



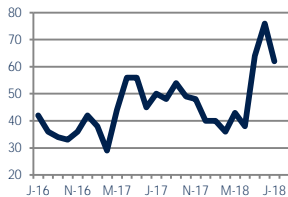
## Focus On: Woodbury Housing Market

July 2018

Zip Code(s): 08096

### Units Sold

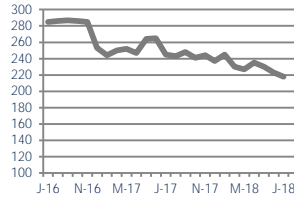
62



Up 24%  
Vs. Year Ago

### Active Inventory

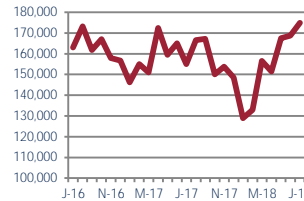
218



Down -11%  
Vs. Year Ago

### Median Sale Price

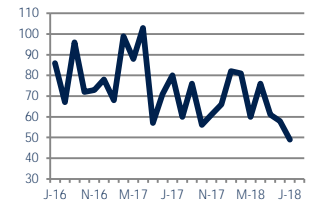
\$174,950



Up 13%  
Vs. Year Ago

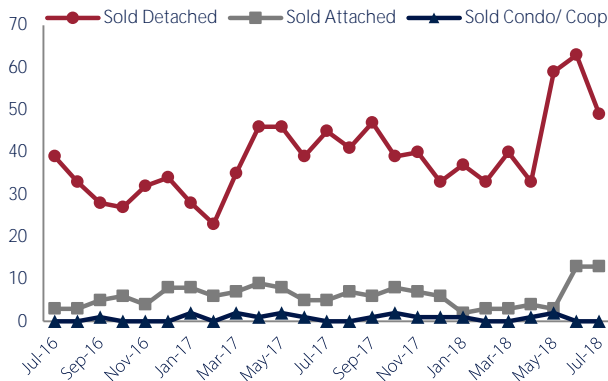
### Days On Market

49



Down -39%  
Vs. Year Ago

### Units Sold\*



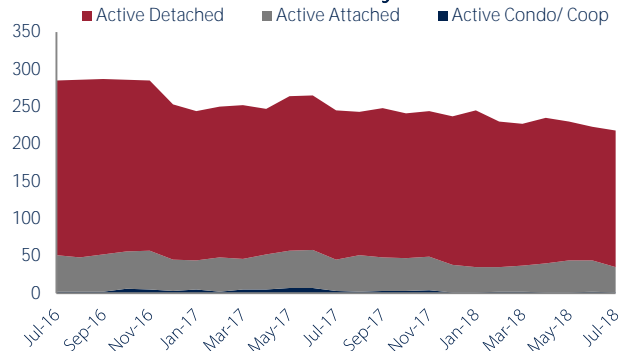
### Units Sold

There was a decrease in total units sold in July, with 62 sold this month in Woodbury versus 76 last month, a decrease of 18%. This month's total units sold was higher than at this time last year, an increase of 24% versus July 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 27 units or 11%. The total number of active inventory this July was 218 compared to 245 in July 2017. This month's total of 218 is lower than the previous month's total supply of available inventory of 223, a decrease of 2%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for Woodbury Homes was \$154,950. This July, the median sale price was \$174,950, an increase of 13% or \$20,000 compared to last year. The current median sold price is 4% higher 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.

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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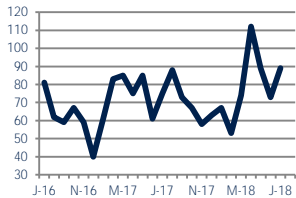
## Focus On: Woodbury Housing Market

July 2018

Zip Code(s): 08096

### New Listings

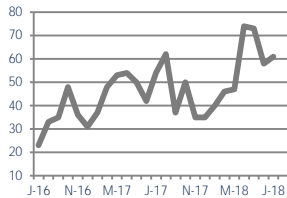
89



Up 19%  
Vs. Year Ago

### Current Contracts

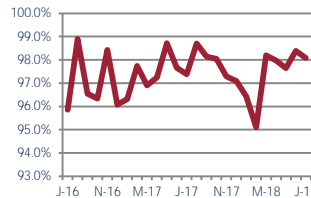
61



Up 13%  
Vs. Year Ago

### Sold Vs. List Price

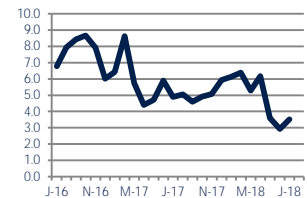
98.1%



Up 0.7%  
Vs. Year Ago

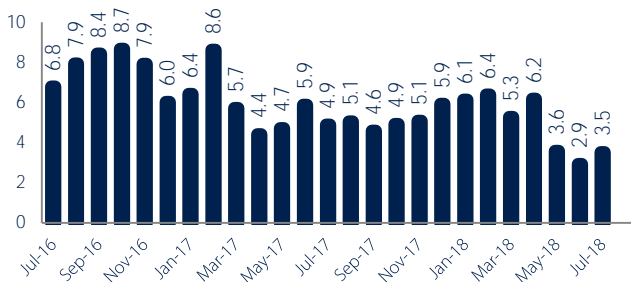
### Months of Supply

3.5



Down -28%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

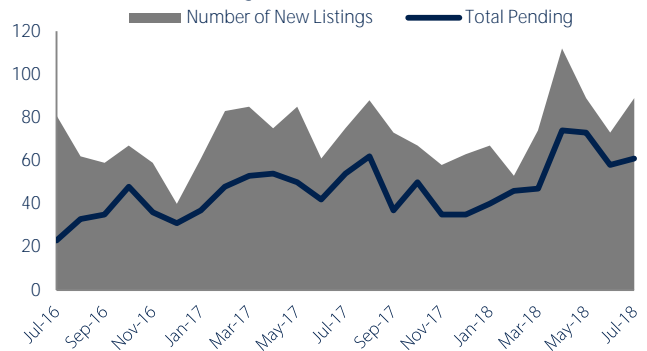
In July, there was 3.5 months of supply available in Woodbury, compared to 4.9 in July 2017. That is a decrease of 28% versus a year ago.

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.

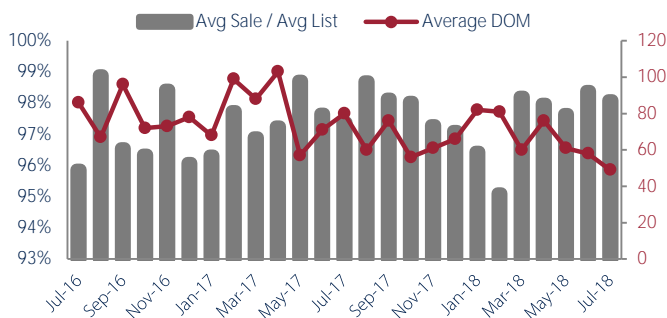
### New Listings & Current Contracts

This month there were 89 homes newly listed for sale in Woodbury compared to 75 in July 2017, an increase of 19%. There were 61 current contracts pending sale this July compared to 54 a year ago. The number of current contracts is 13% 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 Woodbury was 98.1% of the average list price, which is 0.7% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 49, lower than the average last year, which was 80, a decrease of 39%.



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