



# The Long & Foster Market Minute™

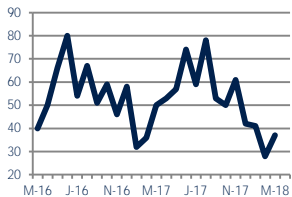
Focus On: Souderton, Telford, and Hatfield Housing Market

March 2018

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

## Units Sold

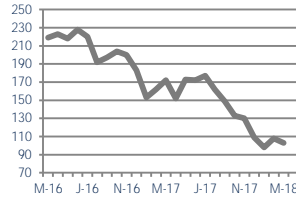
37



Down -26%  
Vs. Year Ago

## Active Inventory

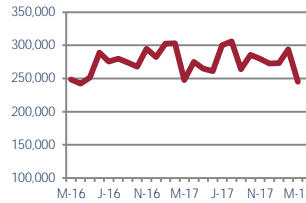
103



Down -40%  
Vs. Year Ago

## Median Sale Price

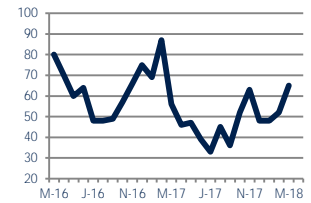
\$245,000



Down -1%  
Vs. Year Ago

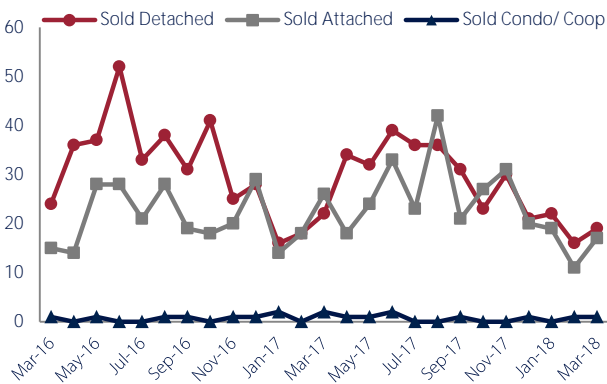
## Days On Market

65



Up 16%  
Vs. Year Ago

## Units Sold\*



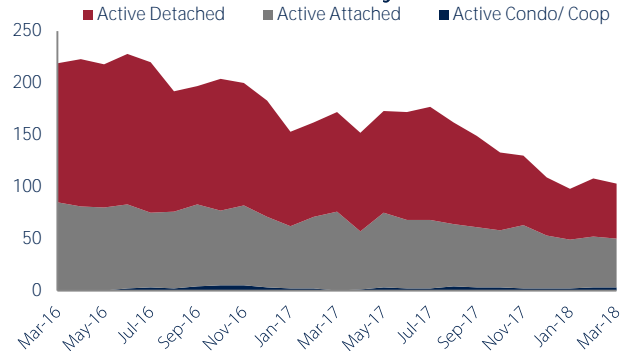
## Units Sold

There was an increase in total units sold in March, with 37 sold this month in Souderton, Telford, and Hatfield versus 28 last month, an increase of 32%. This month's total units sold was lower than at this time last year, a decrease of 26% versus March 2017.

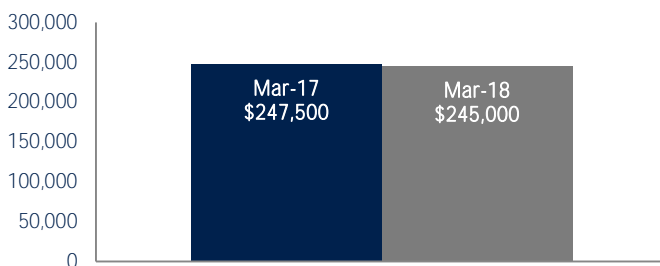
## Active Inventory

Versus last year, the total number of homes available this month is lower by 69 units or 40%. The total number of active inventory this March was 103 compared to 172 in March 2017. This month's total of 103 is lower than the previous month's total supply of available inventory of 108, a decrease of 5%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last March, the median sale price for Souderton, Telford, and Hatfield Homes was \$247,500. This March, the median sale price was \$245,000, a decrease of 1% or \$2,500 compared to last year. The current median sold price is 17% lower than in February.

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



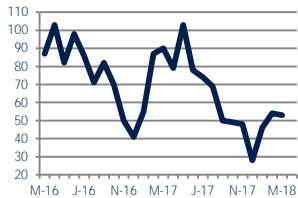
## Focus On: Souderton, Telford, and Hatfield Housing Market

March 2018

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

### New Listings

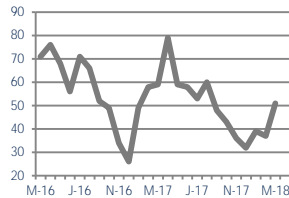
53



Down -41%  
Vs. Year Ago

### Current Contracts

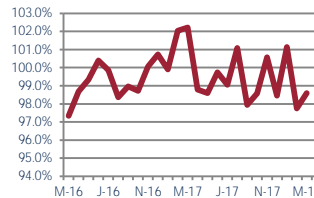
51



Down -14%  
Vs. Year Ago

### Sold Vs. List Price

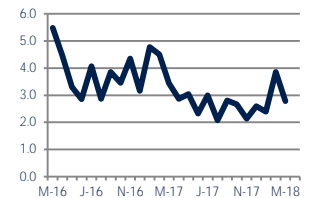
98.6%



Down -3.5%  
Vs. Year Ago

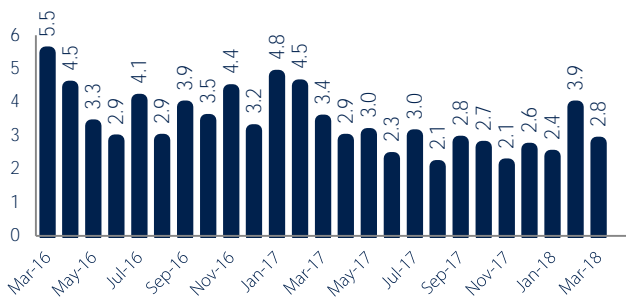
### Months of Supply

2.8



Down -19%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

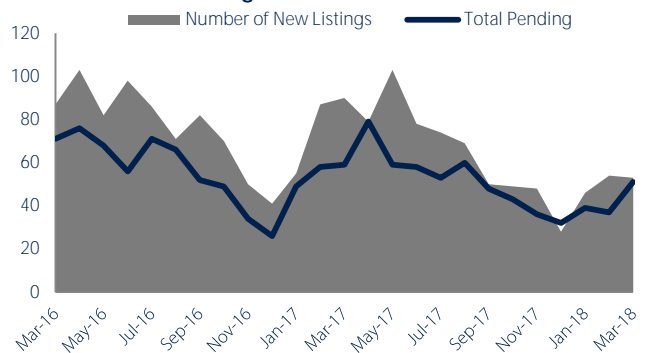
In March, there was 2.8 months of supply available in Souderton, Telford, and Hatfield, compared to 3.4 in March 2017. That is a decrease of 19% versus a year ago.

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.

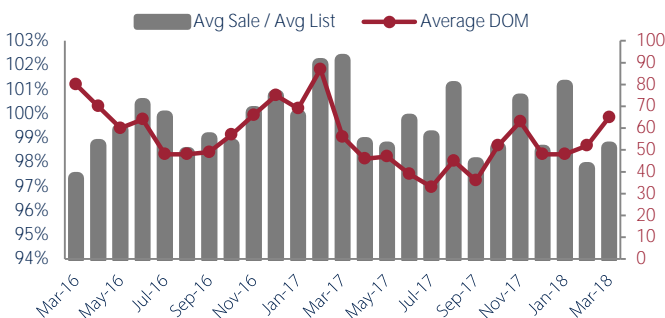
### New Listings & Current Contracts

This month there were 53 homes newly listed for sale in Souderton, Telford, and Hatfield compared to 90 in March 2017, a decrease of 41%. There were 51 current contracts pending sale this March compared to 59 a year ago. The number of current contracts is 14% lower than last March.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In March, the average sale price in Souderton, Telford, and Hatfield was 98.6% of the average list price, which is 3.6% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 65, higher than the average last year, which was 56, an increase of 16%.



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