

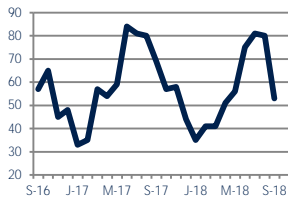
Focus On: East Windsor and Robbinsville Housing Market

September 2018

Zip Code(s): 08691, 08520

Units Sold

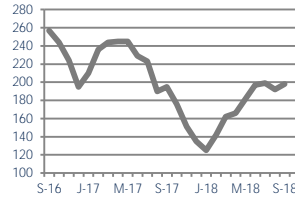
53



Down -23%
Vs. Year Ago

Active Inventory

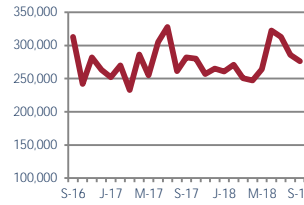
198



Up 2%
Vs. Year Ago

Median Sale Price

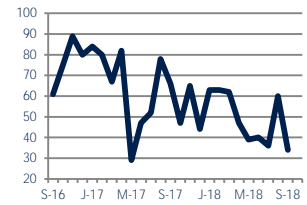
\$276,000



Down -2%
Vs. Year Ago

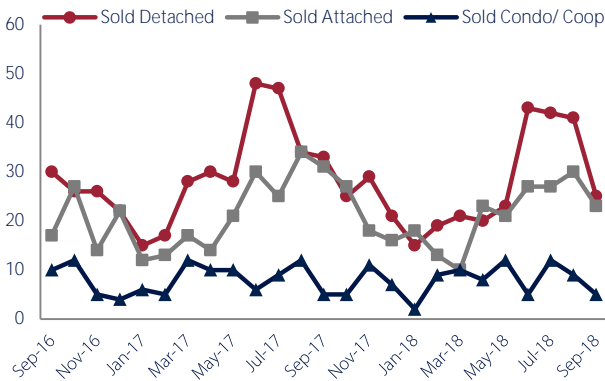
Days On Market

34



Down -48%
Vs. Year Ago

Units Sold*



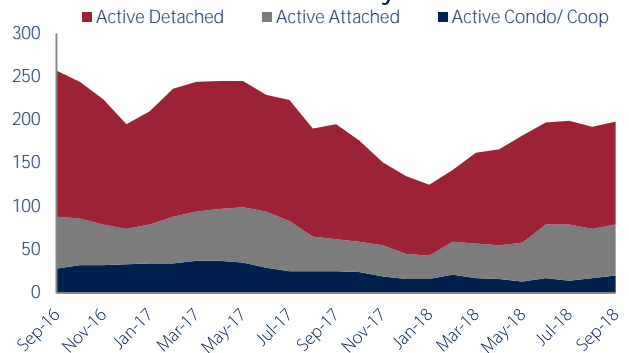
Units Sold

There was a decrease in total units sold in September, with 53 sold this month in East Windsor and Robbinsville versus 80 last month, a decrease of 34%. This month's total units sold was lower than at this time last year, a decrease of 23% versus September 2017.

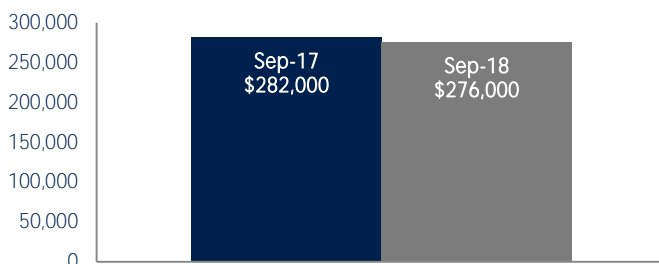
Active Inventory

Versus last year, the total number of homes available this month is higher by 3 units or 2%. The total number of active inventory this September was 198 compared to 195 in September 2017. This month's total of 198 is higher than the previous month's total supply of available inventory of 192, an increase of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for East Windsor and Robbinsville Homes was \$282,000. This September, the median sale price was \$276,000, a decrease of 2% or \$6,000 compared to last year. The current median sold price is 3% lower 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.



East Windsor and Robbinsville are defined as properties listed in zip code/s 08691, 08520.

*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.



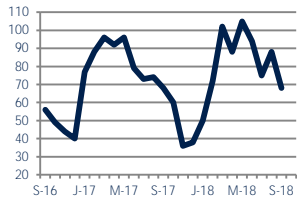
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September 2018

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New Listings

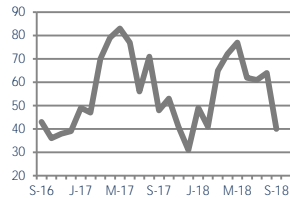
68



No Change
Vs. Year Ago

Current Contracts

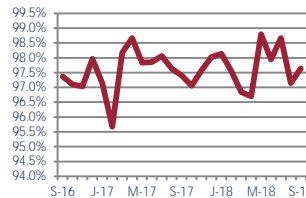
40



Down -17%
Vs. Year Ago

Sold Vs. List Price

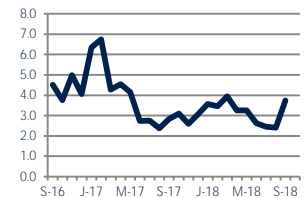
97.6%



No Change
Vs. Year Ago

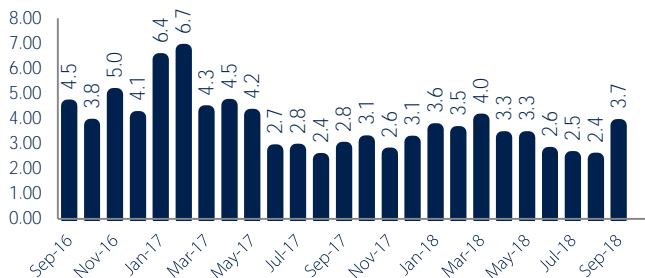
Months of Supply

3.7



Up 32%
Vs. Year Ago

Months Of Supply



Months of Supply

In September, there was 3.7 months of supply available in East Windsor and Robbinsville, compared to 2.8 in September 2017. That is an increase of 32% versus a year ago.

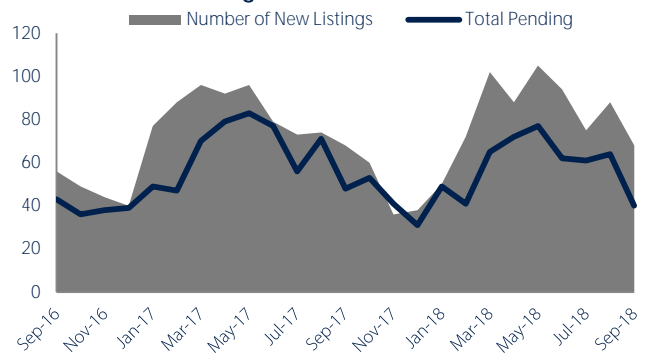
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

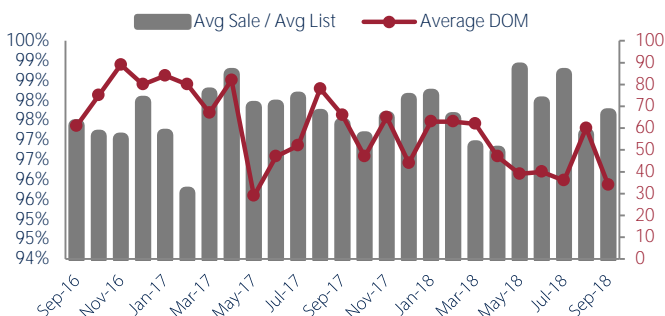
This month there were 68 homes newly listed for sale in East Windsor and Robbinsville, which is similar to the amount in September 2017.

There were 40 current contracts pending sale this September compared to 48 a year ago. The number of current contracts is 17% 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 East Windsor and Robbinsville was 97.6% 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 34, lower than the average last year, which was 66, a decrease of 48%.



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