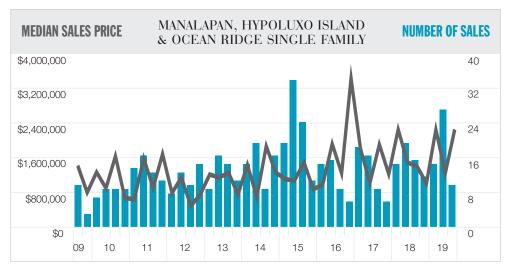




Quarterly Survey of Manalapan, Hypoluxo Island & Ocean Ridge Residential Sales

Manalapan, Hypoluxo Island & Ocean Ridge Market Matrix (Single Family)	Q3-2019	%∆ (qtr)	Q2-2019	%∆ (YR)	Q3-2018
Average Sales Price	\$4,889,250	163.9%	\$1,852,946	169.7%	\$1,812,742
Average Price Per Sq Ft	\$773	88.5%	\$410	81.5%	\$426
Median Sales Price	\$2,327,500	79.0%	\$1,300,000	58.9%	\$1,465,000
Number of Sales (Closed)	10	-64.3%	28	-37.5%	16
Days on Market (From Last List Date)	200	69.5%	118	-5.7%	212
Listing Discount (From Last List Price)	12.7%		18.6%		10.9%
Listing Inventory (active)	67	1.5%	66	-15.2%	79
Months of Supply	20.1	183.1%	7.1	35.8%	14.8
Average Square Feet (Closed)	6,325	40.0%	4,519	48.6%	4,256



The markets across the region pivoted to more substantial sized sales, significantly skewing their price trend indicators higher. Sales in three single-family markets averaged 6,325 square feet, up 48.6% above the yearago level. Each single-family submarket showed light sales activity, down overall, by 37.5% to 10 from the year-ago quarter. Listing inventory for the single-family market fell 15.2% to 67 over the same period. With sales

declining more than listing inventory, the pace of the market cooled. Months of supply, the number of months to sell all listing inventory at the current rate of sales was 20.1, 35.8% slower over the prior-year quarter. Days on market, the average number of days from the last list price change to the contract date, was 200 days, 5.7% shorter than the same period the previous year but reflective of the slowmoving market.

The Douglas Elliman Report series is recognized as the industry standard for providing the state of the residential real estate market. The report includes an extensive suite of tools to help readers objectively identify and measure market trends, provide historical context to current information and provide comprehensive analysis of the results.



MANALAPAN, HYPOLUXO ISLAND & OCEAN RIDGE DASHBOARD

**58.9%** 

5%

5.2%

#### SINGLE FAMILY

PRICES Median Sales Price

PACE Months of Supply

SALES Closed Sales

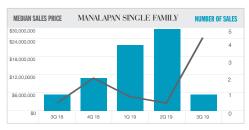
**INVENTORY** Total Inventory

MARKETING TIME Days on Market

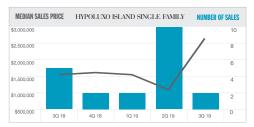
**NEGOTIABILITY** Listing Discount

- The large rise in average sales size skewed price trend indicators higher across the region
- Manalapan days on market surged as a listing that languished on the market was sold for a new record price
- Hypoluxo Island listing inventory declined as marketing time expanded
- Ocean Ridge sales fell short of year-ago levels as listing inventory declined

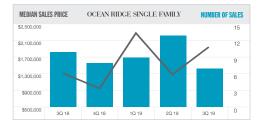
### MANALAPAN SINGLE FAMILY



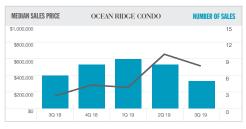
# HYPOLUXO ISLAND SINGLE FAMILY



## **OCEAN RIDGE** SINGLE FAMILY



# OCEAN RIDGE CONDO



Manalapan Market Matrix (S. Fam.)	Q3-2019	%∆ (qtr)	Q2-2019	%∆ (YR)	Q3-2018	
Average Sales Price	\$27,000,000	1115.6%	\$2,221,200	881.8%	\$2,750,000	
Average Price Per Sg Ft	\$27,000,000	174.6%	\$397	131.4%	\$471	
Median Sales Price	\$27,000,000	890.1%	\$2,727,000	881.8%	\$2,750,000	
Number of Sales (Closed)	\$27,000,000 1	-80.0%	\$2,727,000 5	0.0%	φ2,730,000	
Days on Market (From Last List Date)	1,043	748.0%	123	63.2%	639	
Listing Discount (From Last List Price)	10.7%	740.070	12.3%	00.270	27.1%	
Listing Inventory (active)	21	-12.5%	24	-19.2%	27.1%	
Months of Supply	63.0	337.5%	14.4	-19.2%	78.0	
	24,760	342.6%	5,594	323.8%		
Average Square Feet (Closed)	24,700	342.0%	5,594	323.070	5,843	
Hypoluxo Is, Market Matrix (S. Fam.)		%∆ (QTR)	Q2-2019	%∆ (YR)	Q3-2018	
Average Sales Price	\$2,696,250	95.6%	% \$1,378,750 99.3%		\$1,352,775	
Average Price Per Sq Ft	\$507	37.8%	\$368 49.6		\$339	
Median Sales Price	\$2,696,250	142.4%	\$1,112,500 71.29		\$1,575,000	
Number of Sales (Closed)	2	-80.0%	10	-60.0%	5	
Days on Market (From Last List Date)	150	21.0%	124	28.2%	6 117	
Listing Discount (From Last List Price)	15.3%		11.6%		4.4%	
Listing Inventory (active)	19	-5.0%	20 -24.0%		25	
Months of Supply	28.5	375.0%	6.0	90.0%	15.0	
Average Square Feet (Closed)	5,321	42.2%	3,742	33.3%	3,993	
Ocean Ridge Market Matrix (Condo)	Q3-2019	%∆ (QTR)	Q2-2019	%∆ (YR)	Q3-2018	
Ocean Ridge Market Matrix (Condo) Average Sales Price	<b>Q3-2019</b> \$2,357,143	<b>%∆ (</b> QTR <b>)</b> 13.5%	<b>Q2-2019</b> \$2,076,077	%∆ (YR) 20.9%	<b>Q3-2018</b> \$1,949,000	
5 ( )		( /		. ,		
Average Sales Price	\$2,357,143	13.5%	\$2,076,077	20.9%	\$1,949,000	
Average Sales Price Average Price Per Sq Ft	\$2,357,143 \$593	13.5% 34.5%	\$2,076,077 \$441	20.9% 28.6%	\$1,949,000 \$461	
Average Sales Price Average Price Per Sq Ft Median Sales Price	\$2,357,143 \$593 \$1,980,000	13.5% 34.5% 52.3%	\$2,076,077 \$441 \$1,300,000	20.9% 28.6% 48.6%	\$1,949,000 \$461 \$1,332,500	
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed)	\$2,357,143 \$593 \$1,980,000 7	13.5% 34.5% 52.3% -46.2%	\$2,076,077 \$441 \$1,300,000 13	20.9% 28.6% 48.6% -30.0%	\$1,949,000 \$461 \$1,332,500 10	
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date)	\$2,357,143 \$593 \$1,980,000 7 94	13.5% 34.5% 52.3% -46.2%	\$2,076,077 \$441 \$1,300,000 13 111	20.9% 28.6% 48.6% -30.0%	\$1,949,000 \$461 \$1,332,500 10 217	
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price)	\$2,357,143 \$593 \$1,980,000 7 94 15.0%	13.5% 34.5% 52.3% -46.2% -15.3%	\$2,076,077 \$441 \$1,300,000 13 111 24.8%	20.9% 28.6% 48.6% -30.0% -56.7%	\$1,949,000 \$461 \$1,332,500 10 217 10.8%	
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Listing Inventory (active)	\$2,357,143 \$593 \$1,980,000 7 94 15.0% 27	13.5% 34.5% 52.3% -46.2% -15.3% 22.7%	\$2,076,077 \$441 \$1,300,000 13 111 24.8% 22	20.9% 28.6% 48.6% -30.0% -56.7%	\$1,949,000 \$461 \$1,332,500 10 217 10.8% 28	
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Listing Inventory (active) Months of Supply	\$2,357,143 \$593 \$1,980,000 7 94 15.0% 27 50.1	13.5% 34.5% 52.3% -46.2% -15.3% 22.7% 127.7%	\$2,076,077 \$441 \$1,300,000 13 111 24.8% 22 22 22.0	20.9% 28.6% 48.6% -30.0% -56.7% -3.6% 37.6%	\$1,949,000 \$461 \$1,332,500 10 217 10.8% 28 36.4	
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Listing Inventory (active) Months of Supply Average Square Feet (Closed)	\$2,357,143 \$593 \$1,980,000 7 94 15.0% 27 50.1 3,978	13.5% 34.5% 52.3% -46.2% -15.3% 22.7% 127.7% -15.4%	\$2,076,077 \$441 \$1,300,000 13 111 24.8% 22 22.0 4,703	20.9% 28.6% 48.6% -30.0% -56.7% -3.6% 37.6% -5.9%	\$1,949,000 \$461 \$1,332,500 10 217 10.8% 28 36.4 4,228	
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Listing Inventory (active) Months of Supply Average Square Feet (Closed) Ocean Ridge Market Matrix (Condo)	\$2,357,143 \$593 \$1,980,000 7 94 15.0% 27 50.1 3,978 Q3-2019	13.5% 34.5% 52.3% -46.2% -15.3% 22.7% 127.7% -15.4% %Δ (ΩTR)	\$2,076,077 \$441 \$1,300,000 13 111 24.8% 22 22.0 4,703 <b>Q2-2019</b>	20.9% 28.6% 48.6% -30.0% -56.7% -3.6% 37.6% -5.9% %∆ (YR)	\$1,949,000 \$461 \$1,332,500 10 217 10.8% 28 36.4 4,228 <b>Q3-2018</b>	
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Listing Inventory (active) Months of Supply Average Square Feet (Closed) Ocean Ridge Market Matrix (Condo) Average Sales Price	\$2,357,143 \$593 \$1,980,000 7 94 15.0% 27 50.1 3,978 <b>Q3-2019</b> \$510,500	13.5% 34.5% 52.3% -46.2% -15.3% 22.7% 127.7% -15.4% %Δ (ΩΤR) -17.5%	\$2,076,077 \$441 \$1,300,000 13 111 24.8% 22 22.0 4,703 <b>Q2-2019</b> \$618,653	20.9% 28.6% 48.6% -30.0% -56.7% -3.6% 37.6% -5.9% <b>%∆ (YR)</b> 12.7%	\$1,949,000 \$461 \$1,332,500 10 217 10.8% 28 36.4 4,228 <b>Q3-2018</b> \$453,000	
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Listing Inventory (active) Months of Supply Average Square Feet (Closed) Ocean Ridge Market Matrix (Condo) Average Sales Price Average Price Per Sq Ft	\$2,357,143 \$593 \$1,980,000 7 94 15.0% 27 50.1 3,978 <b>Q3-2019</b> \$510,500 \$294	13.5% 34.5% 52.3% -46.2% -15.3% 22.7% 127.7% -15.4% %∆ (атв) -17.5% -1.0%	\$2,076,077 \$441 \$1,300,000 13 111 24.8% 22 22.0 4,703 <b>Q2-2019</b> \$618,653 \$297	20.9% 28.6% 48.6% -30.0% -56.7% -3.6% 37.6% -5.9% <b>%∆ (YR)</b> 12.7% -10.4%	\$1,949,000 \$461 \$1,332,500 217 10.8% 28 28 36.4 4,228 <b>Q3-2018</b> \$453,000	
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Listing Inventory (active) Months of Supply Average Square Feet (Closed) Ocean Ridge Market Matrix (Condo) Average Sales Price Average Price Per Sq Ft Median Sales Price	\$2,357,143 \$593 \$1,980,000 7 94 15.0% 27 50.1 3,978 <b>Q3-2019</b> \$510,500 \$294 \$525,000	13.5% 34.5% 52.3% -46.2% -15.3% 22.7% 127.7% -15.4% %∆ (отв) -17.5% -1.0% -1.0%	\$2,076,077 \$441 \$1,300,000 13 111 24.8% 22 22.0 4,703 <b>Q2-2019</b> \$618,653 \$297 \$670,000	20.9% 28.6% 48.6% -30.0% -56.7% -3.6% 37.6% -5.9% %∆ (YR) 12.7% -10.4% 236.5%	\$1,949,000 \$461 \$1,332,500 217 10.8% 28 36.4 4,228 <b>Q3-2018</b> \$453,000 \$328 \$156,000	
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Listing Inventory (active) Months of Supply Average Square Feet (Closed) Ocean Ridge Market Matrix (Condo) Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed)	\$2,357,143 \$593 \$1,980,000 7 94 15.0% 27 50.1 3,978 <b>Q3-2019</b> \$510,500 \$294 \$525,000	13.5% 34.5% 52.3% -46.2% -15.3% 22.7% 127.7% -15.4% <b>%∆ (</b> QTR) -17.5% -1.0% -21.6% -37.5%	\$2,076,077 \$441 \$1,300,000 13 111 24.8% 22 22,0 4,703 <b>Q2-2019</b> \$618,653 \$297 \$670,000 8	20.9% 28.6% 48.6% -30.0% -56.7% -3.6% 37.6% -5.9% <b>%∆ (YR)</b> 12.7% -10.4% 236.5% -16.7%	\$1,949,000 \$461 \$1,332,500 217 10.8% 28 36.4 4,228 <b>Q3-2018</b> \$453,000 \$328 \$156,000	
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Listing Inventory (active) Months of Supply Average Square Feet (Closed) Ocean Ridge Market Matrix (Condo) Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date)	\$2,357,143 \$593 \$1,980,000 7 94 15.0% 27 50.1 3,978 <b>Q3-2019</b> \$510,500 \$294 \$525,000 5 5	13.5% 34.5% 52.3% -46.2% -15.3% 22.7% 127.7% -15.4% <b>%∆ (</b> QTR) -17.5% -1.0% -21.6% -37.5%	\$2,076,077 \$441 \$1,300,000 13 111 24.8% 22 22.0 4,703 <b>Q2-2019</b> \$618,653 \$297 \$670,000 8 3	20.9% 28.6% 48.6% -30.0% -56.7% -3.6% 37.6% -5.9% <b>%∆ (YR)</b> 12.7% -10.4% 236.5% -16.7%	\$1,949,000 \$461 \$1,332,500 217 10.8% 28 36.4 4,228 <b>Q3-2018</b> \$453,000 \$328 \$156,000 6 85	
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Listing Inventory (active) Months of Supply Average Square Feet (Closed) <b>Ocean Ridge Market Matrix</b> (Condo) Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price)	\$2,357,143 \$593 \$1,980,000 7 94 15.0% 27 50.1 3,978 <b>Q3-2019</b> \$510,500 \$294 \$525,000 5 5 131 3,4%	13.5%   34.5%   52.3%   -46.2%   -15.3%   22.7%   127.7%   -15.4%   %Δ (отв)   -17.5%   -1.0%   -21.6%   -37.5%   -13.2%	\$2,076,077 \$441 \$1,300,000 13 111 24.8% 22 22.0 4,703 <b>Q2-2019</b> \$618,653 \$297 \$670,000 8 5670,000 8	20.9% 28.6% 48.6% -30.0% -56.7% 37.6% -5.9% %∆ (YR) 12.7% -10.4% 236.5% -16.7% 54.1%	\$1,949,000 \$461 \$1,332,500 10 217 10.8% 28 36.4 4,228 4,228 <b>Q3-2018</b> \$453,000 \$328 \$156,000 6 85 5 6 85	
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Listing Inventory (active) Months of Supply Average Square Feet (Closed) <b>Ocean Ridge Market Matrix (</b> Condo) Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Listing Inventory (active)	\$2,357,143 \$593 \$1,980,000 7 94 15.0% 27 50.1 3,978 <b>Q3-2019</b> \$510,500 \$294 \$525,000 \$525,000 5 5 131 3,4%	13.5%   34.5%   52.3%   -46.2%   -15.3%   22.7%   127.7%   -15.4%   %Δ (QTR)   -17.5%   -10%   -21.6%   -37.5%   -13.2%   -16.7%	\$2,076,077 \$441 \$1,300,000 13 111 24.8% 22 22.0 4,703 <b>Q2-2019</b> \$618,653 \$297 \$670,000 88 151 8.3%	20.9% 28.6% 48.6% -30.0% -56.7% -3.6% 37.6% -5.9% <b>%∆ (YR)</b> 12.7% -10.4% 236.5% -16.7% 54.1%	\$1,949,000 \$461 \$1,332,500 10 217 10.8% 28 36.4 4,228 (36,4 4,228 (36,4 4,228 (36,4 (36,4)\\(36,4)\\(3	

# BY SALES SHARE MANALAPAN, HYPOLUXO ISLAND & OCEAN RIDGE MARKET

FINANCE	Current Quarter	Prior Year Quarter	PRICE	Current Quarter	Prior Year Quarter	OVER/UNDER Last list	Current Quarter	Prior Year Quarter
Single Family			Single Family			Single Family		
Occh	00.70/	F0.00/	Under \$1M	20.0%	31.3%	Over	0.0%	0.0%
Cash	66.7%	53.3%	\$1M-\$2M	30.0%	31.3%	At	0.0%	6.3%
Mortgage	33.3%	46.7%	Over \$2M	50.0%	37.5%	Under	100.0%	93.8%
	40.170	Over 221vi	50.0%	37.5%	Under	100.0%	93.6%	

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