



The Long & Foster Market Minute™

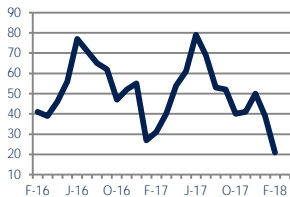
Focus On: Hatboro, Willow Grove, Horsham Housing Market

February 2018

Zip Code(s): 19040, 19090 and 19044

Units Sold

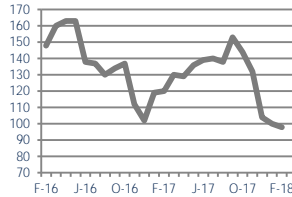
21



Down
Vs. Year Ago

Active Inventory

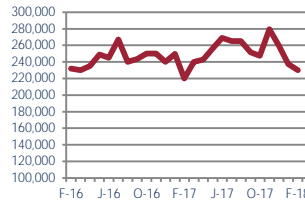
98



Down -18%
Vs. Year Ago

Median Sale Price

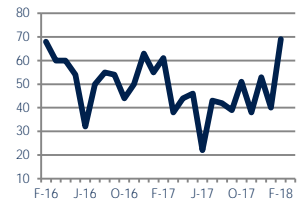
\$230,000



Up 5%
Vs. Year Ago

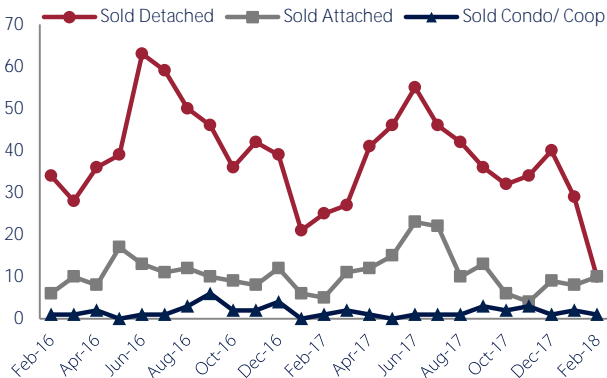
Days On Market

69



Up 13%
Vs. Year Ago

Units Sold*



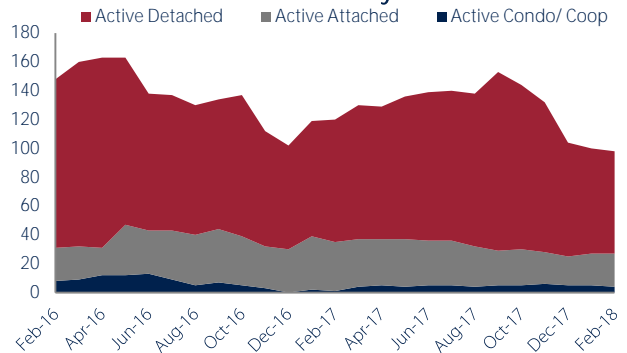
Units Sold

With relatively few transactions, there was a decrease in total units sold in February, with 21 sold this month in Hatboro, Willow Grove, Horsham. This month's total units sold was lower than at this time last year, a decrease from February 2017.

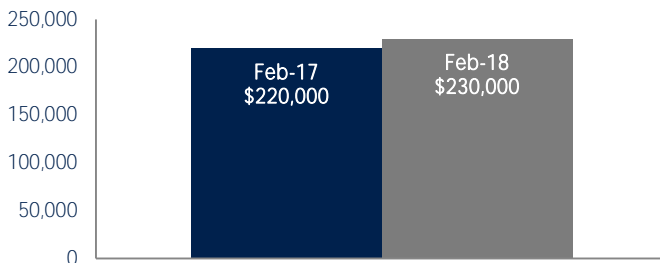
Active Inventory

Versus last year, the total number of homes available this month is lower by 22 units or 18%. The total number of active inventory this February was 98 compared to 120 in February 2017. This month's total of 98 is lower than the previous month's total supply of available inventory of 100, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for Hatboro, Willow Grove, Horsham Homes was \$220,000. This February, the median sale price was \$230,000, an increase of 5% or \$10,000 compared to last year. The current median sold price is 3% lower than in January.

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

Hatboro, Willow Grove, Horsham are defined as properties listed in zip code/s 19040, 19090 and 19044.

*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 TREND 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 TREND or Long & Foster Real Estate, Inc.



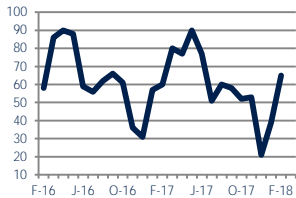
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 19040, 19090 and 19044

New Listings

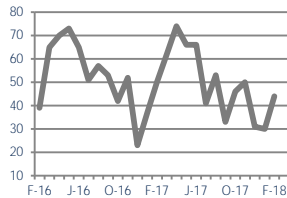
65



Up 8%
Vs. Year Ago

Current Contracts

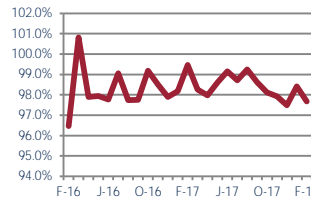
44



Down -12%
Vs. Year Ago

Sold Vs. List Price

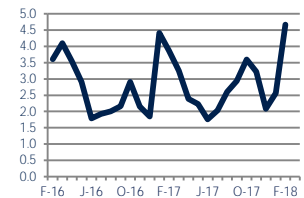
97.7%



Down -1.8%
Vs. Year Ago

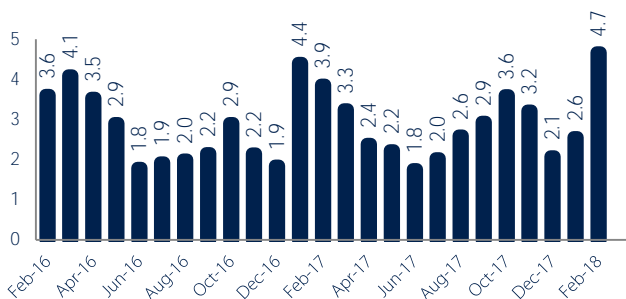
Months of Supply

4.7



Up 21%
Vs. Year Ago

Months Of Supply



Months of Supply

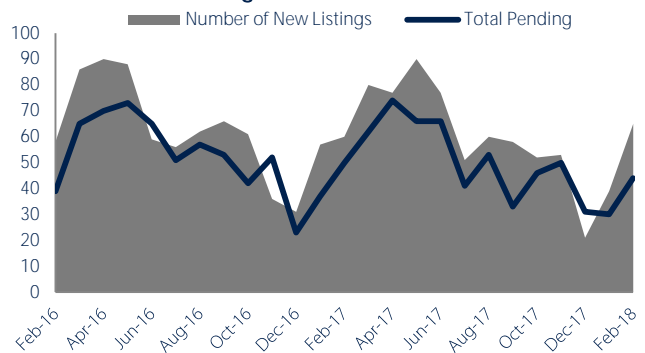
In February, there was 4.7 months of supply available in Hatboro, Willow Grove, Horsham, compared to 3.9 in February 2017. That is an increase of 21% versus a year ago.

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.

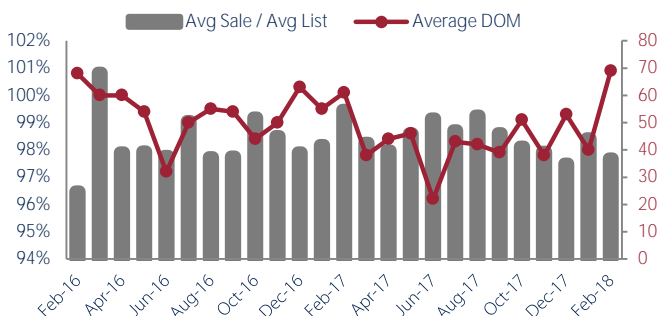
New Listings & Current Contracts

This month there were 65 homes newly listed for sale in Hatboro, Willow Grove, Horsham compared to 60 in February 2017, an increase of 8%. There were 44 current contracts pending sale this February compared to 50 a year ago. The number of current contracts is 12% lower than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Hatboro, Willow Grove, Horsham was 97.7% of the average list price, which is 1.8% lower than at this time last year.

Days On Market

This month, the average number of days on market was 69, higher than the average last year, which was 61, an increase of 13%.



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