



The Long & Foster Market Minute™

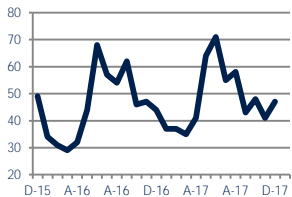
Focus On: Perkasio and Sellersville Housing Market

December 2017

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

Units Sold

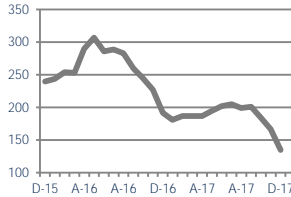
47



Up 7%
Vs. Year Ago

Active Inventory

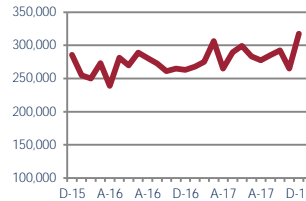
135



Down -30%
Vs. Year Ago

Median Sale Price

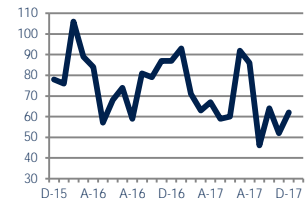
\$317,500



Up 21%
Vs. Year Ago

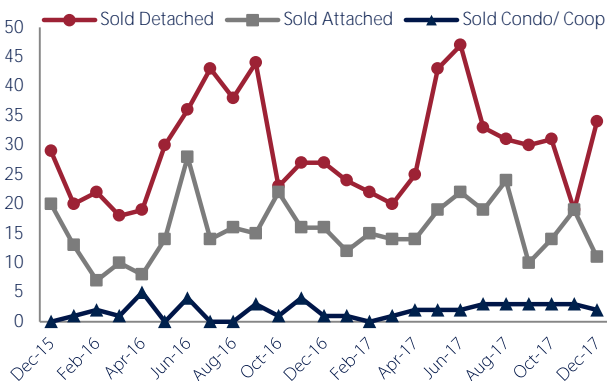
Days On Market

62



Down -29%
Vs. Year Ago

Units Sold*



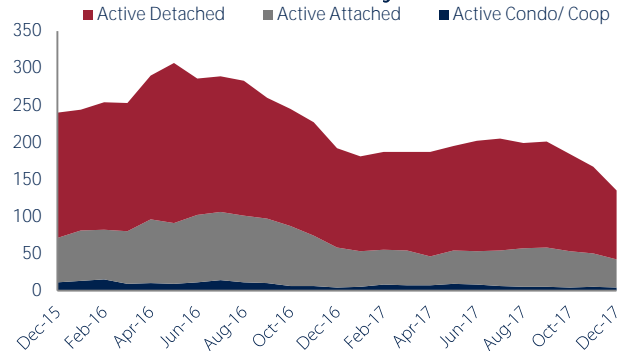
Units Sold

There was an increase in total units sold in December, with 47 sold this month in Perkasio and Sellersville versus 41 last month, an increase of 15%. This month's total units sold was higher than at this time last year, an increase of 7% versus December 2016.

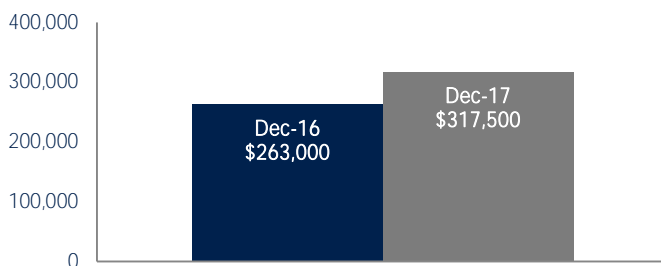
Active Inventory

Versus last year, the total number of homes available this month is lower by 57 units or 30%. The total number of active inventory this December was 135 compared to 192 in December 2016. This month's total of 135 is lower than the previous month's total supply of available inventory of 167, a decrease of 19%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Perkasio and Sellersville Homes was \$263,000. This December, the median sale price was \$317,500, an increase of 21% or \$54,500 compared to last year. The current median sold price is 20% 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.



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.

CHRISTIE'S
INTERNATIONAL REAL ESTATE



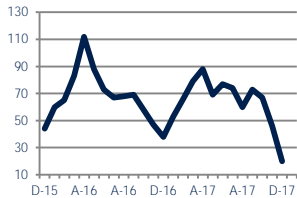
Focus On: Perkasia and Sellersville Housing Market

December 2017

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

New Listings

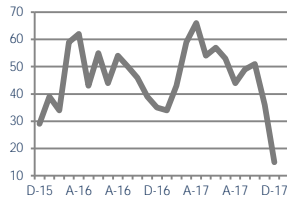
20



Down -47%
Vs. Year Ago

Current Contracts

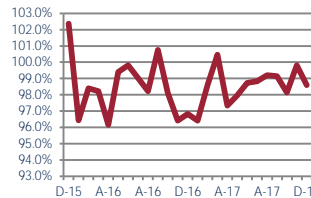
15



Down -57%
Vs. Year Ago

Sold Vs. List Price

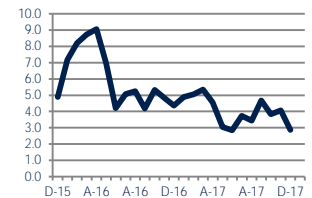
98.6%



Up 1.8%
Vs. Year Ago

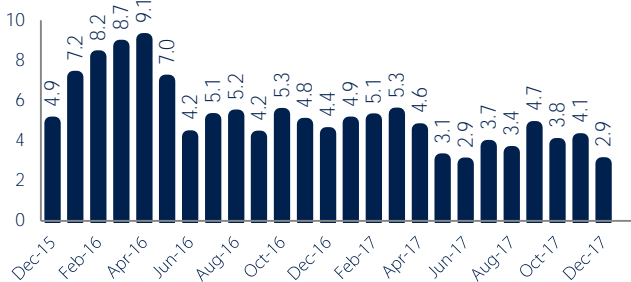
Months of Supply

2.9



Down -34%
Vs. Year Ago

Months Of Supply



Months of Supply

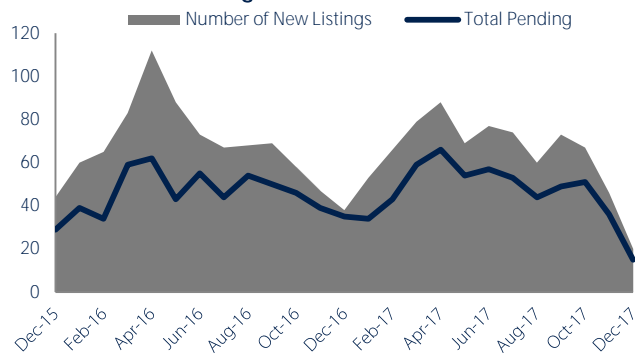
In December, there was 2.9 months of supply available in Perkasia and Sellersville, compared to 4.4 in December 2016. That is a decrease of 34% versus a year ago.

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.

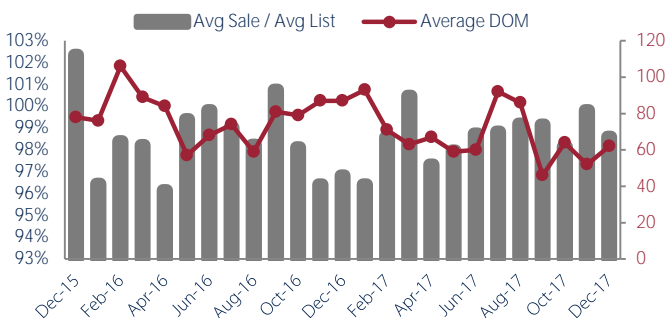
New Listings & Current Contracts

This month there were 20 homes newly listed for sale in Perkasia and Sellersville compared to 38 in December 2016, a decrease of 47%. There were 15 current contracts pending sale this December compared to 35 a year ago. The number of current contracts is 57% 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 Perkasia and Sellersville was 98.6% of the average list price, which is 1.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 62, lower than the average last year, which was 87, a decrease of 29%.



Perkasia 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.

