



The Long & Foster Market Minute™

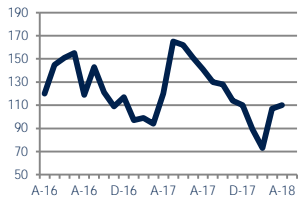
Focus On: Newark and Glasgow Housing Market

April 2018

Zip Code(s): 19702, 19711 and 19713

Units Sold

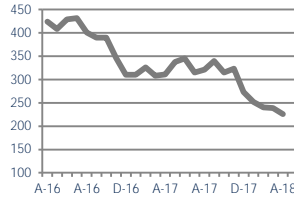
110



Down -8%
Vs. Year Ago

Active Inventory

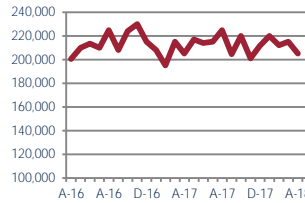
226



Down -27%
Vs. Year Ago

Median Sale Price

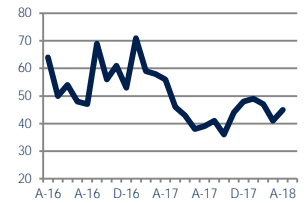
\$205,000



No Change
Vs. Year Ago

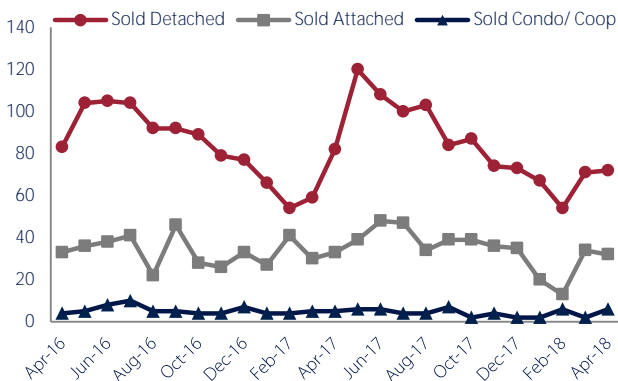
Days On Market

45



Down -20%
Vs. Year Ago

Units Sold*



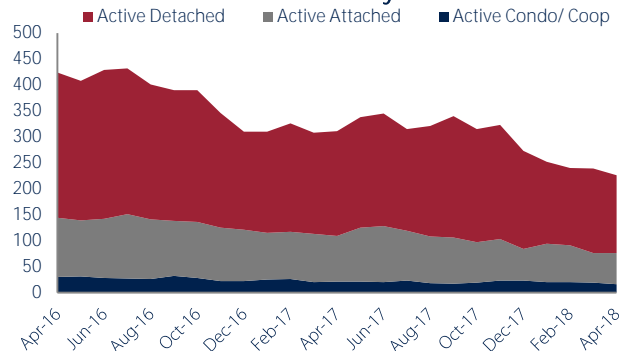
Units Sold

There was an increase in total units sold in April, with 110 sold this month in Newark and Glasgow versus 107 last month, an increase of 3%. This month's total units sold was lower than at this time last year, a decrease of 8% versus April 2017.

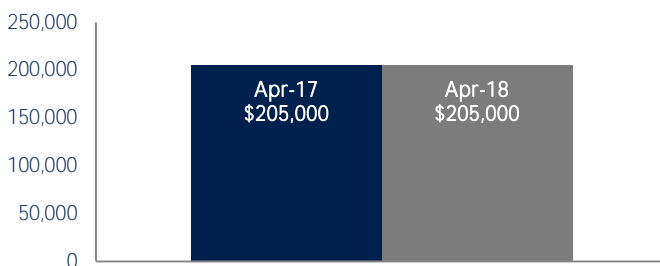
Active Inventory

Versus last year, the total number of homes available this month is lower by 85 units or 27%. The total number of active inventory this April was 226 compared to 311 in April 2017. This month's total of 226 is lower than the previous month's total supply of available inventory of 239, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Newark and Glasgow Homes was \$205,000. This April, the median sale price was \$205,000, which is similar compared to a year ago. The current median sold price is 5% higher than in March.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Newark and Glasgow are defined as properties listed in zip code/s 19702, 19711 and 19713.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by TREND and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of TREND or Long & Foster Real Estate, Inc.



CHRISTIE'S
INTERNATIONAL REAL ESTATE



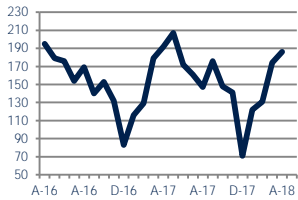
Focus On: Newark and Glasgow Housing Market

April 2018

Zip Code(s): 19702, 19711 and 19713

New Listings

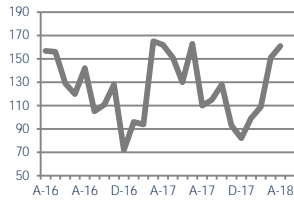
186



Down -3%
Vs. Year Ago

Current Contracts

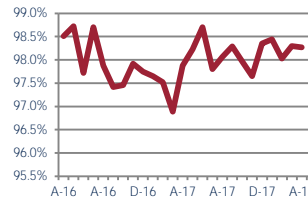
161



Down -1%
Vs. Year Ago

Sold Vs. List Price

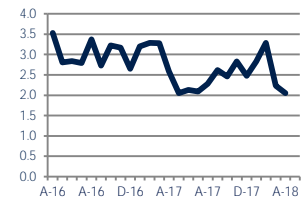
98.3%



No Change
Vs. Year Ago

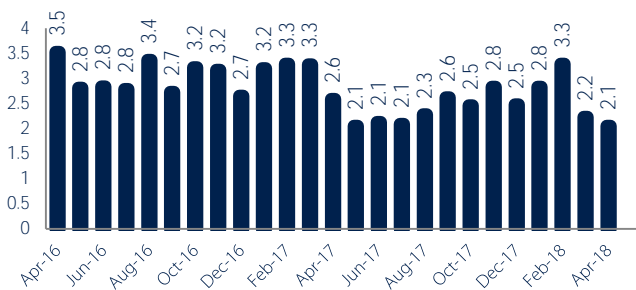
Months of Supply

2.1



Down -21%
Vs. Year Ago

Months Of Supply



Months of Supply

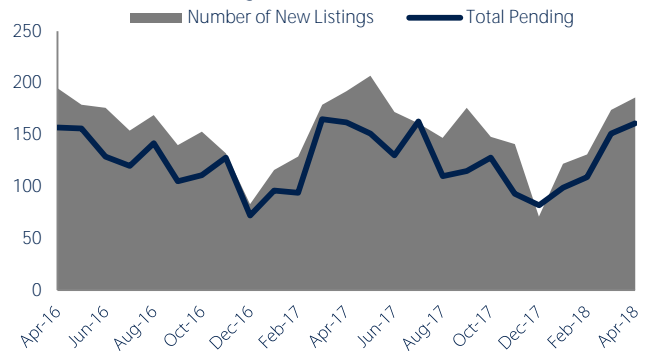
In April, there was 2.1 months of supply available in Newark and Glasgow, compared to 2.6 in April 2017. That is a decrease of 21% versus a year ago.

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.

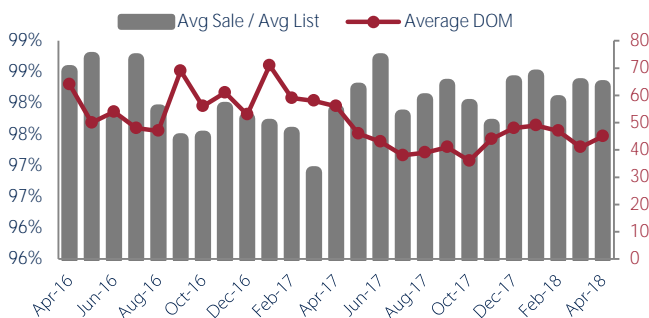
New Listings & Current Contracts

This month there were 186 homes newly listed for sale in Newark and Glasgow compared to 192 in April 2017, a decrease of 3%. There were 161 current contracts pending sale this April compared to 162 a year ago. The number of current contracts is 1% lower than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Newark and Glasgow was 98.3% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 45, lower than the average last year, which was 56, a decrease of 20%.



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