

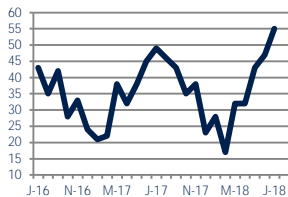
Focus On: Manuta, Mickleton, and Gibbstown Housing Market

July 2018

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

Units Sold

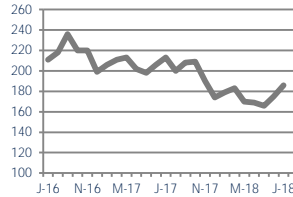
55



Up 12%
Vs. Year Ago

Active Inventory

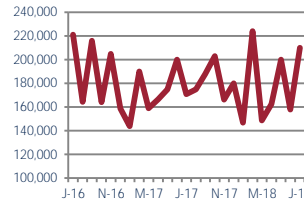
186



Down -13%
Vs. Year Ago

Median Sale Price

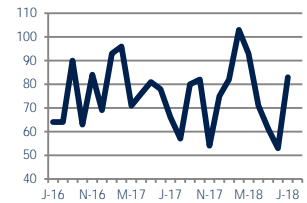
\$210,000



Up 23%
Vs. Year Ago

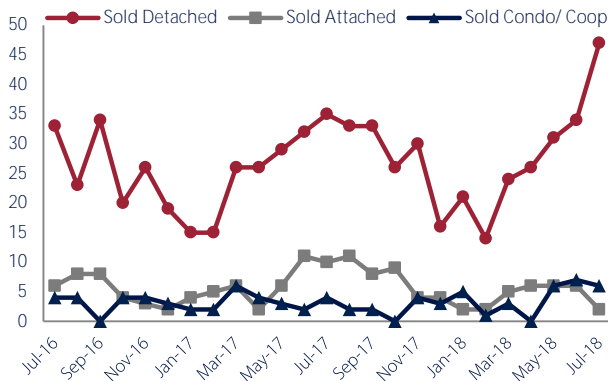
Days On Market

83



Up 26%
Vs. Year Ago

Units Sold*



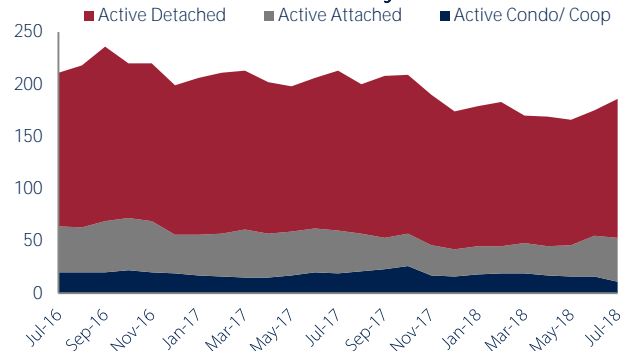
Units Sold

There was an increase in total units sold in July, with 55 sold this month in Manuta, Mickleton, and Gibbstown versus 47 last month, an increase of 17%. This month's total units sold was higher than at this time last year, an increase of 12% versus July 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 27 units or 13%. The total number of active inventory this July was 186 compared to 213 in July 2017. This month's total of 186 is higher than the previous month's total supply of available inventory of 175, an increase of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Manuta, Mickleton, and Gibbstown Homes was \$171,000. This July, the median sale price was \$210,000, an increase of \$39,000 compared to last year. The current median sold price is higher 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.

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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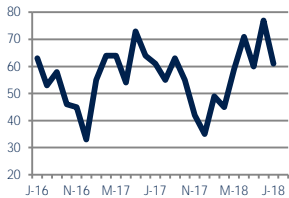
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July 2018

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New Listings

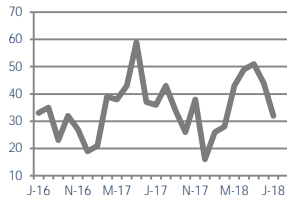
61



No Change
Vs. Year Ago

Current Contracts

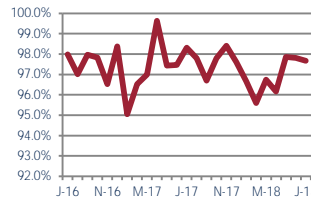
32



Down -11%
Vs. Year Ago

Sold Vs. List Price

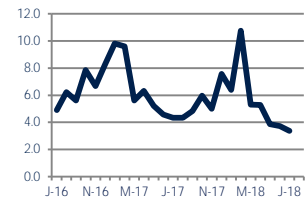
97.7%



Down -0.7%
Vs. Year Ago

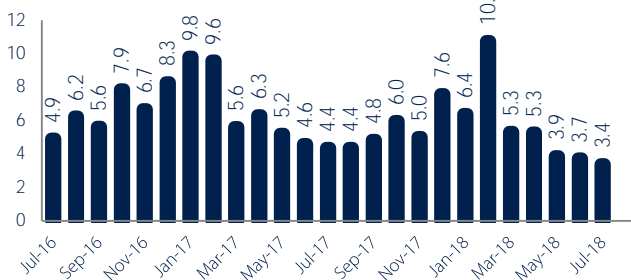
Months of Supply

3.4



Down -22%
Vs. Year Ago

Months Of Supply



Months of Supply

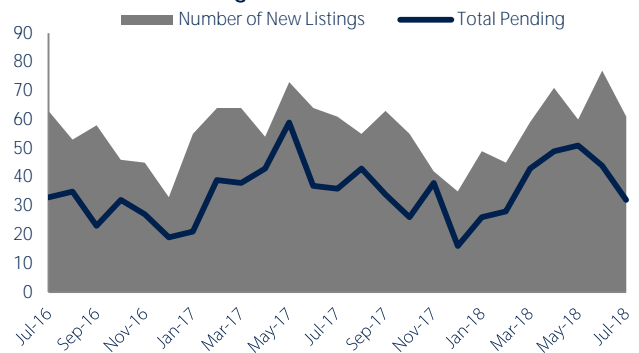
In July, there was 3.4 months of supply available in Manuta, Mickleton, and Gibbstown, compared to 4.3 in July 2017. That is a decrease of 22% versus a year ago.

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.

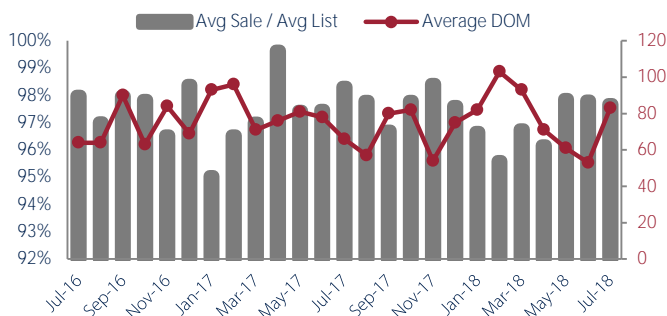
New Listings & Current Contracts

This month there were 61 homes newly listed for sale in Manuta, Mickleton, and Gibbstown, which is similar to the amount in July 2017. There were 32 current contracts pending sale this July compared to 36 a year ago. The number of current contracts is 11% lower 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 Manuta, Mickleton, and Gibbstown was 97.7% of the average list price, which is 0.6% lower than at this time last year.

Days On Market

This month, the average number of days on market was 83, higher than the average last year, which was 66, an increase of 26%.



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