



The Long & Foster Market Minute™

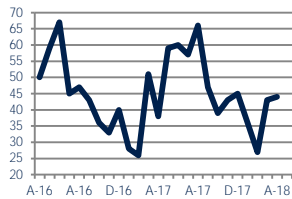
Focus On: Mt. Penn, Reiffon, and Jacksonwald Housing Market

April 2018

Zip Code(s): 19606

Units Sold

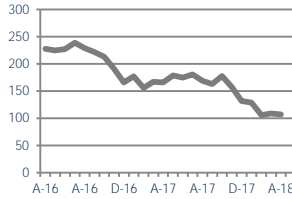
44



Up 16%
Vs. Year Ago

Active Inventory

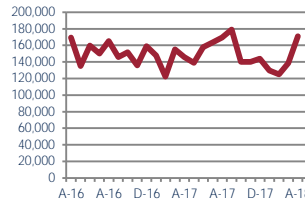
107



Down -36%
Vs. Year Ago

Median Sale Price

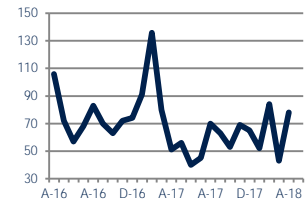
\$171,000



Up 17%
Vs. Year Ago

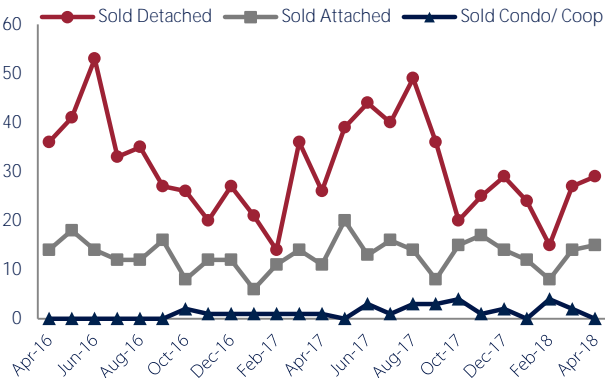
Days On Market

78



Up 53%
Vs. Year Ago

Units Sold*



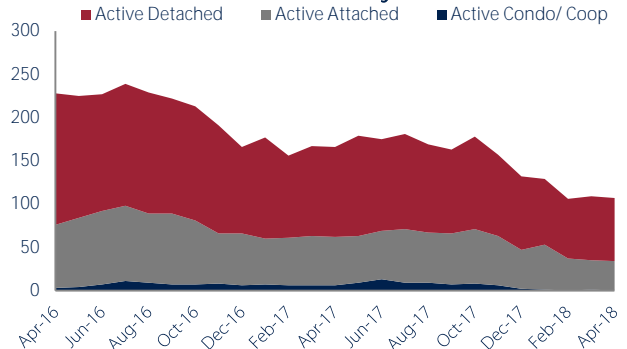
Units Sold

There was an increase in total units sold in April, with 44 sold this month in Mt. Penn, Reiffon, and Jacksonwald versus 43 last month, an increase of 2%. This month's total units sold was higher than at this time last year, an increase of 16% versus April 2017.

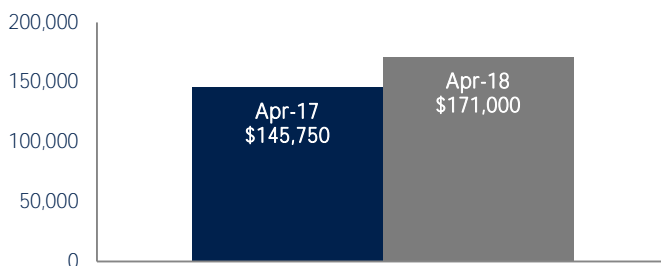
Active Inventory

Versus last year, the total number of homes available this month is lower by 59 units or 36%. The total number of active inventory this April was 107 compared to 166 in April 2017. This month's total of 107 is lower than the previous month's total supply of available inventory of 109, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Mt. Penn, Reiffon, and Jacksonwald Homes was \$145,750. This April, the median sale price was \$171,000, an increase of 17% or \$25,250 compared to last year. The current median sold price is 23% higher 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.



Mt. Penn, Reiffon, 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.

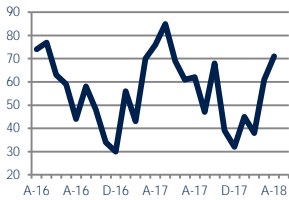
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Zip Code(s): 19606

New Listings

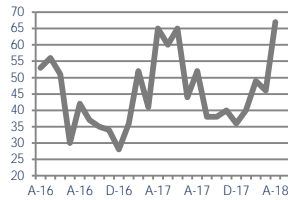
71



Down -7%
Vs. Year Ago

Current Contracts

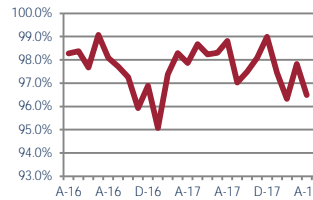
67



Up 3%
Vs. Year Ago

Sold Vs. List Price

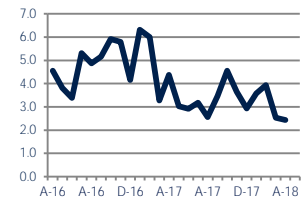
96.5%



Down -1.4%
Vs. Year Ago

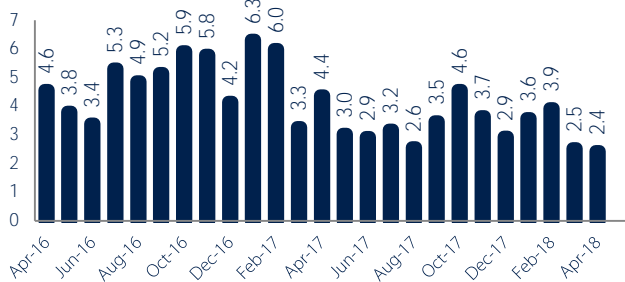
Months of Supply

2.4



Down -44%
Vs. Year Ago

Months Of Supply



Months of Supply

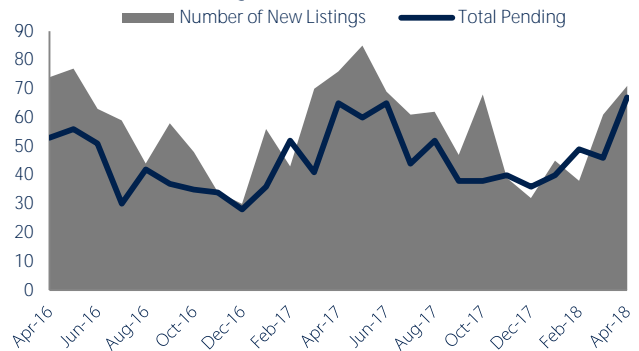
In April, there was 2.4 months of supply available in Mt. Penn, Reiffton, and Jacksonwald, compared to 4.4 in April 2017. That is a decrease of 44% versus a year ago.

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.

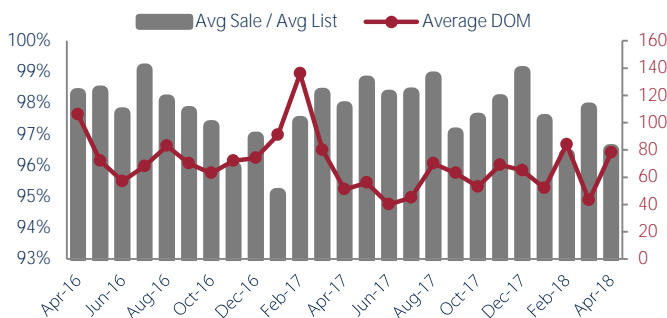
New Listings & Current Contracts

This month there were 71 homes newly listed for sale in Mt. Penn, Reiffton, and Jacksonwald compared to 76 in April 2017, a decrease of 7%. There were 67 current contracts pending sale this April compared to 65 a year ago. The number of current contracts is 3% higher 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 Mt. Penn, Reiffton, and Jacksonwald was 96.5% of the average list price, which is 1.4% lower than at this time last year.

Days On Market

This month, the average number of days on market was 78, higher than the average last year, which was 51, an increase of 53%.



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