



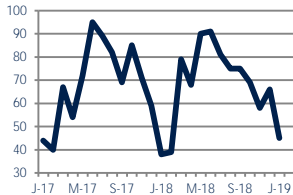
Focus On: Hanover Housing Market

January 2019

Zip Code(s): 17331

Units Sold

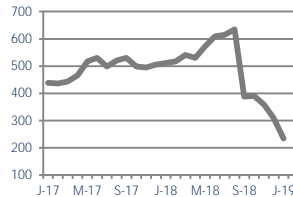
45



Up 18%
Vs. Year Ago

Active Inventory

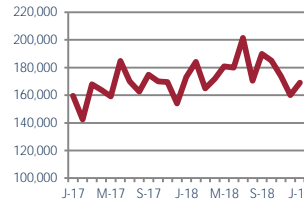
234



Down -54%
Vs. Year Ago

Median Sale Price

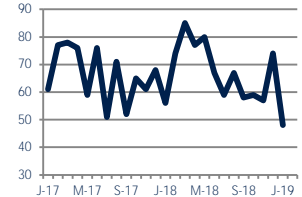
\$169,000



Down -2%
Vs. Year Ago

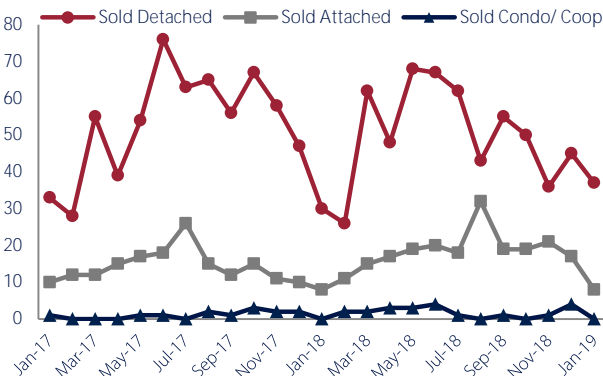
Days On Market

48



Down -14%
Vs. Year Ago

Units Sold*



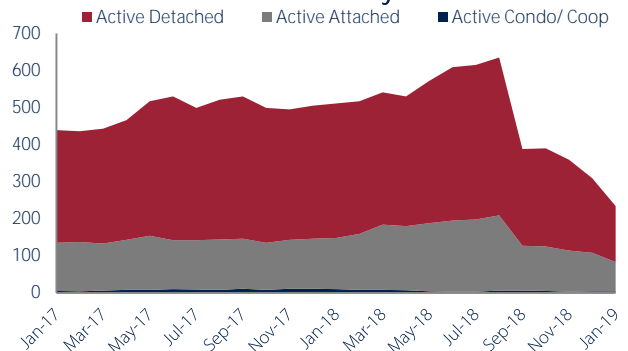
Units Sold

There was a decrease in total units sold in January, with 45 sold this month in Hanover versus 66 last month, a decrease of 32%. This month's total units sold was higher than at this time last year, an increase of 18% versus January 2018.

Active Inventory

Versus last year, the total number of homes available this month is lower by 277 units or 54%. The total number of active inventory this January was 234 compared to 511 in January 2018. This month's total of 234 is lower than the previous month's total supply of available inventory of 309, a decrease of 24%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Hanover Homes was \$173,250. This January, the median sale price was \$169,000, a decrease of 2% or \$4,250 compared to last year. The current median sold price is 6% 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 are defined as properties listed in zip code/s 17331.

*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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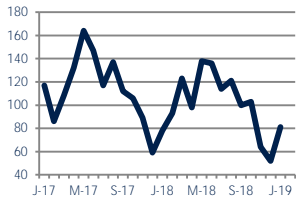
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January 2019

Zip Code(s): 17331

New Listings

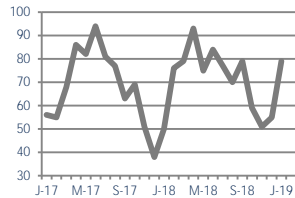
81



Up 4%
Vs. Year Ago

Current Contracts

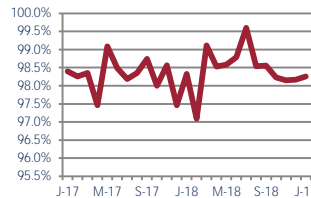
79



Up 58%
Vs. Year Ago

Sold Vs. List Price

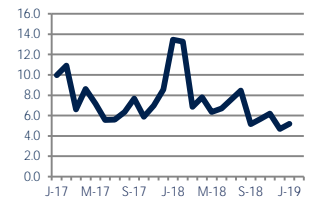
98.3%



No Change
Vs. Year Ago

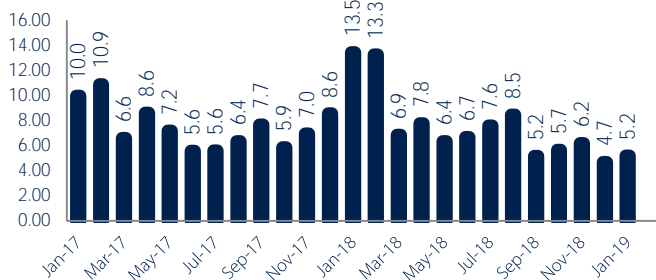
Months of Supply

5.2



Down -61%
Vs. Year Ago

Months Of Supply



Months of Supply

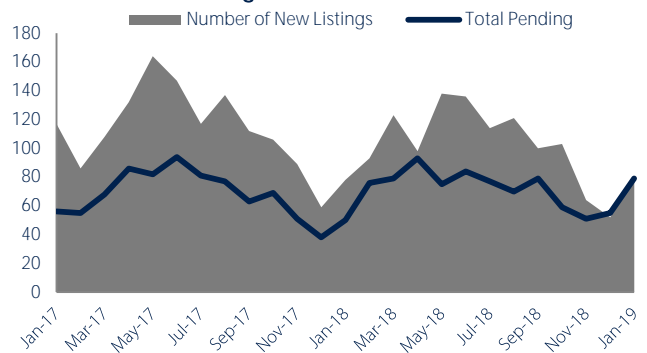
In January, there was 5.2 months of supply available in Hanover, compared to 13.4 in January 2018. That is a decrease of 61% versus a year ago.

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.

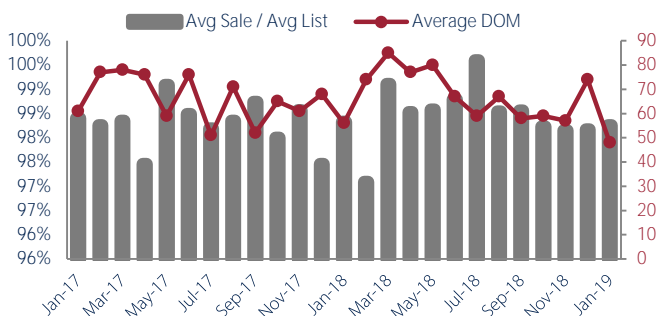
New Listings & Current Contracts

This month there were 81 homes newly listed for sale in Hanover compared to 78 in January 2018, an increase of 4%. There were 79 current contracts pending sale this January compared to 50 a year ago. The number of current contracts is 58% 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 was 98.3% 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 48, lower than the average last year, which was 56, a decrease of 14%.



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