



The Long & Foster Market Minute™

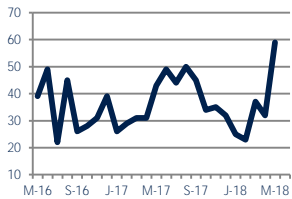
Focus On: Mt. Holly, Smithville, and Hainesport Housing Market

May 2018

Zip Code(s): 08060 and 08036

Units Sold

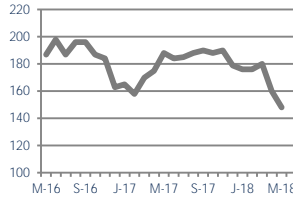
59



Up
Vs. Year Ago

Active Inventory

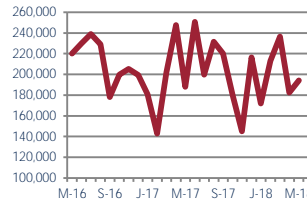
148



Down -21%
Vs. Year Ago

Median Sale Price

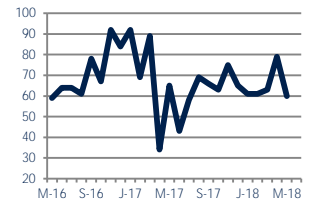
\$194,000



Up 3%
Vs. Year Ago

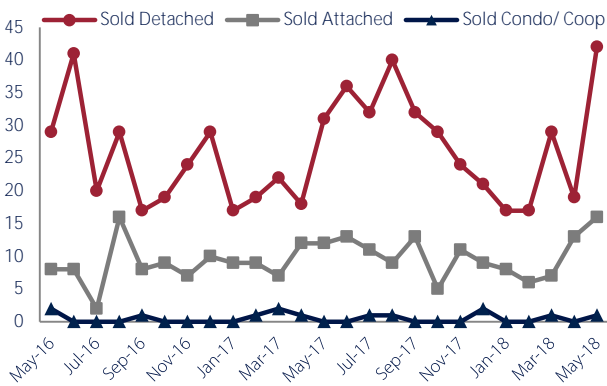
Days On Market

60



Down -8%
Vs. Year Ago

Units Sold*



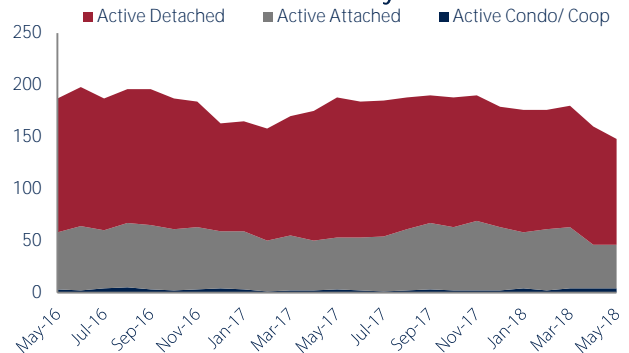
Units Sold

There was an increase in total units sold in May, with 59 sold this month in Mt. Holly, Smithville, and Hainesport. This month's total units sold was higher than at this time last year.

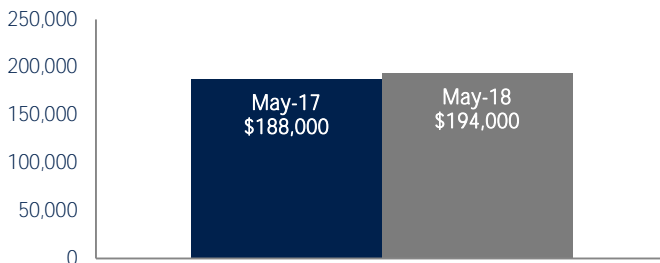
Active Inventory

Versus last year, the total number of homes available this month is lower by 40 units or 21%. The total number of active inventory this May was 148 compared to 188 in May 2017. This month's total of 148 is lower than the previous month's total supply of available inventory of 160, a decrease of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Mt. Holly, Smithville, and Hainesport Homes was \$188,000. This May, the median sale price was \$194,000, an increase of 3% or \$6,000 compared to last year. The current median sold price is 6% 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.

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.

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.



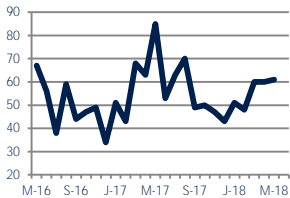
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 08060 and 08036

New Listings

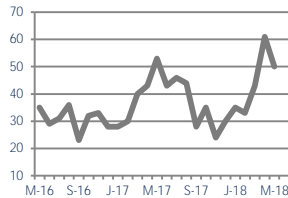
61



Down -28%
Vs. Year Ago

Current Contracts

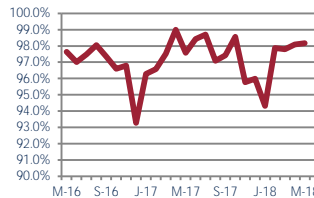
50



Down -6%
Vs. Year Ago

Sold Vs. List Price

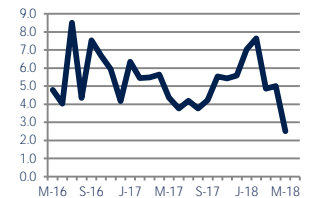
98.2%



Up 0.6%
Vs. Year Ago

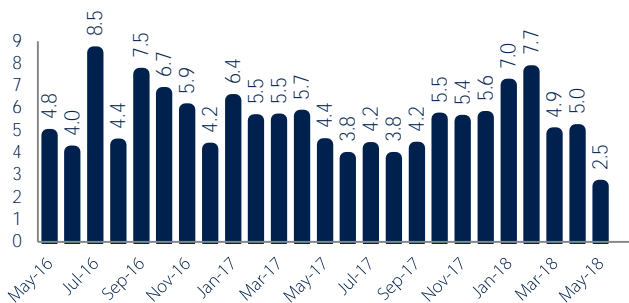
Months of Supply

2.5



Down -43%
Vs. Year Ago

Months Of Supply



Months of Supply

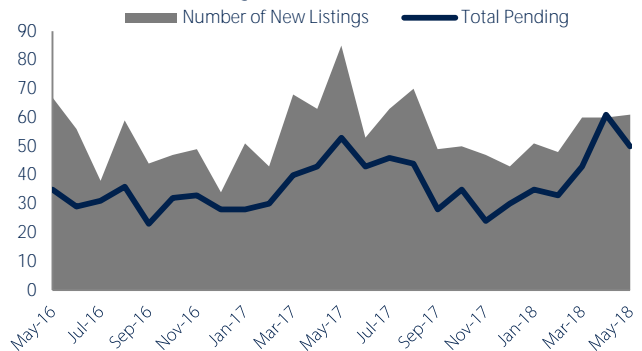
In May, there was 2.5 months of supply available in Mt. Holly, Smithville, and Hainesport, compared to 4.4 in May 2017. That is a decrease of 43% versus a year ago.

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.

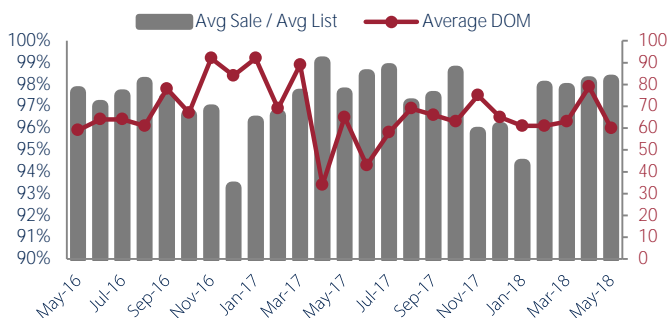
New Listings & Current Contracts

This month there were 61 homes newly listed for sale in Mt. Holly, Smithville, and Hainesport compared to 85 in May 2017, a decrease of 28%. There were 50 current contracts pending sale this May compared to 53 a year ago. The number of current contracts is 6% 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 Mt. Holly, Smithville, and Hainesport was 98.2% of the average list price, which is 0.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 60, lower than the average last year, which was 65, a decrease of 8%.



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