

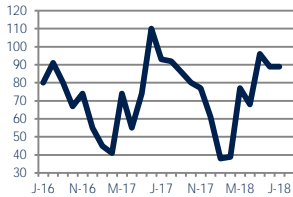
## Focus On: Hanover, Spring Grove, and Glenville Housing Market

July 2018

Zip Code(s): 17331, 17362, 17329 and 17311

### Units Sold

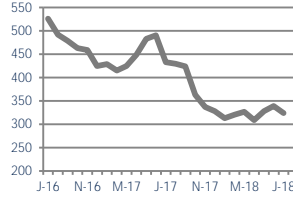
89



Down -4%  
Vs. Year Ago

### Active Inventory

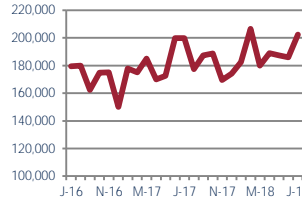
324



Down -25%  
Vs. Year Ago

### Median Sale Price

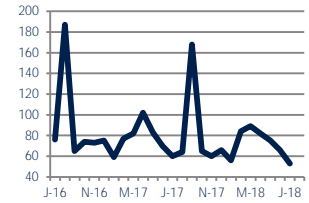
\$202,400



Up 1%  
Vs. Year Ago

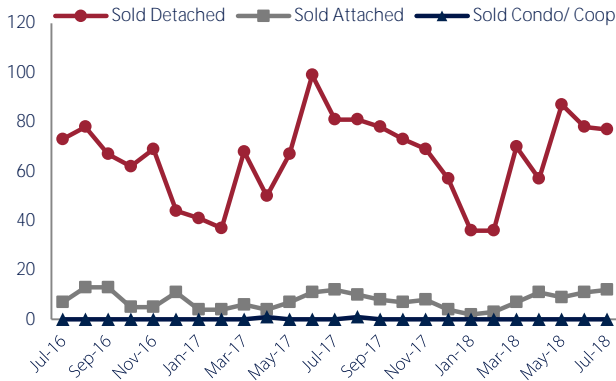
### Days On Market

53



Down -12%  
Vs. Year Ago

### Units Sold\*



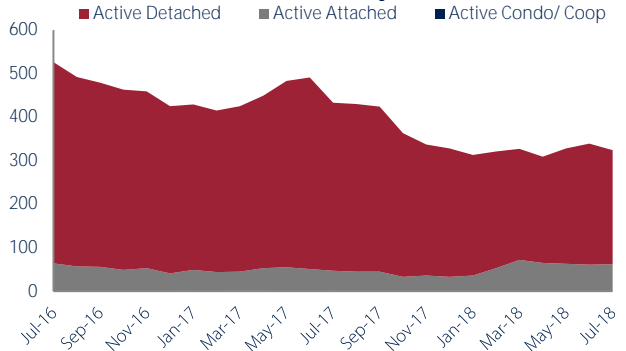
### Units Sold

The number of units sold remained stable in July, with 89 sold this month in Hanover, Spring Grove, and Glenville. This month's total units sold was lower than at this time last year, a decrease of 4% versus July 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 109 units or 25%. The total number of active inventory this July was 324 compared to 433 in July 2017. This month's total of 324 is lower than the previous month's total supply of available inventory of 339, a decrease of 4%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for Hanover, Spring Grove, and Glenville Homes was \$199,900. This July, the median sale price was \$202,400, an increase of 1% or \$2,500 compared to last year. The current median sold price is 9% higher 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.

Hanover, Spring Grove, and Glenville are defined as properties listed in zip code/s 17331, 17362, 17329 and 17311.

\*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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.



CHRISTIE'S INTERNATIONAL REAL ESTATE





# The Long & Foster Market Minute™

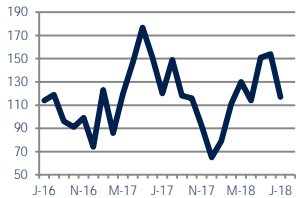
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July 2018

Zip Code(s): 17331, 17362, 17329 and 17311

## New Listings

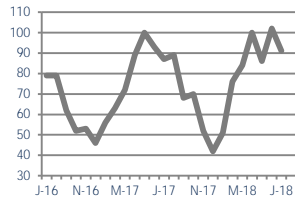
117



Down -3%  
Vs. Year Ago

## Current Contracts

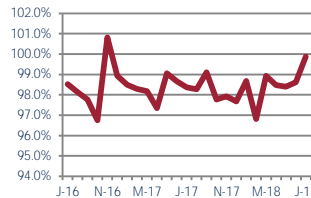
91



Up 5%  
Vs. Year Ago

## Sold Vs. List Price

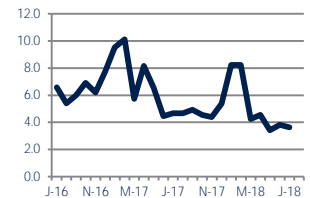
99.9%



Up 1.5%  
Vs. Year Ago

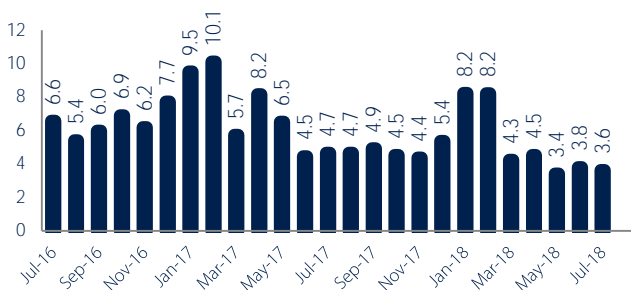
## Months of Supply

3.6



Down -22%  
Vs. Year Ago

## Months Of Supply



## Months of Supply

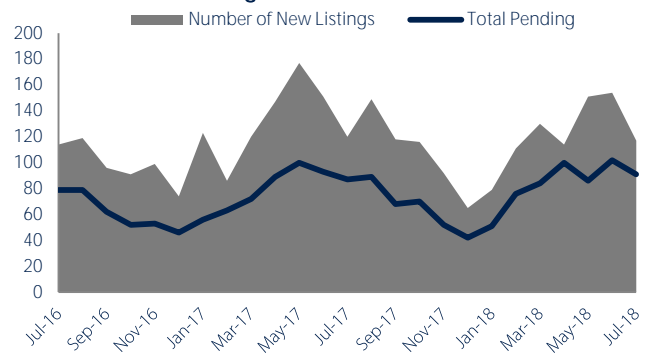
In July, there was 3.6 months of supply available in Hanover, Spring Grove, and Glenville, compared to 4.7 in July 2017. That is a decrease of 22% versus a year ago.

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.

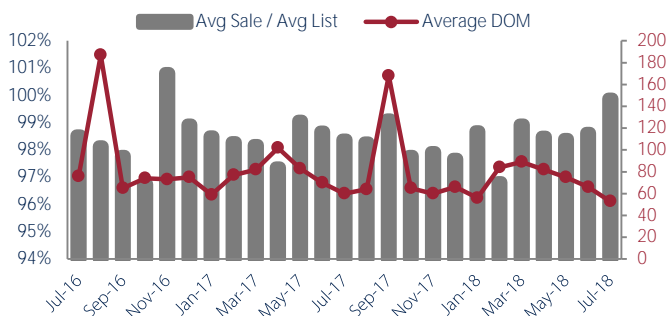
## New Listings & Current Contracts

This month there were 117 homes newly listed for sale in Hanover, Spring Grove, and Glenville compared to 120 in July 2017, a decrease of 3%. There were 91 current contracts pending sale this July compared to 87 a year ago. The number of current contracts is 5% 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 Hanover, Spring Grove, and Glenville was 99.9% of the average list price, which is 1.5% higher than at this time last year.

## Days On Market

This month, the average number of days on market was 53, lower than the average last year, which was 60, a decrease of 12%.



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