

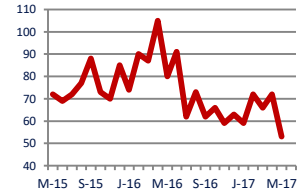
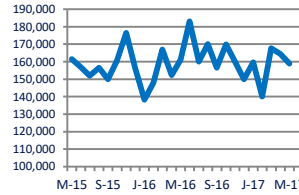
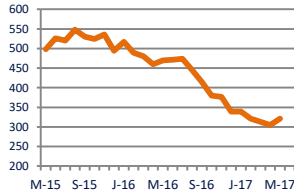
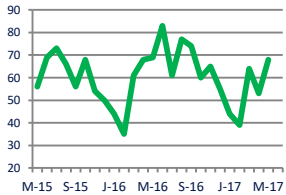


Focus On: Hanover Housing Market

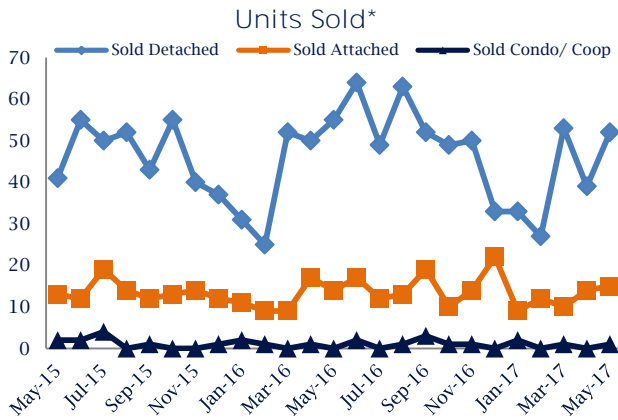
May 2017

Zip Code(s): 17331

Units Sold 68	Active Inventory 321	Median Sale Price \$158,900	Days On Market 53
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Down -1% Vs. Year Ago	Down -32% Vs. Year Ago	Down -1% Vs. Year Ago	Down -34% Vs. Year Ago
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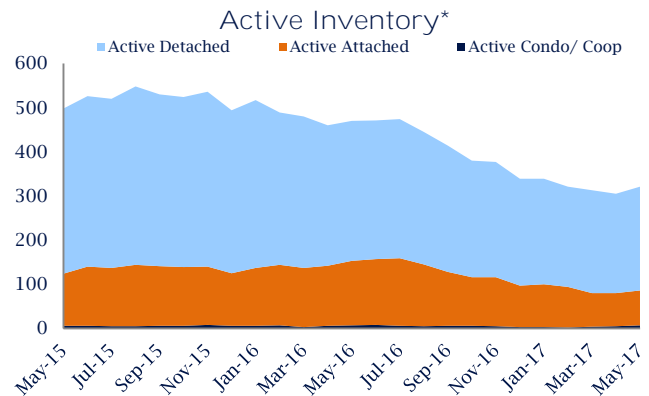


Units Sold

There was an increase in total units sold in May, with 68 sold this month in Hanover versus 53 last month, an increase of 28%. This month's total units sold was lower than at this time last year, a decrease of 1% versus May 2016.

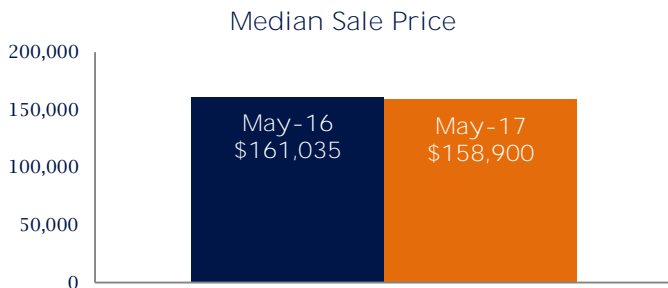
Active Inventory

Versus last year, the total number of homes available this month is lower by 149 units or 32%. The total number of active inventory this May was 321 compared to 470 in May 2016. This month's total of 321 is higher than the previous month's total supply of available inventory of 305, an increase of 5%.



Median Sale Price

Last May, the median sale price for Hanover Homes was \$161,035. This May, the median sale price was \$158,900, a decrease of 1% or \$2,135 compared to last year. The current median sold price is 3% lower than in April.



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 RAYAC 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 RAYAC or Long & Foster Real Estate, Inc.



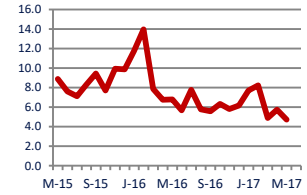
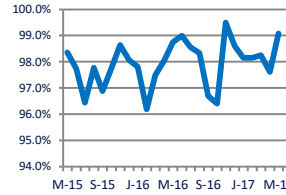
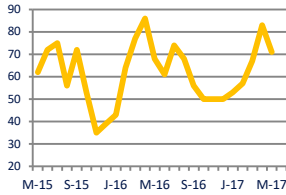
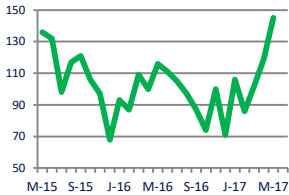


Focus On: Hanover Housing Market

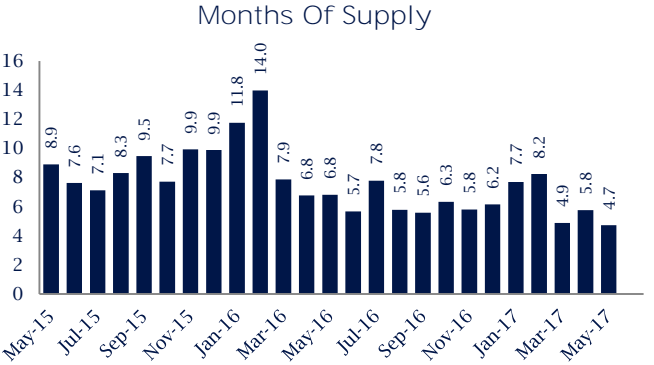
May 2017

Zip Code(s): 17331

New Listings 145	Current Contracts 71	Sold Vs. List Price 99.1%	Months of Supply 4.7
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Up 25% Vs. Year Ago	Up 4% Vs. Year Ago	No Change Vs. Year Ago	Down -31% Vs. Year Ago
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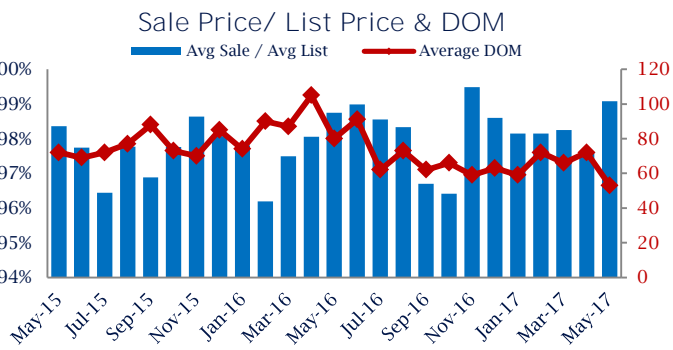
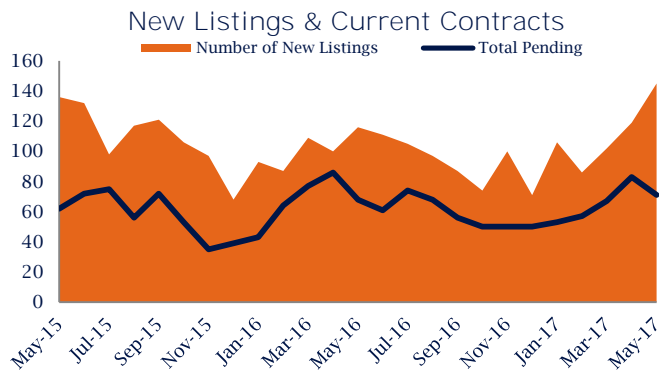
Months of Supply

In May, there was 4.7 months of supply available in Hanover, compared to 6.8 in May 2016. 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 145 homes newly listed for sale in Hanover compared to 116 in May 2016, an increase of 25%. There were 71 current contracts pending sale this May compared to 68 a year ago. The number of current contracts is 4% higher than last May.



Sale Price to List Price Ratio

In May, the average sale price in Hanover was 99.1% 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 53, lower than the average last year, which was 80, a decrease of 34%.

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