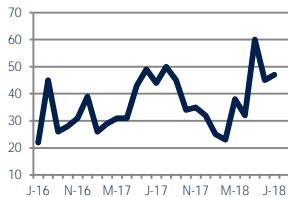


Zip Code(s): 08060 and 08036

Units Sold

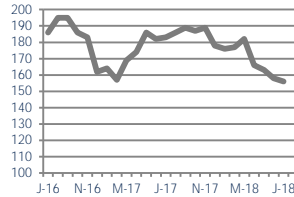
47



Up 7%
Vs. Year Ago

Active Inventory

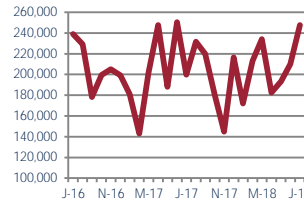
156



Down -15%
Vs. Year Ago

Median Sale Price

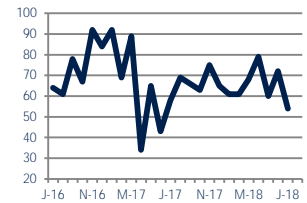
\$247,500



Up 24%
Vs. Year Ago

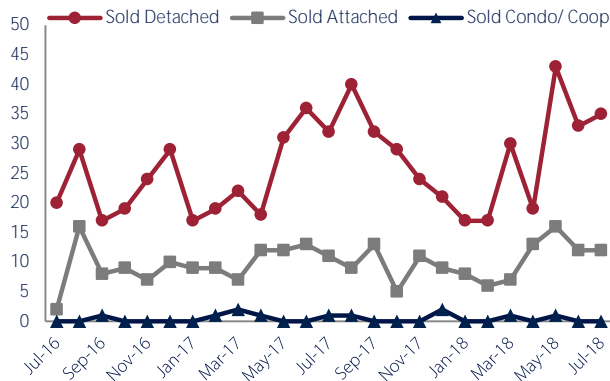
Days On Market

54



Down -7%
Vs. Year Ago

Units Sold*



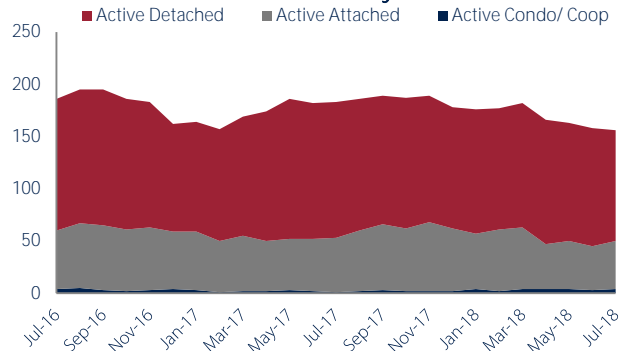
Units Sold

There was an increase in total units sold in July, with 47 sold this month in Mt. Holly, Smithville, and Hainesport versus 45 last month, an increase of 4%. This month's total units sold was higher than at this time last year, an increase of 7% versus July 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 27 units or 15%. The total number of active inventory this July was 156 compared to 183 in July 2017. This month's total of 156 is lower than the previous month's total supply of available inventory of 158, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Mt. Holly, Smithville, and Hainesport Homes was \$199,838. This July, the median sale price was \$247,500, an increase of 24% or \$47,662 compared to last year. The current median sold price is 18% 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.

Mt. Holly, Smithville, and Hainesport are defined as properties listed in zip code/s 08060 and 08036.

*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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CHRISTIE'S
INTERNATIONAL REAL ESTATE

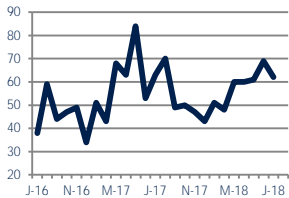




Zip Code(s): 08060 and 08036

New Listings

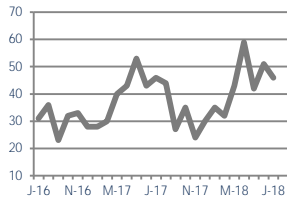
62



Down -2%
Vs. Year Ago

Current Contracts

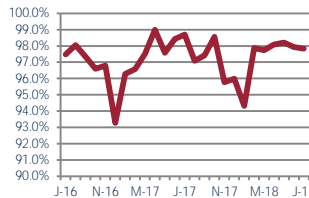
46



No Change
Vs. Year Ago

Sold Vs. List Price

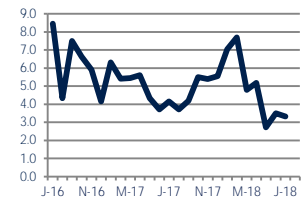
97.8%



Down -0.9%
Vs. Year Ago

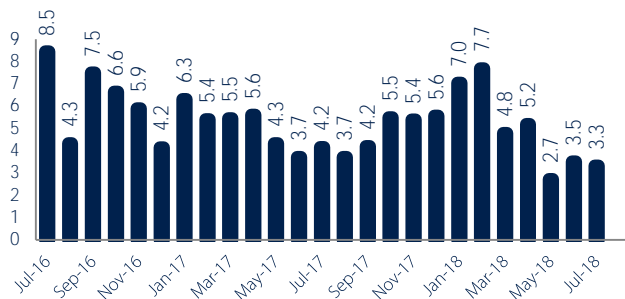
Months of Supply

3.3



Down -20%
Vs. Year Ago

Months Of Supply



Months of Supply

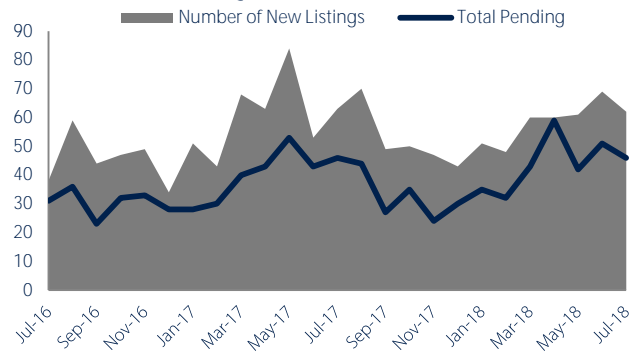
In July, there was 3.3 months of supply available in Mt. Holly, Smithville, and Hainesport, compared to 4.2 in July 2017. That is a decrease of 20% versus a year ago.

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.

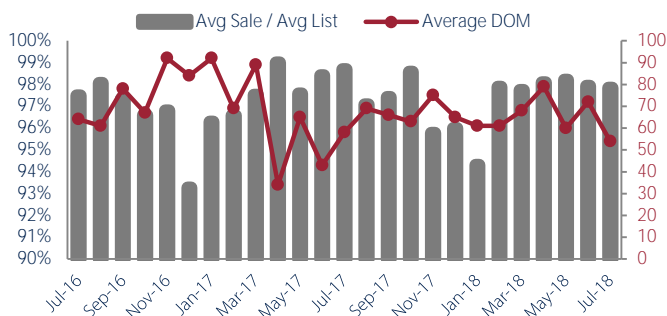
New Listings & Current Contracts

This month there were 62 homes newly listed for sale in Mt. Holly, Smithville, and Hainesport compared to 63 in July 2017, a decrease of 2%. There were 46 current contracts pending sale this July, consistent with the volume a year ago. The number of current contracts is 10% lower than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Mt. Holly, Smithville, and Hainesport was 97.8% of the average list price, which is 0.9% lower than at this time last year.

Days On Market

This month, the average number of days on market was 54, lower than the average last year, which was 58, a decrease of 7%.



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