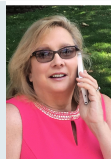




# MLS Area: 2702 - Bernards Twp.



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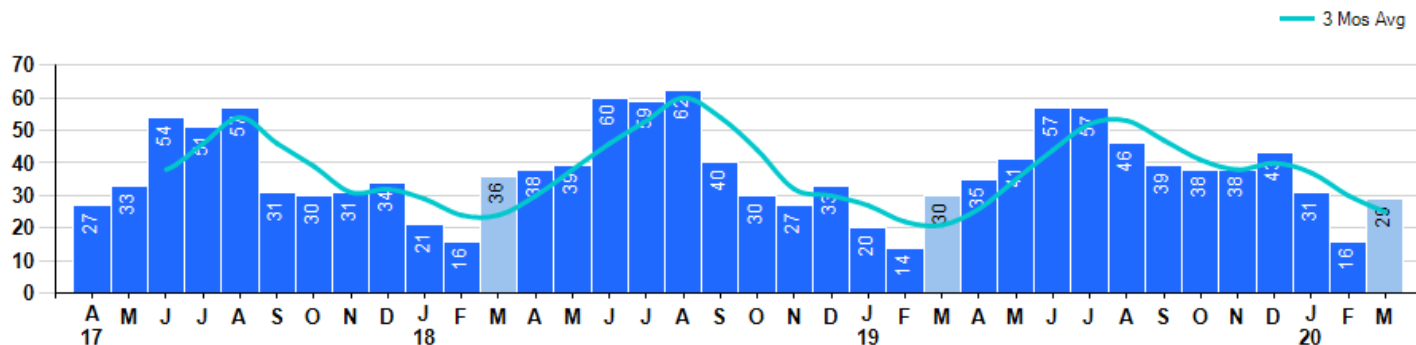
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$662,000	-5%		-15%				
Average List Price of all Current Listings	\$747,241	-6%		-14%				
March Median Sales Price	\$600,000	-9%	2%	17%	3%	\$590,000	17%	2%
March Average Sales Price	\$575,349	-6%	-7%	6%	-8%	\$618,190	13%	-1%
Total Properties Currently for Sale (Inventory)	108	-12%		-39%				
March Number of Properties Sold	29	81%		-3%		76	19%	
March Average Days on Market (Solds)	86	8%	13%	37%	37%	84	20%	33%
March Month's Supply of Inventory	3.7	-51%	-23%	-37%	-26%	4.8	-35%	-4%
March Sale Price vs List Price Ratio	94.5%	-0.9%	0%	0%	-0.4%	94.0%	0.5%	-0.9%

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

## Property Sales

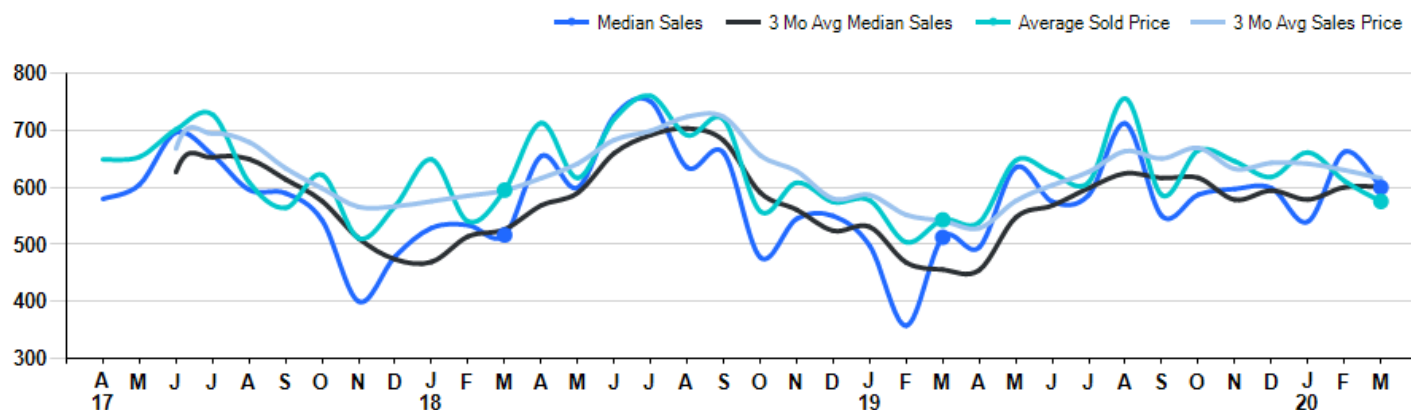
March Property sales were 29, down -3.3% from 30 in March of 2019 and 81.3% higher than the 16 sales last month. March 2020 sales were at their lowest level compared to March of 2019 and 2018. March YTD sales of 76 are running 18.8% ahead of last year's year-to-date sales of 64.



## Prices

The Median Sales Price in March was \$600,000, up 17.1% from \$512,500 in March of 2019 and down -9.4% from \$662,500 last month. The Average Sales Price in March was \$575,349, up 5.9% from \$543,168 in March of 2019 and down -5.9% from \$611,647 last month. March 2020 ASP was at a mid range compared to March of 2019 and 2018.

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





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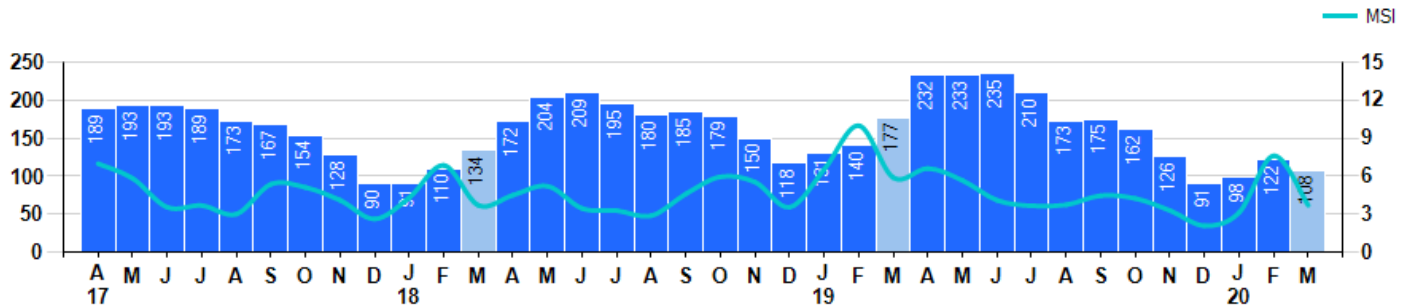
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 108, down -11.5% from 122 last month and down -39.0% from 177 in March of last year. March 2020 Inventory was at the lowest level compared to March of 2019 and 2018.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2020 MSI of 3.7 months was at a mid range compared with March of 2019 and 2018.

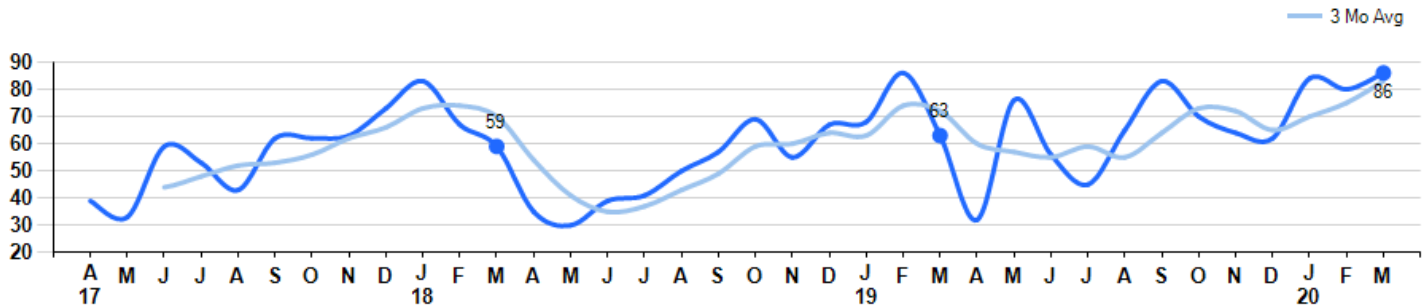
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 March was 86, up 7.5% from 80 days last month and up 36.5% from 63 days in March of last year. The March 2020 DOM was at its highest level compared with March of 2019 and 2018.

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





# MLS Area: 2702 - Bernards Twp.



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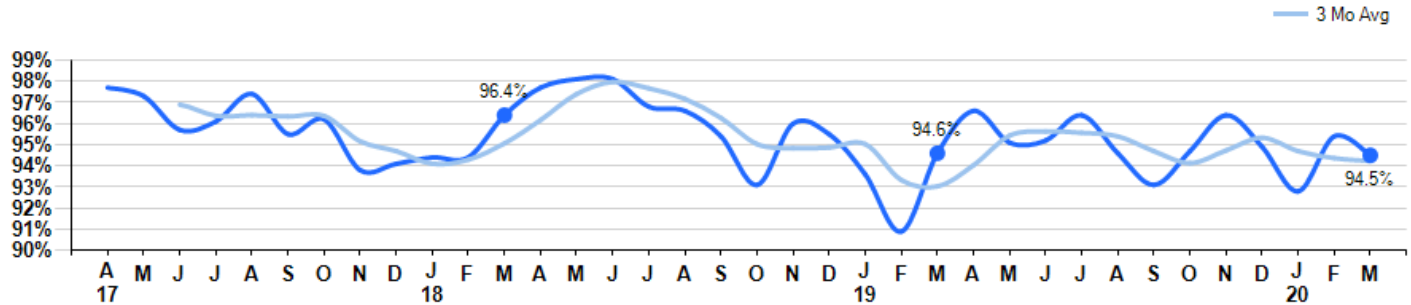
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Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

### 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 March 2020 Selling Price vs List Price of 94.5% was down from 95.4% last month and down from 94.6% in March of last year.

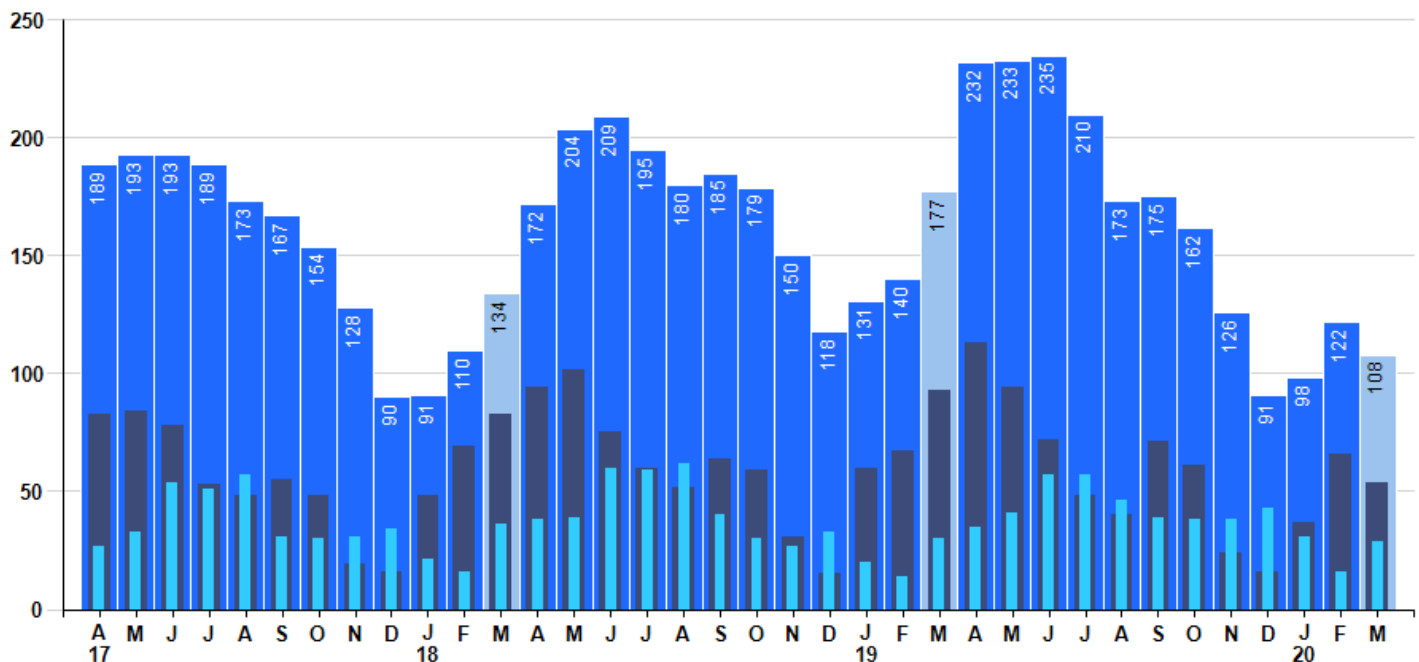
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### Inventory / New Listings / Sales

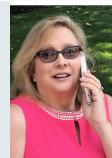
This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2020 was 54, down -18.2% from 66 last month and down -41.9% from 93 in March of last year.

Inventory New Listings Sold





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	A 17	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O	N	D	J 20	F	M
Homes Sold	27	33	54	51	57	31	30	31	34	21	16	36	38	39	60	59	62	40	30	27	33	20	14	30	35	41	57	57	46	39	38	38	43	31	16	29
3 Mo. Roll Avg			38	46	54	46	39	31	32	29	24	24	30	38	46	53	60	54	44	32	30	27	22	21	26	35	44	52	53	47	41	38	40	37	30	25

(000's)	A 17	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O	N	D	J 20	F	M
MedianSalePrice	580	605	697	657	596	590	543	400	479	529	534	517	655	600	725	751	635	661	478	545	550	498	358	513	495	635	575	587	713	550	588	598	599	540	663	600
3 Mo. Roll Avg			627	653	650	614	576	511	474	469	514	527	569	590	660	692	704	682	591	561	524	531	468	456	455	548	568	599	625	617	617	578	595	579	601	601

	A 17	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O	N	D	J 20	F	M
Inventory	189	193	193	189	173	167	154	128	90	91	110	134	172	204	209	195	180	185	179	150	118	131	140	177	232	233	235	210	173	175	162	126	91	98	122	108
MSI	7	6	4	4	3	5	5	4	3	4	7	4	5	5	3	3	3	5	6	6	4	7	10	6	7	6	4	4	4	4	4	3	2	3	8	4

	A 17	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O	N	D	J 20	F	M
Days On Market	39	33	59	53	43	62	62	63	73	83	67	59	35	30	39	41	50	57	69	55	67	68	86	63	32	76	56	45	65	83	70	64	62	84	80	86
3 Mo. Roll Avg			44	48	52	53	56	62	66	73	74	70	54	41	35	37	43	49	59	60	64	63	74	72	60	57	55	59	55	64	73	72	65	70	75	83

	A 17	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O	N	D	J 20	F	M
Price per Sq Ft	255	262	272	295	281	251	247	236	257	237	257	270	249	296	292	275	245	252	275	292	274	261	247	246	247	235	250	267	248	260	249	258	244	235	248	237
3 Mo. Roll Avg			263	276	283	276	260	245	247	243	250	255	259	272	279	288	271	257	257	273	280	276	261	251	247	243	244	251	255	258	252	256	250	246	242	240

	A 17	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O	N	D	J 20	F	M
Sale to List Price	0.977	0.973	0.957	0.961	0.974	0.955	0.962	0.938	0.941	0.944	0.944	0.964	0.977	0.981	0.981	0.968	0.966	0.954	0.931	0.960	0.955	0.936	0.909	0.946	0.966	0.951	0.952	0.964	0.946	0.931	0.947	0.964	0.949	0.928	0.954	0.945
3 Mo. Roll Avg			0.969	0.964	0.964	0.963	0.964	0.952	0.947	0.941	0.943	0.951	0.962	0.974	0.980	0.977	0.972	0.963	0.950	0.948	0.949	0.950	0.933	0.930	0.940	0.954	0.956	0.956	0.954	0.947	0.941	0.947	0.953	0.947	0.944	0.942

	A 17	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O	N	D	J 20	F	M
New Listings	83	84	78	53	48	55	48	19	16	48	69	83	94	102	75	60	52	64	59	31	15	60	67	93	113	94	72	48	40	71	61	24	16	37	66	54
Inventory	189	193	193	189	173	167	154	128	90	91	110	134	172	204	209	195	180	185	179	150	118	131	140	177	232	233	235	210	173	175	162	126	91	98	122	108
Sales	27	33	54	51	57	31	30	31	34	21	16	36	38	39	60	59	62	40	30	27	33	20	14	30	35	41	57	57	46	39	38	38	43	31	16	29

(000's)	A 17	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O	N	D	J 20	F	M
Avg Sale Price	649	654	702	728	609	564	622	511	567	649	540	595	713	617	720	761	692	719	558	609	574	577	504	543	539	648	626	609	756	587	665	646	618	662	612	575
3 Mo. Roll Avg			668	694	680	634	599	566	567	576	586	595	616	642	683	699	724	724	656	629	580	587	552	541	529	577	604	627	664	651	669	632	643	642	631	616