



The Long & Foster Market Minute™

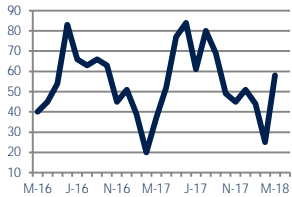
Focus On: Pottstown, Spring City, and Honey Brook Housing Market

March 2018

Zip Code(s): 19465, 19475, 19344, 19343, 19520, 19470, 19457 and 19316

Units Sold

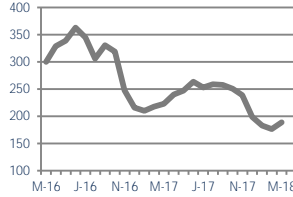
58



Up
Vs. Year Ago

Active Inventory

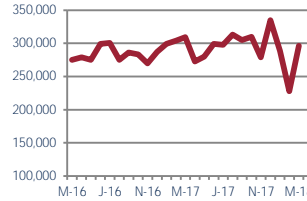
189



Down -15%
Vs. Year Ago

Median Sale Price

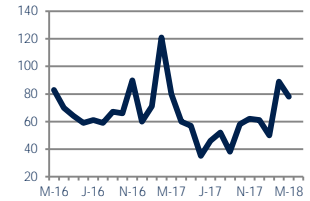
\$296,528



Down -4%
Vs. Year Ago

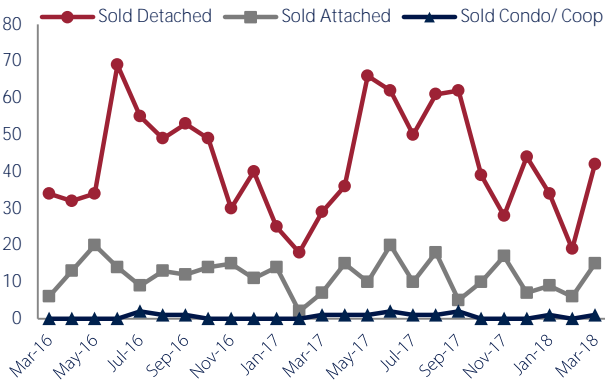
Days On Market

78



Down -3%
Vs. Year Ago

Units Sold*



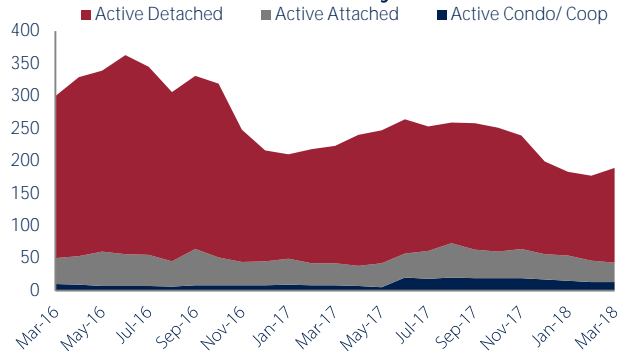
Units Sold

There was an increase in total units sold in March, with 58 sold this month in Pottstown, Spring City, and Honey Brook. This month's total units sold was higher than at this time last year.

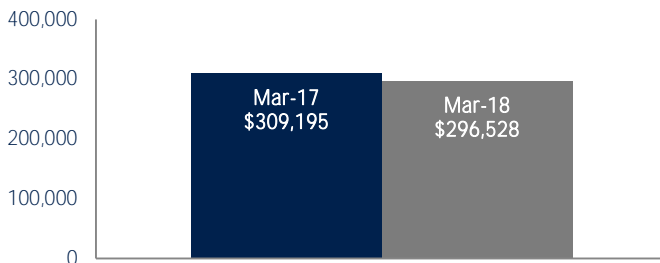
Active Inventory

Versus last year, the total number of homes available this month is lower by 34 units or 15%. The total number of active inventory this March was 189 compared to 223 in March 2017. This month's total of 189 is higher than the previous month's total supply of available inventory of 177, an increase of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Pottstown, Spring City, and Honey Brook Homes was \$309,195. This March, the median sale price was \$296,528, a decrease of \$12,667 compared to last year. The current median sold price is 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.



Pottstown, Spring City, and Honey Brook are defined as properties listed in zip code/s 19465, 19475, 19344, 19343, 19520, 19470, 19457 and 19316.

*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



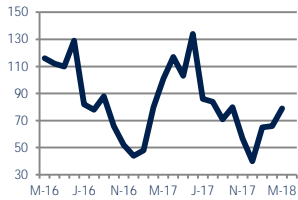
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March 2018

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New Listings

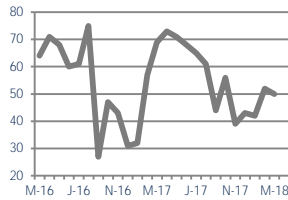
79



Down -22%
Vs. Year Ago

Current Contracts

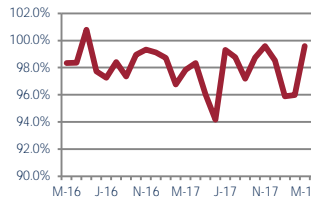
50



Down -28%
Vs. Year Ago

Sold Vs. List Price

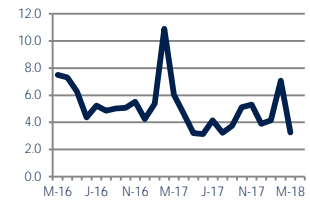
99.6%



Up 1.8%
Vs. Year Ago

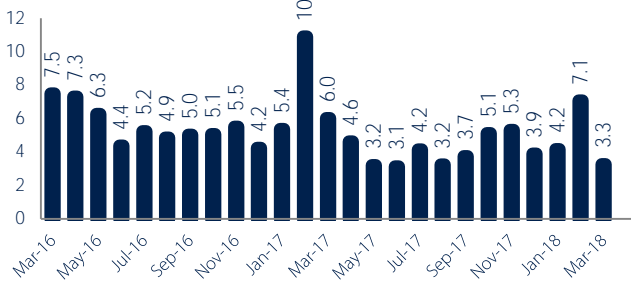
Months of Supply

3.3



Down -46%
Vs. Year Ago

Months Of Supply



Months of Supply

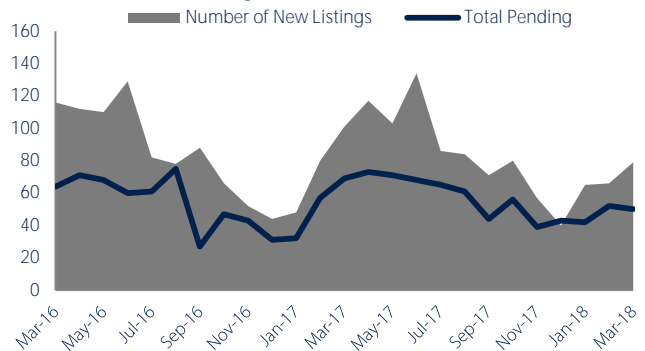
In March, there was 3.3 months of supply available in Pottstown, Spring City, and Honey Brook, compared to 6.0 in March 2017. That is a decrease of 46% versus a year ago.

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.

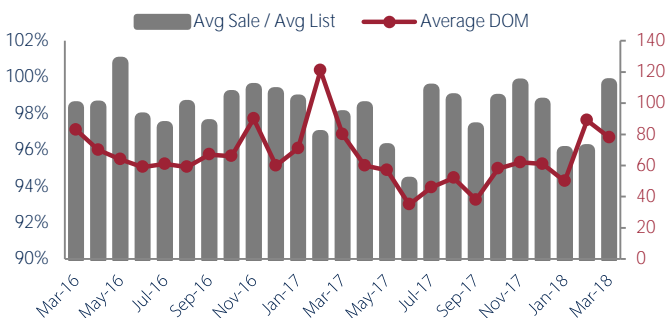
New Listings & Current Contracts

This month there were 79 homes newly listed for sale in Pottstown, Spring City, and Honey Brook compared to 101 in March 2017, a decrease of 22%. There were 50 current contracts pending sale this March compared to 69 a year ago. The number of current contracts is 28% lower 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 Pottstown, Spring City, and Honey Brook was 99.6% 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 78, lower than the average last year, which was 80, a decrease of 3%.



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