



The Long & Foster Market Minute™

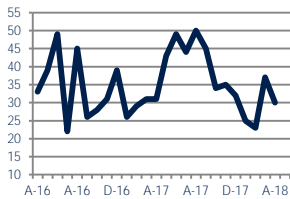
Focus On: Mt. Holly, Smithville, and Hainesport Housing Market

April 2018

Zip Code(s): 08060 and 08036

Units Sold

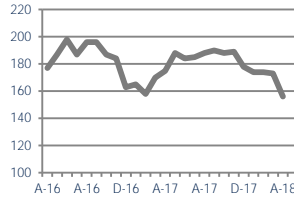
30



Down -3%
Vs. Year Ago

Active Inventory

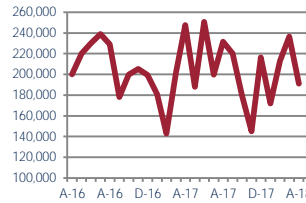
156



Down -11%
Vs. Year Ago

Median Sale Price

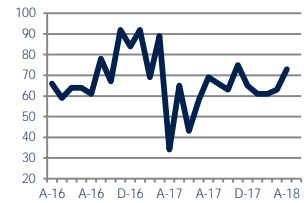
\$191,000



Down -23%
Vs. Year Ago

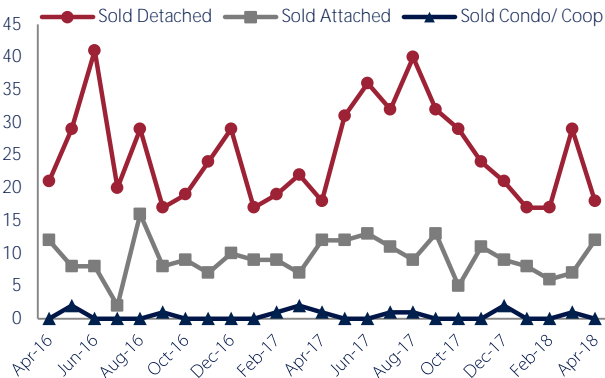
Days On Market

73



Up
Vs. Year Ago

Units Sold*



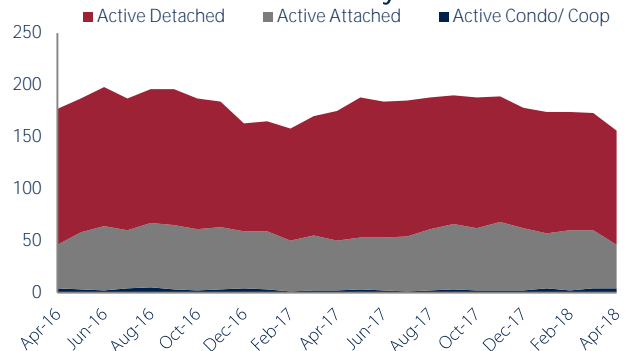
Units Sold

There was a decrease in total units sold in April, with 30 sold this month in Mt. Holly, Smithville, and Hainesport versus 37 last month, a decrease of 19%. This month's total units sold was lower than at this time last year, a decrease of 3% versus April 2017.

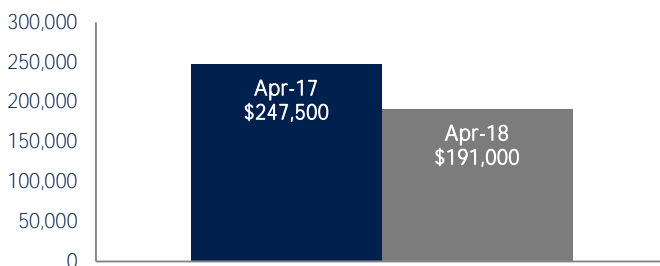
Active Inventory

Versus last year, the total number of homes available this month is lower by 19 units or 11%. The total number of active inventory this April was 156 compared to 175 in April 2017. This month's total of 156 is lower than the previous month's total supply of available inventory of 173, a decrease of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Mt. Holly, Smithville, and Hainesport Homes was \$247,500. This April, the median sale price was \$191,000, a decrease of 23% or \$56,500 compared to last year. The current median sold price is 19% lower than in March.

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.



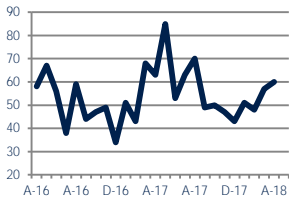
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 08060 and 08036

New Listings

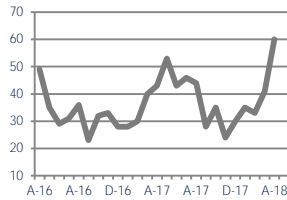
60



Down -5%
Vs. Year Ago

Current Contracts

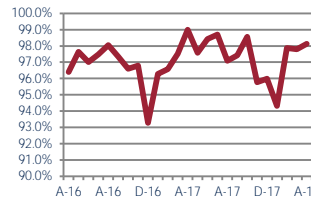
60



Up 40%
Vs. Year Ago

Sold Vs. List Price

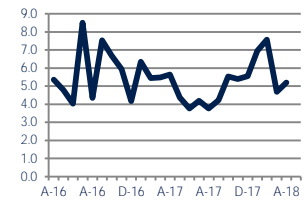
98.1%



Down -0.9%
Vs. Year Ago

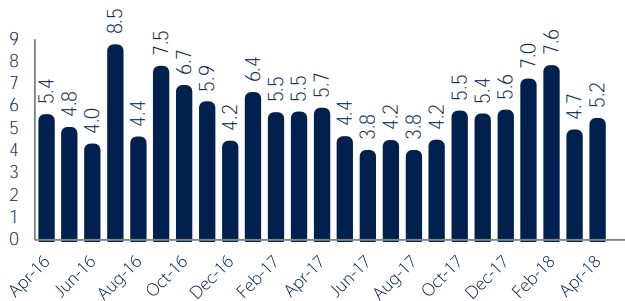
Months of Supply

5.2



Down -8%
Vs. Year Ago

Months Of Supply



New Listings & Current Contracts

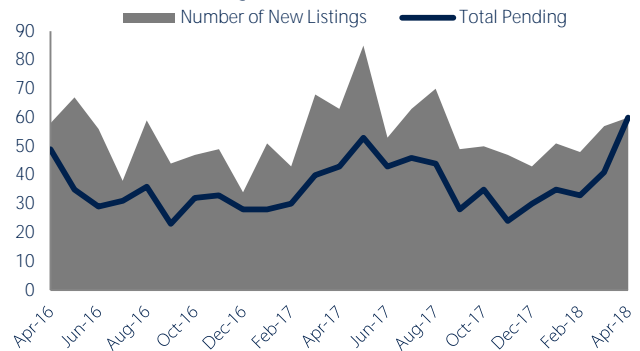
This month there were 60 homes newly listed for sale in Mt. Holly, Smithville, and Hainesport compared to 63 in April 2017, a decrease of 5%. There were 60 current contracts pending sale this April compared to 43 a year ago. The number of current contracts is 40% higher than last April.

Months of Supply

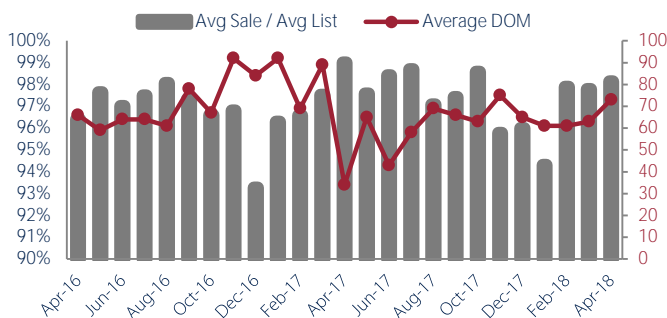
In April, there was 5.2 months of supply available in Mt. Holly, Smithville, and Hainesport, compared to 5.6 in April 2017. That is a decrease of 8% versus a year ago.

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



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Mt. Holly, Smithville, and Hainesport was 98.1% of the average list price, which is 0.9% 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 34. This increase was impacted by the limited number of sales.



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