



The Long & Foster Market Minute™

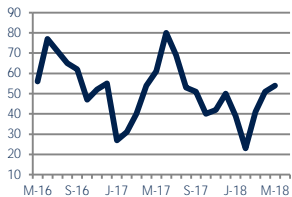
Focus On: Hatboro, Willow Grove, Horsham Housing Market

May 2018

Zip Code(s): 19040, 19090 and 19044

Units Sold

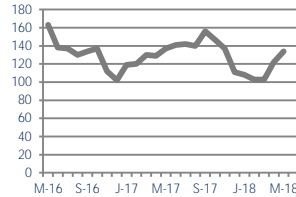
54



Down -11%
Vs. Year Ago

Active Inventory

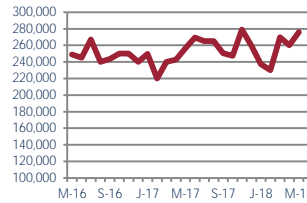
134



Down -2%
Vs. Year Ago

Median Sale Price

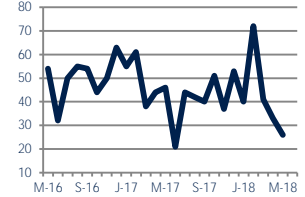
\$276,000



Up 8%
Vs. Year Ago

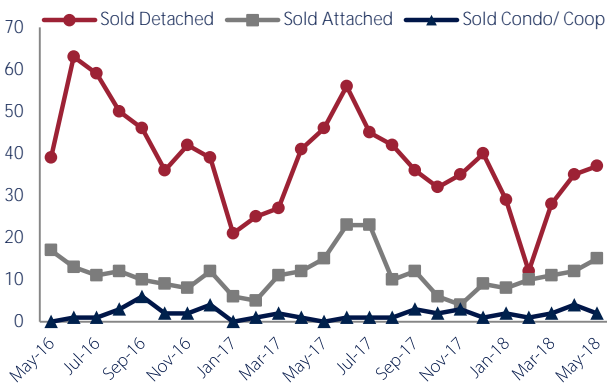
Days On Market

26



Down -43%
Vs. Year Ago

Units Sold*



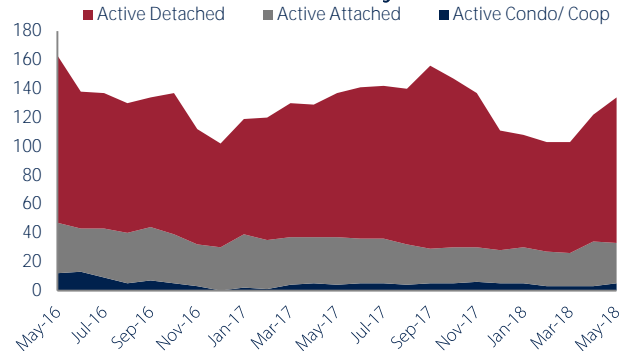
Units Sold

There was an increase in total units sold in May, with 54 sold this month in Hatboro, Willow Grove, Horsham versus 51 last month, an increase of 6%. This month's total units sold was lower than at this time last year, a decrease of 11% versus May 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 3 units or 2%. The total number of active inventory this May was 134 compared to 137 in May 2017. This month's total of 134 is higher than the previous month's total supply of available inventory of 122, an increase of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Hatboro, Willow Grove, Horsham Homes was \$256,250. This May, the median sale price was \$276,000, an increase of 8% or \$19,750 compared to last year. The current median sold price is 6% 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.

Hatboro, Willow Grove, Horsham are defined as properties listed in zip code/s 19040, 19090 and 19044.

*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 TREND 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 TREND or Long & Foster Real Estate, Inc.



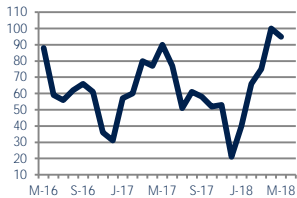
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 19040, 19090 and 19044

New Listings

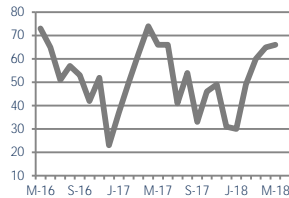
95



Up 6%
Vs. Year Ago

Current Contracts

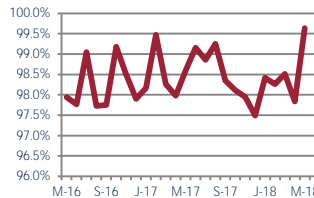
66



No Change
Vs. Year Ago

Sold Vs. List Price

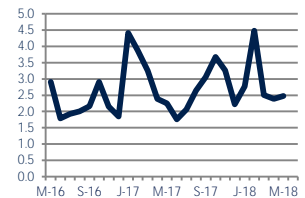
99.6%



Up 1.1%
Vs. Year Ago

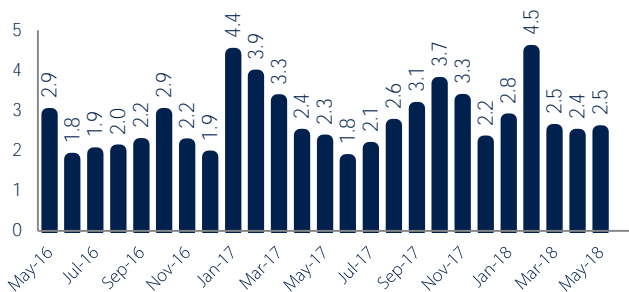
Months of Supply

2.5



Up 10%
Vs. Year Ago

Months Of Supply



Months of Supply

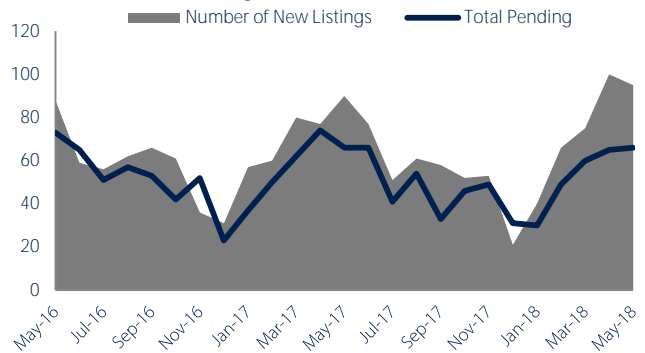
In May, there was 2.5 months of supply available in Hatboro, Willow Grove, Horsham, compared to 2.2 in May 2017. That is an increase of 10% versus a year ago.

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.

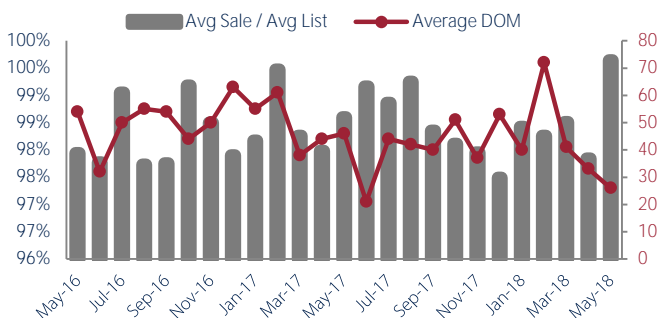
New Listings & Current Contracts

This month there were 95 homes newly listed for sale in Hatboro, Willow Grove, Horsham compared to 90 in May 2017, an increase of 6%. There were 66 current contracts pending sale this May, consistent with the volume a year ago. The number of current contracts is 2% higher than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Hatboro, Willow Grove, Horsham was 99.6% of the average list price, which is 1.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 26, lower than the average last year, which was 46, a decrease of 43%.



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