



The Long & Foster Market Minute™

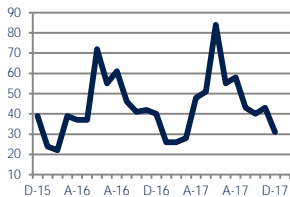
Focus On: Newtown and Washington Crossing Housing Market

December 2017

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

Units Sold

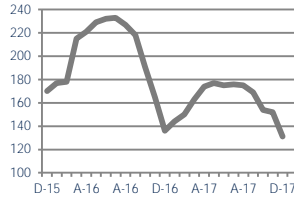
31



Down -22%
Vs. Year Ago

Active Inventory

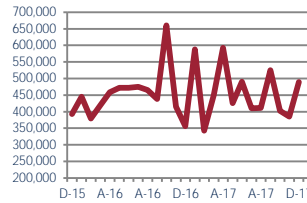
131



Down -4%
Vs. Year Ago

Median Sale Price

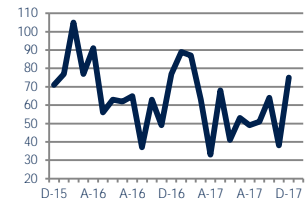
\$489,000



Up
Vs. Year Ago

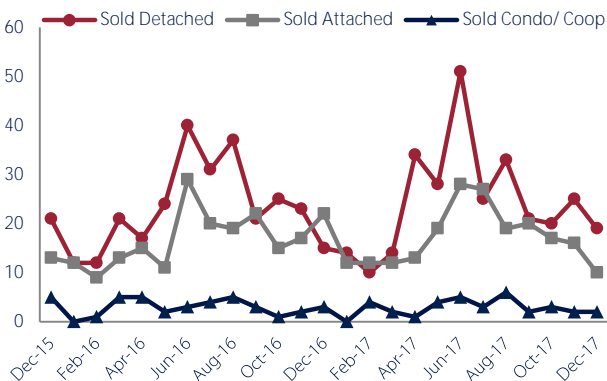
Days On Market

75



Down -3%
Vs. Year Ago

Units Sold*



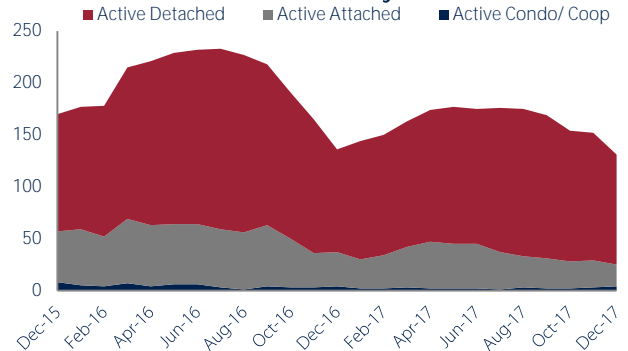
Units Sold

There was a decrease in total units sold in December, with 31 sold this month in Newtown and Washington Crossing versus 43 last month, a decrease of 28%. This month's total units sold was lower than at this time last year, a decrease of 23% versus December 2016.

Active Inventory

Versus last year, the total number of homes available this month is lower by 5 units or 4%. The total number of active inventory this December was 131 compared to 136 in December 2016. This month's total of 131 is lower than the previous month's total supply of available inventory of 152, a decrease of 14%.

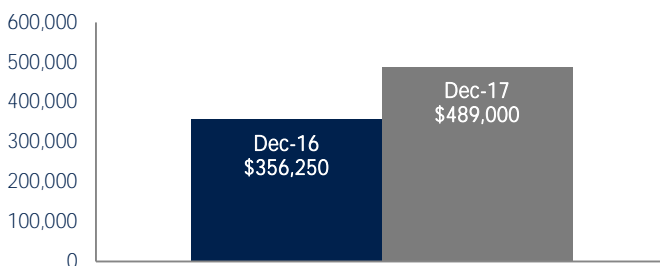
Active Inventory*



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last December, the median sale price for Newtown and Washington Crossing Homes was \$356,250. This December, the median sale price was \$489,000, an increase of \$132,750 compared to last year. The current median sold price is higher than in November. 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.



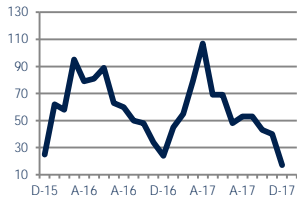
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New Listings

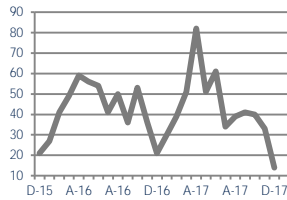
17



Down -29%
Vs. Year Ago

Current Contracts

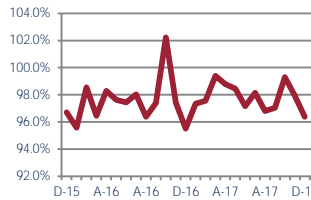
14



Down -33%
Vs. Year Ago

Sold Vs. List Price

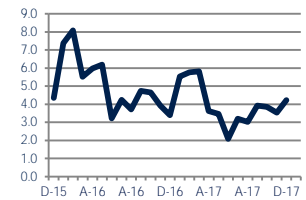
96.4%



Up 0.9%
Vs. Year Ago

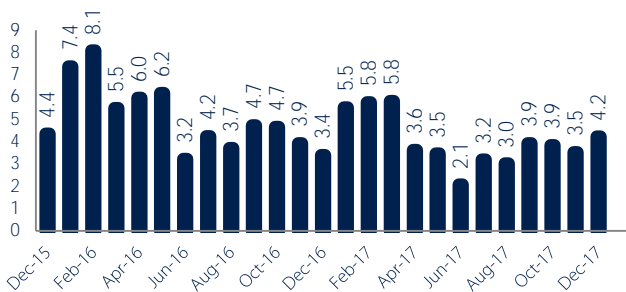
Months of Supply

4.2



Up 24%
Vs. Year Ago

Months Of Supply



Months of Supply

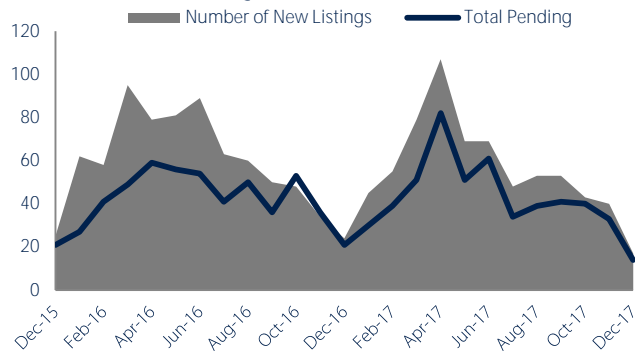
In December, there was 4.2 months of supply available in Newtown and Washington Crossing, compared to 3.4 in December 2016. That is an increase of 24% versus a year ago.

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.

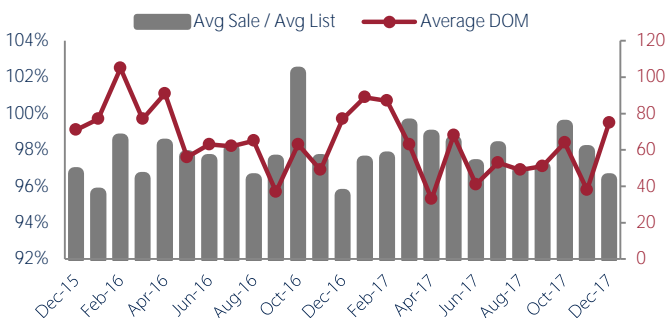
New Listings & Current Contracts

This month there were 17 homes newly listed for sale in Newtown and Washington Crossing compared to 24 in December 2016, a decrease of 29%. There were 14 current contracts pending sale this December compared to 21 a year ago. The number of current contracts is 33% lower than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Newtown and Washington Crossing was 96.4% of the average list price, which is 0.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 75, lower than the average last year, which was 77, a decrease of 3%.



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