



The Long & Foster Market Minute™

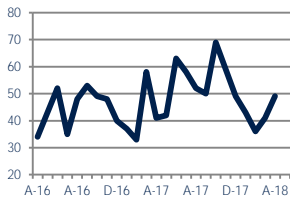
Focus On: Williamstown and Victory Lakes Housing Market

April 2018

Zip Code(s): 08094

Units Sold

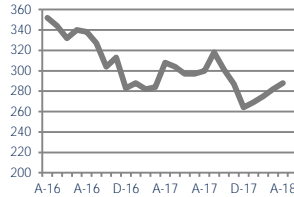
49



Up 20%
Vs. Year Ago

Active Inventory

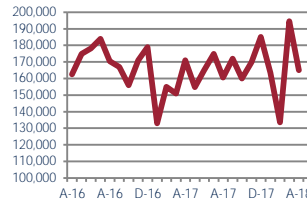
288



Down -6%
Vs. Year Ago

Median Sale Price

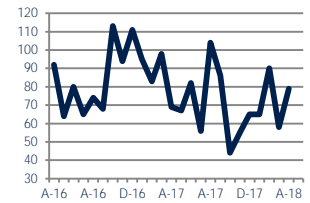
\$165,000



Down -4%
Vs. Year Ago

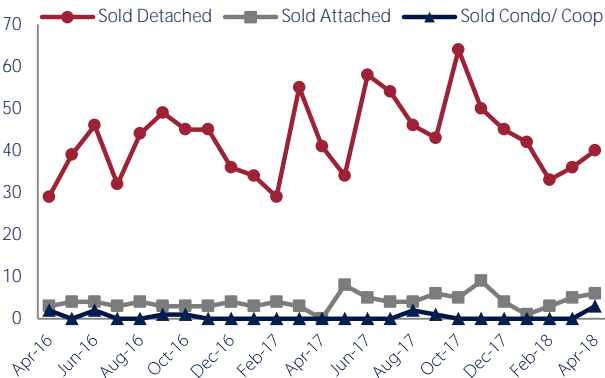
Days On Market

79



Up 14%
Vs. Year Ago

Units Sold*



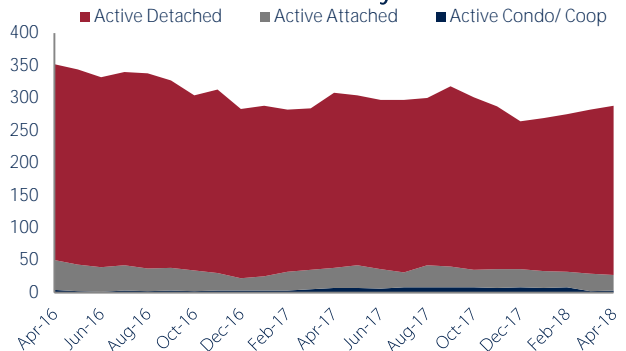
Units Sold

There was an increase in total units sold in April, with 49 sold this month in Williamstown and Victory Lakes versus 41 last month, an increase of 20%. This month's total units sold was higher than at this time last year, an increase of 20% versus April 2017.

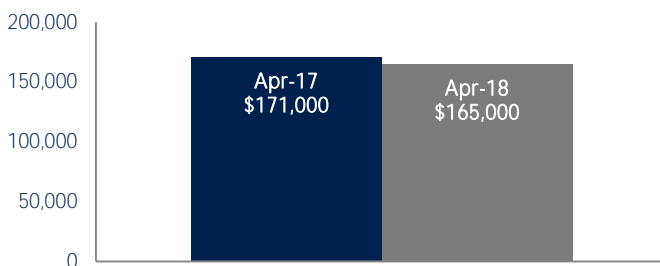
Active Inventory

Versus last year, the total number of homes available this month is lower by 20 units or 6%. The total number of active inventory this April was 288 compared to 308 in April 2017. This month's total of 288 is higher than the previous month's total supply of available inventory of 282, an increase of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Williamstown and Victory Lakes Homes was \$171,000. This April, the median sale price was \$165,000, a decrease of 4% or \$6,000 compared to last year. The current median sold price is 15% 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.



Williamstown and Victory Lakes are defined as properties listed in zip code/s 08094.

*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.

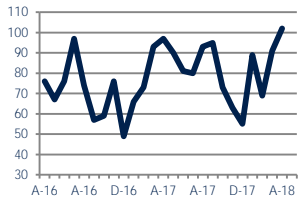




Zip Code(s): 08094

New Listings

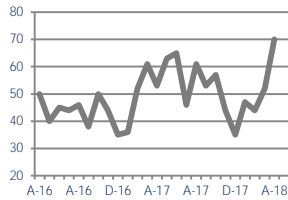
102



Up 5%
Vs. Year Ago

Current Contracts

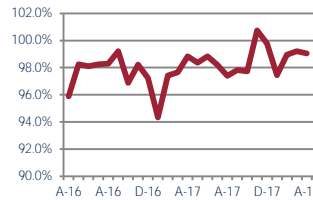
70



Up 32%
Vs. Year Ago

Sold Vs. List Price

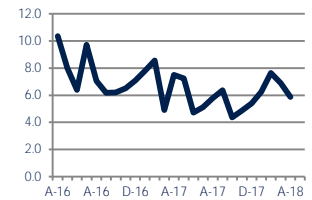
99.1%



No Change
Vs. Year Ago

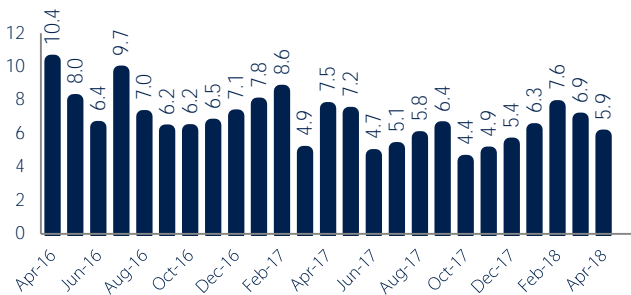
Months of Supply

5.9



Down -22%
Vs. Year Ago

Months Of Supply



Months of Supply

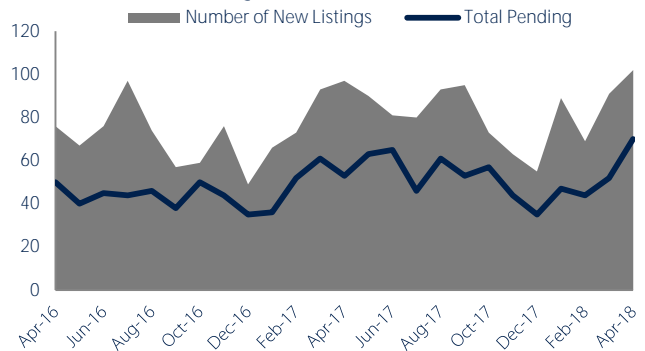
In April, there was 5.9 months of supply available in Williamstown and Victory Lakes, compared to 7.5 in April 2017. That is a decrease of 22% versus a year ago.

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.

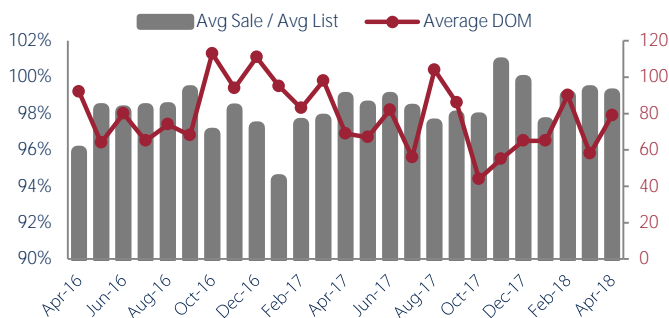
New Listings & Current Contracts

This month there were 102 homes newly listed for sale in Williamstown and Victory Lakes compared to 97 in April 2017, an increase of 5%. There were 70 current contracts pending sale this April compared to 53 a year ago. The number of current contracts is 32% higher than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Williamstown and Victory Lakes was 99.1% 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 79, higher than the average last year, which was 69, an increase of 14%.



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