



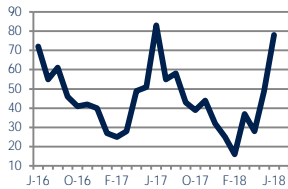
The Long & Foster Market Minute™

Focus On: Newtown and Washington Crossing Housing Market

June 2018

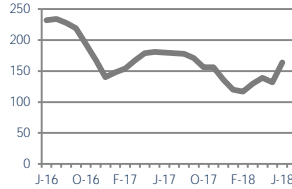
Zip Code(s): 18940, 18977, 18980, 18934, 18946 and 18956

Units Sold
78



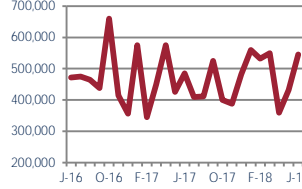
Down -6%
Vs. Year Ago

Active Inventory
164



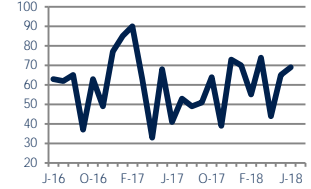
Down -9%
Vs. Year Ago

Median Sale Price
\$545,000



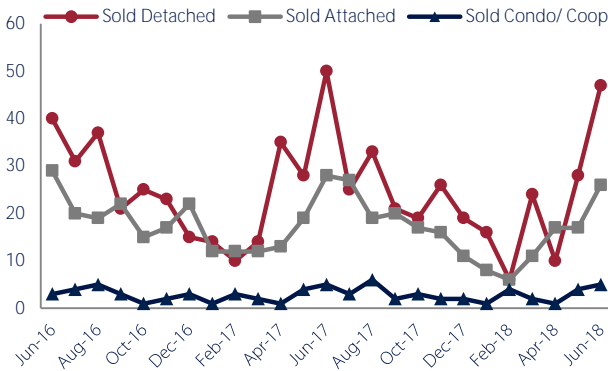
Up 12%
Vs. Year Ago

Days On Market
69



Up 68%
Vs. Year Ago

Units Sold*



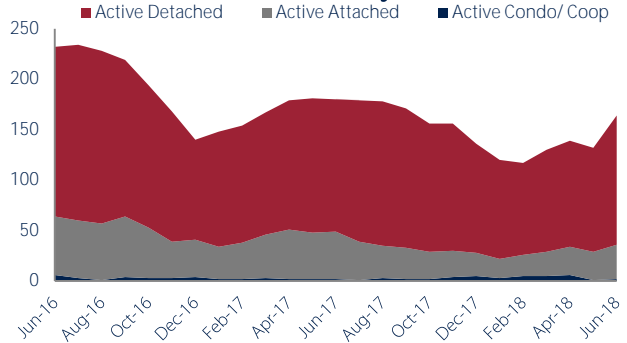
Units Sold

There was an increase in total units sold in June, with 78 sold this month in Newtown and Washington Crossing. This month's total units sold was lower than at this time last year.

Active Inventory

Versus last year, the total number of homes available this month is lower by 16 units or 9%. The total number of active inventory this June was 164 compared to 180 in June 2017. This month's total of 164 is higher than the previous month's total supply of available inventory of 132, an increase of 24%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Newtown and Washington Crossing Homes was \$485,000. This June, the median sale price was \$545,000, an increase of \$60,000 compared to last year. The current median sold price is higher than in May.

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 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.



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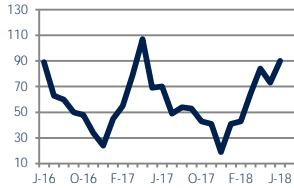
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June 2018

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

New Listings

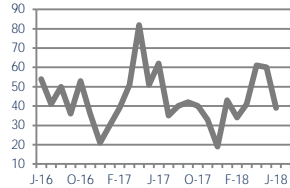
90



Up 29%
Vs. Year Ago

Current Contracts

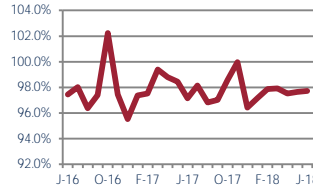
39



Down -37%
Vs. Year Ago

Sold Vs. List Price

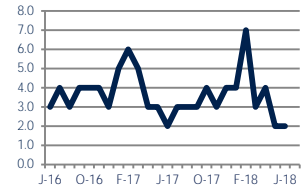
97.7%



Up 0.6%
Vs. Year Ago

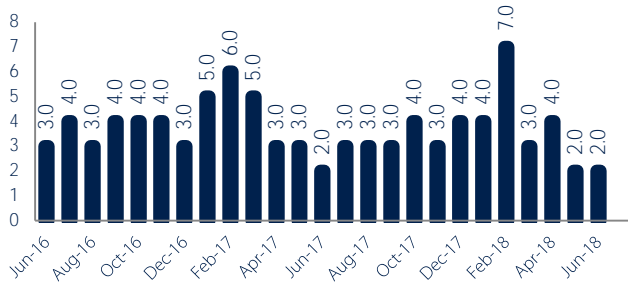
Months of Supply

2.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

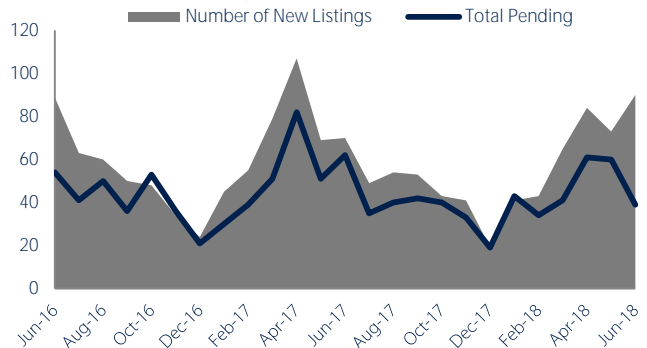
In June, there was 2.1 months of supply available in Newtown and Washington Crossing. The amount of supply is similar compared to a year ago.

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.

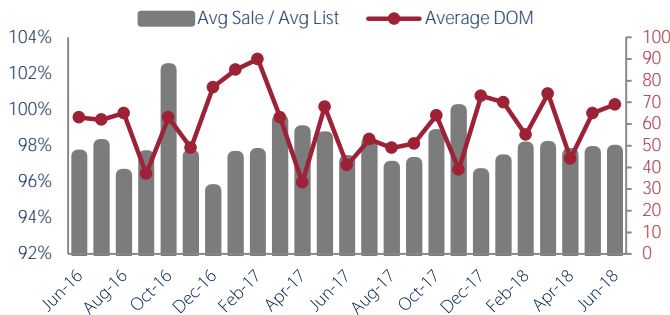
New Listings & Current Contracts

This month there were 90 homes newly listed for sale in Newtown and Washington Crossing compared to 70 in June 2017, an increase of 29%. There were 39 current contracts pending sale this June compared to 62 a year ago. The number of current contracts is 37% lower than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Newtown and Washington Crossing was 97.7% of the average list price, which is 0.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 69, higher than the average last year, which was 41, an increase of 68%.



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