



AREA REPORT

ISELIN

DECEMBER 2023 | SINGLE FAMILY HOMES



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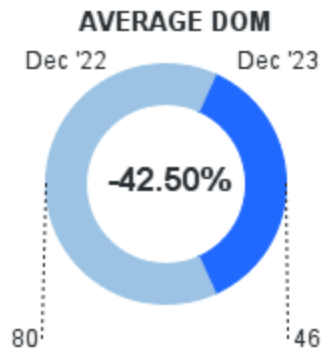
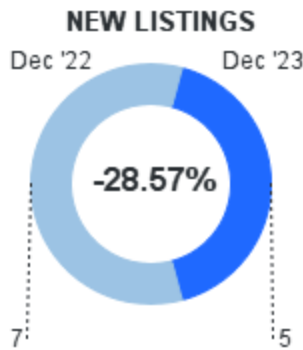
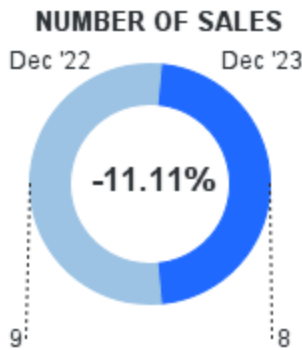


COLDWELL BANKER
REALTY

ISELIN | December 2023

REAL ESTATE SNAPSHOT - Change since this time last year

Single Family Homes



25.30%

MEDIAN SALES PRICE
SINGLE FAMILY HOMES

0.33%

AVERAGE SALES PRICE
SINGLE FAMILY HOMES

22.62%

**MEDIAN LIST PRICE
(SOLD LISTINGS)**
SINGLE FAMILY HOMES

-3.73%

**AVERAGE LIST PRICE
(SOLD LISTINGS)**
SINGLE FAMILY HOMES

Dec '22 Dec '23

AREA REPORT

ISELIN

FULL MARKET SUMMARY

December 2023 | Single Family Homes ?

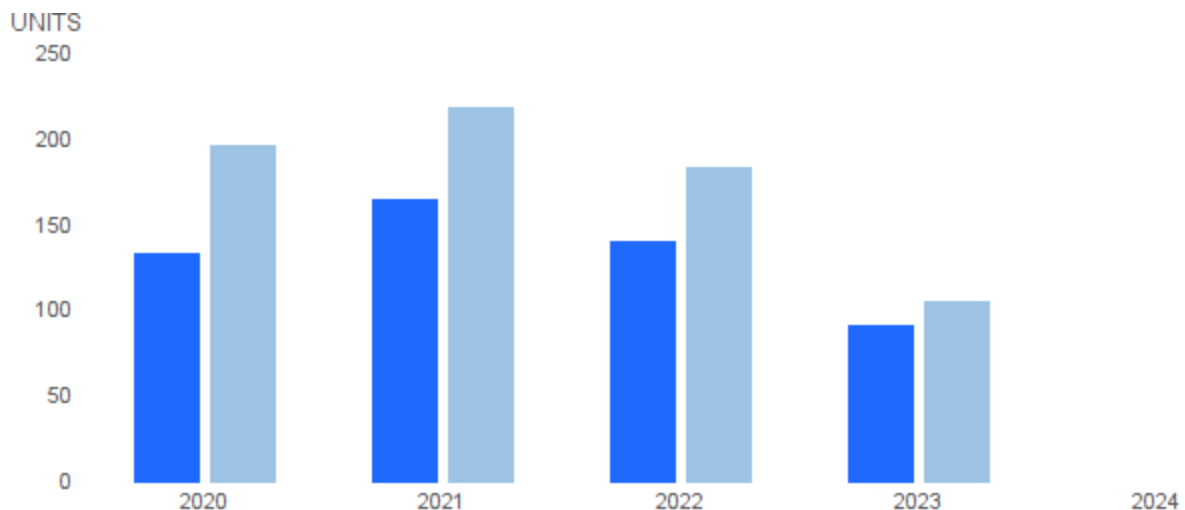
	Month to Date			Year to Date		
	December 2023	December 2022	% Change	YTD 2023	YTD 2022	% Change
New Listings	5	7	-28.57% ↓	105	183	-42.62% ↓
Sold Listings	8	9	-11.11% ↓	91	140	-35% ↓
Median List Price (Solds)	\$505,000	\$411,825	22.62% ↑	\$470,000	\$424,949	10.6% ↑
Median Sold Price	\$520,000	\$415,000	25.3% ↑	\$475,000	\$437,075	8.68% ↑
Median Days on Market	29	62	-53.23% ↓	24	29	-17.24% ↓
Average List Price (Solds)	\$492,862	\$511,969	-3.73% ↓	\$480,653	\$442,579	8.6% ↑
Average Sold Price	\$504,750	\$503,111	0.33% ↑	\$495,688	\$449,452	10.29% ↑
Average Days on Market	46	80	-42.5% ↓	38	43	-11.63% ↓
List/Sold Price Ratio	103.1%	98.9%	4.29% ↑	104%	101.9%	2.04% ↑

SOLD AND NEW PROPERTIES (UNITS)

December 2023 | Single Family Homes ?

Sold Properties | Number of properties sold during the year

New Properties | Number of properties listed during the year.



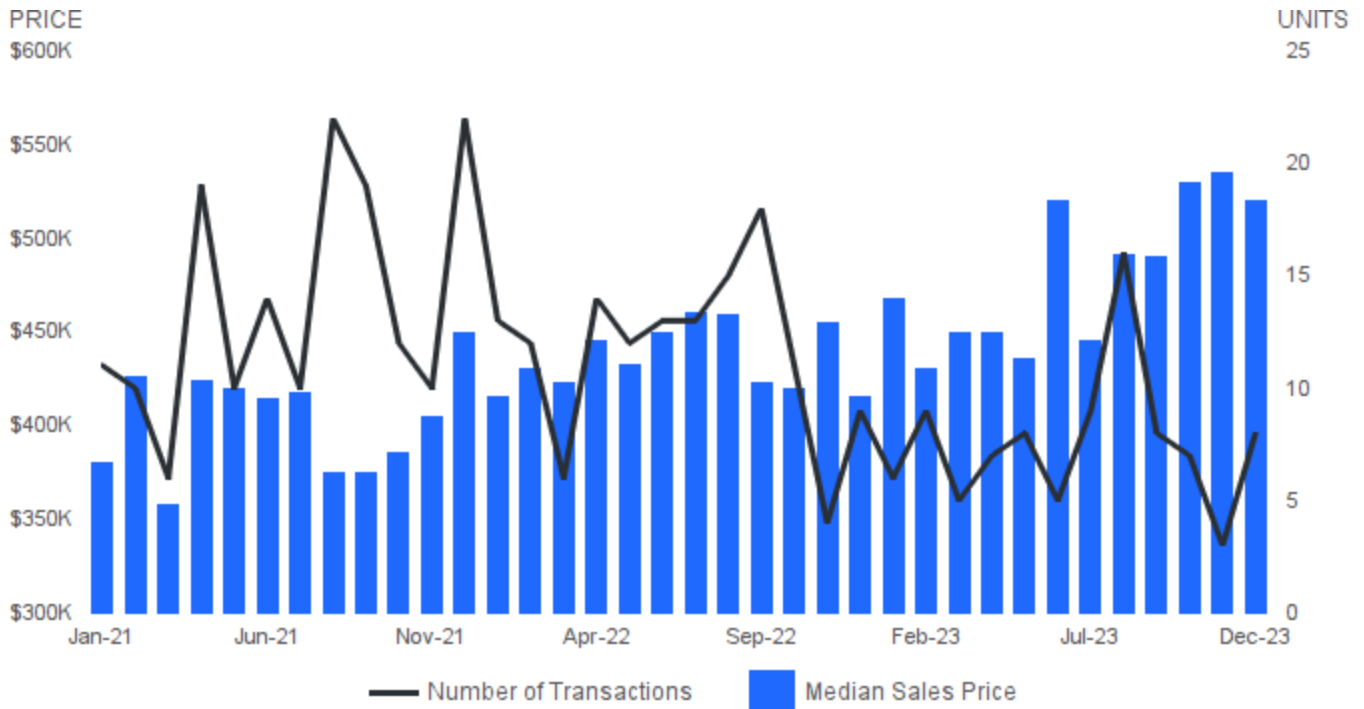
Sold Properties	133	165	140	91	0
New Properties	196	218	183	105	0
Sold Volume	\$49.44M	\$69.02M	\$62.92M	\$45.11M	\$0
Listing Volume	\$79.63M	\$92.95M	\$84.84M	\$53.72M	\$0
Median Sale Price	\$351K	\$405K	\$437K	\$475K	\$0

MEDIAN SALES PRICE AND NUMBER OF SALES

December 2023 | 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 AND AVERAGE DAYS ON MARKET

December 2023 | Single Family Homes ?

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

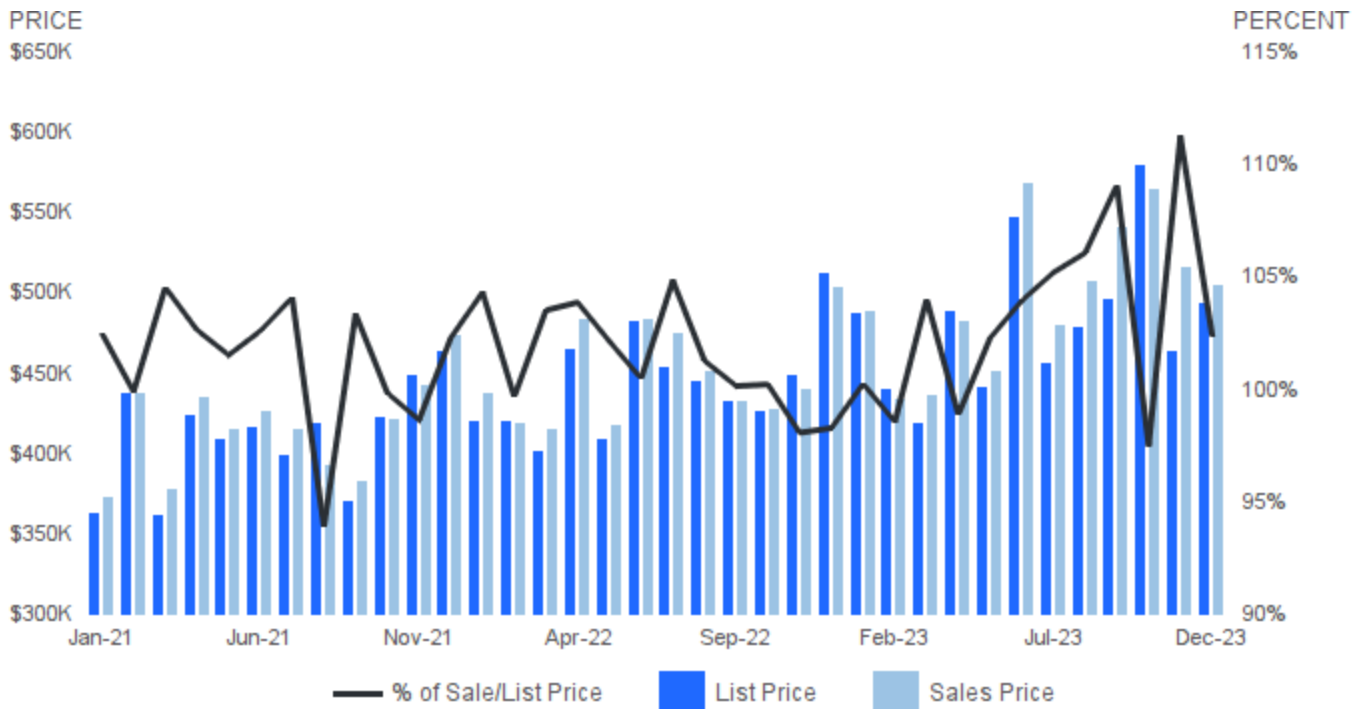
Average Days on Market | Average days on market for all properties sold.



SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

December 2023 | Single Family Homes ?

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

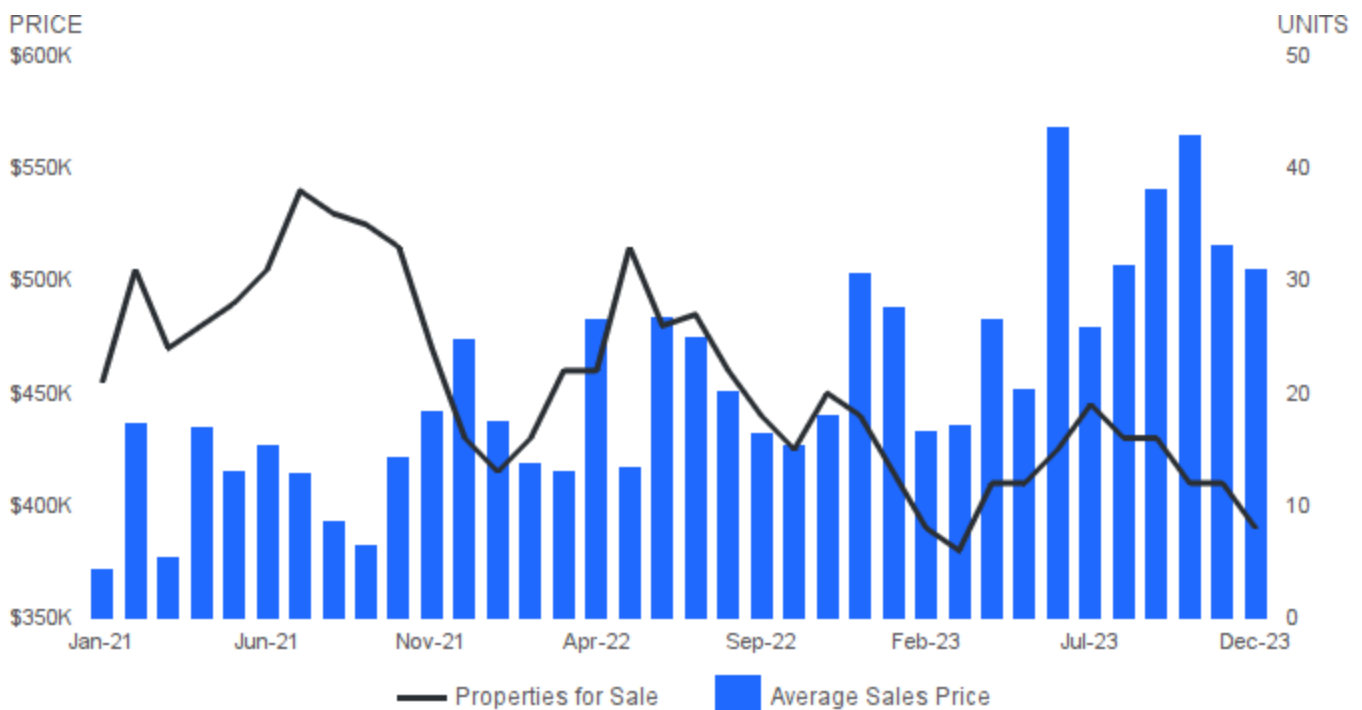


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

December 2023 | Single Family Homes ?

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

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



PROPERTIES FOR SALE AND SOLD PROPERTIES

December 2023 | Single Family Homes ?

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

Sold Properties | Number of properties sold.



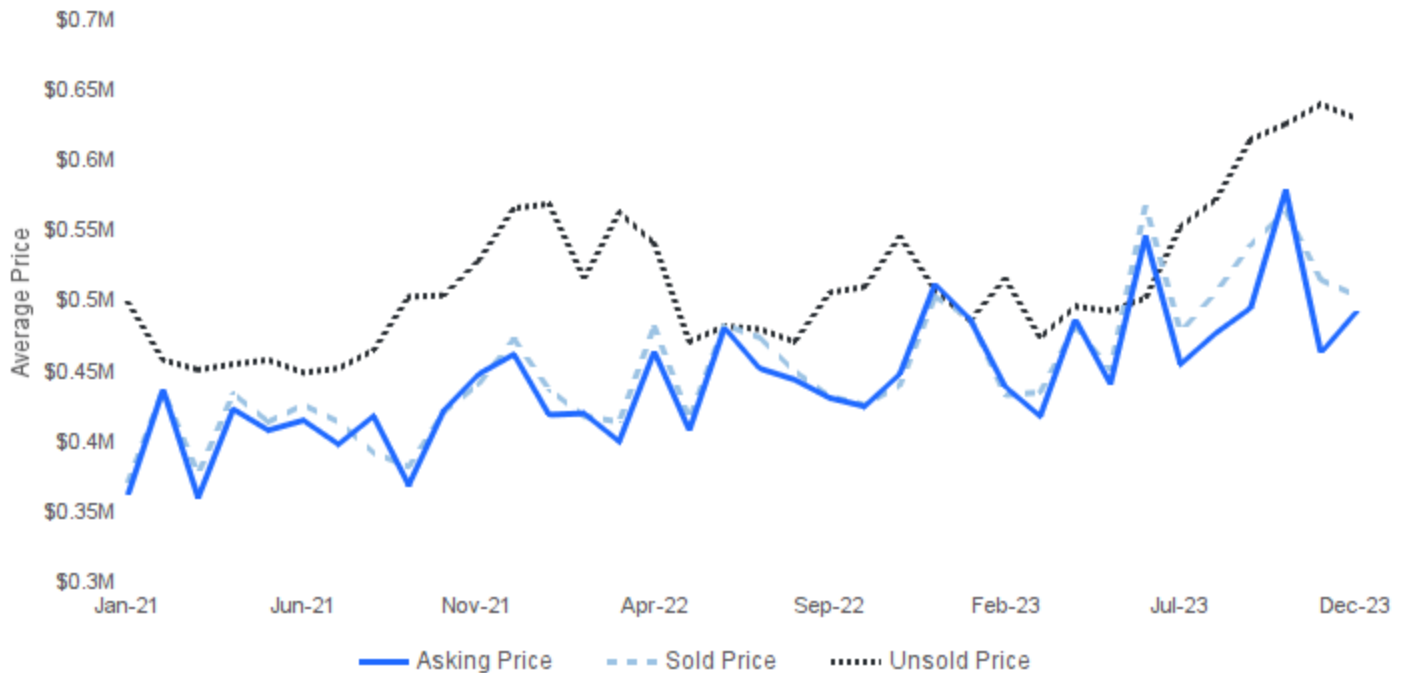
AVERAGE ASKING/SOLD/UNSOLD PRICE

December 2023 | Single Family Homes ?

Asking Price | the average asking price of sold properties

Sold Price | the average selling price

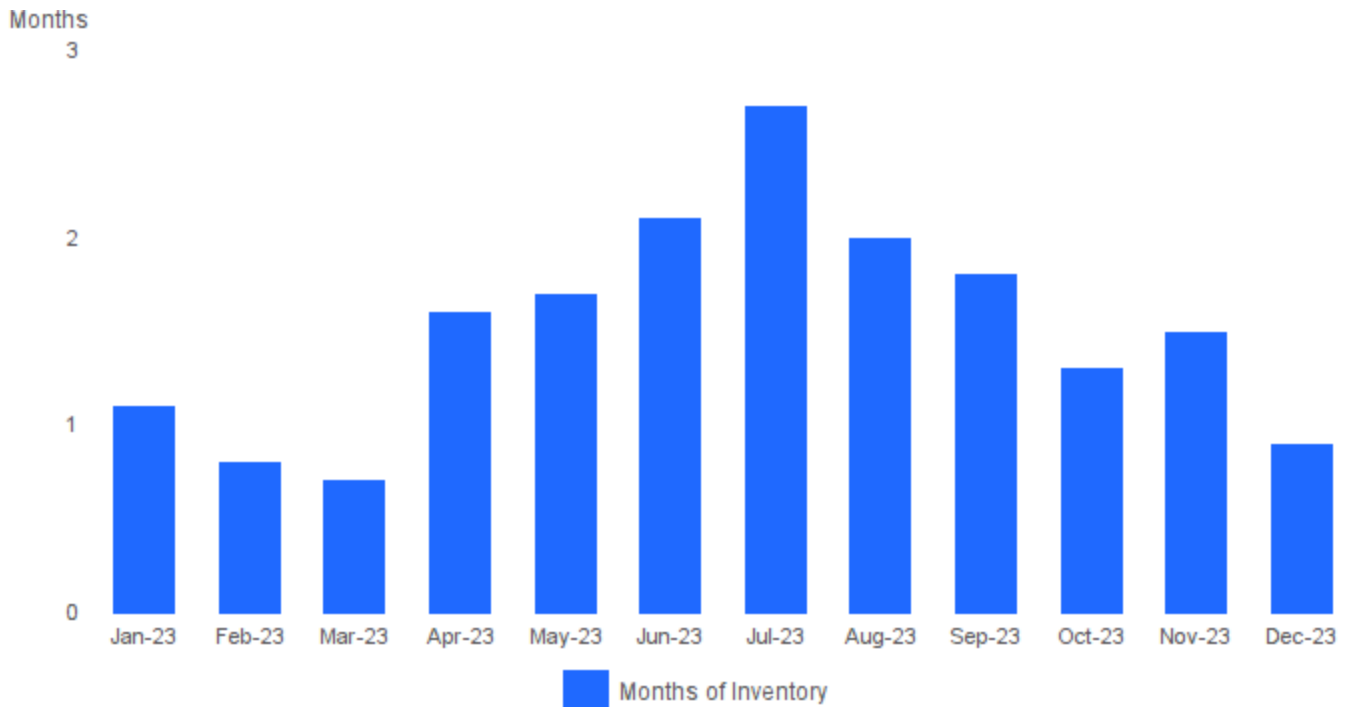
Unsold Price | the average active list price



ABSORPTION RATE

December 2023 | 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.



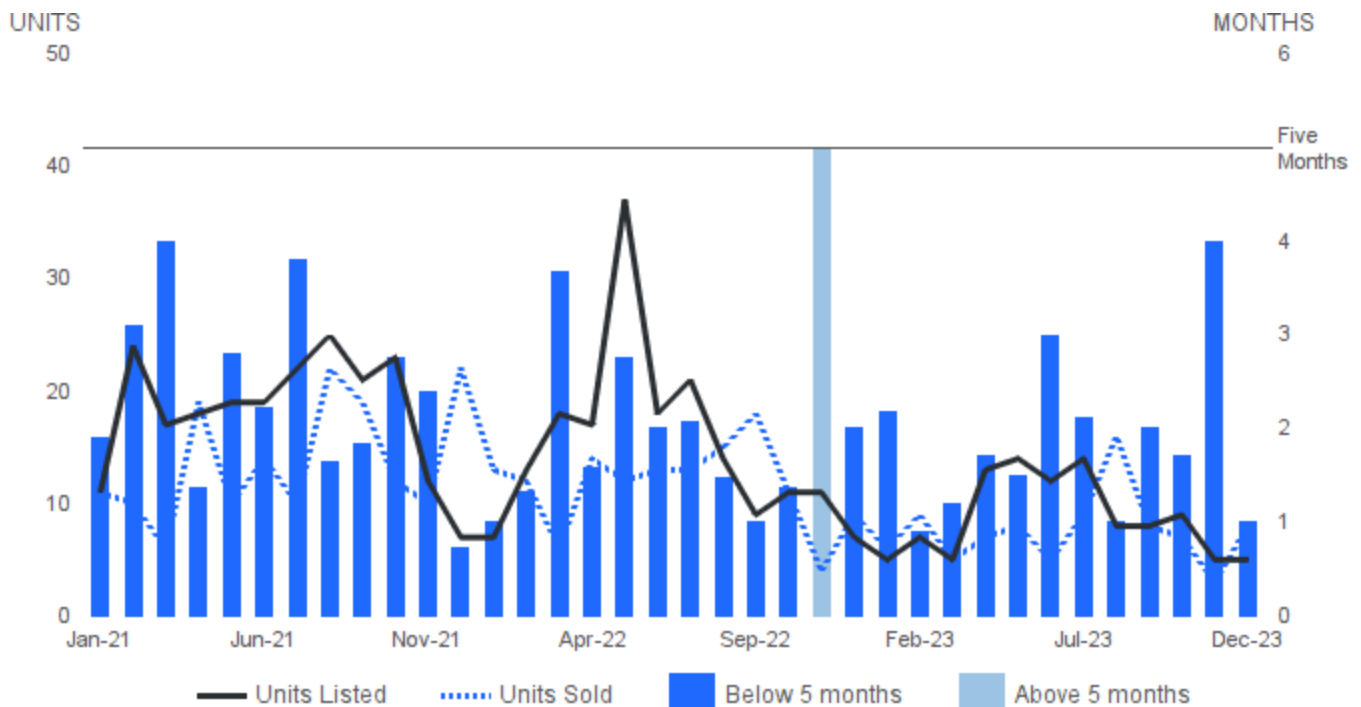
MONTHS SUPPLY OF INVENTORY

December 2023 | Single Family Homes ?

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.



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