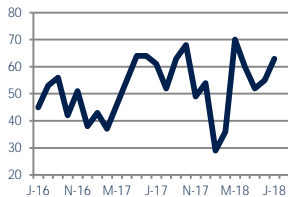


Zip Code(s): 08004, 08009, 08089, 08091 and 08018

### Units Sold

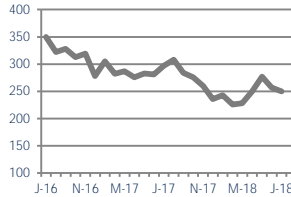
63



Up 3%  
Vs. Year Ago

### Active Inventory

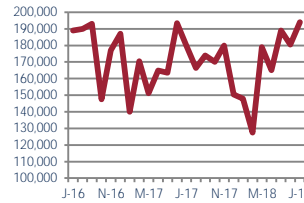
250



Down -16%  
Vs. Year Ago

### Median Sale Price

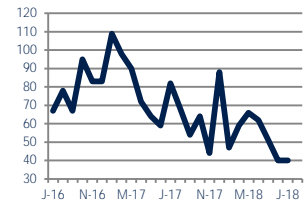
\$194,000



Up 8%  
Vs. Year Ago

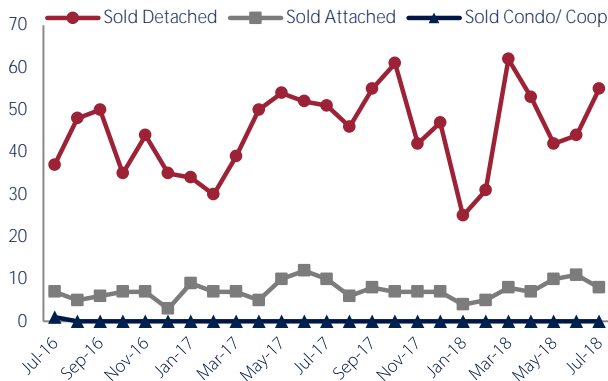
### Days On Market

40



Down -51%  
Vs. Year Ago

### Units Sold\*



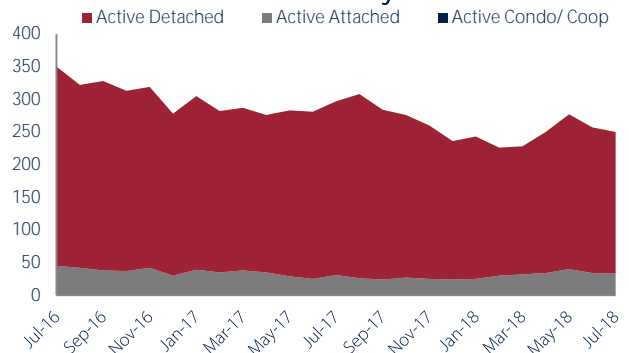
### Units Sold

There was an increase in total units sold in July, with 63 sold this month in Atco, Berlin, and Waterford Works versus 55 last month, an increase of 15%. This month's total units sold was higher than at this time last year, an increase of 3% versus July 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 47 units or 16%. The total number of active inventory this July was 250 compared to 297 in July 2017. This month's total of 250 is lower than the previous month's total supply of available inventory of 257, a decrease of 3%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for Atco, Berlin, and Waterford Works Homes was \$179,900. This July, the median sale price was \$194,000, an increase of 8% or \$14,100 compared to last year. The current median sold price is 7% higher than in June.

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 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.



CHRISTIE'S  
INTERNATIONAL REAL ESTATE





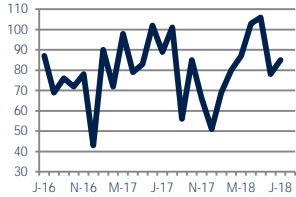
## Focus On: Atco, Berlin, and Waterford Works Housing Market

July 2018

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

### New Listings

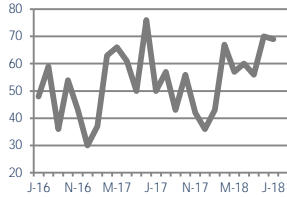
85



Down -4%  
Vs. Year Ago

### Current Contracts

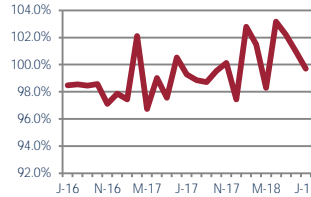
69



Up 38%  
Vs. Year Ago

### Sold Vs. List Price

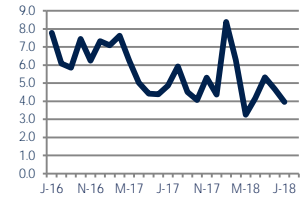
99.7%



No Change  
Vs. Year Ago

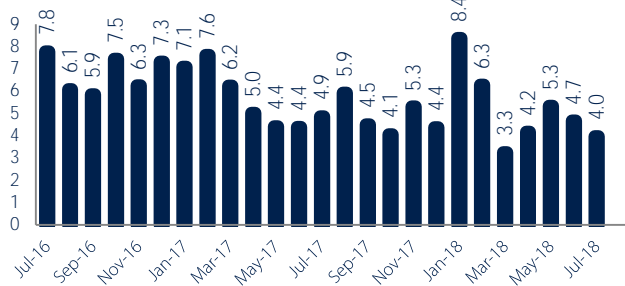
### Months of Supply

4.0



Down -18%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

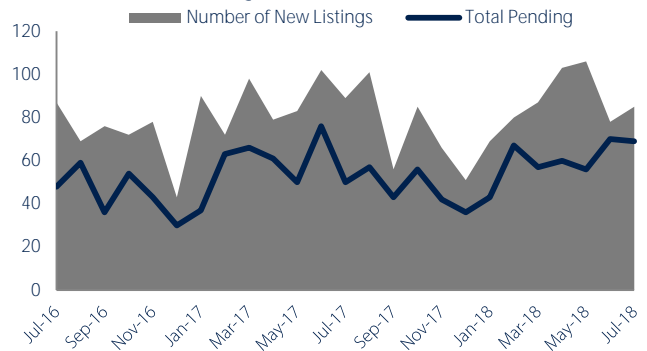
In July, there was 4.0 months of supply available in Atco, Berlin, and Waterford Works, compared to 4.9 in July 2017. That is a decrease of 18% versus a year ago.

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.

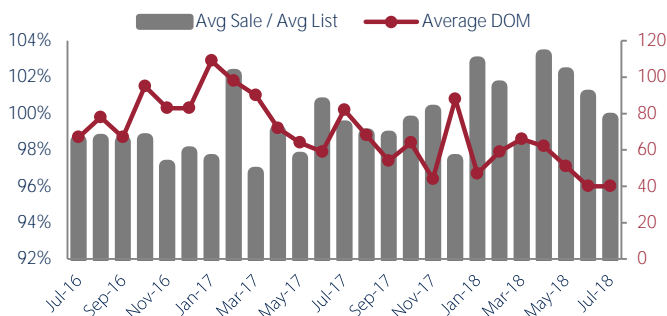
### New Listings & Current Contracts

This month there were 85 homes newly listed for sale in Atco, Berlin, and Waterford Works compared to 89 in July 2017, a decrease of 4%. There were 69 current contracts pending sale this July compared to 50 a year ago. The number of current contracts is 38% higher than last July.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In July, the average sale price in Atco, Berlin, and Waterford Works was 99.7% of the average list price, which is similar compared to a year ago.

### Days On Market

This month, the average number of days on market was 40, lower than the average last year, which was 82, a decrease of 51%.



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 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.

