



The Long & Foster Market Minute™

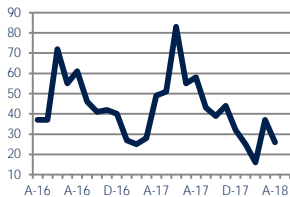
Focus On: Newtown and Washington Crossing Housing Market

April 2018

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

Units Sold

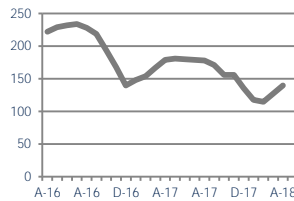
26



Down
Vs. Year Ago

Active Inventory

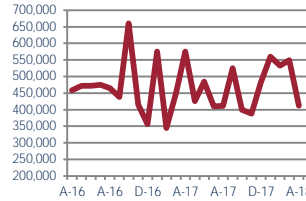
140



Down -22%
Vs. Year Ago

Median Sale Price

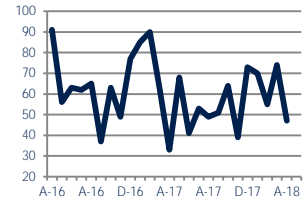
\$412,500



Down
Vs. Year Ago

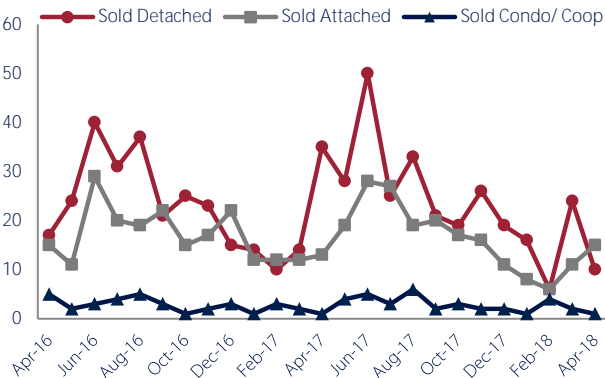
Days On Market

47



Up 42%
Vs. Year Ago

Units Sold*



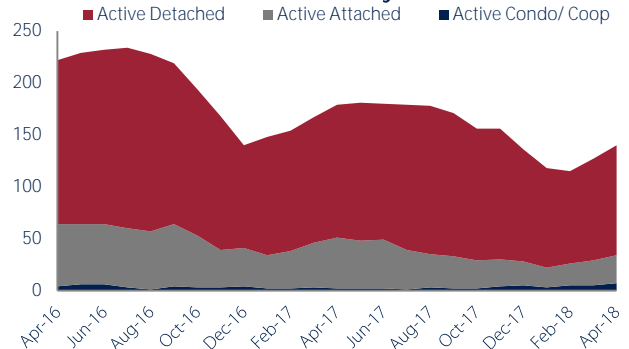
Units Sold

With relatively few transactions, there was a decrease in total units sold in April, with 26 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 April 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 39 units or 22%. The total number of active inventory this April was 140 compared to 179 in April 2017. This month's total of 140 is higher than the previous month's total supply of available inventory of 127, an increase of 10%.

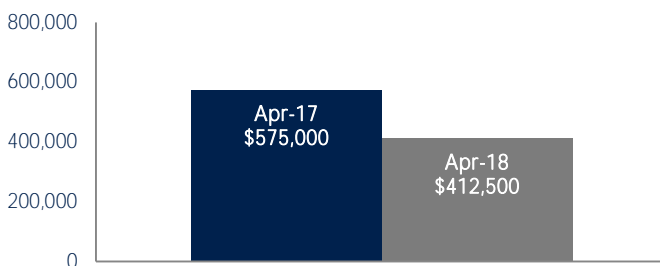
Active Inventory*



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last April, the median sale price for Newtown and Washington Crossing Homes was \$575,000. This April, the median sale price was \$412,500, a decrease of \$162,500 compared to last year. The current median sold price is lower 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.

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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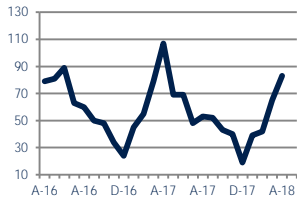
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New Listings

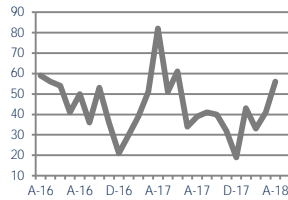
83



Down -22%
Vs. Year Ago

Current Contracts

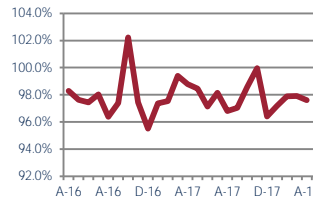
56



Down -32%
Vs. Year Ago

Sold Vs. List Price

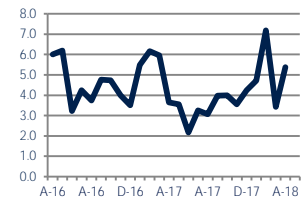
97.6%



Down -1.2%
Vs. Year Ago

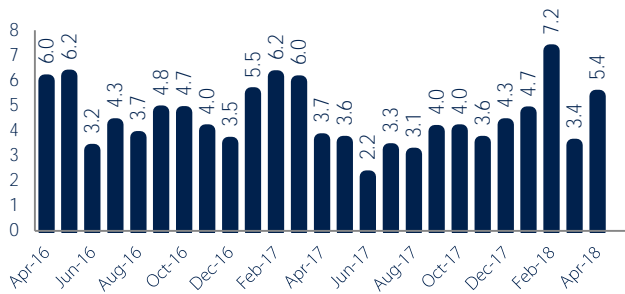
Months of Supply

5.4



Up 47%
Vs. Year Ago

Months Of Supply



Months of Supply

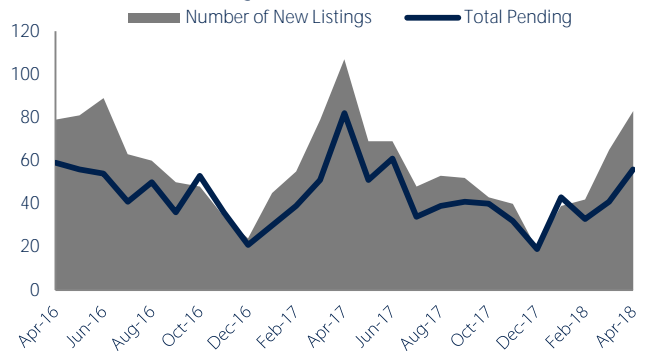
In April, there was 5.4 months of supply available in Newtown and Washington Crossing, compared to 3.7 in April 2017. That is an increase of 47% versus a year ago.

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.

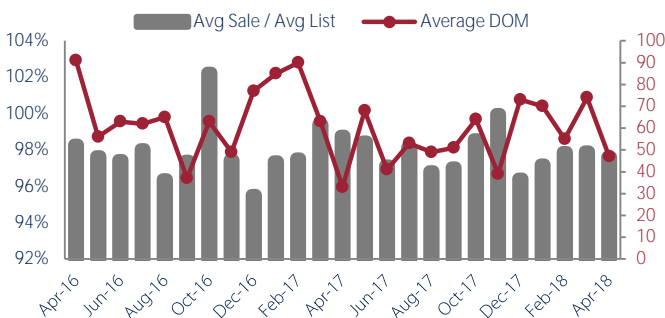
New Listings & Current Contracts

This month there were 83 homes newly listed for sale in Newtown and Washington Crossing compared to 107 in April 2017, a decrease of 22%. There were 56 current contracts pending sale this April compared to 82 a year ago. The number of current contracts is 32% lower 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 Newtown and Washington Crossing was 97.6% of the average list price, which is 1.2% lower than at this time last year.

Days On Market

This month, the average number of days on market was 47, higher than the average last year, which was 33, an increase of 42%.



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