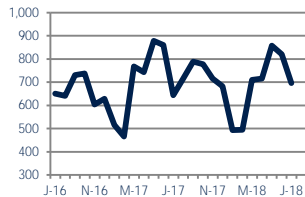


### Units Sold

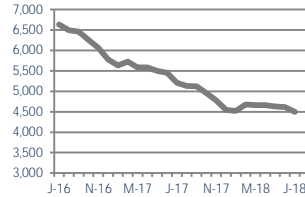
696



Up 8%  
Vs. Year Ago

### Active Inventory

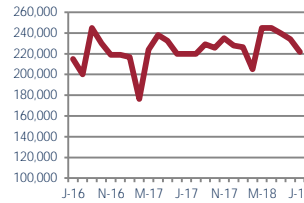
4,501



Down -14%  
Vs. Year Ago

### Median Sale Price

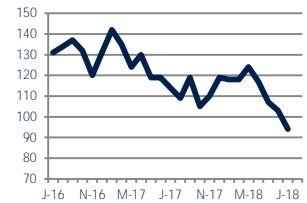
\$221,643



Up 1%  
Vs. Year Ago

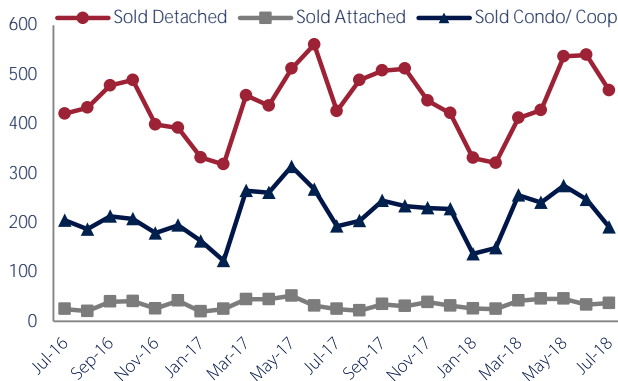
### Days On Market

94



Down -18%  
Vs. Year Ago

### Units Sold\*



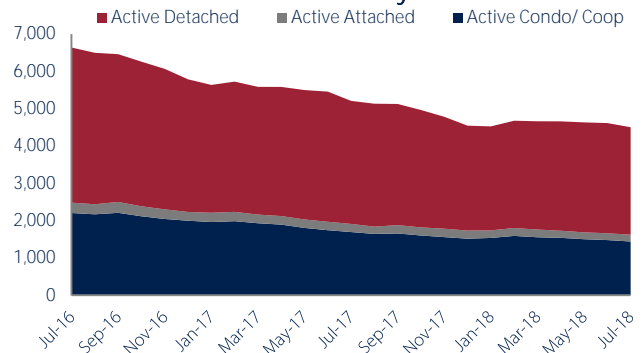
### Units Sold

There was a decrease in total units sold in July, with 696 sold this month in South Jersey Shore versus 821 last month, a decrease of 15%. This month's total units sold was higher than at this time last year, an increase of 8% versus July 2017.

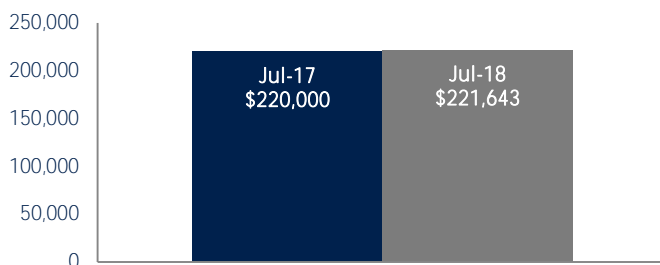
### Active Inventory

Versus last year, the total number of homes available this month is lower by 707 units or 14%. The total number of active inventory this July was 4,501 compared to 5,208 in July 2017. This month's total of 4,501 is lower than the previous month's total supply of available inventory of 4,613, a decrease of 2%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for South Jersey Shore Homes was \$220,000. This July, the median sale price was \$221,643, an increase of 1% or \$1,643 compared to last year. The current median sold price is 5% lower 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.

\*Defined as the counties of Atlantic and Cape May in NJ.

\*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.

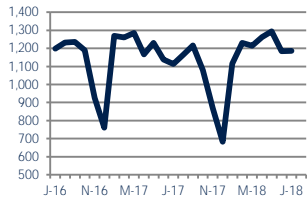
Information included in this report is based on data supplied by SJSMLS/CMCAOR and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of SJSMLS/CMCAOR or Long & Foster Real Estate, Inc.





### New Listings

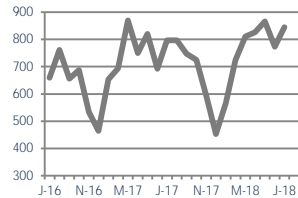
1,187



Up 7%  
Vs. Year Ago

### Current Contracts

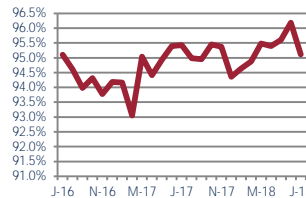
845



Up 6%  
Vs. Year Ago

### Sold Vs. List Price

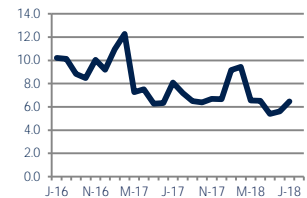
95.1%



No Change  
Vs. Year Ago

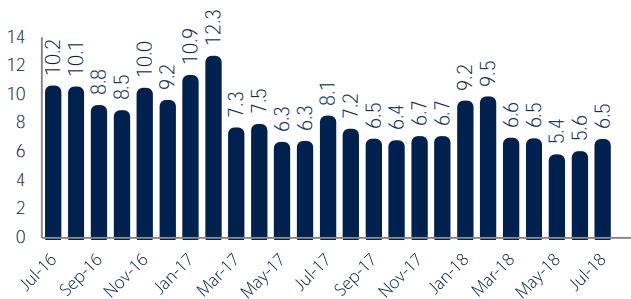
### Months of Supply

6.5



Down -20%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

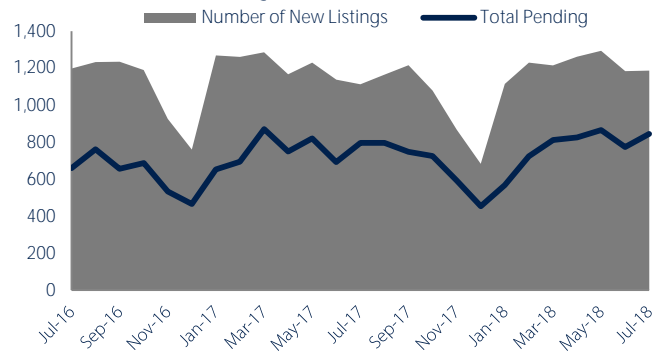
In July, there was 6.5 months of supply available in South Jersey Shore, compared to 8.1 in July 2017. That is a decrease of 20% versus a year ago.

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.

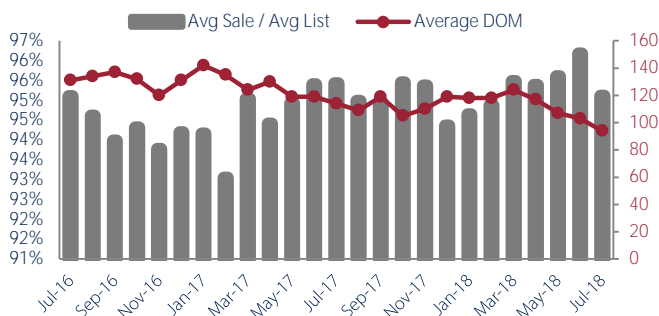
### New Listings & Current Contracts

This month there were 1,187 homes newly listed for sale in South Jersey Shore compared to 1,113 in July 2017, an increase of 7%. There were 845 current contracts pending sale this July compared to 797 a year ago. The number of current contracts is 6% higher 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 South Jersey Shore was 95.1% 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 94, lower than the average last year, which was 114, a decrease of 18%.



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