



The Long & Foster Market Minute™

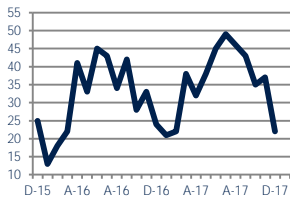
Focus On: Manuta, Mickleton, and Gibbstown Housing Market

December 2017

Zip Code(s): 08051, 08056, 08027, 08061 and 08020

Units Sold

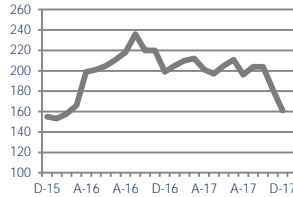
22



Down
Vs. Year Ago

Active Inventory

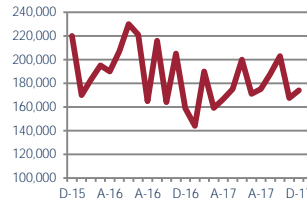
161



Down -19%
Vs. Year Ago

Median Sale Price

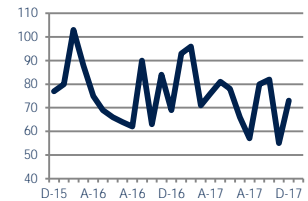
\$174,000



Up 10%
Vs. Year Ago

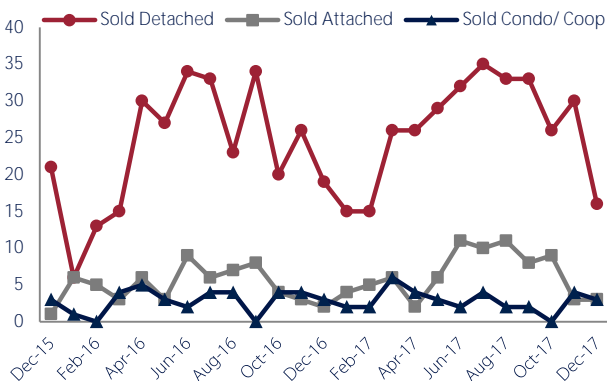
Days On Market

73



Up 6%
Vs. Year Ago

Units Sold*



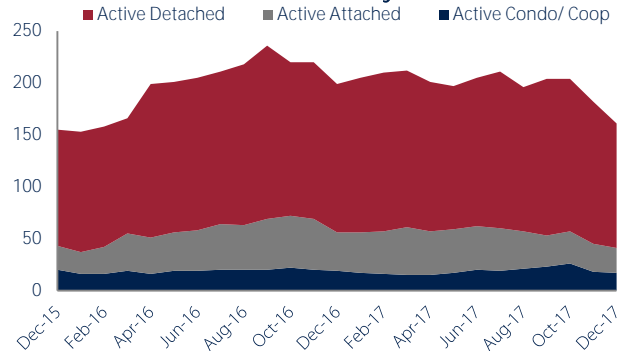
Units Sold

With relatively few transactions, there was a decrease in total units sold in December, with 22 sold this month in Manuta, Mickleton, and Gibbstown. This month's total units sold was lower than at this time last year, a decrease from December 2016.

Active Inventory

Versus last year, the total number of homes available this month is lower by 38 units or 19%. The total number of active inventory this December was 161 compared to 199 in December 2016. This month's total of 161 is lower than the previous month's total supply of available inventory of 182, a decrease of 12%.

Active Inventory*



Median Sale Price

Last December, the median sale price for Manuta, Mickleton, and Gibbstown Homes was \$158,750. This December, the median sale price was \$174,000, an increase of 10% or \$15,250 compared to last year. The current median sold price is 4% 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.

Median Sale Price



Manuta, Mickleton, and Gibbstown are defined as properties listed in zip code/s 08051, 08056, 08027, 08061 and 08020.

*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 TRiND 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 TRiND or Long & Foster Real Estate, Inc.



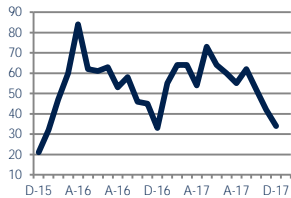
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New Listings

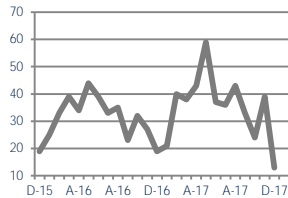
34



Up 3%
Vs. Year Ago

Current Contracts

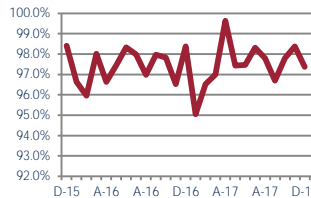
13



Down -32%
Vs. Year Ago

Sold Vs. List Price

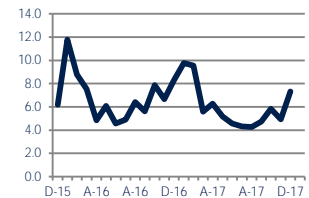
97.4%



Down -1%
Vs. Year Ago

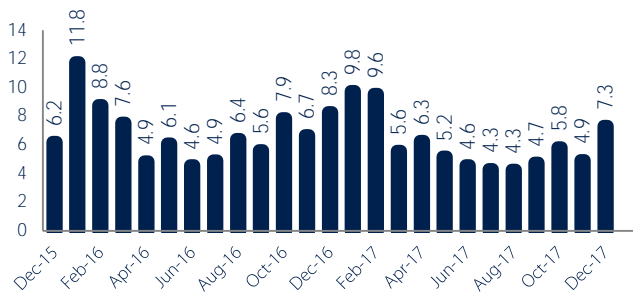
Months of Supply

7.3



Down -12%
Vs. Year Ago

Months Of Supply



Months of Supply

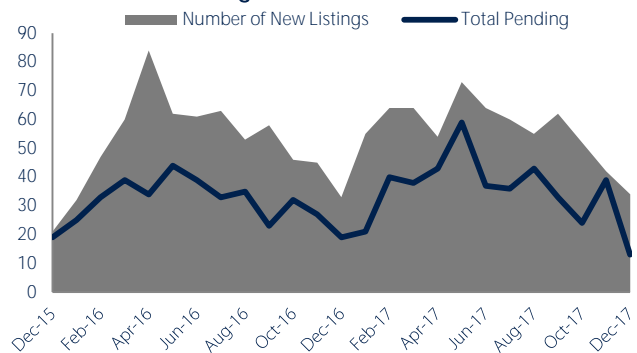
In December, there was 7.3 months of supply available in Manuta, Mickleton, and Gibbstown, compared to 8.3 in December 2016. That is a decrease of 12% versus a year ago.

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.

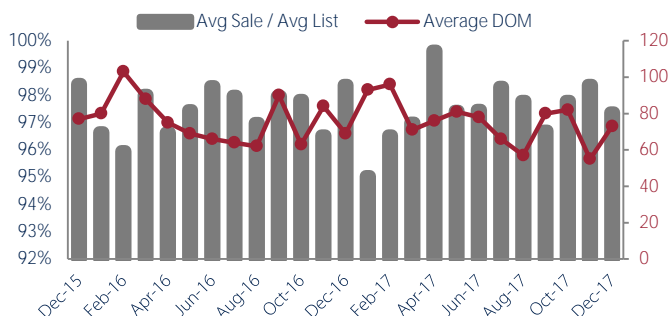
New Listings & Current Contracts

This month there were 34 homes newly listed for sale in Manuta, Mickleton, and Gibbstown compared to 33 in December 2016, an increase of 3%. There were 13 current contracts pending sale this December compared to 19 a year ago. The number of current contracts is 32% 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 Manuta, Mickleton, and Gibbstown was 97.4% of the average list price, which is 1.0% lower than at this time last year.

Days On Market

This month, the average number of days on market was 73, higher than the average last year, which was 69, an increase of 6%.



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