

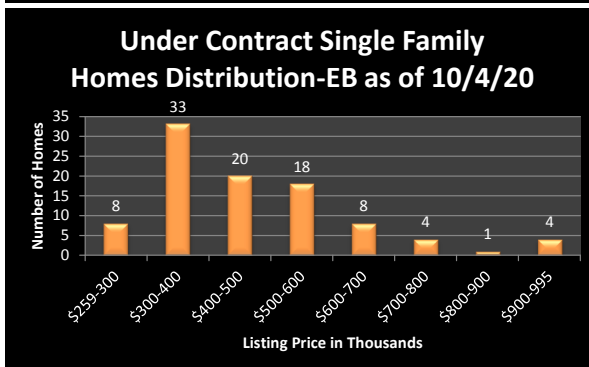
Current Statistics and Trends for Today's Market



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.



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# East Brunswick Single Family Home Real Estate Report

## Market Metrics and Neighborhood Trends

3<sup>rd</sup> Quarter 2020



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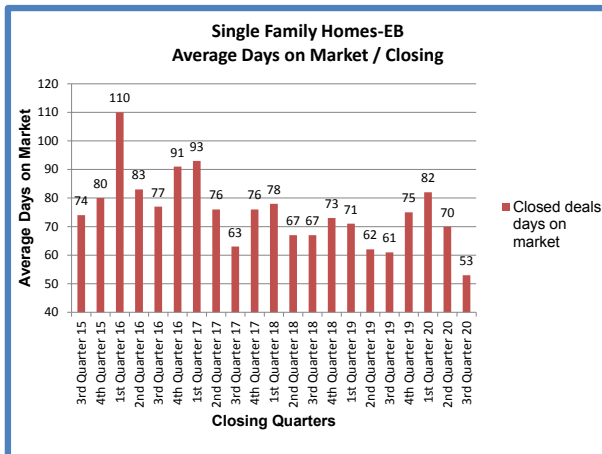
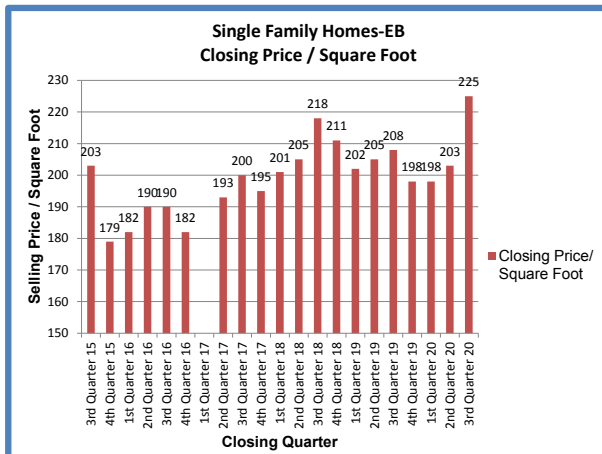
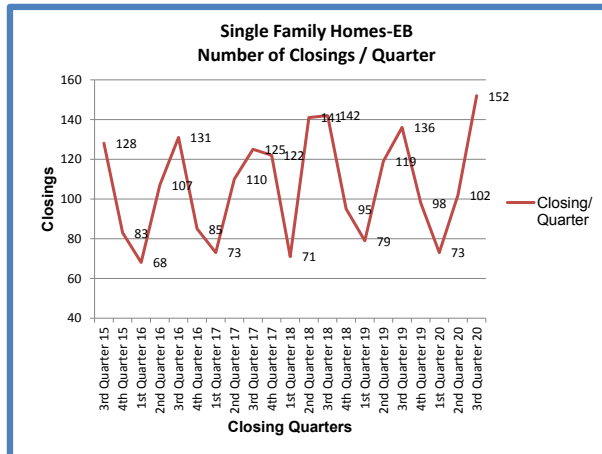
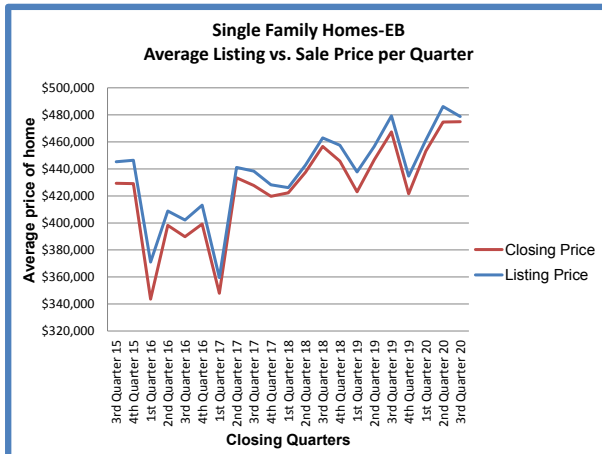
\*\*\*\*\*ECRWSS\*\*\*\*\*  
 Local Postal Customer

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 New Brunswick, NJ  
 Permit #659

3<sup>rd</sup> Quarter 2020 market results are in. Average sale price for East Brunswick Single Family Homes is the 2<sup>nd</sup> highest it has been in 12 years. 2<sup>nd</sup> Quarter 2020's average sale price was higher by \$907. Number of closings for the quarter is the highest on record. Homes have sold faster than ever before. In September, new listings, agreed transactions and home closings each remain increased at least 38% over last year's, same period activity. Activity through the end of the 3<sup>rd</sup> quarter remains strong, despite the concern of a spike in coronavirus cases. The number of homes under contract in East Brunswick remained above the amount of homes available from July 11 to September 24. This inversion of available homes/homes under contract is rare and only occurs in extremely strong markets. Currently the available homes exceed the homes under contract by about 10%. Year to date, in East Brunswick the number of homes placed on the market compared to same period last year is down by 16%, while the number of transactions year to date is only 6% lower. The trend of the homes under contract exceeding the available homes in the Central Jersey Multiple Listing System only occurred toward the end of August and remains the same to date.

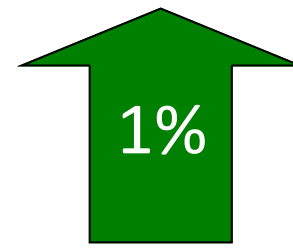
The real estate market continues in a state of flux. The coronavirus pandemic, upcoming election, economic uncertainty, low interest rates and the urban exodus keeps expectations of the future to be unpredictable. Constant monitoring of activity and prices is the only way to anticipate the future of the real estate market.. 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.

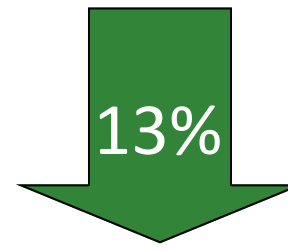


If your property is currently listed with a real estate broker, please disregard this offer.

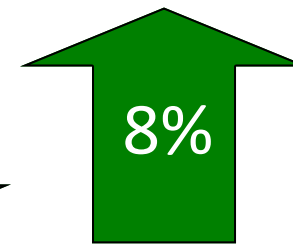
It is not our intention to solicit the listings of other real estate brokers. All information obtained from CJMLS.



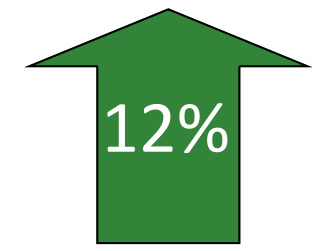
Average Sale Price  
\$473,763 v \$467,324  
Q3 20 Q3 19



Average Days on Market  
53 v 61  
Q3 20 Q3 19



Closing Price/Square Ft  
\$225 v \$208  
Q3 20 Q3 19



Number of Closings  
152 v 136  
Q3 20 Q3 19

### Coronavirus Effects on Single Family and Condo/Townhouse Real Estate Inventory in East Brunswick

	February	March	April	May	June	July	August	September
<b>New Listings 2019</b>	70	116	104	103	107	93	84	63
<b>New Listings 2020</b>	78	73	25	71	86	115	84	89
	11%	-37%	-76%	-31%	-20%	24%	0%	41%
<b>UC Listings 2019</b>	54	65	72	69	63	56	50	43
<b>UC Listings 2020</b>	41	50	36	39	100	99	81	67
	-24%	-23%	-50%	-43%	59%	77%	62%	56%
<b>Closings 2019</b>	31	44	58	67	69	63	74	53
<b>Closings 2020</b>	33	41	45	46	46	65	82	73
	6%	-7%	-22%	-31%	-33%	3%	11%	38%

### Neighborhood Market Results

#### 2-3 Bedroom Single Family Homes

	Q3 2020	Q3 2019	Difference
Active Listings (as of 10/4/20):	28		
Sold Properties:	48	42	+12%
Sold Properties (Q4/19 to Q3/20):	130		
Absorption Rate Monthly:	2.58 months		
Average Sold Price:	\$360,649	\$352,188	+2%
Average Selling Price/SqFt:	\$237.73	\$209.74	+13%
Average Days on Market:	59	59	0%

#### 4 Bedroom Single Family Homes

	Q3 2020	Q3 2019	Difference
Active Listings (as of 10/4/20):	79		
Sold Properties:	103	94	+10%
Sold Properties (Q3/19 to Q2/20):	294		
Absorption Rate Monthly:	3.22 months		
Average Sold Price:	\$527,095	\$518,768	+2%
Average Selling Price/SqFt:	\$220.14	\$207.43	+6%
Average Days on Market:	50	60	-17%