



The Long & Foster Market Minute™

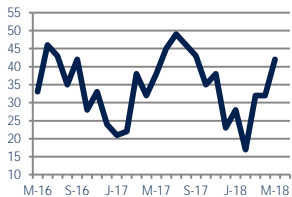
Focus On: Manuta, Mickleton, and Gibbstown Housing Market

May 2018

Zip Code(s): 08051, 08056, 08027, 08061 and 08020

Units Sold

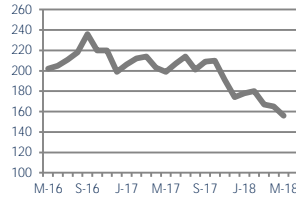
42



Up 11%
Vs. Year Ago

Active Inventory

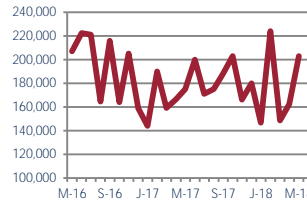
156



Down -22%
Vs. Year Ago

Median Sale Price

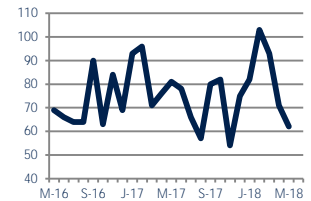
\$203,000



Up 16%
Vs. Year Ago

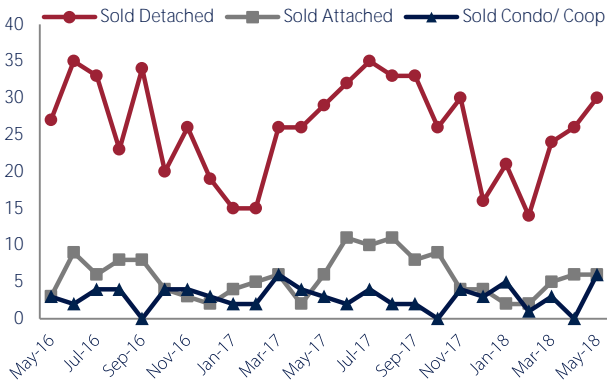
Days On Market

62



Down -23%
Vs. Year Ago

Units Sold*



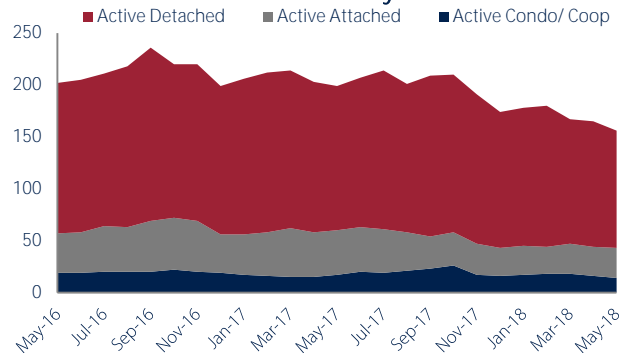
Units Sold

There was an increase in total units sold in May, with 42 sold this month in Manuta, Mickleton, and Gibbstown versus 32 last month, an increase of 31%. This month's total units sold was higher than at this time last year, an increase of 11% versus May 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 43 units or 22%. The total number of active inventory this May was 156 compared to 199 in May 2017. This month's total of 156 is lower than the previous month's total supply of available inventory of 165, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Manuta, Mickleton, and Gibbstown Homes was \$175,000. This May, the median sale price was \$203,000, an increase of 16% or \$28,000 compared to last year. The current median sold price is 25% 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.

Manuta, Mickleton, and Gibbstown are defined as properties listed in zip code/s 08051, 08056, 08027, 08061 and 08020.

*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



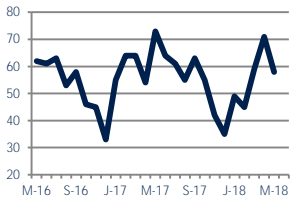
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May 2018

Zip Code(s): 08051, 08056, 08027, 08061 and 08020

New Listings

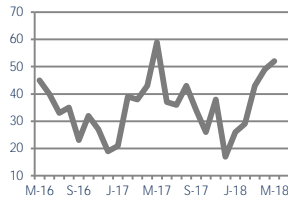
58



Down -21%
Vs. Year Ago

Current Contracts

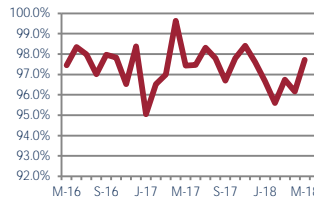
52



Down -12%
Vs. Year Ago

Sold Vs. List Price

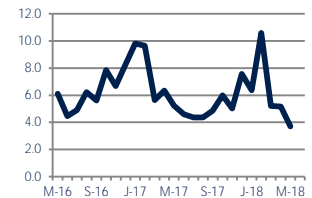
97.7%



No Change
Vs. Year Ago

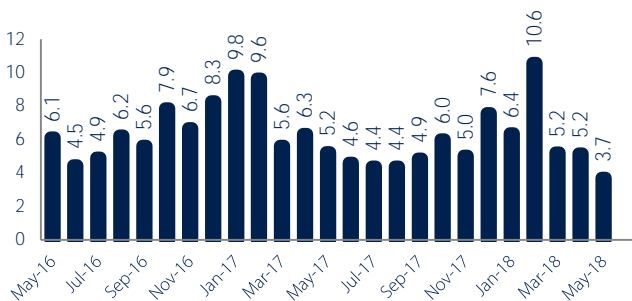
Months of Supply

3.7



Down -29%
Vs. Year Ago

Months Of Supply



Months of Supply

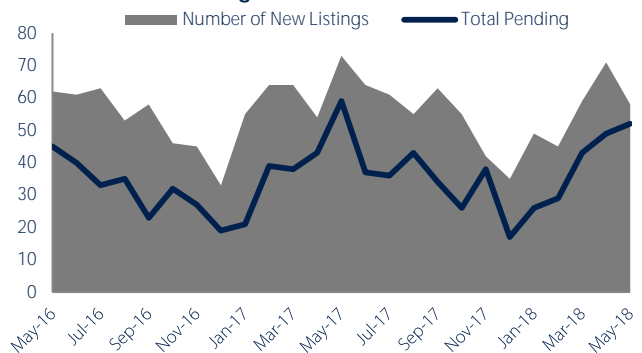
In May, there was 3.7 months of supply available in Manuta, Mickleton, and Gibbstown, compared to 5.2 in May 2017. That is a decrease of 29% versus a year ago.

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.

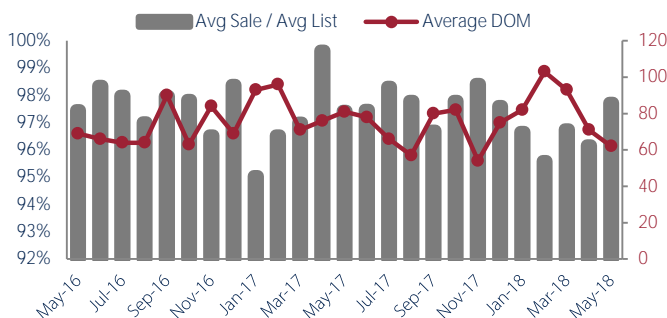
New Listings & Current Contracts

This month there were 58 homes newly listed for sale in Manuta, Mickleton, and Gibbstown compared to 73 in May 2017, a decrease of 21%. There were 52 current contracts pending sale this May compared to 59 a year ago. The number of current contracts is 12% lower 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 Manuta, Mickleton, and Gibbstown was 97.7% 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 62, lower than the average last year, which was 81, a decrease of 23%.



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