



The Long & Foster Market Minute™

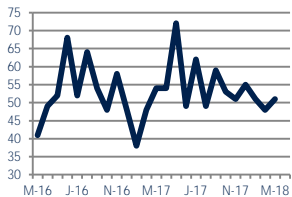
Focus On: Olney, Logan, and Fern Rock Housing Market

March 2018

Zip Code(s): 19141 and 19120

Units Sold

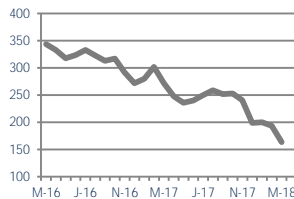
51



Down -6%
Vs. Year Ago

Active Inventory

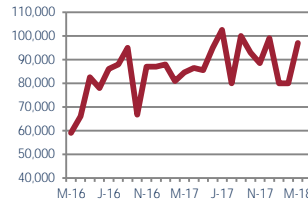
164



Down -40%
Vs. Year Ago

Median Sale Price

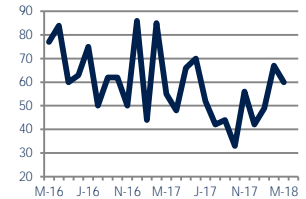
\$97,000



Up 15%
Vs. Year Ago

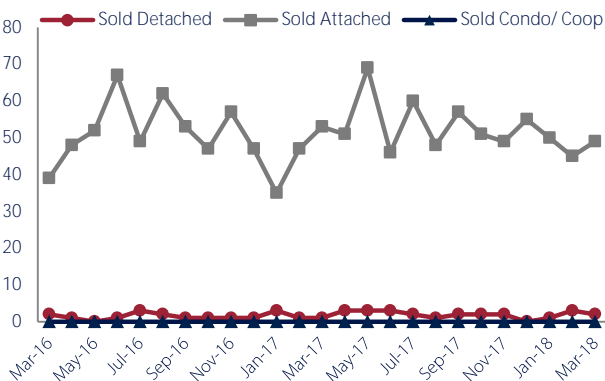
Days On Market

60



Up 9%
Vs. Year Ago

Units Sold*



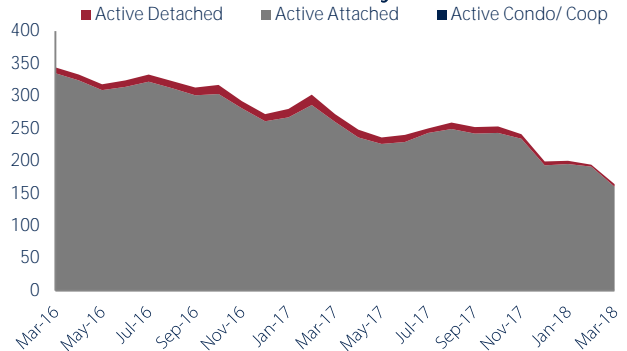
Units Sold

There was an increase in total units sold in March, with 51 sold this month in Olney, Logan, and Fern Rock versus 48 last month, an increase of 6%. This month's total units sold was lower than at this time last year, a decrease of 6% versus March 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 108 units or 40%. The total number of active inventory this March was 164 compared to 272 in March 2017. This month's total of 164 is lower than the previous month's total supply of available inventory of 194, a decrease of 15%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Olney, Logan, and Fern Rock Homes was \$84,500. This March, the median sale price was \$97,000, an increase of 15% or \$12,500 compared to last year. The current median sold price is 21% 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.

Olney, Logan, and Fern Rock are defined as properties listed in zip code/s 19141 and 19120.

*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.



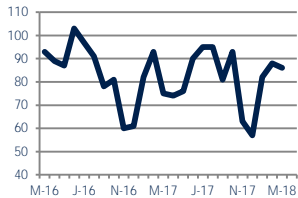
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 19141 and 19120

New Listings

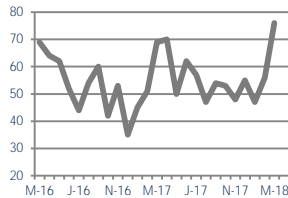
86



Up 15%
Vs. Year Ago

Current Contracts

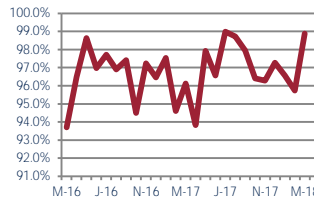
76



Up 10%
Vs. Year Ago

Sold Vs. List Price

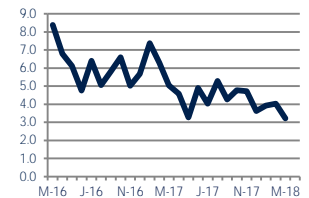
98.9%



Up 2.9%
Vs. Year Ago

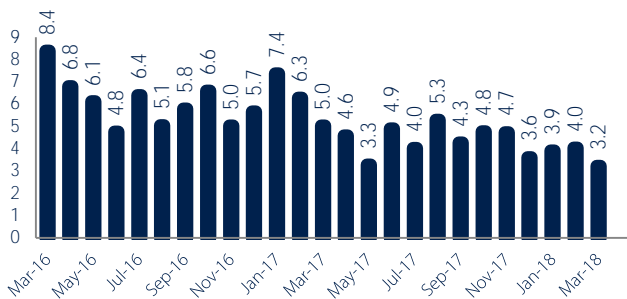
Months of Supply

3.2



Down -36%
Vs. Year Ago

Months Of Supply



Months of Supply

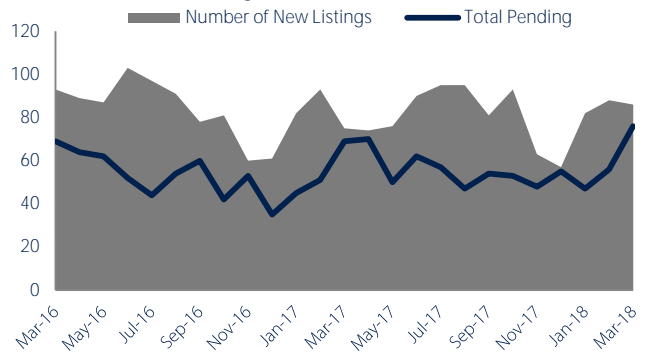
In March, there was 3.2 months of supply available in Olney, Logan, and Fern Rock, compared to 5.0 in March 2017. That is a decrease of 36% versus a year ago.

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.

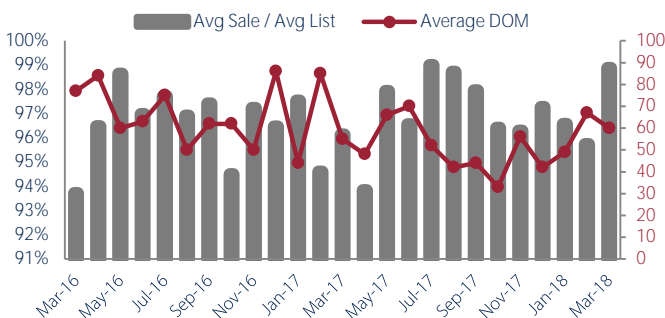
New Listings & Current Contracts

This month there were 86 homes newly listed for sale in Olney, Logan, and Fern Rock compared to 75 in March 2017, an increase of 15%. There were 76 current contracts pending sale this March compared to 69 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 Olney, Logan, and Fern Rock was 98.9% of the average list price, which is 2.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 60, higher than the average last year, which was 55, an increase of 9%.



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