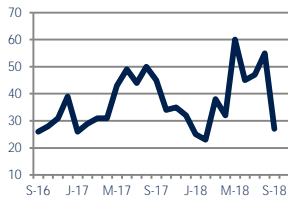


Zip Code(s): 08060 and 08036

Units Sold

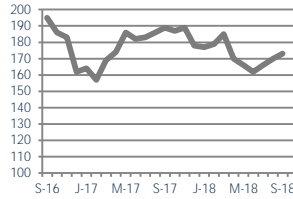
27



Down
Vs. Year Ago

Active Inventory

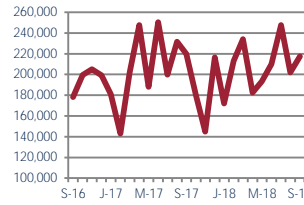
173



Down -8%
Vs. Year Ago

Median Sale Price

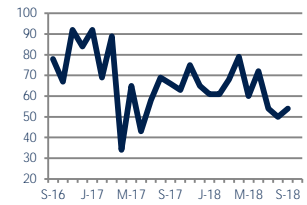
\$217,500



Down -1%
Vs. Year Ago

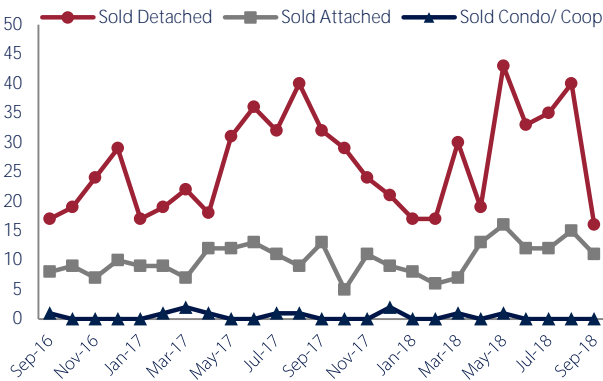
Days On Market

54



Down -18%
Vs. Year Ago

Units Sold*



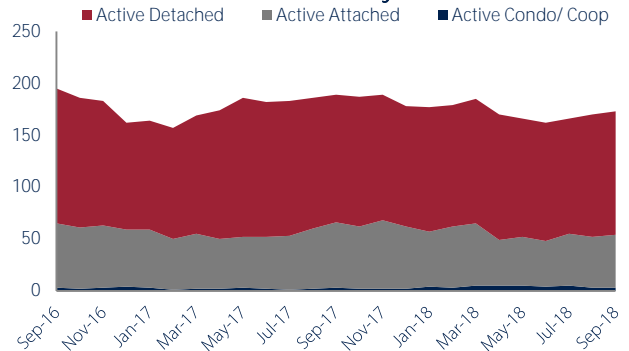
Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 27 sold this month in Mt. Holly, Smithville, and Hainesport. This month's total units sold was lower than at this time last year, a decrease from September 2017.

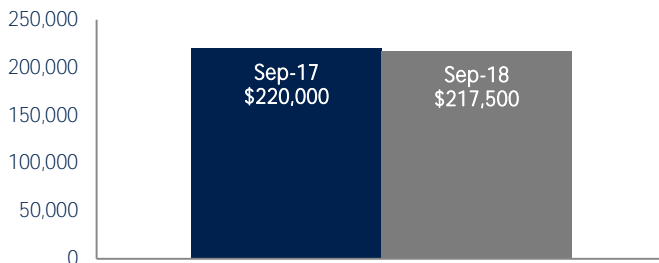
Active Inventory

Versus last year, the total number of homes available this month is lower by 16 units or 8%. The total number of active inventory this September was 173 compared to 189 in September 2017. This month's total of 173 is higher than the previous month's total supply of available inventory of 170, an increase of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Mt. Holly, Smithville, and Hainesport Homes was \$220,000. This September, the median sale price was \$217,500, a decrease of 1% or \$2,500 compared to last year. The current median sold price is 8% higher 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.

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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The Long & Foster Market Minute™

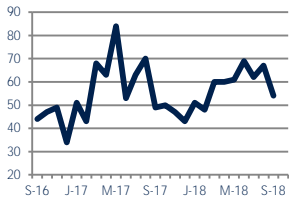
Focus On: Mt. Holly, Smithville, and Hainesport Housing Market

September 2018

Zip Code(s): 08060 and 08036

New Listings

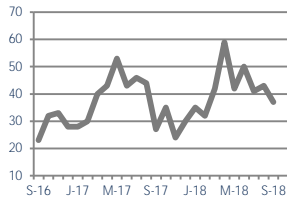
54



Up 10%
Vs. Year Ago

Current Contracts

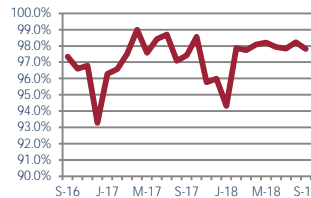
37



Up 37%
Vs. Year Ago

Sold Vs. List Price

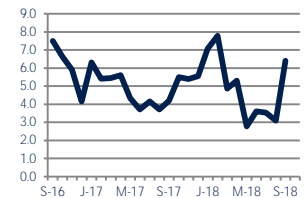
97.8%



No Change
Vs. Year Ago

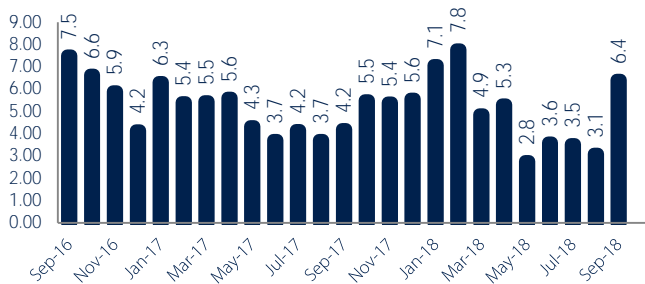
Months of Supply

6.4



Up 53%
Vs. Year Ago

Months Of Supply



Months of Supply

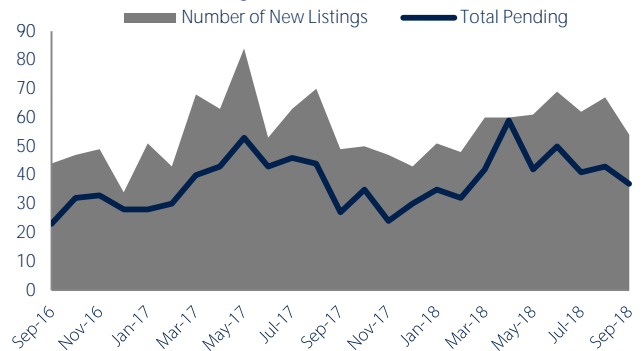
In September, there was 6.4 months of supply available in Mt. Holly, Smithville, and Hainesport, compared to 4.2 in September 2017. That is an increase of 53% versus a year ago.

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.

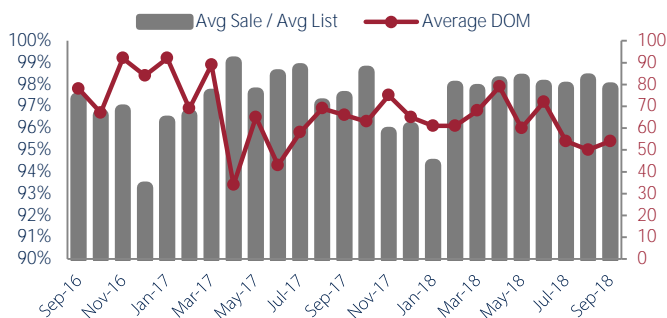
New Listings & Current Contracts

This month there were 54 homes newly listed for sale in Mt. Holly, Smithville, and Hainesport compared to 49 in September 2017, an increase of 10%. There were 37 current contracts pending sale this September compared to 27 a year ago. The number of current contracts is 37% higher than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Mt. Holly, Smithville, and Hainesport was 97.8% 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 54, lower than the average last year, which was 66, a decrease of 18%.



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