



The Long & Foster Market Minute™

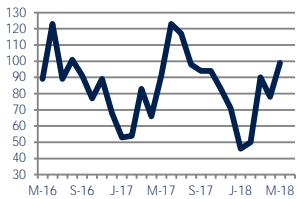
Focus On: Hanover, Spring Grove, and Glenville Housing Market

May 2018

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

Units Sold

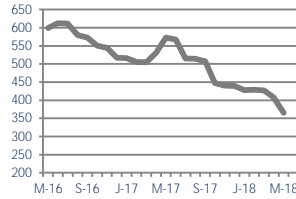
99



Up 9%
Vs. Year Ago

Active Inventory

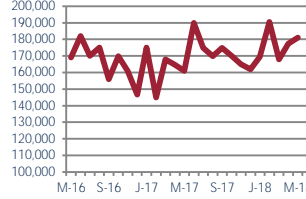
365



Down -36%
Vs. Year Ago

Median Sale Price

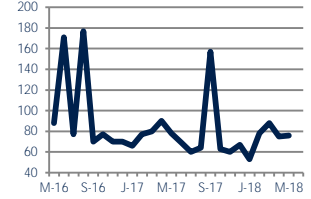
\$181,000



Up 12%
Vs. Year Ago

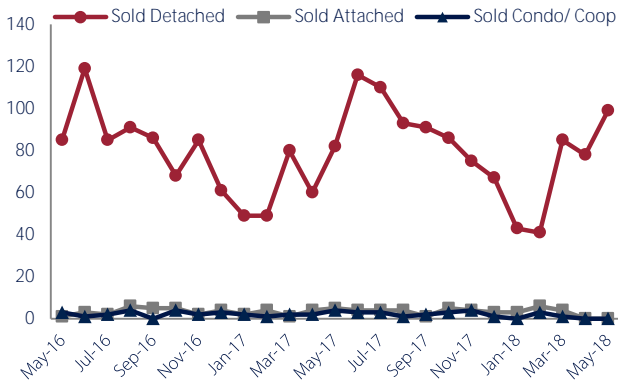
Days On Market

76



Down -3%
Vs. Year Ago

Units Sold*



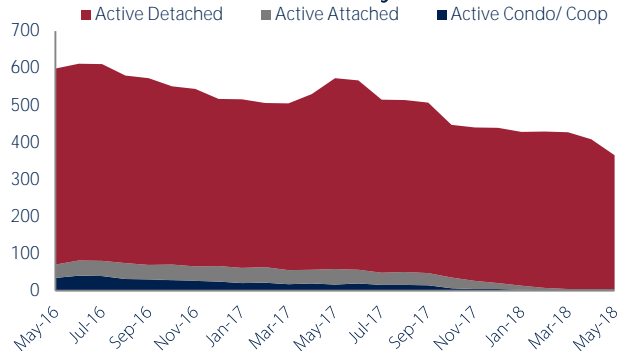
Units Sold

There was an increase in total units sold in May, with 99 sold this month in Hanover, Spring Grove, and Glenville versus 78 last month, an increase of 27%. This month's total units sold was higher than at this time last year, an increase of 9% versus May 2017.

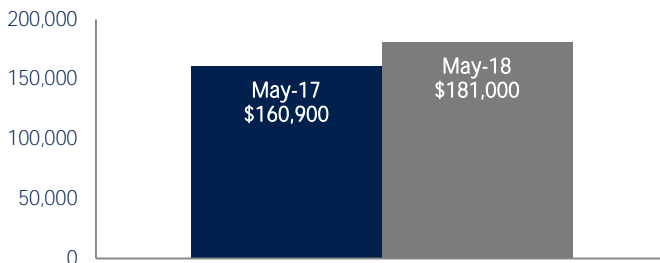
Active Inventory

Versus last year, the total number of homes available this month is lower by 208 units or 36%. The total number of active inventory this May was 365 compared to 573 in May 2017. This month's total of 365 is lower than the previous month's total supply of available inventory of 408, a decrease of 11%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Hanover, Spring Grove, and Glenville Homes was \$160,900. This May, the median sale price was \$181,000, an increase of 12% or \$20,100 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.

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



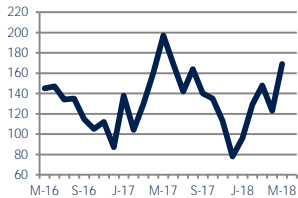
Focus On: Hanover, Spring Grove, and Glenville Housing Market

May 2018

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

New Listings

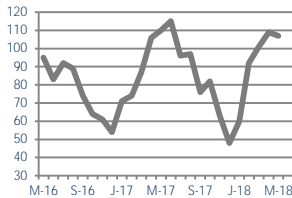
169



Down -14%
Vs. Year Ago

Current Contracts

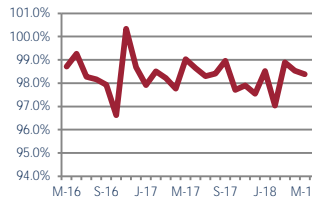
107



Down -3%
Vs. Year Ago

Sold Vs. List Price

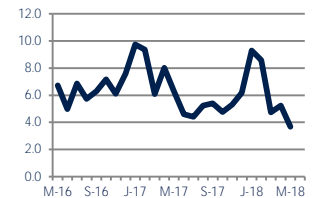
98.4%



Down -0.6%
Vs. Year Ago

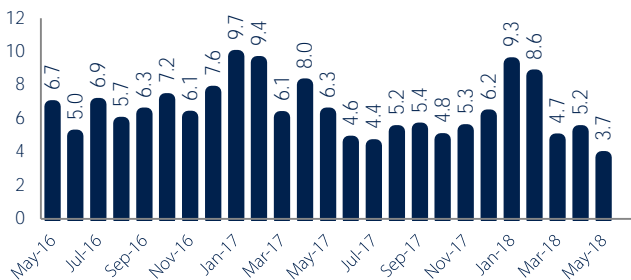
Months of Supply

3.7



Down -41%
Vs. Year Ago

Months Of Supply



Months of Supply

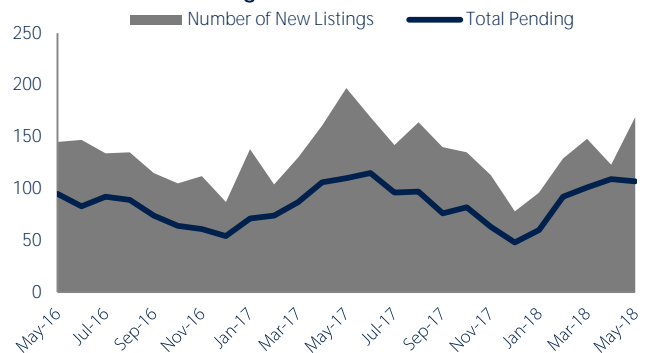
In May, there was 3.7 months of supply available in Hanover, Spring Grove, and Glenville, compared to 6.3 in May 2017. That is a decrease of 41% versus a year ago.

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.

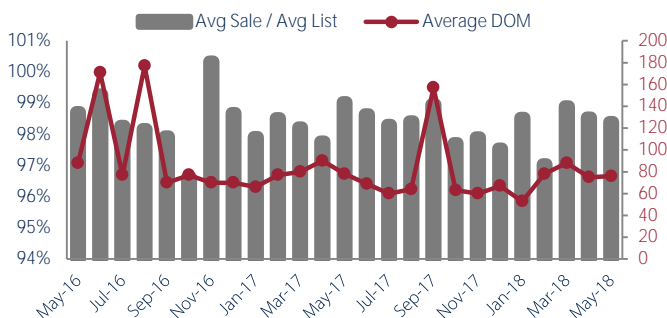
New Listings & Current Contracts

This month there were 169 homes newly listed for sale in Hanover, Spring Grove, and Glenville compared to 197 in May 2017, a decrease of 14%. There were 107 current contracts pending sale this May compared to 110 a year ago. The number of current contracts is 3% lower 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 Hanover, Spring Grove, and Glenville was 98.4% of the average list price, which is 0.6% lower than at this time last year.

Days On Market

This month, the average number of days on market was 76, lower than the average last year, which was 78, a decrease of 3%.



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.

