



The Long & Foster Market Minute™

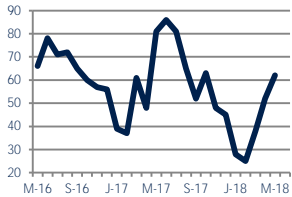
Focus On: Gilbertsville, Pennsburg, East Greenville Housing Market

May 2018

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

Units Sold

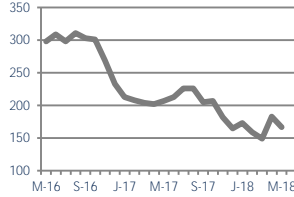
62



Down -23%
Vs. Year Ago

Active Inventory

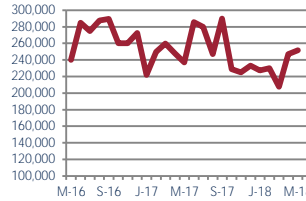
167



Down -19%
Vs. Year Ago

Median Sale Price

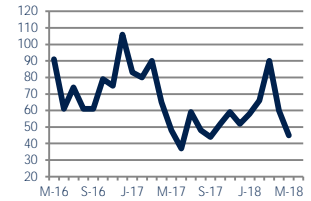
\$251,495



Up 6%
Vs. Year Ago

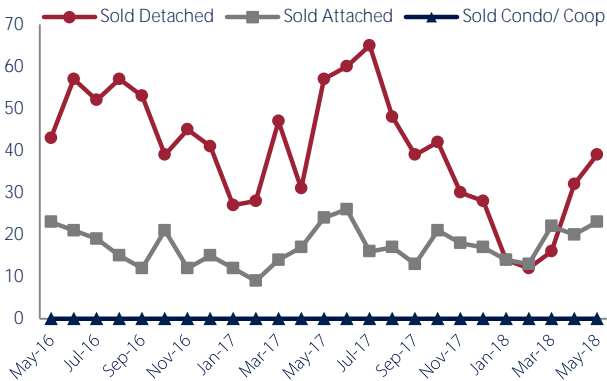
Days On Market

45



Down -6%
Vs. Year Ago

Units Sold*



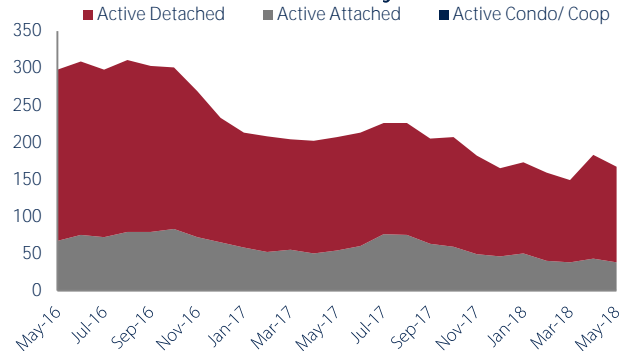
Units Sold

There was an increase in total units sold in May, with 62 sold this month in Gilbertsville, Pennsburg, East Greenville versus 52 last month, an increase of 19%. This month's total units sold was lower than at this time last year, a decrease of 23% versus May 2017.

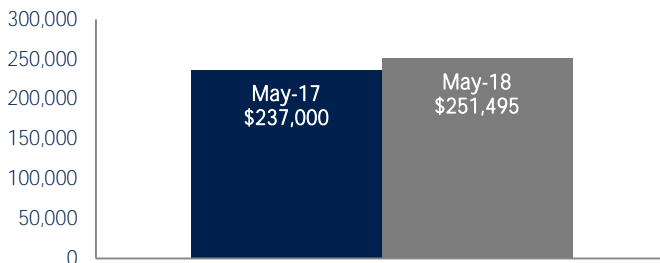
Active Inventory

Versus last year, the total number of homes available this month is lower by 40 units or 19%. The total number of active inventory this May was 167 compared to 207 in May 2017. This month's total of 167 is lower than the previous month's total supply of available inventory of 183, a decrease of 9%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Gilbertsville, Pennsburg, East Greenville Homes was \$237,000. This May, the median sale price was \$251,495, an increase of 6% or \$14,495 compared to last year. The current median sold price is 2% higher than in April.

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.



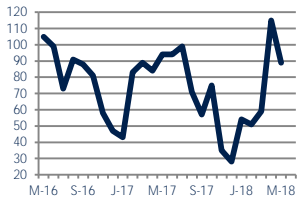
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New Listings

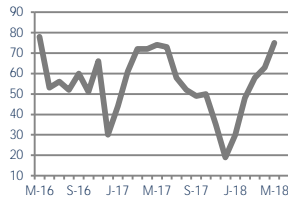
89



Down -5%
Vs. Year Ago

Current Contracts

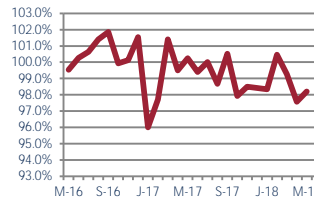
75



Up 1%
Vs. Year Ago

Sold Vs. List Price

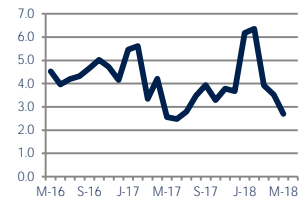
98.2%



Down -2%
Vs. Year Ago

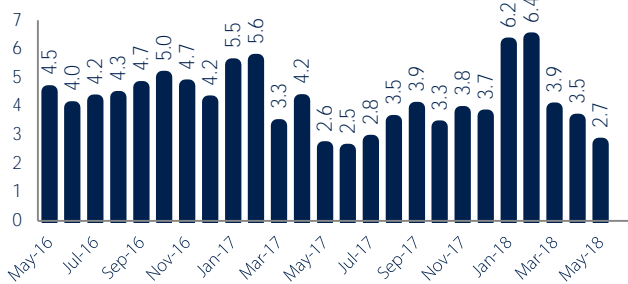
Months of Supply

2.7



Up 5%
Vs. Year Ago

Months Of Supply



Months of Supply

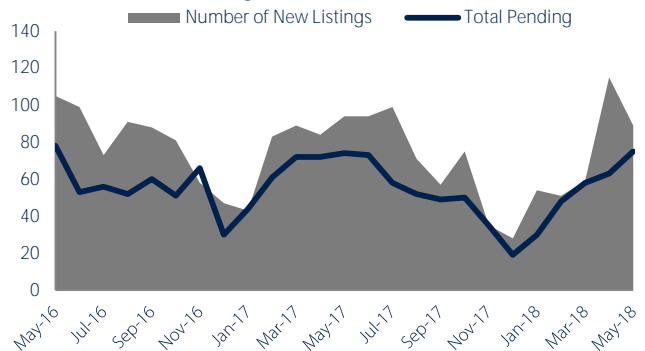
In May, there was 2.7 months of supply available in Gilbertsville, Pennsburg, East Greenville, compared to 2.6 in May 2017. That is an increase of 5% versus a year ago.

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.

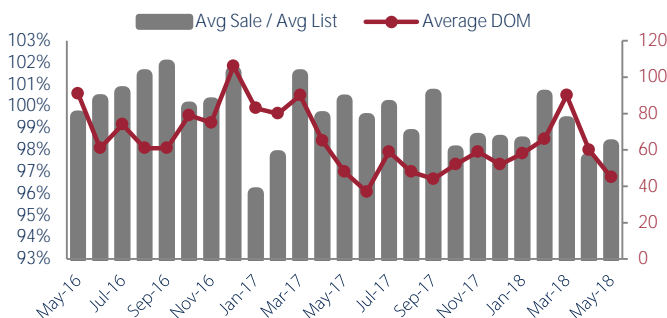
New Listings & Current Contracts

This month there were 89 homes newly listed for sale in Gilbertsville, Pennsburg, East Greenville compared to 94 in May 2017, a decrease of 5%. There were 75 current contracts pending sale this May compared to 74 a year ago. The number of current contracts is 1% higher than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Gilbertsville, Pennsburg, East Greenville was 98.2% of the average list price, which is 2.1% lower than at this time last year.

Days On Market

This month, the average number of days on market was 45, lower than the average last year, which was 48, a decrease of 6%.



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