



The Long & Foster Market Minute™

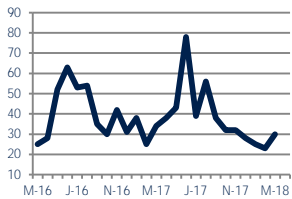
Focus On: Ashland and Springdale Housing Market

March 2018

Zip Code(s): 08003

Units Sold

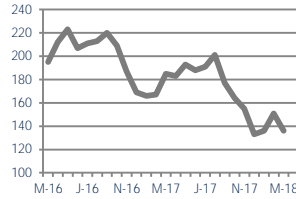
30



Down -12%
Vs. Year Ago

Active Inventory

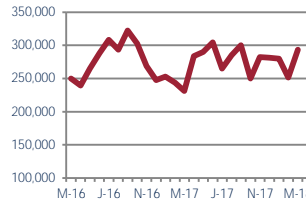
136



Down -26%
Vs. Year Ago

Median Sale Price

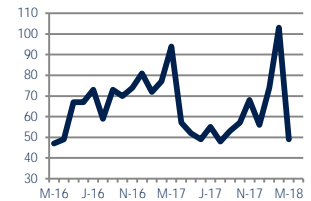
\$293,500



Up
Vs. Year Ago

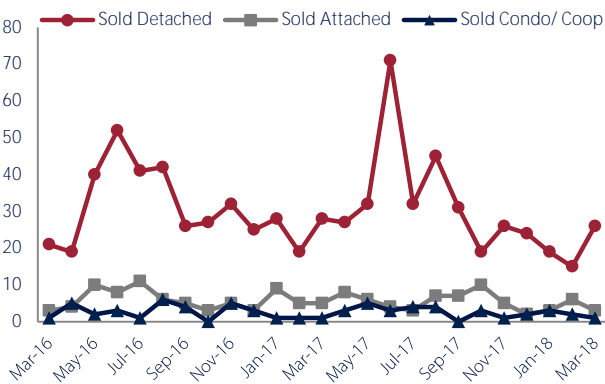
Days On Market

49



Down -48%
Vs. Year Ago

Units Sold*



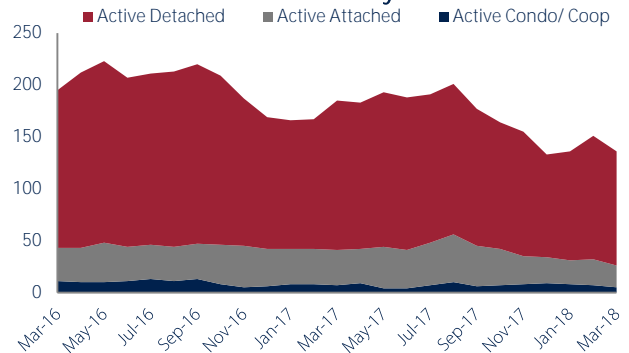
Units Sold

There was an increase in total units sold in March, with 30 sold this month in Ashland and Springdale versus 23 last month, an increase of 30%. This month's total units sold was lower than at this time last year, a decrease of 12% versus March 2017.

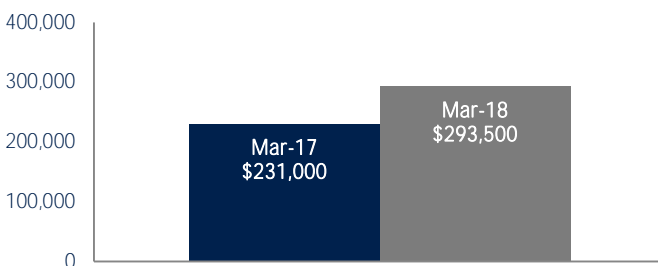
Active Inventory

Versus last year, the total number of homes available this month is lower by 49 units or 26%. The total number of active inventory this March was 136 compared to 185 in March 2017. This month's total of 136 is lower than the previous month's total supply of available inventory of 151, a decrease of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last March, the median sale price for Ashland and Springdale Homes was \$231,000. This March, the median sale price was \$293,500, an increase of \$62,500 compared to last year. The current median sold price is higher than in February.

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

Ashland and Springdale are defined as properties listed in zip code/s 08003.

*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



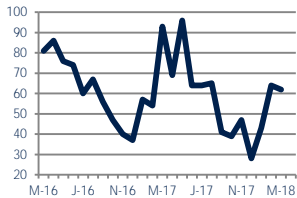
Focus On: Ashland and Springdale Housing Market

March 2018

Zip Code(s): 08003

New Listings

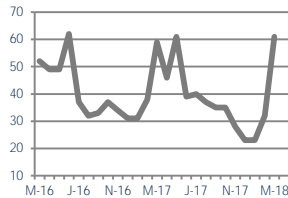
62



Down -33%
Vs. Year Ago

Current Contracts

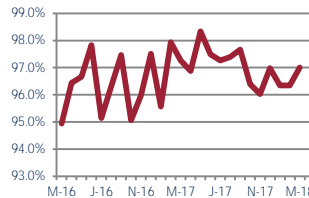
61



Up 3%
Vs. Year Ago

Sold Vs. List Price

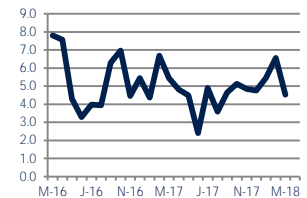
97.0%



No Change
Vs. Year Ago

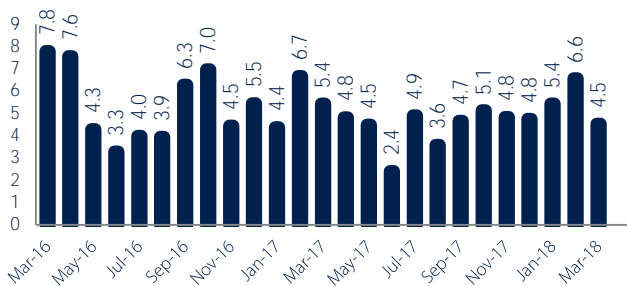
Months of Supply

4.5



Down -17%
Vs. Year Ago

Months Of Supply



Months of Supply

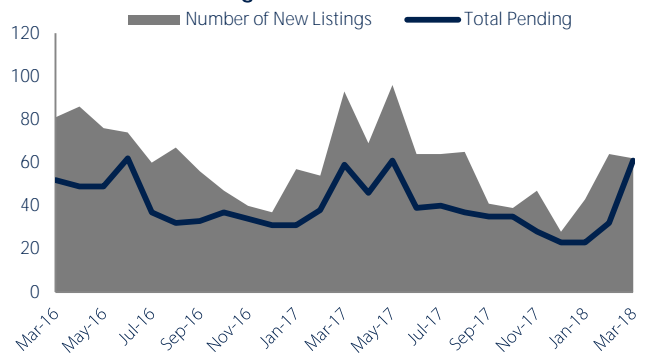
In March, there was 4.5 months of supply available in Ashland and Springdale, compared to 5.4 in March 2017. That is a decrease of 17% versus a year ago.

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.

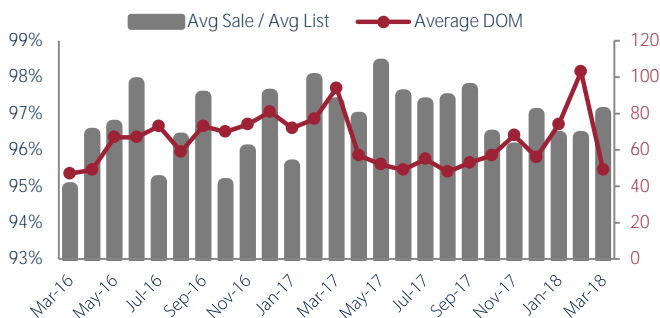
New Listings & Current Contracts

This month there were 62 homes newly listed for sale in Ashland and Springdale compared to 93 in March 2017, a decrease of 33%. There were 61 current contracts pending sale this March compared to 59 a year ago. The number of current contracts is 3% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Ashland and Springdale was 97.0% 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 49, lower than the average last year, which was 94, a decrease of 48%.



Ashland and Springdale are defined as properties listed in zip code/s 08003.

*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 TRiND 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 TRiND or Long & Foster Real Estate, Inc.

