



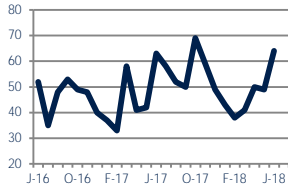
The Long & Foster Market Minute™

Focus On: Williamstown and Victory Lakes Housing Market

June 2018

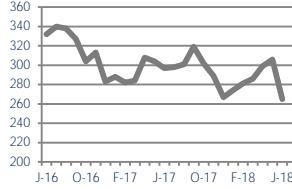
Zip Code(s): 08094

Units Sold
64



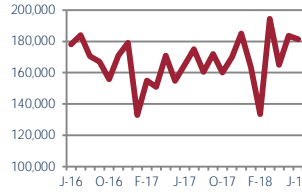
Up 2%
Vs. Year Ago

Active Inventory
265



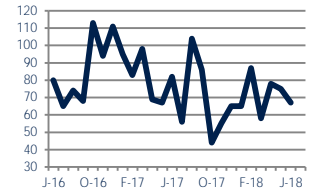
Down -11%
Vs. Year Ago

Median Sale Price
\$181,250



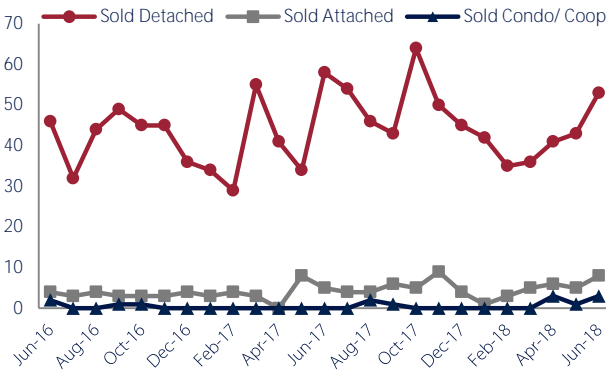
Up 10%
Vs. Year Ago

Days On Market
67



Down -18%
Vs. Year Ago

Units Sold*



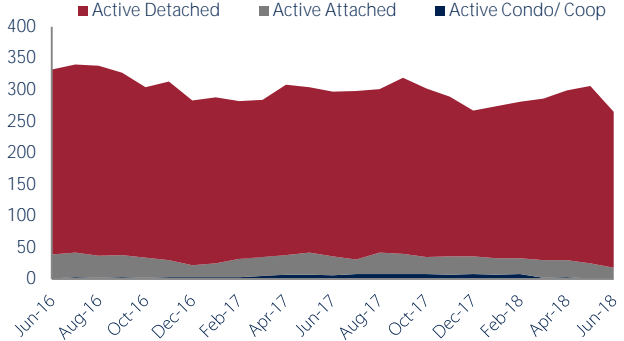
Units Sold

There was an increase in total units sold in June, with 64 sold this month in Williamstown and Victory Lakes versus 49 last month, an increase of 31%. This month's total units sold was higher than at this time last year, an increase of 2% versus June 2017.

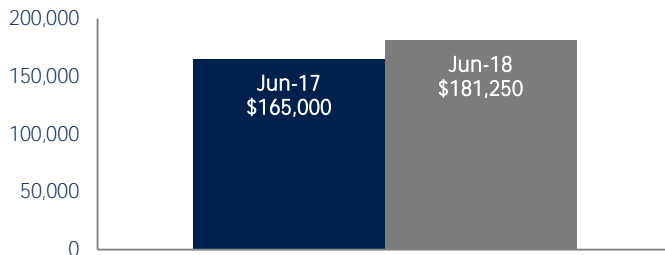
Active Inventory

Versus last year, the total number of homes available this month is lower by 32 units or 11%. The total number of active inventory this June was 265 compared to 297 in June 2017. This month's total of 265 is lower than the previous month's total supply of available inventory of 306, a decrease of 13%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Williamstown and Victory Lakes Homes was \$165,000. This June, the median sale price was \$181,250, an increase of 10% or \$16,250 compared to last year. The current median sold price is 1% lower than in May.

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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE

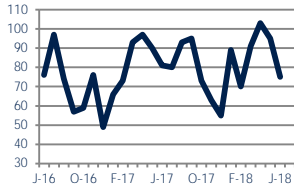




Zip Code(s): 08094

New Listings

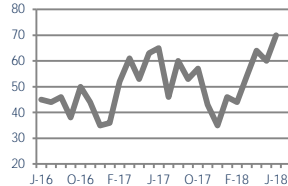
75



Down -7%
Vs. Year Ago

Current Contracts

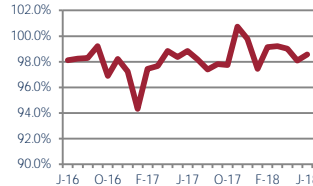
70



Up 8%
Vs. Year Ago

Sold Vs. List Price

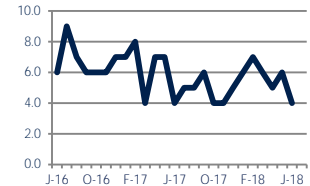
98.6%



No Change
Vs. Year Ago

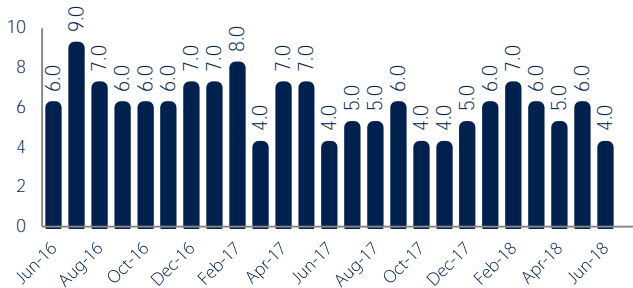
Months of Supply

4.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

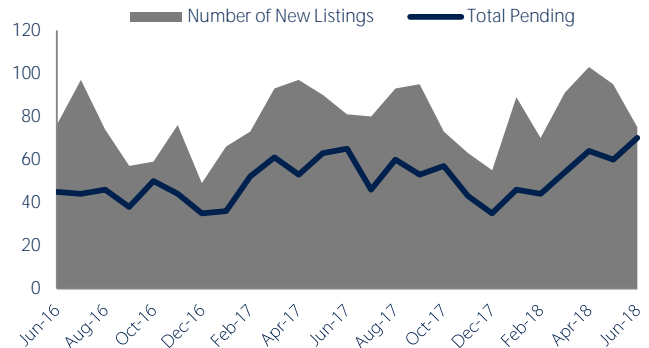
In June, there was 4.1 months of supply available in Williamstown and Victory Lakes, compared to 4.7 in June 2017. That is a decrease of 12% versus a year ago.

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.

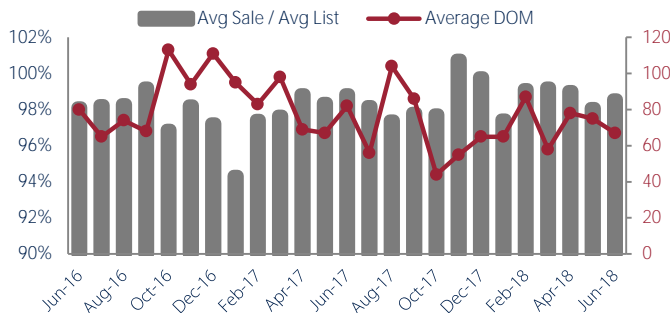
New Listings & Current Contracts

This month there were 75 homes newly listed for sale in Williamstown and Victory Lakes compared to 81 in June 2017, a decrease of 7%. There were 70 current contracts pending sale this June compared to 65 a year ago. The number of current contracts is 8% higher than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Williamstown and Victory Lakes was 98.6% 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 82, a decrease of 18%.



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