



# The Long & Foster Market Minute™

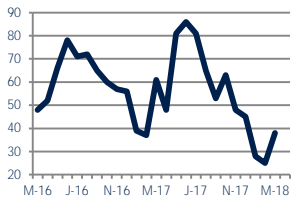
Focus On: Gilbertsville, Pennsburg, East Greenville Housing Market

March 2018

Zip Code(s): 19525, 18073, 18074, 18041, 18076, 18054, 19492, 19435, 18070 and 18084

## Units Sold

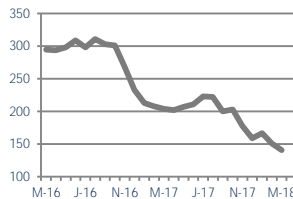
38



Down  
Vs. Year Ago

## Active Inventory

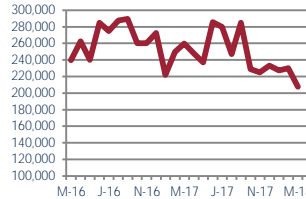
141



Down -31%  
Vs. Year Ago

## Median Sale Price

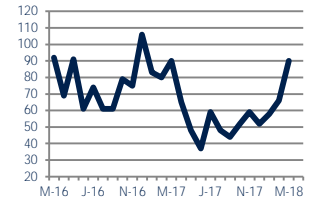
\$207,495



Down -20%  
Vs. Year Ago

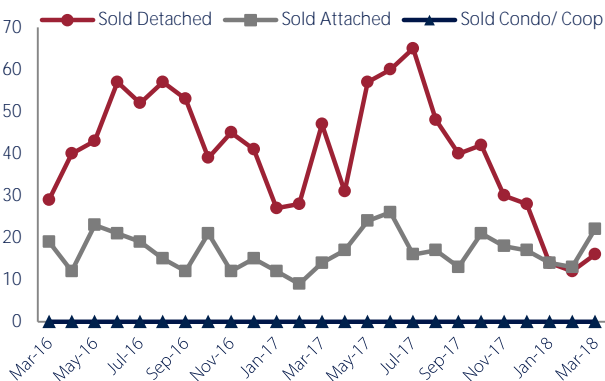
## Days On Market

90



No Change  
Vs. Year Ago

### Units Sold\*



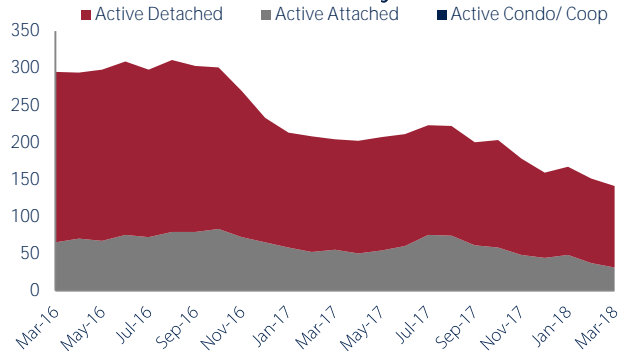
## Units Sold

With relatively few transactions, there was an increase in total units sold in March, with 38 sold this month in Gilbertsville, Pennsburg, East Greenville. This month's total units sold was lower than at this time last year, a decrease from March 2017.

## Active Inventory

Versus last year, the total number of homes available this month is lower by 63 units or 31%. The total number of active inventory this March was 141 compared to 204 in March 2017. This month's total of 141 is lower than the previous month's total supply of available inventory of 151, a decrease of 7%.

### Active Inventory\*



## Median Sale Price



## Median Sale Price

Last March, the median sale price for Gilbertsville, Pennsburg, East Greenville Homes was \$259,900. This March, the median sale price was \$207,495, a decrease of 20% or \$52,405 compared to last year. The current median sold price is 10% lower than in February.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Gilbertsville, Pennsburg, East Greenville are defined as properties listed in zip code/s 19525, 18073, 18074, 18041, 18076, 18054, 19492, 19435, 18070 and 18084.

\*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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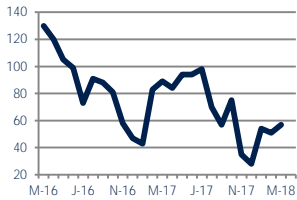
**Focus On:** Gilbertsville, Pennsburg, East Greenville Housing Market

March 2018

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## New Listings

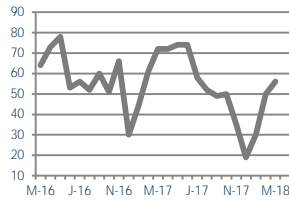
57



**Down -36%**  
Vs. Year Ago

## Current Contracts

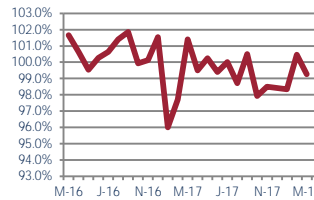
56



**Down -22%**  
Vs. Year Ago

## Sold Vs. List Price

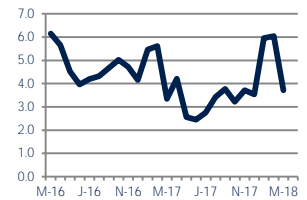
99.3%



**Down -2.1%**  
Vs. Year Ago

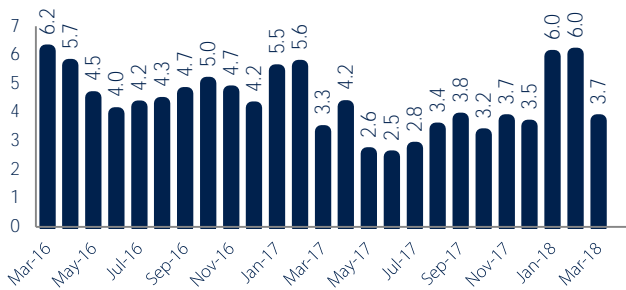
## Months of Supply

3.7



**Up 11%**  
Vs. Year Ago

## Months Of Supply



## Months of Supply

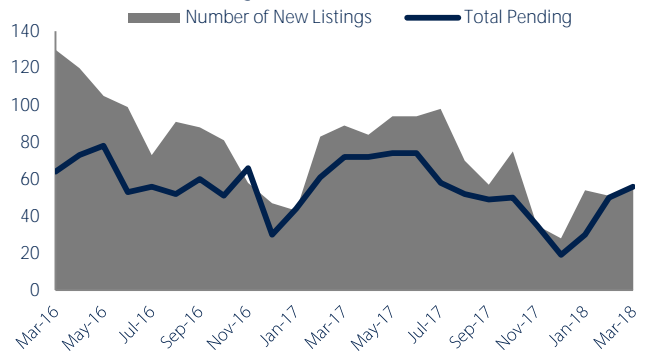
In March, there was 3.7 months of supply available in Gilbertsville, Pennsburg, East Greenville, compared to 3.3 in March 2017. That is an increase of 11% versus a year ago.

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.

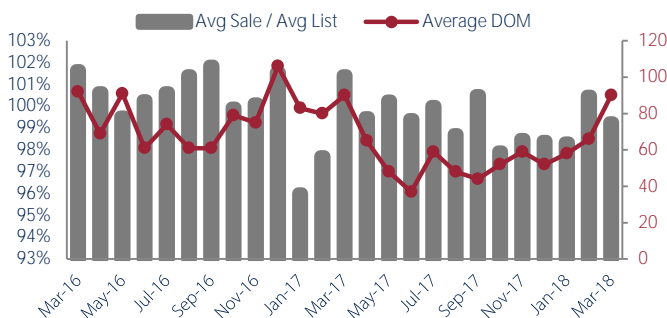
## New Listings & Current Contracts

This month there were 57 homes newly listed for sale in Gilbertsville, Pennsburg, East Greenville compared to 89 in March 2017, a decrease of 36%. There were 56 current contracts pending sale this March compared to 72 a year ago. The number of current contracts is 22% lower than last March.

## New Listings & Current Contracts



## Sale Price/ List Price & DOM



## Sale Price to List Price Ratio

In March, the average sale price in Gilbertsville, Pennsburg, East Greenville was 99.3% of the average list price, which is 2.2% lower than at this time last year.

## Days On Market

This month, the average number of days on market was 90, which is similar compared to a year ago.



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