



The Long & Foster Market Minute™

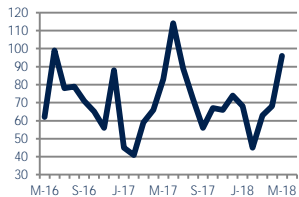
Focus On: Middletown and Townsend Housing Market

May 2018

Zip Code(s): 19709, 19734, 19730 and 19731

Units Sold

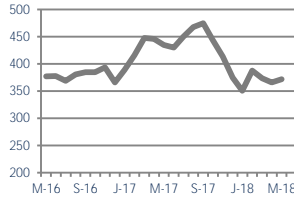
96



Up 16%
Vs. Year Ago

Active Inventory

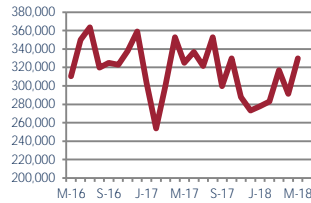
372



Down -14%
Vs. Year Ago

Median Sale Price

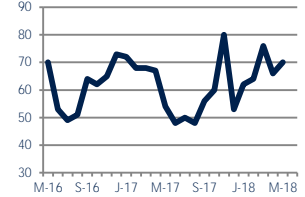
\$330,000



Up 2%
Vs. Year Ago

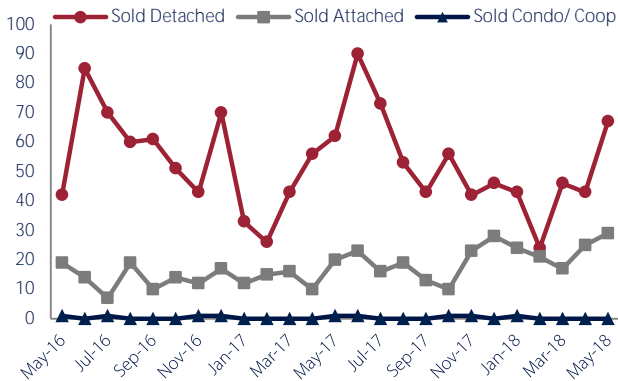
Days On Market

70



Up 30%
Vs. Year Ago

Units Sold*



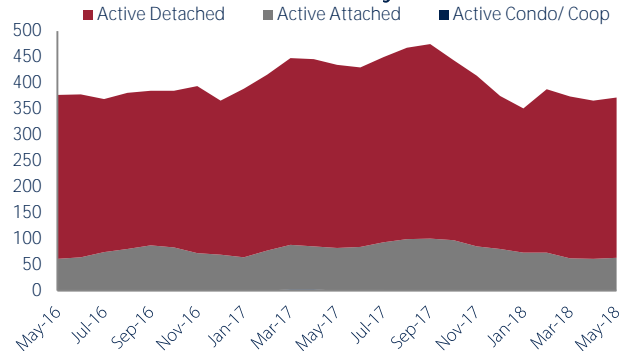
Units Sold

There was an increase in total units sold in May, with 96 sold this month in Middletown and Townsend. This month's total units sold was higher than at this time last year.

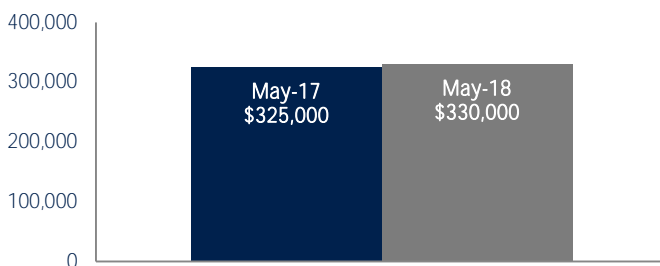
Active Inventory

Versus last year, the total number of homes available this month is lower by 63 units or 14%. The total number of active inventory this May was 372 compared to 435 in May 2017. This month's total of 372 is higher than the previous month's total supply of available inventory of 366, an increase of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Middletown and Townsend Homes was \$325,000. This May, the median sale price was \$330,000, an increase of 2% or \$5,000 compared to last year. The current median sold price is 13% 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.

Middletown and Townsend are defined as properties listed in zip code/s 19709, 19734, 19730 and 19731.

*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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE



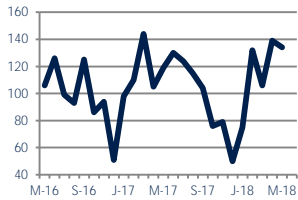
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May 2018

Zip Code(s): 19709, 19734, 19730 and 19731

New Listings

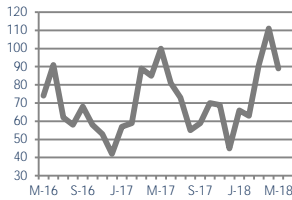
134



Up 13%
Vs. Year Ago

Current Contracts

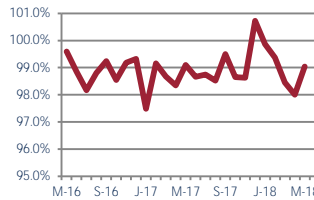
89



Down -11%
Vs. Year Ago

Sold Vs. List Price

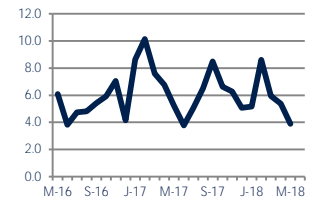
99.0%



No Change
Vs. Year Ago

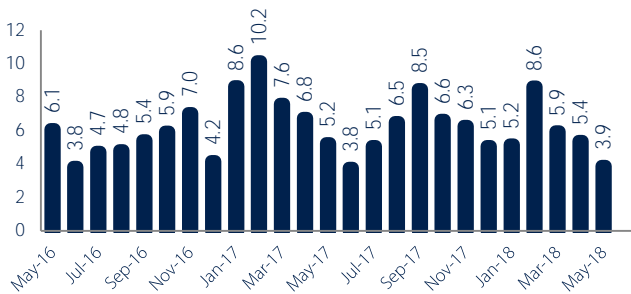
Months of Supply

3.9



Down -26%
Vs. Year Ago

Months Of Supply



Months of Supply

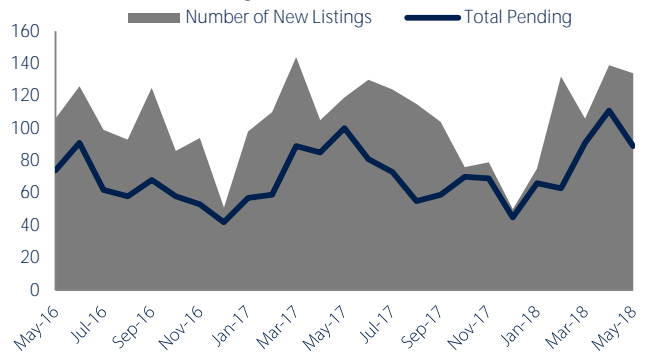
In May, there was 3.9 months of supply available in Middletown and Townsend, compared to 5.2 in May 2017. That is a decrease of 26% versus a year ago.

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.

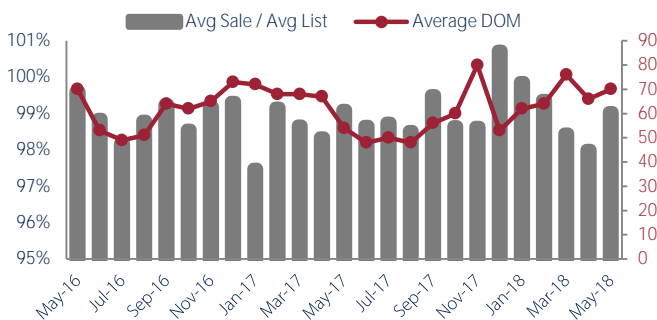
New Listings & Current Contracts

This month there were 134 homes newly listed for sale in Middletown and Townsend compared to 119 in May 2017, an increase of 13%. There were 89 current contracts pending sale this May compared to 100 a year ago. The number of current contracts is 11% lower 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 Middletown and Townsend was 99.0% 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 70, higher than the average last year, which was 54, an increase of 30%.



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