



# The Long & Foster Market Minute™

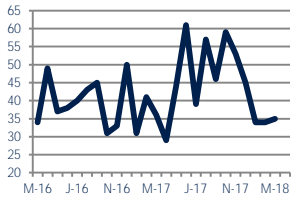
Focus On: Northwest Trenton and Northern Trenton Housing Market

March 2018

Zip Code(s): 08618 and 08638

## Units Sold

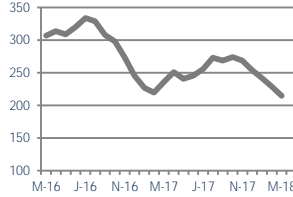
35



Down -3%  
Vs. Year Ago

## Active Inventory

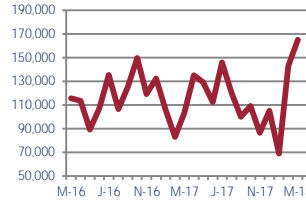
215



Down -9%  
Vs. Year Ago

## Median Sale Price

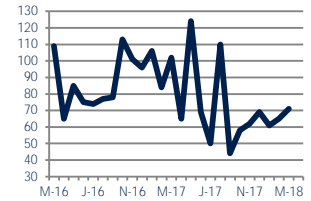
\$165,000



Up  
Vs. Year Ago

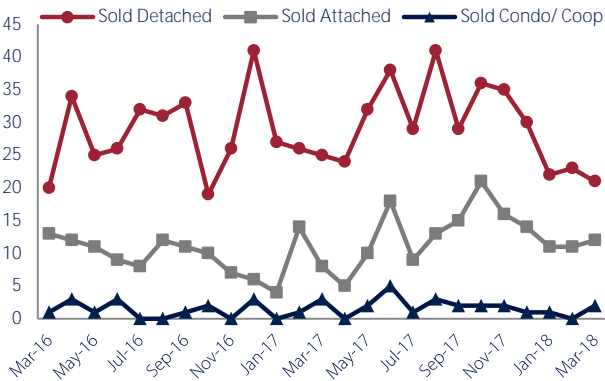
## Days On Market

71



Down -30%  
Vs. Year Ago

## Units Sold\*



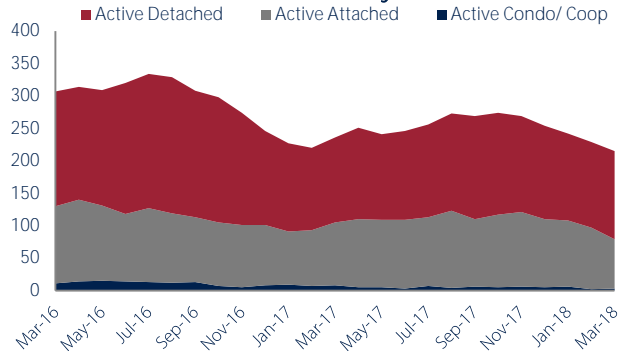
## Units Sold

There was an increase in total units sold in March, with 35 sold this month in Northwest Trenton and Northern Trenton versus 34 last month, an increase of 3%. This month's total units sold was lower than at this time last year, a decrease of 3% versus March 2017.

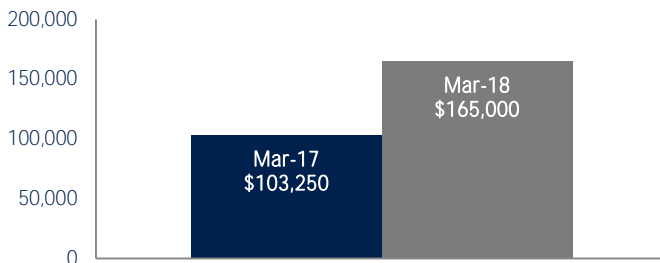
## Active Inventory

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 March was 215 compared to 236 in March 2017. This month's total of 215 is lower than the previous month's total supply of available inventory of 229, a decrease of 6%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last March, the median sale price for Northwest Trenton and Northern Trenton Homes was \$103,250. This March, the median sale price was \$165,000, an increase of \$61,750 compared to last year. The current median sold price is 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.



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 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.

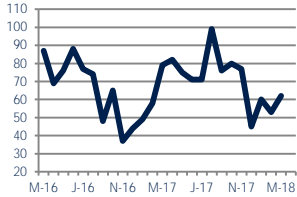
CHRISTIE'S  
INTERNATIONAL REAL ESTATE



Zip Code(s): 08618 and 08638

### New Listings

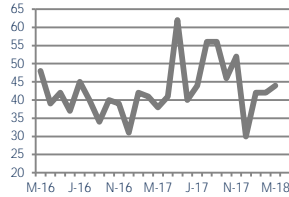
62



Down -22%  
Vs. Year Ago

### Current Contracts

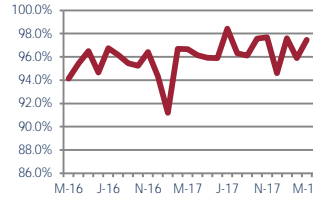
44



Up 16%  
Vs. Year Ago

### Sold Vs. List Price

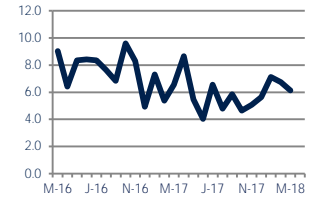
97.5%



Up 0.8%  
Vs. Year Ago

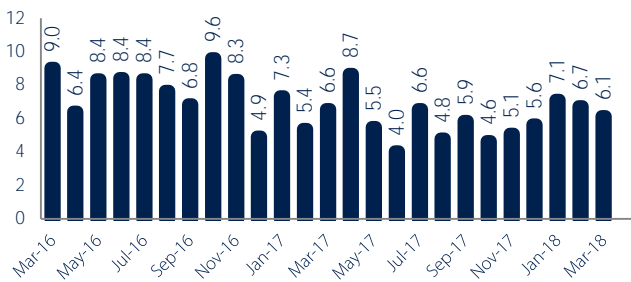
### Months of Supply

6.1



Down -6%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

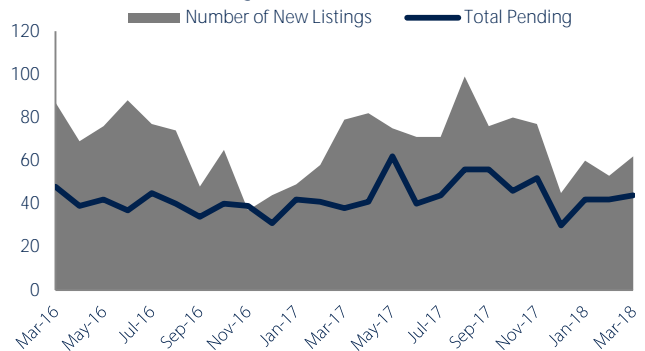
In March, there was 6.1 months of supply available in Northwest Trenton and Northern Trenton, compared to 6.6 in March 2017. That is a decrease of 6% versus a year ago.

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.

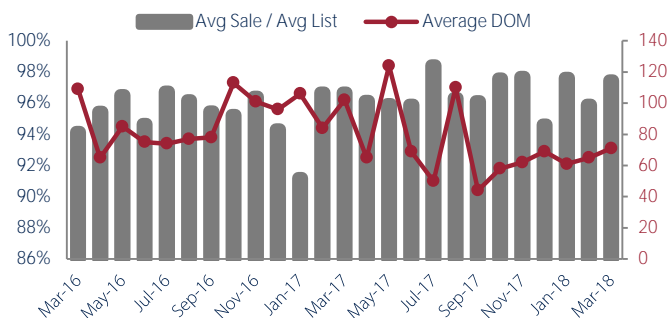
### New Listings & Current Contracts

This month there were 62 homes newly listed for sale in Northwest Trenton and Northern Trenton compared to 79 in March 2017, a decrease of 22%. There were 44 current contracts pending sale this March compared to 38 a year ago. The number of current contracts is 16% 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 Northwest Trenton and Northern Trenton was 97.5% of the average list price, which is 0.8% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 71, lower than the average last year, which was 102, a decrease of 30%.



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