

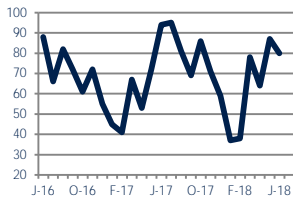
Focus On: Hanover Housing Market

June 2018

Zip Code(s): 17331

Units Sold

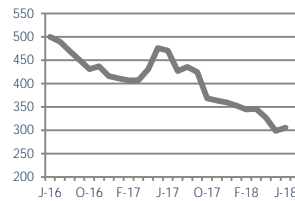
80



Down -15%
Vs. Year Ago

Active Inventory

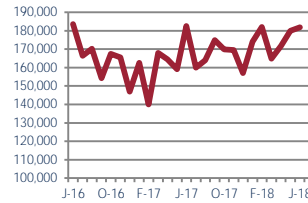
306



Down -35%
Vs. Year Ago

Median Sale Price

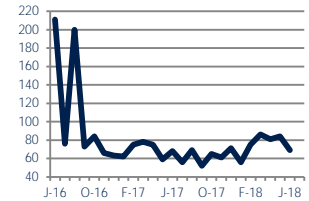
\$181,875



No Change
Vs. Year Ago

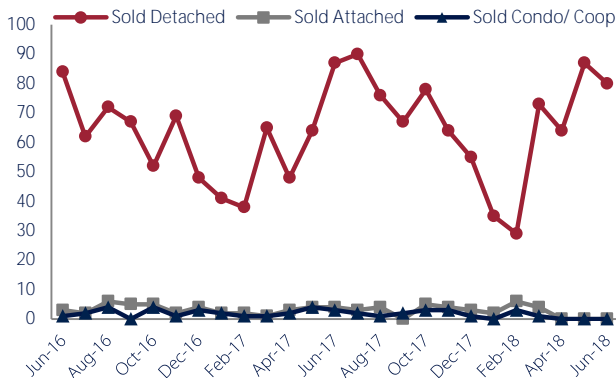
Days On Market

69



Up 1%
Vs. Year Ago

Units Sold*



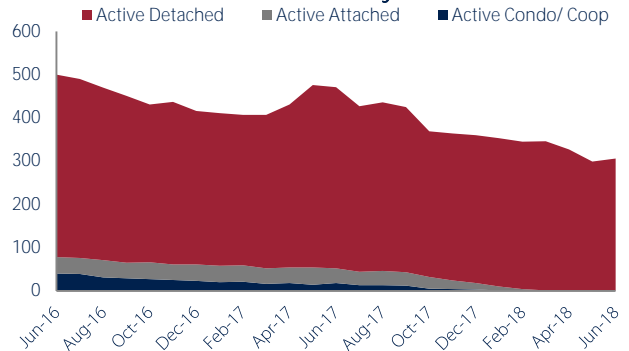
Units Sold

There was a decrease in total units sold in June, with 80 sold this month in Hanover versus 87 last month, a decrease of 8%. This month's total units sold was lower than at this time last year, a decrease of 15% versus June 2017.

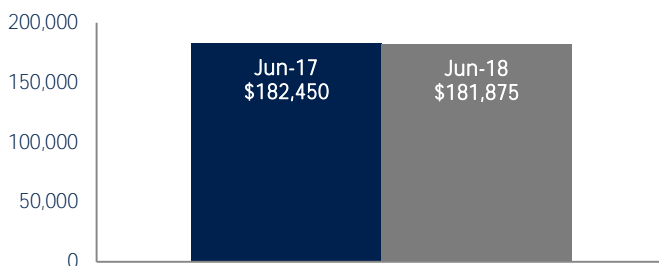
Active Inventory

Versus last year, the total number of homes available this month is lower by 165 units or 35%. The total number of active inventory this June was 306 compared to 471 in June 2017. This month's total of 306 is higher than the previous month's total supply of available inventory of 299, an increase of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Hanover Homes was \$182,450. This June, the median sale price was \$181,875, which is similar compared to a year ago. The current median sold price is 1% lower 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 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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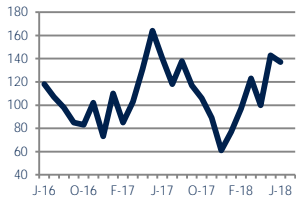
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June 2018

Zip Code(s): 17331

New Listings

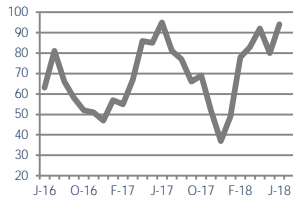
137



Down -2%
Vs. Year Ago

Current Contracts

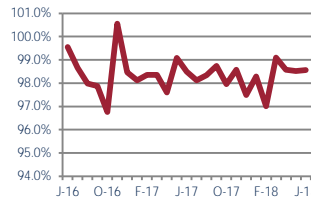
94



Down -1%
Vs. Year Ago

Sold Vs. List Price

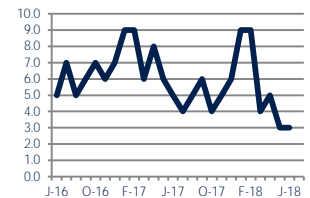
98.6%



No Change
Vs. Year Ago

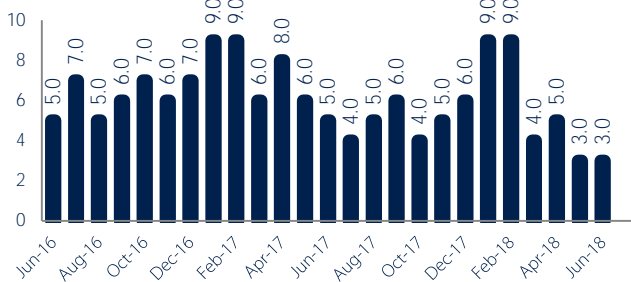
Months of Supply

3.0



Down -40%
Vs. Year Ago

Months Of Supply



Months of Supply

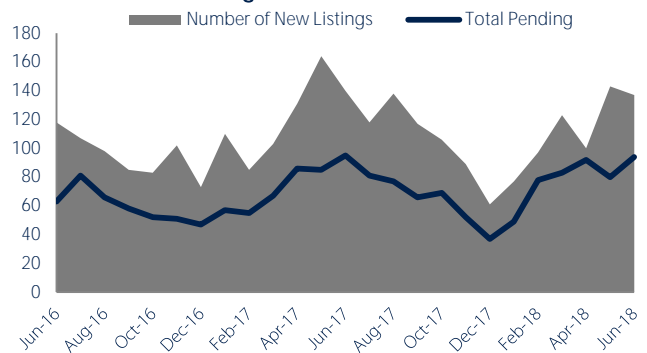
In June, there was 3.8 months of supply available in Hanover, compared to 5.0 in June 2017. That is a decrease of 24% versus a year ago.

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.

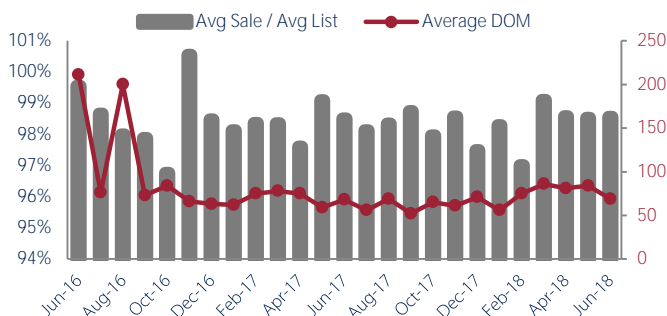
New Listings & Current Contracts

This month there were 137 homes newly listed for sale in Hanover compared to 140 in June 2017, a decrease of 2%. There were 94 current contracts pending sale this June compared to 95 a year ago. The number of current contracts is 1% 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 Hanover was 98.6% 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 69, higher than the average last year, which was 68, an increase of 1%.



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