



The Long & Foster Market Minute™

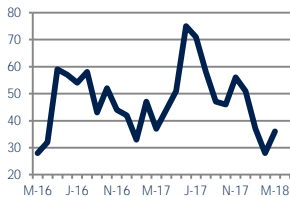
Focus On: Hamilton Square-Mercerville Housing Market

March 2018

Zip Code(s): 08690 and 08619

Units Sold

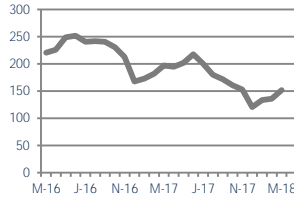
36



Down -3%
Vs. Year Ago

Active Inventory

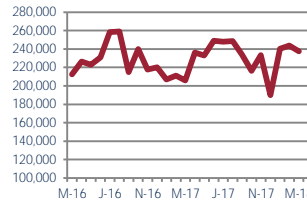
152



Down -23%
Vs. Year Ago

Median Sale Price

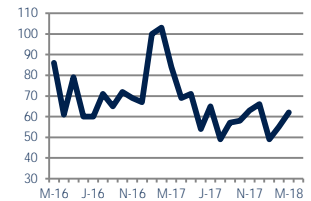
\$237,400



Up 15%
Vs. Year Ago

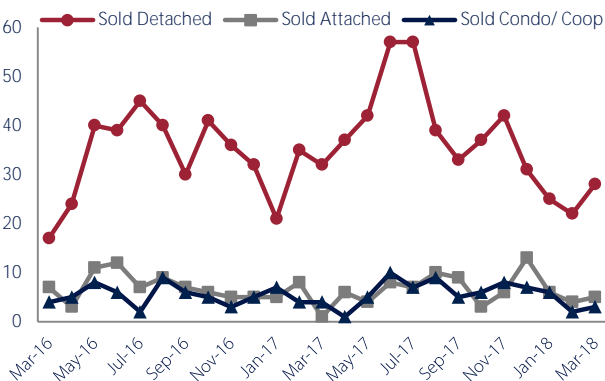
Days On Market

62



Down -26%
Vs. Year Ago

Units Sold*



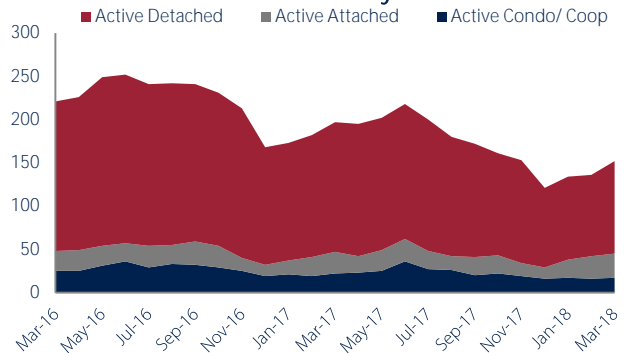
Units Sold

There was an increase in total units sold in March, with 36 sold this month in Hamilton Square-Mercerville versus 28 last month, an increase of 29%. This month's total units sold was lower than at this time last year, a decrease of 3% versus March 2017.

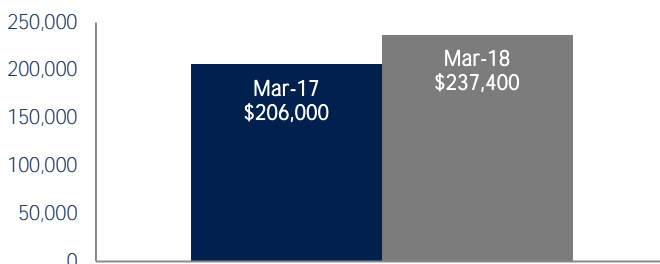
Active Inventory

Versus last year, the total number of homes available this month is lower by 45 units or 23%. The total number of active inventory this March was 152 compared to 197 in March 2017. This month's total of 152 is higher than the previous month's total supply of available inventory of 136, an increase of 12%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Hamilton Square-Mercerville Homes was \$206,000. This March, the median sale price was \$237,400, an increase of 15% or \$31,400 compared to last year. The current median sold price is 3% lower 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.

Hamilton Square-Mercerville are defined as properties listed in zip code/s 08690 and 08619.

*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.



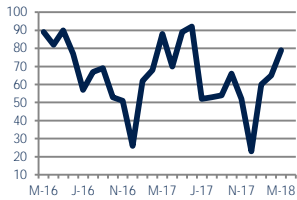
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 08690 and 08619

New Listings

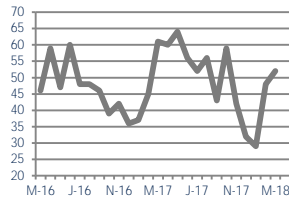
79



Down -10%
Vs. Year Ago

Current Contracts

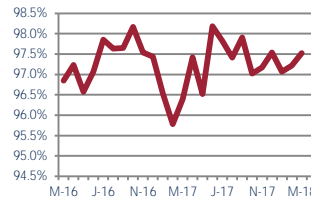
52



Down -15%
Vs. Year Ago

Sold Vs. List Price

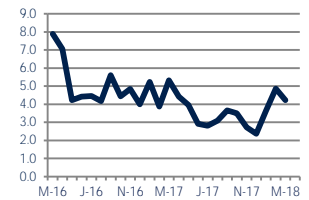
97.5%



Up 1.2%
Vs. Year Ago

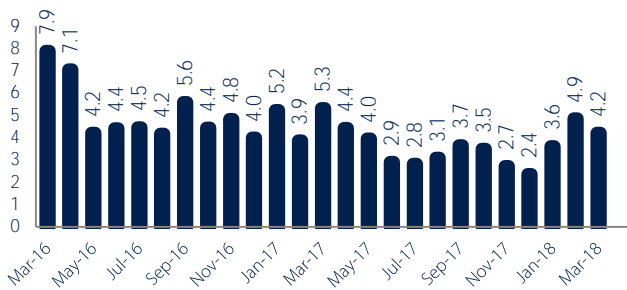
Months of Supply

4.2



Down -21%
Vs. Year Ago

Months Of Supply



Months of Supply

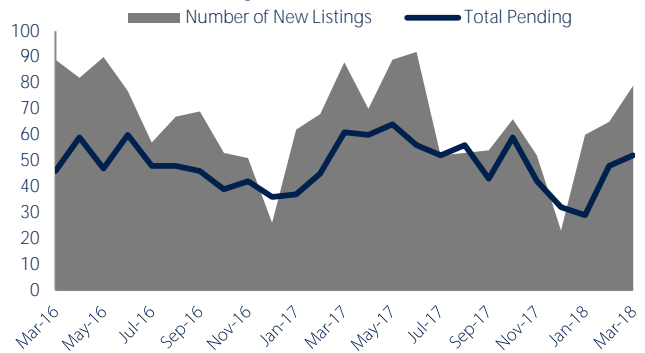
In March, there was 4.2 months of supply available in Hamilton Square-Mercerville, compared to 5.3 in March 2017. That is a decrease of 21% versus a year ago.

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.

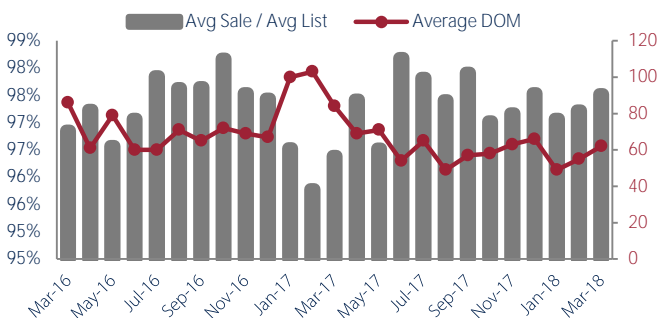
New Listings & Current Contracts

This month there were 79 homes newly listed for sale in Hamilton Square-Mercerville compared to 88 in March 2017, a decrease of 10%. There were 52 current contracts pending sale this March compared to 61 a year ago. The number of current contracts is 15% lower 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 Hamilton Square-Mercerville was 97.5% of the average list price, which is 1.1% higher than at this time last year.

Days On Market

This month, the average number of days on market was 62, lower than the average last year, which was 84, a decrease of 26%.



Hamilton Square-Mercerville are defined as properties listed in zip code/s 08690 and 08619.

*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.

