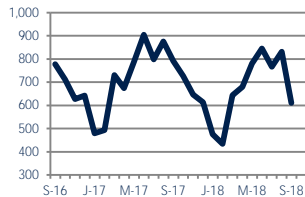


### Units Sold

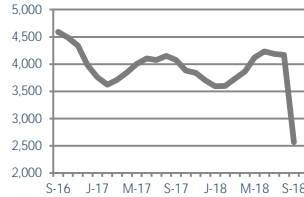
610



Down -23%  
Vs. Year Ago

### Active Inventory

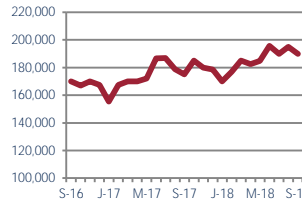
2,567



Down -37%  
Vs. Year Ago

### Median Sale Price

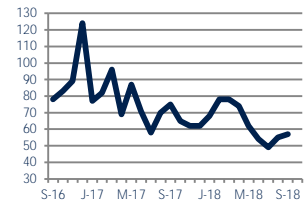
\$189,900



Up 9%  
Vs. Year Ago

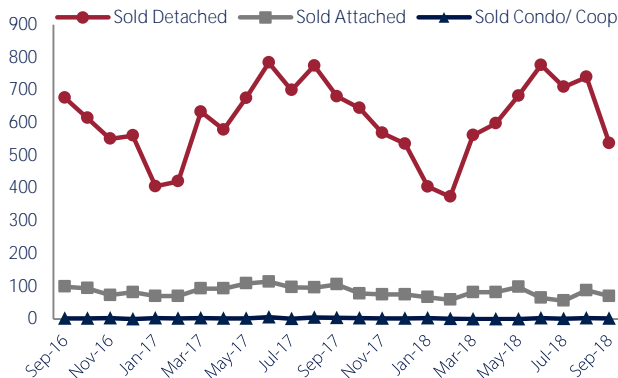
### Days On Market

57



Down -24%  
Vs. Year Ago

### Units Sold\*



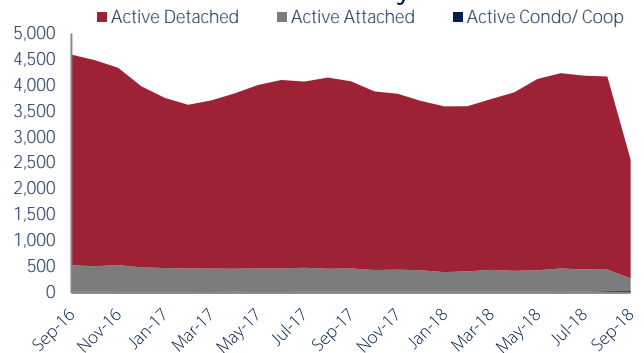
### Units Sold

There was a decrease in total units sold in September, with 610 sold this month in Southern Pennsylvania versus 831 last month, a decrease of 27%. This month's total units sold was lower than at this time last year, a decrease of 23% versus September 2017.

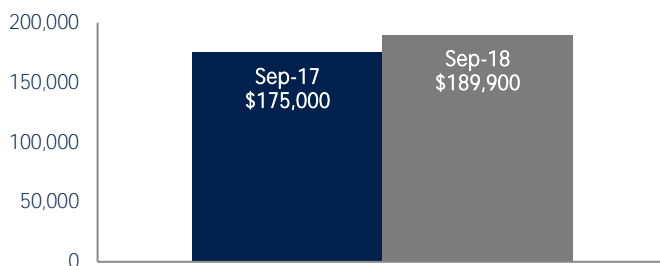
### Active Inventory

Versus last year, the total number of homes available this month is lower by 1,510 units or 37%. The total number of active inventory this September was 2,567 compared to 4,077 in September 2017. This month's total of 2,567 is lower than the previous month's total supply of available inventory of 4,170, a decrease of 38%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Southern Pennsylvania Homes was \$175,000. This September, the median sale price was \$189,900, an increase of 9% or \$14,900 compared to last year. The current median sold price is 3% lower 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.



\*Defined as the counties of Adams, Franklin, Fulton, and York

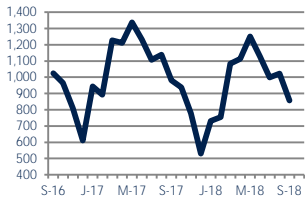
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS/BRIGHTMLS 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 MRIS/BRIGHTMLS or Long & Foster Real Estate, Inc.





### New Listings

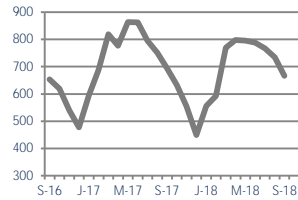
858



Down -13%  
Vs. Year Ago

### Current Contracts

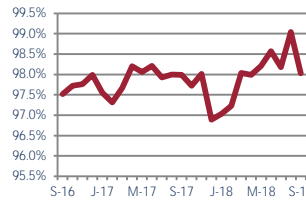
667



Down -4%  
Vs. Year Ago

### Sold Vs. List Price

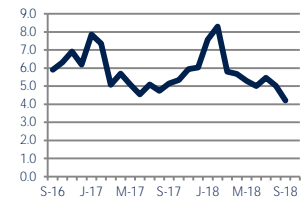
98.0%



No Change  
Vs. Year Ago

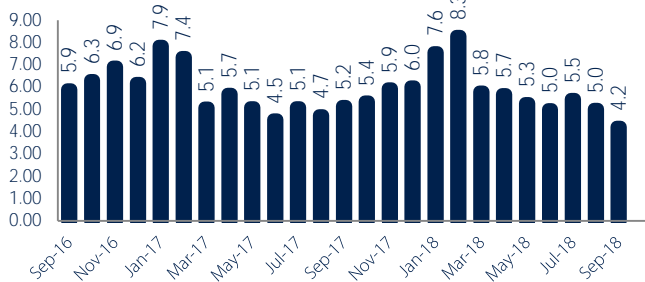
### Months of Supply

4.2



Down -18%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

In September, there was 4.2 months of supply available in Southern Pennsylvania, compared to 5.2 in September 2017. That is a decrease of 18% versus a year ago.

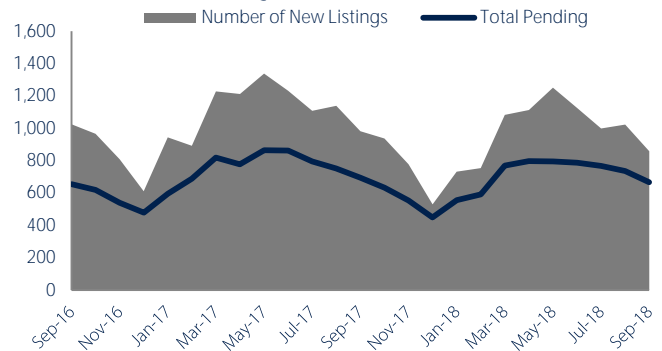
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

### New Listings & Current Contracts

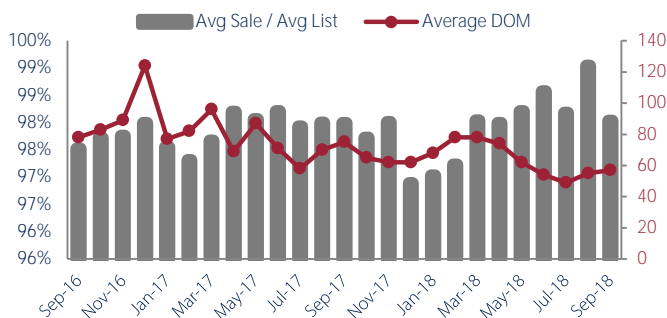
This month there were 858 homes newly listed for sale in Southern Pennsylvania compared to 982 in September 2017, a decrease of 13%.

There were 667 current contracts pending sale this September compared to 695 a year ago. The number of current contracts is 4% 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 Southern Pennsylvania was 98.0% 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 57, lower than the average last year, which was 75, a decrease of 24%.



\*Defined as the counties of Adams, Franklin, Fulton, and York

\*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.

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