



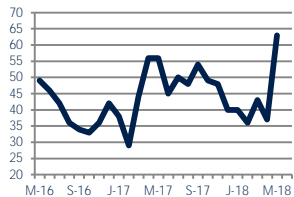
Focus On: Woodbury Housing Market

May 2018

Zip Code(s): 08096

Units Sold

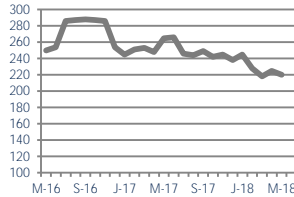
63



Up 13%
Vs. Year Ago

Active Inventory

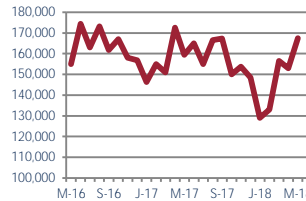
220



Down -17%
Vs. Year Ago

Median Sale Price

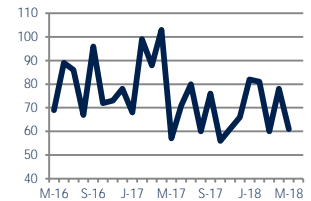
\$167,500



Up 5%
Vs. Year Ago

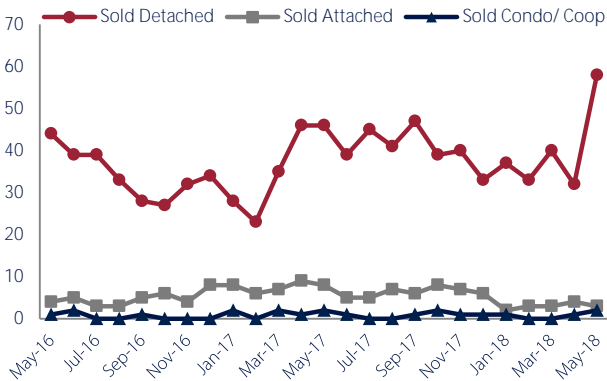
Days On Market

61



Up 7%
Vs. Year Ago

Units Sold*



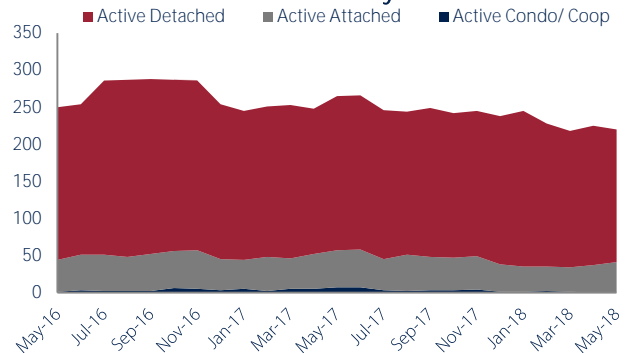
Units Sold

There was an increase in total units sold in May, with 63 sold this month in Woodbury. 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 45 units or 17%. The total number of active inventory this May was 220 compared to 265 in May 2017. This month's total of 220 is lower than the previous month's total supply of available inventory of 225, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Woodbury Homes was \$159,500. This May, the median sale price was \$167,500, an increase of 5% or \$8,000 compared to last year. The current median sold price is 10% higher 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.



Woodbury are defined as properties listed in zip code/s 08096.

*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.



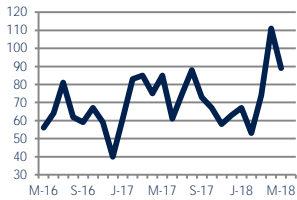
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May 2018

Zip Code(s): 08096

New Listings

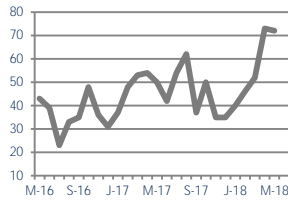
89



Up 5%
Vs. Year Ago

Current Contracts

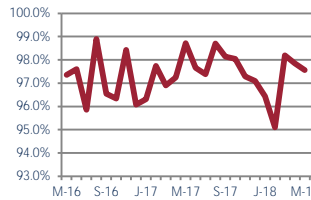
72



Up 44%
Vs. Year Ago

Sold Vs. List Price

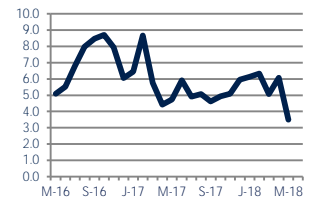
97.6%



Down -1.2%
Vs. Year Ago

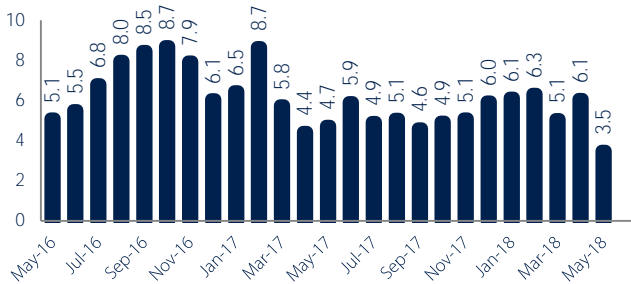
Months of Supply

3.5



Down -26%
Vs. Year Ago

Months Of Supply



Months of Supply

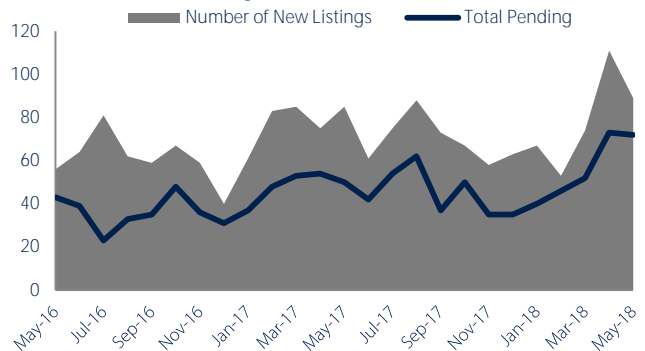
In May, there was 3.5 months of supply available in Woodbury, compared to 4.7 in May 2017. That is a decrease of 26% versus a year ago.

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.

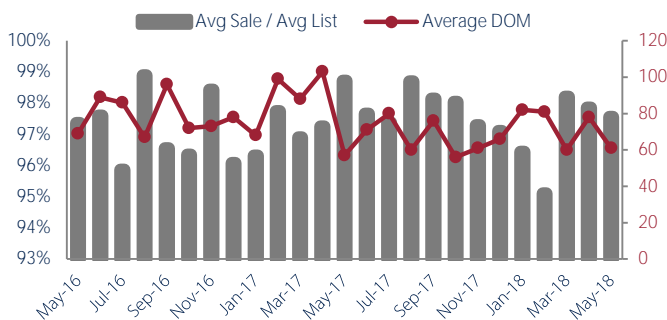
New Listings & Current Contracts

This month there were 89 homes newly listed for sale in Woodbury compared to 85 in May 2017, an increase of 5%. There were 72 current contracts pending sale this May compared to 50 a year ago. The number of current contracts is 44% higher 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 Woodbury was 97.6% of the average list price, which is 1.2% lower than at this time last year.

Days On Market

This month, the average number of days on market was 61, higher than the average last year, which was 57, an increase of 7%.



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