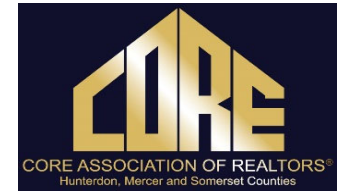


Monthly Indicators



July 2021

The White House recently announced additional measures to help struggling homeowners avoid foreclosure as they exit forbearance, including loan modifications and payment reductions. Borrowers with federally backed mortgages can lock in lower interest rates and extend the length of their mortgages. For borrowers who can't resume their monthly mortgage, HUD will offer lenders the ability to provide all eligible borrowers with a 25% principal and interest reduction.

- Single Family Closed Sales were up 6.7 percent to 909.
- Townhouse-Condo Closed Sales were up 32.9 percent to 335.
- Adult Communities Closed Sales were up 48.6 percent to 52.

- Single Family Median Sales Price increased 19.5 percent to \$520,000.
- Townhouse-Condo Median Sales Price increased 20.9 percent to \$325,000.
- Adult Communities Median Sales Price increased 23.2 percent to \$468,000.

The National Association of REALTORS® reported inventory of homes for sale nationwide rose slightly in June as more sellers list their homes, hoping to take advantage of record-high sales prices across the country. Even with renewed home seller interest, inventory overall remains 18.8% lower than a year ago, according to NAR.

Monthly Snapshot

+ 14.1% **- 26.4%** **+ 13.1%**

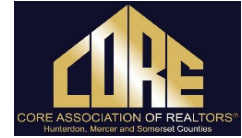
One-Year Change in Closed Sales All Properties	One-Year Change in Homes for Sale All Properties	One-Year Change in Median Sales Price All Properties
--	--	--

For residential real estate activity in Hunterdon, Mercer and Somerset Counties. Percent changes are calculated using rounded figures.

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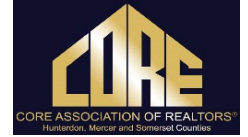
Single Family Market Overview



Key metrics for **Single Family Properties Only**, excluding Manufactured Housing, for the report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparklines	7-2020	7-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		1,122	1,063	- 5.3%	6,270	6,703	+ 6.9%
Pending Sales		1,027	766	- 25.4%	4,716	5,328	+ 13.0%
Closed Sales		852	909	+ 6.7%	3,842	4,924	+ 28.2%
Median Sales Price		\$435,000	\$520,000	+ 19.5%	\$395,000	\$490,000	+ 24.1%
Avg. Sales Price		\$507,848	\$596,448	+ 17.4%	\$457,579	\$568,958	+ 24.3%
Pct. of List Price Received		98.5%	102.4%	+ 4.0%	97.7%	101.3%	+ 3.7%
Days on Market		60	27	- 55.0%	66	38	- 42.4%
Affordability Index		121	102	- 15.7%	134	108	- 19.4%
Homes for Sale		2,159	1,627	- 24.6%	--	--	--
Months Supply		3.5	2.2	- 37.1%	--	--	--

Townhouse-Condo Market Overview

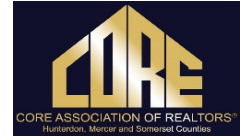


Key metrics for **Townhouses and Condominiums Only** for the report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparklines	7-2020	7-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		365	365	0.0%	1,880	2,272	+ 20.9%
Pending Sales		308	325	+ 5.5%	1,436	1,950	+ 35.8%
Closed Sales		252	335	+ 32.9%	1,230	1,742	+ 41.6%
Median Sales Price		\$268,750	\$325,000	+ 20.9%	\$257,500	\$293,900	+ 14.1%
Avg. Sales Price		\$289,084	\$333,147	+ 15.2%	\$276,134	\$320,156	+ 15.9%
Pct. of List Price Received		98.2%	102.7%	+ 4.6%	98.0%	101.5%	+ 3.6%
Days on Market		48	21	- 56.3%	53	31	- 41.5%
Affordability Index		196	163	- 16.8%	205	181	- 11.7%
Homes for Sale		550	393	- 28.5%	--	--	--
Months Supply		2.7	1.4	- 48.1%	--	--	--

Adult Community Market Overview

Key metrics for properties in **Adult Communities Only** for the report month and for year-to-date (YTD) starting from the first of the year.



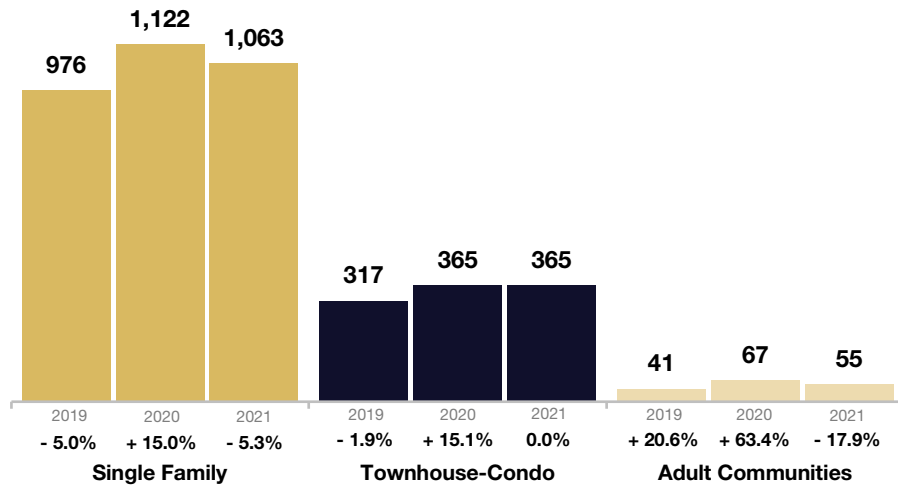
Key Metrics	Historical Sparklines	7-2020	7-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		67	55	- 17.9%	301	300	- 0.3%
Pending Sales		56	38	- 32.1%	210	271	+ 29.0%
Closed Sales		35	52	+ 48.6%	175	259	+ 48.0%
Median Sales Price		\$380,000	\$468,000	+ 23.2%	\$364,000	\$423,000	+ 16.2%
Avg. Sales Price		\$420,715	\$463,710	+ 10.2%	\$386,330	\$431,579	+ 11.7%
Pct. of List Price Received		98.3%	101.3%	+ 3.1%	98.0%	100.4%	+ 2.4%
Days on Market		65	30	- 53.8%	69	36	- 47.8%
Affordability Index		139	113	- 18.7%	145	125	- 13.8%
Homes for Sale		134	65	- 51.5%	--	--	--
Months Supply		4.6	1.6	- 65.2%	--	--	--

New Listings

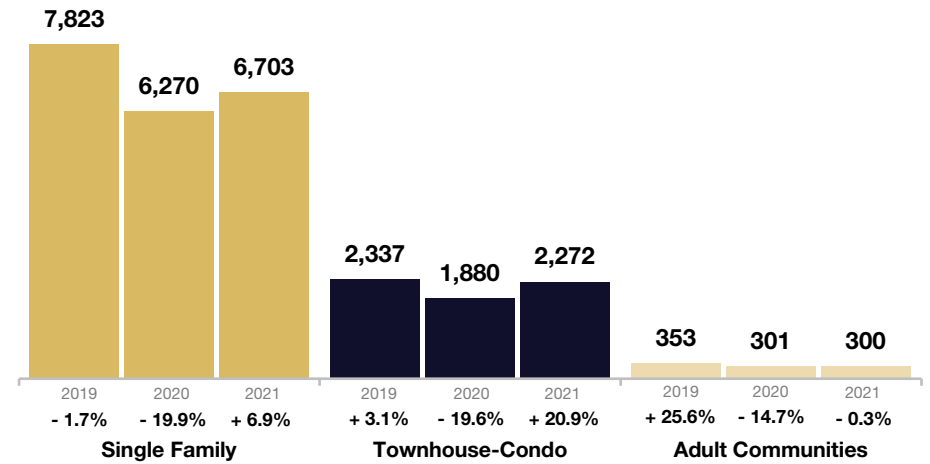
A count of the properties that have been newly listed on the market in a given month.



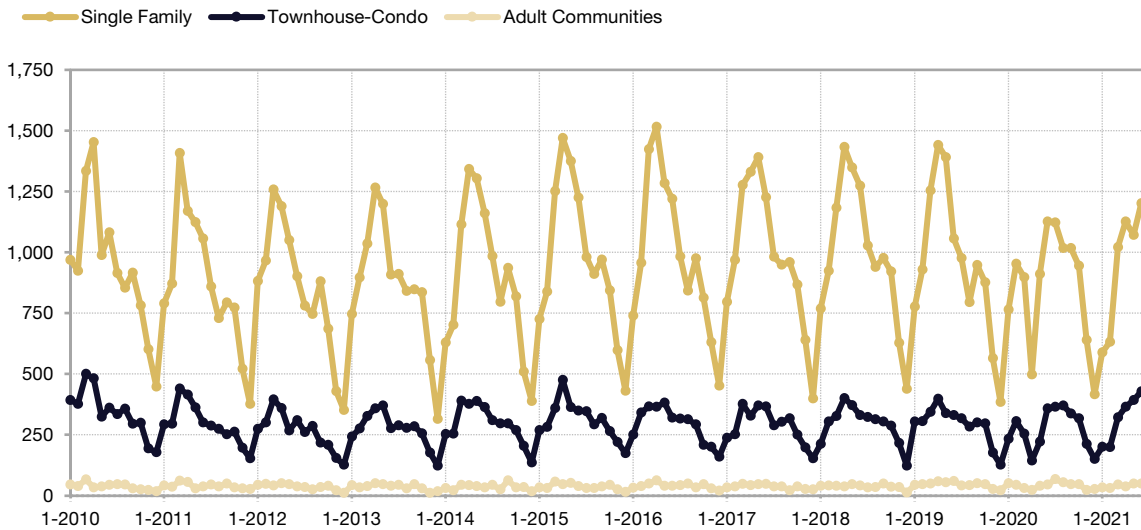
July



Year to Date



Historical New Listings by Month



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

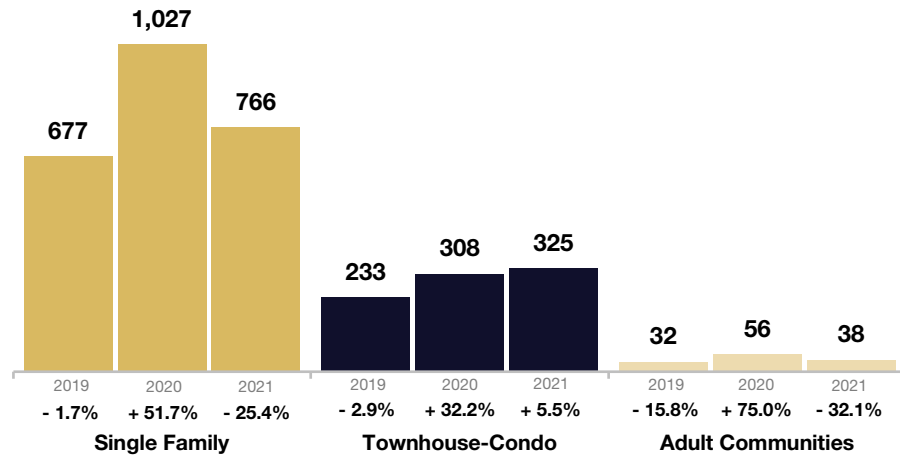
	Single Family	Townhouse-Condo	Adult Communities
August 2020	1,017	370	54
September 2020	1,017	337	46
October 2020	945	317	47
November 2020	639	212	23
December 2020	416	150	27
January 2021	589	201	34
February 2021	632	199	31
March 2021	1,021	322	45
April 2021	1,126	365	37
May 2021	1,071	392	49
June 2021	1,201	428	49
July 2021	1,063	365	55
12-Month Avg.	895	305	41

Pending Sales

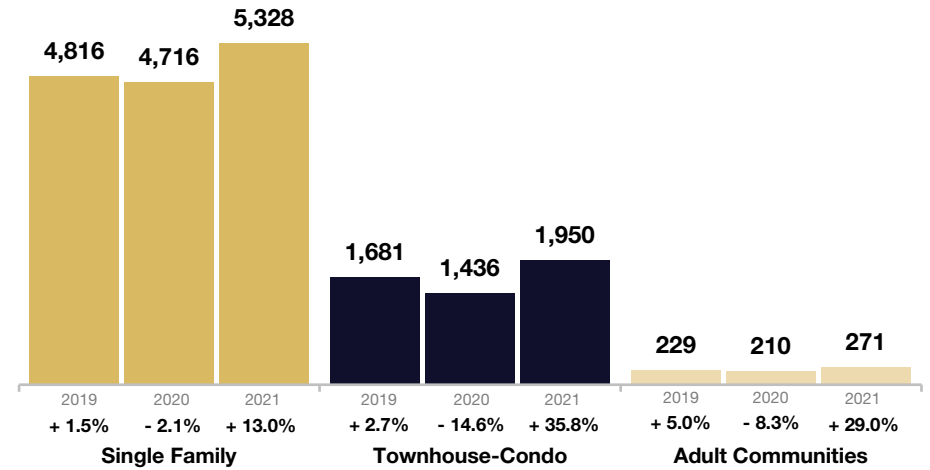
A count of the properties on which offers have been accepted in a given month.



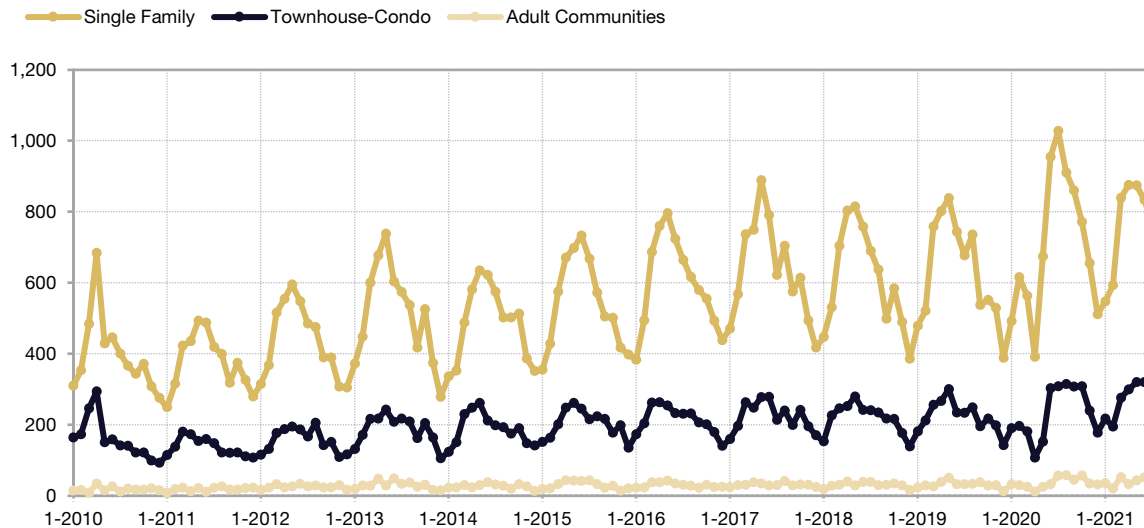
July



Year to Date



Historical Pending Sales by Month



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

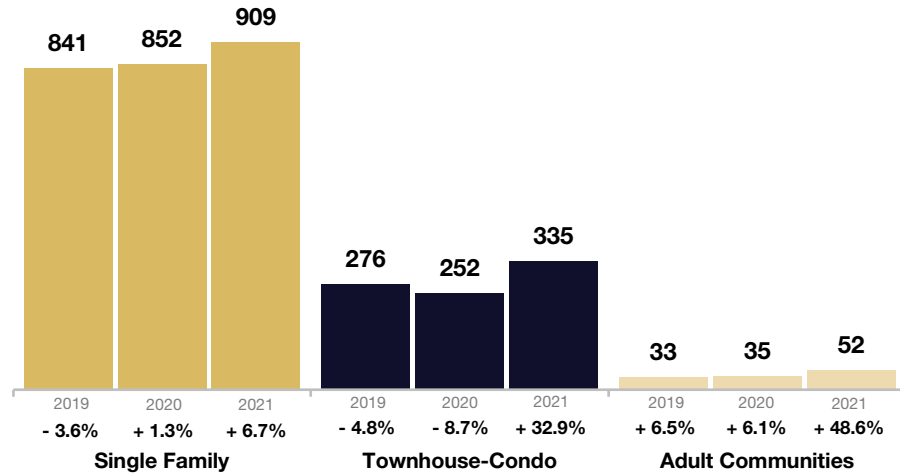
	Single Family	Townhouse-Condo	Adult Communities
August 2020	910	314	57
September 2020	860	307	45
October 2020	771	308	56
November 2020	655	239	34
December 2020	511	177	31
January 2021	547	217	35
February 2021	593	194	20
March 2021	839	275	52
April 2021	875	299	32
May 2021	874	320	43
June 2021	834	320	51
July 2021	766	325	38
12-Month Avg.	753	275	41

Closed Sales

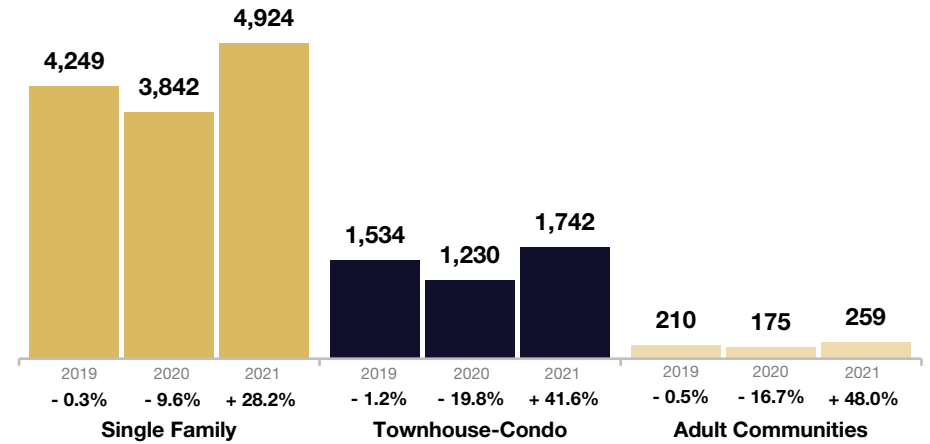
A count of the actual sales that closed in a given month.



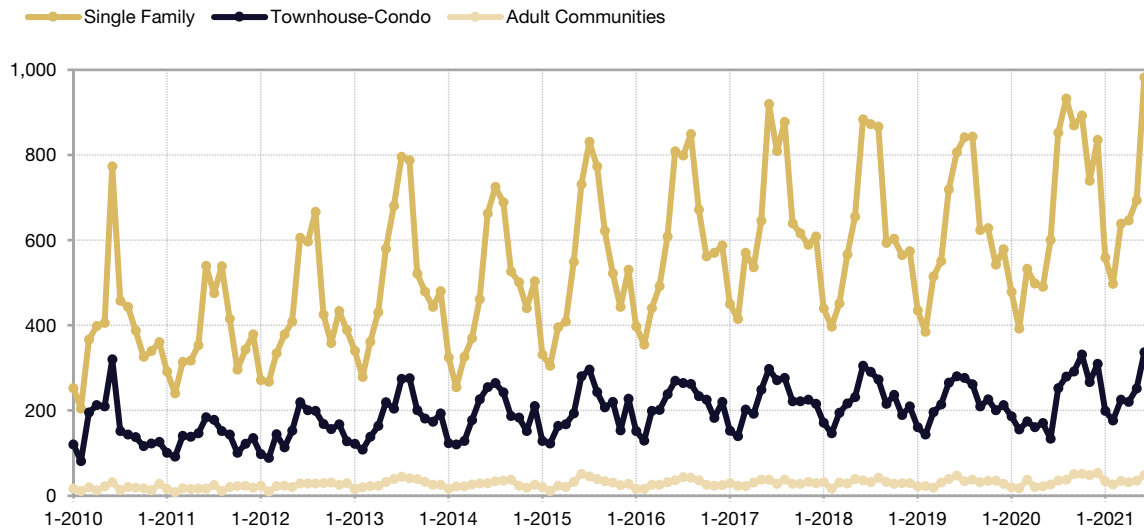
July



Year to Date



Historical Closed Sales by Month

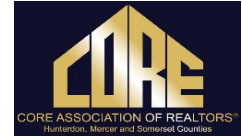


Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

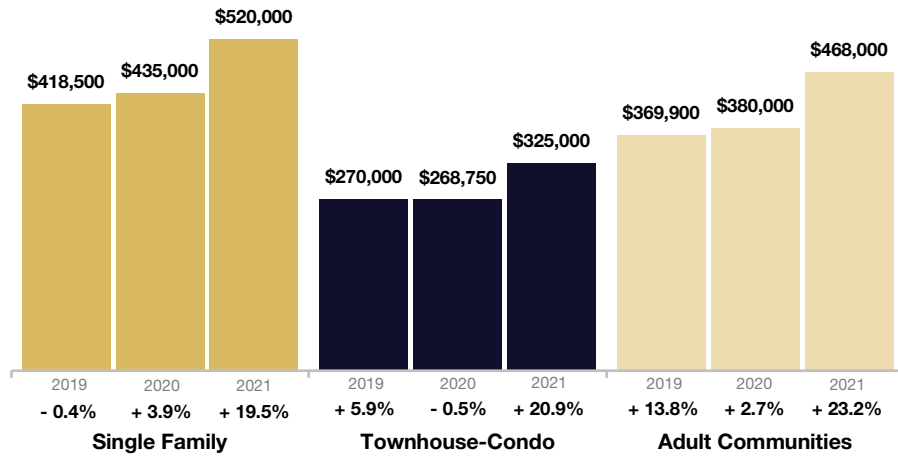
	Single Family	Townhouse-Condo	Adult Communities
August 2020	932	279	37
September 2020	869	291	50
October 2020	892	331	51
November 2020	739	266	48
December 2020	835	309	53
January 2021	559	199	33
February 2021	497	176	26
March 2021	638	225	34
April 2021	646	220	31
May 2021	693	251	35
June 2021	982	336	48
July 2021	909	335	52
12-Month Avg.	766	268	42

Median Sales Price

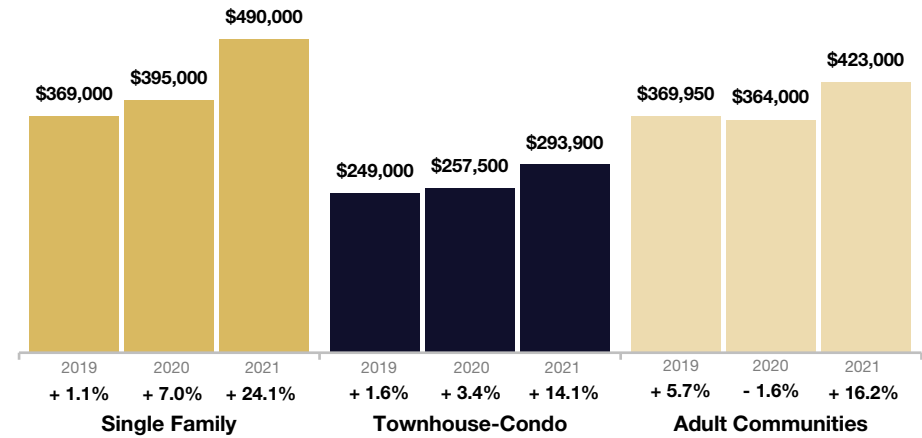
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



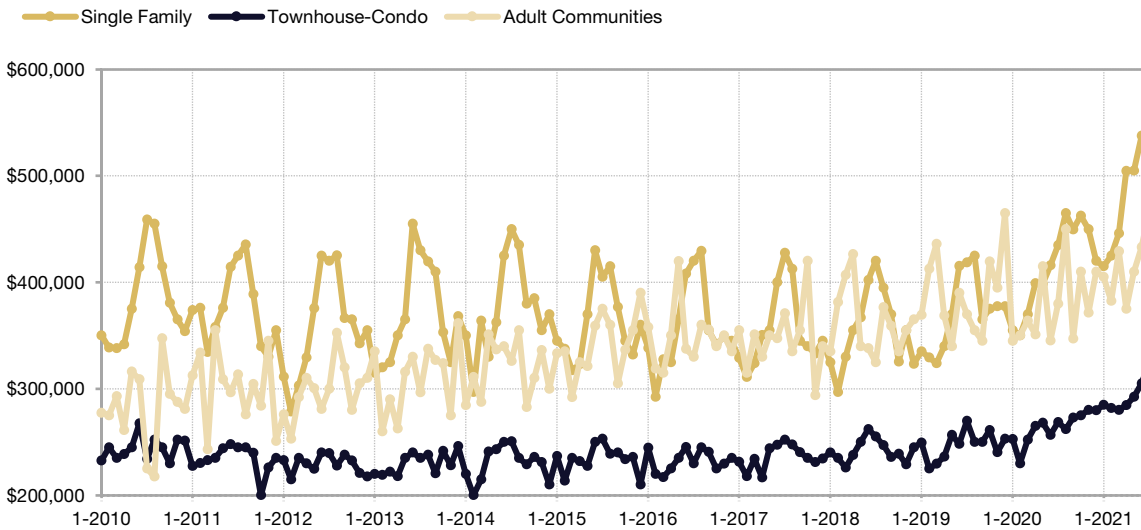
July



Year to Date



Historical Median Sales Price by Month



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
August 2020	\$465,000	\$262,000	\$450,000
September 2020	\$449,500	\$273,000	\$347,000
October 2020	\$462,425	\$275,000	\$410,000
November 2020	\$450,000	\$280,000	\$371,500
December 2020	\$420,000	\$279,900	\$410,000
January 2021	\$415,000	\$285,000	\$405,000
February 2021	\$425,000	\$281,750	\$382,500
March 2021	\$446,000	\$280,000	\$429,250
April 2021	\$504,500	\$284,500	\$375,000
May 2021	\$505,000	\$292,500	\$410,000
June 2021	\$537,600	\$305,125	\$433,000
July 2021	\$520,000	\$325,000	\$468,000
12-Month Med.*	\$467,000	\$285,000	\$401,750

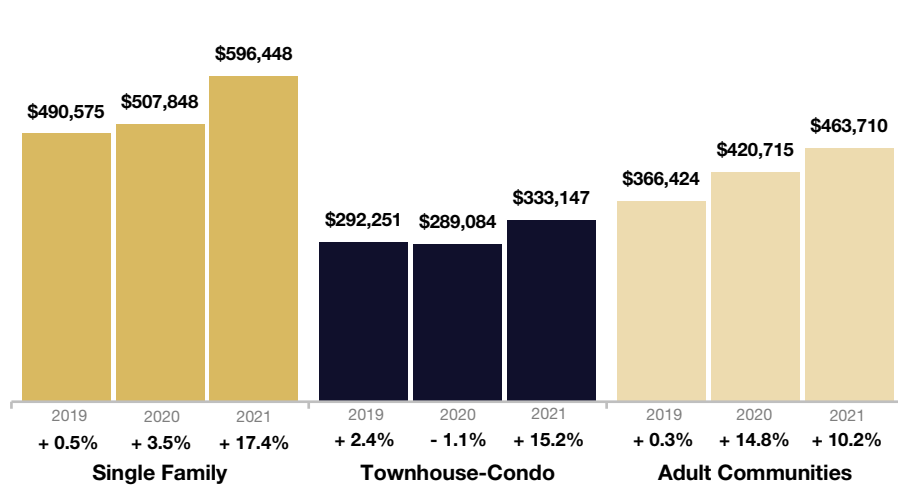
* Median Sales Price for all properties from August 2020 through July 2021. This is not the average of the individual figures above.

Average Sales Price

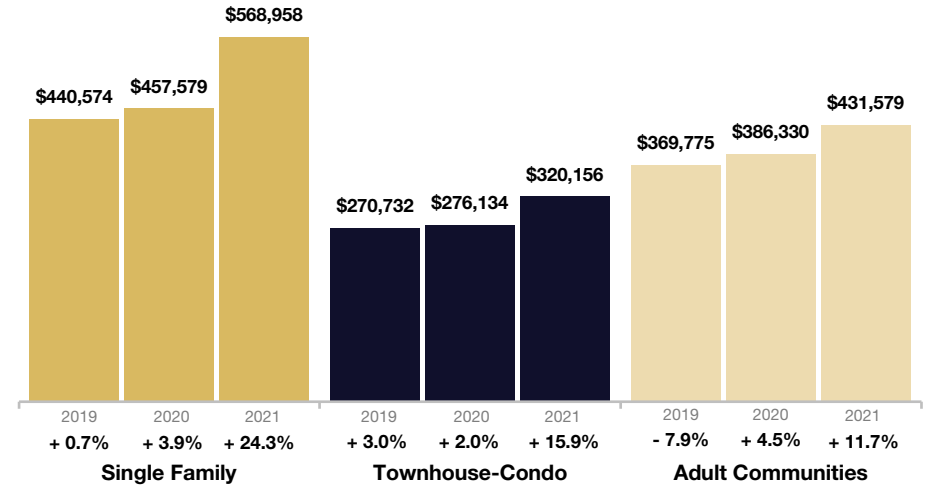
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July

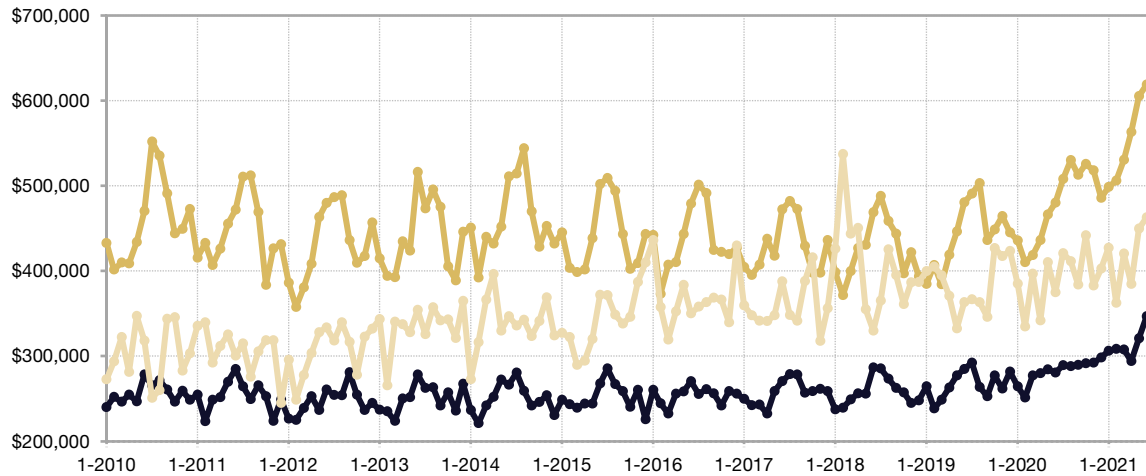


Year to Date



Historical Average Sales Price by Month

Single Family Townhouse-Condo Adult Communities



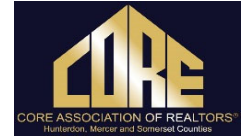
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
August 2020	\$530,058	\$287,970	\$411,336
September 2020	\$512,921	\$289,690	\$383,730
October 2020	\$525,434	\$291,492	\$441,704
November 2020	\$518,009	\$292,243	\$382,798
December 2020	\$485,575	\$298,126	\$402,575
January 2021	\$498,538	\$305,979	\$427,070
February 2021	\$506,100	\$308,214	\$362,304
March 2021	\$530,363	\$307,714	\$420,274
April 2021	\$563,100	\$294,251	\$384,501
May 2021	\$604,996	\$320,633	\$449,599
June 2021	\$618,869	\$346,790	\$462,669
July 2021	\$596,448	\$333,147	\$463,710
12-Month Avg.*	\$543,843	\$307,239	\$418,519

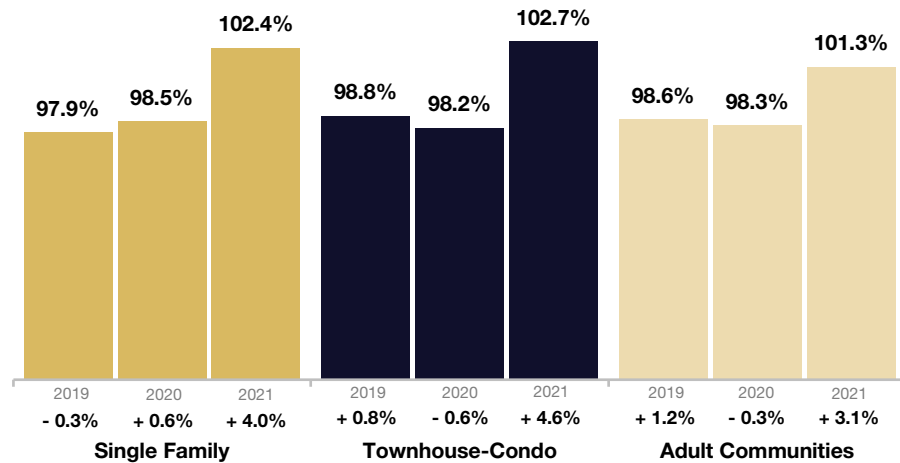
* Avg. Sales Price for all properties from August 2020 through July 2021. This is not the average of the individual figures above.

Percent of List Price Received

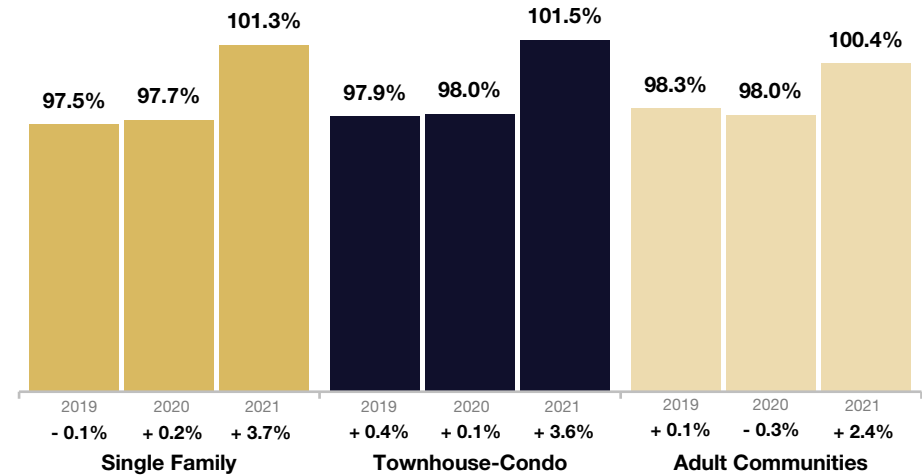
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



July

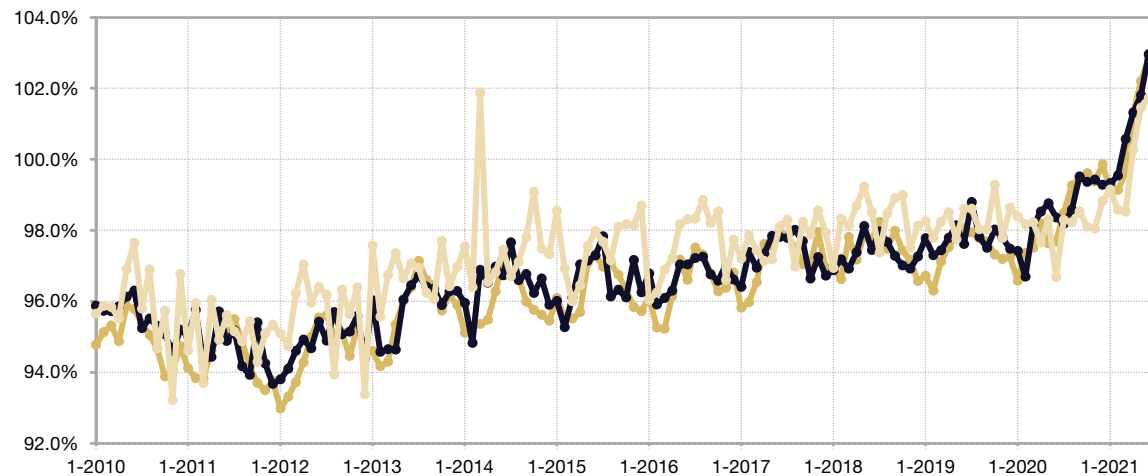


Year to Date



Historical Percent of List Price Received by Month

Single Family (Yellow line), Townhouse-Condo (Dark Blue line), Adult Communities (Light Yellow line)



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
August 2020	99.3%	98.6%	98.2%
September 2020	99.5%	99.5%	98.5%
October 2020	99.6%	99.4%	98.1%
November 2020	99.4%	99.4%	98.0%
December 2020	99.9%	99.3%	98.8%
January 2021	99.1%	99.3%	99.1%
February 2021	99.1%	99.5%	98.6%
March 2021	99.6%	100.6%	98.5%
April 2021	101.3%	101.3%	100.3%
May 2021	102.2%	101.8%	101.5%
June 2021	102.9%	103.0%	101.7%
July 2021	102.4%	102.7%	101.3%
12-Month Avg.*	100.4%	100.4%	99.4%

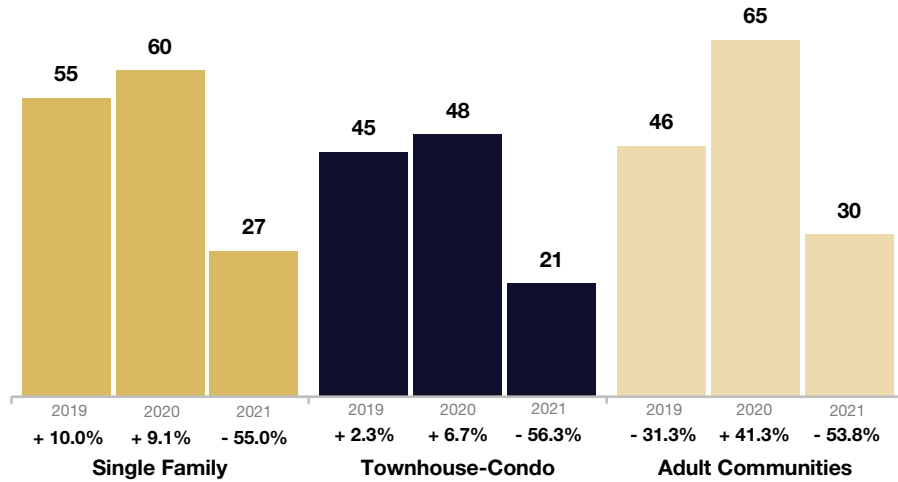
* Pct. of List Price Received for all properties from August 2020 through July 2021. This is not the average of the individual figures above.

Days on Market Until Sale

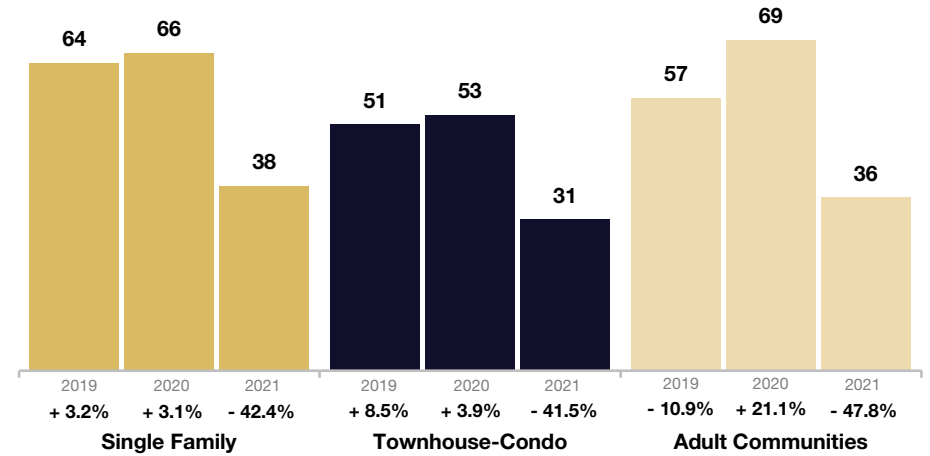
Average number of days between when a property is listed and when an offer is accepted in a given month.



July

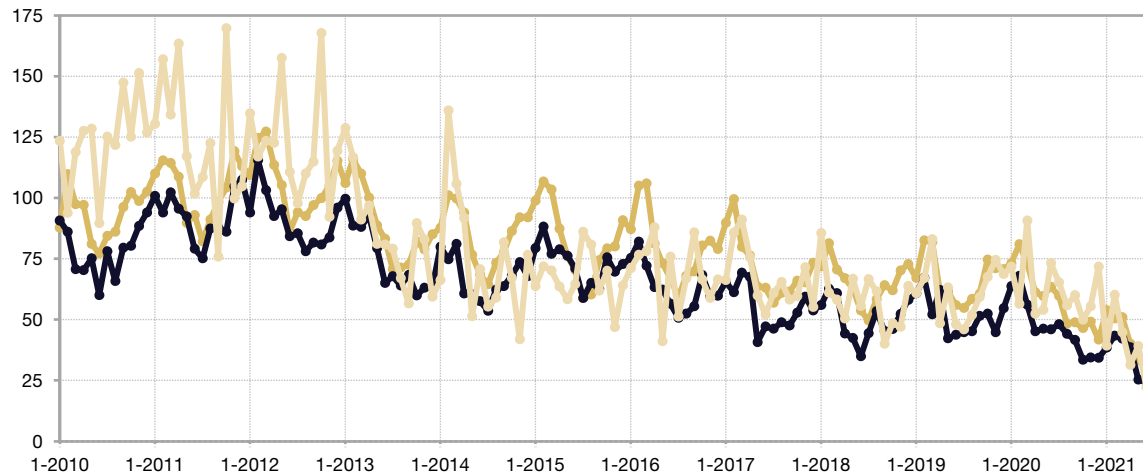


Year to Date



Historical Days on Market Until Sale by Month

Single Family (Yellow line), Townhouse-Condo (Dark Blue line), Adult Communities (Light Yellow line)



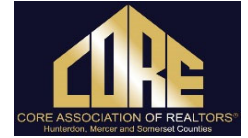
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
August 2020	48	44	56
September 2020	49	42	60
October 2020	47	34	50
November 2020	49	34	55
December 2020	42	34	72
January 2021	54	38	39
February 2021	50	43	60
March 2021	51	42	45
April 2021	40	39	31
May 2021	33	25	39
June 2021	29	24	22
July 2021	27	21	30
12-Month Avg.*	42	34	47

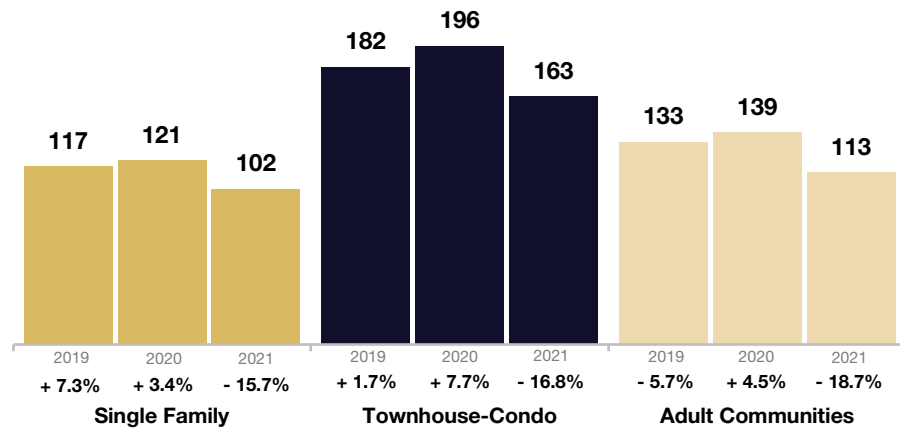
* Days on Market for all properties from August 2020 through July 2021. This is not the average of the individual figures above.

Housing Affordability Index

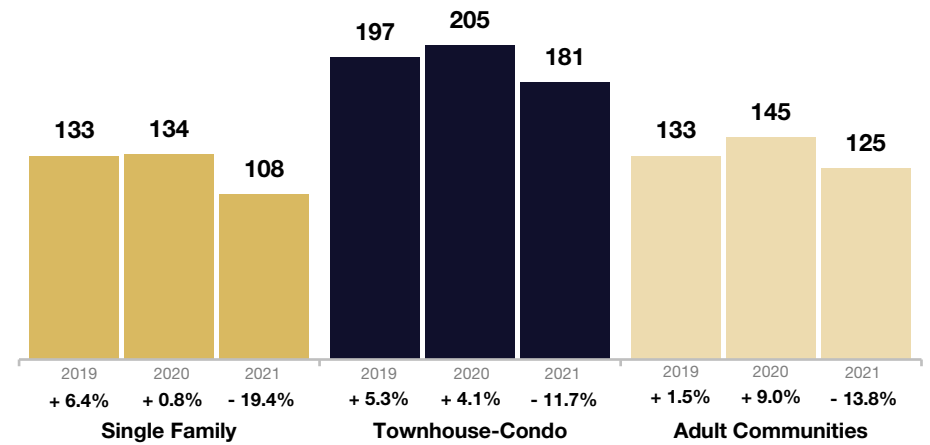
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



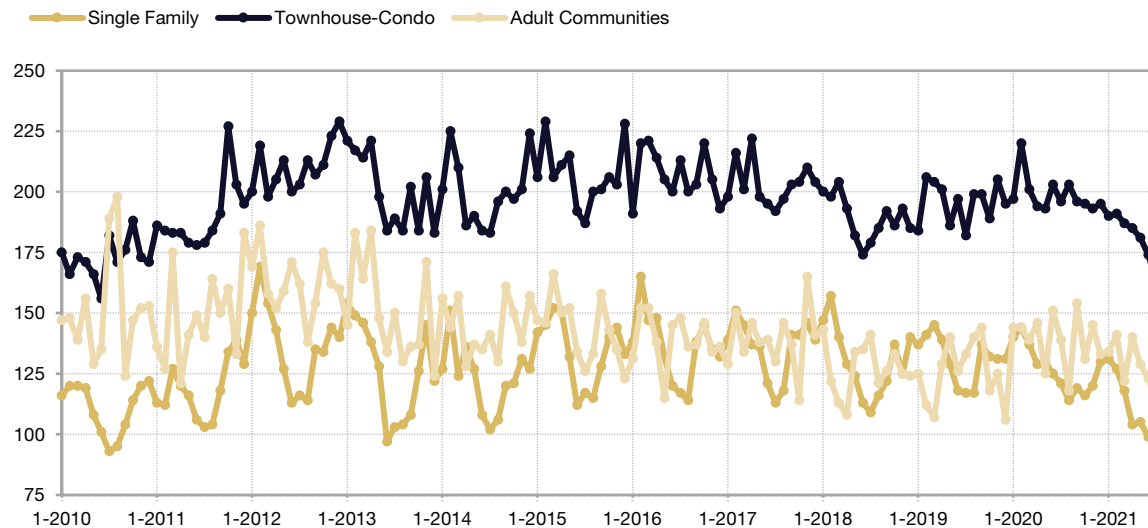
July



Year to Date



Historical Housing Affordability Index by Month



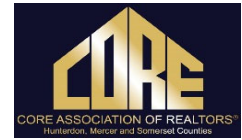
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
August 2020	114	203	118
September 2020	119	196	154
October 2020	116	195	131
November 2020	120	193	145
December 2020	130	195	133
January 2021	131	190	134
February 2021	127	191	141
March 2021	118	187	122
April 2021	104	185	140
May 2021	105	181	129
June 2021	99	174	123
July 2021	102	163	113
12-Month Avg.*	115	188	132

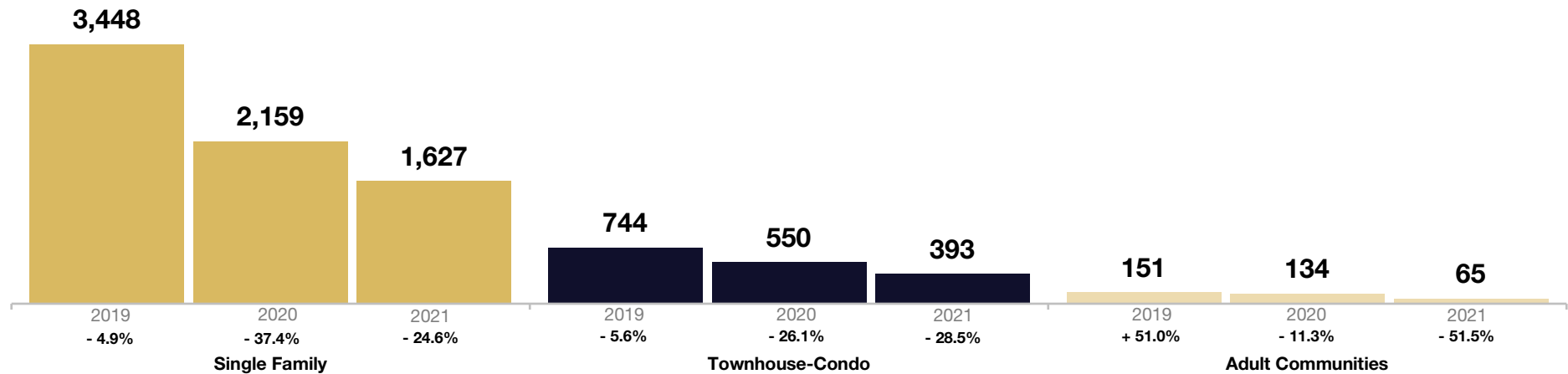
* Affordability Index for all properties from August 2020 through July 2021. This is not the average of the individual figures above.

Inventory of Homes for Sale

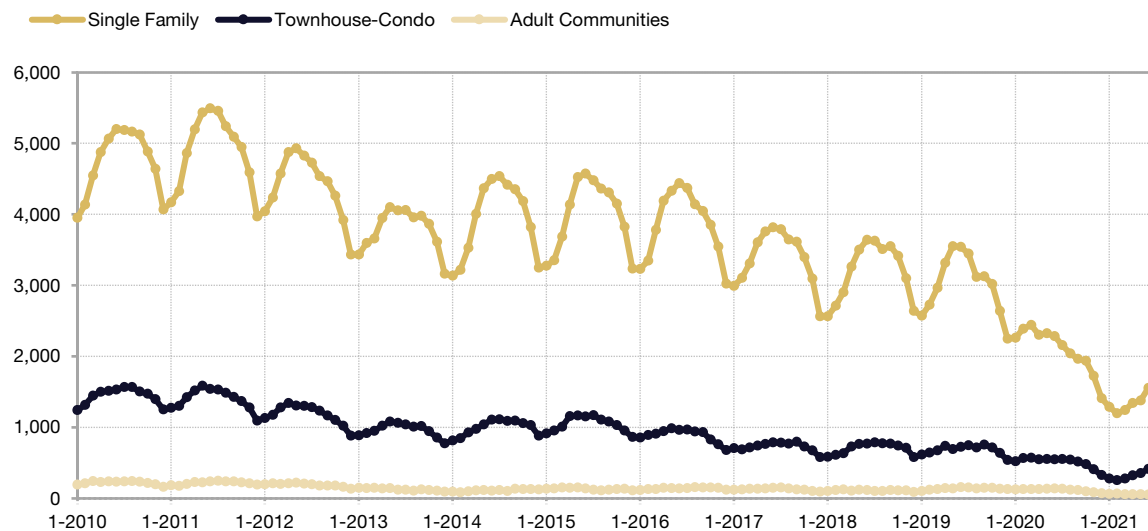
The number of properties available for sale in active status at the end of a given month.



July



Historical Inventory of Homes for Sale by Month

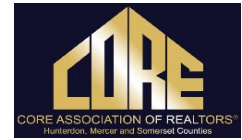


Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

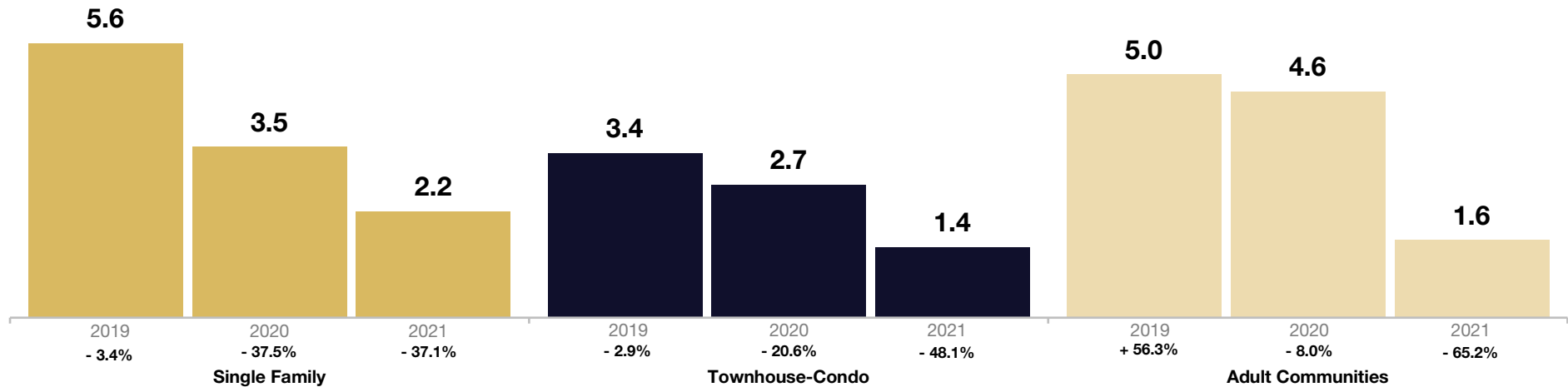
	Single Family	Townhouse-Condo	Adult Communities
August 2020	2,039	544	118
September 2020	1,965	518	115
October 2020	1,937	481	97
November 2020	1,724	407	81
December 2020	1,408	325	70
January 2021	1,286	277	62
February 2021	1,197	253	66
March 2021	1,243	279	55
April 2021	1,339	320	56
May 2021	1,377	354	57
June 2021	1,553	410	51
July 2021	1,627	393	65
12-Month Avg.	1,558	380	74

Months Supply of Inventory

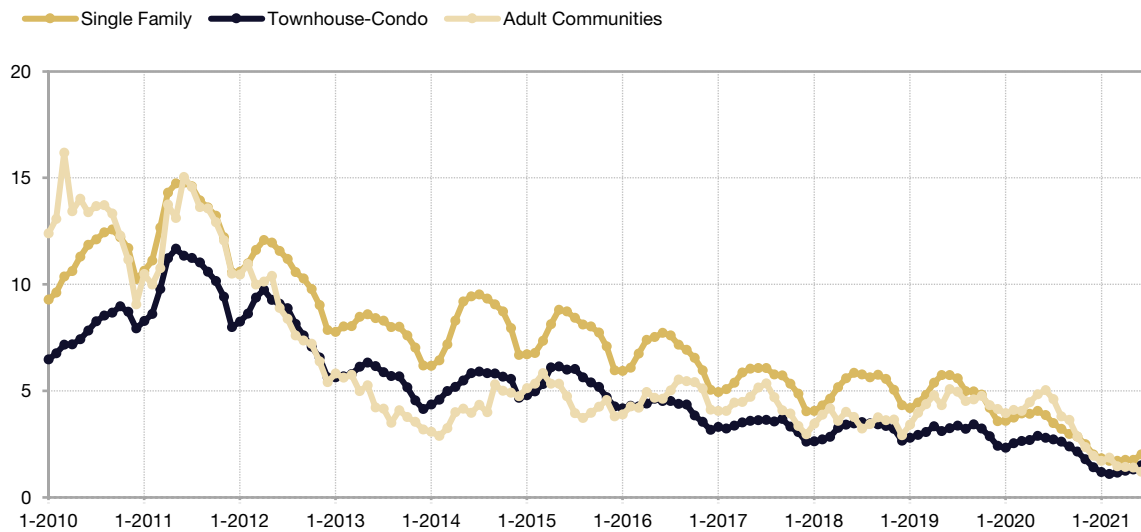
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



July



Historical Months Supply of Inventory by Month



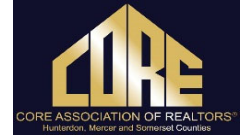
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
August 2020	3.2	2.6	3.8
September 2020	3.0	2.4	3.6
October 2020	2.8	2.1	2.8
November 2020	2.5	1.8	2.3
December 2020	2.0	1.4	1.9
January 2021	1.8	1.2	1.7
February 2021	1.7	1.1	1.9
March 2021	1.7	1.2	1.5
April 2021	1.7	1.2	1.4
May 2021	1.8	1.3	1.4
June 2021	2.0	1.5	1.2
July 2021	2.2	1.4	1.6
12-Month Avg.*	2.2	1.6	2.1

* Months Supply for all properties from August 2020 through July 2021. This is not the average of the individual figures above.

Total Market Overview

Key metrics for single-family properties, townhouses, condominiums and properties in adult communities combined, for the report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparklines	7-2020	7-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		1,560	1,489	- 4.6%	8,476	9,319	+ 9.9%
Pending Sales		1,397	1,129	- 19.2%	6,378	7,578	+ 18.8%
Closed Sales		1,141	1,302	+ 14.1%	5,259	6,954	+ 32.2%
Median Sales Price		\$380,000	\$429,950	+ 13.1%	\$350,000	\$410,000	+ 17.1%
Avg. Sales Price		\$456,638	\$522,807	+ 14.5%	\$412,602	\$500,959	+ 21.4%
Pct. of List Price Received		98.4%	102.4%	+ 4.1%	97.8%	101.3%	+ 3.6%
Days on Market		57	25	- 56.1%	63	37	- 41.3%
Affordability Index		139	123	- 11.5%	151	129	- 14.6%
Homes for Sale		2,852	2,100	- 26.4%	--	--	--
Months Supply		3.3	2.0	- 39.4%	--	--	--