



The Long & Foster Market Minute™

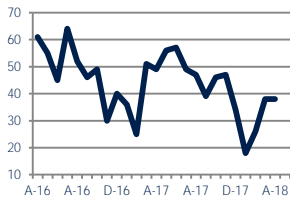
Focus On: Red Lion, Dallastown, and Windsor Housing Market

April 2018

Zip Code(s): 17356, 17313 and 17366

Units Sold

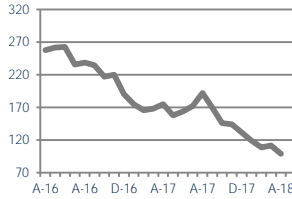
38



Down -22%
Vs. Year Ago

Active Inventory

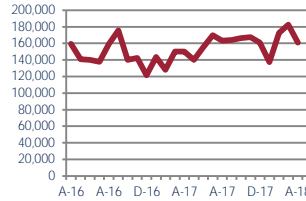
99



Down -43%
Vs. Year Ago

Median Sale Price

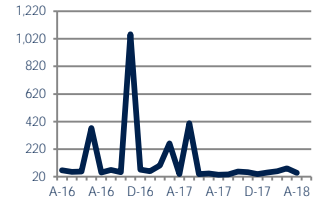
\$160,900



Up 7%
Vs. Year Ago

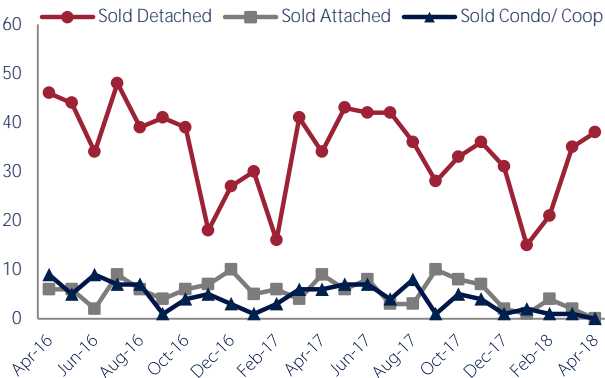
Days On Market

47



Up 21%
Vs. Year Ago

Units Sold*



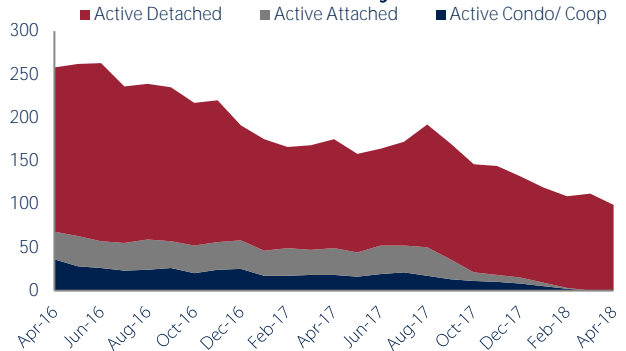
Units Sold

The number of units sold remained stable in April, with 38 sold this month in Red Lion, Dallastown, and Windsor. This month's total units sold was lower than at this time last year, a decrease of 22% versus April 2017.

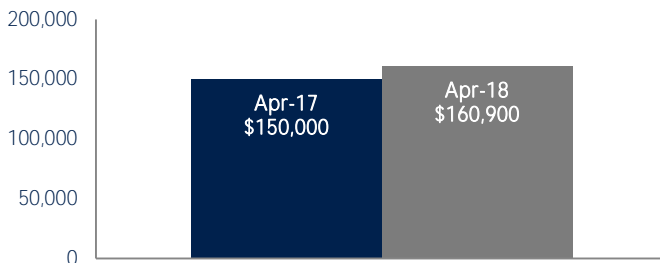
Active Inventory

Versus last year, the total number of homes available this month is lower by 76 units or 43%. The total number of active inventory this April was 99 compared to 175 in April 2017. This month's total of 99 is lower than the previous month's total supply of available inventory of 112, a decrease of 12%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Red Lion, Dallastown, and Windsor Homes was \$150,000. This April, the median sale price was \$160,900, an increase of 7% or \$10,900 compared to last year. The current median sold price is 12% lower than in March.

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

Red Lion, Dallastown, and Windsor are defined as properties listed in zip code/s 17356, 17313 and 17366.

*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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.



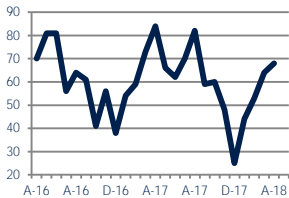
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 17356, 17313 and 17366

New Listings

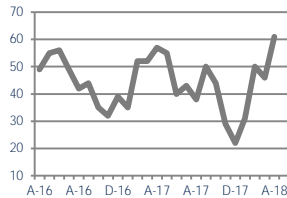
68



Down -19%
Vs. Year Ago

Current Contracts

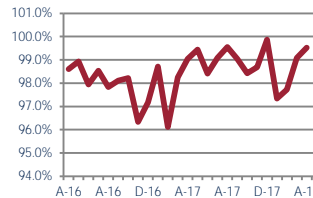
61



Up 7%
Vs. Year Ago

Sold Vs. List Price

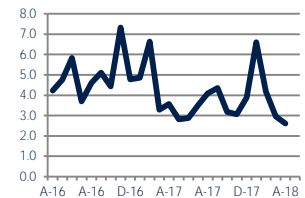
99.5%



No Change
Vs. Year Ago

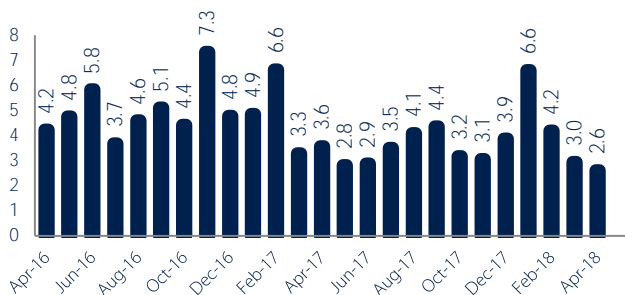
Months of Supply

2.6



Down -27%
Vs. Year Ago

Months Of Supply



Months of Supply

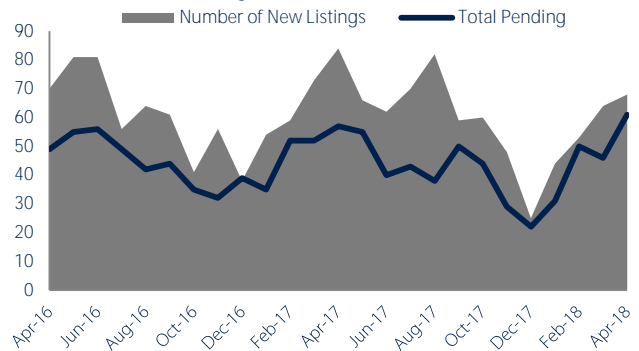
In April, there was 2.6 months of supply available in Red Lion, Dallastown, and Windsor, compared to 3.6 in April 2017. That is a decrease of 27% versus a year ago.

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.

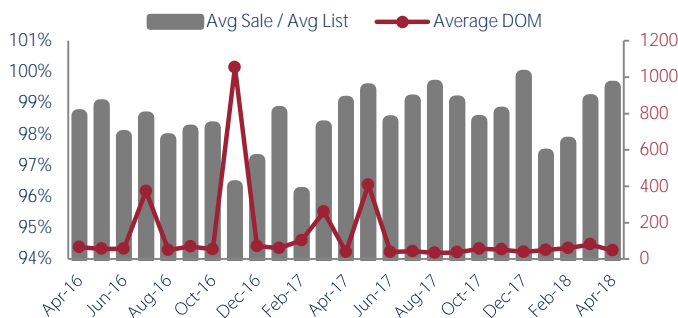
New Listings & Current Contracts

This month there were 68 homes newly listed for sale in Red Lion, Dallastown, and Windsor compared to 84 in April 2017, a decrease of 19%. There were 61 current contracts pending sale this April compared to 57 a year ago. The number of current contracts is 7% higher than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Red Lion, Dallastown, and Windsor was 99.5% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 47, higher than the average last year, which was 39, an increase of 21%.



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