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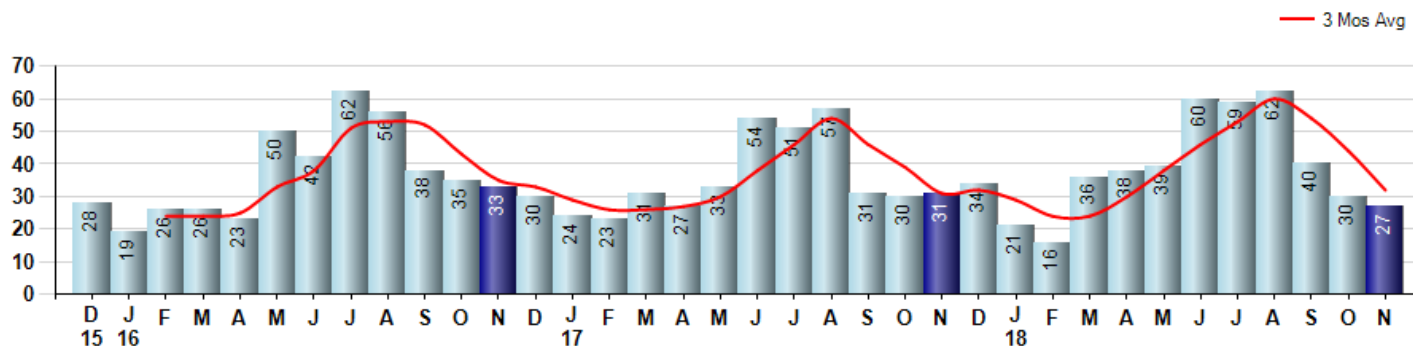
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$750,000	-1%		-12%				
Average List Price of all Current Listings	\$868,610	-1%		-8%				
November Median Sales Price	\$545,000	14%	-11%	36%	-6%	\$641,500	8%	11%
November Average Sales Price	\$608,537	9%	-8%	19%	-5%	\$672,398	4%	5%
Total Properties Currently for Sale (Inventory)	145	-18%		13%				
November Number of Properties Sold	27	-10%		-13%			9%	
November Average Days on Market (Solds)	55	-20%	-2%	-13%	-7%	49	-13%	-17%
November Month's Supply of Inventory	5.4	-9%	2%	30%	15%	4.6	-6%	-2%
November Sale Price vs List Price Ratio	96.0%	3.1%	0%	2%	0.1%	96.5%	0.4%	0.6%

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

Property Sales

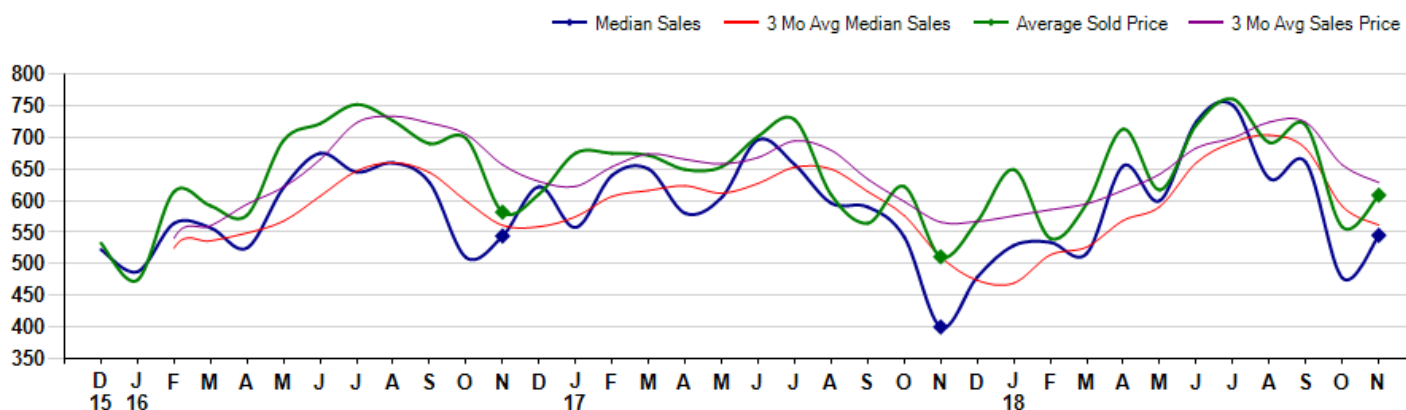
November Property sales were 27, down -12.9% from 31 in November of 2017 and -10.0% lower than the 30 sales last month. November 2018 sales were at their lowest level compared to November of 2017 and 2016. November YTD sales of 428 are running 9.2% ahead of last year's year-to-date sales of 392.



Prices

The Median Sales Price in November was \$545,000, up 36.3% from \$400,000 in November of 2017 and up 14.1% from \$477,500 last month. The Average Sales Price in November was \$608,537, up 19.1% from \$511,094 in November of 2017 and up 9.0% from \$558,097 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)



MLS Area: 2702 - Bernards Twp



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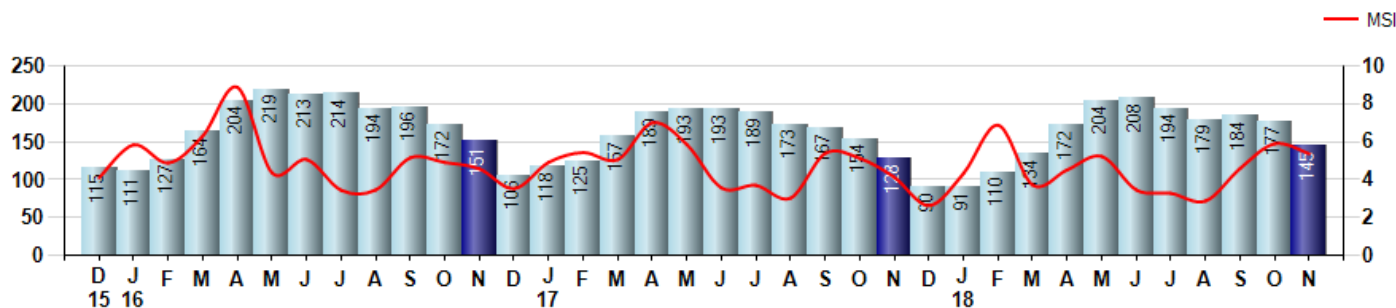
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Inventory & MSI

The Total Inventory of Properties available for sale as of November was 145, down -18.1% from 177 last month and up 13.3% from 128 in November of last year. November 2018 Inventory was at a mid range 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 5.4 months was at its highest level compared with November of 2017 and 2016.

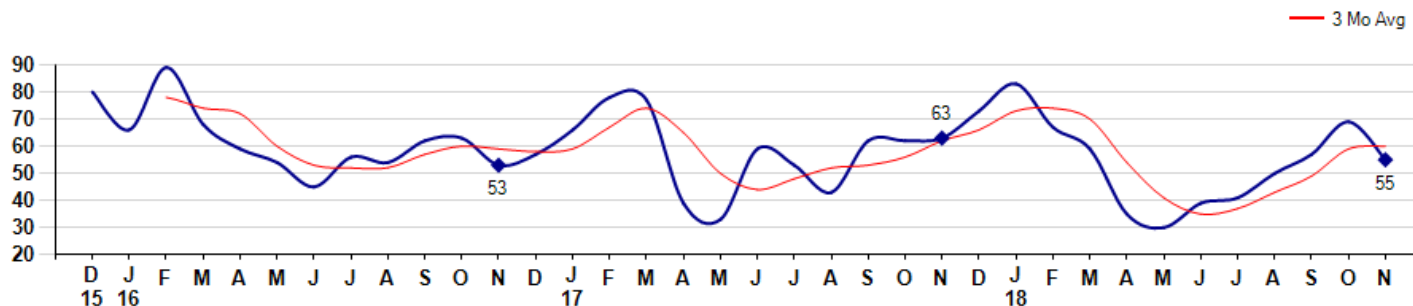
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 55, down -20.3% from 69 days last month and down -12.7% from 63 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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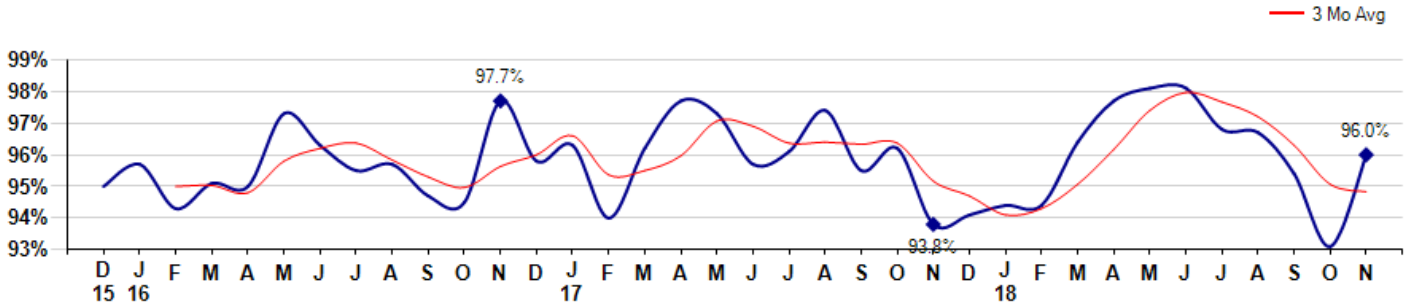


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Selling Price vs Listing Price

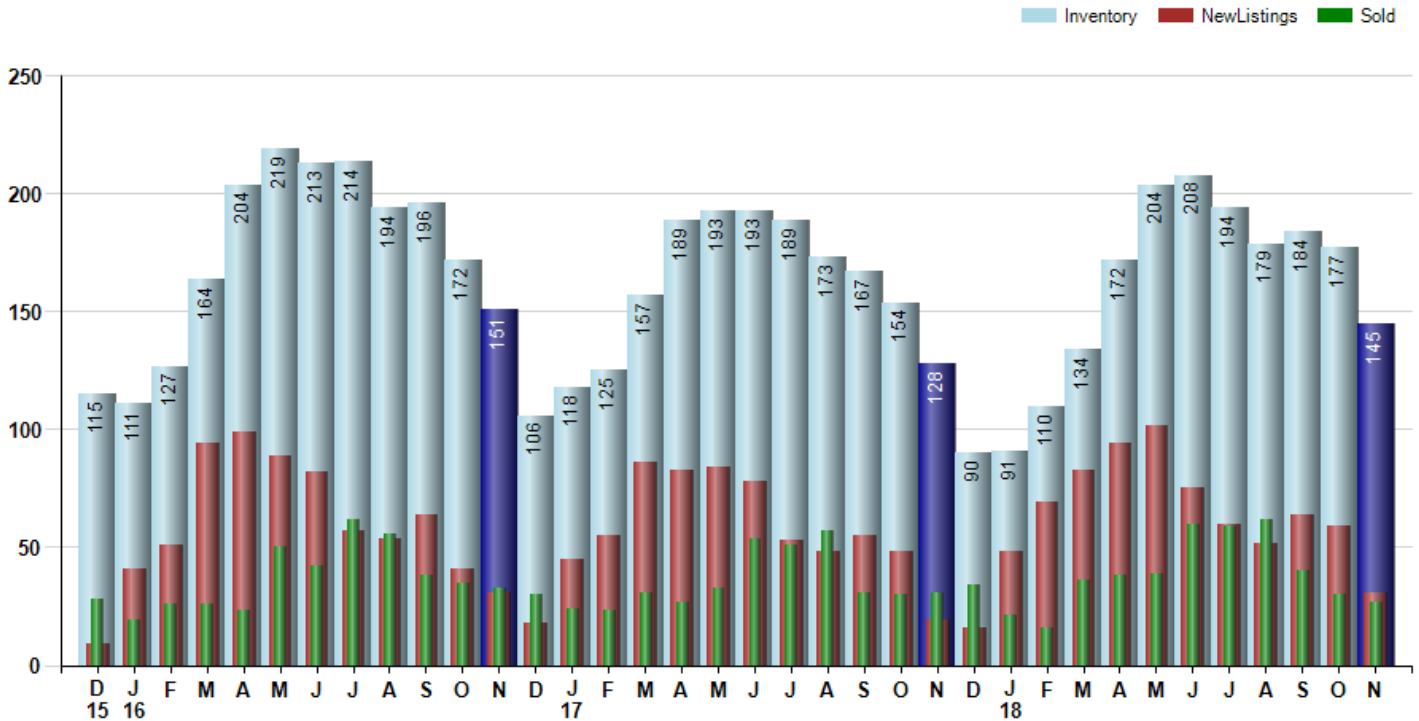
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The November 2018 Selling Price vs List Price of 96.0% was up from 93.1% last month and up from 93.8% 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 31, down -47.5% from 59 last month and up 63.2% from 19 in November of last year.



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MARKET ACTION REPORT

November 2018

MLS Area: 2702 - Bernards Twp.



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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	28	19	26	26	23	50	42	62	56	38	35	33	30	24	23	31	27	33	54	51	57	31	30	31	34	21	16	36	38	39	60	59	62	40	30	27
3 Mo. Roll Avg			24	24	25	33	38	51	53	52	43	35	33	29	26	26	27	30	38	46	54	46	39	31	32	29	24	24	30	38	46	53	60	54	44	32

(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	523	488	564	557	525	621	675	645	660	628	510	544	622	558	640	650	580	605	697	657	596	590	543	400	479	529	534	517	655	600	725	751	635	661	478	545
3 Mo. Roll Avg			525	536	549	568	607	647	660	644	599	561	559	575	607	616	623	612	627	653	650	614	576	511	474	469	514	527	569	590	660	692	704	682	591	561

	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	115	111	127	164	204	219	213	214	194	196	172	151	106	118	125	157	189	193	193	189	173	167	154	128	90	91	110	134	172	204	208	194	179	184	177	145
MSI	4	6	5	6	9	4	5	3	3	5	5	5	4	5	5	5	7	6	4	4	3	5	5	4	3	4	7	4	5	5	3	3	3	5	6	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	80	66	89	68	59	54	45	56	54	62	63	53	57	66	78	77	39	33	59	53	43	62	62	63	73	83	67	59	35	30	39	41	50	57	69	55
3 Mo. Roll Avg			78	74	72	60	53	52	52	57	60	59	58	59	67	74	65	50	44	48	52	53	56	62	66	73	74	70	54	41	35	37	43	49	59	60

	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	246	0	230	268	253	266	273	273	269	262	245	255	258	319	287	257	255	262	272	295	281	251	247	236	257	237	257	270	249	296	292	275	248	252	275	292
3 Mo. Roll Avg			159	166	250	262	264	271	272	268	259	254	253	277	288	288	266	258	263	276	283	276	260	245	247	243	250	255	259	272	279	288	272	258	258	273

	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	0.950	0.957	0.943	0.951	0.950	0.973	0.963	0.955	0.957	0.947	0.945	0.977	0.958	0.963	0.940	0.962	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	0.967	0.954	0.931	0.960
3 Mo. Roll Avg			0.950	0.950	0.948	0.958	0.962	0.964	0.958	0.953	0.950	0.956	0.960	0.966	0.954	0.955	0.960	0.971	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	0.951	0.948

	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	9	41	51	94	99	89	82	57	54	64	41	31	18	45	55	86	83	84	78	53	48	55	48	19	16	48	69	83	94	102	75	60	52	64	59	31
Inventory	115	111	127	164	204	219	213	214	194	196	172	151	106	118	125	157	189	193	193	189	173	167	154	128	90	91	110	134	172	204	208	194	179	184	177	145
Sales	28	19	26	26	23	50	42	62	56	38	35	33	30	24	23	31	27	33	54	51	57	31	30	31	34	21	16	36	38	39	60	59	62	40	30	27

(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	533	474	614	592	577	695	722	752	726	690	698	582	611	675	675	672	649	654	702	728	609	564	622	511	567	649	540	595	713	617	720	761	692	719	558	609
3 Mo. Roll Avg			540	560	594	621	665	723	733	723	705	657	630	622	654	674	665	658	668	694	680	634	599	566	567	576	586	595	616	642	683	699	724	724	656	629

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