



The Long & Foster Market Minute™

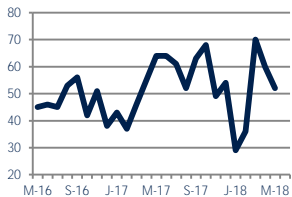
Focus On: Atco, Berlin, and Waterford Works Housing Market

May 2018

Zip Code(s): 08004, 08009, 08089, 08091 and 08018

Units Sold

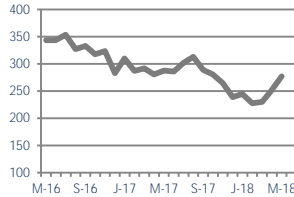
52



Down -19%
Vs. Year Ago

Active Inventory

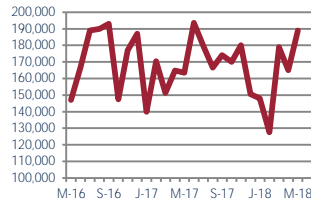
277



Down -4%
Vs. Year Ago

Median Sale Price

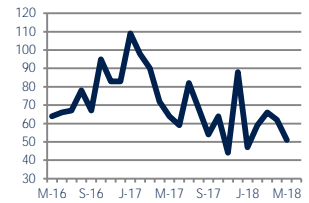
\$188,950



Up 16%
Vs. Year Ago

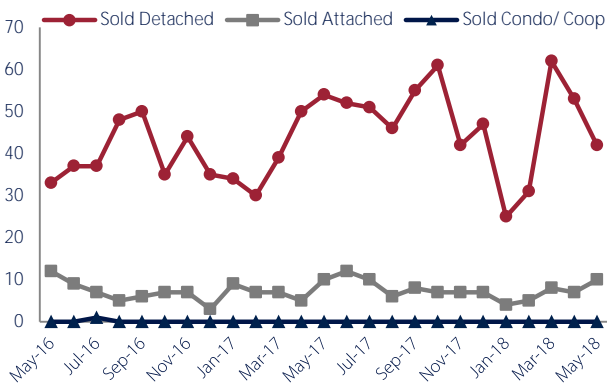
Days On Market

51



Down -20%
Vs. Year Ago

Units Sold*



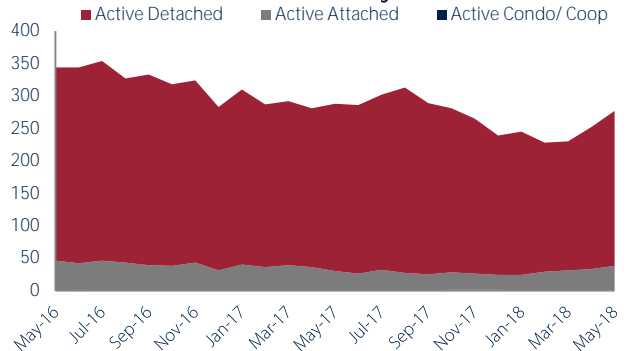
Units Sold

There was a decrease in total units sold in May, with 52 sold this month in Atco, Berlin, and Waterford Works versus 60 last month, a decrease of 13%. This month's total units sold was lower than at this time last year, a decrease of 19% versus May 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 11 units or 4%. The total number of active inventory this May was 277 compared to 288 in May 2017. This month's total of 277 is higher than the previous month's total supply of available inventory of 252, an increase of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Atco, Berlin, and Waterford Works Homes was \$163,500. This May, the median sale price was \$188,950, an increase of 16% or \$25,450 compared to last year. The current median sold price is 15% higher than in April.

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

Atco, Berlin, and Waterford Works are defined as properties listed in zip code/s 08004, 08009, 08089, 08091 and 08018.

*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.



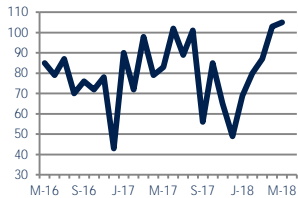
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 08004, 08009, 08089, 08091 and 08018

New Listings

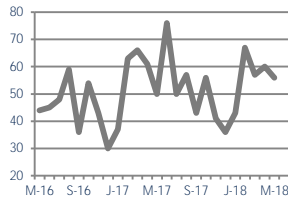
105



Up 27%
Vs. Year Ago

Current Contracts

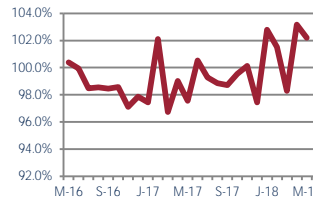
56



Up 12%
Vs. Year Ago

Sold Vs. List Price

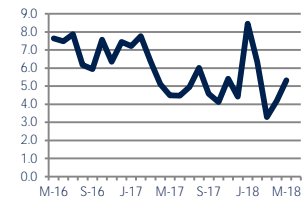
102.2%



Up 4.8%
Vs. Year Ago

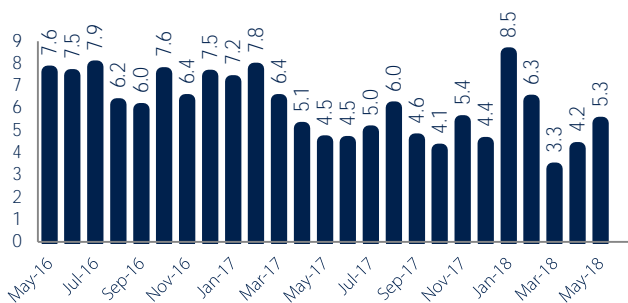
Months of Supply

5.3



Up 18%
Vs. Year Ago

Months Of Supply



Months of Supply

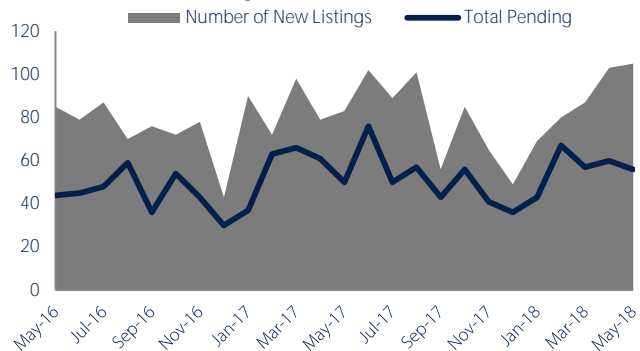
In May, there was 5.3 months of supply available in Atco, Berlin, and Waterford Works, compared to 4.5 in May 2017. That is an increase of 18% versus a year ago.

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.

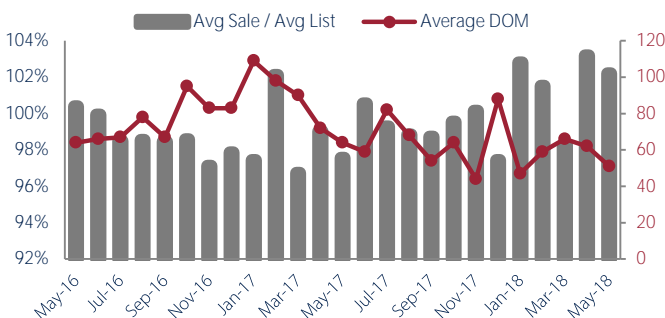
New Listings & Current Contracts

This month there were 105 homes newly listed for sale in Atco, Berlin, and Waterford Works compared to 83 in May 2017, an increase of 27%. There were 56 current contracts pending sale this May compared to 50 a year ago. The number of current contracts is 12% higher than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Atco, Berlin, and Waterford Works was 102.2% of the average list price, which is 4.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 51, lower than the average last year, which was 64, a decrease of 20%.



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