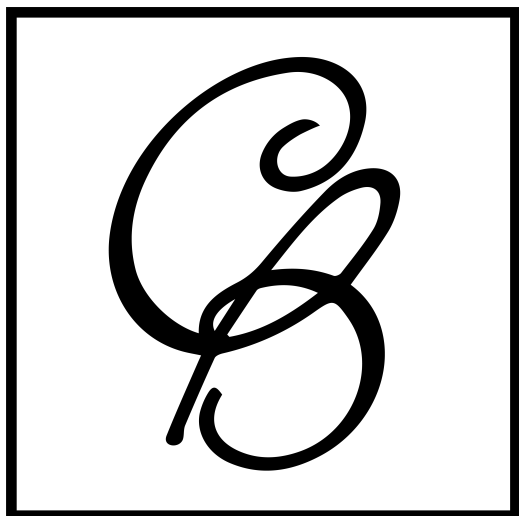




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TEAM

April 2026

Watchung Market Insights

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Market Profile & Trends Overview

The table belows shows data & statistics for April 2026 (CM), and the percentage difference of these metrics compared to data from last month (LM), the last three months (L3M), the same month last year (PYM), the entire last year (LY), prior year (PY), year-to-date (YTD), and the prior year-to-date (PYTD).

		CM	LM	L3M	PYM	LY	PY	YTD	PYTD
Inventory	# OF PROPERTIES	22	57%	128%	144%	115%	66%	-	-
	MEDIAN PRICE	\$1,324,000	-21%	-14%	3%	14%	23%	-	-
	AVERAGE PRICE	\$1,619,914	-9%	-6%	29%	31%	39%	-	-
	PRICE PER SQFT	\$356	11%	4%	-9%	2%	10%	-	-
	MONTHS OF SUPPLY	7.3	57%	142%	-19%	-79%	136%	-	-
New Listings	# OF PROPERTIES	18	38%	184%	125%	181%	154%	37	32.1%
	MEDIAN PRICE	\$1,245,000	-11%	-9%	3%	13%	34%	\$1,298,000	30.8%
	AVERAGE PRICE	\$1,352,467	-11%	-8%	1%	10%	35%	\$1,432,249	32.8%
	PRICE PER SQFT	\$354	-1%	-2%	0%	9%	15%	\$361	2.3%
Sales	# OF PROPERTIES	3	0%	-10%	200%	-39%	-37%	13	18.2%
	MEDIAN PRICE	\$1,425,000	-3%	17%	179%	34%	36%	\$1,300,000	18.7%
	AVERAGE PRICE	\$1,400,933	-4%	-1%	175%	23%	32%	\$1,411,985	23.0%
	PRICE PER SQFT	\$399	12%	26%	0%	81%	19%	\$341	15.2%
	SALE-TO-LIST RATIO	102.2%	0.4%	0%	0.0%	0.8%	1.6%	103.1%	3.4%

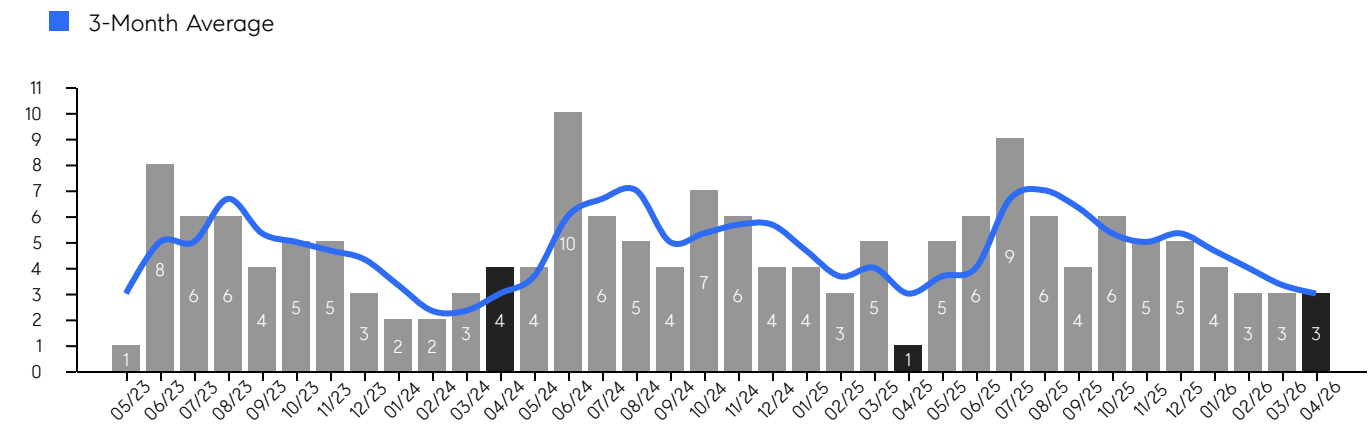
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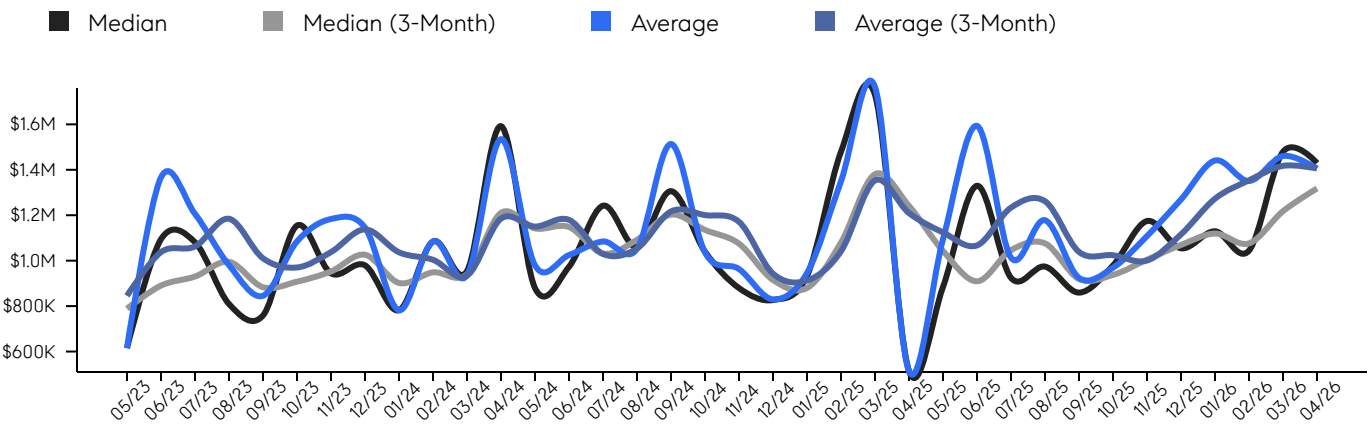
Property Sales

There were 3 sales in April 2026, a change of 200% from 1 in April 2025 and 0% from the 3 sales last month. Compared to April 2024 and 2025, sales were mid level. There have been 13 year-to-date (YTD) sales, which is 18.2% higher than last year's year-to-date sales of 11.



Property Prices

The median sales price in April 2026 was \$1,425,000, a change of 179% from \$510,000 in April 2025, and a change of -3% from \$1,475,000 last month. The average sales price in April 2026 was \$1,400,933, a change of 175% from \$510,000 in April 2025, and a change of -4% from \$1,456,333 last month, and was mid level compared to 2025 and 2024.



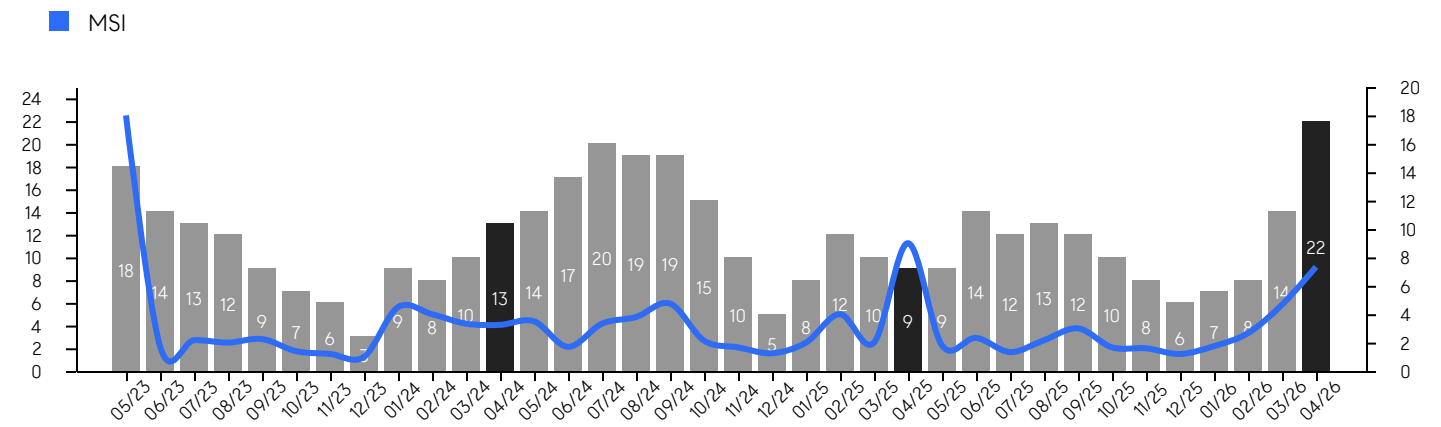
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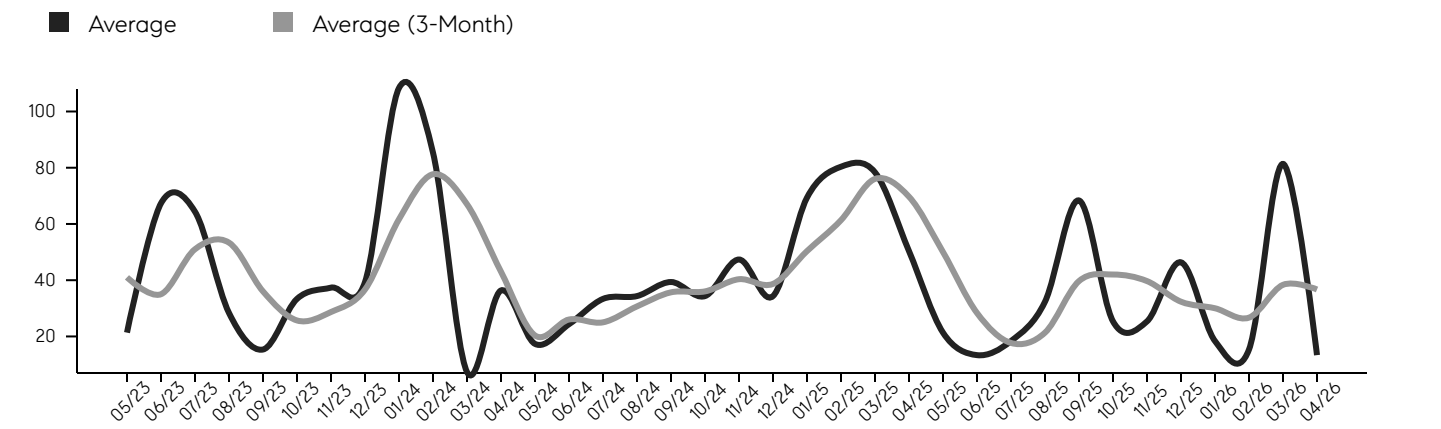
Inventory & MSI

The total inventory of properties available for sale as of April 2026 was 22, a difference of 57% from 14 last month, and 144% from 9 in April 2025, and was at its highest level compared to 2025 and 2024. The months of supply inventory (MSI) was at 7.3 months, a similar level compared to 2025 and 2024. A comparatively lower MSI benefits sellers, while a higher MSI benefits buyers.



Market Time

The average days on market (DOM) shows the number of days the average property is on the market before selling. An upward trend tends to indicate a move towards a buyer's market, while a downward trend tends to indicate a move to a seller's market. The DOM for April 2026 was 13, a change of -84% from 81 days last month, and -74% from 50 days in April 2025, and was at its lowest level compared to 2025 and 2024.



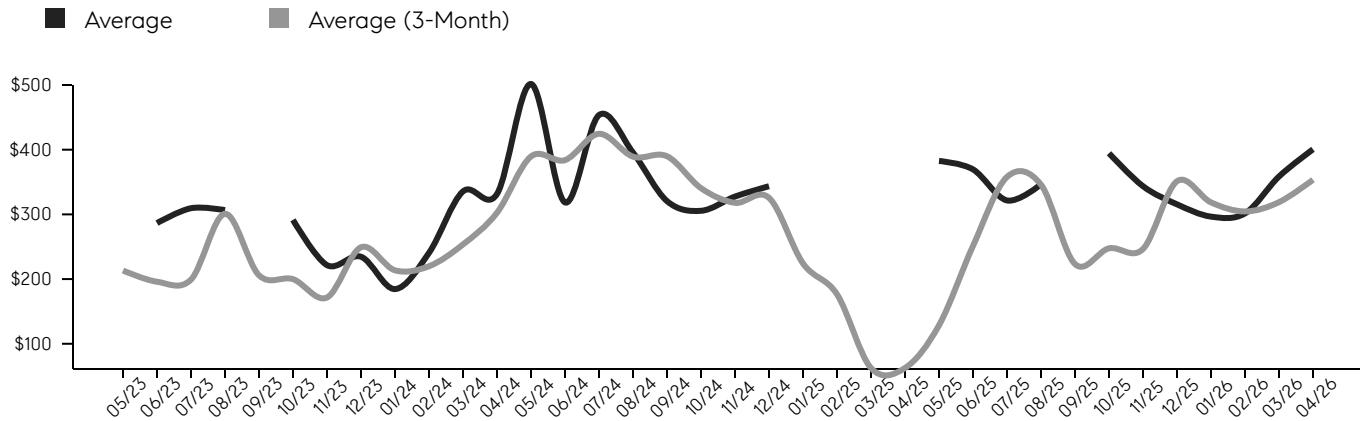
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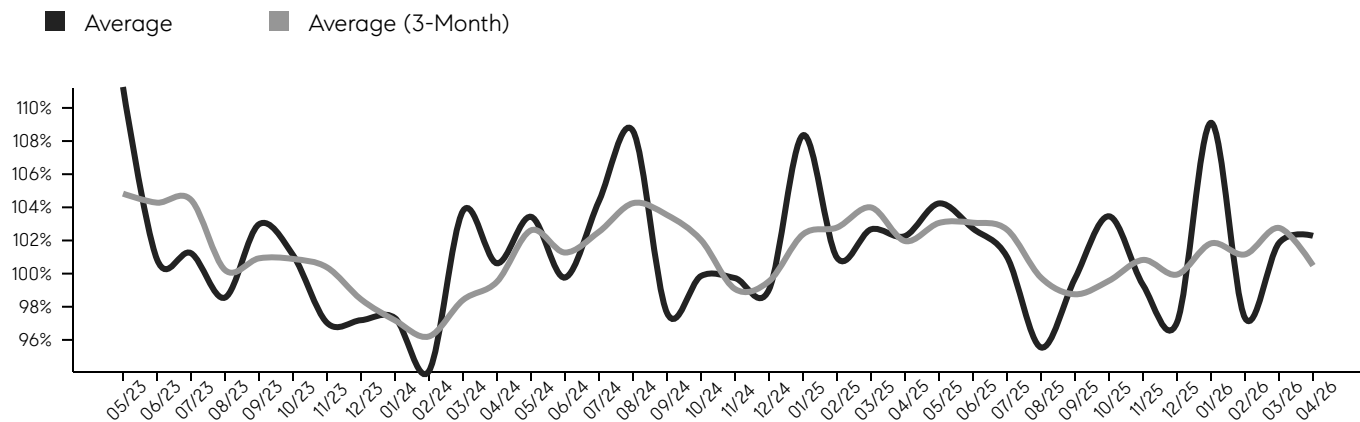
Selling Price Per Square Foot

The selling price per square foot (PPSF) is a great indicator for the direction of property values. Since median & average sales prices can be impacted by the "mix" of high or low end properties in the market, the selling price per square foot is a more normalized indicator on the direction of property values.



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, while a ratio at or above 100% indicates more of a seller's market. The April 2026 selling price vs. listing price ratio was 102.2%, compared to 101.8% last month, and 102.2% in April 2025.



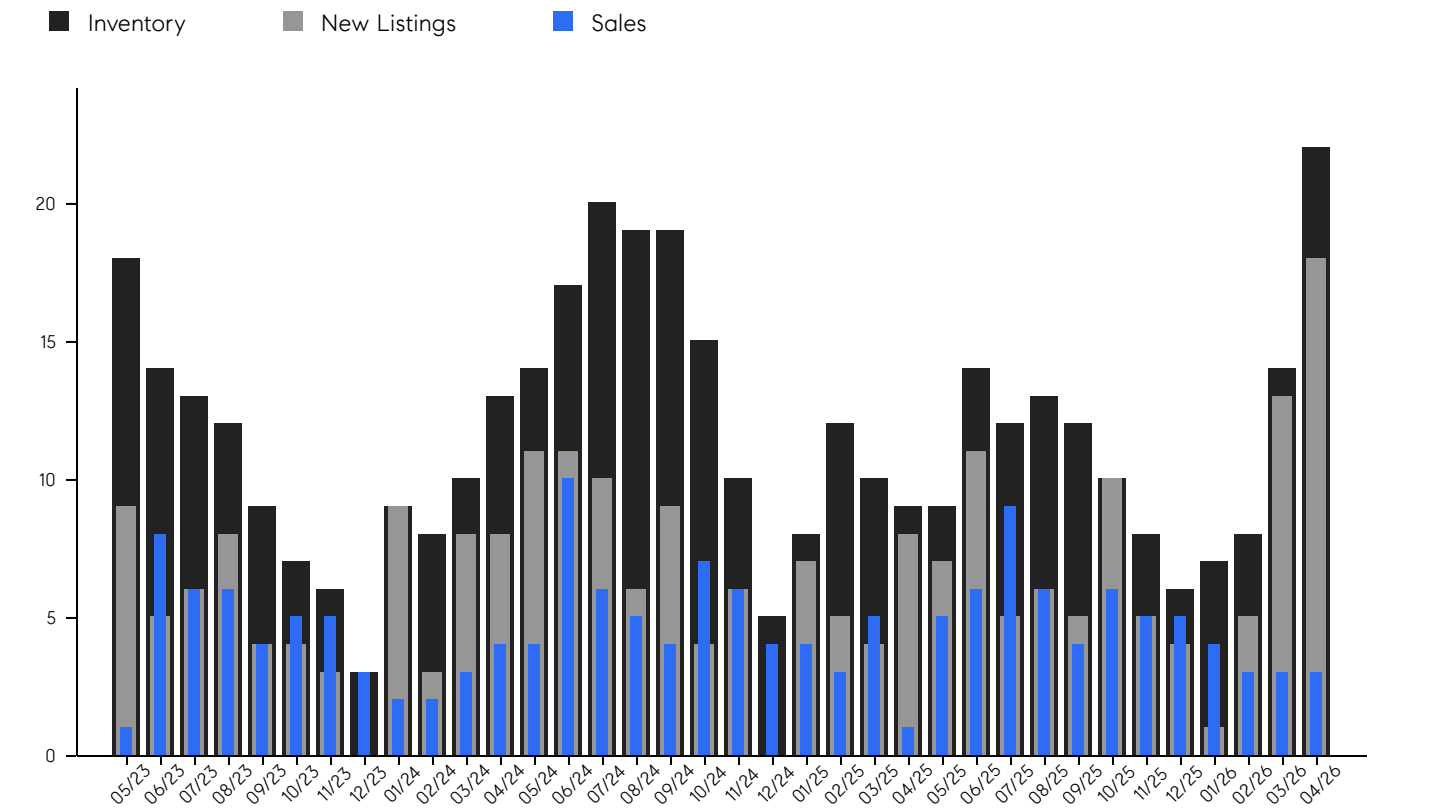
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Inventory, New Listings & Sales

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 April 2026 was 18, a change of 38% from 13 last month and 125% from 8 in April 2025.



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MONTH	# OF SALES	3-MO AVG	MEDIAN SALE PRICE	3-MO AVG	AVERAGE SALE PRICE	3-MO AVG	DAYS ON MARKET	3-MO AVG	AVERAGE PPSF	3-MO AVG	SALE / LIST	3-MO AVG	INV	NEW LISTINGS	MSI
Apr '26	3	3	\$1.4M	\$1M	\$1.4M	\$1M	13	36	\$399	\$352	102.2%	100.4%	22	18	7.3
Mar '26	3	3	\$1.4M	\$1M	\$1.4M	\$1M	81	38	\$357	\$317	101.8%	102.7%	14	13	4.7
Feb '26	3	4	\$1.0M	\$1M	\$1.3M	\$1M	15	26	\$300	\$303	97.3%	101.1%	8	5	2.7
Jan '26	4	5	\$1.1M	\$1M	\$1.4M	\$1M	18	30	\$295	\$317	109.0%	101.8%	7	1	1.8
Dec '25	5	5	\$1.0M	\$1M	\$1.2M	\$1M	46	32	\$314	\$350	97.0%	99.9%	6	4	1.2
Nov '25	5	5	\$1.1M	\$1M	\$1.1M	\$996K	25	39	\$342	\$245	99.3%	100.8%	8	5	1.6
Oct '25	6	5	\$974K	\$933K	\$964K	\$1M	25	42	\$393	\$246	103.4%	99.5%	10	10	1.7
Sep '25	4	6	\$855K	\$915K	\$920K	\$1M	68	39	\$0	\$222	99.6%	98.7%	12	5	3.0
Aug '25	6	7	\$969K	\$1M	\$1.1M	\$1M	32	21	\$345	\$344	95.5%	99.7%	13	6	2.2
Jul '25	9	7	\$920K	\$1M	\$1.0M	\$1M	18	17	\$320	\$356	100.9%	102.6%	12	5	1.3
Jun '25	6	4	\$1.3M	\$905K	\$1.5M	\$1M	13	28	\$368	\$250	102.7%	103.0%	14	11	2.3
May '25	5	4	\$880K	\$1M	\$1.0M	\$1M	21	50	\$381	\$127	104.2%	103.0%	9	7	1.8
Apr '25	1	3	\$510K	\$1M	\$510K	\$1M	50	69	\$0	\$61	102.2%	101.9%	9	8	9.0
Mar '25	5	4	\$1.7M	\$1M	\$1.7M	\$1M	78	76	\$0	\$61	102.6%	103.9%	10	4	2.0
Feb '25	3	4	\$1.4M	\$1M	\$1.3M	\$1M	80	61	\$183	\$175	100.9%	102.7%	12	5	4.0
Jan '25	4	5	\$928K	\$875K	\$941K	\$908K	69	50	\$0	\$223	108.3%	102.3%	8	7	2.0
Dec '24	4	6	\$822K	\$911K	\$825K	\$939K	34	38	\$342	\$324	99.0%	99.5%	5	0	1.3
Nov '24	6	6	\$875K	\$1M	\$958K	\$1M	47	40	\$326	\$316	99.7%	99.0%	10	6	1.7
Oct '24	7	5	\$1.0M	\$1M	\$1.0M	\$1M	34	36	\$304	\$339	99.8%	102.0%	15	4	2.1
Sep '24	4	5	\$1.3M	\$1M	\$1.5M	\$1M	39	35	\$319	\$388	97.6%	103.5%	19	9	4.8
Aug '24	5	7	\$1.0M	\$1M	\$1.0M	\$1M	34	30	\$394	\$388	108.5%	104.2%	19	6	3.8
Jul '24	6	7	\$1.2M	\$1M	\$1.0M	\$1M	33	25	\$452	\$423	104.3%	102.5%	20	10	3.3
Jun '24	10	6	\$968K	\$1M	\$1.0M	\$1M	24	26	\$317	\$382	99.7%	101.2%	17	11	1.7
May '24	4	4	\$875K	\$1M	\$975K	\$1M	17	20	\$500	\$388	103.4%	102.6%	14	11	3.5
Apr '24	4	3	\$1.5M	\$1M	\$1.5M	\$1M	36	43	\$330	\$301	100.6%	99.4%	13	8	3.3
Mar '24	3	2	\$950K	\$936K	\$931K	\$930K	7	67	\$334	\$252	103.7%	98.3%	10	8	3.3
Feb '24	2	2	\$1.0M	\$944K	\$1.0M	\$1M	85	77	\$239	\$218	94.1%	96.1%	8	3	4.0
Jan '24	2	3	\$777K	\$898K	\$777K	\$1M	108	61	\$183	\$212	97.3%	97.1%	9	9	4.5
Dec '23	3	4	\$975K	\$1M	\$1.1M	\$1M	39	36	\$233	\$248	97.1%	98.4%	3	0	1.0
Nov '23	5	5	\$940K	\$948K	\$1.1M	\$1M	37	28	\$220	\$170	97.0%	100.3%	6	3	1.2
Oct '23	5	5	\$1.1M	\$903K	\$1.0M	\$966K	33	25	\$290	\$198	101.1%	100.8%	7	4	1.4
Sep '23	4	5	\$754K	\$879K	\$841K	\$1M	15	36	\$0	\$204	102.9%	100.9%	9	4	2.3
Aug '23	6	7	\$805K	\$991K	\$975K	\$1M	28	53	\$305	\$299	98.5%	100.2%	12	8	2.0
Jul '23	6	5	\$1.0M	\$926K	\$1.2M	\$1M	64	51	\$308	\$198	101.2%	104.4%	13	6	2.2
Jun '23	8	5	\$1.0M	\$886K	\$1.3M	\$1M	67	35	\$285	\$194	100.8%	104.2%	14	5	1.8
May '23	1	3	\$610K	\$784K	\$610K	\$841K	21	41	\$0	\$212	111.2%	104.8%	18	9	18.0

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