

SOUTH JERSEY REAL ESTATE MARKET REPORT



	Q1-2018	
Atlantic County, NJ		
Average Sales Price	\$184,033	
% of Org. Price Received	95.62%	
Homes for Sale	489	
Closed Sales	224	
Avg. Days On Market	111	
	Q1-2018	1-Yr. Chg
Cumberland County, NJ		
Median Sales Price	\$117,950	+2.6%
Average Sales Price	\$118,821	+1.4%
% of Org. Price Received	92.3%	+0.8%
Homes for Sale	583	-14.5%
Closed Sales	236	-22.9%
Months Supply	5.1	-17.1%
Avg. Prop. Mktg. Period	95	-14.1%
	Q1-2018	1-Yr. Chg
Gloucester County, NJ		
Median Sales Price	\$170,000	+1.5%
Average Sales Price	\$184,751	+1.7%
% of Org. Price Received	93.0%	+1.2%
Homes for Sale	1,811	-10.6%
Closed Sales	902	+3.8%
Months Supply	4.8	-20.1%
Avg. Prop. Mktg. Period	97	-7.2%

	Q1-2018	1-Yr. Chg
Salem County, NJ		
Median Sales Price	\$77,510	-35.6%
Average Sales Price	\$107,714	-16.8%
% of Org. Price Received	89.1%	+2.8%
Homes for Sale	606	-0.7%
Closed Sales	190	+37.7%
Months Supply	7.9	-17.5%
Avg. Prop. Mktg. Period	105	-24.6%

	Q1-2018	1-Yr. Chg
Burlington County, NJ		
Median Sales Price	\$184,900	+3.0%
Average Sales Price	\$212,415	+2.0%
% of Org. Price Received	94.0%	+1.6%
Homes for Sale	2,310	-23.5%
Closed Sales	1,458	+6.2%
Months Supply	3.7	-33.5%
Avg. Prop. Mktg. Period	83	-21.7%

	Q1-2018	1-Yr. Chg
Camden County, NJ		
Median Sales Price	\$148,000	+0.7%
Average Sales Price	\$165,472	+1.6%
% of Org. Price Received	93.1%	+1.3%
Homes for Sale	2,524	-24.1%
Closed Sales	1,439	-6.7%
Months Supply	4.0	-30.4%
Avg. Prop. Mktg. Period	82	-18.5%

	Q1-2018	1-Yr. Chg
Mercer County, NJ		
Median Sales Price	\$214,373	+5.6%
Average Sales Price	\$276,941	-3.1%
% of Org. Price Received	93.8%	+1.7%
Homes for Sale	1,334	-19.4%
Closed Sales	730	-15.9%
Months Supply	3.7	-22.7%
Avg. Prop. Mktg. Period	75	-22.7%

Q1-2018 Farm Sales Cumberland County, NJ	DOM	+/- Acres	Sale Price
---	------------	------------------	-------------------

Farm – Greenwich Twp.	731	72	\$260,000
-----------------------	-----	----	-----------

Gloucester County, NJ

*Farm – Elk Twp.	376	93	\$400,000
------------------	-----	----	-----------

Salem County, NJ

Farm – LAC Twp.	30	141	\$305,000
-----------------	----	-----	-----------

Preserved Farm = *

**South Jersey –
Commercial and
Industrial**

Survey	5-Yr Avg.
---------------	------------------

Office - Availability

NNN Rent Per SF	\$15.86	\$12.99
Vacancy Rate	5.8%	7.1%
Available SF	9,646,464	10,951,326
Months on Market	12.4	21.0

Survey	5-Yr Avg.
---------------	------------------

Retail - Availability

Gross Rent Per SF	\$17.40	\$16.93
Vacancy Rate	8.5%	9.4%
Available SF	6,598,304	6,993,028
Months on Market	14.0	20.8

Survey	5-Yr Avg.
---------------	------------------

Industrial - Availability

NNN Rent Per SF	\$4.28	\$4.10
Vacancy Rate	4.5%	7.3%
Available SF	15,167,754	18,217,356
Months on Market	11.0	21.0

	Survey	5-Yr Avg.
Multi-Family – Leasing Units		
Vacant Units	4,681	5,014
Vacancy Rate	4.8%	5.3%
12 Mo. Absorption Units	1,136	1,087