

# MarketTRAC Monthly

## Housing Market Trend Analysis

**June 2019 Report  
Middlesex County, NJ**

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## MarketTRAC Monthly Explanation of Data Points

The following data points are included in the MarketTRAC Monthly analysis of market trends:

### **Contract Sales**

Number of homes which were contracted for-sale within the market area in each month. Contract-Sales provide a more timely indication of market activity than Closed-Sales due to the time lag between "contract" and "closing", and therefore provide a more reliable indicator of market depth and demand. Also known as Pending Sales.

### **Unsold Inventory**

Total number of homes being offered for sale within the market area at the end of the indicated period.

### **New Offerings**

Number of home offerings which first became available for-sale within the specified market area in each of the time periods indicated. This statistic includes expired listings which have been re-listed for sale.

### **Buyer: Seller Ratio**

The ratio relationship between the number of home buyers who have contracted to purchase a home during a given month per every 100 home sellers with an unsold home still on the market. So, a ratio of 50/100 would indicate that there only half as many buyers (50) as sellers (100). Similarly, a ratio of 10/100 would indicate ten times as many sellers (100) as buyers(10). Significant changes in this ratio typically signify a shift in market conditions with a rising ratio indicating market improvement and a declining ration indicating market weakening.

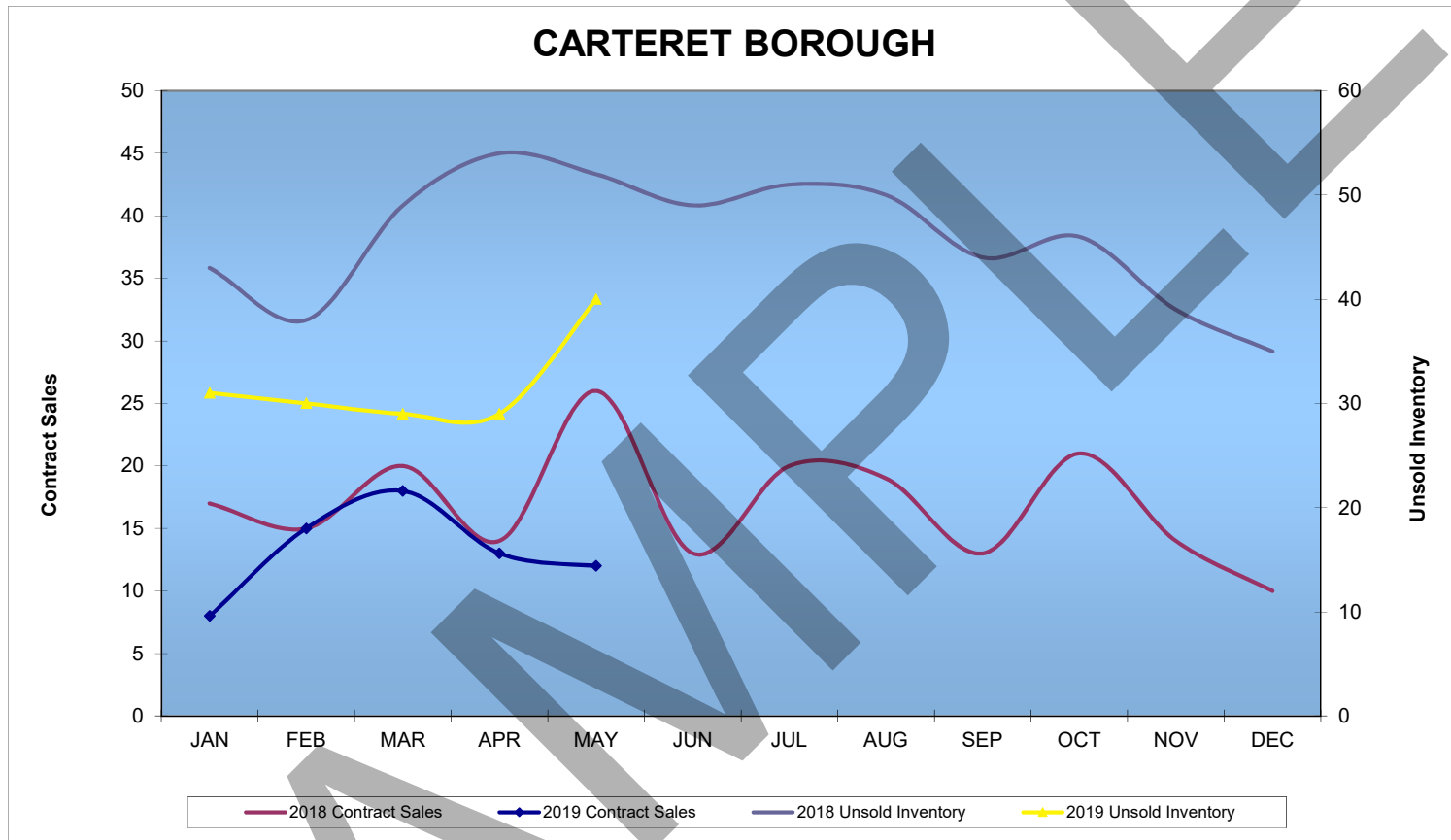
### **Seller: Buyer Ratio**

The ratio relationship between the number of home sellers with a home to sell compared to the number of buyers who have contracted to purchase a home during a given month. So, a ratio of 10:1 would indicate there to be 10 sellers for every 1 home buyers, thus indicating an oversupplied market condition. Conversely, a ratio of 1:1 would indicate a buyer for every home on the market, thus indicating strong market demand, quick marketing times and declining unsold inventory. Significant changes in this ratio typically provide an early warning of changing market conditions.

### **Months Supply**

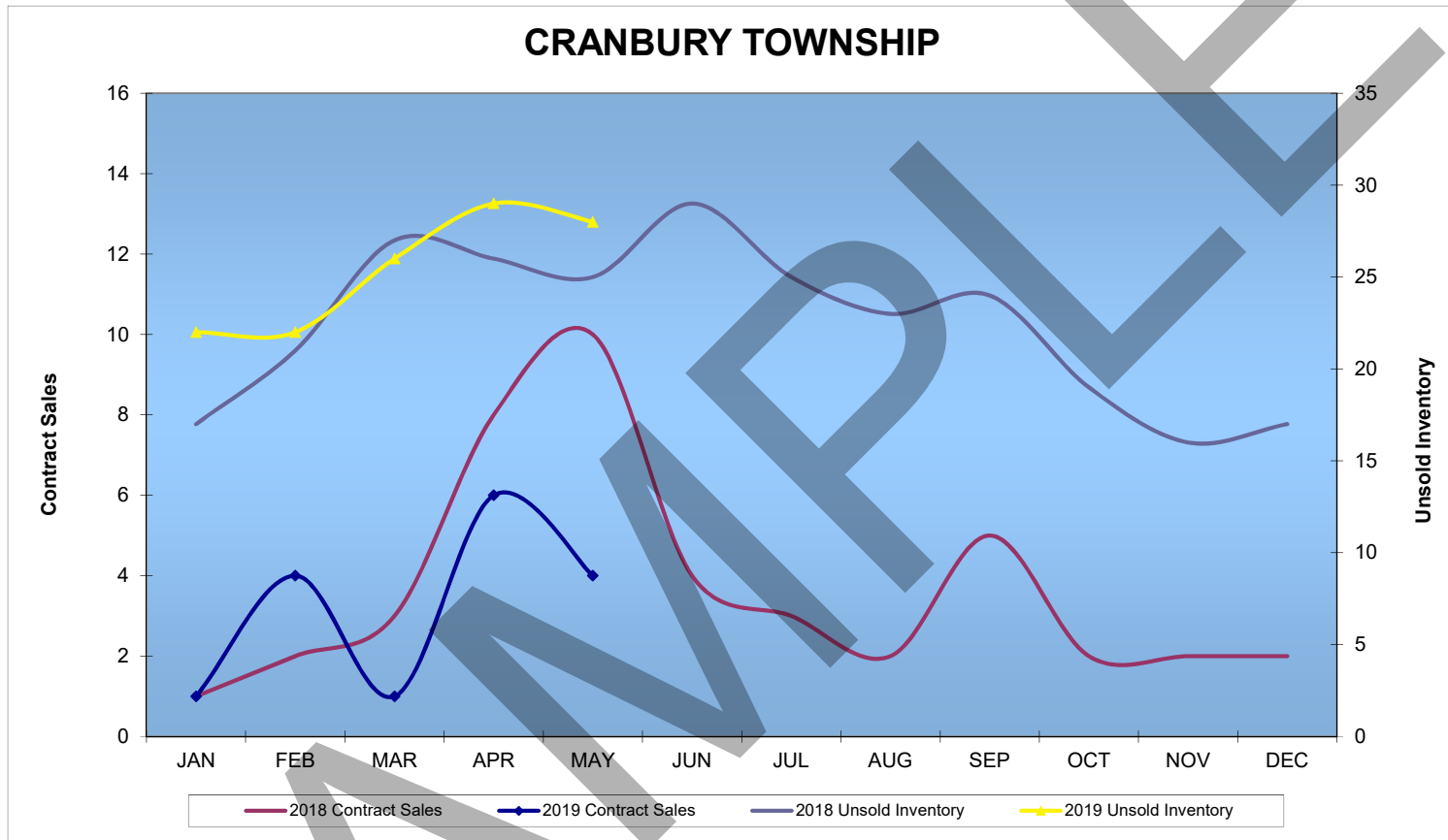
A projection of how many months it will take for the local housing market to absorb the inventory of unsold homes (Unsold Inventory) within each market area. This is a more meaningful measure of market absorption than the traditional days-on-market calculation as it is not affected by re-listing unsold inventory nor it is skewed by exaggerated exposure times attributable to overpriced marketing strategies. MarketTRAC Monthly includes a Mos Supply (Month) which is based on only the most current month's contract sales, as well as a Mos Supply (QTD) which is based on a rolling average of the contract sales for that quarter.

# MarketTRAC Monthly Monthly Tracking Performance



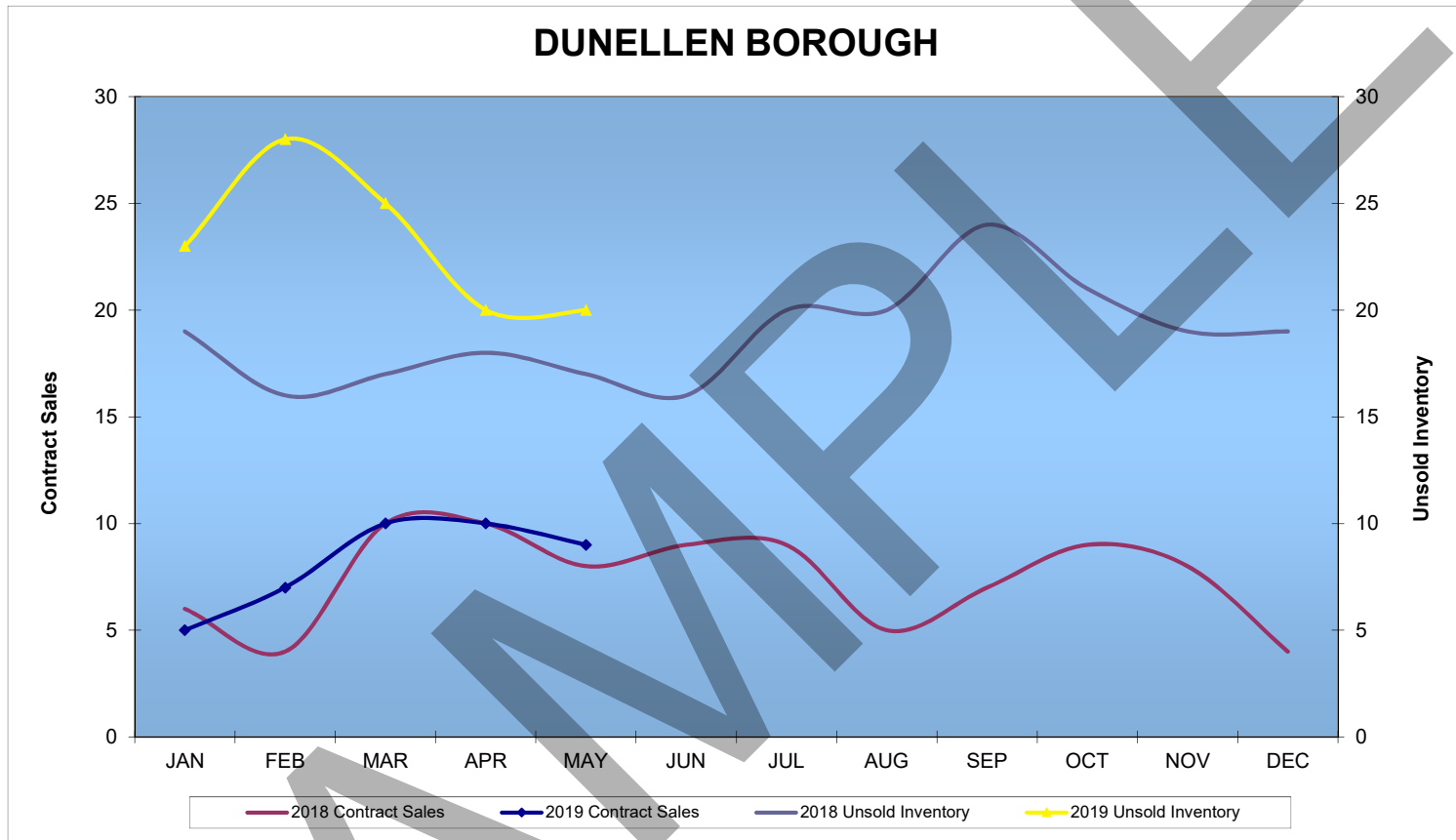
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	Contract Sales	17	15	20	14	26	13	20	19	13	21	14	10
	Unsold Inventory	43	38	49	54	52	49	51	50	44	46	39	35
	Buyer: Seller Ratio	40/100	39/100	41/100	26/100	50/100	27/100	39/100	38/100	30/100	46/100	36/100	29/100
	Seller: Buyer Ratio	3 : 1	3 : 1	2 : 1	4 : 1	2 : 1	4 : 1	3 : 1	3 : 1	3 : 1	2 : 1	3 : 1	4 : 1
	Mos Supply (Month)	2.5	2.5	2.5	3.9	2.0	3.8	2.6	2.6	3.4	2.2	2.8	3.5
	Mos Supply (QTD)	2.5	2.4	2.8	3.9	2.6	2.8	2.6	2.6	2.5	2.2	2.2	2.3
2019	Contract Sales	8	15	18	13	12							
	Unsold Inventory	31	30	29	29	40							
	Buyer: Seller Ratio	26/100	50/100	62/100	45/100	30/100							
	Seller: Buyer Ratio	4 : 1	2 : 1	2 : 1	2 : 1	3 : 1							
	Mos Supply (Month)	3.9	2.0	1.6	2.2	3.3							
	Mos Supply (QTD)	3.9	2.6	2.1	2.2	3.2							

# MarketTRAC Monthly Monthly Tracking Performance



		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
<b>2018</b>	Contract Sales	1	2	3	8	10	4	3	2	5	2	2	2
	Unsold Inventory	17	21	27	26	25	29	25	23	24	19	16	17
	Buyer: Seller Ratio	6/100	10/100	11/100	31/100	40/100	14/100	12/100	9/100	21/100	11/100	13/100	12/100
	Seller: Buyer Ratio	17 :1	11 :1	9 :1	3 :1	3 :1	7 :1	8 :1	12 :1	5 :1	10 :1	8 :1	9 :1
	Mos Supply (Month)	17.0	10.5	9.0	3.3	2.5	7.3	8.3	11.5	4.8	9.5	8.0	8.5
	Mos Supply (QTD)	17.0	14.0	13.5	3.3	2.8	4.0	8.3	9.2	7.2	9.5	8.0	8.5
<b>2019</b>	Contract Sales	1	4	1	6	4							
	Unsold Inventory	22	22	26	29	28							
	Buyer: Seller Ratio	5/100	18/100	4/100	21/100	14/100							
	Seller: Buyer Ratio	22 :1	6 :1	26 :1	5 :1	7 :1							
	Mos Supply (Month)	22.0	5.5	26.0	4.8	7.0							
	Mos Supply (QTD)	22.0	8.8	13.0	4.8	5.6							

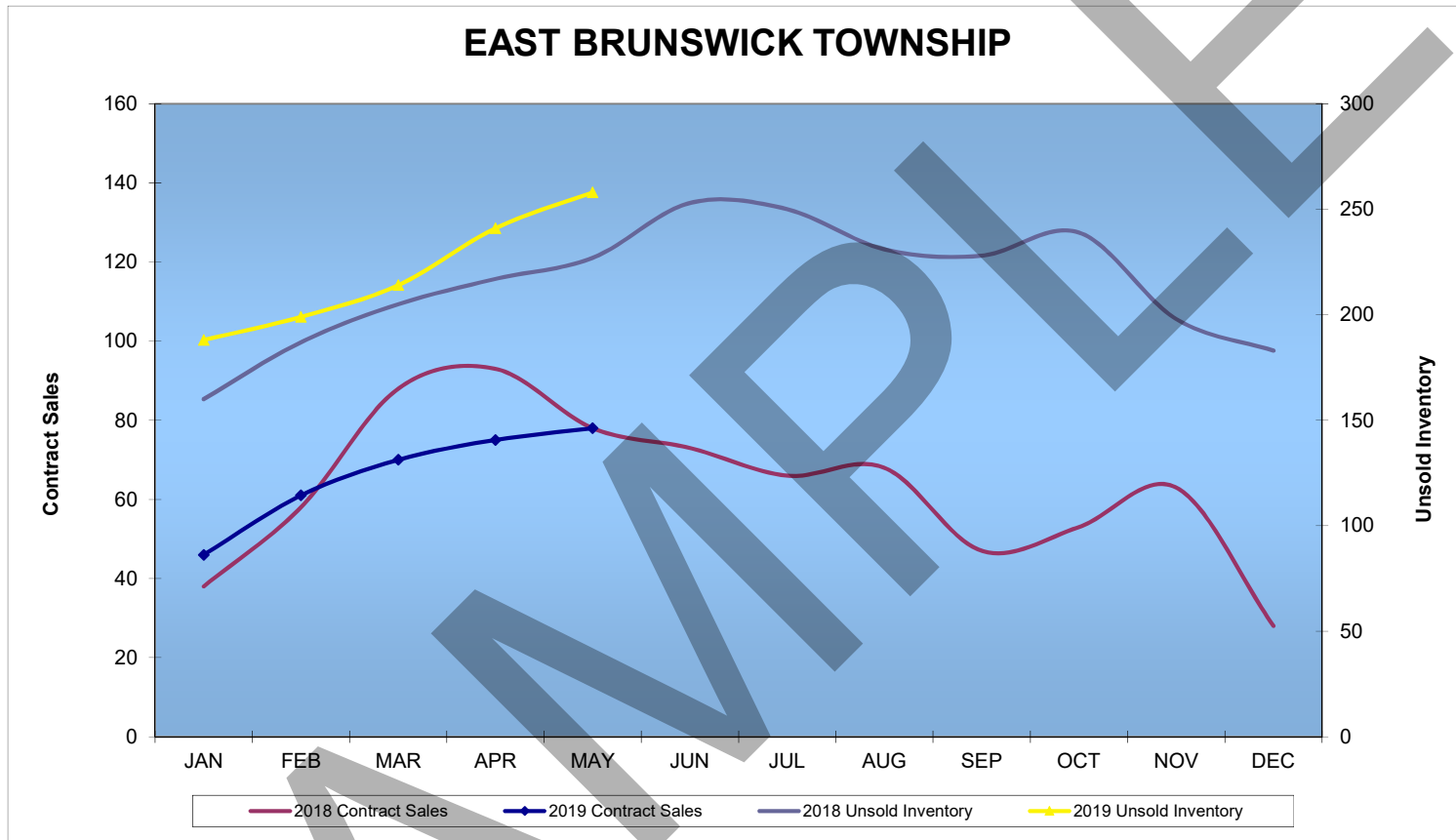
# MarketTRAC Monthly Monthly Tracking Performance



		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	Contract Sales	6	4	10	10	8	9	9	5	7	9	8	4
	Unsold Inventory	19	16	17	18	17	16	20	20	24	21	19	19
	Buyer: Seller Ratio	32/100	25/100	59/100	56/100	47/100	56/100	45/100	25/100	29/100	43/100	42/100	21/100
	Seller: Buyer Ratio	3 : 1	4 : 1	2 : 1	2 : 1	2 : 1	2 : 1	2 : 1	4 : 1	3 : 1	2 : 1	2 : 1	5 : 1
	Mos Supply (Month)	3.2	4.0	1.7	1.8	2.1	1.8	2.2	4.0	3.4	2.3	2.4	4.8
	Mos Supply (QTD)	3.2	3.2	2.6	1.8	1.9	1.8	2.2	2.9	3.4	2.3	2.2	2.7
2019	Contract Sales	5	7	10	10	9							
	Unsold Inventory	23	28	25	20	20							
	Buyer: Seller Ratio	22/100	25/100	40/100	50/100	45/100							
	Seller: Buyer Ratio	5 : 1	4 : 1	3 : 1	2 : 1	2 : 1							
	Mos Supply (Month)	4.6	4.0	2.5	2.0	2.2							
	Mos Supply (QTD)	4.6	4.7	3.4	2.0	2.1							

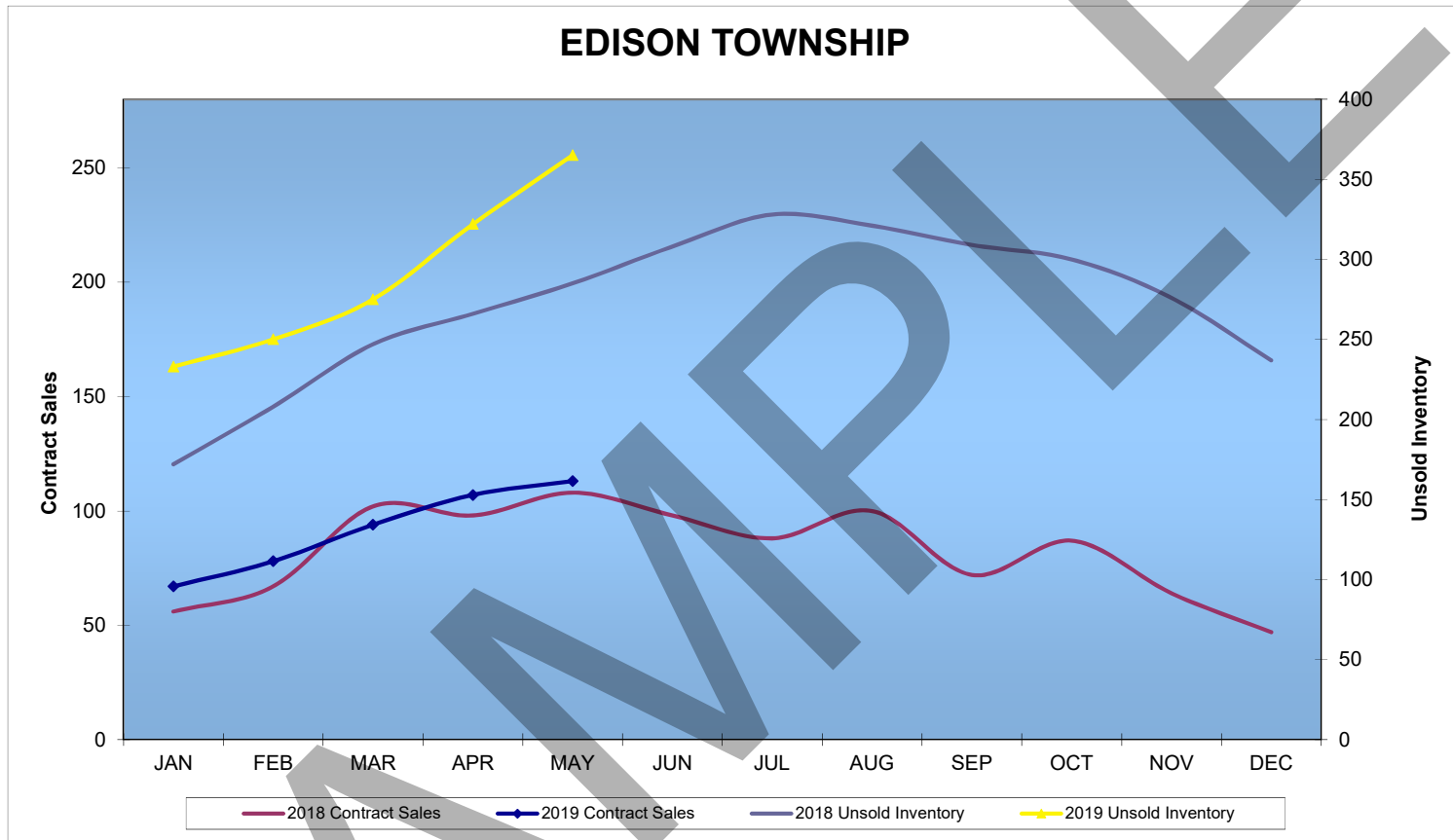
# MarketTRAC Monthly Monthly Tracking Performance

## EAST BRUNSWICK TOWNSHIP



		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	Contract Sales	38	58	88	93	78	73	66	68	47	53	63	28
	Unsold Inventory	160	187	205	217	227	253	250	231	228	239	198	183
	Buyer: Seller Ratio	24/100	31/100	43/100	43/100	34/100	29/100	26/100	29/100	21/100	22/100	32/100	15/100
	Seller: Buyer Ratio	4 : 1	3 : 1	2 : 1	2 : 1	3 : 1	3 : 1	4 : 1	3 : 1	5 : 1	5 : 1	3 : 1	7 : 1
	Mos Supply (Month)	4.2	3.2	2.3	2.3	2.9	3.5	3.8	3.4	4.9	4.5	3.1	6.5
	Mos Supply (QTD)	4.2	3.9	3.3	2.3	2.7	3.1	3.8	3.4	3.8	4.5	3.4	3.8
2019	Contract Sales	46	61	70	75	78							
	Unsold Inventory	188	199	214	241	258							
	Buyer: Seller Ratio	24/100	31/100	33/100	31/100	30/100							
	Seller: Buyer Ratio	4 : 1	3 : 1	3 : 1	3 : 1	3 : 1							
	Mos Supply (Month)	4.1	3.3	3.1	3.2	3.3							
	Mos Supply (QTD)	4.1	3.7	3.6	3.2	3.4							

# MarketTRAC Monthly Monthly Tracking Performance

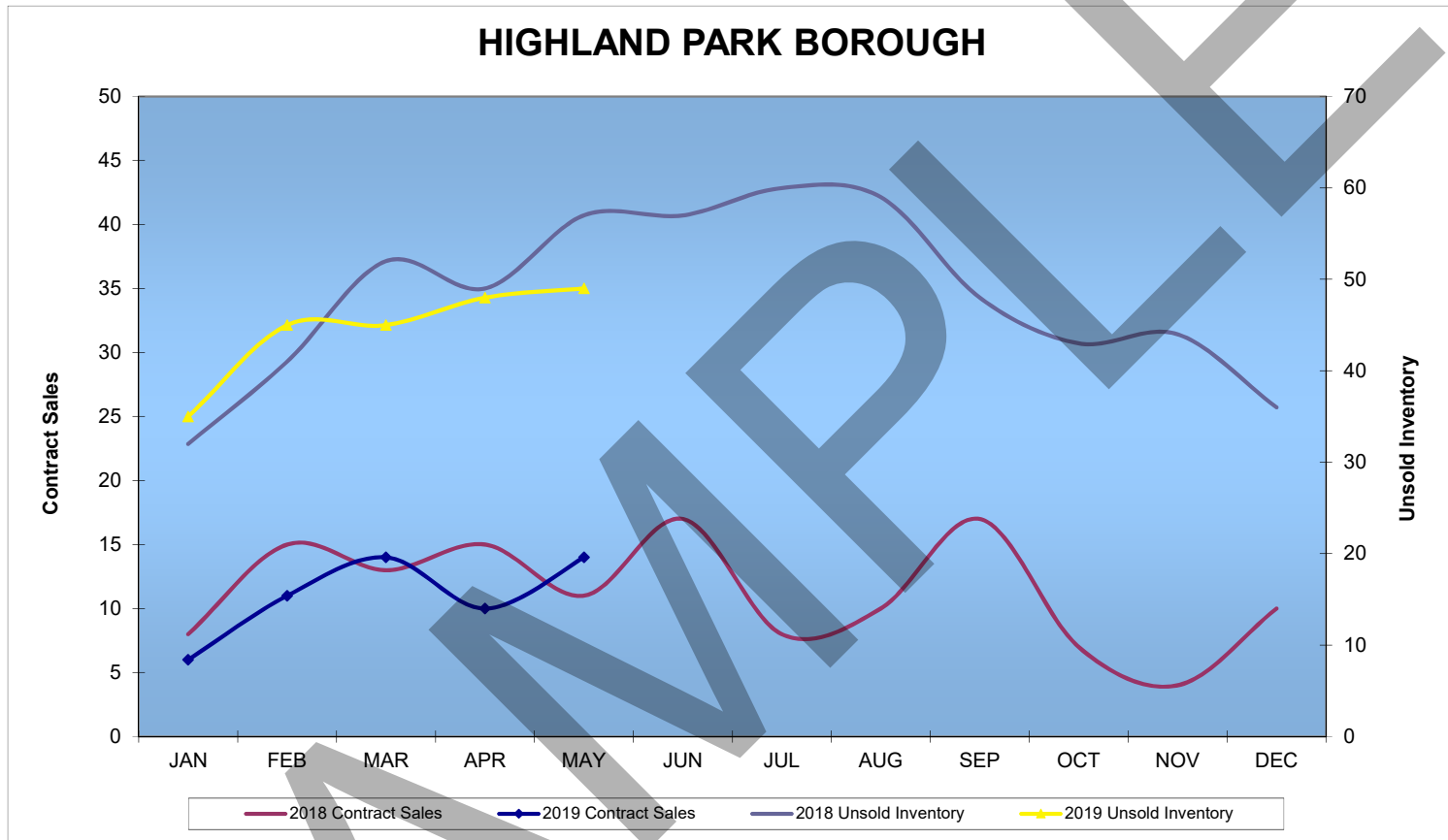


		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	Contract Sales	56	67	102	98	108	98	88	100	72	87	64	47
	Unsold Inventory	172	208	247	266	285	308	328	321	309	300	276	237
	Buyer: Seller Ratio	33/100	32/100	41/100	37/100	38/100	32/100	27/100	31/100	23/100	29/100	23/100	20/100
	Seller: Buyer Ratio	3 : 1	3 : 1	2 : 1	3 : 1	3 : 1	3 : 1	4 : 1	3 : 1	4 : 1	3 : 1	4 : 1	5 : 1
	Mos Supply (Month)	3.1	3.1	2.4	2.7	2.6	3.1	3.7	3.2	4.3	3.4	4.3	5.0
	Mos Supply (QTD)	3.1	3.4	3.3	2.7	2.8	3.0	3.7	3.4	3.6	3.4	3.7	3.6
2019	Contract Sales	67	78	94	107	113							
	Unsold Inventory	233	250	275	322	365							
	Buyer: Seller Ratio	29/100	31/100	34/100	33/100	31/100							
	Seller: Buyer Ratio	3 : 1	3 : 1	3 : 1	3 : 1	3 : 1							
	Mos Supply (Month)	3.5	3.2	2.9	3.0	3.2							
	Mos Supply (QTD)	3.5	3.4	3.5	3.0	3.3							



# MarketTRAC Monthly Monthly Tracking Performance

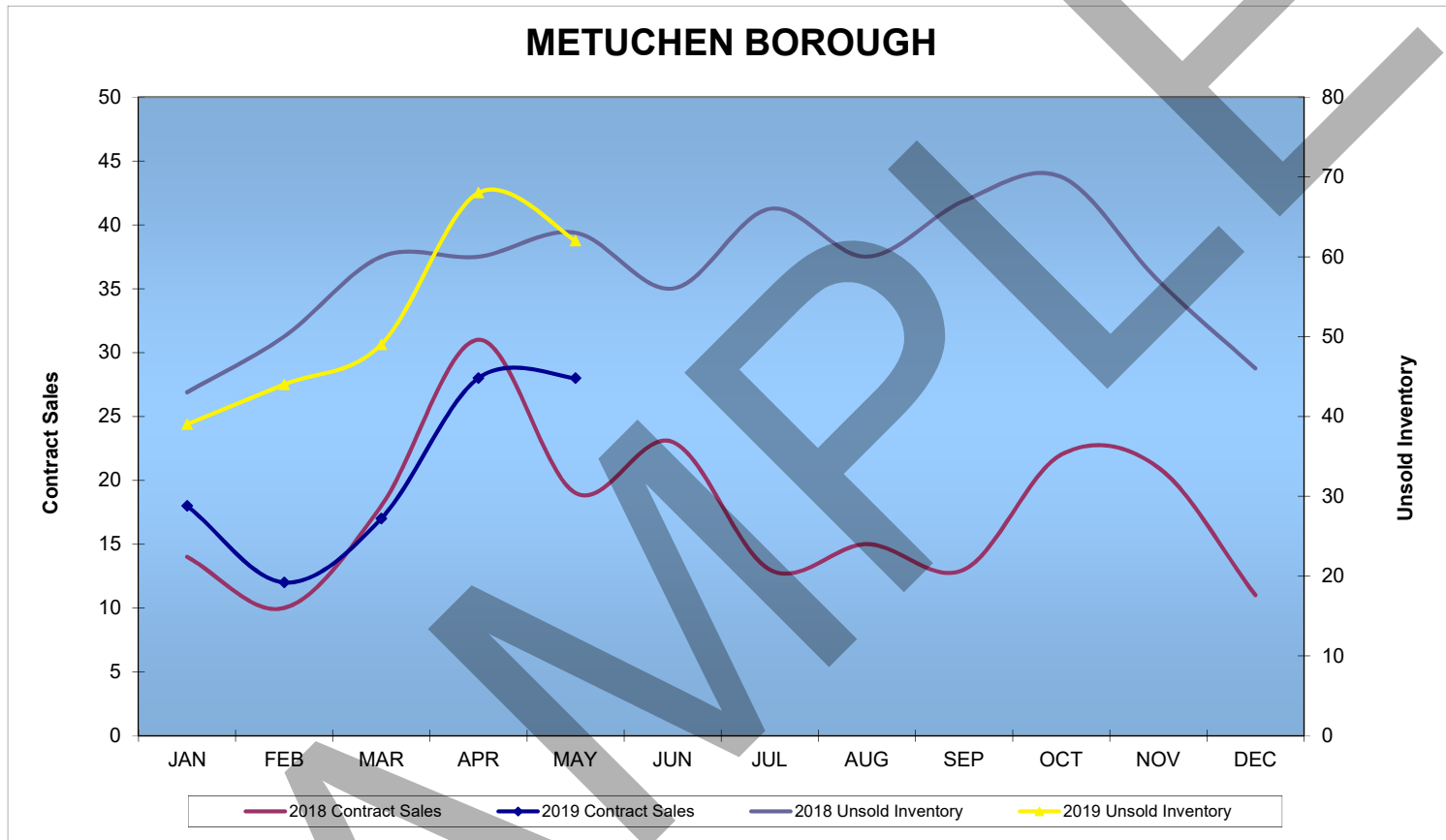
## HIGHLAND PARK BOROUGH



		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	Contract Sales	8	15	13	15	11	17	8	10	17	7	4	10
	Unsold Inventory	32	41	52	49	57	57	60	59	48	43	44	36
	Buyer: Seller Ratio	25/100	37/100	25/100	31/100	19/100	30/100	13/100	17/100	35/100	16/100	9/100	28/100
	Seller: Buyer Ratio	4 : 1	3 : 1	4 : 1	3 : 1	5 : 1	3 : 1	8 : 1	6 : 1	3 : 1	6 : 1	11 : 1	4 : 1
	Mos Supply (Month)	4.0	2.7	4.0	3.3	5.2	3.4	7.5	5.9	2.8	6.1	11.0	3.6
	Mos Supply (QTD)	4.0	3.6	4.3	3.3	4.4	4.0	7.5	6.6	4.1	6.1	8.0	5.1
2019	Contract Sales	6	11	14	10	14							
	Unsold Inventory	35	45	45	48	49							
	Buyer: Seller Ratio	17/100	24/100	31/100	21/100	29/100							
	Seller: Buyer Ratio	6 : 1	4 : 1	3 : 1	5 : 1	4 : 1							
	Mos Supply (Month)	5.8	4.1	3.2	4.8	3.5							
	Mos Supply (QTD)	5.8	5.3	4.4	4.8	4.1							

# MarketTRAC Monthly Monthly Tracking Performance

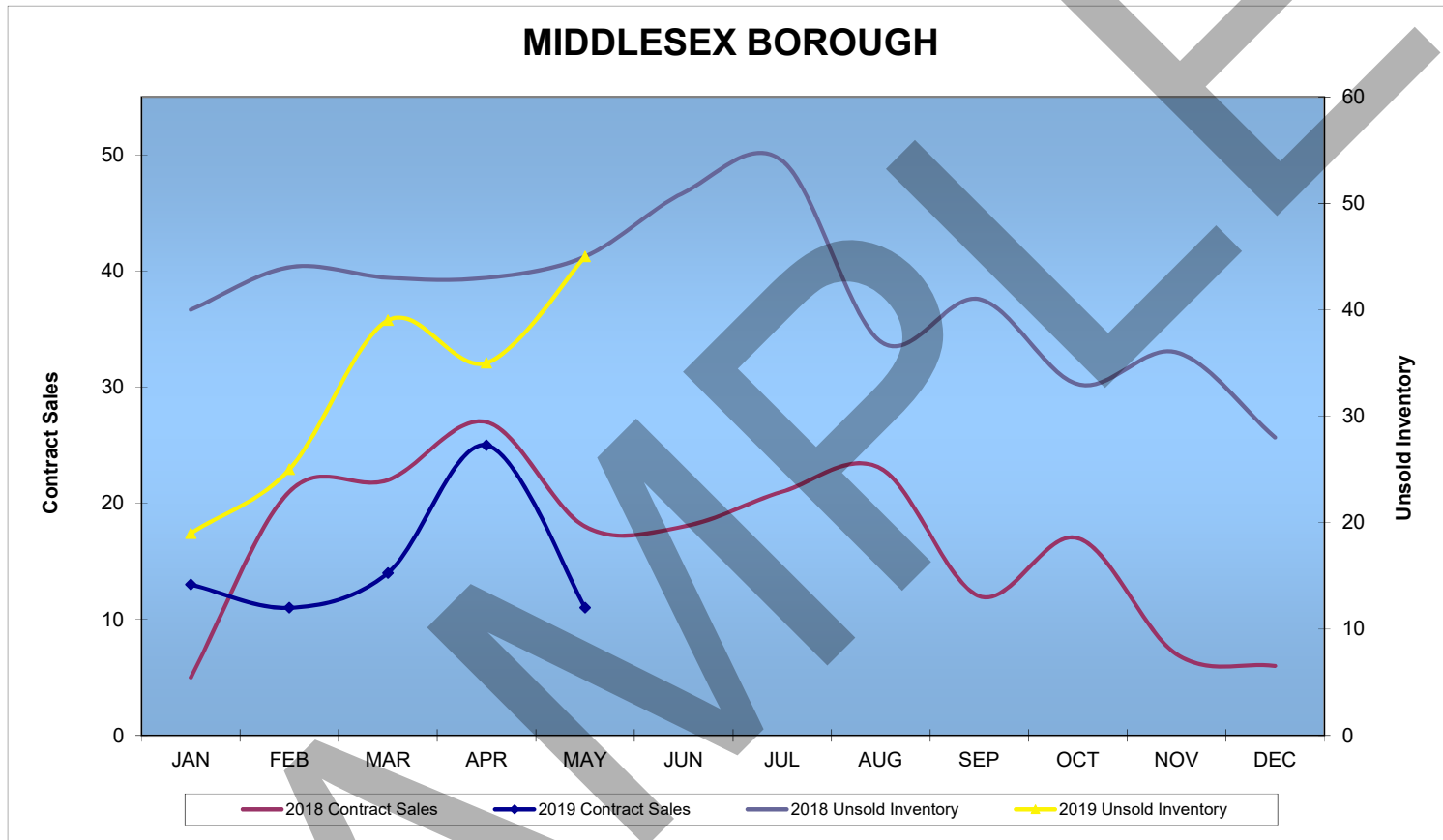
## METUCHEN BOROUGH



		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	Contract Sales	14	10	18	31	19	23	13	15	13	22	21	11
	Unsold Inventory	43	50	60	60	63	56	66	60	67	70	57	46
	Buyer: Seller Ratio	33/100	20/100	30/100	52/100	30/100	41/100	20/100	25/100	19/100	31/100	37/100	24/100
	Seller: Buyer Ratio	3 : 1	5 : 1	3 : 1	2 : 1	3 : 1	2 : 1	5 : 1	4 : 1	5 : 1	3 : 1	3 : 1	4 : 1
	Mos Supply (Month)	3.1	5.0	3.3	1.9	3.3	2.4	5.1	4.0	5.2	3.2	2.7	4.2
	Mos Supply (QTD)	3.1	4.2	4.3	1.9	2.5	2.3	5.1	4.3	4.9	3.2	2.7	2.6
2019	Contract Sales	18	12	17	28	28							
	Unsold Inventory	39	44	49	68	62							
	Buyer: Seller Ratio	46/100	27/100	35/100	41/100	45/100							
	Seller: Buyer Ratio	2 : 1	4 : 1	3 : 1	2 : 1	2 : 1							
	Mos Supply (Month)	2.2	3.7	2.9	2.4	2.2							
	Mos Supply (QTD)	2.2	2.9	3.1	2.4	2.2							

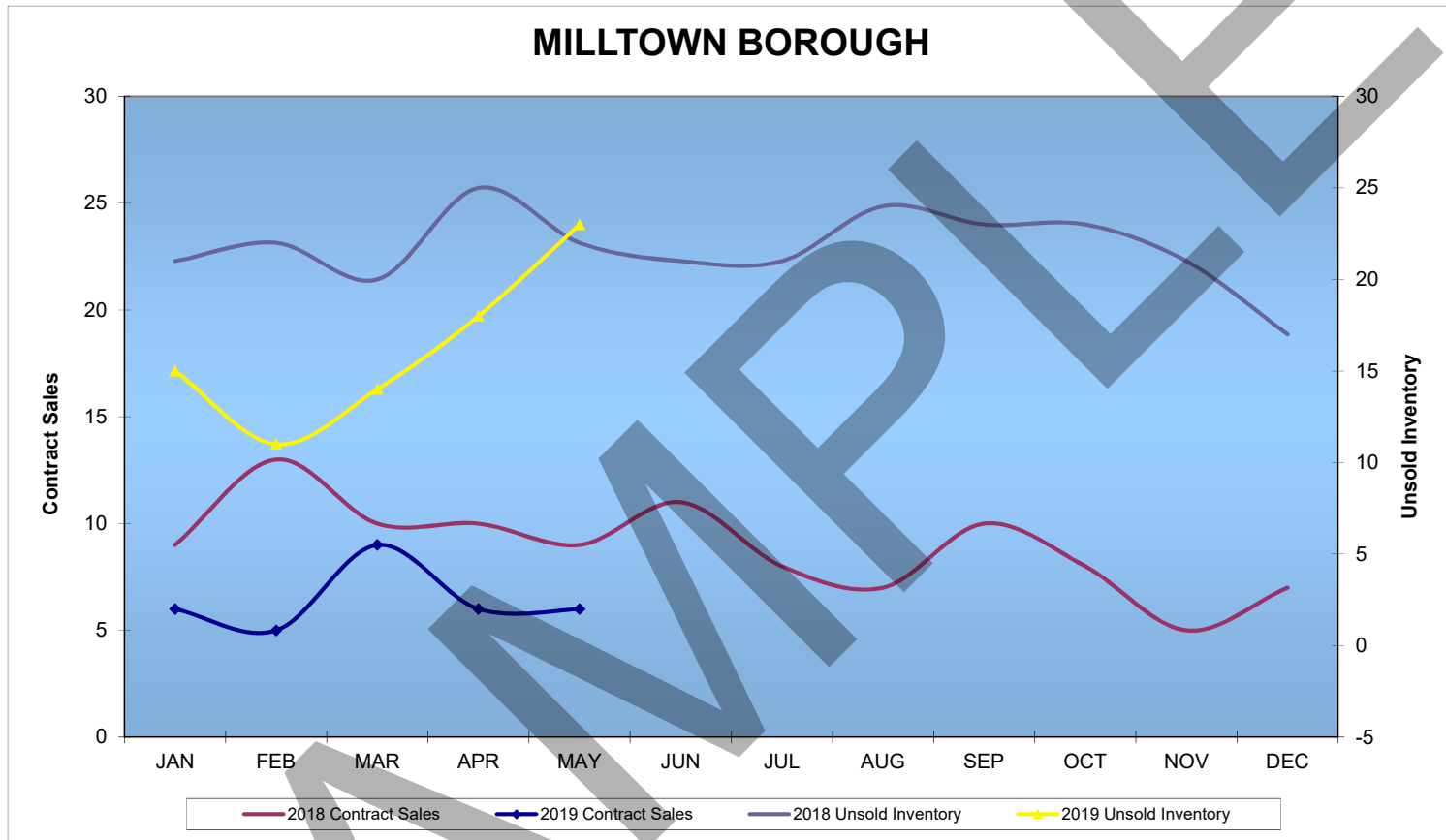
# MarketTRAC Monthly Monthly Tracking Performance

## MIDDLESEX BOROUGH



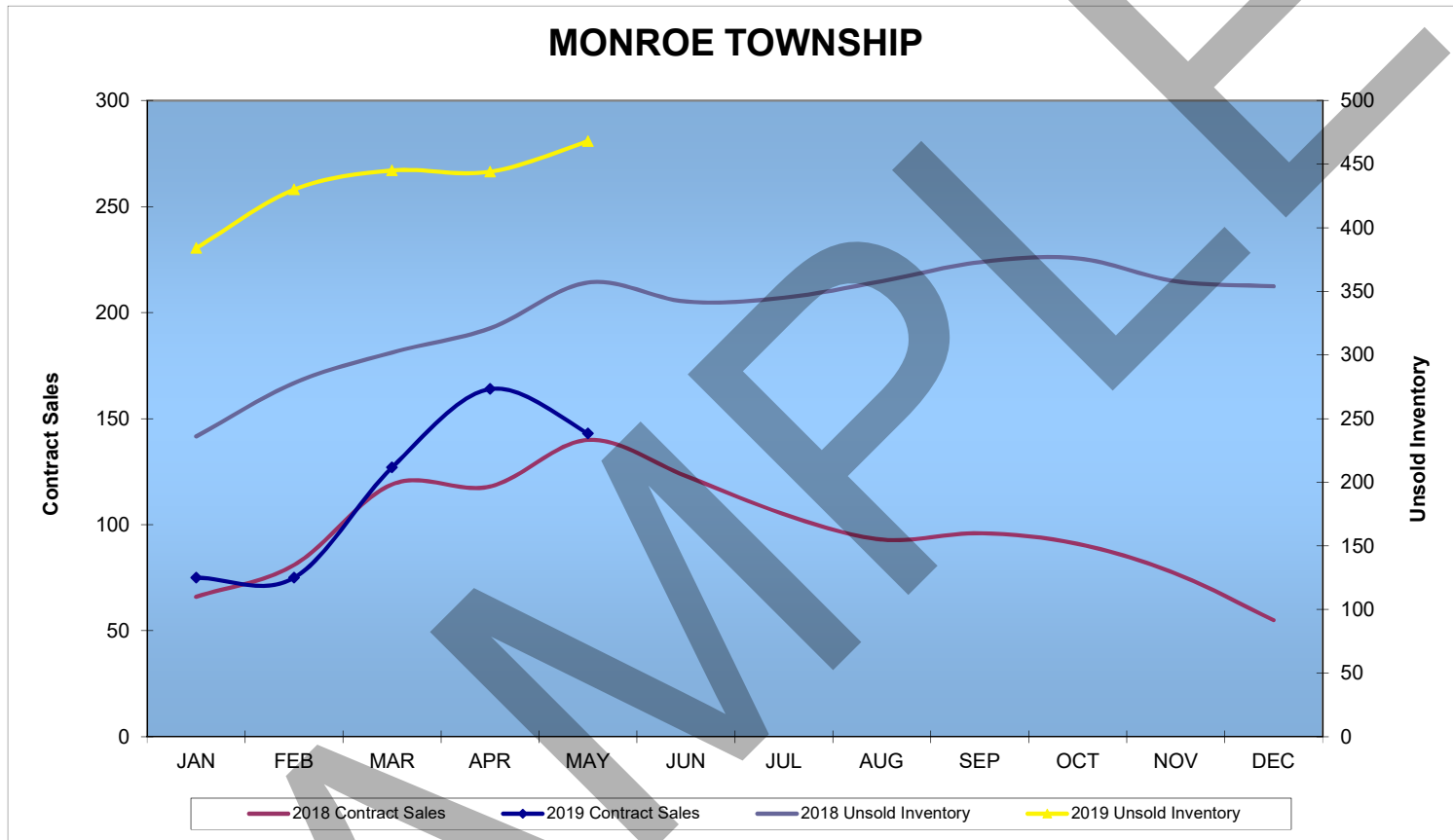
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	Contract Sales	5	21	22	27	18	18	21	23	12	17	7	6
	Unsold Inventory	40	44	43	43	45	51	54	37	41	33	36	28
	Buyer: Seller Ratio	13/100	48/100	51/100	63/100	40/100	35/100	39/100	62/100	29/100	52/100	19/100	21/100
	Seller: Buyer Ratio	8 : 1	2 : 1	2 : 1	2 : 1	3 : 1	3 : 1	3 : 1	2 : 1	3 : 1	2 : 1	5 : 1	5 : 1
	Mos Supply (Month)	8.0	2.1	2.0	1.6	2.5	2.8	2.6	1.6	3.4	1.9	5.1	4.7
	Mos Supply (QTD)	8.0	3.4	2.7	1.6	2.0	2.4	2.6	1.7	2.2	1.9	3.0	2.8
2019	Contract Sales	13	11	14	25	11							
	Unsold Inventory	19	25	39	35	45							
	Buyer: Seller Ratio	68/100	44/100	36/100	71/100	24/100							
	Seller: Buyer Ratio	1 : 1	2 : 1	3 : 1	1 : 1	4 : 1							
	Mos Supply (Month)	1.5	2.3	2.8	1.4	4.1							
	Mos Supply (QTD)	1.5	2.1	3.1	1.4	2.5							

# MarketTRAC Monthly Monthly Tracking Performance



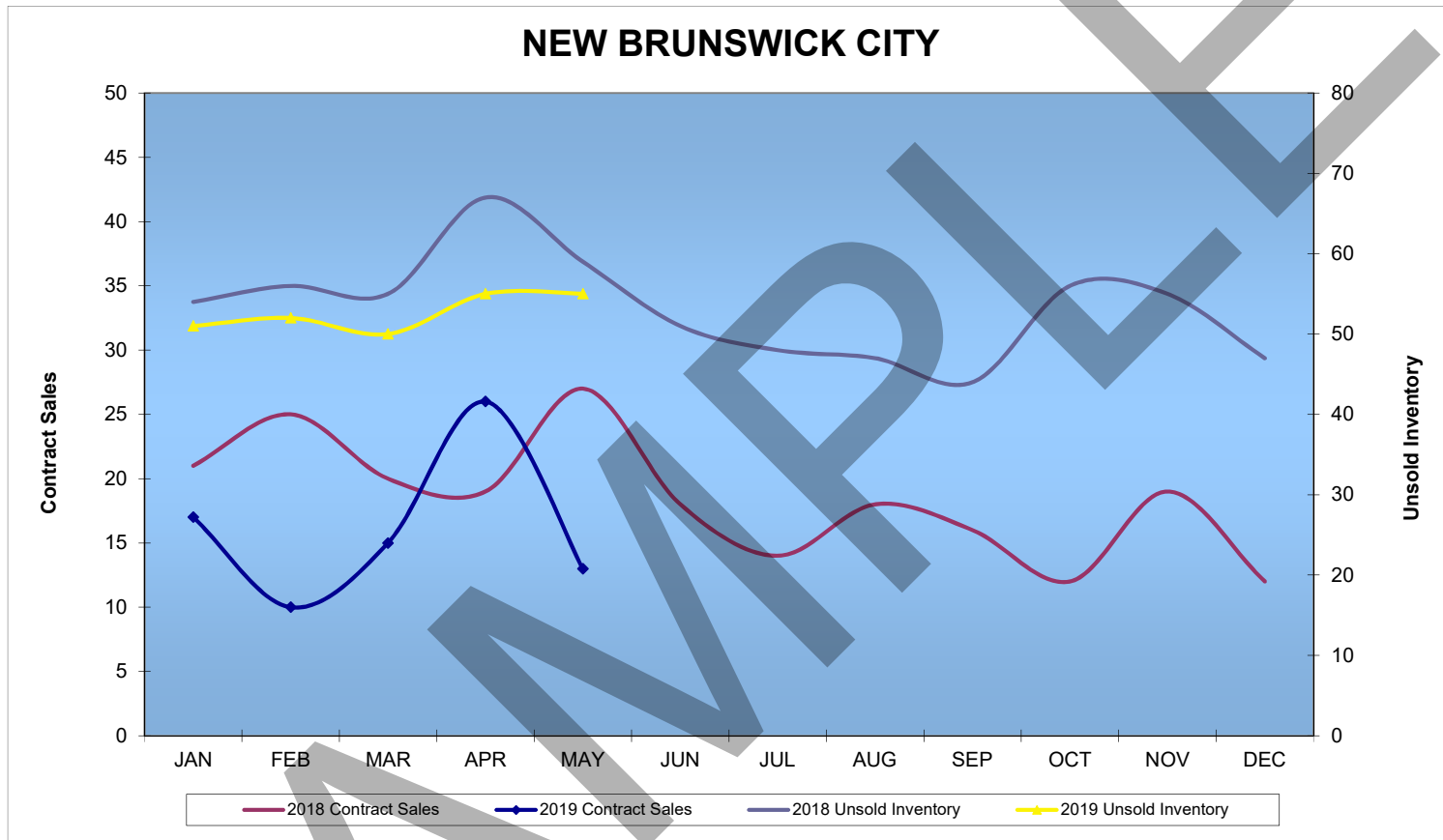
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
<b>2018</b>	Contract Sales	9	13	10	10	9	11	8	7	10	8	5	7
	Unsold Inventory	21	22	20	25	22	21	21	24	23	23	21	17
	Buyer: Seller Ratio	43/100	59/100	50/100	40/100	41/100	52/100	38/100	29/100	43/100	35/100	24/100	41/100
	Seller: Buyer Ratio	2 : 1	2 : 1	2 : 1	3 : 1	2 : 1	2 : 1	3 : 1	3 : 1	2 : 1	3 : 1	4 : 1	2 : 1
	Mos Supply (Month)	2.3	1.7	2.0	2.5	2.4	1.9	2.6	3.4	2.3	2.9	4.2	2.4
	Mos Supply (QTD)	2.3	2.0	1.9	2.5	2.3	2.1	2.6	3.2	2.8	2.9	3.2	2.6
<b>2019</b>	Contract Sales	6	5	9	6	6							
	Unsold Inventory	15	11	14	18	23							
	Buyer: Seller Ratio	40/100	45/100	64/100	33/100	26/100							
	Seller: Buyer Ratio	3 : 1	2 : 1	2 : 1	3 : 1	4 : 1							
	Mos Supply (Month)	2.5	2.2	1.6	3.0	3.8							
	Mos Supply (QTD)	2.5	2.0	2.1	3.0	3.8							

# MarketTRAC Monthly Monthly Tracking Performance



		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	Contract Sales	66	81	119	118	140	123	105	93	96	91	77	55
	Unsold Inventory	236	278	302	321	357	342	345	358	373	376	358	354
	Buyer: Seller Ratio	28/100	29/100	39/100	37/100	39/100	36/100	30/100	26/100	26/100	24/100	22/100	16/100
	Seller: Buyer Ratio	4 : 1	3 : 1	3 : 1	3 : 1	3 : 1	3 : 1	3 : 1	4 : 1	4 : 1	4 : 1	5 : 1	6 : 1
	Mos Supply (Month)	3.6	3.4	2.5	2.7	2.6	2.8	3.3	3.8	3.9	4.1	4.6	6.4
	Mos Supply (QTD)	3.6	3.8	3.4	2.7	2.8	2.7	3.3	3.6	3.8	4.1	4.3	4.8
2019	Contract Sales	75	75	127	164	143							
	Unsold Inventory	384	430	445	444	468							
	Buyer: Seller Ratio	20/100	17/100	29/100	37/100	31/100							
	Seller: Buyer Ratio	5 : 1	6 : 1	4 : 1	3 : 1	3 : 1							
	Mos Supply (Month)	5.1	5.7	3.5	2.7	3.3							
	Mos Supply (QTD)	5.1	5.7	4.8	2.7	3.0							

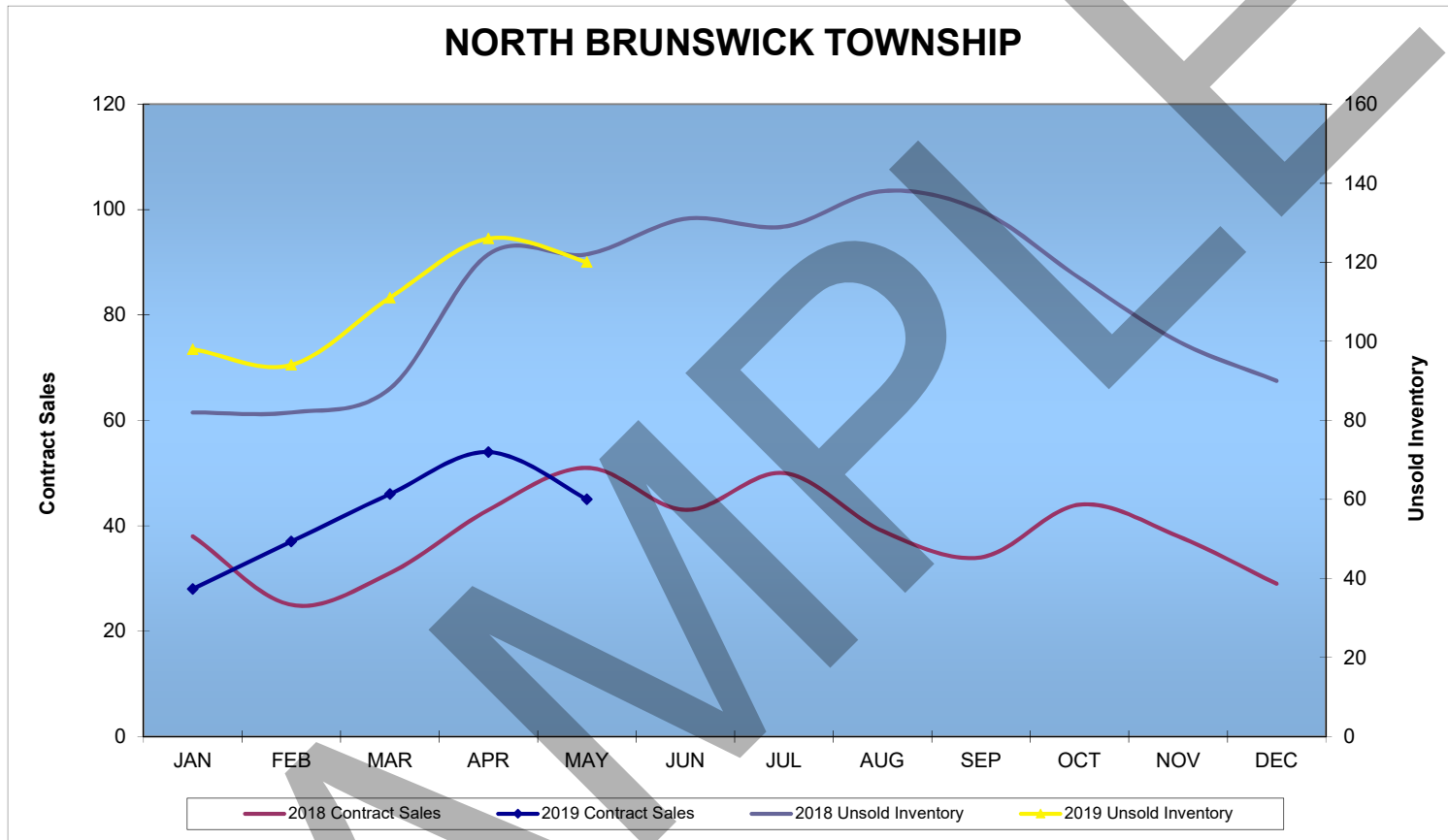
# MarketTRAC Monthly Monthly Tracking Performance



		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
<b>2018</b>	Contract Sales	21	25	20	19	27	18	14	18	16	12	19	12
	Unsold Inventory	54	56	55	67	59	51	48	47	44	56	55	47
	Buyer: Seller Ratio	39/100	45/100	36/100	28/100	46/100	35/100	29/100	38/100	36/100	21/100	35/100	26/100
	Seller: Buyer Ratio	3 : 1	2 : 1	3 : 1	4 : 1	2 : 1	3 : 1	3 : 1	3 : 1	3 : 1	5 : 1	3 : 1	4 : 1
	Mos Supply (Month)	2.6	2.2	2.8	3.5	2.2	2.8	3.4	2.6	2.8	4.7	2.9	3.9
	Mos Supply (QTD)	2.6	2.4	2.5	3.5	2.6	2.4	3.4	2.9	2.8	4.7	3.5	3.3
<b>2019</b>	Contract Sales	17	10	15	26	13							
	Unsold Inventory	51	52	50	55	55							
	Buyer: Seller Ratio	33/100	19/100	30/100	47/100	24/100							
	Seller: Buyer Ratio	3 : 1	5 : 1	3 : 1	2 : 1	4 : 1							
	Mos Supply (Month)	3.0	5.2	3.3	2.1	4.2							
	Mos Supply (QTD)	3.0	3.9	3.6	2.1	2.8							

# MarketTRAC Monthly Monthly Tracking Performance

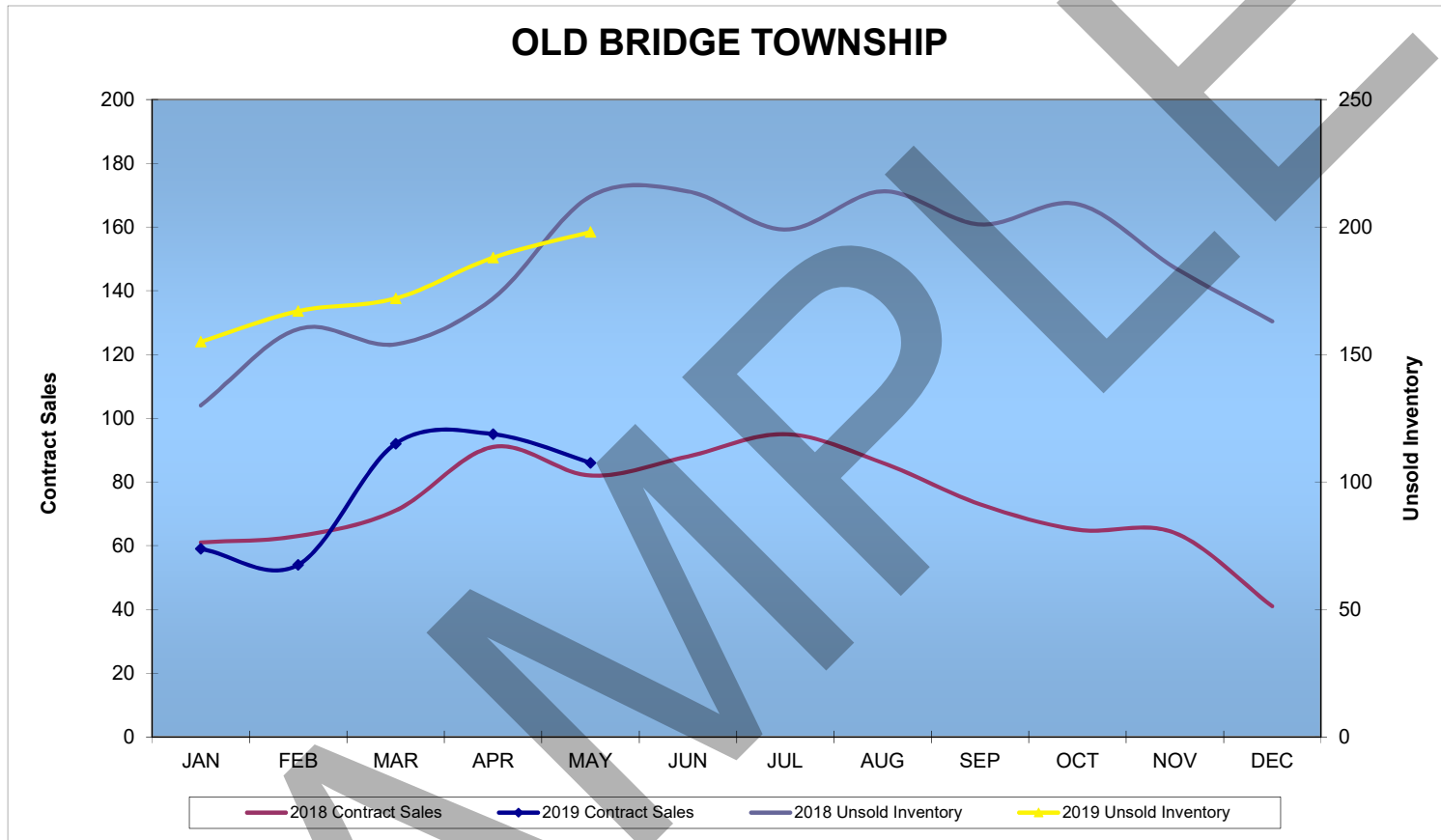
## NORTH BRUNSWICK TOWNSHIP



		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	Contract Sales	38	25	31	43	51	43	50	39	34	44	38	29
	Unsold Inventory	82	82	88	122	122	131	129	138	133	116	100	90
	Buyer: Seller Ratio	46/100	30/100	35/100	35/100	42/100	33/100	39/100	28/100	26/100	38/100	38/100	32/100
	Seller: Buyer Ratio	2 : 1	3 : 1	3 : 1	3 : 1	2 : 1	3 : 1	3 : 1	4 : 1	4 : 1	3 : 1	3 : 1	3 : 1
	Mos Supply (Month)	2.2	3.3	2.8	2.8	2.4	3.0	2.6	3.5	3.9	2.6	2.6	3.1
	Mos Supply (QTD)	2.2	2.6	2.8	2.8	2.6	2.9	2.6	3.1	3.2	2.6	2.4	2.4
2019	Contract Sales	28	37	46	54	45							
	Unsold Inventory	98	94	111	126	120							
	Buyer: Seller Ratio	29/100	39/100	41/100	43/100	38/100							
	Seller: Buyer Ratio	4 : 1	3 : 1	2 : 1	2 : 1	3 : 1							
	Mos Supply (Month)	3.5	2.5	2.4	2.3	2.7							
	Mos Supply (QTD)	3.5	2.9	3.0	2.3	2.4							

# MarketTRAC Monthly Monthly Tracking Performance

## OLD BRIDGE TOWNSHIP

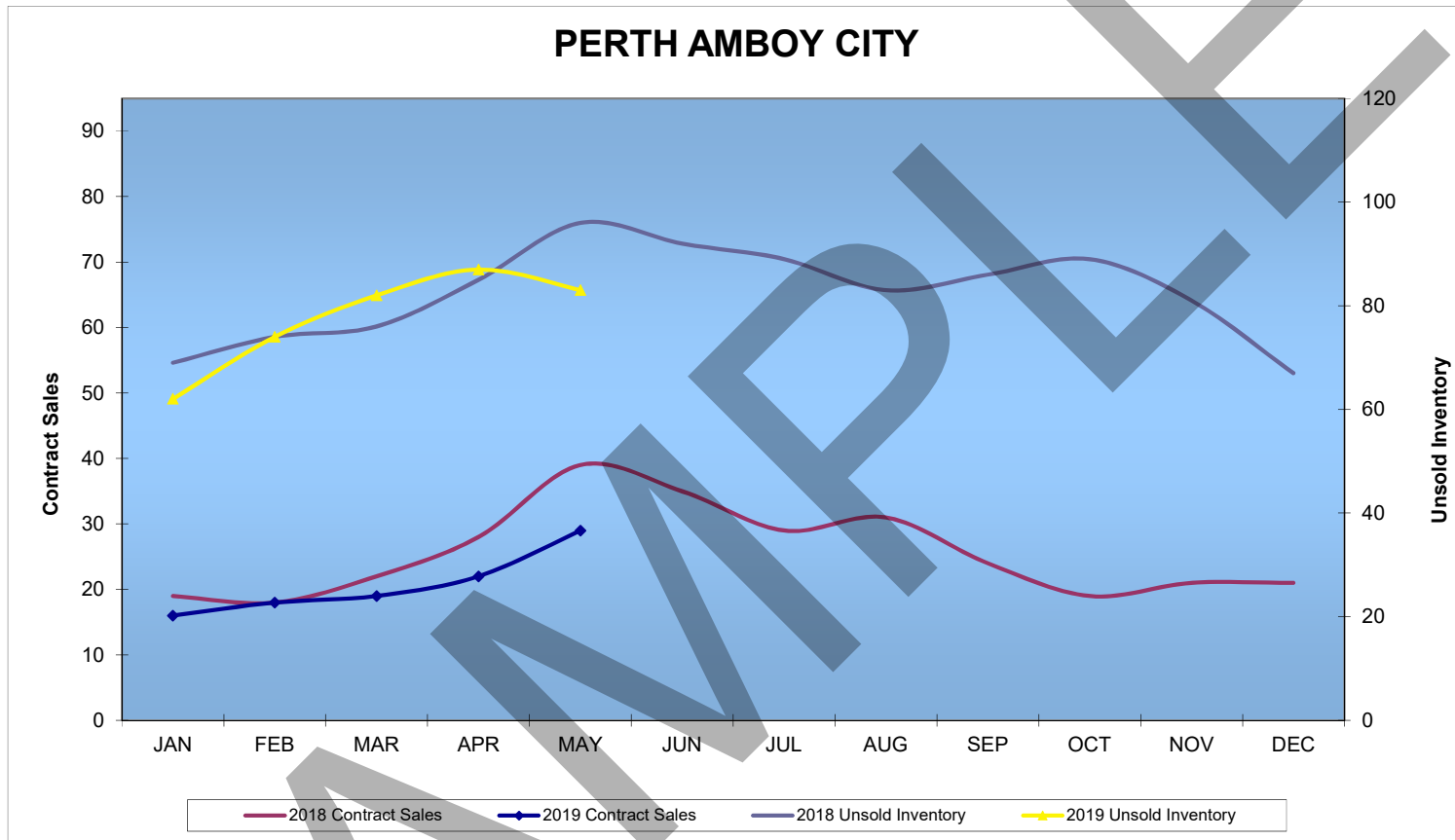


		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	Contract Sales	61	63	71	91	82	88	95	86	73	65	64	41
	Unsold Inventory	130	160	154	172	212	214	199	214	201	209	184	163
	Buyer: Seller Ratio	47/100	39/100	46/100	53/100	39/100	41/100	48/100	40/100	36/100	31/100	35/100	25/100
	Seller: Buyer Ratio	2 : 1	3 : 1	2 : 1	2 : 1	3 : 1	2 : 1	2 : 1	2 : 1	3 : 1	3 : 1	3 : 1	4 : 1
	Mos Supply (Month)	2.1	2.5	2.2	1.9	2.6	2.4	2.1	2.5	2.8	3.2	2.9	4.0
	Mos Supply (QTD)	2.1	2.6	2.4	1.9	2.5	2.5	2.1	2.4	2.4	3.2	2.9	2.9
2019	Contract Sales	59	54	92	95	86							
	Unsold Inventory	155	167	172	188	198							
	Buyer: Seller Ratio	38/100	32/100	53/100	51/100	43/100							
	Seller: Buyer Ratio	3 : 1	3 : 1	2 : 1	2 : 1	2 : 1							
	Mos Supply (Month)	2.6	3.1	1.9	2.0	2.3							
	Mos Supply (QTD)	2.6	3.0	2.5	2.0	2.2							



# MarketTRAC Monthly Monthly Tracking Performance

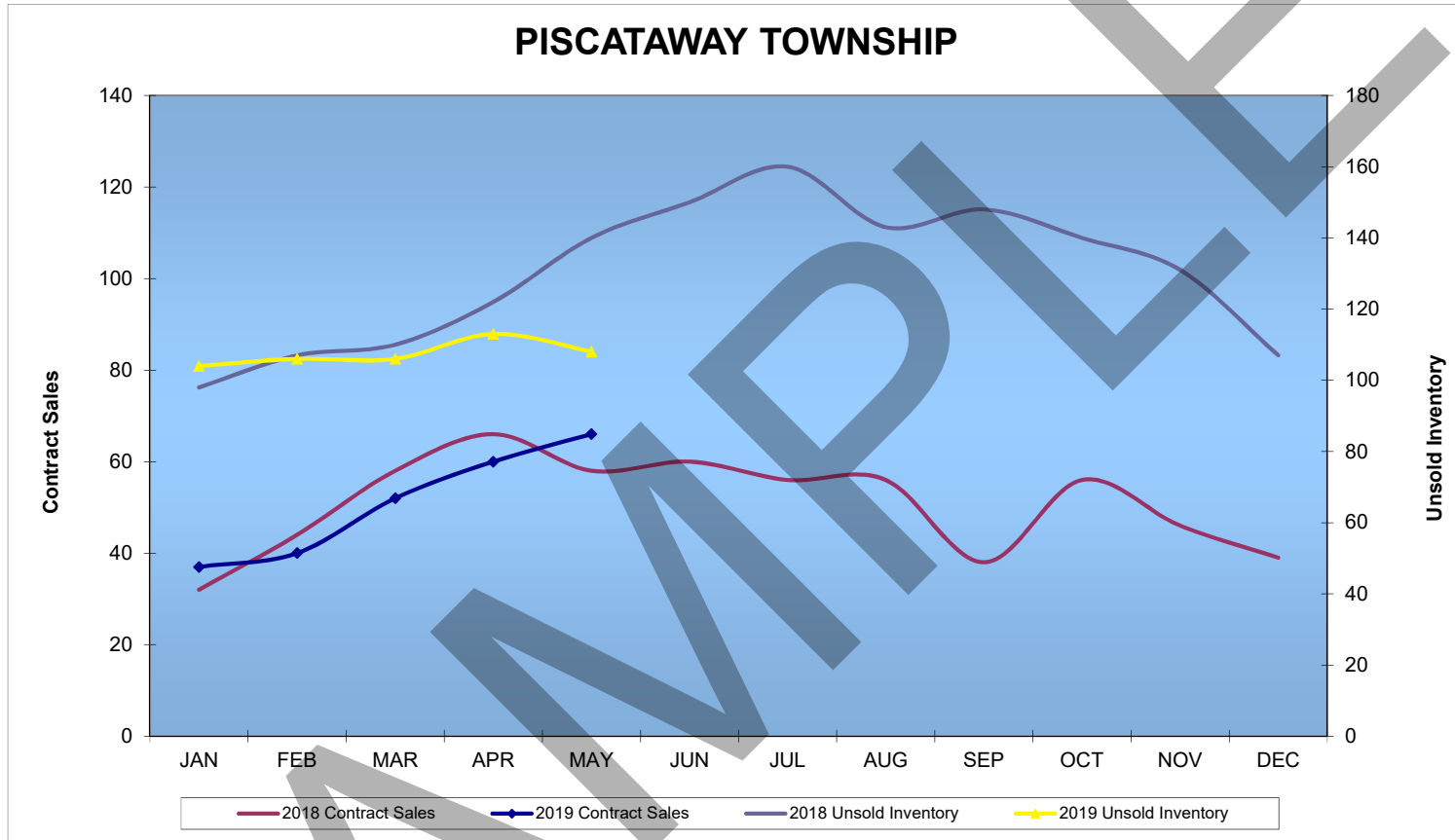
## PERTH AMBOY CITY



		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	Contract Sales	19	18	22	28	39	35	29	31	24	19	21	21
	Unsold Inventory	69	74	76	85	96	92	89	83	86	89	81	67
	Buyer: Seller Ratio	28/100	24/100	29/100	33/100	41/100	38/100	33/100	37/100	28/100	21/100	26/100	31/100
	Seller: Buyer Ratio	4 : 1	4 : 1	3 : 1	3 : 1	2 : 1	3 : 1	3 : 1	3 : 1	4 : 1	5 : 1	4 : 1	3 : 1
	Mos Supply (Month)	3.6	4.1	3.5	3.0	2.5	2.6	3.1	2.7	3.6	4.7	3.9	3.2
	Mos Supply (QTD)	3.6	4.0	3.9	3.0	2.9	2.7	3.1	2.8	3.1	4.7	4.1	3.3
2019	Contract Sales	16	18	19	22	29							
	Unsold Inventory	62	74	82	87	83							
	Buyer: Seller Ratio	26/100	24/100	23/100	25/100	35/100							
	Seller: Buyer Ratio	4 : 1	4 : 1	4 : 1	4 : 1	3 : 1							
	Mos Supply (Month)	3.9	4.1	4.3	4.0	2.9							
	Mos Supply (QTD)	3.9	4.4	4.6	4.0	3.3							

# MarketTRAC Monthly Monthly Tracking Performance

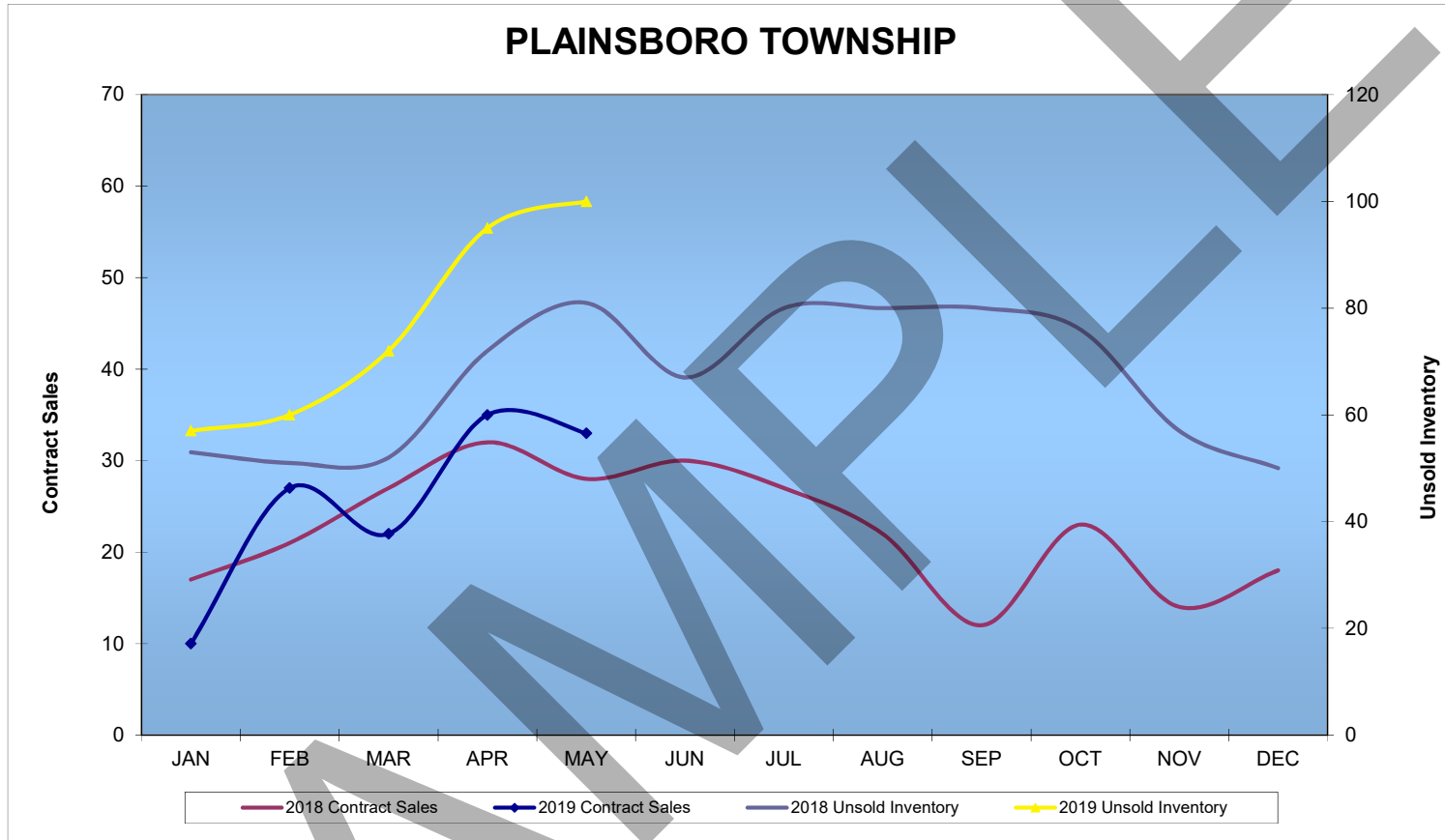
## PISCATAWAY TOWNSHIP



		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	Contract Sales	32	44	58	66	58	60	56	56	38	56	46	39
	Unsold Inventory	98	107	110	122	140	150	160	143	148	140	131	107
	Buyer: Seller Ratio	33/100	41/100	53/100	54/100	41/100	40/100	35/100	39/100	26/100	40/100	35/100	36/100
	Seller: Buyer Ratio	3 : 1	2 : 1	2 : 1	2 : 1	2 : 1	3 : 1	3 : 1	3 : 1	4 : 1	3 : 1	3 : 1	3 : 1
	Mos Supply (Month)	3.1	2.4	1.9	1.8	2.4	2.5	2.9	2.6	3.9	2.5	2.8	2.7
	Mos Supply (QTD)	3.1	2.8	2.5	1.8	2.3	2.4	2.9	2.6	3.0	2.5	2.6	2.3
2019	Contract Sales	37	40	52	60	66							
	Unsold Inventory	104	106	106	113	108							
	Buyer: Seller Ratio	36/100	38/100	49/100	53/100	61/100							
	Seller: Buyer Ratio	3 : 1	3 : 1	2 : 1	2 : 1	2 : 1							
	Mos Supply (Month)	2.8	2.7	2.0	1.9	1.6							
	Mos Supply (QTD)	2.8	2.8	2.5	1.9	1.7							

# MarketTRAC Monthly Monthly Tracking Performance

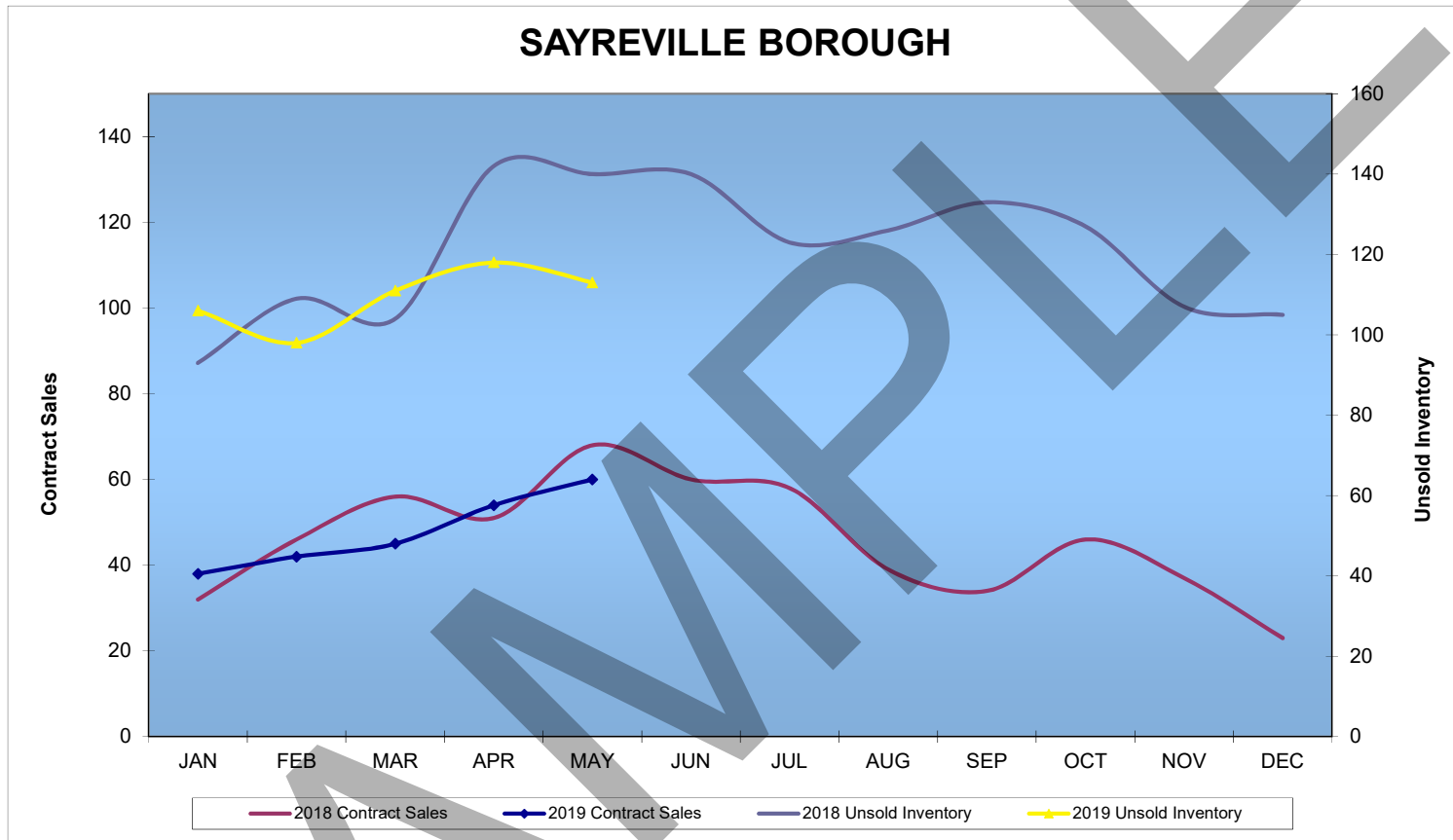
## PLAINSBORO TOWNSHIP



		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	Contract Sales	17	21	27	32	28	30	27	22	12	23	14	18
	Unsold Inventory	53	51	52	72	81	67	80	80	80	76	57	50
	Buyer: Seller Ratio	32/100	41/100	52/100	44/100	35/100	45/100	34/100	28/100	15/100	30/100	25/100	36/100
	Seller: Buyer Ratio	3 : 1	2 : 1	2 : 1	2 : 1	3 : 1	2 : 1	3 : 1	4 : 1	7 : 1	3 : 1	4 : 1	3 : 1
	Mos Supply (Month)	3.1	2.4	1.9	2.3	2.9	2.2	3.0	3.6	6.7	3.3	4.1	2.8
	Mos Supply (QTD)	3.1	2.7	2.4	2.3	2.7	2.2	3.0	3.3	3.9	3.3	3.1	2.7
2019	Contract Sales	10	27	22	35	33							
	Unsold Inventory	57	60	72	95	100							
	Buyer: Seller Ratio	18/100	45/100	31/100	37/100	33/100							
	Seller: Buyer Ratio	6 : 1	2 : 1	3 : 1	3 : 1	3 : 1							
	Mos Supply (Month)	5.7	2.2	3.3	2.7	3.0							
	Mos Supply (QTD)	5.7	3.2	3.7	2.7	2.9							

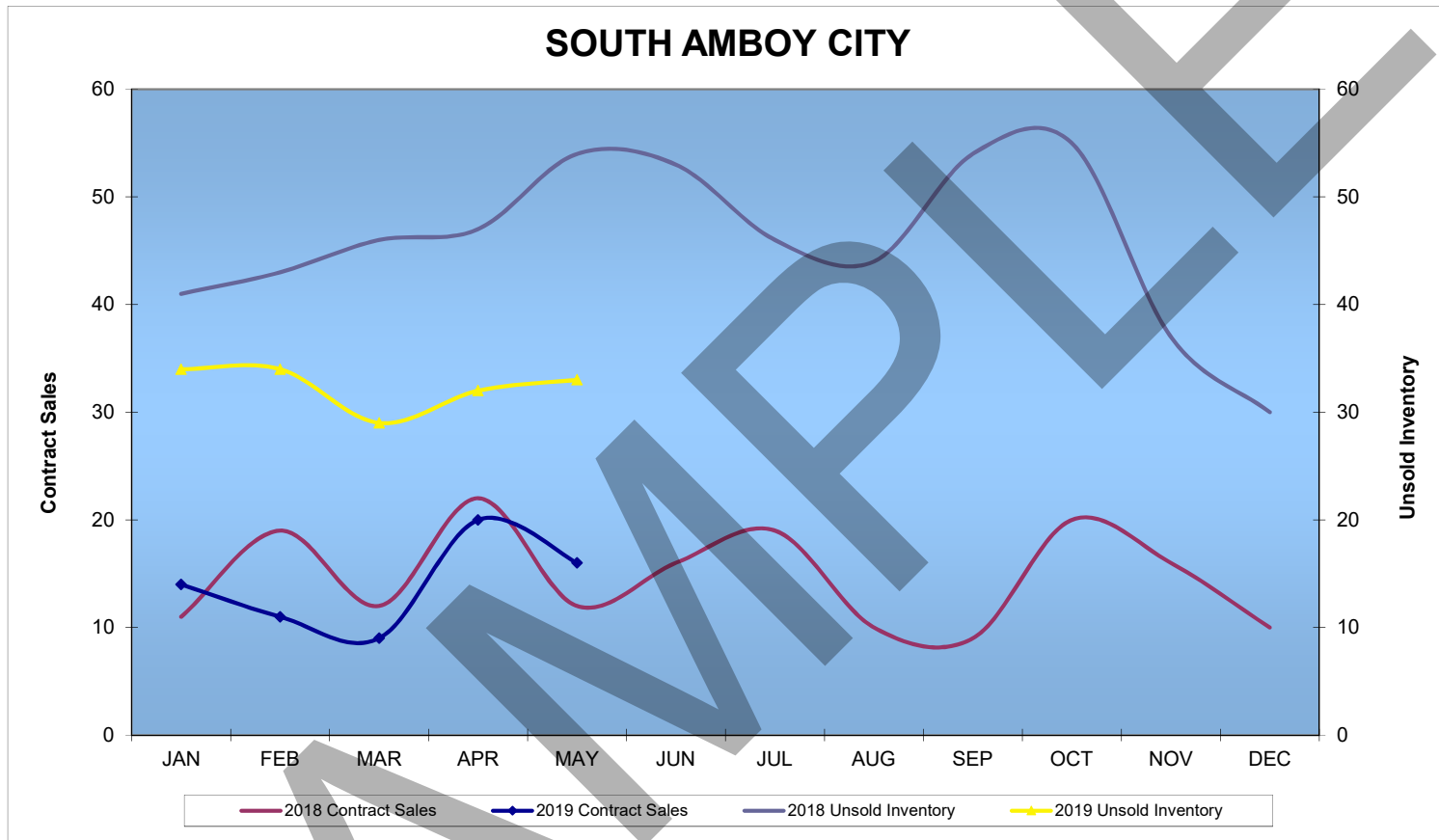
# MarketTRAC Monthly Monthly Tracking Performance

## SAYREVILLE BOROUGH



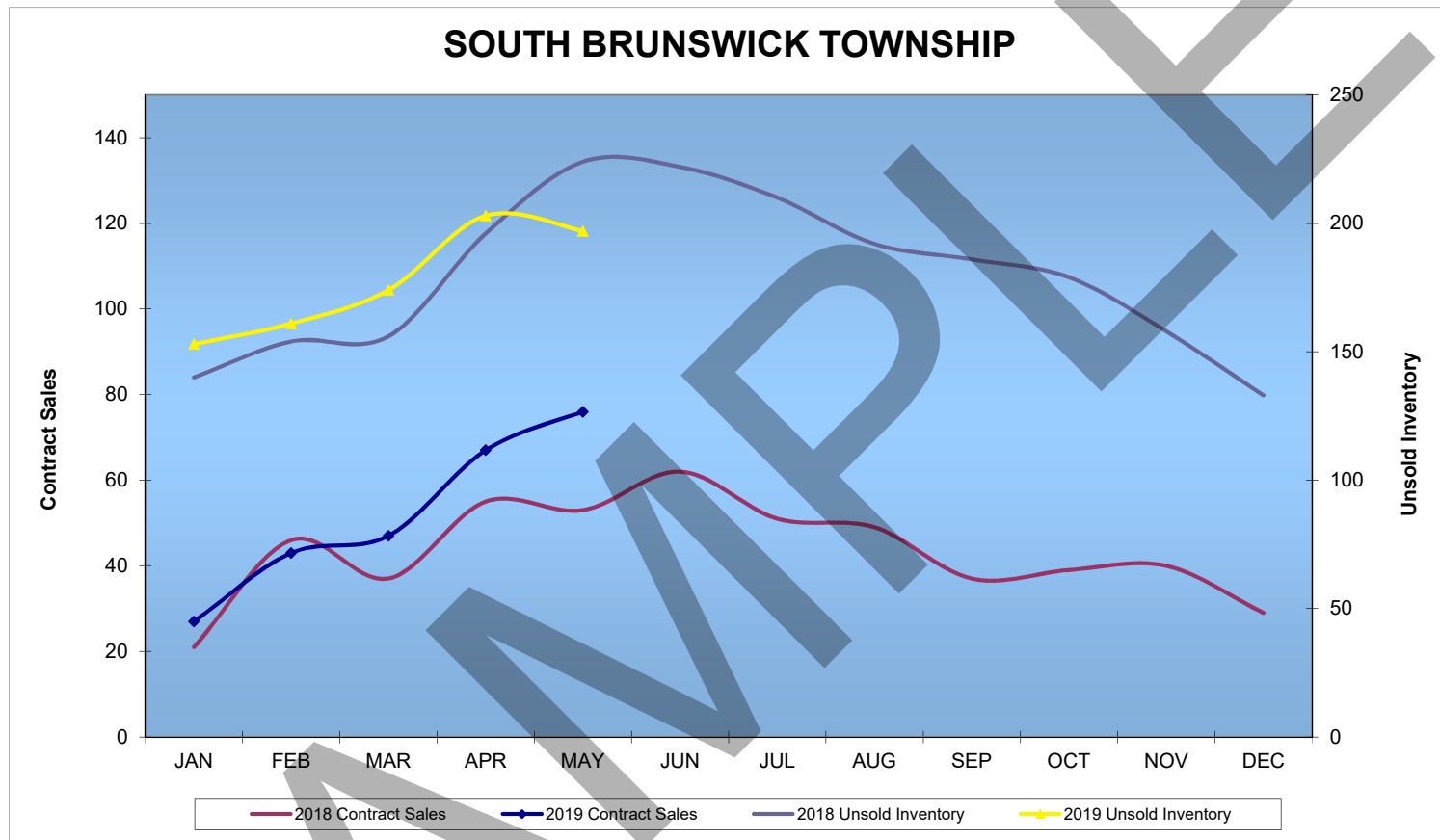
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	Contract Sales	32	46	56	51	68	60	58	39	34	46	37	23
	Unsold Inventory	93	109	104	142	140	140	123	126	133	127	107	105
	Buyer: Seller Ratio	34/100	42/100	54/100	36/100	49/100	43/100	47/100	31/100	26/100	36/100	35/100	22/100
	Seller: Buyer Ratio	3 : 1	2 : 1	2 : 1	3 : 1	2 : 1	2 : 1	2 : 1	3 : 1	4 : 1	3 : 1	3 : 1	5 : 1
	Mos Supply (Month)	2.9	2.4	1.9	2.8	2.1	2.3	2.1	3.2	3.9	2.8	2.9	4.6
	Mos Supply (QTD)	2.9	2.8	2.3	2.8	2.4	2.3	2.1	2.6	3.0	2.8	2.6	3.0
2019	Contract Sales	38	42	45	54	60							
	Unsold Inventory	106	98	111	118	113							
	Buyer: Seller Ratio	36/100	43/100	41/100	46/100	53/100							
	Seller: Buyer Ratio	3 : 1	2 : 1	2 : 1	2 : 1	2 : 1							
	Mos Supply (Month)	2.8	2.3	2.5	2.2	1.9							
	Mos Supply (QTD)	2.8	2.5	2.7	2.2	2.0							

# MarketTRAC Monthly Monthly Tracking Performance



		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	Contract Sales	11	19	12	22	12	16	19	10	9	20	16	10
	Unsold Inventory	41	43	46	47	54	53	46	44	54	55	37	30
	Buyer: Seller Ratio	27/100	44/100	26/100	47/100	22/100	30/100	41/100	23/100	17/100	36/100	43/100	33/100
	Seller: Buyer Ratio	4 : 1	2 : 1	4 : 1	2 : 1	5 : 1	3 : 1	2 : 1	4 : 1	6 : 1	3 : 1	2 : 1	3 : 1
	Mos Supply (Month)	3.7	2.3	3.8	2.1	4.5	3.3	2.4	4.4	6.0	2.8	2.3	3.0
	Mos Supply (QTD)	3.7	2.9	3.3	2.1	3.2	3.2	2.4	3.0	4.3	2.8	2.1	2.0
2019	Contract Sales	14	11	9	20	16							
	Unsold Inventory	34	34	29	32	33							
	Buyer: Seller Ratio	41/100	32/100	31/100	63/100	48/100							
	Seller: Buyer Ratio	2 : 1	3 : 1	3 : 1	2 : 1	2 : 1							
	Mos Supply (Month)	2.4	3.1	3.2	1.6	2.1							
	Mos Supply (QTD)	2.4	2.7	2.6	1.6	1.8							

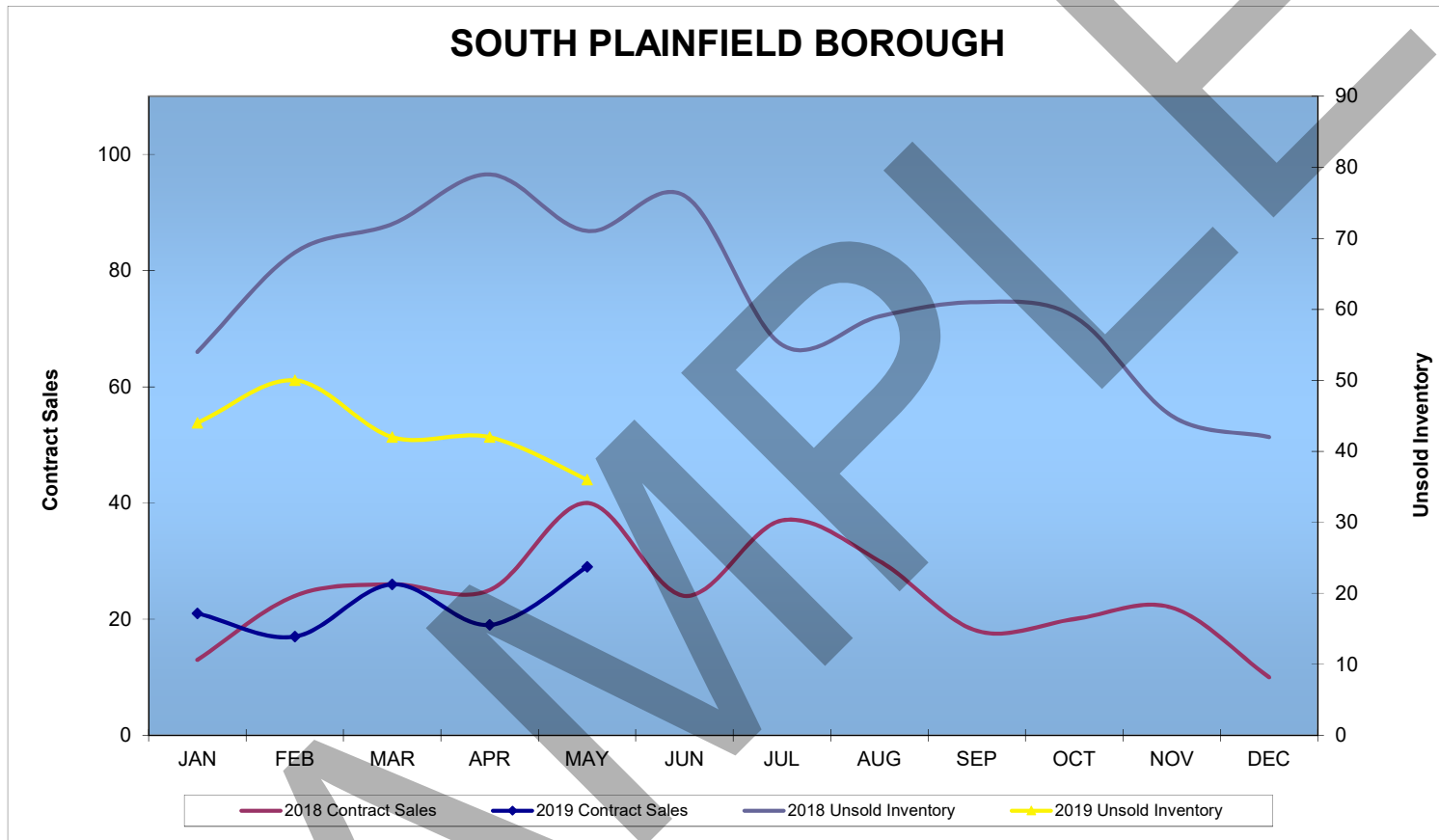
# MarketTRAC Monthly Monthly Tracking Performance



		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	Contract Sales	21	46	37	55	53	62	51	49	37	39	40	29
	Unsold Inventory	140	154	156	196	224	222	210	192	186	179	158	133
	Buyer: Seller Ratio	15/100	30/100	24/100	28/100	24/100	28/100	24/100	26/100	20/100	22/100	25/100	22/100
	Seller: Buyer Ratio	7 : 1	3 : 1	4 : 1	4 : 1	4 : 1	4 : 1	4 : 1	4 : 1	5 : 1	5 : 1	4 : 1	5 : 1
	Mos Supply (Month)	6.7	3.3	4.2	3.6	4.2	3.6	4.1	3.9	5.0	4.6	4.0	4.6
	Mos Supply (QTD)	6.7	4.6	4.5	3.6	4.1	3.9	4.1	3.8	4.1	4.6	4.0	3.7
2019	Contract Sales	27	43	47	67	76							
	Unsold Inventory	153	161	174	203	197							
	Buyer: Seller Ratio	18/100	27/100	27/100	33/100	39/100							
	Seller: Buyer Ratio	6 : 1	4 : 1	4 : 1	3 : 1	3 : 1							
	Mos Supply (Month)	5.7	3.7	3.7	3.0	2.6							
	Mos Supply (QTD)	5.7	4.6	4.5	3.0	2.8							

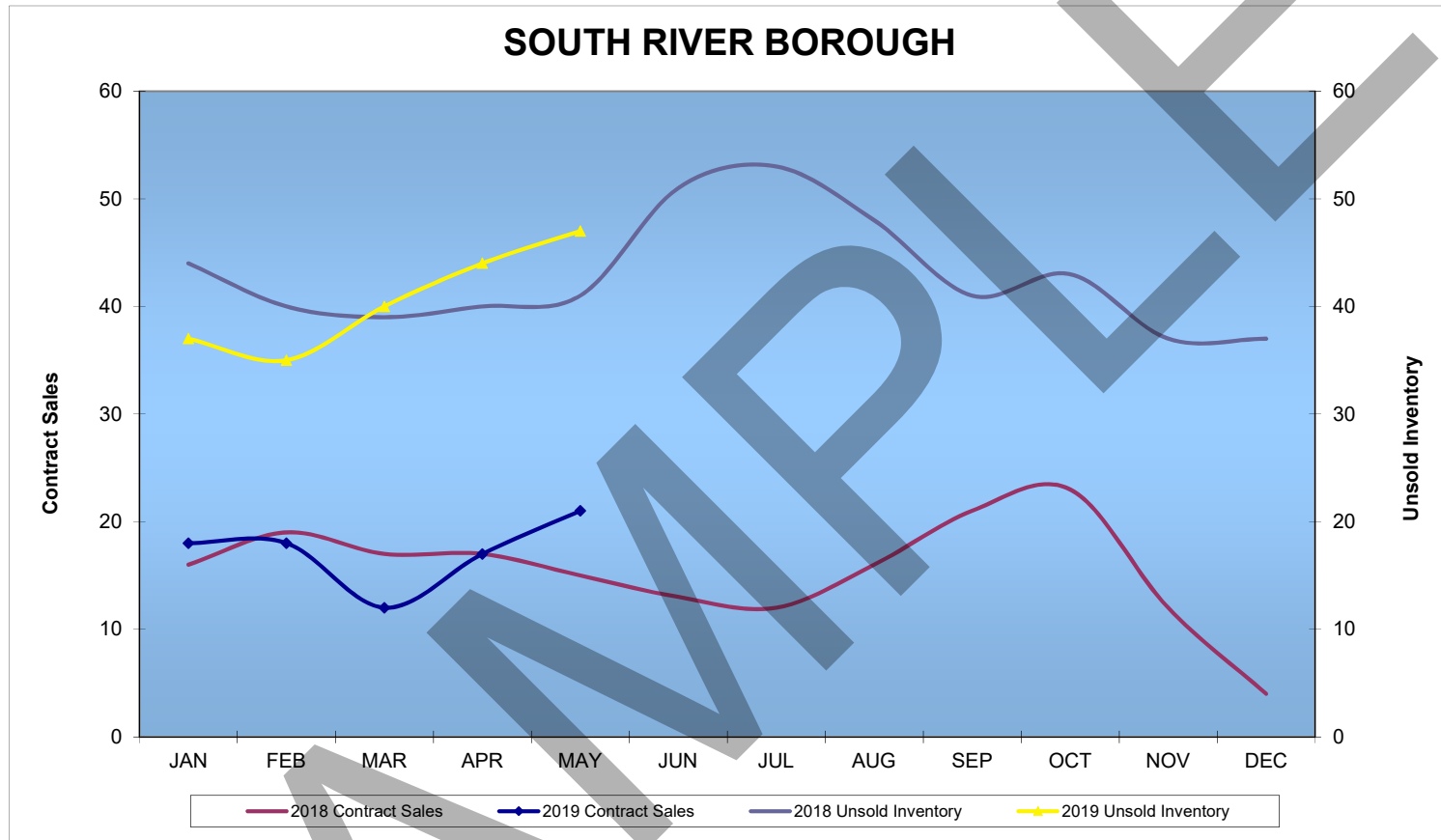
# MarketTRAC Monthly Monthly Tracking Performance

## SOUTH PLAINFIELD BOROUGH



		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	Contract Sales	13	24	26	25	40	24	37	30	18	20	22	10
	Unsold Inventory	54	68	72	79	71	76	55	59	61	59	45	42
	Buyer: Seller Ratio	24/100	35/100	36/100	32/100	56/100	32/100	67/100	51/100	30/100	34/100	49/100	24/100
	Seller: Buyer Ratio	4 : 1	3 : 1	3 : 1	3 : 1	2 : 1	3 : 1	1 : 1	2 : 1	3 : 1	3 : 1	2 : 1	4 : 1
	Mos Supply (Month)	4.2	2.8	2.8	3.2	1.8	3.2	1.5	2.0	3.4	3.0	2.0	4.2
	Mos Supply (QTD)	4.2	3.7	3.4	3.2	2.2	2.6	1.5	1.8	2.2	3.0	2.1	2.4
2019	Contract Sales	21	17	26	19	29							
	Unsold Inventory	44	50	42	42	36							
	Buyer: Seller Ratio	48/100	34/100	62/100	45/100	81/100							
	Seller: Buyer Ratio	2 : 1	3 : 1	2 : 1	2 : 1	1 : 1							
	Mos Supply (Month)	2.1	2.9	1.6	2.2	1.2							
	Mos Supply (QTD)	2.1	2.6	2.0	2.2	1.5							

# MarketTRAC Monthly Monthly Tracking Performance

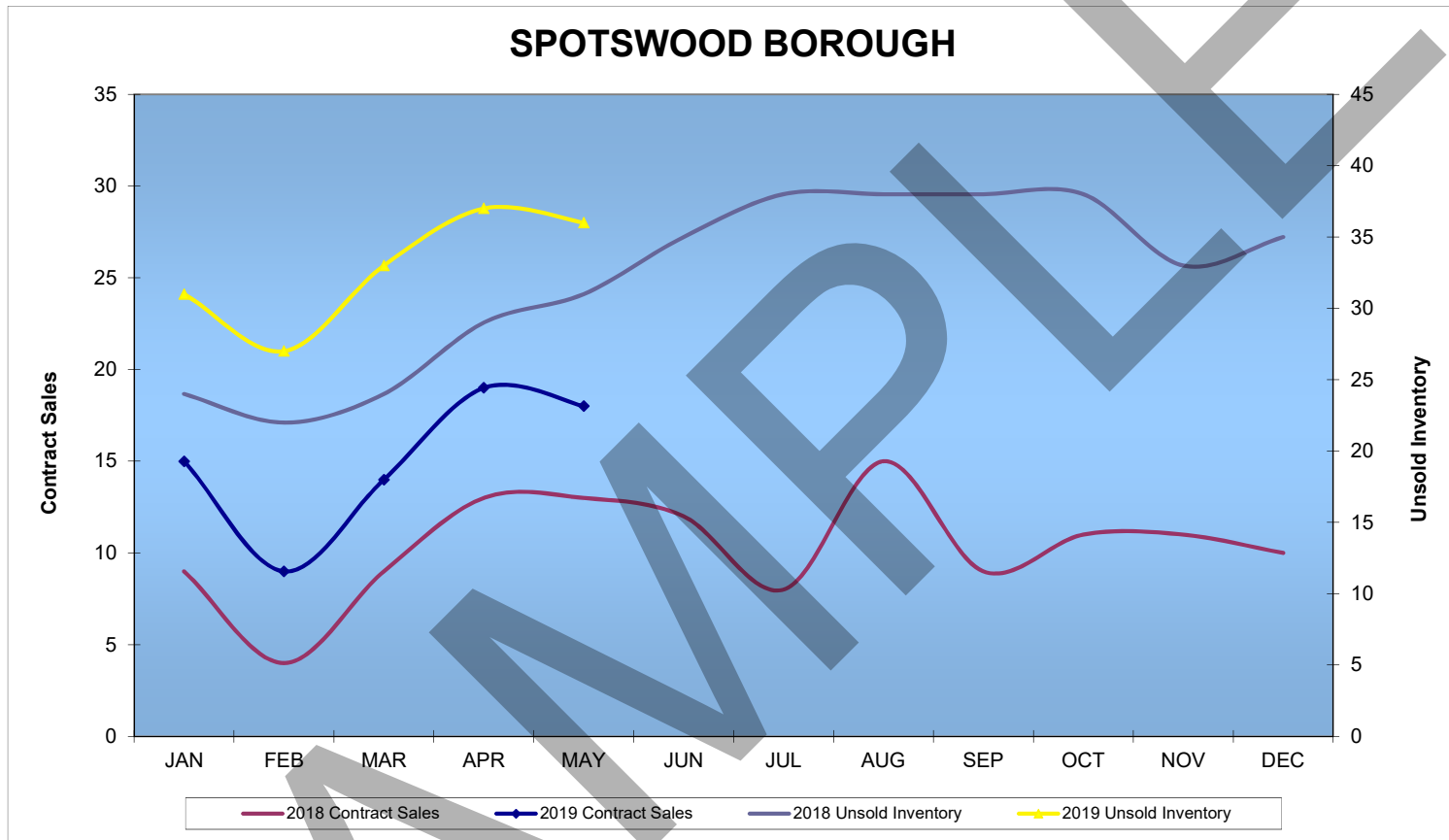


		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	Contract Sales	16	19	17	17	15	13	12	16	21	23	12	4
	Unsold Inventory	44	40	39	40	41	51	53	48	41	43	37	37
	Buyer: Seller Ratio	36/100	48/100	44/100	43/100	37/100	25/100	23/100	33/100	51/100	53/100	32/100	11/100
	Seller: Buyer Ratio	3 : 1	2 : 1	2 : 1	2 : 1	3 : 1	4 : 1	4 : 1	3 : 1	2 : 1	2 : 1	3 : 1	9 : 1
	Mos Supply (Month)	2.8	2.1	2.3	2.4	2.7	3.9	4.4	3.0	2.0	1.9	3.1	9.3
	Mos Supply (QTD)	2.8	2.3	2.3	2.4	2.6	3.4	4.4	3.4	2.5	1.9	2.1	2.8
2019	Contract Sales	18	18	12	17	21							
	Unsold Inventory	37	35	40	44	47							
	Buyer: Seller Ratio	49/100	51/100	30/100	39/100	45/100							
	Seller: Buyer Ratio	2 : 1	2 : 1	3 : 1	3 : 1	2 : 1							
	Mos Supply (Month)	2.1	1.9	3.3	2.6	2.2							
	Mos Supply (QTD)	2.1	1.9	2.5	2.6	2.5							



# MarketTRAC Monthly Monthly Tracking Performance

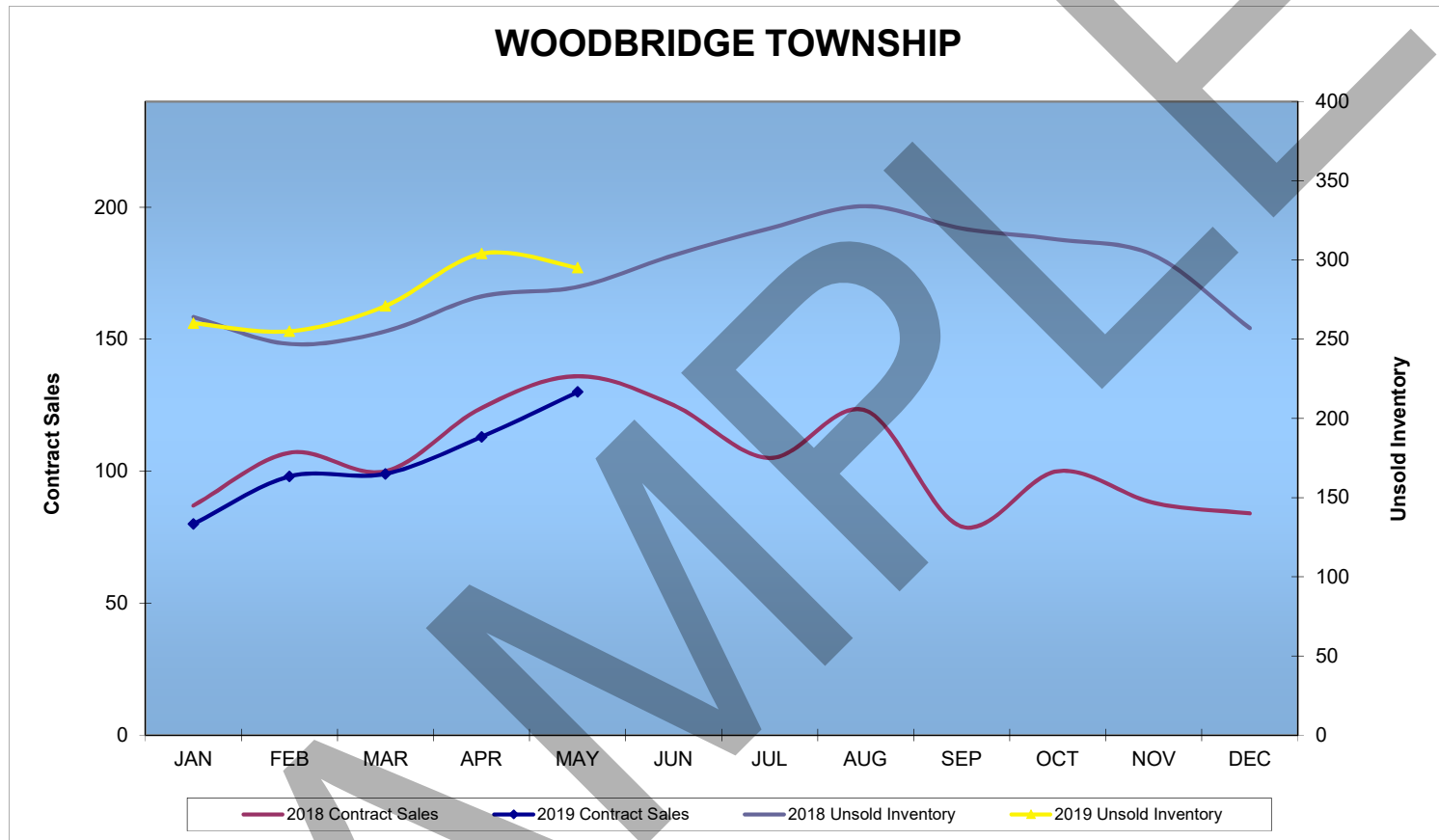
## SPOTSWOOD BOROUGH



		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	Contract Sales	9	4	9	13	13	12	8	15	9	11	11	10
	Unsold Inventory	24	22	24	29	31	35	38	38	38	38	33	35
	Buyer: Seller Ratio	38/100	18/100	38/100	45/100	42/100	34/100	21/100	39/100	24/100	29/100	33/100	29/100
	Seller: Buyer Ratio	3 : 1	6 : 1	3 : 1	2 : 1	2 : 1	3 : 1	5 : 1	3 : 1	4 : 1	3 : 1	3 : 1	4 : 1
	Mos Supply (Month)	2.7	5.5	2.7	2.2	2.4	2.9	4.8	2.5	4.2	3.5	3.0	3.5
	Mos Supply (QTD)	2.7	3.4	3.3	2.2	2.4	2.8	4.8	3.3	3.6	3.5	3.0	3.3
2019	Contract Sales	15	9	14	19	18							
	Unsold Inventory	31	27	33	37	36							
	Buyer: Seller Ratio	48/100	33/100	42/100	51/100	50/100							
	Seller: Buyer Ratio	2 : 1	3 : 1	2 : 1	2 : 1	2 : 1							
	Mos Supply (Month)	2.1	3.0	2.4	1.9	2.0							
	Mos Supply (QTD)	2.1	2.3	2.6	1.9	1.9							

# MarketTRAC Monthly Monthly Tracking Performance

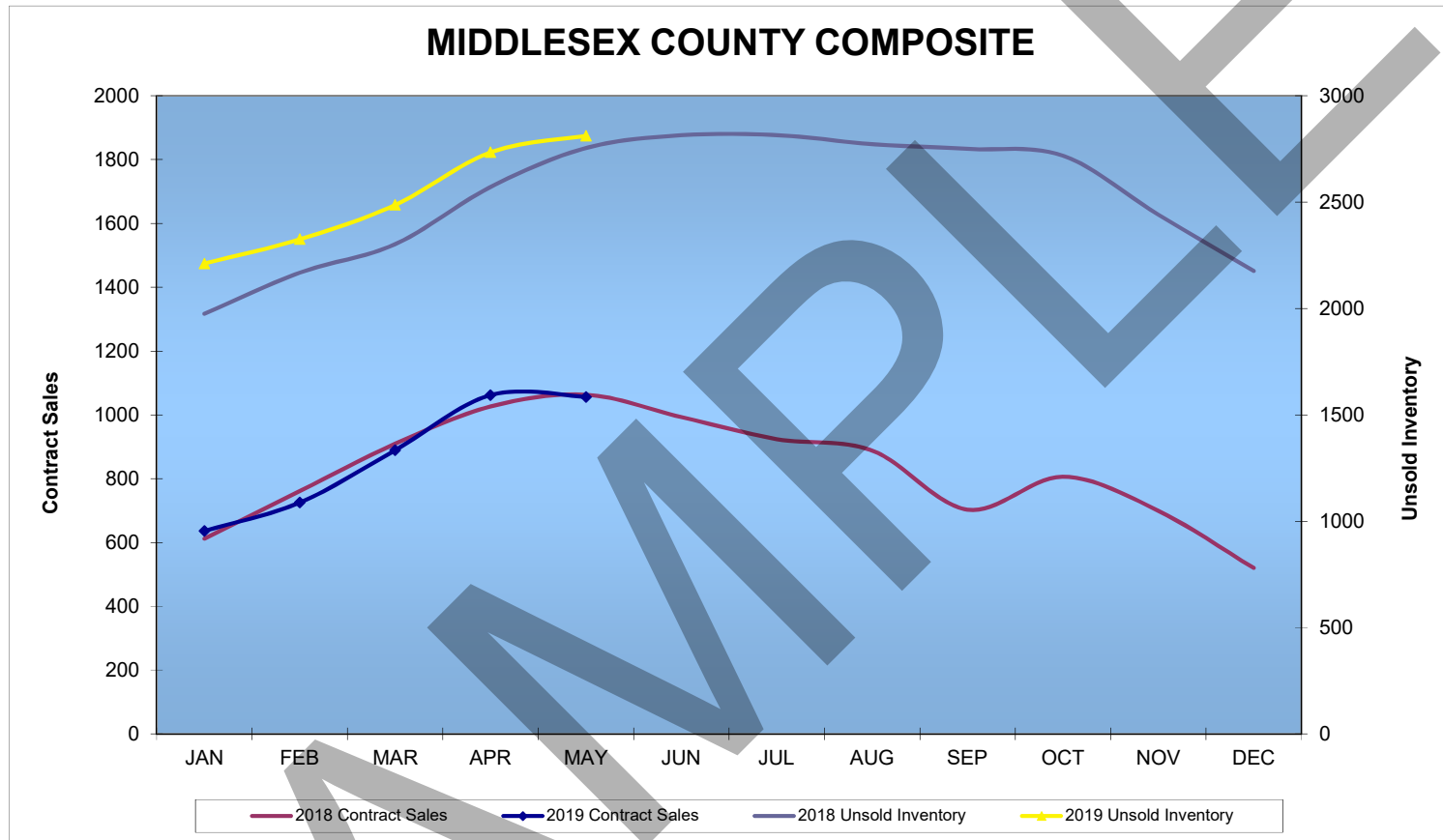
## WOODBRIIDGE TOWNSHIP



		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	Contract Sales	87	107	100	124	136	125	105	123	79	100	88	84
	Unsold Inventory	264	247	255	277	283	303	320	334	320	313	303	257
	Buyer: Seller Ratio	33/100	43/100	39/100	45/100	48/100	41/100	33/100	37/100	25/100	32/100	29/100	33/100
	Seller: Buyer Ratio	3 : 1	2 : 1	3 : 1	2 : 1	2 : 1	2 : 1	3 : 1	3 : 1	4 : 1	3 : 1	3 : 1	3 : 1
	Mos Supply (Month)	3.0	2.3	2.6	2.2	2.1	2.4	3.0	2.7	4.1	3.1	3.4	3.1
	Mos Supply (QTD)	3.0	2.5	2.6	2.2	2.2	2.4	3.0	2.9	3.1	3.1	3.2	2.8
2019	Contract Sales	80	98	99	113	130							
	Unsold Inventory	260	255	271	304	295							
	Buyer: Seller Ratio	31/100	38/100	37/100	37/100	44/100							
	Seller: Buyer Ratio	3 : 1	3 : 1	3 : 1	3 : 1	2 : 1							
	Mos Supply (Month)	3.3	2.6	2.7	2.7	2.3							
	Mos Supply (QTD)	3.3	2.9	2.9	2.7	2.4							

# MarketTRAC Monthly Monthly Tracking Performance

## MIDDLESEX COUNTY COMPOSITE



		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	Contract Sales	612	761	909	1026	1063	993	924	888	703	806	699	520
	Unsold Inventory	1975	2168	2302	2571	2754	2814	2815	2772	2750	2718	2441	2176
	Buyer: Seller Ratio	31/100	35/100	39/100	40/100	39/100	35/100	33/100	32/100	26/100	30/100	29/100	24/100
	Seller: Buyer Ratio	3 : 1	3 : 1	3 : 1	3 : 1	3 : 1	3 : 1	3 : 1	3 : 1	4 : 1	3 : 1	3 : 1	4 : 1
	Mos Supply (Month)	3.2	2.8	2.5	2.5	2.6	2.8	3.0	3.1	3.9	3.4	3.5	4.2
	Mos Supply (QTD)	3.2	3.2	3.0	2.5	2.6	2.7	3.0	3.1	3.3	3.4	3.2	3.2
2019	Contract Sales	636	725	889	1062	1056							
	Unsold Inventory	2211	2325	2486	2734	2811							
	Buyer: Seller Ratio	29/100	31/100	36/100	39/100	38/100							
	Seller: Buyer Ratio	3 : 1	3 : 1	3 : 1	3 : 1	3 : 1							
	Mos Supply (Month)	3.5	3.2	2.8	2.6	2.7							
	Mos Supply (QTD)	3.5	3.4	3.3	2.6	2.7							