

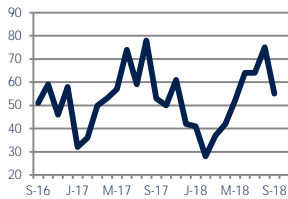
Focus On: Souderton, Telford, and Hatfield Housing Market

September 2018

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

Units Sold

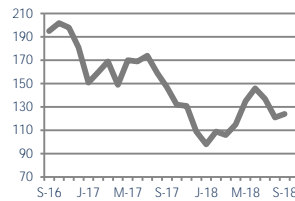
55



Up 4%
Vs. Year Ago

Active Inventory

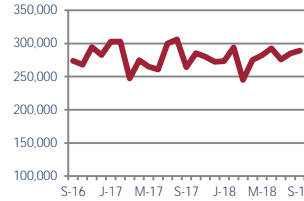
124



Down -16%
Vs. Year Ago

Median Sale Price

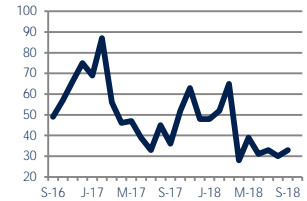
\$289,000



Up 9%
Vs. Year Ago

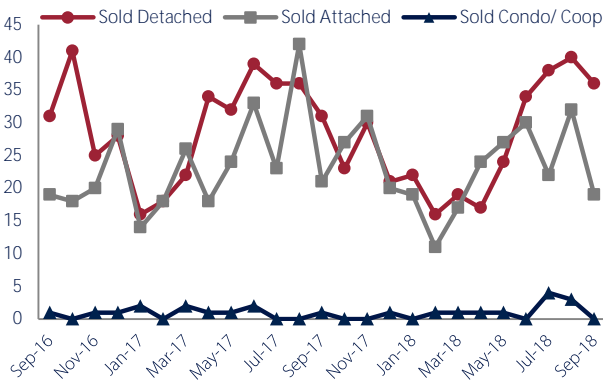
Days On Market

33



Down -8%
Vs. Year Ago

Units Sold*



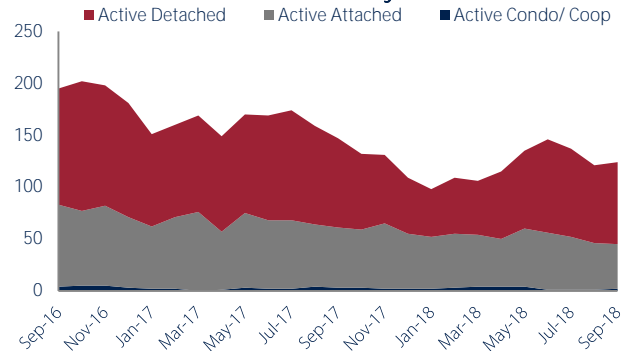
Units Sold

There was a decrease in total units sold in September, with 55 sold this month in Souderton, Telford, and Hatfield versus 75 last month, a decrease of 27%. This month's total units sold was higher than at this time last year, an increase of 4% versus September 2017.

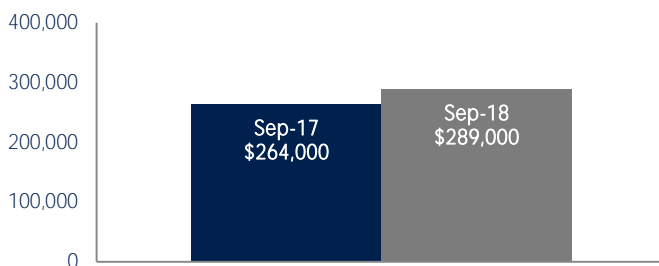
Active Inventory

Versus last year, the total number of homes available this month is lower by 23 units or 16%. The total number of active inventory this September was 124 compared to 147 in September 2017. This month's total of 124 is higher than the previous month's total supply of available inventory of 121, an increase of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Souderton, Telford, and Hatfield Homes was \$264,000. This September, the median sale price was \$289,000, an increase of 9% or \$25,000 compared to last year. The current median sold price is 1% higher than in August.

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.



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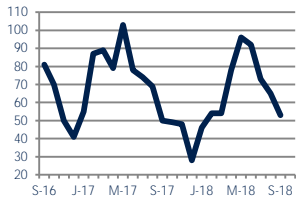
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September 2018

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New Listings

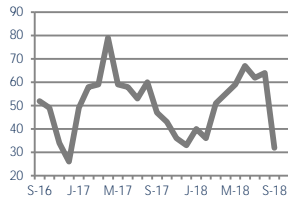
53



Up 6%
Vs. Year Ago

Current Contracts

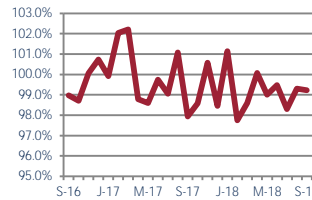
32



Down -32%
Vs. Year Ago

Sold Vs. List Price

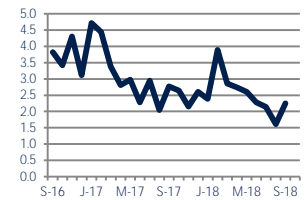
99.2%



Up 1.3%
Vs. Year Ago

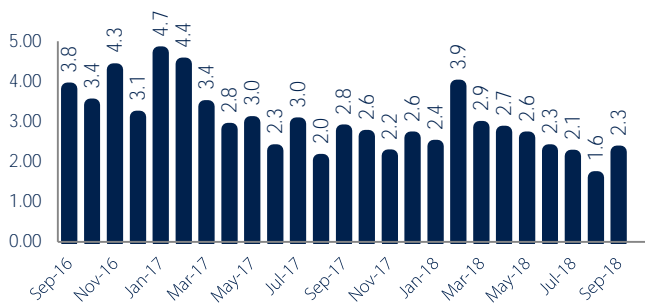
Months of Supply

2.3



Down -19%
Vs. Year Ago

Months Of Supply



Months of Supply

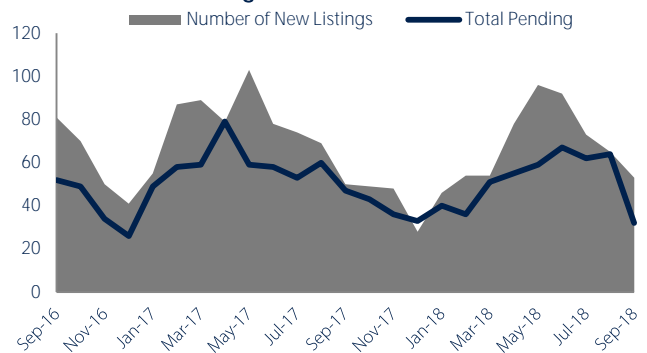
In September, there was 2.3 months of supply available in Souderton, Telford, and Hatfield, compared to 2.8 in September 2017. That is a decrease of 19% versus a year ago.

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.

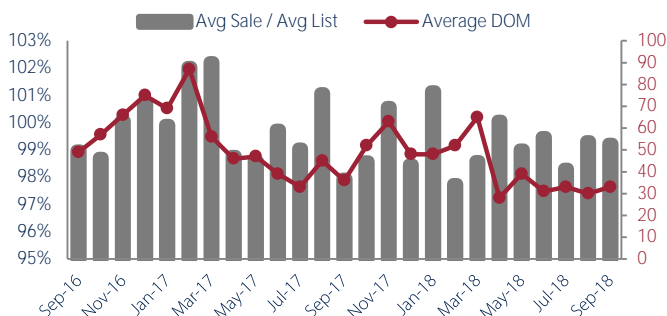
New Listings & Current Contracts

This month there were 53 homes newly listed for sale in Souderton, Telford, and Hatfield compared to 50 in September 2017, an increase of 6%. There were 32 current contracts pending sale this September compared to 47 a year ago. The number of current contracts is 32% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Souderton, Telford, and Hatfield was 99.2% of the average list price, which is 1.3% higher than at this time last year.

Days On Market

This month, the average number of days on market was 33, lower than the average last year, which was 36, a decrease of 8%.



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