



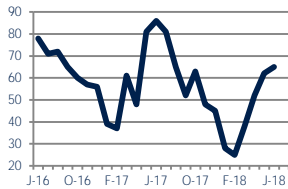
The Long & Foster Market Minute™

Focus On: Gilbertsville, Pennsburg, East Greenville Housing Market

June 2018

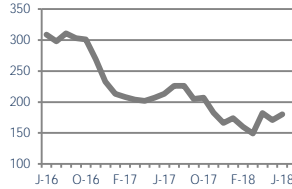
Zip Code(s): 19525, 18073, 18074, 18041, 18076, 18054, 19492, 19435, 18070 and 18084

Units Sold
65



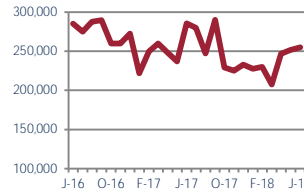
Down -24%
Vs. Year Ago

Active Inventory
180



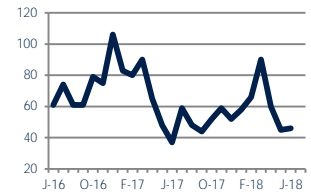
Down -15%
Vs. Year Ago

Median Sale Price
\$255,000



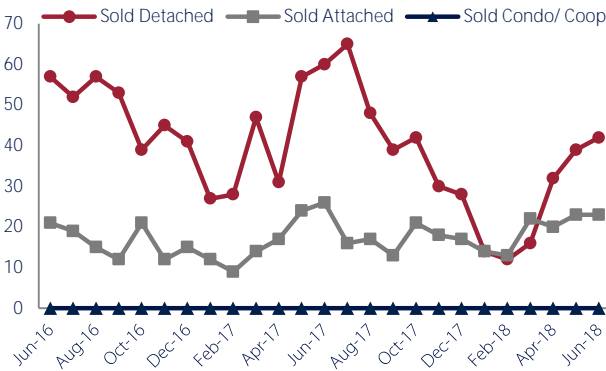
Down -11%
Vs. Year Ago

Days On Market
46



Up 24%
Vs. Year Ago

Units Sold*



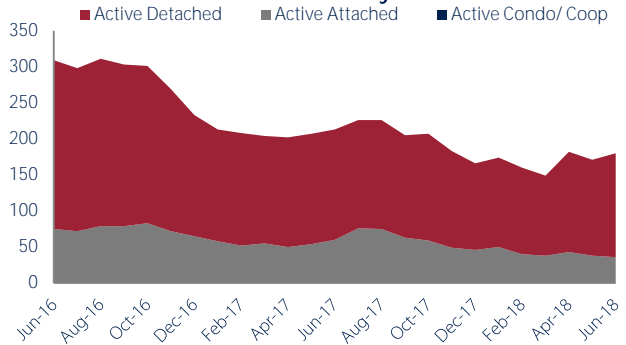
Units Sold

There was an increase in total units sold in June, with 65 sold this month in Gilbertsville, Pennsburg, East Greenville versus 62 last month, an increase of 5%. This month's total units sold was lower than at this time last year, a decrease of 24% versus June 2017.

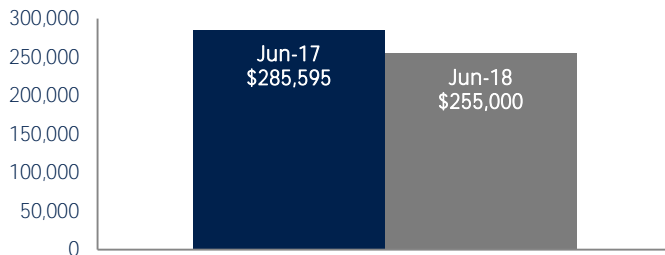
Active Inventory

Versus last year, the total number of homes available this month is lower by 33 units or 15%. The total number of active inventory this June was 180 compared to 213 in June 2017. This month's total of 180 is higher than the previous month's total supply of available inventory of 171, an increase of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Gilbertsville, Pennsburg, East Greenville Homes was \$285,595. This June, the median sale price was \$255,000, a decrease of 11% or \$30,595 compared to last year. The current median sold price is 1% higher than in May.

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

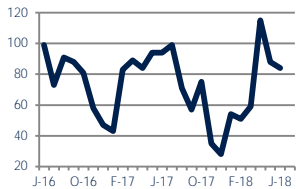




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New Listings

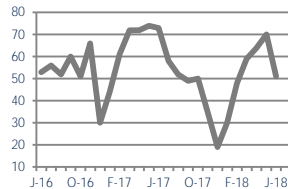
84



Down -11%
Vs. Year Ago

Current Contracts

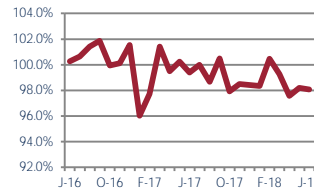
51



Down -30%
Vs. Year Ago

Sold Vs. List Price

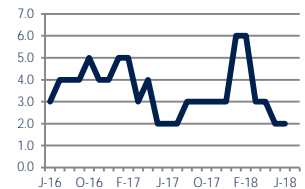
98.1%



Down -1.3%
Vs. Year Ago

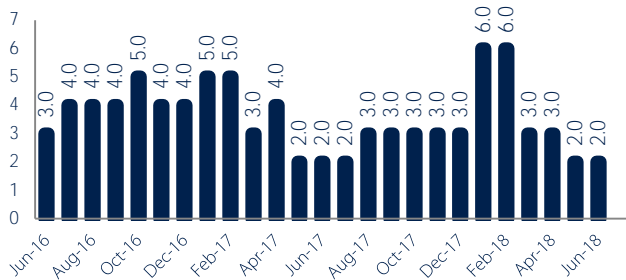
Months of Supply

2.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

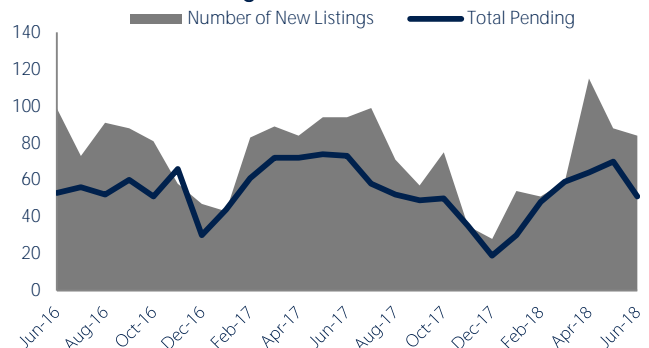
In June, there was 2.8 months of supply available in Gilbertsville, Pennsburg, East Greenville, compared to 2.5 in June 2017. That is an increase of 12% versus a year ago.

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.

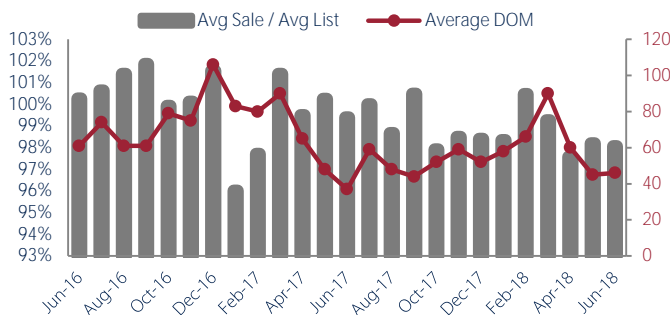
New Listings & Current Contracts

This month there were 84 homes newly listed for sale in Gilbertsville, Pennsburg, East Greenville compared to 94 in June 2017, a decrease of 11%. There were 51 current contracts pending sale this June compared to 73 a year ago. The number of current contracts is 30% lower than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Gilbertsville, Pennsburg, East Greenville was 98.1% of the average list price, which is 1.3% lower than at this time last year.

Days On Market

This month, the average number of days on market was 46, higher than the average last year, which was 37, an increase of 24%.



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