



The Long & Foster Market Minute™

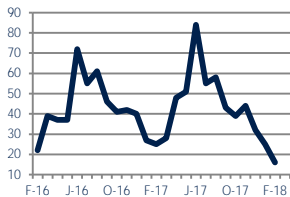
Focus On: Newtown and Washington Crossing Housing Market

February 2018

Zip Code(s): 18940, 18977, 18980, 18934, 18946 and 18956

Units Sold

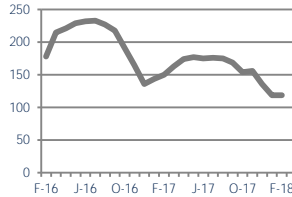
16



Down
Vs. Year Ago

Active Inventory

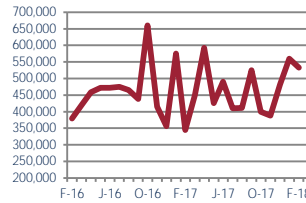
119



Down -21%
Vs. Year Ago

Median Sale Price

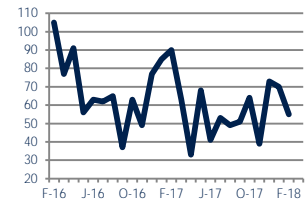
\$532,500



Up
Vs. Year Ago

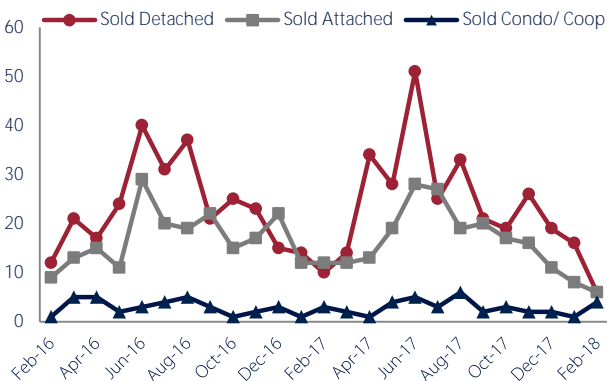
Days On Market

55



Down -39%
Vs. Year Ago

Units Sold*



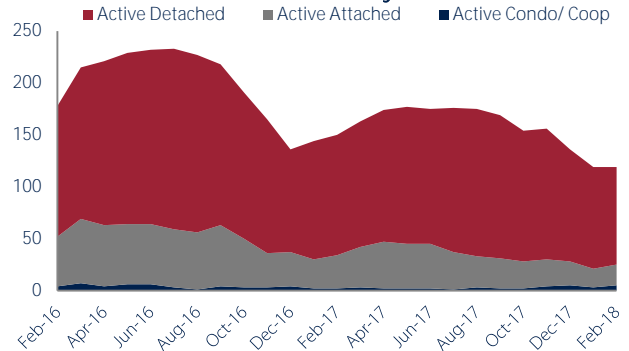
Units Sold

With relatively few transactions, there was a decrease in total units sold in February, with 16 sold this month in Newtown and Washington Crossing. This month's total units sold was lower than at this time last year, a decrease from February 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 31 units or 21%. The total number of active inventory this February was 119 compared to 150 in February 2017. This month's supply remained stable as compared to last month.

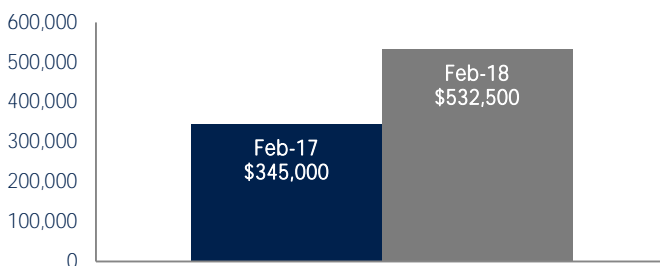
Active Inventory*



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last February, the median sale price for Newtown and Washington Crossing Homes was \$345,000. This February, the median sale price was \$532,500, an increase of \$187,500 compared to last year. The current median sold price is lower than in January. Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Median Sale Price



Newtown and Washington Crossing are defined as properties listed in zip code/s 18940, 18977, 18980, 18934, 18946 and 18956.

*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.





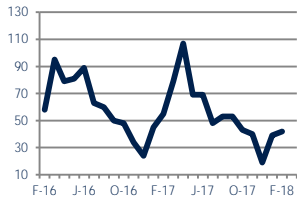
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New Listings

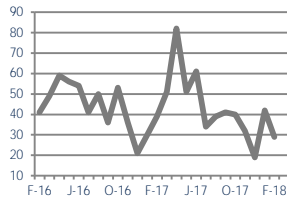
42



Down -24%
Vs. Year Ago

Current Contracts

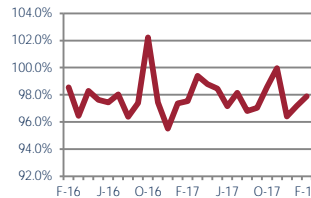
29



Down -26%
Vs. Year Ago

Sold Vs. List Price

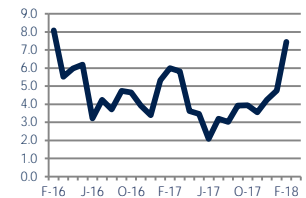
97.9%



No Change
Vs. Year Ago

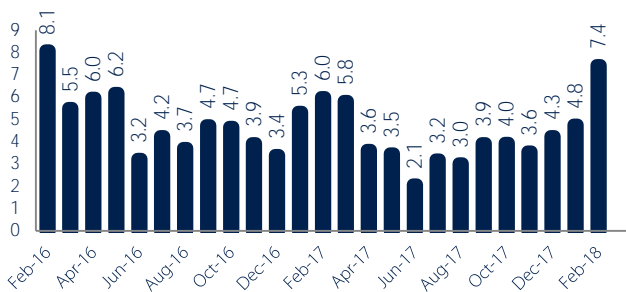
Months of Supply

7.4



Up 24%
Vs. Year Ago

Months Of Supply



Months of Supply

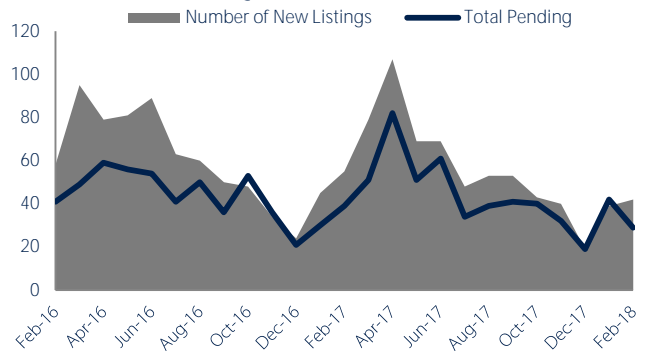
In February, there was 7.4 months of supply available in Newtown and Washington Crossing, compared to 6.0 in February 2017. That is an increase of 24% versus a year ago.

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.

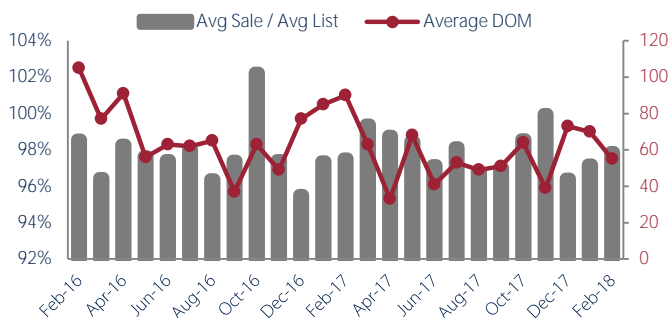
New Listings & Current Contracts

This month there were 42 homes newly listed for sale in Newtown and Washington Crossing compared to 55 in February 2017, a decrease of 24%. There were 29 current contracts pending sale this February compared to 39 a year ago. The number of current contracts is 26% lower than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Newtown and Washington Crossing 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 55, lower than the average last year, which was 90, a decrease of 39%.



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