

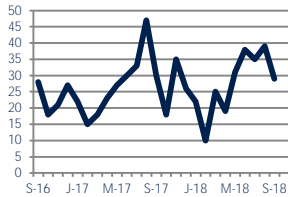
Focus On: Douglassville, Boyertown, and Barto Housing Market

September 2018

Zip Code(s): 19512, 19504, 19505, 19503, 18056, 19545 and 19548

Units Sold

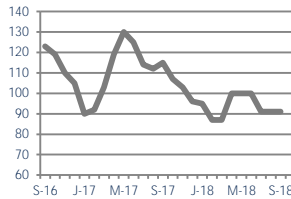
29



Down -3%
Vs. Year Ago

Active Inventory

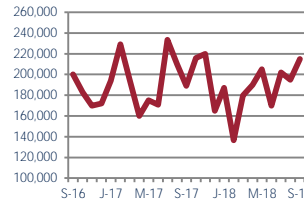
91



Down -21%
Vs. Year Ago

Median Sale Price

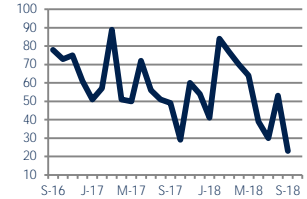
\$215,000



Up 14%
Vs. Year Ago

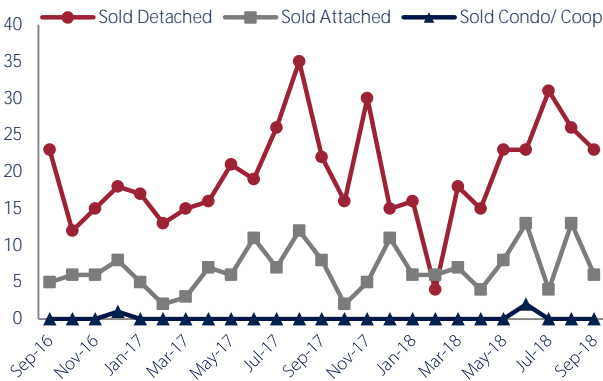
Days On Market

23



Down
Vs. Year Ago

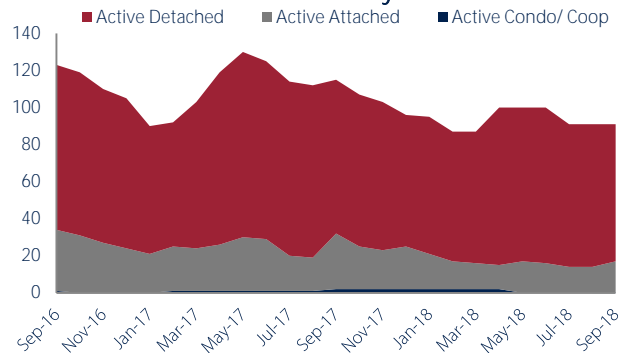
Units Sold*



Units Sold

There was a decrease in total units sold in September, with 29 sold this month in Douglassville, Boyertown, and Barto versus 39 last month, a decrease of 26%. This month's total units sold was lower than at this time last year, a decrease of 3% versus September 2017.

Active Inventory*



Active Inventory

Versus last year, the total number of homes available this month is lower by 24 units or 21%. The total number of active inventory this September was 91 compared to 115 in September 2017. This month's supply remained stable as compared to last month.

Median Sale Price



Median Sale Price

Last September, the median sale price for Douglassville, Boyertown, and Barto Homes was \$189,000. This September, the median sale price was \$215,000, an increase of 14% or \$26,000 compared to last year. The current median sold price is 10% 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.

Douglassville, Boyertown, and Barto are defined as properties listed in zip code/s 19512, 19504, 19505, 19503, 18056, 19545 and 19548.

*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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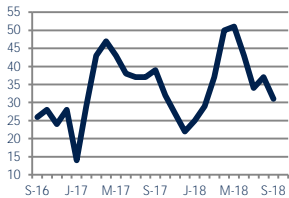
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September 2018

Zip Code(s): 19512, 19504, 19505, 19503, 18056, 19545 and 19548

New Listings

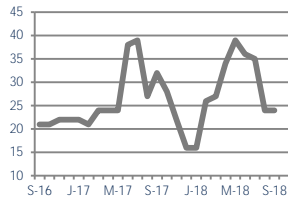
31



Down -21%
Vs. Year Ago

Current Contracts

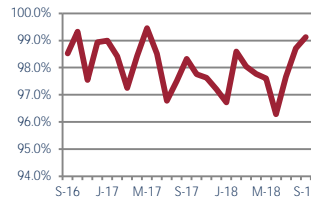
24



Down -25%
Vs. Year Ago

Sold Vs. List Price

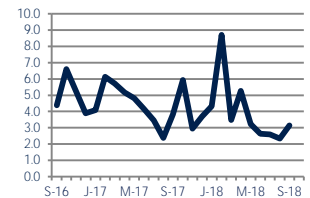
99.1%



Up 0.8%
Vs. Year Ago

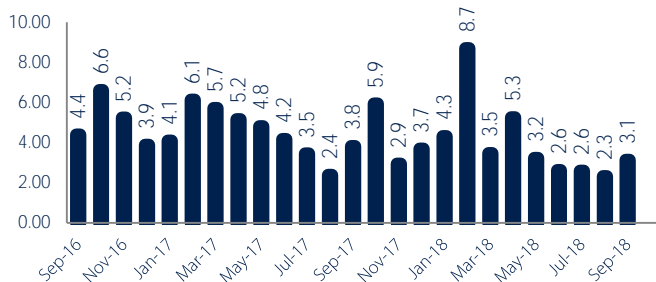
Months of Supply

3.1



Down -18%
Vs. Year Ago

Months Of Supply



Months of Supply

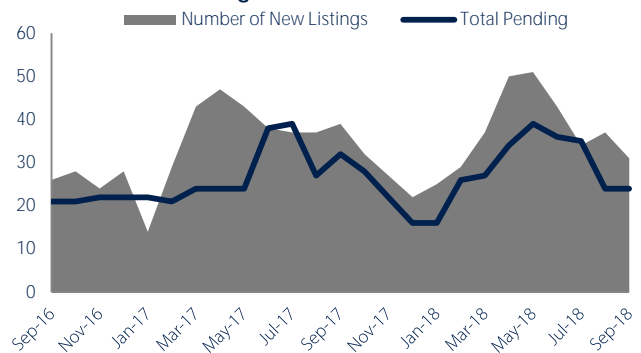
In September, there was 3.1 months of supply available in Douglassville, Boyertown, and Barto, compared to 3.8 in September 2017. That is a decrease of 18% versus a year ago.

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.

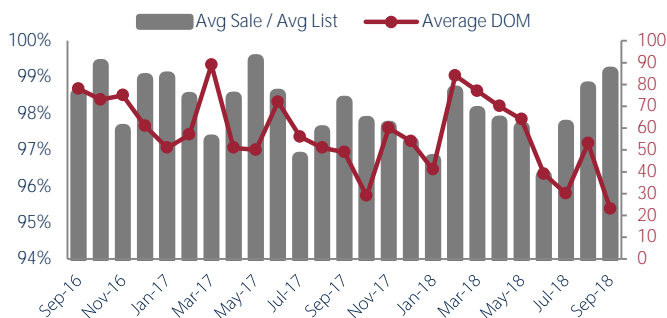
New Listings & Current Contracts

This month there were 31 homes newly listed for sale in Douglassville, Boyertown, and Barto compared to 39 in September 2017, a decrease of 21%. There were 24 current contracts pending sale this September compared to 32 a year ago. The number of current contracts remained stable as compared to last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Douglassville, Boyertown, and Barto was 99.1% of the average list price, which is 0.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 23, lower than the average last year, which was 49. This decrease was impacted by the limited number of sales.



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