West Windsor Township Department of Community Development – Division of Land Use	RECENVED		
ZONING BOARD OF ADJUSTMENT <i>CHECKLIST</i> Bulk Variances ("C" type) Use & Non-Use Variances ("D" type)	WEST WINLOUT I SUMMERINE DIVISION OF LAND USE		
APPLICATION NAME: Soft and Eve Gelade	1241120		
SUBJECT PROPERTY STREET ADDRESS/LOCATION: 17 Hereford Dr	westwirlasor		
Application No.: ZB - 21-02 Block 16-01 Lot 9	_		
Zoming District R2D Variance Requested (check ali that apply, see Page 3 fr C-1 C-2 D-1 D-2 I D-5 D-6	D-3 D-4		

Applications shall be submitted to the Township Land Use Division during "Open Window Week" (The week of the second Wednesday of each month).

An application shall not be considered complete until <u>ALL</u> the documents and information listed below have been submitted and the applicant receives a letter from the Township Land Use Office deeming such application complete (letter deeming application complete or incomplete to be sent within 45 days from receipt of these submission requirements listed below).

PLEASE SUBMIT ONE (1) ORIGINAL COPY OF THE INFORMATION REQUESTED BELOW:

#### Submission Requirements:

Not	
Applicable	Waiver*
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	Applicable

- 1. Completed original "Application to West Windsor Zoning Board of Adjustment".
- 2. Completed "c" Bulk Variance Application (if applying for "c" Variance)
- 3. Completed "d" Variance Application (if applying for "d" Variance)
- 4. Fees: Checks made payable to West Windsor Township.
  - A. Application Fee, \$100.00 for "c" Variance, \$1,000.00 for "d" Variance

B. Escrow Fee – per variance request, \$250.00 for "c" Variance, \$3,500.00 for "d" Variance Submit one (1) check for Application Fee(s) and one (1) check for Escrow Fee(s).

- 5. One (1) original copy of folded and collated maps, plans and documentation showing the following:
  - A. Key map with legible street plan showing location of subject property with north arrow.
  - B. Accurate location of all property lines.
  - C. Zoning classification of land.
  - D. Tax map Block and Lot numbers.
  - E. Location of existing and /or proposed houses, additions, driveways, pools, other buildings and structures with accurate distances from the property lines drawn to scale.
  - F. For adjoining properties, distance from structures to nearest property line of subject property. Names of owners on all adjoining property.
  - G. Location of existing and/or proposed septic systems and wells on property.

-1-

		west windsor I ownship Zoning Board of Adjustment Checklist
Provided	Not Applicable Waiv	e~* ∞.
~		H. Acreage of property
		<ol> <li>Location of all easements, public right of way, greenbelt areas (as shown in the Conservation Element of the West Windsor Township Master Plan).</li> </ol>
	/	I. Identify any trees that will be removed by species and size (caliper).
		K. Existing and proposed floor plans indicating overall dimensions and square footage for each floor. All existing and proposed architectural elevations. Indicate height of structure as defined in section 200-4 (Building Height) of the West Windsor Township Land Use Ordinance.
an sanahan salahan in gina seja se		<ol> <li>Certification in writing from the Tax Collector that all taxes are paid in full for the current quarter.</li> </ol>
/		7. Photos of property and existing structure (four sides).
		8. Completed Agreement to Pay for Professional Review and inspections
~		9. Completed W-9 form
/		10. Completed Residential Conformity Checklist.
		Aerial photograph of subject property including lots within 200 feet of subject property. (Aerials can be acquired on-line at google.com).
		12. NJDEP Letter of Interpretation/presence or absence of wetlands.
<u> </u>		13. For D-4, D-5 and D-6 Variances, please submit tax map showing size of lots, square footage of dwellings and as to the extent known, height of dwellings and submit photos of all such dwellings identified on lots on both sides of the street of the subject property for at least five hundred (500) feet on either side of the subject property.

The following items are necessary for the Public Hearing and should be submitted to the Land Use Office by close of business of the day of the hearing (these items do not affect the completeness of the application):

 		A.	Certified list of property owners within 200 fL of subject property.
 		B.	Original notice to property owners.
 	-	C.	Affidavit of publication from The Princeton Packet
 -			Certified mail receipts showing postal date stamp from letters sent to property owners and any green receipt cards from the post office.
 		E.	Original of Affidavit of Proof of Service.

\*If waiver is requested, please attach written statement explaining why waiver should be granted.

\* \*Once the initial copy of the application(s), plans and documentation has been submitted, the Land Use Office will review the package for accuracy. A letter will be then be sent to the applicant requesting any changes if necessary and indicating the total number of copies of documentation needed. When the requested copies are received by the Land Use Office, the application will be deemed complete and the application will be scheduled for the next available meeting of the Zoning Board of Adjustment.

(The Zoning Board of Adjustment meets the first Thursday of each month at 7:30 p.m. at the West Windsor Township Municipal Building, 271 Clarksville Road, West Windsor, NJ 08550).

-2-

# West Windsor Township Department of Community Development - Division of Land Use

## APPLICATION TO WEST WINDSOR ZONING BOARD OF ADJUSTMENT

******	
FOR	OFFICIAL USE ONLY
Appli	ication Control Number: 23 21-0)
Date	Application Filed: 817-21
*****	***************************************
SECT	TON 1 - INFORMATION REGARDING THE APPLICANT
A]	The Applicant's full legal name is EVE Gelade, Scott Gelade
8]	The Applicant's mailing address is 17 Hereford Dr
	West Windsor, NJ 09550
Cj	The Applicant's telephone number is <u>917-774-0198</u>
D]	The Applicant's fax number is NIA
Ξ	The Apolicant is a: CORPORATION
	PARTNERSHIPINDIVIDUAL (S)
	OTHER (please specify)
F)	If the Applicant is a corporation or a partnership, please attach a list of the names and addresses of persons having a 10% interest or more in the corporation or partnership.
G]	The relationship of the Applicant to the property in question is: OWNER LEASEEPURCHASE UNDER CONTRACT OTHER (please specify)
НJ	If the Applicant is not the owner of the property in question, the Applicant must obtain and submit a copy of this application signed by the owner in the space provided in <u>Section 7B.</u>

(Note: If the applicant is a corporation seeking relief under N.J.S.A. 40:55D-70 et seq., then the Applicant must be represented by a New Jersey Attorney).

SECTION 2 - INFORMATION REGARDING THE PROPERTY

Maria	The street address of the property is 17 Hereford Drive
	The tax map Block Number (s) $16.01$ ; the Lot Number (s) is 9 The zone in which the property is located is $R-20$
Access of the second	The zone in which the property is located is $K-20$ The dimensions of the property are $W(OBKsaster Cluster areas 104.59' \times 197.27)$
	The size of the property is 20, 037 (square feet/acre(s)).
	Road frontage of the property is
	1. within 200 feet of another Municipality <u>nO</u>
	2. adjacent to an existing or proposed County road $\underline{~~}\mathcal{O}$
	3. adjacent to a State highway $\underline{n}\mathcal{O}$
	(If any of the above apply, please make sure that all proper jurisdictional authorities ARE properly noticed and served - If there is any doubt on who should be notified, please contact the Planning/Zoning Office).
	Have there been any previous Zoning Board of Adjustment or Planning Board hearings involving this property: YESNONO
	If the answer to "H" is YES, attach a copy of the written decision (s) adopted by the applicable Board.

### SECTION 3 - INFORMATION ABOUT REQUESTED RELIEF

A	NATURE OF APPLICATION
	1. Type of Variances:
	"A" Variance Appeal of Zoning Officer Appeal of Alleged Error
	"B" Variance
	interpretation of Development Ordinance (Subdivision, Site Plan, Zoning)
	"C" Variance
	Bulk Variance (dimensional)
	"D" Variance
	Variance including, but not limited to a use or structure not permitted in a Zoning District, Floor Area Ratio, Density
	2. a] Subdivision b] Subdivision Application to follow
	3. a] Site Plan      b] Site Plan Application to follow
	4. Waiver of lot street frontage requirement
	5. Exception to the official map
B]	Please attach one copy of the following forms depending on the type of application being made:
	<ol> <li>(a) Appeal of Zoning Officer</li> <li>(b) Appeal of Alleged Εποr</li> </ol>
	<ol> <li>(a) interpretation of Development Ordinance</li> <li>(b) interpretation of Zoning</li> </ol>
	3. Bulk Variance (dimensional)
	<ol> <li>Variance including, but not limited to a use or structure not permitted in a zoning district. Floor Area Ratio, or Density.</li> </ol>

### SECTION 4 - INFORMATION ABOUT EXPERTS

The following information, although not required, is respectfully requested to enable the Board to facilitate the processing of this application.

AJ	Applicant's Attorney. Name <u>Billard</u> <u>Gelade</u> Address <u>28 W Lafayette St, Trentn, NJ Phone <u>609-392-1600</u>-FaxE-Mail</u>
B]	Applicant's Engineer: Name Address Phone FaxE-Mail
C]	Applicant's Architect Name Patryk Hirsz Address 164 Rt 33, Hamilton, NJ 08690 Phone 609-915-7015 Fax E-Mai <u>Dicspat@hotmail.com</u>
D]	Applicant's Planner. Name J. P. Moser Properties. Address 4 HTCKery Way (Robbins allo NJ 06691 Phone Fax E-Mail <u>Pringencum</u> Equilican
E]	Other Experts:         Name
SECT	ION 5 SUBMISSION OF APPLICATION:
Pleasi week,	e submit one (1) copy of the following material to the Planning/Zoning Office during "Open Window" which is the week of the second Wednesday of each month:
A]	Application – signed (copy of agreement with owner if being purchased)
в] С]	<ul> <li>One (1) set of drawings (to scale) showing all adjoining properties affected and all features involved (i.e, dimensions of present and proposed buildings, location of all structures and distances between various structures and property lines, parking layout, etc.)</li> <li>One (1) set of applications as required by Section 3 (B) (Request for A, B, C or D Variance) [Once your application is received by the Planning and Zoning office you will receive a certified letter from the Director of Community Development outlining what, if any, changes are required. Application and escrow fee amounts and number of copies of applications and plans needed to be deemed complete will be outlined in said letter].</li> </ul>

4

#### SECTION 6 - COMPLETE APPLICATION

Once an application has been deemed complete, the following items need to be addressed at least 10 days prior to your meeting date.

A]	"Notice" of all property owners within 200 feet via "Certified Mail – Return Receipt Requested"
러	Copy of notice to the official newspaper of the West Windsor Township Zoning Board of Adjustment (contact the Planning & Zoning Office for the name of the official newspaper)
C]	Notification of State or County if proposed application borders State/County Road, or is within 200 feet of such roadway

Notification of adjoining County or Municipality if proposed application is located within DI 200 feet of the proposed application.

A complete application requires the following submissions to the Planning/Zoning Office at least 3 days prior to the scheduled meeting date.

A]	Return receipts from Cartified letters
B]	Notarized Proof of Service
C]	Proof of Publication (To be provided by the newspaper to which the notification was sent)
D]	Person other than the owner makes a letter or power of attorney, in case appeal is made by person other than owner
	***************************************

#### SECTION 7 - VERIFICATION AND AUTHORIZATION

Applicant's Verification: A]

I hereby certify that the above statements made by me and the statements and information contained in the papers submitted in connection with this application are true. I am aware that if any of the foregoing statements are false, I am subject to punishment.

Applicant's Signature

Owner's Authorization B1

I hereby certify that I reside at	17 Hereford Dr. M.	leit under NJ	06550
in the County of Mercer	and State of	NJ	and that I am
the owner of all that certain lot, piece (	or parcel of land known as Bl	lock (s) 16.01	
Lot (s) 9 on the	e Tax Map of West Windsor,	which is the subject of	f the above
application, and that said application is	s hereby authorized by me.		and the second s
EveGelade Scoti Gela	ade C		6
Owner's Name (PRINTED)		Signature	
Owner's Telephone and Fax number	917-774-010	18 cell	

5

# West Windsor Township

Department of Community Development - Division of Land Use

## REQUEST FOR VARIANCE INCLUDING, BUT NOT LIMITED TO A USE OR STRUCTURE NOT PERMITTED IN A ZONING DISTRICT, N.J.S.A. 40:55d-70d (For "d" Use and Non Use Variance)

--ATTACH TO ZONING BOARD APPLICATION

CONTROL NO.

Property Location 17 Hereford Dr	Zoning District R20	
Map Block 16-01 Lot 9		
COMPLETE A - E, (Attach support documents as required)		
A - Describe below the specifics of the variance request.		
See attached		

B - Describe below the special reasons which exist that support the granting of the variance request.

See altached

See a the chied

C - Describe how the public interest will be served by the granting of the variance request.

D - Describe what circumstances exist or what measures will be taken to ensure that, if the variance is granted, the surrounding property owners will experience no adverse impact or undue burden.

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onapplication forms'zba d use and non use variance.doc

#### Request for Variance Including, But Not Limited To A Use Or Structure Not Permitted In a Zoning District,N.J.S.A.40:55d-70d

For "D-4" Use and Non Use Variance)

#### Property Location: 17 Hereford Drive, West Windsor, NJ 08550

Zoning District R-20 Block 16.01 Lot 9

#### A. Describe below the specifics of the variance request.

The applicants are proposing to add a partial second story addition above their existing garage so as to add an additional bathroom, closet and enlarge a bedroom. The proposed addition to the dwelling would not alter the footprint of the existing home or be any closer to the lot line than what already exists.

# B. Describe below the special reasons which exist that support the granting of the variance request.

When a house becomes a home, it is difficult to pull up and leave, regardless of the reasons prompting a move. Leaving a beloved neighborhood in search of a house more fitting our needs is not something we want to do, which is why we prefer to customize our existing home. A remodel will be less expensive and stressful than moving, will increase our property value, will not only give us extra space but exactly the space we want and need, and most importantly will not disrupt our family's lives. In these uncertain and sometimes scary times, it is imperative that we give our children the security and stability of the home they grew up in and the community and schools they are familiar with.

The pandemic has forever changed many things about our society. One of these shifts is how many people work from home and how much time we spend in our homes. This has been a big change for our family of five during the past year and a half. Spending so much time under one roof has required shifts in how we use our existing house- a need for private offices for work and school; a need for exercise space whether for gym class, sports training or relaxation; and a need for larger bedrooms as we spend a great deal more time in them now.

In addition to the need for more and re-imagined spaces, the current housing market is prohibitive of easily finding a new home to buy. According to the Long and Foster Market Report from June 2021, the median sale price of a home in West Windsor increased 20% from last year and the available inventory is down 35% from last year. Please see attached article from Community News "Scarce Inventory is Driving Up the Price of Central Jersey Homes".

#### C. Describe how the public interest will be served by the granting of the variance request.

The township government has demonstrated its commitment to the residents with its excellent schools and strong municipal services. By granting the variance, the township would be supporting families to stay in their homes, and we believe that this supports the public interest and common good of the community. Allowing us to add additional square footage will allow our family to stay within the township and current neighborhood.

# D. Describe what circumstances exist or what measures will be taken to ensure that, if the variance is granted, the surrounding property owners will experience no adverse impact or undue burden.

The current allowable Floor Area Ratio (FAR) in zone R20 is 13 % and it would increase to over 14% after the planned renovation. The surrounding property owners would not experience any adverse impact or undue burden as the FAR is well within the character and framework of the Wellington Estates neighborhood. For example, 5 Hereford Dr. has a FAR of 14.87%, 6 Hereford Dr. has a FAR of 13.78%, 4 Yorktowne Ct has a FAR of 14.22%, 10 Yorktowne Ct has a FAR of 16.47%, 14 Yorktowne Ct has a FAR of 15.38%, 8 Worchester Ln has a FAR of 13.39%. Many of the homes in our neighborhood have additions and have altered the original look of their homes.

To ensure that the project is designed in a professional and appropriate manner fitting the character of the neighborhood, we have contracted an experienced local architect (Patryk Hirsz) who has provided the architectural drawings for review. The architectural design complements the existing home and will be an asset for the neighborhood. We have taken further steps to ensure that surrounding property owners will experience no adverse impact by positioning the proposed addition above our garage and will not change the footprint of the original house or affect property lines. The proposed addition plan will not infringe on any neighbors in any significant way as the addition will strictly go vertical over part of the garage and will not protrude in any direction toward any neighbor.

The proposed plans outline that the home will remain a 5 bedroom home. The current home's floorplan has 5 small bedrooms upstairs with one ensuite bathroom, one hall bathroom and very little storage space. The proposed plans illustrate how the home will remain a 5 bedroom structure.

# E. Describe how the granting of the variance request will not result in a substantial detriment to the public good nor substantially impair the intent and purpose of the Zone Plan and Zoning Ordinance.

Even with the granting of the variance, the FAR of our property would remain in line with the character of the neighborhood and zoning area.

The granting of the variance request would not result in a substantial detriment to the public good, nor substantially impair the intent and purpose of the Zone Plan and Zoning Ordinance. The spirit and intent of the ordinance is to maintain consistency of one property to the next, and our property, even with the slightly increased FAR, would only enhance the neighborhood, not deter from it. The improvements proposed will have no negative impact on the neighbors and our home will still appropriately fit within the streetscape of the neighborhood.

Our wish to improve and enlarge our property is driven by a desire to remain in West Windsor Township, and specifically within our current neighborhood and school district where we have raised our family and made deep community connections for the past 15 years. The proposed plan is not only much better suited for our family of 5, but will one day attract a modern home buyer. Houses built today (vs. 1972) offer larger rooms, bigger closets, more ensuite bathrooms and home offices. Our proposed renovation plan updates our dated floorplan and will give our family the new modern traditional home nested in a lovely safe neighborhood, within a top school district and close to major transportation and businesses.

Exhibit No.

## **TOWNSHIP OF WEST WINDSOR**

Finance Division Office of the Tax Collector 271 Clarksville Road West Windsor, NJ 08550

## TAX COLLECTOR'S CERTIFICATION

I, Kelly A. Montecinos, Tax Collector for the Township of West Windsor, do hereby certify and affirm that no taxes are due or delinquent on Block \_16.01\_, Lt(s) \_9\_\_, as shown on the Tax Map of the Township of West Windsor assessed to \_\_\_\_\_\_ Gelade, Scott A. & Eve R. located at 17 Hereford Drive

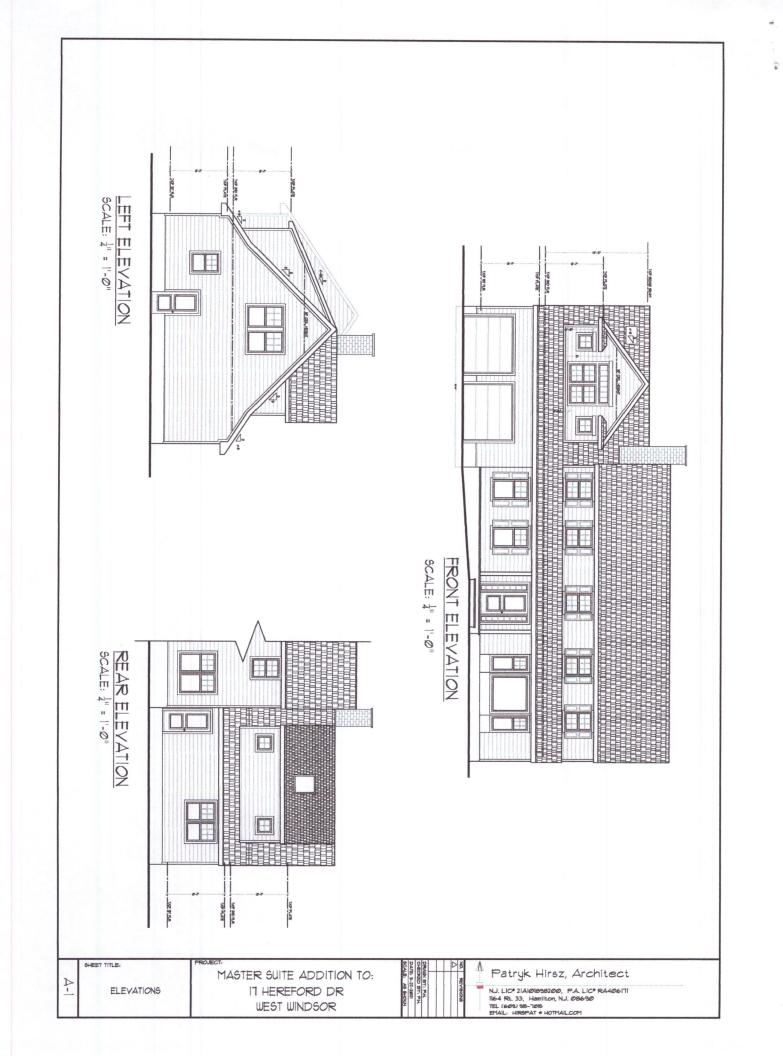
Taxes paid thru \_3rd Quarter of 2021\_

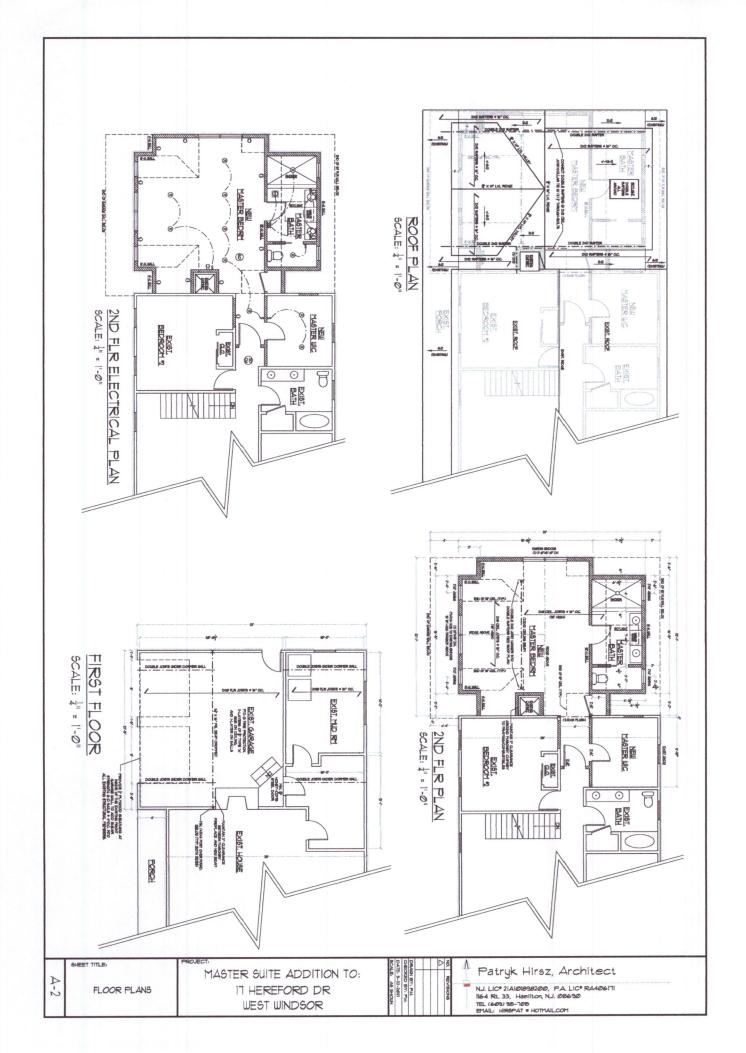
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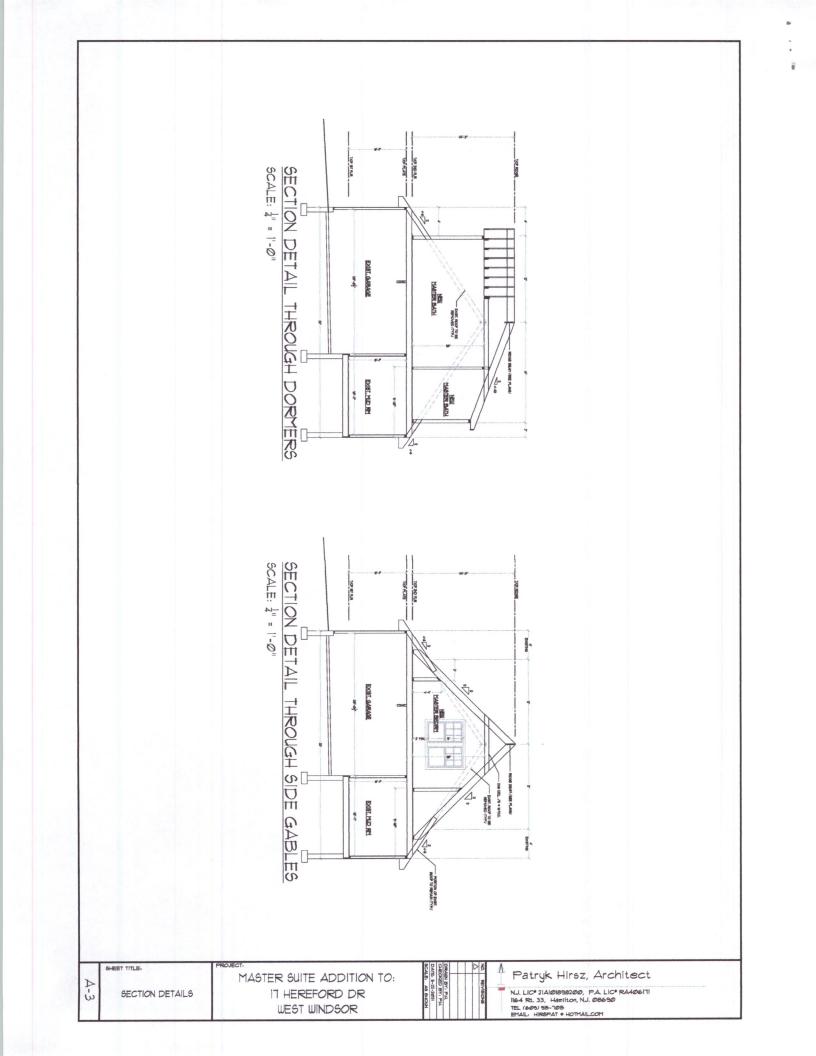
Signature

Date

9/9/21



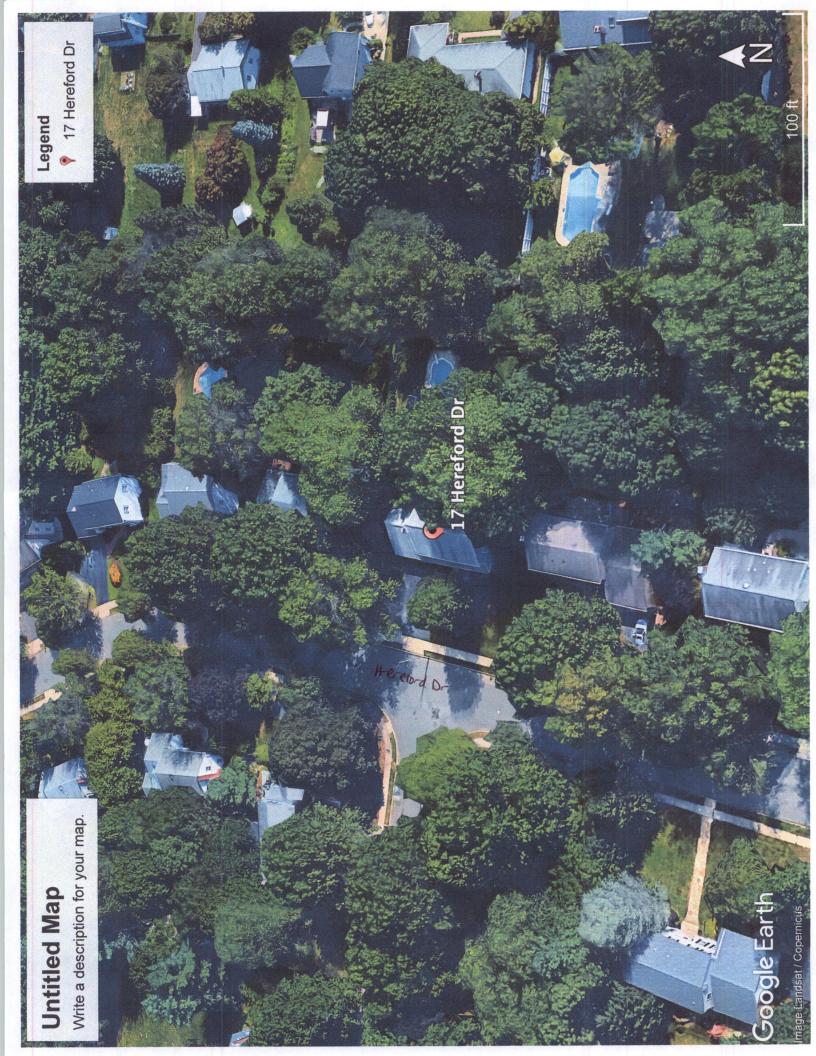


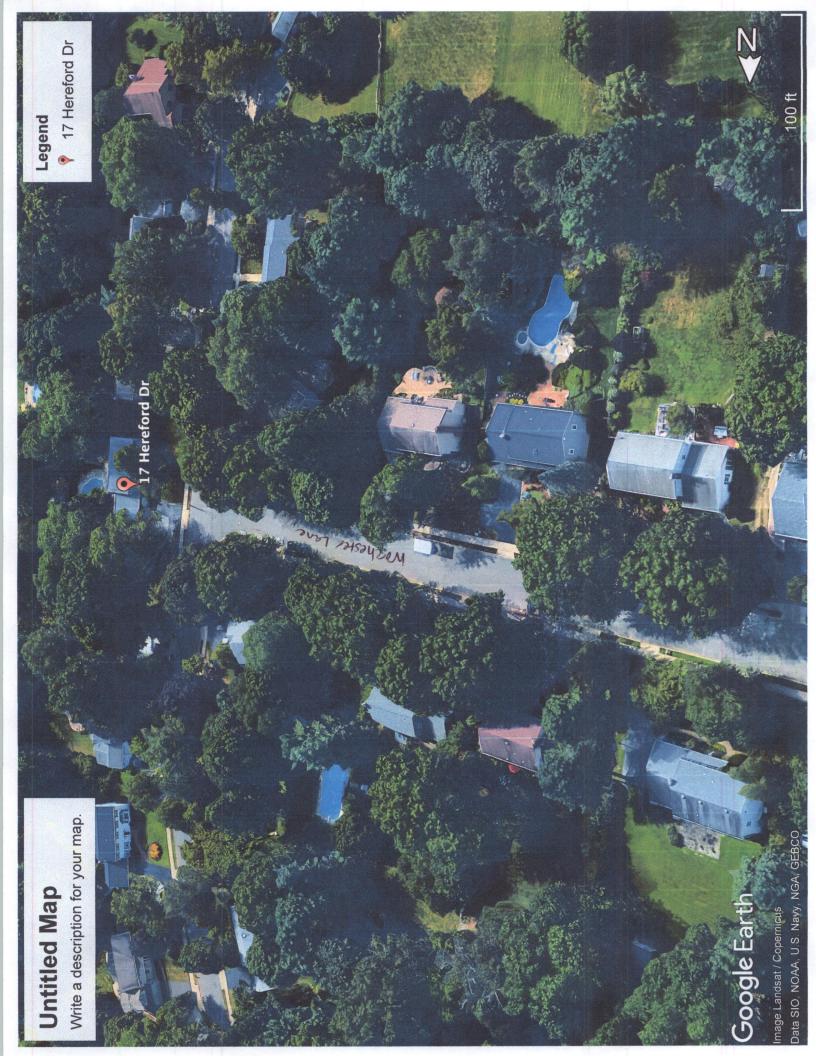












# West Windsor Township

Department of Community Development - Division of Land Use

### RESIDENTIAL CONFORMITY CHECKLIST

EVE & Scott Gelade 17 Hereford D/ 16.01 9 Owner's Name Address Block Lot

#### Property Survey to show:

- A. Building location, including all existing structures or additions, pools and fences
- B. Easements
- C. Septic location (if applicable)
- D. Overall lot dimensions
- E. Proposed improvements, drawn to scale indicating dimensions and distances from side, rear and front yards

### Complete areas below as appropriate (fences, sheds and decks exempt):

A. Area of lot	21,780	Sq. Ft.	
B. Area of existing residence, excluding garage (include all floors except basement, unless basement is used as "living" space)	2,782	Sq. Ft.	×
C. Area of first floor	1818	Sq. Ft.	
D. Area of garage	462	Sq. FL	
E. Area to be constructed or improved (addition, renovation or basement)	480	Sq. Ft.	
F. Area of existing paved surfaces on lot ( <i>i.e. paved driveway, walkway to house,</i> <i>excluding public sidewalk</i> )	1,000	Sq. Ft.	
G Area of proposed paved surfaces (e.g. new driveway, walkways, patios, etc.)	NA	Sq. Ft.	

	OFI	ICL	ALI	JSE O	NLY		1		 	
Maximum Improvement Coverage		-				 		 _%	 · <del>- ·</del>	
Floor Area Ratio								 _%		

o: application forms residential conformity checklist.doc

Variance	Type	Municipal Land Use Law (MLUL)
C-1	Hardship	40:55D-70C(1) Where: (a) by reason of exceptional narrowness, shallowness or shape of a specific piece of property, or (b) by reason of exceptional topographic conditions or physical features uniquely affecting a specific piece of property, or (c) by reason of an extraordinary and exceptional situation uniquely affecting a specific piece of property or the structures lawfully existing thereon, the strict application of any regulation pursuant to article 8 of this extraordinary and exceptional to any regulation pursuant to article 8 of
		this act would result in peculiar and exceptional practical difficulties to, or exceptional and undue hardship upon, the developer of such property, grant, upon an application or an appeal relating to such property, a variance from such strict application of such regulation so as to relieve such difficulties or hardship.
C-2	Flexible	40:55D-70C(2) Where in an application or appeal relating to a specific piece of property the purposes of this act would be advanced by a deviation from the zoning ordinance requirements and the benefits of the deviation would substantially outweigh any detriment, grant a variance to allow departure from regulations pursuant to article 8 of this act; provided, however, that the fact that a proposed use is an inherently beneficial use shall not be dis-positive of a decision on a variance under this subsection and provided that no variance from those departures enumerated in subsection d. of this section shall be granted under this subsection; and provided further that the proposed development does not require approval by the planning board of a subdivision, site plan or conditional use, in conjunction with which the planning board has power to review a request for a variance pursuant to subsection a. of section 47 of this act.
D-1	Use	40:55D-70D(1) In particular cases for special reasons, grant a variance to allow departure from regulations pursuant to article 8 of this act to permit; (1) a use or principal structure in a district restricted against such use or principal structure,
D-2	Expansion Of Non-Conforming Use	40:55D-70D(2) An expansion of a non-conforming use.
D-3	Conditional Use	40:55D-70D(3) Deviation from a specification or standard pursuant to section 54 of P.L.1975, c.291 (C.40:55D-67) pertaining solely to a conditional use.
D-4	Floor Area Ratio	40:55D-70D(4) An increase in the permitted floor area ratio as defined in section 3.1 of P.L.1975, c291 (C.40:55D-4).
D-5	Density	40:55D-70(5) An increase in the permitted density as defined in section 3.1 of P.L. 1975, c291 (C.40:55D-4), except as applied to the required lot area for a lot or lots for detached one or two dwelling unit buildings, which lot or lots are either an isolated undersized lot or lots resulting from a minor subdivision.
D-6	Height	40:55D-70(6) A height of a principal structure which exceeds by 10 feet or 10% of the maximum height permitted in the district for a principal structure. A variance under this subsection shall be granted only by affirmative vote of at least five members, in the case of a municipal board, or two-thirds of the full anthorized membership, in the case of a regional board, pursuant to article 10 of this act.

# Scarce inventory is driving up the price of Central Jersey homes

By Bill Sanservino

• Mar 1, 2021 Updated Jun 21, 2021

For those looking to sell their home, now is as good a time as it has been in many years. Prices are up and inventory is down- that's the state of residential real estate in New Jersey's capital region during the first months of 2021, according to reports by real estate companies and several Mercer County real estate professionals interviewed by the Hopewell Express.

Lisa LeRay, vice president of the Mercer County Top Producers Association, said that when things started shutting down due to the pandemic last March and April, it definitely put a stop on the real estate market.

Things began to change a few months later. "When June came around and things were opening up again, the market took off like wildfire," she said. "The buyers were determined to still buy, especially being that rates were at an all time low."

But sellers weren't quite ready to put their homes on the market.

Donna Lucarelli, an agent with Keller Williams Real Estate-Princeton said she has seen inventory drop "tremendously" through 2020 and into the new year. "The law of supply and demand holds true," said Lucarelli, who specializes in real estate in the West Windsor area. "Less houses, high buyer demand. The prices of West Windsor homes have soared to great heights. Prices are better than 2005. The current market is a seller's market. Right now, it takes one weekend to sell a house in West Windsor, if the price is right." According to Lucarelli, buyers are coming from New York City and want homes with land and a spacious home for their family, adding that her listings have sold for full price, and some have sold for up to \$30,000 over the asking price.

Laurel Cecila, realtor and chief marketing officer for Callaway Henderson Southeby's International Realty, said the current market isn't following its typical seasonal cycle.

"Despite the fact that we're at least 6-8 weeks ahead of what is typically the peak time of year for home sales, there are many qualified buyers seriously seeking homes to purchase," she said, adding that there are also many more motivated sellers than usual. "Well-priced homes with compelling features and in good condition sell quickly—often receiving multiple offers."

A 2020 year-end report by Callaway Henderson states: "In our communities and across the country, the impacts of COVID-19 brought a particular focus on the benefits of home—what it means to each of us and how the notion has been forever redefined.

"Some experienced a renewed appreciation for the home they already had; others craved immediate change; and still more anticipated the need for a move in the near future."

The lack of inventory, which was at historical low levels last year, made even that market feel busier, said the report. There was a 114% surge in buyers from New York and Philadelphia since 2019, and they found homes in lower-priced local markets, such as Lawrence and Hopewell townships.

"Even though inventory was down, the number of contracts increased dramatically—so much so that average sales prices in those municipalities skyrocketed as well," the report said.

The buyers were able to find homes in those communities priced between 40 and 60% lower than Princeton, where the average sale price was \$1.04 million.

The market for homes at the higher end of the price range was slow throughout most of the year, but picked up in the fourth quarter. That continued into January, said the report. "In

fact, there have been more \$2 million-plus contracts this December and January than during any other such time in Mercer County's history."

A Mercer County market report for January 2021 released last month by Long and Foster shows the trends from 2020 continuing into the new year. There were a total of 295 units sold in January, which was an increase of 8% versus January 2020, the report said. Inventory is down significantly. The total number of homes available in January was lower by 617 units (62%) versus last year. The total number of active inventory this January was 379, compared to 996 in January 2020. January's total of 379 available units was lower than December's inventory of 500, a decrease of 24%.

In January, there was 1.3 months of supply available in Mercer County, compared to 3.7 in January 2020—a decrease of 65% versus a year ago, according to the report. 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.

There were 309 homes newly listed for sale in Mercer County in January, compared to 370 in January 2020, a decrease of 16%. There were 358 current contracts pending sale in January compared to 283 a year ago. The number of contracts was 27% higher than last January.

The lower inventory resulted in an increase of the median sale price over last year. In January 2020, the median sale price for Mercer County homes was \$259,000. This January, the median sale price was \$305,000, an increase of \$46,000 (18%) compared to last year. The January median sold price was 1% higher than in December.

The report also shows that overall, Mercer County homes spent significantly less time on the market and sold for more in January. The average sale price was 98.7% of the average list price, which is 1.9% higher than 2020. Meanwhile, the average number of days on market was 41, lower than the average last year, which was 70, a decrease of 41%.

## West Windsor Township

According to Long and Foster, 20 homes sold in the West Windsor market during January, an increase of 18% versus January 2020.

Inventory is down significantly. The total number of units for sale in January was 18, as compared to 46 in January 2020, a decrease of 31%.

The median sale price was up about 4%, increasing from \$610,000 in 2020 to \$635, 000 in January 2021. The price was also up 12% over December.

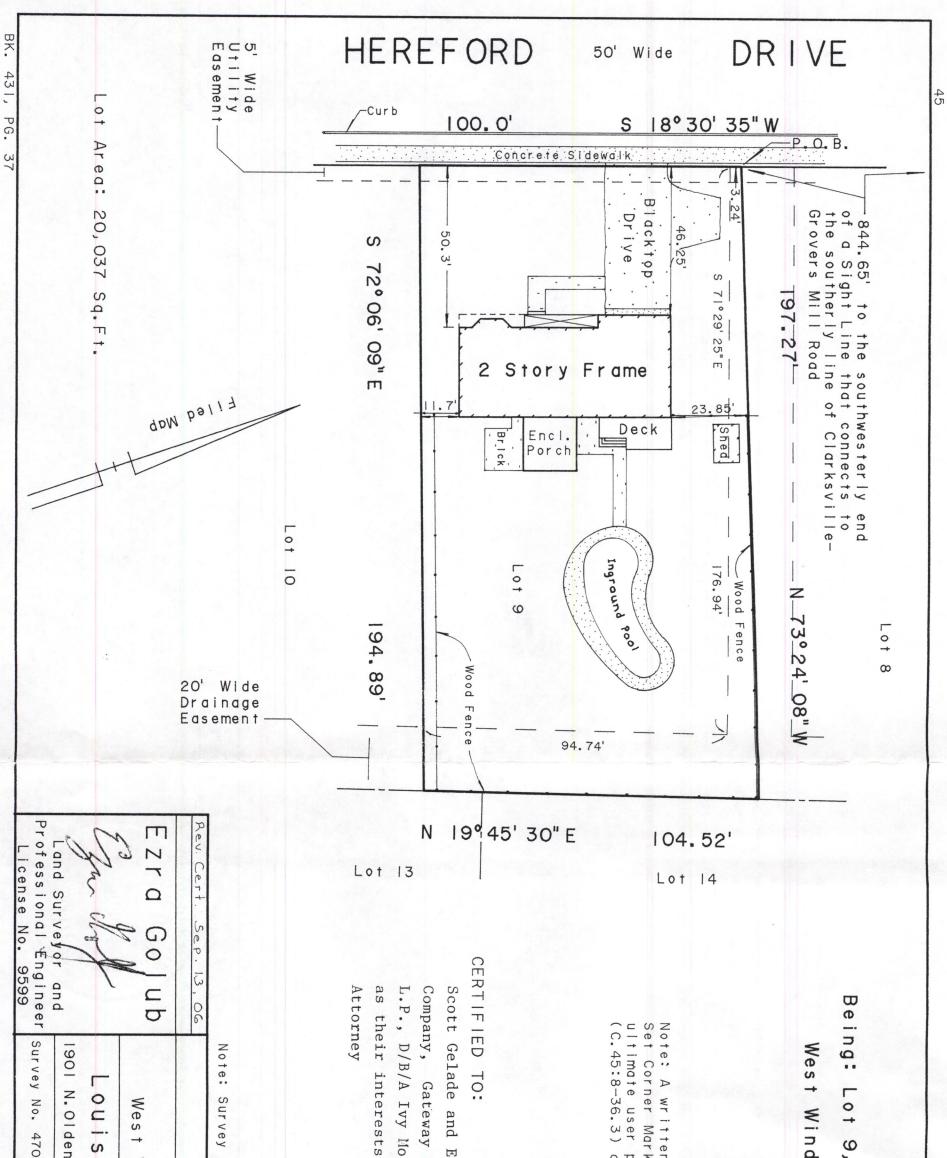
The number of months of supply was down 67%. It decreased from 2.7 months in January 2020 to 2.7 months during the first month of this year. In January, the average number of days on market was 45, lower than the average last year, which was 78, a decrease of 42%.

In January, there were 18 homes newly listed for sale in West Windsor, compared to 30 last January, a decrease of 40%. There were 22 current contracts pending sale this January compared to 16 a year ago. The number of current contracts is 38% higher than last January.

Cecila, Leray and Lucarelli all believe that the market will continue to be strong moving into the rest of 2021.

A common theme among buyers has been the desire for more space and more room to spread out—both inside and out. Cecila said the most frequently asked for wishlist items include: home offices; home gyms; home theaters; and larger backyards with swimming pools, sports courts and other outdoor entertaining amenities.

Lucarelli said that homes with an office, or space for an office, is a big advantage now that more and more people are working from home. She added that in many cases, families use an extra bedroom as an office.



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