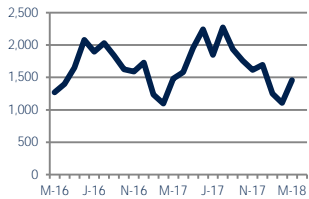


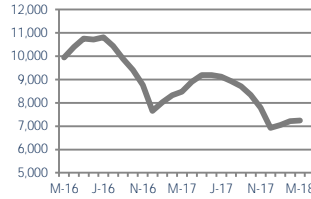


### Units Sold 1,456



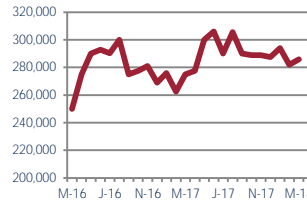
Down -2%  
Vs. Year Ago

### Active Inventory 7,247



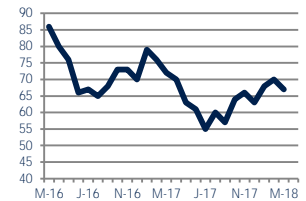
Down -15%  
Vs. Year Ago

### Median Sale Price \$286,000



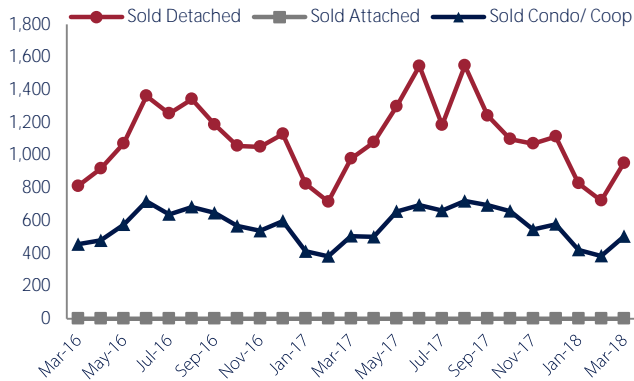
Up 4%  
Vs. Year Ago

### Days On Market 67



Down -7%  
Vs. Year Ago

### Units Sold\*



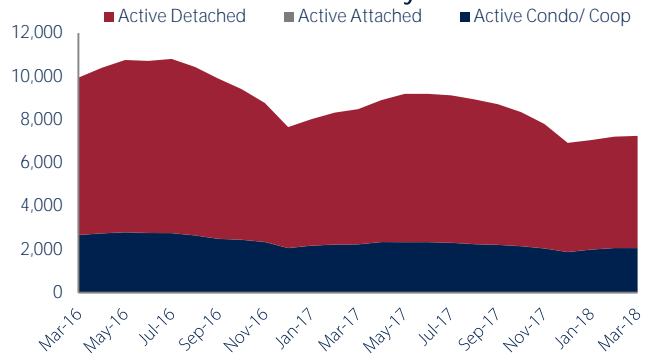
### Units Sold

There was an increase in total units sold in March, with 1,456 sold this month in North Jersey Shore versus 1,107 last month, an increase of 32%. This month's total units sold was lower than at this time last year, a decrease of 2% versus March 2017.

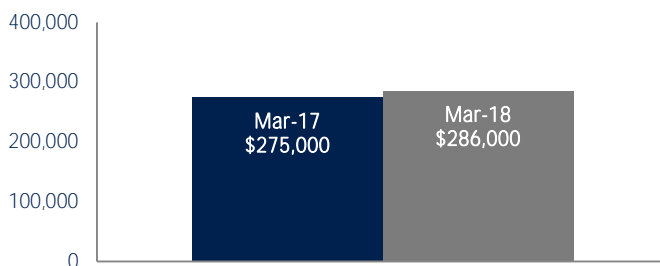
### Active Inventory

Versus last year, the total number of homes available this month is lower by 1,234 units or 15%. The total number of active inventory this March was 7,247 compared to 8,481 in March 2017. This month's total of 7,247 is higher than the previous month's total supply of available inventory of 7,209, an increase of 1%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last March, the median sale price for North Jersey Shore Homes was \$275,000. This March, the median sale price was \$286,000, an increase of 4% or \$11,000 compared to last year. The current median sold price is 1% higher than in February.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



\*Defined as: the counties of Monmouth and Ocean in NJ.

\*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.

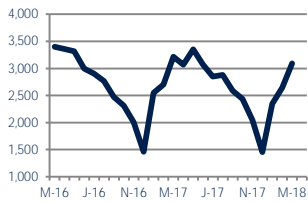
Information included in this report is based on data supplied by MOMLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MOMLS or Long & Foster Real Estate, Inc.





### New Listings

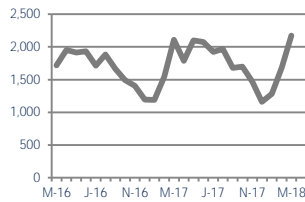
3,092



Down -4%  
Vs. Year Ago

### Current Contracts

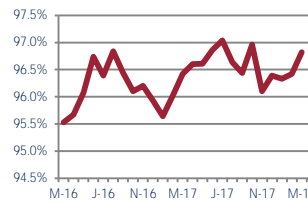
2,173



Up 3%  
Vs. Year Ago

### Sold Vs. List Price

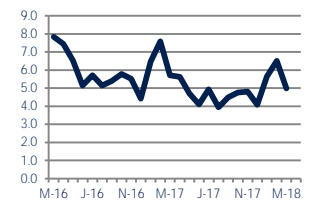
96.8%



No Change  
Vs. Year Ago

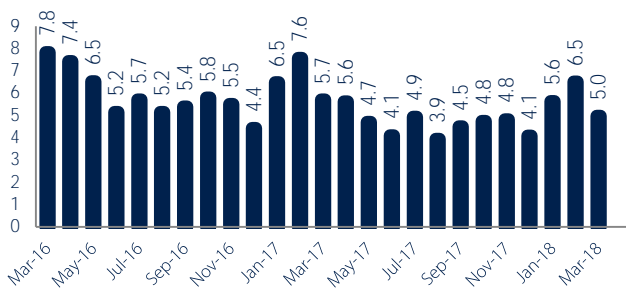
### Months of Supply

5.0



Down -13%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

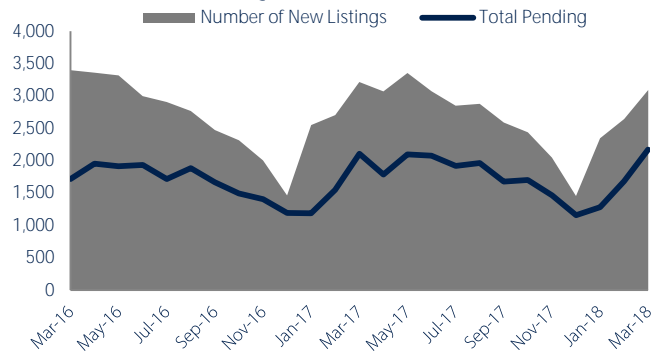
In March, there was 5.0 months of supply available in North Jersey Shore, compared to 5.7 in March 2017. That is a decrease of 13% versus a year ago.

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.

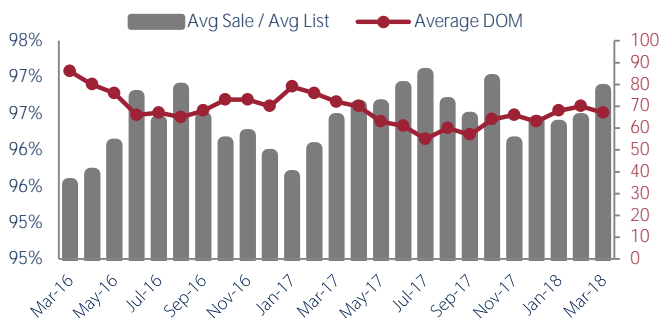
### New Listings & Current Contracts

This month there were 3,092 homes newly listed for sale in North Jersey Shore compared to 3,215 in March 2017, a decrease of 4%. There were 2,173 current contracts pending sale this March compared to 2,109 a year ago. The number of current contracts is 3% higher than last March.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In March, the average sale price in North Jersey Shore was 96.8% 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 67, lower than the average last year, which was 72, a decrease of 7%.



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