



The Long & Foster Market Minute™

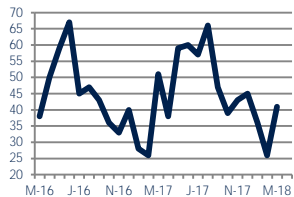
Focus On: Mt. Penn, Reiffton, and Jacksonwald Housing Market

March 2018

Zip Code(s): 19606

Units Sold

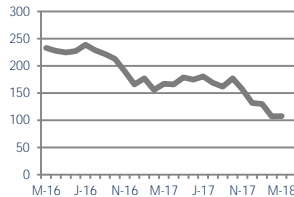
41



Down -20%
Vs. Year Ago

Active Inventory

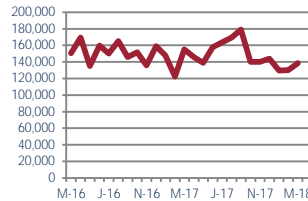
108



Down -35%
Vs. Year Ago

Median Sale Price

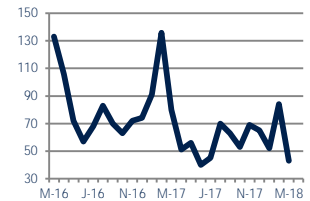
\$138,675



Down -11%
Vs. Year Ago

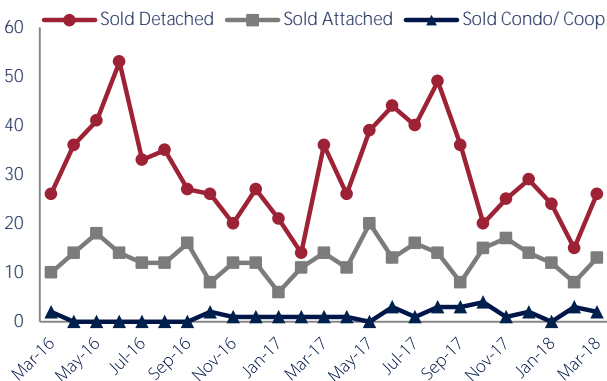
Days On Market

43



Down -46%
Vs. Year Ago

Units Sold*



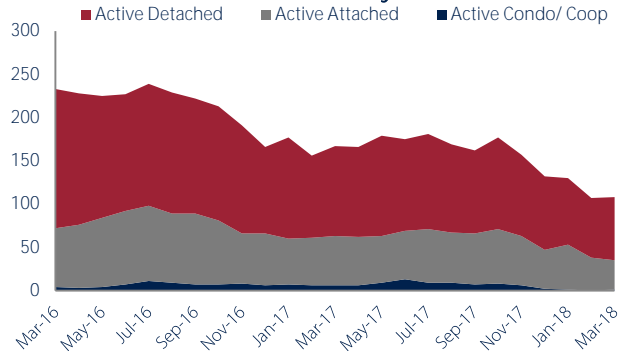
Units Sold

There was an increase in total units sold in March, with 41 sold this month in Mt. Penn, Reiffton, and Jacksonwald. This month's total units sold was lower than at this time last year.

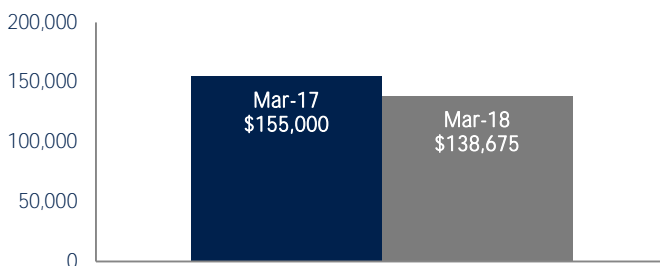
Active Inventory

Versus last year, the total number of homes available this month is lower by 59 units or 35%. The total number of active inventory this March was 108 compared to 167 in March 2017. This month's total of 108 is higher than the previous month's total supply of available inventory of 107, an increase of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Mt. Penn, Reiffton, and Jacksonwald Homes was \$155,000. This March, the median sale price was \$138,675, a decrease of 11% or \$16,325 compared to last year. The current median sold price is 7% higher than in February.

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.



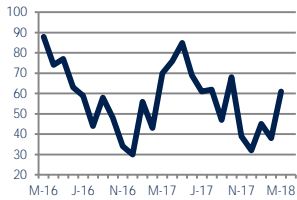
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 19606

New Listings

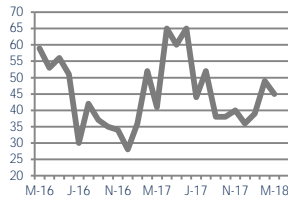
61



Down -13%
Vs. Year Ago

Current Contracts

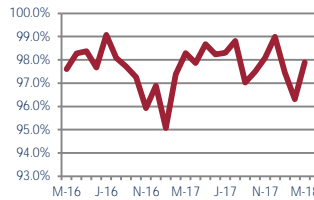
45



Up 10%
Vs. Year Ago

Sold Vs. List Price

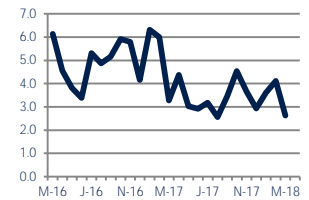
97.9%



No Change
Vs. Year Ago

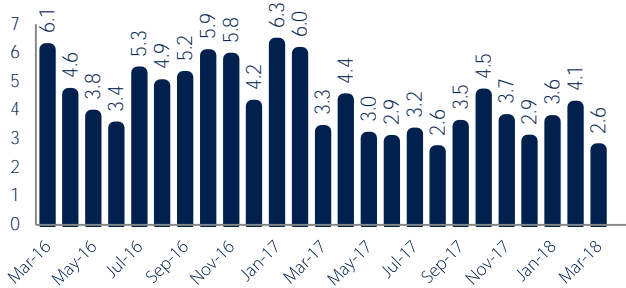
Months of Supply

2.6



Down -20%
Vs. Year Ago

Months Of Supply



Months of Supply

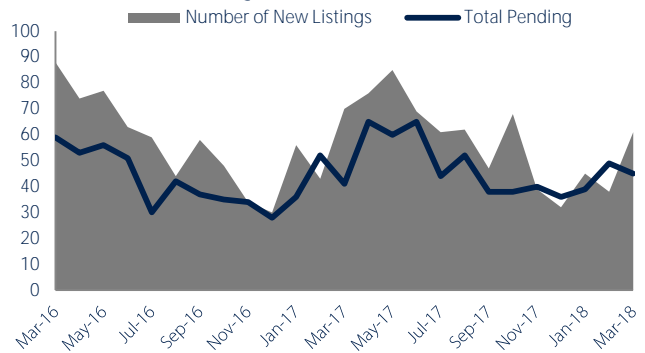
In March, there was 2.6 months of supply available in Mt. Penn, Reiffton, and Jacksonwald, compared to 3.3 in March 2017. That is a decrease of 20% versus a year ago.

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.

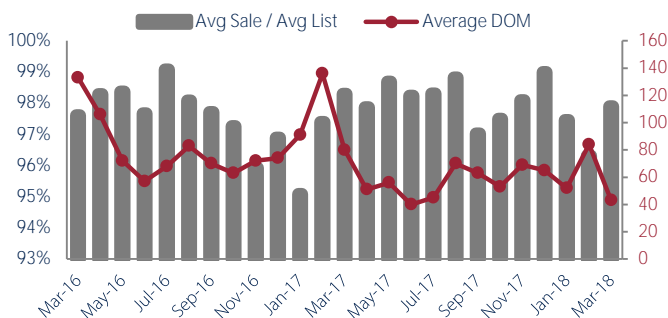
New Listings & Current Contracts

This month there were 61 homes newly listed for sale in Mt. Penn, Reiffton, and Jacksonwald compared to 70 in March 2017, a decrease of 13%. There were 45 current contracts pending sale this March compared to 41 a year ago. The number of current contracts is 10% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Mt. Penn, Reiffton, and Jacksonwald was 97.9% 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 43, lower than the average last year, which was 80, a decrease of 46%.



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