



The Long & Foster Market Minute™

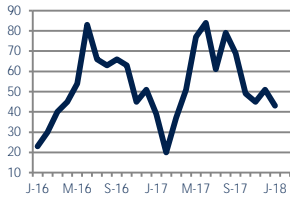
Focus On: Pottstown, Spring City, and Honey Brook Housing Market

January 2018

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

Units Sold

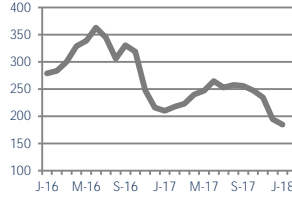
43



Up 10%
Vs. Year Ago

Active Inventory

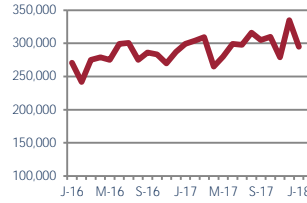
185



Down -12%
Vs. Year Ago

Median Sale Price

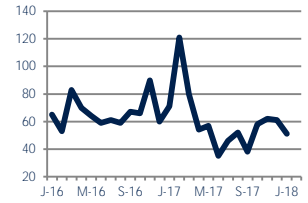
\$295,000



Down -1%
Vs. Year Ago

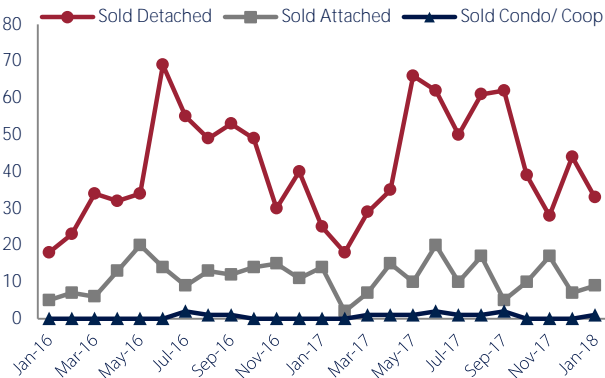
Days On Market

51



Down -28%
Vs. Year Ago

Units Sold*



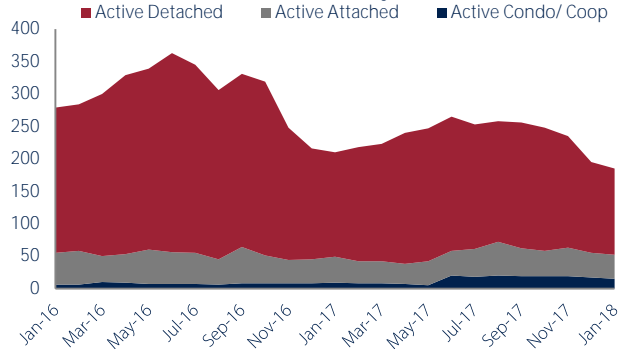
Units Sold

There was a decrease in total units sold in January, with 43 sold this month in Pottstown, Spring City, and Honey Brook versus 51 last month, a decrease of 16%. This month's total units sold was higher than at this time last year, an increase of 10% versus January 2017.

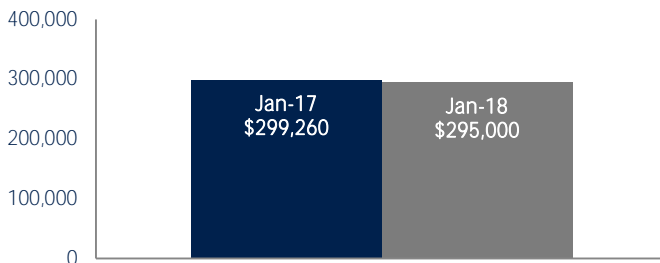
Active Inventory

Versus last year, the total number of homes available this month is lower by 25 units or 12%. The total number of active inventory this January was 185 compared to 210 in January 2017. This month's total of 185 is lower than the previous month's total supply of available inventory of 195, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Pottstown, Spring City, and Honey Brook Homes was \$299,260. This January, the median sale price was \$295,000, a decrease of 1% or \$4,260 compared to last year. The current median sold price is 12% lower than in December.

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.



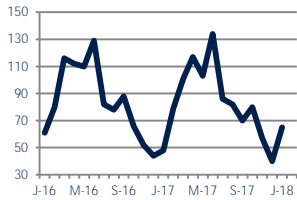
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January 2018

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New Listings

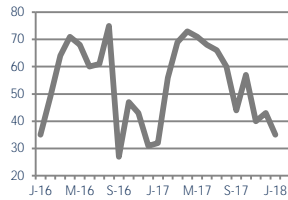
65



Up 35%
Vs. Year Ago

Current Contracts

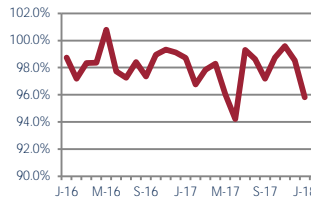
35



Up 9%
Vs. Year Ago

Sold Vs. List Price

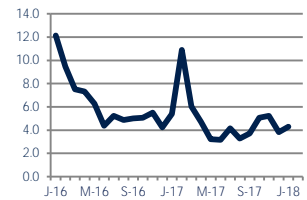
95.8%



Down -2.9%
Vs. Year Ago

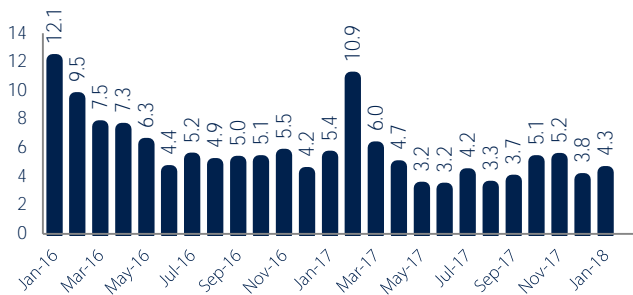
Months of Supply

4.3



Down -20%
Vs. Year Ago

Months Of Supply



Months of Supply

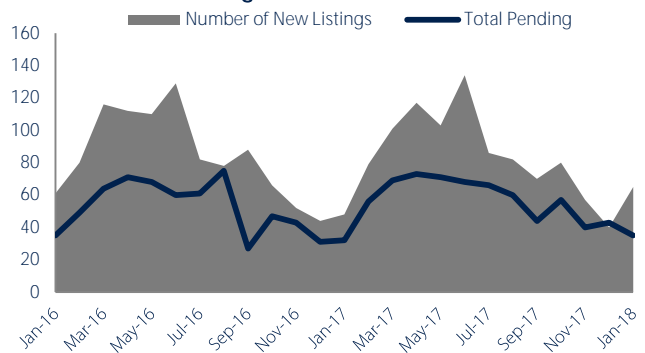
In January, there was 4.3 months of supply available in Pottstown, Spring City, and Honey Brook, compared to 5.4 in January 2017. That is a decrease of 20% versus a year ago.

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.

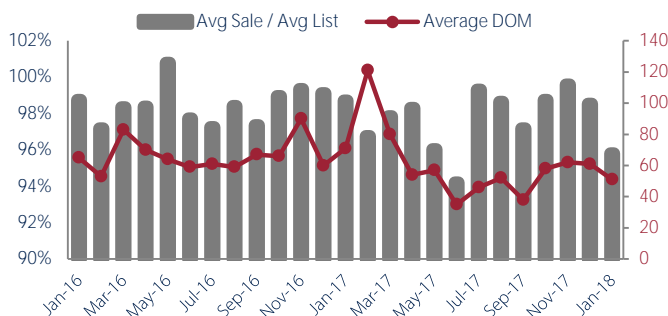
New Listings & Current Contracts

This month there were 65 homes newly listed for sale in Pottstown, Spring City, and Honey Brook compared to 48 in January 2017, an increase of 35%. There were 35 current contracts pending sale this January compared to 32 a year ago. The number of current contracts is 9% higher than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Pottstown, Spring City, and Honey Brook was 95.8% of the average list price, which is 2.9% lower than at this time last year.

Days On Market

This month, the average number of days on market was 51, lower than the average last year, which was 71, a decrease of 28%.



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