

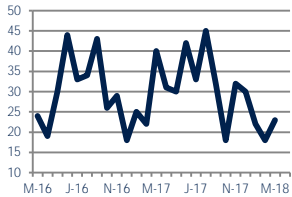
## Focus On: Lawrence Township Housing Market

March 2018

Zip Code(s): 08648

### Units Sold

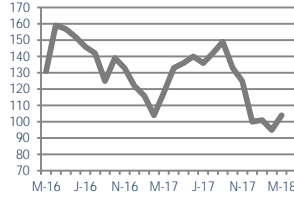
23



Down  
Vs. Year Ago

### Active Inventory

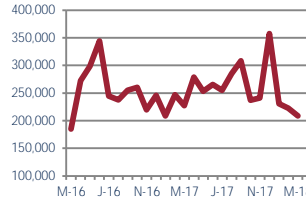
104



Down -12%  
Vs. Year Ago

### Median Sale Price

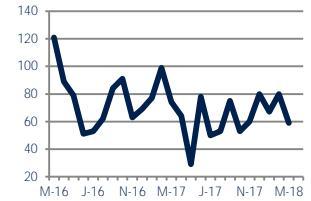
\$209,000



Down -8%  
Vs. Year Ago

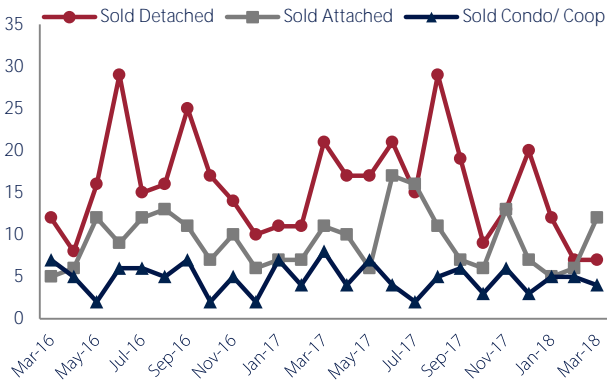
### Days On Market

59



Down -20%  
Vs. Year Ago

### Units Sold\*



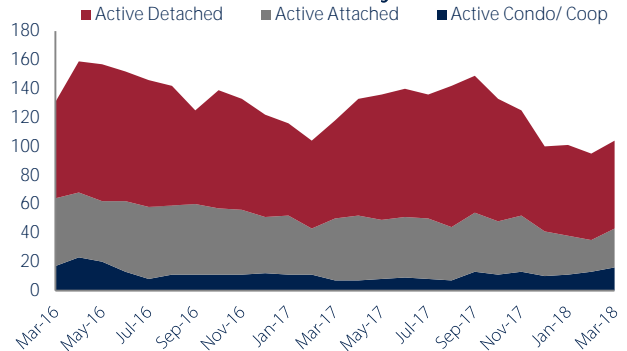
### Units Sold

With relatively few transactions, there was an increase in total units sold in March, with 23 sold this month in Lawrence Township. This month's total units sold was lower than at this time last year, a decrease from March 2017.

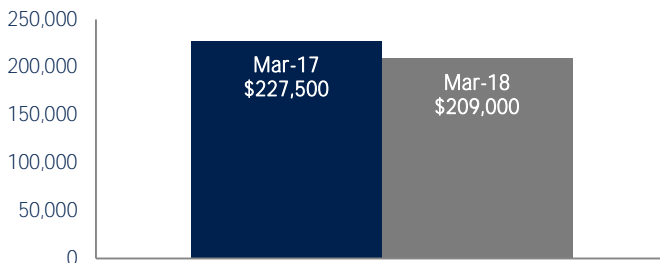
### Active Inventory

Versus last year, the total number of homes available this month is lower by 14 units or 12%. The total number of active inventory this March was 104 compared to 118 in March 2017. This month's total of 104 is higher than the previous month's total supply of available inventory of 95, an increase of 9%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last March, the median sale price for Lawrence Township Homes was \$227,500. This March, the median sale price was \$209,000, a decrease of 8% or \$18,500 compared to last year. The current median sold price is 6% 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.



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.

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



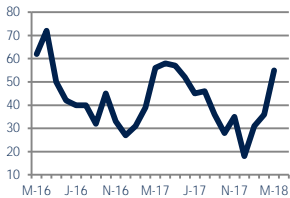
## Focus On: Lawrence Township Housing Market

March 2018

Zip Code(s): 08648

### New Listings

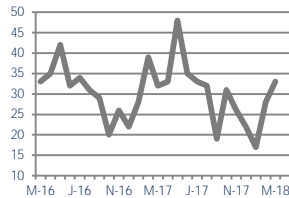
55



Down -2%  
Vs. Year Ago

### Current Contracts

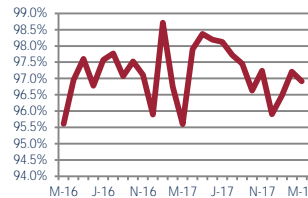
33



Up 3%  
Vs. Year Ago

### Sold Vs. List Price

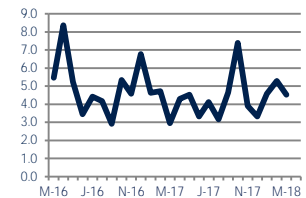
96.9%



Up 1.4%  
Vs. Year Ago

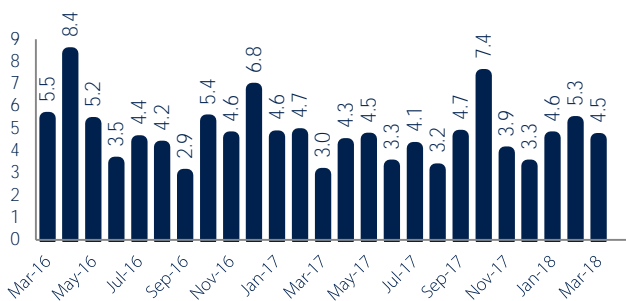
### Months of Supply

4.5



Up 53%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

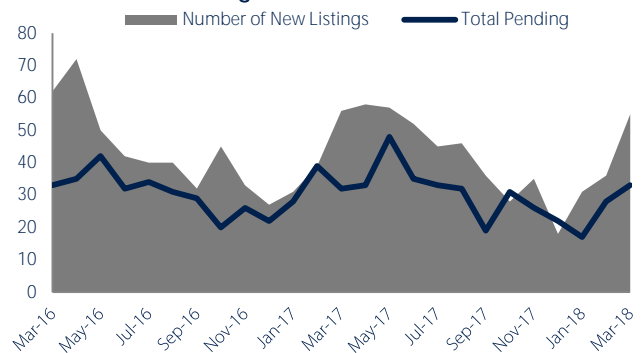
In March, there was 4.5 months of supply available in Lawrence Township, compared to 3.0 in March 2017. That is an increase of 53% versus a year ago.

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.

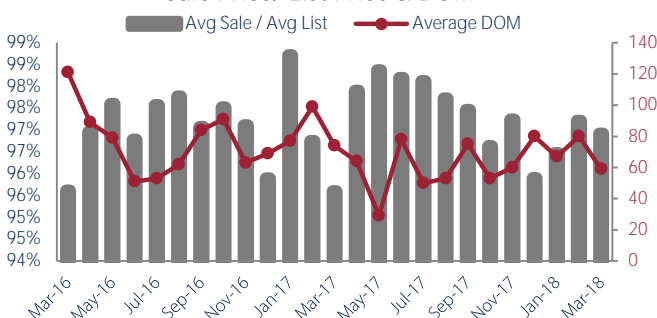
### New Listings & Current Contracts

This month there were 55 homes newly listed for sale in Lawrence Township compared to 56 in March 2017, a decrease of 2%. There were 33 current contracts pending sale this March compared to 32 a year ago. The number of current contracts is 3% higher 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 Lawrence Township was 96.9% of the average list price, which is 1.3% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 59, lower than the average last year, which was 74, a decrease of 20%.



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