



# The Long & Foster Market Minute™

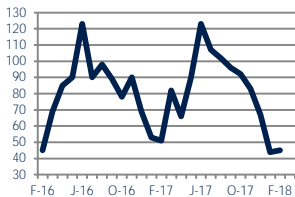
**Focus On:** Hanover, Spring Grove, and Glenville Housing Market

February 2018

Zip Code(s): 17331, 17362, 17329 and 17311

## Units Sold

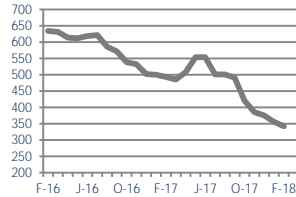
45



Down -12%  
Vs. Year Ago

## Active Inventory

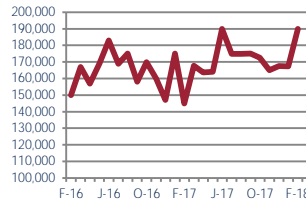
343



Down -30%  
Vs. Year Ago

## Median Sale Price

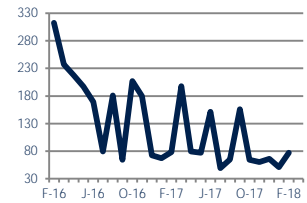
\$190,012



Up 31%  
Vs. Year Ago

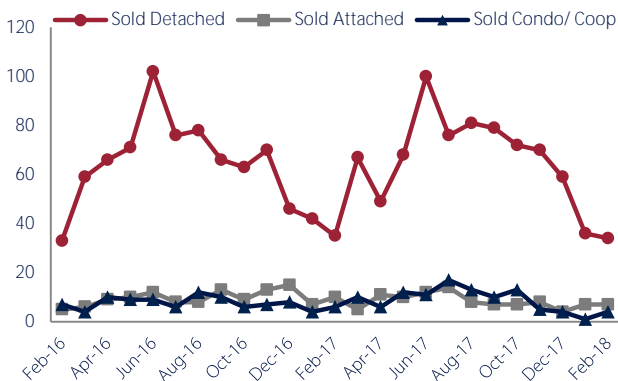
## Days On Market

77



Down -1%  
Vs. Year Ago

## Units Sold\*



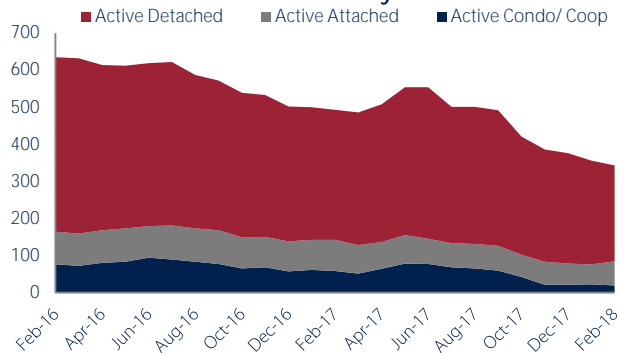
## Units Sold

There was an increase in total units sold in February, with 45 sold this month in Hanover, Spring Grove, and Glenville versus 44 last month, an increase of 2%. This month's total units sold was lower than at this time last year, a decrease of 12% versus February 2017.

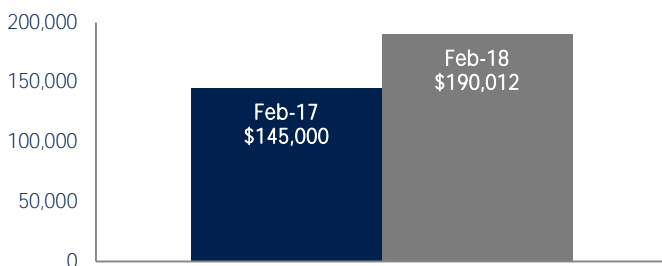
## Active Inventory

Versus last year, the total number of homes available this month is lower by 150 units or 30%. The total number of active inventory this February was 343 compared to 493 in February 2017. This month's total of 343 is lower than the previous month's total supply of available inventory of 356, a decrease of 4%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last February, the median sale price for Hanover, Spring Grove, and Glenville Homes was \$145,000. This February, the median sale price was \$190,012, an increase of \$45,012 compared to last year. The current median sold price is higher than in January.

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



Hanover, Spring Grove, and Glenville are defined as properties listed in zip code/s 17331, 17362, 17329 and 17311.

\*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.



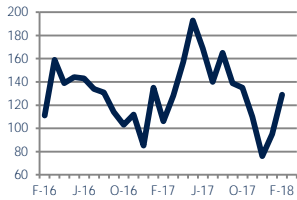
## Focus On: Hanover, Spring Grove, and Glenville Housing Market

February 2018

Zip Code(s): 17331, 17362, 17329 and 17311

### New Listings

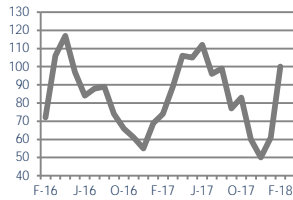
129



Up 22%  
Vs. Year Ago

### Current Contracts

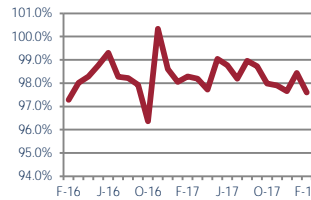
100



Up 35%  
Vs. Year Ago

### Sold Vs. List Price

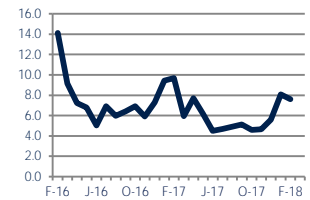
97.6%



Down -0.7%  
Vs. Year Ago

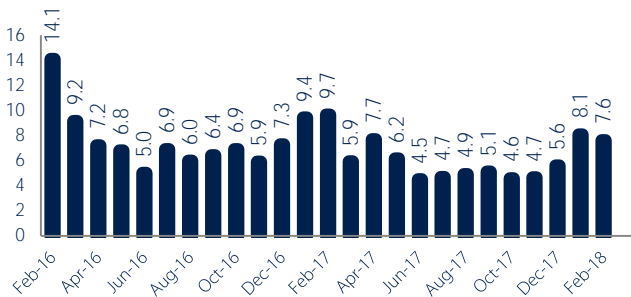
### Months of Supply

7.6



Down -21%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

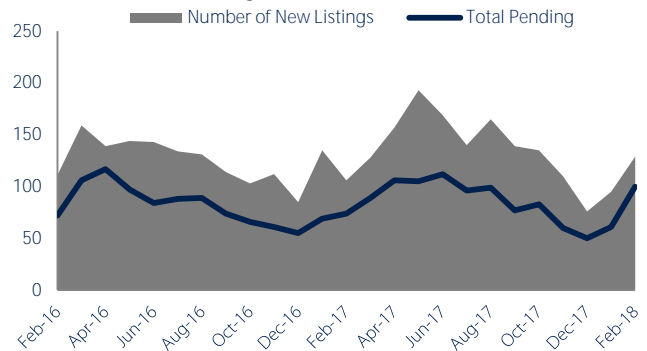
In February, there was 7.6 months of supply available in Hanover, Spring Grove, and Glenville, compared to 9.7 in February 2017. That is a decrease of 21% versus a year ago.

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.

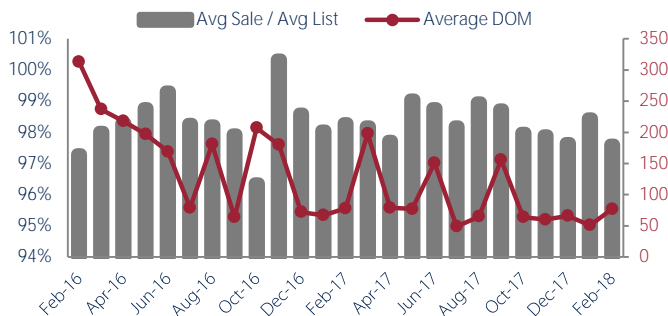
### New Listings & Current Contracts

This month there were 129 homes newly listed for sale in Hanover, Spring Grove, and Glenville compared to 106 in February 2017, an increase of 22%. There were 100 current contracts pending sale this February compared to 74 a year ago. The number of current contracts is 35% higher than last February.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In February, the average sale price in Hanover, Spring Grove, and Glenville was 97.6% of the average list price, which is 0.7% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 77, lower than the average last year, which was 78, a decrease of 1%.



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