

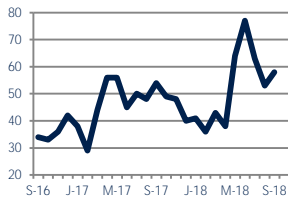
Focus On: Woodbury Housing Market

September 2018

Zip Code(s): 08096

Units Sold

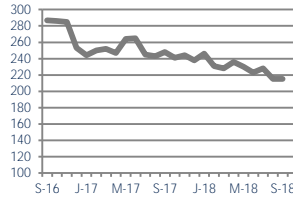
58



Up 7%
Vs. Year Ago

Active Inventory

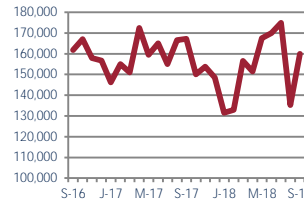
215



Down -13%
Vs. Year Ago

Median Sale Price

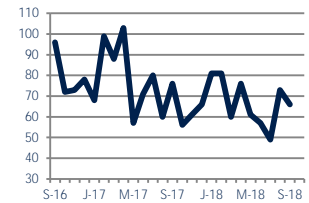
\$160,000



Down -4%
Vs. Year Ago

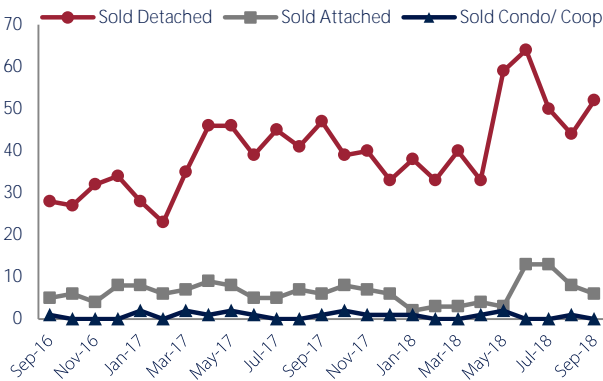
Days On Market

66



Down -13%
Vs. Year Ago

Units Sold*



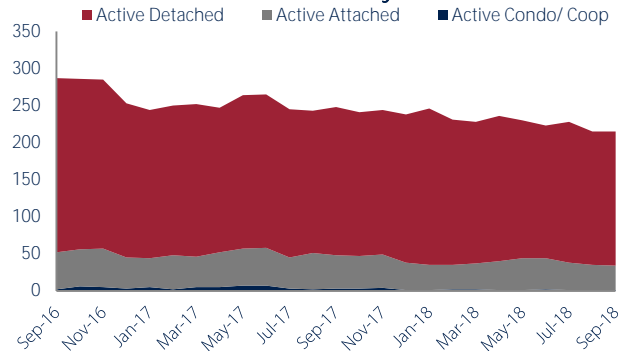
Units Sold

There was an increase in total units sold in September, with 58 sold this month in Woodbury versus 53 last month, an increase of 9%. This month's total units sold was higher than at this time last year, an increase of 7% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 33 units or 13%. The total number of active inventory this September was 215 compared to 248 in September 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Woodbury Homes was \$167,250. This September, the median sale price was \$160,000, a decrease of 4% or \$7,250 compared to last year. The current median sold price is 18% 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.



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.





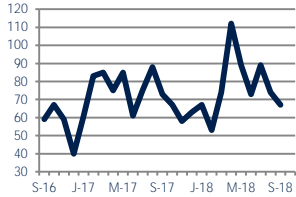
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September 2018

Zip Code(s): 08096

New Listings

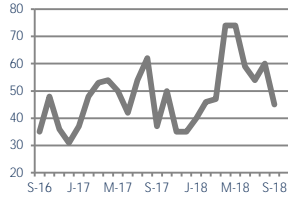
67



Down -8%
Vs. Year Ago

Current Contracts

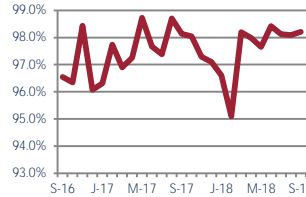
45



Up 22%
Vs. Year Ago

Sold Vs. List Price

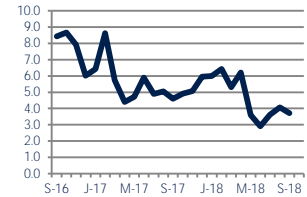
98.2%



No Change
Vs. Year Ago

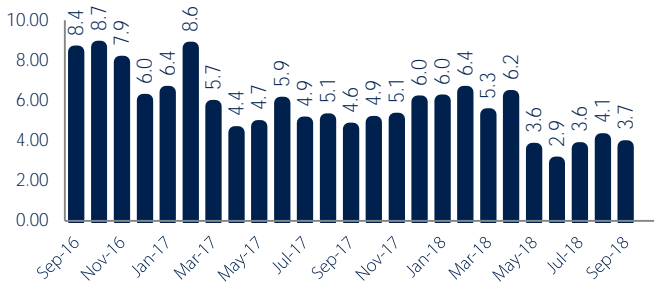
Months of Supply

3.7



Down -19%
Vs. Year Ago

Months Of Supply



Months of Supply

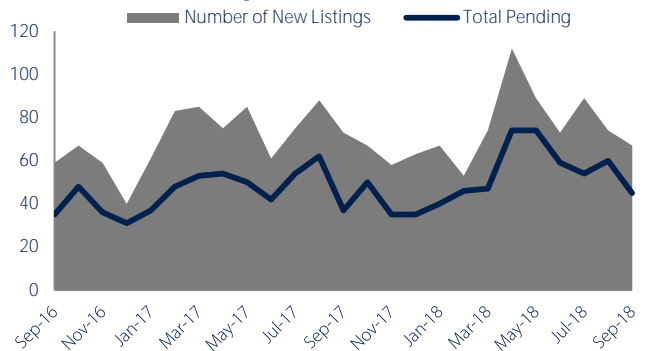
In September, there was 3.7 months of supply available in Woodbury, compared to 4.6 in September 2017. That is a decrease of 19% versus a year ago.

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.

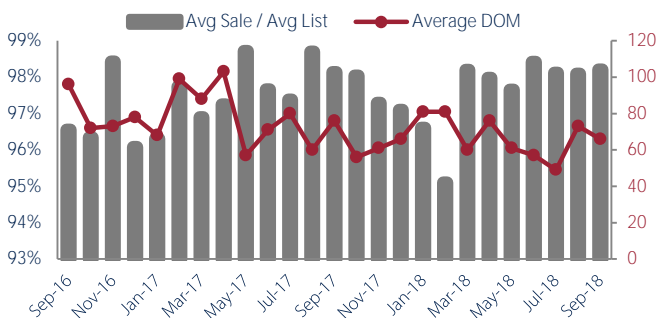
New Listings & Current Contracts

This month there were 67 homes newly listed for sale in Woodbury compared to 73 in September 2017, a decrease of 8%. There were 45 current contracts pending sale this September compared to 37 a year ago. The number of current contracts is 22% higher 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 Woodbury was 98.2% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 66, lower than the average last year, which was 76, a decrease of 13%.



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