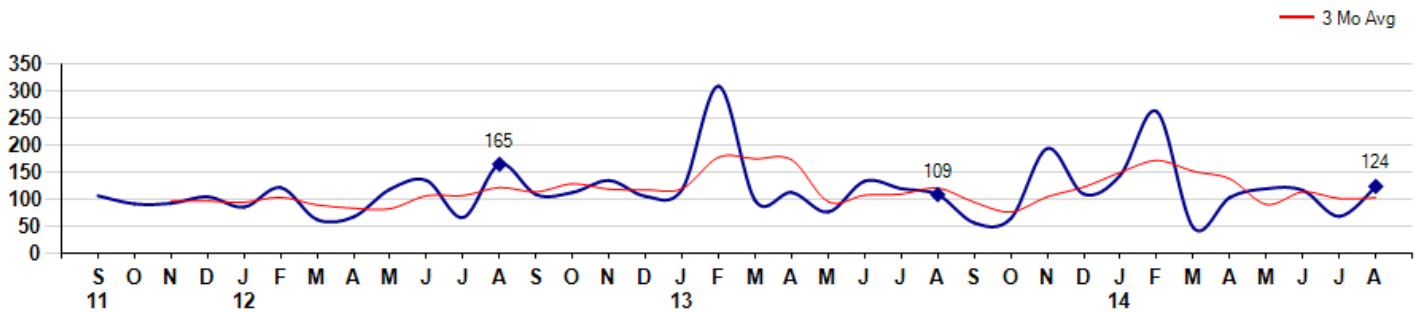
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 124, up 79.7% from 69 days last month and up 13.8% from 109 days in August of last year. The August 2014 DOM was at a mid range compared with August of 2013 and 2012.

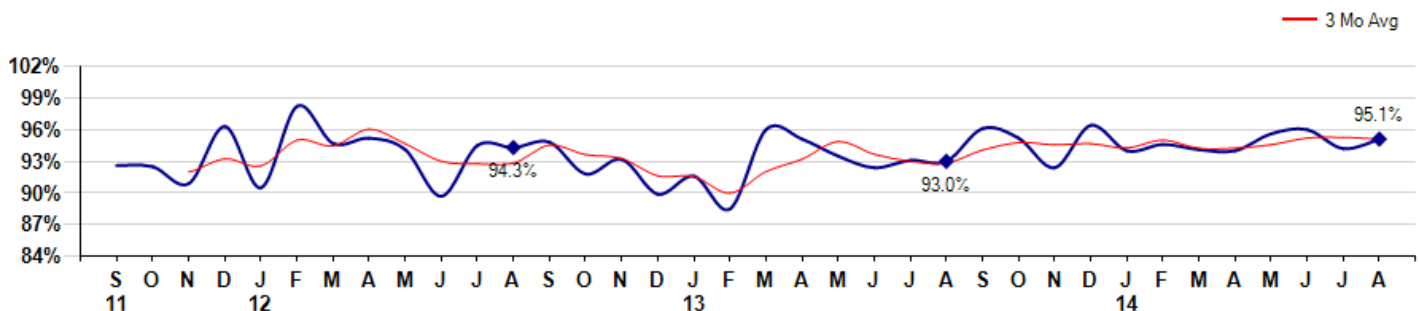
Average Days on Market(Listing to Contract) for properties sold during the month



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 up from 94.2% last month and up from 93.0% in August of last year.

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



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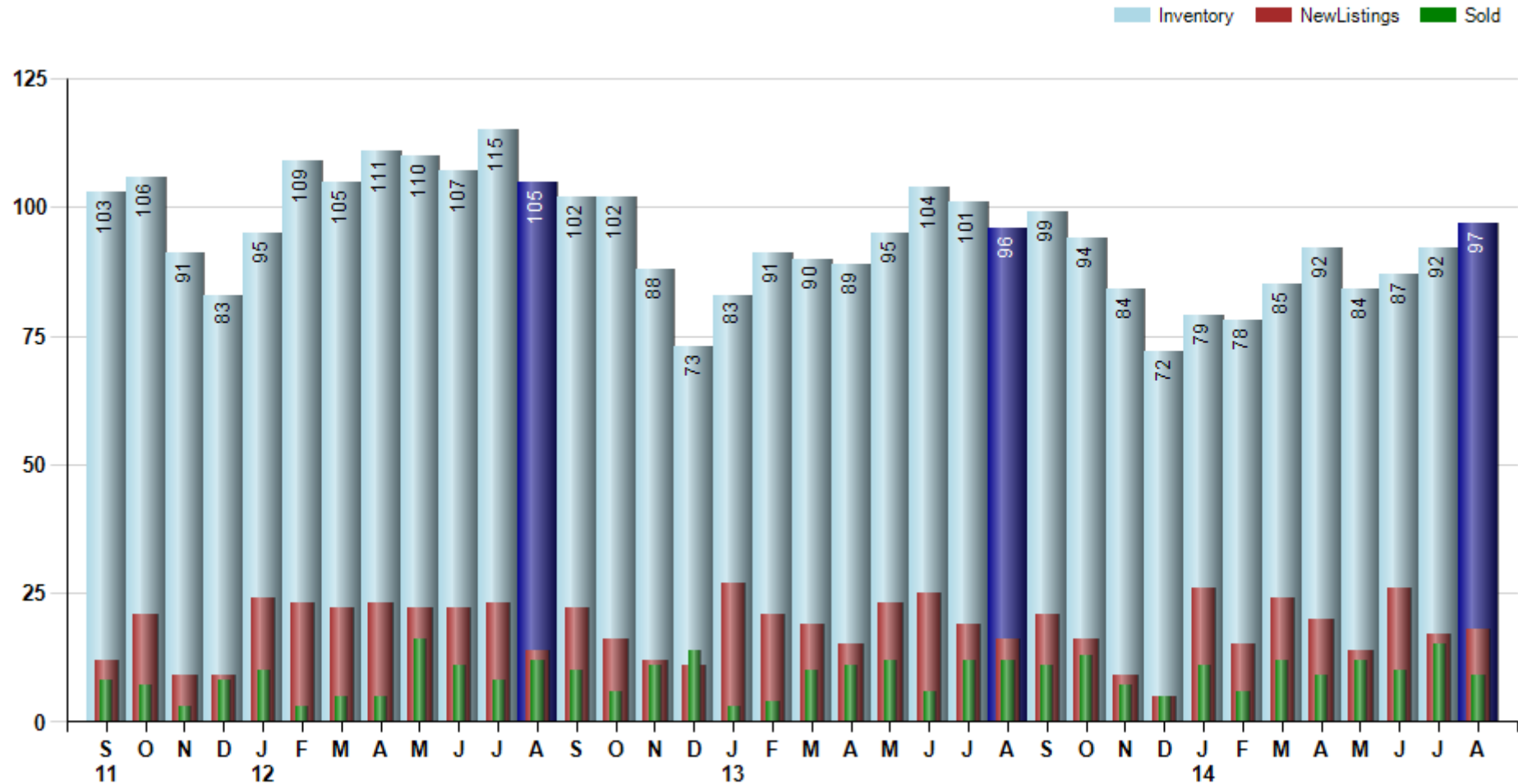
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Inventory / New Listings / Sales

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 18, up 5.9% from 17 last month and up 12.5% from 16 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	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	10	15	9
3 Mo. Roll Avg			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	10	12	11

	(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	1,395	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	678	825	1,300
3 Mo. Roll Avg			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	768	726	934

	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	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	84	72	79	78	85	92	84	87	92	97
MSI	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	9	6	11

	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	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	117	69	124
3 Mo. Roll Avg			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	114	102	103

	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	0.926	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	0.960	0.942	0.951
3 Mo. Roll Avg			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	0.952	0.953	0.951

	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	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	26	17	18
Inventory	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	84	72	79	78	85	92	84	87	92	97
Sales	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	10	15	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	1,739	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	1,427	1,286	1,607
3 Mo. Roll Avg			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	1,391	1,334	1,440

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