



The Long & Foster Market Minute™

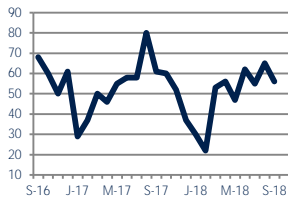
Focus On: Gettysburg, Fairfield, and Western Adams County Housing Market

September 2018

Zip Code(s): 17325, 17320, 17307, 17353, 17324, 17304, 17303, 17306, 17343 and 17310

Units Sold

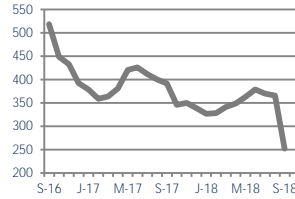
56



Down -8%
Vs. Year Ago

Active Inventory

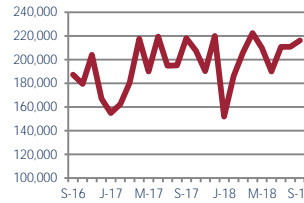
252



Down -36%
Vs. Year Ago

Median Sale Price

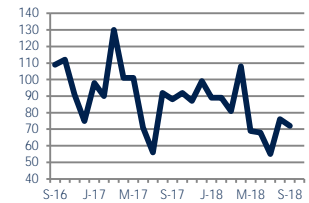
\$216,250



Down -1%
Vs. Year Ago

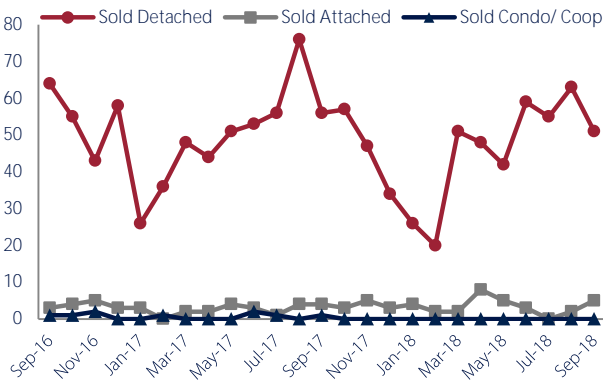
Days On Market

72



Down -18%
Vs. Year Ago

Units Sold*



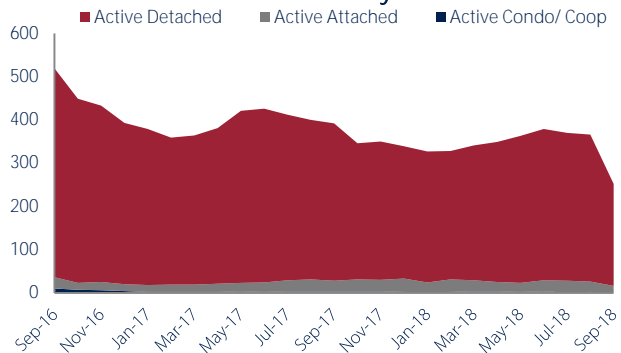
Units Sold

There was a decrease in total units sold in September, with 56 sold this month in Gettysburg, Fairfield, and Western Adams County versus 65 last month, a decrease of 14%. This month's total units sold was lower than at this time last year, a decrease of 8% versus September 2017.

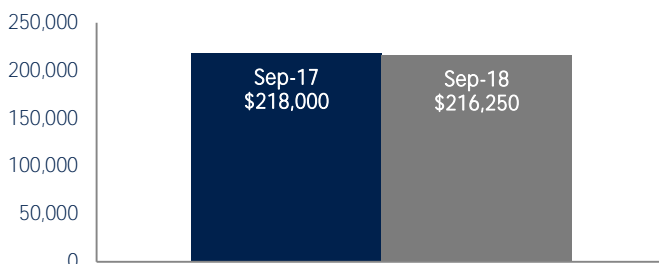
Active Inventory

Versus last year, the total number of homes available this month is lower by 140 units or 36%. The total number of active inventory this September was 252 compared to 392 in September 2017. This month's total of 252 is lower than the previous month's total supply of available inventory of 366, a decrease of 31%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Gettysburg, Fairfield, and Western Adams County Homes was \$218,000. This September, the median sale price was \$216,250, a decrease of 1% or \$1,750 compared to last year. The current median sold price is 3% 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.

Gettysburg, Fairfield, and Western Adams County are defined as properties listed in zip code/s 17325, 17320, 17307, 17353, 17324, 17304, 17303, 17306, 17343 and 17310.

*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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.



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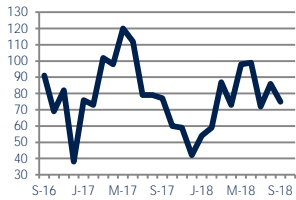
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New Listings

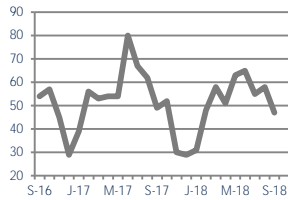
75



Down -3%
Vs. Year Ago

Current Contracts

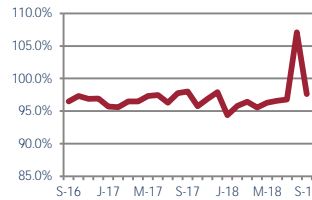
47



Down -4%
Vs. Year Ago

Sold Vs. List Price

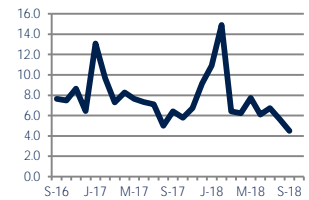
97.6%



No Change
Vs. Year Ago

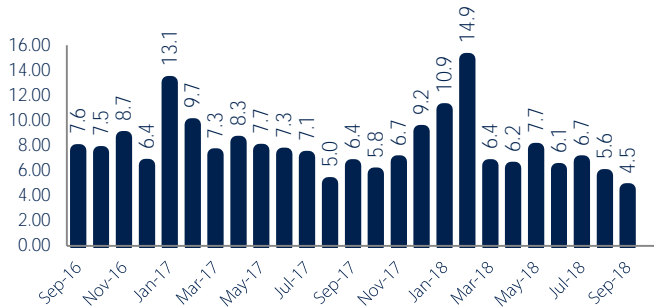
Months of Supply

4.5



Down -30%
Vs. Year Ago

Months Of Supply



New Listings & Current Contracts

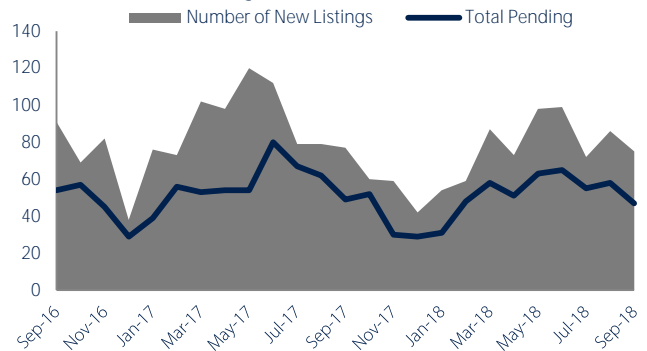
This month there were 75 homes newly listed for sale in Gettysburg, Fairfield, and Western Adams County compared to 77 in September 2017, a decrease of 3%. There were 47 current contracts pending sale this September compared to 49 a year ago. The number of current contracts is 4% lower than last September.

Months of Supply

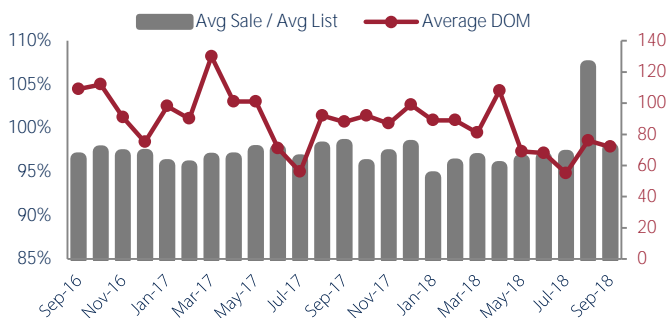
In September, there was 4.5 months of supply available in Gettysburg, Fairfield, and Western Adams County, compared to 6.4 in September 2017. That is a decrease of 30% versus a year ago.

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



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Gettysburg, Fairfield, and Western Adams County was 97.6% 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 72, lower than the average last year, which was 88, a decrease of 18%.



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