

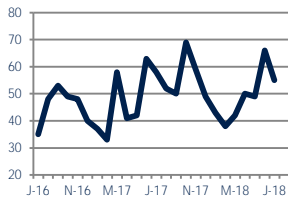
**Focus On:** Williamstown and Victory Lakes Housing Market

July 2018

Zip Code(s): 08094

**Units Sold**

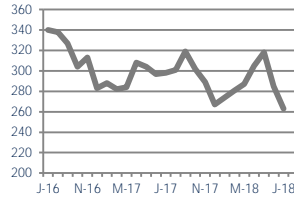
55



Down -5%  
Vs. Year Ago

**Active Inventory**

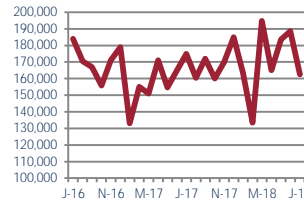
263



Down -12%  
Vs. Year Ago

**Median Sale Price**

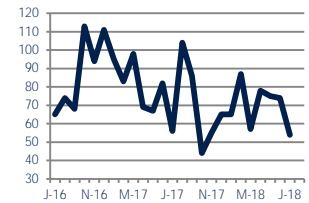
\$162,500



Down -7%  
Vs. Year Ago

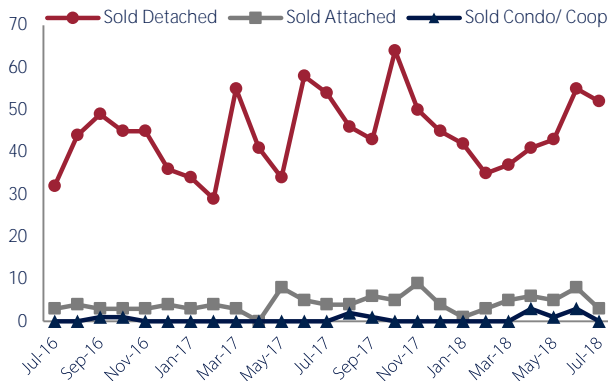
**Days On Market**

54



Down -4%  
Vs. Year Ago

**Units Sold\***



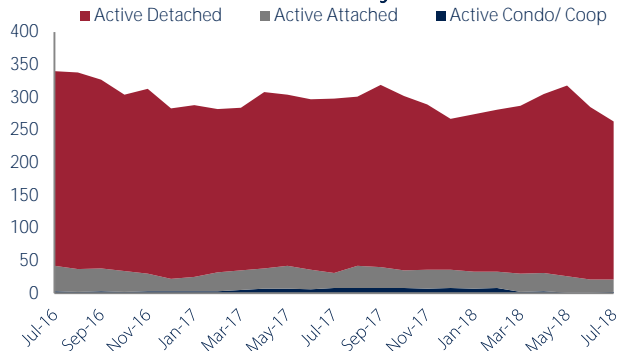
**Units Sold**

There was a decrease in total units sold in July, with 55 sold this month in Williamstown and Victory Lakes versus 66 last month, a decrease of 17%. This month's total units sold was lower than at this time last year, a decrease of 5% versus July 2017.

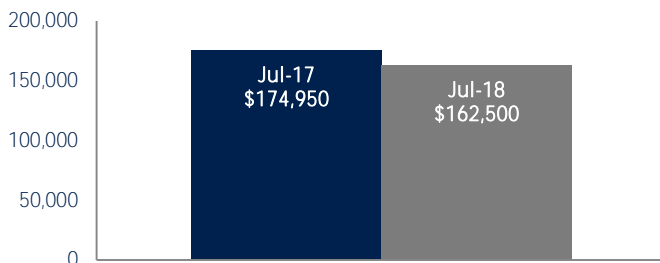
**Active Inventory**

Versus last year, the total number of homes available this month is lower by 35 units or 12%. The total number of active inventory this July was 263 compared to 298 in July 2017. This month's total of 263 is lower than the previous month's total supply of available inventory of 285, a decrease of 8%.

**Active Inventory\***



**Median Sale Price**



**Median Sale Price**

Last July, the median sale price for Williamstown and Victory Lakes Homes was \$174,950. This July, the median sale price was \$162,500, a decrease of 7% or \$12,450 compared to last year. The current median sold price is 14% 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.



Williamstown and Victory Lakes are defined as properties listed in zip code/s 08094.

\*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.



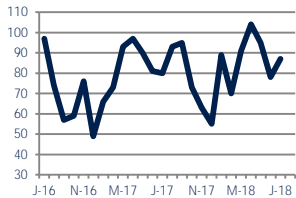
## Focus On: Williamstown and Victory Lakes Housing Market

July 2018

Zip Code(s): 08094

### New Listings

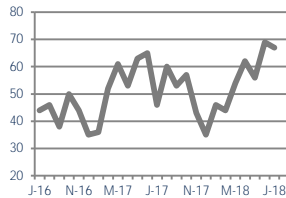
87



Up 9%  
Vs. Year Ago

### Current Contracts

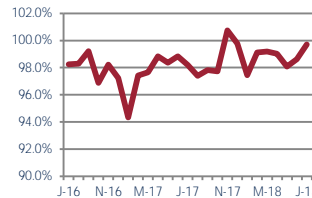
67



Up 46%  
Vs. Year Ago

### Sold Vs. List Price

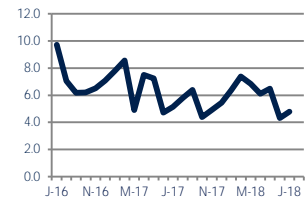
99.7%



Up 1.5%  
Vs. Year Ago

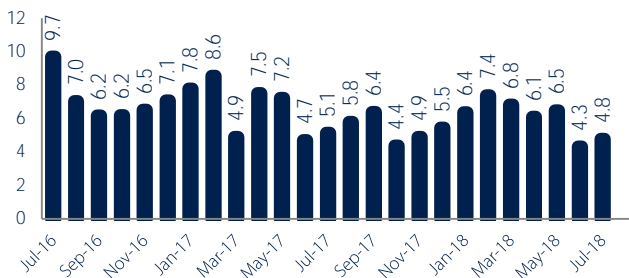
### Months of Supply

4.8



Down -7%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

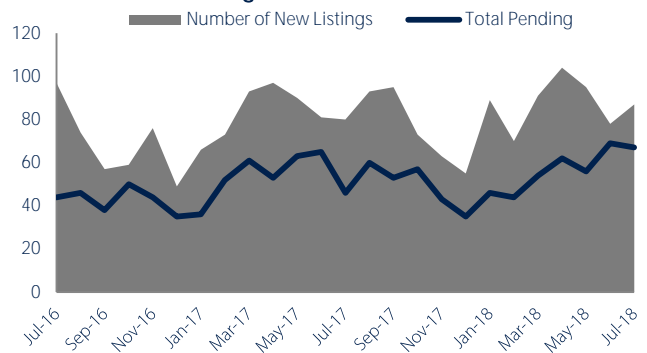
In July, there was 4.8 months of supply available in Williamstown and Victory Lakes, compared to 5.1 in July 2017. That is a decrease of 7% versus a year ago.

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.

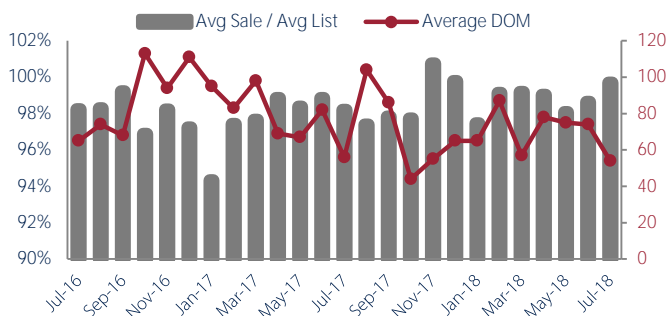
### New Listings & Current Contracts

This month there were 87 homes newly listed for sale in Williamstown and Victory Lakes compared to 80 in July 2017, an increase of 9%. There were 67 current contracts pending sale this July compared to 46 a year ago. The number of current contracts is 46% 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 Williamstown and Victory Lakes was 99.7% of the average list price, which is 1.5% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 54, lower than the average last year, which was 56, a decrease of 4%.



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