

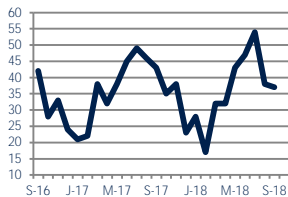
Focus On: Manuta, Mickleton, and Gibbstown Housing Market

September 2018

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

Units Sold

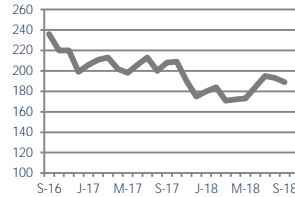
37



Down -14%
Vs. Year Ago

Active Inventory

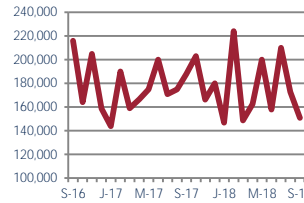
189



Down -9%
Vs. Year Ago

Median Sale Price

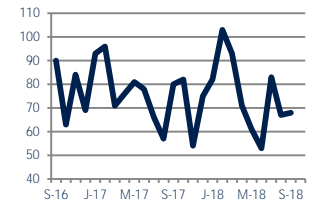
\$151,000



Down -20%
Vs. Year Ago

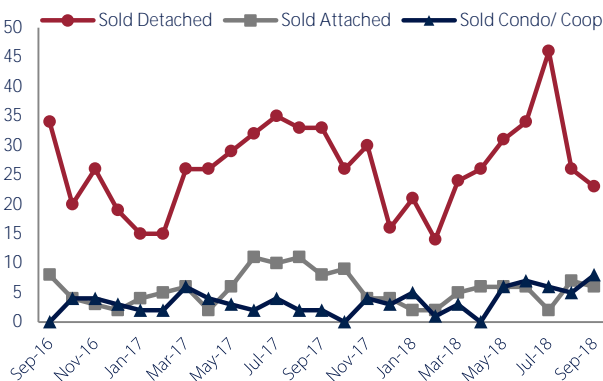
Days On Market

68



Down -15%
Vs. Year Ago

Units Sold*



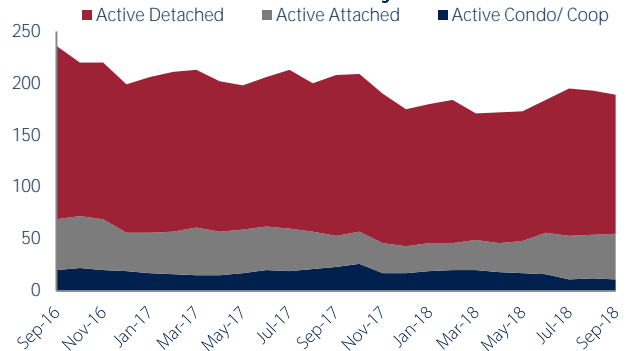
Units Sold

There was a decrease in total units sold in September, with 37 sold this month in Manuta, Mickleton, and Gibbstown versus 38 last month, a decrease of 3%. This month's total units sold was lower than at this time last year, a decrease of 14% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 19 units or 9%. The total number of active inventory this September was 189 compared to 208 in September 2017. This month's total of 189 is lower than the previous month's total supply of available inventory of 193, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Manuta, Mickleton, and Gibbstown Homes was \$188,000. This September, the median sale price was \$151,000, a decrease of 20% or \$37,000 compared to last year. The current median sold price is 13% 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.



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 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.



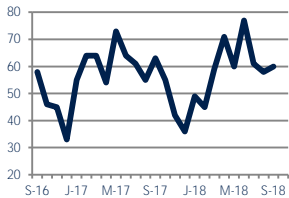
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New Listings

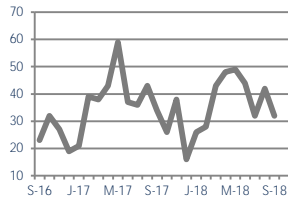
60



Down -5%
Vs. Year Ago

Current Contracts

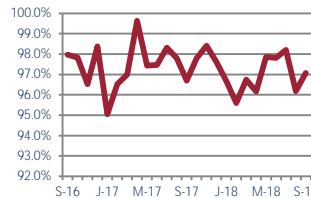
32



Down -6%
Vs. Year Ago

Sold Vs. List Price

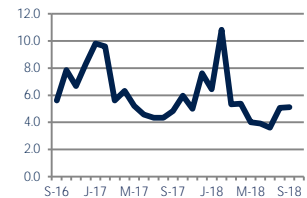
97.1%



No Change
Vs. Year Ago

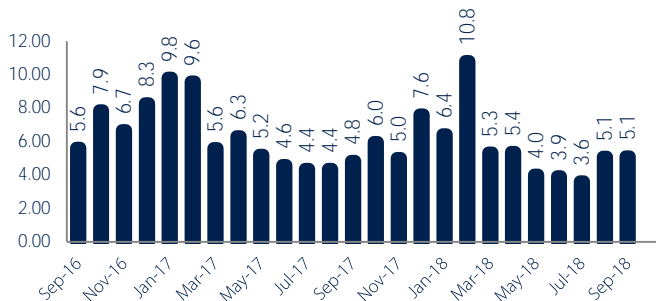
Months of Supply

5.1



Up 6%
Vs. Year Ago

Months Of Supply



New Listings & Current Contracts

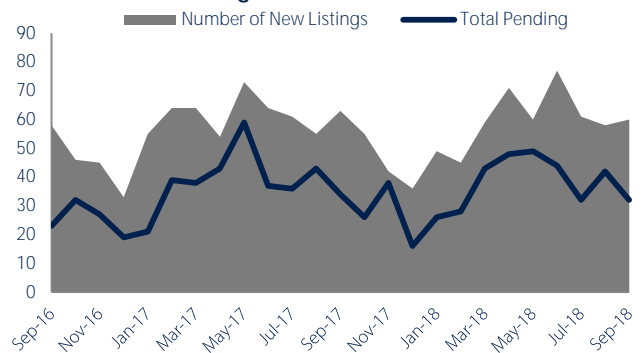
This month there were 60 homes newly listed for sale in Manuta, Mickleton, and Gibbstown compared to 63 in September 2017, a decrease of 5%. There were 32 current contracts pending sale this September compared to 34 a year ago. The number of current contracts is 6% lower than last September.

Months of Supply

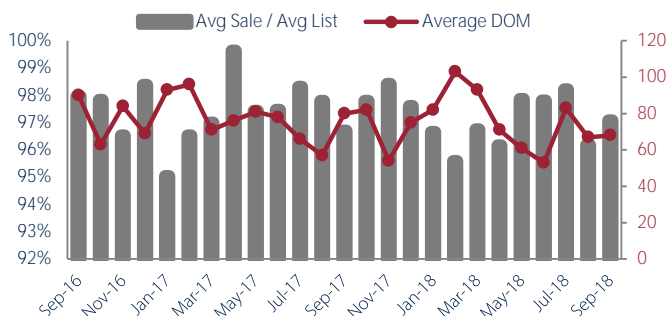
In September, there was 5.1 months of supply available in Manuta, Mickleton, and Gibbstown, compared to 4.8 in September 2017. That is an increase of 6% versus a year ago.

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



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Manuta, Mickleton, and Gibbstown was 97.1% 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 68, lower than the average last year, which was 80, a decrease of 15%.



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