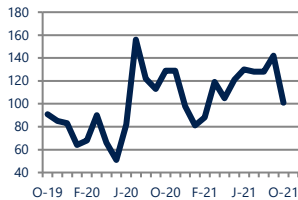




Zip Code(s): 17331, 17362, 17329 and 17311

Units Sold

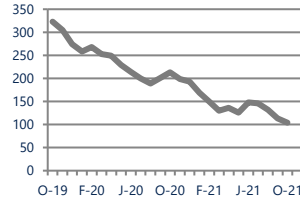
101



Down -22%
Vs. Year Ago

Active Inventory

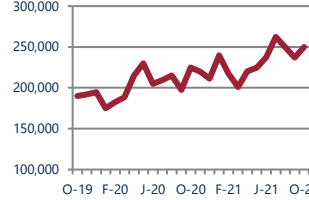
104



Down -51%
Vs. Year Ago

Median Sale Price

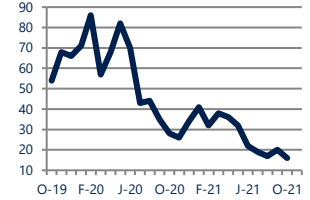
\$250,000



Up 11%
Vs. Year Ago

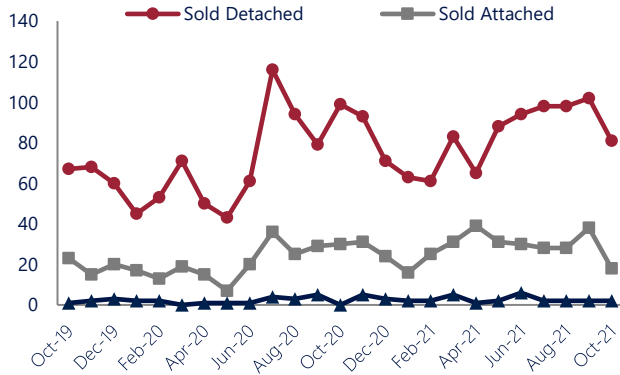
Days On Market

16



Down -43%
Vs. Year Ago

Units Sold*



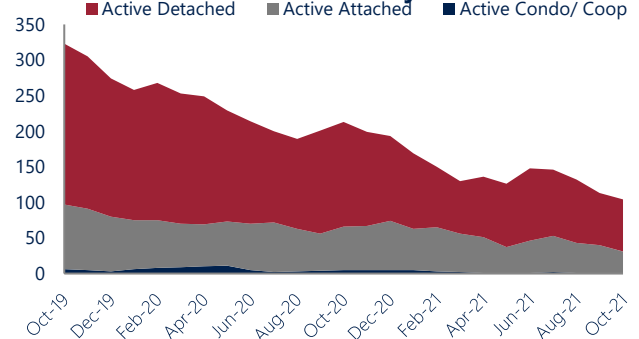
Units Sold

There was a decrease in total units sold in October, with 101 sold this month in Hanover, Spring Grove, and Glenville versus 142 last month, a decrease of 29%. This month's total units sold was lower than at this time last year, a decrease of 22% versus October 2020.

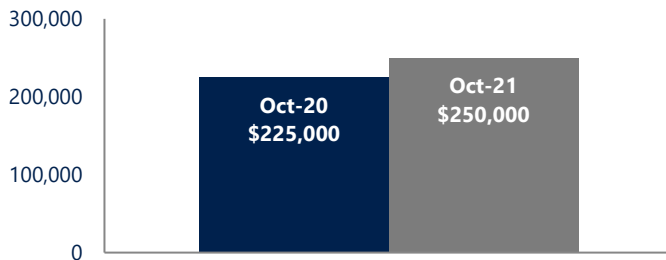
Active Inventory

Versus last year, the total number of homes available this month is lower by 109 units or 51%. The total number of active inventory this October was 104 compared to 213 in October 2020. This month's total of 104 is lower than the previous month's total supply of available inventory of 113, a decrease of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Last October, the median sale price for Hanover, Spring Grove, and Glenville Homes was \$225,000. This October, the median sale price was \$250,000, an increase of 11% or \$25,000 compared to last year. The current median sold price is 5% higher than in September.

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.

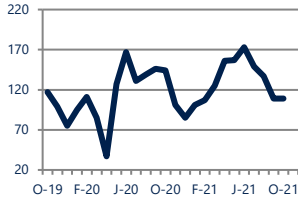




Zip Code(s): 17331, 17362, 17329 and 17311

New Listings

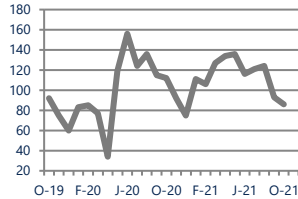
109



Down -24%
Vs. Year Ago

Current Contracts

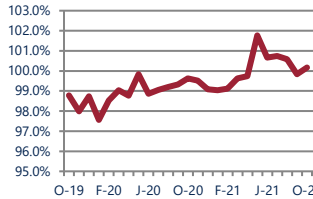
86



Down -23%
Vs. Year Ago

Sold Vs. List Price

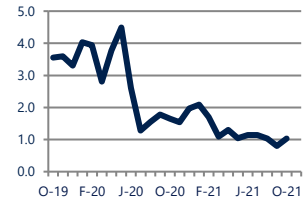
100.2%



Up 0.5%
Vs. Year Ago

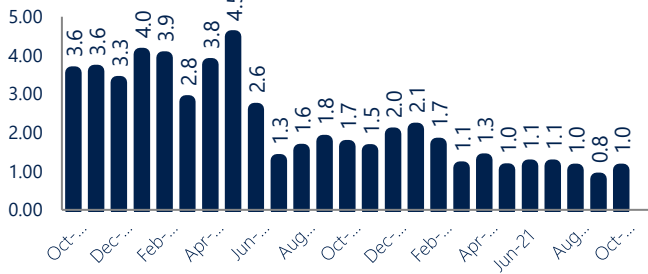
Months of Supply

1.0



Down -38%
Vs. Year Ago

Months Of Supply



Months of Supply

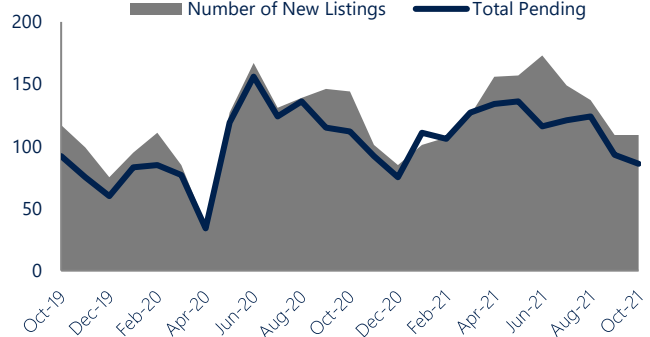
In October, there was 1.0 months of supply available in Hanover, Spring Grove, and Glenville, compared to 1.7 in October 2020. That is a decrease of 38% versus a year ago.

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.

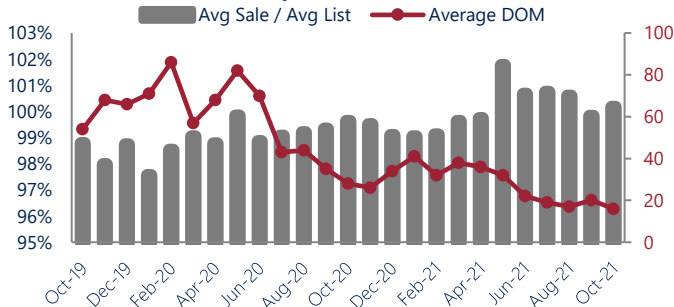
New Listings & Current Contracts

This month there were 109 homes newly listed for sale in Hanover, Spring Grove, and Glenville compared to 144 in October 2020, a decrease of 24%. There were 86 current contracts pending sale this October compared to 112 a year ago. The number of current contracts is 23% lower than last October.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In October, the average sale price in Hanover, Spring Grove, and Glenville was 100.2% of the average list price, which is 0.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 16, lower than the average last year, which was 28, a decrease of 43%.



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