



The Long & Foster Market Minute™

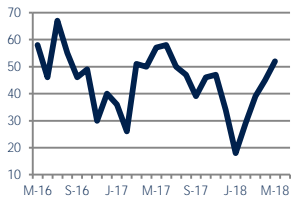
Focus On: Red Lion, Dallastown, and Windsor Housing Market

May 2018

Zip Code(s): 17356, 17313 and 17366

Units Sold

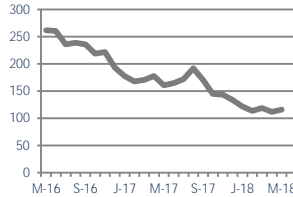
52



Down -9%
Vs. Year Ago

Active Inventory

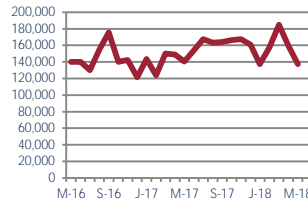
116



Down -28%
Vs. Year Ago

Median Sale Price

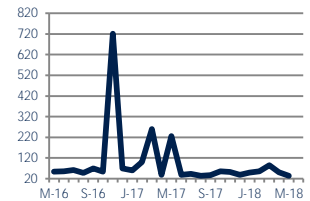
\$137,450



Down -2%
Vs. Year Ago

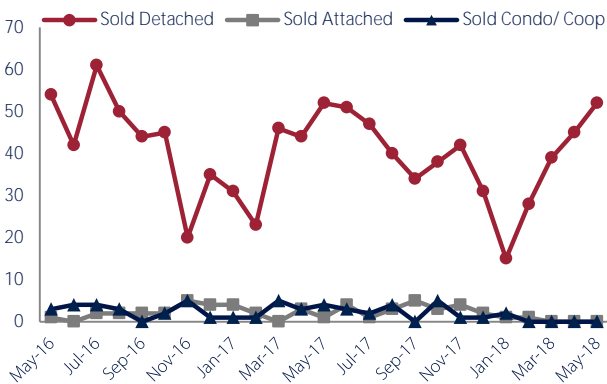
Days On Market

33



Down -85%
Vs. Year Ago

Units Sold*



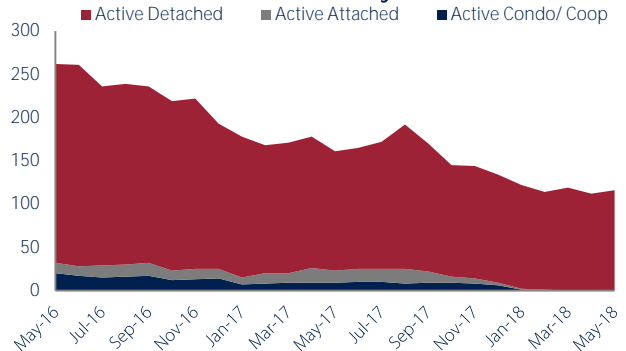
Units Sold

There was an increase in total units sold in May, with 52 sold this month in Red Lion, Dallastown, and Windsor versus 45 last month, an increase of 16%. This month's total units sold was lower than at this time last year, a decrease of 9% versus May 2017.

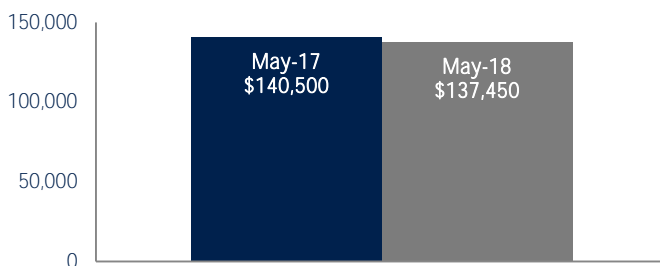
Active Inventory

Versus last year, the total number of homes available this month is lower by 45 units or 28%. The total number of active inventory this May was 116 compared to 161 in May 2017. This month's total of 116 is higher than the previous month's total supply of available inventory of 112, an increase of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Red Lion, Dallastown, and Windsor Homes was \$140,500. This May, the median sale price was \$137,450, a decrease of 2% or \$3,050 compared to last year. The current median sold price is 14% lower than in April.

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.

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INTERNATIONAL REAL ESTATE



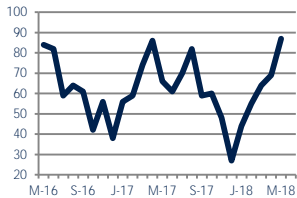
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May 2018

Zip Code(s): 17356, 17313 and 17366

New Listings

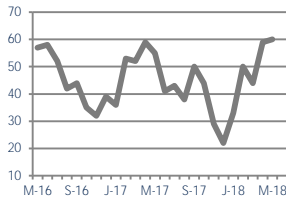
87



Up 32%
Vs. Year Ago

Current Contracts

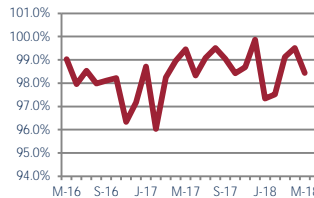
60



Up 9%
Vs. Year Ago

Sold Vs. List Price

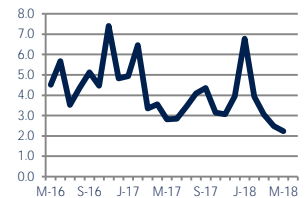
98.4%



Down -1%
Vs. Year Ago

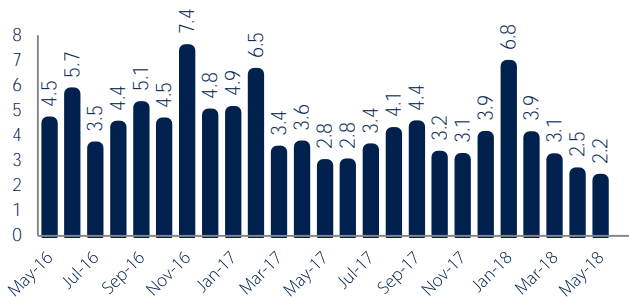
Months of Supply

2.2



Down -21%
Vs. Year Ago

Months Of Supply



Months of Supply

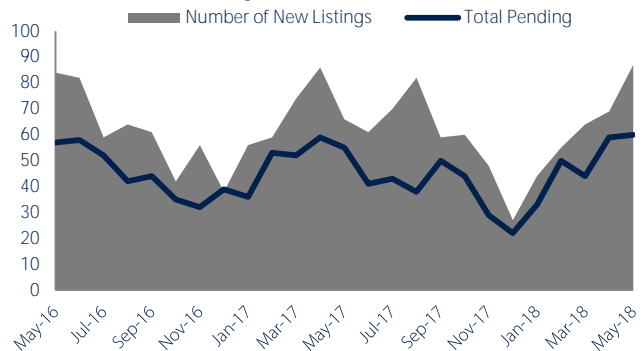
In May, there was 2.2 months of supply available in Red Lion, Dallastown, and Windsor, compared to 2.8 in May 2017. That is a decrease of 21% versus a year ago.

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.

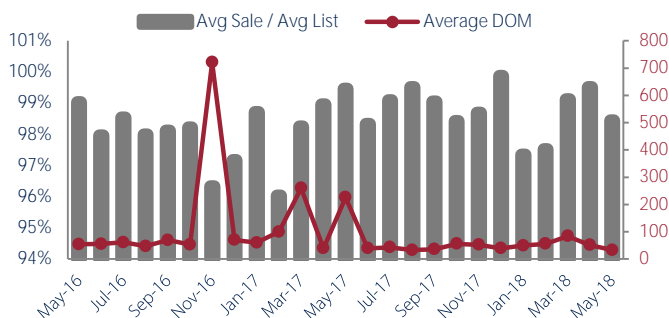
New Listings & Current Contracts

This month there were 87 homes newly listed for sale in Red Lion, Dallastown, and Windsor compared to 66 in May 2017, an increase of 32%. There were 60 current contracts pending sale this May compared to 55 a year ago. The number of current contracts is 9% higher than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Red Lion, Dallastown, and Windsor was 98.4% of the average list price, which is 1.0% lower than at this time last year.

Days On Market

This month, the average number of days on market was 33, lower than the average last year, which was 226, a decrease of 85%.



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