

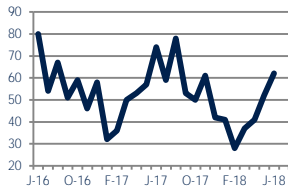
# The Long & Foster Market Minute™

Focus On: Souderton, Telford, and Hatfield Housing Market

June 2018

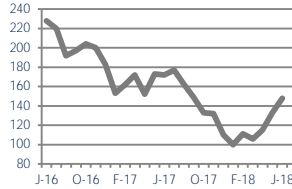
Zip Code(s): 18969, 18964, 19440 and 18915

Units Sold  
62



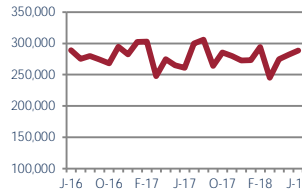
Down -16%  
Vs. Year Ago

Active Inventory  
148



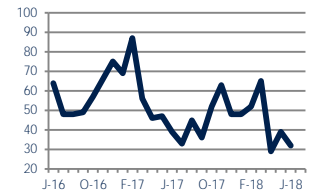
Down -14%  
Vs. Year Ago

Median Sale Price  
\$288,500



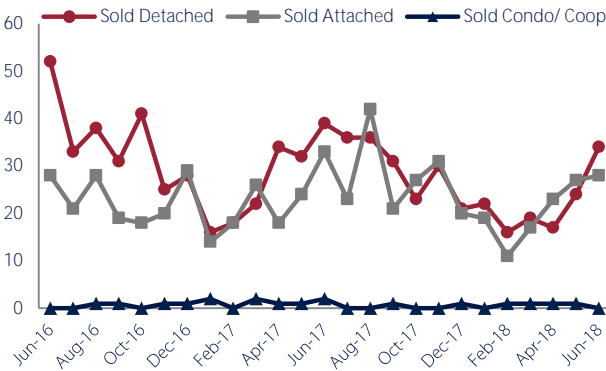
Up 11%  
Vs. Year Ago

Days On Market  
32



Down -18%  
Vs. Year Ago

### Units Sold\*



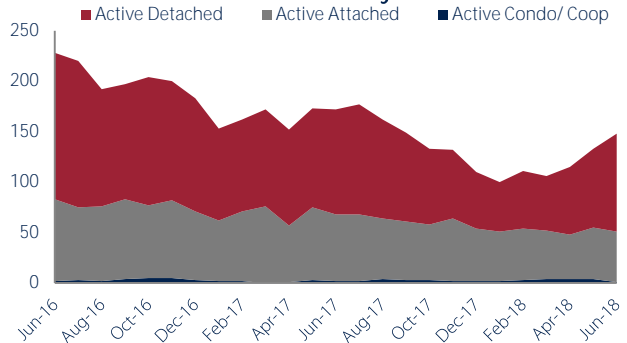
### Units Sold

There was an increase in total units sold in June, with 62 sold this month in Souderton, Telford, and Hatfield versus 52 last month, an increase of 19%. This month's total units sold was lower than at this time last year, a decrease of 16% versus June 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 24 units or 14%. The total number of active inventory this June was 148 compared to 172 in June 2017. This month's total of 148 is higher than the previous month's total supply of available inventory of 133, an increase of 11%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last June, the median sale price for Souderton, Telford, and Hatfield Homes was \$261,000. This June, the median sale price was \$288,500, an increase of 11% or \$27,500 compared to last year. The current median sold price is 2% higher than in May.

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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INTERNATIONAL REAL ESTATE





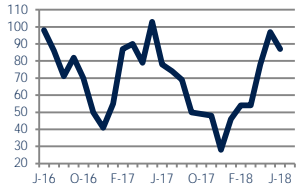
## Focus On: Souderton, Telford, and Hatfield Housing Market

June 2018

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

### New Listings

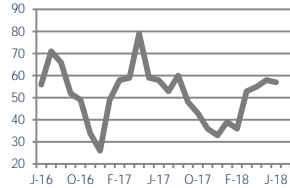
87



Up 12%  
Vs. Year Ago

### Current Contracts

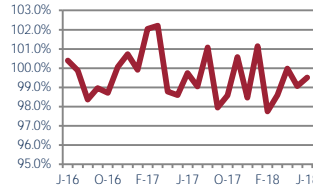
57



Down -2%  
Vs. Year Ago

### Sold Vs. List Price

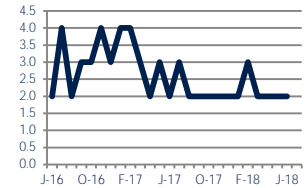
99.5%



No Change  
Vs. Year Ago

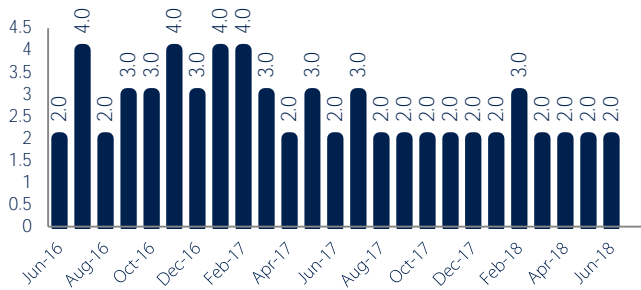
### Months of Supply

2.0



No Change  
Vs. Year Ago

### Months Of Supply



### Months of Supply

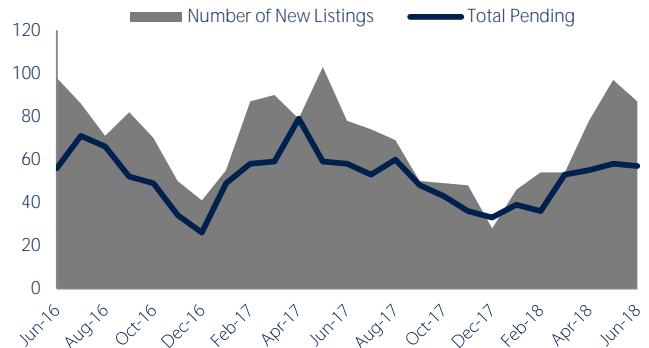
In June, there was 2.4 months of supply available in Souderton, Telford, and Hatfield. The amount of supply is similar compared to a year ago.

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.

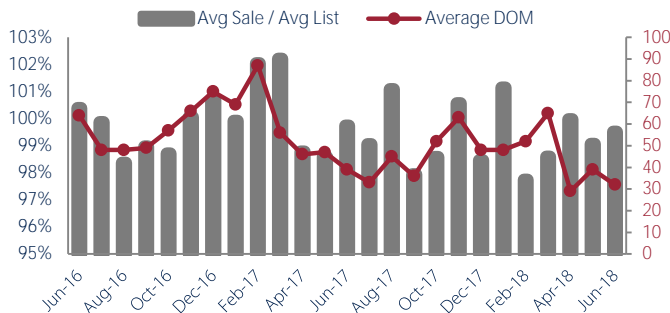
### New Listings & Current Contracts

This month there were 87 homes newly listed for sale in Souderton, Telford, and Hatfield compared to 78 in June 2017, an increase of 12%. There were 57 current contracts pending sale this June compared to 58 a year ago. The number of current contracts is 2% lower than last June.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In June, the average sale price in Souderton, Telford, and Hatfield 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 32, lower than the average last year, which was 39, a decrease of 18%.



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