

MLS Area: 2703 - Bernardsville Boro



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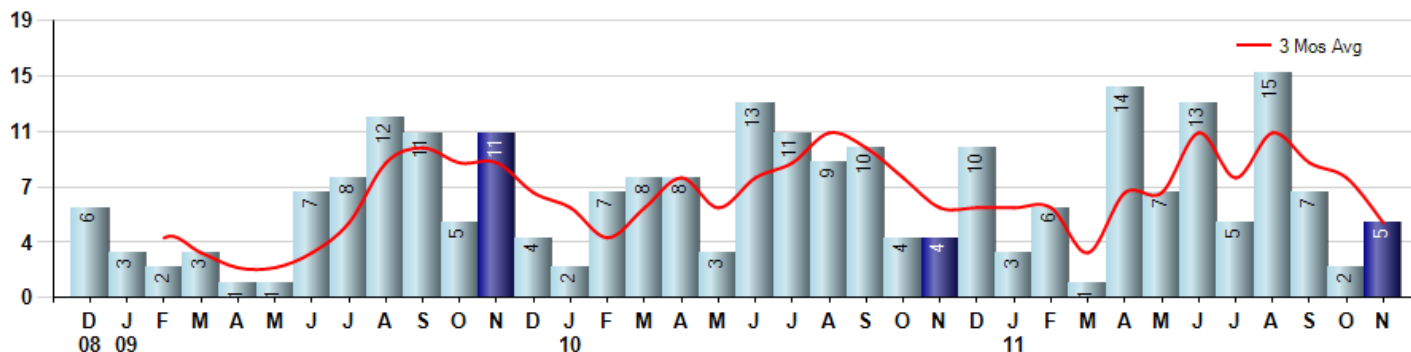
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,492,000	9%		54%				
Average List Price of all Current Listings	\$2,263,636	10%		35%				
November Median Sales Price	\$470,000	-19%	-36%	-40%	-33%	\$708,750	1%	1%
November Average Sales Price	\$563,800	-3%	-30%	-44%	-44%	\$894,848	-14%	-11%
Total Properties Currently for Sale (Inventory)	86	-11%		-6%				
November Number of Properties Sold	5	150%		25%			-1%	
November Average Days on Market (Solds)	105	50%	1%	9%	-6%	104	-7%	-7%
November Month's Supply of Inventory	17.2	-65%	-36%	-24%	-1%	23.7	30%	36%
November Sale Price vs List Price Ratio	93.6%	-3.5%	0%	-4%	2.8%	92.7%	2.2%	1.8%

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

Property Sales

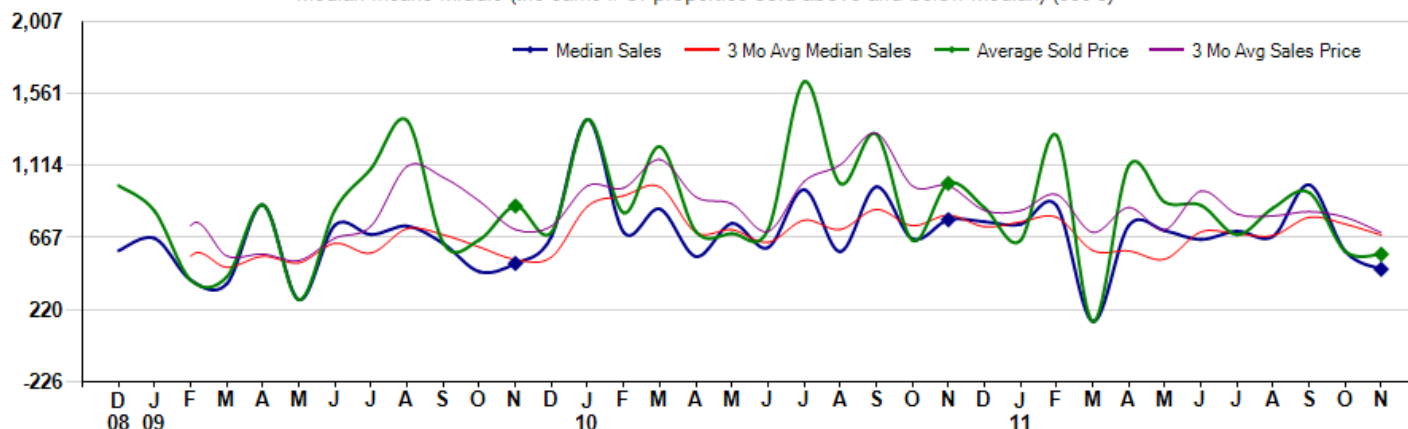
November Property sales were 5, up 25.0% from 4 in November of 2010 and 150.0% higher than the 2 sales last month. November 2011 sales were at a mid level compared to November of 2010 and 2009. November YTD sales of 78 are running -1.3% behind last year's year-to-date sales of 79.



Prices

The Median Sales Price in November was \$470,000, down -39.6% from \$778,000 in November of 2010 and down -19.2% from \$581,750 last month. The Average Sales Price in November was \$563,800, down -43.8% from \$1,004,000 in November of 2010 and down -3.1% from \$581,750 last month. November 2011 ASP was at the lowest level compared to November of 2010 and 2009.

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



Based on information from Garden State MLS for the period 12/1/2008 through 11/30/2011. 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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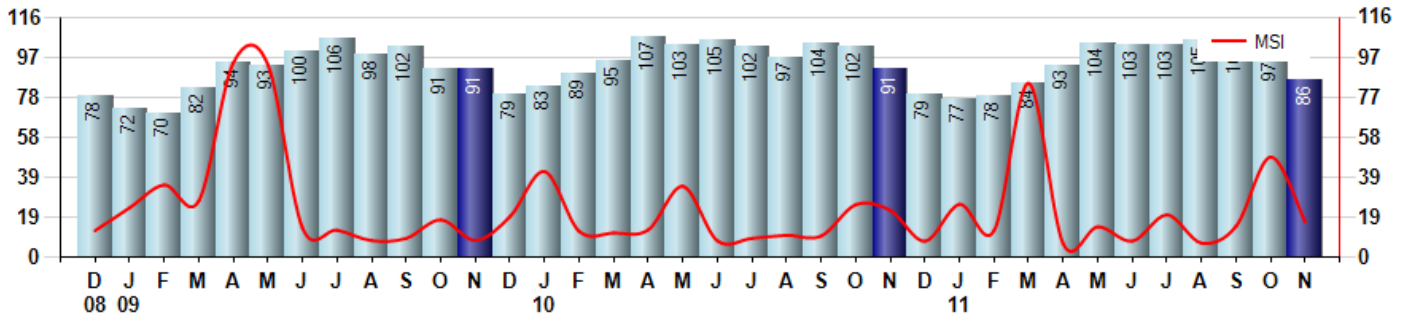
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Inventory & MSI

The Total Inventory of Properties available for sale as of November was 86, down -11.3% from 97 last month and down -5.5% from 91 in November of last year. November 2011 Inventory was at the lowest level compared to November of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2011 MSI of 17.2 months was at a mid range compared with November of 2010 and 2009.

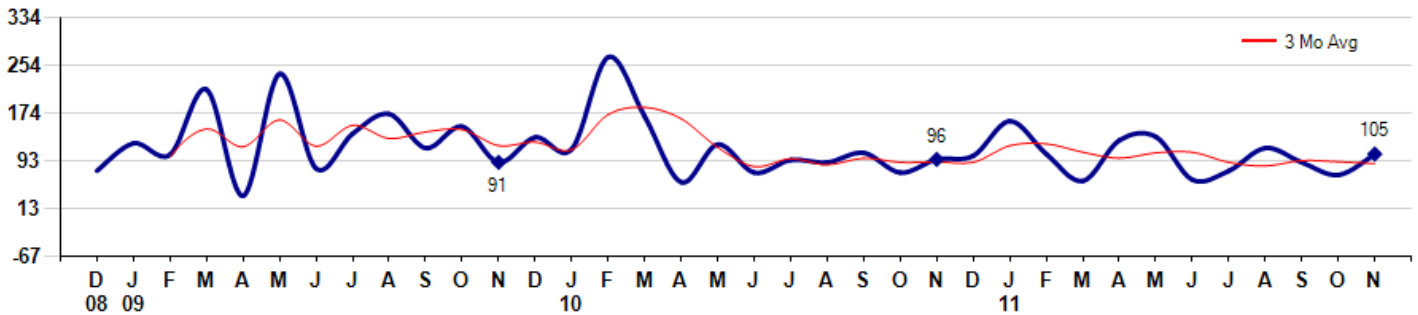
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 November was 105, up 50.0% from 70 days last month and up 9.4% from 96 days in November of last year. The November 2011 DOM was at its highest level compared with November of 2010 and 2009.

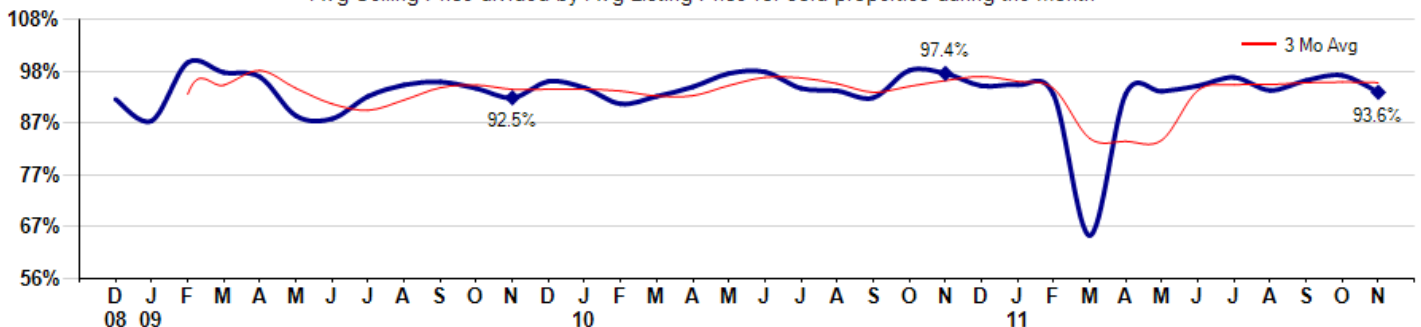
Average Days on Market (Listing to Contract) for properties sold during the month



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 November 2011 Selling Price vs Original List Price of 93.6% was down from 97.0% last month and down from 97.4% in November of last year.

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



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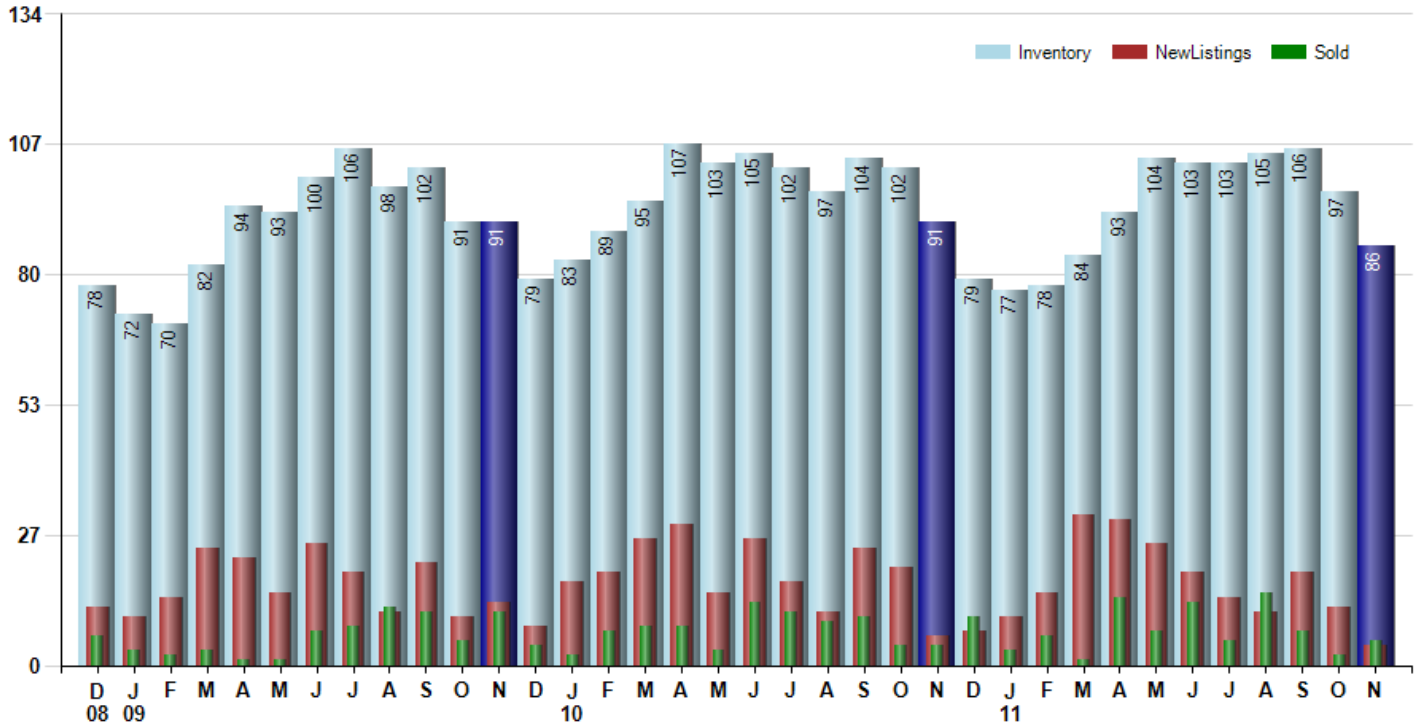
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Inventory / New Listings / Sales

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 November 2011 was 4, down -66.7% from 12 last month and down -33.3% from 6 in November of last year.



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MARKET ACTION REPORT

November 2011

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	D 08	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
Homes Sold	6	3	2	3	1	1	7	8	12	11	5	11	4	2	7	8	8	3	13	11	9	10	4	4	10	3	6	1	14	7	13	5	15	7	2	5
3 Mo. Roll Avg			4	3	2	2	3	5	9	10	9	9	7	6	4	6	8	6	8	9	11	10	8	6	6	6	6	3	7	7	11	8	11	9	8	5

(000's)	D 08	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
Median Sale Price	586	663	403	380	870	280	745	686	739	630	455	506	676	1,403	700	845	550	755	605	965	580	983	660	778	766	750	865	146	742	710	655	708	675	995	582	470
3 Mo. Roll Avg			550	482	551	510	632	570	723	685	608	530	546	862	926	982	698	716	637	775	717	843	741	807	734	765	794	587	584	533	702	691	679	793	751	682

	D 08	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
Inventory	78	72	70	82	94	93	100	106	98	102	91	91	79	83	89	95	107	103	105	102	97	104	102	91	79	77	78	84	93	104	103	103	105	106	97	86
MSI	13	24	35	27	94	93	14	13	8	9	18	8	20	42	13	12	13	34	8	9	11	10	26	23	8	26	13	84	7	15	8	21	7	15	49	17

	D 08	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
Days On Market	77	123	104	213	35	239	81	139	172	115	151	91	133	113	267	168	58	121	74	95	91	107	74	96	102	160	105	60	128	134	62	77	115	91	70	105
3 Mo. Roll Avg			101	147	117	162	118	153	131	142	146	119	125	112	171	183	164	116	84	97	87	98	91	92	91	119	122	108	98	107	108	91	85	94	92	89

	D 08	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
Price per Sq Ft	0	356	221	0	0	0	289	252	0	235	339	0	0	283	0	0	0	302	562	0	201	0	0	0	0	275	81	259	0	0	0	0	284	0	0	
3 Mo. Roll Avg			192	192	74	0	96	180	180	162	191	191	113	94	94	94	0	101	288	288	254	67	67	0	0	92	119	205	113	86	0	0	95	95	95	

	D 08	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
Sale to List Price	0.922	0.879	0.996	0.976	0.967	0.889	0.883	0.928	0.951	0.957	0.944	0.925	0.958	0.945	0.913	0.928	0.947	0.974	0.977	0.944	0.939	0.925	0.980	0.974	0.949	0.951	0.931	0.649	0.933	0.938	0.949	0.966	0.940	0.960	0.970	0.936
3 Mo. Roll Avg			0.932	0.950	0.980	0.944	0.913	0.900	0.921	0.945	0.951	0.942	0.943	0.939	0.929	0.929	0.950	0.966	0.965	0.953	0.936	0.948	0.960	0.968	0.958	0.944	0.844	0.838	0.840	0.940	0.951	0.952	0.955	0.957	0.955	

	D 08	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
New Listings	12	10	14	24	22	15	25	19	11	21	10	13	8	17	19	26	29	15	26	17	11	24	20	6	7	10	15	31	30	25	19	14	11	19	12	4
Inventory	78	72	70	82	94	93	100	106	98	102	91	91	79	83	89	95	107	103	105	102	97	104	102	91	79	77	78	84	93	104	103	103	105	106	97	86
Sales	6	3	2	3	1	1	7	8	12	11	5	11	4	2	7	8	8	3	13	11	9	10	4	4	10	3	6	1	14	7	13	5	15	7	2	5

(000's)	D 08	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
Avg Sale Price	990	831	403	423	870	280	839	1,097	1,394	633	653	863	701	1,403	820	1,233	705	692	717	1,635	1,003	1,311	651	1,004	853	650	1,302	146	1,113	887	868	685	851	947	582	564
3 Mo. Roll Avg			741	552	565	524	663	739	1,110	1,041	893	716	739	989	974	1,152	919	877	705	1,015	1,118	1,316	988	989	836	835	935	699	854	715	956	813	802	828	793	698

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