

MARKET ACTION REPORT

April 2018

MLS Area: 2701 - Bedminster Twp.



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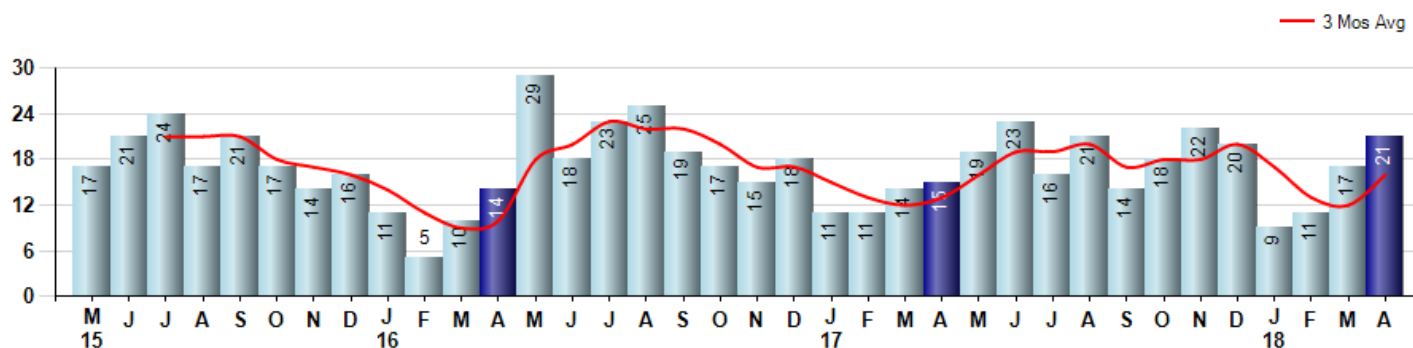
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$499,900	-23%		-28%				
Average List Price of all Current Listings	\$1,311,420	-11%		-12%				
April Median Sales Price	\$385,000	19%	18%	20%	10%	\$326,500	-5%	-6%
April Average Sales Price	\$461,248	29%	16%	21%	6%	\$398,364	-1%	-9%
Total Properties Currently for Sale (Inventory)	59	16%		-3%				
April Number of Properties Sold	21	24%		40%			14%	
April Average Days on Market (Solds)	54	32%	-4%	4%	-5%	56	-20%	-2%
April Month's Supply of Inventory	2.8	-6%	-22%	-31%	-30%	4.3	-5%	8%
April Sale Price vs List Price Ratio	96.0%	-2.5%	0%	-1%	-0.3%	96.0%	1.1%	-0.3%

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

Property Sales

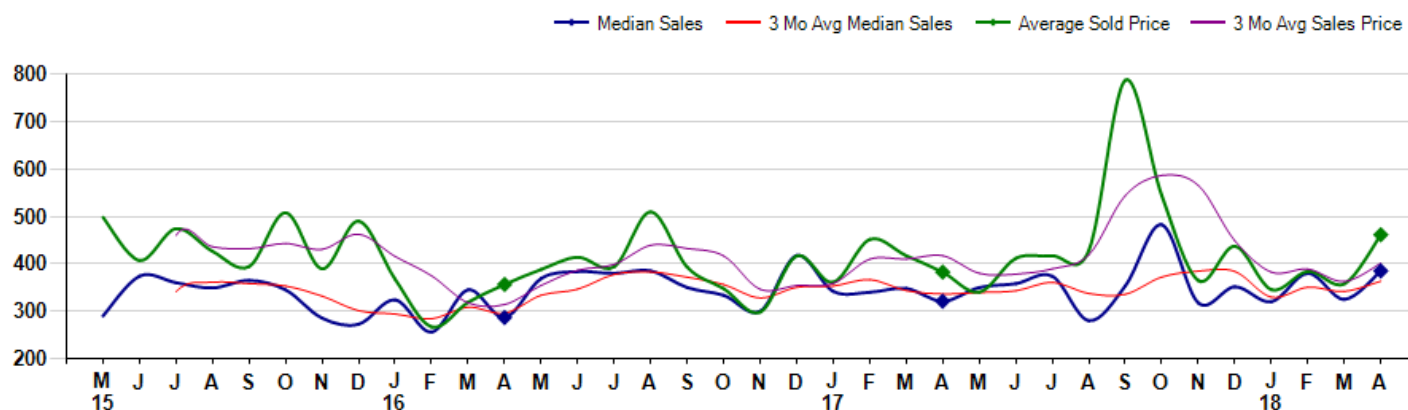
April Property sales were 21, up 40.0% from 15 in April of 2017 and 23.5% higher than the 17 sales last month. April 2018 sales were at their highest level compared to April of 2017 and 2016. April YTD sales of 58 are running 13.7% ahead of last year's year-to-date sales of 51.



Prices

The Median Sales Price in April was \$385,000, up 19.9% from \$321,000 in April of 2017 and up 18.5% from \$325,000 last month. The Average Sales Price in April was \$461,248, up 20.6% from \$382,469 in April of 2017 and up 28.9% from \$357,912 last month. April 2018 ASP was at highest level compared to April of 2017 and 2016.

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



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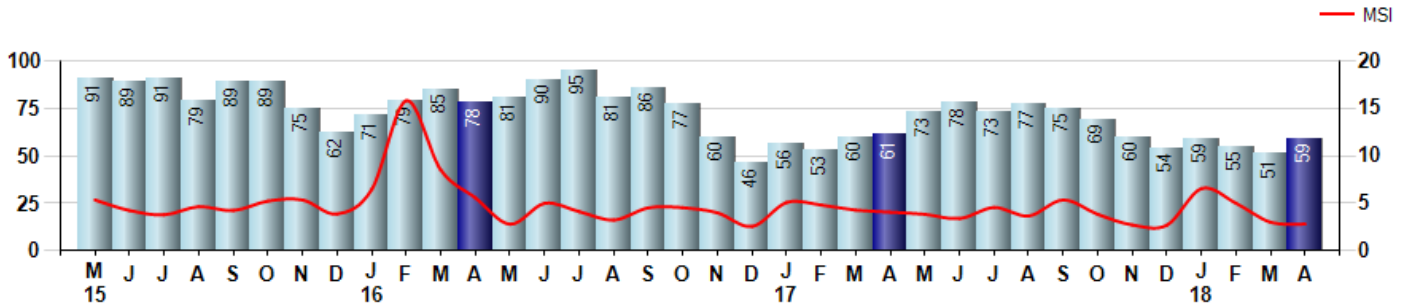
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Inventory & MSI

The Total Inventory of Properties available for sale as of April was 59, up 15.7% from 51 last month and down -3.3% from 61 in April of last year. April 2018 Inventory was at the lowest level compared to April of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2018 MSI of 2.8 months was at its lowest level compared with April of 2017 and 2016.

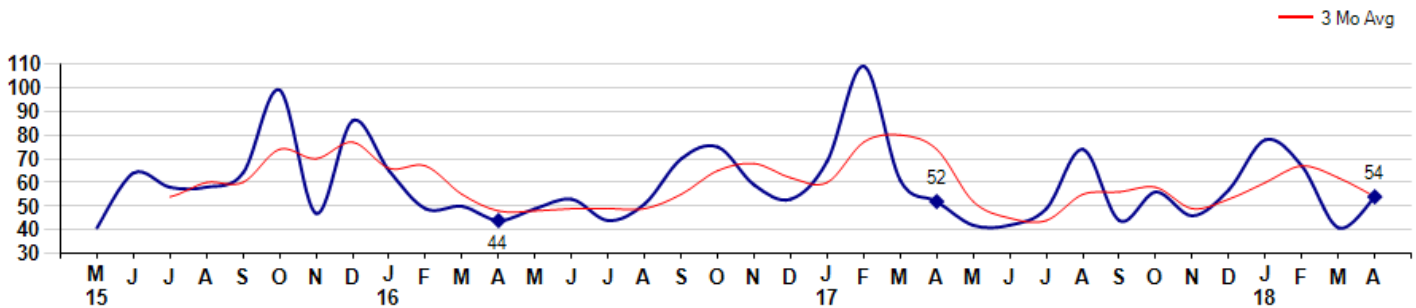
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 April was 54, up 31.7% from 41 days last month and up 3.8% from 52 days in April of last year. The April 2018 DOM was at its highest level compared with April of 2017 and 2016.

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



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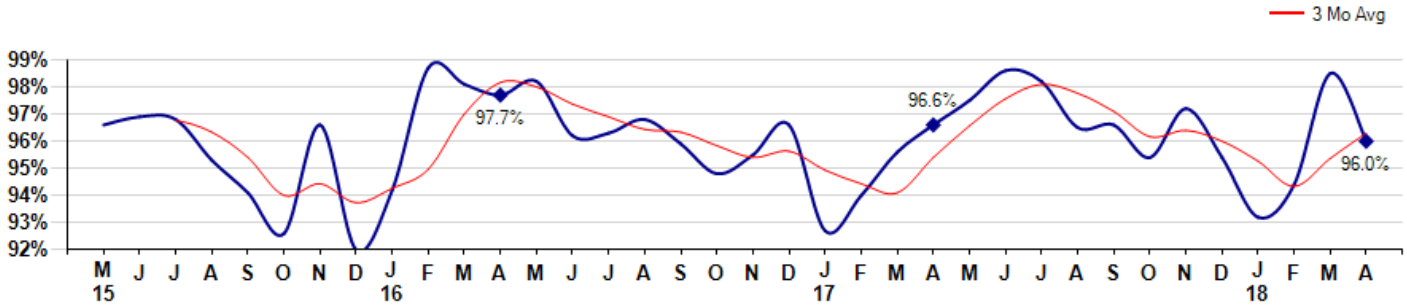


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Selling Price vs Listing Price

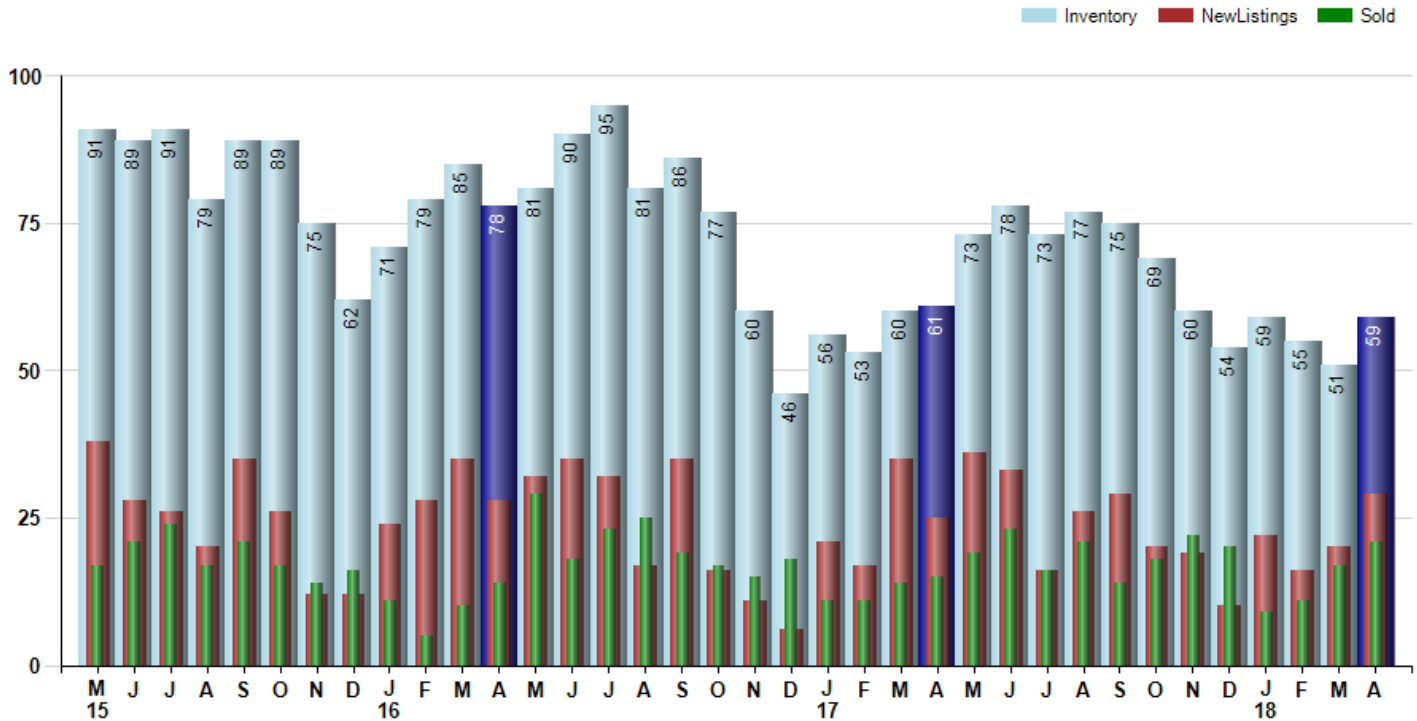
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The April 2018 Selling Price vs List Price of 96.0% was down from 98.5% last month and down from 96.6% in April 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 April 2018 was 29, up 45.0% from 20 last month and up 16.0% from 25 in April of last year.



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	M 15	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A
Homes Sold	17	21	24	17	21	17	14	16	11	5	10	14	29	18	23	25	19	17	15	18	11	11	14	15	19	23	16	21	14	18	22	20	9	11	17	21
3 Mo. Roll Avg			21	21	21	18	17	16	14	11	9	10	18	20	23	22	22	20	17	17	15	13	12	13	16	19	19	20	17	18	18	20	17	13	12	16

	(000's) M 15	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A
Median Sale Price	290	374	360	349	365	345	286	273	324	256	345	287	369	384	380	385	350	334	300	418	342	340	348	321	350	358	374	280	354	482	318	352	320	380	325	385
3 Mo. Roll Avg			341	361	358	353	332	301	294	284	308	296	334	346	378	383	372	356	328	350	353	367	343	336	340	343	361	337	336	372	384	384	330	351	342	363

	M 15	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A
Inventory	91	89	91	79	89	89	75	62	71	79	85	78	81	90	95	81	86	77	60	46	56	53	60	61	73	78	73	77	75	69	60	54	59	55	51	59
MSI	5	4	4	5	4	5	5	4	6	16	9	6	3	5	4	3	5	5	4	3	5	5	4	4	4	3	5	4	5	4	3	3	7	5	3	3

	M 15	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A
Days On Market	41	64	58	58	64	99	47	86	65	49	50	44	49	53	44	51	70	75	59	53	69	109	61	52	42	42	49	74	44	56	46	57	78	67	41	54
3 Mo. Roll Avg			54	60	60	74	70	77	66	67	55	48	48	49	49	49	55	65	68	62	60	77	80	74	52	45	44	55	56	58	49	53	60	67	62	54

	M 15	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A
Price per Sq Ft	0	274	323	296	253	244	263	216	0	0	269	277	290	232	250	253	278	318	270	255	160	251	208	227	268	281	257	255	238	257	213	234	300	179	302	242
3 Mo. Roll Avg			199	298	291	264	253	241	160	72	90	182	279	266	257	245	260	283	289	281	228	222	206	229	234	259	269	264	250	250	236	235	249	238	260	241

	M 15	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A
Sale to List Price	0.966	0.969	0.968	0.953	0.941	0.926	0.966	0.920	0.942	0.987	0.981	0.977	0.982	0.962	0.963	0.968	0.959	0.948	0.955	0.966	0.927	0.940	0.956	0.966	0.975	0.986	0.982	0.965	0.966	0.954	0.972	0.954	0.932	0.944	0.985	0.960
3 Mo. Roll Avg			0.968	0.963	0.954	0.940	0.944	0.937	0.943	0.950	0.970	0.982	0.980	0.974	0.969	0.964	0.963	0.958	0.954	0.956	0.949	0.944	0.941	0.954	0.966	0.976	0.981	0.978	0.971	0.962	0.964	0.960	0.953	0.943	0.954	0.963

	M 15	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A
New Listings	38	28	26	20	35	26	12	12	24	28	35	28	32	35	32	17	35	16	11	6	21	17	35	25	36	33	16	26	29	20	19	10	22	16	20	29
Inventory	91	89	91	79	89	89	75	62	71	79	85	78	81	90	95	81	86	77	60	46	56	53	60	61	73	78	73	77	75	69	60	54	59	55	51	59
Sales	17	21	24	17	21	17	14	16	11	5	10	14	29	18	23	25	19	17	15	18	11	11	14	15	19	23	16	21	14	18	22	20	9	11	17	21

	(000's) M 15	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A
Avg Sale Price	498	407	474	426	394	508	389	490	368	267	319	356	388	414	394	510	393	348	298	416	361	451	417	382	340	411	417	428	787	544	365	437	345	384	358	461
3 Mo. Roll Avg			460	436	432	443	430	462	416	375	318	314	354	386	399	439	432	417	346	354	359	410	410	417	380	378	389	419	544	587	565	449	382	389	362	401

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