



The Long & Foster Market Minute™

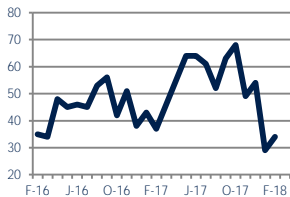
Focus On: Atco, Berlin, and Waterford Works Housing Market

February 2018

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

Units Sold

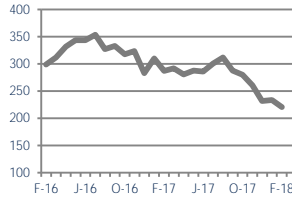
34



Down -8%
Vs. Year Ago

Active Inventory

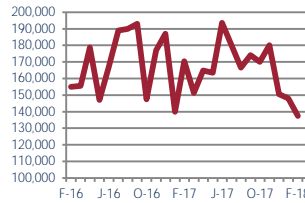
221



Down -23%
Vs. Year Ago

Median Sale Price

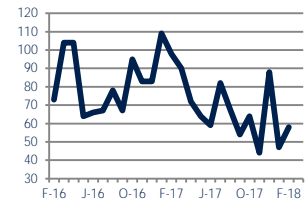
\$137,500



Down -19%
Vs. Year Ago

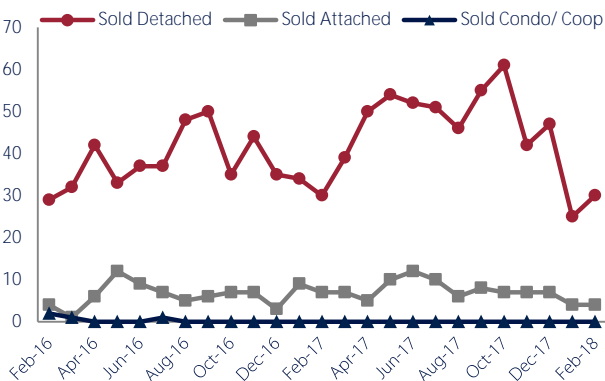
Days On Market

58



Down -41%
Vs. Year Ago

Units Sold*



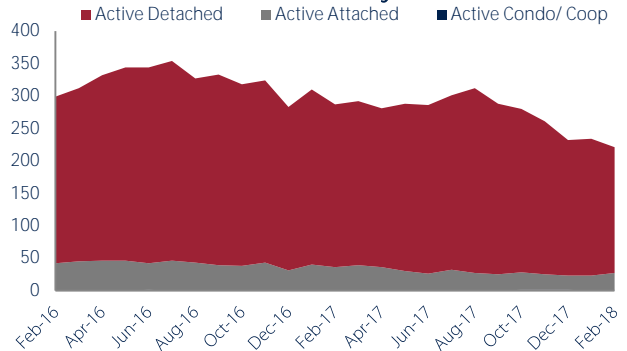
Units Sold

There was an increase in total units sold in February, with 34 sold this month in Atco, Berlin, and Waterford Works versus 29 last month, an increase of 17%. This month's total units sold was lower than at this time last year, a decrease of 8% versus February 2017.

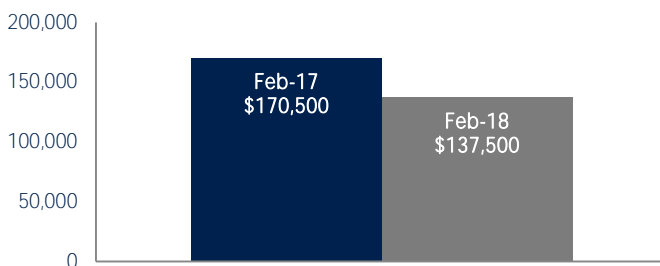
Active Inventory

Versus last year, the total number of homes available this month is lower by 66 units or 23%. The total number of active inventory this February was 221 compared to 287 in February 2017. This month's total of 221 is lower than the previous month's total supply of available inventory of 234, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for Atco, Berlin, and Waterford Works Homes was \$170,500. This February, the median sale price was \$137,500, a decrease of 19% or \$33,000 compared to last year. The current median sold price is 7% lower than in January.

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 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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE



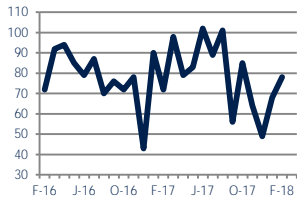
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February 2018

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

New Listings

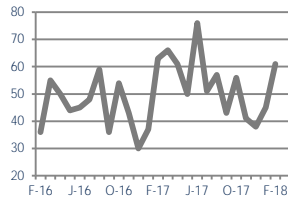
78



Up 8%
Vs. Year Ago

Current Contracts

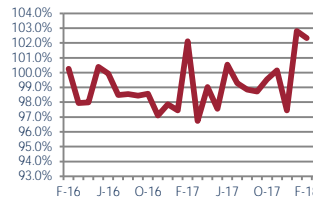
61



Down -3%
Vs. Year Ago

Sold Vs. List Price

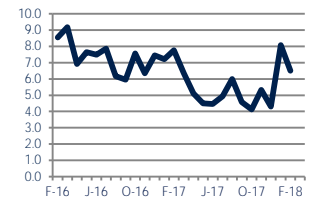
102.3%



No Change
Vs. Year Ago

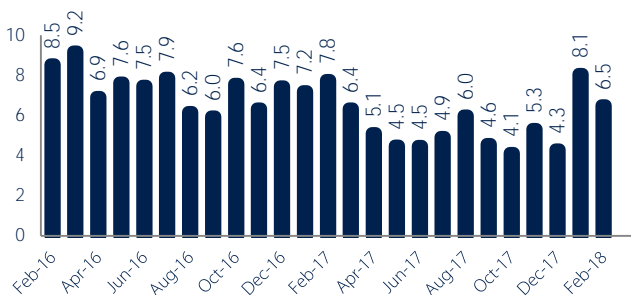
Months of Supply

6.5



Down -16%
Vs. Year Ago

Months Of Supply



Months of Supply

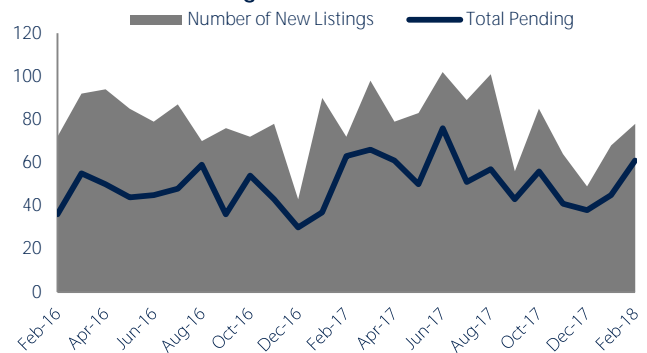
In February, there was 6.5 months of supply available in Atco, Berlin, and Waterford Works, compared to 7.8 in February 2017. That is a decrease of 16% versus a year ago.

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.

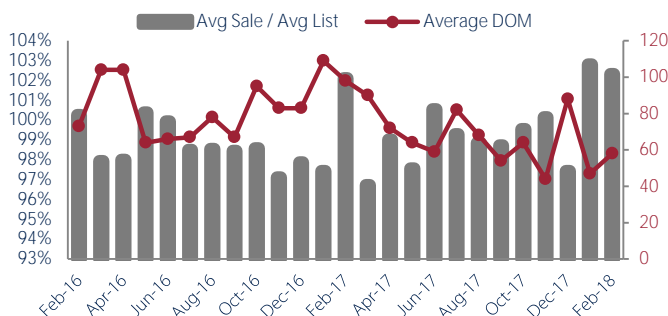
New Listings & Current Contracts

This month there were 78 homes newly listed for sale in Atco, Berlin, and Waterford Works compared to 72 in February 2017, an increase of 8%. There were 61 current contracts pending sale this February compared to 63 a year ago. The number of current contracts is 3% lower than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Atco, Berlin, and Waterford Works was 102.3% 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 58, lower than the average last year, which was 98, a decrease of 41%.



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