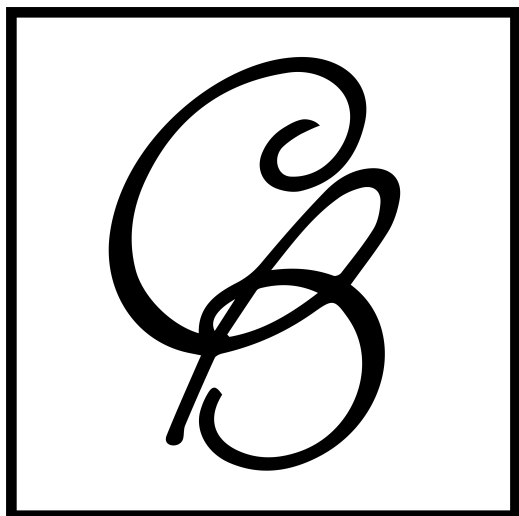




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August 2026

Watchung Market Insights

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Market Profile & Trends Overview

The table belows shows data & statistics for August 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	21	-5%	-10%	62%	105%	58%	-	-
	MEDIAN PRICE	\$985,000	-23%	-30%	-10%	-15%	-9%	-	-
	AVERAGE PRICE	\$1,462,463	-3%	-9%	30%	18%	26%	-	-
	PRICE PER SQFT	\$343	-10%	-7%	-3%	-2%	6%	-	-
	MONTHS OF SUPPLY	3.0	64%	-15%	38%	-33%	-3%	-	-
New Listings	# OF PROPERTIES	8	-20%	-37%	33%	25%	13%	83	25.8%
	MEDIAN PRICE	\$900,000	-36%	-24%	18%	-18%	-3%	\$1,200,000	20.7%
	AVERAGE PRICE	\$1,419,738	-4%	10%	77%	16%	42%	\$1,342,985	18.2%
	PRICE PER SQFT	\$314	-19%	-17%	-15%	-3%	2%	\$356	2.3%
Sales	# OF PROPERTIES	7	-42%	-19%	17%	42%	47%	46	27.8%
	MEDIAN PRICE	\$1,050,000	19%	-7%	8%	-1%	0%	\$1,209,500	14.9%
	AVERAGE PRICE	\$1,249,302	11%	3%	6%	10%	17%	\$1,248,173	16.9%
	PRICE PER SQFT	\$393	-7%	-1%	14%	78%	17%	\$386	9.7%
	SALE-TO-LIST RATIO	100.9%	0.8%	-4%	5.5%	-0.4%	0.3%	102.7%	0.6%

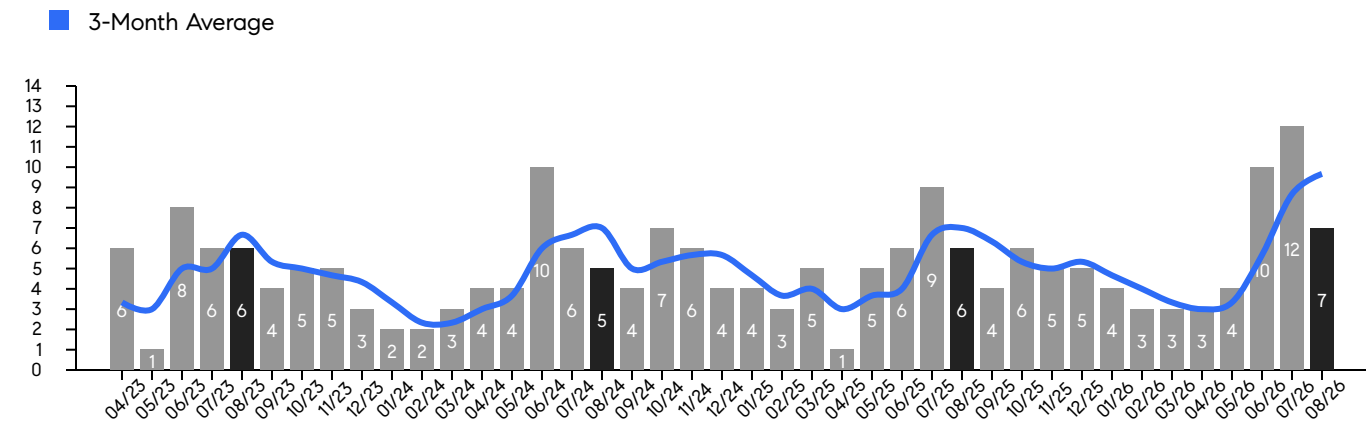
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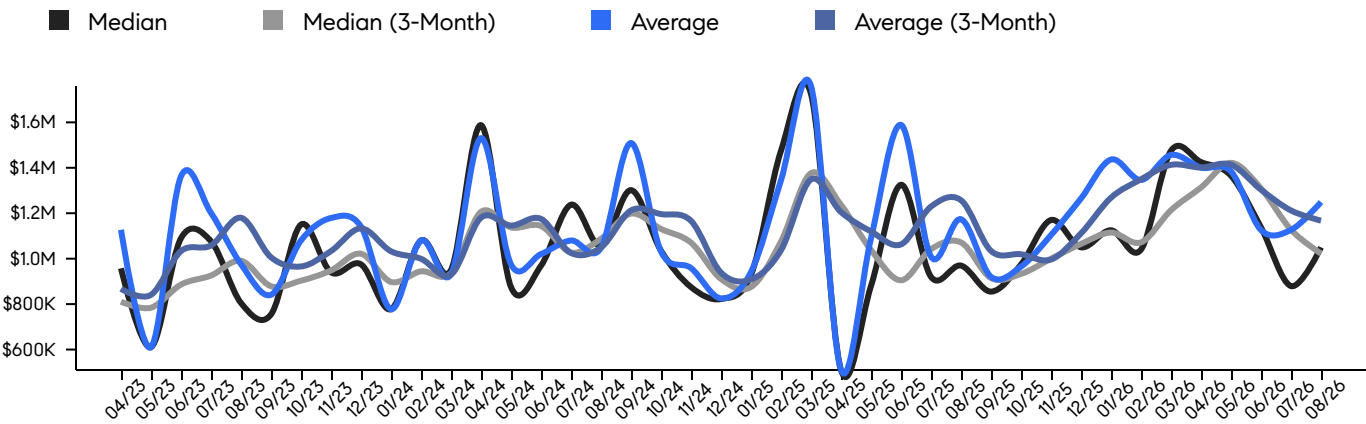
Property Sales

There were 7 sales in August 2026, a change of 17% from 6 in August 2025 and -42% from the 12 sales last month. Compared to August 2024 and 2025, sales were at their highest level. There have been 46 year-to-date (YTD) sales, which is 27.8% higher than last year's year-to-date sales of 36.



Property Prices

The median sales price in August 2026 was \$1,050,000, a change of 8% from \$969,500 in August 2025, and a change of 19% from \$879,500 last month. The average sales price in August 2026 was \$1,249,302, a change of 6% from \$1,173,667 in August 2025, and a change of 11% from \$1,126,597 last month, and was at its highest level compared to 2025 and 2024.



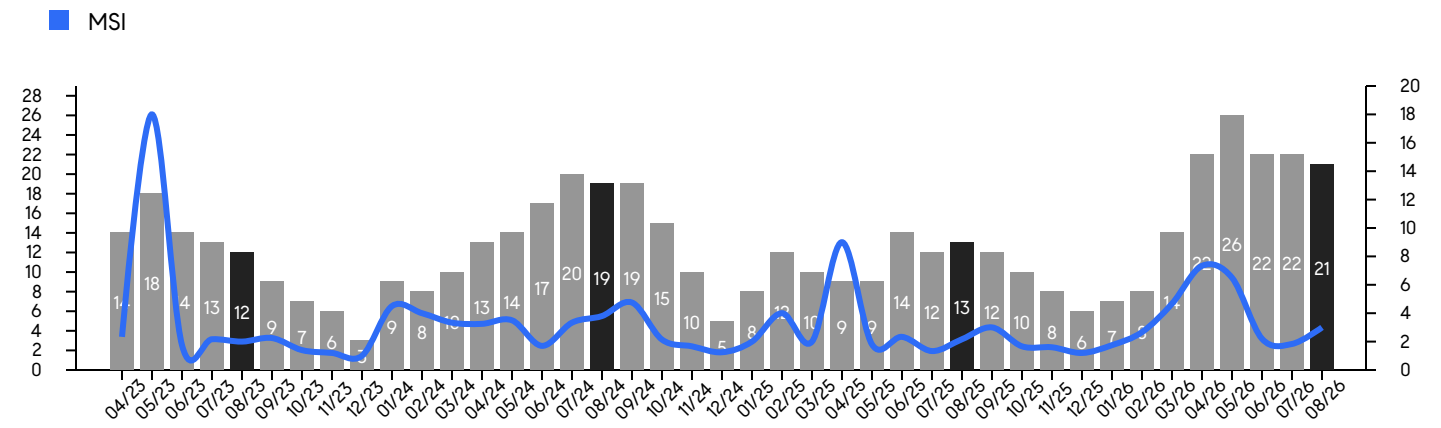
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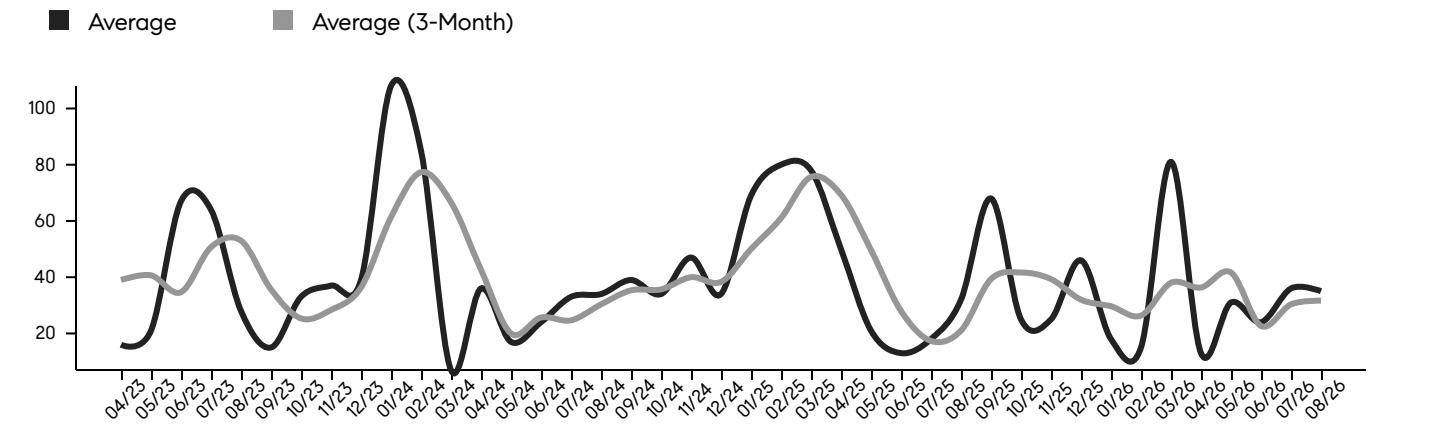
Inventory & MSI

The total inventory of properties available for sale as of August 2026 was 21, a difference of -5% from 22 last month, and 62% from 13 in August 2025, and was at its highest level compared to 2025 and 2024. The months of supply inventory (MSI) was at 3.0 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 August 2026 was 35, a change of -3% from 36 days last month, and 9% from 32 days in August 2025, and was at its lowest level compared to 2025 and 2024.



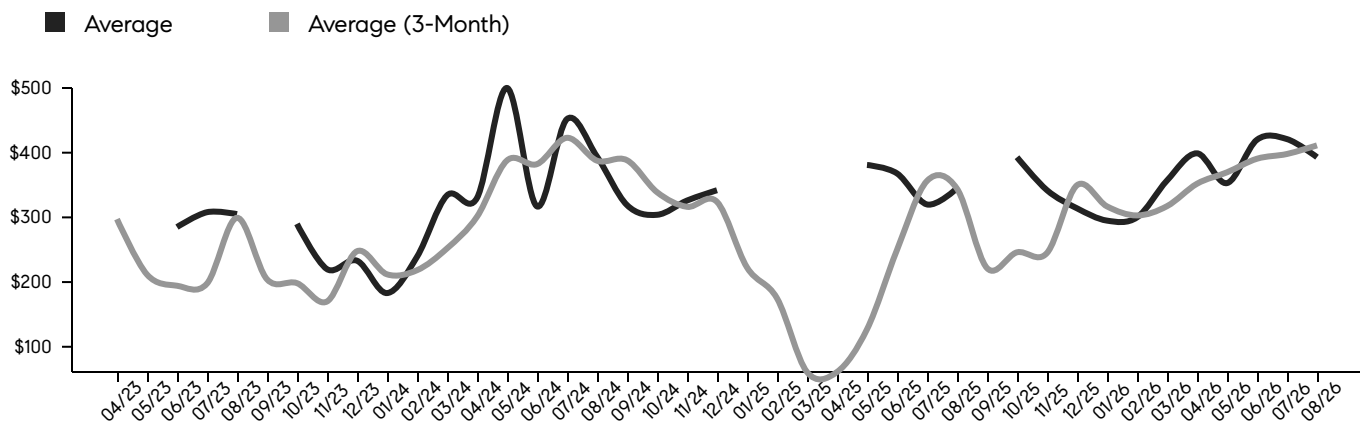
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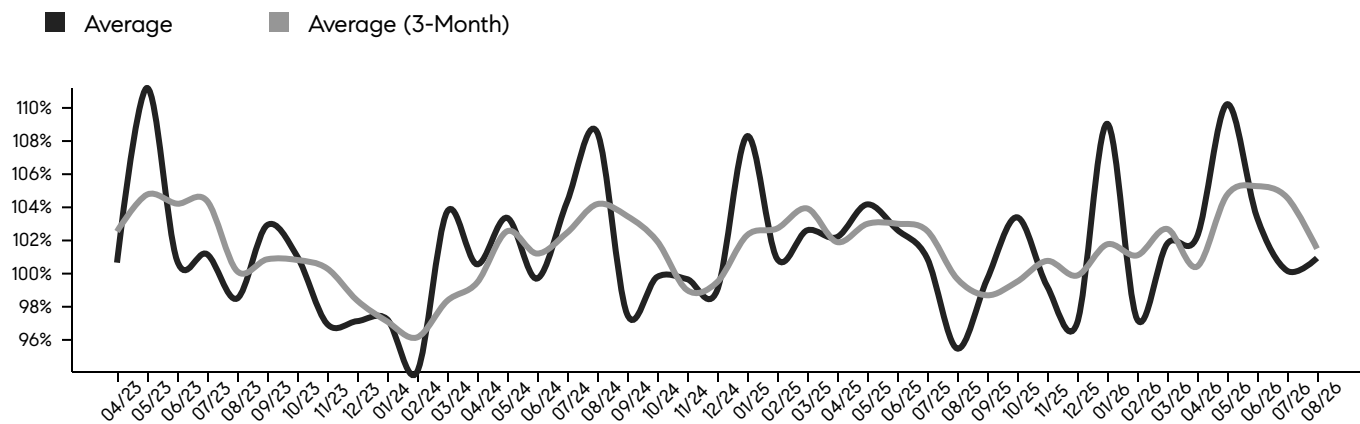
Selling Price Per Square Foot

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 August 2026 selling price vs. listing price ratio was 100.9%, compared to 100.2% last month, and 95.5% in August 2025.



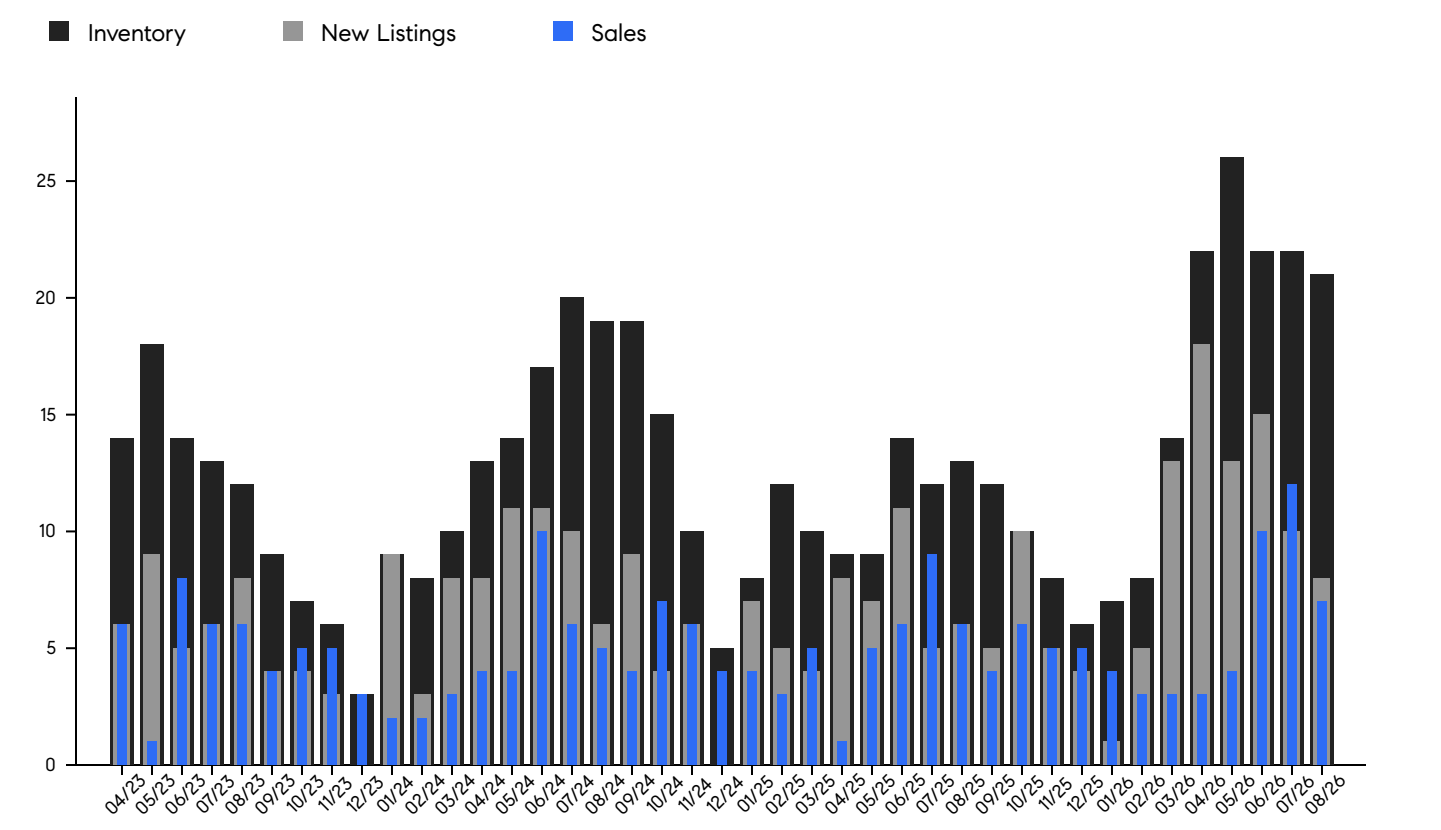
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Inventory, New Listings & Sales

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 August 2026 was 8, a change of -20% from 10 last month and 33% from 6 in August 2025.



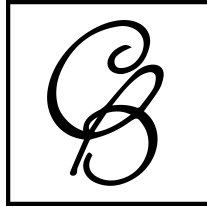
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MONTH	# OF SALES	3-MO AVG	MEDIAN SALE PRICE	3-MO AVG	AVERAGE SALE PRICE	3-MO AVG	DAYS ON MARKET	3-MO AVG	AVERAGE PPSF	3-MO AVG	SALE /LIST	3-MO AVG	INV	NEW LISTINGS	MSI
Aug '26	7	10	\$1.0M	\$1M	\$1.2M	\$1M	35	32	\$393	\$411	100.9%	101.5%	21	8	3.0
Jul '26	12	9	\$879K	\$1M	\$1.1M	\$1M	36	30	\$421	\$398	100.2%	104.6%	22	10	1.8
Jun '26	10	6	\$1.1M	\$1M	\$1.1M	\$1M	24	23	\$420	\$391	103.4%	105.3%	22	15	2.2
May '26	4	3	\$1.3M	\$1M	\$1.3M	\$1M	31	42	\$353	\$370	110.2%	104.7%	26	13	6.5
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

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CHERIE
BERGER
TEAM



Cherie Berger
cherie.berger@compass.com
M: 908.410.0931



Steven Berger
steven.berger@compass.com
M: 908.256.0307



Ashley Berger-Freitas
ashley.freitas@compass.com
M: 908.432.9818



Karla Quacquarelli
karla.quacquarelli@compass.com
M: 908.285.3813



Josh Grundfest
josh.grundfest@compass.com
M: 908.698.7665

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