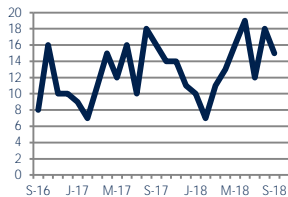


Units Sold

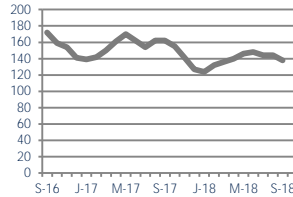
15



Down -6%
Vs. Year Ago

Active Inventory

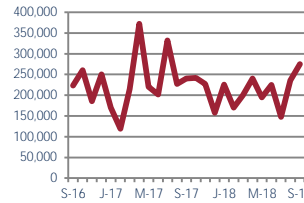
138



Down -15%
Vs. Year Ago

Median Sale Price

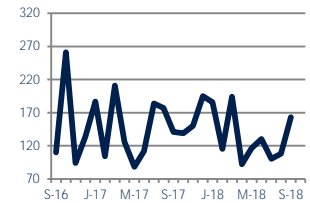
\$275,000



Up 15%
Vs. Year Ago

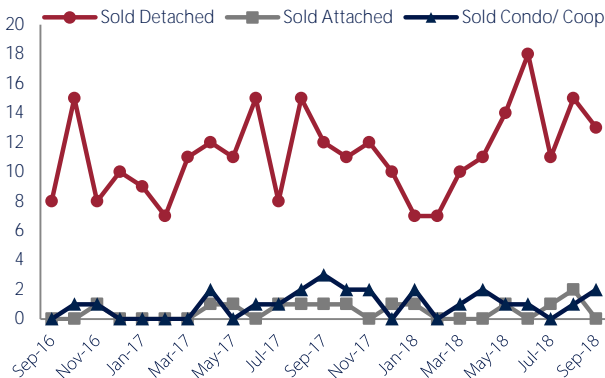
Days On Market

163



Up 16%
Vs. Year Ago

Units Sold*



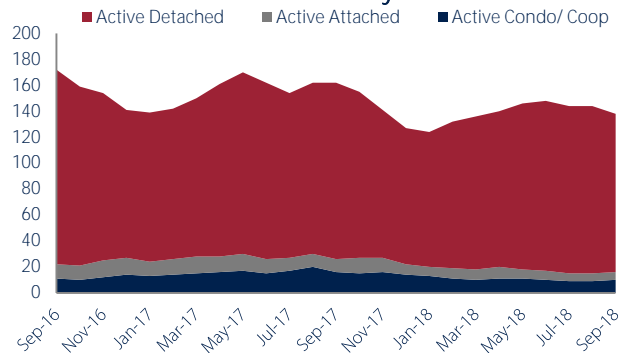
Units Sold

There was a decrease in total units sold in September, with 15 sold this month in Middlesex County versus 18 last month, a decrease of 17%. This month's total units sold was lower than at this time last year, a decrease of 6% versus September 2017.

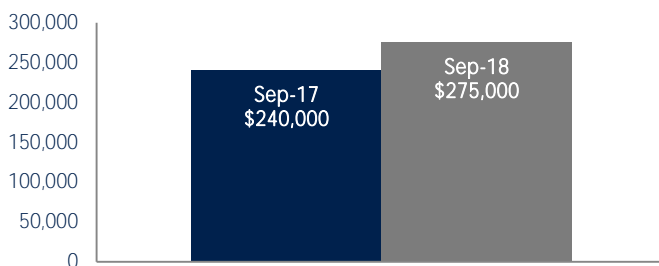
Active Inventory

Versus last year, the total number of homes available this month is lower by 24 units or 15%. The total number of active inventory this September was 138 compared to 162 in September 2017. This month's total of 138 is lower than the previous month's total supply of available inventory of 144, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Middlesex County Homes was \$240,000. This September, the median sale price was \$275,000, an increase of 15% or \$35,000 compared to last year. The current median sold price is 17% higher than in August.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

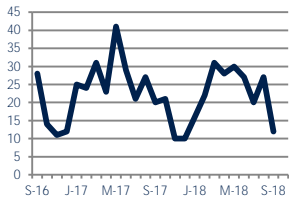


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CBRAR and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of CBRAR or Long & Foster Real Estate, Inc.



New Listings

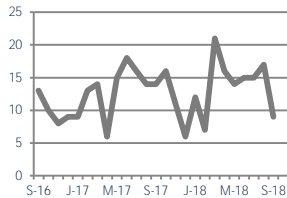
12



Down -40%
Vs. Year Ago

Current Contracts

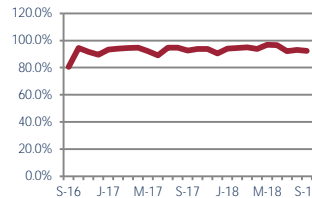
9



Down -36%
Vs. Year Ago

Sold Vs. List Price

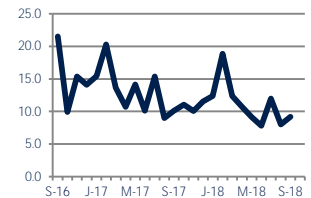
92.3%



No Change
Vs. Year Ago

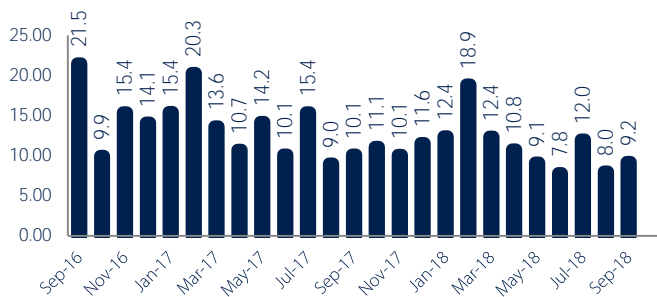
Months of Supply

9.2



Down -9%
Vs. Year Ago

Months Of Supply



Months of Supply

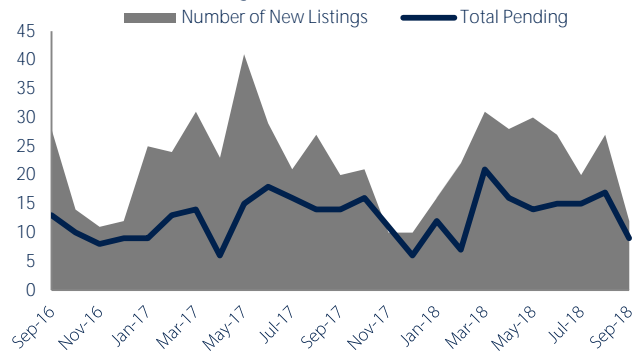
In September, there was 9.2 months of supply available in Middlesex County, compared to 10.1 in September 2017. That is a decrease of 9% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

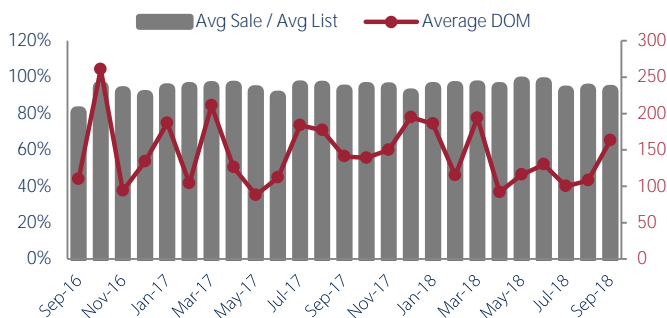
New Listings & Current Contracts

This month there were 12 homes newly listed for sale in Middlesex County compared to 20 in September 2017, a decrease of 40%. There were 9 current contracts pending sale this September compared to 14 a year ago. The number of current contracts is 36% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Middlesex County was 92.3% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 163, higher than the average last year, which was 141, an increase of 16%.



*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.
Information included in this report is based on data supplied by CBRAR and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of CBRAR or Long & Foster Real Estate, Inc.

