



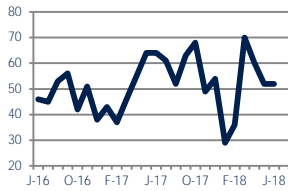
# The Long & Foster Market Minute™

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

June 2018

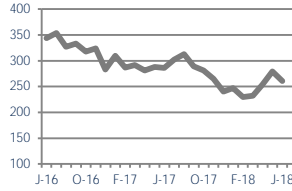
Zip Code(s): 08004, 08009, 08089, 08091 and 08018

**Units Sold**  
52



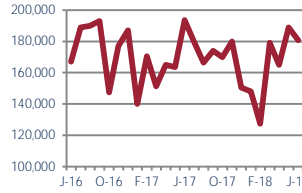
**Down -19%**  
Vs. Year Ago

**Active Inventory**  
261



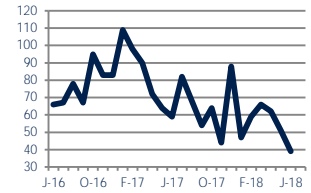
**Down -9%**  
Vs. Year Ago

**Median Sale Price**  
\$180,750



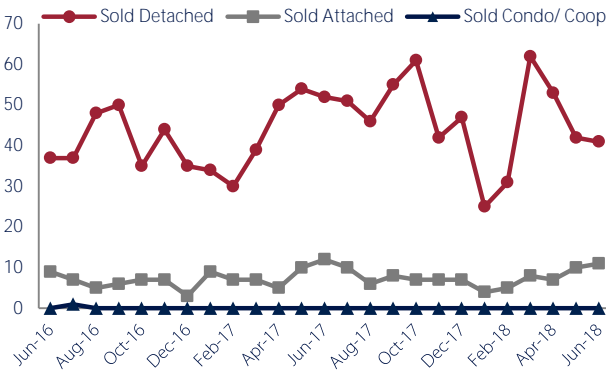
**Down -7%**  
Vs. Year Ago

**Days On Market**  
39



**Down -34%**  
Vs. Year Ago

## Units Sold\*



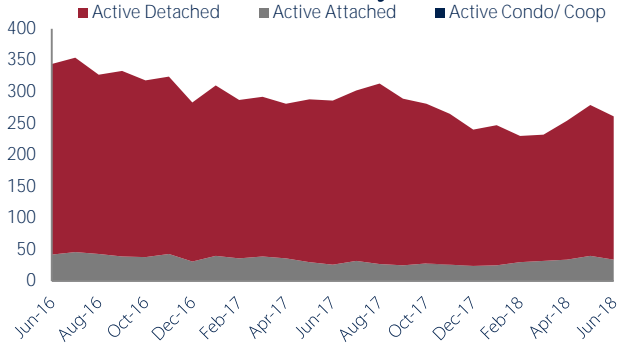
## Units Sold

The number of units sold remained stable in June, with 52 sold this month in Atco, Berlin, and Waterford Works. This month's total units sold was lower than at this time last year, a decrease of 19% versus June 2017.

## Active Inventory

Versus last year, the total number of homes available this month is lower by 25 units or 9%. The total number of active inventory this June was 261 compared to 286 in June 2017. This month's total of 261 is lower than the previous month's total supply of available inventory of 279, a decrease of 6%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last June, the median sale price for Atco, Berlin, and Waterford Works Homes was \$193,500. This June, the median sale price was \$180,750, a decrease of 7% or \$12,750 compared to last year. The current median sold price is 4% lower than in May.

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

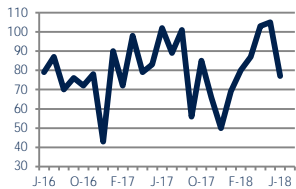




Zip Code(s): 08004, 08009, 08089, 08091 and 08018

### New Listings

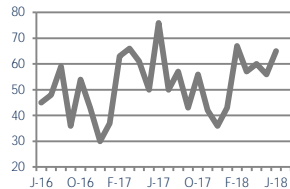
77



Down -25%  
Vs. Year Ago

### Current Contracts

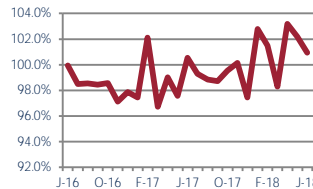
65



Down -14%  
Vs. Year Ago

### Sold Vs. List Price

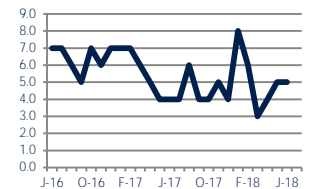
101.0%



No Change  
Vs. Year Ago

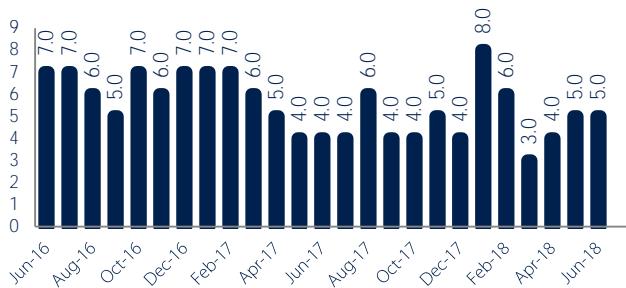
### Months of Supply

5.0



Up 25%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

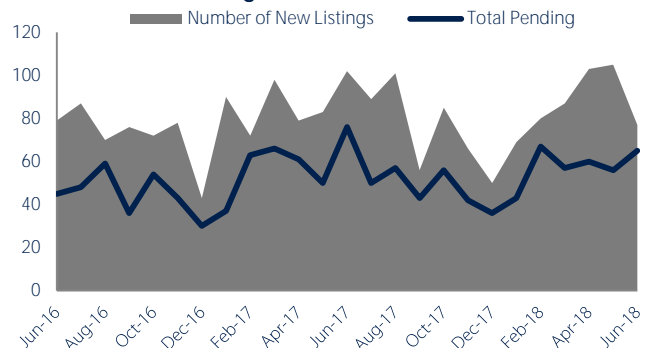
In June, there was 5.0 months of supply available in Atco, Berlin, and Waterford Works, compared to 4.5 in June 2017. That is an increase of 12% versus a year ago.

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.

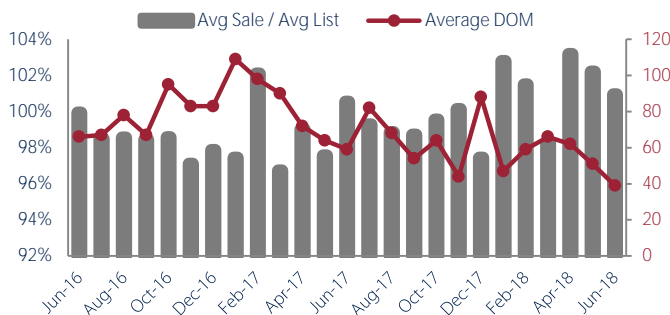
### New Listings & Current Contracts

This month there were 77 homes newly listed for sale in Atco, Berlin, and Waterford Works compared to 102 in June 2017, a decrease of 25%. There were 65 current contracts pending sale this June compared to 76 a year ago. The number of current contracts is 14% lower than last June.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In June, the average sale price in Atco, Berlin, and Waterford Works was 101.0% 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 39, lower than the average last year, which was 59, a decrease of 34%.



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.

