

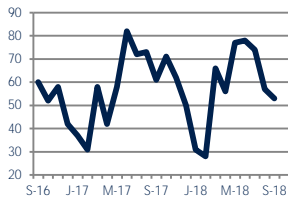
Focus On: Hanover Housing Market

September 2018

Zip Code(s): 17331

Units Sold

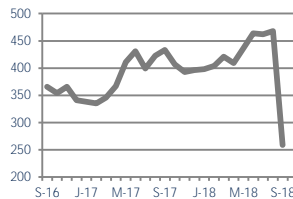
53



Down -13%
Vs. Year Ago

Active Inventory

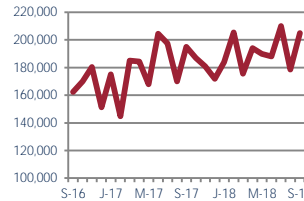
259



Down -40%
Vs. Year Ago

Median Sale Price

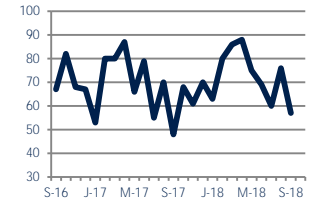
\$205,000



Up 5%
Vs. Year Ago

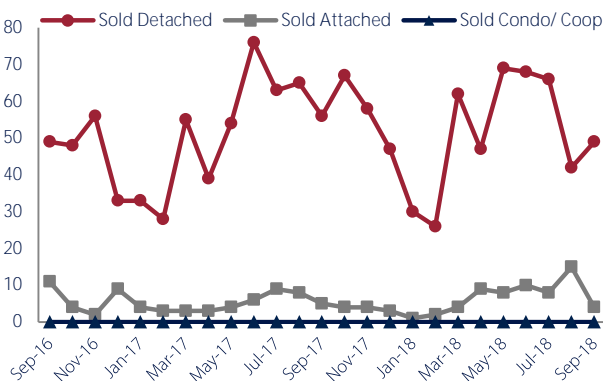
Days On Market

57



Up 19%
Vs. Year Ago

Units Sold*



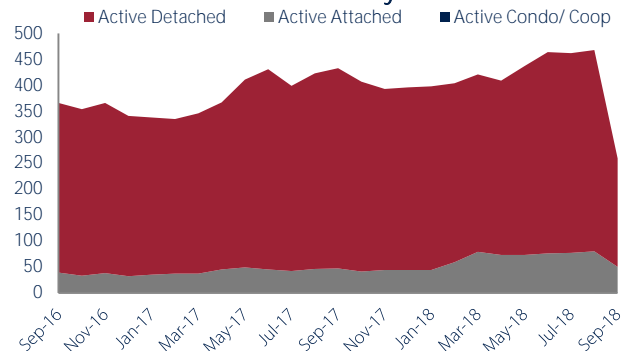
Units Sold

There was a decrease in total units sold in September, with 53 sold this month in Hanover versus 57 last month, a decrease of 7%. This month's total units sold was lower than at this time last year, a decrease of 13% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 174 units or 40%. The total number of active inventory this September was 259 compared to 433 in September 2017. This month's total of 259 is lower than the previous month's total supply of available inventory of 468, a decrease of 45%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Hanover Homes was \$195,000. This September, the median sale price was \$205,000, an increase of 5% or \$10,000 compared to last year. The current median sold price is 15% higher than in August.

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

Hanover are defined as properties listed in zip code/s 17331.

*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.



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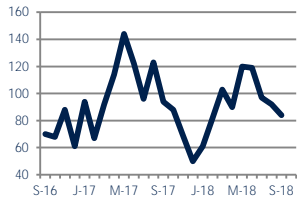
Focus On: Hanover Housing Market

September 2018

Zip Code(s): 17331

New Listings

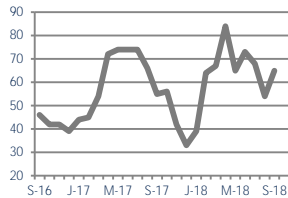
84



Down -11%
Vs. Year Ago

Current Contracts

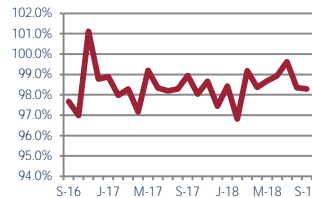
65



Up 18%
Vs. Year Ago

Sold Vs. List Price

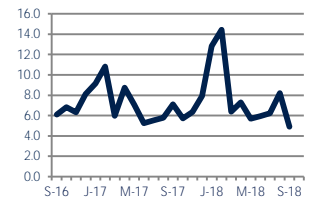
98.3%



Down -0.7%
Vs. Year Ago

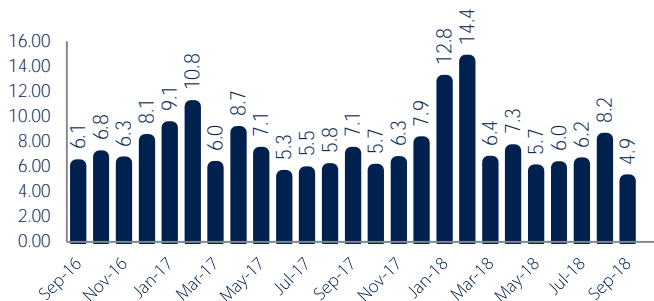
Months of Supply

4.9



Down -31%
Vs. Year Ago

Months Of Supply



Months of Supply

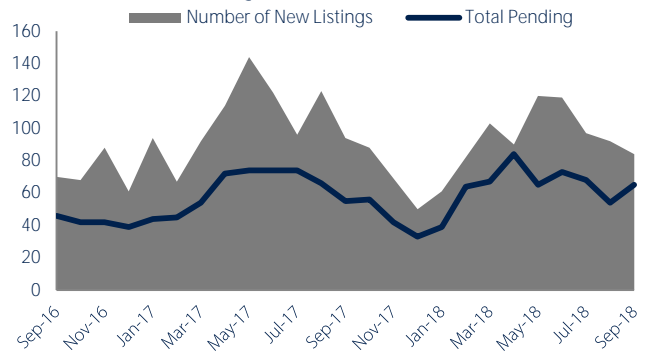
In September, there was 4.9 months of supply available in Hanover, compared to 7.1 in September 2017. That is a decrease of 31% versus a year ago.

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.

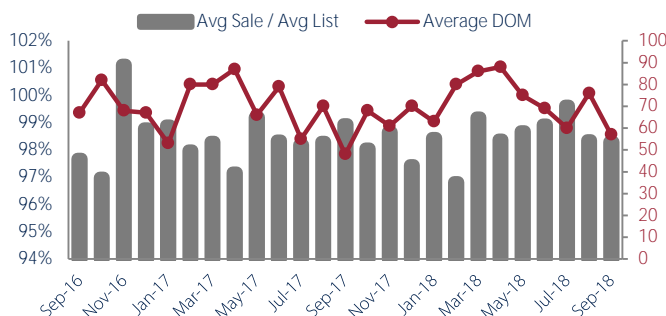
New Listings & Current Contracts

This month there were 84 homes newly listed for sale in Hanover compared to 94 in September 2017, a decrease of 11%. There were 65 current contracts pending sale this September compared to 55 a year ago. The number of current contracts is 18% higher than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Hanover was 98.3% of the average list price, which is 0.6% lower than at this time last year.

Days On Market

This month, the average number of days on market was 57, higher than the average last year, which was 48, an increase of 19%.



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