



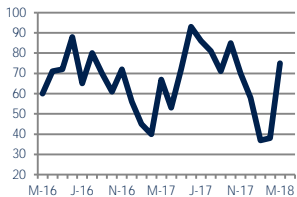
Focus On: Hanover Housing Market

March 2018

Zip Code(s): 17331

Units Sold

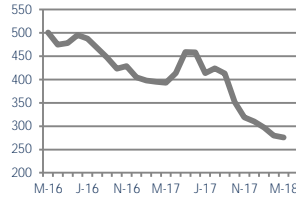
75



Up 12%
Vs. Year Ago

Active Inventory

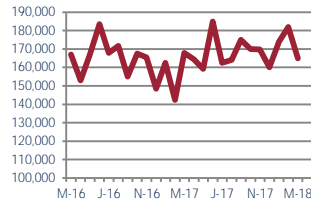
276



Down -30%
Vs. Year Ago

Median Sale Price

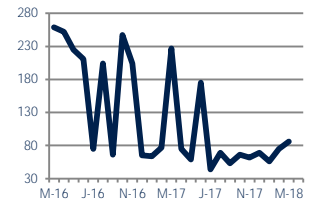
\$164,900



Down -2%
Vs. Year Ago

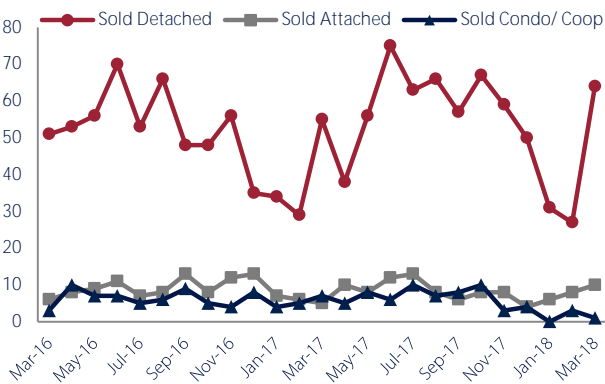
Days On Market

86



Down -62%
Vs. Year Ago

Units Sold*



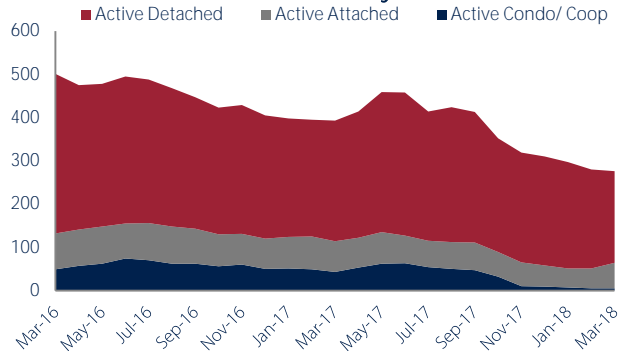
Units Sold

There was an increase in total units sold in March, with 75 sold this month in Hanover. This month's total units sold was higher than at this time last year.

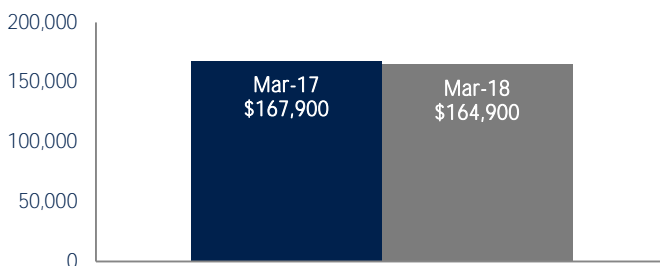
Active Inventory

Versus last year, the total number of homes available this month is lower by 117 units or 30%. The total number of active inventory this March was 276 compared to 393 in March 2017. This month's total of 276 is lower than the previous month's total supply of available inventory of 280, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Hanover Homes was \$167,900. This March, the median sale price was \$164,900, a decrease of 2% or \$3,000 compared to last year. The current median sold price is 9% lower than in February.

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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE



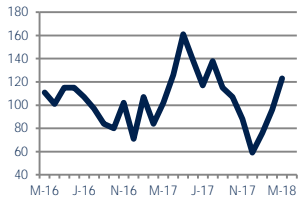
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March 2018

Zip Code(s): 17331

New Listings

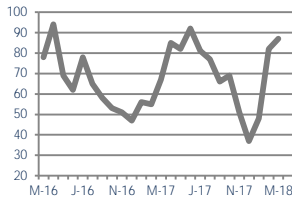
123



Up 21%
Vs. Year Ago

Current Contracts

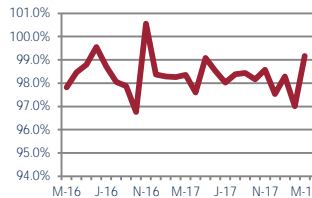
87



Up 30%
Vs. Year Ago

Sold Vs. List Price

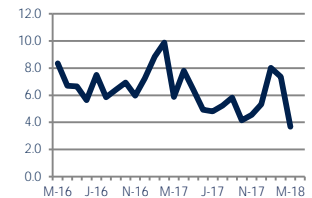
99.2%



Up 0.8%
Vs. Year Ago

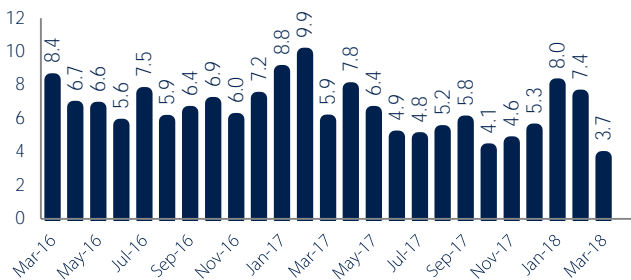
Months of Supply

3.7



Down -37%
Vs. Year Ago

Months Of Supply



Months of Supply

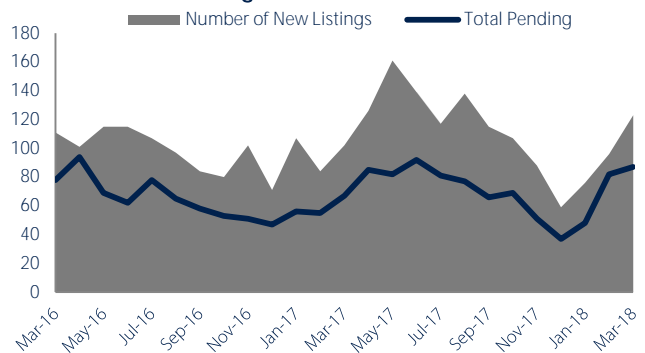
In March, there was 3.7 months of supply available in Hanover, compared to 5.9 in March 2017. That is a decrease of 37% versus a year ago.

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.

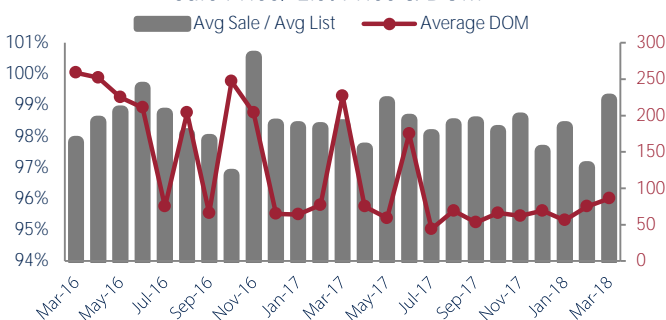
New Listings & Current Contracts

This month there were 123 homes newly listed for sale in Hanover compared to 102 in March 2017, an increase of 21%. There were 87 current contracts pending sale this March compared to 67 a year ago. The number of current contracts is 30% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Hanover was 99.2% of the average list price, which is 0.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 86, lower than the average last year, which was 227, a decrease of 62%.



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