



The Long & Foster Market Minute™

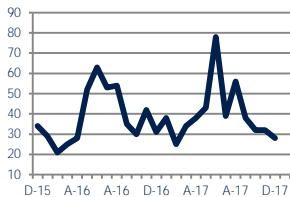
Focus On: Ashland and Springdale Housing Market

December 2017

Zip Code(s): 08003

Units Sold

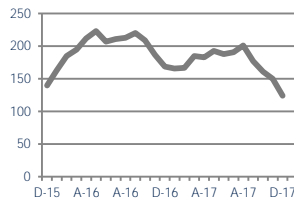
28



Down -10%
Vs. Year Ago

Active Inventory

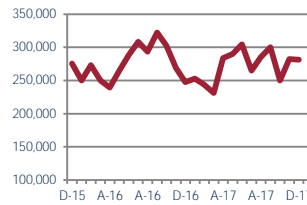
124



Down -27%
Vs. Year Ago

Median Sale Price

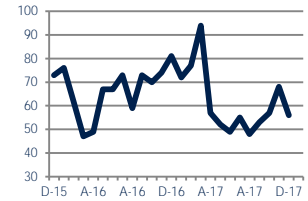
\$281,250



Up 14%
Vs. Year Ago

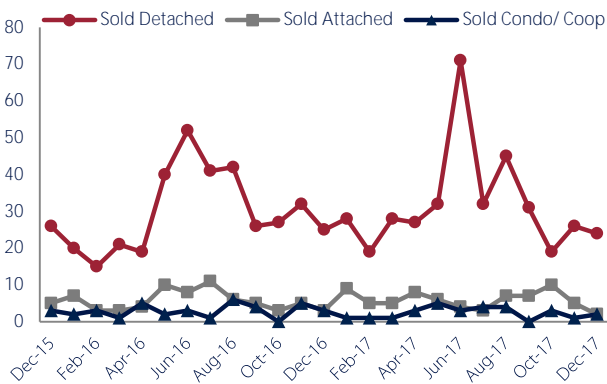
Days On Market

56



Down -31%
Vs. Year Ago

Units Sold*



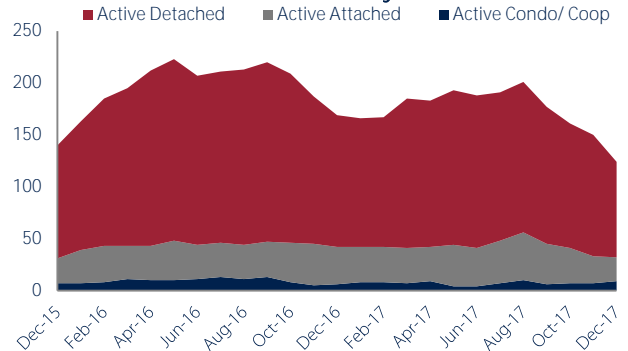
Units Sold

There was a decrease in total units sold in December, with 28 sold this month in Ashland and Springdale versus 32 last month, a decrease of 13%. This month's total units sold was lower than at this time last year, a decrease of 10% versus December 2016.

Active Inventory

Versus last year, the total number of homes available this month is lower by 45 units or 27%. The total number of active inventory this December was 124 compared to 169 in December 2016. This month's total of 124 is lower than the previous month's total supply of available inventory of 150, a decrease of 17%.

Active Inventory*

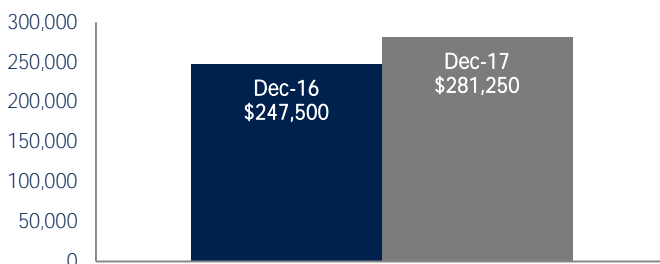


Median Sale Price

Last December, the median sale price for Ashland and Springdale Homes was \$247,500. This December, the median sale price was \$281,250, an increase of 14% or \$33,750 compared to last year. The current median sold price is approximately the same as the median price in November.

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

Median Sale Price



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.



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INTERNATIONAL REAL ESTATE





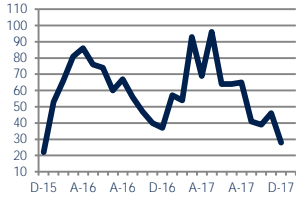
Focus On: Ashland and Springdale Housing Market

December 2017

Zip Code(s): 08003

New Listings

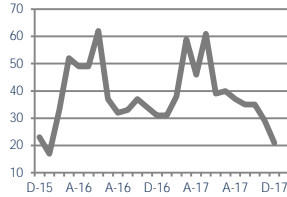
28



Down -24%
Vs. Year Ago

Current Contracts

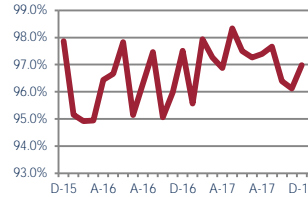
21



Down -32%
Vs. Year Ago

Sold Vs. List Price

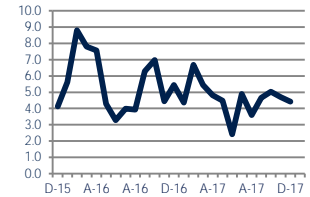
97.0%



Down -0.5%
Vs. Year Ago

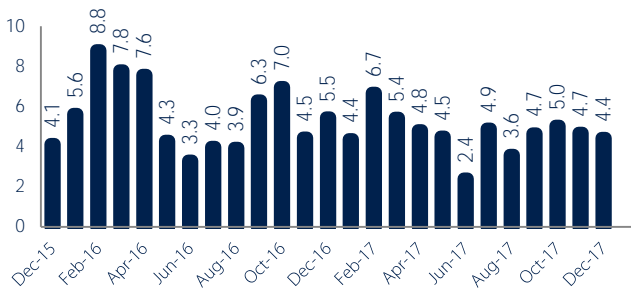
Months of Supply

4.4



Down -19%
Vs. Year Ago

Months Of Supply



Months of Supply

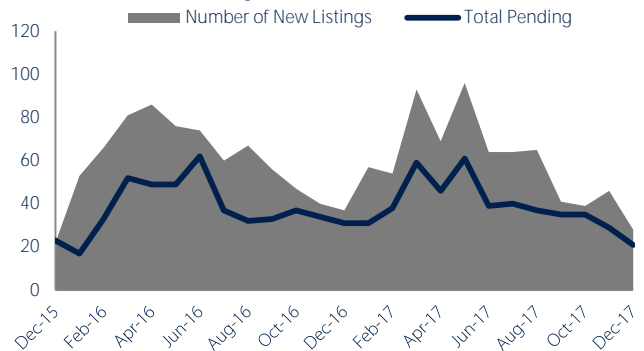
In December, there was 4.4 months of supply available in Ashland and Springdale, compared to 5.5 in December 2016. That is a decrease of 19% versus a year ago.

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.

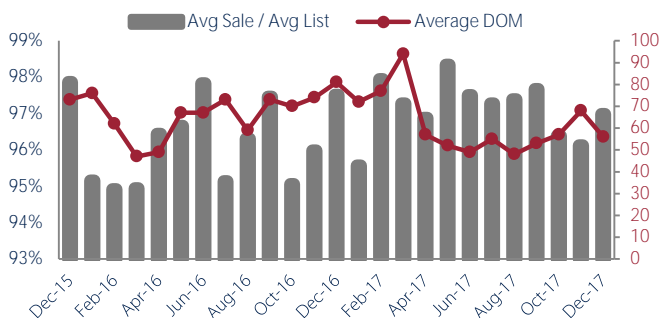
New Listings & Current Contracts

This month there were 28 homes newly listed for sale in Ashland and Springdale compared to 37 in December 2016, a decrease of 24%. There were 21 current contracts pending sale this December compared to 31 a year ago. The number of current contracts is 32% lower than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Ashland and Springdale was 97.0% of the average list price, which is 0.5% lower than at this time last year.

Days On Market

This month, the average number of days on market was 56, lower than the average last year, which was 81, a decrease of 31%.



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