

MLS Area: 2701 - Bedminster Twp.



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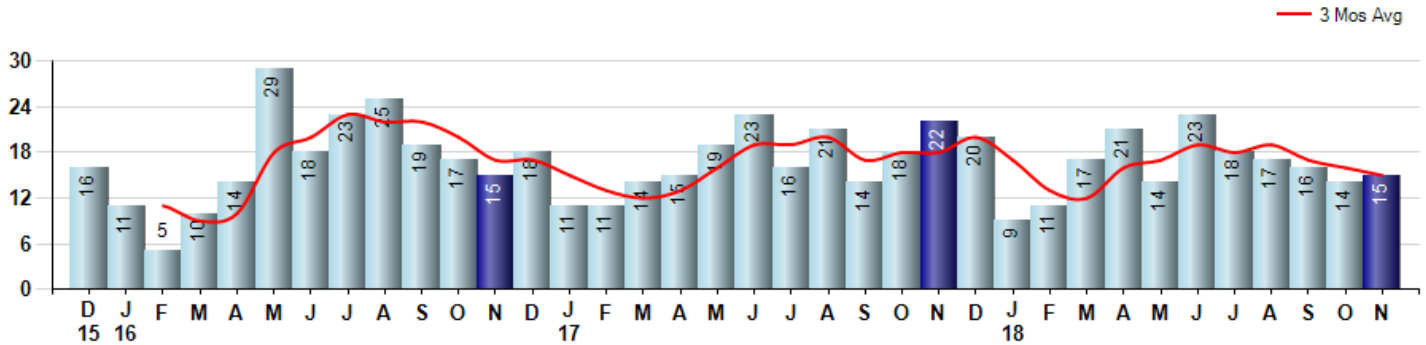
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$452,450	5%		-38%				
Average List Price of all Current Listings	\$1,094,170	0%		-18%				
November Median Sales Price	\$330,000	-37%	-11%	4%	-5%	\$340,000	-3%	-3%
November Average Sales Price	\$444,043	-37%	-12%	22%	2%	\$431,270	-2%	-1%
Total Properties Currently for Sale (Inventory)	70	0%		17%				
November Number of Properties Sold	15	7%		-32%			-5%	
November Average Days on Market (Solds)	57	30%	12%	24%	0%	50	-11%	-12%
November Month's Supply of Inventory	4.7	-7%	-1%	71%	16%	4.2	1%	4%
November Sale Price vs List Price Ratio	94.7%	-3.7%	-1%	-3%	-1.7%	96.4%	-0.1%	0.1%

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

## Property Sales

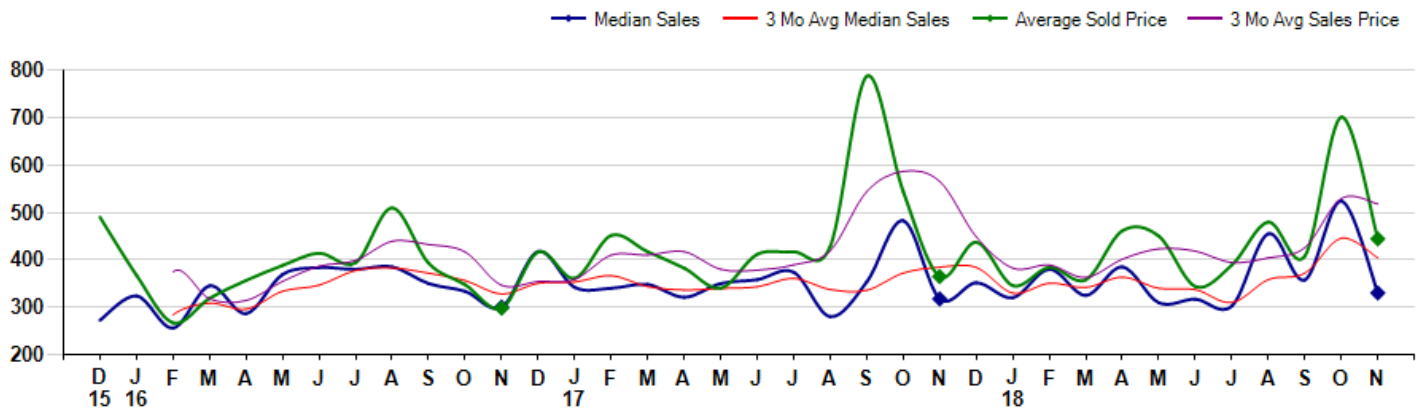
November Property sales were 15, down -31.8% from 22 in November of 2017 and 7.1% higher than the 14 sales last month. November 2018 sales were at their lowest level compared to November of 2017 and 2016. November YTD sales of 175 are running -4.9% behind last year's year-to-date sales of 184.



## Prices

The Median Sales Price in November was \$330,000, up 3.9% from \$317,500 in November of 2017 and down -37.0% from \$524,000 last month. The Average Sales Price in November was \$444,043, up 21.8% from \$364,694 in November of 2017 and down -36.7% from \$700,957 last month. November 2018 ASP was at highest level compared to November of 2017 and 2016.

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



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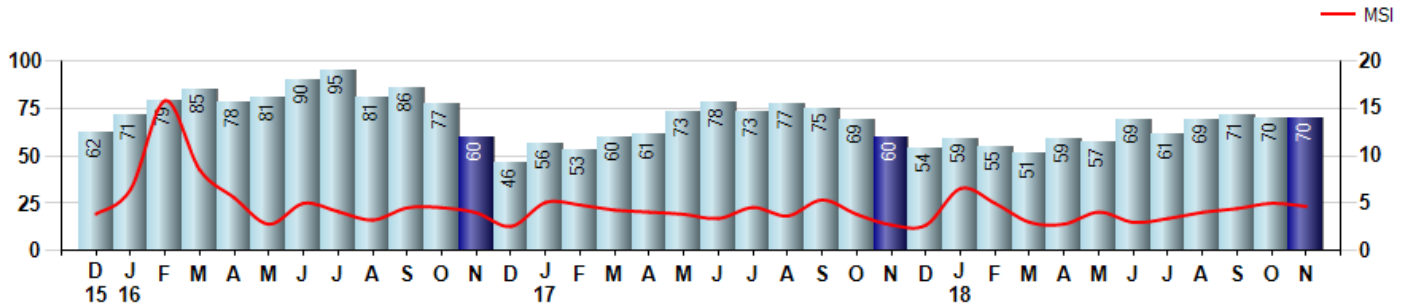
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## Inventory & MSI

The Total Inventory of Properties available for sale as of November was 70, equal to 70 last month and up 16.7% from 60 in November of last year. November 2018 Inventory was at highest level compared to November of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2018 MSI of 4.7 months was at its highest level compared with November of 2017 and 2016.

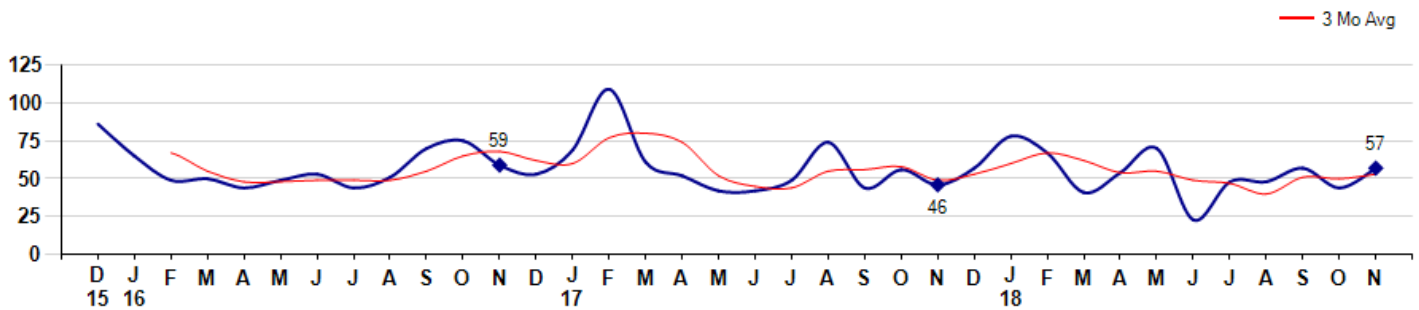
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



## 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 November was 57, up 29.5% from 44 days last month and up 23.9% from 46 days in November of last year. The November 2018 DOM was at a mid range compared with November of 2017 and 2016.

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



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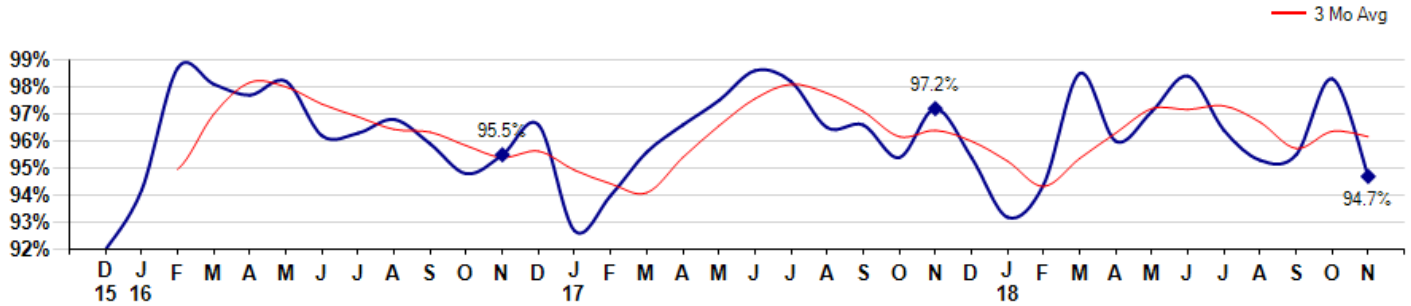


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## Selling Price vs Listing Price

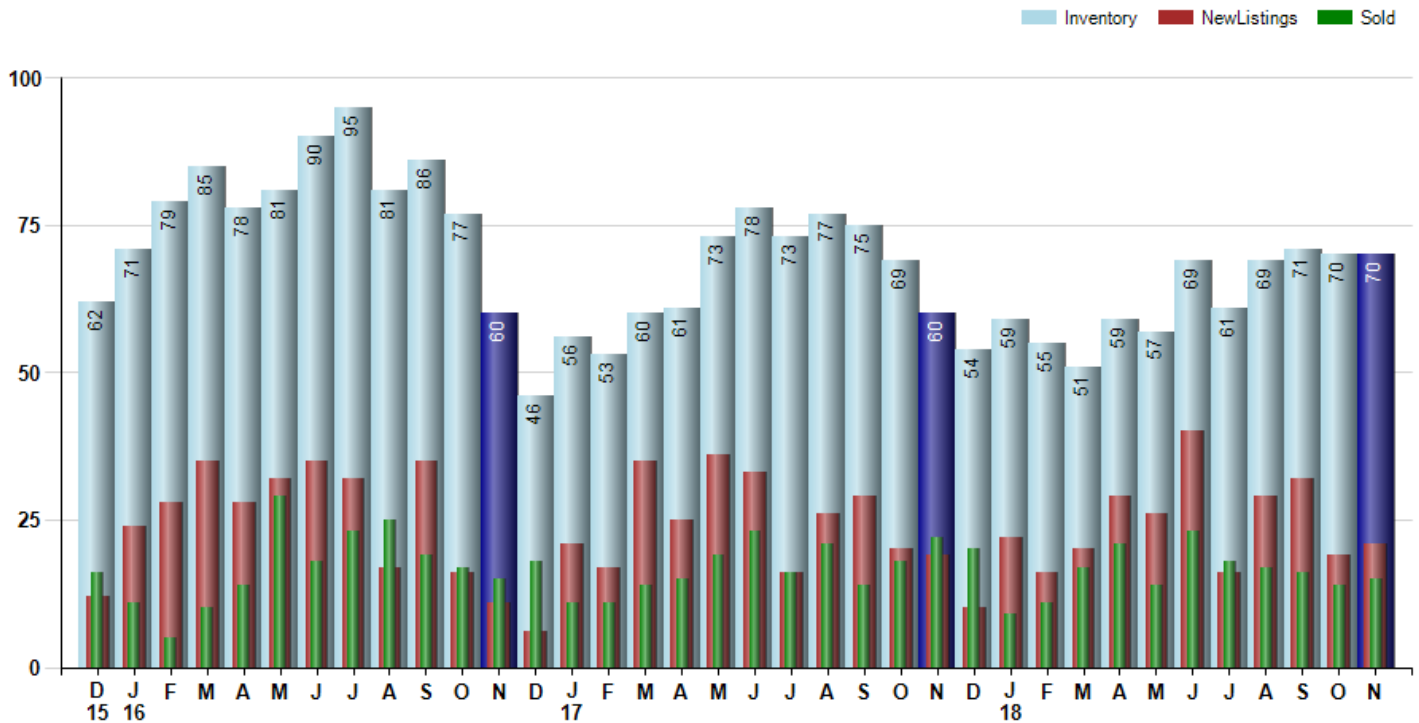
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The November 2018 Selling Price vs List Price of 94.7% was down from 98.3% last month and down from 97.2% in November 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 November 2018 was 21, up 10.5% from 19 last month and up 10.5% from 19 in November of last year.



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# MARKET ACTION REPORT

November 2018

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	D 15	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	M	J	J	A	S	O	N
Homes Sold	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	14	23	18	17	16	14	15
3 Mo. Roll Avg			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	17	19	18	19	17	16	15

	(000's) D 15	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	M	J	J	A	S	O	N
Median Sale Price	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	310	317	303	455	358	524	330
3 Mo. Roll Avg			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	340	337	310	358	372	446	404

	D 15	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	M	J	J	A	S	O	N
Inventory	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	57	69	61	69	71	70	70
MSI	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	4	3	3	4	4	5	5

	D 15	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	M	J	J	A	S	O	N
Days On Market	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	70	23	48	48	57	44	57
3 Mo. Roll Avg			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	55	49	47	40	51	50	53

	D 15	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	M	J	J	A	S	O	N
Price per Sq Ft	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	259	279	291	273	272	2,404	266
3 Mo. Roll Avg			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	268	260	276	281	279	983	981

	D 15	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	M	J	J	A	S	O	N
Sale to List Price	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	0.971	0.984	0.964	0.953	0.955	0.983	0.947
3 Mo. Roll Avg			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	0.972	0.972	0.973	0.967	0.957	0.964	0.962

	D 15	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	M	J	J	A	S	O	N
New Listings	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	26	40	16	29	32	19	21
Inventory	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	57	69	61	69	71	70	70
Sales	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	14	23	18	17	16	14	15

	(000's) D 15	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	M	J	J	A	S	O	N
Avg Sale Price	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	450	344	389	480	408	701	444
3 Mo. Roll Avg			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	423	418	394	404	426	530	518

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