



The Long & Foster Market Minute™

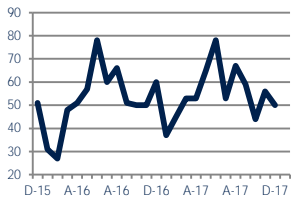
Focus On: Glassboro, Franklinville, and Clayton Housing Market

December 2017

Zip Code(s): 08028, 08322, 08312, 08344 and 08328

Units Sold

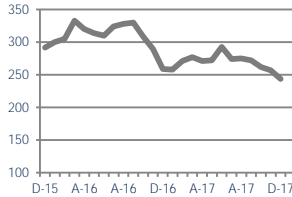
50



Down -17%
Vs. Year Ago

Active Inventory

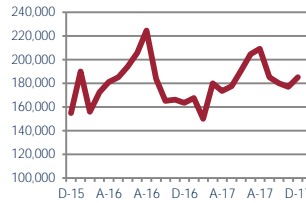
244



Down -6%
Vs. Year Ago

Median Sale Price

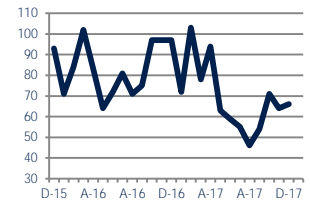
\$185,000



Up 13%
Vs. Year Ago

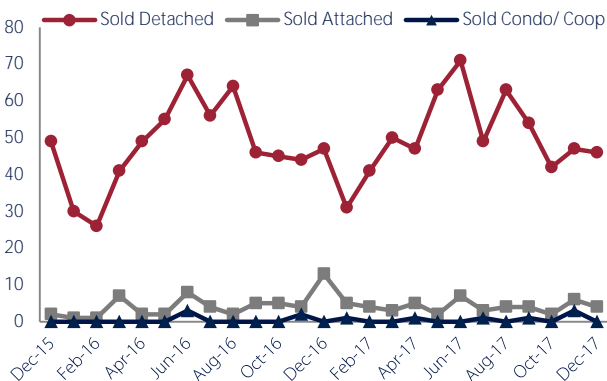
Days On Market

66



Down -32%
Vs. Year Ago

Units Sold*



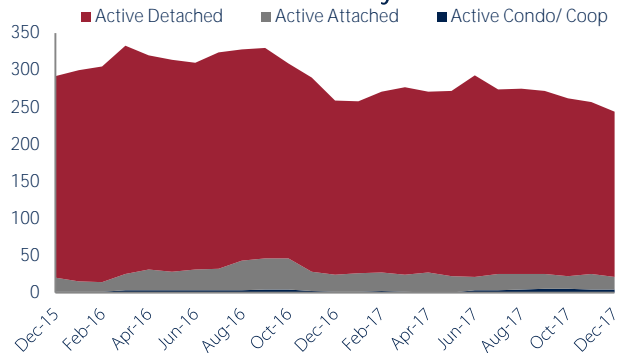
Units Sold

There was a decrease in total units sold in December, with 50 sold this month in Glassboro, Franklinville, and Clayton versus 56 last month, a decrease of 11%. This month's total units sold was lower than at this time last year, a decrease of 17% versus December 2016.

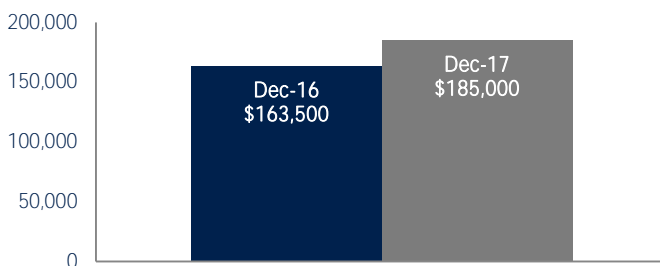
Active Inventory

Versus last year, the total number of homes available this month is lower by 15 units or 6%. The total number of active inventory this December was 244 compared to 259 in December 2016. This month's total of 244 is lower than the previous month's total supply of available inventory of 257, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Glassboro, Franklinville, and Clayton Homes was \$163,500. This December, the median sale price was \$185,000, an increase of 13% or \$21,500 compared to last year. The current median sold price is 5% 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.



Glassboro, Franklinville, and Clayton are defined as properties listed in zip code/s 08028, 08322, 08312, 08344 and 08328.

*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.

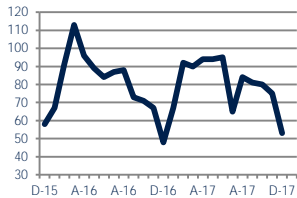




Zip Code(s): 08028, 08322, 08312, 08344 and 08328

New Listings

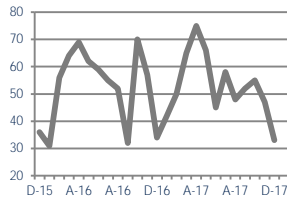
53



Up 10%
Vs. Year Ago

Current Contracts

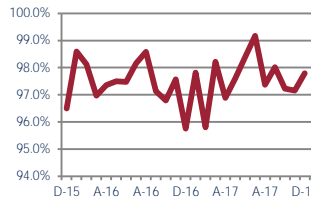
33



Down -3%
Vs. Year Ago

Sold Vs. List Price

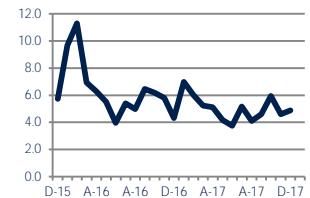
97.8%



Up 2.1%
Vs. Year Ago

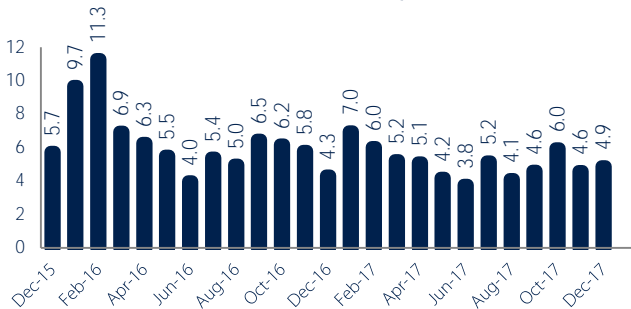
Months of Supply

4.9



Up 13%
Vs. Year Ago

Months Of Supply



Months of Supply

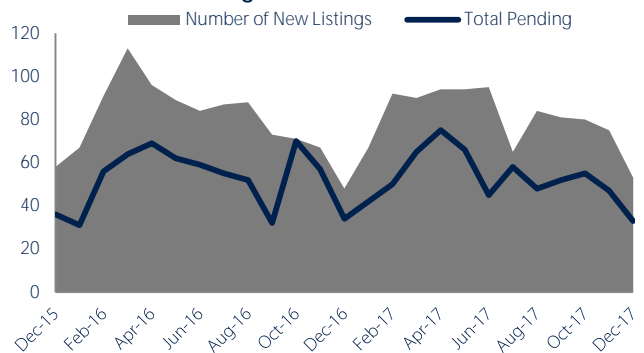
In December, there was 4.9 months of supply available in Glassboro, Franklinville, and Clayton, compared to 4.3 in December 2016. That is an increase of 13% versus a year ago.

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.

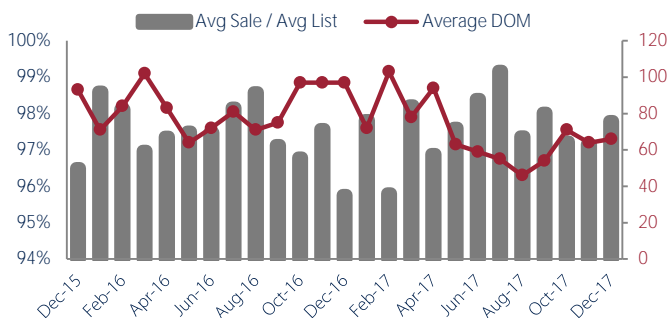
New Listings & Current Contracts

This month there were 53 homes newly listed for sale in Glassboro, Franklinville, and Clayton compared to 48 in December 2016, an increase of 10%. There were 33 current contracts pending sale this December compared to 34 a year ago. The number of current contracts is 3% lower 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 Glassboro, Franklinville, and Clayton was 97.8% of the average list price, which is 2.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 66, lower than the average last year, which was 97, a decrease of 32%.



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