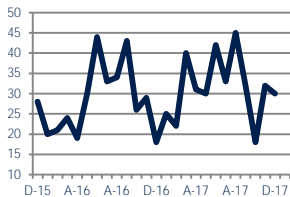




Zip Code(s): 08648

Units Sold

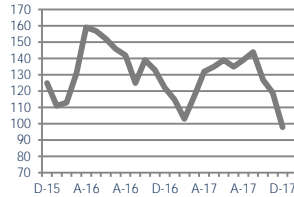
30



Up
Vs. Year Ago

Active Inventory

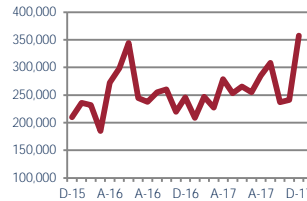
98



Down -20%
Vs. Year Ago

Median Sale Price

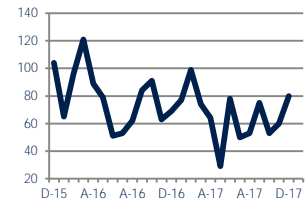
\$357,500



Up
Vs. Year Ago

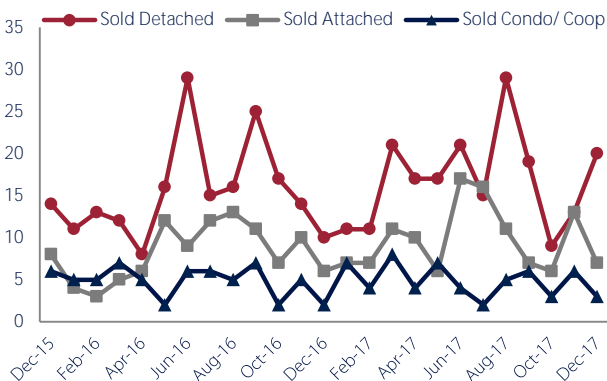
Days On Market

80



Up 16%
Vs. Year Ago

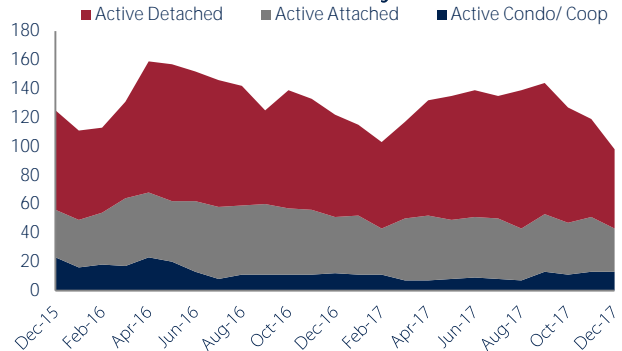
Units Sold*



Units Sold

With relatively few transactions, there was a decrease in total units sold in December, with 30 sold this month in Lawrence Township. This month's total units sold was higher than at this time last year, an increase from December 2016.

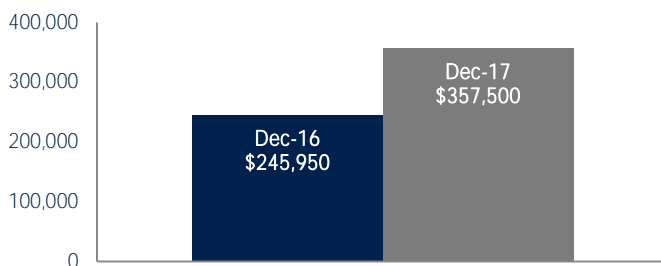
Active Inventory*



Active Inventory

Versus last year, the total number of homes available this month is lower by 24 units or 20%. The total number of active inventory this December was 98 compared to 122 in December 2016. This month's total of 98 is lower than the previous month's total supply of available inventory of 119, a decrease of 18%.

Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last December, the median sale price for Lawrence Township Homes was \$245,950. This December, the median sale price was \$357,500, an increase of \$111,550 compared to last year. The current median sold price is 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.



Lawrence Township are defined as properties listed in zip code/s 08648.

*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.

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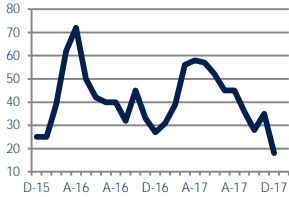
Focus On: Lawrence Township Housing Market

December 2017

Zip Code(s): 08648

New Listings

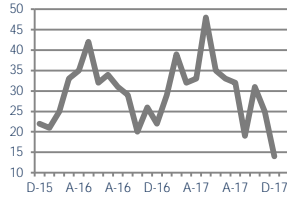
18



Down -33%
Vs. Year Ago

Current Contracts

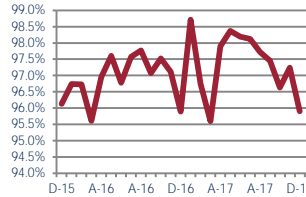
14



Down -36%
Vs. Year Ago

Sold Vs. List Price

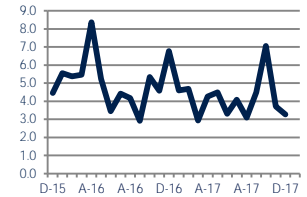
95.9%



No Change
Vs. Year Ago

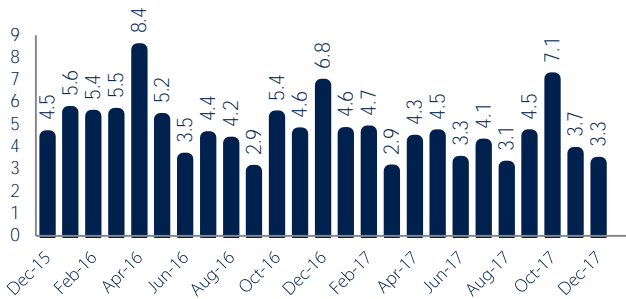
Months of Supply

3.3



Down -52%
Vs. Year Ago

Months Of Supply



Months of Supply

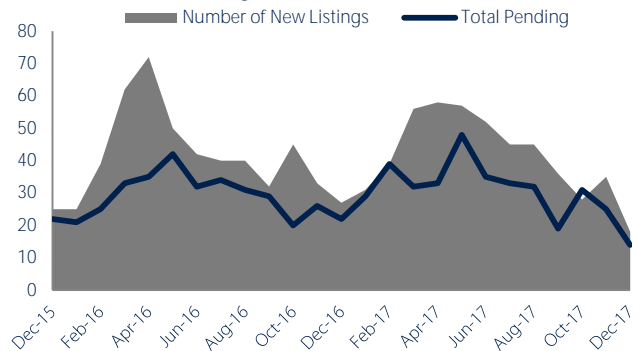
In December, there was 3.3 months of supply available in Lawrence Township, compared to 6.8 in December 2016. That is a decrease of 52% versus a year ago.

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.

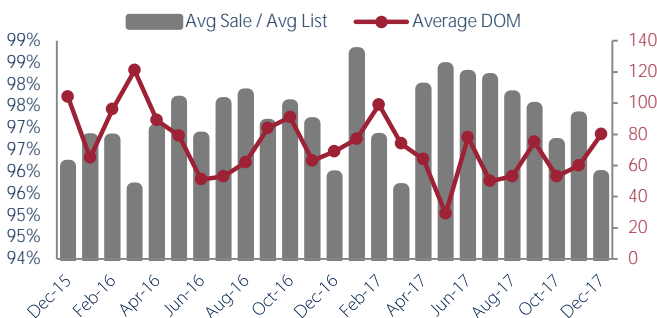
New Listings & Current Contracts

This month there were 18 homes newly listed for sale in Lawrence Township compared to 27 in December 2016, a decrease of 33%. There were 14 current contracts pending sale this December compared to 22 a year ago. The number of current contracts is 36% 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 Lawrence Township was 95.9% 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 80, higher than the average last year, which was 69, an increase of 16%.



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