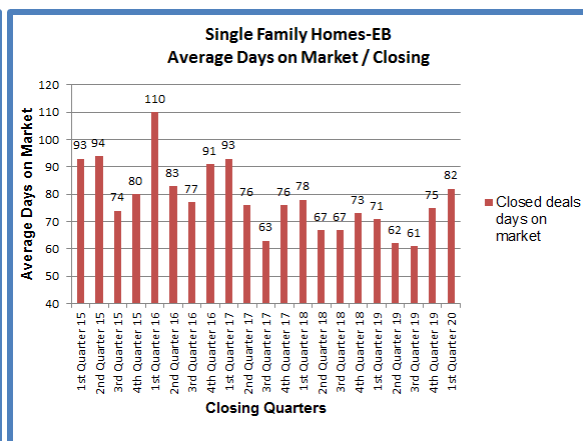
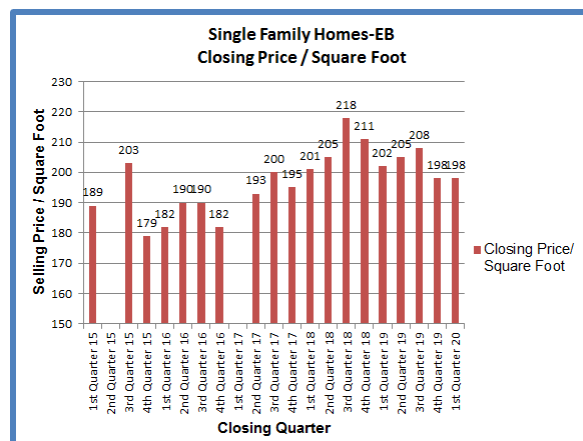
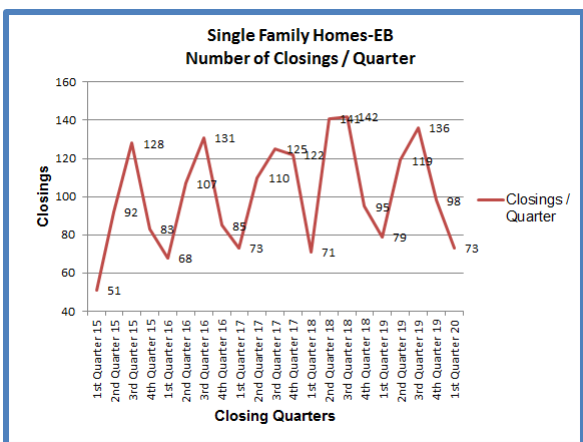
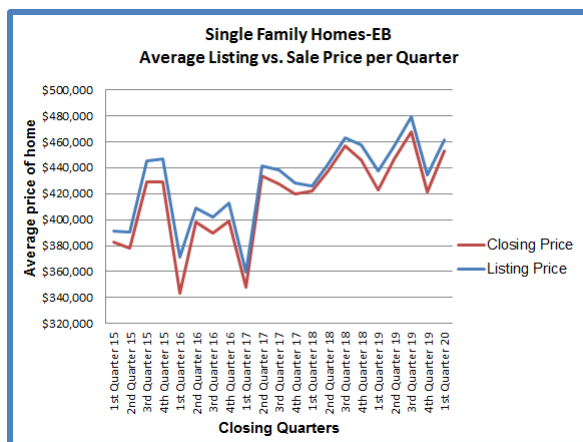


1st quarter 2020 market results are in. Smaller homes have had a significant increase in value while larger homes have slightly lost some value. Overall, prices in East Brunswick have accelerated, but the increase in days on market, with a lower closing price/sq ft and less closings show signals of a potentially weakening market.

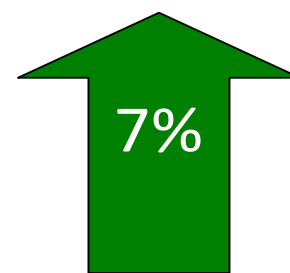
The recent impact of the Coronavirus Pandemic has the potential to cause a depreciation of values. The Crisis of the Pandemic, coupled with the resulting uncertainty in the mortgage market and social distancing are likely to compound the negative effects of the global crisis.

Numbers of available homes in East Brunswick from 3/24 to 4/22 has dropped by 23% while the number of homes under contract has slightly fluctuated.

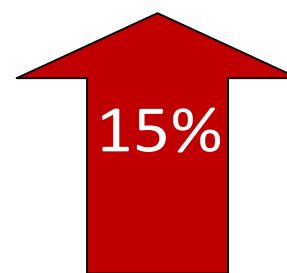
We offer consultative real estate services that include market value estimates of your property, and advice on preparing your home for the market to maximize your selling price and your net proceeds. Contact us to learn more.



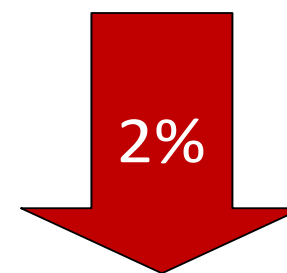
If your property is currently listed with a real estate broker, please disregard this offer. It is not our intention to solicit the listings of other real estate brokers.



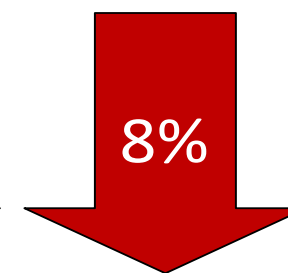
Average Sale Price
\$453,189 v \$423,993
Q1 20 Q1 19



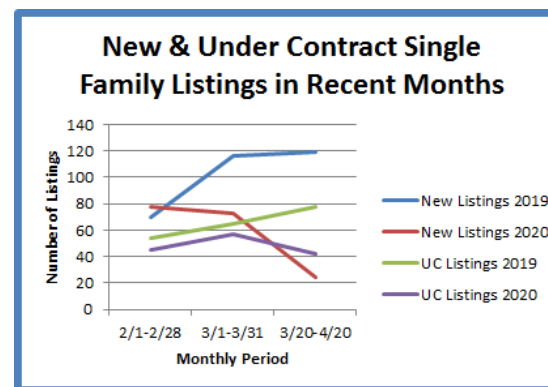
Average Days on Market
82 v 71
Q1 20 Q1 19



Closing Price/Square Ft
\$198 v \$202
Q1 20 Q1 19



Number of Closings
73 v 79
Q1 20 Q1 19



Coronavirus Effects on Real Estate Inventory in East Brunswick

	2/1-2/28	3/1-3/31	3/20-4/20
New Listings 2019	70	116	119
New Listings 2020	78	73	24
	11%	-37%	-80%
UC Listings 2019	54	65	78
UC Listings 2020	45	57	42
	-17%	-12%	-46%

Neighborhood Market Results:

2-3 Bedroom Single Family Homes

	Q1 2020	Q1 2019	Difference
Active Listings (as of 4/12/20):	24		
Sold Properties:	19	26	-27%
Sold Properties (Q2/19 to Q1/20):	137		
Absorption Rate Monthly:	2.1 months		
Average Sold Price:	\$338,921	\$303,154	+18%
Average Selling Price/SqFt:	\$208.57	\$202.07	+3.2%
Average Days on Market:	52	60	-13%

4+ Bedroom Single Family Homes

	Q1 2020	Q1 2019	Difference
Active Listings (as of 4/16/20):	71		
Sold Properties:	54	53	+2%
Sold Properties (Q2/19 to Q1/20):	289		
Absorption Rate Monthly:	2.94 months		
Average Sold Price:	\$493,394	\$497,673	-1%
Average Selling Price/SqFt:	\$195.72	\$201.67	-3%
Average Days on Market:	92	76	+21%



East Brunswick Single Family Home Real Estate Report

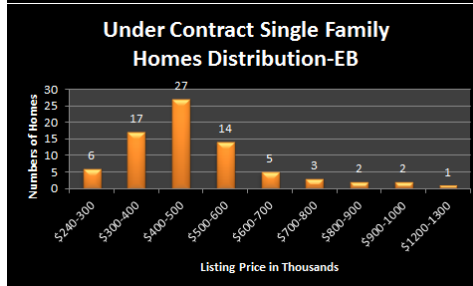
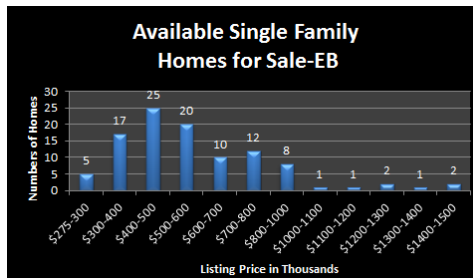
Market Metrics and Neighborhood Trends

1st Quarter 2020

In today's ever-changing real estate market, current statistical insight is essential to the decision making process. We research the local market constantly to provide you with the information you need to make smart choices. It is our goal to provide you with the best information and services possible, and deliver a premium customer experience. You can rely on us to help you make your next move, the best one possible. Please let me put my over 30 years of experience to work for you.



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