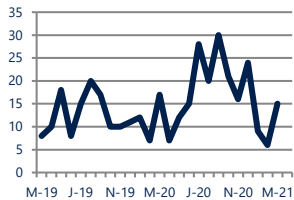




Units Sold

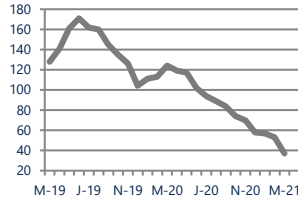
15



Down
Vs. Year Ago

Active Inventory

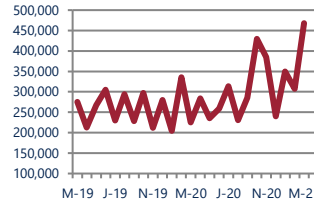
37



Down -70%
Vs. Year Ago

Median Sale Price

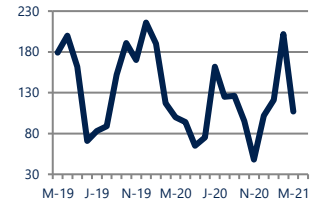
\$468,000



Up
Vs. Year Ago

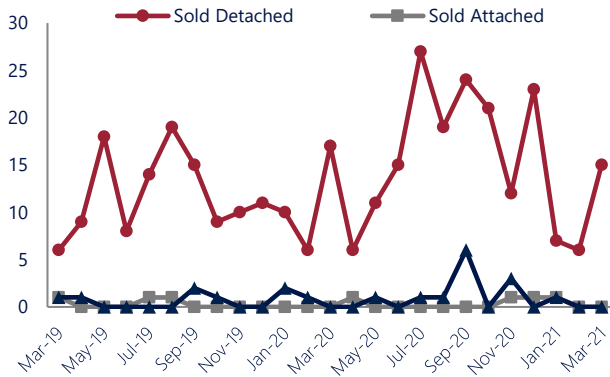
Days On Market

107



Up 7%
Vs. Year Ago

Units Sold*



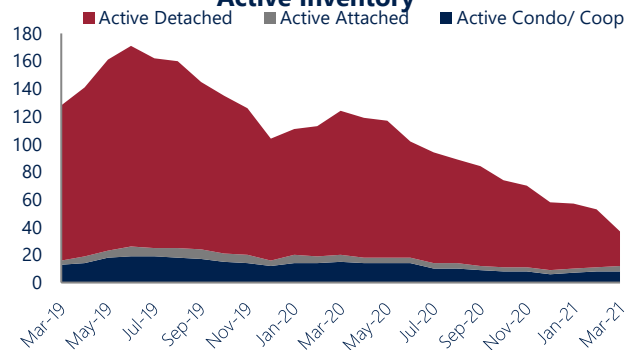
Units Sold

With relatively few transactions, there was an increase in total units sold in March, with 15 sold this month in Middlesex County. This month's total units sold was lower than at this time last year, a decrease from March 2020.

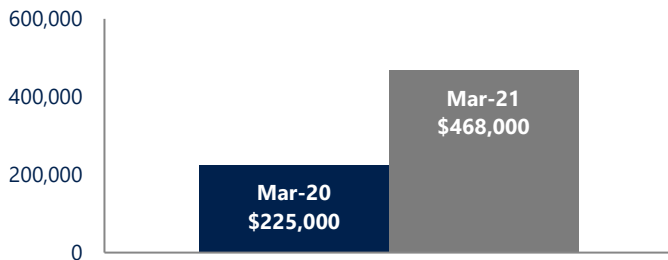
Active Inventory

Versus last year, the total number of homes available this month is lower by 87 units or 70%. The total number of active inventory this March was 37 compared to 124 in March 2020. This month's total of 37 is lower than the previous month's total supply of available inventory of 53, a decrease of 30%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last March, the median sale price for Middlesex County Homes was \$225,000. This March, the median sale price was \$468,000, an increase of \$243,000 compared to last year. The current median sold price is higher than in February. Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



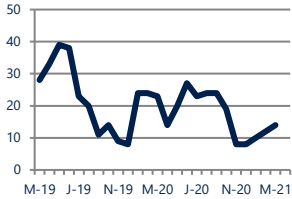
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CBRAR and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of CBRAR or Long & Foster Real Estate, Inc.





New Listings

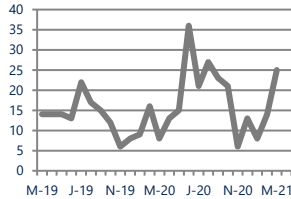
14



Down -39%
Vs. Year Ago

Current Contracts

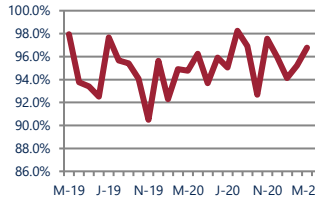
25



Up 213%
Vs. Year Ago

Sold Vs. List Price

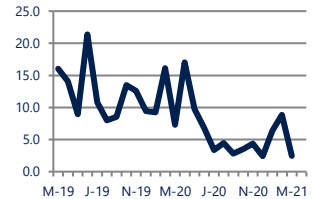
96.8%



Up 2.1%
Vs. Year Ago

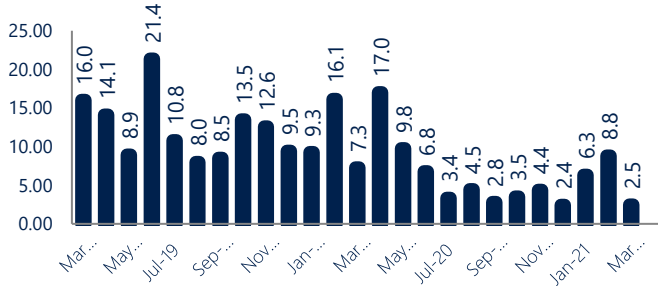
Months of Supply

2.5



Down -66%
Vs. Year Ago

Months of Supply



Months of Supply

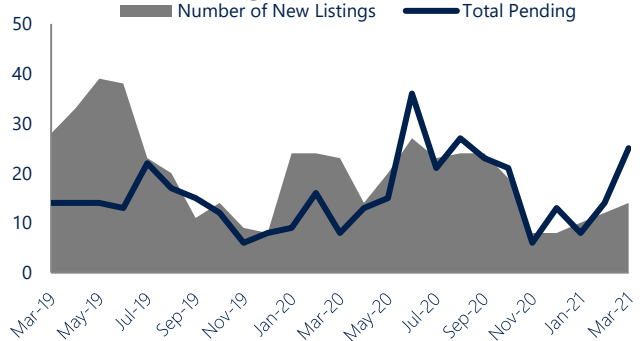
In March, there was 2.5 months of supply available in Middlesex County, compared to 7.3 in March 2020. That is a decrease of 66% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

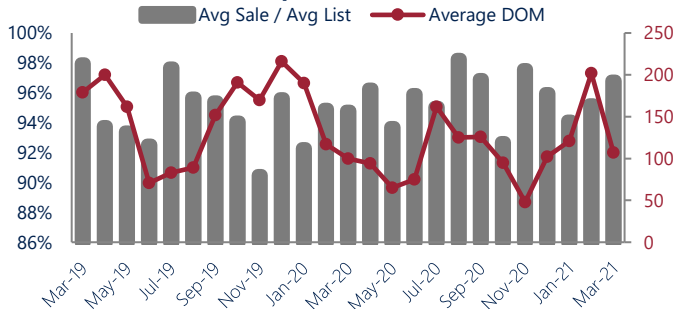
New Listings & Current Contracts

This month there were 14 homes newly listed for sale in Middlesex County compared to 23 in March 2020, a decrease of 39%. There were 25 current contracts pending sale this March compared to 8 a year ago. The number of current contracts is 213% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Middlesex County was 96.8% of the average list price, which is 2.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 107, higher than the average last year, which was 100, an increase of 7%.



*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

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