



The Long & Foster Market Minute™

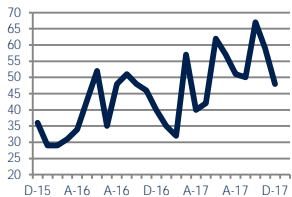
Focus On: Williamstown and Victory Lakes Housing Market

December 2017

Zip Code(s): 08094

Units Sold

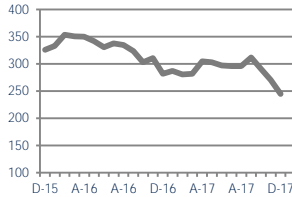
48



Up 20%
Vs. Year Ago

Active Inventory

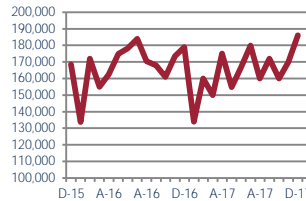
245



Down -13%
Vs. Year Ago

Median Sale Price

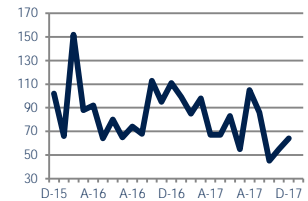
\$186,000



Up 4%
Vs. Year Ago

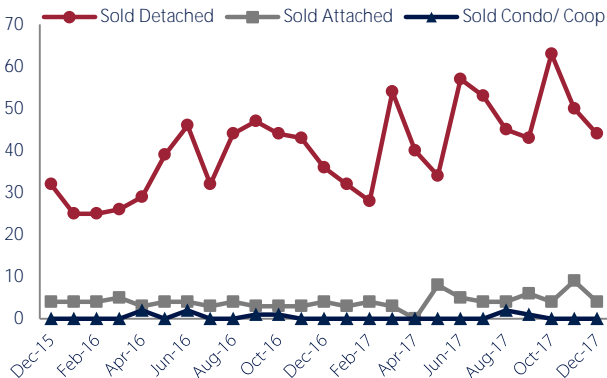
Days On Market

64



Down -42%
Vs. Year Ago

Units Sold*



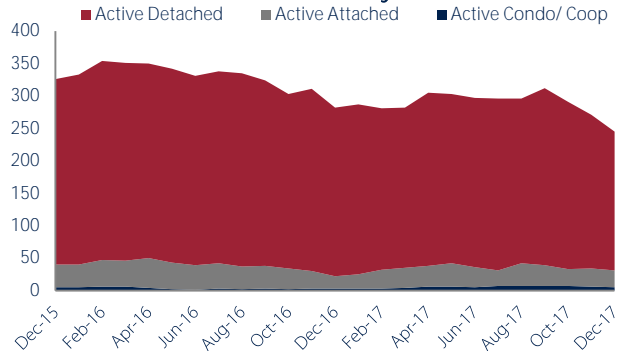
Units Sold

There was a decrease in total units sold in December, with 48 sold this month in Williamstown and Victory Lakes versus 59 last month, a decrease of 19%. This month's total units sold was higher than at this time last year, an increase of 20% versus December 2016.

Active Inventory

Versus last year, the total number of homes available this month is lower by 37 units or 13%. The total number of active inventory this December was 245 compared to 282 in December 2016. This month's total of 245 is lower than the previous month's total supply of available inventory of 271, a decrease of 10%.

Active Inventory*

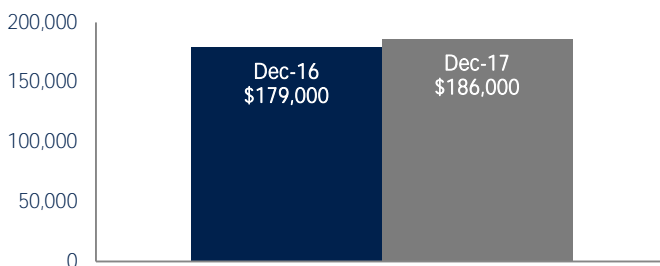


Median Sale Price

Last December, the median sale price for Williamstown and Victory Lakes Homes was \$179,000. This December, the median sale price was \$186,000, an increase of 4% or \$7,000 compared to last year. The current median sold price is 9% 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.

Median Sale Price



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.



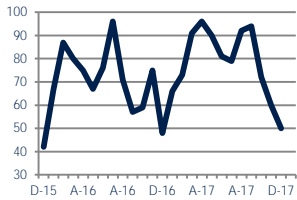
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 08094

New Listings

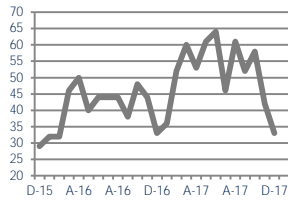
50



Up 4%
Vs. Year Ago

Current Contracts

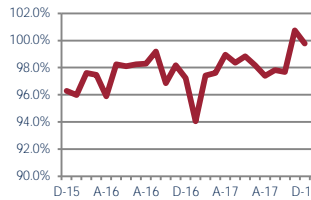
33



No Change
Vs. Year Ago

Sold Vs. List Price

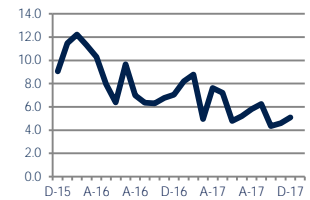
99.8%



Up 2.6%
Vs. Year Ago

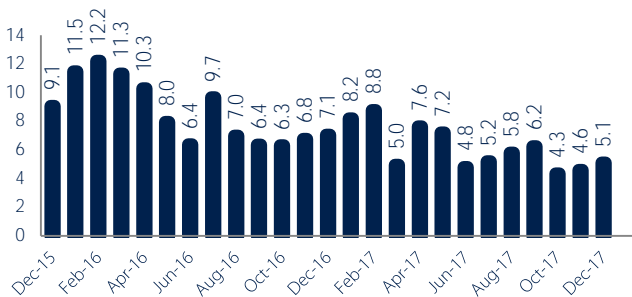
Months of Supply

5.1



Down -28%
Vs. Year Ago

Months Of Supply



Months of Supply

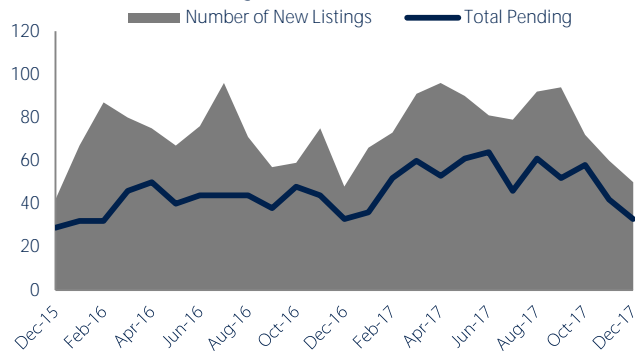
In December, there was 5.1 months of supply available in Williamstown and Victory Lakes, compared to 7.1 in December 2016. That is a decrease of 28% versus a year ago.

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.

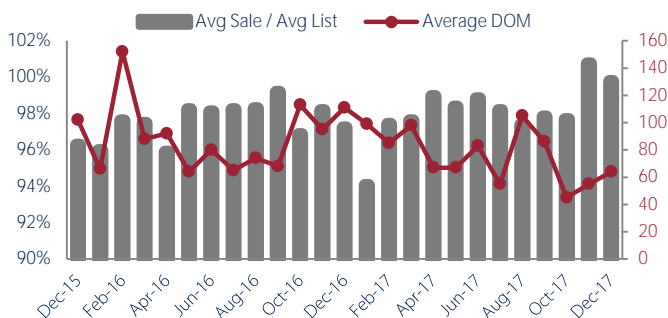
New Listings & Current Contracts

This month there were 50 homes newly listed for sale in Williamstown and Victory Lakes compared to 48 in December 2016, an increase of 4%. There were 33 current contracts pending sale this December, consistent with the volume a year ago. The number of current contracts is 21% lower than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Williamstown and Victory Lakes was 99.8% of the average list price, which is 2.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 64, lower than the average last year, which was 111, a decrease of 42%.



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