



The Long & Foster Market Minute™

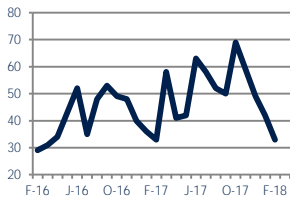
Focus On: Williamstown and Victory Lakes Housing Market

February 2018

Zip Code(s): 08094

Units Sold

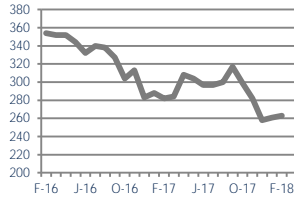
33



No Change
Vs. Year Ago

Active Inventory

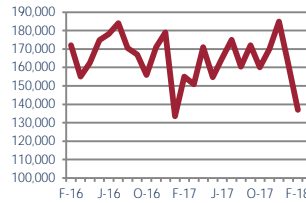
263



Down -7%
Vs. Year Ago

Median Sale Price

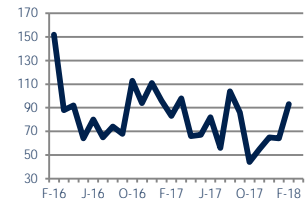
\$137,000



Down -12%
Vs. Year Ago

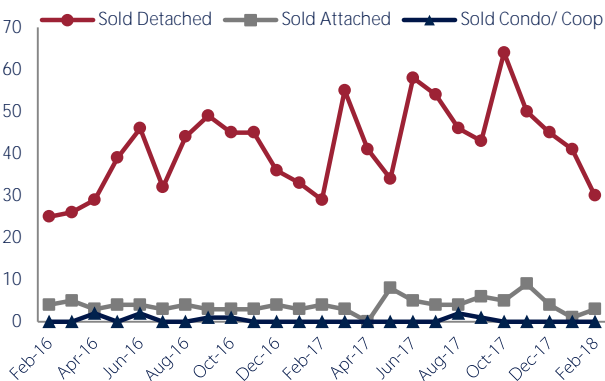
Days On Market

93



Up 12%
Vs. Year Ago

Units Sold*



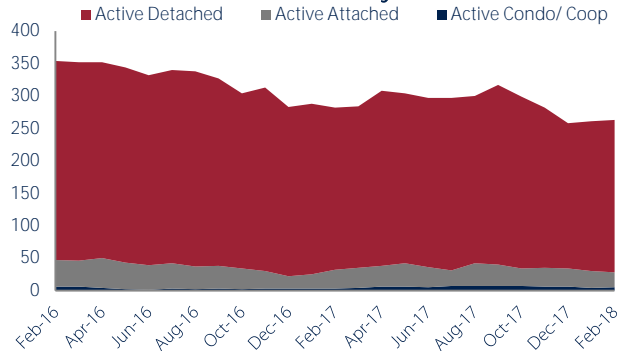
Units Sold

There was a decrease in total units sold in February, with 33 sold this month in Williamstown and Victory Lakes, a decrease of 21%. This month's total units sold is similar compared to a year ago.

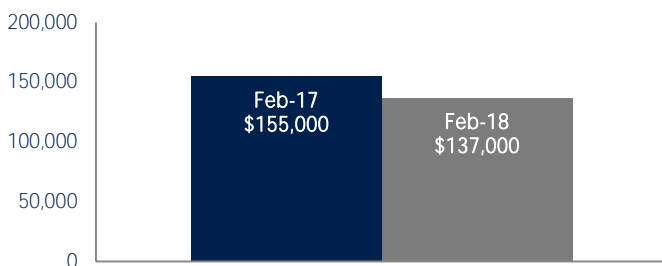
Active Inventory

Versus last year, the total number of homes available this month is lower by 19 units or 7%. The total number of active inventory this February was 263 compared to 282 in February 2017. This month's total of 263 is higher than the previous month's total supply of available inventory of 261, an increase of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for Williamstown and Victory Lakes Homes was \$155,000. This February, the median sale price was \$137,000, a decrease of 12% or \$18,000 compared to last year. The current median sold price is 15% lower than in January.

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 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.

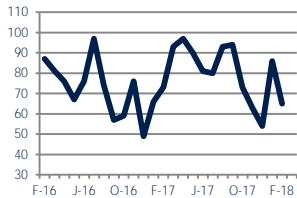
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 08094

New Listings

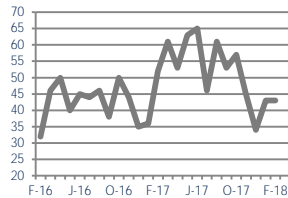
65



Down -11%
Vs. Year Ago

Current Contracts

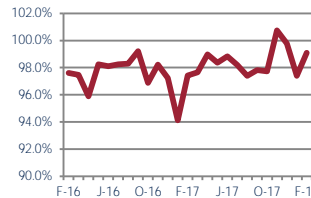
43



Down -17%
Vs. Year Ago

Sold Vs. List Price

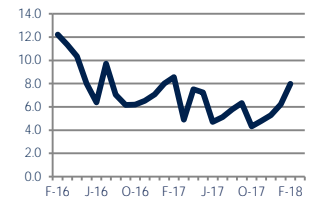
99.1%



Up 1.7%
Vs. Year Ago

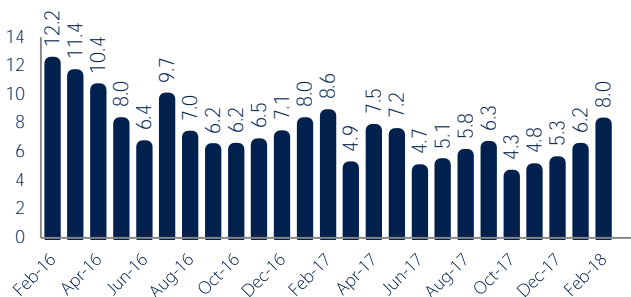
Months of Supply

8.0



Down -7%
Vs. Year Ago

Months Of Supply



Months of Supply

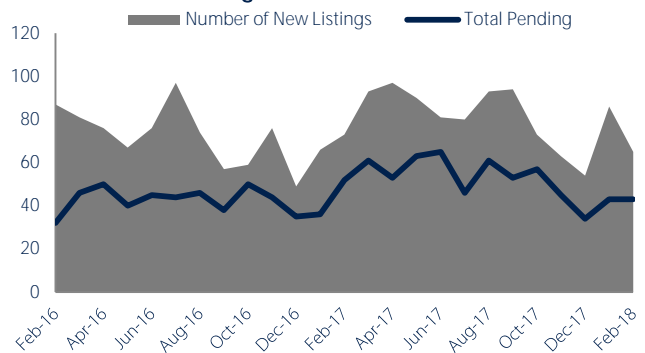
In February, there was 8.0 months of supply available in Williamstown and Victory Lakes, compared to 8.5 in February 2017. That is a decrease of 7% versus a year ago.

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.

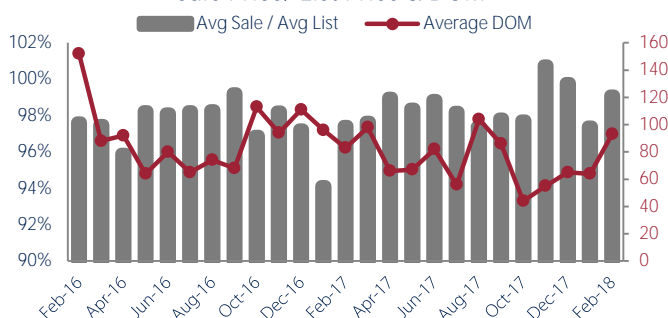
New Listings & Current Contracts

This month there were 65 homes newly listed for sale in Williamstown and Victory Lakes compared to 73 in February 2017, a decrease of 11%. There were 43 current contracts pending sale this February compared to 52 a year ago. The number of current contracts remained stable as compared to last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Williamstown and Victory Lakes was 99.1% of the average list price, which is 1.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 93, higher than the average last year, which was 83, an increase of 12%.



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