



The Long & Foster Market Minute™

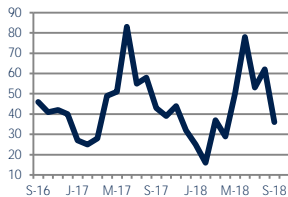
Focus On: Newtown and Washington Crossing Housing Market

September 2018

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

Units Sold

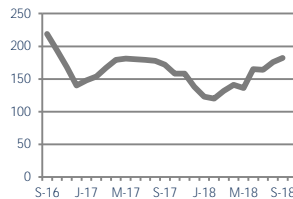
36



Down
Vs. Year Ago

Active Inventory

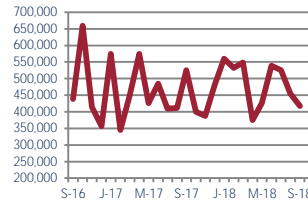
182



Up 6%
Vs. Year Ago

Median Sale Price

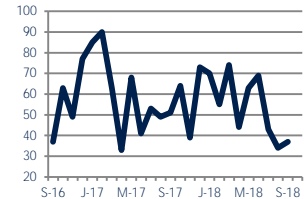
\$417,500



Down -20%
Vs. Year Ago

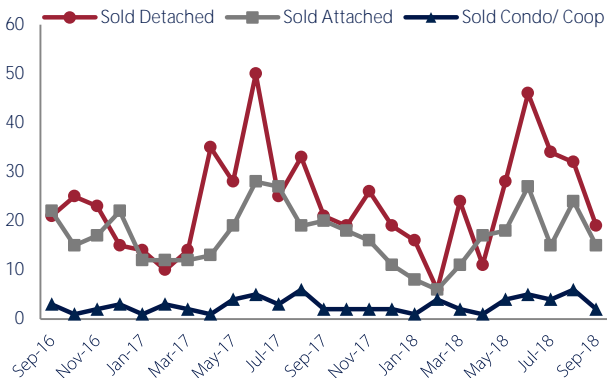
Days On Market

37



Down -27%
Vs. Year Ago

Units Sold*



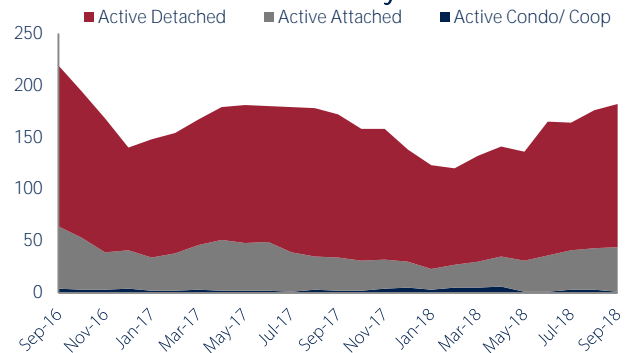
Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 36 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 September 2017.

Active Inventory

Versus last year, the total number of homes available this month is higher by 10 units or 6%. The total number of active inventory this September was 182 compared to 172 in September 2017. This month's total of 182 is higher than the previous month's total supply of available inventory of 176, an increase of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Newtown and Washington Crossing Homes was \$525,000. This September, the median sale price was \$417,500, a decrease of 20% or \$107,500 compared to last year. The current median sold price is 8% lower than in August.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

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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INTERNATIONAL REAL ESTATE



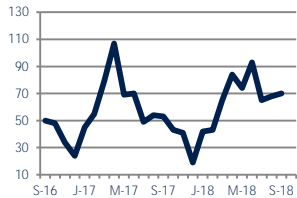
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New Listings

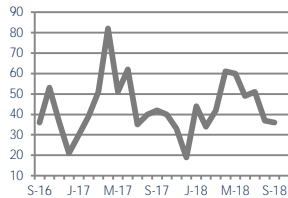
70



Up 32%
Vs. Year Ago

Current Contracts

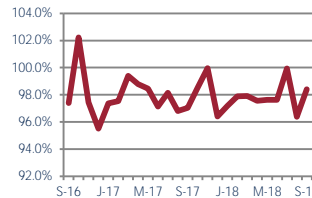
36



Down -14%
Vs. Year Ago

Sold Vs. List Price

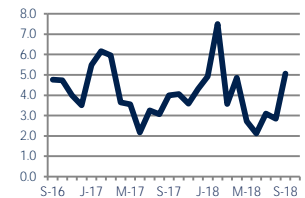
98.4%



Up 1.4%
Vs. Year Ago

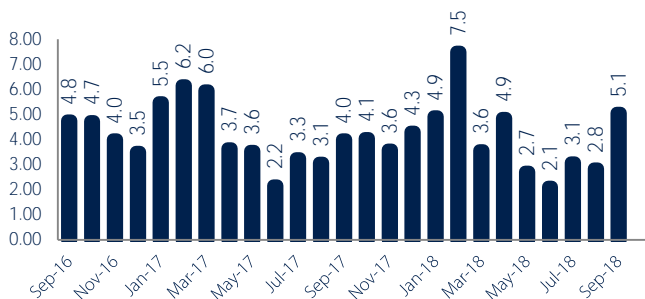
Months of Supply

5.1



Up 26%
Vs. Year Ago

Months Of Supply



Months of Supply

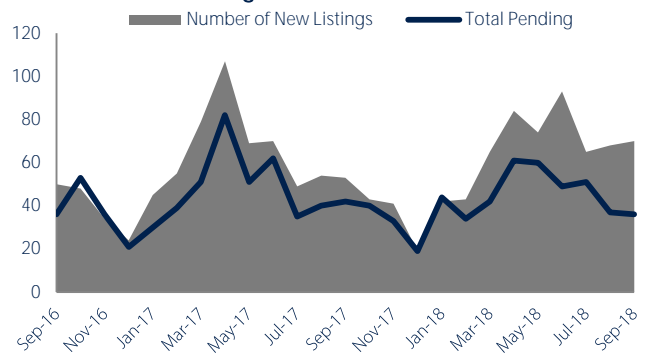
In September, there was 5.1 months of supply available in Newtown and Washington Crossing, compared to 4.0 in September 2017. That is an increase of 26% versus a year ago.

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.

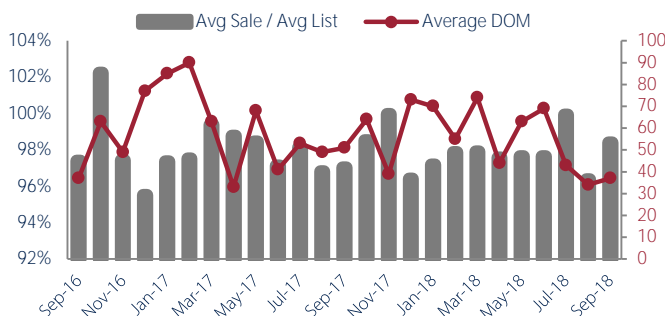
New Listings & Current Contracts

This month there were 70 homes newly listed for sale in Newtown and Washington Crossing compared to 53 in September 2017, an increase of 32%. There were 36 current contracts pending sale this September compared to 42 a year ago. The number of current contracts is 14% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Newtown and Washington Crossing was 98.4% of the average list price, which is 1.4% higher than at this time last year.

Days On Market

This month, the average number of days on market was 37, lower than the average last year, which was 51, a decrease of 27%.



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