

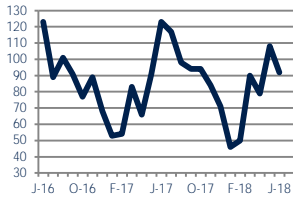
Focus On: Hanover, Spring Grove, and Glenville Housing Market

June 2018

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

Units Sold

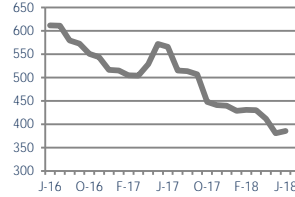
92



Down -25%
Vs. Year Ago

Active Inventory

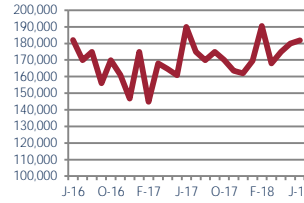
386



Down -32%
Vs. Year Ago

Median Sale Price

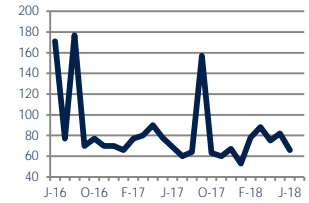
\$181,925



Down -4%
Vs. Year Ago

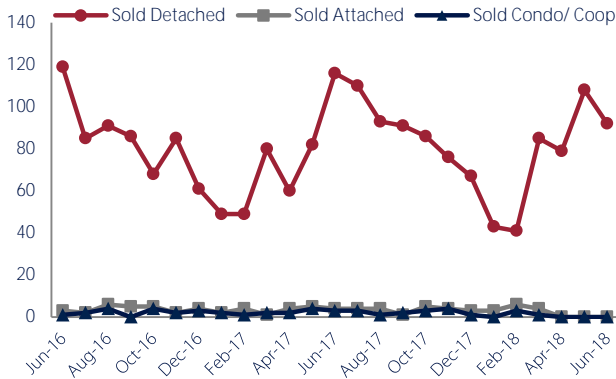
Days On Market

66



Down -4%
Vs. Year Ago

Units Sold*



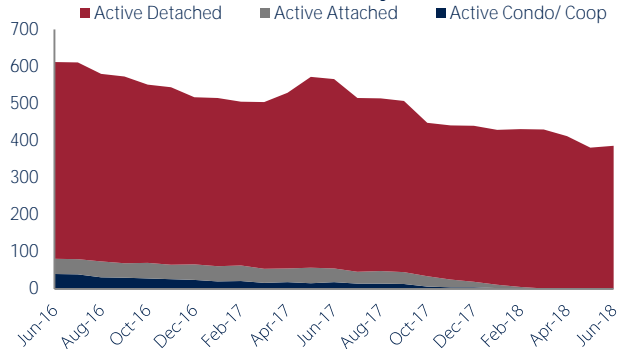
Units Sold

There was a decrease in total units sold in June, with 92 sold this month in Hanover, Spring Grove, and Glenville versus 108 last month, a decrease of 15%. This month's total units sold was lower than at this time last year, a decrease of 25% versus June 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 180 units or 32%. The total number of active inventory this June was 386 compared to 566 in June 2017. This month's total of 386 is higher than the previous month's total supply of available inventory of 381, an increase of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Hanover, Spring Grove, and Glenville Homes was \$189,900. This June, the median sale price was \$181,925, a decrease of 4% or \$7,975 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.

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.



CHRISTIE'S INTERNATIONAL REAL ESTATE



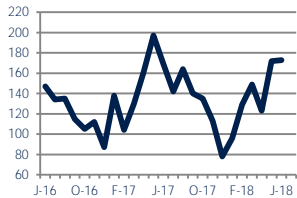
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June 2018

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

New Listings

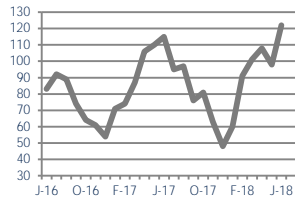
173



Up 2%
Vs. Year Ago

Current Contracts

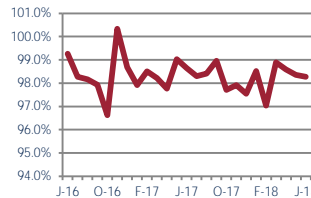
122



Up 6%
Vs. Year Ago

Sold Vs. List Price

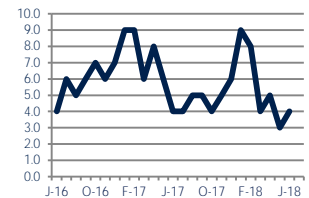
98.3%



No Change
Vs. Year Ago

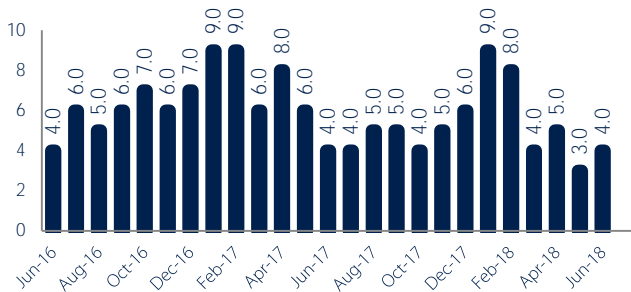
Months of Supply

4.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

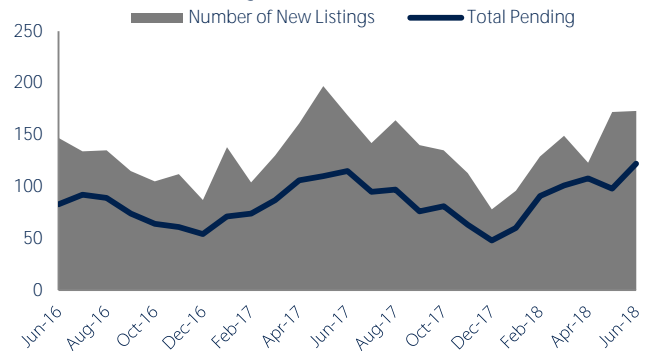
In June, there was 4.2 months of supply available in Hanover, Spring Grove, and Glenville, compared to 4.6 in June 2017. That is a decrease of 9% versus a year ago.

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.

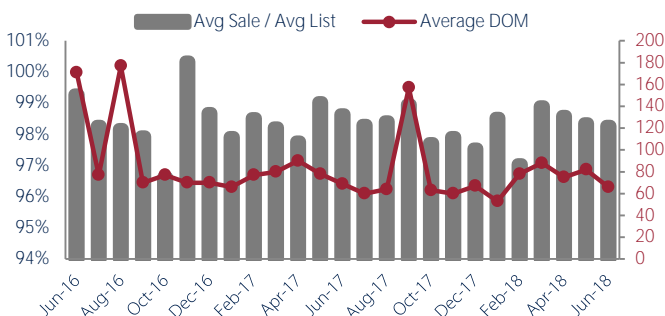
New Listings & Current Contracts

This month there were 173 homes newly listed for sale in Hanover, Spring Grove, and Glenville compared to 169 in June 2017, an increase of 2%. There were 122 current contracts pending sale this June compared to 115 a year ago. The number of current contracts is 6% higher 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 Hanover, Spring Grove, and Glenville was 98.3% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 66, lower than the average last year, which was 69, a decrease of 4%.



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