



# The Long & Foster Market Minute™

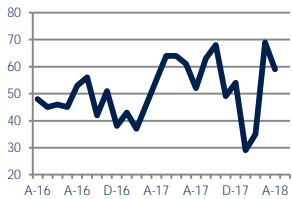
**Focus On:** Atco, Berlin, and Waterford Works Housing Market

April 2018

Zip Code(s): 08004, 08009, 08089, 08091 and 08018

## Units Sold

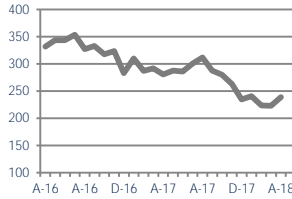
59



**Up 7%**  
Vs. Year Ago

## Active Inventory

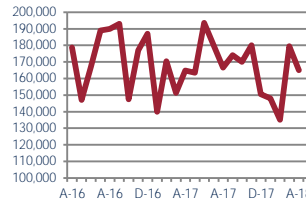
239



**Down -15%**  
Vs. Year Ago

## Median Sale Price

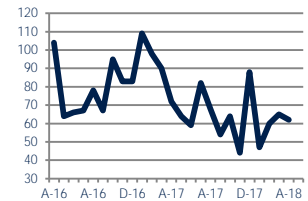
\$165,000



**No Change**  
Vs. Year Ago

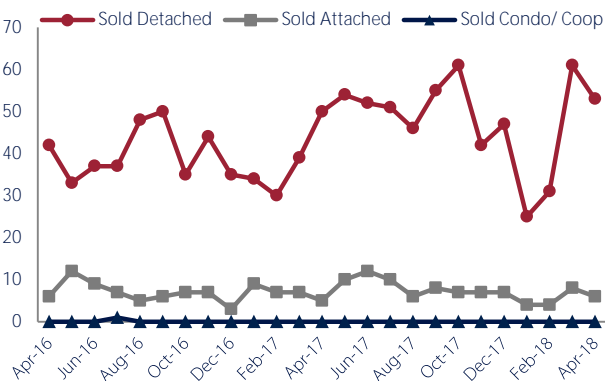
## Days On Market

62



**Down -14%**  
Vs. Year Ago

## Units Sold\*



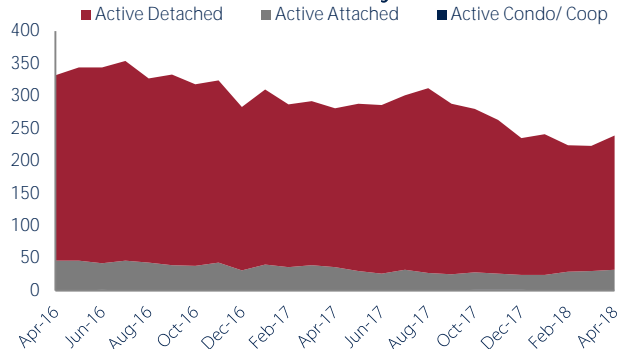
## Units Sold

There was a decrease in total units sold in April, with 59 sold this month in Atco, Berlin, and Waterford Works versus 69 last month, a decrease of 14%. This month's total units sold was higher than at this time last year, an increase of 7% versus April 2017.

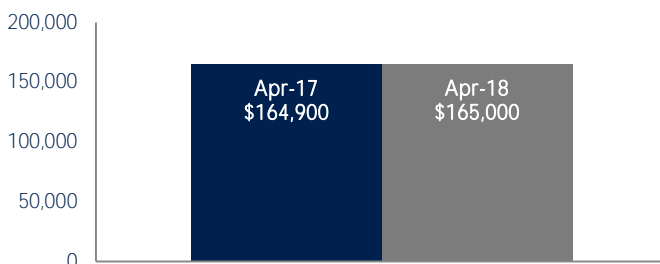
## Active Inventory

Versus last year, the total number of homes available this month is lower by 42 units or 15%. The total number of active inventory this April was 239 compared to 281 in April 2017. This month's total of 239 is higher than the previous month's total supply of available inventory of 223, an increase of 7%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last April, the median sale price for Atco, Berlin, and Waterford Works Homes was \$164,900. This April, the median sale price was \$165,000, which is similar compared to a year ago. The current median sold price is 8% 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.



Atco, Berlin, and Waterford Works are defined as properties listed in zip code/s 08004, 08009, 08089, 08091 and 08018.

\*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.





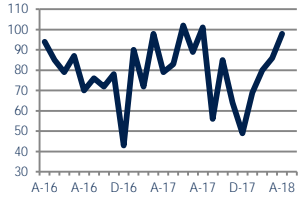
## Focus On: Atco, Berlin, and Waterford Works Housing Market

April 2018

Zip Code(s): 08004, 08009, 08089, 08091 and 08018

### New Listings

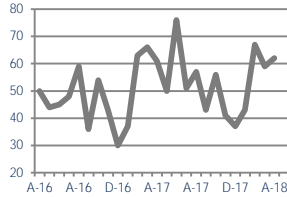
98



Up 24%  
Vs. Year Ago

### Current Contracts

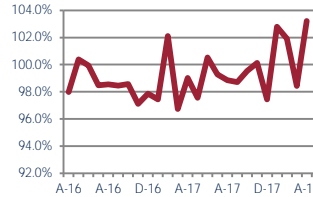
62



Up 2%  
Vs. Year Ago

### Sold Vs. List Price

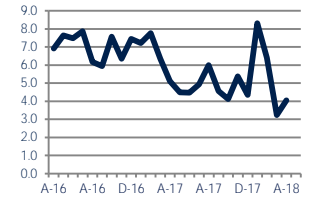
103.2%



Up 4.2%  
Vs. Year Ago

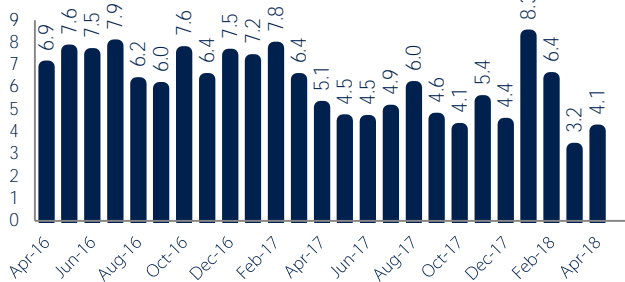
### Months of Supply

4.1



Down -21%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

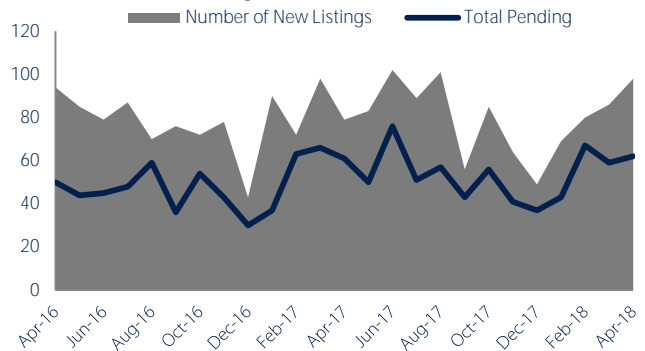
In April, there was 4.1 months of supply available in Atco, Berlin, and Waterford Works, compared to 5.1 in April 2017. That is a decrease of 21% versus a year ago.

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.

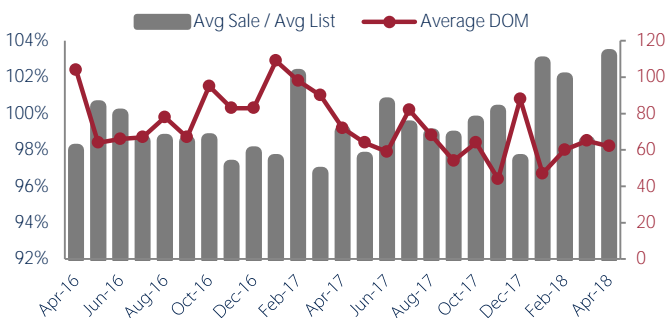
### New Listings & Current Contracts

This month there were 98 homes newly listed for sale in Atco, Berlin, and Waterford Works compared to 79 in April 2017, an increase of 24%. There were 62 current contracts pending sale this April compared to 61 a year ago. The number of current contracts is 2% higher 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 Atco, Berlin, and Waterford Works was 103.2% of the average list price, which is 4.2% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 62, lower than the average last year, which was 72, a decrease of 14%.



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