

MLS Area: 2702 - Bernards Twp



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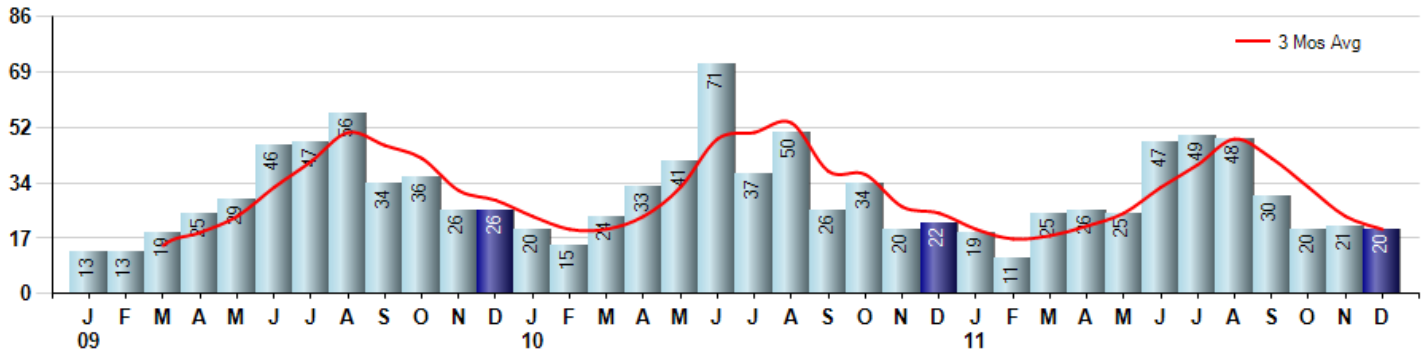
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$584,900	1%		0%				
Average List Price of all Current Listings	\$947,390	10%		10%				
December Median Sales Price	\$753,500	37%	28%	104%	32%	\$570,000	0%	0%
December Average Sales Price	\$804,775	56%	20%	23%	28%	\$642,410	2%	3%
Total Properties Currently for Sale (Inventory)	109	-28%		-12%				
December Number of Properties Sold	20	-5%		-9%			-13%	
December Average Days on Market (Solds)	94	24%	21%	7%	31%	73	1%	1%
December Month's Supply of Inventory	5.5	-25%	-24%	-3%	-19%	7.1	6%	6%
December Sale Price vs List Price Ratio	94.6%	-1.4%	-1%	-2%	-1.7%	95.9%	-0.4%	-0.4%

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

## Property Sales

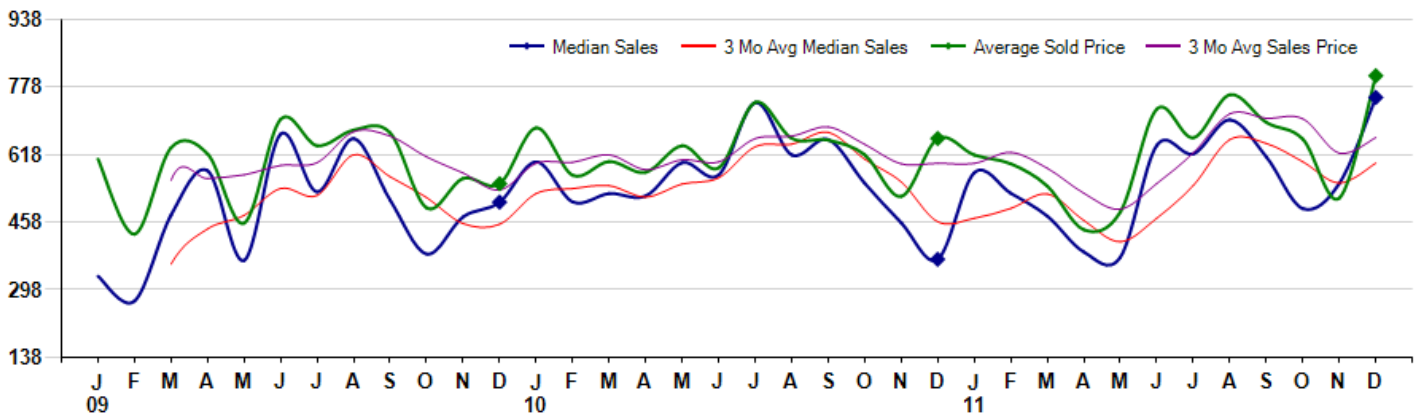
December Property sales were 20, down -9.1% from 22 in December of 2010 and -4.8% lower than the 21 sales last month. December 2011 sales were at their lowest level compared to December of 2010 and 2009. December YTD sales of 341 are running -13.2% behind last year's year-to-date sales of 393.



## Prices

The Median Sales Price in December was \$753,500, up 103.6% from \$370,000 in December of 2010 and up 37.0% from \$549,900 last month. The Average Sales Price in December was \$804,775, up 22.7% from \$656,091 in December of 2010 and up 56.2% from \$515,138 last month. December 2011 ASP was at highest level compared to December of 2010 and 2009.

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





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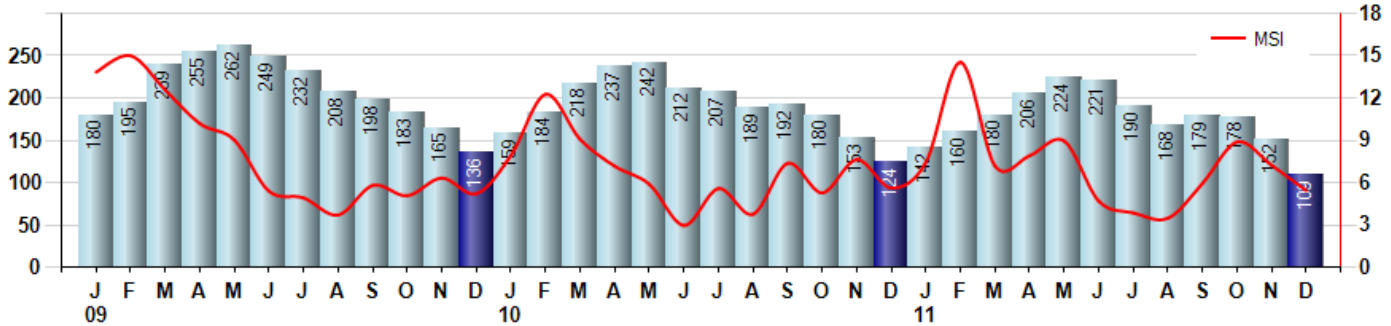
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### Inventory & MSI

The Total Inventory of Properties available for sale as of December was 109, down -28.3% from 152 last month and down -12.1% from 124 in December of last year. December 2011 Inventory was at the lowest level compared to December of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2011 MSI of 5.5 months was at a mid range compared with December of 2010 and 2009.

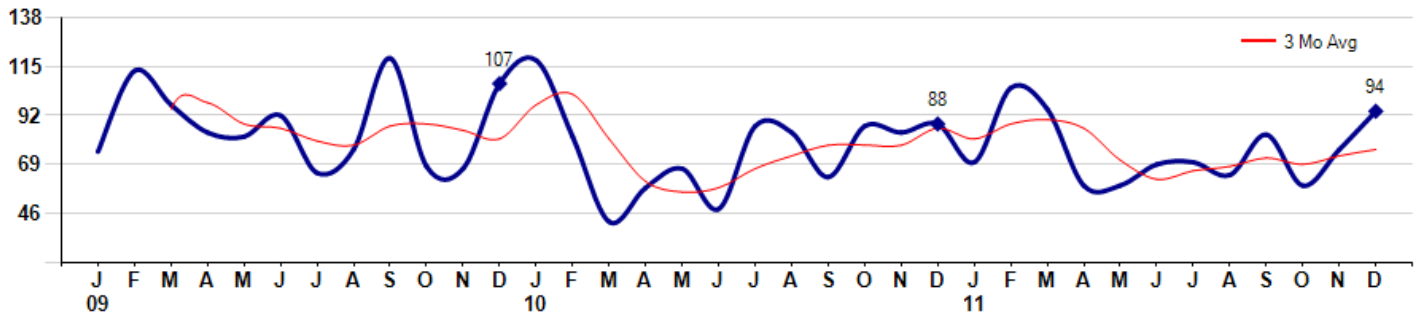
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 December was 94, up 23.7% from 76 days last month and up 6.8% from 88 days in December of last year. The December 2011 DOM was at a mid range compared with December of 2010 and 2009.

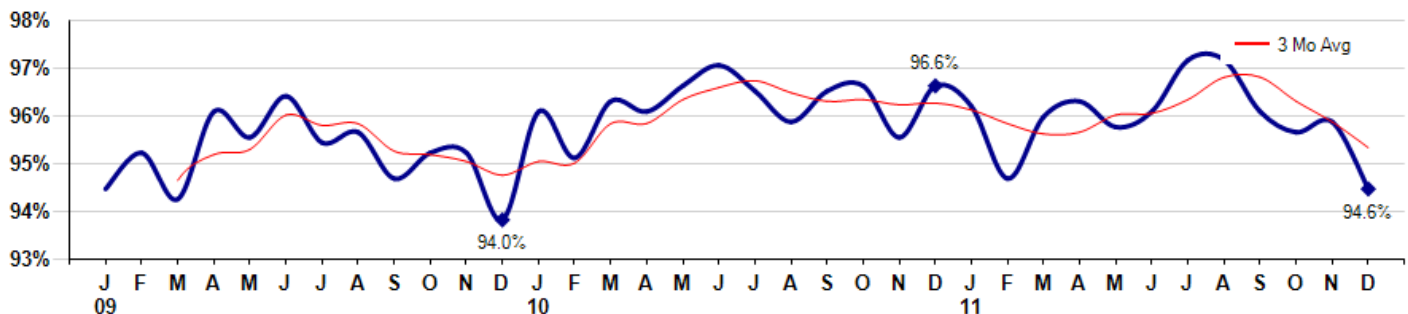
Average Days on Market (Listing to Contract) for properties sold during the month



### Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original 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 December 2011 Selling Price vs Original List Price of 94.6% was down from 95.9% last month and down from 96.6% in December of last year.

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



Based on information from Garden State MLS for the period 1/1/2009 through 12/31/2011. 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.



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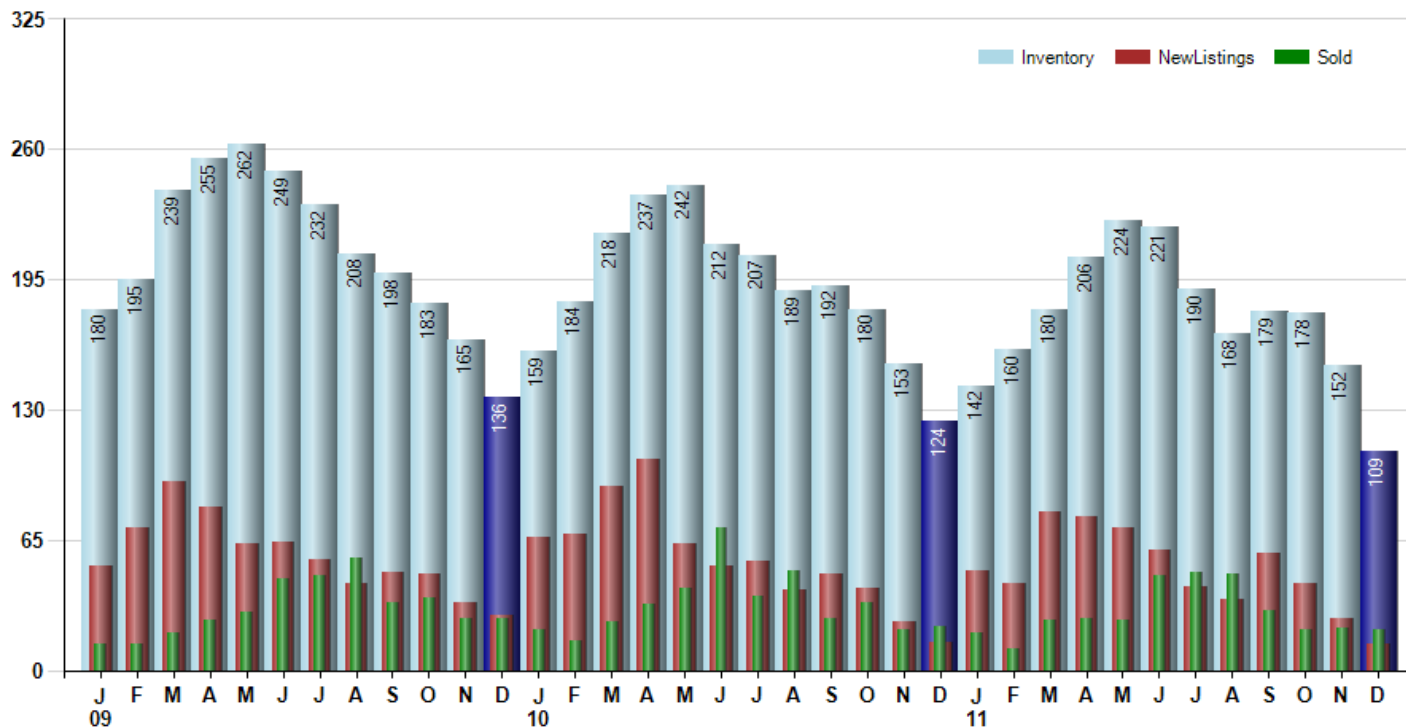
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## Inventory / New Listings / Sales

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 December 2011 was 13, down -50.0% from 26 last month and down -7.1% from 14 in December of last year.



# MARKET ACTION REPORT

December 2011

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	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	13	13	19	25	29	46	47	56	34	36	26	26	20	15	24	33	41	71	37	50	26	34	20	22	19	11	25	26	25	47	49	48	30	20	21	20
3 Mo. Roll Avg			15	19	24	33	41	50	46	42	32	29	24	20	20	24	33	48	50	53	38	37	27	25	20	17	18	21	25	33	40	48	42	33	24	20

	(000's) J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	330	271	475	580	367	667	530	656	511	383	471	506	601	506	526	520	599	570	741	618	654	550	457	370	575	527	472	388	375	640	620	701	613	490	550	754
3 Mo. Roll Avg			359	442	474	538	521	618	566	516	455	453	526	538	544	517	548	563	637	643	671	607	553	459	467	491	525	462	412	468	545	654	644	601	551	598

	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D
Inventory	180	195	239	255	262	249	232	208	198	183	165	136	159	184	218	237	242	212	207	189	192	180	153	124	142	160	180	206	224	221	190	168	179	178	152	109
MSI	14	15	13	10	9	5	5	4	6	5	6	5	8	12	9	7	6	3	6	4	7	5	8	6	7	15	7	8	9	5	4	4	6	9	7	5

	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D
Days On Market	75	113	97	84	82	92	65	76	119	68	67	107	118	82	42	58	67	48	87	84	63	87	84	88	70	105	95	59	59	69	70	64	83	59	76	94
3 Mo. Roll Avg			95	98	88	86	80	78	87	88	85	81	97	102	81	61	56	58	67	73	78	78	78	86	81	88	90	86	71	62	66	68	72	69	73	76

	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	220	220	274	288	241	251	255	244	288	256	233	0	241	242	221	235	256	255	257	264	247	242	240	247	223	250	227	226	231	276	234	210	217	277	216	224
3 Mo. Roll Avg			238	261	268	260	249	250	262	263	259	163	158	161	235	233	237	249	256	259	256	251	243	243	237	240	233	234	228	244	247	240	220	235	237	239

	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	0.946	0.953	0.944	0.961	0.956	0.964	0.955	0.957	0.948	0.953	0.953	0.940	0.961	0.952	0.963	0.961	0.966	0.970	0.965	0.959	0.965	0.966	0.956	0.966	0.962	0.948	0.960	0.963	0.958	0.961	0.971	0.971	0.961	0.957	0.959	0.946
3 Mo. Roll Avg			0.948	0.953	0.954	0.960	0.958	0.959	0.953	0.953	0.951	0.949	0.951	0.951	0.959	0.959	0.963	0.966	0.967	0.965	0.963	0.963	0.962	0.963	0.961	0.959	0.957	0.957	0.960	0.961	0.963	0.968	0.968	0.963	0.959	0.954

	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D
New Listings	52	71	94	81	63	64	55	43	49	48	34	27	66	68	92	105	63	52	54	40	48	41	24	14	50	43	79	77	71	60	42	35	58	43	26	13
Inventory	180	195	239	255	262	249	232	208	198	183	165	136	159	184	218	237	242	212	207	189	192	180	153	124	142	160	180	206	224	221	190	168	179	178	152	109
Sales	13	13	19	25	29	46	47	56	34	36	26	26	20	15	24	33	41	71	37	50	26	34	20	22	19	11	25	26	25	47	49	48	30	20	21	20

	(000's) J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	608	430	634	620	456	701	639	676	670	492	562	549	681	569	602	576	639	587	742	657	652	617	519	656	617	596	543	440	482	726	658	760	694	655	515	805
3 Mo. Roll Avg			557	561	570	592	599	672	662	613	574	534	597	600	617	582	606	601	656	662	684	642	596	598	597	623	586	527	489	549	622	715	704	703	621	658

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