



The Long & Foster Market Minute™

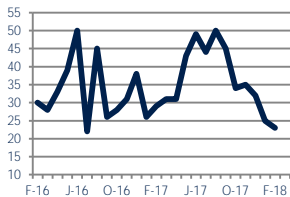
Focus On: Mt. Holly, Smithville, and Hainesport Housing Market

February 2018

Zip Code(s): 08060 and 08036

Units Sold

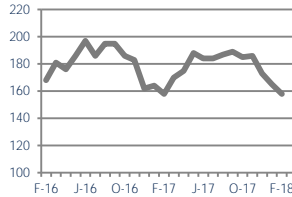
23



Down -21%
Vs. Year Ago

Active Inventory

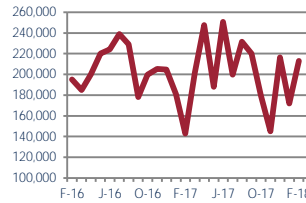
158



No Change
Vs. Year Ago

Median Sale Price

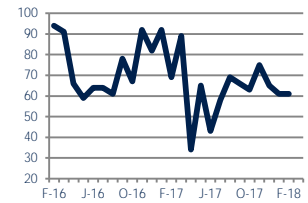
\$213,000



Up
Vs. Year Ago

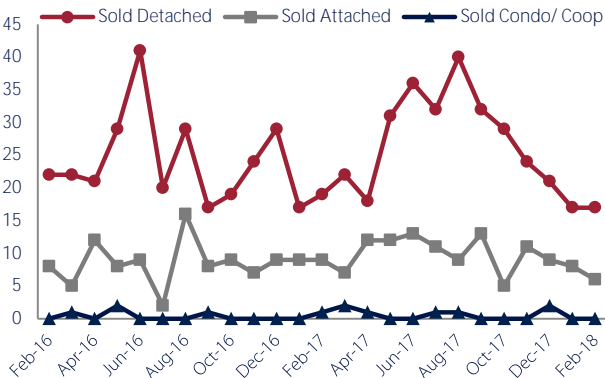
Days On Market

61



Down -12%
Vs. Year Ago

Units Sold*



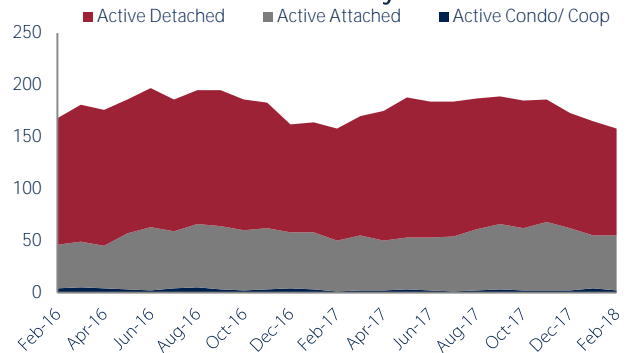
Units Sold

There was a decrease in total units sold in February, with 23 sold this month in Mt. Holly, Smithville, and Hainesport versus 25 last month, a decrease of 8%. This month's total units sold was lower than at this time last year, a decrease of 21% versus February 2017.

Active Inventory

The total number of homes available this month is 158 units, which is similar compared to a year ago. This month's total of 158 is lower than the previous month's total supply of available inventory of 165, a decrease of 4%.

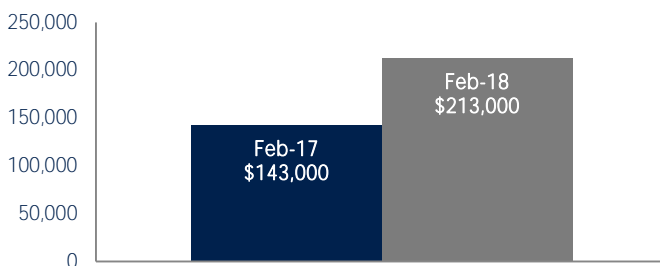
Active Inventory*



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last February, the median sale price for Mt. Holly, Smithville, and Hainesport Homes was \$143,000. This February, the median sale price was \$213,000, an increase of \$70,000 compared to last year. The current median sold price is higher than in January. 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



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.

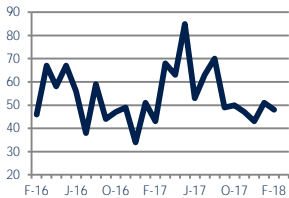




Zip Code(s): 08060 and 08036

New Listings

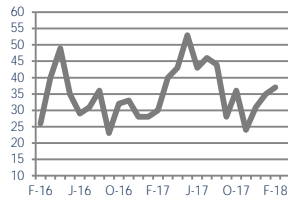
48



Up 12%
Vs. Year Ago

Current Contracts

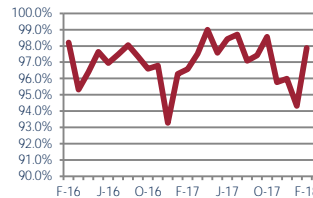
37



Up 23%
Vs. Year Ago

Sold Vs. List Price

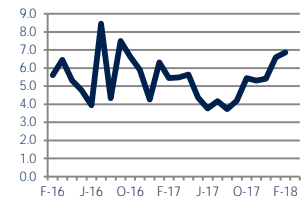
97.9%



Up 1.3%
Vs. Year Ago

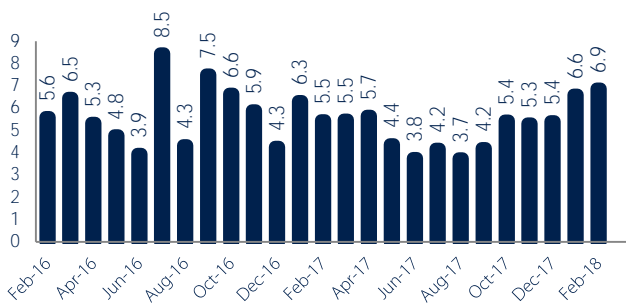
Months of Supply

6.9



Up 26%
Vs. Year Ago

Months Of Supply



Months of Supply

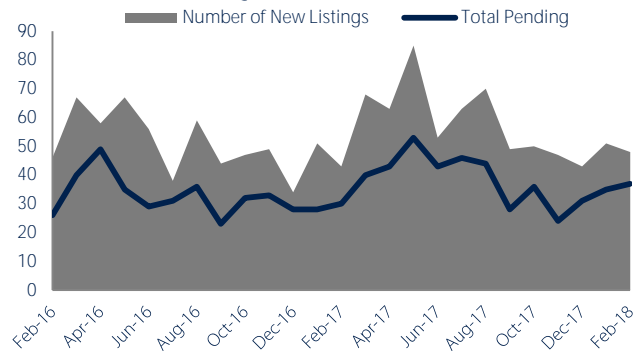
In February, there was 6.9 months of supply available in Mt. Holly, Smithville, and Hainesport, compared to 5.4 in February 2017. That is an increase of 26% versus a year ago.

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.

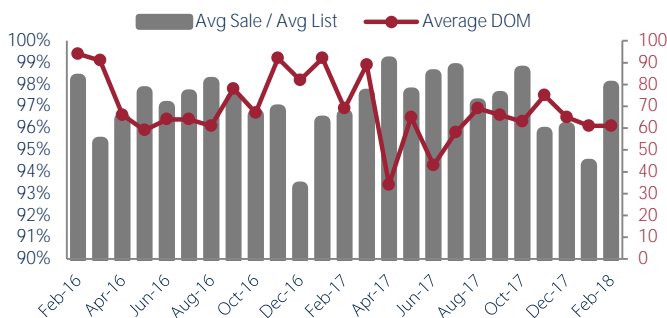
New Listings & Current Contracts

This month there were 48 homes newly listed for sale in Mt. Holly, Smithville, and Hainesport compared to 43 in February 2017, an increase of 12%. There were 37 current contracts pending sale this February compared to 30 a year ago. The number of current contracts is 23% higher than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Mt. Holly, Smithville, and Hainesport was 97.9% of the average list price, which is 1.3% higher than at this time last year.

Days On Market

This month, the average number of days on market was 61, lower than the average last year, which was 69, a decrease of 12%.



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