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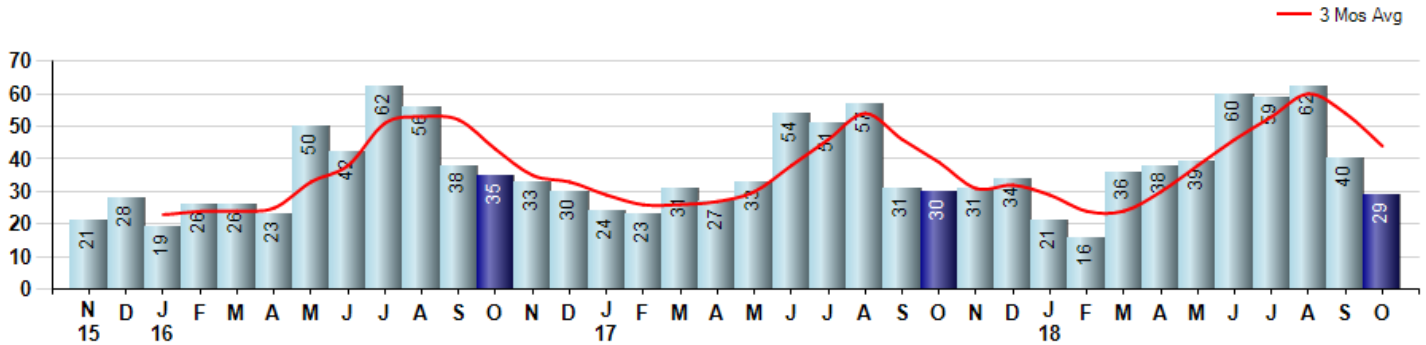
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$774,100	2%		-3%				
Average List Price of all Current Listings	\$898,082	3%		-1%				
October Median Sales Price	\$505,000	-24%	-24%	-7%	-13%	\$647,750	7%	12%
October Average Sales Price	\$569,928	-21%	-19%	-8%	-11%	\$677,852	3%	6%
Total Properties Currently for Sale (Inventory)	173	-6%		12%				
October Number of Properties Sold	29	-28%		-3%			11%	
October Average Days on Market (Solds)	71	25%	37%	15%	20%	49	-11%	-17%
October Month's Supply of Inventory	6.0	30%	33%	16%	28%	4.5	-9%	-4%
October Sale Price vs List Price Ratio	92.8%	-2.7%	-3%	-4%	-3.2%	96.5%	0.2%	0.7%

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

Property Sales

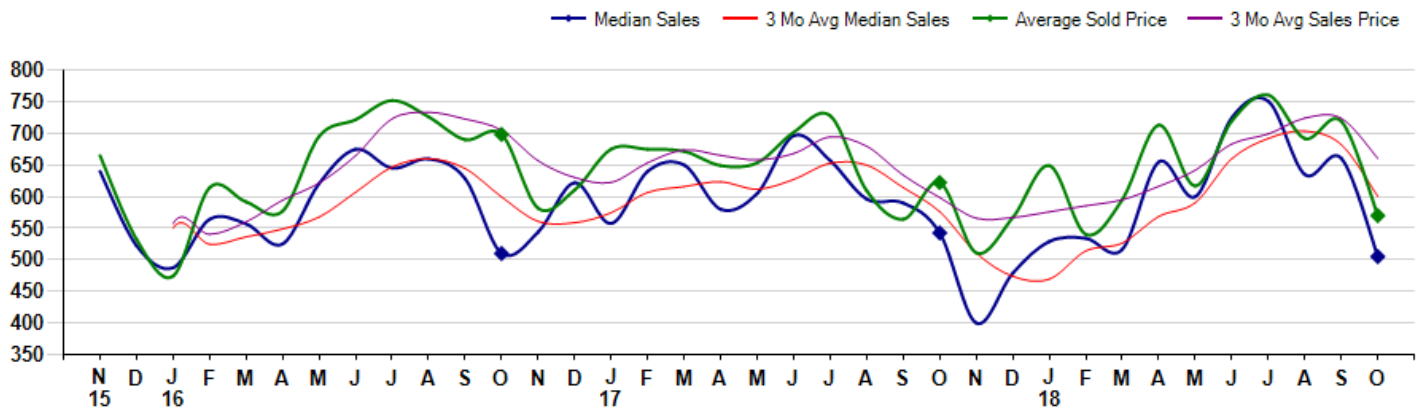
October Property sales were 29, down -3.3% from 30 in October of 2017 and -27.5% lower than the 40 sales last month. October 2018 sales were at their lowest level compared to October of 2017 and 2016. October YTD sales of 400 are running 10.8% ahead of last year's year-to-date sales of 361.



Prices

The Median Sales Price in October was \$505,000, down -6.9% from \$542,500 in October of 2017 and down -23.5% from \$660,500 last month. The Average Sales Price in October was \$569,928, down -8.4% from \$622,203 in October of 2017 and down -20.7% from \$719,081 last month. October 2018 ASP was at the lowest level compared to October 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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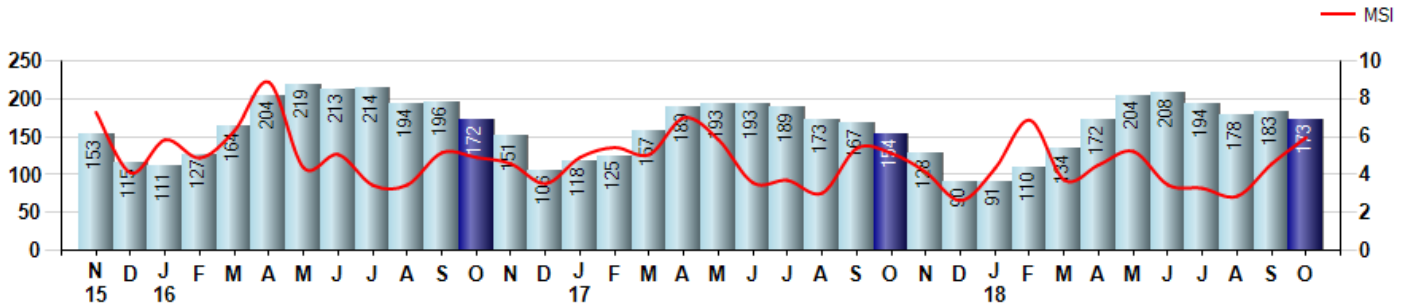
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Inventory & MSI

The Total Inventory of Properties available for sale as of October was 173, down -5.5% from 183 last month and up 12.3% from 154 in October of last year. October 2018 Inventory was at highest level compared to October of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2018 MSI of 6.0 months was at its highest level compared with October of 2017 and 2016.

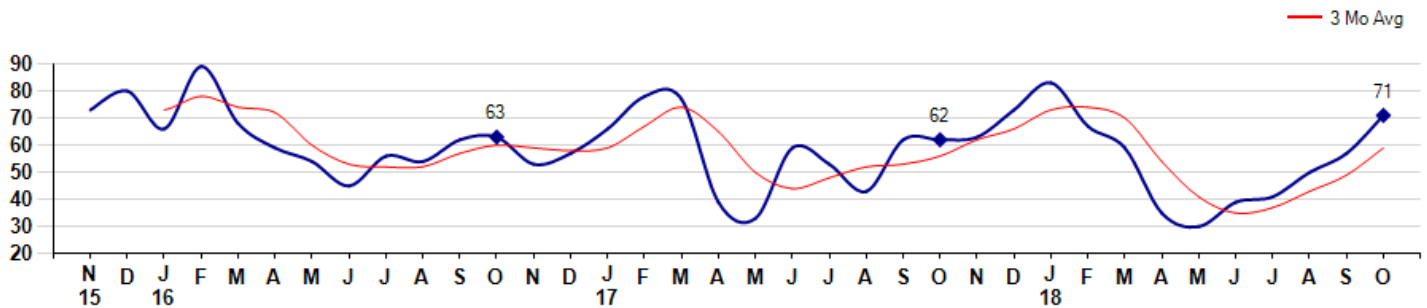
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 October was 71, up 24.6% from 57 days last month and up 14.5% from 62 days in October of last year. The October 2018 DOM was at its highest level compared with October of 2017 and 2016.

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





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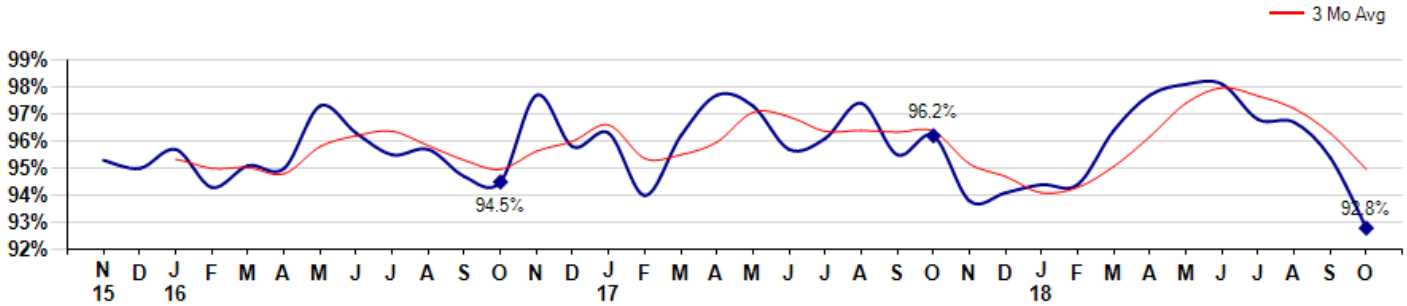


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Selling Price vs Listing Price

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 October 2018 Selling Price vs List Price of 92.8% was down from 95.4% last month and down from 96.2% in October of last year.

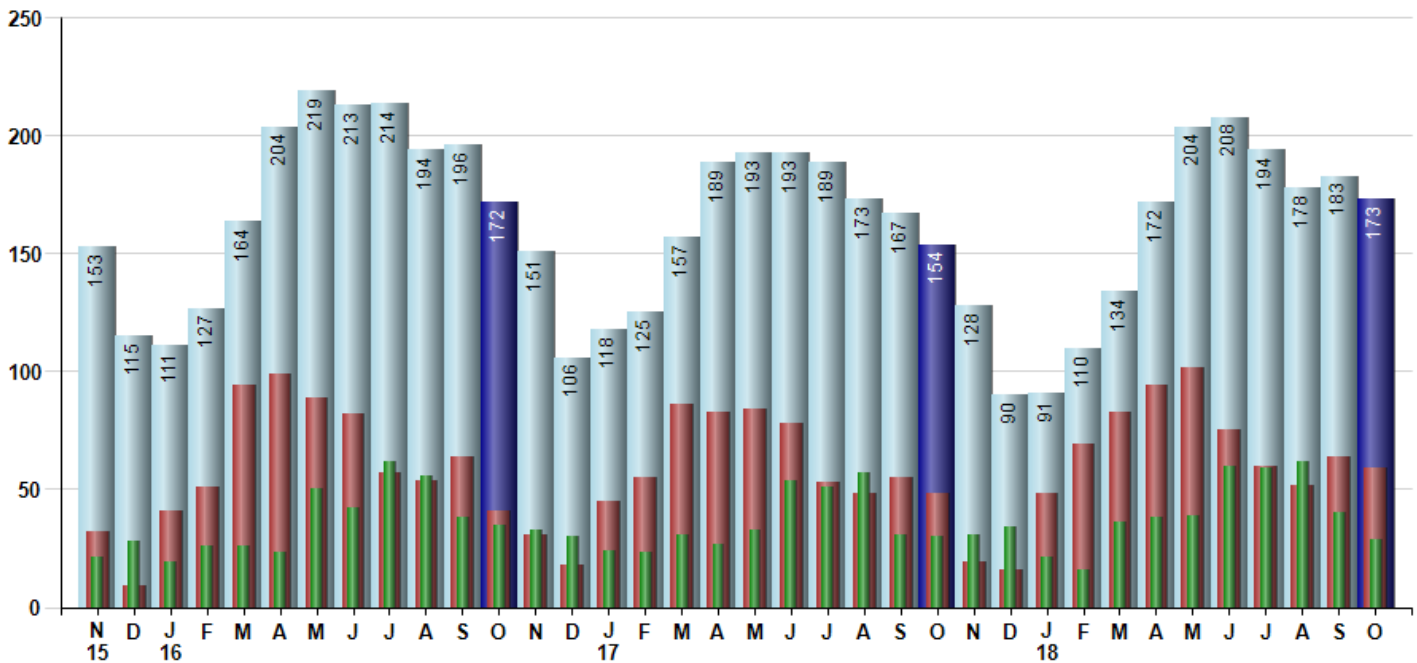
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 October 2018 was 59, down -7.8% from 64 last month and up 22.9% from 48 in October of last year.

Inventory (light blue), New Listings (red), Sold (green)



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MARKET ACTION REPORT

October 2018

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	N 15	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	M	J	J	A	S	O
Homes Sold	21	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	29
3 Mo. Roll Avg			23	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

	(000's) N 15	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	M	J	J	A	S	O
Median Sale Price	640	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	505
3 Mo. Roll Avg			550	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	600

	N 15	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	M	J	J	A	S	O
Inventory	153	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	178	183	173
MSI	7	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

	N 15	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	M	J	J	A	S	O
Days On Market	73	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	71
3 Mo. Roll Avg			73	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

	N 15	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	M	J	J	A	S	O
Price per Sq Ft	260	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
3 Mo. Roll Avg			169	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

	N 15	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	M	J	J	A	S	O
Sale to List Price	0.953	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	0.964	0.977	0.981	0.981	0.968	0.967	0.954	0.928	
3 Mo. Roll Avg			0.953	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	0.950

	N 15	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	M	J	J	A	S	O
New Listings	32	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
Inventory	153	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	178	183	173
Sales	21	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	29

	(000's) N 15	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	M	J	J	A	S	O
Avg Sale Price	665	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	570
3 Mo. Roll Avg			557	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	660

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