



The Long & Foster Market Minute™

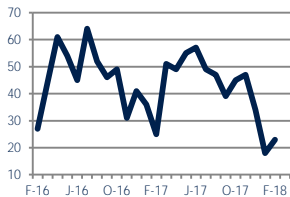
Focus On: Red Lion, Dallastown, and Windsor Housing Market

February 2018

Zip Code(s): 17356, 17313 and 17366

Units Sold

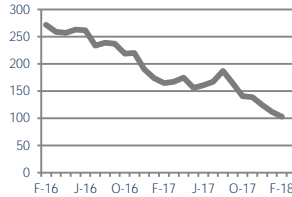
23



Down -8%
Vs. Year Ago

Active Inventory

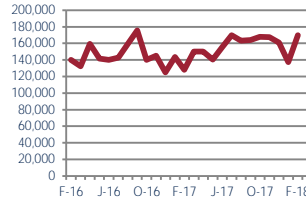
103



Down -38%
Vs. Year Ago

Median Sale Price

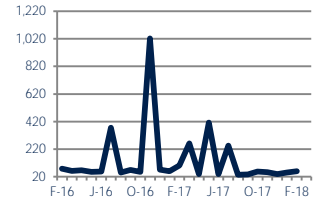
\$169,900



Up
Vs. Year Ago

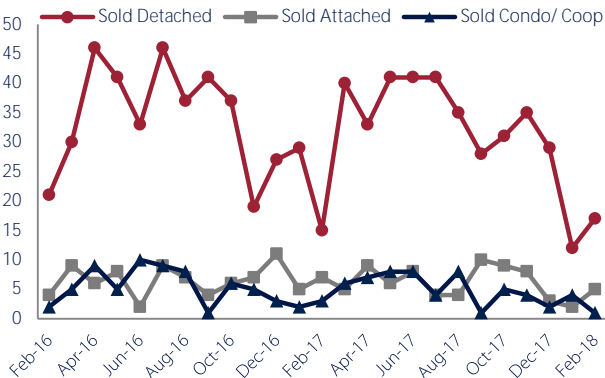
Days On Market

60



Down -41%
Vs. Year Ago

Units Sold*



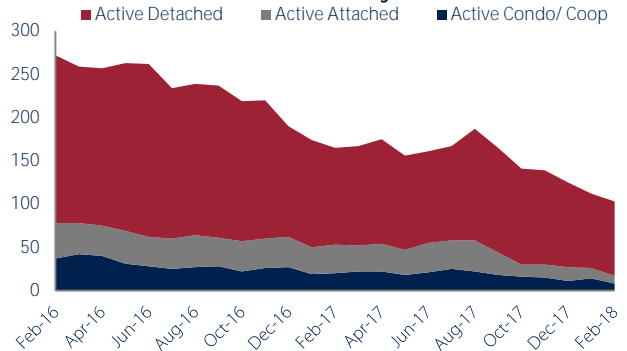
Units Sold

There was an increase in total units sold in February, with 23 sold this month in Red Lion, Dallastown, and Windsor versus 18 last month, an increase of 28%. This month's total units sold was lower than at this time last year, a decrease of 8% versus February 2017.

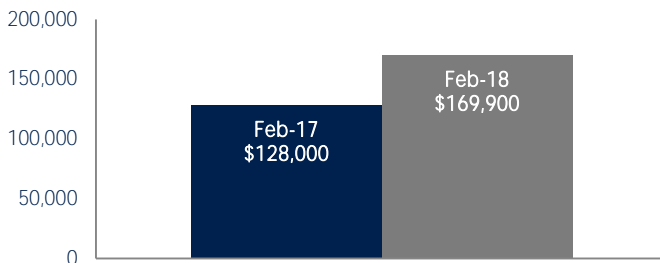
Active Inventory

Versus last year, the total number of homes available this month is lower by 62 units or 38%. The total number of active inventory this February was 103 compared to 165 in February 2017. This month's total of 103 is lower than the previous month's total supply of available inventory of 112, a decrease of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last February, the median sale price for Red Lion, Dallastown, and Windsor Homes was \$128,000. This February, the median sale price was \$169,900, an increase of \$41,900 compared to last year. The current median sold price is higher than in January.

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.



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INTERNATIONAL REAL ESTATE

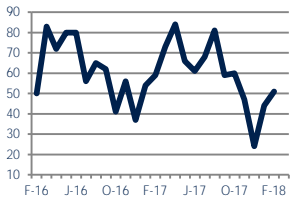




Zip Code(s): 17356, 17313 and 17366

New Listings

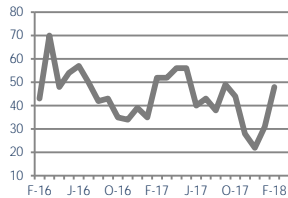
51



Down -14%
Vs. Year Ago

Current Contracts

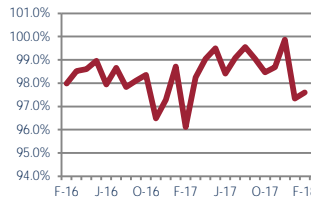
48



Down -8%
Vs. Year Ago

Sold Vs. List Price

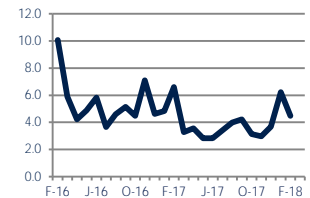
97.6%



Up 1.6%
Vs. Year Ago

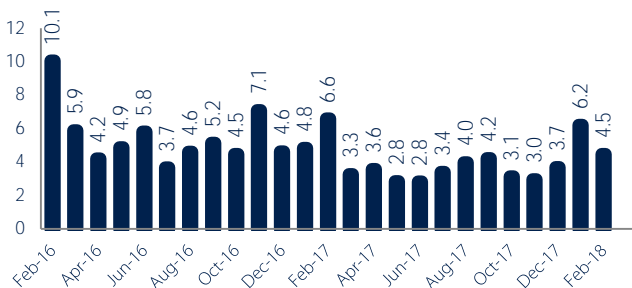
Months of Supply

4.5



Down -32%
Vs. Year Ago

Months Of Supply



Months of Supply

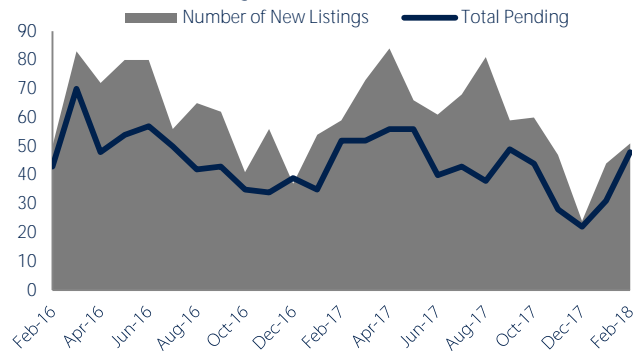
In February, there was 4.5 months of supply available in Red Lion, Dallastown, and Windsor, compared to 6.6 in February 2017. That is a decrease of 32% versus a year ago.

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.

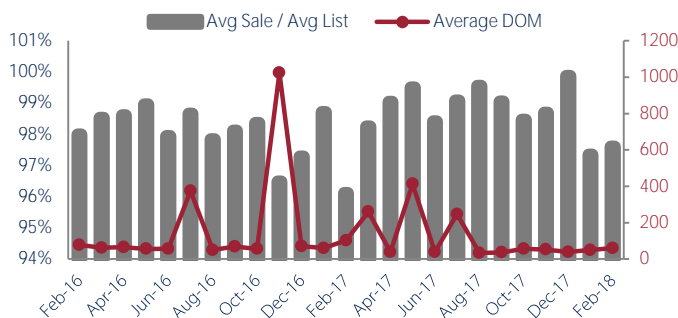
New Listings & Current Contracts

This month there were 51 homes newly listed for sale in Red Lion, Dallastown, and Windsor compared to 59 in February 2017, a decrease of 14%. There were 48 current contracts pending sale this February compared to 52 a year ago. The number of current contracts is 8% lower than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Red Lion, Dallastown, and Windsor was 97.6% of the average list price, which is 1.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 60, lower than the average last year, which was 102, a decrease of 41%.



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