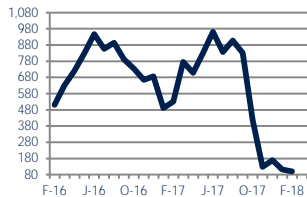




Units Sold

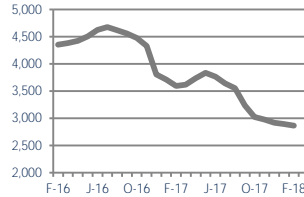
100



Down
Vs. Year Ago

Active Inventory

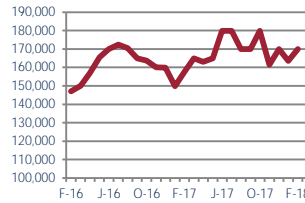
2,868



Down -20%
Vs. Year Ago

Median Sale Price

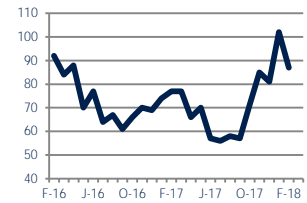
\$169,900



Up 8%
Vs. Year Ago

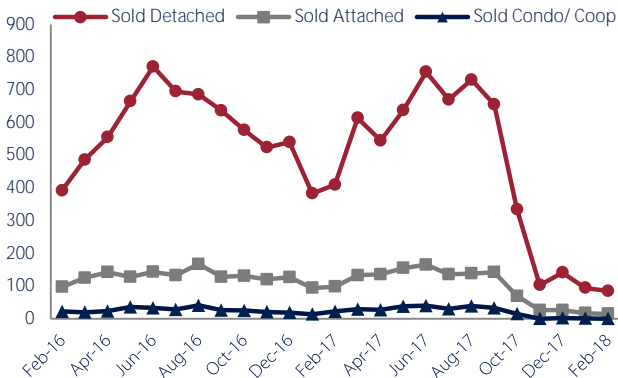
Days On Market

87



Up 13%
Vs. Year Ago

Units Sold*



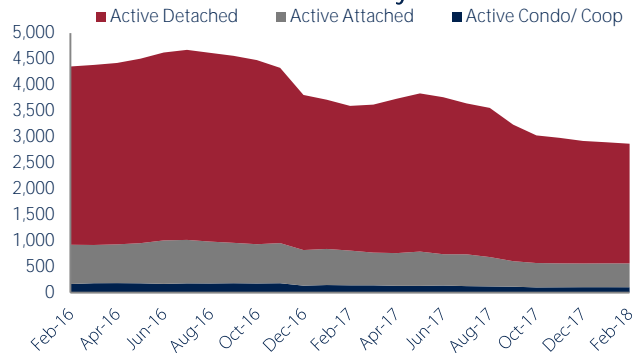
Units Sold

There was a decrease in total units sold in February, with 100 sold this month in Southern Pennsylvania. This month's total units sold was lower than at this time last year.

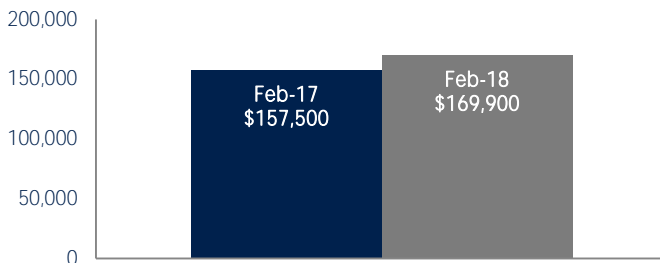
Active Inventory

Versus last year, the total number of homes available this month is lower by 729 units or 20%. The total number of active inventory this February was 2,868 compared to 3,597 in February 2017. This month's total of 2,868 is lower than the previous month's total supply of available inventory of 2,896, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for Southern Pennsylvania Homes was \$157,500. This February, the median sale price was \$169,900, an increase of 8% or \$12,400 compared to last year. The current median sold price is 4% higher than in January.

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

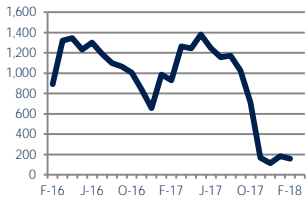
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by MRIS/RAYAC 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/RAYAC or Long & Foster Real Estate, Inc.



New Listings

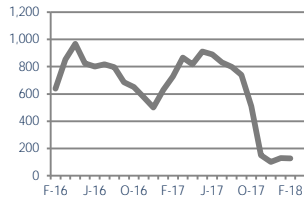
159



Down -83%
Vs. Year Ago

Current Contracts

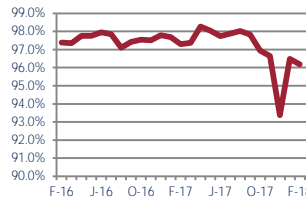
128



Down -82%
Vs. Year Ago

Sold Vs. List Price

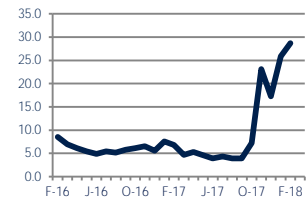
96.2%



Down -1.1%
Vs. Year Ago

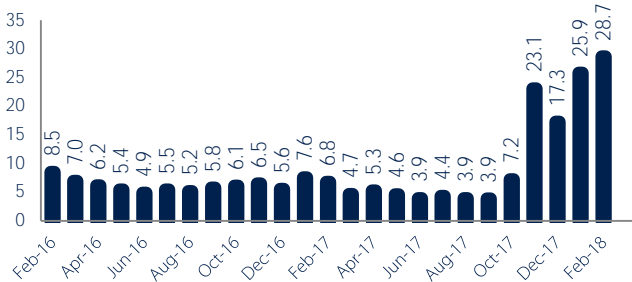
Months of Supply

28.7



Up
Vs. Year Ago

Months Of Supply



Months of Supply

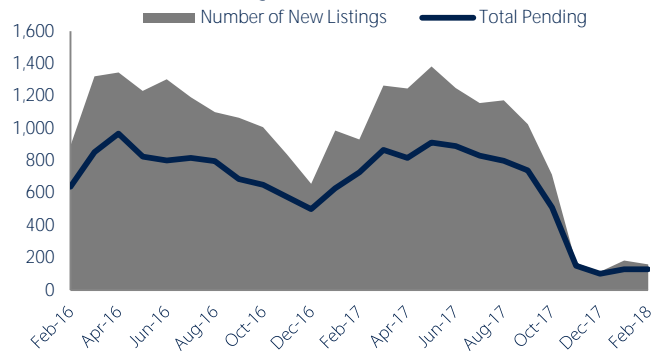
In February, there was 28.7 months of supply available in Southern Pennsylvania, compared to 6.8 in February 2017. That is an increase versus a year ago.

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.

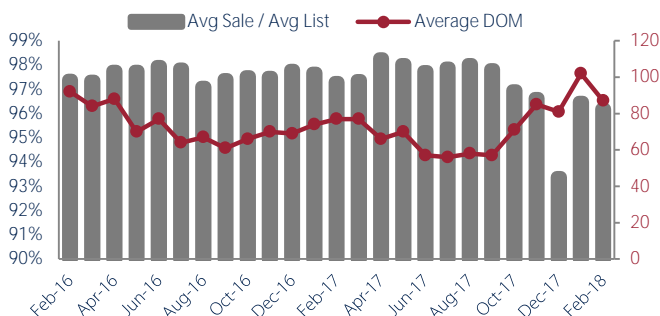
New Listings & Current Contracts

This month there were 159 homes newly listed for sale in Southern Pennsylvania compared to 931 in February 2017, a decrease of 83%. There were 128 current contracts pending sale this February compared to 729 a year ago. The number of current contracts is 82% lower than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Southern Pennsylvania was 96.2% of the average list price, which is 1.1% lower than at this time last year.

Days On Market

This month, the average number of days on market was 87, higher than the average last year, which was 77, an increase of 13%.



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*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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