

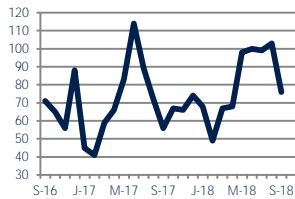
Focus On: Middletown and Townsend Housing Market

September 2018

Zip Code(s): 19709, 19734, 19730 and 19731

Units Sold

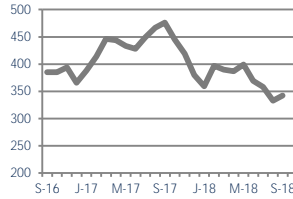
76



Up
Vs. Year Ago

Active Inventory

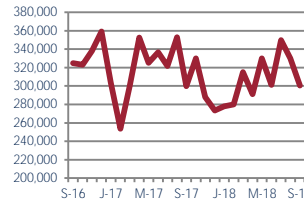
342



Down -28%
Vs. Year Ago

Median Sale Price

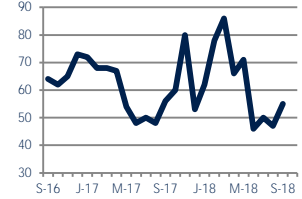
\$300,495



No Change
Vs. Year Ago

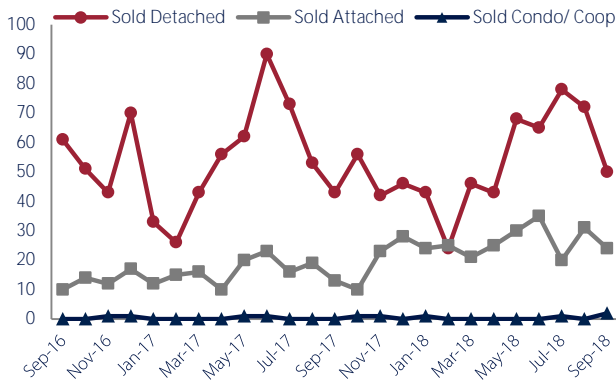
Days On Market

55



Down -2%
Vs. Year Ago

Units Sold*



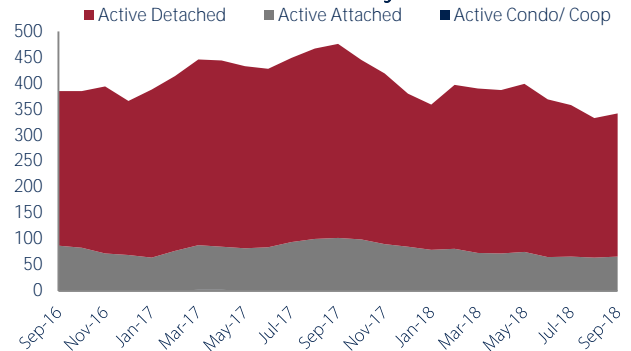
Units Sold

There was a decrease in total units sold in September, with 76 sold this month in Middletown and Townsend. This month's total units sold was higher than at this time last year.

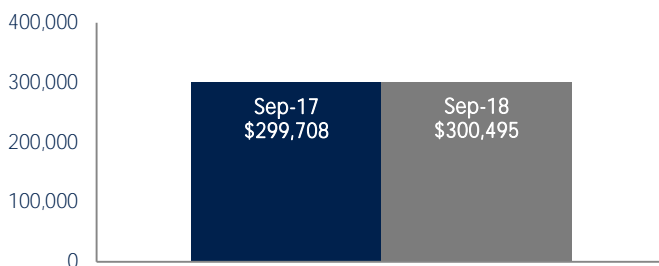
Active Inventory

Versus last year, the total number of homes available this month is lower by 134 units or 28%. The total number of active inventory this September was 342 compared to 476 in September 2017. This month's total of 342 is higher than the previous month's total supply of available inventory of 333, an increase of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Middletown and Townsend Homes was \$299,708. This September, the median sale price was \$300,495, which is similar compared to a year ago. The current median sold price is 9% 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.

Middletown and Townsend are defined as properties listed in zip code/s 19709, 19734, 19730 and 19731.

*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

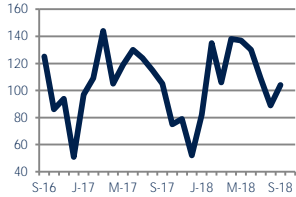




Zip Code(s): 19709, 19734, 19730 and 19731

New Listings

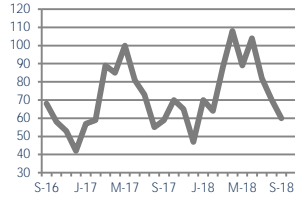
104



Down -1%
Vs. Year Ago

Current Contracts

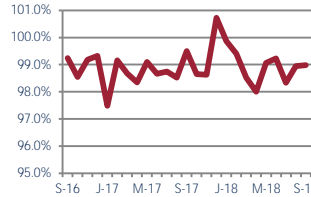
60



Up 2%
Vs. Year Ago

Sold Vs. List Price

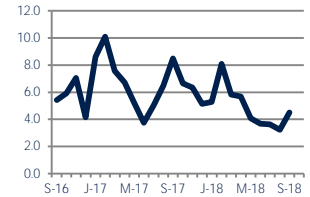
99.0%



Down -0.5%
Vs. Year Ago

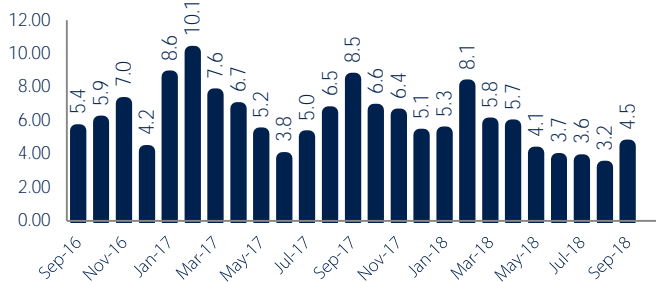
Months of Supply

4.5



Down -47%
Vs. Year Ago

Months Of Supply



Months of Supply

In September, there was 4.5 months of supply available in Middletown and Townsend, compared to 8.5 in September 2017. That is a decrease of 47% versus a year ago.

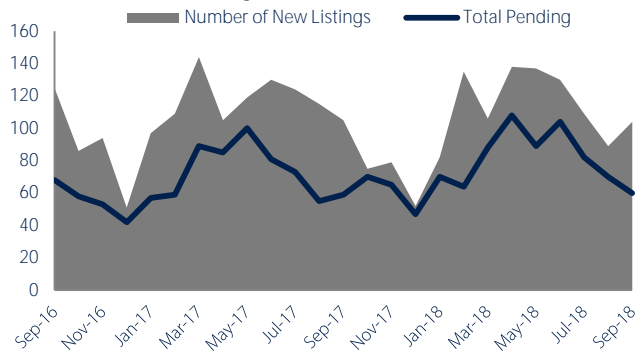
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

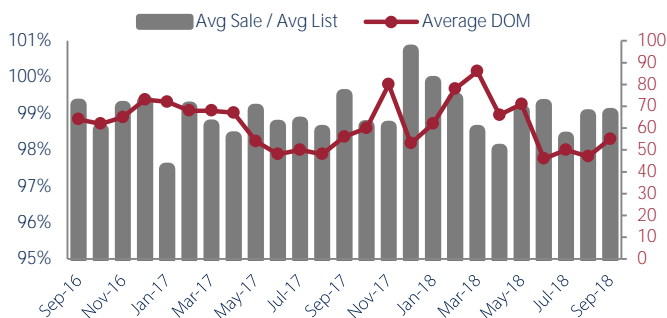
This month there were 104 homes newly listed for sale in Middletown and Townsend compared to 105 in September 2017, a decrease of 1%.

There were 60 current contracts pending sale this September compared to 59 a year ago. The number of current contracts is 2% higher 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 Middletown and Townsend was 99.0% of the average list price, which is 0.5% lower than at this time last year.

Days On Market

This month, the average number of days on market was 55, lower than the average last year, which was 56, a decrease of 2%.



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