



# The Long & Foster Market Minute™

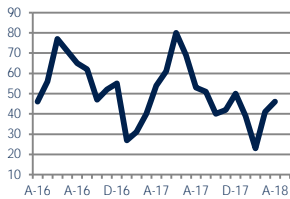
Focus On: Hatboro, Willow Grove, Horsham Housing Market

April 2018

Zip Code(s): 19040, 19090 and 19044

## Units Sold

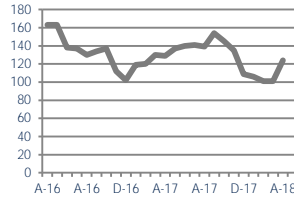
46



Down -15%  
Vs. Year Ago

## Active Inventory

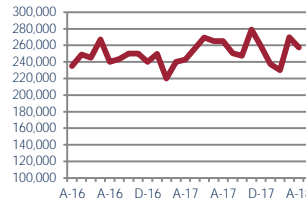
124



Down -4%  
Vs. Year Ago

## Median Sale Price

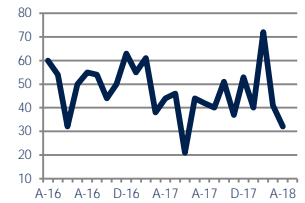
\$257,500



Up 6%  
Vs. Year Ago

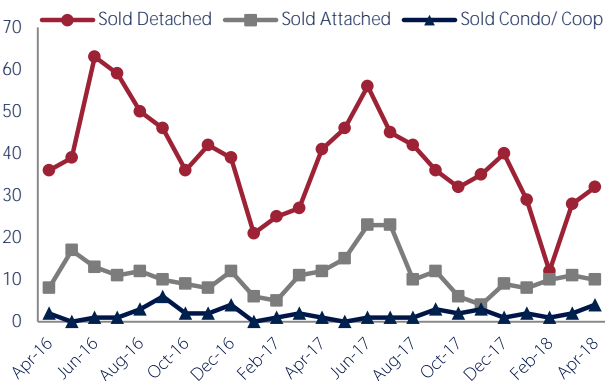
## Days On Market

32



Down -27%  
Vs. Year Ago

## Units Sold\*



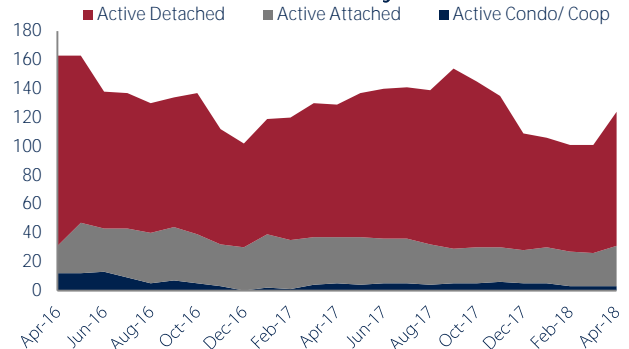
## Units Sold

There was an increase in total units sold in April, with 46 sold this month in Hatboro, Willow Grove, Horsham versus 41 last month, an increase of 12%. This month's total units sold was lower than at this time last year, a decrease of 15% versus April 2017.

## Active Inventory

Versus last year, the total number of homes available this month is lower by 5 units or 4%. The total number of active inventory this April was 124 compared to 129 in April 2017. This month's total of 124 is higher than the previous month's total supply of available inventory of 101, an increase of 23%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last April, the median sale price for Hatboro, Willow Grove, Horsham Homes was \$242,950. This April, the median sale price was \$257,500, an increase of 6% or \$14,550 compared to last year. The current median sold price is 5% lower than in March.

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.



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INTERNATIONAL REAL ESTATE



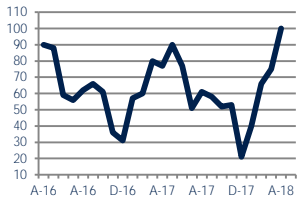
## Focus On: Hatboro, Willow Grove, Horsham Housing Market

April 2018

Zip Code(s): 19040, 19090 and 19044

### New Listings

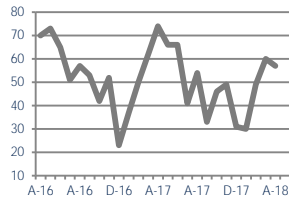
100



Up 30%  
Vs. Year Ago

### Current Contracts

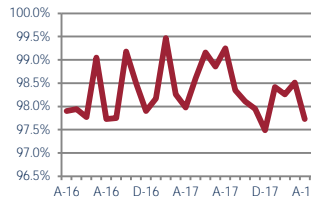
57



Down -23%  
Vs. Year Ago

### Sold Vs. List Price

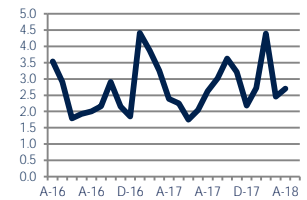
97.7%



No Change  
Vs. Year Ago

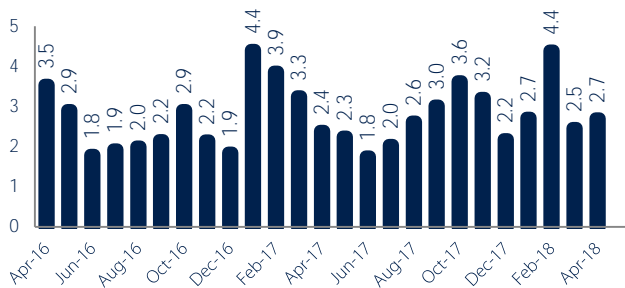
### Months of Supply

2.7



Up 13%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

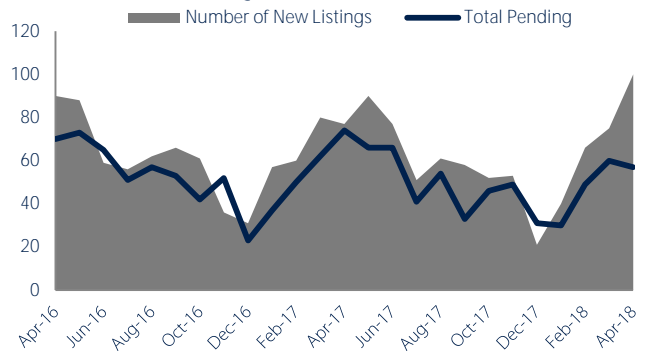
In April, there was 2.7 months of supply available in Hatboro, Willow Grove, Horsham, compared to 2.4 in April 2017. That is an increase of 13% versus a year ago.

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.

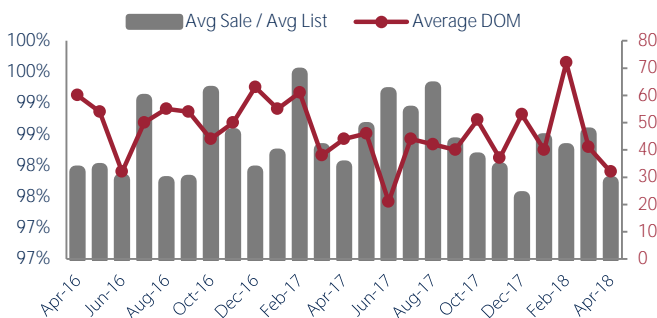
### New Listings & Current Contracts

This month there were 100 homes newly listed for sale in Hatboro, Willow Grove, Horsham compared to 77 in April 2017, an increase of 30%. There were 57 current contracts pending sale this April compared to 74 a year ago. The number of current contracts is 23% lower than last April.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In April, the average sale price in Hatboro, Willow Grove, Horsham was 97.7% 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 32, lower than the average last year, which was 44, a decrease of 27%.



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