

## MLS Area: 2703 - Bernardsville Boro



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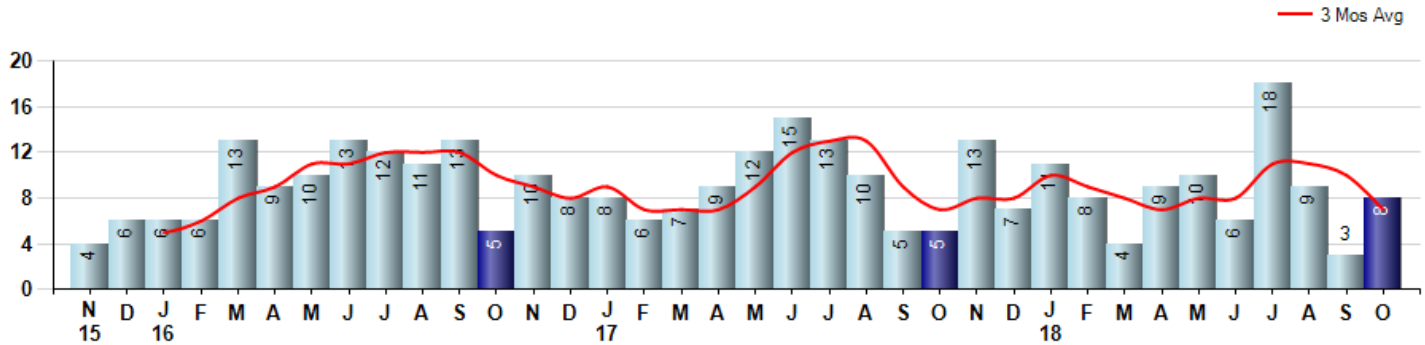
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

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%		-24%				
Average List Price of all Current Listings	\$1,219,727	0%		-15%				
October Median Sales Price	\$623,500	-9%	-9%	-33%	-16%	\$669,732	-9%	-9%
October Average Sales Price	\$666,188	10%	-10%	-36%	-24%	\$766,115	-15%	-13%
Total Properties Currently for Sale (Inventory)	90	-11%		2%				
October Number of Properties Sold	8	167%		60%			-4%	
October Average Days on Market (Solds)	67	5%	0%	-14%	-30%	78	-17%	-18%
October Month's Supply of Inventory	11.3	-67%	-38%	-36%	4%	12.8	12%	19%
October Sale Price vs List Price Ratio	96.4%	2.6%	2%	8%	4.4%	94.2%	2.1%	2.0%

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

### Property Sales

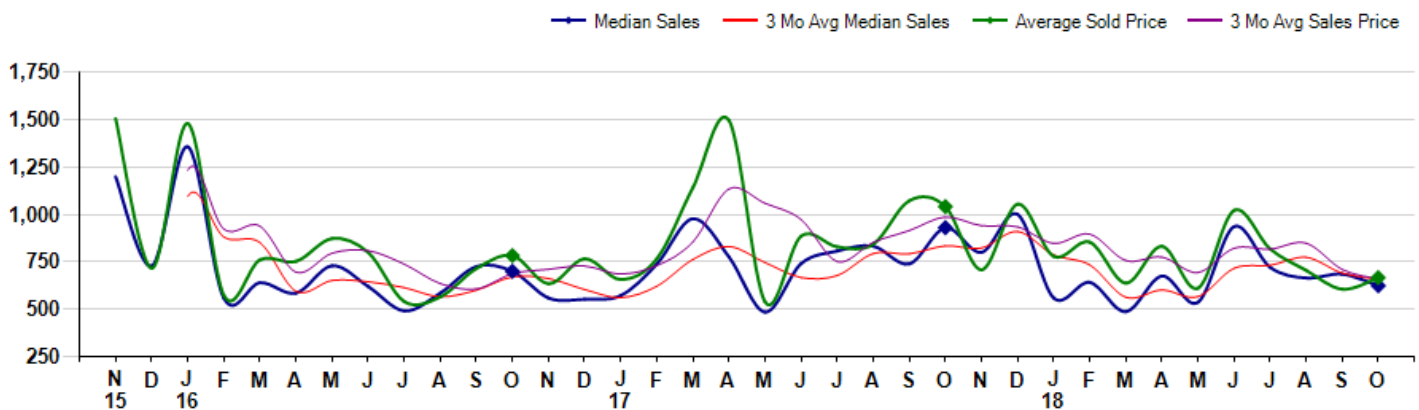
October Property sales were 8, up 60.0% from 5 in October of 2017 and 166.7% higher than the 3 sales last month. October 2018 sales were at their highest level compared to October of 2017 and 2016. October YTD sales of 86 are running -4.4% behind last year's year-to-date sales of 90.



### Prices

The Median Sales Price in October was \$623,500, down -33.0% from \$930,000 in October of 2017 and down -9.0% from \$685,000 last month. The Average Sales Price in October was \$666,188, down -36.0% from \$1,041,000 in October of 2017 and up 10.0% from \$605,500 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)



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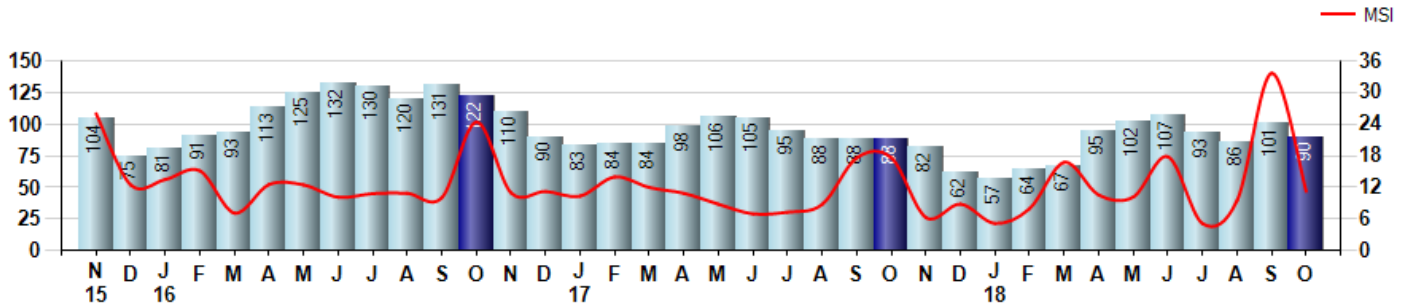
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### Inventory & MSI

The Total Inventory of Properties available for sale as of October was 90, down -10.9% from 101 last month and up 2.3% from 88 in October of last year. October 2018 Inventory was at a mid range 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 11.3 months was at its lowest level compared with October of 2017 and 2016.

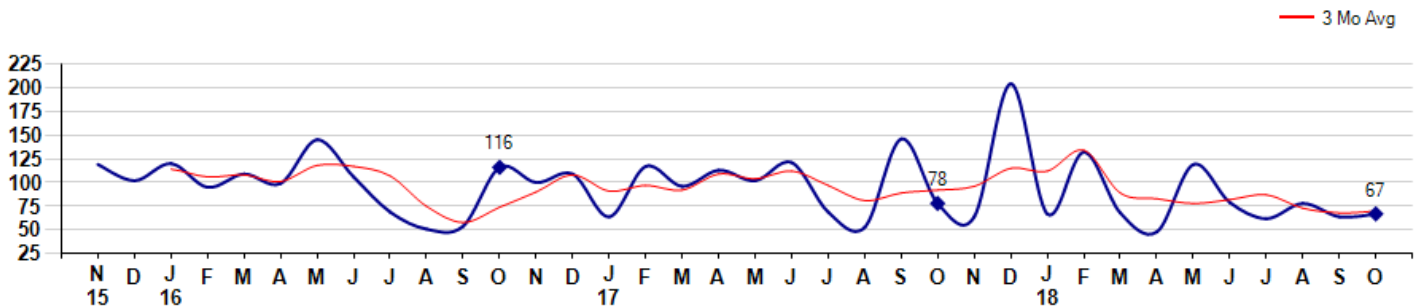
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 67, up 4.7% from 64 days last month and down -14.1% from 78 days in October of last year. The October 2018 DOM was at its lowest 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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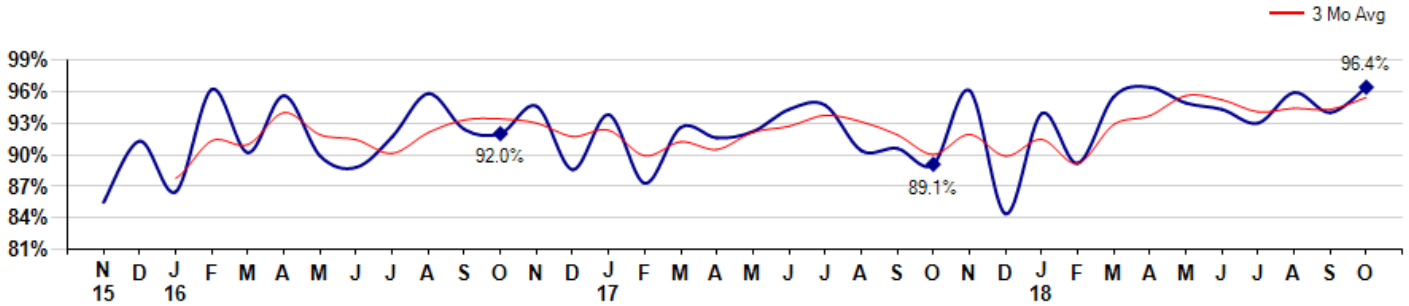


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## Selling Price vs Listing Price

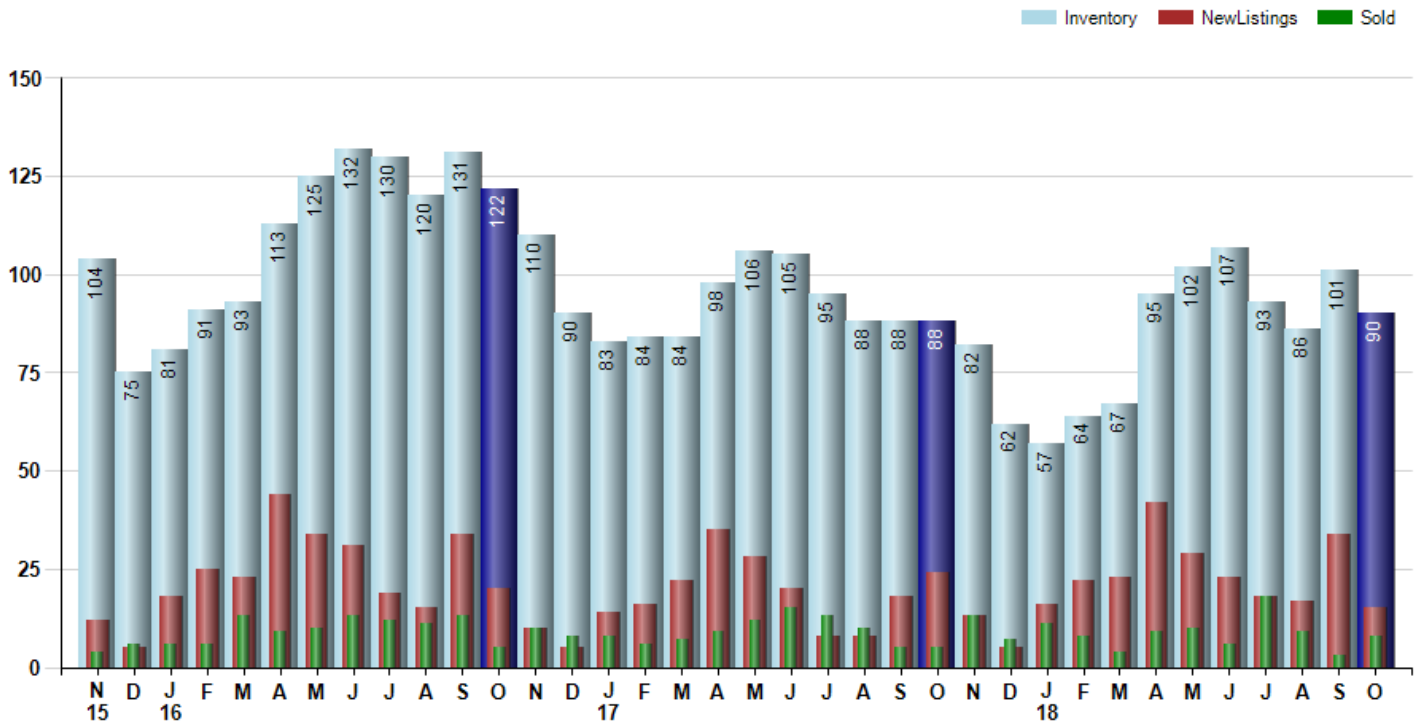
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The October 2018 Selling Price vs List Price of 96.4% was up from 94.0% last month and up from 89.1% 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 15, down -55.9% from 34 last month and down -37.5% from 24 in October of last year.



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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	4	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
3 Mo. Roll Avg			5	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

	(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	1,199	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
3 Mo. Roll Avg			1,095	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

	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	104	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	86	101	90
MSI	26	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

	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	119	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
3 Mo. Roll Avg			114	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

	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	0	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
3 Mo. Roll Avg			80	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

	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	0.855	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
3 Mo. Roll Avg			0.878	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

	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	12	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
Inventory	104	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	86	101	90
Sales	4	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

	(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	1,506	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
3 Mo. Roll Avg			1,234	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

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