

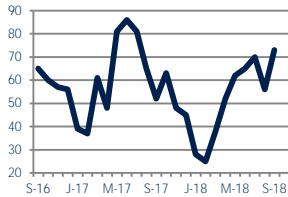
Focus On: Gilbertsville, Pennsburg, East Greenville Housing Market

September 2018

Zip Code(s): 19525, 18073, 18074, 18041, 18076, 18054, 19492, 19435, 18070 and 18084

Units Sold

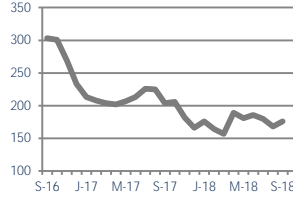
73



Up
Vs. Year Ago

Active Inventory

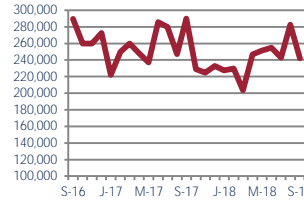
176



Down -14%
Vs. Year Ago

Median Sale Price

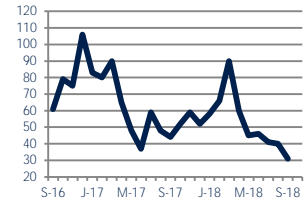
\$242,000



Down -17%
Vs. Year Ago

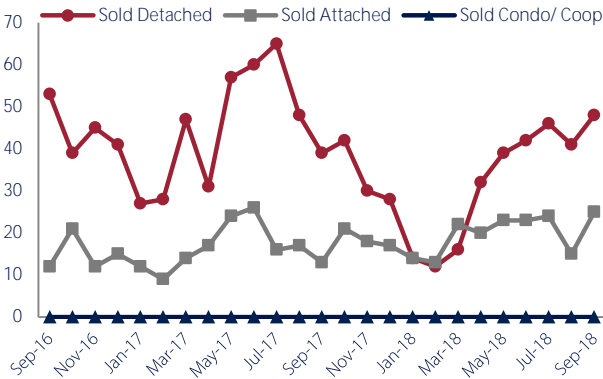
Days On Market

31



Down -30%
Vs. Year Ago

Units Sold*



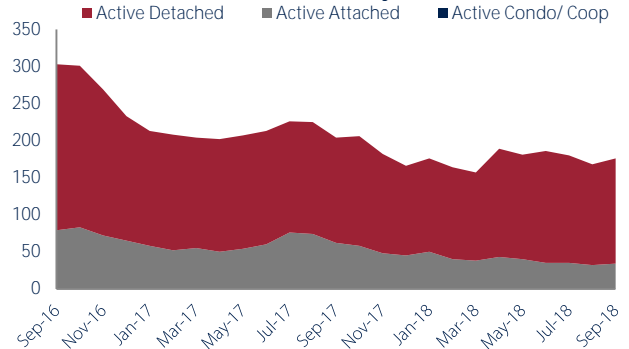
Units Sold

There was an increase in total units sold in September, with 73 sold this month in Gilbertsville, Pennsburg, East Greenville. This month's total units sold was higher than at this time last year.

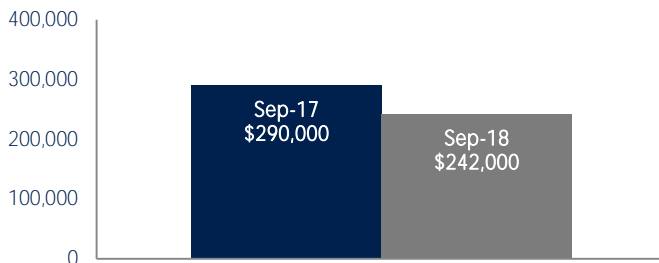
Active Inventory

Versus last year, the total number of homes available this month is lower by 28 units or 14%. The total number of active inventory this September was 176 compared to 204 in September 2017. This month's total of 176 is higher than the previous month's total supply of available inventory of 168, an increase of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Gilbertsville, Pennsburg, East Greenville Homes was \$290,000. This September, the median sale price was \$242,000, a decrease of 17% or \$48,000 compared to last year. The current median sold price is 14% 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.



Gilbertsville, Pennsburg, East Greenville are defined as properties listed in zip code/s 19525, 18073, 18074, 18041, 18076, 18054, 19492, 19435, 18070 and 18084.

*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.



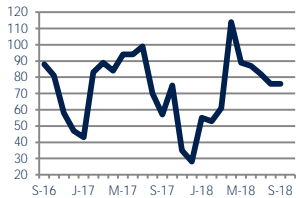
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New Listings

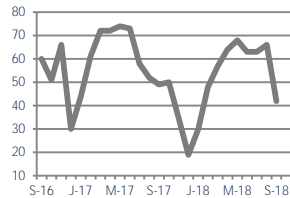
76



Up 33%
Vs. Year Ago

Current Contracts

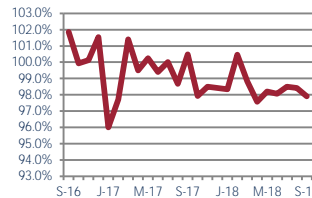
42



Down -14%
Vs. Year Ago

Sold Vs. List Price

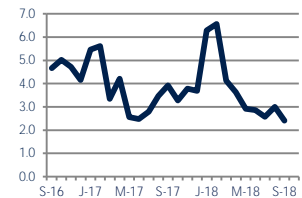
97.9%



Down -2.6%
Vs. Year Ago

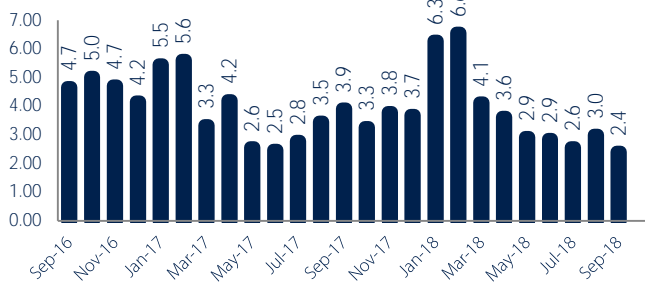
Months of Supply

2.4



Down -39%
Vs. Year Ago

Months Of Supply



Months of Supply

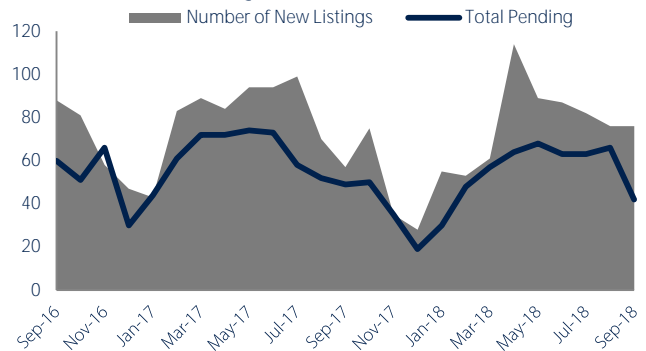
In September, there was 2.4 months of supply available in Gilbertsville, Pennsburg, East Greenville, compared to 3.9 in September 2017. That is a decrease of 39% versus a year ago.

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.

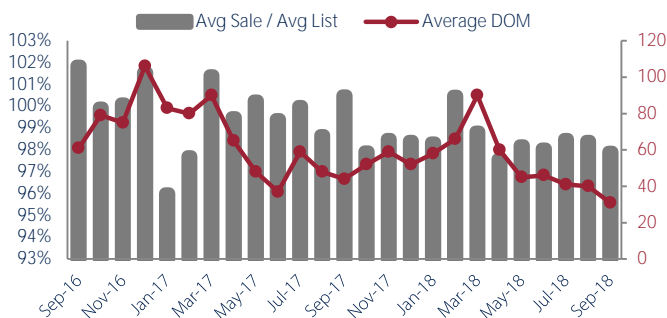
New Listings & Current Contracts

This month there were 76 homes newly listed for sale in Gilbertsville, Pennsburg, East Greenville compared to 57 in September 2017, an increase of 33%. There were 42 current contracts pending sale this September compared to 49 a year ago. The number of current contracts is 14% 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 Gilbertsville, Pennsburg, East Greenville was 97.9% of the average list price, which is 2.6% lower than at this time last year.

Days On Market

This month, the average number of days on market was 31, lower than the average last year, which was 44, a decrease of 30%.



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