



The Long & Foster Market Minute™

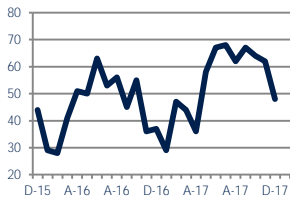
Focus On: Burlington, Florence, and Roebing Housing Market

December 2017

Zip Code(s): 08016, 08518 and 08554

Units Sold

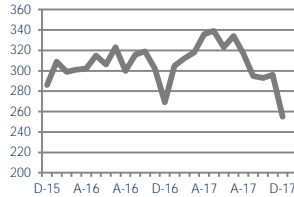
48



Up 30%
Vs. Year Ago

Active Inventory

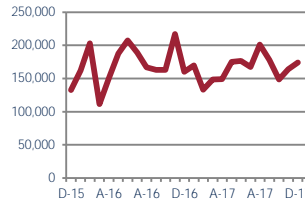
255



Down -5%
Vs. Year Ago

Median Sale Price

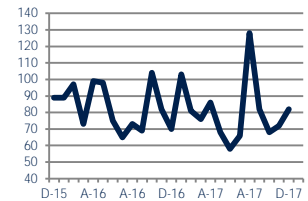
\$174,000



Up 9%
Vs. Year Ago

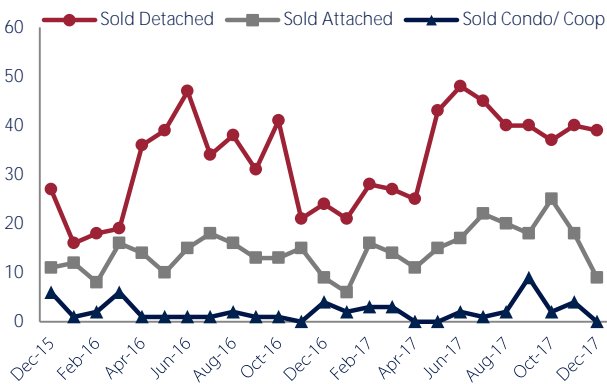
Days On Market

82



Up 17%
Vs. Year Ago

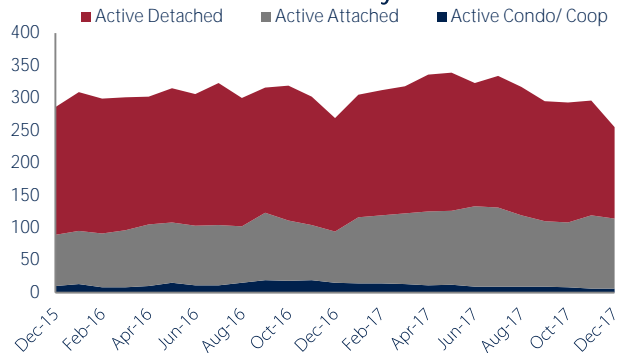
Units Sold*



Units Sold

There was a decrease in total units sold in December, with 48 sold this month in Burlington, Florence, and Roebing versus 62 last month, a decrease of 23%. This month's total units sold was higher than at this time last year, an increase of 30% versus December 2016.

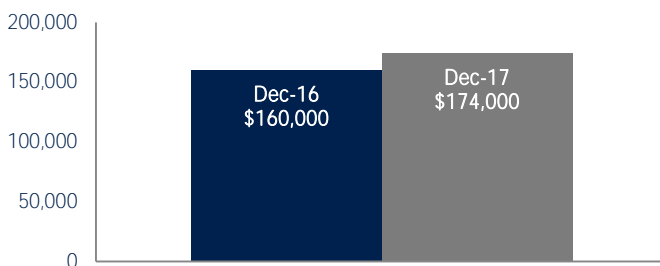
Active Inventory*



Active Inventory

Versus last year, the total number of homes available this month is lower by 14 units or 5%. The total number of active inventory this December was 255 compared to 269 in December 2016. This month's total of 255 is lower than the previous month's total supply of available inventory of 296, a decrease of 14%.

Median Sale Price



Median Sale Price

Last December, the median sale price for Burlington, Florence, and Roebing Homes was \$160,000. This December, the median sale price was \$174,000, an increase of 9% or \$14,000 compared to last year. The current median sold price is 6% higher 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.



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.





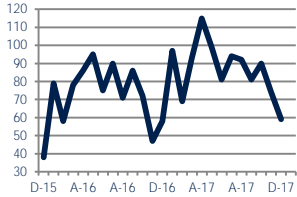
Focus On: Burlington, Florence, and Roebing Housing Market

December 2017

Zip Code(s): 08016, 08518 and 08554

New Listings

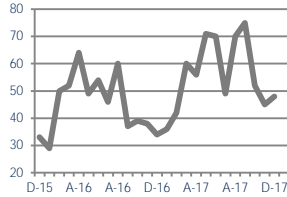
59



Up 2%
Vs. Year Ago

Current Contracts

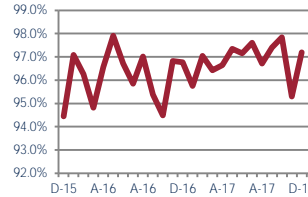
48



Up 41%
Vs. Year Ago

Sold Vs. List Price

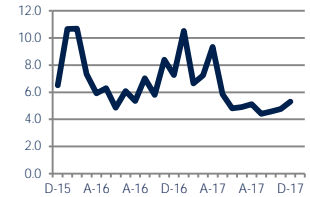
97.2%



No Change
Vs. Year Ago

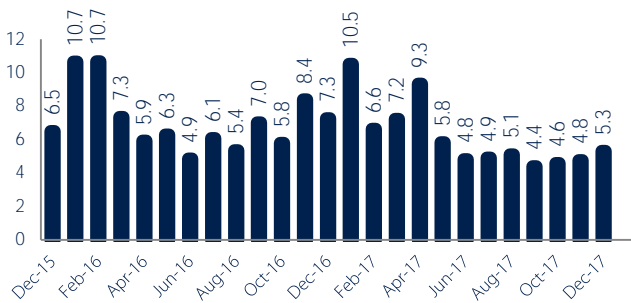
Months of Supply

5.3



Down -27%
Vs. Year Ago

Months Of Supply



Months of Supply

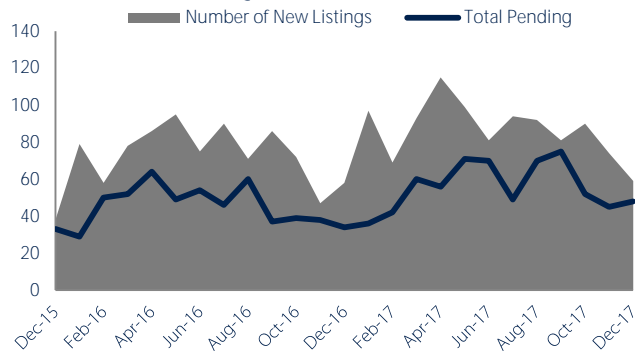
In December, there was 5.3 months of supply available in Burlington, Florence, and Roebing, compared to 7.3 in December 2016. That is a decrease of 27% versus a year ago.

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.

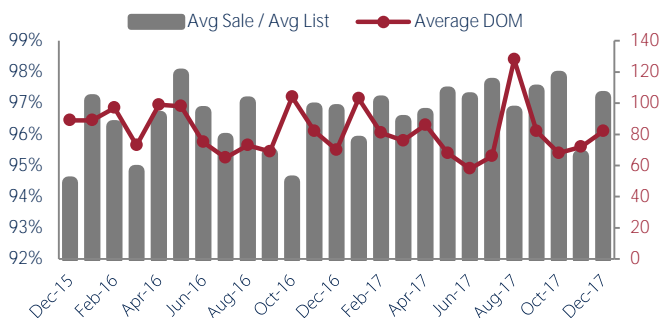
New Listings & Current Contracts

This month there were 59 homes newly listed for sale in Burlington, Florence, and Roebing compared to 58 in December 2016, an increase of 2%. There were 48 current contracts pending sale this December compared to 34 a year ago. The number of current contracts is 41% 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 Burlington, Florence, and Roebing was 97.2% 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 82, higher than the average last year, which was 70, an increase of 17%.



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