



The Long & Foster Market Minute™

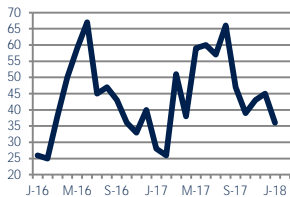
Focus On: Mt. Penn, Reiffton, and Jacksonwald Housing Market

January 2018

Zip Code(s): 19606

Units Sold

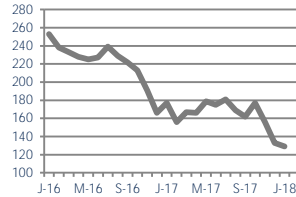
36



Up 29%
Vs. Year Ago

Active Inventory

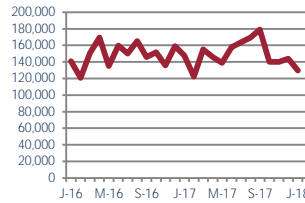
129



Down -27%
Vs. Year Ago

Median Sale Price

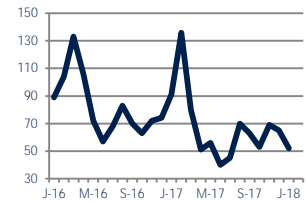
\$129,500



Down -12%
Vs. Year Ago

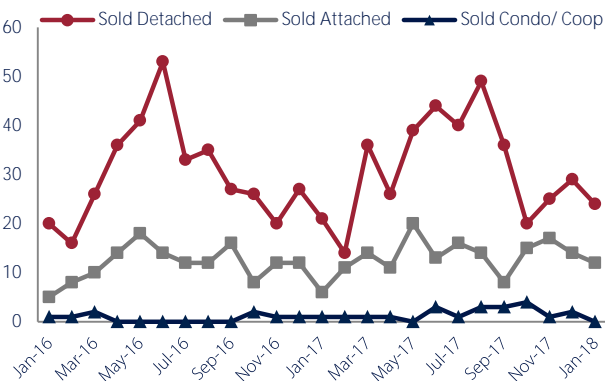
Days On Market

52



Down -43%
Vs. Year Ago

Units Sold*



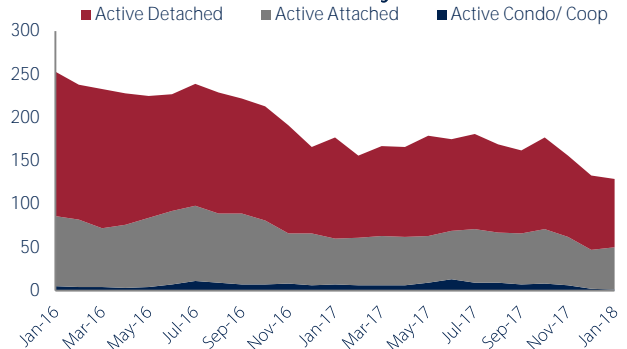
Units Sold

There was a decrease in total units sold in January, with 36 sold this month in Mt. Penn, Reiffton, and Jacksonwald versus 45 last month, a decrease of 20%. This month's total units sold was higher than at this time last year, an increase of 29% versus January 2017.

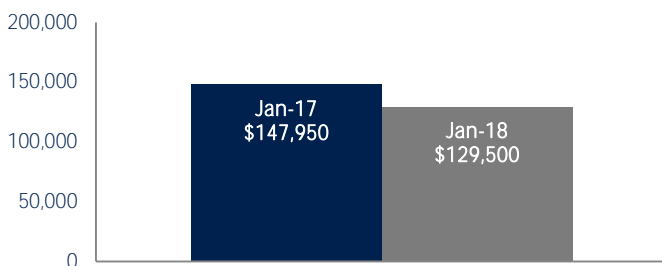
Active Inventory

Versus last year, the total number of homes available this month is lower by 48 units or 27%. The total number of active inventory this January was 129 compared to 177 in January 2017. This month's total of 129 is lower than the previous month's total supply of available inventory of 133, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Mt. Penn, Reiffton, and Jacksonwald Homes was \$147,950. This January, the median sale price was \$129,500, a decrease of 12% or \$18,450 compared to last year. The current median sold price is 10% lower than in December.

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

Mt. Penn, Reiffton, and Jacksonwald are defined as properties listed in zip code/s 19606.

*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.



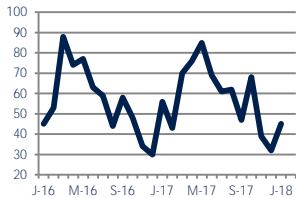
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 19606

New Listings

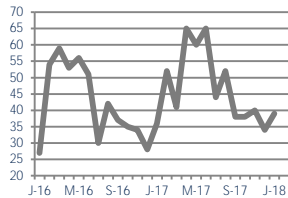
45



Down -20%
Vs. Year Ago

Current Contracts

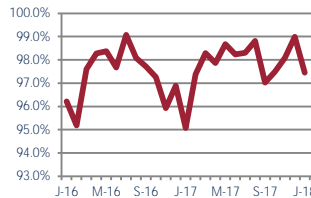
39



Up 8%
Vs. Year Ago

Sold Vs. List Price

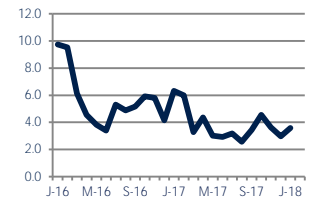
97.5%



Up 2.5%
Vs. Year Ago

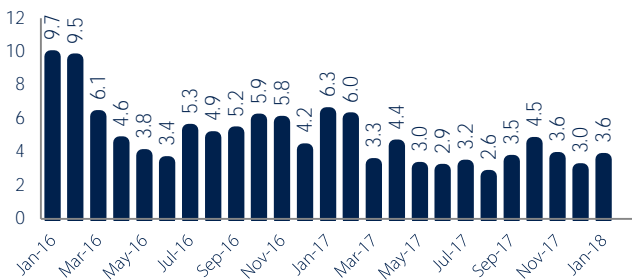
Months of Supply

3.6



Down -43%
Vs. Year Ago

Months Of Supply



Months of Supply

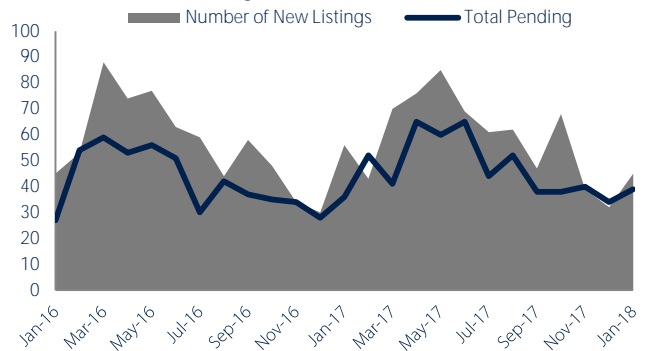
In January, there was 3.6 months of supply available in Mt. Penn, Reiffton, and Jacksonwald, compared to 6.3 in January 2017. That is a decrease of 43% versus a year ago.

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.

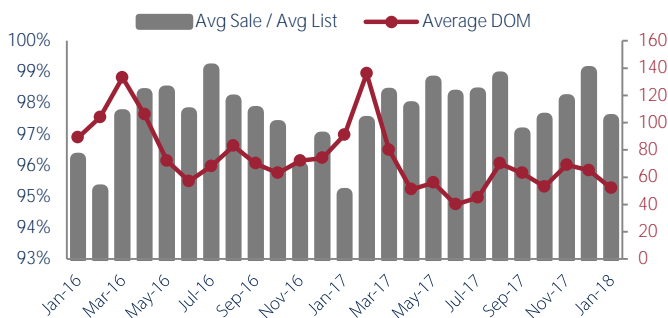
New Listings & Current Contracts

This month there were 45 homes newly listed for sale in Mt. Penn, Reiffton, and Jacksonwald compared to 56 in January 2017, a decrease of 20%. There were 39 current contracts pending sale this January compared to 36 a year ago. The number of current contracts is 8% higher than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Mt. Penn, Reiffton, and Jacksonwald was 97.5% of the average list price, which is 2.4% higher than at this time last year.

Days On Market

This month, the average number of days on market was 52, lower than the average last year, which was 91, a decrease of 43%.



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