

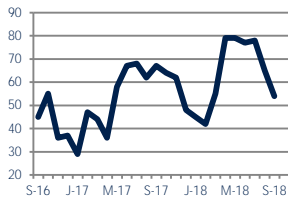
Focus On: Burlington, Florence, and Roebing Housing Market

September 2018

Zip Code(s): 08016, 08518 and 08554

Units Sold

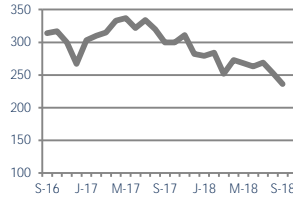
54



Down -19%
Vs. Year Ago

Active Inventory

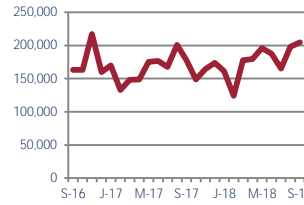
236



Down -21%
Vs. Year Ago

Median Sale Price

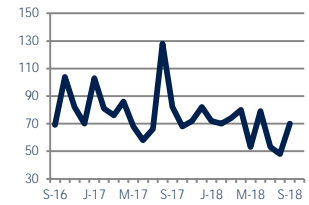
\$204,500



Up 15%
Vs. Year Ago

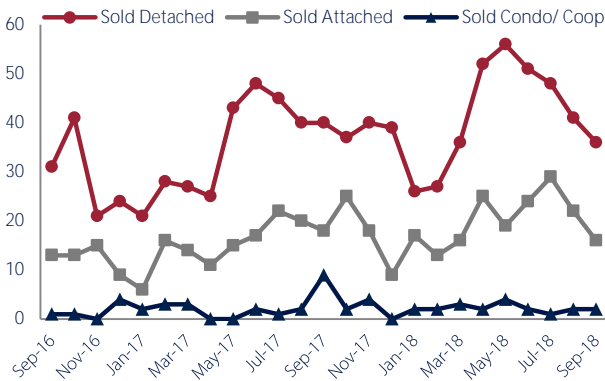
Days On Market

70



Down -15%
Vs. Year Ago

Units Sold*



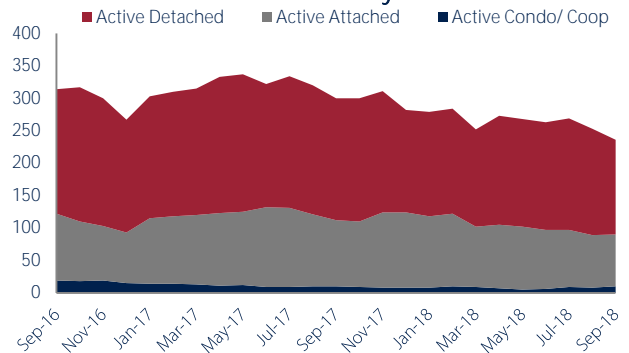
Units Sold

There was a decrease in total units sold in September, with 54 sold this month in Burlington, Florence, and Roebing versus 65 last month, a decrease of 17%. This month's total units sold was lower than at this time last year, a decrease of 19% versus September 2017.

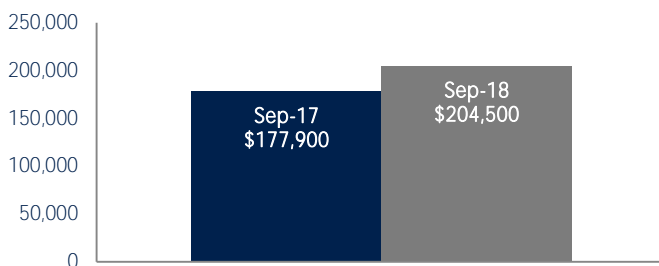
Active Inventory

Versus last year, the total number of homes available this month is lower by 64 units or 21%. The total number of active inventory this September was 236 compared to 300 in September 2017. This month's total of 236 is lower than the previous month's total supply of available inventory of 253, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Burlington, Florence, and Roebing Homes was \$177,900. This September, the median sale price was \$204,500, an increase of 15% or \$26,600 compared to last year. The current median sold price is 3% higher 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.

Burlington, Florence, and Roebing are defined as properties listed in zip code/s 08016, 08518 and 08554.

*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.



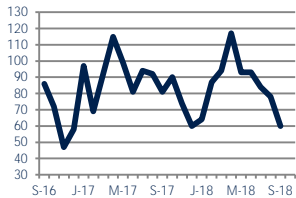
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 08016, 08518 and 08554

New Listings

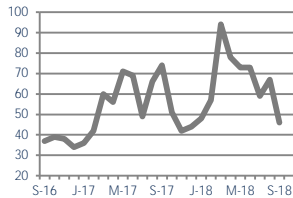
60



Down -26%
Vs. Year Ago

Current Contracts

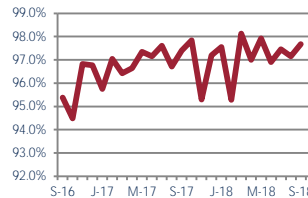
46



Down -38%
Vs. Year Ago

Sold Vs. List Price

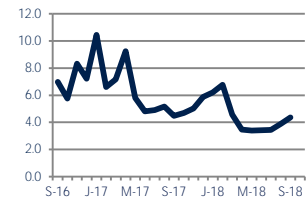
97.7%



No Change
Vs. Year Ago

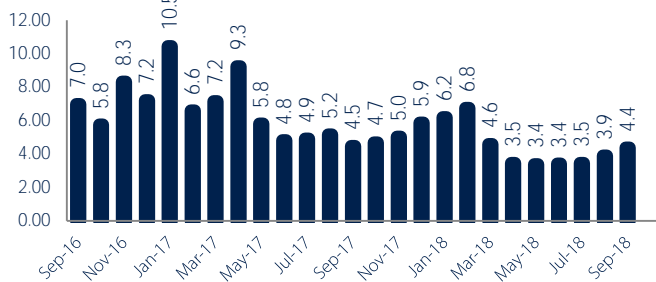
Months of Supply

4.4



Down -2%
Vs. Year Ago

Months Of Supply



Months of Supply

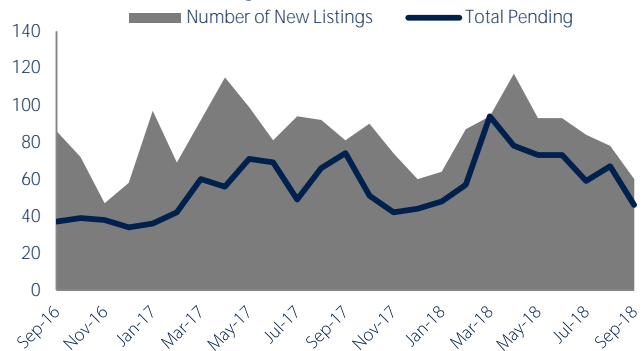
In September, there was 4.4 months of supply available in Burlington, Florence, and Roebing, compared to 4.5 in September 2017. That is a decrease of 2% versus a year ago.

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.

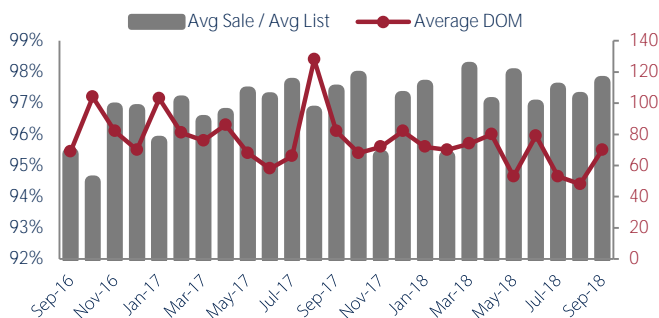
New Listings & Current Contracts

This month there were 60 homes newly listed for sale in Burlington, Florence, and Roebing compared to 81 in September 2017, a decrease of 26%. There were 46 current contracts pending sale this September compared to 74 a year ago. The number of current contracts is 38% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Burlington, Florence, and Roebing was 97.7% 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 70, lower than the average last year, which was 82, a decrease of 15%.



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