



The Long & Foster Market Minute™

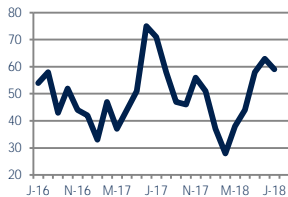
Focus On: Hamilton Square-Mercerville Housing Market

July 2018

Zip Code(s): 08690 and 08619

Units Sold

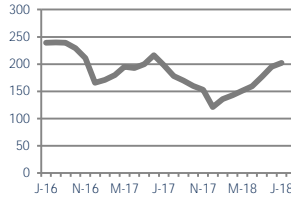
59



Down -17%
Vs. Year Ago

Active Inventory

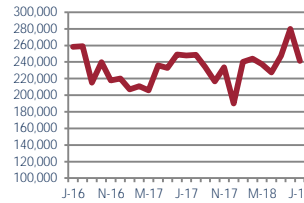
202



Up 2%
Vs. Year Ago

Median Sale Price

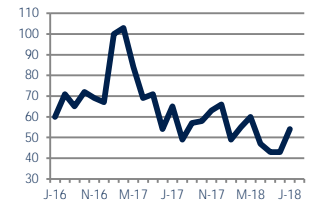
\$241,250



Down -3%
Vs. Year Ago

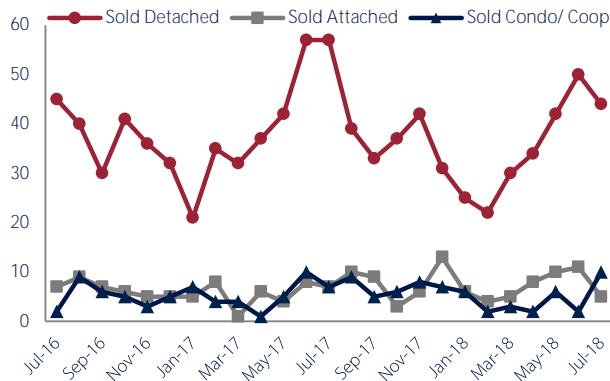
Days On Market

54



Down -17%
Vs. Year Ago

Units Sold*



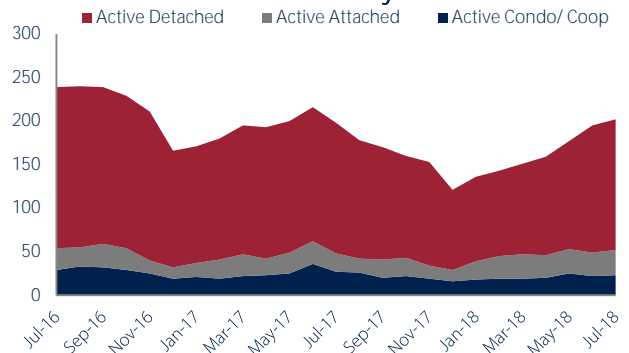
Units Sold

There was a decrease in total units sold in July, with 59 sold this month in Hamilton Square-Mercerville versus 63 last month, a decrease of 6%. This month's total units sold was lower than at this time last year, a decrease of 17% versus July 2017.

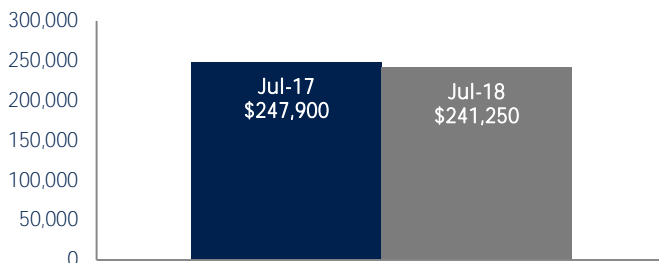
Active Inventory

Versus last year, the total number of homes available this month is higher by 4 units or 2%. The total number of active inventory this July was 202 compared to 198 in July 2017. This month's total of 202 is higher than the previous month's total supply of available inventory of 195, an increase of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Hamilton Square-Mercerville Homes was \$247,900. This July, the median sale price was \$241,250, a decrease of 3% or \$6,650 compared to last year. The current median sold price is 14% lower 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.

Hamilton Square-Mercerville are defined as properties listed in zip code/s 08690 and 08619.

*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.



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INTERNATIONAL REAL ESTATE



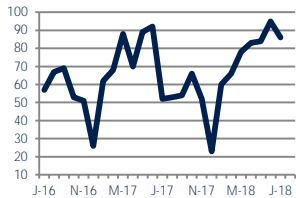
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July 2018

Zip Code(s): 08690 and 08619

New Listings

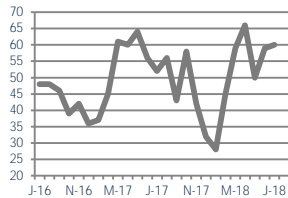
86



Up 65%
Vs. Year Ago

Current Contracts

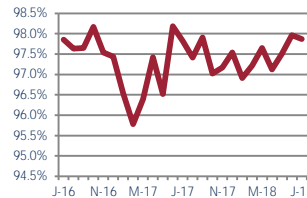
60



Up 15%
Vs. Year Ago

Sold Vs. List Price

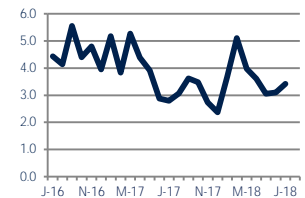
97.9%



No Change
Vs. Year Ago

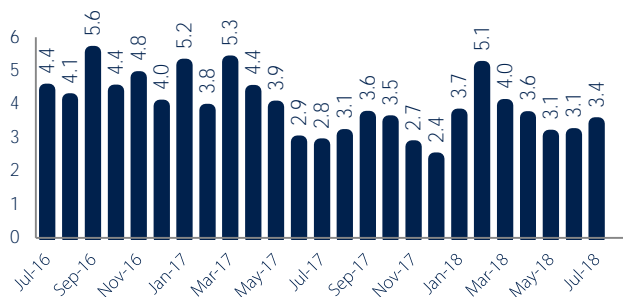
Months of Supply

3.4



Up 23%
Vs. Year Ago

Months Of Supply



Months of Supply

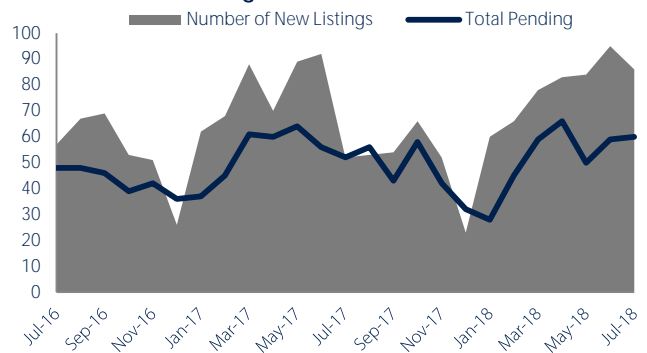
In July, there was 3.4 months of supply available in Hamilton Square-Mercerville, compared to 2.8 in July 2017. That is an increase of 23% versus a year ago.

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.

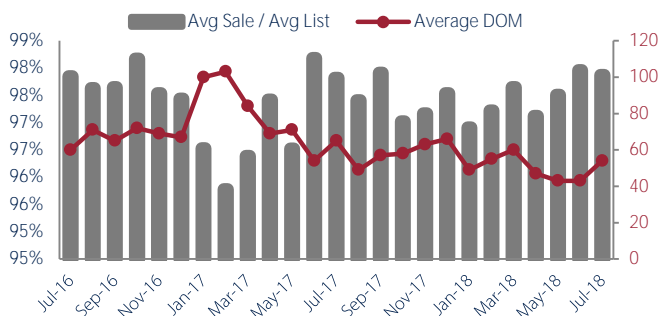
New Listings & Current Contracts

This month there were 86 homes newly listed for sale in Hamilton Square-Mercerville compared to 52 in July 2017, an increase of 65%. There were 60 current contracts pending sale this July compared to 52 a year ago. The number of current contracts is 15% 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 Hamilton Square-Mercerville was 97.9% 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 54, lower than the average last year, which was 65, a decrease of 17%.



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