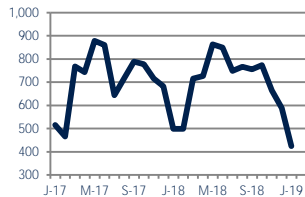


Units Sold

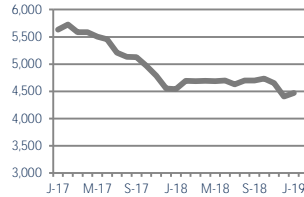
424



Down -15%
Vs. Year Ago

Active Inventory

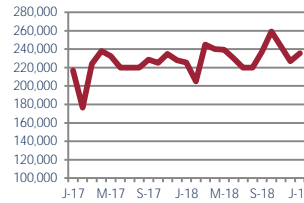
4,467



Down -2%
Vs. Year Ago

Median Sale Price

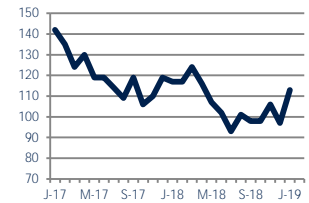
\$235,500



Up 4%
Vs. Year Ago

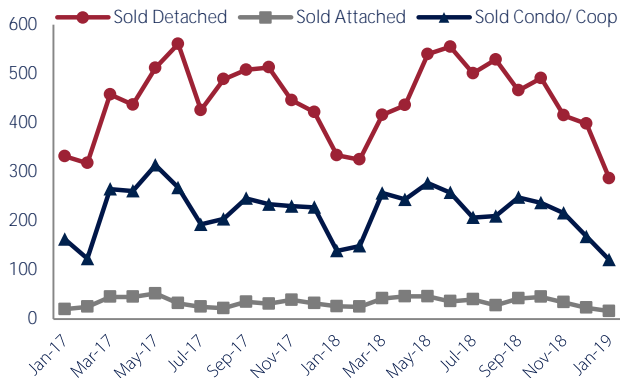
Days On Market

113



Down -3%
Vs. Year Ago

Units Sold*



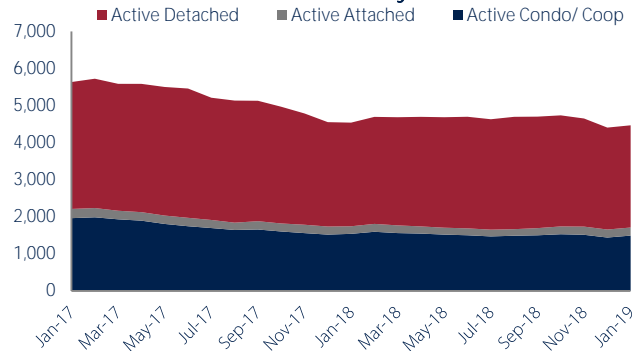
Units Sold

There was a decrease in total units sold in January, with 424 sold this month in South Jersey Shore versus 589 last month, a decrease of 28%. This month's total units sold was lower than at this time last year, a decrease of 15% versus January 2018.

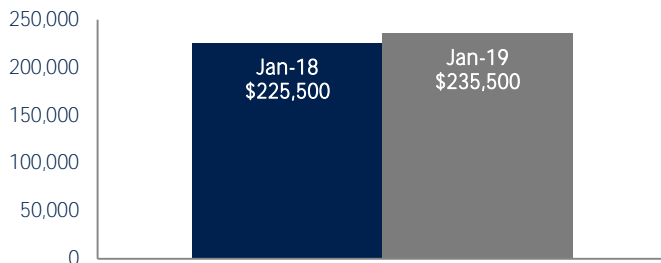
Active Inventory

Versus last year, the total number of homes available this month is lower by 72 units or 2%. The total number of active inventory this January was 4,467 compared to 4,539 in January 2018. This month's total of 4,467 is higher than the previous month's total supply of available inventory of 4,405, an increase of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for South Jersey Shore Homes was \$225,500. This January, the median sale price was \$235,500, an increase of 4% or \$10,000 compared to last year. The current median sold price is 4% higher than in December.

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.

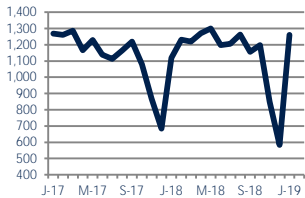
Information included in this report is based on data supplied by SJSMLS/CMCAOR and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently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





New Listings

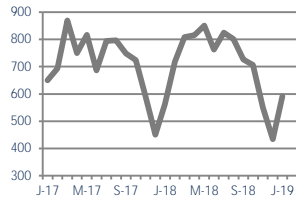
1,261



Up 13%
Vs. Year Ago

Current Contracts

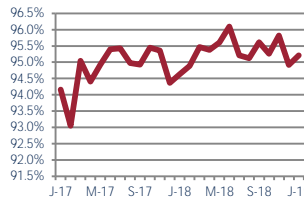
591



Up 5%
Vs. Year Ago

Sold Vs. List Price

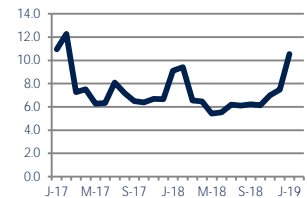
95.2%



Up 0.6%
Vs. Year Ago

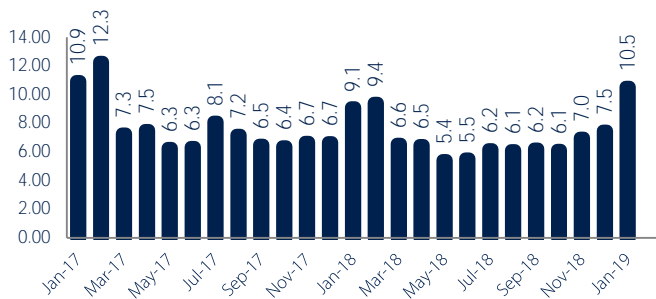
Months of Supply

10.5



Up 16%
Vs. Year Ago

Months Of Supply



Months of Supply

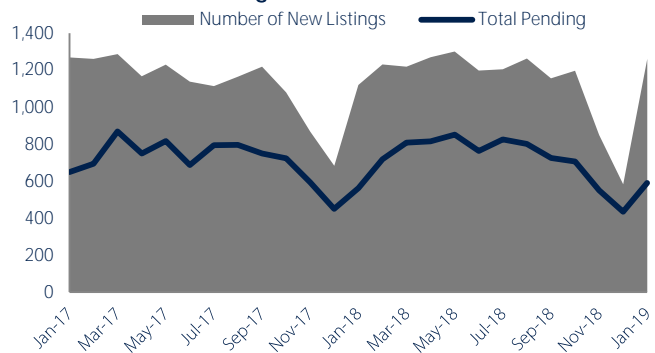
In January, there was 10.5 months of supply available in South Jersey Shore, compared to 9.1 in January 2018. That is an increase of 16% versus a year ago.

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.

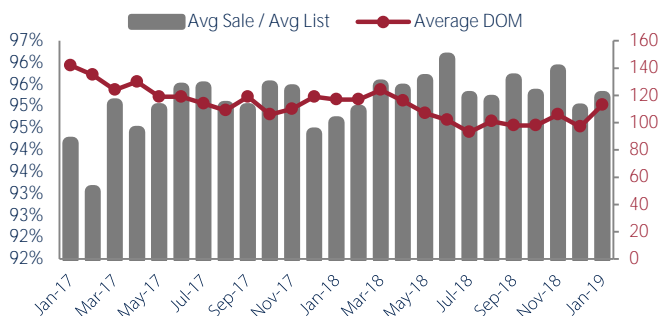
New Listings & Current Contracts

This month there were 1,261 homes newly listed for sale in South Jersey Shore compared to 1,120 in January 2018, an increase of 13%. There were 591 current contracts pending sale this January compared to 563 a year ago. The number of current contracts is 5% higher than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in South Jersey Shore was 95.2% 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 113, lower than the average last year, which was 117, a decrease of 3%.



*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.

