

MLS Area: 2706 - Bridgewater Twp.



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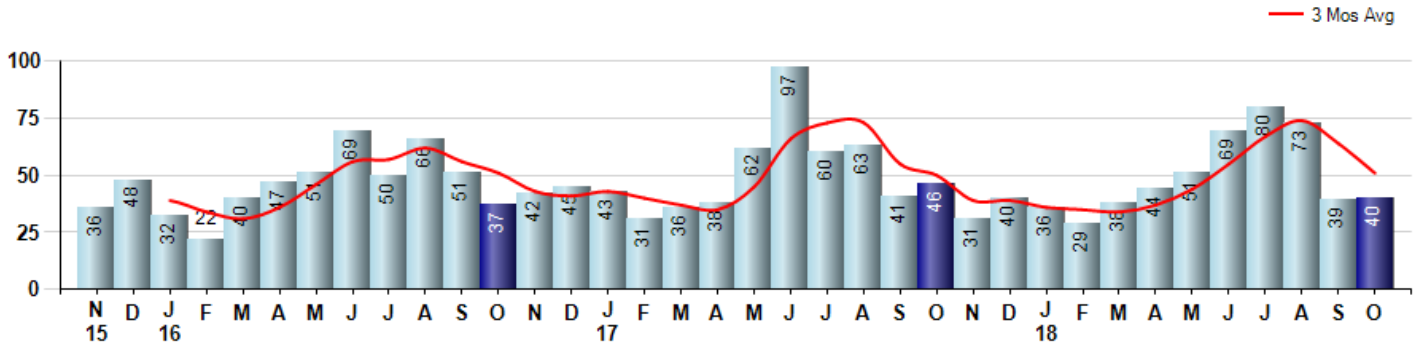
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$506,950	0%		0%				
Average List Price of all Current Listings	\$545,181	-1%		-2%				
October Median Sales Price	\$437,250	-1%	-3%	17%	-1%	\$448,000	2%	2%
October Average Sales Price	\$438,795	-14%	-9%	3%	-7%	\$477,228	1%	1%
Total Properties Currently for Sale (Inventory)	164	-7%		-1%				
October Number of Properties Sold	40	3%		-13%			-4%	
October Average Days on Market (Solds)	42	-37%	-19%	-18%	-24%	54	-2%	-2%
October Month's Supply of Inventory	4.1	-9%	13%	14%	13%	3.7	3%	2%
October Sale Price vs List Price Ratio	96.2%	0.4%	0%	-1%	-0.4%	96.6%	-0.2%	-0.1%

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

## Property Sales

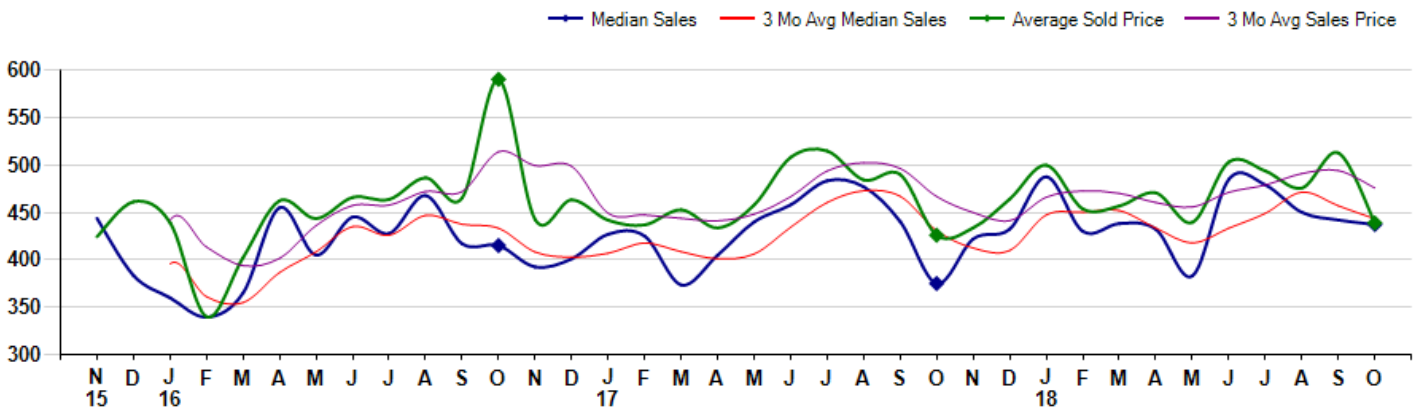
October Property sales were 40, down -13.0% from 46 in October of 2017 and 2.6% higher than the 39 sales last month. October 2018 sales were at a mid level compared to October of 2017 and 2016. October YTD sales of 499 are running -3.5% behind last year's year-to-date sales of 517.



## Prices

The Median Sales Price in October was \$437,250, up 16.6% from \$375,000 in October of 2017 and down -1.1% from \$442,000 last month. The Average Sales Price in October was \$438,795, up 3.0% from \$425,979 in October of 2017 and down -14.4% from \$512,736 last month. October 2018 ASP was at a mid range 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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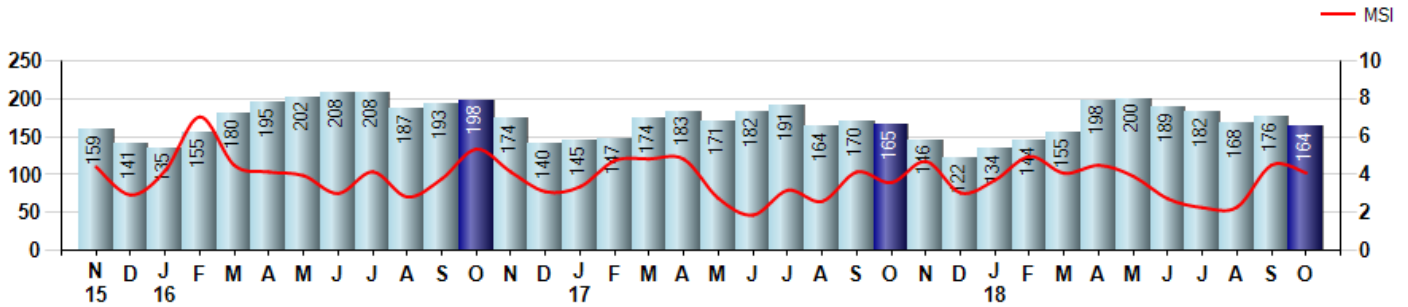
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## Inventory & MSI

The Total Inventory of Properties available for sale as of October was 164, down -6.8% from 176 last month and down -0.6% from 165 in October of last year. October 2018 Inventory was at the lowest 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 4.1 months was at a mid range compared with October of 2017 and 2016.

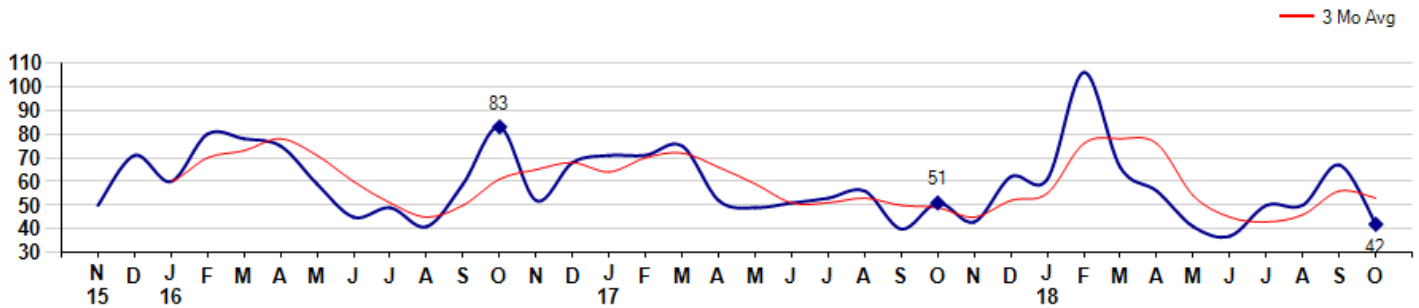
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



## 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 42, down -37.3% from 67 days last month and down -17.6% from 51 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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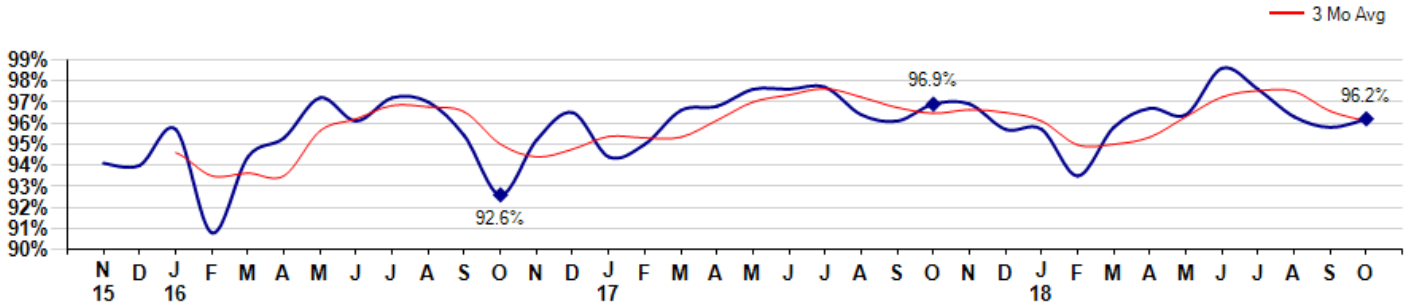


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## Selling Price vs Listing Price

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 96.2% was up from 95.8% last month and down from 96.9% in October of last year.

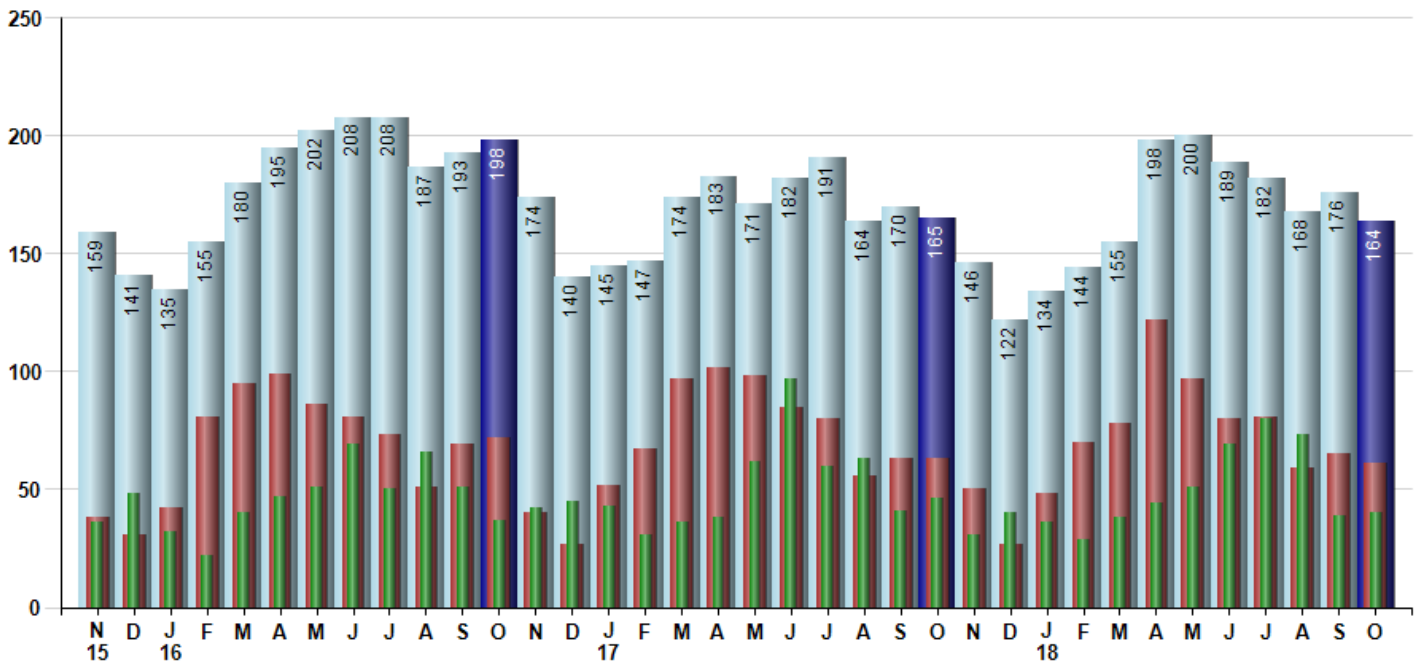
Avg Selling Price divided by Avg Listing Price for sold properties during the month



## 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 61, down -6.2% from 65 last month and down -3.2% from 63 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	36	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	40
3 Mo. Roll Avg			39	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

	(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	444	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	437
3 Mo. Roll Avg			396	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	443

	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	159	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	168	176	164
MSI	4	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

	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	50	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	42
3 Mo. Roll Avg			60	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	53

	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	212	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	197
3 Mo. Roll Avg			216	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	205

	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	0.941	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	0.962
3 Mo. Roll Avg			0.946	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

	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	38	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
Inventory	159	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	168	176	164
Sales	36	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	40

	(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	424	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	439
3 Mo. Roll Avg			442	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	476

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