

## City: Wall



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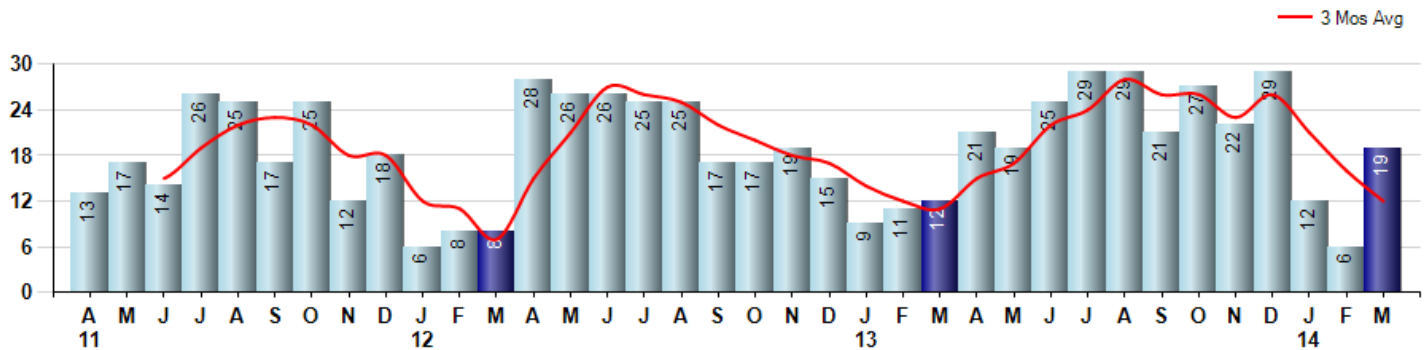
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$559,500	2%		29%				
Average List Price of all Current Listings	\$728,497	5%		39%				
March Median Sales Price	\$415,500	55%	5%	29%	4%	\$474,900	36%	19%
March Average Sales Price	\$507,889	10%	9%	42%	16%	\$535,129	50%	23%
Total Properties Currently for Sale (Inventory)	148	8%		2%				
March Number of Properties Sold	19	217%		58%			16%	
March Average Days on Market (Solds)	80	122%	-20%	-49%	-24%	102	-17%	-3%
March Month's Supply of Inventory	7.8	-66%	-44%	-36%	-10%	14.0	2%	62%
March Sale Price vs List Price Ratio	96.4%	7.6%	2%	4%	1.1%	95.3%	0.7%	

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

### Property Sales

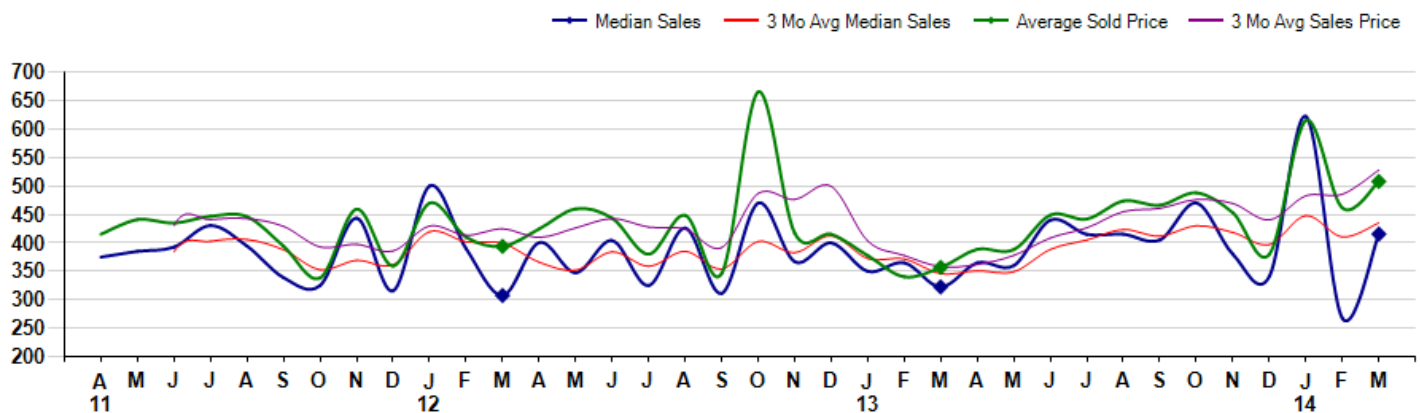
March Property sales were 19, up 58.3% from 12 in March of 2013 and 216.7% higher than the 6 sales last month. March 2014 sales were at their highest level compared to March of 2013 and 2012. March YTD sales of 37 are running 15.6% ahead of last year's year-to-date sales of 32.



### Prices

The Median Sales Price in March was \$415,500, up 28.8% from \$322,500 in March of 2013 and up 55.4% from \$267,450 last month. The Average Sales Price in March was \$507,889, up 42.3% from \$356,850 in March of 2013 and up 10.1% from \$461,317 last month. March 2014 ASP was at highest level compared to March of 2013 and 2012.

Median means Middle (the same # of properties sold above and below Median) (000's)



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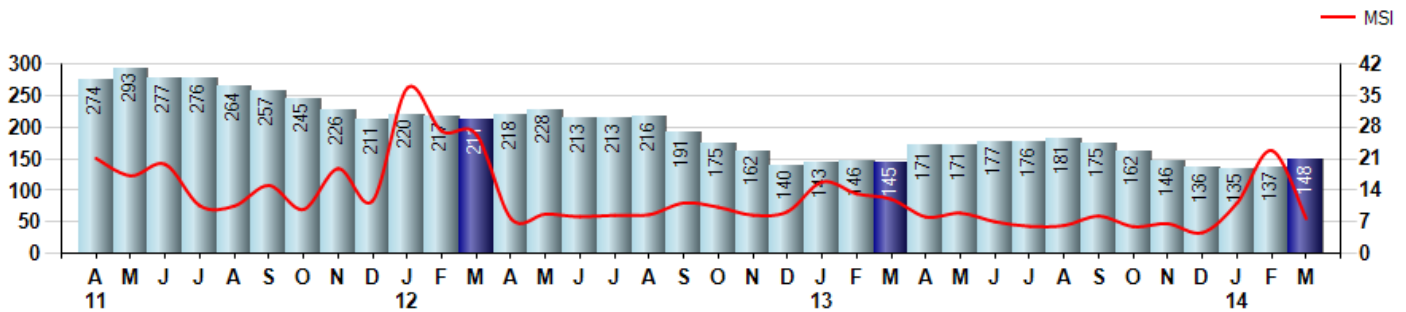
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### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 148, up 8.0% from 137 last month and up 2.1% from 145 in March of last year. March 2014 Inventory was at a mid range compared to March of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2014 MSI of 7.8 months was at its lowest level compared with March of 2013 and 2012.

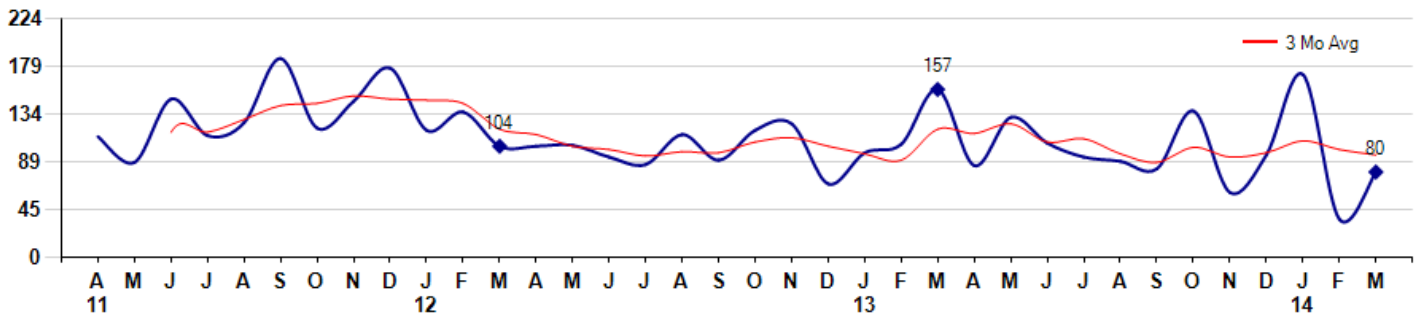
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### Market Time

The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for March was 80, up 122.2% from 36 days last month and down -49.0% from 157 days in March of last year. The March 2014 DOM was at its lowest level compared with March of 2013 and 2012.

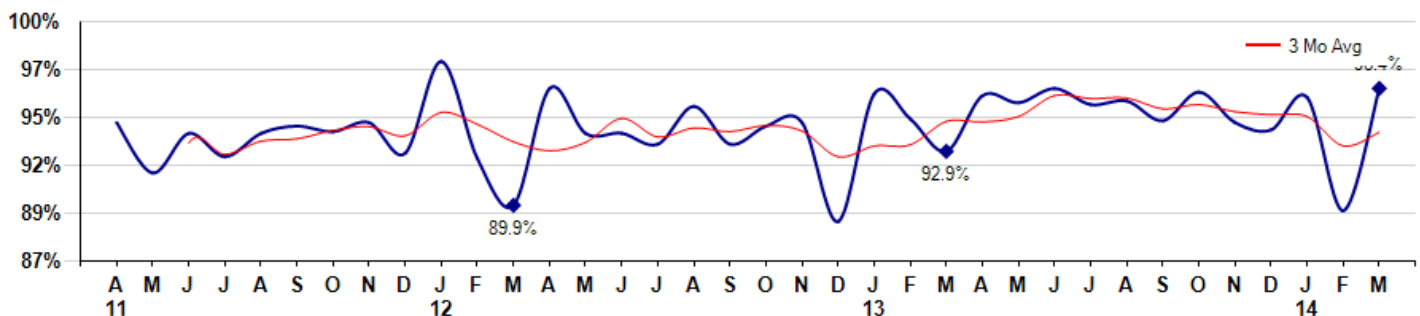
Average Days on Market(Listing to Contract) for properties sold during the month



### Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2014 Selling Price vs List Price of 96.4% was up from 89.6% last month and up from 92.9% in March of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



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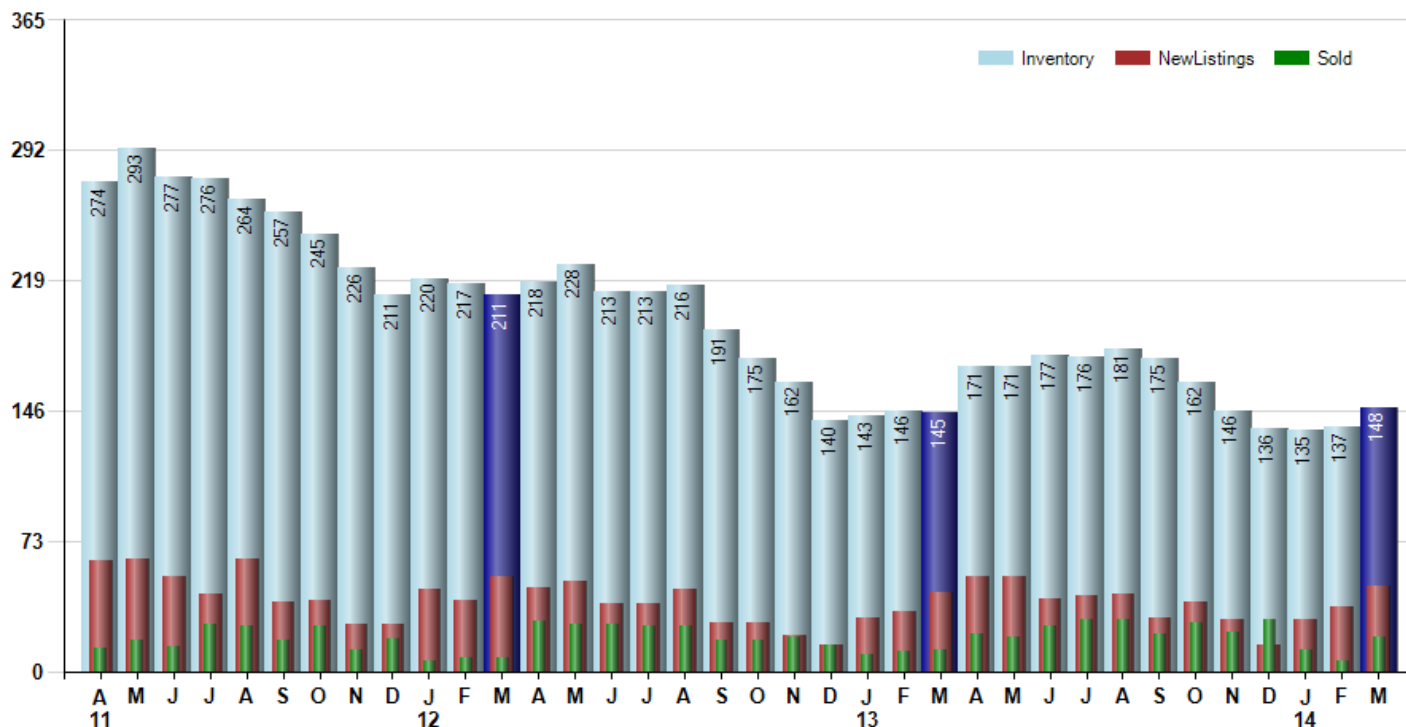
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### Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2014 was 48, up 33.3% from 36 last month and up 9.1% from 44 in March of last year.



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Based on information from Monmouth/Ocean Multiple Listing Service for the period 4/1/2011 through 3/31/2014. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



# MARKET ACTION REPORT

March 2014

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	A 11	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M
Homes Sold	13	17	14	26	25	17	25	12	18	6	8	8	28	26	26	25	25	17	17	19	15	9	11	12	21	19	25	29	29	21	27	22	29	12	6	19
3 Mo. Roll Avg			15	19	22	23	22	18	18	12	11	7	15	21	27	26	25	22	20	18	17	14	12	11	15	17	22	24	28	26	26	23	26	21	16	12

(000's)	A 11	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M
Median Sale Price	375	385	393	431	394	339	325	444	316	500	390	308	401	348	404	325	426	311	470	367	400	350	365	323	365	360	440	415	415	405	470	380	341	623	267	416
3 Mo. Roll Avg			384	403	406	388	353	369	361	420	402	399	366	352	384	359	385	354	402	383	412	372	372	346	351	349	388	405	423	412	430	418	397	448	410	435

	A 11	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M
Inventory	274	293	277	276	264	257	245	226	211	220	217	211	218	228	213	213	216	191	175	162	140	143	146	145	171	171	177	176	181	175	162	146	136	135	137	148
MSI	21	17	20	11	11	15	10	19	12	37	27	26	8	9	8	9	9	11	10	9	9	16	13	12	8	9	7	6	6	8	6	7	5	11	23	8

	A 11	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M
Days On Market	113	89	148	114	126	186	121	146	177	119	136	104	104	105	94	87	115	91	119	125	69	98	106	157	86	131	107	94	90	83	137	61	96	171	36	80
3 Mo. Roll Avg			117	117	129	142	144	151	148	147	144	120	115	104	101	95	99	98	108	112	104	97	91	120	116	125	108	111	97	89	103	94	98	109	101	96

	A 11	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	
Price per Sq Ft	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
3 Mo. Roll Avg			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

	A 11	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M
Sale to List Price	0.945	0.917	0.939	0.926	0.939	0.943	0.940	0.945	0.928	0.979	0.925	0.899	0.964	0.939	0.939	0.933	0.954	0.933	0.943	0.945	0.890	0.961	0.947	0.929	0.960	0.956	0.964	0.955	0.957	0.946	0.962	0.945	0.941	0.959	0.896	0.964
3 Mo. Roll Avg			0.934	0.927	0.935	0.936	0.941	0.943	0.938	0.951	0.944	0.934	0.929	0.934	0.947	0.937	0.942	0.940	0.943	0.940	0.926	0.932	0.933	0.946	0.945	0.948	0.960	0.958	0.959	0.953	0.955	0.951	0.949	0.948	0.932	0.940

	A 11	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M
New Listings	62	63	53	43	63	39	40	26	26	46	40	53	47	50	38	38	46	27	27	20	15	30	33	44	53	53	41	42	43	30	39	29	15	29	36	48
Inventory	274	293	277	276	264	257	245	226	211	220	217	211	218	228	213	213	216	191	175	162	140	143	146	145	171	171	177	176	181	175	162	146	136	135	137	148
Sales	13	17	14	26	25	17	25	12	18	6	8	8	28	26	26	25	25	17	17	19	15	9	11	12	21	19	25	29	29	21	27	22	29	12	6	19

(000's)	A 11	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M
Avg Sale Price	415	441	435	447	446	394	338	459	359	470	410	394	425	460	444	380	449	346	665	417	415	377	340	357	389	388	449	442	474	466	488	453	380	615	461	508
3 Mo. Roll Avg			430	441	443	429	393	397	386	430	413	425	410	426	443	428	424	392	487	476	499	403	378	358	362	378	409	426	455	461	476	469	440	483	485	528

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