



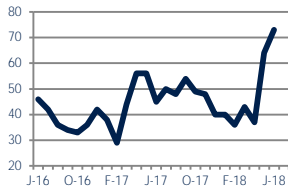
# The Long & Foster Market Minute™

## Focus On: Woodbury Housing Market

June 2018

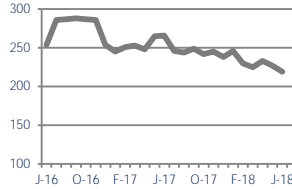
Zip Code(s): 08096

**Units Sold**  
73



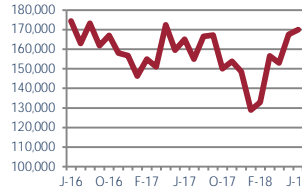
**Up**  
Vs. Year Ago

**Active Inventory**  
219



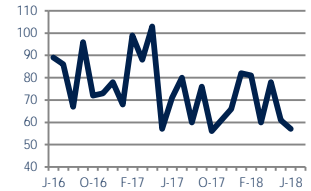
**Down -18%**  
Vs. Year Ago

**Median Sale Price**  
\$170,000



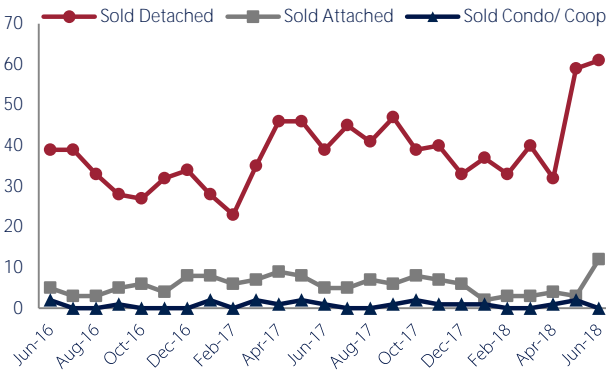
**Up 3%**  
Vs. Year Ago

**Days On Market**  
57



**Down -20%**  
Vs. Year Ago

### Units Sold\*



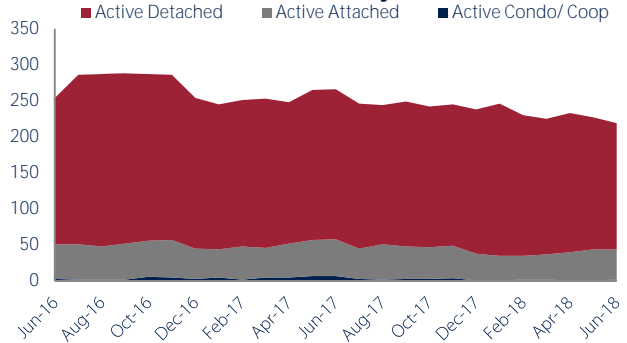
### Units Sold

There was an increase in total units sold in June, with 73 sold this month in Woodbury. This month's total units sold was higher than at this time last year.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 47 units or 18%. The total number of active inventory this June was 219 compared to 266 in June 2017. This month's total of 219 is lower than the previous month's total supply of available inventory of 227, a decrease of 4%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last June, the median sale price for Woodbury Homes was \$165,000. This June, the median sale price was \$170,000, an increase of 3% or \$5,000 compared to last year. The current median sold price is 1% higher than in May.

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 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.





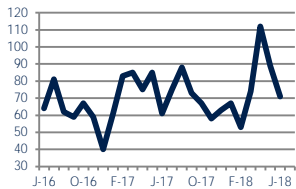
## Focus On: Woodbury Housing Market

June 2018

Zip Code(s): 08096

### New Listings

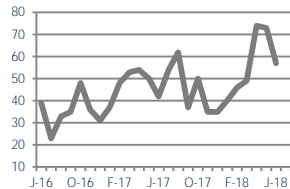
71



Up 16%  
Vs. Year Ago

### Current Contracts

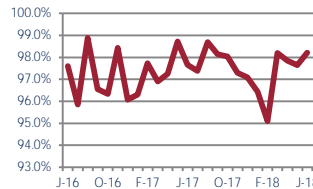
57



Up 36%  
Vs. Year Ago

### Sold Vs. List Price

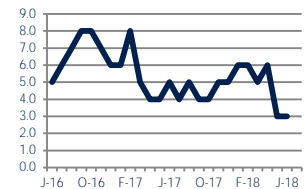
98.2%



Up 0.6%  
Vs. Year Ago

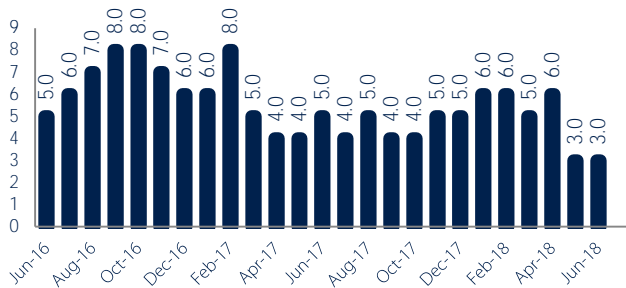
### Months of Supply

3.0



Down -40%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

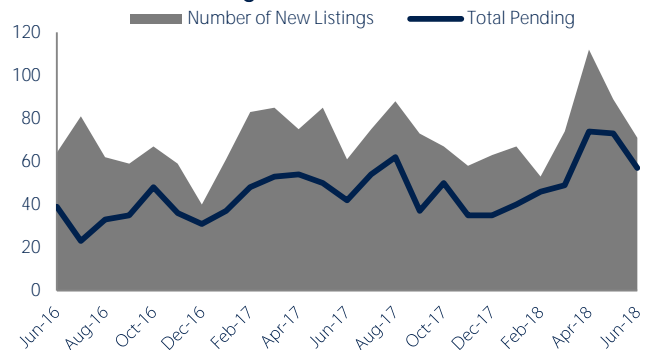
In June, there was 3.0 months of supply available in Woodbury, compared to 5.9 in June 2017. That is a decrease of 49% versus a year ago.

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.

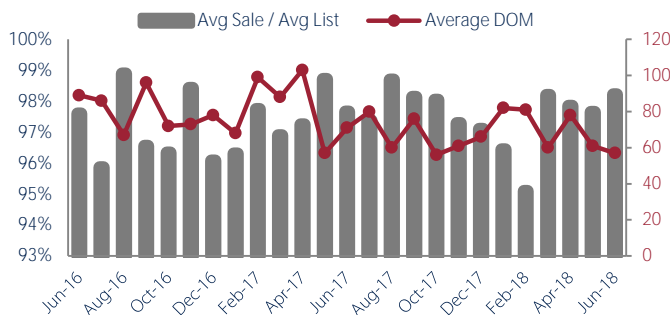
### New Listings & Current Contracts

This month there were 71 homes newly listed for sale in Woodbury compared to 61 in June 2017, an increase of 16%. There were 57 current contracts pending sale this June compared to 42 a year ago. The number of current contracts is 36% higher than last June.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In June, the average sale price in Woodbury was 98.2% of the average list price, which is 0.6% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 57, lower than the average last year, which was 71, a decrease of 20%.



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