



The Long & Foster Market Minute™

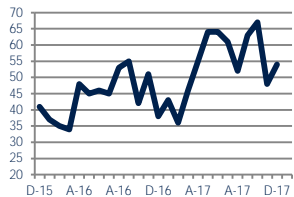
Focus On: Atco, Berlin, and Waterford Works Housing Market

December 2017

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

Units Sold

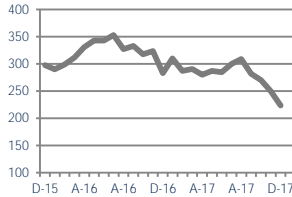
54



Up
Vs. Year Ago

Active Inventory

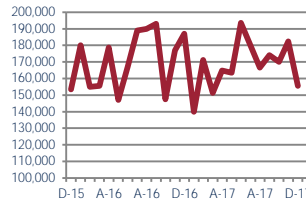
224



Down -21%
Vs. Year Ago

Median Sale Price

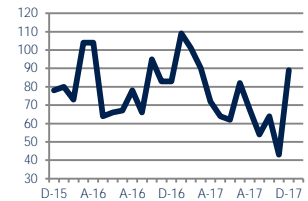
\$155,500



Down -17%
Vs. Year Ago

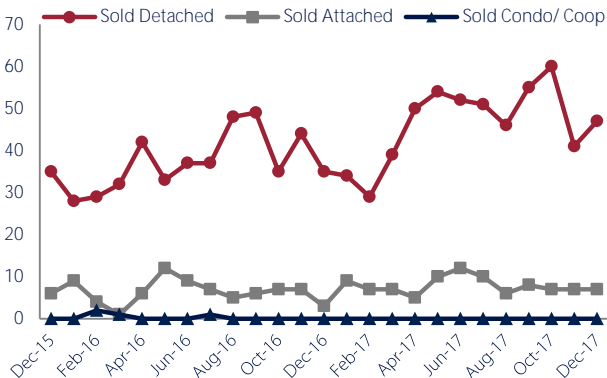
Days On Market

89



Up 7%
Vs. Year Ago

Units Sold*



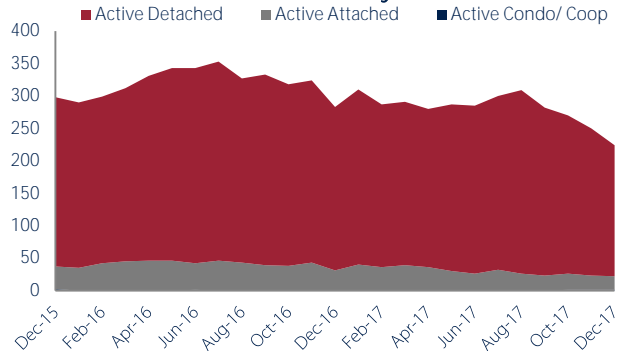
Units Sold

There was an increase in total units sold in December, with 54 sold this month in Atco, Berlin, and Waterford Works. This month's total units sold was higher than at this time last year.

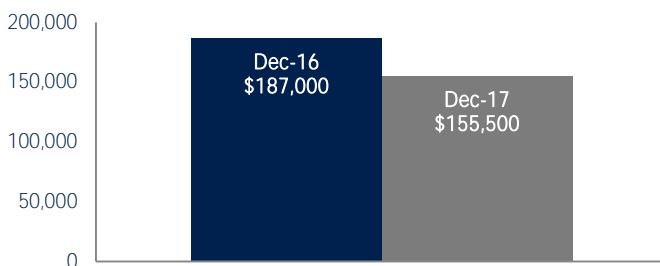
Active Inventory

Versus last year, the total number of homes available this month is lower by 59 units or 21%. The total number of active inventory this December was 224 compared to 283 in December 2016. This month's total of 224 is lower than the previous month's total supply of available inventory of 250, a decrease of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Atco, Berlin, and Waterford Works Homes was \$187,000. This December, the median sale price was \$155,500, a decrease of 17% or \$31,500 compared to last year. The current median sold price is 15% lower than in November.

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.





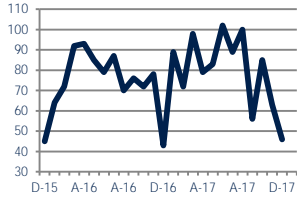
Focus On: Atco, Berlin, and Waterford Works Housing Market

December 2017

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

New Listings

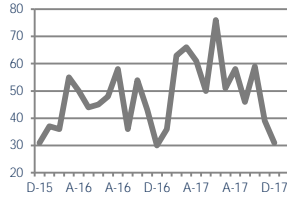
46



Up 7%
Vs. Year Ago

Current Contracts

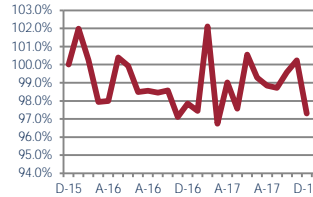
31



Up 3%
Vs. Year Ago

Sold Vs. List Price

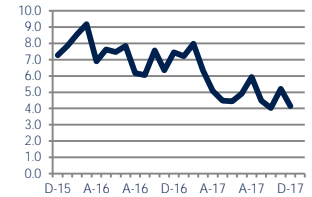
97.3%



Down -0.6%
Vs. Year Ago

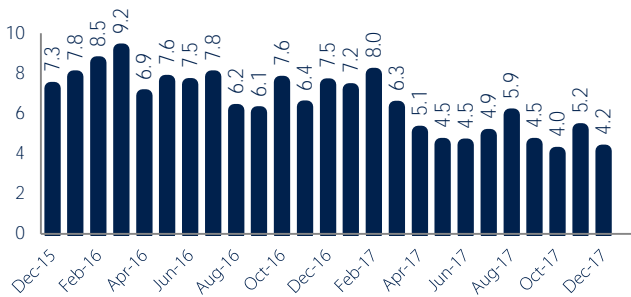
Months of Supply

4.2



Down -44%
Vs. Year Ago

Months Of Supply



Months of Supply

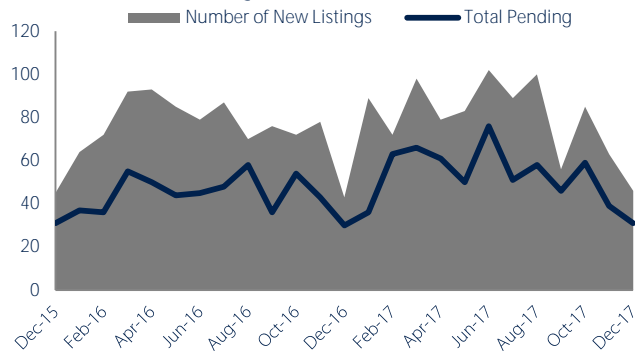
In December, there was 4.1 months of supply available in Atco, Berlin, and Waterford Works, compared to 7.4 in December 2016. That is a decrease of 44% versus a year ago.

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.

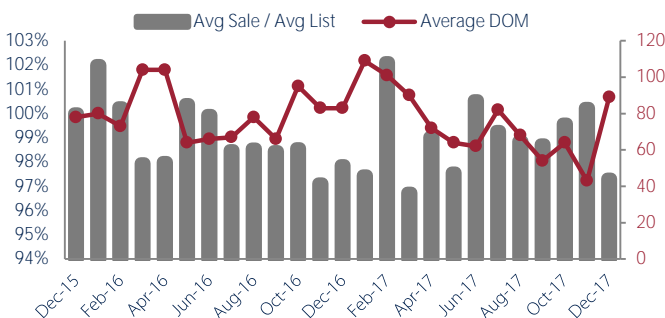
New Listings & Current Contracts

This month there were 46 homes newly listed for sale in Atco, Berlin, and Waterford Works compared to 43 in December 2016, an increase of 7%. There were 31 current contracts pending sale this December compared to 30 a year ago. The number of current contracts is 3% higher 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 Atco, Berlin, and Waterford Works was 97.3% of the average list price, which is 0.6% lower than at this time last year.

Days On Market

This month, the average number of days on market was 89, higher than the average last year, which was 83, an increase of 7%.



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.

