

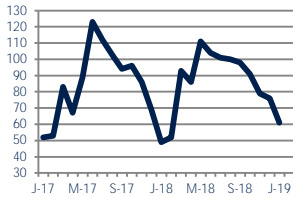
## Focus On: Hanover, Spring Grove, and Glenville Housing Market

January 2019

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

### Units Sold

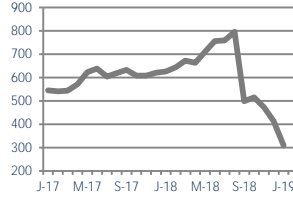
61



Up 24%  
Vs. Year Ago

### Active Inventory

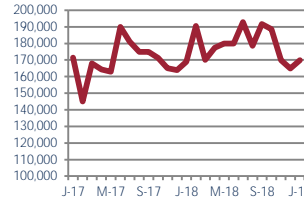
310



Down -50%  
Vs. Year Ago

### Median Sale Price

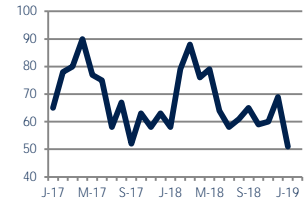
\$169,900



Up 1%  
Vs. Year Ago

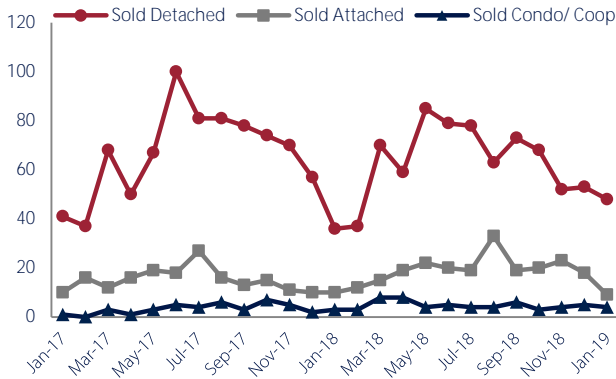
### Days On Market

51



Down -12%  
Vs. Year Ago

### Units Sold\*



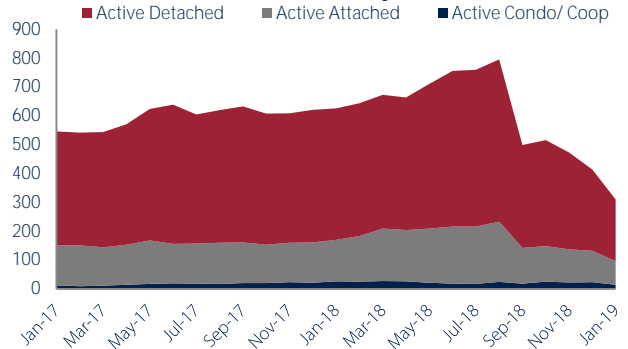
### Units Sold

There was a decrease in total units sold in January, with 61 sold this month in Hanover, Spring Grove, and Glenville versus 76 last month, a decrease of 20%. This month's total units sold was higher than at this time last year, an increase of 24% versus January 2018.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 316 units or 50%. The total number of active inventory this January was 310 compared to 626 in January 2018. This month's total of 310 is lower than the previous month's total supply of available inventory of 414, a decrease of 25%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last January, the median sale price for Hanover, Spring Grove, and Glenville Homes was \$169,000. This January, the median sale price was \$169,900, an increase of 1% or \$900 compared to last year. The current median sold price is 3% higher than in December.

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.



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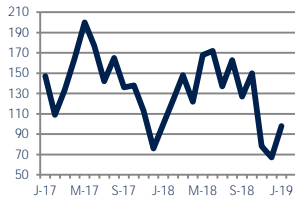
## Focus On: Hanover, Spring Grove, and Glenville Housing Market

January 2019

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

### New Listings

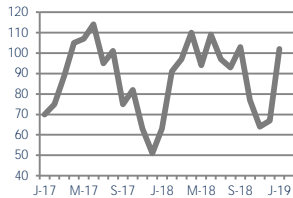
98



Down -2%  
Vs. Year Ago

### Current Contracts

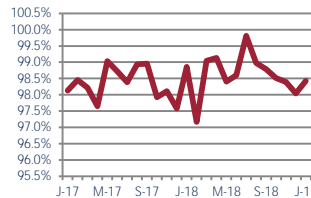
102



Up 62%  
Vs. Year Ago

### Sold Vs. List Price

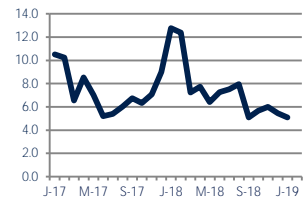
98.4%



No Change  
Vs. Year Ago

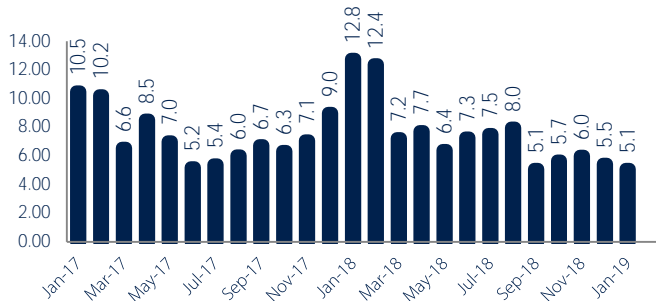
### Months of Supply

5.1



Down -60%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

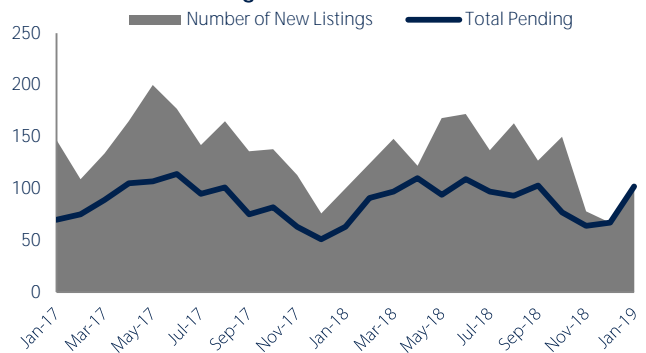
In January, there was 5.1 months of supply available in Hanover, Spring Grove, and Glenville, compared to 12.8 in January 2018. That is a decrease of 60% versus a year ago.

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.

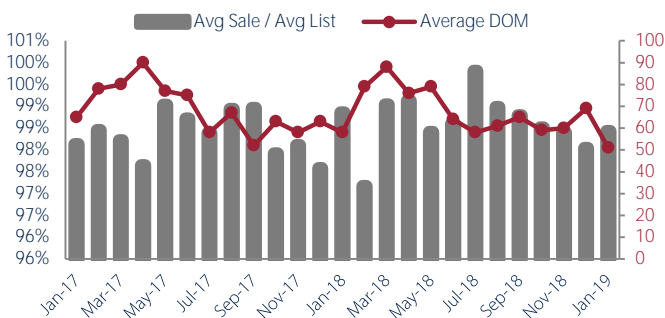
### New Listings & Current Contracts

This month there were 98 homes newly listed for sale in Hanover, Spring Grove, and Glenville compared to 100 in January 2018, a decrease of 2%. There were 102 current contracts pending sale this January compared to 63 a year ago. The number of current contracts is 62% higher than last January.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In January, the average sale price in Hanover, Spring Grove, and Glenville was 98.4% of the average list price, which is similar compared to a year ago.

### Days On Market

This month, the average number of days on market was 51, lower than the average last year, which was 58, a decrease of 12%.



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