



# The Long & Foster Market Minute™

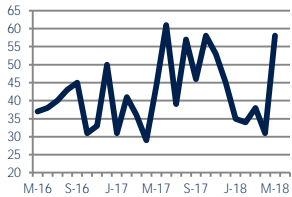
Focus On: Northwest Trenton and Northern Trenton Housing Market

May 2018

Zip Code(s): 08618 and 08638

## Units Sold

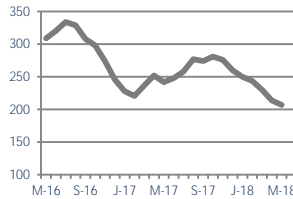
58



Up 32%  
Vs. Year Ago

## Active Inventory

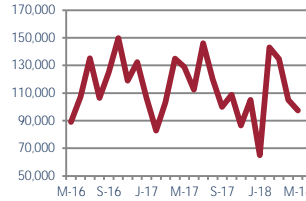
207



Down -14%  
Vs. Year Ago

## Median Sale Price

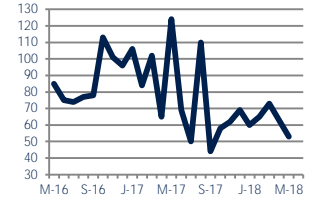
\$97,500



Down -24%  
Vs. Year Ago

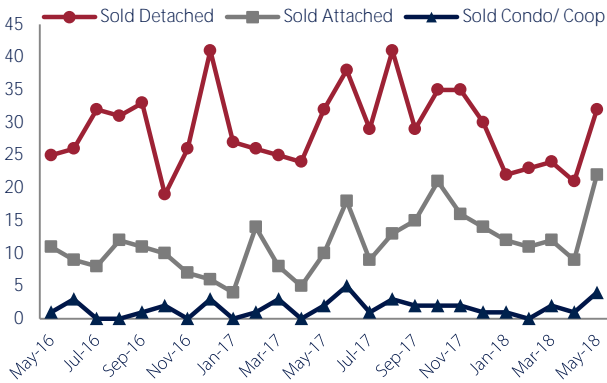
## Days On Market

53



Down -57%  
Vs. Year Ago

## Units Sold\*



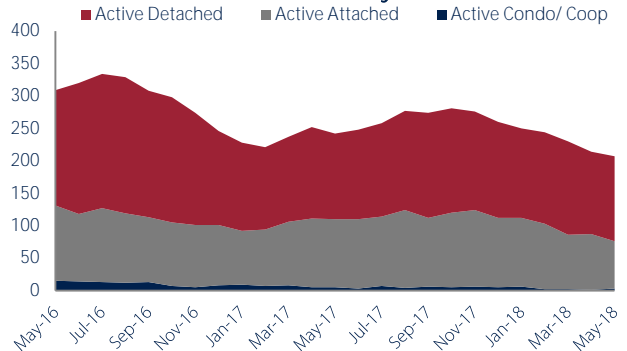
## Units Sold

There was an increase in total units sold in May, with 58 sold this month in Northwest Trenton and Northern Trenton. 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 35 units or 14%. The total number of active inventory this May was 207 compared to 242 in May 2017. This month's total of 207 is lower than the previous month's total supply of available inventory of 214, a decrease of 3%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last May, the median sale price for Northwest Trenton and Northern Trenton Homes was \$129,050. This May, the median sale price was \$97,500, a decrease of 24% or \$31,550 compared to last year. The current median sold price is 7% lower 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.



Northwest Trenton and Northern Trenton are defined as properties listed in zip code/s 08618 and 08638.

\*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.

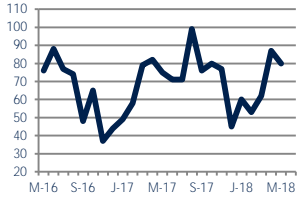
CHRISTIE'S  
INTERNATIONAL REAL ESTATE



Zip Code(s): 08618 and 08638

### New Listings

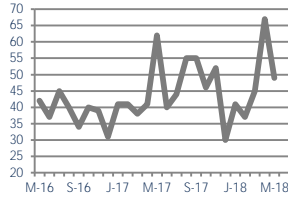
80



Up 7%  
Vs. Year Ago

### Current Contracts

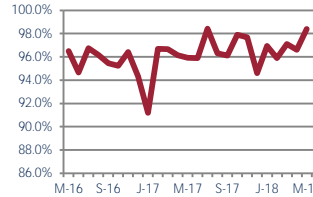
49



Down -21%  
Vs. Year Ago

### Sold Vs. List Price

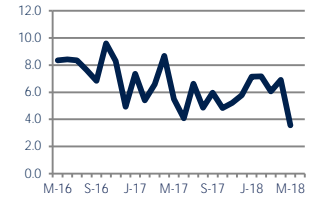
98.4%



Up 2.6%  
Vs. Year Ago

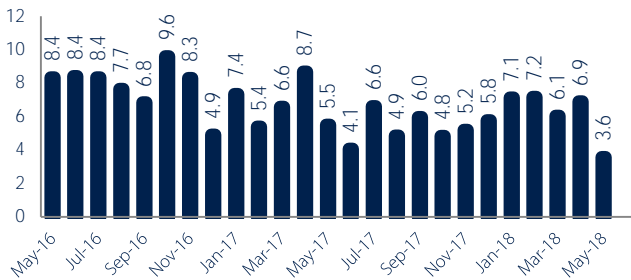
### Months of Supply

3.6



Down -35%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

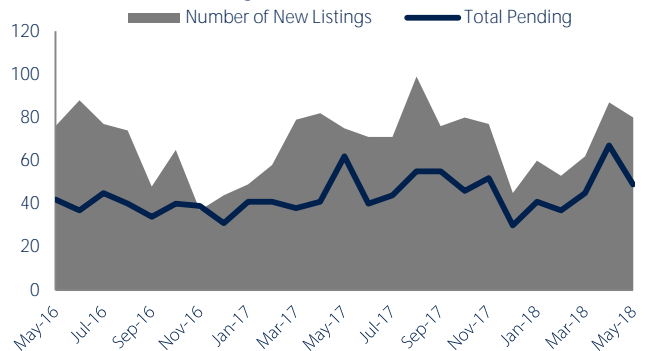
In May, there was 3.6 months of supply available in Northwest Trenton and Northern Trenton, compared to 5.5 in May 2017. That is a decrease of 35% versus a year ago.

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.

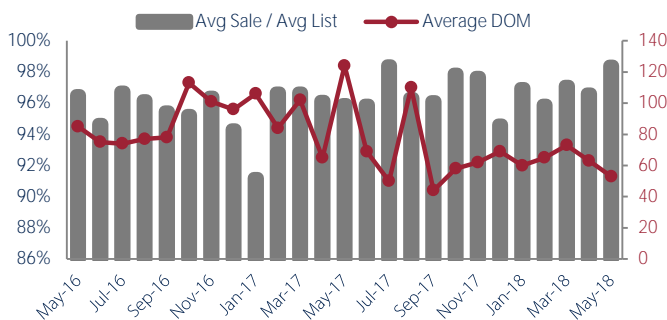
### New Listings & Current Contracts

This month there were 80 homes newly listed for sale in Northwest Trenton and Northern Trenton compared to 75 in May 2017, an increase of 7%. There were 49 current contracts pending sale this May compared to 62 a year ago. The number of current contracts is 21% 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 Northwest Trenton and Northern Trenton was 98.4% of the average list price, which is 2.5% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 53, lower than the average last year, which was 124, a decrease of 57%.



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