



# The Long & Foster Market Minute™

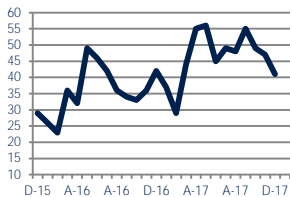
Focus On: Woodbury Housing Market

December 2017

Zip Code(s): 08096

## Units Sold

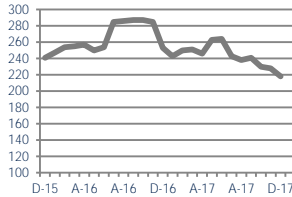
41



Down -2%  
Vs. Year Ago

## Active Inventory

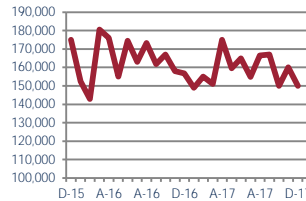
218



Down -14%  
Vs. Year Ago

## Median Sale Price

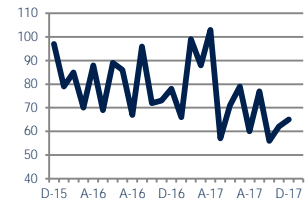
\$150,000



Down -4%  
Vs. Year Ago

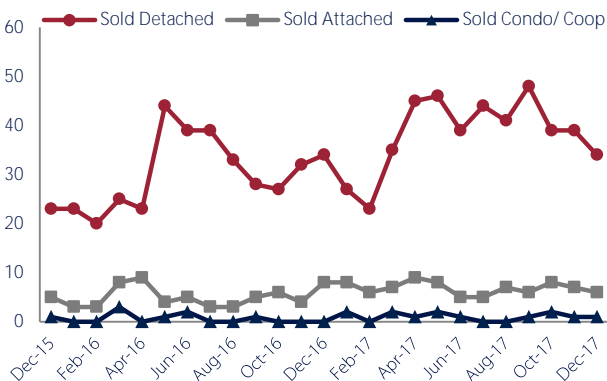
## Days On Market

65



Down -17%  
Vs. Year Ago

## Units Sold\*



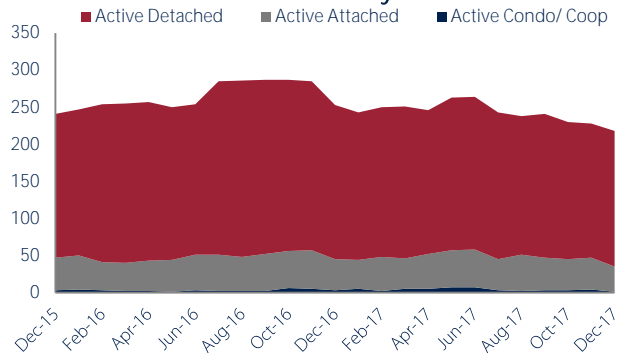
## Units Sold

There was a decrease in total units sold in December, with 41 sold this month in Woodbury versus 47 last month, a decrease of 13%. This month's total units sold was lower than at this time last year, a decrease of 2% versus December 2016.

## Active Inventory

Versus last year, the total number of homes available this month is lower by 35 units or 14%. The total number of active inventory this December was 218 compared to 253 in December 2016. This month's total of 218 is lower than the previous month's total supply of available inventory of 228, a decrease of 4%.

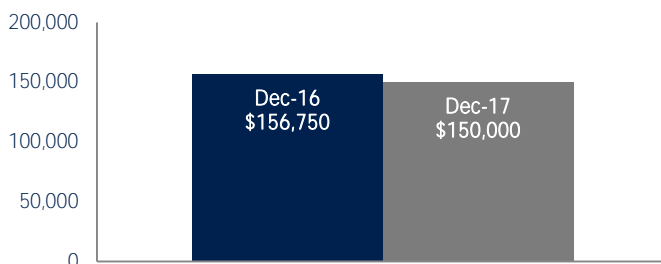
## Active Inventory\*



## Median Sale Price

Last December, the median sale price for Woodbury Homes was \$156,750. This December, the median sale price was \$150,000, a decrease of 4% or \$6,750 compared to last year. The current median sold price is 6% lower than in November.

## Median Sale Price



Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



Woodbury are defined as properties listed in zip code/s 08096.

\*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.





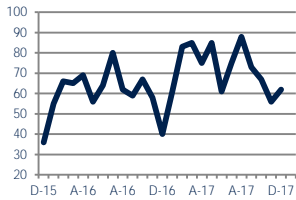
## Focus On: Woodbury Housing Market

December 2017

Zip Code(s): 08096

### New Listings

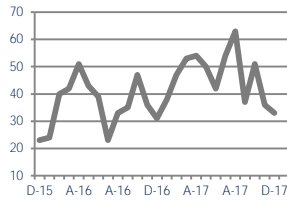
62



Up 55%  
Vs. Year Ago

### Current Contracts

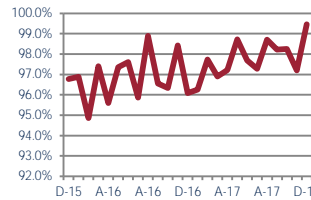
33



Up 6%  
Vs. Year Ago

### Sold Vs. List Price

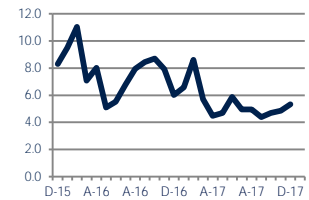
99.5%



Up 3.5%  
Vs. Year Ago

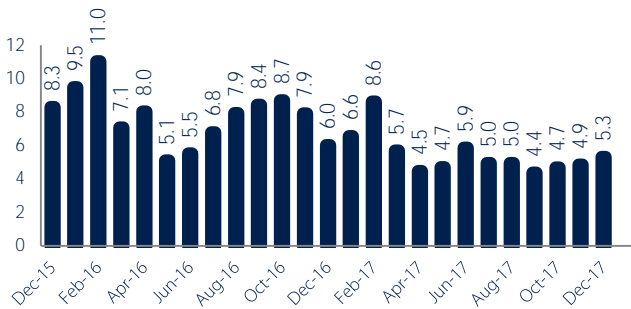
### Months of Supply

5.3



Down -12%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

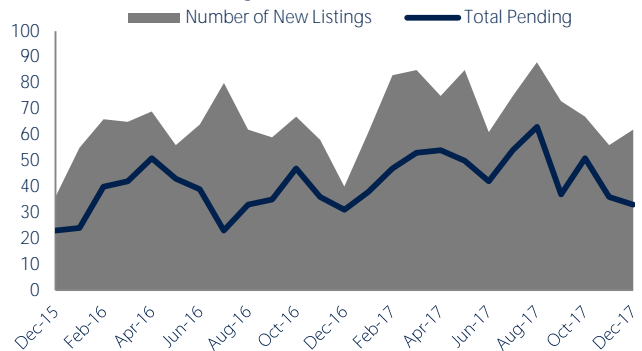
In December, there was 5.3 months of supply available in Woodbury, compared to 6.0 in December 2016. That is a decrease of 12% versus a year ago.

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.

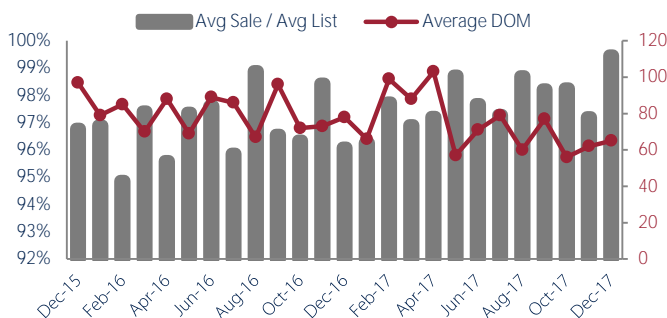
### New Listings & Current Contracts

This month there were 62 homes newly listed for sale in Woodbury compared to 40 in December 2016, an increase of 55%. There were 33 current contracts pending sale this December compared to 31 a year ago. The number of current contracts is 6% higher than last December.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In December, the average sale price in Woodbury was 99.5% of the average list price, which is 3.4% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 65, lower than the average last year, which was 78, a decrease of 17%.



Woodbury are defined as properties listed in zip code/s 08096.

\*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.

