



The Long & Foster Market Minute™

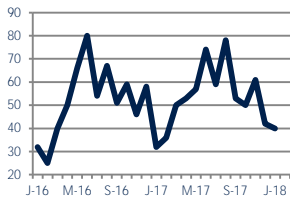
Focus On: Souderton, Telford, and Hatfield Housing Market

January 2018

Zip Code(s): 18969, 18964, 19440 and 18915

Units Sold

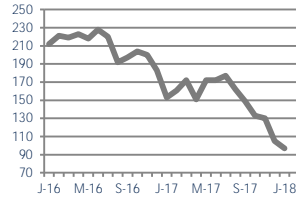
40



Up 25%
Vs. Year Ago

Active Inventory

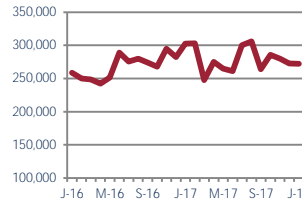
97



Down -37%
Vs. Year Ago

Median Sale Price

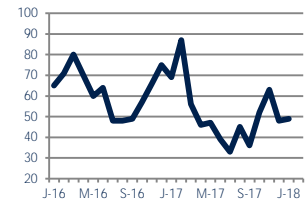
\$272,155



Down -10%
Vs. Year Ago

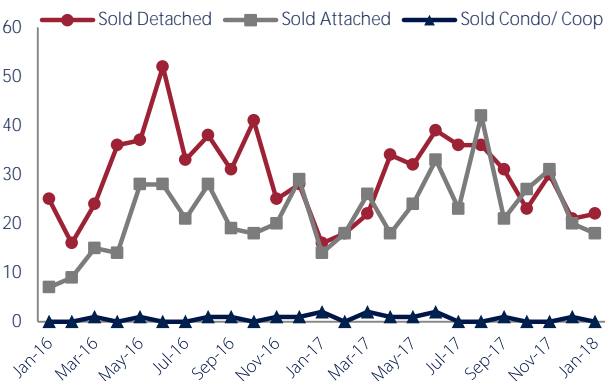
Days On Market

49



Down -29%
Vs. Year Ago

Units Sold*



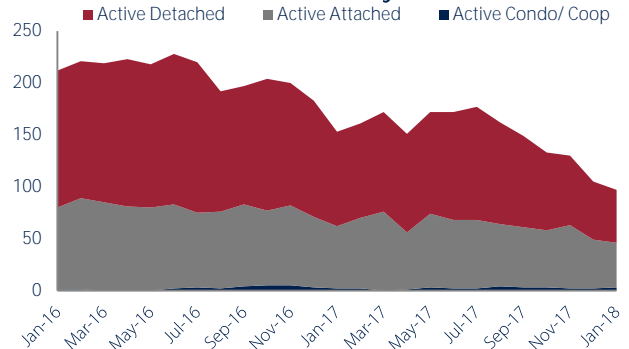
Units Sold

There was a decrease in total units sold in January, with 40 sold this month in Souderton, Telford, and Hatfield versus 42 last month, a decrease of 5%. This month's total units sold was higher than at this time last year, an increase of 25% versus January 2017.

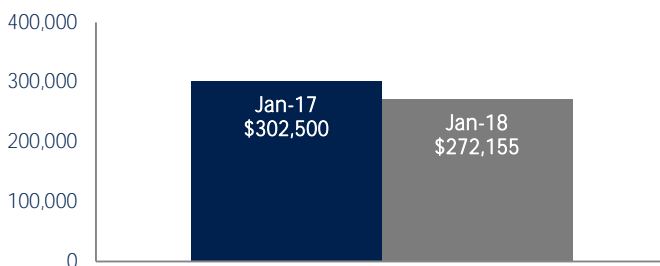
Active Inventory

Versus last year, the total number of homes available this month is lower by 56 units or 37%. The total number of active inventory this January was 97 compared to 153 in January 2017. This month's total of 97 is lower than the previous month's total supply of available inventory of 105, a decrease of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Souderton, Telford, and Hatfield Homes was \$302,500. This January, the median sale price was \$272,155, a decrease of 10% or \$30,345 compared to last year. The current median sold price is approximately the same as the median price in December.

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

Souderton, Telford, and Hatfield are defined as properties listed in zip code/s 18969, 18964, 19440 and 18915.

*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



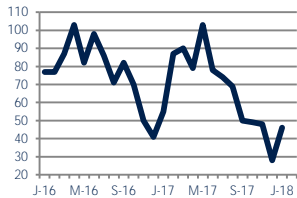
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New Listings

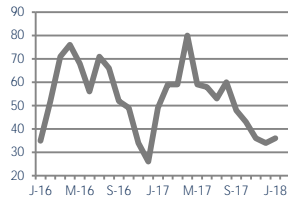
46



Down -16%
Vs. Year Ago

Current Contracts

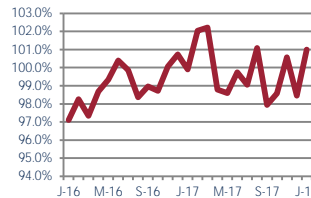
36



Down -27%
Vs. Year Ago

Sold Vs. List Price

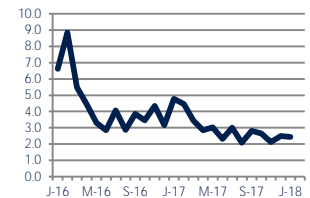
101.0%



Up 1.1%
Vs. Year Ago

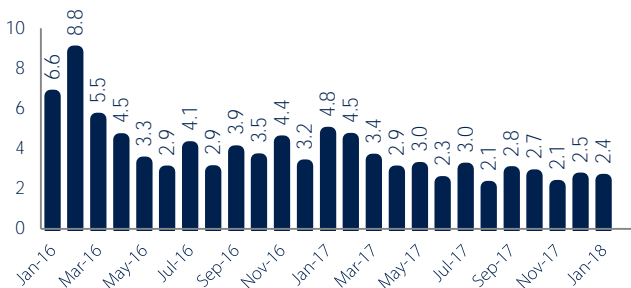
Months of Supply

2.4



Down -49%
Vs. Year Ago

Months Of Supply



Months of Supply

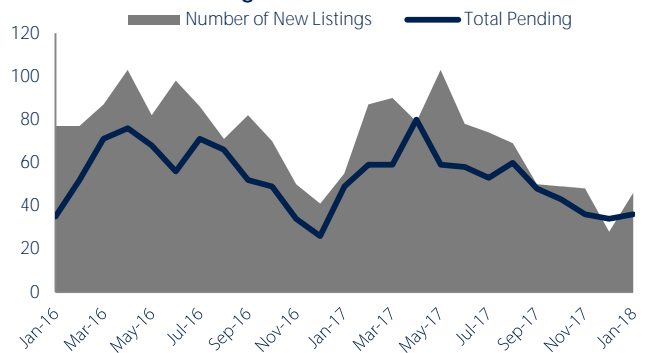
In January, there was 2.4 months of supply available in Souderton, Telford, and Hatfield, compared to 4.8 in January 2017. That is a decrease of 49% versus a year ago.

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.

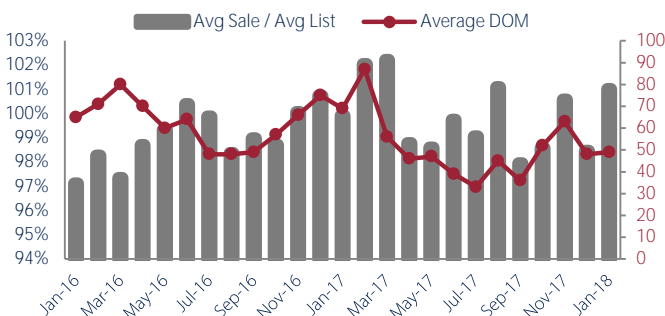
New Listings & Current Contracts

This month there were 46 homes newly listed for sale in Souderton, Telford, and Hatfield compared to 55 in January 2017, a decrease of 16%. There were 36 current contracts pending sale this January compared to 49 a year ago. The number of current contracts is 27% lower 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 Souderton, Telford, and Hatfield was 101.0% of the average list price, which is 1.1% higher than at this time last year.

Days On Market

This month, the average number of days on market was 49, lower than the average last year, which was 69, a decrease of 29%.



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