



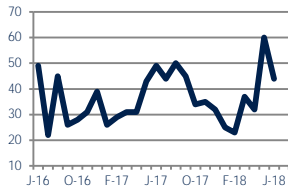
The Long & Foster Market Minute™

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

June 2018

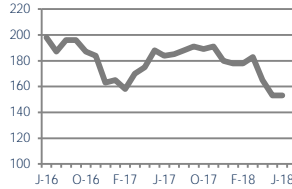
Zip Code(s): 08060 and 08036

Units Sold
44



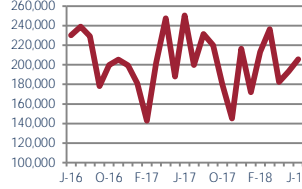
Down -10%
Vs. Year Ago

Active Inventory
153



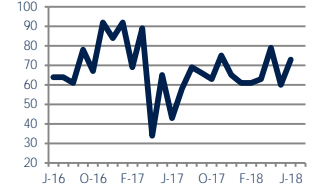
Down -17%
Vs. Year Ago

Median Sale Price
\$205,500



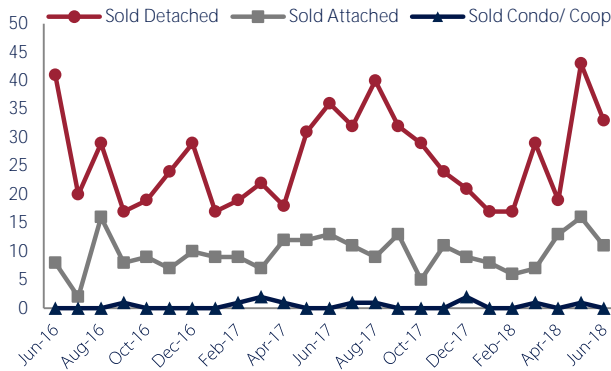
Down -18%
Vs. Year Ago

Days On Market
73



Up 70%
Vs. Year Ago

Units Sold*



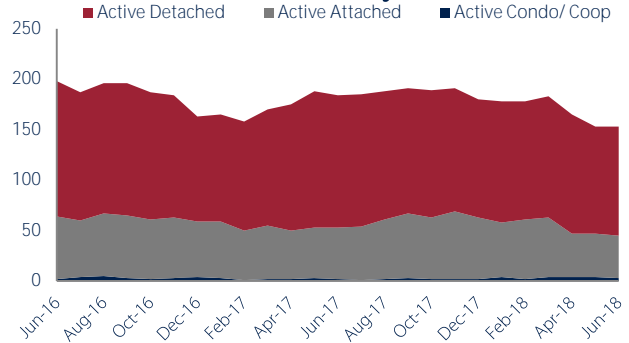
Units Sold

There was a decrease in total units sold in June, with 44 sold this month in Mt. Holly, Smithville, and Hainesport versus 60 last month, a decrease of 27%. This month's total units sold was lower than at this time last year, a decrease of 10% versus June 2017.

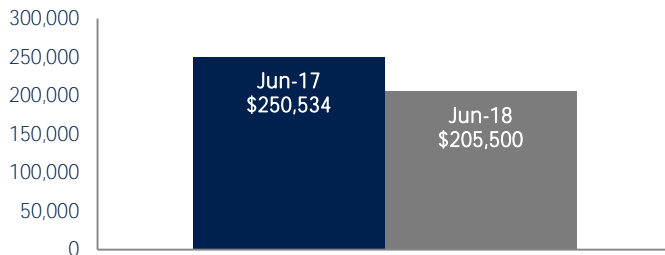
Active Inventory

Versus last year, the total number of homes available this month is lower by 31 units or 17%. The total number of active inventory this June was 153 compared to 184 in June 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Mt. Holly, Smithville, and Hainesport Homes was \$250,534. This June, the median sale price was \$205,500, a decrease of 18% or \$45,034 compared to last year. The current median sold price is 6% 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.



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.

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

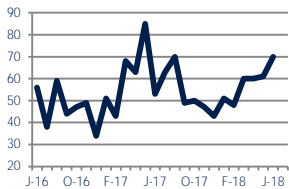




Zip Code(s): 08060 and 08036

New Listings

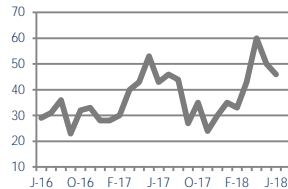
70



Up 32%
Vs. Year Ago

Current Contracts

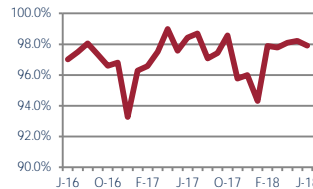
46



Up 7%
Vs. Year Ago

Sold Vs. List Price

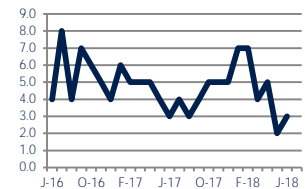
97.9%



Down -0.5%
Vs. Year Ago

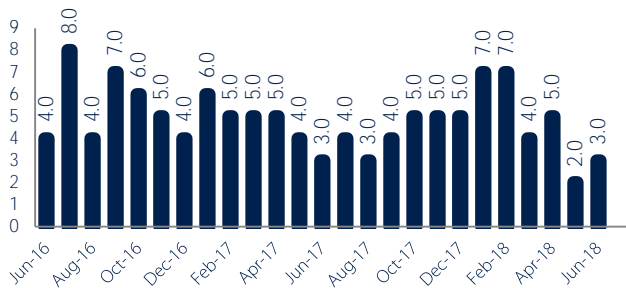
Months of Supply

3.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

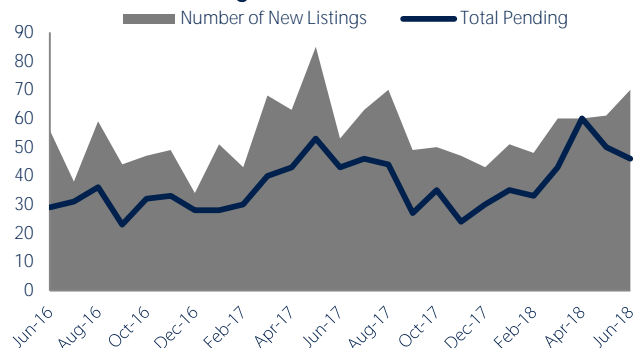
In June, there was 3.5 months of supply available in Mt. Holly, Smithville, and Hainesport, compared to 3.8 in June 2017. That is a decrease of 7% versus a year ago.

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.

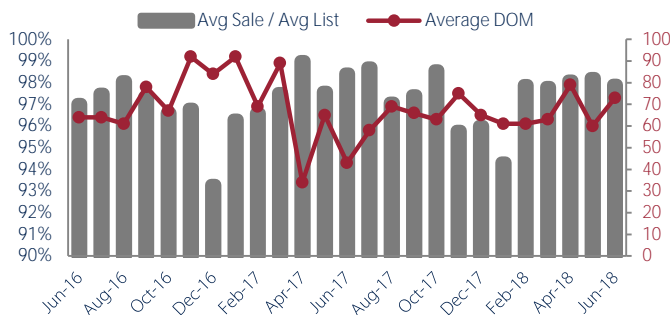
New Listings & Current Contracts

This month there were 70 homes newly listed for sale in Mt. Holly, Smithville, and Hainesport compared to 53 in June 2017, an increase of 32%. There were 46 current contracts pending sale this June compared to 43 a year ago. The number of current contracts is 7% 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 Mt. Holly, Smithville, and Hainesport was 97.9% of the average list price, which is 0.5% 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 43, an increase of 70%.



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