



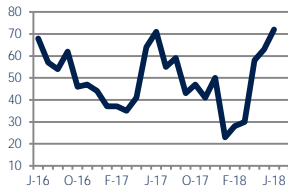
The Long & Foster Market Minute™

Focus On: Perkasio and Sellersville Housing Market

June 2018

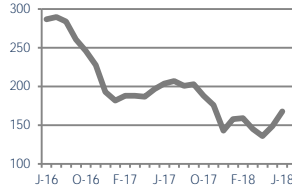
Zip Code(s): 18960, 18944, 18962, 18911, 18927 and 18917

Units Sold
72



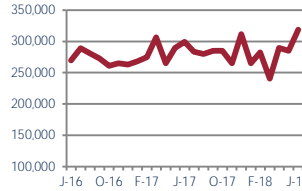
Up 1%
Vs. Year Ago

Active Inventory
168



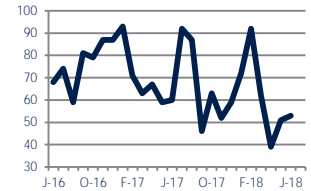
Down -18%
Vs. Year Ago

Median Sale Price
\$318,525



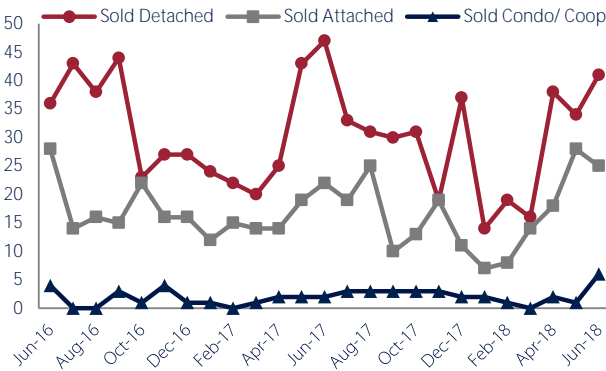
Up 6%
Vs. Year Ago

Days On Market
53



Down -12%
Vs. Year Ago

Units Sold*



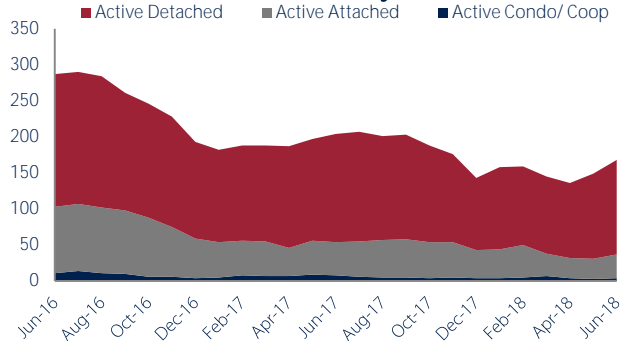
Units Sold

There was an increase in total units sold in June, with 72 sold this month in Perkasio and Sellersville versus 63 last month, an increase of 14%. This month's total units sold was higher than at this time last year, an increase of 1% versus June 2017.

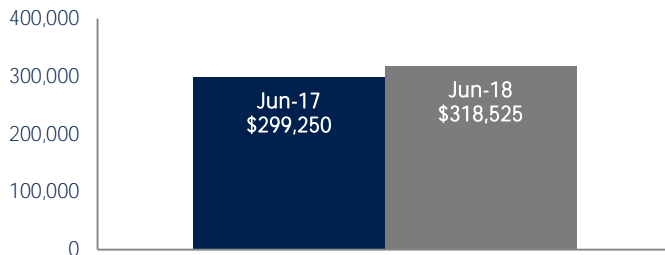
Active Inventory

Versus last year, the total number of homes available this month is lower by 36 units or 18%. The total number of active inventory this June was 168 compared to 204 in June 2017. This month's total of 168 is higher than the previous month's total supply of available inventory of 149, an increase of 13%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Perkasio and Sellersville Homes was \$299,250. This June, the median sale price was \$318,525, an increase of 6% or \$19,275 compared to last year. The current median sold price is 12% higher than in May.

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

Perkasio and Sellersville are defined as properties listed in zip code/s 18960, 18944, 18962, 18911, 18927 and 18917.

*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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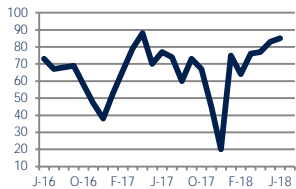
Focus On: Perkasia and Sellersville Housing Market

June 2018

Zip Code(s): 18960, 18944, 18962, 18911, 18927 and 18917

New Listings

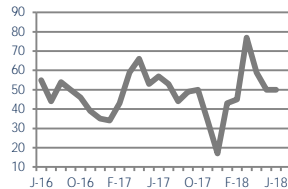
85



Up 10%
Vs. Year Ago

Current Contracts

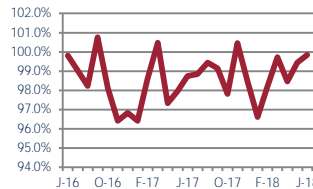
50



Down -12%
Vs. Year Ago

Sold Vs. List Price

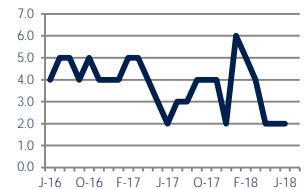
99.8%



Up 1.1%
Vs. Year Ago

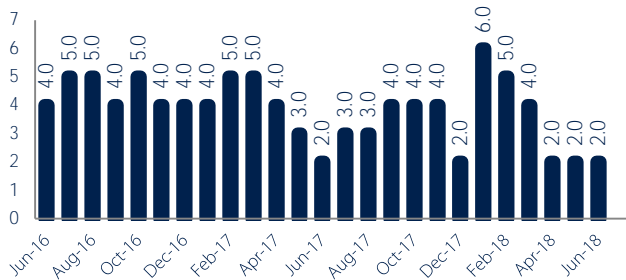
Months of Supply

2.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

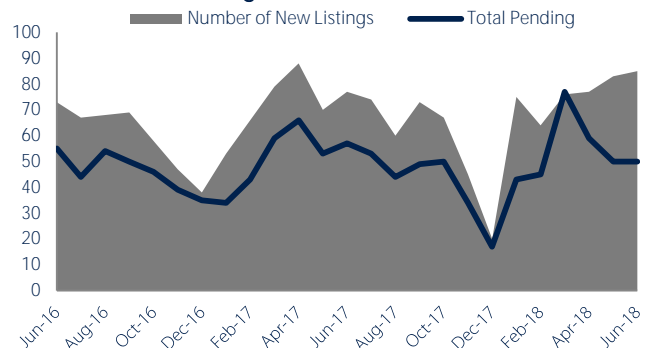
In June, there was 2.3 months of supply available in Perkasia and Sellersville, compared to 2.9 in June 2017. That is a decrease of 19% versus a year ago.

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.

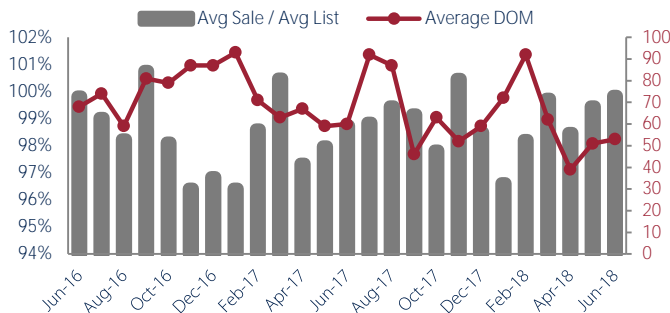
New Listings & Current Contracts

This month there were 85 homes newly listed for sale in Perkasia and Sellersville compared to 77 in June 2017, an increase of 10%. There were 50 current contracts pending sale this June compared to 57 a year ago. The number of current contracts remained stable as compared to last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Perkasia and Sellersville was 99.8% of the average list price, which is 1.1% higher than at this time last year.

Days On Market

This month, the average number of days on market was 53, lower than the average last year, which was 60, a decrease of 12%.



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