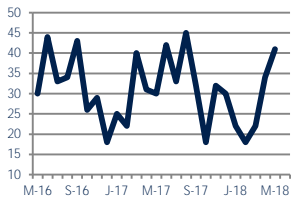




Zip Code(s): 08648

Units Sold

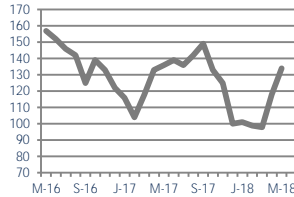
41



Up
Vs. Year Ago

Active Inventory

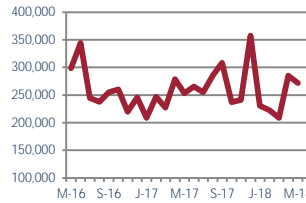
134



Down -1%
Vs. Year Ago

Median Sale Price

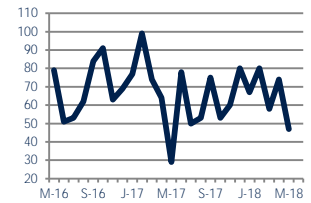
\$272,000



Up 7%
Vs. Year Ago

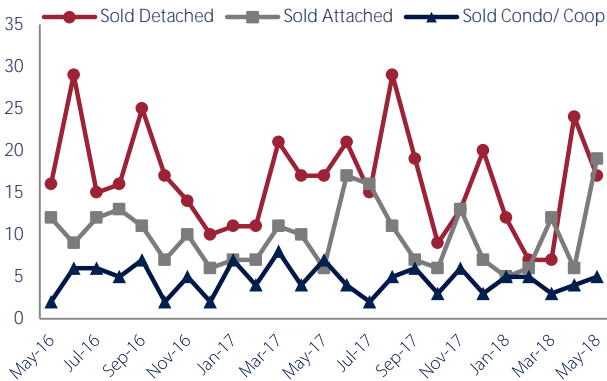
Days On Market

47



Up 62%
Vs. Year Ago

Units Sold*



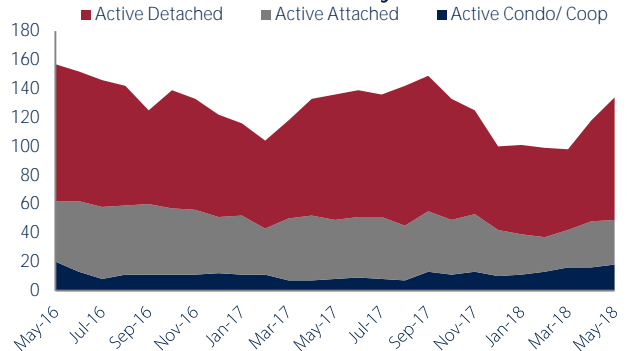
Units Sold

There was an increase in total units sold in May, with 41 sold this month in Lawrence Township. This month's total units sold was higher than at this time last year.

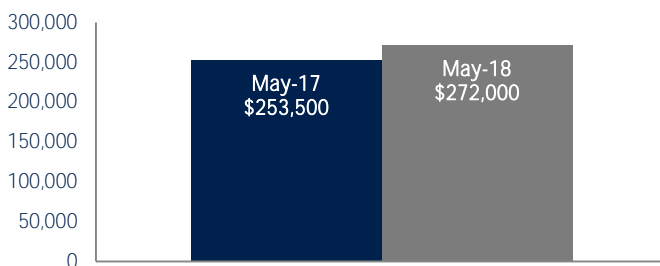
Active Inventory

Versus last year, the total number of homes available this month is lower by 2 units or 1%. The total number of active inventory this May was 134 compared to 136 in May 2017. This month's total of 134 is higher than the previous month's total supply of available inventory of 118, an increase of 14%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Lawrence Township Homes was \$253,500. This May, the median sale price was \$272,000, an increase of 7% or \$18,500 compared to last year. The current median sold price is 5% lower 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.



Lawrence Township are defined as properties listed in zip code/s 08648.

*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.

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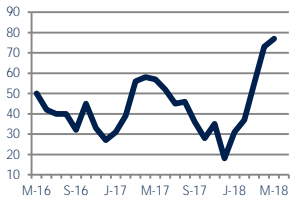
Focus On: Lawrence Township Housing Market

May 2018

Zip Code(s): 08648

New Listings

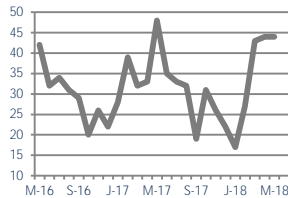
77



Up 35%
Vs. Year Ago

Current Contracts

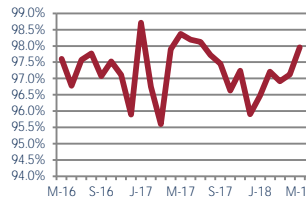
44



Down -8%
Vs. Year Ago

Sold Vs. List Price

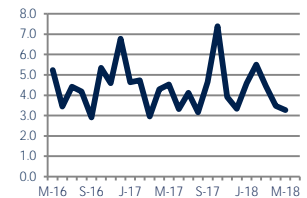
98.0%



No Change
Vs. Year Ago

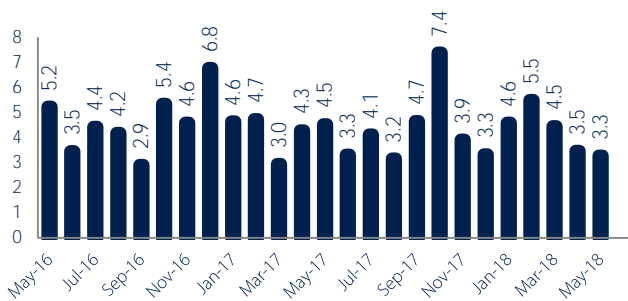
Months of Supply

3.3



Down -28%
Vs. Year Ago

Months Of Supply



Months of Supply

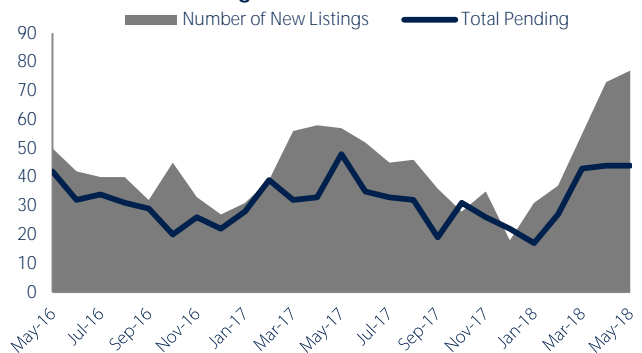
In May, there was 3.3 months of supply available in Lawrence Township, compared to 4.5 in May 2017. That is a decrease of 28% versus a year ago.

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.

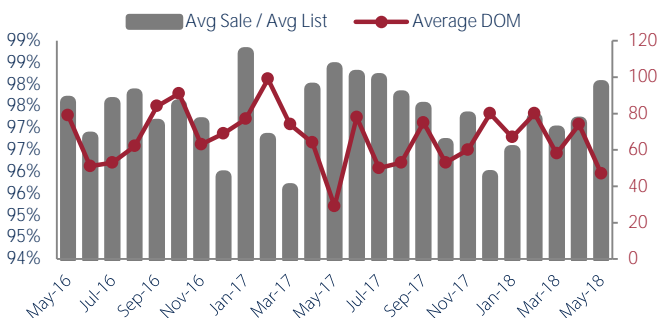
New Listings & Current Contracts

This month there were 77 homes newly listed for sale in Lawrence Township compared to 57 in May 2017, an increase of 35%. There were 44 current contracts pending sale this May compared to 48 a year ago. The number of current contracts remained stable as compared to last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Lawrence Township was 98.0% 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 47, higher than the average last year, which was 29, an increase of 62%.



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