

AREA REPORT

**COLDWELL
BANKER** 

RESIDENTIAL BROKERAGE



Dear Scott,

Welcome to Area Report, an exclusive Coldwell Banker Residential Brokerage report that informs you of residential real estate sales activity and regional trends. It complements the Market Report, giving you a broader look at the real estate market. The Market Summary below offers a look at sales activity for the prior month and year, along with current year-to-date statistics. The graphs depict different aspects of the real estate market for the specific market area. Please contact me if you would like more information on current market trends.



The Spelker Real Estate Team

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MORRIS COUNTY | HARDING TWP

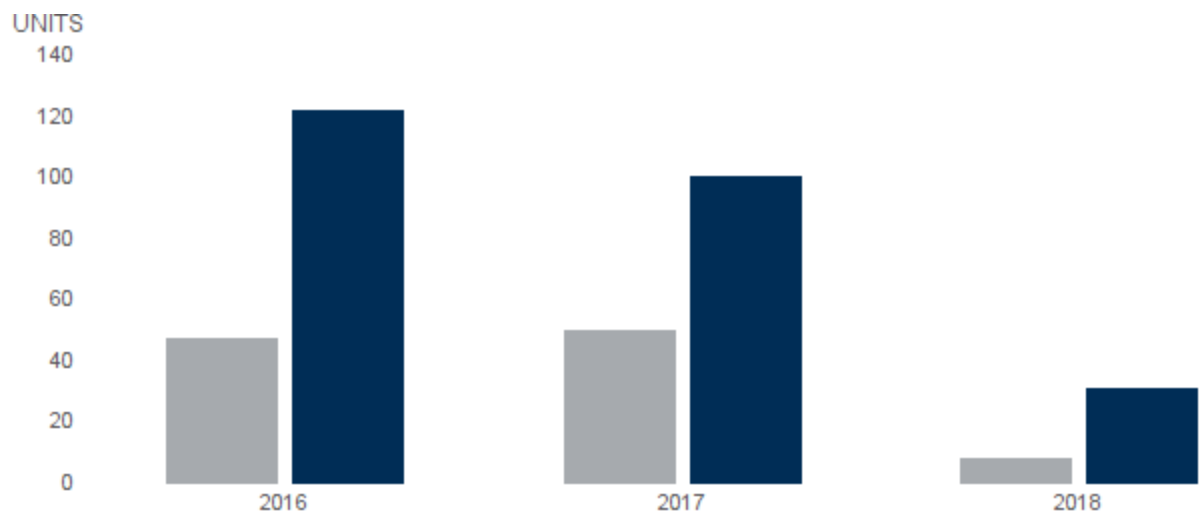
MARKET SUMMARY

March 2018 | Single Family Homes [?](#)

Market Summary	Month to Date			Year to Date		
	March 2018	March 2017	Percent Change	Year-To-Date 2018	Year-To-Date 2017	Percent Change
New Listings	13	16	-18.75% ↓	28	28	0%
Sold Listings	4	3	33.33% ↑	8	5	60% ↑
Median Listing Price	\$1,120,000	\$1,495,000	-25.08% ↓	\$1,962,500	\$1,199,000	63.68% ↑
Median Selling Price	\$1,013,500	\$1,347,200	-24.77% ↓	\$1,702,500	\$1,170,000	45.51% ↑
Median Days on Market	185	119	55.46% ↑	60	95	-36.84% ↓
List/Sell Price Ratio	96.5%	93.3%	3.4% ↑	93.5%	93.8%	-0.32% ↓
Average Listing Price	\$1,216,250	\$1,880,000	-35.31% ↓	\$1,919,212	\$1,597,800	20.12% ↑
Average Selling Price	\$1,126,125	\$1,787,066	-36.98% ↓	\$1,764,062	\$1,516,240	16.34% ↑
Average Days on Market	177	129	37.21% ↑	114	98	16.33% ↑

SOLD AND NEW PROPERTIES (UNITS)

March 2018 | Single Family Homes [?](#)



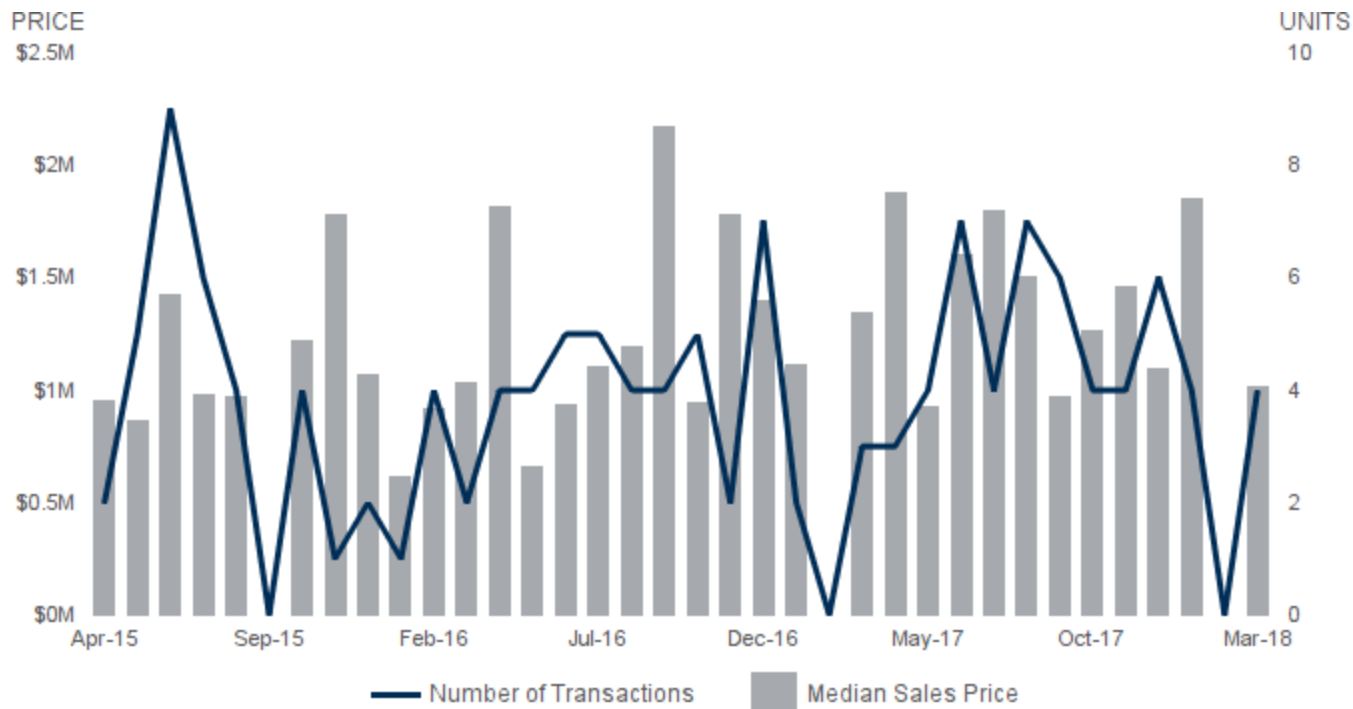
Sold Properties	47	50	8
New Properties	122	100	31
Sold Volume	\$62.73M	\$75.58M	\$14.11M
Listing Volume	\$248.20M	\$270.15M	\$70.54M
Median Sale Price	\$1.10M	\$1.24M	\$1.70M

Sold Properties | Number of properties sold during the year
New Properties | Number of properties listed during the year.

MORRIS COUNTY | HARDING TWP

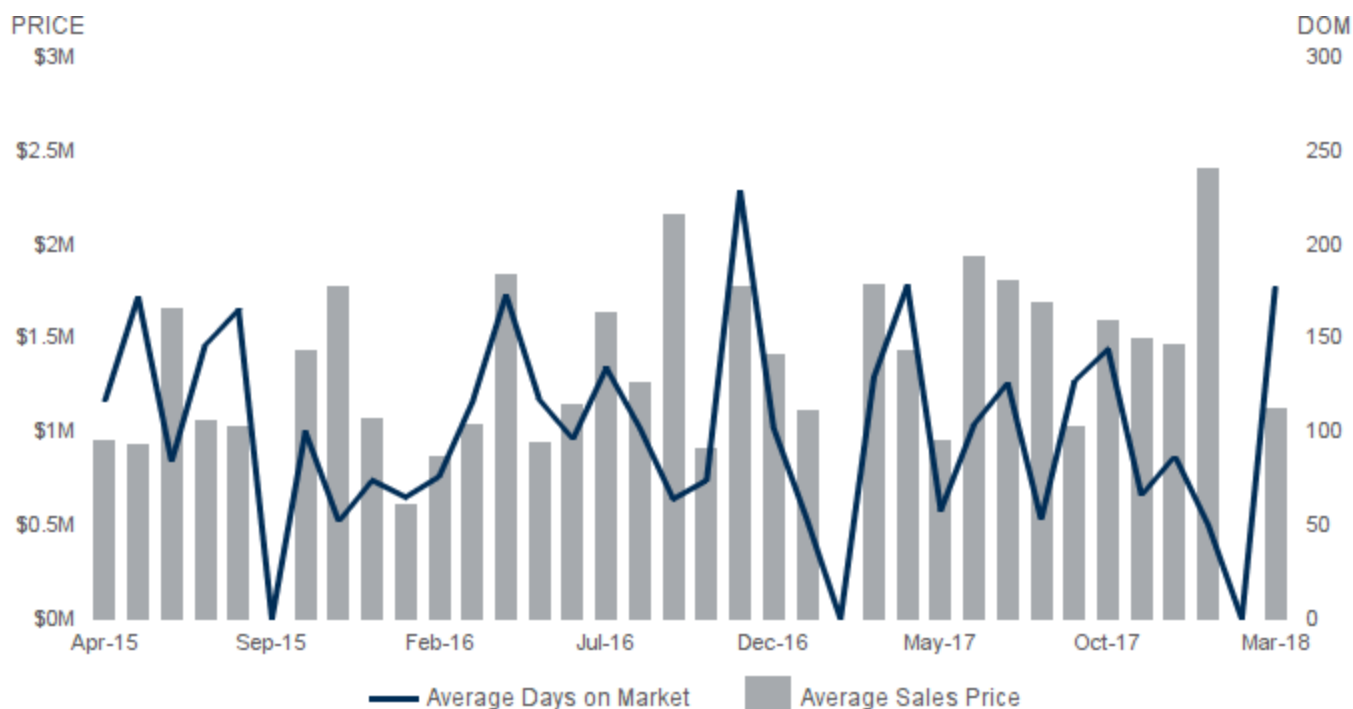
MEDIAN SALES PRICE AND NUMBER OF SALES

March 2018 | Single Family Homes [?](#)



AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

March 2018 | Single Family Homes [?](#)



Median Sales Price | Price of the "middle" property sold -an equal number of sales were above and below this price.

Number of Sales | Number of properties sold.

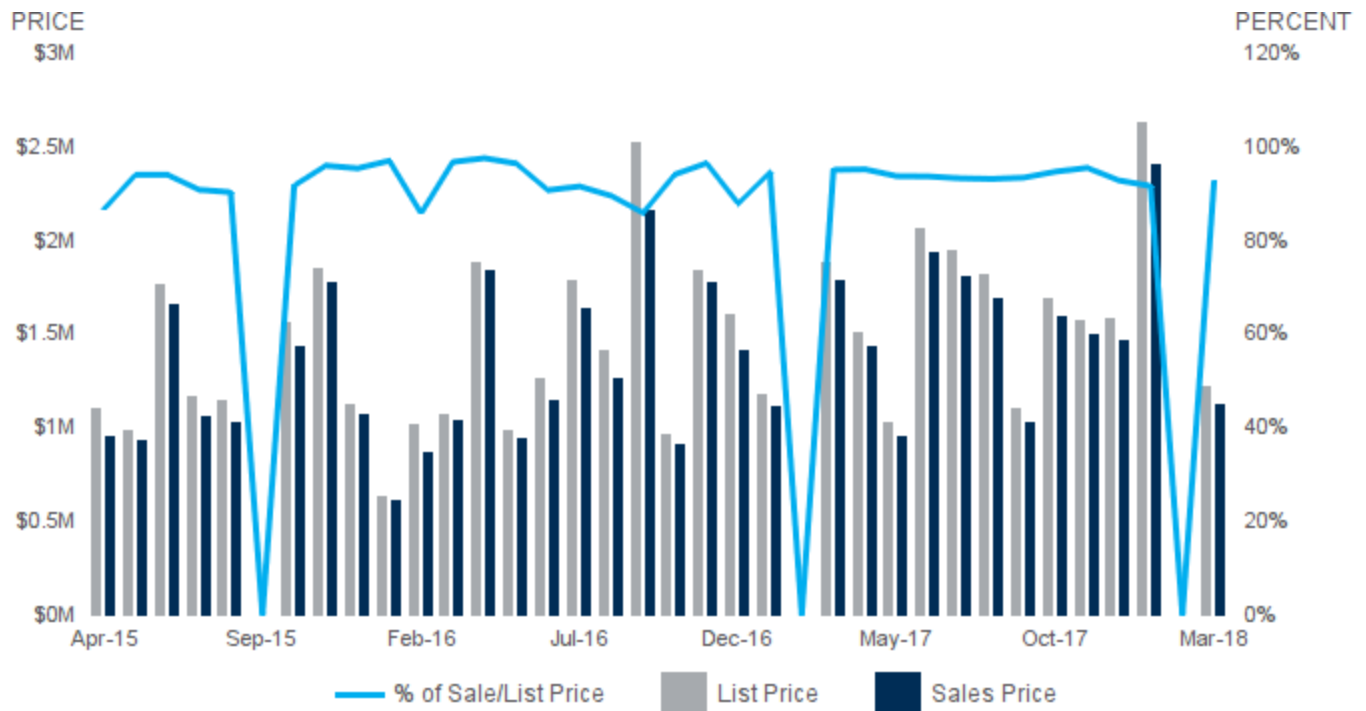
Average Sales Price | Average sales price for all properties sold.

Average Days on Market | Average days on market for all properties sold.

MORRIS COUNTY | HARDING TWP

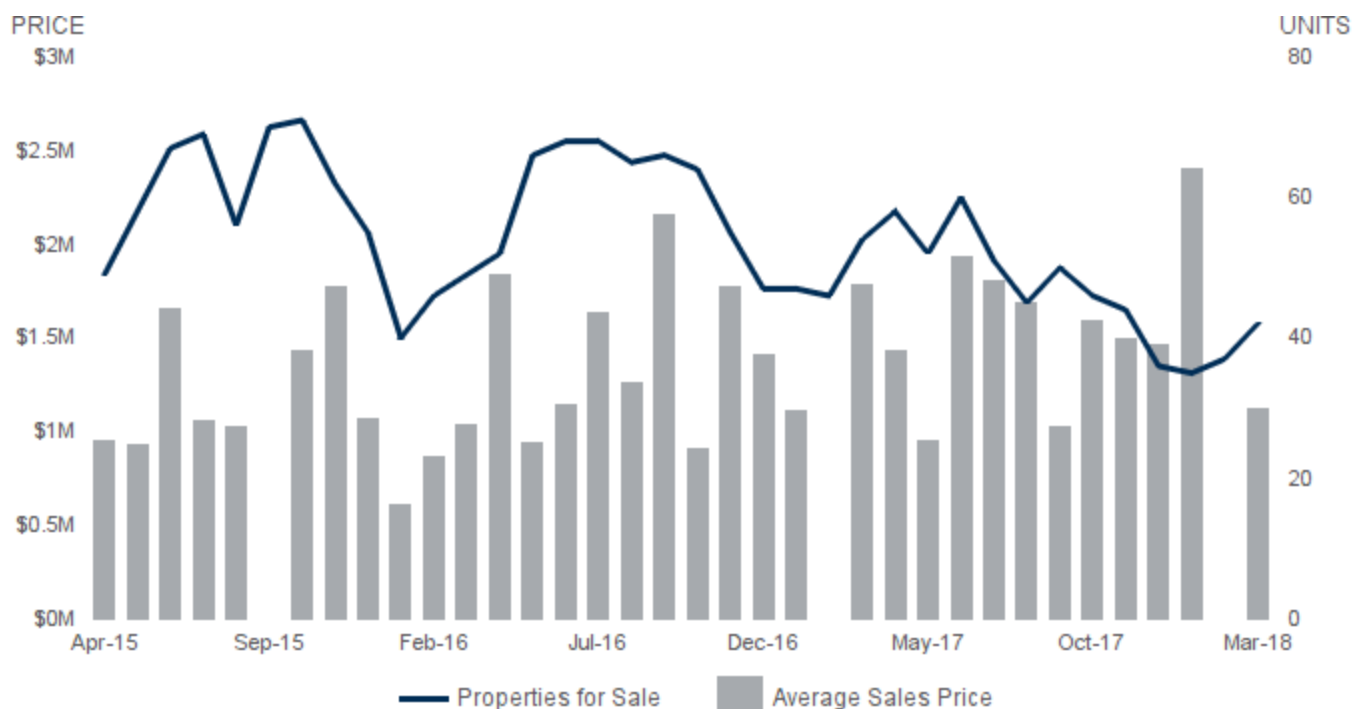
SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

March 2018 | Single Family Homes [?](#)



AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

March 2018 | Single Family Homes [?](#)



Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.

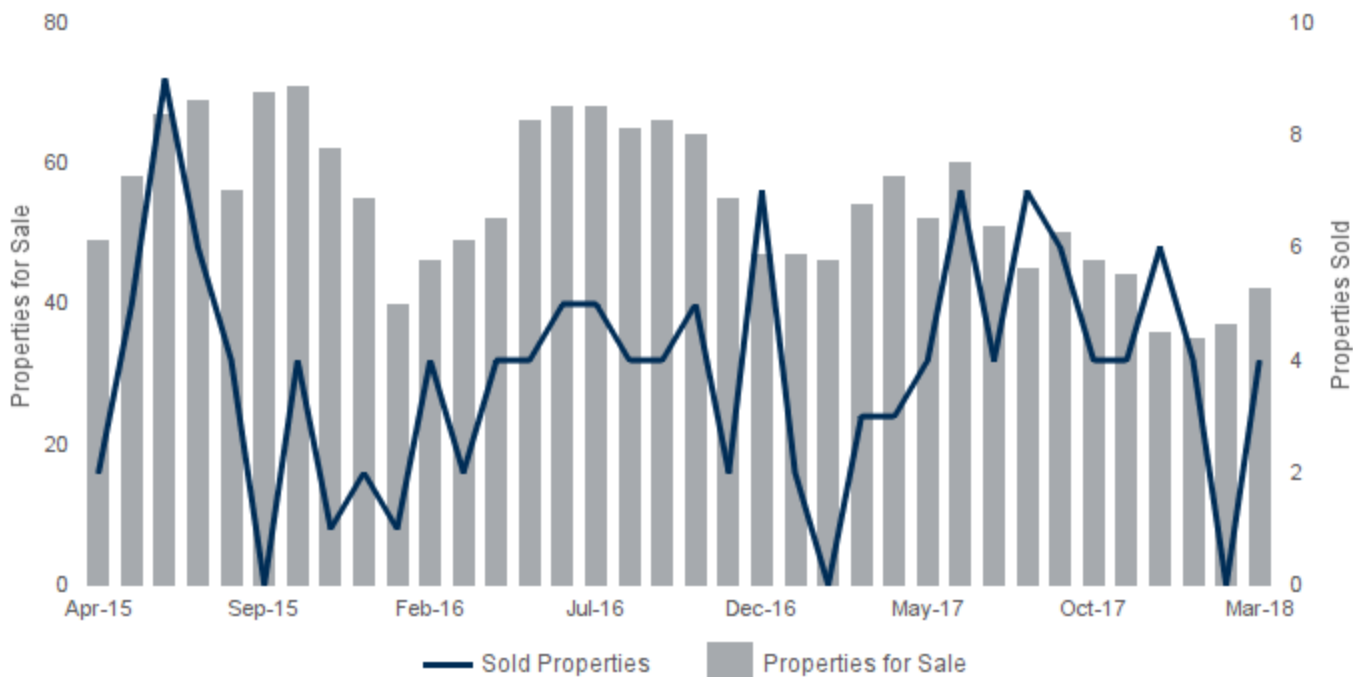
Average Sales Price | Average sales price for all properties sold.

Properties for Sale | Number of properties listed for sale at the end of month.

MORRIS COUNTY | HARDING TWP

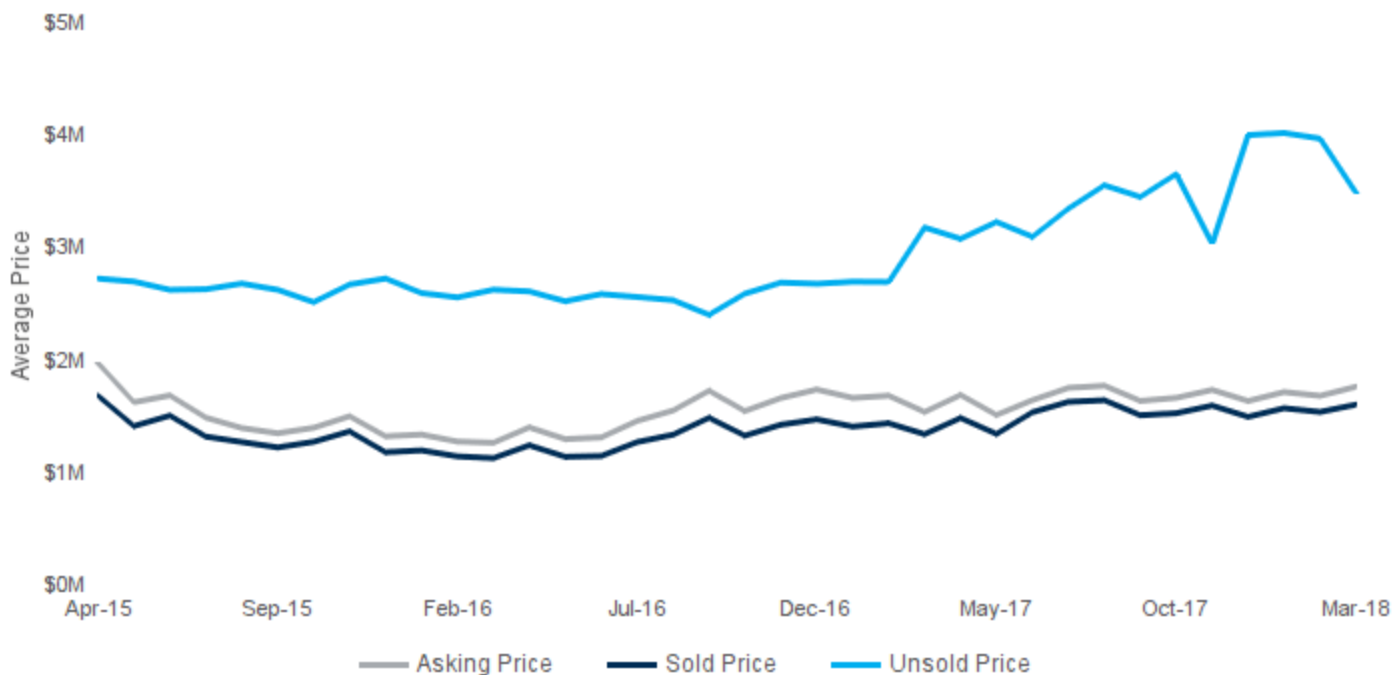
PROPERTIES FOR SALE AND SOLD PROPERTIES

March 2018 | Single Family Homes [?](#)



AVERAGE ASKING/SOLD/UNSOLD PRICE

March 2018 | Single Family Homes [?](#)



Properties for Sale | Number of properties listed for sale at the end of month.

Sold Properties | Number of properties sold.

Unsold Price | the average active list price

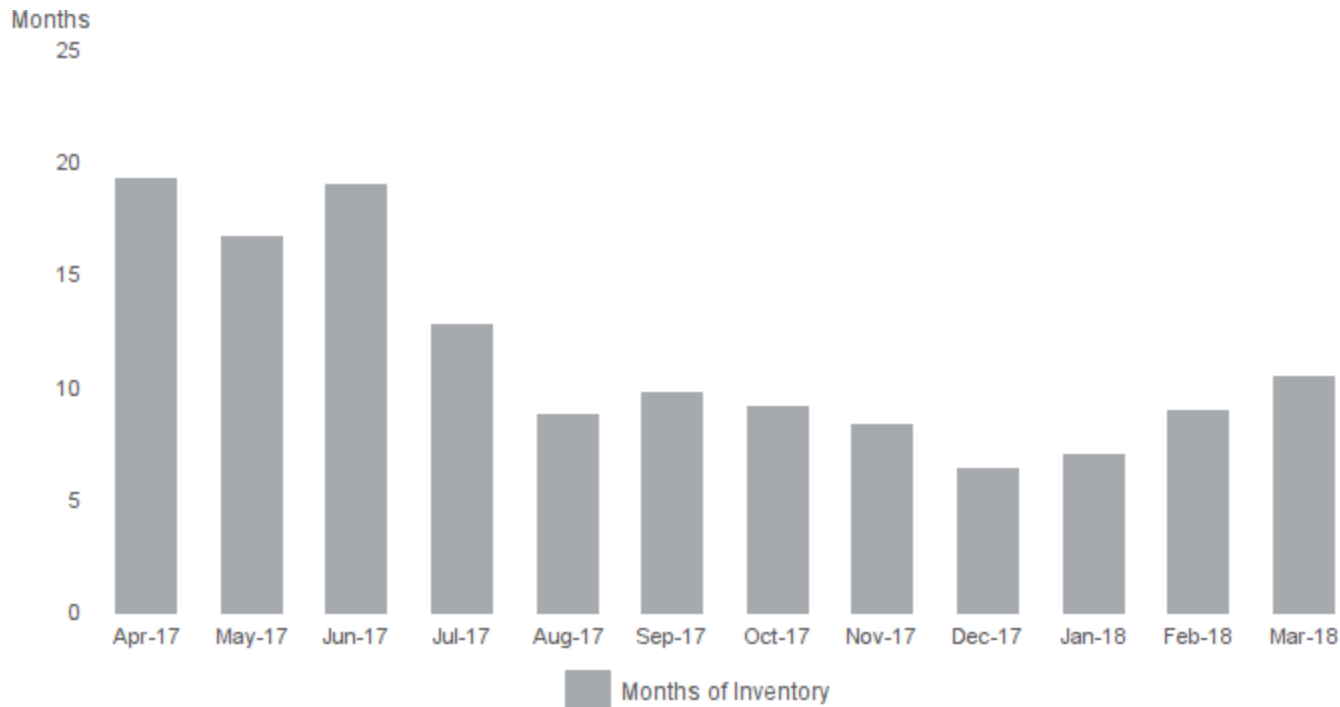
Asking Price | the average asking price of sold properties

Sold Price | the average selling price

MORRIS COUNTY | HARDING TWP

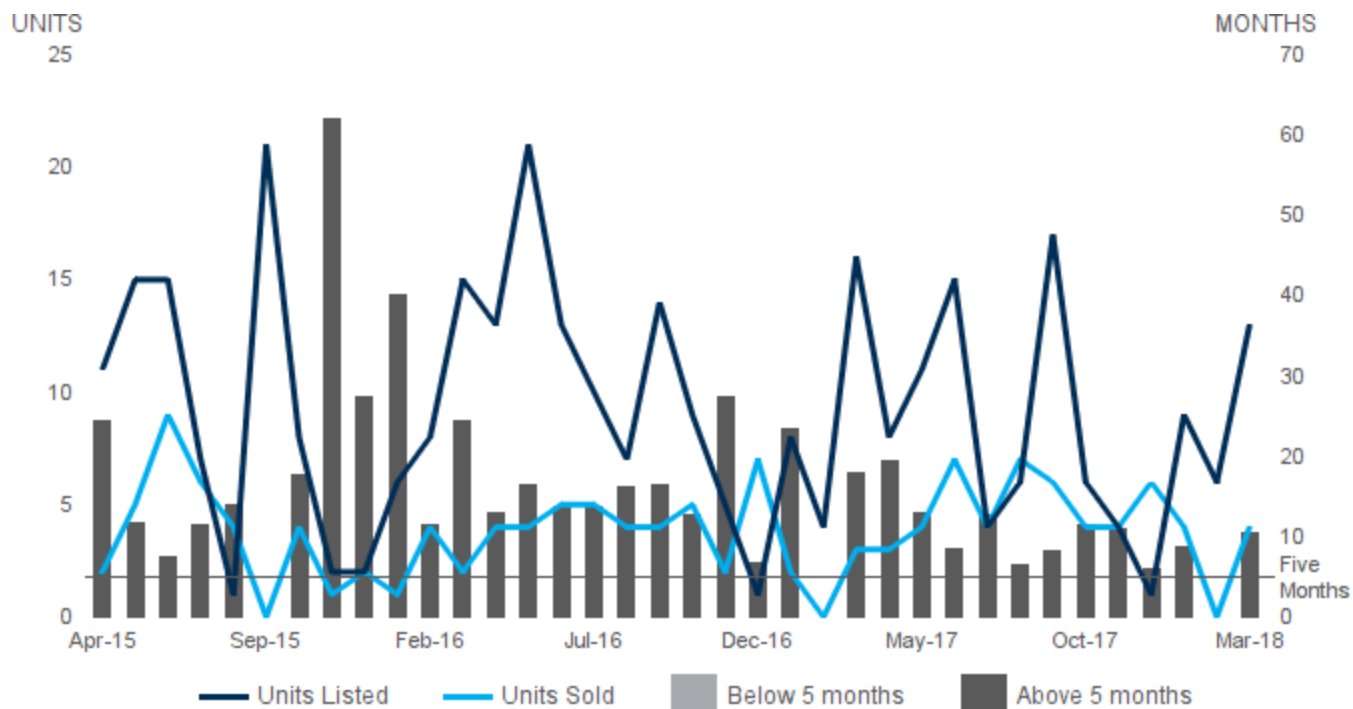
ABSORPTION RATE

March 2018 | Single Family Homes [?](#)



MONTHS SUPPLY OF INVENTORY

March 2018 | Single Family Homes [?](#)



Absorption Rate | Looks at the past year's monthly supply of inventory. In a normal market there should be a 6 month supply. The higher the rate above 6 the more aggressive a seller has to be with the competition; price and having a picture perfect property.

Months Supply of Inventory | Properties for sale divided by number of properties sold.

Units Listed | Number of properties listed for sale at the end of month.

Units Sold | Number of properties sold.

MORRIS COUNTY | HARDING TWP

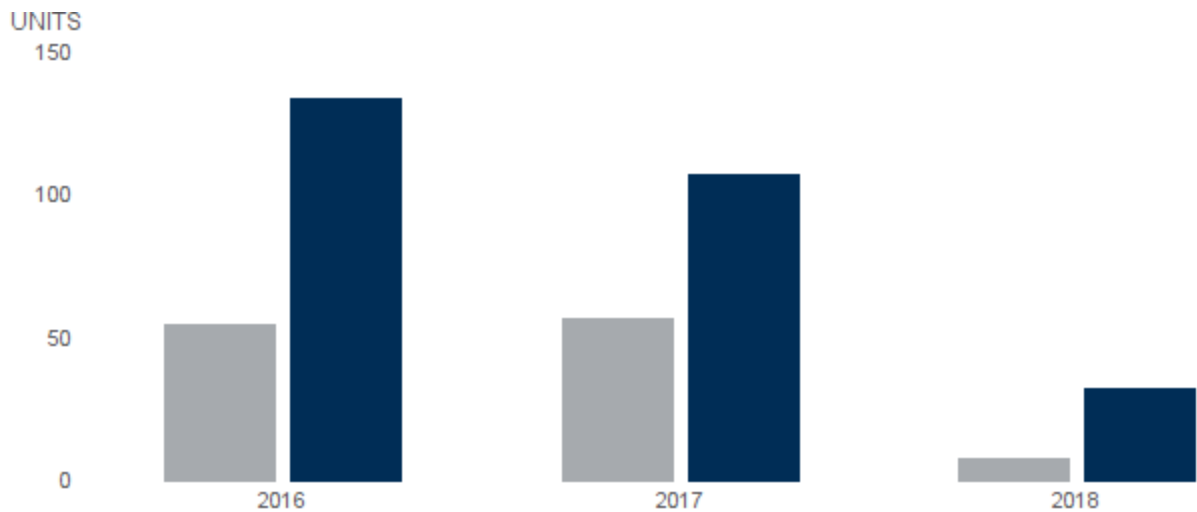
MARKET SUMMARY

March 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)

Market Summary	Month to Date			Year to Date		
	March 2018	March 2017	Percent Change	Year-To-Date 2018	Year-To-Date 2017	Percent Change
New Listings	14	17	-17.65% ↓	29	31	-6.45% ↓
Sold Listings	4	4	0%	8	6	33.33% ↑
Median Listing Price	\$1,120,000	\$1,245,000	-10.04% ↓	\$1,962,500	\$1,174,500	67.09% ↑
Median Selling Price	\$1,013,500	\$1,133,100	-10.56% ↓	\$1,702,500	\$1,110,000	53.38% ↑
Median Days on Market	185	107	72.9% ↑	60	81	-25.93% ↓
List/Sell Price Ratio	96.5%	95%	1.58% ↑	93.5%	94.8%	-1.4% ↓
Average Listing Price	\$1,216,250	\$1,526,250	-20.31% ↓	\$1,919,212	\$1,409,000	36.21% ↑
Average Selling Price	\$1,126,125	\$1,456,550	-22.69% ↓	\$1,764,062	\$1,341,033	31.55% ↑
Average Days on Market	177	99	78.79% ↑	114	83	37.35% ↑

SOLD AND NEW PROPERTIES (UNITS)

March 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



Sold Properties	55	57	8
New Properties	134	107	32
Sold Volume	\$66.52M	\$79.09M	\$14.11M
Listing Volume	\$254.01M	\$273.74M	\$70.99M
Median Sale Price	\$945K	\$1.16M	\$1.70M

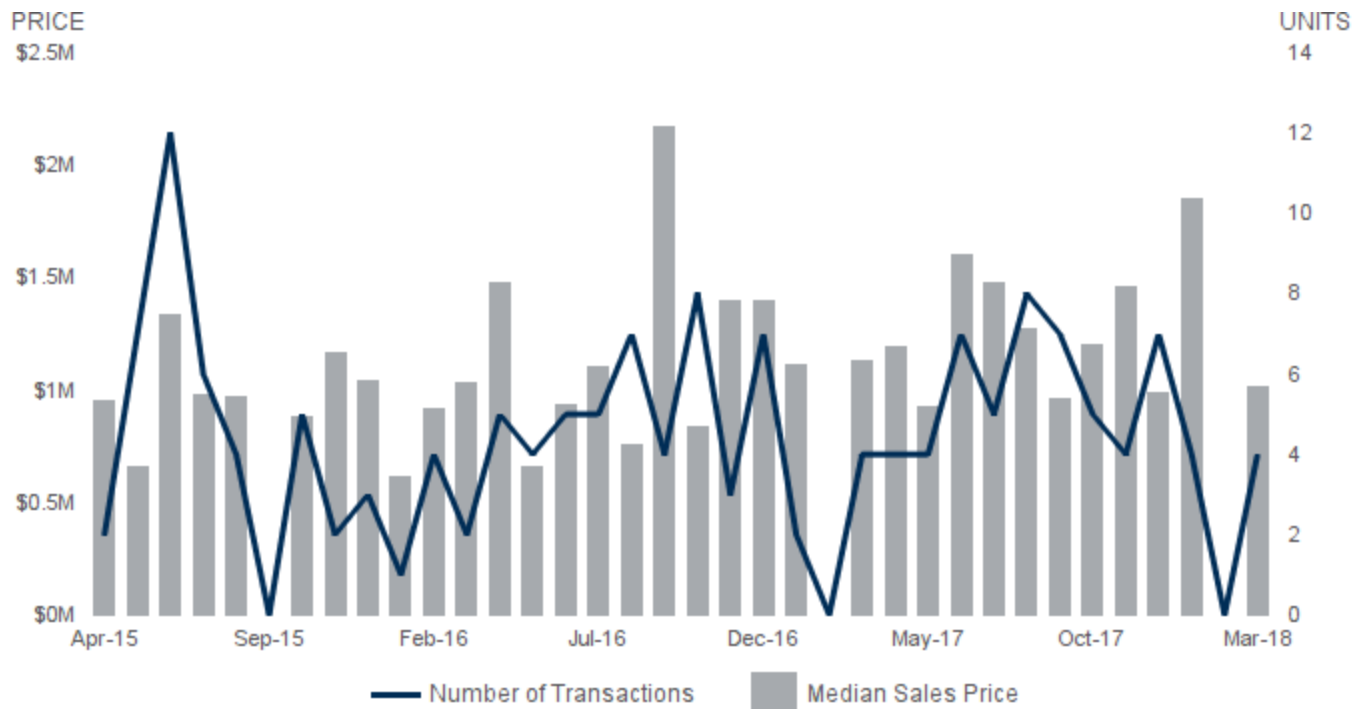
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MORRIS COUNTY | HARDING TWP

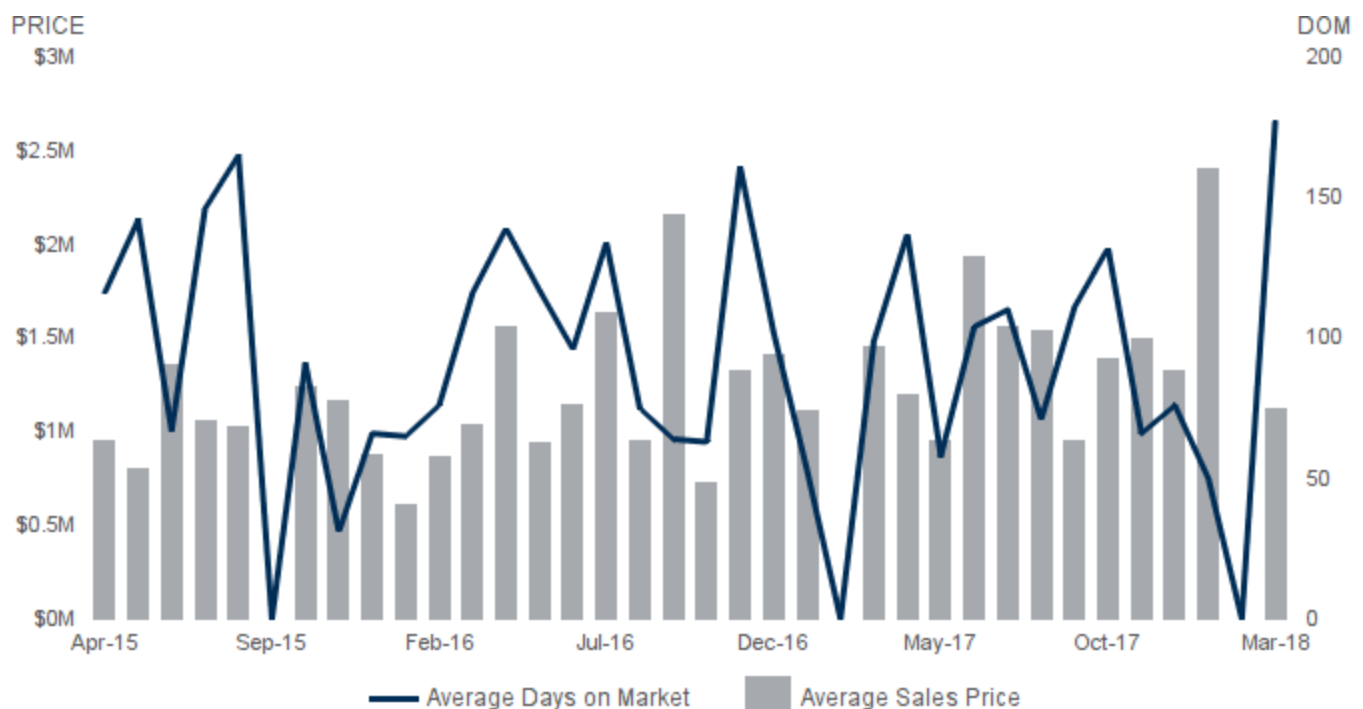
MEDIAN SALES PRICE AND NUMBER OF SALES

March 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

March 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



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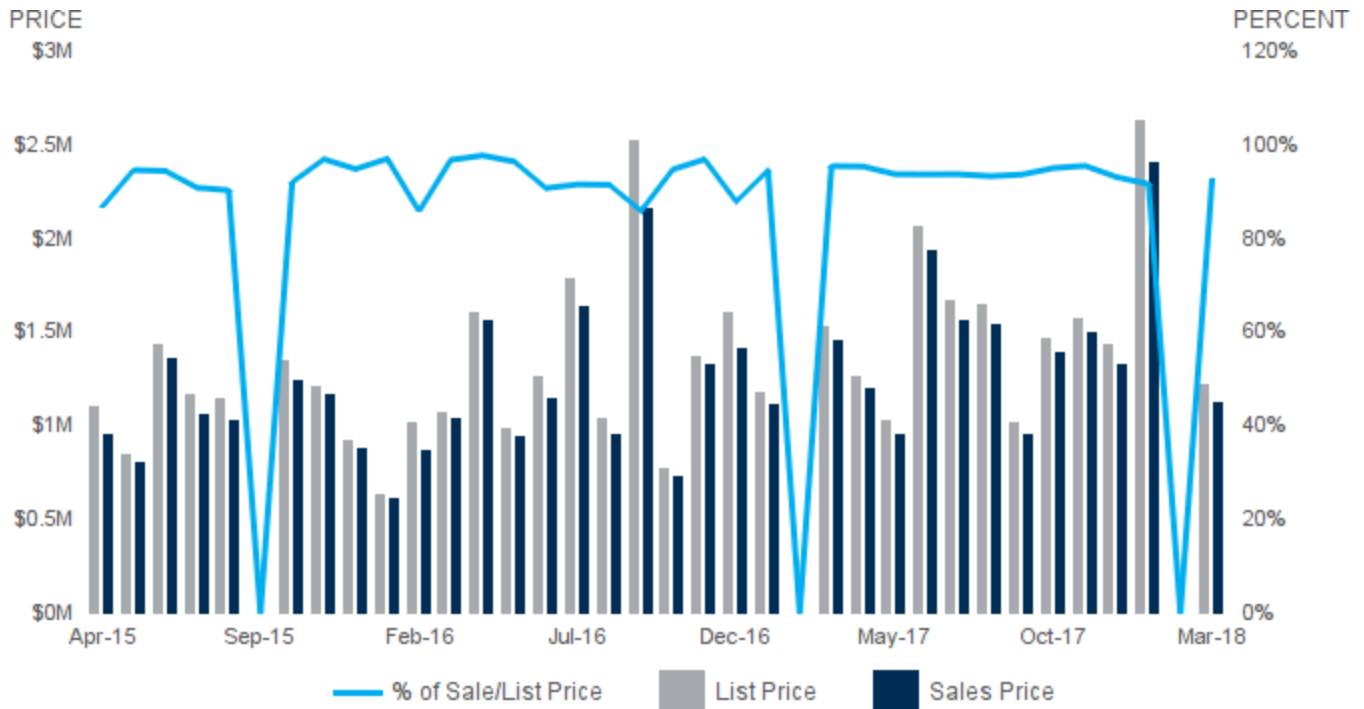
Average Sales Price | Average sales price for all properties sold.

Average Days on Market | Average days on market for all properties sold.

MORRIS COUNTY | HARDING TWP

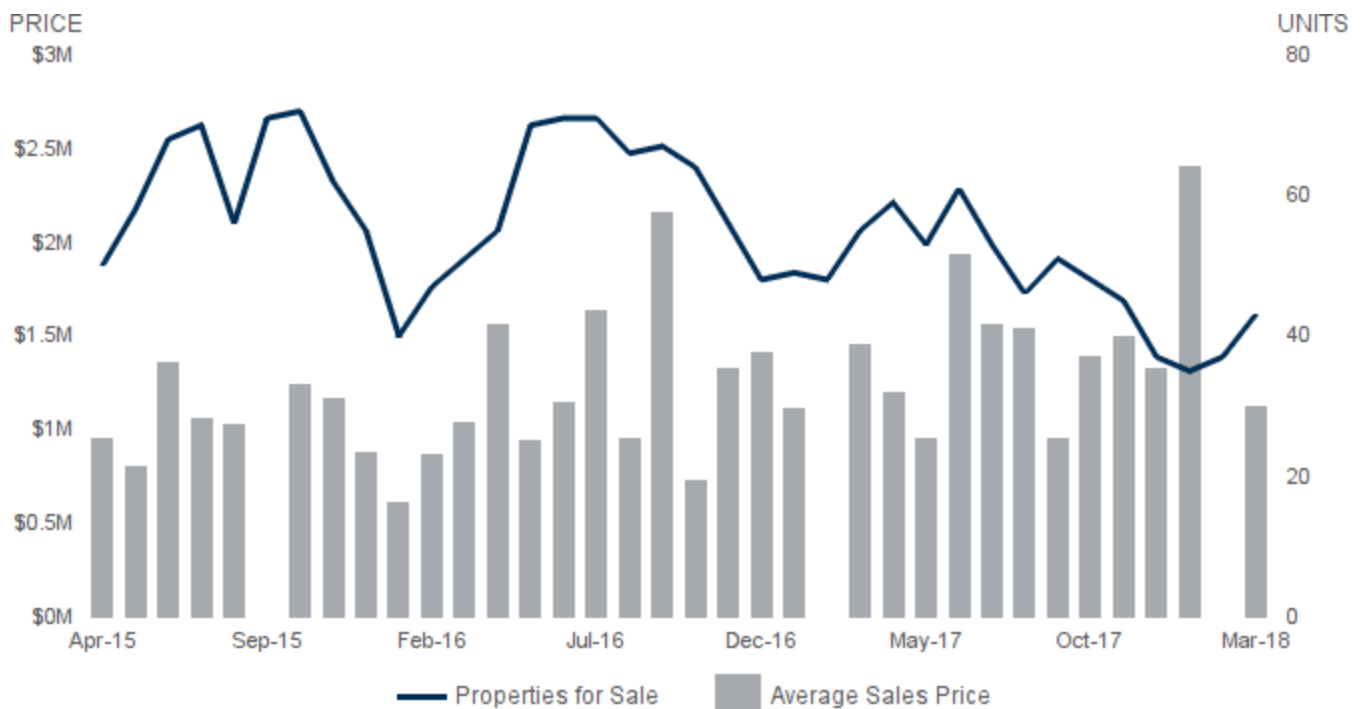
SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

March 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

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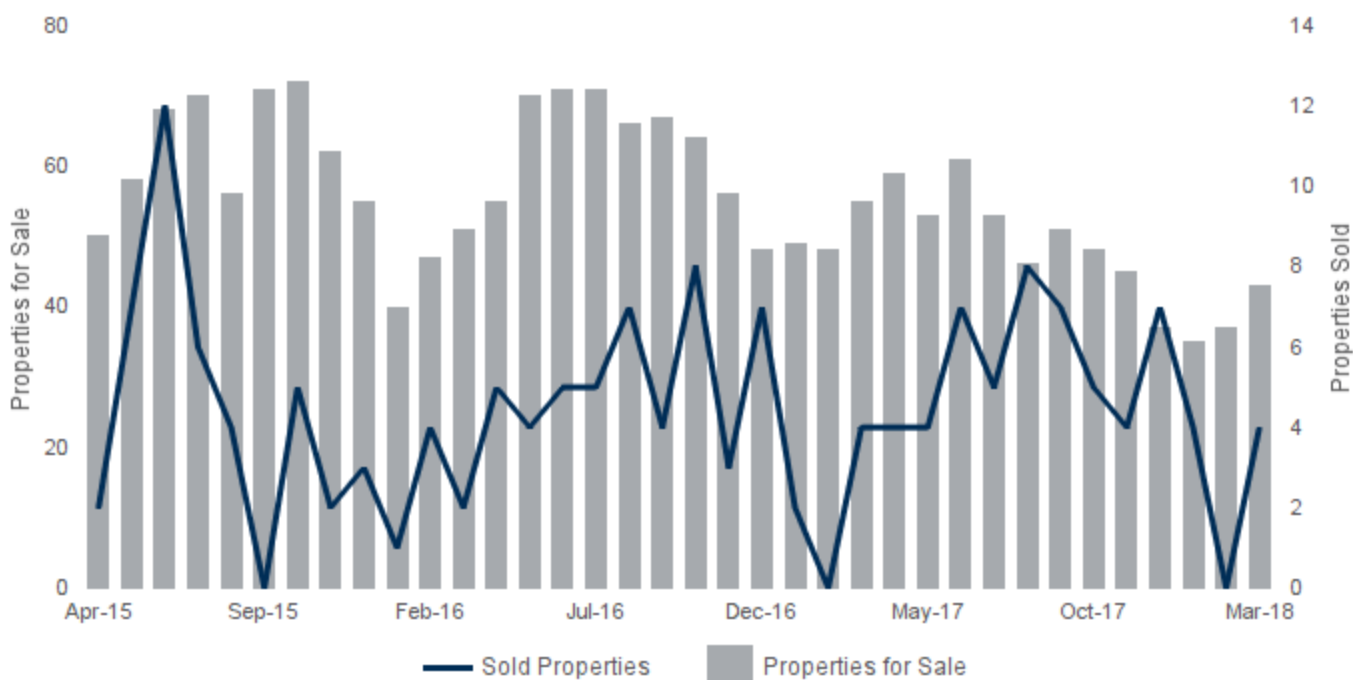
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MORRIS COUNTY | HARDING TWP

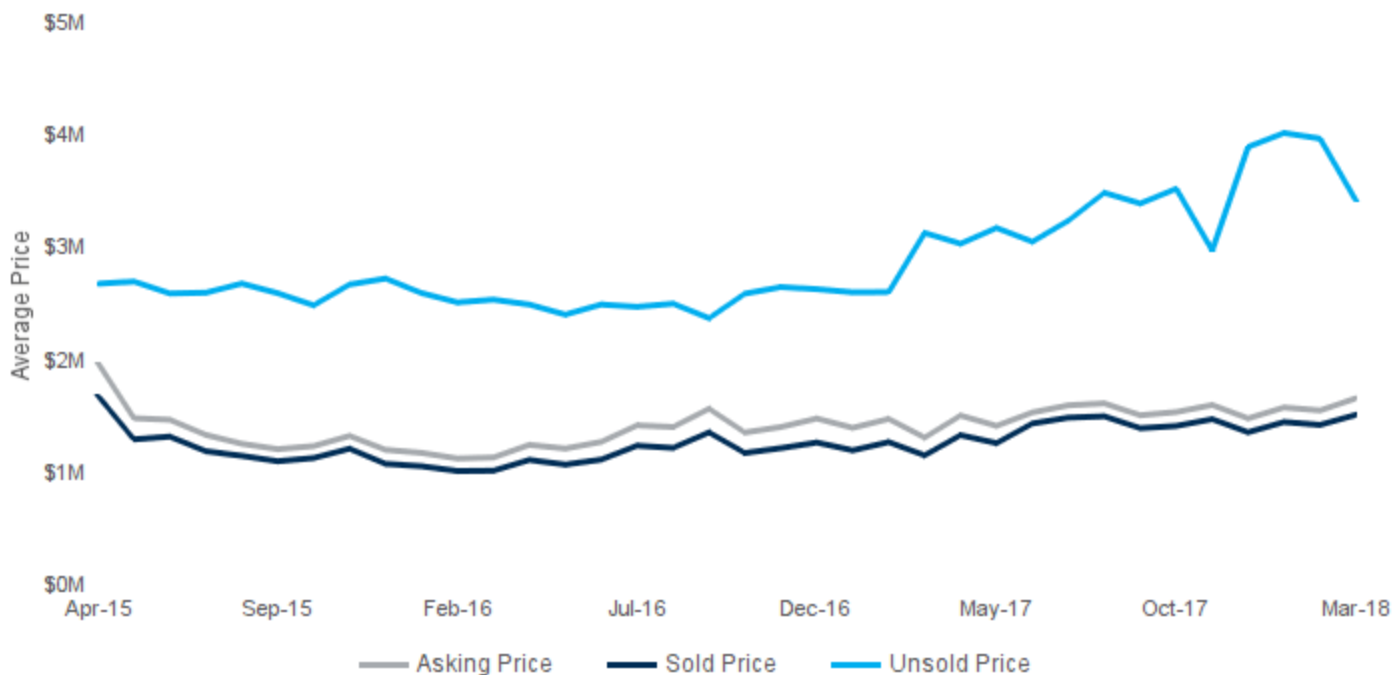
PROPERTIES FOR SALE AND SOLD PROPERTIES

March 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



AVERAGE ASKING/SOLD/UNSOLD PRICE

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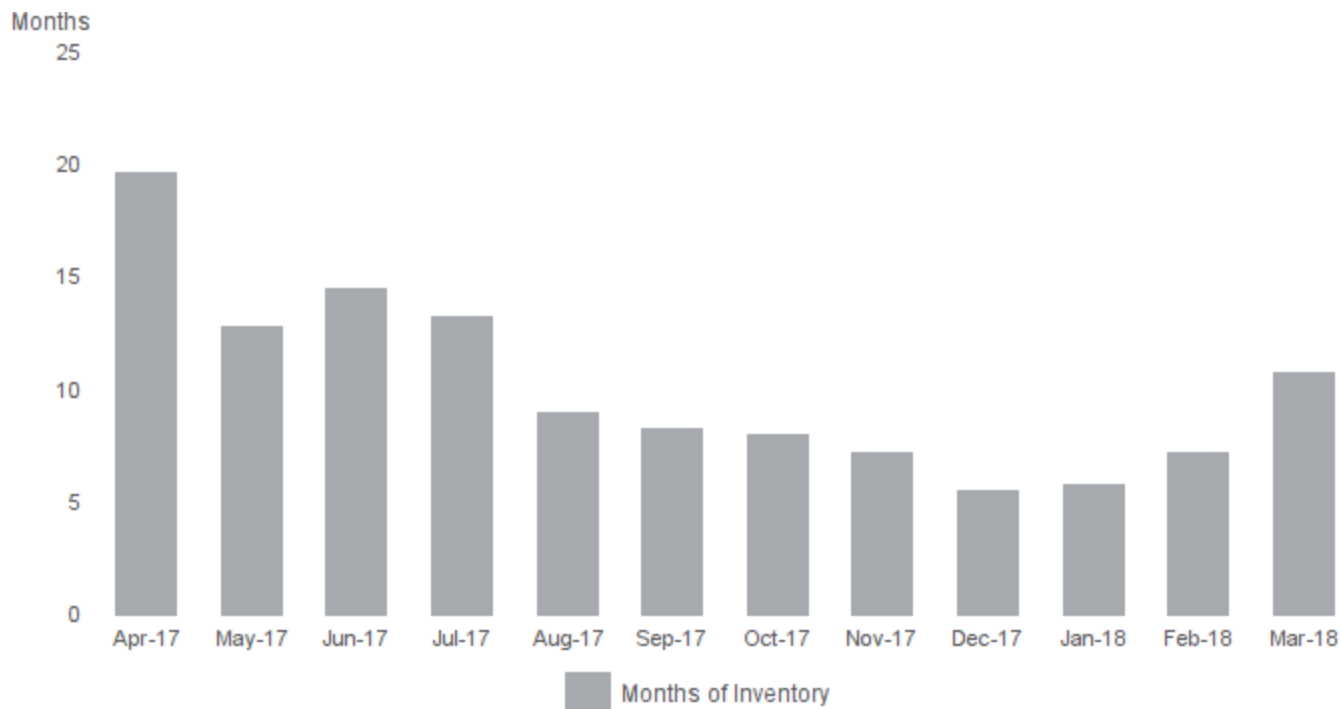
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MORRIS COUNTY | HARDING TWP

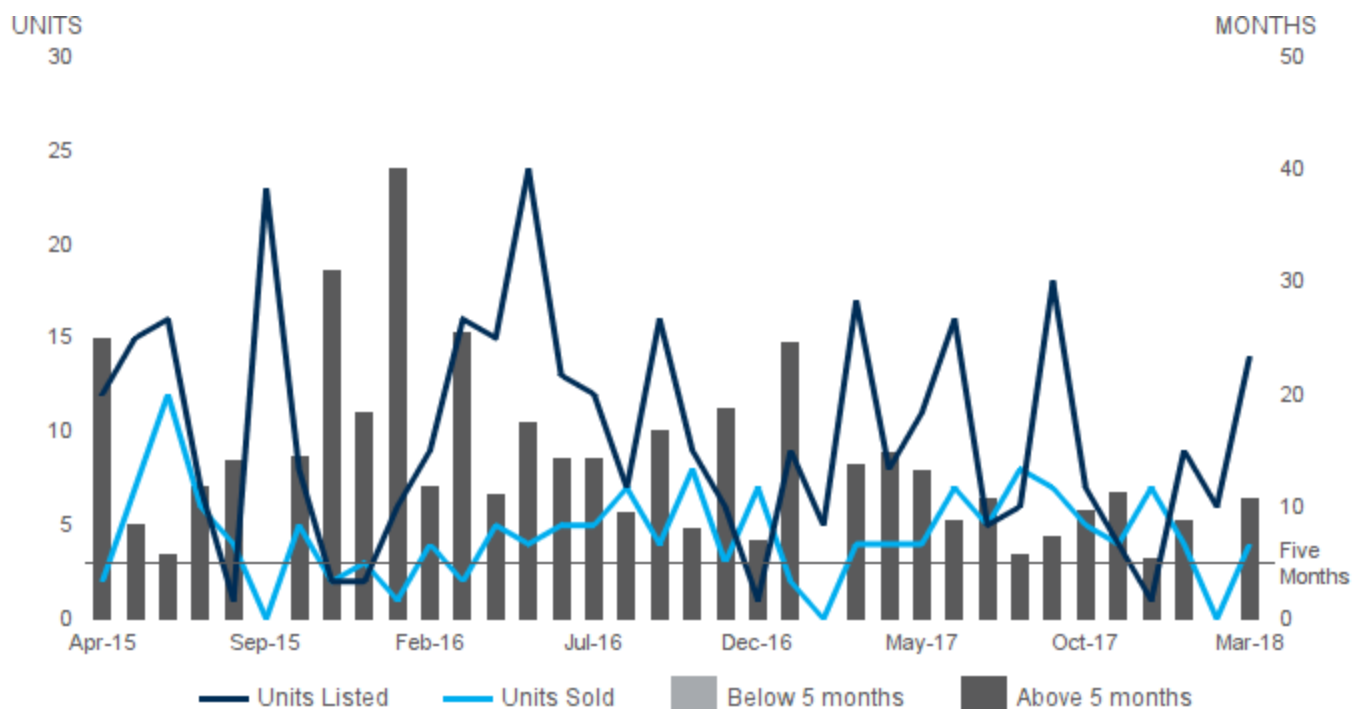
ABSORPTION RATE

March 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



MONTHS SUPPLY OF INVENTORY

March 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



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The statistics presented in the Area Report are compiled based on figures and data generated by IDC global for the benefit of Coldwell Banker Residential Brokerage. Due to possible reporting inconsistencies, Days on Market (DOM), average prices and rates of appreciation should be used to analyze trends only. IDC global obtains its data from various sources and has not been, and will not be, verified by Coldwell Banker. All information should be independently reviewed and verified for accuracy. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage cannot and will not investigate or verify the accuracy of the data accuracy. Data maintained by the MLSs may not reflect all real estate activity in the market. Owned by NRT LLC. All data, including all measurements and calculations of area, is obtained from various sources and has not been, and will not be, verified by broker or MLS. All information should be independently reviewed and verified for accuracy. Properties may or may not be listed by the office/agent presenting the information.

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