

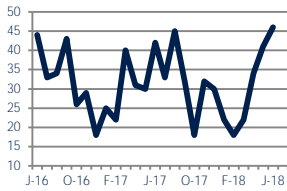


## Focus On: Lawrence Township Housing Market

June 2018

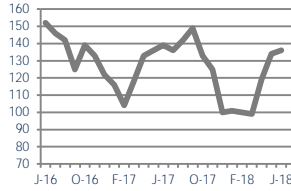
Zip Code(s): 08648

**Units Sold**  
46



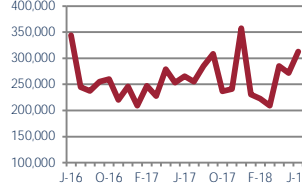
**Up 10%**  
Vs. Year Ago

**Active Inventory**  
136



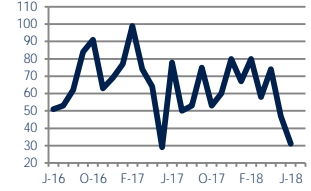
**Down -2%**  
Vs. Year Ago

**Median Sale Price**  
\$313,000



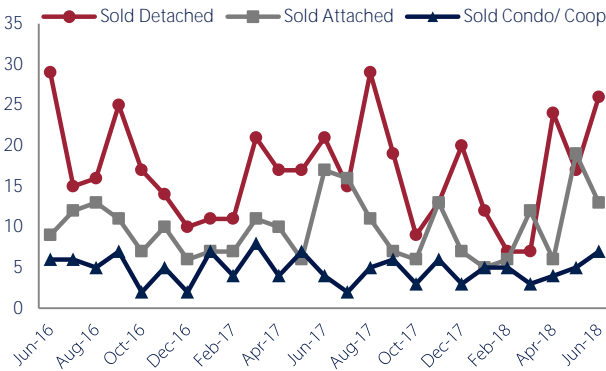
**Up 18%**  
Vs. Year Ago

**Days On Market**  
31



**Down -60%**  
Vs. Year Ago

### Units Sold\*



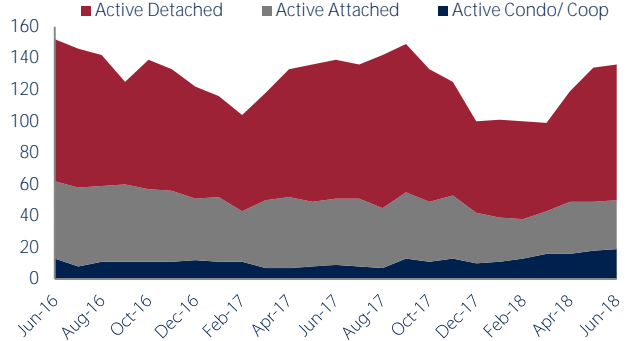
### Units Sold

There was an increase in total units sold in June, with 46 sold this month in Lawrence Township versus 41 last month, an increase of 12%. This month's total units sold was higher than at this time last year, an increase of 10% versus June 2017.

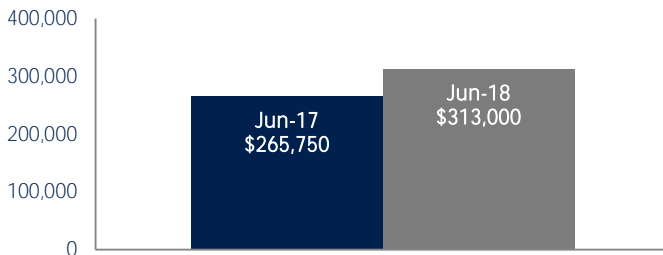
### Active Inventory

Versus last year, the total number of homes available this month is lower by 3 units or 2%. The total number of active inventory this June was 136 compared to 139 in June 2017. This month's total of 136 is higher than the previous month's total supply of available inventory of 134, an increase of 1%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last June, the median sale price for Lawrence Township Homes was \$265,750. This June, the median sale price was \$313,000, an increase of 18% or \$47,250 compared to last year. The current median sold price is 15% higher than in May.

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.

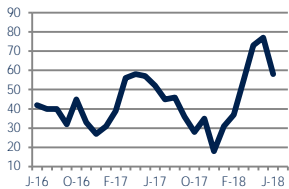




Zip Code(s): 08648

### New Listings

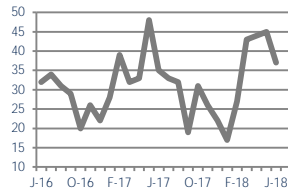
58



Up 12%  
Vs. Year Ago

### Current Contracts

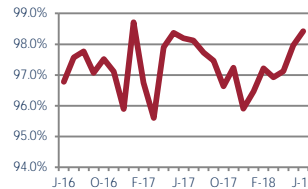
37



Up 6%  
Vs. Year Ago

### Sold Vs. List Price

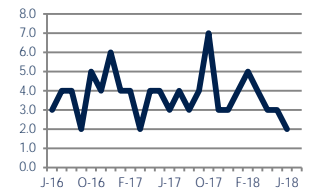
98.4%



No Change  
Vs. Year Ago

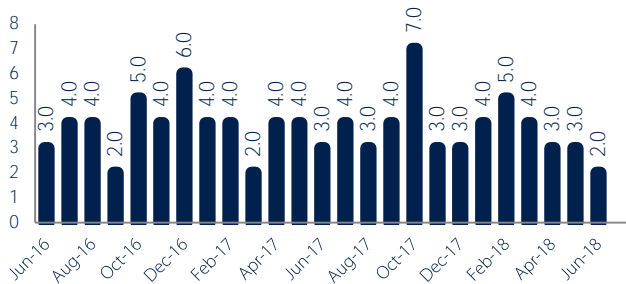
### Months of Supply

2.0



Down -33%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

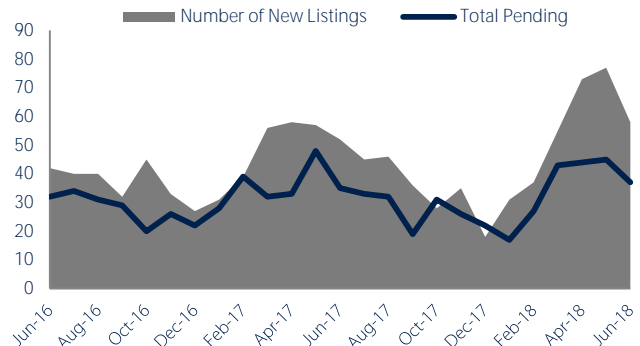
In June, there was 3.0 months of supply available in Lawrence Township, compared to 3.3 in June 2017. That is a decrease of 11% versus a year ago.

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.

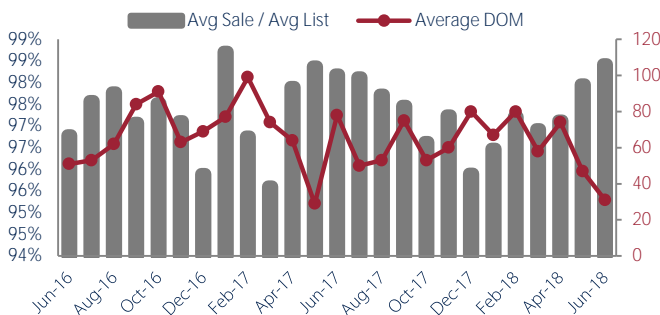
### New Listings & Current Contracts

This month there were 58 homes newly listed for sale in Lawrence Township compared to 52 in June 2017, an increase of 12%. There were 37 current contracts pending sale this June compared to 35 a year ago. The number of current contracts is 6% higher than last June.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In June, the average sale price in Lawrence Township was 98.4% 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 31, lower than the average last year, which was 78, a decrease of 60%.



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.

