

Harding Twp.

September 2023 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|----------------|---------------------------|----------|--------|-------|-----|------------------|-------------|-------------|---------|------------------|-------|
| 1 | 166 Sand Spring Road | CapeCod | 3 | 2 | 13 | \$680,000 | \$680,000 | \$680,000 | 100.00% | \$529,900 | 1.28 |
| 2 | 87 Glen Alpin Road | Ranch | 3 | 1.1 | 45 | \$800,000 | \$800,000 | \$800,000 | 100.00% | \$826,500 | 0.97 |
| 3 | 31 Blackwell Avenue | Colonial | 5 | 3 | 12 | \$995,000 | \$995,000 | \$1,079,000 | 108.44% | \$826,600 | 1.31 |
| 4 | 502 Van Beuren Road | Colonial | 6 | 5.2 | 253 | \$2,400,000 | \$1,662,400 | \$1,246,800 | 75.00% | \$1,813,200 | 0.69 |
| 5 | 55 Youngs Road | CapeCod | 4 | 3.1 | 14 | \$1,495,000 | \$1,495,000 | \$1,400,000 | 93.65% | | |
| 6 | 18 Sheepfield Farms Drive | Contemp | 5 | 4.1 | 21 | \$1,925,000 | \$1,925,000 | \$1,885,000 | 97.92% | \$1,827,300 | 1.03 |
| 7 | 66 Sand Spring Road | Ranch | 4 | 3.1 | 15 | \$1,649,000 | \$1,649,000 | \$2,000,000 | 121.29% | \$1,228,000 | 1.63 |
| AVERAGE | | | | | 53 | \$1,420,571 | \$1,315,200 | \$1,298,686 | 99.47% | | 1.15 |

"Active" Listings in Harding Twp.

Number of Units: 16
 Average List Price: \$3,013,625
 Average Days on Market: 106

"Under Contract" Listings in Harding Twp.

Number of Units: 10
 Average List Price: \$1,474,689
 Average Days on Market: 28

Harding Twp. 2023 Year to Date Market Trends

| YTD | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|-----------------|-------------|----------|-------------|-----------|----------|-------------|-------------|-------------|-------------|---------|----------|----------|-------------|
| Days on Market | 12 | No Sales | 81 | 65 | No Sales | 32 | 25 | 37 | 53 | | | | 49 |
| List Price | \$1,855,000 | No Sales | \$1,520,000 | \$868,250 | No Sales | \$2,197,000 | \$1,079,667 | \$1,696,500 | \$1,315,200 | | | | \$1,470,709 |
| Sales Price | \$1,987,000 | No Sales | \$1,474,375 | \$867,750 | No Sales | \$2,140,000 | \$1,100,667 | \$1,654,375 | \$1,298,686 | | | | \$1,469,433 |
| SP:LP% | 105.22% | No Sales | 97.30% | 99.62% | No Sales | 90.48% | 103.27% | 97.48% | 99.47% | | | | 99.39% |
| SP to AV | 1.29 | No Sales | 1.32 | 1.19 | No Sales | 0.98 | 1.16 | 1.41 | 1.15 | | | | 1.23 |
| # Units Sold | 5 | 0 | 8 | 4 | 0 | 2 | 3 | 4 | 7 | | | | 33 |
| 3 Mo Rate of Ab | 4.00 | 3.86 | 3.54 | 4.25 | 4.00 | 8.50 | 9.58 | 5.24 | 4.07 | | | | 5.23 |
| Active Listings | 13 | 11 | 14 | 17 | 15 | 16 | 13 | 15 | 16 | | | | 14 |
| Under Contracts | 5 | 8 | 6 | 2 | 8 | 10 | 12 | 11 | 10 | | | | 8 |

Flashback! YTD 2022 vs YTD 2023

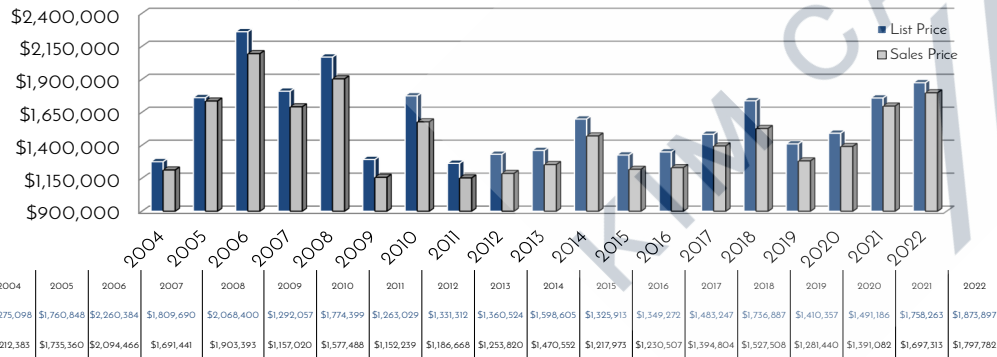
| YTD | 2022 | 2023 | % Change |
|-------------|-------------|-------------|----------|
| DOM | 78 | 49 | -36.66% |
| Sales Price | \$1,764,967 | \$1,469,433 | -16.74% |
| LP:SP | 96.95% | 99.39% | 2.52% |
| SP:AV | 1.255 | 1.233 | -1.77% |

Prominent Properties
Sotheby's
INTERNATIONAL REALTY

| YTD | 2022 | 2023 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 50 | 33 | -34.00% |
| Rate of Ab 3 Mo | 2.74 | 5.23 | 90.99% |
| Actives | 15 | 14 | -5.11% |
| Under Contracts | 12 | 8 | -33.33% |

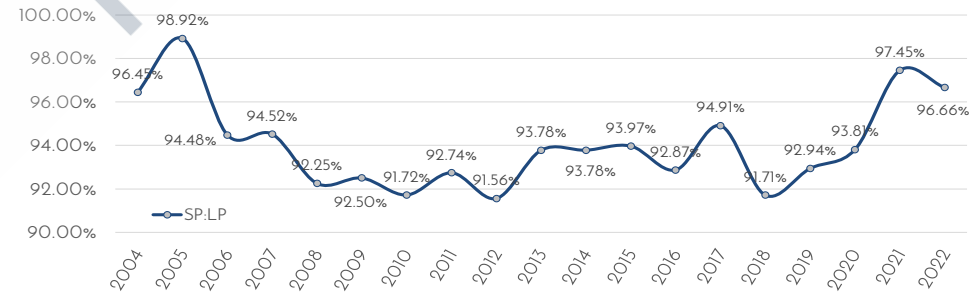
Harding Twp. Yearly Market Trends

Average Sales Price vs. List Price

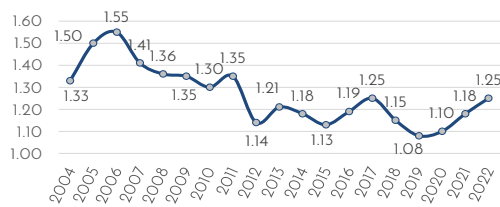


Harding Twp. Yearly Market Trends

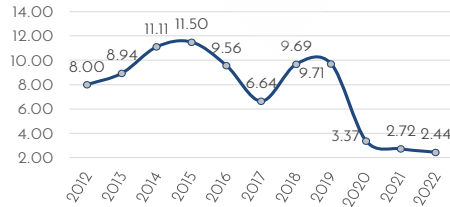
Sales Price to List Price Ratios



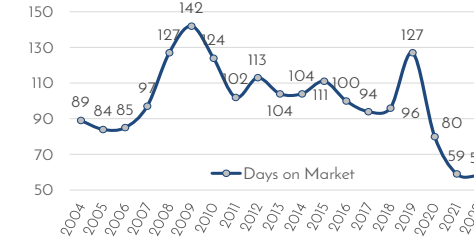
Sales Price to Assessed Value Ratio



12Month Rate of Absorption



Average Days on Market



Number of Units Sold

