

MLS Area: 2703 - Bernardsville Boro



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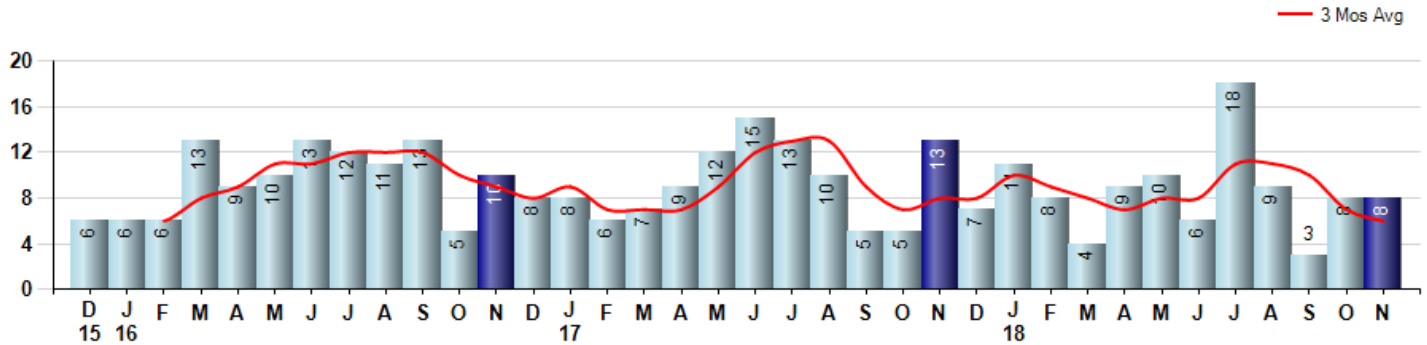
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$899,000	0%		-8%				
Average List Price of all Current Listings	\$1,260,258	5%		-7%				
November Median Sales Price	\$531,250	-15%	-19%	-34%	-28%	\$662,232	-11%	-10%
November Average Sales Price	\$962,688	45%	27%	36%	10%	\$782,844	-10%	-11%
Total Properties Currently for Sale (Inventory)	71	-22%		-13%				
November Number of Properties Sold	8	0%		-39%			-9%	
November Average Days on Market (Solds)	109	63%	33%	70%	15%	81	-10%	-15%
November Month's Supply of Inventory	8.9	-22%	-51%	41%	-18%	12.5	14%	16%
November Sale Price vs List Price Ratio	89.0%	-7.7%	-5%	-7%	-3.6%	93.8%	1.1%	1.5%

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

Property Sales

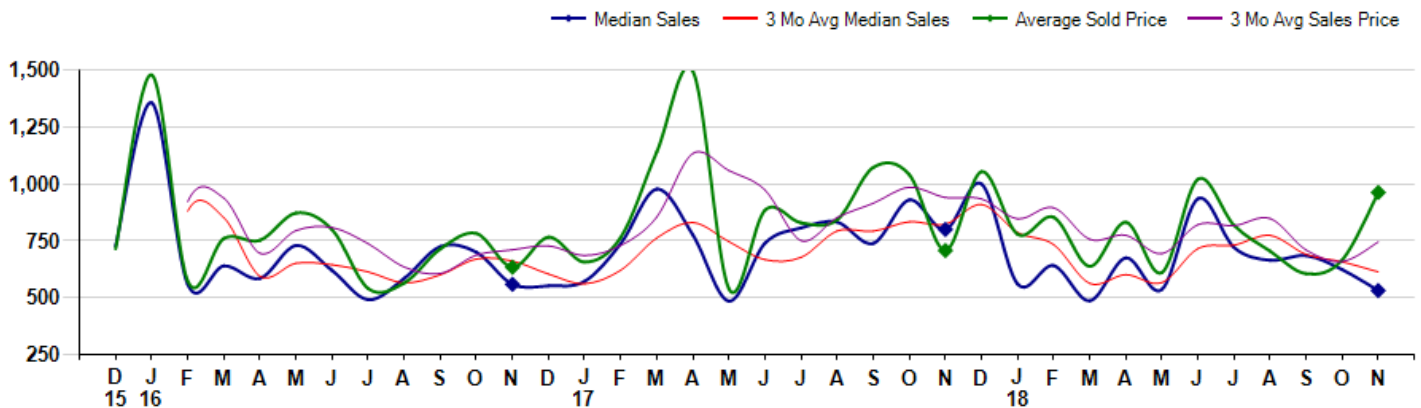
November Property sales were 8, down -38.5% from 13 in November of 2017 and equal to 0.0% 8 sales last month. November 2018 sales were at their lowest level compared to November of 2017 and 2016. November YTD sales of 94 are running -8.7% behind last year's year-to-date sales of 103.



Prices

The Median Sales Price in November was \$531,250, down -33.6% from \$800,000 in November of 2017 and down -14.8% from \$623,500 last month. The Average Sales Price in November was \$962,688, up 36.1% from \$707,508 in November of 2017 and up 44.5% from \$666,188 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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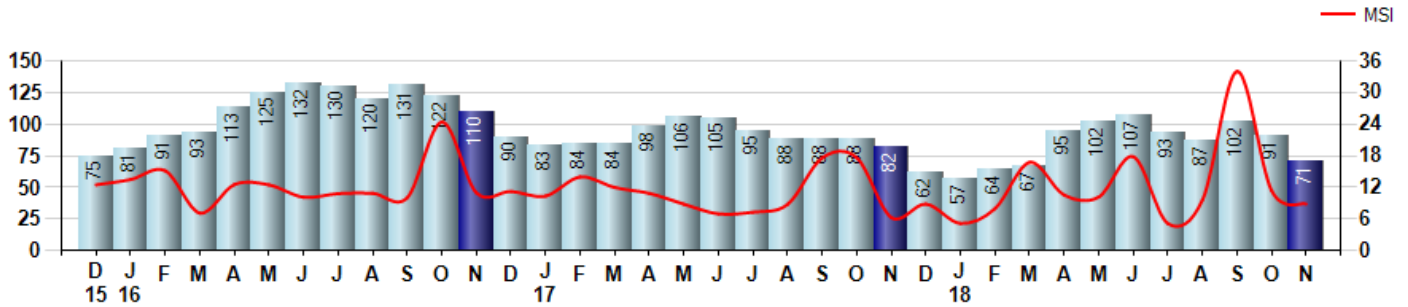
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Inventory & MSI

The Total Inventory of Properties available for sale as of November was 71, down -22.0% from 91 last month and down -13.4% from 82 in November of last year. November 2018 Inventory was at the lowest 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 8.9 months was at a mid range compared with November of 2017 and 2016.

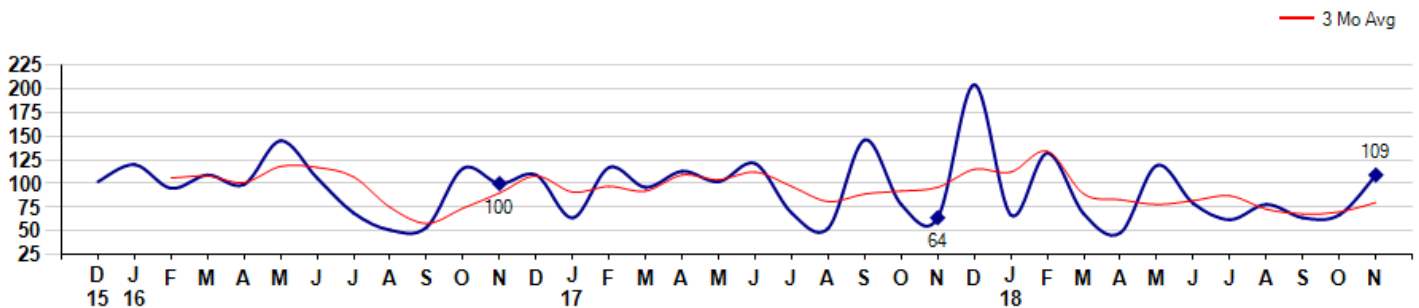
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 109, up 62.7% from 67 days last month and up 70.3% from 64 days in November of last year. The November 2018 DOM was at its highest level compared with November of 2017 and 2016.

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



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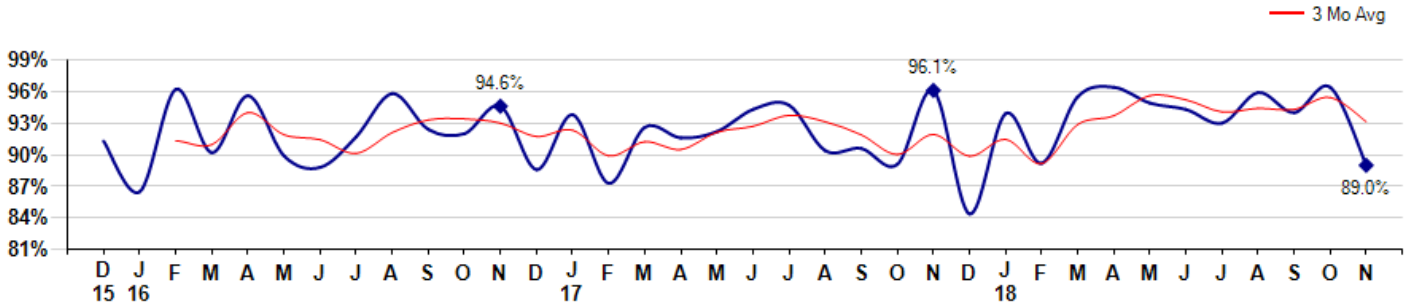


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Selling Price vs Listing Price

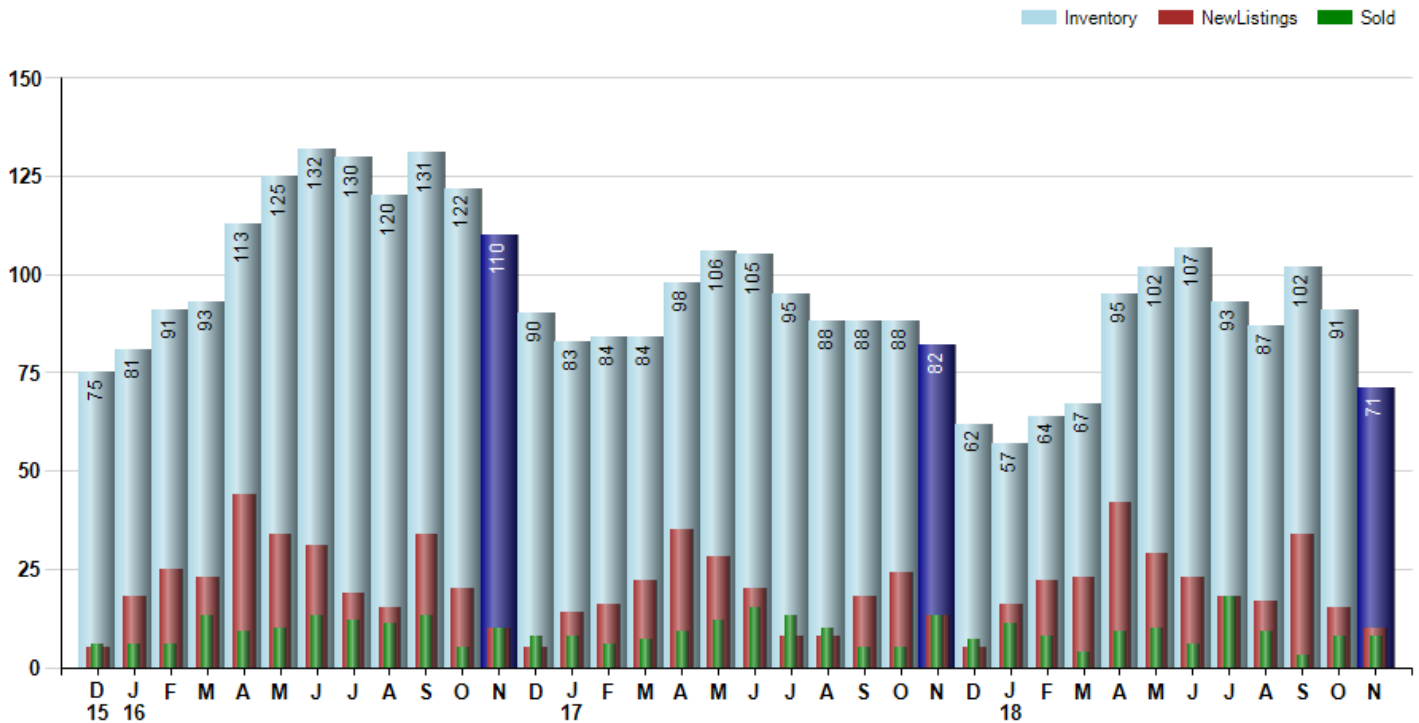
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The November 2018 Selling Price vs List Price of 89.0% was down from 96.4% last month and down from 96.1% 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 10, down -33.3% from 15 last month and down -23.1% from 13 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	6	6	6	13	9	10	13	12	11	13	5	10	8	8	6	7	9	12	15	13	10	5	5	13	7	11	8	4	9	10	6	18	9	3	8	8
3 Mo. Roll Avg			6	8	9	11	11	12	12	12	10	9	8	9	7	7	7	9	12	13	13	9	7	8	8	10	9	8	7	8	8	11	11	10	7	6

(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	728	1,357	558	640	585	730	620	491	585	725	700	559	553	572	738	978	776	485	740	807	833	739	930	800	1,000	560	642	487	675	537	936	721	664	685	624	531
3 Mo. Roll Avg			881	852	594	652	645	614	565	600	670	661	604	561	621	762	830	746	667	677	793	793	834	823	910	787	734	563	601	566	716	731	774	690	658	613

	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	75	81	91	93	113	125	132	130	120	131	122	110	90	83	84	84	98	106	105	95	88	88	88	82	62	57	64	67	95	102	107	93	87	102	91	71
MSI	13	14	15	7	13	13	10	11	11	10	24	11	11	10	14	12	11	9	7	7	9	18	18	6	9	5	8	17	11	10	18	5	10	34	11	9

	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	102	120	95	109	99	145	106	69	51	54	116	100	109	64	117	96	113	102	121	69	53	146	78	64	204	67	132	68	48	119	79	62	78	64	67	109
3 Mo. Roll Avg			106	108	101	118	117	107	75	58	74	90	108	91	97	92	109	104	112	97	81	89	92	96	115	112	134	89	83	78	82	87	73	68	70	80

	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	239	0	272	246	172	222	201	297	0	177	211	242	264	253	134	309	214	253	232	280	353	275	0	356	317	308	267	226	0	238	0	211	192	0	155	364
3 Mo. Roll Avg			170	173	230	213	198	240	166	158	129	210	239	253	217	232	219	259	233	255	288	303	209	210	224	327	297	267	164	155	79	150	134	134	116	173

	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	0.913	0.865	0.962	0.902	0.956	0.899	0.888	0.917	0.958	0.924	0.920	0.946	0.886	0.938	0.873	0.926	0.916	0.922	0.943	0.947	0.904	0.906	0.891	0.961	0.844	0.939	0.892	0.955	0.964	0.949	0.943	0.930	0.959	0.940	0.964	0.890
3 Mo. Roll Avg			0.913	0.910	0.940	0.919	0.914	0.901	0.921	0.933	0.934	0.930	0.917	0.923	0.899	0.912	0.905	0.921	0.927	0.937	0.931	0.919	0.900	0.919	0.899	0.915	0.892	0.929	0.937	0.956	0.952	0.941	0.944	0.943	0.954	0.931

	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	5	18	25	23	44	34	31	19	15	34	20	10	5	14	16	22	35	28	20	8	8	18	24	13	5	16	22	23	42	29	23	18	17	34	15	10
Inventory	75	81	91	93	113	125	132	130	120	131	122	110	90	83	84	84	98	106	105	95	88	88	88	82	62	57	64	67	95	102	107	93	87	102	91	71
Sales	6	6	6	13	9	10	13	12	11	13	5	10	8	8	6	7	9	12	15	13	10	5	5	13	7	11	8	4	9	10	6	18	9	3	8	8

(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	715	1,480	573	761	753	873	800	541	565	714	783	634	766	657	765	1,141	1,496	539	885	829	843	1,073	1,041	708	1,054	779	854	638	832	611	1,021	818	705	606	666	963
3 Mo. Roll Avg			923	938	695	795	808	738	635	607	687	710	728	686	729	854	1,134	1,059	973	751	852	915	985	940	934	847	896	757	775	693	821	817	848	709	659	745

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