



The Long & Foster Market Minute™

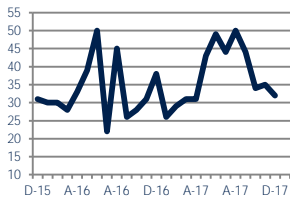
Focus On: Mt. Holly, Smithville, and Hainesport Housing Market

December 2017

Zip Code(s): 08060 and 08036

Units Sold

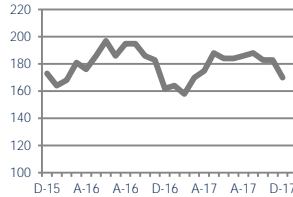
32



Down -16%
Vs. Year Ago

Active Inventory

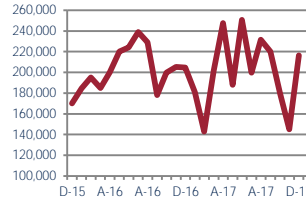
170



Up 5%
Vs. Year Ago

Median Sale Price

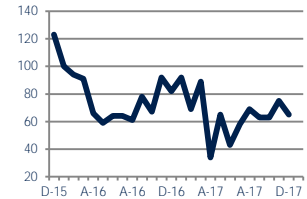
\$216,500



Up
Vs. Year Ago

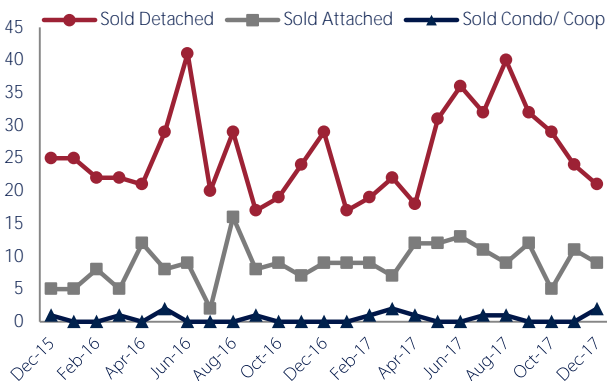
Days On Market

65



Down -21%
Vs. Year Ago

Units Sold*



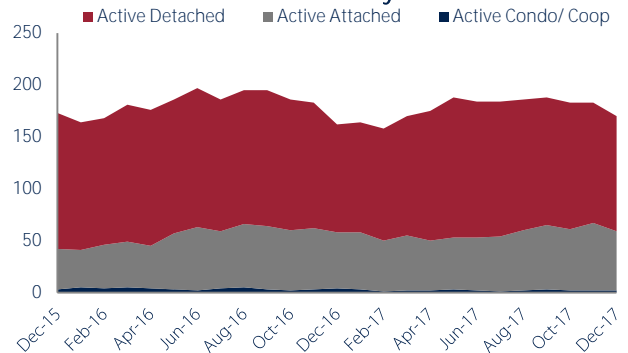
Units Sold

There was a decrease in total units sold in December, with 32 sold this month in Mt. Holly, Smithville, and Hainesport versus 35 last month, a decrease of 9%. This month's total units sold was lower than at this time last year, a decrease of 16% versus December 2016.

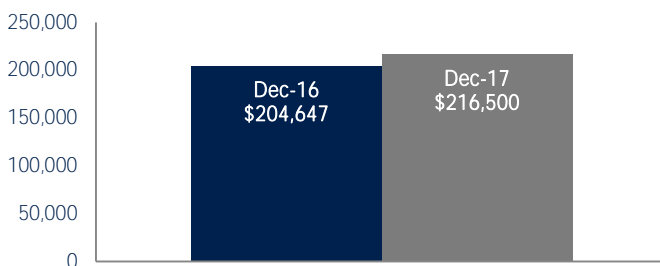
Active Inventory

Versus last year, the total number of homes available this month is higher by 8 units or 5%. The total number of active inventory this December was 170 compared to 162 in December 2016. This month's total of 170 is lower than the previous month's total supply of available inventory of 183, a decrease of 7%.

Active Inventory*



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 Mt. Holly, Smithville, and Hainesport Homes was \$204,647. This December, the median sale price was \$216,500, an increase of \$11,853 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.



Mt. Holly, Smithville, and Hainesport are defined as properties listed in zip code/s 08060 and 08036.

*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.

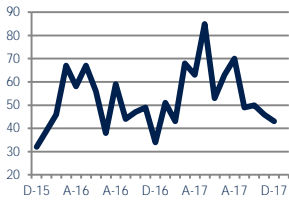
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Zip Code(s): 08060 and 08036

New Listings

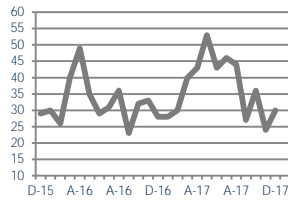
43



Up 26%
Vs. Year Ago

Current Contracts

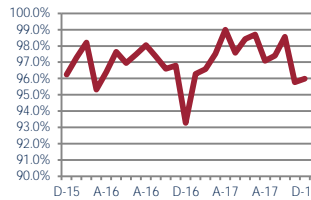
30



Up 7%
Vs. Year Ago

Sold Vs. List Price

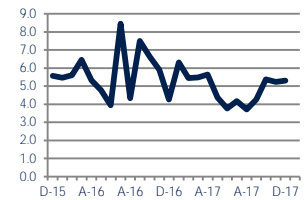
96.0%



Up 2.9%
Vs. Year Ago

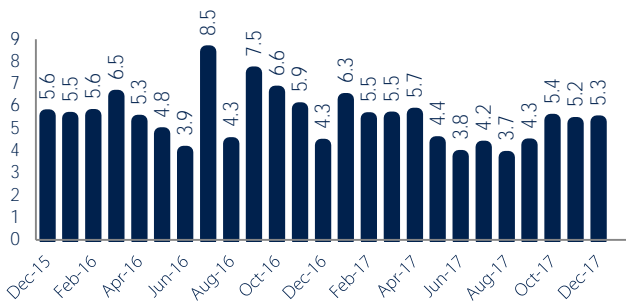
Months of Supply

5.3



Up 25%
Vs. Year Ago

Months Of Supply



Months of Supply

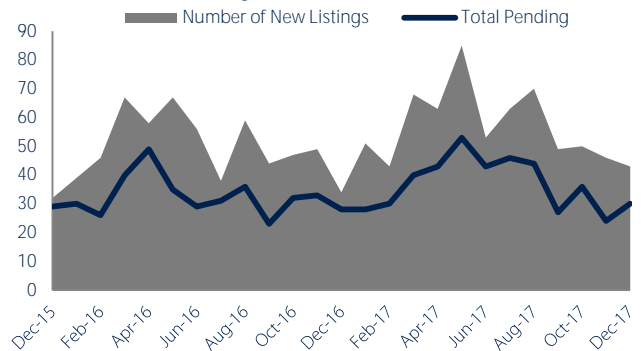
In December, there was 5.3 months of supply available in Mt. Holly, Smithville, and Hainesport, compared to 4.3 in December 2016. That is an increase of 25% versus a year ago.

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.

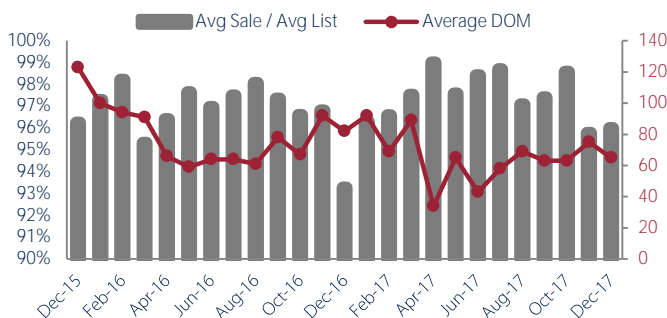
New Listings & Current Contracts

This month there were 43 homes newly listed for sale in Mt. Holly, Smithville, and Hainesport compared to 34 in December 2016, an increase of 26%. There were 30 current contracts pending sale this December compared to 28 a year ago. The number of current contracts is 7% higher 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 Mt. Holly, Smithville, and Hainesport was 96.0% of the average list price, which is 2.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 65, lower than the average last year, which was 82, a decrease of 21%.



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