



# The Long & Foster Market Minute™

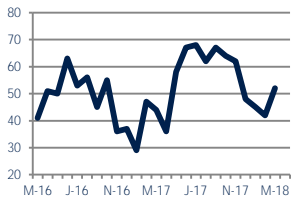
**Focus On:** Burlington, Florence, and Roebing Housing Market

March 2018

Zip Code(s): 08016, 08518 and 08554

## Units Sold

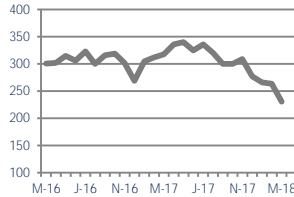
52



**Up 18%**  
Vs. Year Ago

## Active Inventory

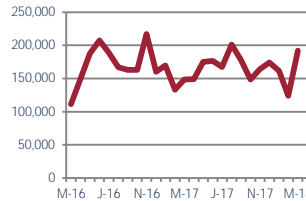
231



**Down -27%**  
Vs. Year Ago

## Median Sale Price

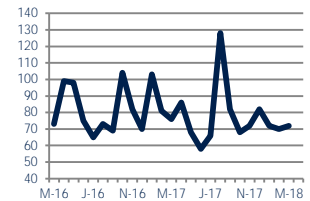
\$191,750



**Up 29%**  
Vs. Year Ago

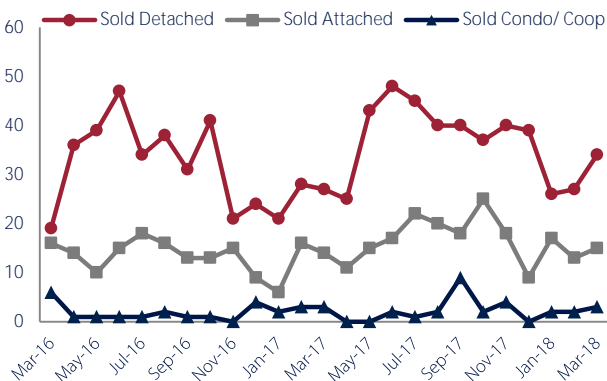
## Days On Market

72



**Down -5%**  
Vs. Year Ago

### Units Sold\*



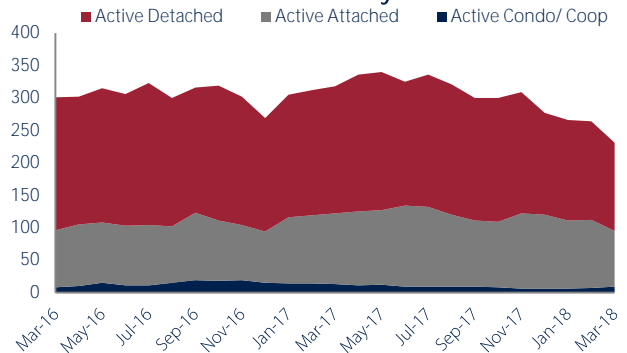
## Units Sold

There was an increase in total units sold in March, with 52 sold this month in Burlington, Florence, and Roebing versus 42 last month, an increase of 24%. This month's total units sold was higher than at this time last year, an increase of 18% versus March 2017.

## Active Inventory

Versus last year, the total number of homes available this month is lower by 87 units or 27%. The total number of active inventory this March was 231 compared to 318 in March 2017. This month's total of 231 is lower than the previous month's total supply of available inventory of 264, a decrease of 13%.

### Active Inventory\*

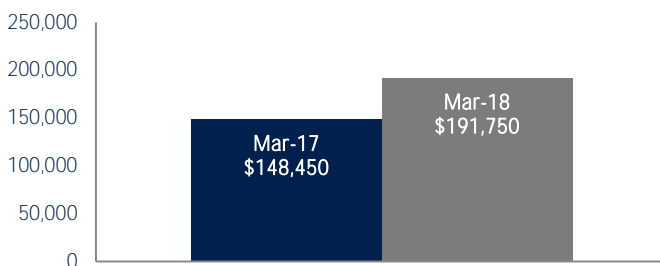


## Median Sale Price

Last March, the median sale price for Burlington, Florence, and Roebing Homes was \$148,450. This March, the median sale price was \$191,750, an increase of \$43,300 compared to last year. The current median sold price is higher than in February.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

### Median Sale Price



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 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



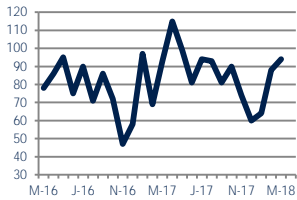
# Focus On: Burlington, Florence, and Roebing Housing Market

March 2018

Zip Code(s): 08016, 08518 and 08554

## New Listings

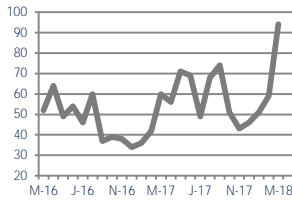
94



Up 1%  
Vs. Year Ago

## Current Contracts

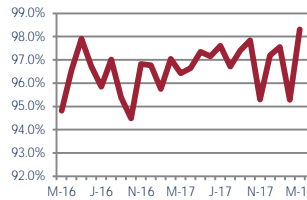
94



Up 57%  
Vs. Year Ago

## Sold Vs. List Price

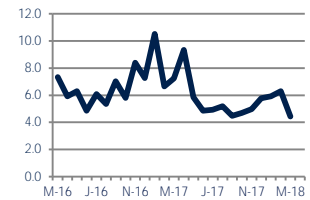
98.3%



Up 2%  
Vs. Year Ago

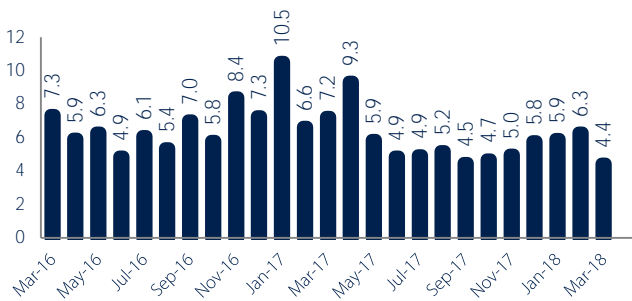
## Months of Supply

4.4



Down -39%  
Vs. Year Ago

## Months Of Supply



## Months of Supply

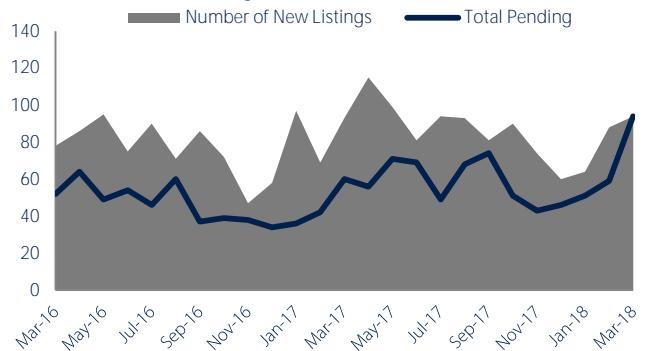
In March, there was 4.4 months of supply available in Burlington, Florence, and Roebing, compared to 7.2 in March 2017. That is a decrease of 39% versus a year ago.

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.

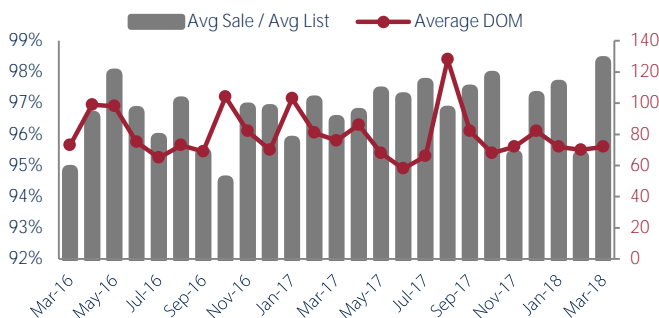
## New Listings & Current Contracts

This month there were 94 homes newly listed for sale in Burlington, Florence, and Roebing compared to 93 in March 2017, an increase of 1%. There were 94 current contracts pending sale this March compared to 60 a year ago. The number of current contracts is 57% higher than last March.

## New Listings & Current Contracts



## Sale Price/ List Price & DOM



## Sale Price to List Price Ratio

In March, the average sale price in Burlington, Florence, and Roebing was 98.3% of the average list price, which is 1.9% higher than at this time last year.

## Days On Market

This month, the average number of days on market was 72, lower than the average last year, which was 76, a decrease of 5%.



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