

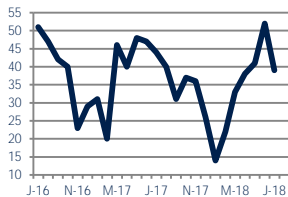
Focus On: Red Lion, Dallastown, and Windsor Housing Market

July 2018

Zip Code(s): 17356, 17313 and 17366

Units Sold

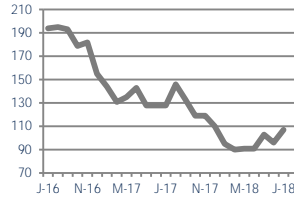
39



Down -11%
Vs. Year Ago

Active Inventory

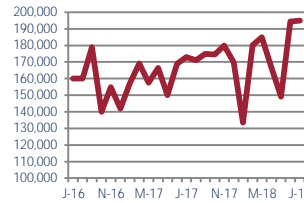
107



Down -16%
Vs. Year Ago

Median Sale Price

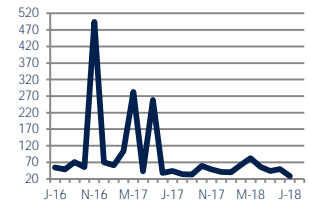
\$194,900



Up 13%
Vs. Year Ago

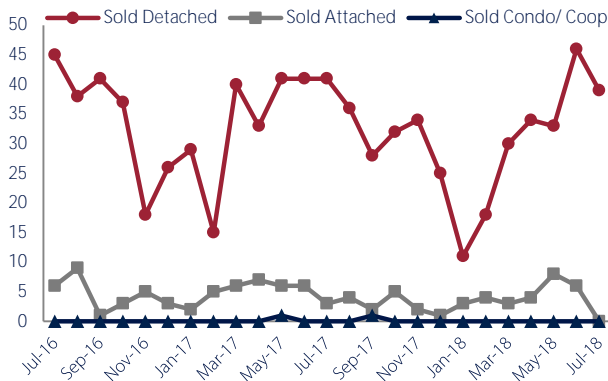
Days On Market

28



Down -36%
Vs. Year Ago

Units Sold*



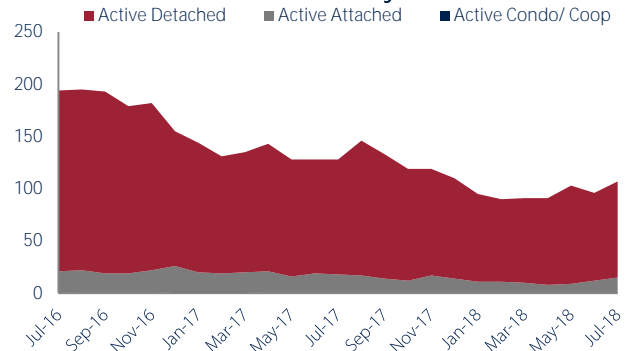
Units Sold

There was a decrease in total units sold in July, with 39 sold this month in Red Lion, Dallastown, and Windsor versus 52 last month, a decrease of 25%. This month's total units sold was lower than at this time last year, a decrease of 11% versus July 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 21 units or 16%. The total number of active inventory this July was 107 compared to 128 in July 2017. This month's total of 107 is higher than the previous month's total supply of available inventory of 96, an increase of 11%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Red Lion, Dallastown, and Windsor Homes was \$173,000. This July, the median sale price was \$194,900, an increase of 13% or \$21,900 compared to last year. The current median sold price is approximately the same as the median price in June.

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

Red Lion, Dallastown, and Windsor are defined as properties listed in zip code/s 17356, 17313 and 17366.

*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



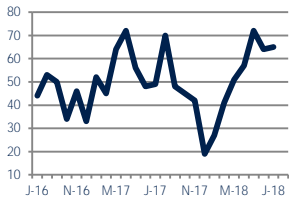
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July 2018

Zip Code(s): 17356, 17313 and 17366

New Listings

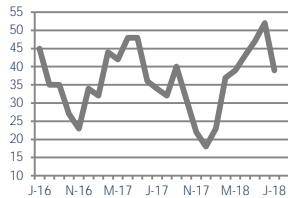
65



Up 33%
Vs. Year Ago

Current Contracts

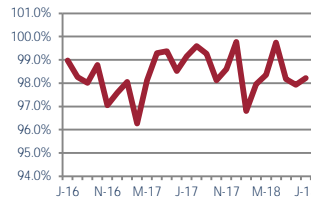
39



Up 15%
Vs. Year Ago

Sold Vs. List Price

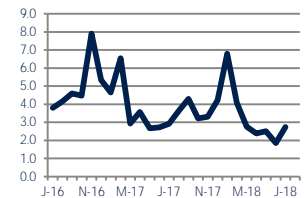
98.2%



Down -0.9%
Vs. Year Ago

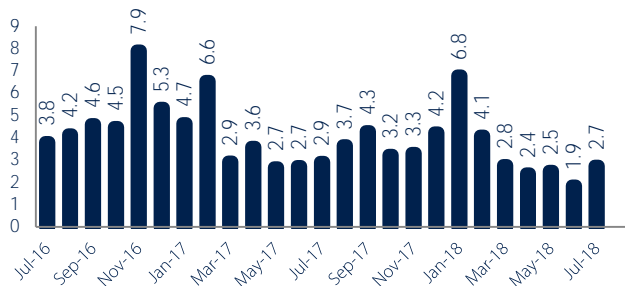
Months of Supply

2.7



Down -6%
Vs. Year Ago

Months Of Supply



Months of Supply

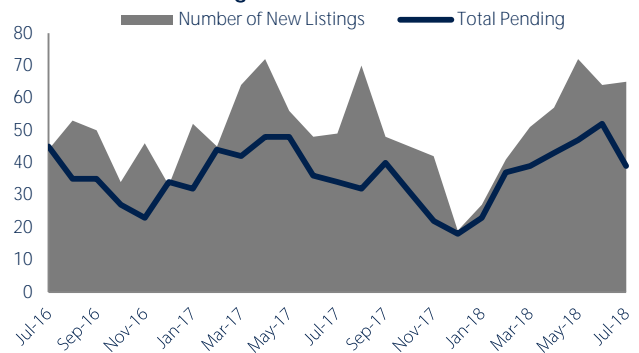
In July, there was 2.7 months of supply available in Red Lion, Dallastown, and Windsor, compared to 2.9 in July 2017. That is a decrease of 6% versus a year ago.

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.

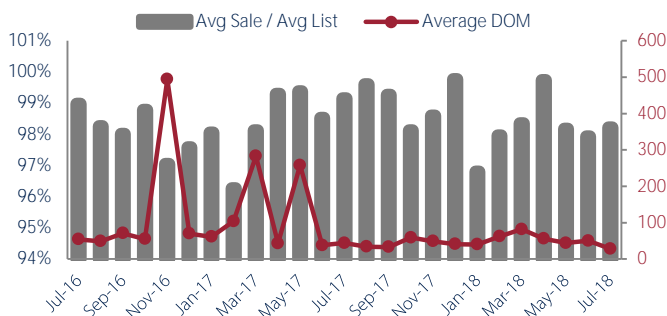
New Listings & Current Contracts

This month there were 65 homes newly listed for sale in Red Lion, Dallastown, and Windsor compared to 49 in July 2017, an increase of 33%. There were 39 current contracts pending sale this July compared to 34 a year ago. The number of current contracts is 15% higher than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Red Lion, Dallastown, and Windsor was 98.2% of the average list price, which is 0.9% lower than at this time last year.

Days On Market

This month, the average number of days on market was 28, lower than the average last year, which was 44, a decrease of 36%.



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