



The Long & Foster Market Minute™

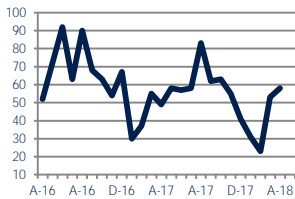
Focus On: Gettysburg, Fairfield, and Western Adams County Housing Market

April 2018

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

Units Sold

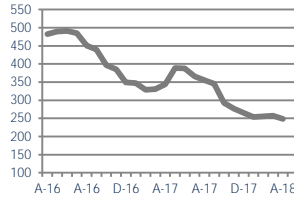
58



Up 18%
Vs. Year Ago

Active Inventory

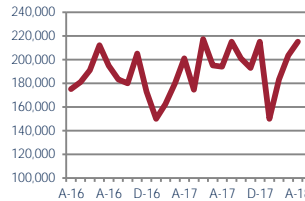
249



Down -28%
Vs. Year Ago

Median Sale Price

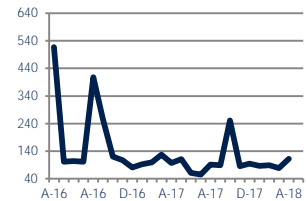
\$214,950



Up 7%
Vs. Year Ago

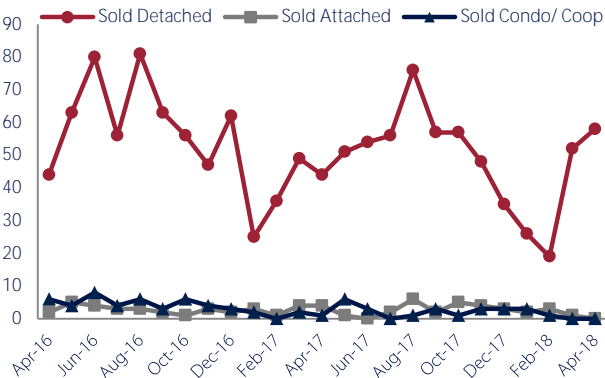
Days On Market

112



Up 15%
Vs. Year Ago

Units Sold*



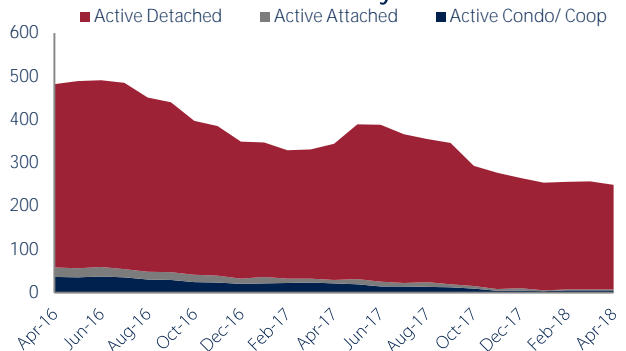
Units Sold

There was an increase in total units sold in April, with 58 sold this month in Gettysburg, Fairfield, and Western Adams County 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 18% versus April 2017.

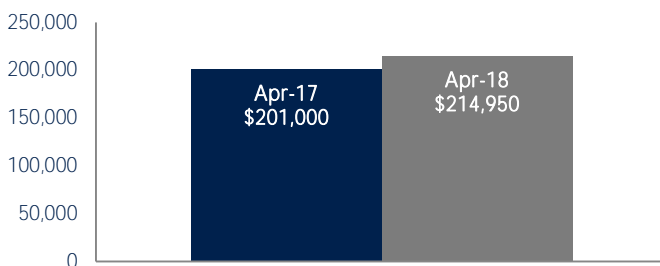
Active Inventory

Versus last year, the total number of homes available this month is lower by 95 units or 28%. The total number of active inventory this April was 249 compared to 344 in April 2017. This month's total of 249 is lower than the previous month's total supply of available inventory of 257, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Gettysburg, Fairfield, and Western Adams County Homes was \$201,000. This April, the median sale price was \$214,950, an increase of 7% or \$13,950 compared to last year. The current median sold price is 6% higher than in March.

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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INTERNATIONAL REAL ESTATE





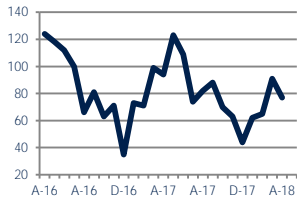
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New Listings

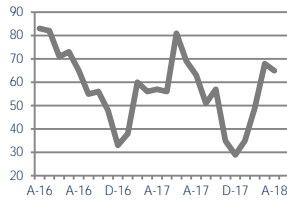
77



Down -18%
Vs. Year Ago

Current Contracts

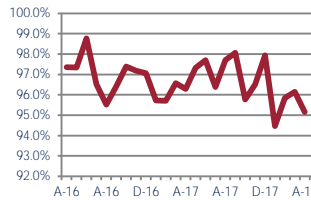
65



Up 14%
Vs. Year Ago

Sold Vs. List Price

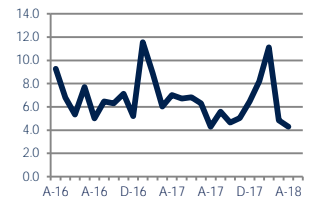
95.2%



Down -1.2%
Vs. Year Ago

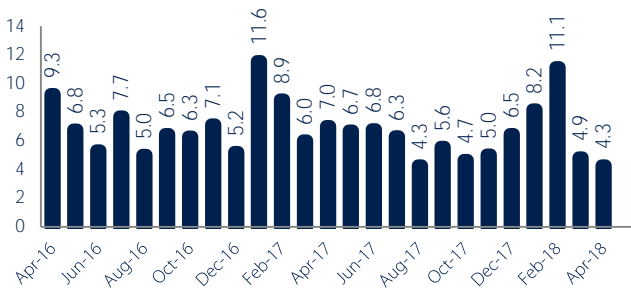
Months of Supply

4.3



Down -39%
Vs. Year Ago

Months Of Supply



Months of Supply

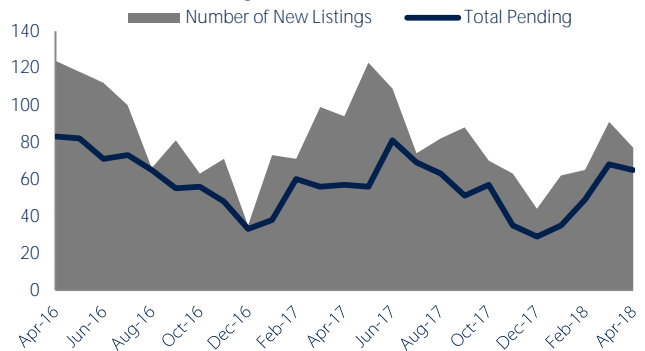
In April, there was 4.3 months of supply available in Gettysburg, Fairfield, and Western Adams County, compared to 7.0 in April 2017. That is a decrease of 39% versus a year ago.

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.

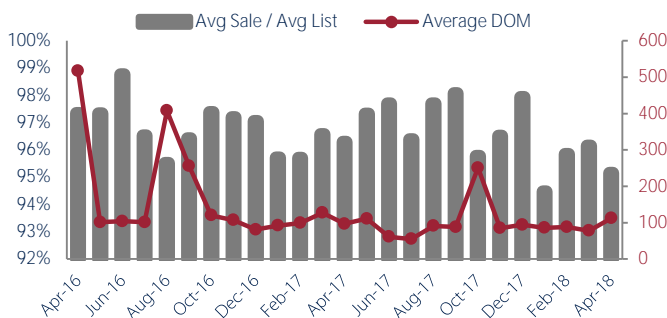
New Listings & Current Contracts

This month there were 77 homes newly listed for sale in Gettysburg, Fairfield, and Western Adams County compared to 94 in April 2017, a decrease of 18%. There were 65 current contracts pending sale this April compared to 57 a year ago. The number of current contracts is 14% higher than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Gettysburg, Fairfield, and Western Adams County was 95.2% of the average list price, which is 1.1% lower than at this time last year.

Days On Market

This month, the average number of days on market was 112, higher than the average last year, which was 97, an increase of 15%.



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