



# The Long & Foster Market Minute™

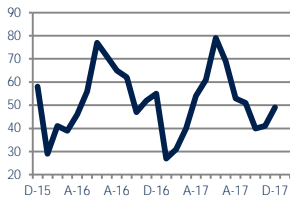
**Focus On:** Hatboro, Willow Grove, Horsham Housing Market

December 2017

Zip Code(s): 19040, 19090 and 19044

## Units Sold

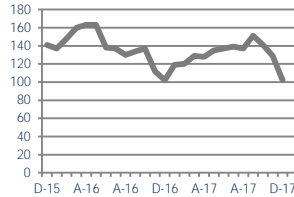
49



Down -11%  
Vs. Year Ago

## Active Inventory

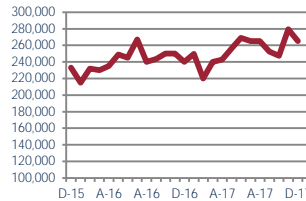
102



No Change  
Vs. Year Ago

## Median Sale Price

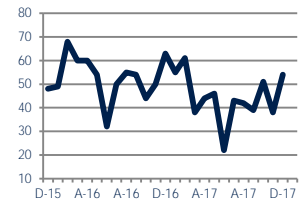
\$265,000



Up 10%  
Vs. Year Ago

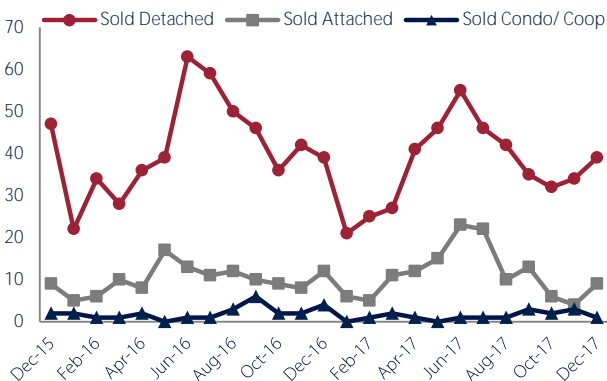
## Days On Market

54



Down -14%  
Vs. Year Ago

## Units Sold\*



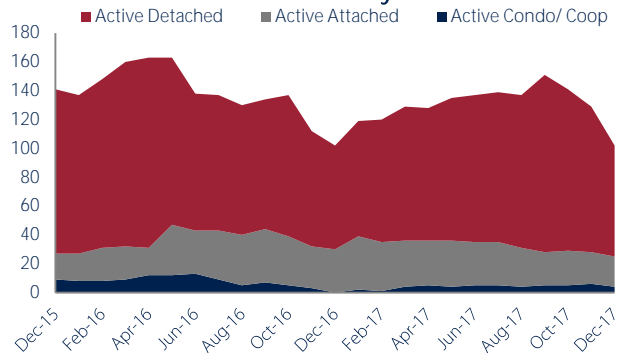
## Units Sold

There was an increase in total units sold in December, with 49 sold this month in Hatboro, Willow Grove, Horsham versus 41 last month, an increase of 20%. This month's total units sold was lower than at this time last year, a decrease of 11% versus December 2016.

## Active Inventory

The total number of homes available this month is 102 units, which is similar compared to a year ago. This month's total of 102 is lower than the previous month's total supply of available inventory of 129, a decrease of 21%.

## Active Inventory\*



## Median Sale Price

Last December, the median sale price for Hatboro, Willow Grove, Horsham Homes was \$240,000. This December, the median sale price was \$265,000, an increase of 10% or \$25,000 compared to last year. The current median sold price is 5% lower than in November.

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

## Median Sale Price



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.



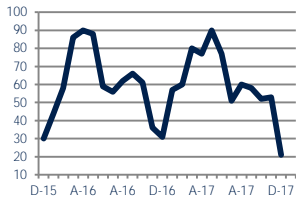
CHRISTIE'S  
INTERNATIONAL REAL ESTATE



Zip Code(s): 19040, 19090 and 19044

**New Listings**

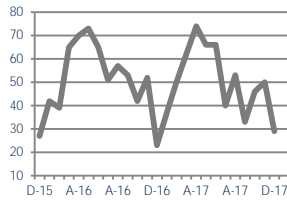
21



**Down -32%**  
Vs. Year Ago

**Current Contracts**

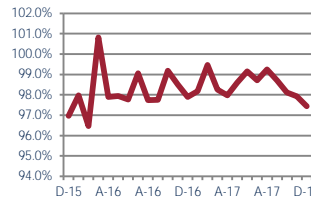
29



**Up 26%**  
Vs. Year Ago

**Sold Vs. List Price**

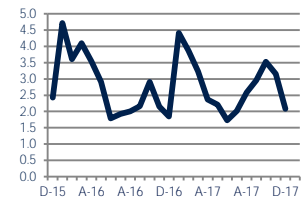
97.4%



**No Change**  
Vs. Year Ago

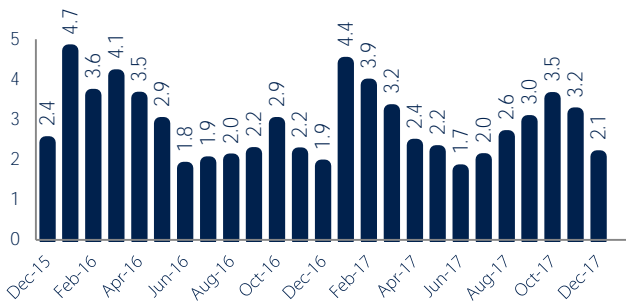
**Months of Supply**

2.1



**Up 12%**  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

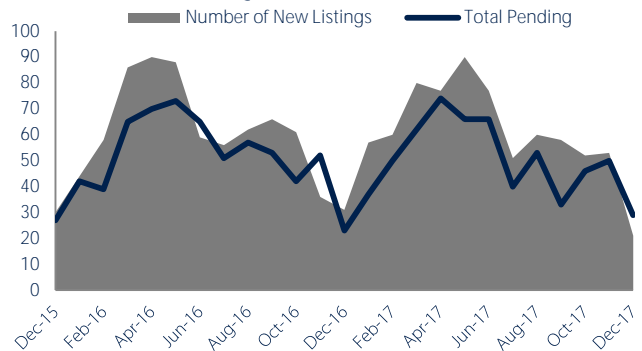
In December, there was 2.1 months of supply available in Hatboro, Willow Grove, Horsham, compared to 1.9 in December 2016. That is an increase of 12% versus a year ago.

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.

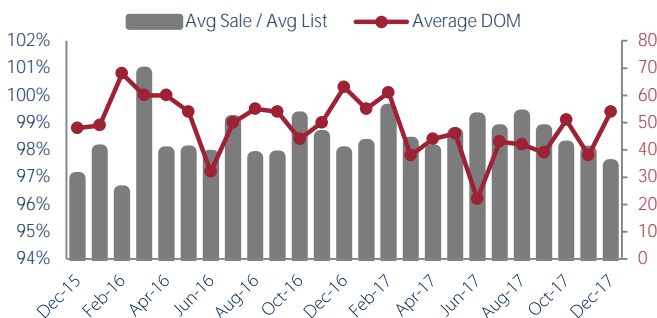
**New Listings & Current Contracts**

This month there were 21 homes newly listed for sale in Hatboro, Willow Grove, Horsham compared to 31 in December 2016, a decrease of 32%. There were 29 current contracts pending sale this December compared to 23 a year ago. The number of current contracts is 26% higher than last December.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In December, the average sale price in Hatboro, Willow Grove, Horsham was 97.4% 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 54, lower than the average last year, which was 63, a decrease of 14%.



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