

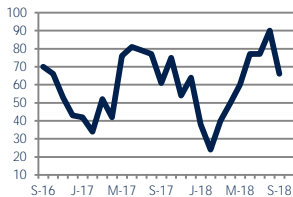
Focus On: Lansdale Housing Market

September 2018

Zip Code(s): 19446 and 19490

Units Sold

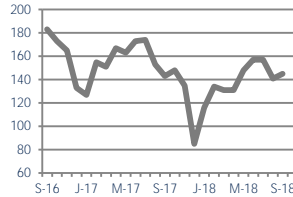
66



Up 8%
Vs. Year Ago

Active Inventory

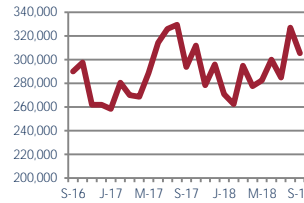
145



Up 1%
Vs. Year Ago

Median Sale Price

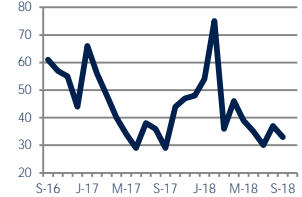
\$305,500



Up 4%
Vs. Year Ago

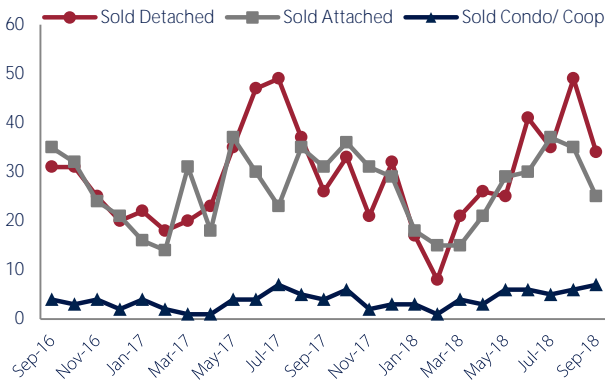
Days On Market

33



Up 14%
Vs. Year Ago

Units Sold*



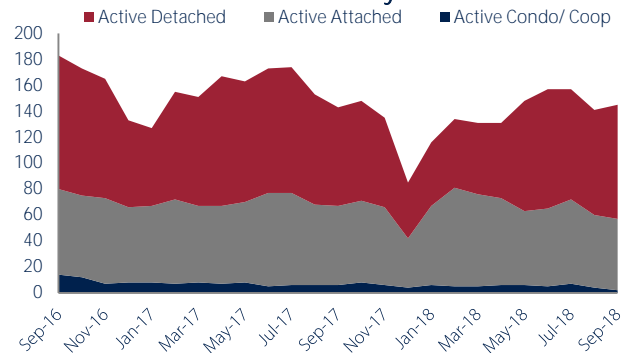
Units Sold

There was a decrease in total units sold in September, with 66 sold this month in Lansdale versus 90 last month, a decrease of 27%. This month's total units sold was higher than at this time last year, an increase of 8% versus September 2017.

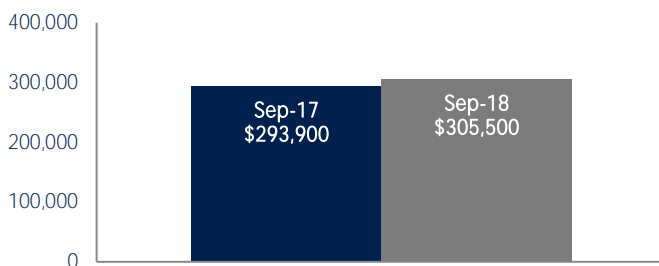
Active Inventory

Versus last year, the total number of homes available this month is higher by 2 units or 1%. The total number of active inventory this September was 145 compared to 143 in September 2017. This month's total of 145 is higher than the previous month's total supply of available inventory of 141, an increase of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Lansdale Homes was \$293,900. This September, the median sale price was \$305,500, an increase of 4% or \$11,600 compared to last year. The current median sold price is 7% lower than in August.

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

Lansdale are defined as properties listed in zip code/s 19446 and 19490.

*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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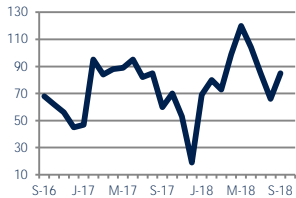
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Zip Code(s): 19446 and 19490

New Listings

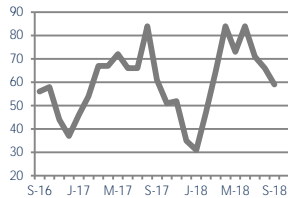
85



Up 42%
Vs. Year Ago

Current Contracts

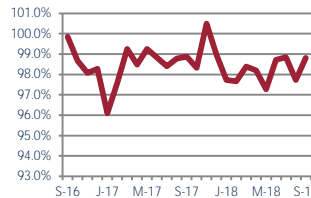
59



Down -3%
Vs. Year Ago

Sold Vs. List Price

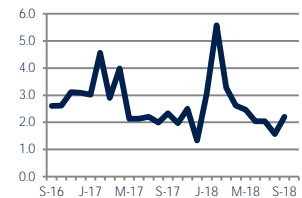
98.8%



No Change
Vs. Year Ago

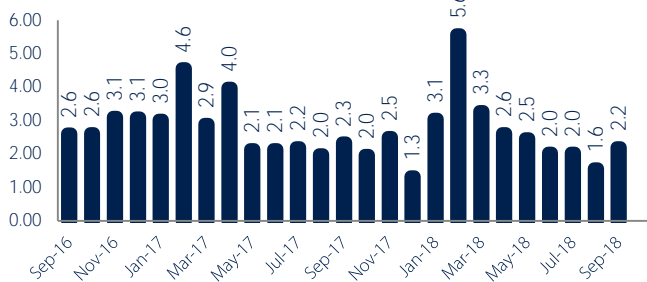
Months of Supply

2.2



Down -6%
Vs. Year Ago

Months Of Supply



Months of Supply

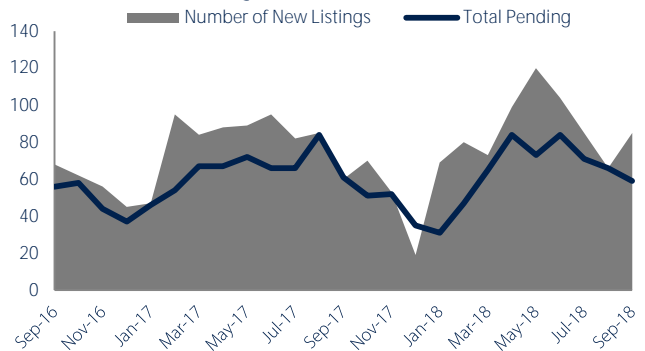
In September, there was 2.2 months of supply available in Lansdale, compared to 2.3 in September 2017. That is a decrease of 6% versus a year ago.

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.

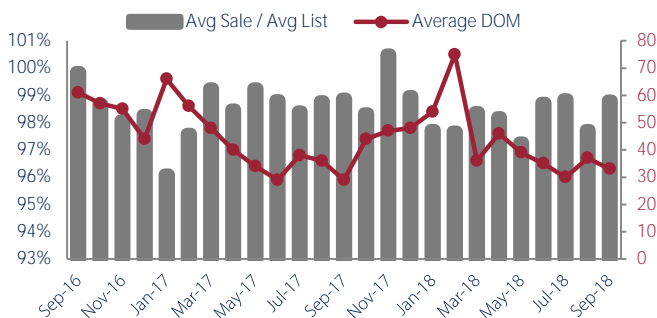
New Listings & Current Contracts

This month there were 85 homes newly listed for sale in Lansdale compared to 60 in September 2017, an increase of 42%. There were 59 current contracts pending sale this September compared to 61 a year ago. The number of current contracts is 3% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Lansdale was 98.8% 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 33, higher than the average last year, which was 29, an increase of 14%.



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