

Late Spring 2018

LBI REAL ESTATE UPDATE

Researched and Presented By: PAT SEPANAK, Broker/Owner

LBI MARKETRENDS

(Comparison by Town/Area Single Family Jan - April 2018)

TOWN	# Units Sold	Average Sales Price	Avg Days On Market	% List to Sales Price
Holgate	7	\$1,030,000	59	96.1
Beach Haven	37	\$1,158,976	95	92.2
LBT So.	37	\$1,218,649	92	96.1
SB & SC	31	\$902,471	138	95.3
NB, HC, LOV	36	\$1,403,948	154	95.2
Barneгат Light	8	\$915,813	178	95.2
High Bar Harbor	2	\$725,138	84	94.9

LBI MARKETRENDS

(Comparison of all of LBI Single Family)

YEAR	# Units Sold	Average Sales Price	Avg Days On Market	% List to Sales Price
2012	369	\$939,150	176	93%
2013	306	\$904,813	157	93%
2014	379	\$974,864	145	94%
2015	425	\$1,027,591	181	95%
2016	473	\$990,184	161	95.4%
2017	540	\$1,106,290	119	96.1%
2018* 1/1- 4/30	140	\$1,154,465	121	95.6%

LBI Market Snapshot - The LBI market is still showing an appreciation in price and lower inventory levels. Average Sales Price (ASP) for Jan thru April 2018 was \$1,154,465 compared to same time frame in 2017 at \$1,071,610. Days On Market are averaging 121 this year compared to 137 last year. The Percent Of Final List Price to Sold Price is holding steady around 96%. Inventory levels are quite low, as of 5/6/2018 there were 383 single family homes for sale. One of the lowest numbers seen on LBI in quite some time. 140 homes closed this year versus 137 last year for the same time period. There are 77 home under contract which should close prior to summer. Buyer activity levels are still brisk; yet buyers are not finding a very large selection to chose from and some are holding for more inventory to come on the market.

The next major selling season for LBI is right after Labor Day, if considering selling you might want to start your research now. Sand Dollar offers our exclusive **LBI Neighborhood Tracker** for general neighborhood sales activity and our **LBI Online Market Evaluation** for the price range of value of your LBI home. For buyers, Sand Dollar offers you a way to watch the market and be there when the right beach home comes on the market. You can **search our local MLS** yourself or we can set you up with our **Early Buyer's Alert** program to receive current listing and sales information in your personal portal on the parameters you give us. More details can be found on the next page or at LBIREALESTATENEWS.COM. These programs are great ways to learn about the LBI real estate market.



SAND DOLLAR REAL ESTATE

N. 3rd and Long Beach Boulevard, Surf City 08008

LBIREALESTATENEWS.COM ♦ 609-494-1130 ♦ Email: SandDollaronLBI@att.net

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