



The Long & Foster Market Minute™

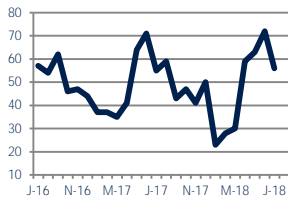
Focus On: Perkasio and Sellersville Housing Market

July 2018

Zip Code(s): 18960, 18944, 18962, 18911, 18927 and 18917

Units Sold

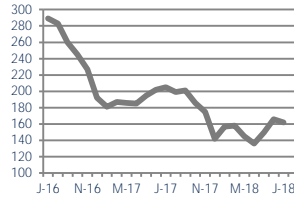
56



Up 2%
Vs. Year Ago

Active Inventory

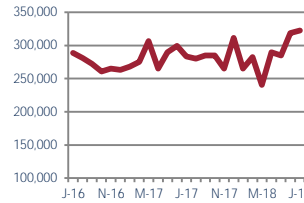
162



Down -21%
Vs. Year Ago

Median Sale Price

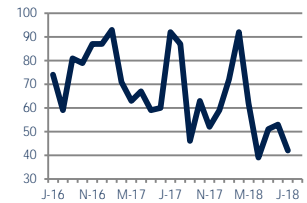
\$322,450



Up 14%
Vs. Year Ago

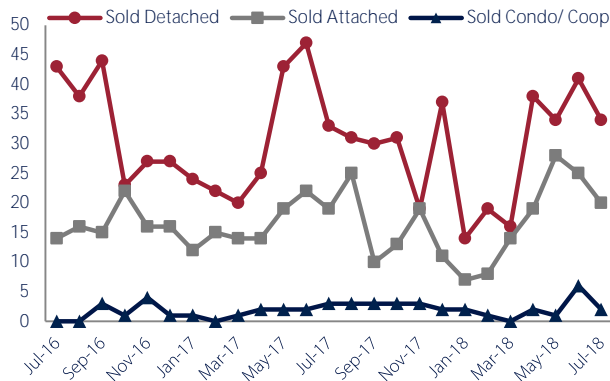
Days On Market

42



Down -54%
Vs. Year Ago

Units Sold*



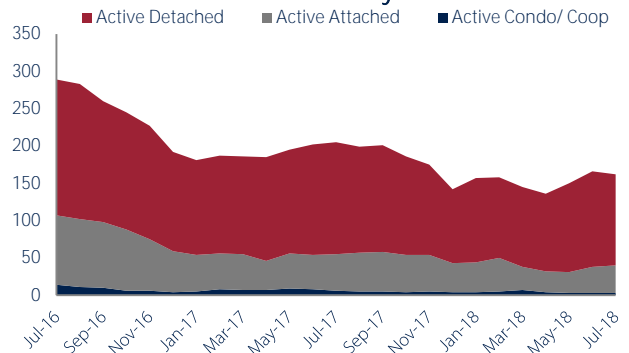
Units Sold

There was a decrease in total units sold in July, with 56 sold this month in Perkasio and Sellersville versus 72 last month, a decrease of 22%. This month's total units sold was higher than at this time last year, an increase of 2% versus July 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 43 units or 21%. The total number of active inventory this July was 162 compared to 205 in July 2017. This month's total of 162 is lower than the previous month's total supply of available inventory of 166, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Perkasio and Sellersville Homes was \$283,500. This July, the median sale price was \$322,450, an increase of 14% or \$38,950 compared to last year. The current median sold price is 1% higher than in June.

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

Perkasio and Sellersville are defined as properties listed in zip code/s 18960, 18944, 18962, 18911, 18927 and 18917.

*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



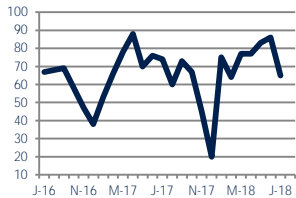
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July 2018

Zip Code(s): 18960, 18944, 18962, 18911, 18927 and 18917

New Listings

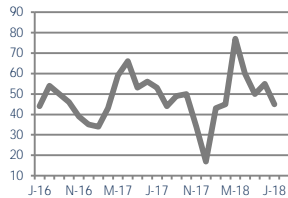
65



Down -12%
Vs. Year Ago

Current Contracts

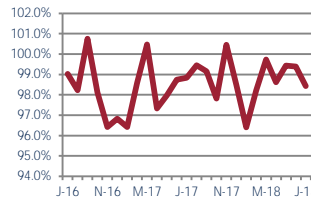
45



Down -15%
Vs. Year Ago

Sold Vs. List Price

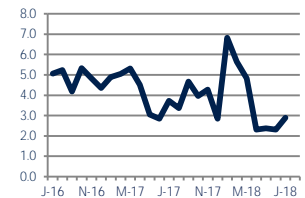
98.4%



No Change
Vs. Year Ago

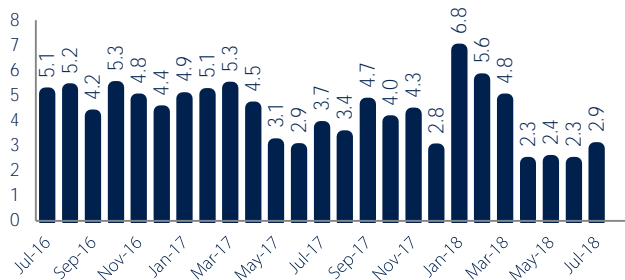
Months of Supply

2.9



Down -23%
Vs. Year Ago

Months Of Supply



New Listings & Current Contracts

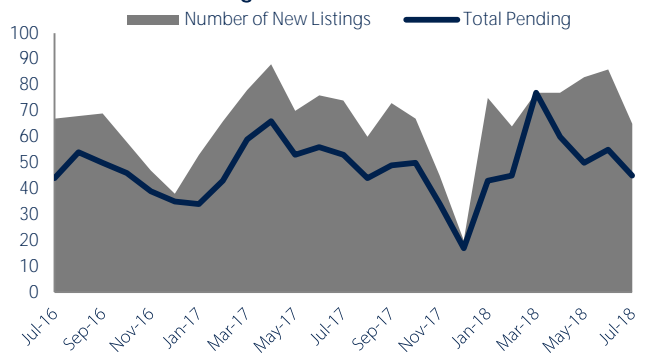
This month there were 65 homes newly listed for sale in Perkasio and Sellersville compared to 74 in July 2017, a decrease of 12%. There were 45 current contracts pending sale this July compared to 53 a year ago. The number of current contracts is 15% lower than last July.

Months of Supply

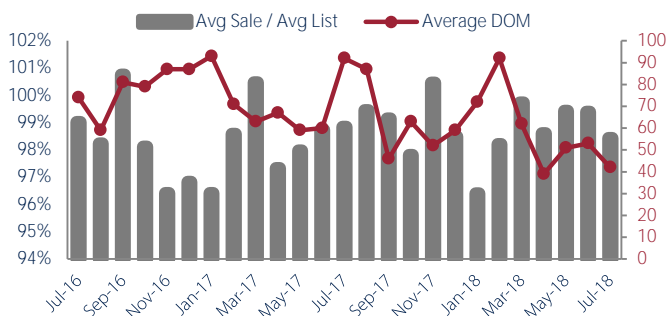
In July, there was 2.9 months of supply available in Perkasio and Sellersville, compared to 3.7 in July 2017. That is a decrease of 22% versus a year ago.

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



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Perkasio and Sellersville 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 42, lower than the average last year, which was 92, a decrease of 54%.



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