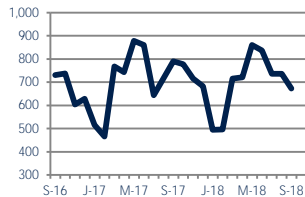


### Units Sold

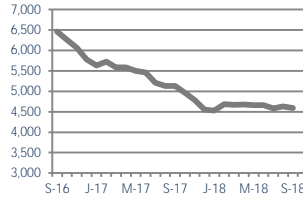
673



Down -15%  
Vs. Year Ago

### Active Inventory

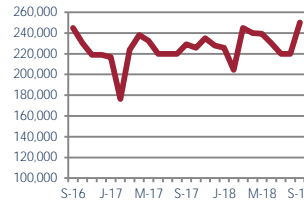
4,590



Down -11%  
Vs. Year Ago

### Median Sale Price

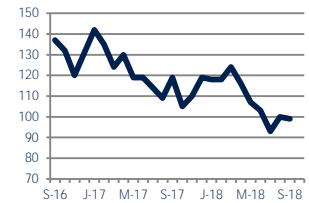
\$250,000



Up 9%  
Vs. Year Ago

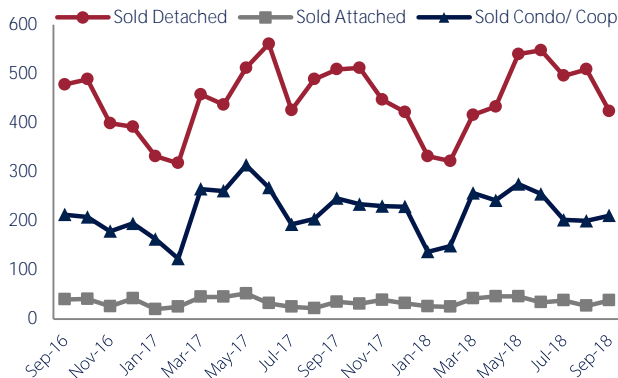
### Days On Market

99



Down -17%  
Vs. Year Ago

### Units Sold\*



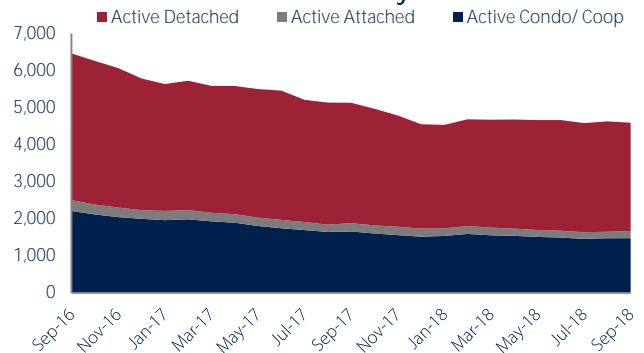
### Units Sold

There was a decrease in total units sold in September, with 673 sold this month in South Jersey Shore versus 736 last month, a decrease of 9%. This month's total units sold was lower than at this time last year, a decrease of 15% versus September 2017.

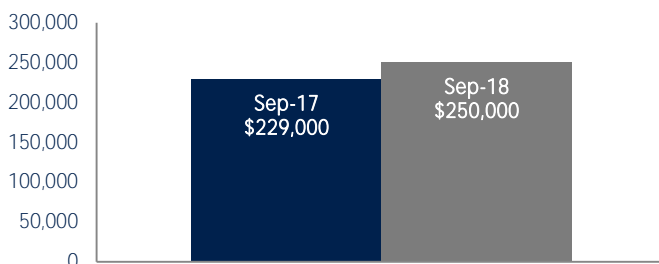
### Active Inventory

Versus last year, the total number of homes available this month is lower by 539 units or 11%. The total number of active inventory this September was 4,590 compared to 5,129 in September 2017. This month's total of 4,590 is lower than the previous month's total supply of available inventory of 4,627, a decrease of 1%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for South Jersey Shore Homes was \$229,000. This September, the median sale price was \$250,000, an increase of 9% or \$21,000 compared to last year. The current median sold price is 14% 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.

\*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

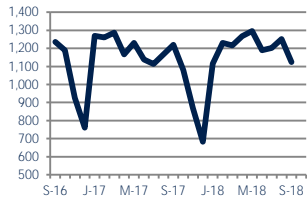
activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of

SJSMLS/CMCAOR or Long & Foster Real Estate, Inc.



### New Listings

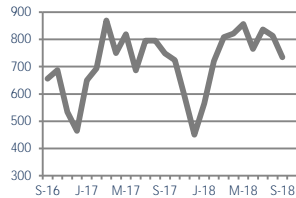
1,124



Down -8%  
Vs. Year Ago

### Current Contracts

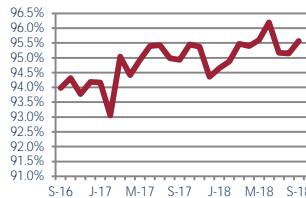
734



Down -2%  
Vs. Year Ago

### Sold Vs. List Price

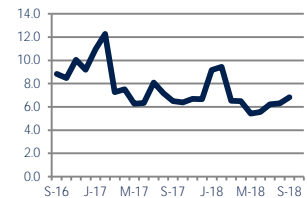
95.6%



Up 0.7%  
Vs. Year Ago

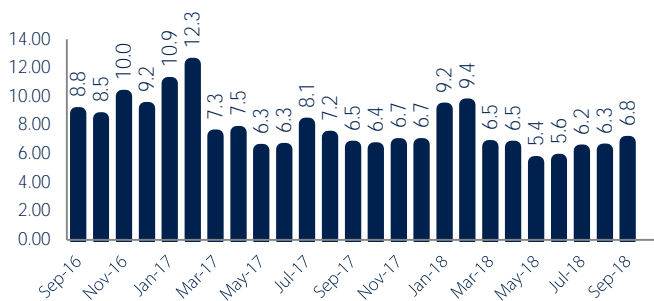
### Months of Supply

6.8



Up 5%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

In September, there was 6.8 months of supply available in South Jersey Shore, compared to 6.5 in September 2017. That is an increase of 5% versus a year ago.

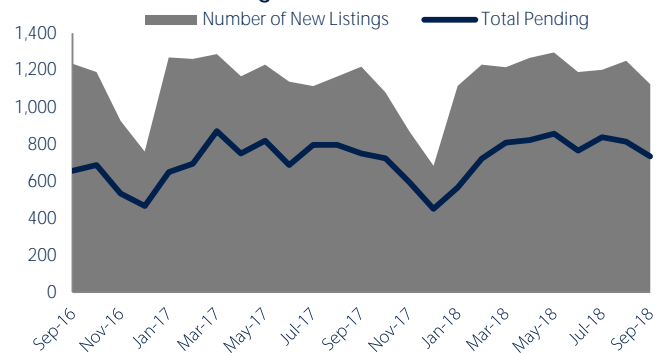
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

### New Listings & Current Contracts

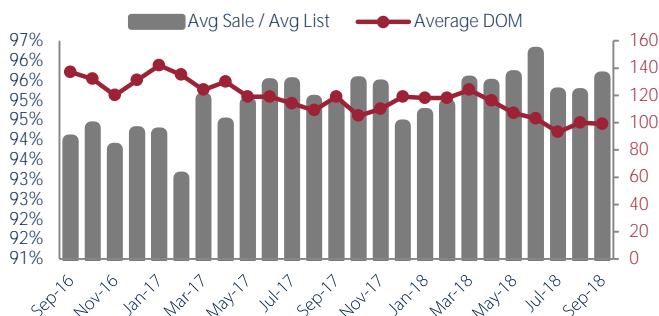
This month there were 1,124 homes newly listed for sale in South Jersey Shore compared to 1,219 in September 2017, a decrease of 8%.

There were 734 current contracts pending sale this September compared to 749 a year ago. The number of current contracts is 2% lower 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 South Jersey Shore was 95.6% 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 99, lower than the average last year, which was 119, a decrease of 17%.



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