

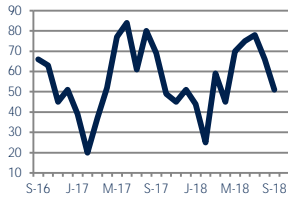
Focus On: Pottstown, Spring City, and Honey Brook Housing Market

September 2018

Zip Code(s): 19465, 19475, 19344, 19343, 19520, 19470, 19457 and 19316

Units Sold

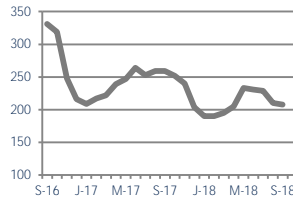
51



Down -26%
Vs. Year Ago

Active Inventory

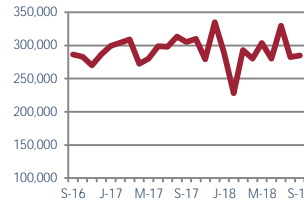
208



Down -20%
Vs. Year Ago

Median Sale Price

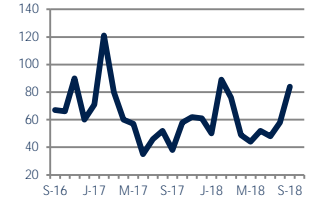
\$285,000



Down -7%
Vs. Year Ago

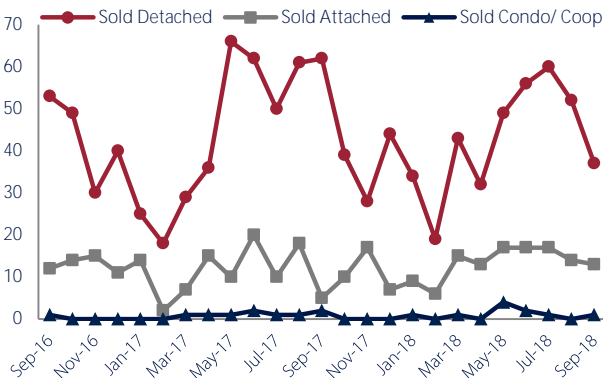
Days On Market

84



Up 121%
Vs. Year Ago

Units Sold*



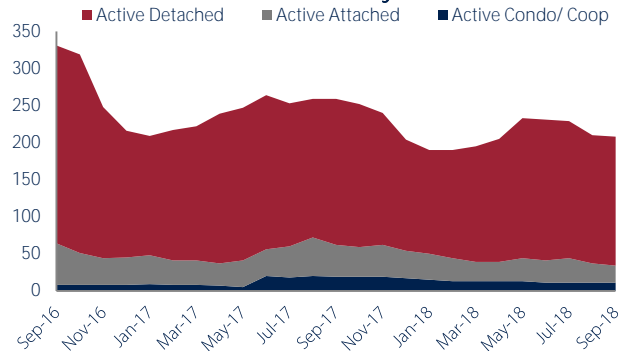
Units Sold

There was a decrease in total units sold in September, with 51 sold this month in Pottstown, Spring City, and Honey Brook versus 66 last month, a decrease of 23%. This month's total units sold was lower than at this time last year, a decrease of 26% versus September 2017.

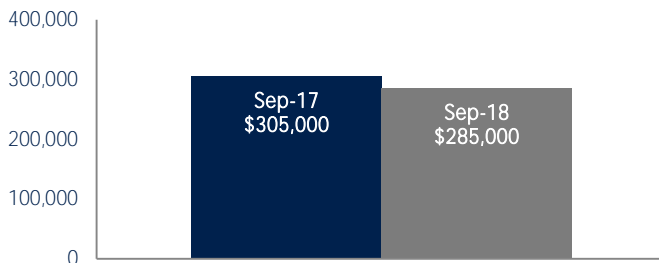
Active Inventory

Versus last year, the total number of homes available this month is lower by 51 units or 20%. The total number of active inventory this September was 208 compared to 259 in September 2017. This month's total of 208 is lower than the previous month's total supply of available inventory of 210, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Pottstown, Spring City, and Honey Brook Homes was \$305,000. This September, the median sale price was \$285,000, a decrease of 7% or \$20,000 compared to last year. The current median sold price is 1% higher than in August.

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



Pottstown, Spring City, and Honey Brook are defined as properties listed in zip code/s 19465, 19475, 19344, 19343, 19520, 19470, 19457 and 19316.

*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.





The Long & Foster Market Minute™

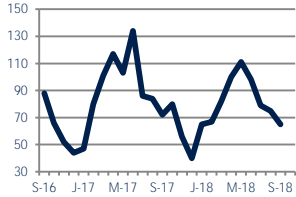
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New Listings

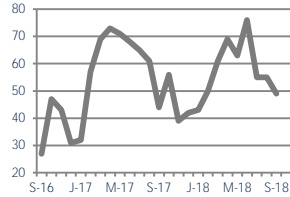
65



Down -10%
Vs. Year Ago

Current Contracts

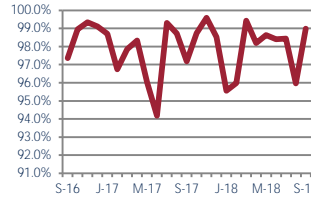
49



Up 11%
Vs. Year Ago

Sold Vs. List Price

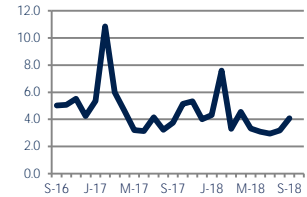
99.0%



Up 1.9%
Vs. Year Ago

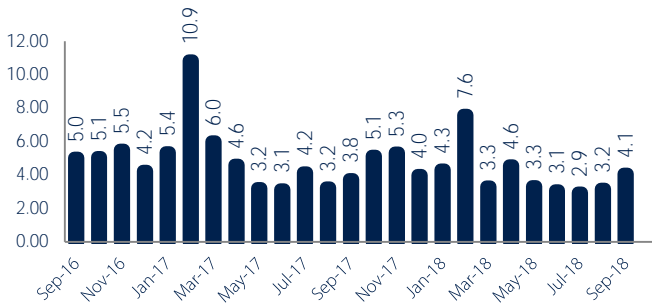
Months of Supply

4.1



Up 9%
Vs. Year Ago

Months Of Supply



Months of Supply

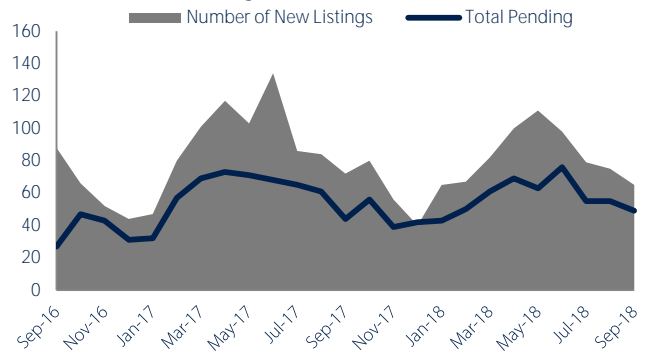
In September, there was 4.1 months of supply available in Pottstown, Spring City, and Honey Brook, compared to 3.8 in September 2017. That is an increase of 9% versus a year ago.

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.

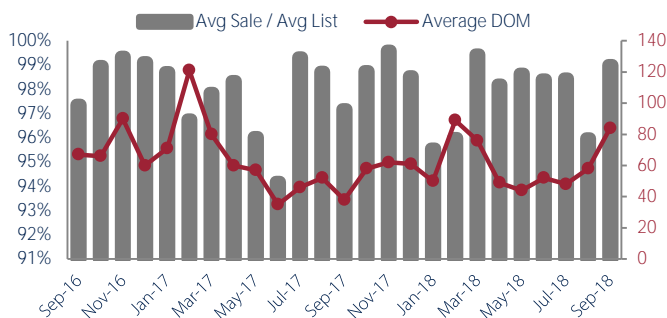
New Listings & Current Contracts

This month there were 65 homes newly listed for sale in Pottstown, Spring City, and Honey Brook compared to 72 in September 2017, a decrease of 10%. There were 49 current contracts pending sale this September compared to 44 a year ago. The number of current contracts is 11% higher than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Pottstown, Spring City, and Honey Brook was 99.0% of the average list price, which is 1.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 84, higher than the average last year, which was 38, an increase of 121%.



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