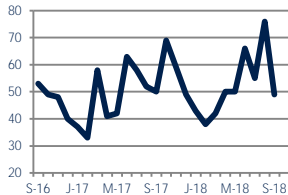


Zip Code(s): 08094

Units Sold

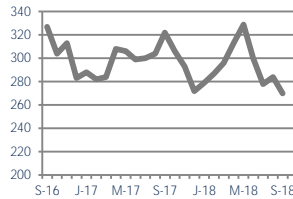
49



Down -2%
Vs. Year Ago

Active Inventory

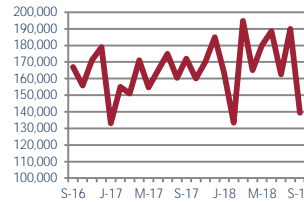
270



Down -16%
Vs. Year Ago

Median Sale Price

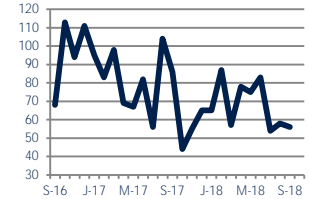
\$139,500



Down -19%
Vs. Year Ago

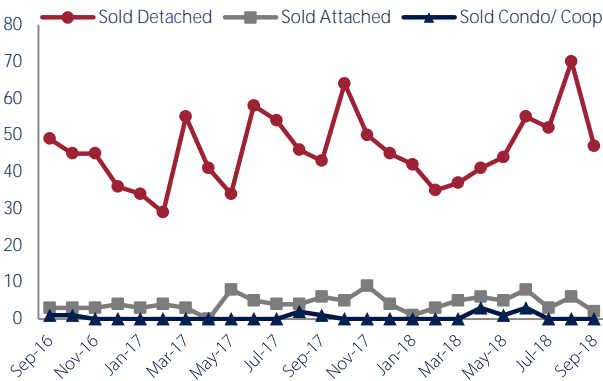
Days On Market

56



Down -35%
Vs. Year Ago

Units Sold*



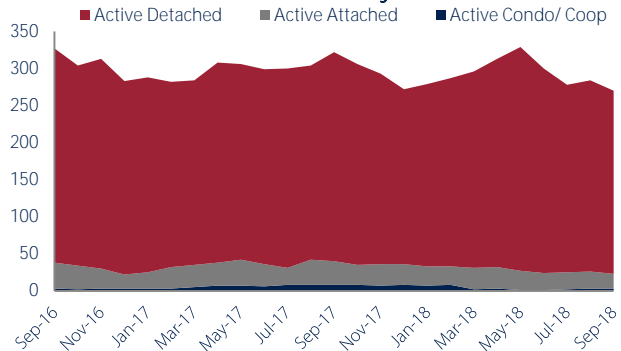
Units Sold

There was a decrease in total units sold in September, with 49 sold this month in Williamstown and Victory Lakes. This month's total units sold was lower than at this time last year.

Active Inventory

Versus last year, the total number of homes available this month is lower by 52 units or 16%. The total number of active inventory this September was 270 compared to 322 in September 2017. This month's total of 270 is lower than the previous month's total supply of available inventory of 284, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Williamstown and Victory Lakes Homes was \$172,000. This September, the median sale price was \$139,500, a decrease of \$32,500 compared to last year. The current median sold price is lower than in August.

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.





The Long & Foster Market Minute™

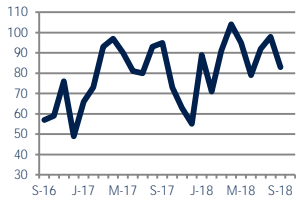
Focus On: Williamstown and Victory Lakes Housing Market

September 2018

Zip Code(s): 08094

New Listings

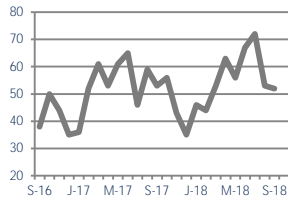
83



Down -13%
Vs. Year Ago

Current Contracts

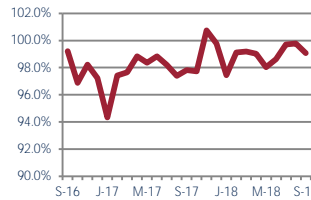
52



Down -2%
Vs. Year Ago

Sold Vs. List Price

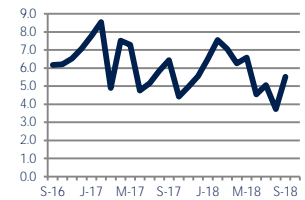
99.1%



Up 1.3%
Vs. Year Ago

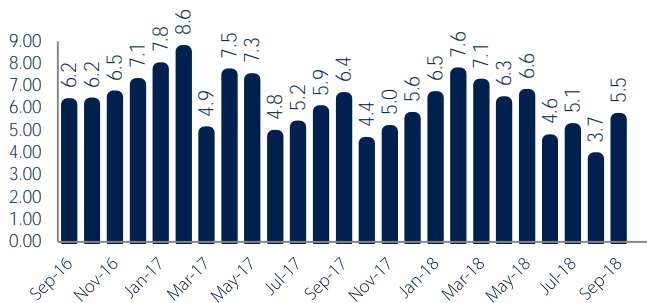
Months of Supply

5.5



Down -14%
Vs. Year Ago

Months Of Supply



Months of Supply

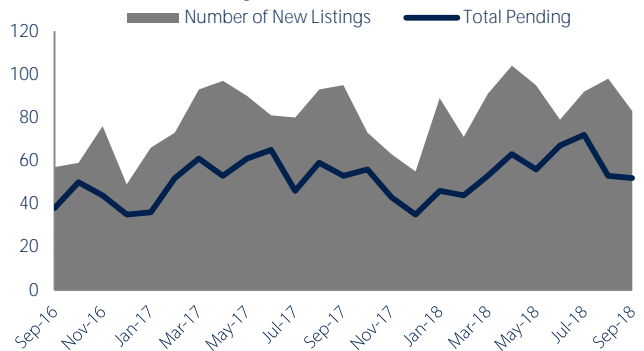
In September, there was 5.5 months of supply available in Williamstown and Victory Lakes, compared to 6.4 in September 2017. That is a decrease of 14% versus a year ago.

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.

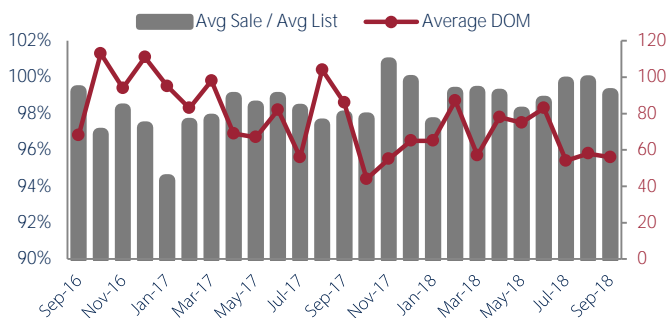
New Listings & Current Contracts

This month there were 83 homes newly listed for sale in Williamstown and Victory Lakes compared to 95 in September 2017, a decrease of 13%. There were 52 current contracts pending sale this September compared to 53 a year ago. The number of current contracts is 2% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Williamstown and Victory Lakes was 99.1% of the average list price, which is 1.2% higher than at this time last year.

Days On Market

This month, the average number of days on market was 56, lower than the average last year, which was 86, a decrease of 35%.



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