

## Current Statistics and Trends For Today's Market



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.

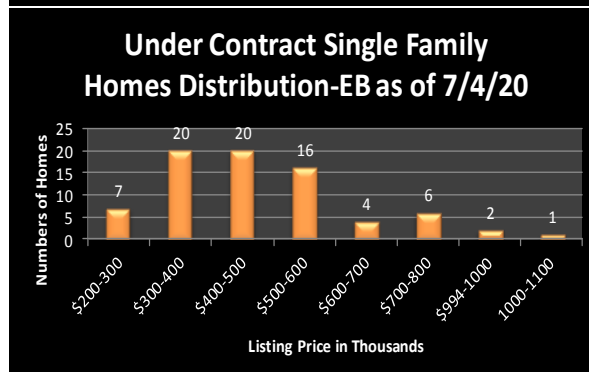
# East Brunswick Single Family Home Real Estate Report

## Market Metrics and Neighborhood Trends

### 2<sup>nd</sup> Quarter 2020



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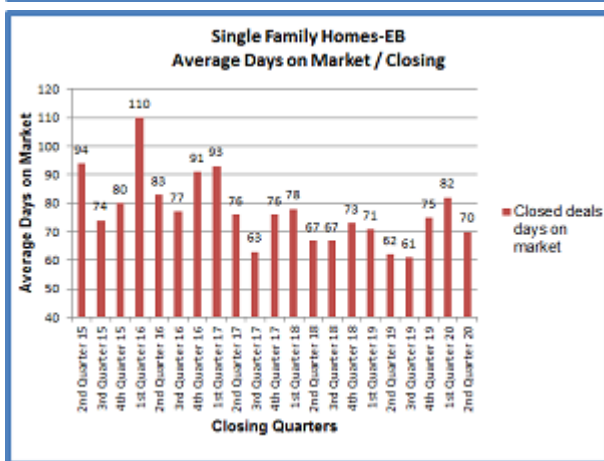
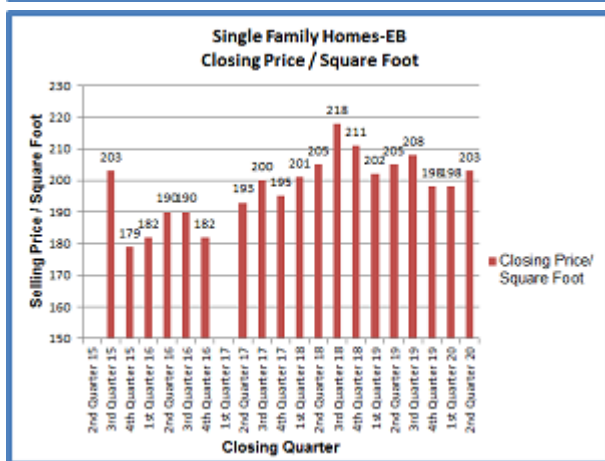
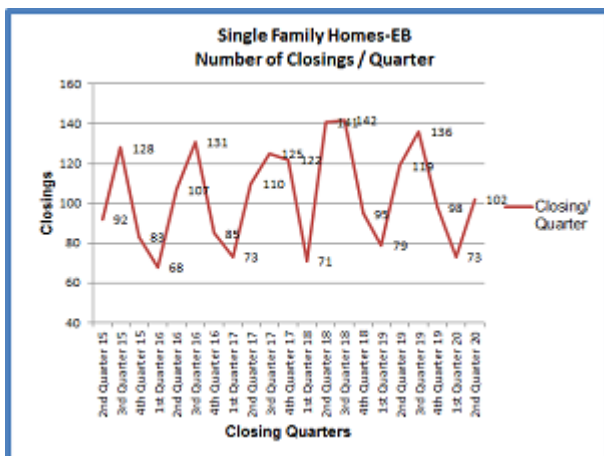
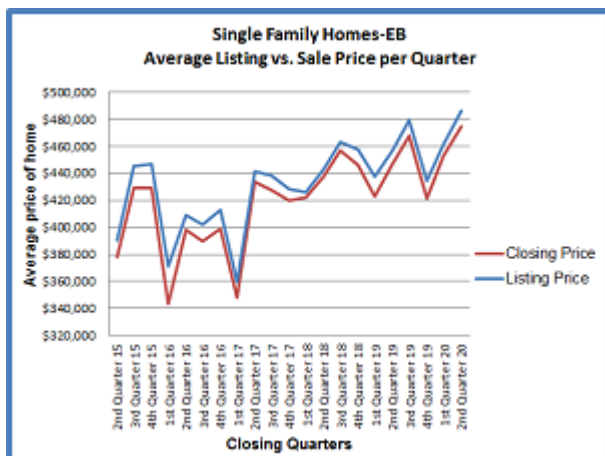
\*\*\*\*\*ECRWSS\*\*\*\*\*  
 Local  
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 New Brunswick, NJ  
 Permit #659

2<sup>nd</sup> Quarter 2020 market results are in. Increasing demand with lower available housing supply is causing homes to sell 5-10% more than the previous year's values. Recently, the number of homes under contract in East Brunswick exceeded the number of homes available. The first half of the year saw a 32% reduction of new listing supply. Since June 1, the available listing supply has decreased by 20%, but the homes under contract has increased by over 100%. This has caused homes to sell quicker and for more money.

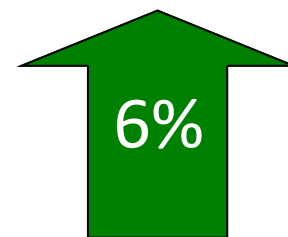
The timing of the coronavirus pandemic caused the usual increased volume of the spring market to be delayed into the summer market. The statistics in the past quarter mixed the worst of real estate activity with unprecedented increases in prices and volume. Historically, low rates further increased buyers spending power to push values higher. If the available inventory continues to stay low, values can climb even higher.

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

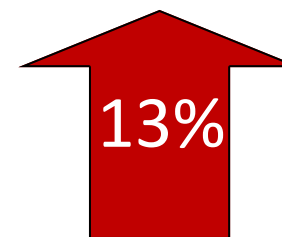


If your property is currently listed with a real estate broker, please disregard this offer.

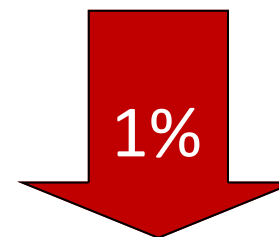
It is not our intention to solicit the listings of other real estate brokers. All information obtained from CJMLS.



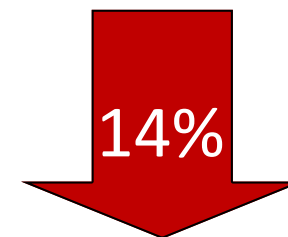
Average Sale Price  
\$474,670 v \$446,718  
Q2 20 Q2 19



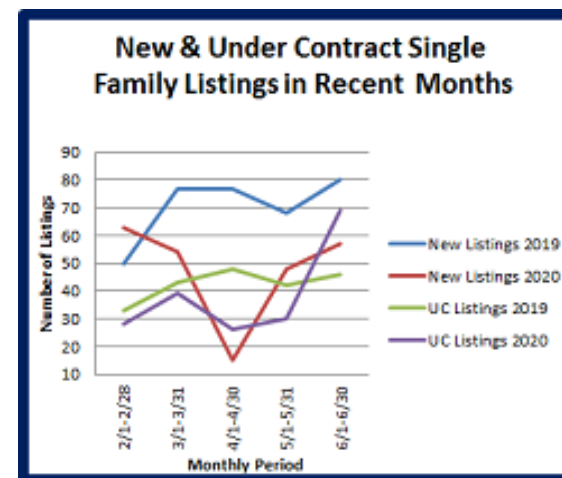
Average Days on Market  
70 v 62  
Q2 20 Q2 19



Closing Price/Square Ft  
\$203 v \$205  
Q2 20 Q2 19



Number of Closings  
102 v 119  
Q2 20 Q2 19



	Feb	March	April	May	June
New Listings 2019	50	77	77	68	80
New Listings 2020	63	54	15	48	57
	26%	-30%	-80%	-29%	-29%
UC Listings 2019	33	43	48	42	46
UC Listings 2020	28	39	26	30	69
	-15%	-9%	-46%	-29%	50%
Closings 2019	22	31	36	40	43
Closings 2020	20	31	32	37	33
	-9%	0%	-11%	-8%	-23%

### Neighborhood Market Results

#### 2-3 Bedroom Single Family Homes

	Q2 2020	Q2 2019	Difference
Active Listings (as of 7/14/20):	27		
Sold Properties:	25	38	-34%
Sold Properties (Q3/19 to Q2/20):	124		
Absorption Rate Monthly:	2.61 months		
Average Sold Price:	\$336,716	\$351,322	-4%
Average Selling Price/SqFt:	\$226.70	\$211.70	+7%
Average Days on Market:	66	59	+12%

#### 4+ Bedroom Single Family Homes

	Q2 2020	Q2 2019	Difference
Active Listings (as of 7/14/20):	64		
Sold Properties:	77	81	-5%
Sold Properties (Q3/19 to Q2/20):	285		
Absorption Rate Monthly:	2.69 months		
Average Sold Price:	\$510,693	\$491,472	+4%
Average Selling Price/SqFt:	\$197.08	\$203.04	-3%
Average Days on Market:	72	63	+14%