



The Long & Foster Market Minute™

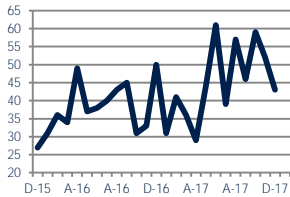
Focus On: Northwest Trenton and Northern Trenton Housing Market

December 2017

Zip Code(s): 08618 and 08638

Units Sold

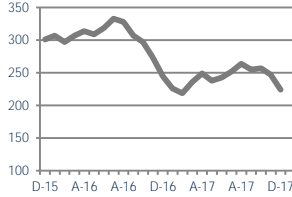
43



Down -14%
Vs. Year Ago

Active Inventory

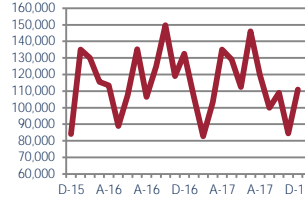
224



Down -9%
Vs. Year Ago

Median Sale Price

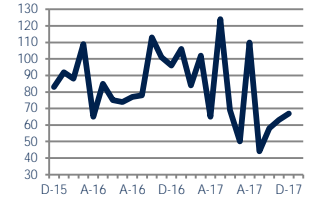
\$110,900



Down -16%
Vs. Year Ago

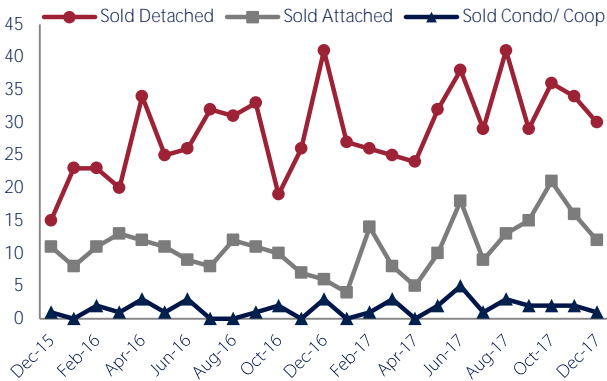
Days On Market

67



Down -30%
Vs. Year Ago

Units Sold*



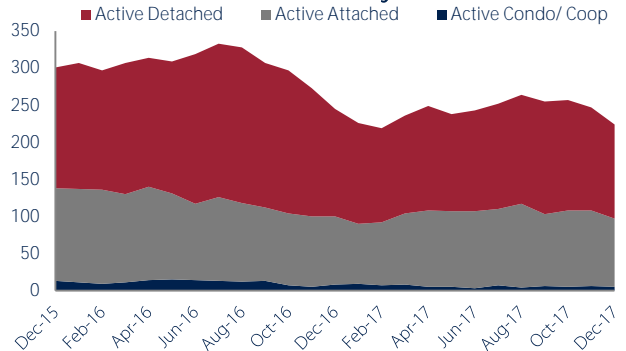
Units Sold

There was a decrease in total units sold in December, with 43 sold this month in Northwest Trenton and Northern Trenton versus 52 last month, a decrease of 17%. This month's total units sold was lower than at this time last year, a decrease of 14% versus December 2016.

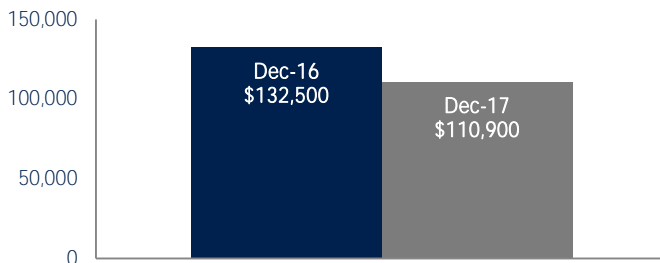
Active Inventory

Versus last year, the total number of homes available this month is lower by 21 units or 9%. The total number of active inventory this December was 224 compared to 245 in December 2016. This month's total of 224 is lower than the previous month's total supply of available inventory of 247, a decrease of 9%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Northwest Trenton and Northern Trenton Homes was \$132,500. This December, the median sale price was \$110,900, a decrease of \$21,600 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.



Northwest Trenton and Northern Trenton are defined as properties listed in zip code/s 08618 and 08638.

*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 TRiND 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 TRiND or Long & Foster Real Estate, Inc.

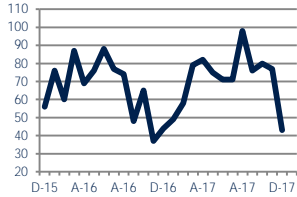
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 08618 and 08638

New Listings

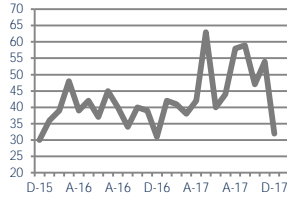
43



Down -2%
Vs. Year Ago

Current Contracts

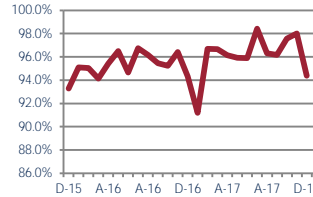
32



Up 3%
Vs. Year Ago

Sold Vs. List Price

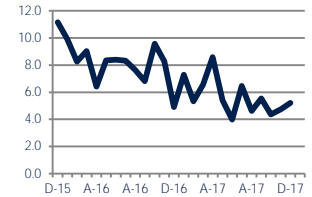
94.4%



No Change
Vs. Year Ago

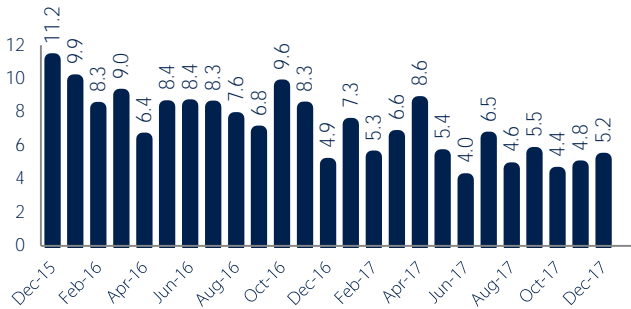
Months of Supply

5.2



Up 6%
Vs. Year Ago

Months Of Supply



Months of Supply

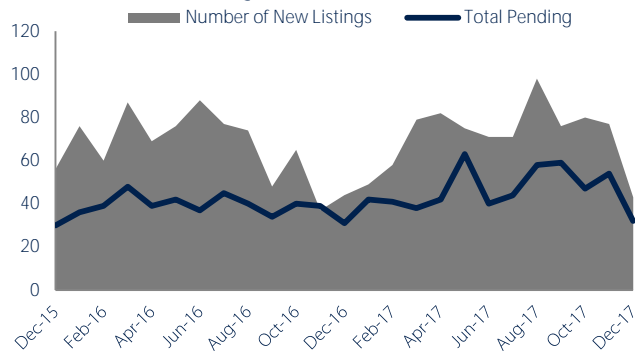
In December, there was 5.2 months of supply available in Northwest Trenton and Northern Trenton, compared to 4.9 in December 2016. That is an increase of 6% versus a year ago.

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.

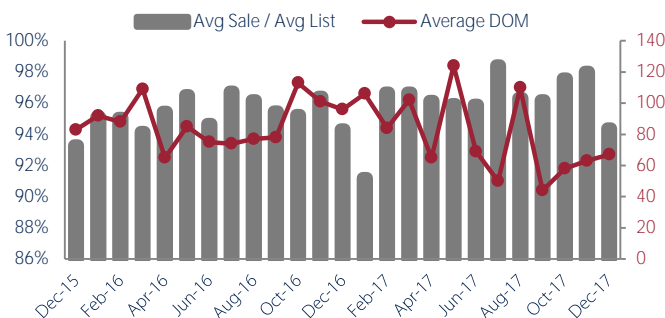
New Listings & Current Contracts

This month there were 43 homes newly listed for sale in Northwest Trenton and Northern Trenton compared to 44 in December 2016, a decrease of 2%. There were 32 current contracts pending sale this December compared to 31 a year ago. The number of current contracts is 3% 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 Northwest Trenton and Northern Trenton was 94.4% 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 96, a decrease of 30%.



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