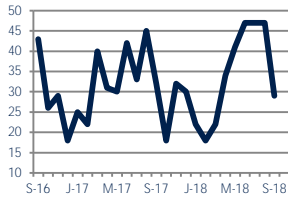


## Focus On: Lawrence Township Housing Market

September 2018

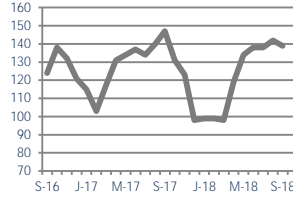
Zip Code(s): 08648

**Units Sold**  
29



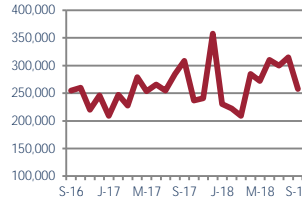
**Down**  
Vs. Year Ago

**Active Inventory**  
139



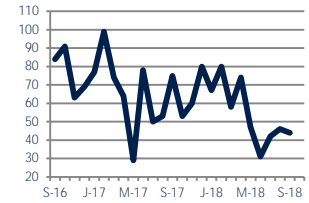
**Down -5%**  
Vs. Year Ago

**Median Sale Price**  
\$257,500



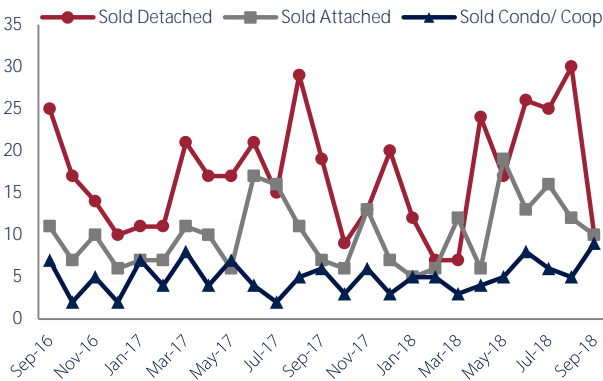
**Down -17%**  
Vs. Year Ago

**Days On Market**  
44



**Down -41%**  
Vs. Year Ago

### Units Sold\*



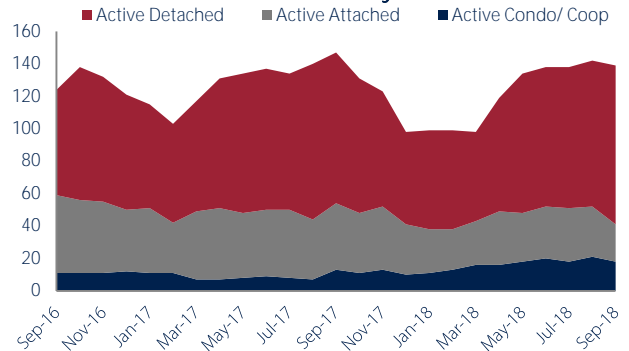
### Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 29 sold this month in Lawrence Township. This month's total units sold was lower than at this time last year, a decrease from September 2017.

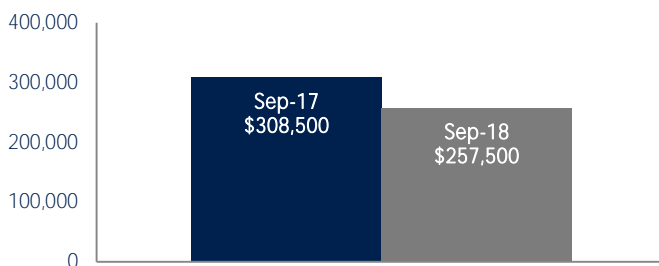
### Active Inventory

Versus last year, the total number of homes available this month is lower by 8 units or 5%. The total number of active inventory this September was 139 compared to 147 in September 2017. This month's total of 139 is lower than the previous month's total supply of available inventory of 142, a decrease of 2%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Lawrence Township Homes was \$308,500. This September, the median sale price was \$257,500, a decrease of 17% or \$51,000 compared to last year. The current median sold price is 18% lower than in August.

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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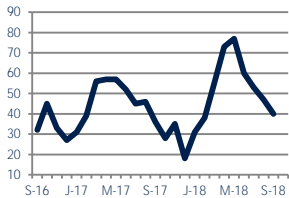
## Focus On: Lawrence Township Housing Market

September 2018

Zip Code(s): 08648

### New Listings

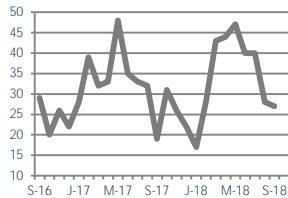
40



Up 11%  
Vs. Year Ago

### Current Contracts

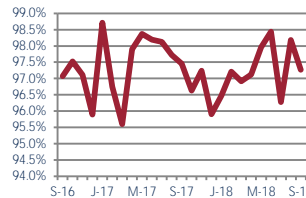
27



Up 42%  
Vs. Year Ago

### Sold Vs. List Price

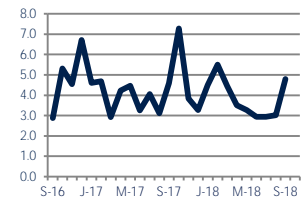
97.3%



No Change  
Vs. Year Ago

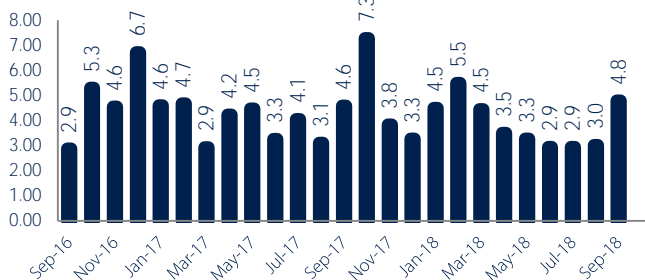
### Months of Supply

4.8



Up 4%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

In September, there was 4.8 months of supply available in Lawrence Township, compared to 4.6 in September 2017. That is an increase of 4% versus a year ago.

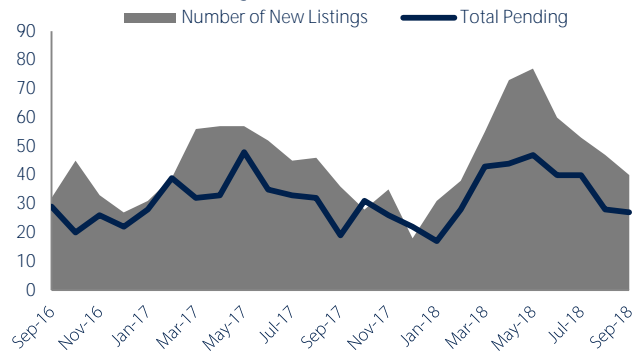
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

### New Listings & Current Contracts

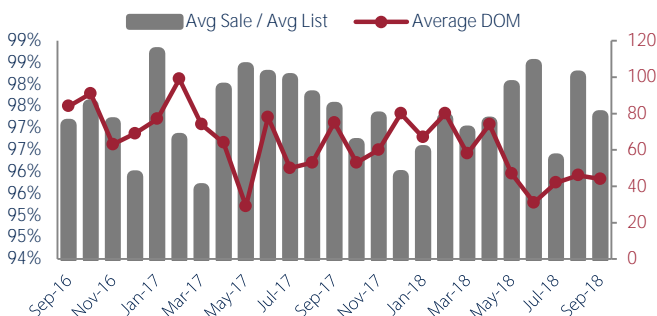
This month there were 40 homes newly listed for sale in Lawrence Township compared to 36 in September 2017, an increase of 11%.

There were 27 current contracts pending sale this September compared to 19 a year ago. The number of current contracts is 42% higher than last September.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in Lawrence Township was 97.3% 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 44, lower than the average last year, which was 75, a decrease of 41%.



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