



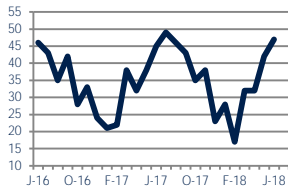
# The Long & Foster Market Minute™

**Focus On:** Manuta, Mickleton, and Gibbstown Housing Market

June 2018

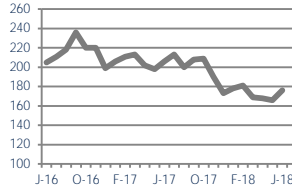
Zip Code(s): 08051, 08056, 08027, 08061 and 08020

**Units Sold**  
47



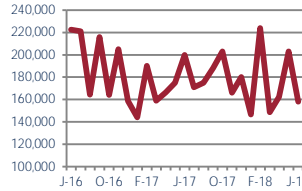
**Up 4%**  
Vs. Year Ago

**Active Inventory**  
176



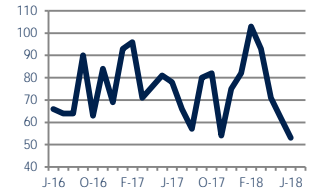
**Down -15%**  
Vs. Year Ago

**Median Sale Price**  
\$158,000



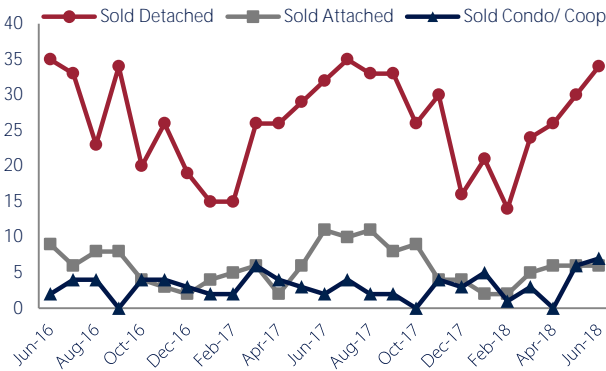
**Down -21%**  
Vs. Year Ago

**Days On Market**  
53



**Down -32%**  
Vs. Year Ago

## Units Sold\*



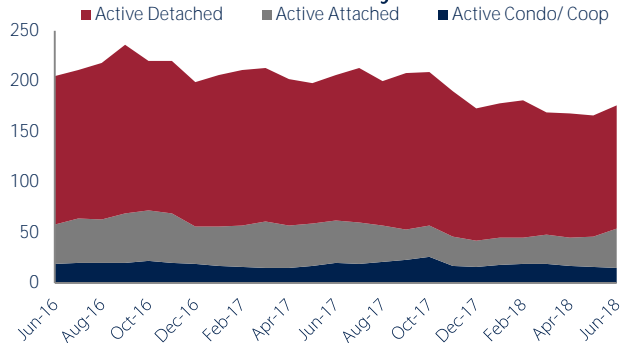
## Units Sold

There was an increase in total units sold in June, with 47 sold this month in Manuta, Mickleton, and Gibbstown versus 42 last month, an increase of 12%. This month's total units sold was higher than at this time last year, an increase of 4% versus June 2017.

## Active Inventory

Versus last year, the total number of homes available this month is lower by 30 units or 15%. The total number of active inventory this June was 176 compared to 206 in June 2017. This month's total of 176 is higher than the previous month's total supply of available inventory of 166, an increase of 6%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last June, the median sale price for Manuta, Mickleton, and Gibbstown Homes was \$200,000. This June, the median sale price was \$158,000, a decrease of 21% or \$42,000 compared to last year. The current median sold price is 22% lower 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.

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 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

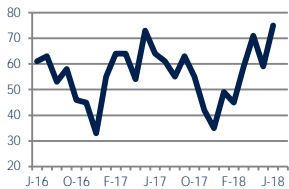




Zip Code(s): 08051, 08056, 08027, 08061 and 08020

### New Listings

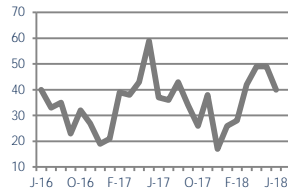
75



Up 17%  
Vs. Year Ago

### Current Contracts

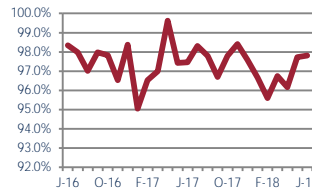
40



Up 8%  
Vs. Year Ago

### Sold Vs. List Price

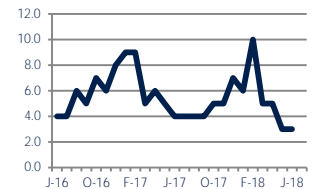
97.8%



No Change  
Vs. Year Ago

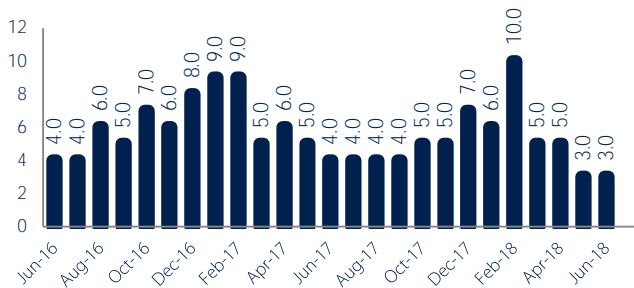
### Months of Supply

3.0



Down -25%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

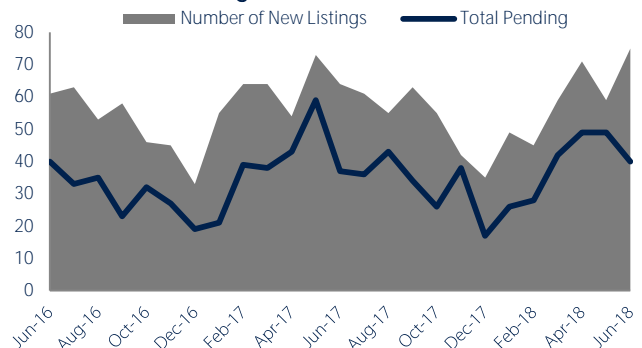
In June, there was 3.7 months of supply available in Manuta, Mickleton, and Gibbstown, compared to 4.6 in June 2017. That is a decrease of 18% versus a year ago.

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.

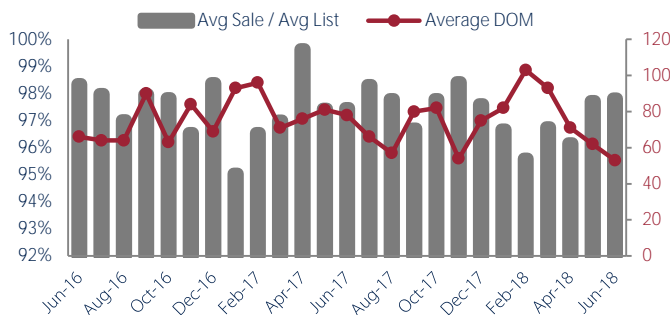
### New Listings & Current Contracts

This month there were 75 homes newly listed for sale in Manuta, Mickleton, and Gibbstown compared to 64 in June 2017, an increase of 17%. There were 40 current contracts pending sale this June compared to 37 a year ago. The number of current contracts is 8% 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 Manuta, Mickleton, and Gibbstown was 97.8% 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 53, lower than the average last year, which was 78, a decrease of 32%.



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