



The Long & Foster Market Minute™

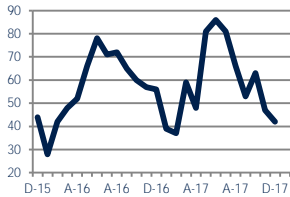
Focus On: Gilbertsville, Pennsburg, East Greenville Housing Market

December 2017

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

Units Sold

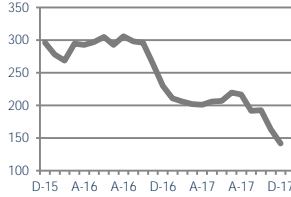
42



Down -25%
Vs. Year Ago

Active Inventory

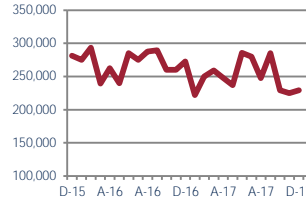
142



Down -38%
Vs. Year Ago

Median Sale Price

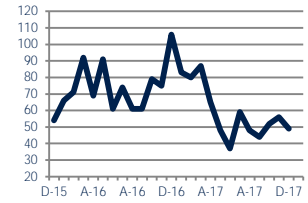
\$229,315



Down -16%
Vs. Year Ago

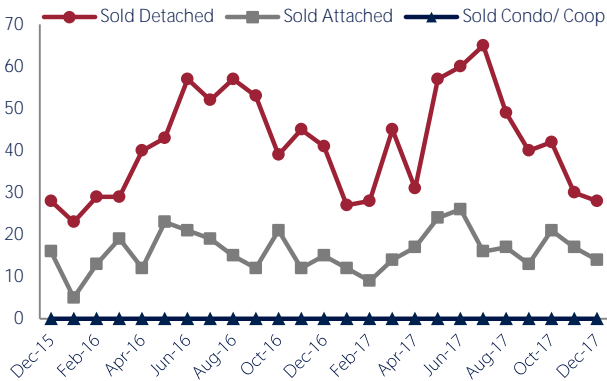
Days On Market

49



Down -54%
Vs. Year Ago

Units Sold*



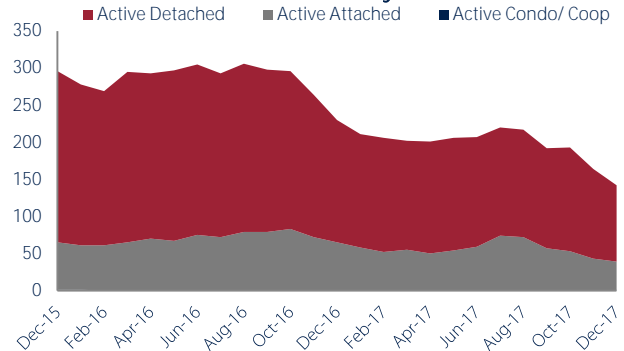
Units Sold

There was a decrease in total units sold in December, with 42 sold this month in Gilbertsville, Pennsburg, East Greenville versus 47 last month, a decrease of 11%. This month's total units sold was lower than at this time last year, a decrease of 25% versus December 2016.

Active Inventory

Versus last year, the total number of homes available this month is lower by 88 units or 38%. The total number of active inventory this December was 142 compared to 230 in December 2016. This month's total of 142 is lower than the previous month's total supply of available inventory of 164, a decrease of 13%.

Active Inventory*

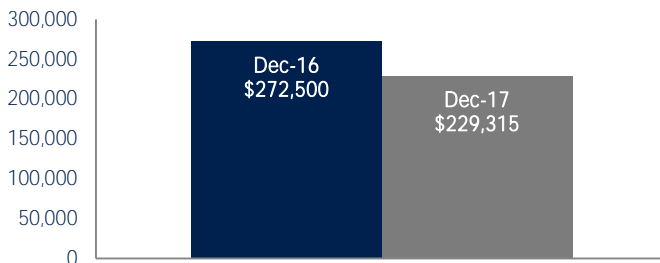


Median Sale Price

Last December, the median sale price for Gilbertsville, Pennsburg, East Greenville Homes was \$272,500. This December, the median sale price was \$229,315, a decrease of 16% or \$43,185 compared to last year. The current median sold price is 2% higher than in November.

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

Median Sale Price



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



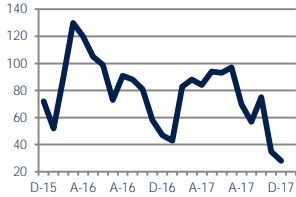
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New Listings

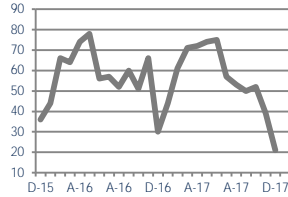
28



Down -40%
Vs. Year Ago

Current Contracts

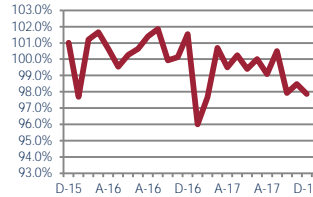
21



Down -30%
Vs. Year Ago

Sold Vs. List Price

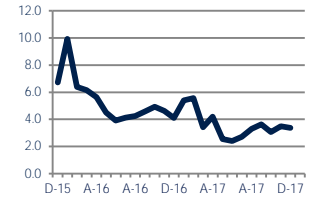
97.9%



Down -3.6%
Vs. Year Ago

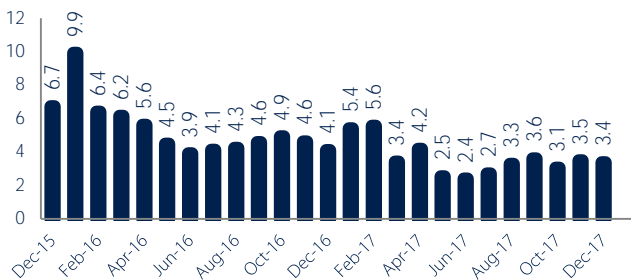
Months of Supply

3.4



Down -18%
Vs. Year Ago

Months Of Supply



Months of Supply

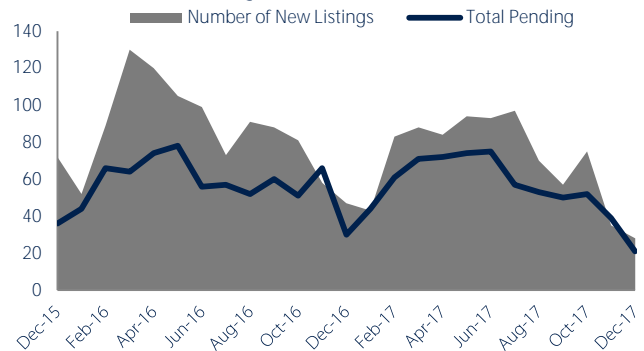
In December, there was 3.4 months of supply available in Gilbertsville, Pennsburg, East Greenville, compared to 4.1 in December 2016. That is a decrease of 18% versus a year ago.

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.

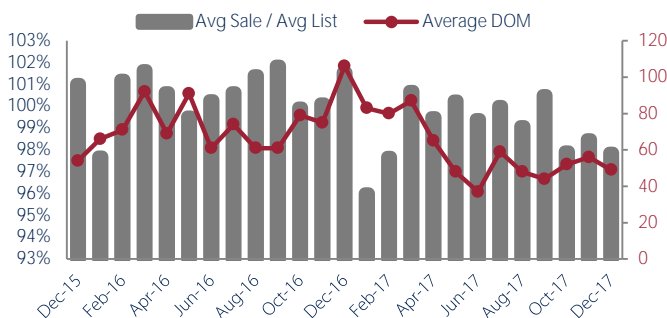
New Listings & Current Contracts

This month there were 28 homes newly listed for sale in Gilbertsville, Pennsburg, East Greenville compared to 47 in December 2016, a decrease of 40%. There were 21 current contracts pending sale this December compared to 30 a year ago. The number of current contracts is 30% lower than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Gilbertsville, Pennsburg, East Greenville was 97.9% of the average list price, which is 3.7% lower than at this time last year.

Days On Market

This month, the average number of days on market was 49, lower than the average last year, which was 106, a decrease of 54%.



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