



The Long & Foster Market Minute™

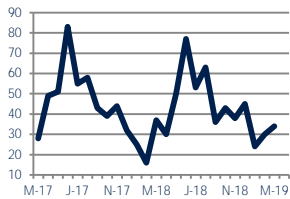
Focus On: Newtown and Washington Crossing Housing Market

March 2019

Zip Code(s): 18940, 18977, 18980, 18934, 18946 and 18956

Units Sold

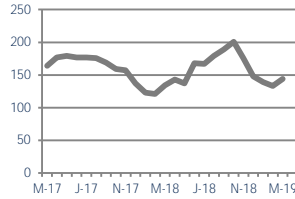
34



Down -8%
Vs. Year Ago

Active Inventory

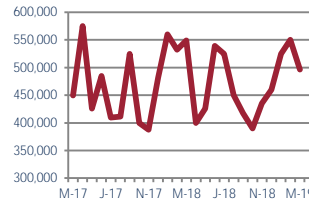
144



Up 7%
Vs. Year Ago

Median Sale Price

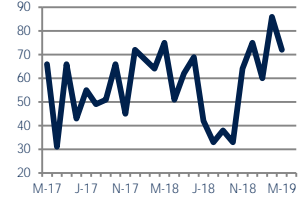
\$496,250



Down -10%
Vs. Year Ago

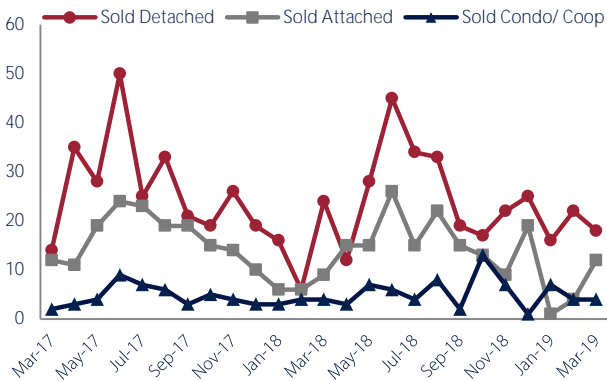
Days On Market

72



Down -4%
Vs. Year Ago

Units Sold*



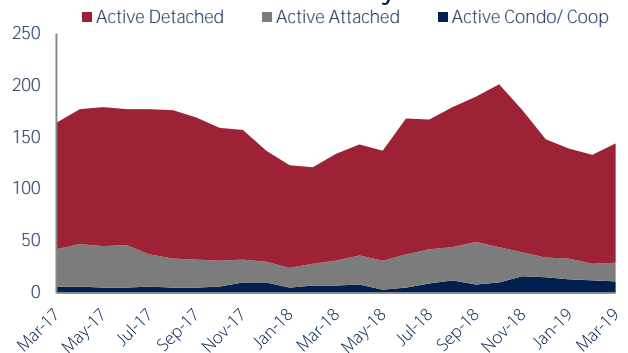
Units Sold

There was an increase in total units sold in March, with 34 sold this month in Newtown and Washington Crossing versus 30 last month, an increase of 13%. This month's total units sold was lower than at this time last year, a decrease of 8% versus March 2018.

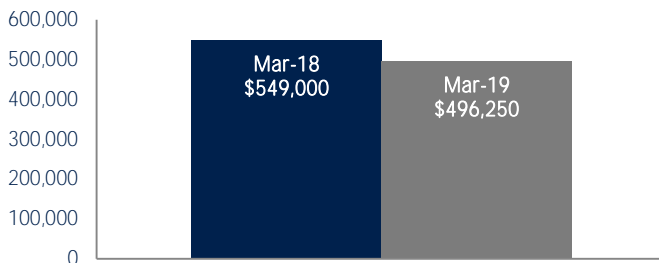
Active Inventory

Versus last year, the total number of homes available this month is higher by 10 units or 7%. The total number of active inventory this March was 144 compared to 134 in March 2018. This month's total of 144 is higher than the previous month's total supply of available inventory of 133, an increase of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Newtown and Washington Crossing Homes was \$549,000. This March, the median sale price was \$496,250, a decrease of 10% or \$52,750 compared to last year. The current median sold price is 10% lower than in February.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Newtown and Washington Crossing are defined as properties listed in zip code/s 18940, 18977, 18980, 18934, 18946 and 18956.

*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





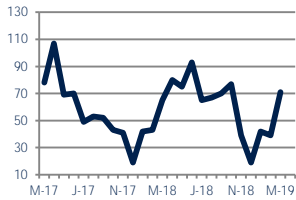
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March 2019

Zip Code(s): 18940, 18977, 18980, 18934, 18946 and 18956

New Listings

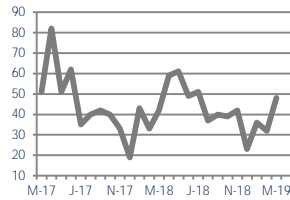
71



Up 9%
Vs. Year Ago

Current Contracts

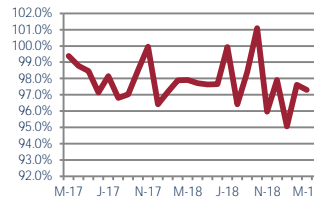
48



Up 14%
Vs. Year Ago

Sold Vs. List Price

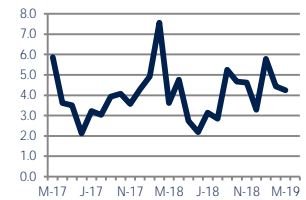
97.3%



Down -0.6%
Vs. Year Ago

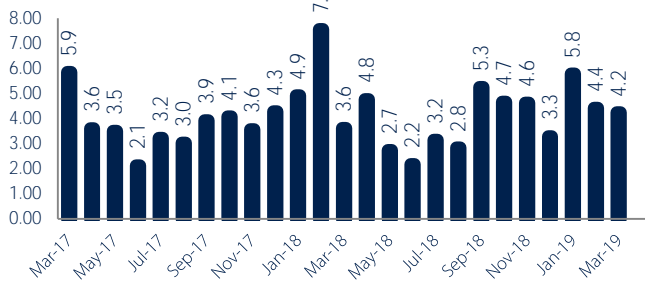
Months of Supply

4.2



Up 17%
Vs. Year Ago

Months Of Supply



Months of Supply

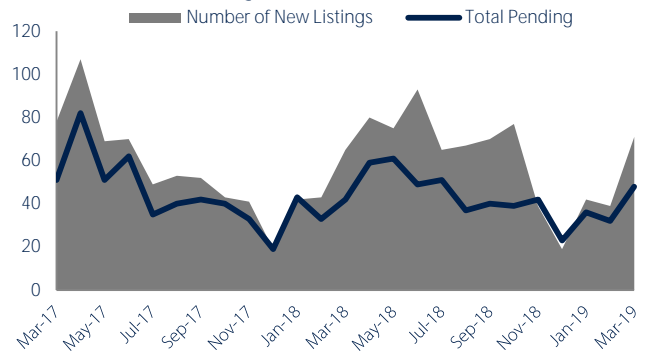
In March, there was 4.2 months of supply available in Newtown and Washington Crossing, compared to 3.6 in March 2018. That is an increase of 17% versus a year ago.

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.

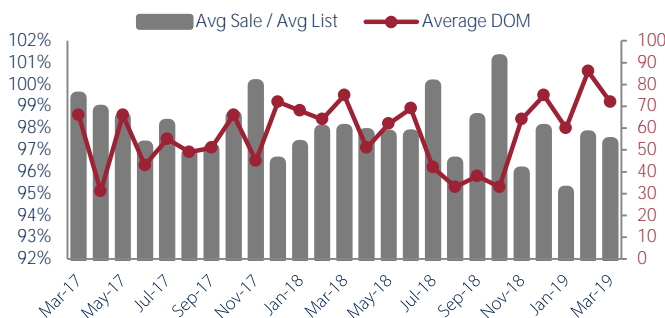
New Listings & Current Contracts

This month there were 71 homes newly listed for sale in Newtown and Washington Crossing compared to 65 in March 2018, an increase of 9%. There were 48 current contracts pending sale this March compared to 42 a year ago. The number of current contracts is 14% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Newtown and Washington Crossing was 97.3% 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 72, lower than the average last year, which was 75, a decrease of 4%.



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