

# MARKET ACTION REPORT

November 2018

MLS Area: 2706 - Bridgewater Twp.



**Marie Young**  
Sales Associate, Realtor  
908.938.2525 Cell  
www.marieyoung.net  
marie@marieyoung.net



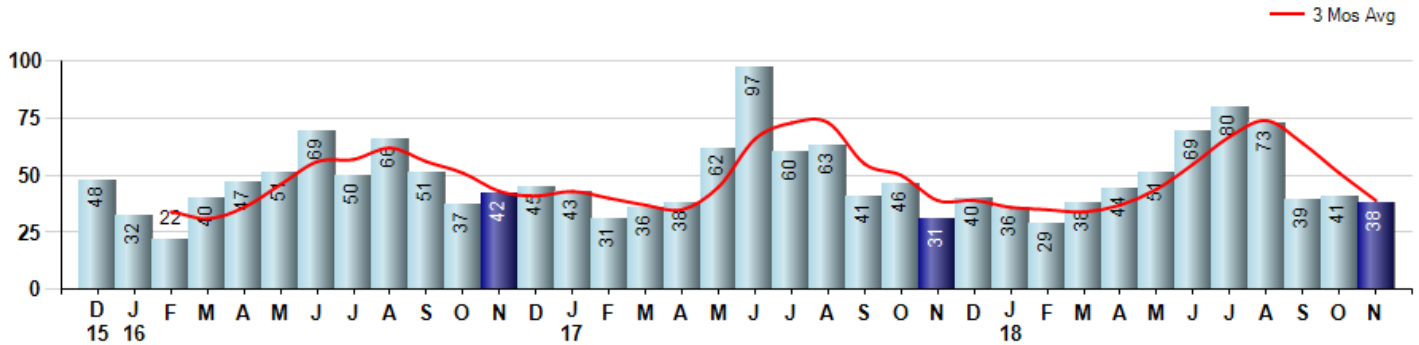
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$514,900	3%		3%				
Average List Price of all Current Listings	\$565,803	4%		3%				
November Median Sales Price	\$436,250	-1%	-2%	3%	-1%	\$447,500	2%	2%
November Average Sales Price	\$501,020	13%	4%	16%	6%	\$479,063	2%	2%
Total Properties Currently for Sale (Inventory)	155	-7%		6%				
November Number of Properties Sold	38	-7%		23%			-2%	
November Average Days on Market (Solds)	45	2%	-12%	5%	-18%	53	-4%	-4%
November Month's Supply of Inventory	4.1	0%	-3%	-13%	12%	3.7	1%	3%
November Sale Price vs List Price Ratio	97.4%	1.1%	1%	1%	0.8%	96.6%	-0.1%	

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

## Property Sales

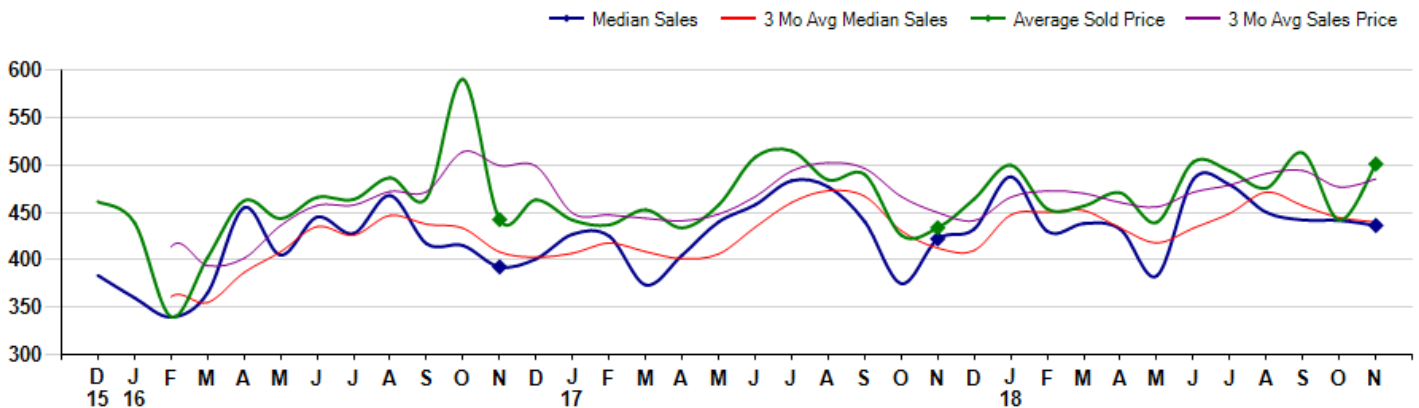
November Property sales were 38, up 22.6% from 31 in November of 2017 and -7.3% lower than the 41 sales last month. November 2018 sales were at a mid level compared to November of 2017 and 2016. November YTD sales of 538 are running -1.8% behind last year's year-to-date sales of 548.



## Prices

The Median Sales Price in November was \$436,250, up 3.4% from \$422,000 in November of 2017 and down -1.2% from \$441,500 last month. The Average Sales Price in November was \$501,020, up 15.5% from \$433,766 in November of 2017 and up 13.4% from \$441,751 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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Based on information from Garden State MLS, LLC for the period 12/1/2015 through 11/30/2018. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



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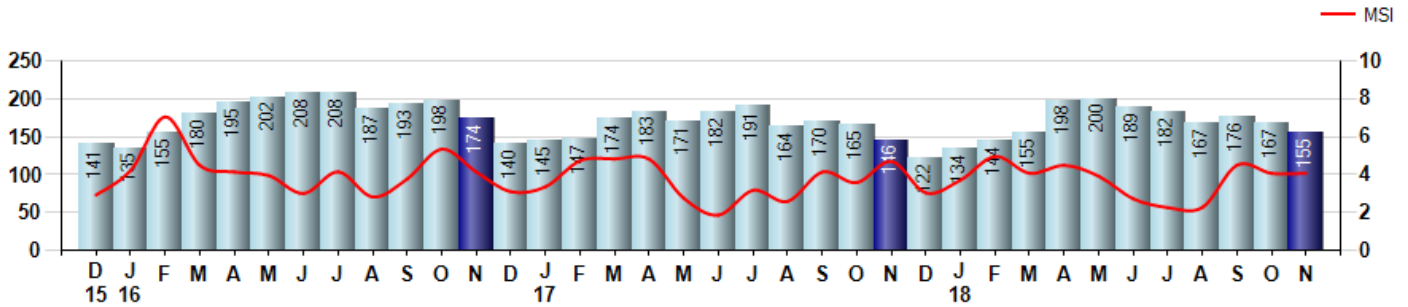
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## Inventory & MSI

The Total Inventory of Properties available for sale as of November was 155, down -7.2% from 167 last month and up 6.2% from 146 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 4.1 months was at its lowest level compared with November of 2017 and 2016.

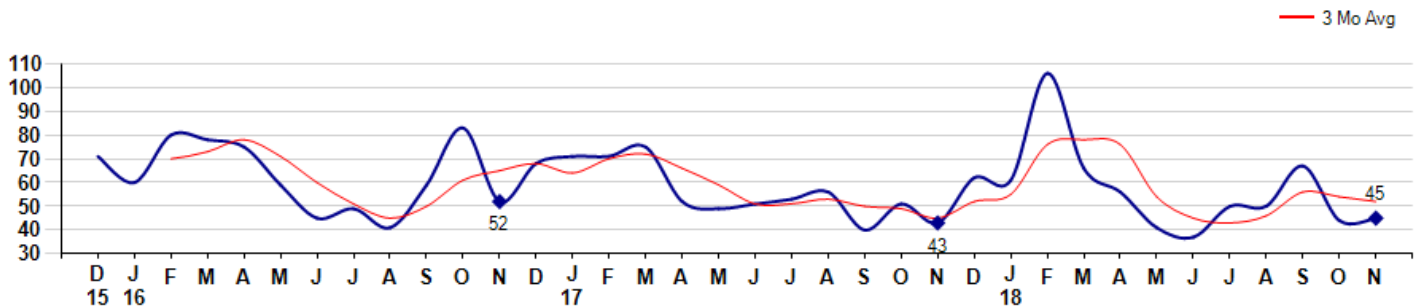
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



## 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 45, up 2.3% from 44 days last month and up 4.7% from 43 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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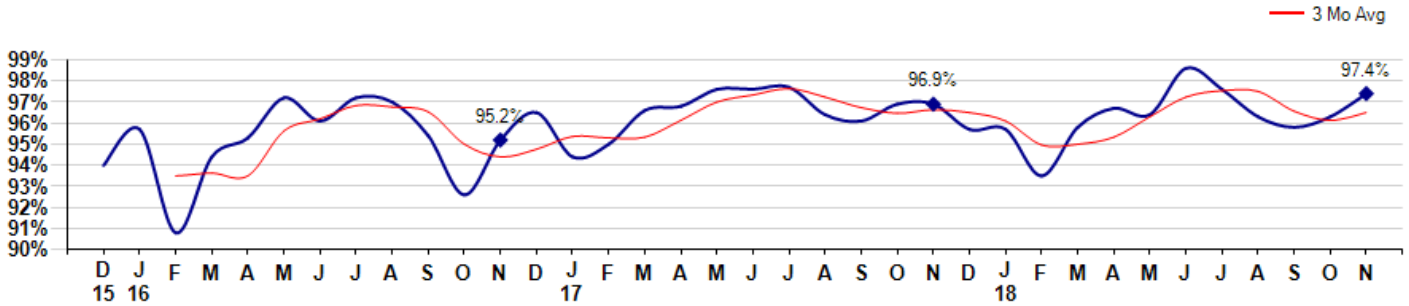


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## Selling Price vs Listing Price

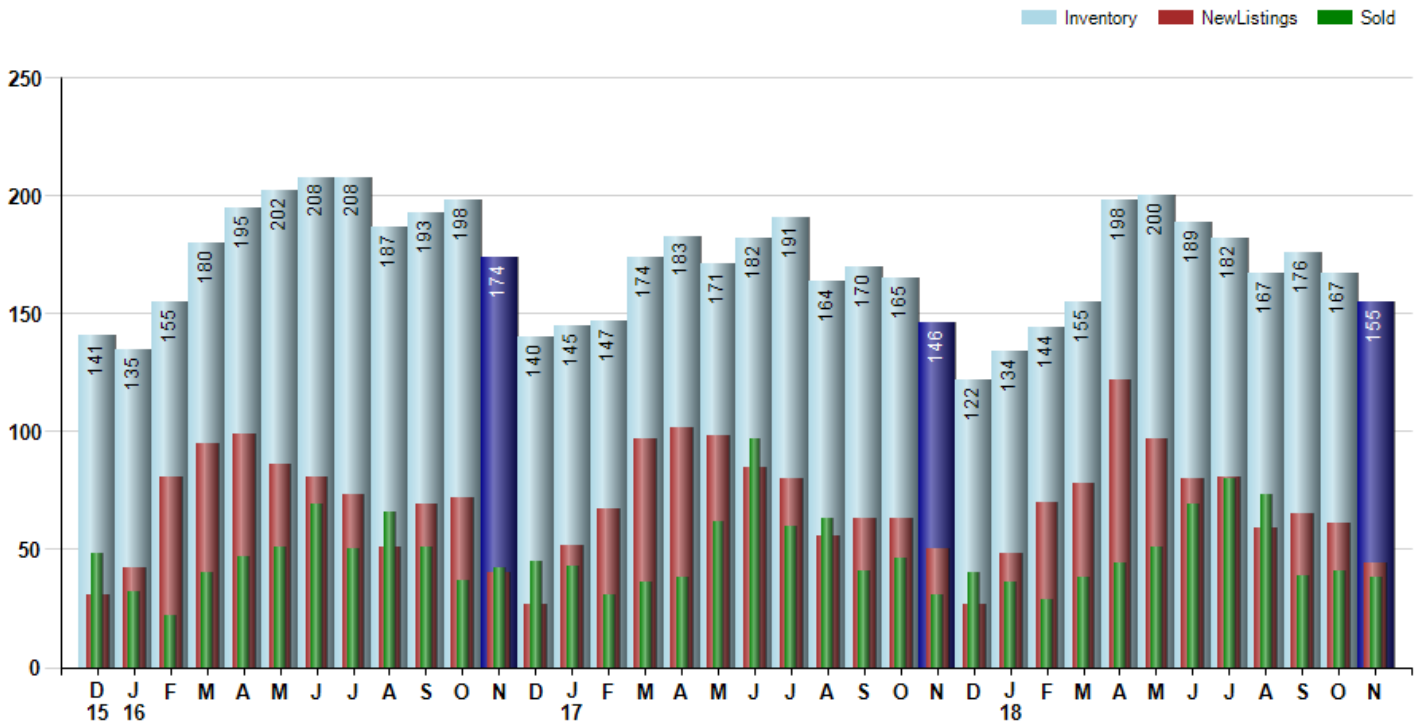
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The November 2018 Selling Price vs List Price of 97.4% was up from 96.3% last month and up from 96.9% 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 44, down -27.9% from 61 last month and down -12.0% from 50 in November of last year.



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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	48	32	22	40	47	51	69	50	66	51	37	42	45	43	31	36	38	62	97	60	63	41	46	31	40	36	29	38	44	51	69	80	73	39	41	38
3 Mo. Roll Avg			34	31	36	46	56	57	62	56	51	43	41	43	40	37	35	45	66	73	73	55	50	39	39	36	35	34	37	44	55	67	74	64	51	39

	(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	384	360	340	365	455	405	445	428	468	417	415	393	401	427	425	373	405	440	458	483	477	440	375	422	433	488	430	438	432	383	485	479	450	442	442	436
3 Mo. Roll Avg			361	355	387	408	435	426	447	438	433	408	403	407	418	408	401	406	434	460	473	467	431	412	410	447	450	452	433	418	433	449	471	457	445	440

	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	141	135	155	180	195	202	208	208	187	193	198	174	140	145	147	174	183	171	182	191	164	170	165	146	122	134	144	155	198	200	189	182	167	176	167	155
MSI	3	4	7	5	4	4	3	4	3	4	5	4	3	3	5	5	5	3	2	3	3	4	4	5	3	4	5	4	5	4	3	2	2	5	4	4

	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	71	60	80	78	75	59	45	49	41	59	83	52	68	71	71	75	52	49	51	53	56	40	51	43	62	61	106	66	56	41	37	50	50	67	44	45
3 Mo. Roll Avg			70	73	78	71	60	51	45	50	61	65	68	64	70	72	66	59	51	51	53	50	49	45	52	55	76	78	76	54	45	43	46	56	54	52

	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	212	225	184	212	210	213	214	205	213	222	176	201	233	240	221	228	192	202	223	238	213	213	224	206	212	188	216	211	224	214	214	223	206	211	200	227
3 Mo. Roll Avg			207	207	202	212	212	211	211	213	204	200	203	225	231	230	214	207	206	221	225	221	217	214	214	202	205	205	217	216	217	217	214	213	206	213

	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	0.940	0.957	0.908	0.944	0.953	0.972	0.961	0.972	0.970	0.954	0.926	0.952	0.965	0.944	0.950	0.966	0.968	0.976	0.976	0.977	0.964	0.961	0.969	0.969	0.957	0.957	0.935	0.958	0.967	0.964	0.986	0.976	0.963	0.958	0.963	0.974
3 Mo. Roll Avg			0.935	0.936	0.935	0.956	0.962	0.968	0.968	0.965	0.950	0.944	0.948	0.954	0.953	0.953	0.961	0.970	0.973	0.976	0.972	0.967	0.965	0.966	0.965	0.961	0.950	0.950	0.953	0.963	0.972	0.975	0.975	0.966	0.961	0.965

	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	31	42	81	95	99	86	81	73	51	69	72	40	27	52	67	97	102	98	85	80	56	63	63	50	27	48	70	78	122	97	80	81	59	65	61	44
Inventory	141	135	155	180	195	202	208	208	187	193	198	174	140	145	147	174	183	171	182	191	164	170	165	146	122	134	144	155	198	200	189	182	167	176	167	155
Sales	48	32	22	40	47	51	69	50	66	51	37	42	45	43	31	36	38	62	97	60	63	41	46	31	40	36	29	38	44	51	69	80	73	39	41	38

	(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	461	439	340	402	462	443	466	464	487	465	590	442	463	442	437	453	434	458	508	515	484	490	426	434	464	500	454	457	471	440	503	494	476	513	442	501
3 Mo. Roll Avg			413	394	402	436	457	458	472	472	514	499	499	449	447	444	441	448	467	494	502	496	467	450	441	466	473	470	460	456	471	479	491	494	477	485

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