



The Long & Foster Market Minute™

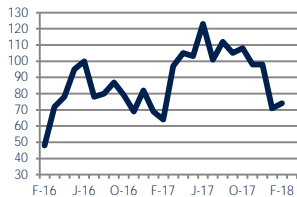
Focus On: Woodbury, Thorofare, and Somerdale Housing Market

February 2018

Zip Code(s): 08096, 08086, 08093, 08066, 08090, 08063 and 08097

Units Sold

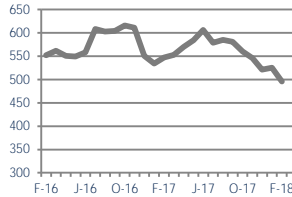
74



Up 16%
Vs. Year Ago

Active Inventory

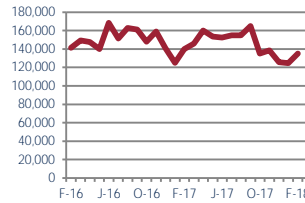
496



Down -9%
Vs. Year Ago

Median Sale Price

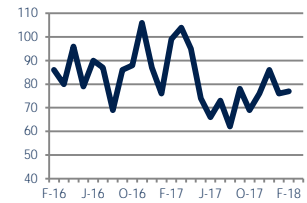
\$135,250



Down -3%
Vs. Year Ago

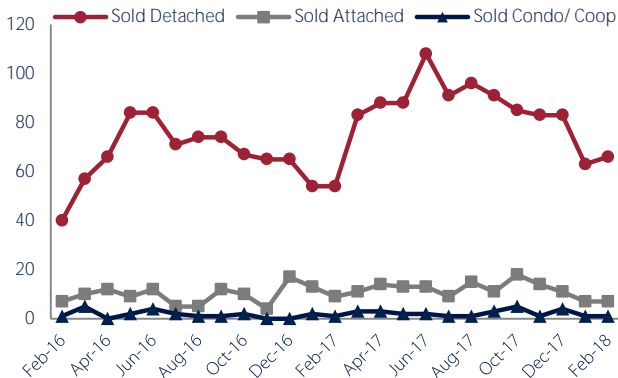
Days On Market

77



Down -22%
Vs. Year Ago

Units Sold*



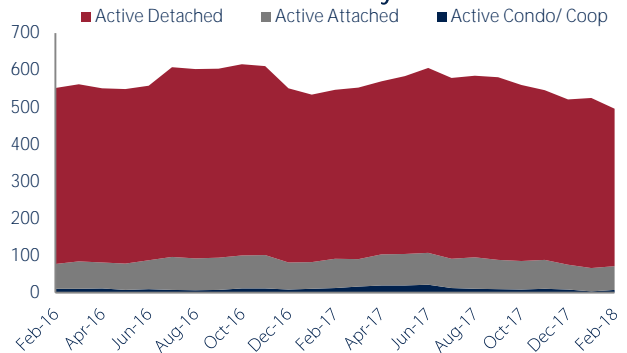
Units Sold

There was an increase in total units sold in February, with 74 sold this month in Woodbury, Thorofare, and Somerdale versus 71 last month, an increase of 4%. This month's total units sold was higher than at this time last year, an increase of 16% versus February 2017.

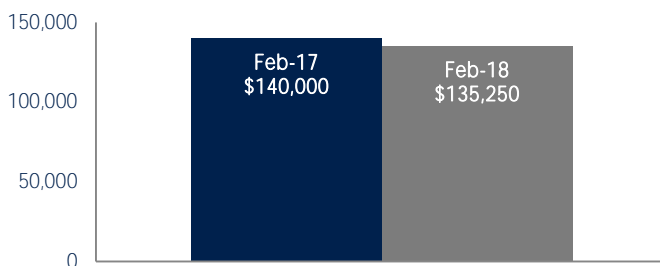
Active Inventory

Versus last year, the total number of homes available this month is lower by 51 units or 9%. The total number of active inventory this February was 496 compared to 547 in February 2017. This month's total of 496 is lower than the previous month's total supply of available inventory of 525, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for Woodbury, Thorofare, and Somerdale Homes was \$140,000. This February, the median sale price was \$135,250, a decrease of 3% or \$4,750 compared to last year. The current median sold price is 8% higher 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.



Woodbury, Thorofare, and Somerdale are defined as properties listed in zip code/s 08096, 08086, 08093, 08066, 08090, 08063 and 08097.

*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.

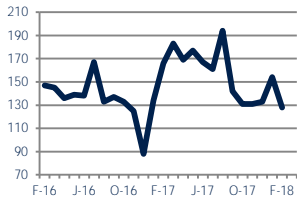
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New Listings

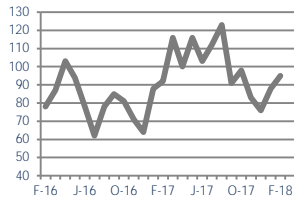
128



Down -23%
Vs. Year Ago

Current Contracts

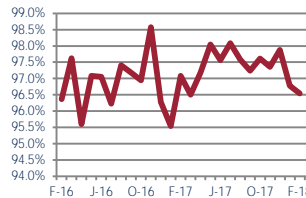
95



Up 3%
Vs. Year Ago

Sold Vs. List Price

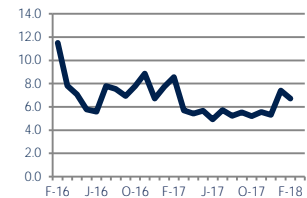
96.5%



Down -0.6%
Vs. Year Ago

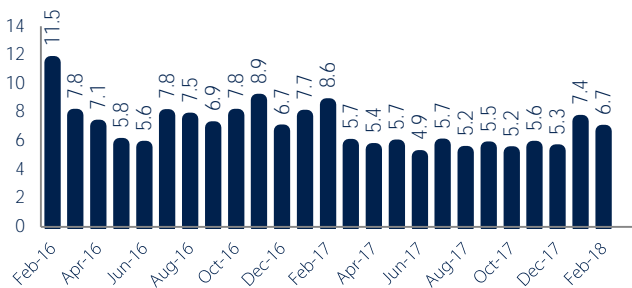
Months of Supply

6.7



Down -22%
Vs. Year Ago

Months Of Supply



Months of Supply

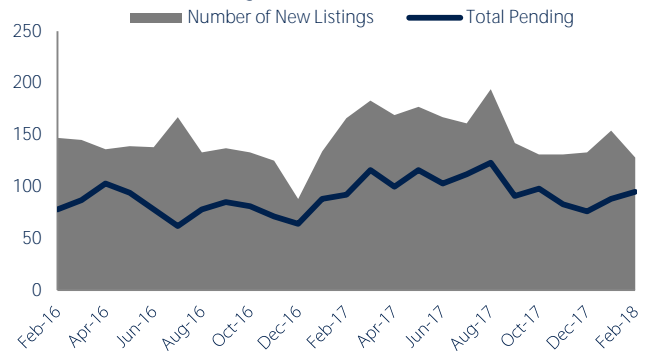
In February, there was 6.7 months of supply available in Woodbury, Thorofare, and Somerdale, compared to 8.5 in February 2017. That is a decrease of 22% versus a year ago.

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.

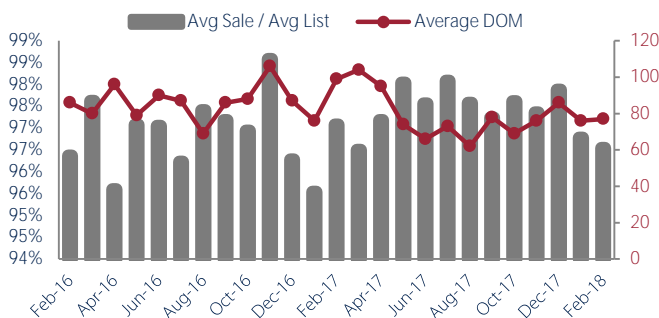
New Listings & Current Contracts

This month there were 128 homes newly listed for sale in Woodbury, Thorofare, and Somerdale compared to 166 in February 2017, a decrease of 23%. There were 95 current contracts pending sale this February compared to 92 a year ago. The number of current contracts is 3% higher than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Woodbury, Thorofare, and Somerdale was 96.5% of the average list price, which is 0.5% lower than at this time last year.

Days On Market

This month, the average number of days on market was 77, lower than the average last year, which was 99, a decrease of 22%.



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