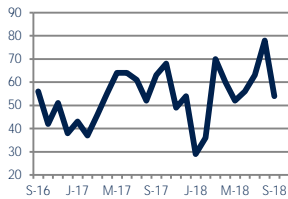


Zip Code(s): 08004, 08009, 08089, 08091 and 08018

### Units Sold

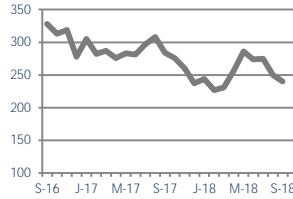
54



Down -14%  
Vs. Year Ago

### Active Inventory

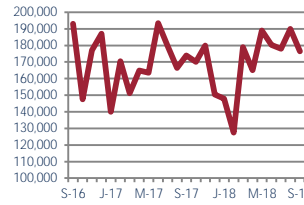
240



Down -15%  
Vs. Year Ago

### Median Sale Price

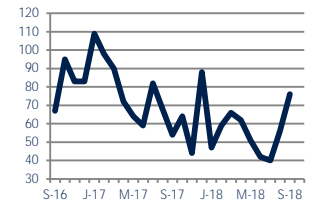
\$176,500



Up 1%  
Vs. Year Ago

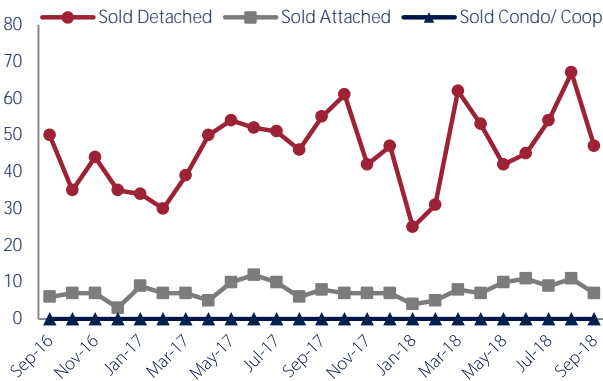
### Days On Market

76



Up 41%  
Vs. Year Ago

### Units Sold\*



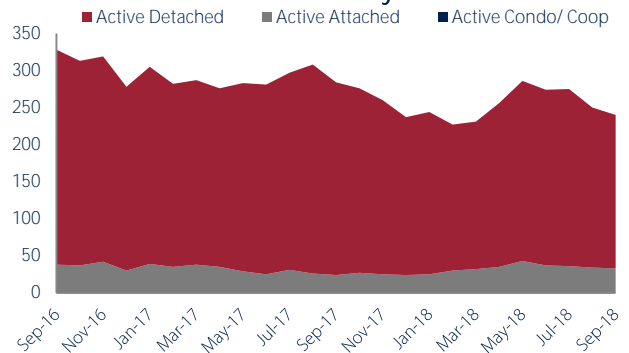
### Units Sold

There was a decrease in total units sold in September, with 54 sold this month in Atco, Berlin, and Waterford Works versus 78 last month, a decrease of 31%. This month's total units sold was lower than at this time last year, a decrease of 14% versus September 2017.

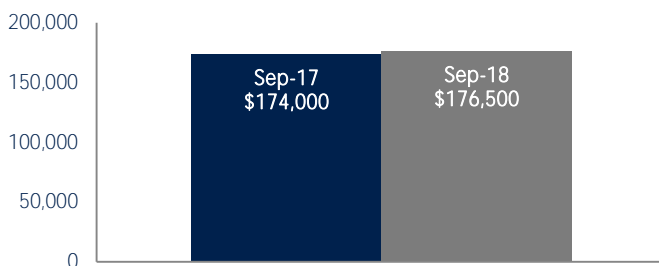
### Active Inventory

Versus last year, the total number of homes available this month is lower by 44 units or 15%. The total number of active inventory this September was 240 compared to 284 in September 2017. This month's total of 240 is lower than the previous month's total supply of available inventory of 250, a decrease of 4%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Atco, Berlin, and Waterford Works Homes was \$174,000. This September, the median sale price was \$176,500, an increase of 1% or \$2,500 compared to last year. The current median sold price is 7% lower than in August.

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.



CHRISTIE'S  
INTERNATIONAL REAL ESTATE



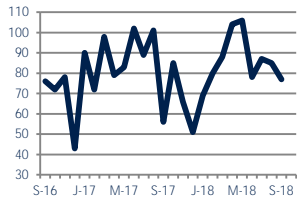
## Focus On: Atco, Berlin, and Waterford Works Housing Market

September 2018

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

### New Listings

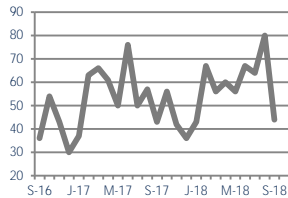
77



Up 38%  
Vs. Year Ago

### Current Contracts

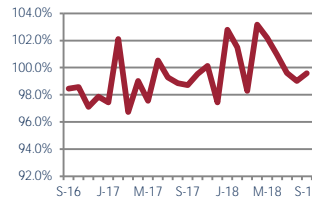
44



Up 2%  
Vs. Year Ago

### Sold Vs. List Price

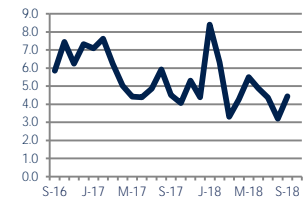
99.6%



Up 0.9%  
Vs. Year Ago

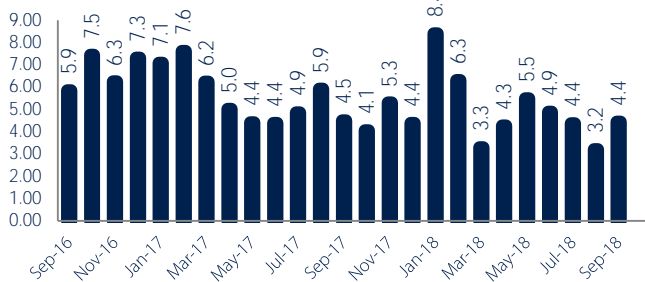
### Months of Supply

4.4



No Change  
Vs. Year Ago

### Months Of Supply



### New Listings & Current Contracts

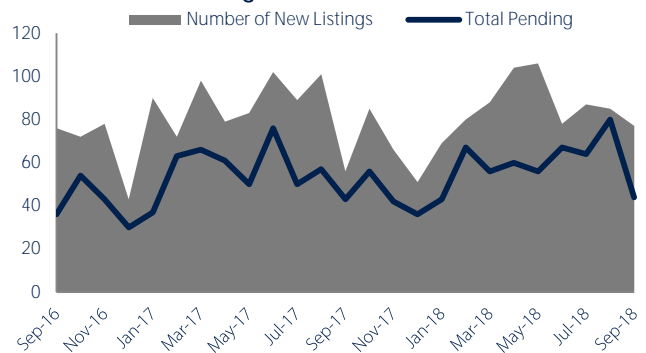
This month there were 77 homes newly listed for sale in Atco, Berlin, and Waterford Works compared to 56 in September 2017, an increase of 38%. There were 44 current contracts pending sale this September compared to 43 a year ago. The number of current contracts is 2% higher than last September.

### Months of Supply

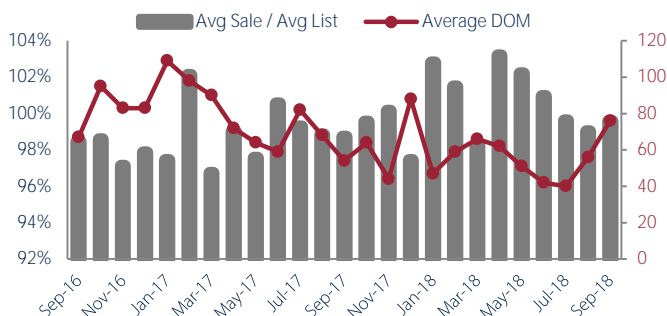
In September, there was 4.4 months of supply available in Atco, Berlin, and Waterford Works. The amount of supply is similar compared to a year ago.

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



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in Atco, Berlin, and Waterford Works was 99.6% of the average list price, which is 0.9% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 76, higher than the average last year, which was 54, an increase of 41%.



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