

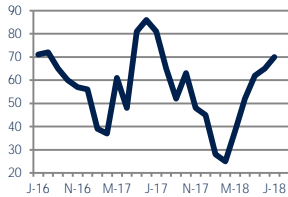
Focus On: Gilbertsville, Pennsburg, East Greenville Housing Market

July 2018

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

Units Sold

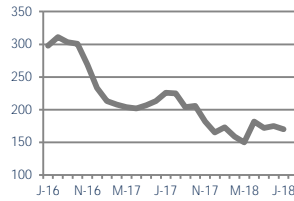
70



Down -14%
Vs. Year Ago

Active Inventory

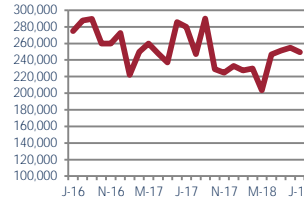
170



Down -25%
Vs. Year Ago

Median Sale Price

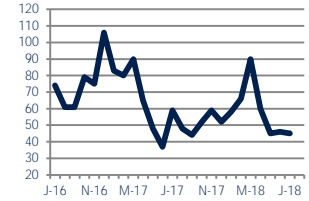
\$249,500



Down -11%
Vs. Year Ago

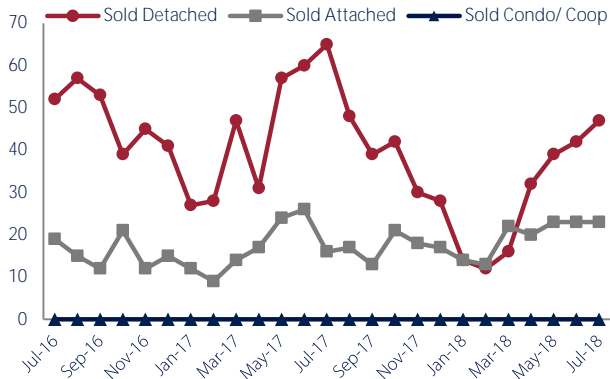
Days On Market

45



Down -24%
Vs. Year Ago

Units Sold*



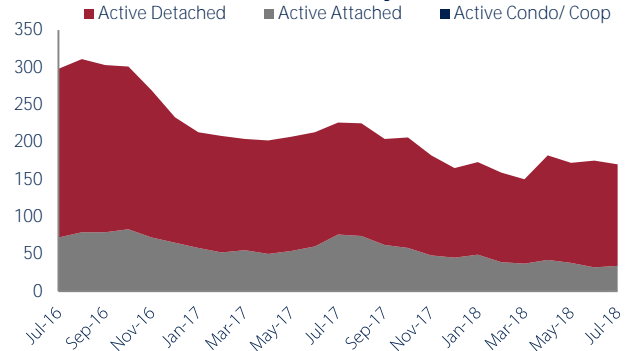
Units Sold

There was an increase in total units sold in July, with 70 sold this month in Gilbertsville, Pennsburg, East Greenville versus 65 last month, an increase of 8%. This month's total units sold was lower than at this time last year, a decrease of 14% versus July 2017.

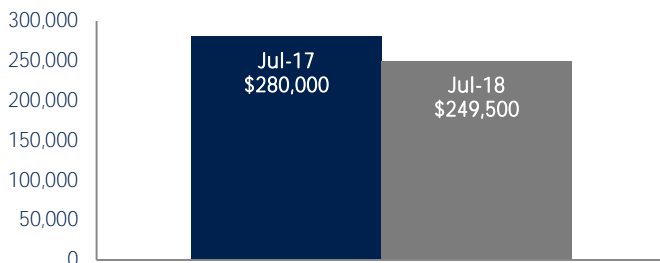
Active Inventory

Versus last year, the total number of homes available this month is lower by 56 units or 25%. The total number of active inventory this July was 170 compared to 226 in July 2017. This month's total of 170 is lower than the previous month's total supply of available inventory of 175, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Gilbertsville, Pennsburg, East Greenville Homes was \$280,000. This July, the median sale price was \$249,500, a decrease of 11% or \$30,500 compared to last year. The current median sold price is 2% lower than in June.

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.



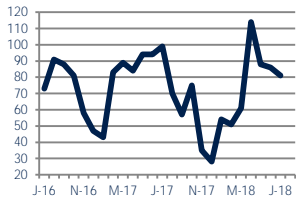
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New Listings

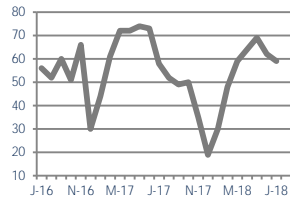
81



Down -18%
Vs. Year Ago

Current Contracts

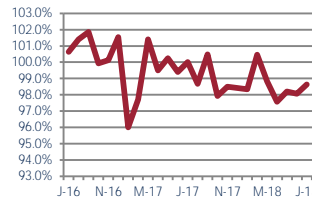
59



Up 2%
Vs. Year Ago

Sold Vs. List Price

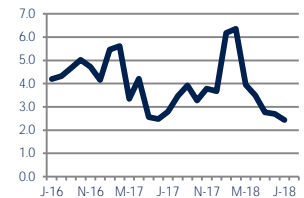
98.6%



Down -1.4%
Vs. Year Ago

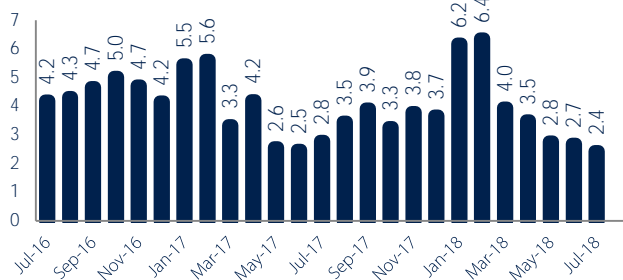
Months of Supply

2.4



Down -13%
Vs. Year Ago

Months Of Supply



Months of Supply

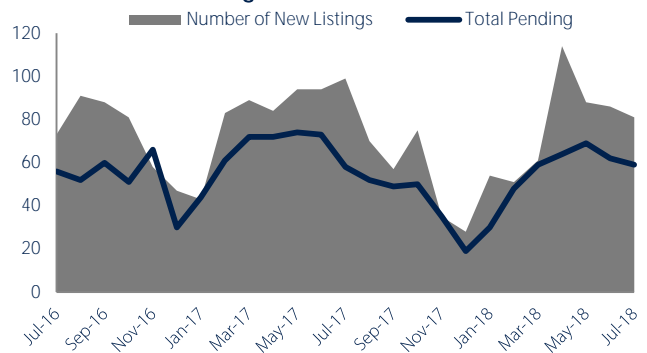
In July, there was 2.4 months of supply available in Gilbertsville, Pennsburg, East Greenville, compared to 2.8 in July 2017. That is a decrease of 13% versus a year ago.

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.

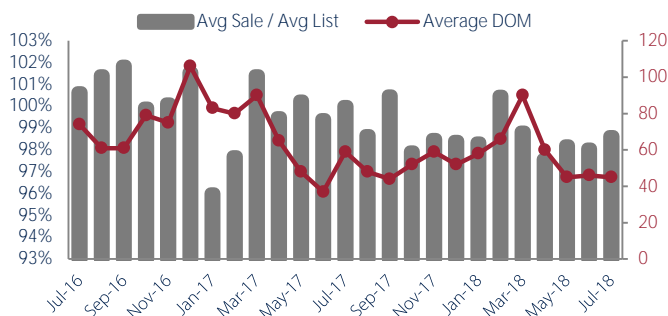
New Listings & Current Contracts

This month there were 81 homes newly listed for sale in Gilbertsville, Pennsburg, East Greenville compared to 99 in July 2017, a decrease of 18%. There were 59 current contracts pending sale this July compared to 58 a year ago. The number of current contracts is 2% higher than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Gilbertsville, Pennsburg, East Greenville was 98.6% of the average list price, which is 1.4% 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 59, a decrease of 24%.



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